(1/29)

Arshiya™
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14th May, 2011

The Bombay Stock Exchange Limited,
25th Floor,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001 (**Scrip Code: 506074**)
Fax No. 2272 3121 / 2037

National Stock Exchange of India Ltd
Exchange Plaza,
Plot No. C-1, G-Block,
Bandra Kurla Complex
Mumbai – 400 051 (**Scrip Name: ARSHIYA**)
Fax No. 2272 3121/2037/2039/2041

Kind attn: Corporate Relation Dept.

Dear Sirs,

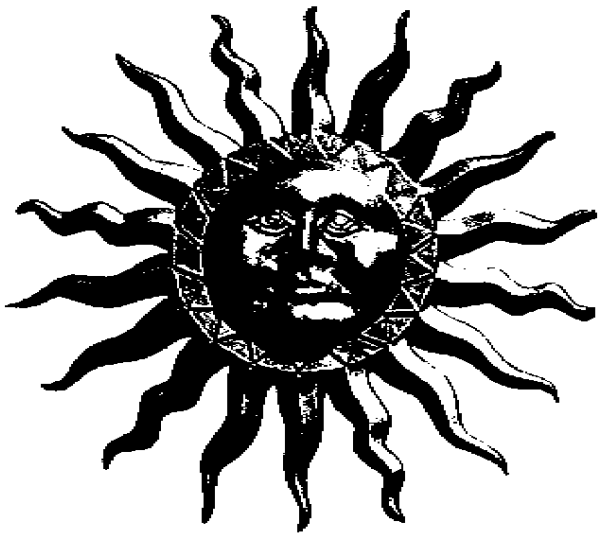
Please find enclosed Press Release and Investor updates for the Fourth Quarter of the F.Y. 2011-12.

This is for your information and record please.

Thanking you,
For **Arshiya International Limited**

Rahul Neogi
Company Secretary

Encl: as Above



INVESTOR UPDATE

ARSHIYA INTERNATIONAL LTD.

FY12

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Disclaimer

The material in this presentation has been prepared by Arshiya International Limited (AIL) and is general background information about AIL's current activities as at the date of this presentation. This information is given in summary form and does not purport to be complete. Information in this presentation, including forecast financial information, should not be considered as advice or recommendation or an offer or solicitation to investors or potential investors . Before acting on any information you should consider the appropriateness of the information having regard to these matters, any relevant offer document and in particular, you should seek independent financial advice.

Please note all information included in this presentation is current as at 14 May, 2012.

This presentation may contain forward looking statements including statements regarding our intent, belief or current expectations with respect to AIL's businesses and operations, market conditions, results of operation and financial condition, capital adequacy, specific provisions and management practices. Readers are cautioned not to place undue reliance on these forward looking statements. AIL does not undertake any obligation to publicly release the result of any revisions to these forward looking statements to reflect events or circumstances after the date hereof to reflect the occurrence of unanticipated events. While due care has been used in the preparation of forecast information, actual results may vary in a materially positive or negative manner. Forecasts and hypothetical examples are subject to uncertainty and contingencies outside AIL's control.

Past performance is not a reliable indication of future performance. This presentation is being made only for investment professionals and must not be distributed to or relied upon by any other person.

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Agenda

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Performance Snapshot	4

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Financial Highlights

Financial Performance – FY12

- Consolidated total revenues for FY12 at ₹1054.75 crore, an increase of 28.39% from ₹ 821.52 crore in FY11
- EBIDTA for FY12 was ₹ 270.10 crore as against ₹ 159.22 crore in FY11 registering a 69.64% increase
- PAT for FY12 at ₹ 117.64 crore, an increase of 43.45% from ₹ 82.01 crore in FY11
- Basic EPS for FY12 was at ₹ 20.00 compared to ₹ 13.95 for FY11

Financial Performance – Q4 FY12

- Consolidated total revenues for Q4 FY12 at ₹ 310.82 crore, an increase of 32.63% from ₹ 234.36 crore in Q4 FY11
- EBIDTA for Q4 FY12 was ₹ 79.50 crore as against ₹ 54.04 crore in the corresponding quarter registering a 47.11% increase
- PAT for Q4 FY12 at ₹ 27.71 crore, an increase of 42.84% from ₹ 19.40 crore in Q4 FY11
- Basic EPS for Q4 FY12 was at ₹ 4.71 compared to ₹ 3.30 for Q4 FY11

Highlights

Key Highlights

- This quarter witnessed significant customer additions and an increased scope of Value Optimizing Services offered to clients in the FTWZ i.e. Volkswagen, Sandvik, Honeywell, L&T etc
- Launched the 135 acre Free Trade Warehousing Zone in Khurja
- Arshiya Rail has scaled up to 20 rakes in this year with plans to add another 10 by FY13
- The Board of the Directors, on 12th March, 2012 considered and approved the amalgamation of the following subsidiary companies with Arshiya International Ltd (AIL) as under:
  - Arshiya Domestic Distripark Limited (ADDL) and Arshiya FTWZ Limited (AFTWZ), Wholly Owned Subsidiaries of AIL
  - Arshiya Central FTWZ Limited (ACFTWZ), a step down Wholly Owned Subsidiary of AIL
- Arshiya's Rail siding & domestic distripark at Khurja would be operationalized in the coming months with most of the work already completed

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Performance Comparison

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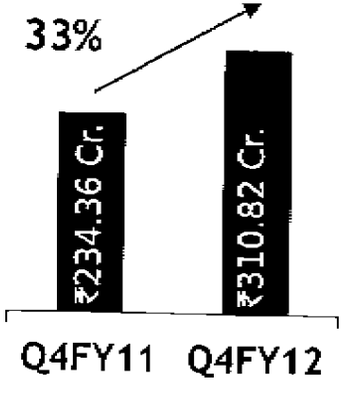
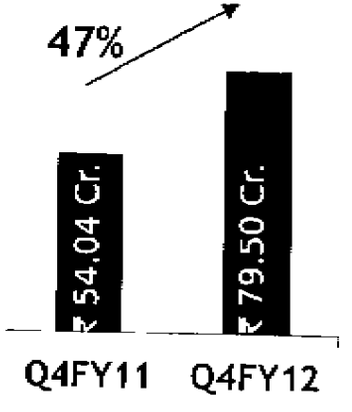
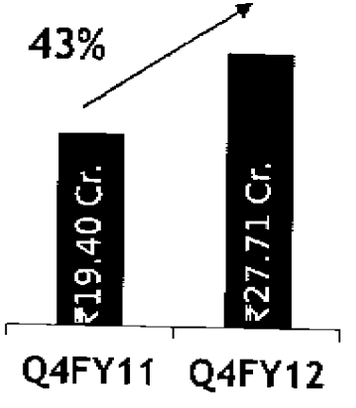
Revenue



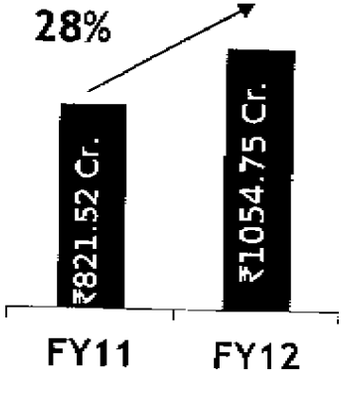
EBITDA

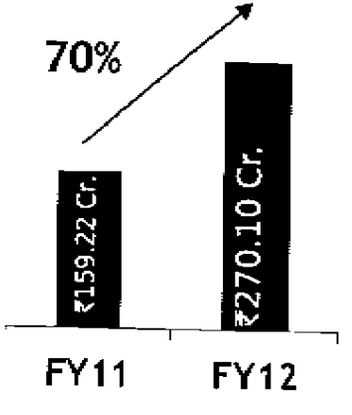


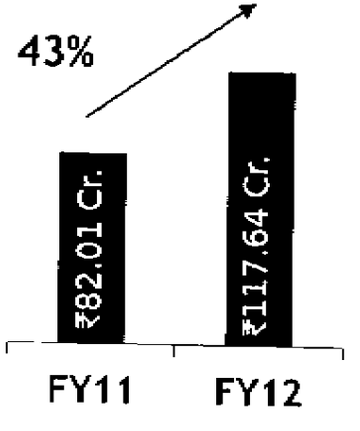
PAT



Quarterly Q4







FY12

Consolidated Financials

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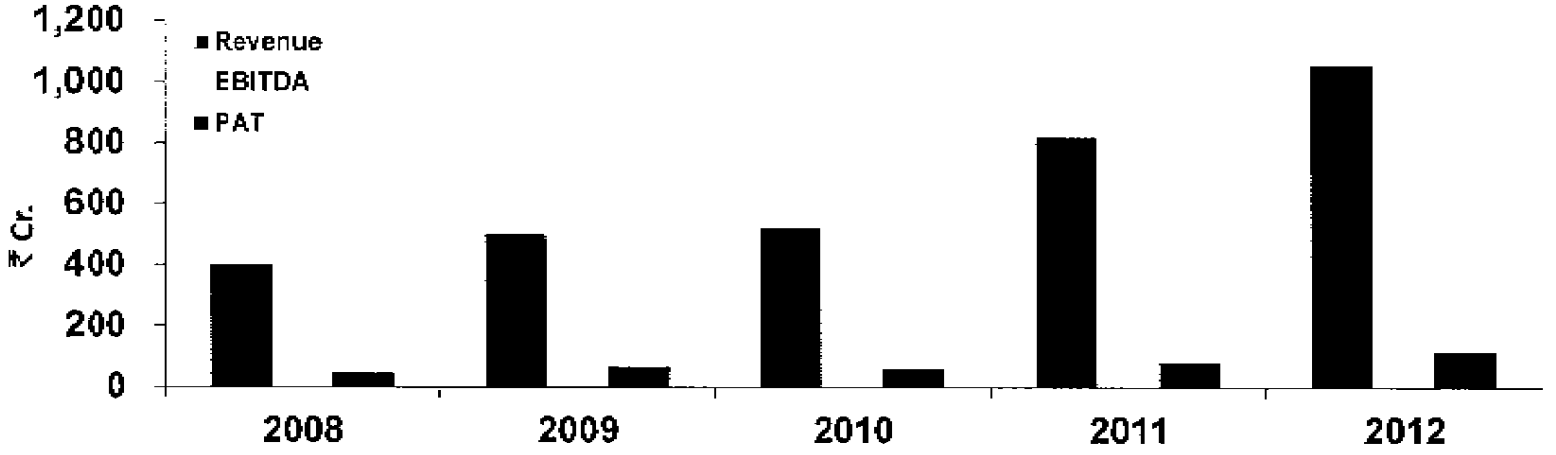
Performance Overview



Consolidated	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012
Operating Income — ₹ Cr.	401.2	503.0	525.9*	821.5	1054.8
EBITDA — ₹ Cr.	51.4	73.5	86.1*	159.2	270.1
PAT — ₹ Cr.	45.4	65.6	98.3	82.0	117.6
EPS — ₹ per share	9.4	11.3	16.7	14.0	20.0

Operating Income and EBITDA excludes income from sale of software marketing rights of ₹ 38.89 cr whereas PAT includes the same

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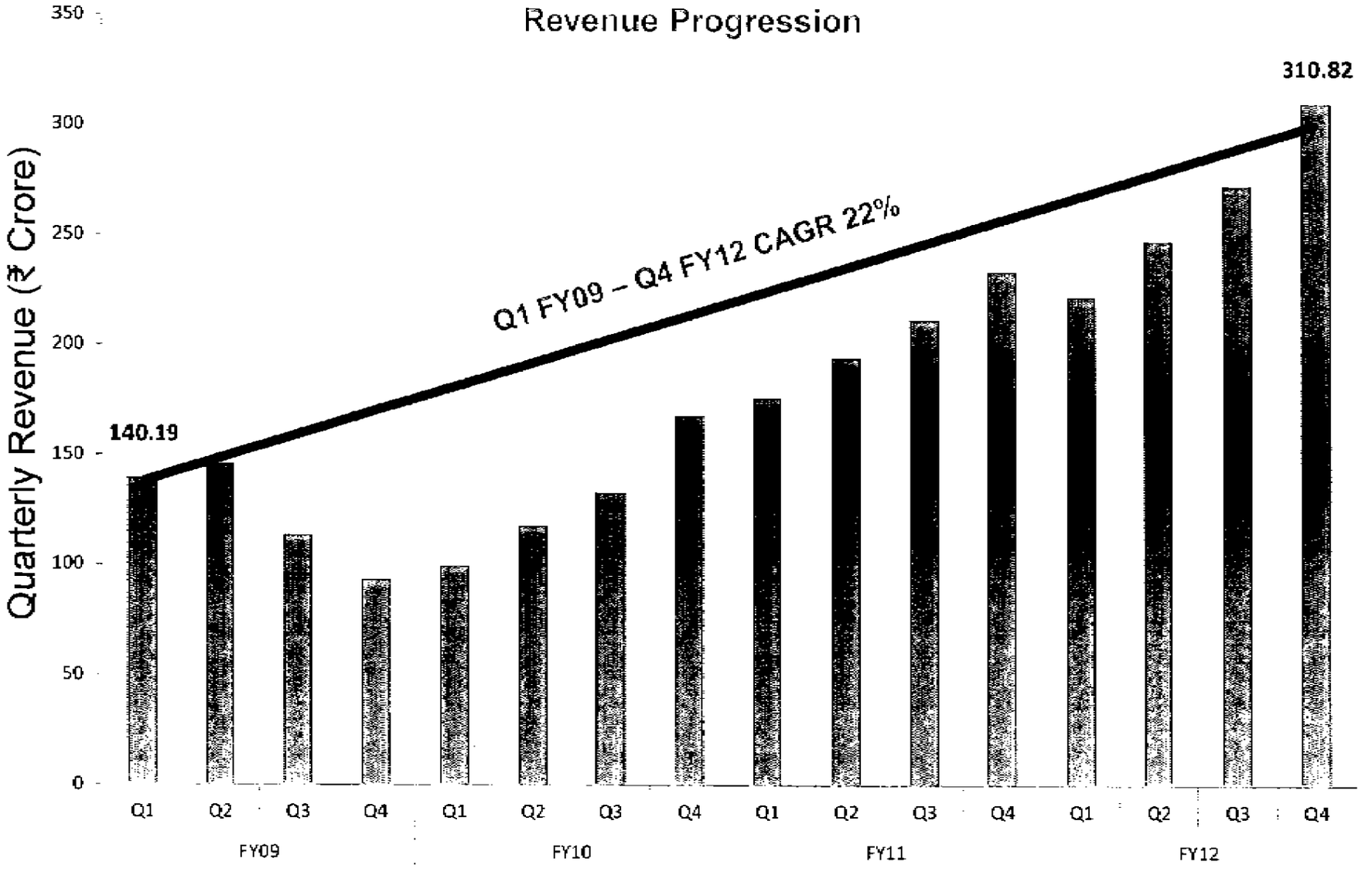
Superior Revenue Growth



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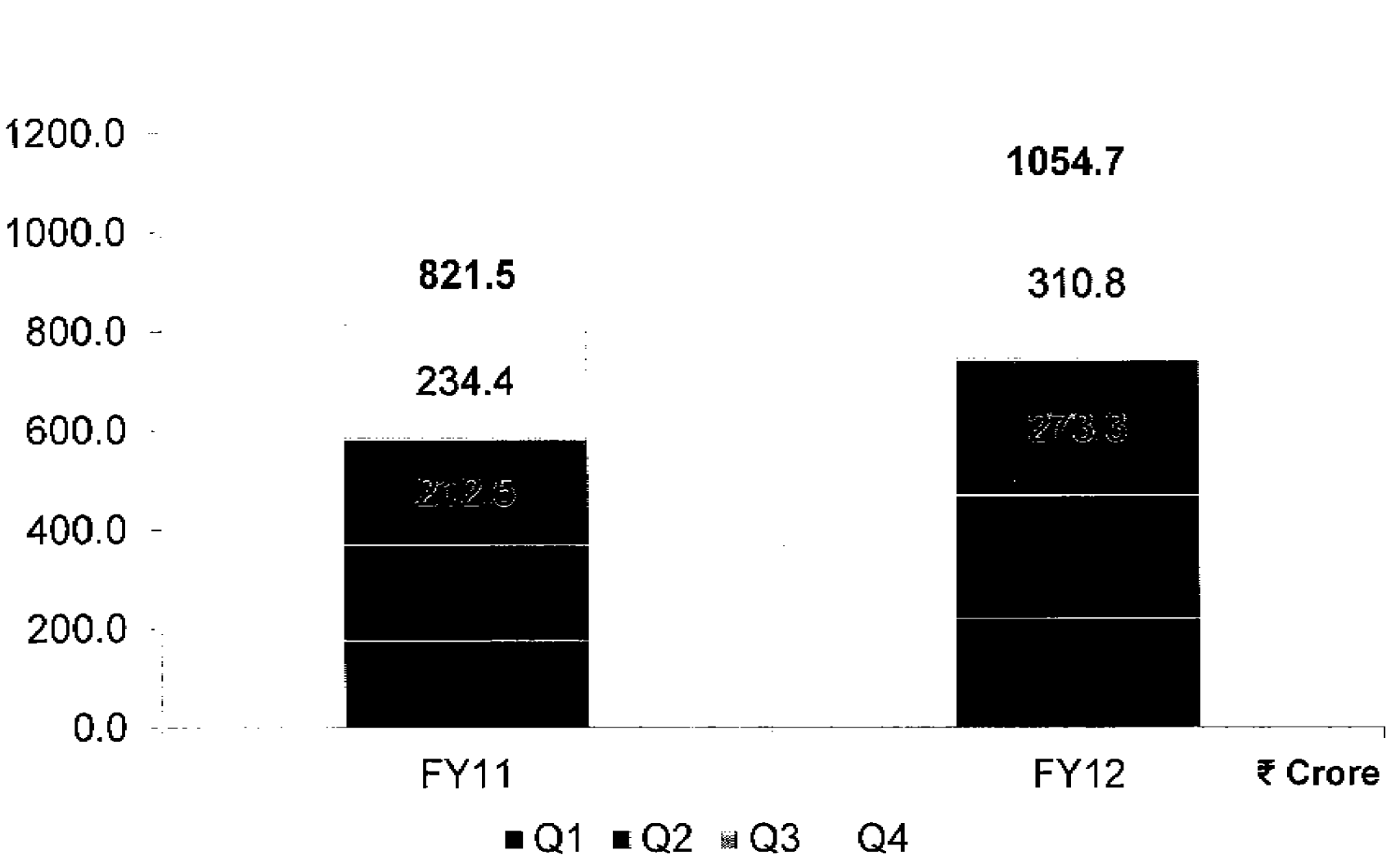
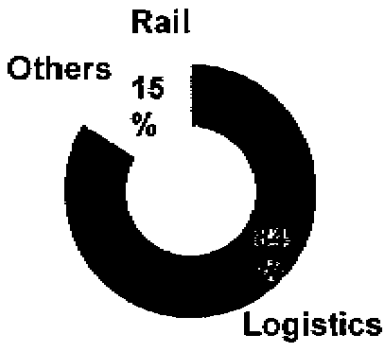
Turnover Trend

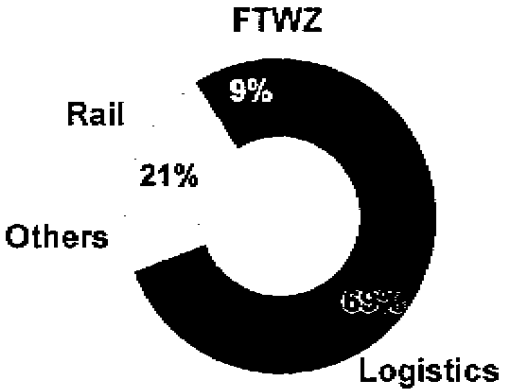


Segmental Revenues

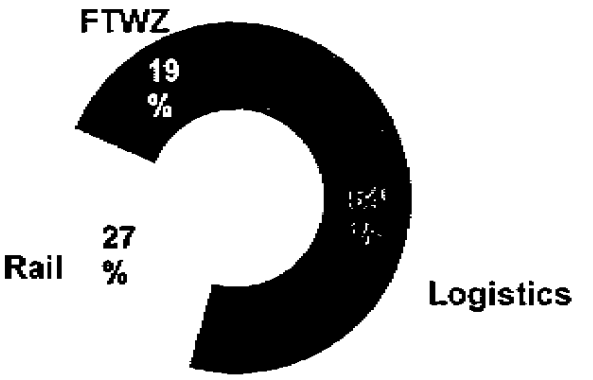
Q4 FY 2010
₹ 168.89 Cr.



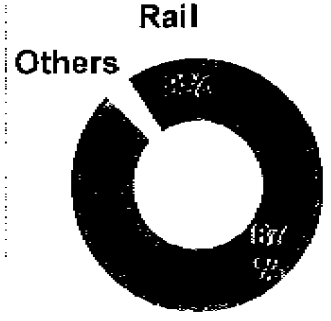
Q4 FY 2011
₹ 234.36 Cr.



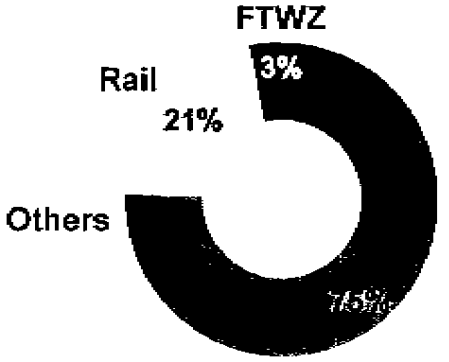
Q4 FY 2012
₹ 310.82 Cr.



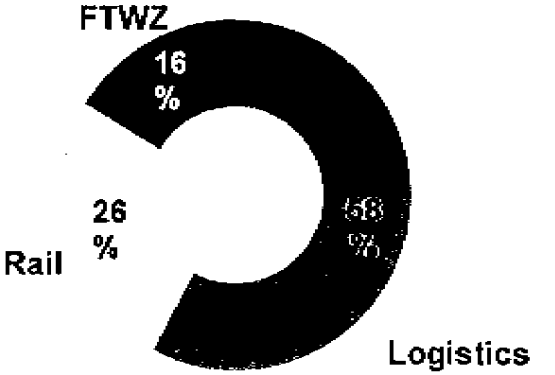
FY 2010
₹ 525.89 Cr.



FY 2011
₹ 821.52 Cr.



FY 2012
₹ 1054.75 Cr.



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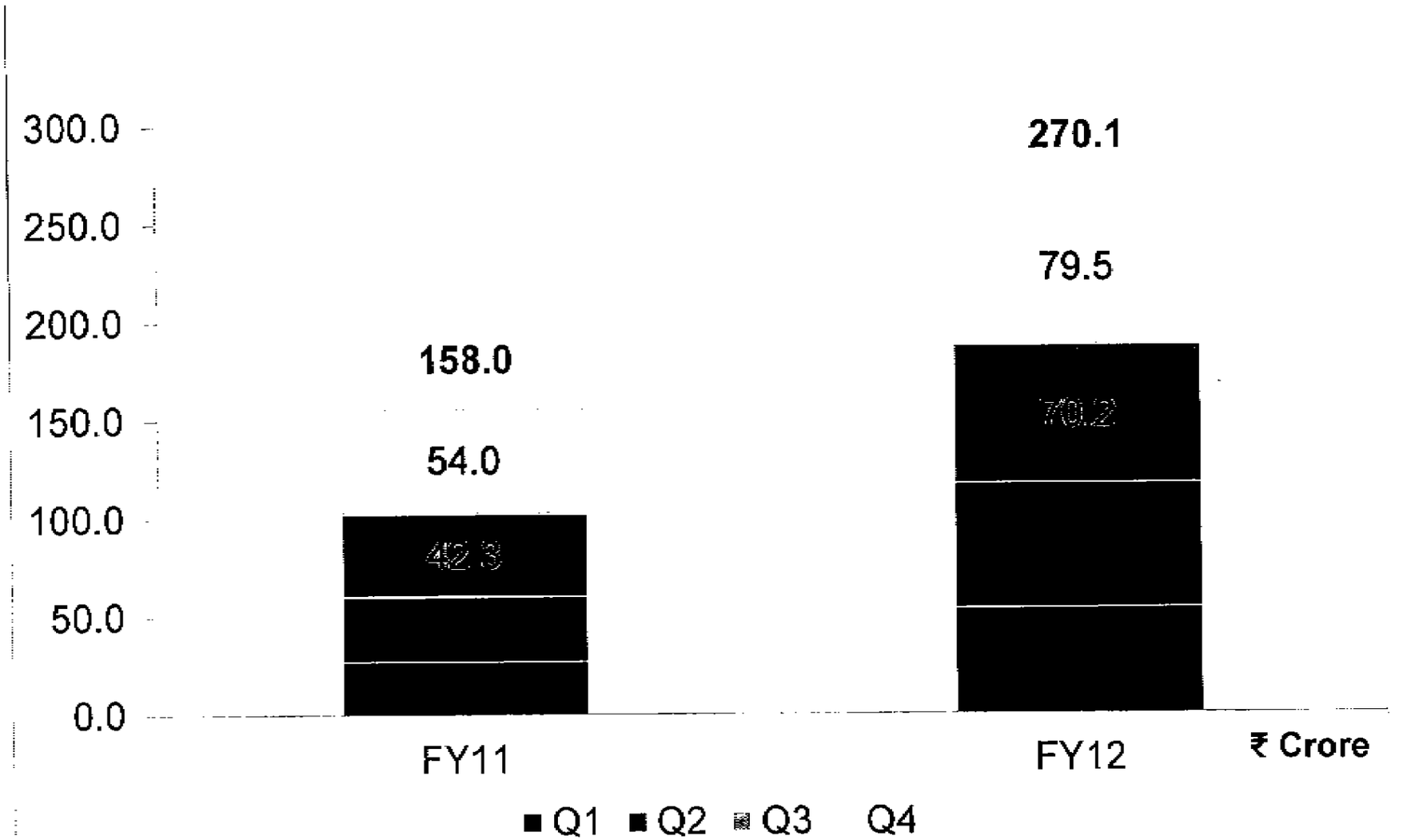
EBITDA Trend



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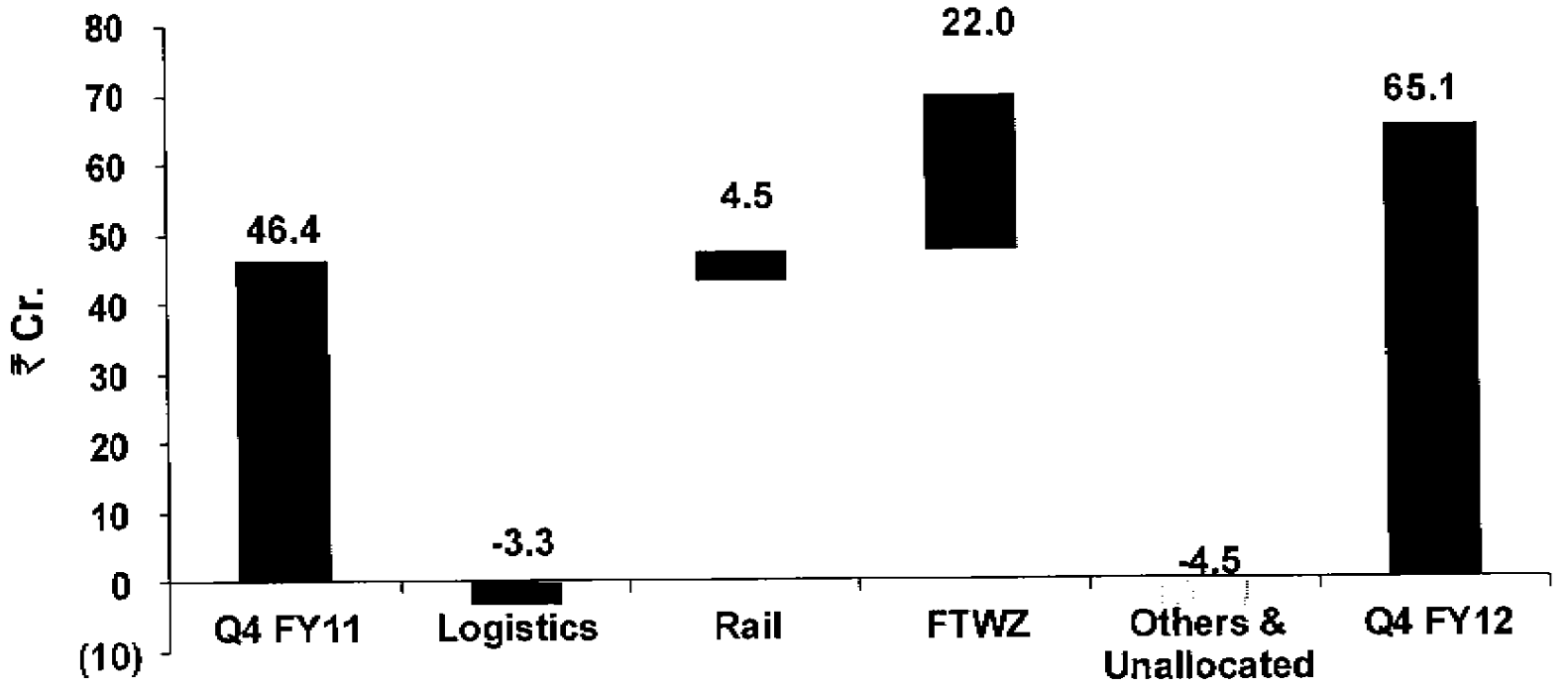
Operating Profit Drivers – EBIT bridge (Q4 FY12)



- EBIT Margin improved from 19.78% in Q4 FY11 to 20.94% in Q4 FY12

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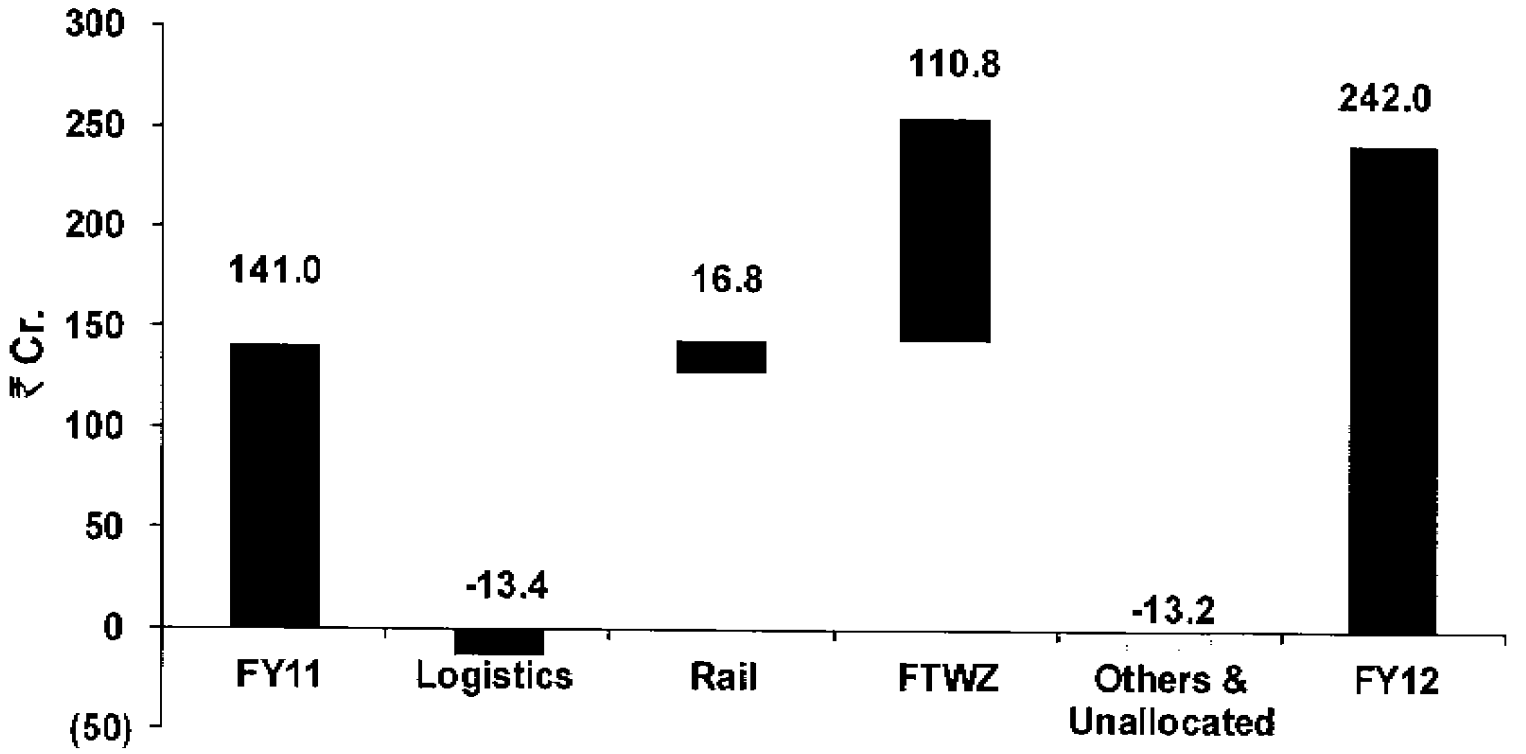
Operating Profit Drivers – EBIT bridge (FY12)



- EBIT Margin improved from 17.16% in FY11 to 22.94% in FY12

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Other Updates	**15**

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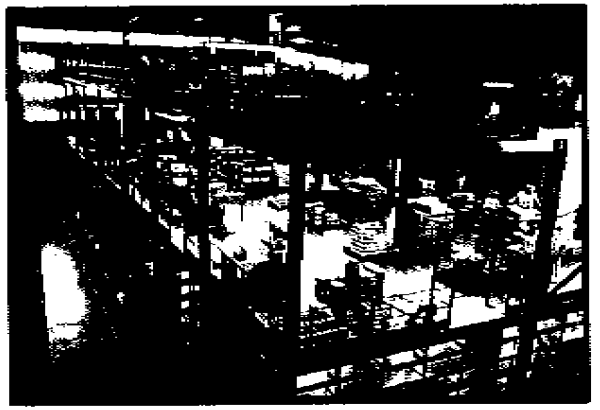
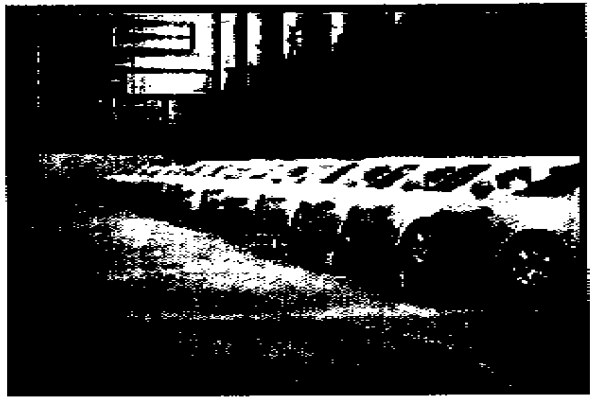
FTWZ

Panvel

- Acquired new clients who have made Arshiya's Free Trade and Warehousing Zone (FTWZ) as their regional distribution hub. Examples of significant customer acquisitions -
  - Sandvik Mining & Construction Logistics has made Arshiya's Mumbai FTWZ it's global stock point. Sandvik will be utilizing the FTWZ to distribute their products globally and bring much required supply chain efficiency in their consolidation and export activities
  - We also made our foray in the Automobile sector, Volkswagen Group Sales India has made Arshiya's FTWZ at Panvel as its stock point for imported products for Indian consumption and re-export
  - Handled higher volumes of VOS and storage for its clients in the retail sector as an up sell
  - World Kitchen/ Corelle has chosen Arshiya FTWZ as its mother warehouse for India and on an average atleast 5 lakh pieces of crockery with approximately 400 different SKUs are kitted every month for World Kitchen
  - Major international metal trading houses operate out of the FTWZ where metals like Zinc, Iron, Aluminium and nickel cathodes are stored
  - Another major customer acquisition has been BHEL, which also marked our entry into PSUs. BHEL current stores its imports of heavy machinery at the ODC yard in the FTWZ





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Rail

Khurja

Arshiya Rail Infrastructure Ltd. (ARIL) has started a bi-weekly train service connecting North India to Cochin Port Trust in April 2012. The first train carried 90 TEUs of cement of JK White Cement from Jodhpur to Cochin Port Trust (CPT) where it would be distributed to various parts of Kerala and Tamil Nadu.

Arshiya Rail has also commenced loadings for Prism Cement who are a major Grey Cement manufacturer from their plant siding located in Satna (Madhya Pradesh). The loadings were for Mandideep and Vidisha in the state of Madhya Pradesh itself.

Arshiya Rail Infrastructure Ltd. (ARIL) has won Private Train Operator of the Year Award at the 2nd Indian Supply Chain & Logistics Excellence Awards 2012 organized by ICC with knowledge partner Deloitte.

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Annexure	**18**

Standalone Financial Statements (Q4FY12 vs Q4FY11)

March 2012 Quarter	Q4 FY12	₹ Crore Q4 FY11	Change ₹ Crore	Change %
Net Sales	168.6	139.0	29.6	21%
Other Operating Income	0.0	0.0		
Total Operating Income	168.6	139.0	29.6	21%
Operations Expenses	133.6	114.9		
EBITDA	35.0	24.0	11.0	46%
	20.8%	*17.3%*		
Depreciation	5.0	3.6		
Other Income	-10.7	7.9		
EBIT	40.7	28.2	12.5	44%
	24.2%	*20.3%*		
Interest Expense	27.9	15.7		
Profit Before Tax	12.9	12.6	0.3	2%
	7.6%	*9.0%*		
Exceptional Item	0.0	-2.2		
Profit Before Tax (After Exceptional Items)	12.9	10.4	2.5	24%
	7.6%	*7.5%*		
Tax	3.9	3.0		
Profit After Tax	9.0	7.4	1.6	22%
	5.3%	*5.3%*		

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Consolidated Financial Statements (Q4FY12 vs Q4FY11)

March 2012 Quarter	Q4 FY12	₹ Crore Q4 FY11	Change ₹ Crore	Change %
Net Sales	309.9	234.4	75.5	32%
Other Operating Income	1.0	0.0		
Total Operating Income	310.8	234.4	76.5	33%
Operations Expenses	231.3	180.3		
EBITDA	79.5	54.0	25.5	47%
	25.6%	*23.0%*		
Depreciation	9.3	6.7		
Other Income	4.2	-0.2		
EBIT	66.1	47.5	18.6	39%
	21.3%	*20.2%*		
Interest Expense	34.0	22.8		
Profit Before Tax	32.1	24.7	7.4	30%
	10.3%	*10.5%*		
Exceptional Item	*0.0*	-2.2		
Profit Before Tax (After Exceptional Items)	32.1	22.5	9.6	42%
	10.3%	*9.6%*		
Tax	4.4	3.3		
Profit After Tax	27.7	19.3	8.4	44%
	8.9%	*8.2%*		
Minority Interest	0.0	-0.1		
Profit After Tax & Minority Interest	27.7	19.4	8.3	43%
	8.9%	*8.3%*		

Consolidated Financial Statements (FY12 vs FY11)

Financial Year FY12	FY12	₹ Crore FY11	Change ₹ Crore	Change %
Net Sales	1046.8	821.5	225.2	27%
Other Operating Income	8.0	0.0		
Total Operating Income	1054.7	821.5	233.2	28%
Operations Expenses	784.7	662.3		
EBITDA	270.1	159.2	110.9	71%
	25.6%	*19.2%*		
Depreciation	31.4	18.0		
Other Income	-7.7	-2.8		
EBIT	246.4	144.1	103.4	72%
	23.4%	*17.4%*		
Interest Expense	106.0	47.4		
Profit Before Tax	140.4	96.7	43.6	45%
	13.3%	*11.8%*		
Exceptional Item	0.0	-0.5		
Profit Before Tax (After Exceptional Items)	140.4	96.2	44.1	46%
	13.3%	*11.7%*		
Tax	22.8	14.0		
Profit After Tax	117.6	82.2	35.3	43%
	11.1%	*10.0%*		
Minority Interest	0.0	-0.2		
Profit After Tax & Minority Interest	117.6	82.0	35.6	43%
	11.1%	*10.0%*		

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Standalone Financial Statements (FY12 vs FY11)

Financial Year FY12	FY12	₹ Crore FY11	Change ₹ Crore	Change %
Net Sales	585.6	453.0	132.5	29%
Other Operating Income	7.1	0.0		
Total Operating Income	592.6	453.0	139.6	31%
Operations Expenses	464.0	399.8		
EBITDA	128.6	53.2	75.4	142%
	21.7%	*11.7%*		
Depreciation	16.4	7.0		
Other Income	-37.4	-22.4		
EBIT	149.6	68.6	80.9	118%
	25.2%	*15.2%*		
Interest Expense	80.4	31.6		
Profit Before Tax	69.2	37.0	32.2	87%
	11.7%	*8.2%*		
Exceptional Item	0.0	-0.6		
Profit Before Tax (After Exceptional Items)	69.2	36.4	32.7	90%
	11.7%	*8.0%*		
Tax	21.6	11.5		
Profit After Tax	47.6	24.9	22.6	91%
	8.0%	*5.5%*		

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Project Spending Schedule (as on 31.03.2012)

Project (₹ crore)	Debt	Equity	Total
Panvel FTWZ – Phase I & II	756	255	1011
Khurja FTWZ*	261	284	545
Rail Infrastructure**	400	252	652
Khurja Distripark***	386	203	589
Total	**1803**	**994**	**2797**

*Total spend includes Phase 2 investments. Project is expected to achieve financial closure in current quarter

** Additional investment in Rail infrastructure on account of building of maintenance facilities, extra siding and loco testing shed

*** Total spend includes Phase 2 investments. Project is expected to achieve financial closure in the next quarter

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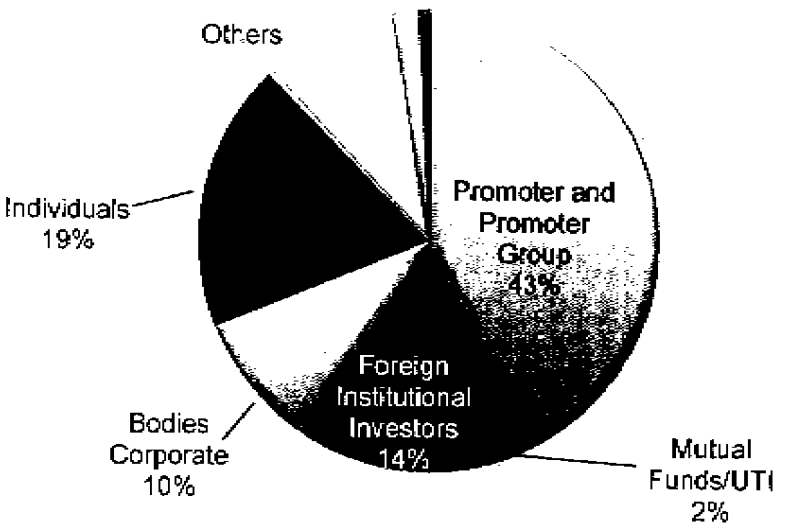
Shareholding Pattern (as on 31.03.2012)



Key Institutional shareholders

Shareholders	No. of shares	% Holding
Tree Line Asia Master Fund (Singapore) Pte Ltd	31,76,000	5.40
Reliance Mutual Fund	13,10,273	2.23
Swiss Finance Corporation Ltd	11,34,832	1.93
Merill Lynch Capital Market	10,79,770	1.84
Credit Suisse (Singapore) Limited	9,23,403	1.57
Handelsbankers Till Vaxtmarknadsfond	5,88,423	1.00

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Recent Awards & Recognition

Arshiya International's Executive Director & Chief Financial Officer 'Mr. Sandesh Chonkar' was awarded *"One of the Best 100 CFOs'* in the category *'Winning Edge in Growth'* , at the 'CFO 100 Roll of Honor 2012' , organised by the CFO Institute of India

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Recent Awards & Recognition

Arshiya International won 4 prestigious awards in Human Resource at World HRD Congress 2012

Rasbic Awards 2012: For Recruitment & Staffing Best in Class Leadership

20th Global HR Excellence Awards 2011-12: For HR Leadership

Institute of Public Enterprise (IPE) HR Leadership Awards 2012: For best HR Strategy in Line with Business

2nd Shine Awards 2012: Dream Companies to Work for: Integrated Supply Chain and Logistics Business

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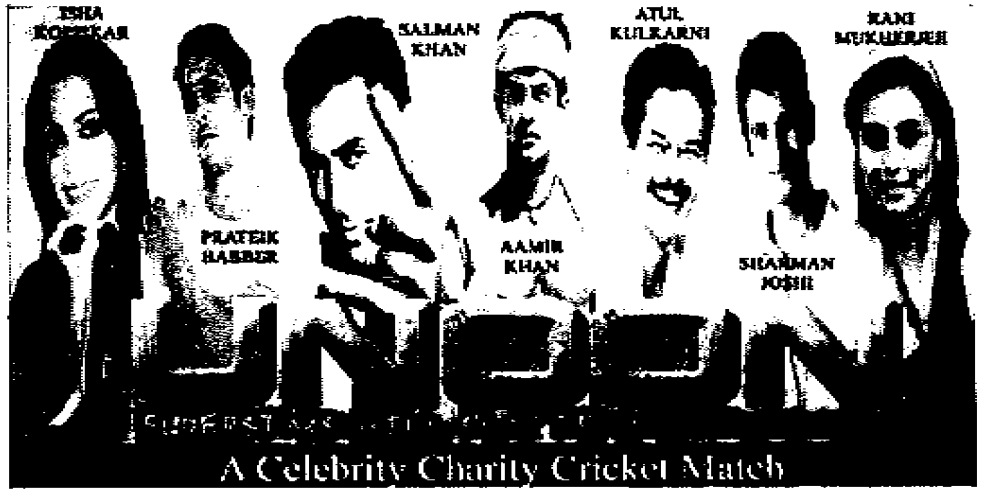
Corporate Social Responsibility (CSR) Initiative

As a part of CSR Activity, Arshiya International Ltd. supported EVE (Empowering Villages Everywhere) in an event "JUNOON" for the benefit of physically challenged



Supported By
EVE
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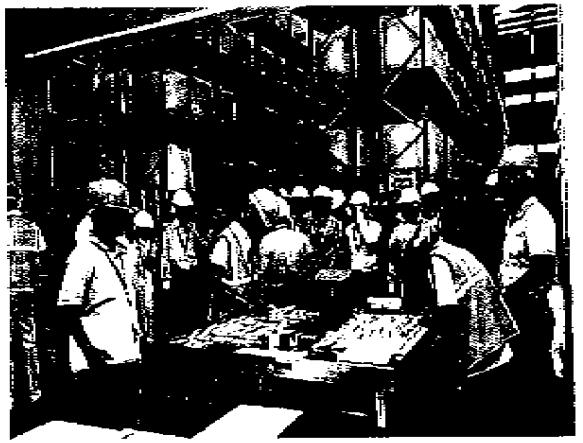
Shareholder Visit

Arshiya International organized a shareholder's visit to Mumbai FTWZ on 19th November 2011



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14 May 12 22:24 Reception +91 22 42305555 p.29

Arshiya
There's a way

THANK YOU

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