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**Results for the 15 months ended March 31, 2012**

**Investor Presentation**

*May 30, 2012*



AVASHYA GROUP

## 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.

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## Performance highlights – 15M FY12 - consolidated

- Total revenue\* at Rs. 43 billion against Rs. 29 billion in CY10 – annualized YoY increase of 19%
- EBITDA at Rs. 5,735 million against Rs. 2,983 million in CY10 – annualized YoY increase of 54%
- EBIDTA margin increased to 13% - 294 bps YoY improvement
- PAT at Rs. 2,845 million against Rs. 1,659 million in CY10 - annualized YoY increase of 37%
- EPS at 21.79 as against EPS of 12.85 in CY10 – annualized YoY increase of 36%

\* - includes other income

## P&L consolidated

Rs million

Particulars	15M FY12	CY10	Annualized Y-o-Y (%)
<b>Total Revenue</b>	<b>43,245</b>	<b>28,899</b>	<b>20%</b>
Operating Expenses	28,580	20,070	14%
Staff Cost	6,104	3,973	23%
Other Expenses	2,827	1,873	21%
<b>Gross Profit</b>	<b>5,201</b>	<b>2,717</b>	<b>53%</b>
<b>EBIDTA</b>	<b>5,735</b>	<b>2,983</b>	<b>54%</b>
<b>EBIDTA margin</b>	<b>13%</b>	<b>10%</b>	
Depreciation	1,337	550	95%
<b>EBIT</b>	<b>4,398</b>	<b>2,434</b>	<b>45%</b>
Interest	683	194	181%
PBT	3,711	2,239	33%
<b>PAT</b>	<b>2,845</b>	<b>1,659</b>	<b>37%</b>
<b>EPS</b>	<b>21.79</b>	<b>12.85</b>	<b>36%</b>

## 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 – **6%**; Chennai – **10%**; Mundra - **10%**
- 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 & ICD Operations – Performance

CFS Operations Segment - Business Volume Performance			
Volume in TEU	15 M FY12	CY10	Annualized Y-o-Y (%)
Export	50,555	39,566	2%
Import	252,711	187,231	8%
<b>Total</b>	<b>303,266</b>	<b>226,797</b>	<b>7%</b>

TEUs – Twenty Equivalent Uni containers

- 7% YoY increase in total throughput volume in FY12
- Export: Import – 17:83

Rs million

CFS/ICD - Consolidated Financial Performance			
Particulars	15 M FY12	CY10	Annualized Y-o-Y (%)
<b>Total Revenue</b>	3,385	2,006	35%
<b>EBITDA</b>	1,759	1,044	35%
<b>EBITDA Margin (%)</b>	52%	52%	
<b>EBIT</b>	1,633	965	35%

- 35% YoY increase in revenues
- 35% YoY increase in EBIDTA, margin maintained at 52%
- 35% YoY increase in EBIT

## CFS Operations – Achievements – 15M FY12

- Capacity addition of 100,000 TEUs at bigger site close to existing CFS facility near JNPT – to be operational by July 2012
- Received “CFS Operator of the Year” award - Samudra Manthan Awards 2011 in category of “Ports, Infrastructure, CFS & ICD”
- Dadri ICD started operations in November 2011
- Attained ISO-9001-2008 and OHSAS 18001 – 2007 certification for all 3 CFSs (JNPT, Chennai and Mundra) – A first in India



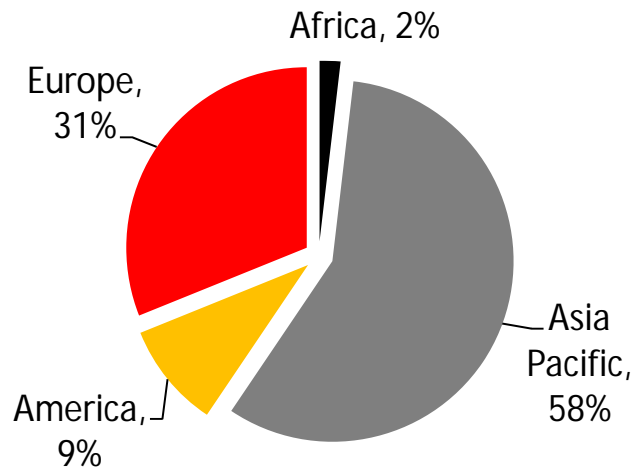


## MTO – Performance

MTO Segment - Consolidated Business Volume Performance (LCL+FCL)			
Volume in CBM	15M FY12	CY10	Annualised Y-o-Y (%)
Export	4,450,618	3,027,418	18%
Import	4,312,388	3,152,791	9%
<b>Total</b>	<b>8,763,006</b>	<b>6,180,209</b>	<b>13%</b>
<i>Note: Volumes of ECU Line &amp; Domestic NVOCC Operations</i>			

- **13% YoY increase in total volume**
- **18% YoY increase in Exports**

### Volume split as per geography - % - 15M FY12



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## MTO – Consolidated Performance

Rs million

MTO Segment - Consolidated Financial Performance			
Particulars	15M FY12	CY10	Annualised Y-o-Y (%)
Total Revenue	31,073	22,104	12%
EBITDA	2,415	1,083	78%
EBITDA Margin (%)	8%	5%	
EBIT	2,079	961	73%
<i>Note: MTO Consolidated includes Domestic NVOCC, ECU Line</i>			

- **78% increase in EBIDTA**
- **EBIDTA margin improved by 287 bps to 8%**
- **73% increase in EBIT**

## **MTO – Achievements – 15M FY12**

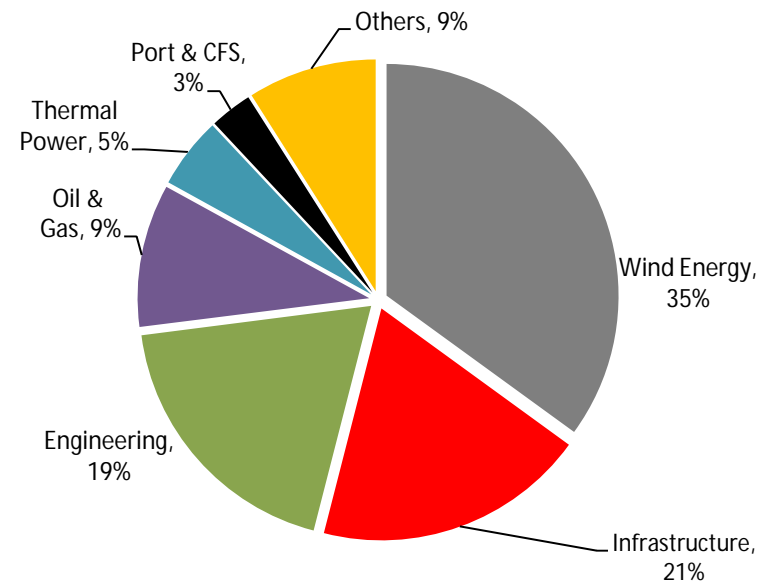
- ECU Line increased scale of operations – opened new offices in Asia and added new franchisees across Europe and Asia
- ECU Line increased their scope of services by adding more profitable and niche trade lanes
- Awards:
  - “LCL Consolidator of Year 2011” at South East CEO Conclave
  - Shantha Martin, CEO – NVOCC awarded “Leading women CEO of Year 2011 – First Runner up”
  - Shantha Martin, CEO – NVOCC awarded “Bhartiya Vikas Ratan” for 2011

## Project & Engineering Solutions – Performance

### Fleet size

Equipment Type	As on 31st Mar-12	As on 31st Mar-11	Incr. / (Decr.)	Change (%)
Trailers	497	425	72	17%
Cranes	148	115	33	29%
Forklifts	57	66	(9)	-14%
Reach Stackers	36	29	7	24%
Prime Mover	11	4	7	175%
Hydraulic Axles	182	52	130	250%
Barges	1	0	1	-
Girder Bridge	1	0	1	-
<b>Total</b>	<b>933</b>	<b>691</b>	<b>242</b>	<b>35%</b>

### Crane deployment – Sector wise- 15M FY12



## Project & Engineering Solutions – Performance

*Rs million*

P&E - Consolidated Financial Performance			
Particulars	15 M FY12	CY10	Annualized Y-o-Y (%)
Total Revenue	4,870	2,967	31%
EBITDA	1,628	881	48%
EBITDA Margin (%)	33%	30%	
EBIT	839	574	17%

- 31% YoY increase in revenues
- 48% YoY increase in EBIDTA
- EBIDTA margin increased to 33% - 374 bps improvement

## **Project & Engineering Solutions – Achievements – 15M FY12**

- 12 new projects added during 15M FY12, despite slowdown in capex cycle in most sectors
- 8 of new projects - already under execution
- Contracts awarded in sectors of infrastructure, power, cement and oil & gas - most of these from existing customers
- End to end solutions provided – entire logistics chain from shipping cargo to delivery on site
- Allcargo preferred as ‘partner of choice’ for its ability to offer integrated logistics services

## Shareholding pattern – as on March 31, 2012

Particulars	No of shares	% holding
Promoters	91,134,025	69.8%
Foreign Investors – FIIs, GDRs, NRIs and others	31,988,808	24.5%
Domestic institutions/ Banks/ Mutual Funds	994,124	0.8%
Indian Public	6,375,975	4.9%
<b>Total - 6,736 shareholders</b>	<b>130,492,932</b>	<b>100.0%</b>

- **Market capitalization (as on 30<sup>th</sup> May 2012) – Rs 15,222 million**
- **Reputed FIIs – Blackstone, New Vernon and Acacia Partners hold 23.2%**

Ingenuity In Motion

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allcargo logistics ltd.

Thank You

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