allcargo logistics ltd.

Ingenuity In Motion

THE AVVASHYA GROUP

Audited Results for the Quarter ended December 31, 2013

Investor Presentation

February 14 , 2014

Forward Looking Statements

This presentation contains forward-looking statements which may be identified by their use of words like “plans,” “expects,” “will,” “anticipates,” “believes,” “intends,” “projects,” “estimates” or other words of similar meaning. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, product development, market position, expenditures, and financial results, are forward-looking statements.

Forward-looking statements are based on certain assumptions and expectations of future events. The companies referred to in this presentation cannot guarantee that these assumptions and expectations are accurate or will be realized. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements.

These companies assume no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent developments, information or events, or otherwise.

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1. Consolidated Performance

Performance Highlights – Q3 FY14 & 9M FY14 - Consolidated

Q3 FY14 - Consolidated

- Total revenue from operations at Rs. 15.1 billion as against Rs. 9.7 billion for corresponding previous period – YoY increase of 56%, mainly on account of increase in volumes and revenues in MTO business that include both acquisitions
- EBIT at Rs. 904 million as against Rs. 438 million for corresponding previous period – YoY increase of 107%
- PAT at Rs. 570 million as against Rs. 361 million for corresponding previous period – YoY increase of 58%
- EPS at Rs. 4.5 for a face value of Rs 2 per share – YoY increase of 55%

9M FY14 - Consolidated

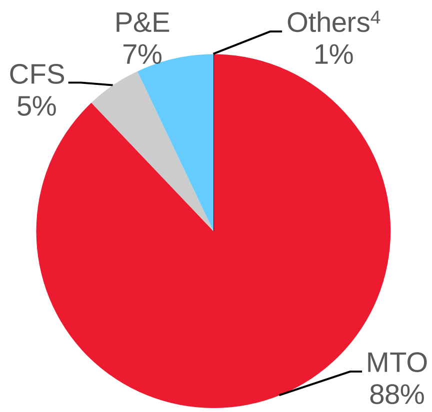
- Total revenue from operations at Rs. 35.7 billion as against Rs. 29.6 billion in 9M FY13 – YoY increase of 20%, mainly on account of increase in volumes and revenue in MTO business that include both acquisitions
- EBIT at Rs. 2,269 million as against Rs 2,298 million in 9M FY13 – YoY decrease of 1%
- PAT at Rs. 1,378 million as against Rs. 1,529 million in 9M FY13 – YoY decrease of 10%
- EPS at Rs. 10.9 for a face value of Rs 2 per share

Performance Highlights

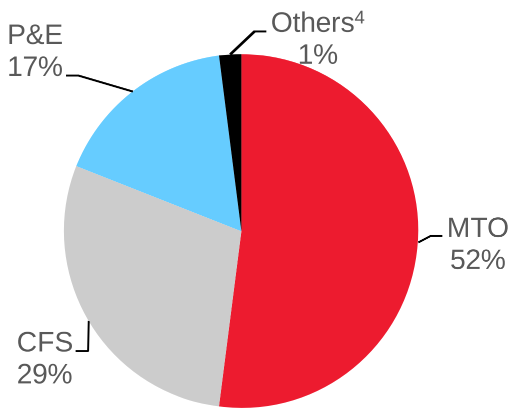
Consolidated Financial Performance (INR Million)									
	For the Quarter					For Nine Months			
Particulars	**Q3 FY14**	**Q3 FY13**	***Y-o-Y***	**Q2 FY14**	***Q-o-Q***	**9M FY14**	**9M FY13**	***Y-o-Y***	**FY13**
Income from Operations	15,157	9,726	*55.9%*	10,715	*41.5%*	35,662	29,609	*20.4%*	39,254
Other Operating Income	7	1	*415.4%*	4	*76.3%*	25	7	*272.1%*	14
Total Income	**15,164**	**9,727**	***55.9%***	**10,719**	***41.5%***	**35,687**	**29,616**	***20.5%***	**39,268**
Operating Expenses	10,864	6,646	*63.5%*	7,411	*46.6%*	25,121	20,115	*24.9%*	26,994
Gross Profit	**4,300**	**3,081**	***39.6%***	**3,308**	***30.0%***	**10,566**	**9,501**	***11.2%***	**12,274**
Staff Cost	2,182	1,473	*48.2%*	1,633	*33.7%*	5,253	4,251	*23.6%*	5,634
Other Expenses	1,081	720	*50.2%*	714	*51.4%*	2,437	2,016	*20.9%*	2,759
Prov. For Doubtful Debts	(73)	131	*(155.9%)*	32	*(328.3%)*	(61)	281	*(121.6%)*	313
EBIDTA	**1,110**	**757**	***46.6%***	**929**	***19.4%***	**2,937**	**2,953**	***(0.5%)***	**3,568**
Depreciation	332	375	*(11.3%)*	326	*1.9%*	995	1,115	*(10.7%)*	1,473
Other Income	127	55	*130.3%*	81	*56.7%*	327	459	*(28.9%)*	656
EBIT	**904**	**438**	***106.6%***	**684**	***32.2%***	**2,269**	**2,298**	***(1.3%)***	**2,751**
Interest	188	166	*13.1%*	107	*76.4%*	399	348	*14.9%*	415
PBT	**717**	**271**	***163.9%***	**578**	***24.0%***	**1,869**	**1,950**	***(4.1%)***	**2,335**
Tax	141	(101)	(238.8%)	131	7.5%	439	313	40.2%	512
PAT after MI	**570**	**361**	***58.0%***	**421**	***35.4%***	**1,378**	**1,529**	***(9.9%)***	**1,697**
EPS (INR)	*4.5*	*2.9*	*55.2%*	*3.3*	*36.4%*	*10.9*	*11.9*	*(8.4%)*	*13.3*

Segment Breakdown – Q3 FY14

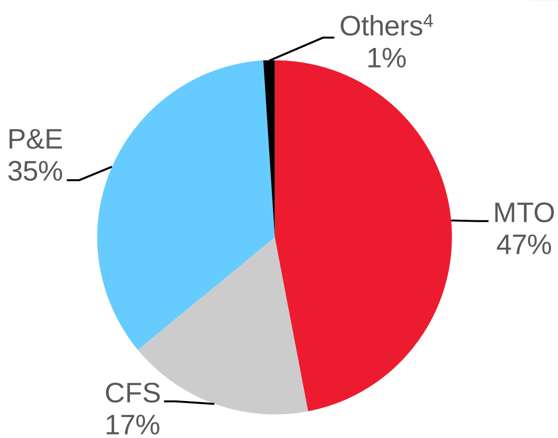
Revenue Breakdown[1]



EBIT Breakdown[2]



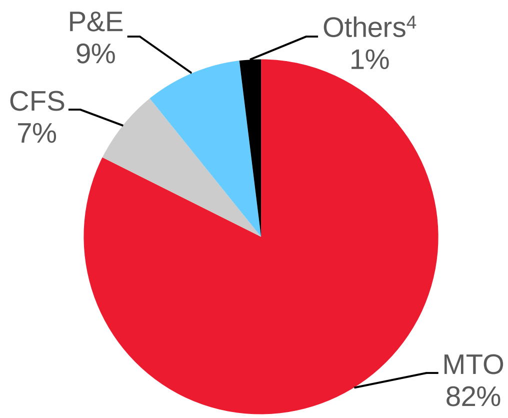
Capital Employed Breakdown[3]



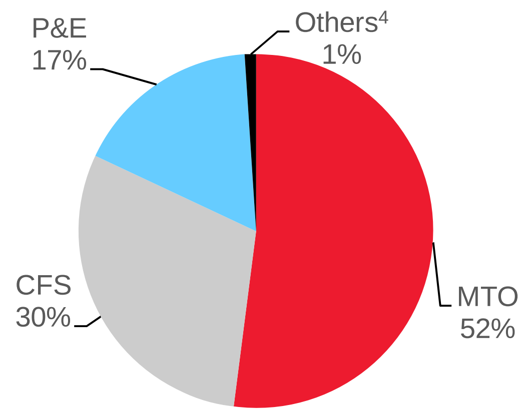
[1] Before inter-segment eliminations
[2] Before unallocable expenditure and income
[3] As on 31st December, 2013 and Excluding unallocable corporate assets and corporate liabilities
[4] Includes mainly 3PL and corporate

Segment Breakdown – 9M FY14

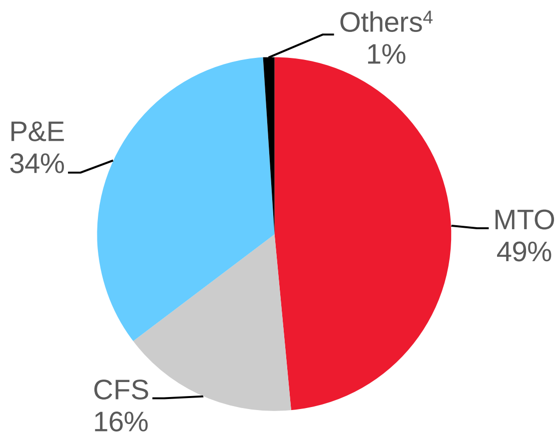
Revenue Breakdown[1]



EBIT Breakdown[2]



Capital Employed Breakdown[3]



[1] Before inter-segment eliminations
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[4] Includes mainly 3PL and corporate

2. Businesses – Financial Performance

Multimodal Transport Operations

MTO Segment - Consolidated - Business Volume Performance (LCL+FCL - in TEUs)[1]								
For the Quarter					For 9 Months			
Q3 FY14	Q3 FY13	*Y-o-Y*	Q2 FY14	*Q-o-Q*	9M FY14	9M FY13	*Y-o-Y*	FY13
91,725	70,338	*30.4%*	76,338	*20.2%*	240,626	216,965	*10.9%*	284,726

- **30% increase in volumes**

MTO Segment - Consolidated - Financial Performance (INR Million)[2]									
	For the Quarter					For 9 Months			
Particulars	Q3 FY14	Q3 FY13	*Y-o-Y*	Q2 FY14	*Q-o-Q*	9M FY14	9M FY13	*Y-o-Y*	FY13
Total Revenue	13,372	8,186	*63.4%*	8,982	*48.9%*	30,465	24,247	*25.6%*	31,954
EBIT	472	385	*22.5%*	412	*14.6%*	1,249	1,356	*(7.9%)*	1,493
EBIT Margin (%)	*3.5%*	*4.7%*	*(1.2%)*	*4.6%*	*(1.1%)*	*4.1%*	*5.6%*	*(1.5%)*	*4.7%*

- **63% YoY increase in total revenue**
- **23% YoY increase in EBIT**

[1]TEU – Twenty Equivalent Unit; Volumes include ECU Line & Domestic NVOCC operations
[2]MTO consolidated includes ECU Line and Domestic NVOCC operations

Container Freight Stations

- Total installed capacity of CFSs and ICDs at end of Q3 FY14 – **573,000 TEU/ annum**

CFS Operations - Business Volume Performance (in TEUs)[1]								
For the Quarter					For 9 Months			
Q3 FY14	Q3 FY13	*Y-o-Y*	Q2 FY14	*Q-o-Q*	9M FY14	9M FY13	*Y-o-Y*	FY13
47,477	48,350	*(1.8%)*	48,350	*(1.8%)*	*141,323*	*175,057*	*(19.3%)*	221,909

CFS Operations - Financial Performance (INR Million)									
	For the Quarter					For 9 Months			
Particulars	Q3 FY14	Q3 FY13	*Y-o-Y*	Q2 FY14	*Q-o-Q*	9M FY14	9M FY13	*Y-o-Y*	FY13
Total Revenue	825	756	*9.1%*	824	*0.1%*	2,372	2,328	*1.9%*	3,122
EBIT	258	275	*(6.2%)*	259	*(0.0%)*	725	892	*(18.7%)*	1,125
EBIT Margin (%)	*31.3%*	*36.4%*	*(5.1%)*	*31.4%*	*(0.1%)*	*30.6%*	*38.3%*	*(7.7%)*	*36.0%*

- **9% YoY increase in total revenue**

[1]*Includes JNPT 1,, Chennai and Mundra CFSs*

Project and Engineering Solutions

Current fleet comprises of more than 1,000 equipments which include cranes, trailers, hydraulic axles, reach stackers, forklifts, prime movers, ships and barges

Project and Engineering Solutions Segment - Financial Performance (INR Million)									
	For the Quarter					For the Half Year			
Particulars	Q3 FY14	Q3 FY13	*Y-o-Y*	Q2 FY14	*Q-o-Q*	9M FY14	9M FY13	*Y-o-Y*	FY13
Total Revenue	1,072	893	*20.0%*	1,013	*5.9%*	3,157	3,409	*(7.4%)*	4,301
EBIT	152	(156)		45	*235.3%*	413	323	*27.9%*	395
EBIT Margin (%)	*14.2%*	*(17.5%)*	*31.6%*	*4.5%*	*9.7%*	*13.1%*	*9.5%*	*3.6%*	*9.2%*

- **20% YoY increase in total revenue**
- **EBIT at Rs. 152 million v/s loss of Rs 156 million in Q3FY13**

3. Other Updates

Acquisitions

Econocaribe Consolidators

- ✓ Acquired 100% interest in US based Econocaribe Consolidators, through wholly owned subsidiary ECU line
- ✓ Founded in 1968 and headquartered in Miami, Econocaribe Consolidators is 3rd largest NVOCC in the US with 9 offices and 22 receiving locations in the US and Canada
- ✓ Specializes in freight consolidation and FCL services to Latin America, the Caribbean, Europe, the Mediterranean, the Middle East, Africa and Asia
- ✓ ECU Line in recent years has been engaging Econocaribe as its agent in the US
- ✓ Acquisition enables ECU Line to complete its service offerings, both in terms of global capabilities and coverage
- ✓ Acquisition also increases ECU Line's foot hold in the US market - #1 economy in the world

FCL Marine Agencies

- ✓ Acquired majority stake in Netherlands based FCL Marine Agencies, Rotterdam through wholly owned subsidiary ECU Line
- ✓ FCL Marine Agencies - Leading neutral NVO service provider in Full Container Load (FCL) segment operating in Europe, USA and Canada
- ✓ Acquisition - a step forward to consolidate ECU Line's global leadership in LCL consolidation and cater to its customer's request for a neutral FCL service through its global network and benchmark services

Awards and Recognitions

- Ranked 216th among India's top 500 Non-Financial companies and ranked 9th among companies with most Nos. of Subsidiaries by Business World in its cover story, 'The BW Real 500' – The definitive ranking of India's biggest companies
- Mr. Shashi Kiran Shetty - ranked at 61st position amongst the top performers in India, in mid-sized corporate category in a nation-wide survey ranking 'India's most value'able CEOs' conducted by Business World magazine
- Awarded 'CRISIL AA-/ STABLE' credit rating in high safety category by CRISIL
- Awarded 'LCL Consolidator of the Year' for its outstanding performance in the LCL space at 'Cargo & Logistics Awards 2014' hosted at 'Gujarat Junction 2014-Conference on Ports, Shipping & Logistics'

Shareholding Pattern – as on 31st December, 2013

Particulars	No. of Shares	% Holding
Promoters	91,134,025	72.1%
Foreign Investors – FIIs, GDRs, NRIs and others	31,898,037	25.2%
Domestic institutions/ Banks/ Mutual Funds	196,641	0.2%
Indian Public	3,192,549	2.5%
Total - 6,283 Shareholders	**126,421,253**	**100.0%**

- Listed on Bombay Stock Exchange & National Stock Exchange
- Constituent of BSE 500 index, BSE Small Cap index and CNX Nifty 500 index
- Reputed FIIs – Blackstone, New Vernon and Acacia Partners together hold ~ 25%
- Market Capitalization as on 13th February 2014 – Rs. 17 billion

About Allcargo Logistics:

Allcargo Logistics Ltd., part of The Avvashya Group, is a leading multinational company providing integrated logistics solutions. The company offers specialized logistics services across Multimodal Transport Operations, Container Freight Stations, Inland Container Depots and Project & Engineering Solutions. Benchmarked quality standards, standardized processes and operational excellence across all the services and facilities have enabled Allcargo Logistics to emerge as the market leader in all these segments.

The company currently operates out of 200 own offices in 90 countries and gets supported by an even larger network of franchisee offices across the world.

THANK YOU