

August 7, 2018

To,

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001

Scrip Code: 540798

ISIN: INE935Q01015

The National Stock Exchange of India Limited

Bandra Kurla Complex,
Bandra East,
Mumbai – 400 051

Script Symbol: FSC

ISIN: INE935Q01015

Dear Sir / Madam,

Sub: Presentation to Analysts/Investors

Please find enclosed the presentation being forwarded to Analysts/Investors on the un-audited financial results of the Company for the quarter ended June 30, 2018.

The aforesaid presentation will also be available on Company's website at www.futuresupplychains.com

Kindly take the above information on your records.

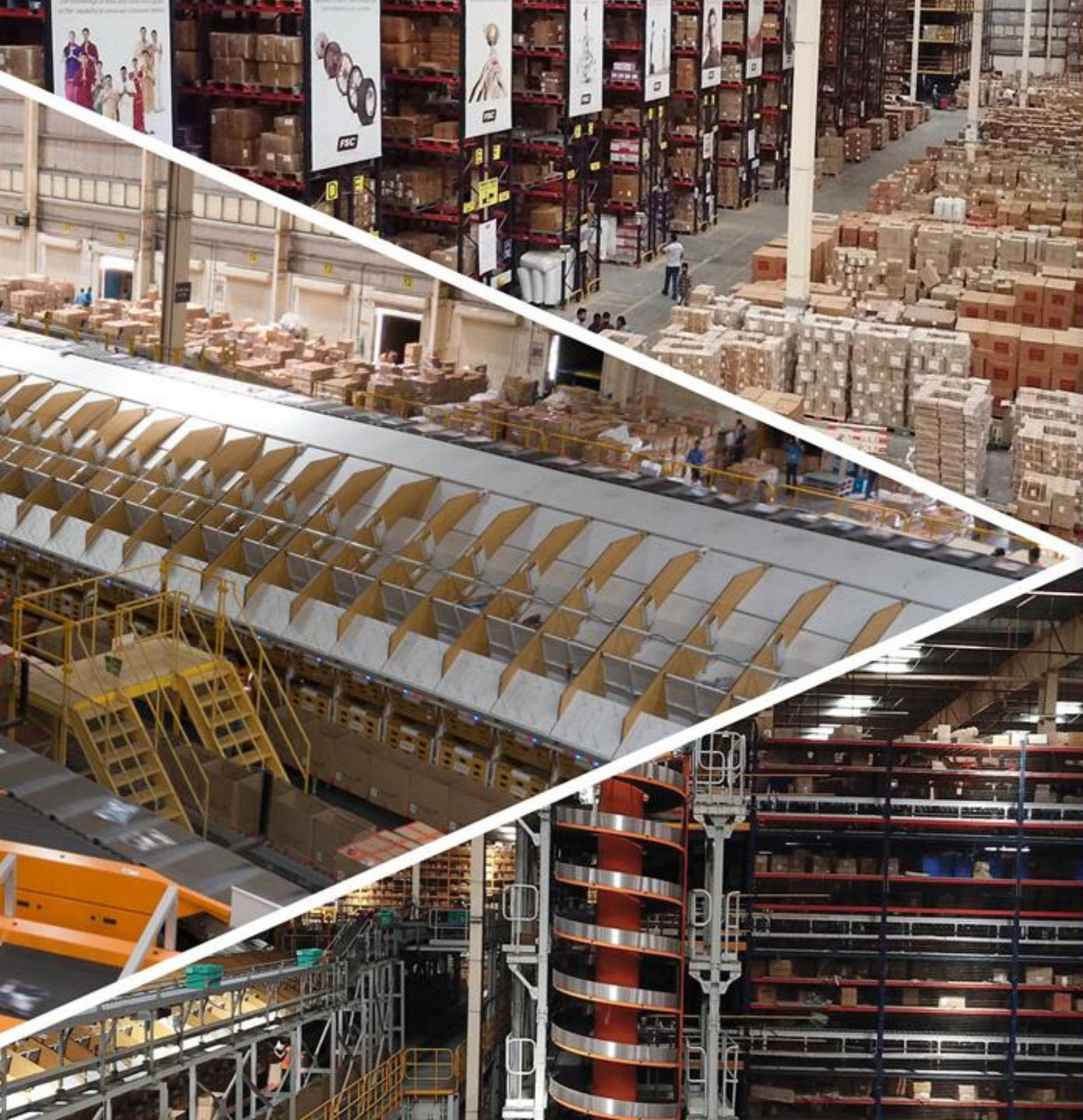
Thanking you,

Yours faithfully,

For **Future Supply Chain Solutions Limited**


Vimal Dhruve
Company Secretary





**Q1 FY19
Investor Update
August 7, 2018**

Disclaimer

This report 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 Company’s strategy for growth, market position, expenditures, and financial results are forward-looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Although the Company believes that such forward-looking statements are based on reasonable assumptions, it can give no assurance that such expectations will be met. You are cautioned not to place undue reliance on these forward-looking statements, which are based on current views of the Company’s management on future events. No representation or warranty (whether express or implied) is given in respect of any information in this presentation.

All figures herein have been rounded off to the nearest integer.





Business Overview



Standalone Q1 FY19 Snapshot: Driven By Strong Fundamentals



50.0%

Significant Revenue
Growth



14.2%

Healthy EBITDA
Margin



37.7%

Strong Net Profit
Growth



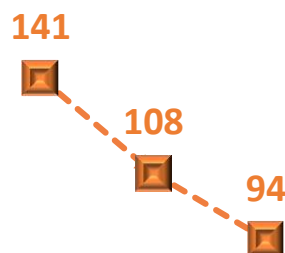
24.6%*

27.7% (Adjusted)^
High ROCE; Driven by
Asset Light Business
Model

₹323 mn
EBITDA



Cash Profit
₹254 mn



FY17 FY18 Q1FY19

Reducing Trade
Receivable Days

Net Cash Position#
₹173 mn



Strong Balance Sheet



Two-notch Rating
Upgrade to AA-
by CARE Ratings
Limited

Growth numbers on Y-o-Y basis; # Calculated as Total Cash & Bank Balance less Total Debt

* ROCE: Return on Average Capital Employed calculated by dividing Last Twelve Months Operating Profit by Average of Capital Employed of Q4FY17 and Q1FY19

^ Adjusted ROCE: Adjusted Return on Average Capital Employed calculated by dividing Last Twelve Months Operating Profit by Average of Capital Employed ex. Cash & Bank Balance of Q4FY17 and Q1FY19

		Q3 FY18	Q4 FY18	Q1 FY19
	Warehouse Space¹	4.36 mn sq. ft.	4.58 mn sq. ft.	5.61² mn sq. ft.
	Distribution Centres / Temperature-controlled Distribution Centres	48 / 4	55 / 4	66 / 4
	Hubs / Branches (Including Franchisees)	14 / 129	14 / 129	14 / 129
	Containerized Vehicles³ (Dedicated)	496	622	771
	Owned Reefer Trucks⁴	144	144	116

Note: 1. Includes one distribution center of customer operated by FSC with area of 0.29 mn. sq. feet of warehouse space

2. Includes 0.21mn warehouse space of Vulcan that has been integrated with FSC

3. For contract and express logistics as of December 2017, March 2018 and June 2018 respectively

4. As of December 2017, March 2018 and June 2018 respectively

Key Highlights for Q1 FY19; Robust Business Outlook

Strong 12-month sales funnel of ₹ 4,000 -5,000 mn: Potential customers at various stages of discussion

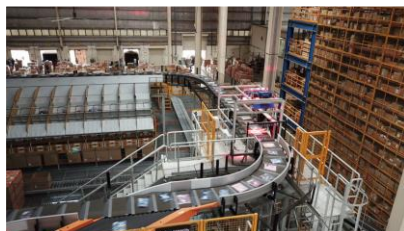
On-boarded several marquee customers, including Haldiram's, Crompton Greaves and Myntra



Signed 2.62 mn sq. ft. space till date for nine Built To Suit Distribution Centers: Possession expected during FY19 and FY20

Added 1.03 mn sq. ft. of warehousing space in Q1 FY19 as compared to 0.60 mn sq. ft. in FY18

Consolidated Revenue By Service Areas



Contract Logistics

Warehousing, distribution and value-added services

63%



Express Logistics

Point-to-point, full and part truck-load, time-definite transportation services

16%



Temperature Controlled

Cold-chain warehousing & transportation for perishable products

3%



Vulcan Express

Last mile delivery and value-added services, primarily for e-commerce sector

12%

Percentage of Consolidated Q1 FY19 Revenue *

**Strong Traction from Marquee Customers takes
Non-Anchor Revenue Contribution to 41% in Q1 FY19 (33% in FY18);**

Revenue Contribution from Anchor Customers Robust at 59% in Q1 FY19 (67% in FY18)

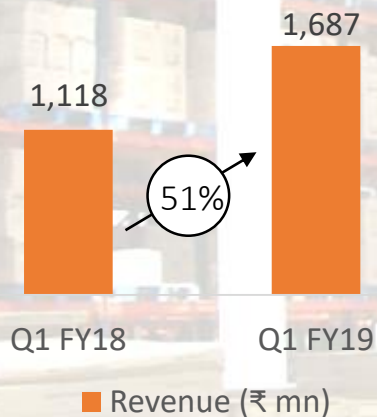
* Basis Consolidated revenue without adjustments for intra company transactions between key service offerings

Contract Logistics: On a Strong Growth Trajectory

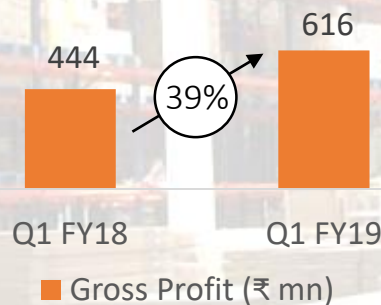
Service Offering



Strong Revenue Growth



Healthy Gross Profit Growth



66

Distribution Centres As On June 30, 2018



5.61 mn sq. ft.

Warehouse Space As On June 30, 2018



₹110

Q1 FY19 Average Revenue Per Square Feet per Month

Service Offering

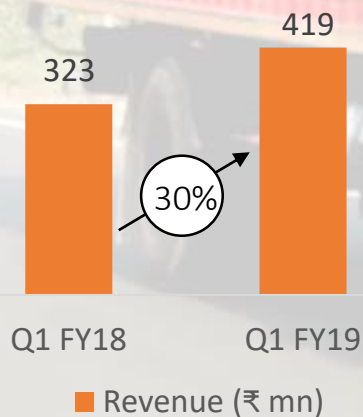
Point-to-Point Part & Full Truck Load Transportation

Time-definite Transportation Services

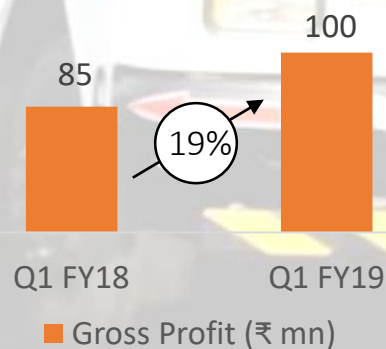
Real-time tracking



Revenue



Gross Profit



11,328

Pin Codes Covered As On June 30, 2018



45K Tons

Weight Handled in Q1 FY19



249

Containerized Vehicles in June 2018

Temperature Controlled Logistics: At an Inflection Point

Service Offering

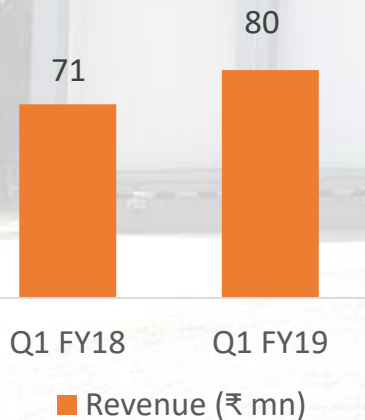
Cold chain Warehousing

Reefer Transportation & Distribution

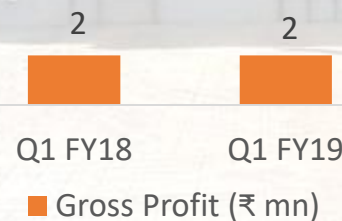
Solution Design & Route Planning



Revenue



Gross Profit



4

Temperature Controlled Distribution Centers



9,728

Number of Pallets As On June 30, 2018



116

Owned Reefer Trucks As On June 30, 2018

Vulcan: Expanding the Scope of Service Offering

Q1 FY19 Integration Update

6 Vulcan warehouses integrated with FSC; Pilot on Last mile delivery for food and grocery initiated.

Cost reduction program initiated

Manpower and warehouse rationalisation to bring down current operating costs by 15-20% in FY19.

Grow revenues

Identified or initiated discussion with prospective clients for underutilised assets to increase revenues.



₹ 317 mn

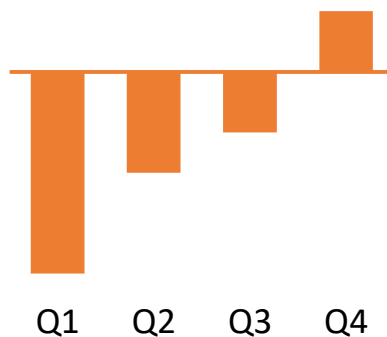
Revenue
in Q1 FY19



₹ 15 mn

Gross Profit in
Q1 FY19

FY19 EBITDA Outlook



* Company Estimates



0.63 mn sq. ft.

Warehouse Space As On June 30, 2018



2.82 mn

No. of Last Mile Deliveries
Completed During Q1 FY19



Over 2,200 Pin Codes

Last Mile Delivery Network

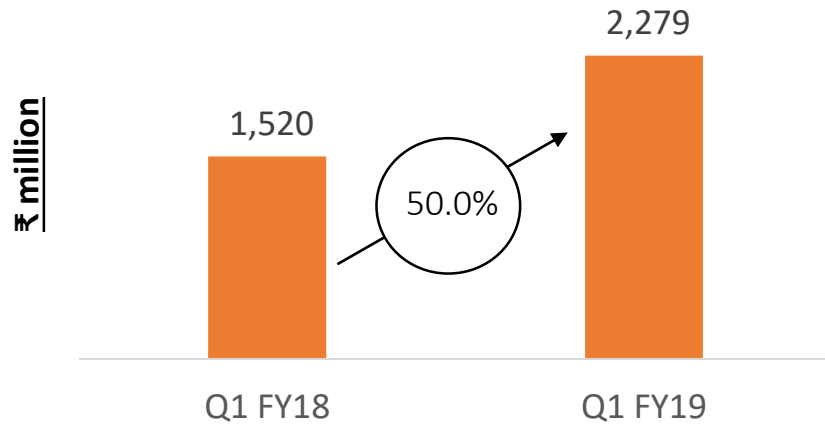


Financial Update: Standalone

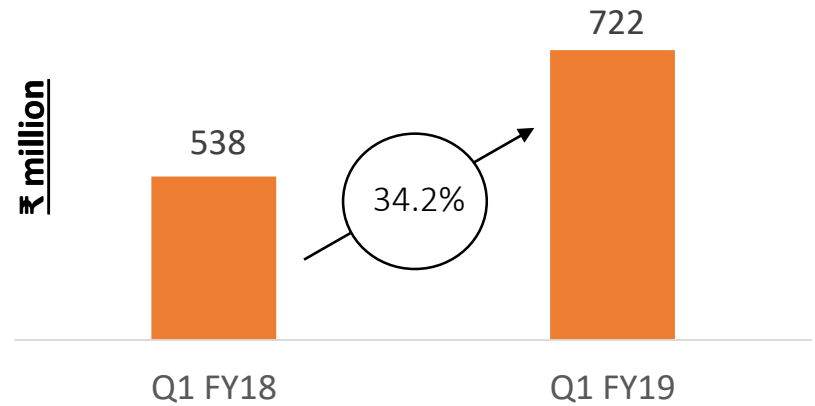


Strong Financial Performance Track Record

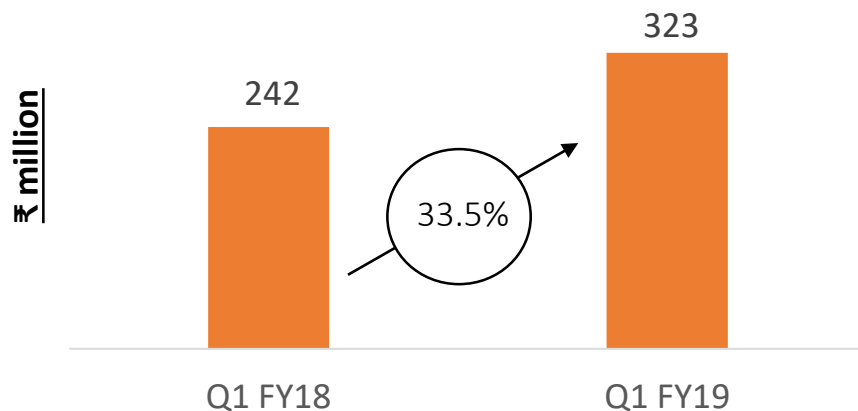
Strong Revenue Growth



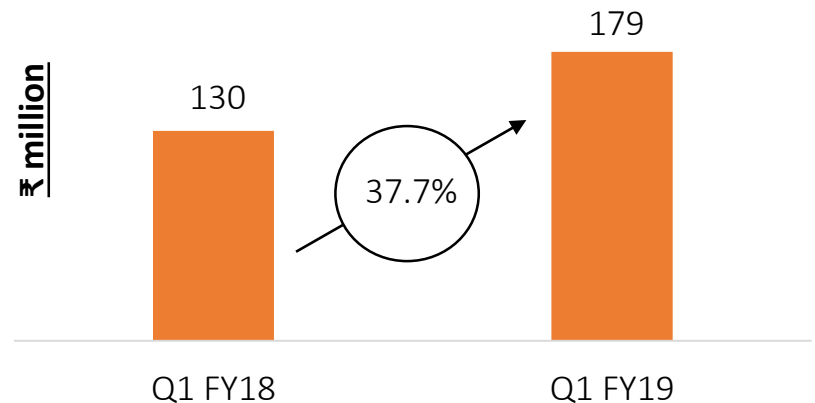
Strong Gross Profit Growth



Steady EBITDA Growth

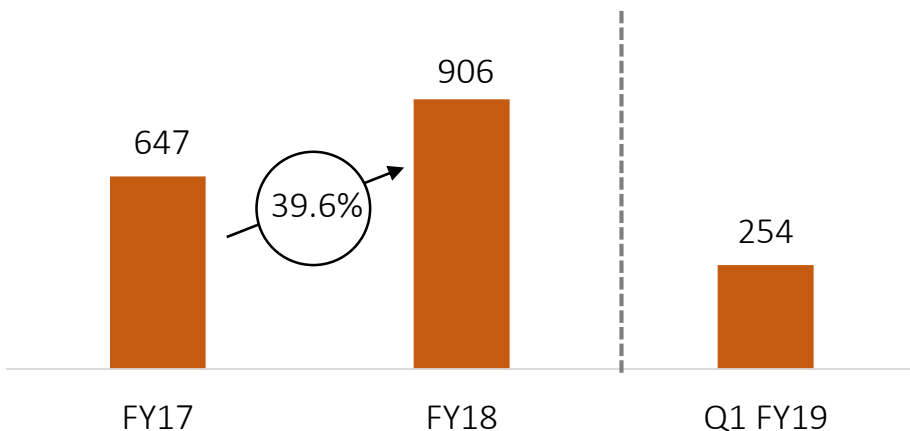


Steady Profit After Tax

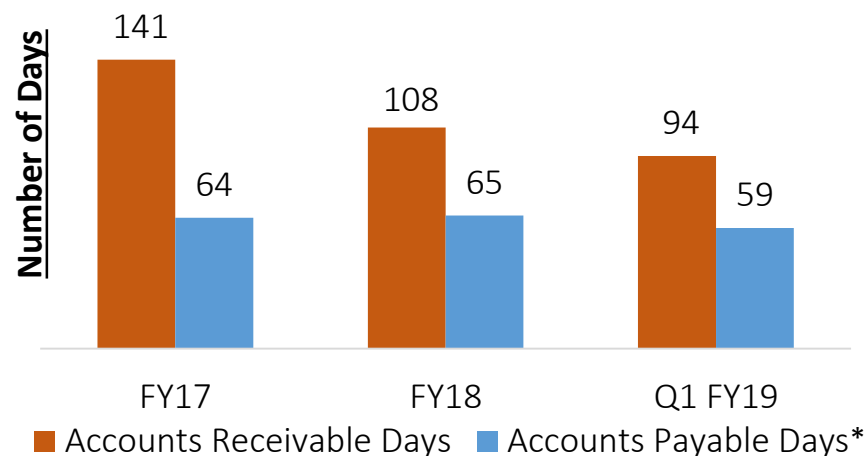


Robust Balance Sheet & Return Ratios

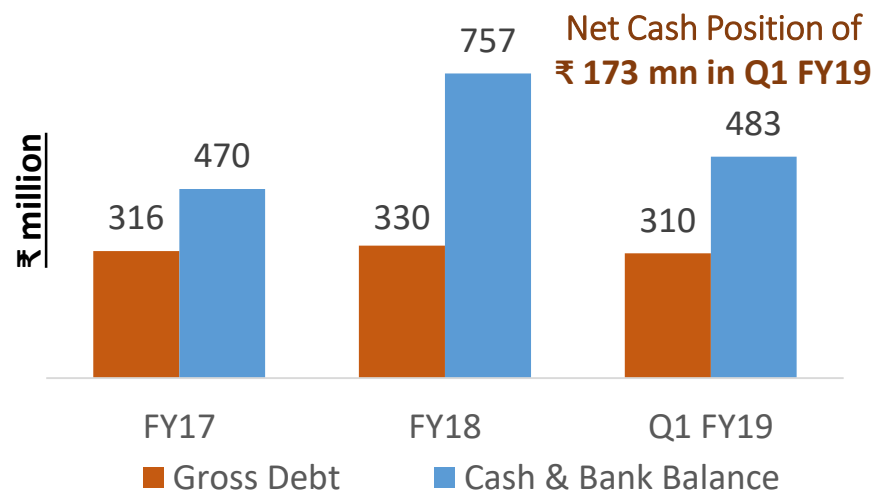
Growing Cash Profits



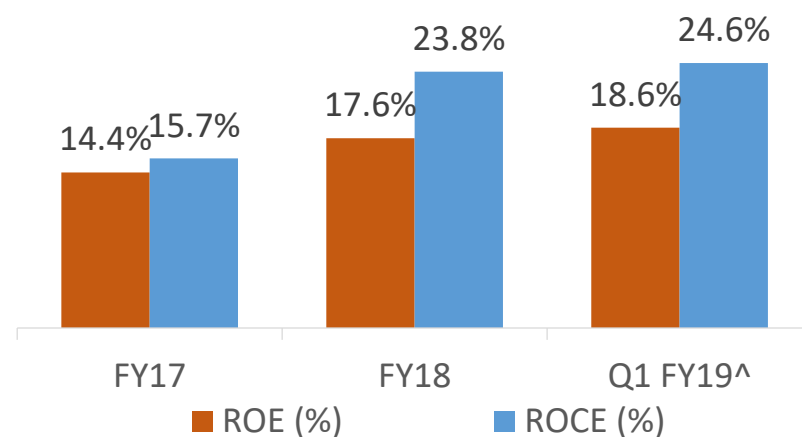
Declining Working Capital Days



Strong Balance Sheet with Net Cash Position



Healthy Ratios with Asset Light Business Model



* Calculated as Trade Payables divided by Revenue from Operations

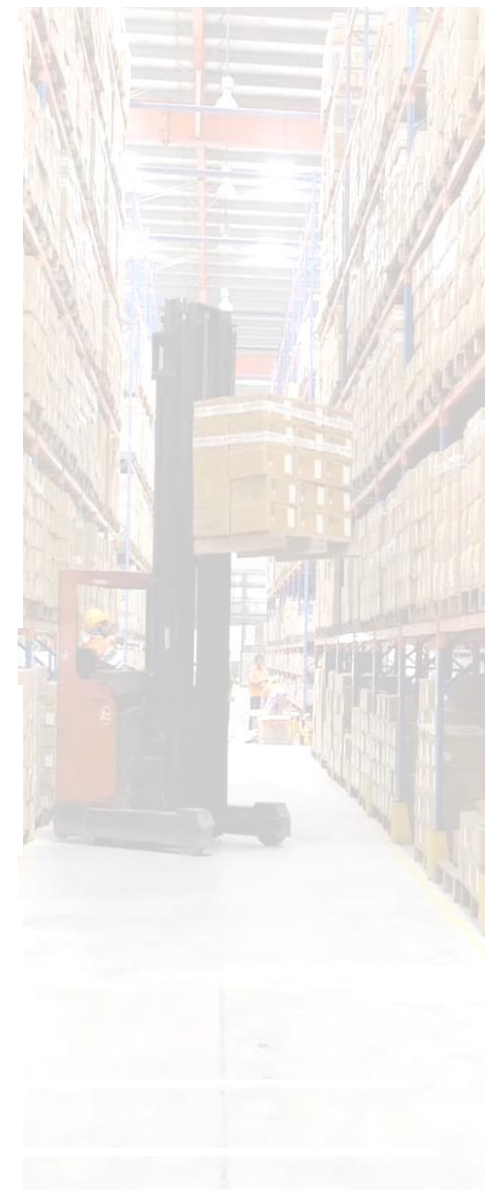
^ Q1 FY19 ROCE is calculated dividing Last Twelve Months Operating Profit by Average of Capital Employed of Q4FY17 and Q1FY18; Q1FY19 ROE is calculated by dividing Last Twelve Months Profit after Tax by Average Equity of Q4FY17 and Q1FY18

Summary of Financial Statements –Profit & Loss Statement

Particulars (In ₹ mn)	Standalone Profit & Loss Statement For Period			
	Q1FY18	Q4FY18	Q1FY19	FY18
Revenue From Operations	1,520	2,224	2,279	7,750
Cost of Logistics Services	982	1,453	1,557	5,073
Gross Profit	538	771	722	2,677
Gross Margin (%)	35.4%	34.7%	31.7%	34.5%
Employee Benefits Expense	169	205	206	743
Other Expenses	127	247	193	722
EBITDA	242	319	323	1,212
EBITDA Margin (%)	15.9%	14.4%	14.2%	15.6%
Depreciation & Amortization Expense	47	65	75	232
EBIT	195	254	249	980
EBIT Margin (%)	12.8%	11.4%	10.9%	12.6%
Other Income	2	3	6	94
Finance Costs	3	21	18	87
Profit Before Tax	193	236	237	987
Income Tax	63	58	58	313
Profit After Tax	130	178	179	673
PAT Margin (%)	8.6%	8.0%	7.9%	8.7%

Summary of Financial Statements – Balance Sheet

Particulars (In ₹ mn)	Standalone	
	31-Mar-18	30-Jun-18
Equity	4,170	4,360
Gross Debt	330	310
Cash & Bank Balance	757	483
Net Debt	(427)	(173)
Capital Employed	3,743	4,186
Fixed Assets	2,646	2,734
Investments	631	751
Other Non Current Assets (Net)	115	135
<u>Current Assets - A</u>		
Trade Receivables	2,289	2,349
Other Current Assets	156	123
Total Current Assets	2,445	2,472
<u>Less: Current Liabilities - B</u>		
Trade Payables	1,384	1,484
Other Current Liabilities and Provisions	711	421
Total Current Liabilities	2,095	1,906
Net Current Asset (A-B)	351	567
Total Net Assets	3,743	4,186





THANK YOU

Investor Relations Contact

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