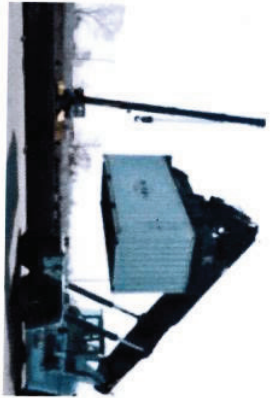




# A STRONG TURNAROUND UNDER WAY

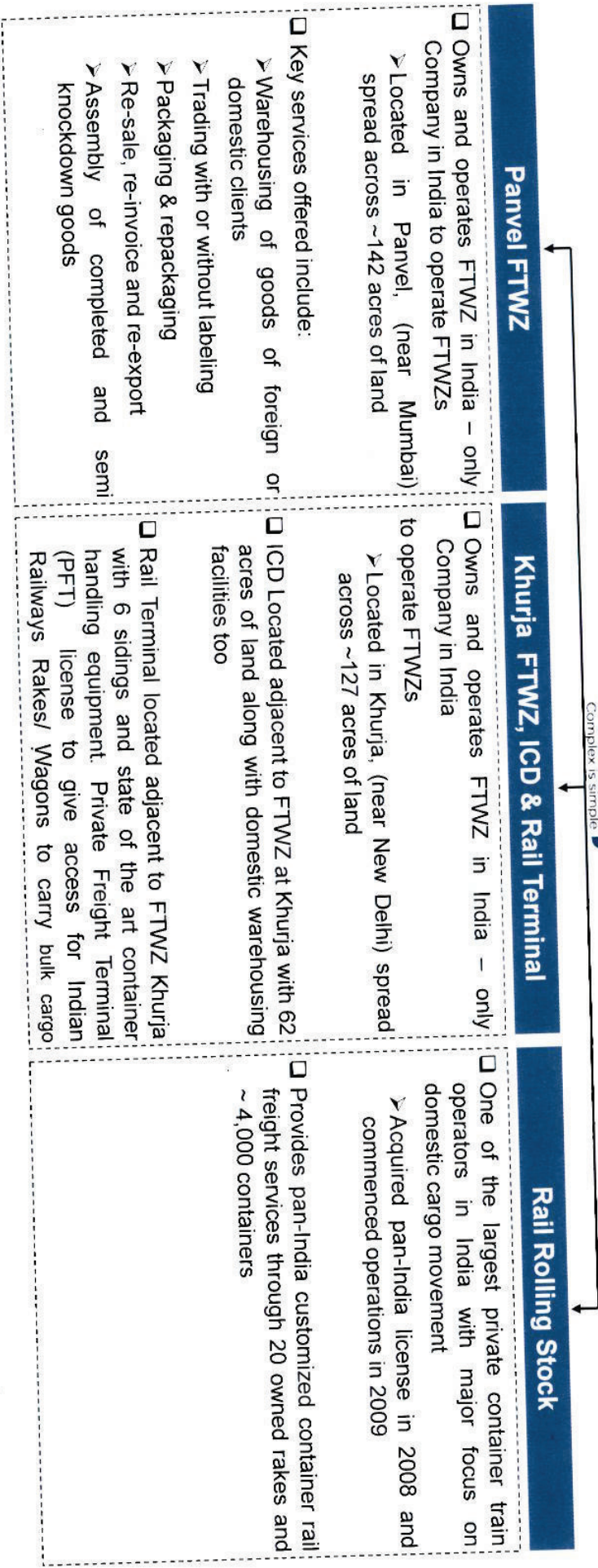


## Abbreviations



• FTWZ	-	Free Trade & Warehousing Zone
• ICD	-	Inland Container Depot
• PFT	-	Private Freight Terminal
• EDI	-	Electronic Data Interchange
• VOS	-	Value Optimization Services
• QoQ	-	Quarter on Quarter
• IDH	-	Industrial Distribution Hub
• GST	-	Goods and Services Tax
• IMC	-	Inter Ministerial Committee
• EXIM	-	Export and Imports

# Arshiya Group – an Overview



Supporting infrastructure / services includes on-site office spaces, banks, weigh bridge, fuel station, water & power supply & 100% power back-up using DG sets, currency exchanges & CHAs that reduce operating costs

## Panvel FTWZ – Turnaround

- **Historical Issues**
  - Various regulatory uncertainties and delays led to stoppage of transshipment of cargo, delays in duty drawback, non-availability of Customs EDI system (Ice-Gate), et al, further leading to business disruptions over past 2-3 years
- **Turnaround Strategy**
  - A strategic decision to scale up activities with clear regulations – transportation, warehousing and value addition of goods for import into and export from India, by quality local and international clients, under developer and self-operating contracts – translating into certainty of revenues and improved cash flows
  - Operational focus of past 2 years lead to turnaround -
    - Acceptance of FTWZ concept/ benefits leading to regaining lost Customer base. DHL Logistics – World's no. 1 logistics player has taken an entire warehouse on a long term lease, justifying our confidence in the long term potential of the business.
    - Increasing Customer base with Marquee clients.
      - Scaling up revenues from a client requires a gestation/trial period of minimum six months
    - Cost cutting initiatives at every possible area of operations.
- **Acceptance / Increased utilization of FTWZ by Global Large / Marquee quality clients is evidence of long term potential of business.**

Provisional EBITDA MIS for the quarter and nine months ended on 31st December, 2014

Particulars	Rs. In Crores		
	Q-1 3 months	Q-2 3 months	Q-3 3 months
<b>INCOME</b>			
Income from operations	17.15	19.37	22.16
Other income	0.22	0.13	0.08
<b>Total Income</b>	<b>17.37</b>	<b>19.49</b>	<b>22.24</b>
<b>EXPENDITURE</b>			
Cost of operations	3.46	3.46	4.56
Employees' remuneration	1.68	1.39	1.78
Other administrative expenses	1.99	2.86	2.57
<b>Total Panvel Expenses</b>	<b>7.13</b>	<b>7.71</b>	<b>8.91</b>
<b>EBIDTA before allocable Corporate Expenses</b>	<b>10.24</b>	<b>11.78</b>	<b>13.33</b>
<b>Corporate Expenses</b>			
Employees' remuneration	1.29	1.10	1.29
Administrative expenses	1.80	1.39	1.27
<b>Allocable total Corporate Expenses</b>	<b>3.09</b>	<b>2.49</b>	<b>2.55</b>
<b>EBIDTA</b>	<b>7.16</b>	<b>9.29</b>	<b>10.78</b>
			<b>27.23</b>

## Panvel FTWZ - Activity



- Value Optimization Services (VOS) income is inversely proportional to turnaround period for goods and has the potential to be at 1.4x times of Storage Revenue. Thus, lower the turnaround cycle time (days) leads to increase in VOS activities. VOS income depends on the end user industry and nature of goods handled.
- VOS includes utilising warehouse space by stacking efficiently and optimising to clients paying more rent per square foot, maximizing EBITDA margins.
- Today the VOS to Storage Revenue is around 1.0x times as compared to the potential of 1.4x times

## Panvel FTWZ – Future Outlook



- Currently at 60% capacity utilisation with 5 warehouses, achieved Revenue of Rs. 22.24 Cr. and EBITDA of Rs. 10.78 Cr. in Q3 FY15
- Due to strong response from Global Large / Marquee Clients, we expect, Panvel FTWZ will reach 100% capacity utilisation with 30-40% QoQ rise in revenues over next 2 quarters. Owing to higher utilisation and optimisation, 80-90% of incremental revenues will flow to EBITDA
- Working towards securing funding for Phase II (incremental 11 warehouses – at marginal cost of construction)
- With a modular scale-up, Phase II would deliver profitability and return ratios much higher than the existing infrastructure
- Since, revenues are mainly in US\$, giving natural hedge, we are working towards conversion of existing Rupee debt to US\$ debt. This will substantially lower cost of funds and increase profitability
- Further, the Company has enough land to build further ~17 warehouses, totaling ~34 warehouses at a marginal cost of construction as the common infrastructure is in place

# Marquee Clients – Panvel FTWZ



PETROCHEMICAL COMMERCIAL CO.



United Phosphorus Ltd



Adhesive Technologies



GLENCORE



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# Marquee Clients – Panvel FTWZ



RioTinto



ReneSola

Cabotary



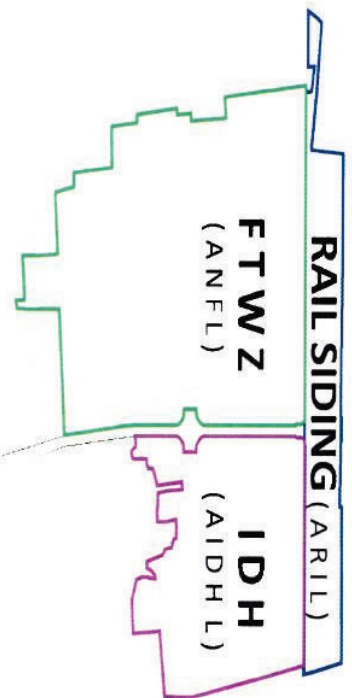
Honeywell

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# Khurja FTWZ - Project Status and Mitigants

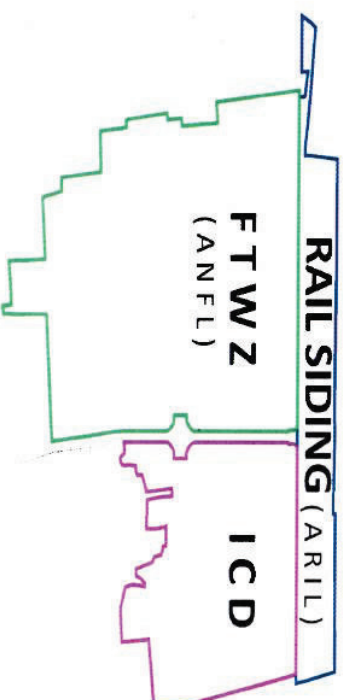


## KHURJA YESTERDAY



- Issues
- No en-bloc rail movement of container due to non-availability of EDI connectivity as the Rail terminal comes under Ministry of Railways and EDI comes under Ministry of Finance
  - No cargo going to FTWZ due to non-availability of EDI connectivity as FTWZ, though an ICD status is available comes under Ministry of Commerce and EDI comes under Ministry of Finance
  - Ministry of Finance neither parting with EDI to Ministry of Railways or Ministry of Commerce
  - IDH not taking off due to GST delay

## KHURJA TOMORROW



- Khurja FTWZ project is complete in all possible manner
- We have converted IDH to an ICD and other permissions such as IMC, etc., are in place. We are expecting to be operational by Q1 FY16 along with EDI connectivity.
- With ICD all above issues will be mitigated and EDI Connectivity will be automatic as ICD comes under Ministry of Finance and so does EDI.
- Large ICD is the need of the hour in the NCR region, Dadri, TKD, & Loni are all running at almost full capacity.
- The USP for the ICD is the Rail connectivity, which at other locations is an issue as scalability size of rail terminal is minimal, which leads to congestion.

## Khurja FTWZ to revive in FY16



- Conversion of IDH into ICD will provide the necessary EDI connectivity which will help in attracting the EXIM cargo traffic flowing between Ports and Hinterland
- The existing Rail Terminal adjacent to the ICD will ease the movement of EXIM containers and the FTWZ shall be an USP for the project as it would create a pull for cargo requiring specific services, along with fiscal & regulatory benefits.
- Strategic location at the culmination of Western and Eastern Dedicated Freight Corridor and proximity to the planned Dadri-Noida-Ghaziabad Industrial Corridor of DMIC would help to establish strong footing in logistic services.
- Expect Khurja FTWZ to start operations in Q1FY16 and achieve scale / profitability similar to current Panvel FTWZ in a year, having a very strong and positive traction in these assets.

## Rail Infrastructure – Rolling Stock excluding Rail Terminal at Khurja

	FY. 2014-15 (Provisional)			(Rs. in Crs.)	
	Q1	Q2	Q3		Total
	Rolling Stock				
Revenue from Operations	55.69	59.58	60.10	175.37	
Other income	0.00	0.27	0.02	0.29	
<b>Total Revenue</b>	<b>55.70</b>	<b>59.85</b>	<b>60.12</b>	<b>175.67</b>	
Cost of Operations	49.31	51.20	52.95	153.46	
Employee Cost	2.25	1.88	1.69	5.83	
Other expenses	1.36	1.65	1.02	4.02	
<b>Total Expenses</b>	<b>52.92</b>	<b>54.73</b>	<b>55.66</b>	<b>163.31</b>	
<b>EBIDTA</b>	<b>2.78</b>	<b>5.12</b>	<b>4.46</b>	<b>12.36</b>	
<b>EBIDTA as %age of Revenue</b>	<b>4.98%</b>	<b>8.56%</b>	<b>7.42%</b>		

There was a price increase in Haulage of 20%+ by Indian Railways, and it took time to pass on the increase to clients. The same has been passed on and we expect EBIDTA numbers to substantially increase this quarter.



# Marquee Clients - Rail



**vedanta**



**TATA**

**TATA METALIKS**



**MITSUBISHI  
CHEMICAL**



**TATA STEEL**

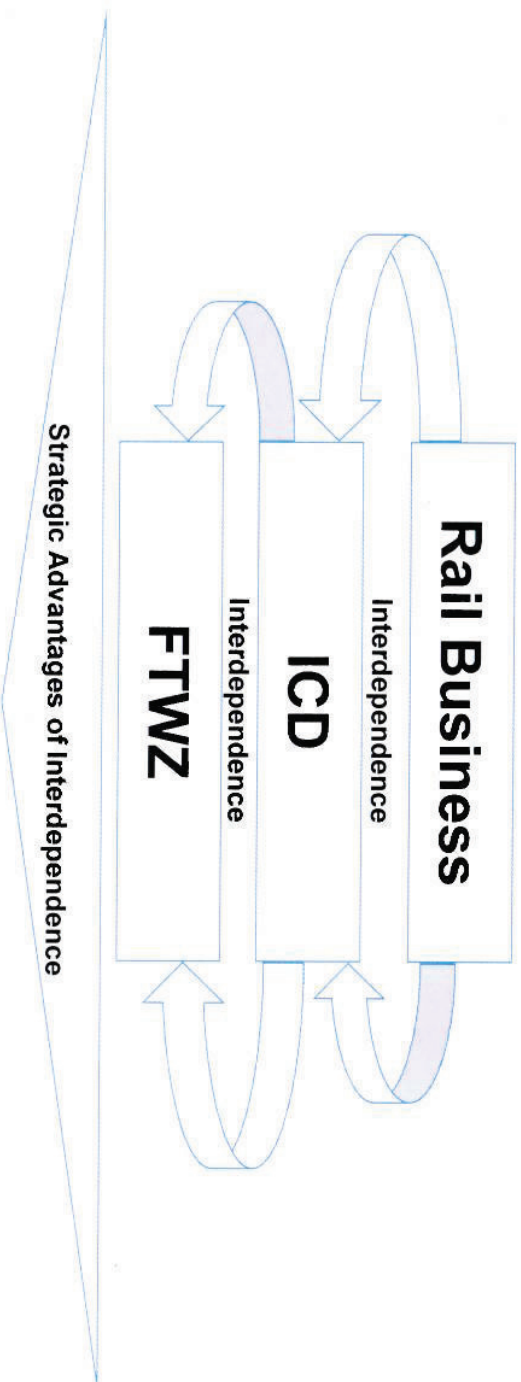


**sesa sterlite**  
a vedanta company



**MESCO STEEL**

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The **Rail business, ICD and FTWZ** would be functionally interdependent on each other, making each of the function **cost effective and economically viable**.

All these components together would help **Arshiya** to add **end-to-end value** to the entire **EXIM Logistic Value Chain**. As on today, **Railway business** is mainly catering to the **domestic market**

## Future Outlook



- Due to the regulatory uncertainties and delays, Khurja assets were not able to meet their obligations towards lenders. However, we are working on revival of these assets. We believe by next year, we will have very strong and positive traction in these assets.
- Once the EDI is in place, ICD will provide a separate stream of revenue and will be profitable with strong return ratios. Company is in advance stage of discussion with major Shipping lines.
- Rail Terminal business benefits from ICD. Moreover Rail Terminal has also got a Private Freight Terminal (PFT) status. Company has tied-up with 1 large client on a long term basis to move clinkers and working on similar tie-ups to enhance utilisation, which should lead to increased revenue/ profitability.
- FTWVZ will act as a pull model for both PFT and ICD. We believe our experience in Khurja should be similar to strong turnaround scene in Panvel and we are already in discussions / negotiations with existing and potential clients.



Thank you and if you need any further information or clarifications, please contact

Mr. Vaibhav Sanjay Bakhare, at

Telephone: +91-22-42305500,

Email: [vaibhav.bakhare@arshiyalimited.com](mailto:vaibhav.bakhare@arshiyalimited.com)