

1st February 2017

National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400 051	BSE Limited 14 th Floor, P J Towers, Dalal Street, Fort, Mumbai 400 001
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Dear Madam/ Sir,

Sub: Submission of Analysts/ Investor Presentation

Kindly find enclosed herewith the Analyst/ Investor Presentation regarding the Unaudited financial results of the Company for the Quarter and Nine Months ended 31st December 2016 for reference please.

The Presentation is being made through a Conference call today at 4.30 PM and it is also available on our website www.pipavav.com

Thank you,

Yours truly,

For Gujarat Pipavav Port Limited



Manish Agnihotri
Company Secretary & Compliance Officer



Gujarat Pipavav Port Limited *Result Review* *Q3 Dec 2016*

01 February 2017



 Lifting Global Trade.
APM TERMINALS

Disclaimer

Statements in this presentation describing the Company's objectives, projections, estimates, expectations may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand / supply and price conditions in the markets in which the Company operates, changes in Government regulations, tax laws and other statutes and incidental factors

Agenda

Key Highlights

Volume Development

Infrastructure Development

Financials

Key Highlights

Key Highlights

Container

- 167K TEUs : 1% increase vs. Q2 Sept 2016;
CIX service discontinuance; Volumes remain steady

Dry Bulk

- 502K MT : 29% decrease vs. Q2 Sept 2016
Lower Fertilizer and Coal Volume

Liquid

- 230K MT : 196% increase vs. Q2 Sept 2016
Higher LPG volume; seasonal demand

RORO

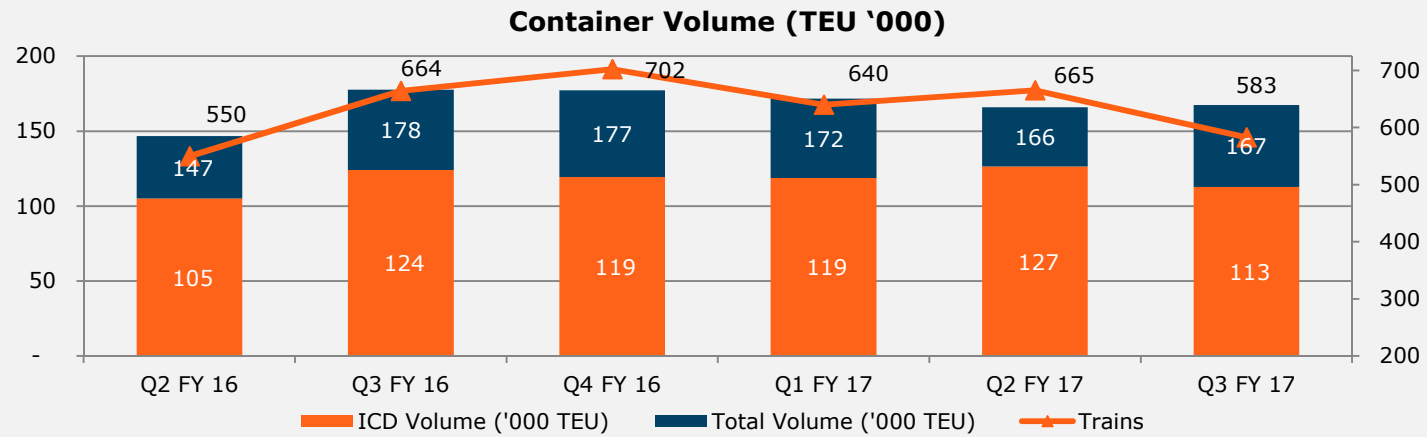
- 18 calls / ~ 27K cars : 25% increase vs. Q2 Sept 2016
Highest volumes in a quarter

Financial Results

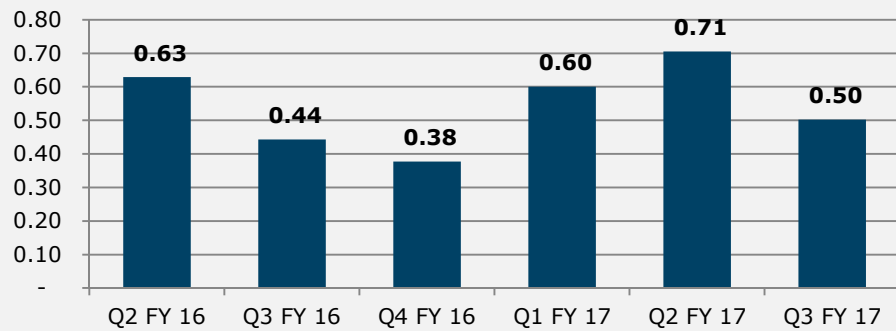
- INR 1,043M EBITDA; 6% increase vs. Q2 Sept 2016; 61.7% EBITDA Margin, improved 440 basis points;
Commodity mix; Higher Ro Ro and Liquid Volumes
- INR 645M Net Result; 9% increase vs. Q2 Sept 2016

Volume Development

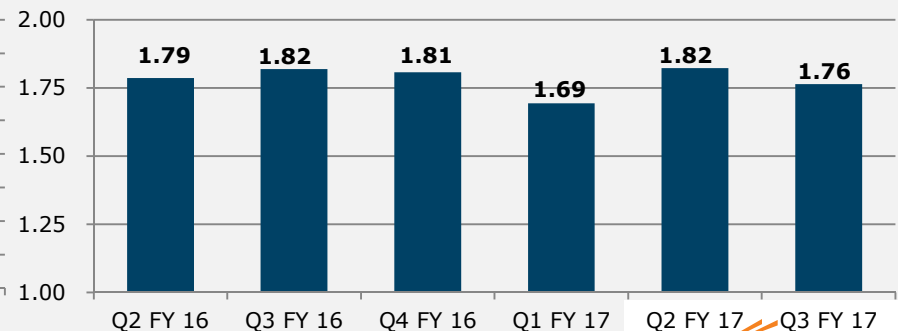
Operational Highlights



Bulk Volume - MT's (million)



Rail Volume - MTs (million)



Infrastructure Development

Projects

Construction of Office complex

Expected completion- Q-2'2017



Electrification of Yard for ERTG

Expected completion- Q-4'2017



Financials

Profit & Loss Account

INR million

Particulars	Quarter					Nine Months Ended		
	31-Dec-16	30-Sep-16	%	31-Dec-15	%	31-Dec-16	31-Dec-15	%
a. Net Sales / Income from Operations	1,547	1,640	-6%	1,496	3%	4,734	4,611	3%
b. Other Operating Income	144	82	75%	154	-7%	352	376	-6%
Total Income	1,692	1,722	-2%	1,651	2%	5,085	4,987	2%
Expenditure								
a. Operating Expenses	312	367	-15%	294	6%	966	1,025	-6%
b. Employee benefits expense	112	125	-10%	128	-12%	366	396	-8%
c. Other Expenses	223	244	-9%	230	-3%	721	819	-12%
Total Expenditure	648	736	-12%	653	-1%	2,053	2,240	-8%
EBITDA	1,043	986	6%	998	5%	3,032	2,746	10%
%	61.7%	57.3%	8%	60.4%	2%	59.6%	55.1%	8%
Depreciation	275	280	-2%	249	10%	806	717	12%
Profit from Operations before Other Income, Finance Cost and Exceptional	769	706	9%	748	3%	2,226	2,030	10%
Add: Other Income	109	119	-9%	82	33%	294	241	22%
Less: Finance Cost	1	2	-72%	0	50%	4	1	208%
Less: Exceptional Item	-	-	-	-	-	-	(604)	-100%
Profit Befor Tax	877	823	6%	829	6%	2,516	2,873	-12%
Tax Expense	231	229	1%	283	-18%	679	1,079	-37%
Net Profit	645	594	9%	547	18%	1,837	1,794	2%

Thank you