

**Arshiya
International Ltd
Investor Update-
Q1FY11**



Q1FY11 FINANCIALS

Consolidated Q1'FY11 V/s Q1'FY10

			₹ Lacs	
June 2010 Quarter	Q1 FY 10-11	Q1 FY 09-10	Incr / Decr	
Net Sales	17,695	10,026	7,669	76%
Cost of Operations	13,137	7,085		
Gross Margin	4,558	2,941	1,616	55%
	25.76%	29.33%		
Employee Cost	946	747		
Other Administrative Expenses	873	504		
Other Income	-90	-41		
EBIDTA	2,828	1,732	1,097	63%
	15.98%	17.27%		
Depreciation	291	204		
Interest Expense	640	109		
Profit Before Tax	1,898	1,419	479	34%
	10.73%	14.15%		
Tax	253	196		
Profit After Tax	1,645	1,223	422	35%
	9.30%	12.20%		
Minority Interest	-3	-0		
Normalised Profit After Tax	1,647	1,223	425	35%



OPERATIONAL UPDATES:
Arshiya Projects Investment Outlay

Actual's till 31.07.2010 (₹ in Lacs)			
Projects	Total	Debt	Equity
Panvel- FTWZ	45,565	28,137	17,428
Khurja- FTWZ	24,966	11,195	13,771
Railway	41,647	25,609	16,038
Khurja- Distripark	9,657	0	9,657
Nagpur- FTWZ	7,023	0	7,023
Total	128,858	64,941	63,917



Overview of our FTWZ's is as below:-

❖ **Mumbai (Panvel) FTWZ:**

- o Our first FTWZ is on schedule to start operations in August 2010
- o Phase I of our Mumbai FTWZ which will be operational shortly, includes three warehouses (*totalling to 36,000 Sq Mtrs*), a Container Yard (*21,000 Sq Mtrs*), an ODC (Over Dimensional Cargo) yard (*10,000 Sq Mtrs*) along with all allied infrastructure

❖ **Khurja (Near Delhi) FTWZ:**

- o Boundary wall construction is in progress for our FTWZ, Rail Siding and the Domestic Distripark
- o Piling work is in progress for our FTWZ & the Domestic Distripark
- o All mobilization activities are in progress and on schedule for all the three projects

❖ **Nagpur FTWZ:**

- o Formal Approval for our Nagpur FTWZ has been granted by the Ministry of Commerce
- o Notification process is in progress



Recent Photographs of Mumbai FTWZ

Warehouse 12



Main Entrance



Customs House - Inbound Cargo



Docking Area





Racking System & Material Handling Equipments (MHEs)



Power Sub Station



Container Yard with RTGCs & Reach Stackers



Temperature Control Storage (Mezzanine Floor)





- ❖ Arshiya Rail (ARIL) inducted two rakes to its operations this quarter, making a total of 12 rakes operational till date
- ❖ Arshiya Rail became the first private container train operator to move non-ferrous metals (*Copper*) for one of its clients
- ❖ Arshiya Rail also added a new sector to its portfolio, with movement of paper pulp



- ❖ Arshiya SCM has executed contract with a major Lifestyle Retailing company for managing and redesigning their entire supply chain. We will be managing their forward and return facilities at key locations across India



- ❖ Arshiya Logistics added 41 new customers this quarter, across industries
- ❖ Arshiya Logistics has received two large RFQs, for participating as official partners for managing a client's end-to-end logistics



- ❖ Our Mumbai FTWZ will be fully integrated with IT network connectivity along with redundant support
- ❖ The WMS (Warehouse Management System) module will be implemented for running operations at our Mumbai FTWZ
- ❖ State-of-the art IT equipments will be installed at our Mumbai FTWZ.
- ❖ IT scoping exercise have started at Khurja FTWZ (*Near Delhi*)

