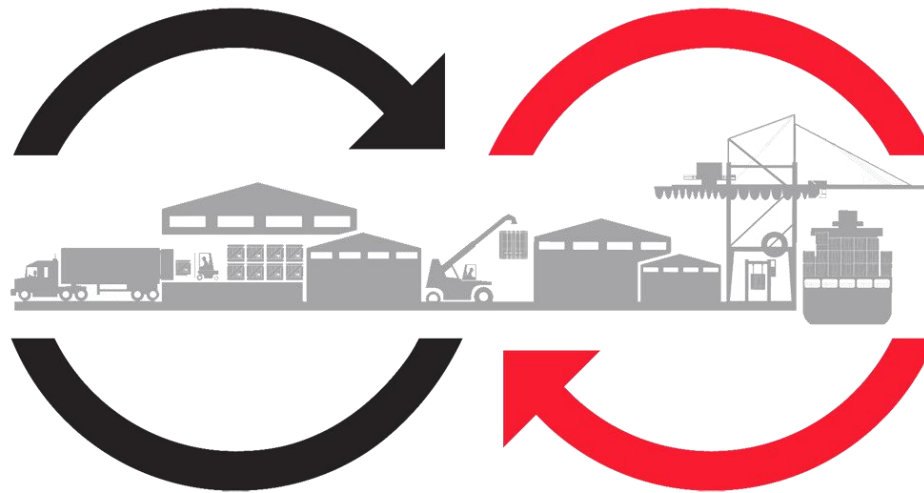




all cargo logistics Ltd.
Ingenuity In Motion



THE AVVASHYA GROUP



Unaudited Results for the Quarter ended June, 2014
Investor Presentation
August 7, 2014

Forward Looking Statements

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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1. Consolidated Performance



Performance Highlights – Q1 FY15 - Consolidated

- Total revenue from operations at Rs. 13.2 Billion as against Rs. 9.8 Billion for the corresponding previous period – Y-o-Y increase of 35%, mainly on account of increase in volumes and revenues in the MTO (that include the two acquisitions in USA and Europe) and CFS businesses
- EBIDTA at Rs. 1,181 Million as against Rs. 894 Million for the corresponding previous period – Y-o-Y increase of 32%
- EBIT at Rs. 837 Million as against Rs. 680 crore for the corresponding previous period – Y-o-Y increase of 23%
- PAT at Rs. 490 Million as against Rs. 387 crore for the corresponding previous period – Y-o-Y increase of 27%
- EPS at Rs. 3.9 for a face value of Rs 2 per share



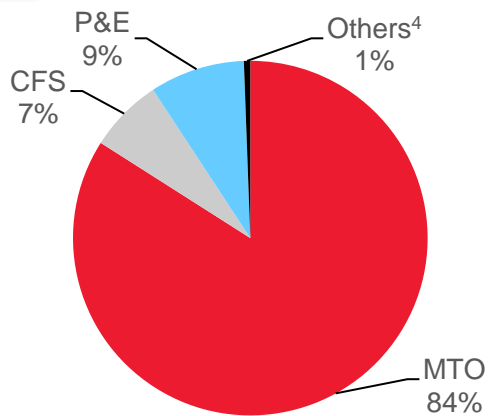
Performance Highlights

Consolidated Financial Performance (INR Million)						
	For the Quarter					Full Year
Particulars	Q1 FY15	Q1 FY14	Y-o-Y	Q4 FY14	Q-o-Q	FY14
Income from Operations	13,186	9,789	35%	12,793	3%	48,452
Other Operating Income	20	12	63%	32	(40%)	60
Total Income	13,206	9,801	35%	12,826	3%	48,512
Operating Expenses	9,157	6,811	34%	9,051	1%	34,039
Gross Profit	4,049	2,990	35%	3,775	7%	14,474
Staff Cost	2,051	1,438	43%	2,023	1%	7,276
Other Expenses	783	681	15%	789	(1%)	3,366
Prov. For Doubtful Debts	34	(22)	0%	(12)	0%	(82)
EBIDTA	1,181	894	32%	975	21%	3,913
Depreciation	427	336	27%	419	2%	1,414
Goodwill Amortisation - MHTC	-	-	0%	341	0%	341
Other Income	83	123	(32%)	39	116%	365
EBIT	837	680	23%	254	230%	2,523
Interest	164	105	56%	163	1%	563
PBT	673	575	17%	91	638%	1,960
Tax	159	167	0%	(23)	(789%)	416
PAT after MI and Associates	490	387	27%	115	324%	1,493
EPS (INR)	3.9	3.0	30%	0.9	332%	11.8

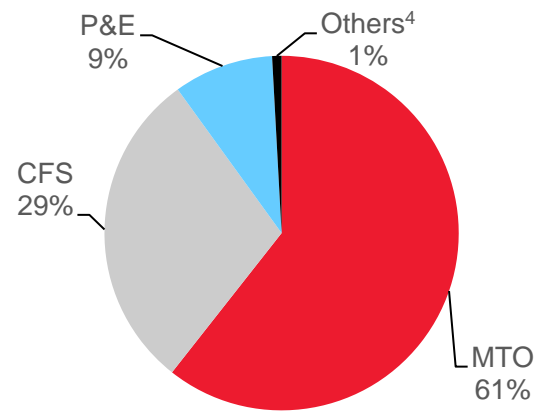


Segment Breakdown – Q1 FY15

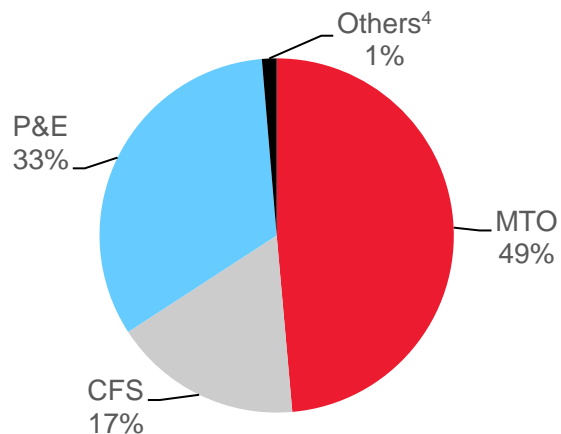
Revenue Breakdown¹



EBIT Breakdown²



Capital Employed Breakdown³



¹ Before inter-segment eliminations

² Before unallocable expenditure & income and excluding others, being negative

³ As on 30th June, 2014 and excluding unallocable corporate assets and corporate liabilities

⁴ Includes mainly 3PL and corporate



2. Businesses – Financial Performance



Multimodal Transport Operations

MTO Segment - Consolidated - Business Volume Performance (LCL+FCL - in TEUs) ¹					
For the Quarter					Full Year
Q1 FY15	Q1 FY14	Y-o-Y	Q4 FY14	Q-o-Q	FY14
101,937	72,563	40%	94,244	8%	334,870

- 40% Y-o-Y Increase in Volumes

MTO Segment - Consolidated - Financial Performance (INR Million) ²						
	For the Quarter					Full Year
Particulars	Q1 FY15	Q1 FY14	Y-o-Y	Q4 FY14	Q-o-Q	FY14
Total Revenue	11,309	8,115	39%	11,020	3%	41,491
EBIT	502	364	38%	419	20%	1,814
EBIT Margin (%)	4%	4%		4%		4%

- 39% Y-o-Y Increase in Total Revenue
- 38% Y-o-Y Increase in EBIT

¹TEU – Twenty Equivalent Unit; Volumes include ECU Line & Domestic NVOCC operations

²MTO consolidated includes ECU Line , Domestic NVOCC operations and HCL



Container Freight Stations

- Total installed capacity of CFSs and ICDs at end of FY14 – **573,000 TEUs / Annum**

CFS Operations - Business Volume Performance (in TEUs) ¹					
For the Quarter					Full Year
Q1 FY15	Q1 FY14	Y-o-Y	Q4 FY14	Q-o-Q	FY14
54,037	45,496	19%	45,275	19%	186,598

- 19% Y-o-Y Increase in Volumes**

CFS Operations - Financial Performance (INR Million)						
	For the Quarter					Full Year
Particulars	Q1 FY15	Q1 FY14	Y-o-Y	Q4 FY14	Q-o-Q	FY14
Total Revenue	907	741	22%	777	17%	3,149
EBIT	244	206	18%	199	23%	837
EBIT Margin (%)	27%	28%		26%		27%

- 22% Y-o-Y Increase in Total Revenue**
- 18% Y-o-Y Increase in EBIT**

¹Includes JNPT 1, Chennai and Mundra CFSs



Project and Engineering Solutions

Current fleet comprises of more than 1,000 equipments which include cranes, trailers, hydraulic axles, reach stackers, forklifts, prime movers, ships and barges

Project and Engineering Solutions Segment - Financial Performance (INR Million)						
	For the Quarter					Full Year
Particulars	Q1 FY15	Q1 FY14	Y-o-Y	Q4 FY14	Q-o-Q	FY14
Total Revenue	1,165	1,122	4%	1,073	9%	4,230
EBIT	76	212	(64%)	(279)	(127%)	86
EBIT Margin (%)	6%	19%		(26%)		2%

- 4% Y-o-Y Increase in Total Revenue



3. Other Updates



Recent Awards and Recognitions

- Ranked 216th among India's top 500 Non-Financial companies and ranked 9th among companies with most Nos. of Subsidiaries by Business World in its cover story, 'The BW Real 500' – The definitive ranking of India's biggest companies
- Awarded 'CRISIL AA-/ STABLE' credit rating in high safety category by CRISIL
- Featured amongst 'The Elite 100' in a special 28th anniversary issue of 'Dalal Street Investment Journal', India's oldest and leading investment magazine
- Chosen as one of India's leading logistics company by Dun & Bradstreet (D & B), India in its 14th edition of India's Top 500 Companies
- Ms. Shantha Martin, RCEO – NVOCC awarded CEO of the Year award at the International Women's Leadership Forum's Women's Leadership & Innovation Awards, 2014



Shareholding Pattern – as on 30th June, 2014

Particulars	No. of Shares	% Holding
Promoters	91,134,025	72.3%
Foreign Investors – FIIs, GDRs, NRIs and others	31,800,832	25.2%
Domestic institutions/ Banks/ Mutual Funds	196,604	0.2%
Indian Public	2,916,301	2.3%
Total - 5,209 Shareholders	12,60,47,762	100.0%

- Listed on Bombay Stock Exchange & National Stock Exchange
- Constituent of BSE Small Cap index and CNX Nifty 500 index
- Reputed FIIs – Blackstone, New Vernon and Acacia Partners together hold ~ 25%
- Market Capitalization as on 6th August 2014 – Rs. 31.3 billion



About Allcargo Logistics:

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 Stations, Inland Container Depots and Project & Engineering Solutions. Benchmarked quality standards, standardized processes and operational excellence across all the services and facilities have enabled Allcargo Logistics 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.

