

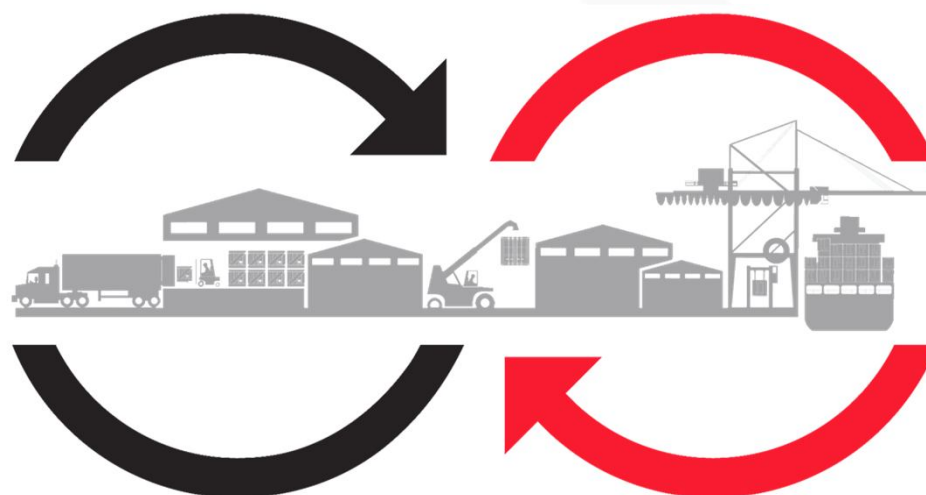


all cargo logistics ltd.
Ingenuity In Motion



THE AVVASHYA GROUP





Audited Results for the Quarter and Year ended March 31, 2013
Investor Presentation
May 29, 2013

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 - Q4 FY13 - Consolidated

- Total revenue* at Rs. 9.8 billion as against Rs. 8.9 billion in Q4FY12 – YoY increase of 10%
- EBITDA at Rs. 853 million as against Rs. 1,330 million in Q4FY12 – YoY decrease of 36%, mainly due to one-time adjustment of lease accounting in Q4 FY12
- EBITDA margin at 8.7%
- PAT at Rs. 168 million as against Rs. 616 million in Q4FY12 - YoY decrease of 73%
- EPS at Rs. 1.3 for a face value of Rs 2 per share

** - includes other income*



Performance Highlights - FY13 - Consolidated

- Last year, Company changed accounting year from calendar to fiscal. As a result, previous audited period is 15 months ended March 31, 2013 and NOT comparable to current 12 months ended March 31, 2012
- Total revenue* at Rs. 39.9 billion against Rs. 43.2 billion for 15M FY12*
- EBITDA at Rs. 4,224 million against Rs. 5,735 million for 15M in FY12
- EBITDA margin at 10.6%
- PAT at Rs. 1,697 million against Rs. 2,845 million for 15M FY12
- EPS at Rs. 13.3 for a face value of Rs 2 per share
- Board of Directors recommend dividend @ 75% ie. at Rs. 1.50 per share – subject to shareholders' approval

** - includes other income*



Performance Highlights

Consolidated Financial Performance (INR Million)							
Particulars	Q4 FY13	Q5 FY12	Y-o-Y	Q3 FY13	Q-o-Q	FY13	15M FY12
Income from Operations	9,553	8,730	9.4%	9,744	(2.0%)	39,268	42,796
Other Income	202	135	50.3%	52	292.7%	656	449
Total Revenue	9,755	8,864	10.0%	9,796	(0.4%)	39,924	43,245
Operating Expenses	6,748	5,875	14.9%	6,648	1.5%	26,994	28,577
Gross Profit	3,007	2,989	0.6%	3,148	(4.5%)	12,930	14,668
Staff Cost	1,379	1,317	4.7%	1,474	(6.5%)	5,634	6,087
Other Expenses	743	331	124.9%	755	(1.6%)	2,759	2,731
Prov. For Doubtful Debts	32	12	177.0%	131	(75.3%)	313	115
EBIDTA	853	1,330	(35.9%)	788	8.3%	4,224	5,735
Depreciation	359	433	(17.2%)	375	(4.3%)	1,473	1,337
EBIT	494	897	(44.9%)	413	19.7%	2,751	4,398
Interest	109	133	(18.2%)	142	(23.0%)	415	683
PBT	385	759	(49.3%)	271	41.9%	2,335	3,711
Tax	199	155	28.4%	(101)	(296.3%)	512	734
PAT after MI	168	616	(72.7%)	361	(53.4%)	1,697	2,845
EPS	1.3	4.7	(71.7%)	2.9	(53.2%)	13.3	21.8



2. Multimodal Transport Operations (MTO)



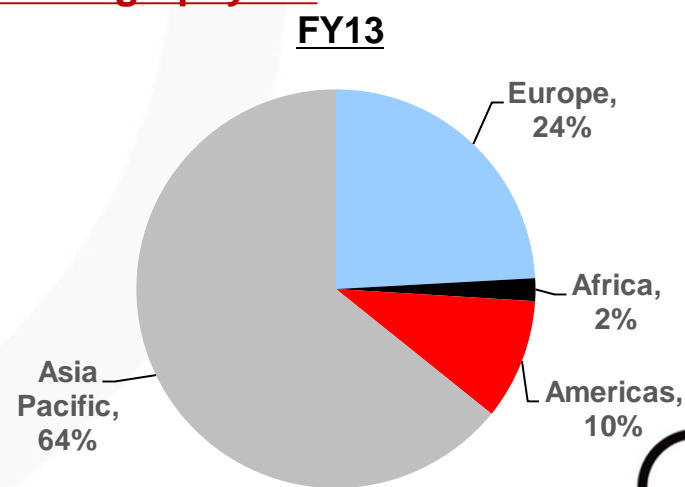
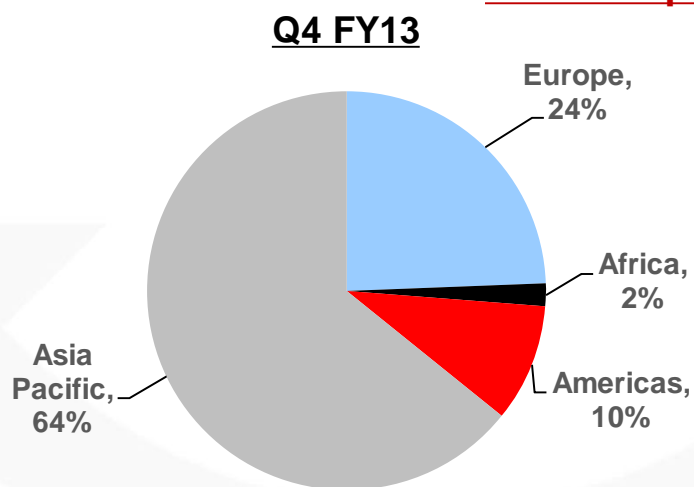
MTO - Volume Performance

MTO Segment - Consolidated - Business Volume Performance (LCL+FCL) ¹								
Volume in TEUs	Q4 FY13	Q4 FY12	Y-o-Y	Q3 FY13	Q-o-Q	FY13	FY12	Y-o-Y
Export	34,479	34,136	1%	35,531	(3%)	143,994	139,675	3%
Import	33,282	32,008	4%	34,807	(4%)	140,732	135,530	4%
Total	67,761	66,144	2%	70,338	(4%)	284,726	275,205	3%
Export Ratio	51%	52%		51%		51%	51%	

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

- **3% YoY increase in total volume in FY13, despite slowdown in global trade volumes re-enforcing focus on LCL consolidation as primary business & global scale of operations – created resilience to global trade volatility**
- **4% YoY increase in Imports; 3% YoY increase in Exports**

Volume Split as per Geography - %



¹ Q4 FY12 and FY12 represents Quarter and 12 months Year Ended on 31st March , 2012



MTO - Consolidated Performance

Rs million

MTO Segment - Consolidated - Financial Performance (INR Million)							
Particulars	Q4 FY13	Q5 FY12	Y-o-Y	Q3 FY13	Q-o-Q	FY13	15M FY12
Total Revenue	7,811	6,598	18%	8,113	(4%)	31,954	33,972
EBIT	182	395	(54%)	385	(53%)	1,493	1,638
EBIT Margin (%)	2.3%	6.0%	(4%)	5%	(2%)	4.7%	4.8%

Note: MTO consolidated includes ECU Line and Domestic NVOCC operations



3. Container Freight Stations (CFS) Operations



CFS & ICD Operations – Pan India Integrated Play

- Allcargo – # 1 in Chennai and amongst top 5 at JNPT and Mundra (including captive – by volume in FY13)
- Total Market share for FY13 (by volume) : JNPT – **6%**; Chennai – **7%**; Mundra - **10%**
- CFS capacity at the end of FY13 - **485,000** TEU / annum
 - JNPT capacity - 288,000 TEU / annum*
 - Chennai capacity - 120,000 TEU / annum
 - Mundra capacity - 77,000 TEU / annum
- ICD capacity at the end of FY13 - **88,000** TEU / annum
 - ICD Kheda capacity - 36,000 TEU / annum
 - ICD Dadri capacity - 52,000 TEU / annum

** Includes 144,000 TEU/per annum capacity of new CFS at JNPT – started operations in mid December 2012*



CFS Operations – Performance

CFS Operations - Business Volume Performance ¹								
Volume in TEUs	Q4 FY13	Q4 FY12	Y-o-Y	Q3 FY13	Q-o-Q	FY13	FY12	Y-o-Y
Export	9,169	10,509	(13%)	8,012	14%	35,979	40,806	(12%)
Import	37,710	45,121	(16%)	40,549	(7%)	185,930	204,369	(9%)
Total	46,879	55,630	(16%)	48,561	(3%)	221,909	245,175	(9%)

TEUs – Twenty Equivalent Unit containers

- **9% Y-o-Y decline in total volumes in FY13 – mainly on account of drop in laden import volume**
- **More than 80% of total volumes in FY13 were imports**

CFS Operations - Financial Performance (INR Million)							
Particulars	Q4 FY13	Q5 FY12	Y-o-Y	Q3 FY13	Q-o-Q	FY13	15M FY12
Total Revenue	857	761	12.6%	759	12.9%	3,122	3,530
EBIT	247	274	(9.8%)	275	(10.0%)	1,125	1,615
EBIT Margin (%)	28.9%	36.0%	(7.2%)	36.2%	(7.4%)	36.0%	45.8%



4. Project and Engineering Solutions



Project and Engineering Solutions – Fleet strength & Financial performance

Fleet Size	
Equipment Type	As on 31 st March, 2013
Trailers	594
Hydraulic Axles	198
Cranes	145
Forklifts	44
Reach Stackers	37
Prime Mover	15
Ships	3
Dump Barges	2
Girder Bridge	1
Total	1,039

Cranes Fleet as per Type	
Cranes	As on 31 st March, 2013
Crawler	60
Telescopic	78
Others	7
Total	145

Cranes Fleet as per Tonnage	
Cranes	As on 31 st March, 2013
Upto 100 Tons	68
100 to 200 Tons	32
Above 200 Tones	45
Total	145

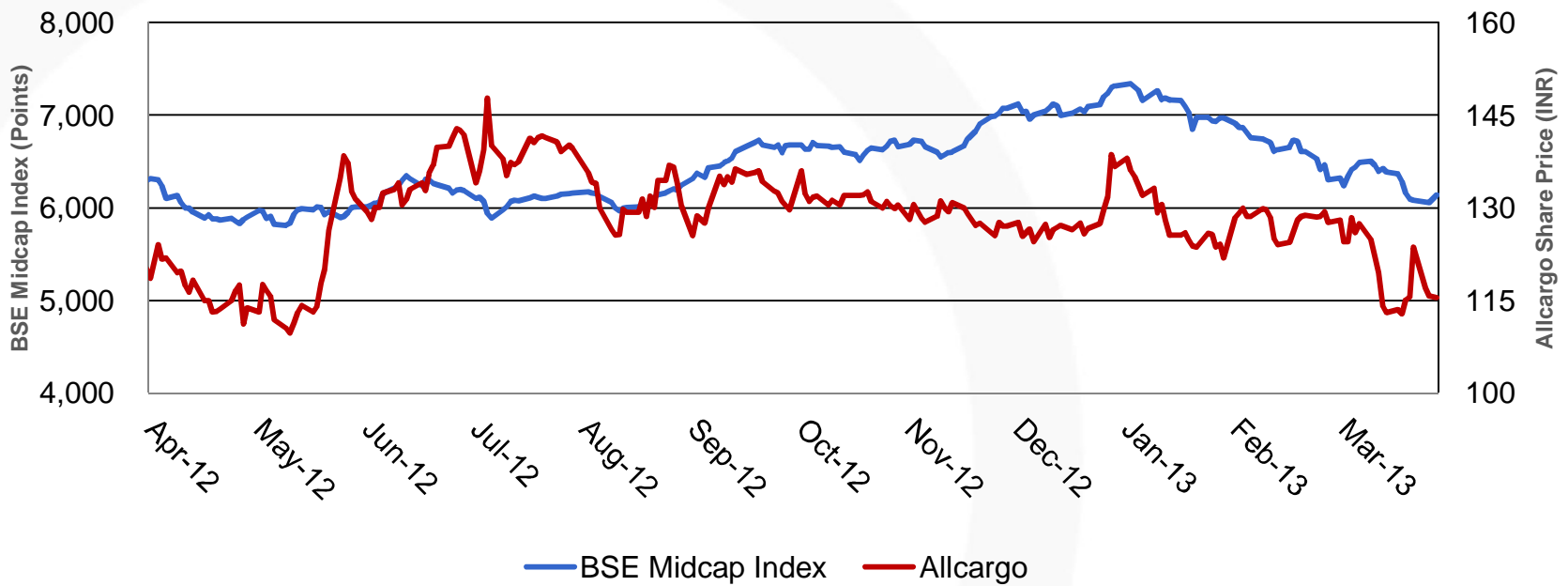
Project and Engineering Solutions Segment - Financial Performance (INR Million)							
Particulars	Q4 FY13	Q5 FY12	Y-o-Y	Q3 FY13	Q-o-Q	FY13	15M FY12
Total Revenue	986	1,430	(31.0%)	872	13.2%	4,301	5,514
EBIT	(78)	(103)	(23.8%)	(152)	(48.5%)	390	1,119
EBIT Margin (%)	(7.9%)	(7.2%)	(0.8%)	(17.4%)	9.5%	9.1%	20.3%



5. Other Updates



Daily Stock Price Movement¹



- Listed on Bombay Stock Exchange & National Stock Exchange
- Constituent of BSE Midcap Index
- Market Capitalization as on 29th May 2013 – INR 14 billion

¹ 1st April, 2012 to 31st March, 2013



Shareholding Pattern – as on 31st March, 2013

Particulars	No. of Shares	% Holding
Promoters	91,134,025	72.1%
Foreign Investors – FIIs, FCs, NRIs and others	30,481,681	24.1%
Domestic Institutions/ Banks/ Mutual Funds	196,744	0.2%
Indian Public, including other Body Corporates	4,598,423	3.6%
Total - 6,273 Shareholders	126,410,873	100.0%

Reputed FIIs – Blackstone, New Vernon and Acacia Partners together hold ~ 23%



Share Buy-back

- Buy-back of shares started in July 2012 - aggregate amount of INR 750 million and at price of Rs 142.50
- Closed in March 2013
- Bought-back 41,36,449 shares at average price of Rs. 139.7 per share, translating into decrease in outstanding equity shares from 13.0 crores to 12.6 crores
- Total amount spent on buy-back - Rs 578 million (~ 77% of amount earmarked)

Shareholding Pattern				
Particulars	Pre Buy-back		Post Buy-back	
	No. of Shares	% Holding	No. of Shares	% Holding
Promoters	91,134,025	69.8%	91,134,025	72.1%
Foreign Investors	31,976,682	24.5%	30,490,665	24.1%
Domestic Institutions	977,500	0.7%	196,744	0.2%
Indian Public	6,459,115	4.9%	4,589,439	3.6%
Total	130,547,322	100.0%	126,410,873	100.0%



New Developments

- **MTO business:**
 - Awarded “LCL Consolidator of the year award” at the South East CEO Conclave And Awards 2012
 - Ecu Line Vietnam - ranked amongst 500 Fastest Growing SMEs in Vietnam (2012) by
 - Allcargo – Ahmedabad - awarded “Third largest volume as LCL Consolidator” handled at ICD Sabarmati, by Container Corporation of India Ltd
 - Opened new offices in Australia, Indonesia and the Middle East
- **CFS/ ICD business:**
 - Started new CFS at JNPT – in Mid December 2012 – taking total installed capacity to 485000 TEU per annum from 344,000 TEUs in FY13
- **P&E business:**
 - Awarded “Best Shipping Line of the year – Break Bulk Operator” at 1st Gujarat Star Awards, 2012
 - Appointed as exclusive agent of Hansa Heavy Lift, global market leaders with strong heavy lift capabilities



Awards and Recognitions

- “ Logistics Innovator of the Year” - Chartered Institute of Logistics and Transport
- “Freight Forwarder of the Year- Project Cargo” - Conquest 2013
- “Global Indian Maritime Personality” Award - Maharashtra Chamber of Commerce, Industry and Agriculture
- “Heavy Lift Mover of the Year” – 3rd MALA Awards for 3 consecutive years
- Mr Shashi Kiran Shetty awarded “News Maker of the Year” - 3rd MALA Awards
- Mr. Shashi Kiran Shetty - honored with “Global Indian Maritime Personality” Award
- “Most Well Diversified Business Enterprise” – Citi Commercial Bank & Economic Times



About All Cargo 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 189 own offices in 89 countries and gets supported by an even larger network of franchisee offices across the world.

