

**Arshiya
International Ltd.
Investor Update-
FY11**



FY11 FINANCIALS

Consolidated FY11 V/s FY10

CONSOLIDATED				₹ Crores
April 10 to Mar 11	FY11	FY10	Increase/Decrease	
Net Sales	818.82	525.89	292.93	59%
Cost of Operations	573.99	382.91		
Gross Margin	244.83	142.98	101.85	71%
	29.90%	27.19%		
Employee Cost	43.39	29.86		
Other Administrative Expenses	44.55	27.03		
Other Income	-2.92	-3.03		
EBITDA	159.82	89.12	70.70	79%
	19.52%	16.95%		
Depreciation	17.73	9.63		
Interest Expense	54.60	13.08		
Profit Before Tax	87.48	66.42	21.06	32%
	10.68%	12.63%		
Tax	12.78	7.36		
Profit After Tax	74.70	59.06	15.64	26%
	9.12%	11.23%		
Minority Interest	0.12	-0.36		
Profit After Tax and Minority Interest	74.58	59.42		
Exceptional Item	0.00	38.90		
Normalised Profit	74.58	98.32		



Consolidated Q4FY11 V/s Q4FY10

CONSOLIDATED				₹ Crores
March'11 Quarter	Q4 FY11	Q4 FY10	Increase/Decrease	
Net Sales	234.36	168.89	65.47	59%
Cost of Operations	154.23	125.85		
Gross Margin	80.13	43.04	37.09	86%
	34.19%	25.48%		
Employee Cost	12.86	7.05		
Other Administrative Expenses	13.23	8.62		
Other Income	-0.15	-1.32		
EBITDA	54.19	28.68	25.51	89%
	23.12%	16.98%		
Depreciation	6.74	2.39		
Interest Expense	22.75	5.72		
Profit Before Tax	24.69	20.58	4.11	20%
	10.54%	12.19%		
Tax	3.25	2.14		
Profit After Tax	21.44	18.44	3.00	16%
	9.15%	10.92%		
Minority Interest	-0.13	-0.04		
Profit After Tax and Minority Interest	21.57	18.48		
Exceptional Item	2.17	0.00		
Normalised Profit	19.40	18.48		



Operational Updates

Arshiya Projects Investment Outlay

Actuals till 31.03.2011 (₹ in Crores)			
Projects	Total	Debt	Equity
Panvel- FTWZ	573	370	202
Khurja- FTWZ	350	216	134
Railway	472	297	175
Khurja- Distripark	294	164	130
Nagpur- FTWZ	93	0	93
Total	1,781	1,047	734





Mumbai (Panvel) FTWZ

- There has been tremendous response from customers across industry verticals since commencement of operations at India's first FTWZ in November '10. Customers are making huge cost savings by utilizing the Mumbai FTWZ for import, export, re-export & value addition activities.

Photographs of FTWZ Mumbai (Panvel)







Khurja (Near Delhi) FTWZ

- Construction of the first warehouse is progressing as per schedule. Both primary and secondary PEB structure has been erected. Civil work for super flat flooring is under progress.
- Foundation for the second warehouse is completed and erection of primary structure is under progress as per schedule.
- Excavation work and construction of isolated footing is under progress for the third warehouse.
- Civil work of data center has been completed and equipments are being commissioned.
- Work is currently in progress and on schedule for all supporting services such as Electrical Work, Fire Hydrant System, STP, and Storm Water Drainage among others.



- Erection of PEB structures has been completed for the first warehouse. Civil work for super flat flooring has commenced and completed for half of the floor area.
- Civil works up to plinth level has been completed for the second warehouse and primary PEB structure erection is complete.
- Civil work completed for the data centre and equipment installation is in progress. Work is in progress for related infrastructure at the facility.



- Arshiya Rail Infrastructure presently operates 15 trains pan India.
- Along with domestic movement, in December '10 Arshiya Rail successfully initiated EXIM container movement for one of India's largest Non-Ferrous metal company.
- This financial year Railway board also approved access to private sidings to all container train operators.
- In the last quarter of this financial year Arshiya Rail achieved maximum number of loadings in a quarter (64).

Rail Siding at Khurja (Near Delhi)

- Rail siding work is in full progress and rail tracks are currently being laid.
- Work scope for Signaling & Telecommunication has been sent to Ministry of Railways

Arshiya Rail Infrastructure: Financial Overview

Particulars	Q4 FY11 (₹ in cr)
Total Revenue	50.01
EBITDA	11.65
PAT	0.95

Particulars	FY11 (₹ in cr)
Total Revenue	169.40
EBITDA	38.75
PAT	4.12





- Arshiya Supply Chain received Best Performance Award (2010-2011) by one of our key customers, for being the best logistics service provider.
- Innovative service delivery options such as Automatic Label Applicator being explored to improve productivity
- For one of our prestigious FTWZ customers, which is a leading global cosmetic company, Arshiya Supply Chain Management successfully handled Value Added Services(VAS) operations of labeling of over 1.9 million pieces



- Arshiya Logistics successfully added clients across industries such as Transmission, Air Conditioning Equipments, Tubes, Thermal Insulations, Electronics, Stainless Steel, Chemicals, Design & Construction, Agricultural Waste Management, Copper, Medical Equipments and Sanitary Wares.



Awards and Recognitions:

- Arshiya received two prestigious industry awards held in September 2010 in Mumbai, for its unique integrated model and thought leadership in the industry:
 - *Arshiya was awarded 'Emerging Company & Visionary of the Year' award by Maritime And Logistics Awards (MALA).*
 - *Arshiya was also awarded 'Emerging Rail Operator of the Year' by Express Logistics & Supply Chain (ELSC) group.*
- Arshiya International won the Vishwakarma Award 2011, from CIDC (Construction Industry Development Council) an organization jointly setup by the Planning Commission Government of India & the Indian construction industry.
 - *Arshiya won in the category 'Achievement Award for Best Project - Urban Infrastructure' for the development of FTWZ in India.*



The award being accepted by Mr Ajay Kumar on behalf of Arshiya International Ltd, during the felicitation ceremony held in Delhi by CIDC.



- Arshiya hosted senior management from leading shipping companies for a business session in Mumbai in March '11, to introduce them to the 'Game Changer Benefits of FTWZ'. The session included a presentation by Arshiya team on the benefits of FTWZ and how shipping companies can leverage Arshiya's logistics infrastructure to provide services to their customers.
- Arshiya successfully completed a week long investor visit of our Mumbai FTWZ in March '11. Over 100 representatives from the financial community such as High Net-Worth Individuals (HNIs), Investors, Wealth Managers, Analysts along with leading media were hosted at Mumbai FTWZ.
- During the visit a detailed site tour of our zone was undertaken showcasing live operations, the facilities, state-of-the-art infrastructure and a presentation on Arshiya's integrated services and our endeavour to change India's logistics landscape.

