



Results for the quarter ended September 30, 2012

Investor Presentation

November 08, 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.

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Performance highlights – Q2 FY13 - consolidated

- Total revenue* at Rs. 10.5 billion against Rs. 8.2 billion in Q3FY12 – YoY growth of 28%
- EBITDA at Rs. 1,419 million against Rs.1,123 million in Q3FY12 – YoY growth of 26%
- EBIDTA margin was maintained at 13.5%
- PAT at Rs. 592 million against Rs. 559 million in Q3FY12 - YoY growth of 6%. This was mainly on account of increase in depreciation and provision for tax
- EPS at Rs. 4.6

* - includes other income

Performance highlights – H1 FY13 - Consolidated

- Total revenue* at Rs. 20.3 billion against Rs.16.8 billion in H1FY12** – YoY growth of 21%
- EBITDA at Rs. 2,601 million against Rs. 2,252 million in H1 FY12 – YoY growth of 16%
- EBIDTA margin maintained at 13%
- PAT at Rs. 1,168 million against Rs.1,223 million in H1 FY12
- EPS at Rs. 9.1

* includes other income

** H1FY12 being April – Sept 2011

P&L - Consolidated

Rs million

Consolidated Quarterly Financial Performance								
Particulars	2QFY13	3QFY12	Y-o-Y (%)	1QFY13	Q-o-Q (%)	H1FY13	H1FY12	Y-o-Y (%)
Total Revenue	10,492.2	8,191.3	28%	9,798.7	7%	20,290.9	16,838.1	21%
Operating Expenses	6,889.4	5,270.4	31%	6,589.5	5%	13,478.9	11,085.9	22%
Staff Cost	1,408.0	1,147.9	23%	1,370.1	3%	2,778.0	2,348.1	18%
Other Expenses	775.5	649.6	19%	657.6	18%	1,433.1	1,152.6	24%
EBIDTA	1,419.3	1,123.4	26%	1,181.5	20%	2,600.9	2,251.5	16%
Depreciation	456.5	224.2	104%	283.5	61%	740.0	467.9	58%
EBIT	962.8	899.2	7%	898.0	7%	1,860.9	1,783.6	4%
Interest	32.3	169.6	-81%	150.3	-79%	182.6	252.6	-28%
PBT	930.5	723.8	29%	747.8	24%	1,678.3	1,525.4	10%
PAT after MI	592.2	559.0	6%	576.1	3%	1,168.2	1,223.2	-4%
EPS	4.6	4.3	7%	4.3	7%	9.1	9.4	-3%

Total revenues includes other income

Business developments/ achievements/ updates – Q2FY13

CFS

- New CFS at JNPT with capacity of 100,000 TEUs commenced operations in mid-October 2012, taking total installed capacity from 341,000 TEUs to current 441,000 TEUs per annum

MTO

- Expanding operations in Australia through new offices and tie-ups with franchisees and agents
- Mr. Suryanarayanan appointed as CEO of Eculine International

Awards and Recognitions – Q2 FY13

- Won MALA Award for in 'Heavy Lift Mover of the Year 2012' category. Allcargo - a proud recipient of MALA awards for 3 consecutive years
- Mr Shashi Kiran Shetty, CMD - awarded the 'News Maker of the Year' award – MALA Awards 2012
- MTO - Allcargo – Ahmedabad awarded “Third largest volume as LCL Consolidator” handled at ICD Sabarmati, by Container Corporation of India Ltd
- P&E business- Allcargo awarded “Best Shipping Line of the year – Break Bulk Operator” at 1st Gujarat Star Awards, 2012



CFS & ICD Operations – Pan India Integrated Play

- Allcargo – Among top 2 CFS operators at JNPT and Chennai (excluding captive CFSs) and top 3 at Mundra (in terms of volume)
- Market share in Q2FY13 (by volume) : JNPT – **6%**; Chennai – **12%**; Mundra - **13%**
- CFS capacity at the end of H1FY13 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 H1FY13 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	2QFY13	3QFY12	Y-o-Y (%)	1QFY13	Q-o-Q (%)	H1FY13	H1FY12	Y-o-Y (%)
Export	9,634	10,131	-5%	9,164	5%	18,798	20,517	-8%
Import	47,287	52,574	-10%	60,384	-22%	107,671	105,738	2%
Total	56,921	62,705	-9%	69,548	-18%	126,469	126,255	0%

TEUs – Twenty Equivalent Uni containers

- **9% YoY decline in total volumes**
- **85% of total volumes in H1FY13 were imports**

Rs million

CFS Operations - Financial Performance								
Particulars	2QFY13	3QFY12	Y-o-Y (%)	1QFY13	Q-o-Q (%)	H1FY13	H1FY12	Y-o-Y (%)
Total Revenue	744.0	657.9	13%	829.4	-10%	1573.4	1485.7	6%
EBIT	296.3	347.2	-15%	323.1	-8%	619.9	725.3	-15%
EBIT Margin (%)	40%	53%	-0.13	39%	0.01	39%	49%	-0.09

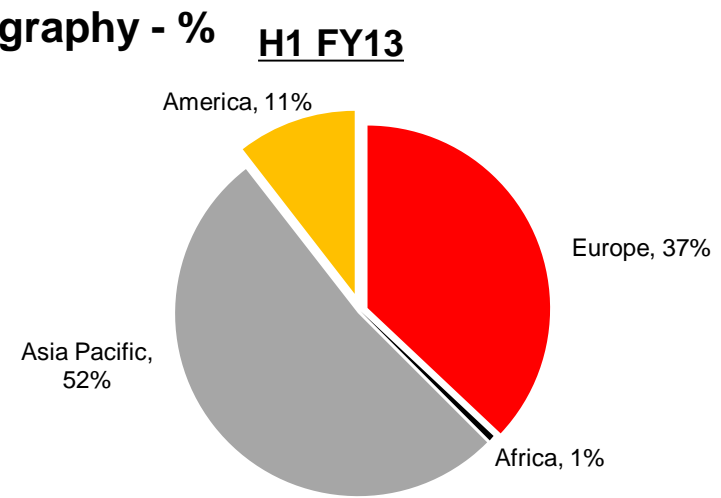
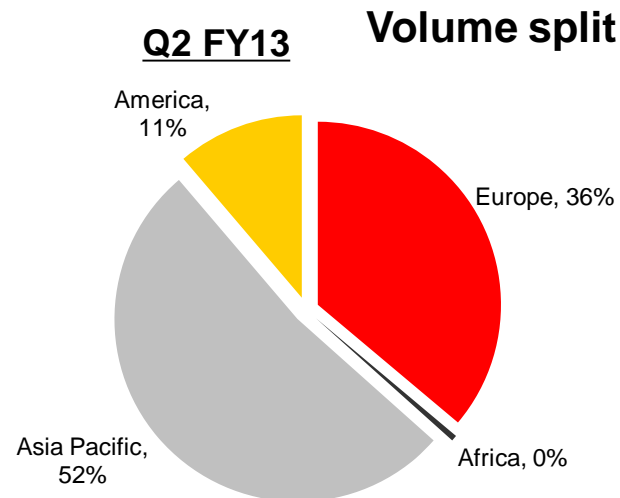
- **13% YoY increase in revenues**
- **EBIT margin sequentially improved by nearly 90 basis points to 40%**

MTO – Performance

MTO Segment - Consolidated - Business Volume Performance (LCL+FCL)								
Volume in TEUs	2QFY13	3QFY12	Y-o-Y (%)	1QFY13	Q-o-Q (%)	H1FY13	H1FY12	Y-o-Y (%)
Export	36,737	36,067	2%	37,247	-1%	73,984	70,522	5%
Import	36,770	35,192	4%	35,874	2%	72,644	70,115	4%
Total	73,507	71,259	3%	73,121	1%	146,628	140,637	4%

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

- **3% YoY increase in total volume, despite slowdown in global trade volumes**
- **4% YoY increase in Imports; 2% YoY increase in Exports**



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MTO – Consolidated Performance

Rs million

MTO Segment - Consolidated - Financial Performance								
Particulars	2QFY13	3QFY12	Y-o-Y (%)	1QFY13	Q-o-Q (%)	H1FY13	H1FY12	Y-o-Y (%)
Total Revenue	8,304.6	6,402.0	30%	7,761.9	7%	16,060.2	14,061.6	14%
EBIT	572.7	363.9	57%	382.3	50%	970.6	708.9	37%
EBIT Margin (%)	6.9%	5.7%	0.0121	5%	0.02	6.0%	5.0%	0.01

Note: MTO consolidated includes ECU Line and Domestic NVOCC operations

- **30% YoY increase in revenues**
- **57% YoY increase in EBIT**
- **EBIT margin at 7% - improvement of 121 bps YoY, mainly on account of improvement in operational efficiencies across scale of global network**



Project & Engineering Solutions – Performance

Fleet size

Equipment Type	As on 30th Sept 2012
Trailers	551
Hydraulic Axles	198
Cranes	146
Forklifts	57
Reach Stackers	36
Prime Mover	11
Ships	3
Barges	2
Girder Bridge	1
Total	1005

No of cranes – as per Type

Number of Cranes - As per Type	
Cranes	As on 30th Sept 2012
Crawler	60
Telescopic	79
Other	7
Total	146

No of cranes – as per Tonnage

Number of Cranes - Tonnage Wise	
Ton	As on 30th Sept 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	2QFY13	3QFY12	Y-o-Y (%)	1QFY13	Q-o-Q (%)	H1FY13	H1FY12	Y-o-Y (%)
Total Revenue	1221.6	1103.7	11%	1294.1	-6%	2515.4	2098.5	20%
EBIT	230.6	232.2	-1%	254.4	-9%	438.6	450.5	-3%
EBIT Margin (%)	19%	21%	(0.02)	20%	(0.01)	17%	21%	(0.04)

- 11% YoY increase in revenues
- EBIT at Rs 231 million - YoY decline of 1%
- EBIT margin at 19%

Daily Stock Price Movement*



- **Listed on Bombay Stock Exchange & National Stock Exchange**
- **Constituent of BSE Midcap Index**
- **Market Capitalization as on 7th November – Rs.16.7 billion**

* - Jan 01, to September 30, 2012



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Shareholding pattern – as on September 30, 2012

Particulars	No of shares	% holding
Promoters	91,134,025	71.5%
Foreign Investors – FIIs, GDRs, NRIs and others	29,884,504	23.4%
Domestic institutions/ Banks/ Mutual Funds	3,449,420	2.7%
Indian Public	2,977,973	2.3%
Total - 6,361 shareholders	127,445,922	100.0%

- Reputed FIIs – Blackstone, New Vernon and Acacia Partners together hold ~ 22%
- Till date, Allcargo completed 65% of buyback – translated to decrease in equity shares from 130 million to 127 million

Ingenuity In Motion

allcargo logistics ltd.

Thank You

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