ALLCARGO LOGISTICS LIMITED

Avashya House, CST Road, Kalina, Santacruz (E), Mumbai – 400 098, India
Tele: +91 22 6679 8100 Fax: +91 22 6679 8195 Website: http://www.allcargologistics.com/

EARNINGS RELEASE

CONSOLIDATED TOTAL REVENUE FROM FOR THE YEAR AT RS 5,681 CRORE – YOY INCREASE OF 16%

83% OF REVENUE FROM GLOBAL MTO BUSINESS

CONSOLIDATED EBIDTA AT RS 528 CRORE – YOY INCREASE OF 23%

CONSOLIDATED PAT AT RS 240 CRORE – YOY INCREASE OF 61%

CONSERVATIVE CAPITAL STRUCTURE – NET DEBT TO EQUITY AT 0.22

EARNINGS PER SHARE AT 19.0 FOR A FACE VALUE OF RS 2 PER SHARE – YOY INCREASE OF 61%

BOARD RECOMMENDS FINAL DIVIDEND AT 70% i.e. RS 1.4 PER EQUITY SHARE. INTERIM DIVIDEND PAID AT 30% i.e. RS 0.6 PER EQUITY SHARE

May 21, 2015, Mumbai: Allcargo Logistics Ltd. today announced its audited financial results for the quarter and year ended March 31, 2015.

The performance highlights are:

Consolidated Results – Q4 FY15

- **Total revenue** (including other income) **at Rs. 1,434.2 crore** for the quarter ended March 31, 2015, as against Rs. 1,286.5 crore for the corresponding previous period, **an increase of 11%.** This growth has been driven by all the businesses of MTO, CFS and P&E. 82% of the revenue is from the global MTO business

- **EBIDTA** (including other income) at **Rs. 125.0 crore** for the quarter ended March 31, 2015, as against Rs. 101.3 crore for the corresponding previous period, **an increase of 23%**

- **EBIDTA margin** for the quarter at **8.7%** as against 7.9%, **increase of 84 basis points**

- **PAT** at **Rs. 55.5 crore** for the quarter ended March 31, 2015, as against Rs. 11.5 crore for the corresponding previous period

- **EPS** for the quarter ended March 31, 2015 was **Rs 4.4**, for a face value of Rs. 2 per share

Consolidated Results – FY15

- **Total revenue** (including other income) **at Rs. 5,681.4 crore** for the year ended March 31, 2015, as against Rs. 4,887.7 crore for the corresponding previous period, **an increase of 16%,** mainly on account of increase revenues across all businesses of MTO, CFS and Project and Engineering. 83% of the revenue is from the global MTO business

- **EBIDTA** (including other income) at **Rs. 528.0 crore** for the year ended March 31, 2015, as against Rs. 427.8 crore for the corresponding previous period, **an increase of 23%**

- **EBIDTA margin** for the year at **9.3%** as against 8.8%, **increase of 54 basis points**

- **PAT** at **Rs. 239.9 crore** for the year ended March 31, 2015, as against Rs.149.3 crore for the corresponding previous period, **an increase of 61%**

- **EPS** for the year ended March 31, 2015 was **Rs 19.0**, for a face value of Rs. 2 per share, **an increase of 61%**

- The Board of Directors have recommended, subject to the shareholders' approval, a **final dividend** @ **70%** i.e. **Rs. 1.4 per equity share** of Rs. 2 each for the financial year ended March 31, 2015. An interim dividend @ 30% i.e. Rs. 0.6 per equity share had already been paid, **making total dividend** @ **100% Rs. 2.0** per equity share

Resources and Liquidity:

As on March 31, 2015, the **Networth stood at Rs. 1,908 crore** and **the Net Debt was at Rs. 421 crore**.

The **net debt to equity ratio** of the Company stood at **0.22** as on March 31, 2015.

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 90 plus countries and 200 plus offices covering over 4,000 port pairs across the world

- The business clocked **total volumes of 4,22,200 TEUs** for the year ended March 31, 2015 as against 3,34,870 TEUs for the corresponding previous period, **an increase of 26%**

- The **total revenue** for the year ended March 31, 2015 was **Rs 4,774 crore** as against Rs 4,149 crore for the corresponding previous period, **an increase of 15%**

- **EBIT** was **Rs. 190 crore** for the year ended March 31, 2015, as against Rs. 156 crore for the corresponding previous period, **an increase of 22%**

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, Chennai and Mundra ports

- The **total capacity** of the CFSs and ICDs at the end of March 31, 2015 is **5,73,000 TEUs per annum**

- The business clocked **total volumes of 2,12,472 TEUs** for the year ended March 31, 2015 as against 1,86,598 TEUs for the corresponding previous period, **an increase of 14%**

- The **total revenue** for the year ended March 31, 2015 was **Rs 403 crore** as against Rs 315 crore for the corresponding previous period, **an increase of 28%**

- **EBIT** was **Rs. 109 crore** for the year ended March 31, 2015, as against Rs. 96 crore the corresponding previous period, **an increase of 13%**

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 carry ODC / OWC cargos as well as project engineering solutions across various sectors

- The **total revenue** for the year ended March 31, 2015, was **Rs. 530 crore** as against Rs. 423 crore for the corresponding previous period, **an increase of 25%**

- **EBIT** was **Rs. 75 crore** for the year ended March 31, 2015, as against Rs. 14 crore for the corresponding previous period

Recent Awards and Recognitions – FY15

- **Mr. Shashi Kiran Shetty**, Chairman of Ecu-Line and Allcargo Logistics has been conferred **the Distinction of Commander of the Order of Leopold II by HM King Philippe of Belgium**. The decoration is awarded for his remarkable efforts in strengthening economic relations between India and Belgium, notably by creating a significant economic impact in the Antwerp Port by the activities of Ecu-Line and Allcargo Logistics
- Awarded **'Asia's Most Promising Brand'** in the logistics space for 2013-14 by World Consulting & Research Corporation (WCRC), a leading brand consulting firm and KPMG India
- Featured amongst **'The Elite 100'** in a special 28th anniversary issue of 'Dalal Street Investment Journal', India's oldest and leading investment magazine, June, 2014
- **Ranked at #209** - 'Business World' in the Top 500 companies across India list
- **'Business Leader of the Year'** – CHEMTECH's Leadership & Excellence Awards 2014
- **'CFS Operator of the Year and Most Diversified Logistics Company of the Year'** - the Gujarat Star Awards, 2014
- **'LCL Consolidator of the Year'** – EXIM's North India Multimodal Logistics Awards, 2014
- Awarded as the **'Best Service Provider'** by D P World Chennai Container Terminal for the second consecutive year
- **'Best CFS Operations'** – Indian Chamber of Commerce's ICC Supply Chain and Logistics Excellence Awards, 2014
- **Best Project Logistics Company of the Year'** and Mr. Shashi Kiran Shetty felicitated with 'Lifetime Achievement Award' at the '8th Express Logistics & Supply Chain Conclave'
- **'Indian Logistics MNC of the Year', 'Project Cargo Mover of the Year' and 'Women Professional of the Year – Mrs. Shantha Martin'** at Maritime & Logistics Awards (MALA), 2014

Stock Market Highlights – General Information and Shareholding Pattern as on March 31, 2015:

Particulars	
Exchange Code	BSE: ALLCARGO / NSE: ALLCARGO
No. of Shares Outstanding	12,60,47,762
Closing Market Price (Rs.)[1]	329.25
Market Capitalization (Rs. Crore)[1]	4,150

[1]*As on May 21st, 2015*

Particulars	No of shares	% Holding
Promoters	8,81,34,024	69.9%
Foreign Investors – FIIs, FCs, NRIs and others	3,21,61,321	25.5%
Domestic institutions/ Banks/ Mutual Funds	7,172	0.0%
Indian Public	57,45,245	4.6%
Total - 10,960 shareholders	**12,60,47,762**	**100.0%**

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 200 plus offices in 90 plus 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: ALLCARGO) 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:

Savli Mangle, Vice President – IR **Allcargo Logistics Ltd** **Email:** savli.mangle@allcargologistics.com	**Sharad Jain, Senior Analyst – IR** **Allcargo Logistics Ltd** **Email:** sharad.jain@allcargologistics.com