

# Result Review – Q3 2014

## New Delhi, 4<sup>th</sup> November, 2014





## 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 Developments
- Financials

# Key Highlights



# Key Highlights – Q3 2014

## **Container Cargo**

- 4% decrease in volume vs Q2 2014: *Lower Exports*
- 19% increase in volume vs Q3 2013: *2 new services; 1 upsized; Organic growth*
- 72% ICD throughput : *Highest ever quarterly ICD throughput of 140,486 TEUs*

## **Bulk & Liquid Cargo**

- 23% increase in volume vs Q2 2014: *Higher Coal & Fertilizer*
- 3% increase in volumes vs Q3 2013: *Commodity mix - Higher Coal & Fertilizer, lower Minerals*
- 96,695 MT Liquid cargo : *New business commenced*

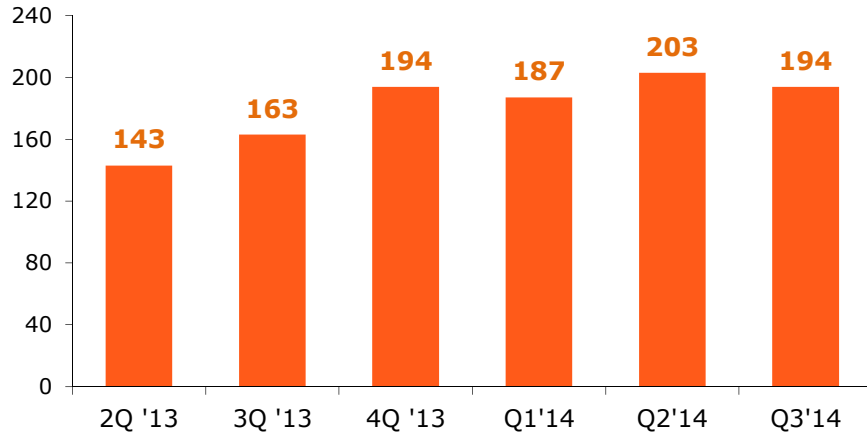
## **Financial Results**

- INR 959 Mn. EBITDA; Margins - Excl. one time, in line with previous quarters
- 56% increase in EBITDA; 16% increase in Margin vs. Q3 2013
- INR 152 Mn: Interim Dividend @20% received from PRCL
- INR 2,933 Mn: Loan repaid in Aug 2014; Debt free
- INR 895 Mn PAT : 11% increase vs Q2 2014, 103% increase vs Q3 2013

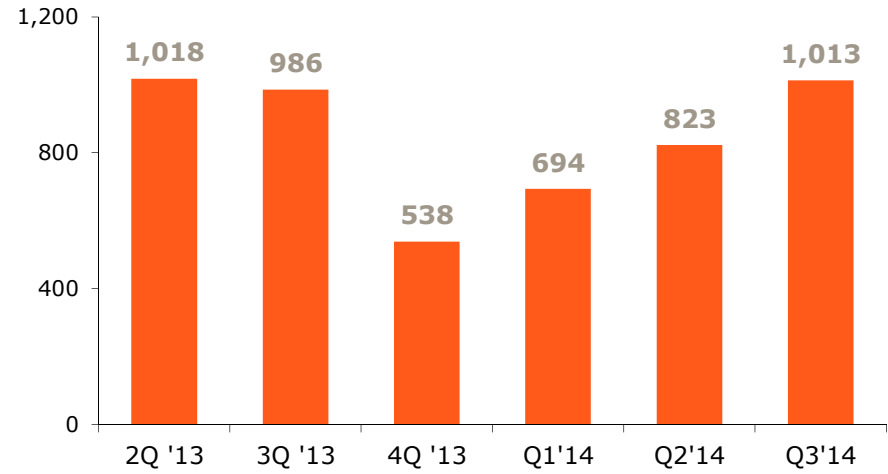
# Volume Development

# Operational Highlights

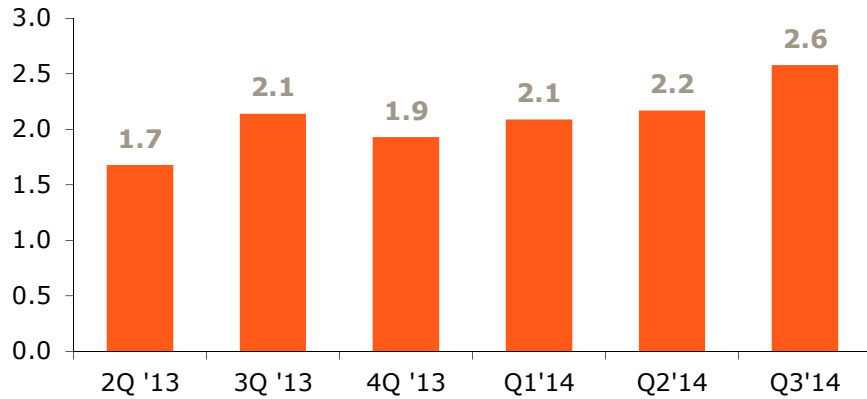
**Container Volume - TEUs ('000s)**



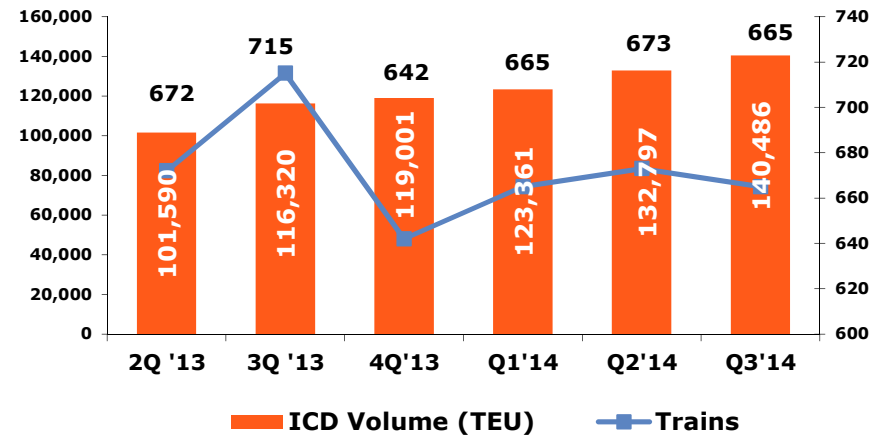
**Bulk Volume - MTs ('000s)**



**Rail Volume - MTs (millions)**



**ICD Volume - TEUs**



# Infrastructure Developments



# Social infrastructure

**Construction of Club House – Q1 2015**



**Construction of Residential building– Q4 2015**



# Financials

# Profit & Loss Account

(INR in Million)

Sr. No.	Particulars	Quarter					Nine Months			Full Year
		Sep'14	Jun'14	%	Sep'13	%	Sep'14	Sep'13	%	2013
1	Net Sales / Income from Operations	1,572	1,558	1%	1,180	33%	4,571	3,451	32%	4,736
	Other Operating Income	130	125	4%	83	57%	375	276	36%	443
	<b>Total Income</b>	<b>1,701</b>	<b>1,683</b>	<b>1%</b>	<b>1,262</b>	<b>35%</b>	<b>4,946</b>	<b>3,727</b>	<b>33%</b>	<b>5,179</b>
2	<b>Expenditure</b>									
	Operating Expenses	384	330	17%	302	27%	1,009	1,010	0%	1,320
	Employee benefits expense	114	131	-13%	112	2%	376	322	17%	421
	Other Expenses	244	233	5%	234	4%	692	661	5%	870
	<b>Total Expenditure</b>	<b>742</b>	<b>694</b>	<b>7%</b>	<b>648</b>	<b>15%</b>	<b>2,078</b>	<b>1,994</b>	<b>4%</b>	<b>2,611</b>
	<b>EBITDA</b>	<b>959</b>	<b>989</b>	<b>-3%</b>	<b>614</b>	<b>56%</b>	<b>2,868</b>	<b>1,733</b>	<b>65%</b>	<b>2,568</b>
	<b>%</b>	<b>56.4%</b>	<b>58.8%</b>	<b>-4.1%</b>	<b>48.6%</b>	<b>15.9%</b>	<b>58.0%</b>	<b>46.5%</b>	<b>24.7%</b>	<b>49.6%</b>
	Depreciation	164	171	-4%	149	10%	508	440	16%	608
3	<b>EBIT</b>	<b>795</b>	<b>818</b>	<b>-3%</b>	<b>465</b>	<b>71%</b>	<b>2,360</b>	<b>1,293</b>	<b>82%</b>	<b>1,960</b>
4	Add: Other Income	192	70	>150%	74	>150%	312	141	121%	168
5	Less: Finance Cost	92	83	11%	98	-6%	259	287	-10%	374
6	Add: Exceptional Item	-	-		-		102	-		(164)
7	<b>Profit before Tax</b>	<b>895</b>	<b>805</b>	<b>11%</b>	<b>441</b>	<b>103%</b>	<b>2,311</b>	<b>1,147</b>	<b>101%</b>	<b>1,918</b>
8	Tax Expense	-	-		-		-	-		-
9	<b>Net Profit</b>	<b>895</b>	<b>805</b>	<b>11%</b>	<b>441</b>	<b>103%</b>	<b>2,311</b>	<b>1,147</b>	<b>101%</b>	<b>1,918</b>





# APM TERMINALS

[www.apmtpipavav.com](http://www.apmtpipavav.com)