ALLCARGO LOGISTICS LIMITED

Avvashya 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 FOR THE QUARTER AT RS 1,476 CRORE – Y-O-Y INCREASE OF 37%

85% OF REVENUE FROM GLOBAL MTO BUSINESS

CONSOLIDATED EBIDTA AT RS 132 CRORE – Y-O-Y INCREASE OF 31%

CONSOLIDATED EBIT AT RS 93 CRORE – Y-O-Y INCREASE OF 36%,

CONSOLIDATED PAT AT RS 64 CRORE – Y-O-Y INCREASE OF 51%

November 13, 2014, Mumbai: Allcargo Logistics Ltd. today announced its un-audited financial results for the quarter and half year ended September 30, 2014.

The performance highlights are:

Consolidated Results – Q2 FY15

- **Total revenue at Rs. 1,476.4 crore** for the quarter ended September 30, 2014, as against Rs. 1,079.9 crore for the corresponding previous period, **an increase of 37%,** mainly on account of increase in revenues across all the business segments of MTO, CFS and Project & Engineering. 85% of the revenue is from the global MTO business

- **EBIDTA** at **Rs. 132.5 crore** for the quarter ended September 30, 2014, as against Rs. 101.2 crore for the corresponding previous period, **an increase of 31%**

- **EBIT** at **Rs. 93.4 crore** for the quarter ended September 30, 2014, as against Rs. 68.6 crore for the corresponding previous period, **an increase of 36%**

- **PAT** at **Rs. 63.6 crore** for the quarter ended September 30, 2014, as against Rs. 42.1 crore for the corresponding previous period, **an increase of 51%**

- **EPS** for the quarter ended September 30, 2014 was **Rs 5.0**, for a face value of Rs. 2 per share, **an increase of 28%**

Consolidated Results – H1 FY15

- **Total revenue at Rs. 2,805.3 crore** for the half year ended September 30, 2014, as against Rs. 2,072.2 crore for the corresponding previous period, **an increase of 35%,** mainly on account of increase revenues across all businesses of MTO, CFS and Project and Engineering. 85% of the revenue is from the global MTO business

- **EBIDTA** at **Rs. 258.9 crore** for the half year ended September 30, 2014, as against Rs. 202.8 crore for the corresponding previous period, **an increase of 28%**

- **EBIT** at **Rs. 177.1 crore** for the half year ended September 30, 2014, as against Rs. 136.6 crore for the corresponding previous period, **an increase of 30%**

- **PAT** at **Rs. 112.6 crore** for the half year ended September 30, 2014, as against Rs. 80.8 crore for the corresponding previous period, **an increase of 39%**

- **EPS** for the quarter ended September 30, 2014 was **Rs 8.9**, for a face value of Rs. 2 per share, **an increase of 39%**

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 1,08,874 TEUs** for the quarter ended September 30, 2014 as against 76,338 TEUs for the corresponding previous period, **an increase of 43%.** Volumes of Q2 FY15 include the acquisitions of Econocaribe and FCL Marine
- The **total revenue** for the quarter ended September 30, 2014 was **Rs 1,250 crore** as against Rs 900 crore for the corresponding previous period, **an increase of 39%.** The revenue of Q2 FY15 includes the two acquisitions of Econocaribe and FCL Marine
- **EBIT** was **Rs. 56 crore** for the quarter ended September 30, 2014, as against Rs. 41 crore for the corresponding previous period, **an increase of 35%.** EBIT of Q2 FY15 includes the two acquisitions of Econocaribe and FCL Marine

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 September 30, 2014 is **5,73,000 TEUs per annum**
- The business clocked **total volumes of 55,010 TEUs** for the quarter ended September 30, 2014 as against 48,350 TEUs for the corresponding previous period, **an increase of 14%**
- The **total revenue** for the quarter ended September 30, 2014 was **Rs 102 crore** as against Rs 84 crore for the corresponding previous period, **an increase of 21%**
- **EBIT** was **Rs. 25 crore** for the quarter ended September 30, 2014, as against Rs. 26 crore the corresponding previous period

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 quarter ended September 30, 2014, was **Rs. 127 crore** as against Rs. 107 crore for the corresponding previous period, **an increase of 19%**
- **EBIT** was **Rs. 17 crore** for the quarter ended September 30, 2014, as against Rs. 5 crore for the corresponding previous period, **an increase of over 240%**

Recent Awards and Recognitions

- NVOCC business was awarded 'LCL Consolidator of the Year' - South & East India for the 5th consecutive year at the 'South East CEO Conclave & Awards 2014'
- Awarded 'Freight Forwarder of the Year' at The Gateway Awards, 2014
- Awarded 'Ship Operator of the Year (Break Bulk)' at the India Seatrade Award held during the 2nd Coastal Shipping & IWT Business Summit
- Conferred with three awards at the Maritime & Logistics Awards (MALA), 201.
  - Indian Logistics MNC of the Year
  - Project Cargo Mover of the Year
  - Women Professional of the Year – Mrs. Shantha Martin
- Awarded 'LCL Operator of the Year' at the 18th edition of CONCOR Awards 2014
- Awarded with the 'Best Project Logistics Company of the Year' at the 8th Express Logistics & Supply Chain Conclave
- Mr Shashi Kiran Shetty, Executive Chairman was felicitated with the 'Lifetime Achievement Award' at the 8th Express Logistics & Supply Chain Conclave

Stock Market Highlights – General Information and Shareholding Pattern as on September 30, 2014:

Particulars	
Exchange Code	BSE: ALLCARGO / NSE: ALLCARGO
No. of Shares Outstanding	12,60,47,762
Closing Market Price (Rs.)[1]	288.95 / 288.70
Market Capitalization (Rs. Crore)[1]	3,642 / 3,649

[1]As on November 13th, 2014

Particulars	**No of shares**	**% Holding**
Promoters	8,81,34,025	69.9%
Foreign Investors – FIIs, FCs, NRIs and others	3,31,75,573	26.3%
Domestic institutions/ Banks/ Mutual Funds	20,865	0.0%
Indian Public	47,17,299	3.7%
Total - 6,613 shareholders	**12,60,47,762**	**100.0%**

Conference call details:

Conference Name: Allcargo Logistics Ltd Q2 FY15 Earnings Conference Call
Date: Friday, November 14th, 2014
Time: 2.00 pm IST

Dial-in Numbers:
Primary Access: +91 22 3960 0983
Secondary Access: +91 22 6746 5983

Local Access Number:
+91 22 6000 1221

+91 22 3940 3977

Toll Free:
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 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