MERCATOR
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February 11, 2017

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001
Scrip Code: 526235

To,
National Stock Exchange of India Ltd.
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex
Bandra (E), Mumbai - 400 051.
Scrip Code: MERCATOR

Sub: Press Release

Dear Sir,

We enclose herewith copy of Press Release, for your information and records purpose.

Please acknowledge.

Thanking you,

Yours faithfully,
For **Mercator Limited**

Deepesh Joishar
Company Secretary

Mercator Limited
Results for the Third quarter and Nine Months Ended 31 December 2016

Mumbai; 11 February 2017: Mercator Limited ("Mercator" or the "Company") today announced its results for the third quarter ("Q3FY17") and Nine Months ("9MFY17") ended 31 December 2016.

Corporate Update – Q3FY17

- Successfully completed Qualified Institutional Placement ("QIP") of 25,000,000 equity shares.
- On track to close the MOPU sale transaction by 15 February 2017

Key Operational Highlights - Q3FY17

- **De-Leveraging**
  - Focus on De-Leveraging to continue
- **Dredging**
  - Key focus area going forward
  - Strategic bidding being under taken with strong focus on higher profitability.
  - Bid pipeline of Rs.20bn
- **Tankers**
  - *VLCC currently deployed at a substantially higher rate*
  - *Take advantage of lower asset prices and build up asset base*
- **Oil and Gas**
  - Assets with high quality crude reserves
  - Further well drilling to commence by March 2017.
  - Completed exploration and appraisal commence production activities by FY-18
- **Coal**
  - Maintain operational efficiency, coal prices expected to remain firm.

Consolidated Financial Highlights – Q3FY17

- Revenue increased 17% to INR. 5,870.98 mn
- EBITDA increased 7% to INR. 1,636.30 mn; maintained high EBITDA margin of 28%, despite sale of MOPU effective 17th November, 2016
- PAT increased 9% to INR. 216.02 mn
- Balance sheet deleveraging on track – Long Term Debt reduced by 33% to INR. 20,557 mn; Net Debt lower at INR. 23,169 mn

Commenting on the results Shalabh Mittal; CEO said: *"We have delivered a strong set of results which highlight our unique positioning in our key businesses". We are committed to improving our balance sheet strength by significantly reducing the debt and exploring growth opportunities. We remain confident of our business model and will continue to generate attractive returns to our shareholders."*

Registered office: Mercator Limited 3rd Floor, Mittal Tower, B-wing, Nariman Point, Mumbai-400021, India. CIN: [L63090MH1983PLC031418]

Qualified Institutional Placement

During Q3FY17, the Company successfully placed 25 million equity shares of Rs 1/- each at Rs. 39.75 per share aggregating to Rs. 1,019 million. The proceeds from the QIP will be primarily used for operational use and re-payment of high cost debt.

Consolidated Financial Performance – Quarterly

Consolidated Financial Performance – Quarterly

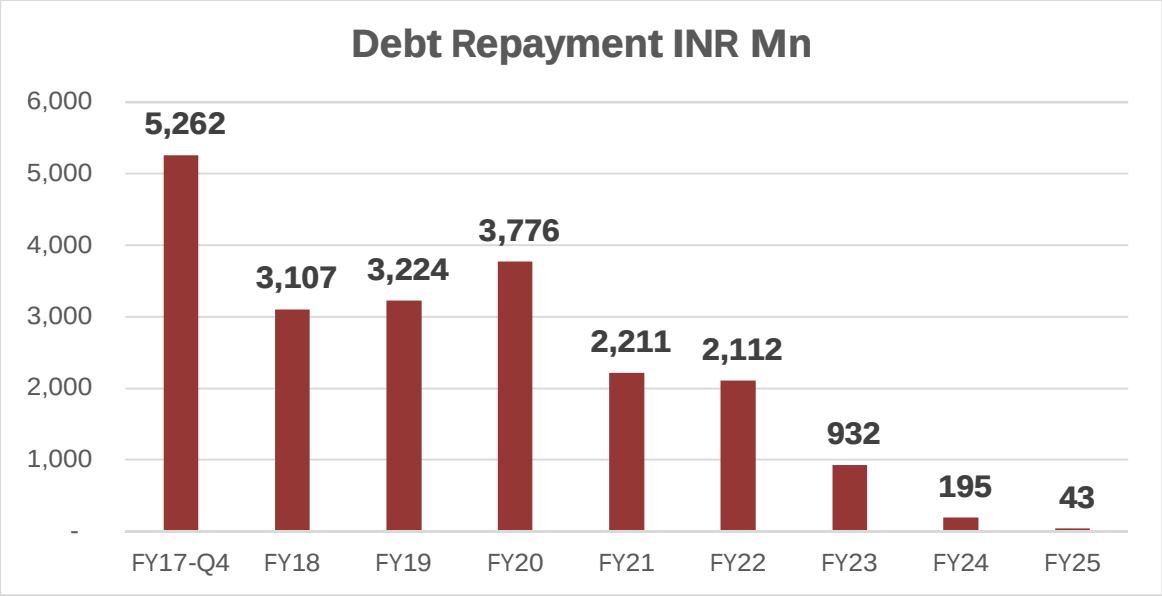
INR Mn except as stated	Q3FY17	Q3FY16	Y-O-Y %	Q2FY17	Q-O-Q%
Revenue	58,709.85	27,047.12	117%	50,237.08	17%
Expense	42,346.84	58,092.12	-27%	32,618.97	30%
EBITDA	16,363.01	(31,045.00)	153%	17,618.11	-7%
EBITDA Margin	28%	-115%		35%	
Interest	5,248.11	5,408.37	-3%	5,694.51	-8%
Depreciation	7,100.30	12,023.65	-41%	9,021.02	-21%
Exceptional Item	915.62	-		-	
PBT	3,098.98	(48,477.02)	106%	2,902.58	-7%
TAX	56.94	-56.54	201%	158.16	-64%
Minority Interest	881.82	(16,873.03)	105%	768.21	15%
Attributable PAT	2,160.22	(31,547.45)	107%	1,976.21	9%
PAT Margin	13%	102%		11%	
EPS (Rs./Share)	0.88	(12.88)		0.81	

Consolidated Financial Performance – Nine Months

Consolidated Financial Performance – YTD 9M

INR Mn except as stated	Q3FY17	Q3FY16	Y-O-Y %	Q2FY17	Q-O-Q%
Revenue	166,384.97	167,122.13	0%	107,675.12	55%
Expense	115,974.54	173,386.52	-33%	73,627.70	58%
EBITDA	50,410.43	(6,264.39)	905%	34,047.42	48%
EBITDA Margin	30%	-4%		32%	
Interest	16,457.19	18,507.97	-11%	11,209.08	47%
Depreciation	24,818.25	35,415.74	-30%	17,717.95	40%
	915.62	-		-	
PBT	8,219.37	(60,188.10)	114%	5,120.39	61%
TAX	257.10	133.46	93%	200.16	28%
Minority Interest	2,192.07	(21,318.18)	110%	1,310.25	67%
Attributable PAT	5,770.20	(39,003.38)	115%	3,609.98	60%
PAT Margin	11%	623%		11%	
EPS (Rs./Share)	2.36	(15.93)		0.04	

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For Further Information, please contact:

Sheetal Khanduja
Go India Advisors

Tel: +91 97693 64166
sheetal@goindiaadvisors.com

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