



**Q3 – 2013 Result Review**  
**Mumbai, 22 October 2013**

*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 Developments
- Financials

# Key Highlights

# Key Highlights – Q3 2013

## Container Cargo

- 14% increase in volume vs Q2 2013: *Season uptake*
- 30% increase in volume vs Q3 2012: *Additional services, Upsizing*
- Improved realization: *Tariff, USD-INR rate impact*
- New Gulf service (NMG) secured; 1<sup>st</sup> call on 19 Sep 2013
- 34 MPH – Avg. Q3 Crane Productivity on Berth 4; Highest ever

## Bulk & General Cargo

- 3% decrease in volume vs Q2 2013: *Higher Coal offset by lower Fertilizer & Minerals*
- 31% increase in volume vs Q3 2012: *Higher Coal & Minerals*

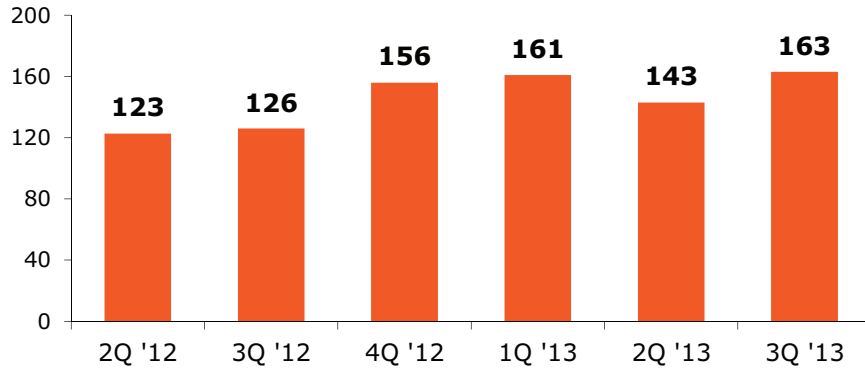
## Financial Results

- INR 38 Mn: Interim Dividend @5% received from PRCL
- INR 614 Mn. : 12% increase in EBITDA; 8% increase in Margin vs. Q2 2013  
: 82% increase in EBITDA; 36% increase in Margin vs. Q3 2012
- INR 441 Mn. : 25% increase in PAT vs Q2 2013  
: 5x increase in PAT vs. Q3 2012

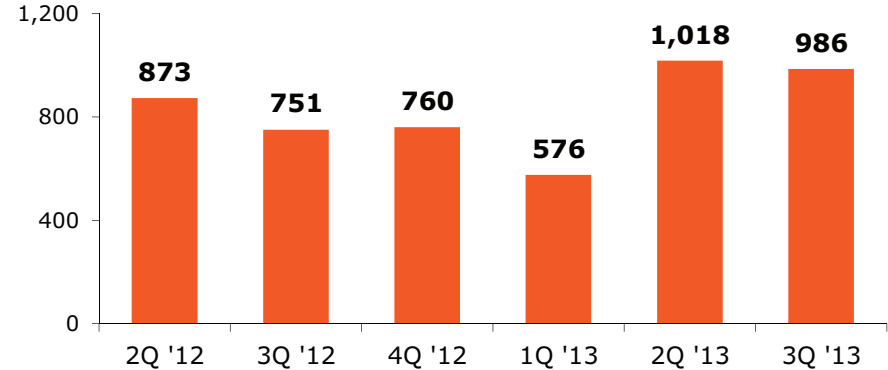
# Volume Development

# Operational Highlights

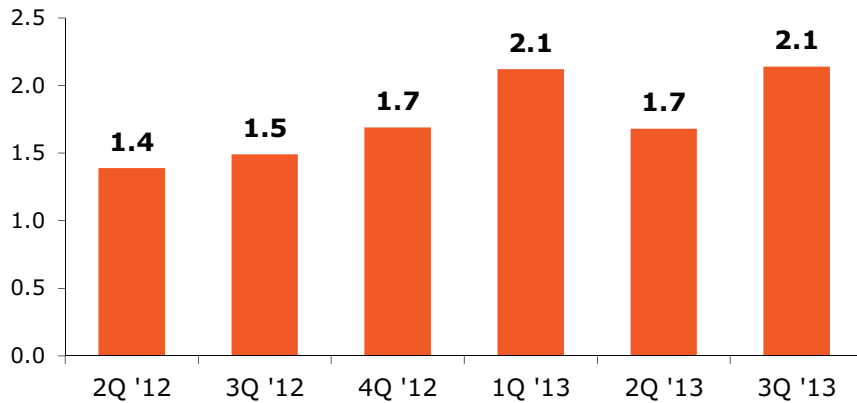
**Container Volume - TEUs ('000s)**



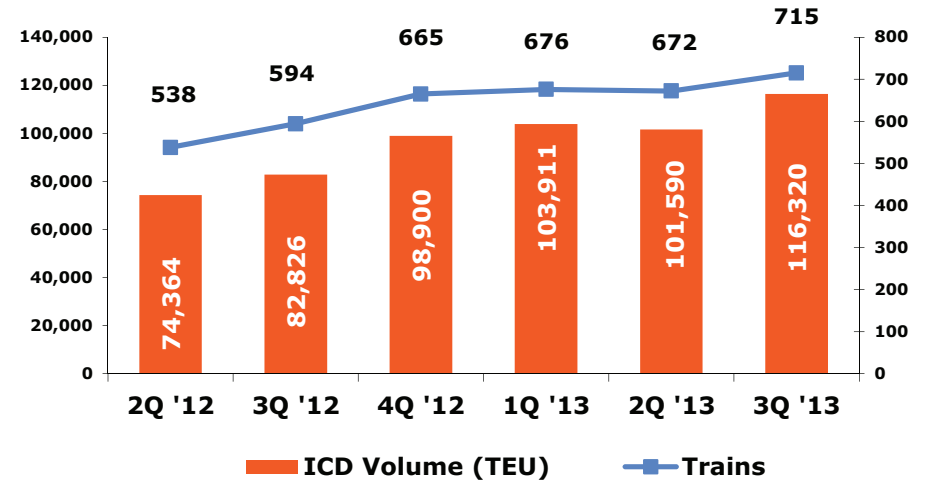
**Bulk Volume - MTs ('000s)**



**Rail Volume - MTs (millions)**



**ICD Volume - TEUs**



ICD Volume (TEU) Trains

# Infrastructure Developments



## 10 km Road – Highway to Port Main Gate

- Incoming lane completed
- 2 lane open for traffic
- External road completion- Q4 2013



# Various Projects

**Road between Fertilizer Shed & RMGC Yard**



**Boundary wall along IMC Plot**



**Road from Aegis Circle to IMC Plot**

# Liquid Tank Farms

**Aegis Logistics**



**Gulf Petrochem**



**Indian Molasses Company (IMC)**

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# Financials

# Profit & Loss Account

(INR in Million)

Particulars	Quarter ended					Nine Months Ended			Full Year
	30-Sep-13	30-Jun-13	%	30-Sep-12	%	30-Sep-13	30-Sep-12	%	2012
a. Income from Operations	1,180	1,131	4%	865	36%	3,451	2,640	31%	3,715
b Other Operating Income	83	89	-8%	79	5%	276	333	-17%	445
<b>Total Income</b>	<b>1,262</b>	<b>1,220</b>	<b>3%</b>	<b>943</b>	<b>34%</b>	<b>3,727</b>	<b>2,972</b>	<b>25%</b>	<b>4,160</b>
<b>Expenditure</b>									
a. Operating Expenses	302	334	-10%	290	4%	1,010	822	23%	1,181
b. Employee benefits expense	112	109	3%	91	24%	322	265	21%	361
c. Other Expenses	234	228	3%	226	4%	661	626	6%	800
<b>Total Expenditure</b>	<b>648</b>	<b>670</b>	<b>-3%</b>	<b>606</b>	<b>7%</b>	<b>1,994</b>	<b>1,713</b>	<b>16%</b>	<b>2,342</b>
<b>EBITDA</b>	<b>614</b>	<b>549</b>	<b>12%</b>	<b>337</b>	<b>82%</b>	<b>1,733</b>	<b>1,259</b>	<b>38%</b>	<b>1,819</b>
<b>%</b>	<b>48.6%</b>	<b>45.0%</b>	<b>8%</b>	<b>35.7%</b>	<b>36%</b>	<b>46.5%</b>	<b>42.4%</b>	<b>10%</b>	<b>43.7%</b>
Depreciation	149	151	-1%	137	9%	440	411	7%	549
<b>EBIT</b>	<b>465</b>	<b>399</b>	<b>17%</b>	<b>200</b>	<b>133%</b>	<b>1,293</b>	<b>848</b>	<b>53%</b>	<b>1,269</b>
Other Income	74	49	51%	58	26%	141	118	19%	154
Finance Cost	98	95	3%	177	-45%	287	587	-51%	684
Exceptional Item	-	-	-	-	-	-	-	-	-
<b>EBT</b>	<b>441</b>	<b>352</b>	<b>25%</b>	<b>82</b>	<b>439%</b>	<b>1,147</b>	<b>380</b>	<b>202%</b>	<b>740</b>
Tax Expense	-	-	-	-	-	-	-	-	-
<b>Net Profit</b>	<b>441</b>	<b>352</b>	<b>25%</b>	<b>82</b>	<b>439%</b>	<b>1,147</b>	<b>380</b>	<b>202%</b>	<b>740</b>

# Balance Sheet

(INR in Million)

Particulars	30-Sep-13	31-Dec-12
<b>EQUITY AND LIABILITIES</b>		
<i>Shareholders' funds</i>		
Share capital	4,834	4,834
Reserves and surplus	8,430	7,283
<i>Non-current liabilities</i>		
Long-term borrowings	2,884	3,039
Other long-term liabilities	140	106
Long-term provisions	239	223
<i>Current liabilities</i>		
Trade payables	344	322
Other current liabilities	901	649
Short-term provisions	165	177
<b>TOTAL</b>	<b>17,937</b>	<b>16,634</b>
<b>ASSETS</b>		
<i>Non-current assets</i>		
Fixed assets	14,373	14,039
Non-current investments	830	830
Long-term loans and advances	496	431
Other non-current assets	1,462	169
<i>Current assets</i>		
Inventories	112	115
Trade receivables	331	386
Cash and bank balances	46	511
Short-term loans and advances	288	151
Other current assets	-	3
<b>TOTAL</b>	<b>17,937</b>	<b>16,634</b>



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