

ALLCARGO LOGISTICS LIMITED

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EARNINGS RELEASE

CONSOLIDATED TOTAL REVENUE FOR THE YEAR AT RS 3,992 CRORE

CONSOLIDATED EBIDTA FOR THE YEAR AT RS 422 CRORE

CONSOLIDATED NET PROFIT FOR THE YEAR AT RS. 170 CRORE

NETWORTH OF RS 1,586 CRORE – YOY INCREASE OF 6%

CONSERVATIVE CAPITAL STRUCTURE – NET DEBT TO EQUITY AT 0.33

EARNINGS PER SHARE AT 13.3 FOR A FACE VALUE OF RS 2 PER SHARE

BOARD RECOMMENDS DIVIDEND AT 75% IE. RS 1.50 PER EQUITY SHARE

**COMPLETED BUY BACK OF SHARES – TOTAL AMOUNT SPENT IS RS 58 CRORES
REDUCING TOTAL SHARES OUTSTANDING FROM 13.0 CRORES TO 12.6 CRORES**

May 29, 2013, Mumbai: Allcargo Logistics Ltd. today announced its audited financial results for the quarter and year ended March 31, 2013.

The performance highlights are:

Consolidated Results – Q4 FY13

- **Total revenue of Rs. 975.5 crore** for the quarter ended March 31, 2013, as against Rs 886.4 crore for the corresponding previous period, **an increase of 10%**
- **EBIDTA of Rs. 85.3 crore** for the quarter ended March 31, 2013, as against Rs. 133.0 crore for the corresponding previous period, **a decrease of 36%**. This was mainly due to one- time adjustment of lease accounting in Q4FY12
- The **profit after tax** was **Rs. 16.8 crore** for the quarter ended March 31, 2013, as against Rs. 61.6 crore for the corresponding previous period, **a decrease of 73%**
- **EPS** for the quarter ended March 31, 2013 was **Rs 1.3** for a face value of Rs. 2 per share

Consolidated Results – FY13

- Last year, the Company changed its accounting year from calendar to fiscal. As a result, the previous audited period is 15 months ended March 31, 2012 and not comparable to the current 12 months ended March 31, 2013
- **Total revenue of Rs. 3,992.4 crore** for the year ended March 31, 2013, as against Rs 4,324.5 crore for 15 months ended March 31, 2013
- **EBIDTA of Rs. 422.4 crore** for the year ended March 31, 2013, as against Rs. 573.5 crore for 15 months ended March 31, 2013
- The **profit after tax** was **Rs. 169.7 crore** for the year ended March 31, 2013, as against Rs. 284.5 crore for 15 months ended March 31, 2013
- **EPS** for the year ended March 31, 2013, was **Rs 13.3** for a face value of Rs. 2 per share
- The Board of Directors have recommended, subject to the shareholders' approval, **payment of dividend @ 75% ie. Rs. 1.50 per equity share** of Rs. 2 each for the financial year ended March 31, 2013

Business Performance:

Allcargo operates primarily in three segments, viz., Multimodal Transport Operations, Container Freight Stations Operations and Project & Engineering Solutions. These are consolidated business segments.

Multimodal Transport Operations (MTO):

- MTO segment involves NVOCC (Non Vessel Owning Common Carrier) operations related to LCL (Less than container load) consolidation and FCL (Full container load) forwarding activities in India and across the world through its wholly owned subsidiary ECU Line
- Allcargo is amongst the leading players in the global LCL consolidation market with a strong network across 89 countries and 189 own offices covering over 4,000 port pairs across the world
- The business clocked **total volumes of 2,84,726 TEUs** for the year ended March 31, 2013 as against 2,75,205 TEUs for the corresponding previous period, **an increase of 3%**. The business has achieved volume growth, despite slowdown in global trade, re-enforcing the focus on LCL consolidation as a primary business offering built in with global scale of operations that has helped to develop resilience towards trade volatility
- The **total revenue** for the year ended March 31, 2013 was **Rs 3,195.4 crore** as against Rs 3,397.2 crore for 15 months ended March 31, 2013
- **EBIT** was **Rs. 149.3 crore** for the year ended March 31, 2013, as against Rs. 163.8 crore for 15 months ended March 31, 2013

Container Freight Stations (CFS)/ Inland Container Depot (ICD) Operations:

- This segment operations are involved in import / export cargo stuffing, de-stuffing, customs clearance and other related ancillary services to both, importers and exporters
- The CFS facilities are located near JNPT, Mundra, and Chennai ports. Allcargo is the #1 CFS operator in Chennai and amongst the top five CFS operators at JNPT and Mundra (including captive CFSs – in terms of volumes)
- The **total capacity** of the CFSs at the end of March 31, 2013 is **4,85,000 TEUs per annum**
- The ICDs are located at Dadri and Pithampur (Indore) and have **a total capacity of 88,000 TEUs per annum**
- This business segment clocked **total volumes of 2,21,909 TEUs** for the year ended March 31, 2013, as against 2,45,175 TEU for the corresponding previous period, a

decrease of 9%. This decline was mainly on account of a drop in laden import volume at the ports

- The **total revenue** for the year ended March 31, 2013 was **Rs 312.2 crore** as against Rs 353.0 crore for 15 months ended March 31, 2013
- **EBIT** was **Rs 112.5 crore** for the year ended March 31, 2013, as against Rs. 161.5 crore for 15 months ended March 31, 2013

Project & Engineering Solutions (P&E):

- Project & Engineering Solutions segment provides integrated end-to-end project, engineering and logistic services through a diverse fleet of owned / rented special equipment like hydraulic axles, cranes, barges, reach-stackers and ships to transport ODC / OWC cargos as well as offer project engineering solutions across various sectors
- The **total revenue** for the year ended March 31, 2013, was **Rs. 430.1 crore** as against Rs. 548.0 crore for 15 months ended March 31, 2013
- **EBIT** was **Rs 39.0 crore** for the year ended March 31, 2013 as against Rs 111.9 crore for 15 months ended March 31, 2013

New developments/ Achievements in the businesses during the year:

- **In the MTO business:**
 - o Awarded the “LCL Consolidator of the year award” at the South East CEO Conclave And Awards 2012
 - o Ecu Line Vietnam has been ranked amongst the 500 Fastest Growing SMEs in Vietnam (2012) by
 - o Allcargo – Ahmedabad was awarded “Third largest volume as LCL Consolidator” handled at ICD Sabarmati, by Container Corporation of India Ltd
 - o Opened new offices in Australia, Indonesia and the Middle East
- **In the CFS business:**
 - o Started a new CFS at JNPT with total installed capacity (first phase) of 1,44,000 TEUs per annum. This takes the total installed capacity of all CFSs across India to 4,85,000 TEUs per annum
- **In the P&E business:**
 - o Allcargo was awarded “Best Shipping Line of the year – Break Bulk Operator” at 1st Gujarat Star Awards, 2012
 - o Appointed as the exclusive agent of German company - Hansa Heavy Lift, global market leaders with strong heavy lift capabilities

Awards & Recognitions during the year:

- Awarded the “ Logistics Innovator of the Year” by the Chartered Institute of Logistics and Transport
- Awarded the “Freight Forwarder of the Year- Project Cargo” by Conquest 2013
- Awarded the “Global Indian Maritime Personality” Award by The Maharashtra Chamber of Commerce, Industry and Agriculture
- Won the MALA Award for in the ‘Heavy Lift Mover of the Year 2012’ category. MALA is a distinguished Maritime and logistics award platform that honors the dignitaries of the logistics industry. Allcargo has been proud recipient of MALA awards for 3 years in a row
- Awarded the “Most Well Diversified Business Enterprise” by Citi Commercial Bank & Economic Times
- Mr Shashi Kiran Shetty, CMD, was awarded the ‘News Maker of the Year’ award – MALA Awards 2012
- Mr. Shashi Kiran Shetty, CMD, was honored with the “Global Indian Maritime Personality” Award

Stock Market Highlights – General Information and Shareholding Pattern as on March 31, 2013:

Particulars	
Exchange Code	BSE: 532749 / NSE: ALLCARGO
No. of Shares Outstanding	12,64,10,873
Closing Market Price (Rs.)	115.50 / 115.55
Market Capitalization (Rs. Crore)	1,460 / 1,461

Particulars	No of shares	% holding
Promoters	9,11,34,025	72.1%
Foreign Investors – FIIs, FCs, NRIs and others	3,04,81,681	24.1%
Domestic institutions/ Banks/ Mutual Funds	1,96,744	0.2%
Indian Public	45,98,423	3.6%
Total - 6,361 shareholders	126,410,873	100.0%

Conference Call Details:

Conference Name: Allcargo Logistics Ltd Q3 FY13 Earnings Conference Call

Date: **Wednesday, February 13th, 2013**

Time: **2.00 pm IST**

Dial-in Numbers:

From India: +91 22 3065 0178 / +91 22 6629 0389

International	Toll-free number
USA	1 866 746 2133
UK	0 808 101 1573
Singapore	800 101 2045
Hong Kong	800 964 448

About Allcargo Logistics Limited

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 Station Operations and Project & Engineering Solutions. Benchmarked quality standards, standardized processes and operation excellence across all the services and facilities, have enabled Allcargo Logistics Ltd. to emerge as the market leader in all these segments.

The company currently operates out of 189 own offices in 89 countries and gets supported by an even larger network of franchisee offices across the world. Allcargo is today one of India's largest publicly owned logistics companies, listed on the Bombay Stock Exchange (BSE: 532749) and The National Stock Exchange of India (NSE: ALLCARGO).

Caution Concerning Forward-Looking Statements: This document includes certain forward-looking statements. These statements are based on management's current expectations or beliefs, and are subject to uncertainty and changes in circumstances. Actual results may vary materially from those expressed or implied by the statements herein due to changes in economic, business, competitive, technological and/or regulatory factors. Allcargo Logistics Limited is under no obligation to, and expressly disclaims any such obligation to, update or alter its forward-looking statements, whether as a result of new information, future events, or otherwise.

FOR FURTHER INFORMATION PLEASE CONTACT:

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