



Earnings Presentation

May 21st, 2015



Earnings Presentation For Quarter and Year Ended March 31, 2015



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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Executive Summary

Profit & Loss FY15

- Total Income: **INR 56.8 Billion**
- EBIDTA: **INR 5.3 Billion**
- PAT: **INR 2.4 Billion**
- EPS: **INR 19.0 per share**

Balance Sheet Mar 31, 2015

- Networth: **INR 19.1 Billion**
- Net Debt: **INR 4.2 Billion**
- Net Debt to Equity: **0.22x**
- ROCE: **19%¹**

Performance Outlook

- Profitable growth across all businesses
- LCL consolidation industry has continued to grow, despite fractured recovery in global trade
- Indian logistics industry has started seeing signs of recovery and growth
- Focus on growth in revenues, profits, ROCE and asset utilization

¹ ROCE Based on Average Capital Employed Excluding Goodwill



Chairman's Message



Mr Shashi Kiran Shetty
Chairman & Managing Director

"I am pleased to share that our yearly performance has been in line with our expectations.

We have been leading players across all lines of businesses that we operate in and will continue to improve our market share.

Over the next 2-3 years, we plan at being a zero net debt, targeting a 20%+ ROCE and to leverage our cash flow for the next best opportunity for growth.

We will look at growing our existing businesses as well as evaluate new business opportunities in the Indian and global logistics space

We are happy that we still have significant capital raising opportunities."



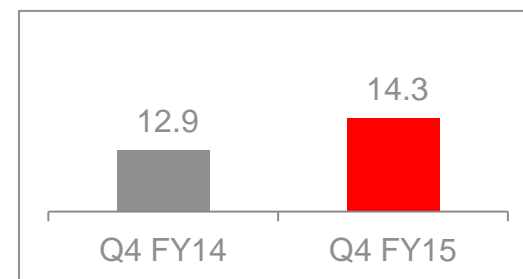
Financial Performance



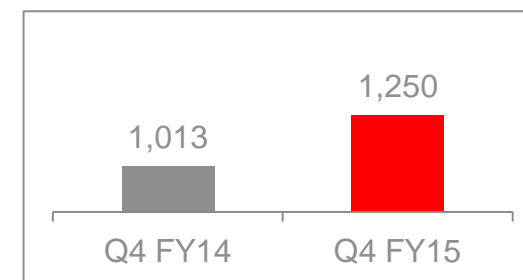
Performance Highlights - Q4 FY15 - Consolidated

- Total revenue (including other income) at INR 14.3 Billion as against INR 12.9 Billion for the corresponding previous period – Y-o-Y increase of 11%
 - Growth driven by all businesses – MTO, CFS and P&E
 - 82% of revenue from global MTO business
- EBIDTA (including other income) at INR 1,250 Million as against INR 1,013 Million for the corresponding previous period – Y-o-Y increase of 23%
- EBIDTA Margin at 8.7% as against 7.9% in the corresponding previous period – Y-o-Y increase of 84 basis points
- PAT at INR 555 Million as against INR 115 Million for the corresponding previous period – Y-o-Y increase of over 381%
- EPS at 4.4 - Y-o-Y increase of over 382%

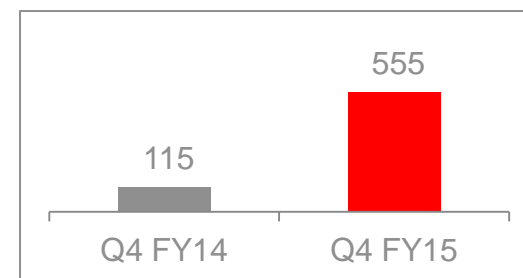
Revenue (INR Bn)



EBITDA (INR Mn)



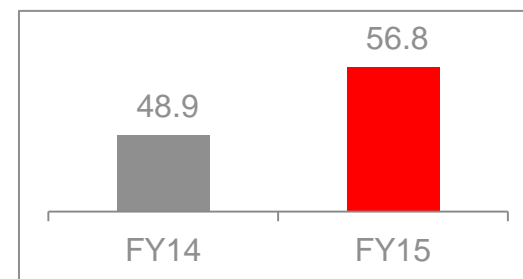
PAT (INR Mn)



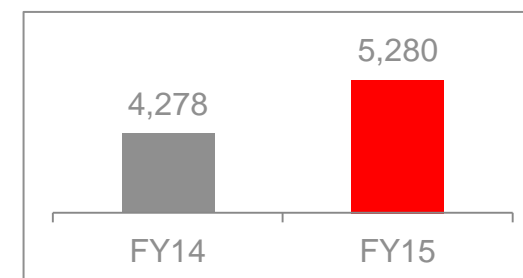
Performance Highlights - FY15 - Consolidated

- Total revenue (including other income) at INR 56.8 Billion as against INR 48.9 Billion for the corresponding previous period – Y-o-Y increase of 16%, mainly on account of increase in revenue across all lines of businesses – MTO, CFS and P&E
- EBITDA (including other income) at INR 5,280 Million as against INR 4,278 Million for the corresponding previous period – Y-o-Y increase of 23%
- EBITDA Margin at 9.3% as against 8.8% in the corresponding previous period – Y-o-Y increase of 54 basis points
- PAT at INR 2,399 Million as against INR 1,493 Million for the corresponding previous period – Y-o-Y increase of 61%
- EPS at 19.0 - Y-o-Y increase of 61%
- Board of Directors recommends **final dividend @ 70% i.e. Rs. 1.4 per equity share** of Rs. 2 each for financial year ended March 31, 2015. Interim dividend @ 30% i.e. Rs. 0.6 per equity share - already been paid, **making total dividend @ 100% Rs. 2.0 per equity share**

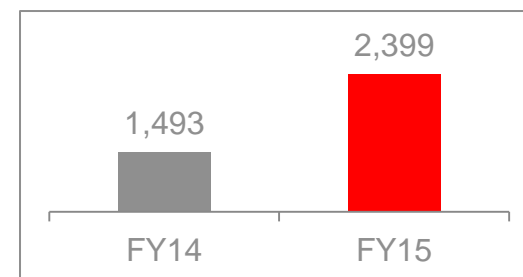
Revenue (INR Bn)



EBITDA (INR Mn)



PAT (INR Mn)



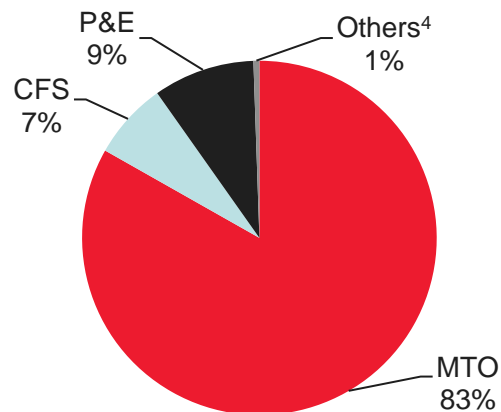
Performance Highlights

Consolidated Financial Performance (INR Million)								
	For the Quarter					Full Year		
Particulars	Q4 FY15	Q4 FY14	Y-o-Y	Q3 FY15	Q-o-Q	FY15	FY14	Y-o-Y
Income from Operations	14,152	12,826	10%	14,317	(1%)	56,288	48,512	16%
Other Income	191	39	394%	116	65%	526	365	44%
Total Income	14,342	12,865	11%	14,433	(1%)	56,814	48,877	16%
Operating Expenses	9,961	9,052	10%	9,893	1%	39,380	34,039	16%
Gross Profit	4,381	3,813	15%	4,539	(3%)	17,434	14,839	17%
Staff Cost	2,190	2,023	8%	2,196	(0%)	8,566	7,276	18%
Other Expenses	929	789	18%	869	7%	3,471	3,366	3%
Prov. For Doubtful Debts	12	(12)	(194%)	34	(66%)	116	(82)	(242%)
EBIDTA	1,250	1,013	23%	1,441	(13%)	5,280	4,278	23%
Depreciation	384	760	(49%)	372	3%	1,574	1,755	(10%)
EBIT	866	254	241%	1,069	(19%)	3,706	2,524	47%
Interest	89	163	(45%)	140	(37%)	535	563	(5%)
PBT	777	91	752%	928	(16%)	3,171	1,960	62%
Tax	222	(23)	(1061%)	187	19%	700	416	68%
PAT after MI and Associates	555	115	381%	718	(23%)	2,399	1,493	61%
<i>EPS (INR)</i>	<i>4.4</i>	<i>0.9</i>	<i>382%</i>	<i>5.7</i>	<i>(23%)</i>	<i>19.0</i>	<i>11.8</i>	<i>61%</i>

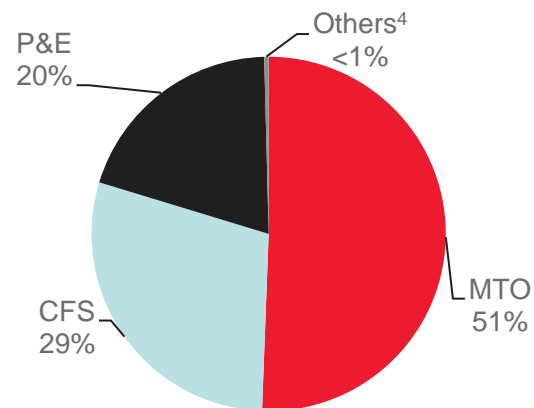


Segment Breakdown – FY15

Revenue Breakdown¹

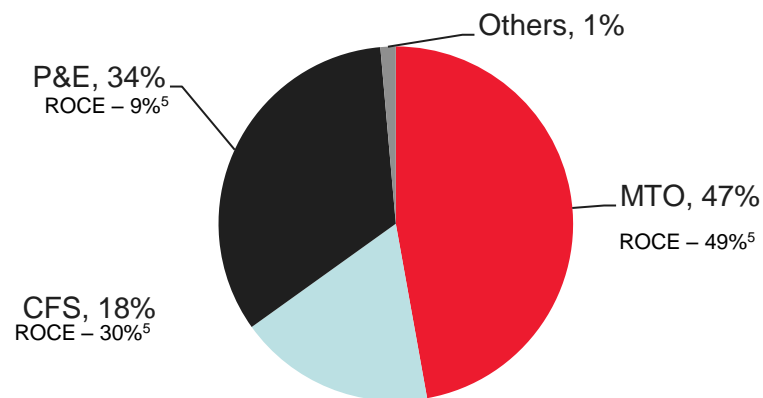


EBIT Breakdown²



Capital Employed Breakdown³

Consolidated ROCE – 19%⁵



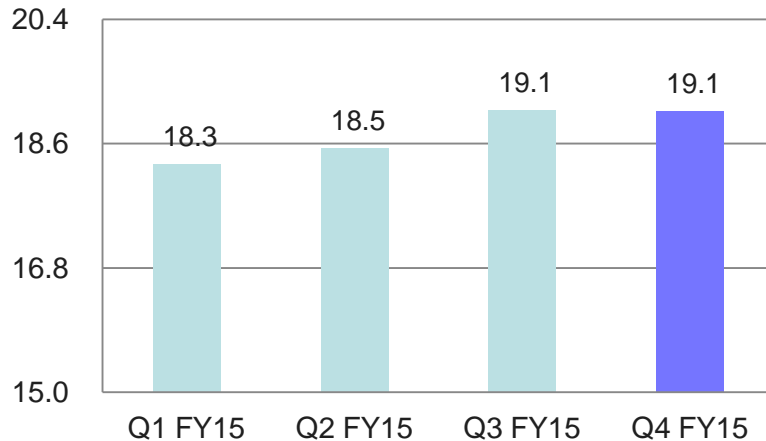
¹ Before inter-segment eliminations, ² Before unallocable expenditure & income, ³ As on 31st March, 2015 and excluding unallocable corporate assets and corporate liabilities, ⁴ Includes mainly 3PL and Corporate, ⁵ ROCE Based on Average Capital Employed Excluding Goodwill



Balance Sheet Highlights – as on March 31, 2015

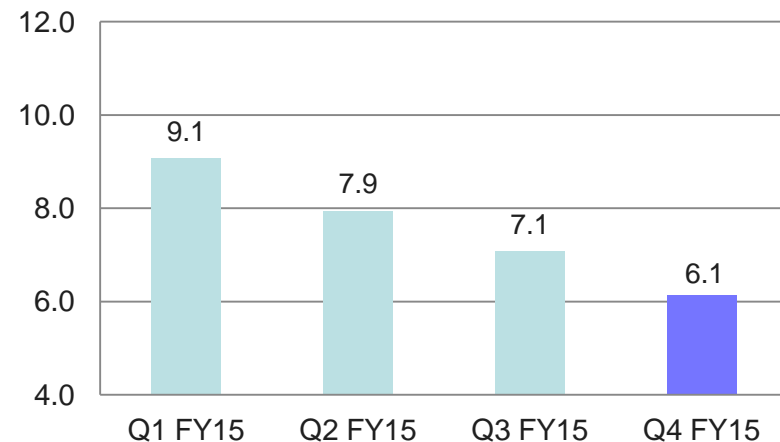
Consolidated Network

INR Billion



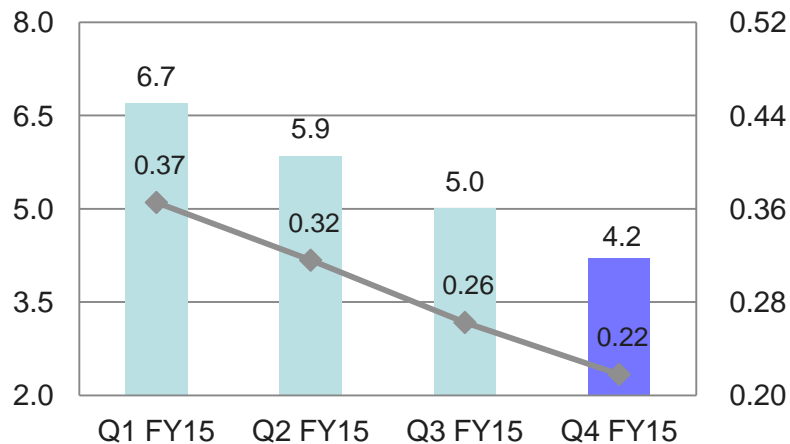
Consolidated Total Debt

INR Billion

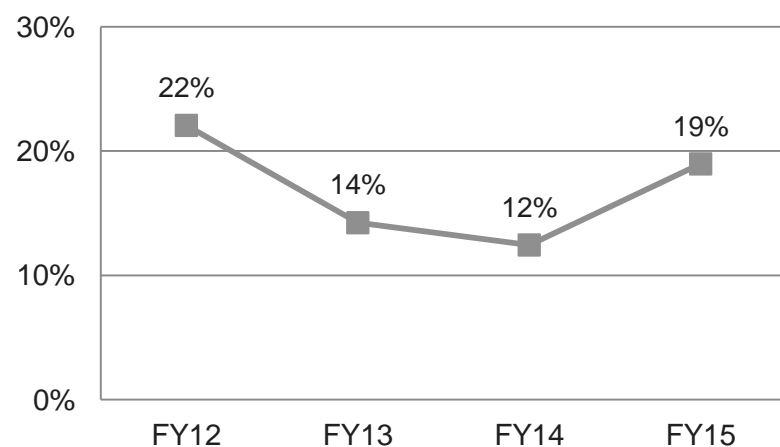


Consolidated Net Debt and Net Debt to Equity

INR Billion



Consolidated Return on Capital Employed (Yearly)¹



¹ ROCE Based on Average Capital Employed Excluding Goodwill



Shareholding Pattern – as on March 31, 2015

Particulars	No. of Shares	% Holding
Promoters	88,134,024	69.9%
Foreign Investors – FIIs, GDRs, NRIs and Others	32,161,321	25.5%
Domestic institutions/ Banks/ Mutual Funds	7,172	0.0%
Indian Public & Others	5,745,245	4.6%
Total - 10,960 Shareholders	126,047,762	100.0%

- Listed on Bombay Stock Exchange & National Stock Exchange
- Constituent of BSE Mid Cap index and CNX Nifty 500 index
- Reputed FIIs – Blackstone, Acacia Partners and New Vernon together hold ~ 24%
- Market Capitalization as on 21st May 2015 – INR 41.5 billion

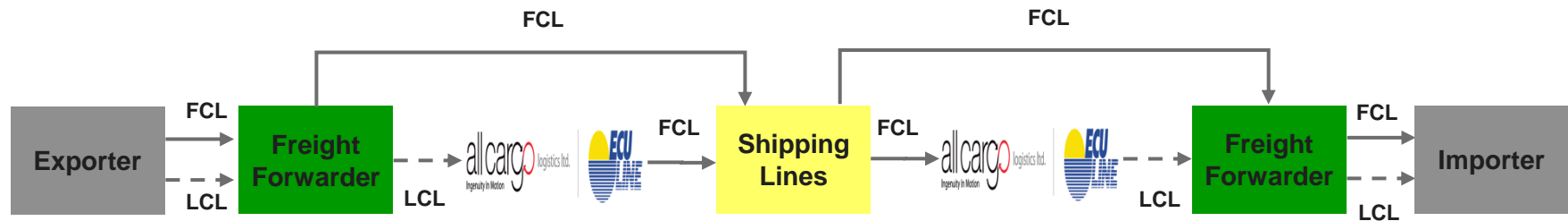




Business Performance



Multimodal Transport Operations



Business Description

- Allcargo receives Less-than-Container-Load (LCL) cargo from various freight-forwarders
- Cargo for each destination is consolidated into containers at bonded warehouses, to be shipped to either final destination or to hub ports from where it is trans-shipped to final destination
- After consolidating the LCL cargo into Full-Container-Load (FCL) consignments, Allcargo forwards the consignments to shipping lines for transportation to the final destination
- Besides LCL consolidation, Allcargo has also forayed into FCL freight-forwarding through acquisition of FCL Marine, a Netherlands based FCL freight-forwarding company

Salient Features

- Asset-light business with high returns on invested capital: Total capital employed²– INR 351 Cr; more than 40% average Return on Capital Employed (ROCE)² in last 3 financial years
- Resilience to global market volatility: Global LCL consolidation industry has grown by 4-5% yearly in last 3 years¹
- Creation of global network is an entry barrier
- Customer diversification inherent to business model due to neutral approach
- Provides opportunity to service select FCL volumes

¹Management Estimates ²Capital Employed Excludes Goodwill, ROCE Based on Average Capital Employed Excluding Goodwill, As of 31st Mar, 2015



Multimodal Transport Operations

MTO Segment - Consolidated - Business Volume Performance (LCL+FCL - in TEUs) ¹							
For the Quarter					Full Year		
Q4 FY15	Q4 FY14	Y-o-Y	Q3 FY15	Q-o-Q	FY15	FY14	Y-o-Y
104,128	94,244	10%	107,261	(3%)	422,200	334,870	26%

- 26% Y-o-Y Increase in Volumes
- Markets of Germany, India, UK, USA and China majorly contributed to volume increase

MTO Segment - Consolidated - Financial Performance (INR Million) ²								
	For the Quarter					Full Year		
Particulars	Q4 FY15	Q4 FY14	Y-o-Y	Q3 FY15	Q-o-Q	FY15	FY14	Y-o-Y
Total Revenue	11,827	11,020	7%	12,101	(2%)	47,738	41,491	15%
EBIT	222	319	(30%)	612	(64%)	1,895	1,558	22%
EBIT Margin (%)	1.9%	2.9%		5.1%		4.0%	3.8%	

- 15% Y-o-Y increase in revenue
- 22% Y-o-Y Increase in EBIT
- EBIT margin improved to 4.0%

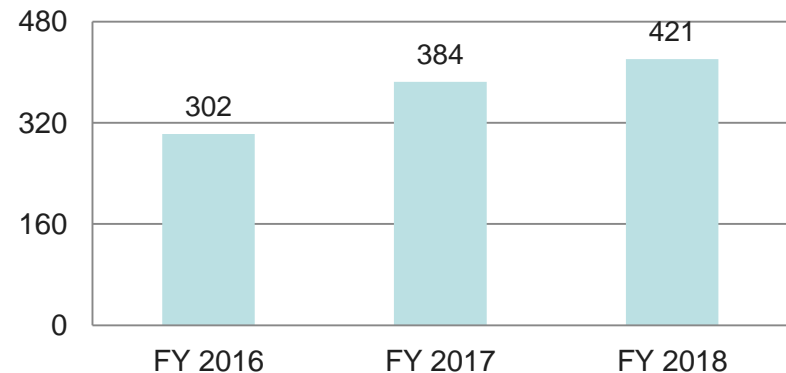
¹TEU – Twenty Equivalent Unit; Volumes include ECU Line & Domestic NVOCC operations, ²MTO consolidated includes ECU Line , Domestic NVOCC operations and HCL



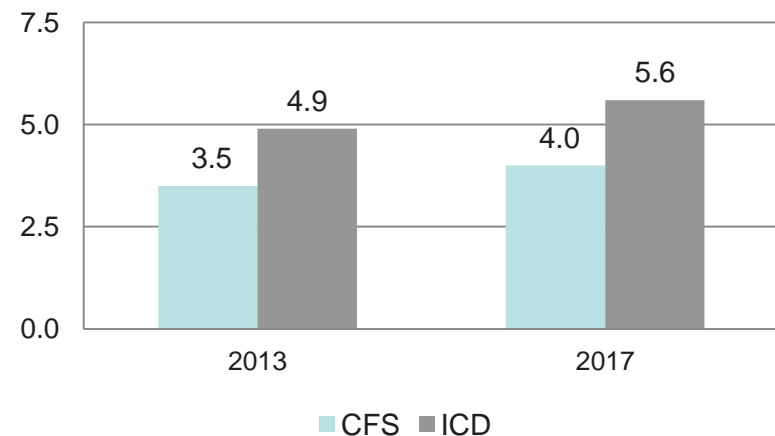
Container Freight Stations

- Container volume in India is expected to be 2x by 2020, driven by EXIM trade and an increase in containerization from the current 55% to >65% (versus developed countries' average of 70%)
- Revival in EXIM trade expected to translate into higher demand for containerization due to their efficiency
- Infrastructural initiatives like Dedicated Freight Corridor and development of multi-model logistics park, to further support growth of cargo containerization
- Several upcoming container terminals planned at both major and non-major ports - to further increase flow of container traffic
- Strong growth expected in CFS container volume with container traffic growing
- CFS / ICD business expected to grow by CAGR 9% in coming years

Projected Indian Container Traffic (Million Tons)



Expected Growth in CFS / ICD Market (Million TEUs)



Container Freight Stations

Total installed capacity of CFSs and ICDs at 31st March, 2015 – **573,000** TEUs / Annum

CFS Segment - Business Volume Performance (in TEUs) ¹							
For the Quarter					Full Year		
Q4 FY15	Q4 FY14	Y-o-Y	Q3 FY15	Q-o-Q	FY15	FY14	Y-o-Y
51,123	45,275	13%	52,302	(2%)	212,472	186,598	14%

- 14% Y-o-Y Increase in Volumes
- Growth driven by CFS at Mundra and JNPT

CFS Segment - Financial Performance (INR Million)								
	For the Quarter					Full Year		
Particulars	Q4 FY15	Q4 FY14	Y-o-Y	Q3 FY15	Q-o-Q	FY15	FY14	Y-o-Y
Total Revenue	1,046	777	35%	1,058	(1%)	4,025	3,149	28%
EBIT	288	235	22%	309	(7%)	1,090	962	13%
EBIT Margin (%)	28%	30%		29%		27%	31%	

- 28% Y-o-Y Increase in Total Revenue
- 13% Y-o-Y Increase in EBIT

¹Includes JNPT 1, Chennai and Mundra CFSs



Project and Engineering Solutions

- Government has announced plans to invest INR 70,000 crores in infrastructure in Budget 2015
- Infrastructure led growth especially in sectors like power, oil & gas, cement and steel – expected to increase demand for specialized transport solutions
- Government plans to take wind energy generation to 60,000 MW in the next 5 years from around 20,000 MW currently. Government also plans to have 100,000 MW of solar power capacity by 2022
- Government plans to set up 5 new Ultra Mega Power Projects, each of 4,000MW
- US\$ 45 Billion is expected to be spent oil & gas sector in India in next few years
- India is the second largest producer of cement in the world with current capacity of around 370 MT - expected to grow to 550 MT by FY20
- Total market value of the Indian steel sector stood at US\$ 57.8 Billion in 2011 and is anticipated to touch US\$ 95.3 Billion by 2016
- Currently metro rails are fully operational in only 2 cities of the 53 Indian cities with a population of more than one Million. Almost all the state capitals are having plans to build metro railways
- Significant capex expected not only on Greenfield projects, but also on repairs & maintenance, and transmission & distribution
- Demand for world-class quality supply chains to handle project cargo - expected to increase significantly



Project and Engineering Solutions

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

P&E Segment - Financial Performance (INR Million)								
	For the Quarter					Full Year		
Particulars	Q4 FY15	Q4 FY14	Y-o-Y	Q3 FY15	Q-o-Q	FY15	FY14	Y-o-Y
Total Revenue	1,545	1,073	44%	1,323	17%	5,304	4,230	25%
EBIT	326	(278)	(217%)	171	91%	745	135	451%
EBIT Margin (%)	21%	(26%)		13%		14%	3%	

- 25% Y-o-Y Increase in Total Revenue, on account of increase in order execution and asset utilization
- 451% Y-o-Y Increase in EBIT





Achievements/ Awards



Order of the Leopold

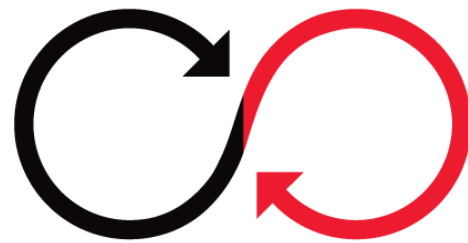


- **Mr. Shashikiran Shetty, Chairman of Ecu-Line and Allcargo Logistics** has been conferred the **Distinction of Commander of the Order of Leopold II** by HM King Philippe of Belgium
- Order is awarded for meritorious service to the Sovereign of Belgium, and as a token of his personal goodwill - can be awarded to both Belgians and foreigners
- The Order currently stands third after the Order of Leopold (1st) and the Order of the Crown (2nd) in the Belgian honors hierarchy.
- The decoration - awarded for his remarkable efforts in strengthening economic relations between India and Belgium, notably by creating significant economic impact in the Antwerp Port by activities of Ecu-Line and Allcargo Logistics

Achievements/ Awards – FY15

- Awarded **‘Asia’s Most Promising Brand’** in the logistics space for 2013-14 by World Consulting & Research Corporation (WCRC), a leading brand consulting firm and KPMG India
- Featured amongst **‘The Elite 100’** in a special 28th anniversary issue of ‘Dalal Street Investment Journal’, India’s oldest and leading investment magazine, June, 2014
- **Ranked at #209** - ‘Business World’ in the Top 500 companies across India list
- **‘Business Leader of the Year’** – CHEMTECH’s Leadership & Excellence Awards 2014
- **‘CFS Operator of the Year and Most Diversified Logistics Company of the Year’** - the Gujarat Star Awards, 2014
- **‘LCL Consolidator of the Year’** – EXIM’s North India Multimodal Logistics Awards, 2014
- Awarded as the **‘Best Service Provider’** by D P World Chennai Container Terminal for the second consecutive year
- **‘Best CFS Operations’** – Indian Chamber of Commerce’s ICC Supply Chain and Logistics Excellence Awards, 2014
- **Best Project Logistics Company of the Year’** and Mr. Shashi Kiran Shetty felicitated with ‘Lifetime Achievement Award’ at the ‘8th Express Logistics & Supply Chain Conclave’
- **‘Indian Logistics MNC of the Year’, ‘Project Cargo Mover of the Year’ and ‘Women Professional of the Year – Mrs. Shantha Martin’** at Maritime & Logistics Awards (MALA), 2014





Thank You!