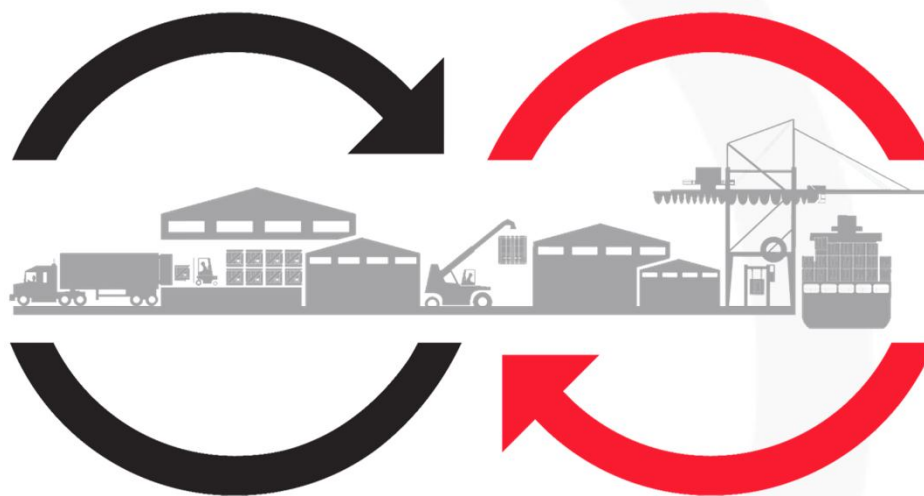




all cargo logistics ltd.
Ingenuity In Motion



THE AVVASHYA GROUP



Results for the quarter ended December 31, 2012
Investor Presentation
February 12, 2012

Forward Looking Statement

This presentation 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 strategy for growth, product development, market position, expenditures, and financial results, are forward-looking statements.

Forward-looking statements are based on certain assumptions and expectations of future events. The companies referred to in this presentation cannot guarantee that these assumptions and expectations are accurate or will be realized. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements.

These companies assume no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent developments, information or events, or otherwise.



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Performance highlights – Q3 FY13 - consolidated

- Total revenue* at Rs. 9.8 billion as against Rs. 10.2 billion in Q4FY12 – YoY decrease of 4%, mainly on account of 18% decline in income from the P&E business
- Operating profit maintained Rs. 3.1 billion
- EBITDA at Rs. 812 million as against Rs.1,172 million in Q4FY12 – YoY decrease of 31%, mainly on account of 140% increase in provision for doubtful debts
- EBITDA margin at 8.3%
- PAT at Rs. 361 million as against Rs. 506 million in Q4FY12 - YoY decrease of 29%.
- EPS at Rs. 2.9

* - includes other income



Performance highlights – 9M FY13 - Consolidated

- Total revenue* at Rs. 30.1 billion against Rs. 26.9 billion for 9M FY12** – YoY growth of 11%
- Operating profit of Rs. 9.5 billion as against Rs. 8.7 billion for 9M FY12 – YoY growth of 9%
- EBITDA at Rs. 3,413 million against Rs. 3,432 million in 9M FY12 - YoY decrease of 1%, mainly on account of over 200% increase in provision for doubtful debts
- EBIDTA margin at 11.4%
- PAT at Rs. 1,529 million against Rs.1,729 million in 9M FY12 – YoY decrease of 12%
- EPS at Rs. 11.9

* includes other income

** 9M FY12 being April – Dec 2011



Performance highlights

Consolidated Financial Performance								
Particulars	Q3 FY13	Q4 FY12	Y-o-Y (%)	Q2 FY13	Q-o-Q (%)	9M FY13	9M FY12	Y-o-Y (%)
Total Revenue	9,779	10,161	-4%	10,492	-7%	30,071	26,991	11%
Operating Expenses	6,648	6,892	-4%	6,889	-4%	20,122	17,966	12%
Staff Cost	1,474	1,346	9%	1,408	5%	4,255	3,694	15%
Other Expenses	714	697	2%	673	6%	2,000	1,807	11%
Prov. For Doubtful Debts	131	55	140%	103	28%	281	91	209%
Gross Profit	3,131	3,270	-4%	3,603	-13%	9,949	9,025	10%
EBIDTA	813	1,172	-31%	1,419	-43%	3,413	3,432	-1%
Depreciation	375	256	47%	456	-18%	1,115	723	54%
EBIT	438	916	-52%	963	-55%	2,298	2,709	-15%
Interest	167	190	-12%	32	415%	348	457	-24%
PBT	272	726	-63%	931	-71%	1,950	2,252	-13%
PAT after MI	361	506	-29%	592	-39%	1,529	1,729	-12%
EPS	2.9	3.9	-26%	4.6	-37%	11.9	13.3	-11%



CFS & ICD Operations – Pan India Integrated Play

- Allcargo – Among top three CFS operators at JNPT and Chennai (excluding captive CFSs) and top five at Mundra (in terms of volume)
- Market share in Q3FY13 (by volume) : JNPT – **5%**; Chennai – **8%**; Mundra - **11%**
- CFS capacity at the end of 9M FY13 is **441,000** TEU p.a.
 - JNPT capacity is 244,000 TEU / annum
 - Chennai capacity is 120,000 TEU / annum
 - Mundra capacity is 77,000 TEU / annum
- ICD capacity at the end of 9M FY13 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 - Business Volume Performance								
Volume in TEUs	3QFY13	4QFY12	Y-o-Y (%)	2QFY13	Q-o-Q (%)	9M FY13	9M FY12	Y-o-Y (%)
Export	8,012	9,780	-18%	9,634	-17%	26,810	29,780	-10%
Import	40,549	53,510	-24%	47,287	-14%	148,220	158,280	-6%
Total	48,561	63,290	-23%	56,921	-15%	175,030	188,060	-7%

TEUs – Twenty Equivalent Unit containers

- 7% YoY decline in total volumes
- 85% of total volumes in 9M FY13 were imports

Rs million

CFS Operations - Financial Performance								
Particulars	Q3FY13	Q4FY12	Y-o-Y (%)	Q2FY13	Q-o-Q (%)	9M FY13	9M FY12	Y-o-Y (%)
Total Revenue	759	772	-2%	757	0%	2327	2227	4%
EBIT	275	327	-16%	296	-7%	891	1052	-15%
EBIT Margin (%)	36%	42%	(0.06)	39%	(0.03)	38%	47%	(0.09)

- 9M FY13 - 4% YoY increase in revenues
- 9M FY13 - EBIT margin at 38%



MTO – Performance

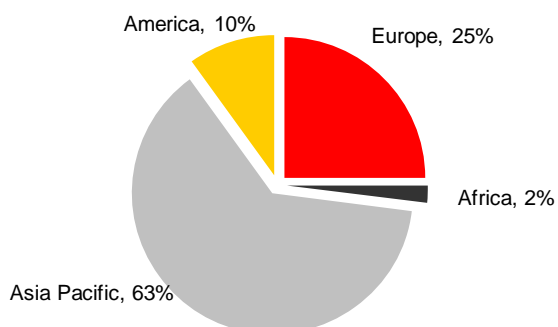
MTO Segment - Consolidated - Business Volume Performance (LCL+FCL)								
Volume in TEUs	3QFY13	4QFY12	Y-o-Y (%)	2QFY13	Q-o-Q (%)	9M FY13	9M FY12	Y-o-Y (%)
Export	35,531	35,071	1%	36,737	-3%	109,515	105,593	4%
Import	34,807	33,432	4%	36,770	-5%	107,450	103,546	4%
Total	70,338	68,503	3%	73,507	-4%	216,965	209,139	4%
Export Ratio	51%	51%		50%		50%	50%	

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

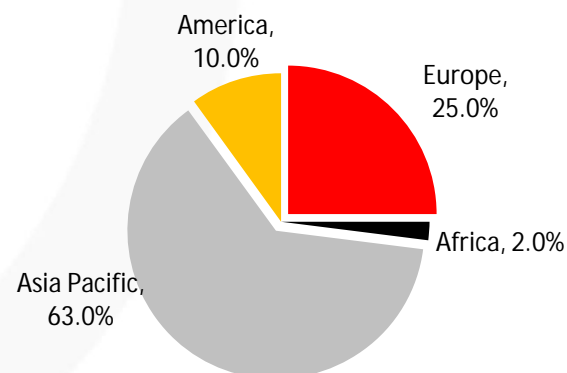
- 4% YoY increase in total volume, despite slowdown in global trade volumes
- 4% YoY increase in Imports; 4% YoY increase in Exports

Volume split as per geography - %

Q3 FY13



9M FY13



MTO – Consolidated Performance

Rs million

MTO Segment - Consolidated - Financial Performance								
Particulars	Q3FY13	Q4FY12	Y-o-Y (%)	Q2FY13	Q-o-Q (%)	9M FY13	9M FY12	Y-o-Y (%)
Total Revenue	8,096	8,166	-1%	8,306	-3%	24,231	21,406	13%
EBIT	385	341	13%	573	-33%	1,355	1,016	33%
EBIT Margin (%)	4.8%	4.2%	0.01	7%	(0.02)	5.6%	4.7%	0.01

Note: MTO consolidated includes ECU Line and Domestic NVOCC operations

- 9M FY13 - 13% YoY increase in revenues
- 9M FY13 - 33% YoY increase in EBIT
- 9M FY13 - EBIT margin at 5.6% - improvement of 85 bps YoY



Project & Engineering Solutions – Performance

Fleet size

Equipment Type	As on Dec 31, 2012
Trailers	595
Hydraulic Axles	198
Cranes	146
Forklifts	44
Reach Stackers	36
Prime Mover	11
Ships	3
Barges	2
Girder Bridge	1
Total	1036

No of cranes – as per Type

Number of Cranes - As per Type	
Cranes	As on Dec 31, 2012
Crawler	60
Telescopic	79
Other	7
Total	146

No of cranes – as per Tonnage

Number of Cranes - Tonnage Wise	
Ton	As on Dec 31, 2012
0-100	69
101 - 200	32
201 - 300	26
Above 300	19
Total	146



Project & Engineering Solutions – Performance

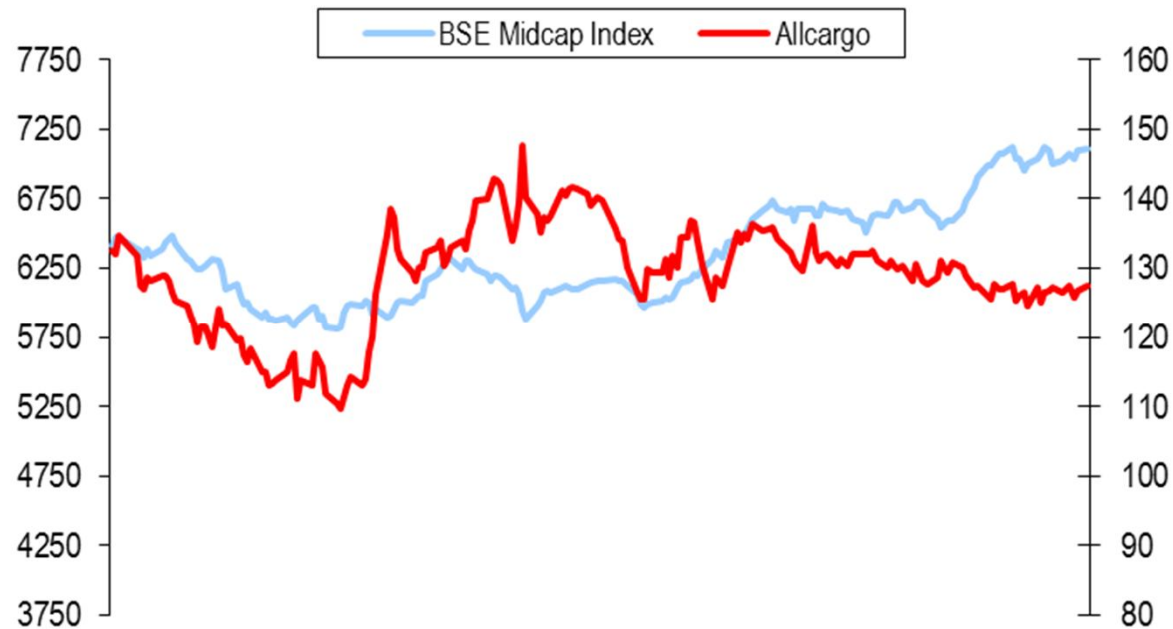
Rs million

Project & Engg Solutions Segment - Financial Performance								
Particulars	Q3FY13	Q4FY12	Y-o-Y (%)	Q2FY13	Q-o-Q (%)	9M FY13	9M FY12	Y-o-Y (%)
Total Revenue	872	1,079	-19%	1,169	-25%	3,319	2,948	13%
EBIT	(152)	178	-185%	235	-165%	340	596	-43%
EBIT Margin (%)	-17.4%	16.5%	-34.0%	20%	(0.38)	10.2%	20.2%	(0.10)

- 9M FY13 - 13% YoY increase in revenues
- 9M FY13 - EBIT at Rs 340 million - YoY decline of 43%
- 9M FY13 - EBIT margin at 10.2%



Daily Stock Price Movement*



- Listed on Bombay Stock Exchange & National Stock Exchange
- Constituent of BSE Midcap Index
- Market Capitalization as on 12th February – Rs.16.5 billion

* - April 01, to December 31, 2012



Shareholding pattern – as on December 31, 2012

Particulars	No. of Shares	% holding
Promoters	91,134,025	72.1%
Foreign Investors – FIIs, GDRs, NRIs and others	30,511,726	24.1%
Domestic institutions/ Banks/ Mutual Funds	1,900,610	1.5%
Indian Public	2,865,452	2.3%
Total - 6,426 shareholders	126,411,813	100.0%

- Reputed FIIs – Blackstone, New Vernon and Acacia Partners together hold ~ 22%
- Till date, Allcargo completed 79% of buyback – translated to decrease in equity shares from 130 million to 126 million



