allcargo logistics ltd.

Results for the quarter ended June 30, 2012
Investor Presentation
August 07, 2012

AVASHYA GROUP

Forward Looking Statement

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Performance highlights – Q1 FY13 - consolidated

- Total revenue* at Rs. 9.8 billion against Rs. 8.6 billion in Q1 FY12 – YoY increase of 13%
- EBITDA at Rs. 1,182 million against Rs. 1,123 million in Q1 FY12 – YoY increase of 5%
- EBIDTA margin at 12%
- PAT at Rs. 556 million against Rs. 664 million in Q1 FY12 - YoY decrease of 16%, mainly on account of increase in depreciation and interest
- EPS at Rs. 4.27

- includes other income

Ingenuity In Motion

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P&L consolidated

Rs million

Consolidated Company Financial Performance					
Particulars	**1Q FY13**	**2Q FY12**	**Y-o-Y (%)**	**5Q FY12**	**Q-o-Q (%)**
Total Revenue	**9,799**	**8,638**	**13%**	**8,864**	**11%**
Operating Expenses	6,590	5,803	14%	5,875	12%
Staff Cost	1,370	1,200	14%	1,317	4%
Other Expenses	658	512	28%	342	92%
Gross Profit	**1,135**	**1,025**	**11%**	**1,230**	**-8%**
EBIDTA	**1,182**	**1,123**	**5%**	**1,330**	**-11%**
Depreciation	284	244	16%	433	-35%
EBIT	**898**	**879**	**2%**	**897**	**0%**
Interest	170	77	120%	133	28%
PBT	728	802	-9%	760	-4%
PAT after MI	**556**	**664**	**-16%**	**616**	**-10%**
EPS	**4.27**	**5.09**	**-16%**	**4.73**	**-10%**

Total revenues includes other income

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Business developments/ achievements/ updates – Q1FY13

CFS

- Capacity addition of 100,000 TEUs at bigger site close to existing CFS facility near JNPT – to be operational by end of Q2 FY13

MTO

- Awarded "LCL Consolidator of the year award" at South East CEO Conclave And Awards 2012

CFS & ICD Operations – Pan India Integrated Play

- Allcargo – Among top two CFS operators at JNPT and Chennai (excluding captive CFSs) and top five at Mundra (in terms of volume)
- Market share (by volume) : JNPT – **7%**; Chennai – **10%**; Mundra - **11%**
- CFS capacity at the end of FY12 is **341,000** TEU p.a.
    - JNPT capacity is 144,000 TEU / annum
    - Chennai capacity is 120,000 TEU / annum
    - Mundra capacity is 77,000 TEU / annum
- ICD capacity at the end of FY12 is **88,000** TEU p.a.
    - ICD Kheda capacity is 36,000 TEU / annum
    - ICD Dadri capacity is 52,000 TEU / annum

CFS Operations – Performance

CFS Operations Segment - Business Volume Performance					
Volume in TEU	1Q FY13	1Q FY12	Y-o-Y (%)	5Q FY12	Q-o-Q (%)
Export	9,164	10,386	-12%	10,509	-13%
Import	60,384	53,164	14%	45,121	34%
Total	69,548	63,550	9%	55,630	25%

TEUs – Twenty Equivalent Uni containers

- **25% QoQ increase in total throughput volumes**
- **Import : Export – 13:87**

Rs million

CFS Operations Segment - Financial Performance					
Particulars	1Q FY13	1Q FY12	Y-o-Y (%)	5Q FY12	Q-o-Q (%)
Total Revenue	829	667	24%	761	9%
EBIT	323	328	-2%	272	19%
EBIT Margin (%)	39%	49%		36%	

- **24% YoY increase in revenues**
- **EBIT margin at 39% - 317 bps improvement from Q5 FY12**

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MTO – Performance

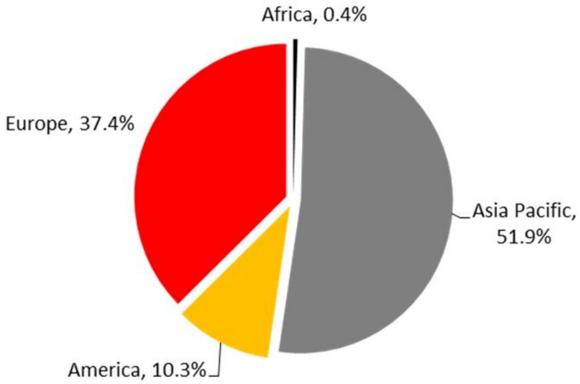
MTO Segment - Consolidated Business Volume Performance (LCL+FCL)					
Volume in CBM	1Q FY13	2Q FY12	Y-o-Y (%)	5Q FY12	Q-o-Q (%)
Export	972,081	917,525	6%	887,525	10%
Import	911,601	908,398	0%	832,220	10%
Total	**1,883,682**	**1,825,923**	**3%**	**1,719,745**	**10%**
Export Ratio	**52%**	**50%**		**52%**	
Note: Volumes of ECU Line & Domestic NVOCC Operations					

CBM – Cubic Metres; Volumes include ECU Line & Domestic NVOCC operations

MTO Segment - Consolidated Business Volume Performance (LCL+FCL)					
Volume in TEU	1Q FY13	2Q FY12	Y-o-Y (%)	5Q FY12	Q-o-Q (%)
Export	37,388	35,289	6%	34,136	10%
Import	35,062	34,938	0%	32,008	10%
Total	**72,449**	**70,228**	**3%**	**66,144**	**10%**
Export Ratio	**52%**	**50%**		**52%**	
Note: Volumes of ECU Line & Domestic NVOCC Operations					

TEU – Twenty Equivalent Unit; Volumes include ECU Line & Domestic NVOCC operations

Volume split as per geography - % - Q1 FY13



- **3% YoY increase in total volume**
- **6% YoY increase in Exports**

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MTO – Consolidated Performance

Rs million

MTO Segment - Consolidated Financial Performance					
Particulars	**1Q FY13**	**2Q FY12**	**Y-o-Y (%)**	**5Q FY12**	**Q-o-Q (%)**
Total Revenue	**7,222**	6,328	14%	**5,939**	22%
EBIT	**391**	342	14%	**377**	4%
EBIT Margin (%)	**5%**	5%		6%	

Note: MTO consolidated includes ECU Line and Domestic NVOCC operations

- **14% YoY increase in EBIT**
- **EBIT margin at 5%**

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Project & Engineering Solutions – Performance

Fleet size

Equipment Type	As on 30th June-12
Trailers	510
Cranes	146
Forklifts	57
Reach Stackers	36
Prime Mover	11
Hydraulic Axles	182
Barges	1
Girder Bridge	1
Ships	3
Total	**947**

No of cranes – as per Type

Number of Cranes - As per Type	
Cranes	**As on 30th June-12**
Crawler	60
Telescopic	79
Other	7
Total	**146**

No of cranes – as per Tonnage

Number of Cranes - Tonnage Wise	
Ton	**As on 30th June-12**
0-100	69
101 - 200	32
201 - 300	26
Above 300	19
Total	**146**

Project & Engineering Solutions – Performance

Rs million

Project & Engg. Solutions Segment - Financial Performance					
Particulars	**1Q FY13**	**2Q FY12**	**Y-o-Y (%)**	**5Q FY12**	**Q-o-Q (%)**
Total Revenue	**1,105**	861	28%	**1,576**	-30%
EBIT	**254**	204	25%	**288**	-12%
EBIT Margin (%)	**23%**	**24%**		**18%**	

- **28% YoY increase in revenues**
- **25% YoY increase in EBIT**
- **EBIT margin at 23% - 473 basis points improvement from Q5 FY12**

Shareholding pattern – as on June 30, 2012

Particulars	No of shares	% holding
Promoters	91,134,025	69.8%
Foreign Investors – FIIs, GDRs, NRIs and others	31,963,735	24.5%
Domestic institutions/ Banks/ Mutual Funds	4,254,258	3.3%
Indian Public	3,195,304	2.4%
Total - 6,752 shareholders	**130,547,322**	**100.0%**

- **Reputed FIIs – Blackstone, New Vernon and Acacia Partners together hold ~ 21%**

Thank You