

**Arshiya
International Ltd
Investor Update-
Q2FY11**



Q2FY11 FINANCIALS

Consolidated Q2'FY11 V/s Q2'FY10

				₹ Lacs
September 2010 Quarter	Q2 FY 10-11	Q2 FY 09-10	Increase/Decrease	
Net Sales	19,505	11843	7,662	64%
Cost of Operations	13,971	8572		
Gross Margin	5,534	3,271	2,262	69%
	28.37%	27.62%		
Employee Cost	1,003	756		
Other Administrative Expenses	1,213	547		
Other Income	20	48		
EBITDA	3,339	2,017	1,321	65%
	17.12%	17.03%		
Depreciation	362	336		
Interest Expense	871	218		
Profit Before Tax	2,105	1,464	642	44%
	10.79%	12.36%		
Tax	287	154		
Profit After Tax	1,819	1,310	509	39%
	9.33%	11.06%		
Minority Interest	9	-3		
Normalised Profit After Tax	1,809	1,313	496	38%



OPERATIONAL UPDATES:

Arshiya Projects Investment Outlay

Actuals till 30.09.2010 (₹ in Lacs)			
Projects	Total	Debt	Equity
Panvel- FTWZ	47,594	29,918	17,676
Khurja- FTWZ	28,884	16,121	12,763
Railway	44,882	27,749	17,133
Khurja- Distripark	12,429	2,832	9,597
Nagpur- FTWZ	9,037	0	9,037
Total	142,826	76,620	66,206



Overview of our FTWZs is as below:-

Mumbai (Panvel) FTWZ:

- India's and Arshiya International's first FTWZ went live in August 2010 at Sai Village Panvel in Mumbai
- As part of Phase 1 three Warehouses, along with Container Yard, Over Dimensional Cargo (ODC) Yard and other allied infrastructure are operational
- Leading international and Indian clients across various industries have started operations through our Mumbai FTWZ

Khurja (Near Delhi) FTWZ:

- Boundary wall construction in progress for our FTWZ, Rail Siding and Domestic Distripark
- The mobilization activities including major equipment procurement, piling and earth filling is in progress

Nagpur FTWZ:

- We have received a formal Notification for our Nagpur FTWZ from the development Commissioner

Chennai FTWZ:

- Feasibility study and land identification/acquisition for Chennai FTWZ is in progress





- Arshiya Rail (ARIL) inducted two rakes to its operations this quarter
- Arshiya Rail also received 'Emerging Rail Operator of the Year' award in one of the prestigious events held in Mumbai by Express Logistics & Supply Chain (ELSC) in September
- Construction work on Rail siding in Khurja is in full swing and on schedule



- Arshiya Supply Chain Management (ASCM) successfully rolled out operations at FTWZ as a Unit holder
- ASCM is also providing support to Arshiya Technology for building world class Value Added Service (VAS) module, implementing web based Radio Frequency (RF) functionality and integrated billing through Warehouse Management System (WMS)
- ASCM team has also started handling inbound and outbound shipments at FTWZ for all our clients.



- Arshiya Logistics won business from a leading steel manufacturer for its Ocean Export movement
- Added a leading bathing products manufacturer as customer for executing its Ocean Import shipment from China
- Recently acquired business from a large telecom company for their air imports from Israel to Mumbai
- Added a leading distributor for monthly Ocean Import shipment



- Mumbai FTWZ is now fully integrated with IT network connectivity along with redundant support
- The Warehouse Management System (WMS) module is implemented for running operations

Awards & Recognitions:

- Arshiya received two prestigious industry awards held in September'10 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), which was received by Captain Kapil Anand
- Same evening Arshiya was also awarded '*Emerging Rail Operator of the Year*' by Express Logistics & Supply Chain (ELSC) group, which was received by Mr. Sajal Mittra



MALA Award Function



ELSC Award Function



Arshiya's Corporate Branding and Other Initiatives:

- Arshiya along with Sojitz participated in Asia's largest logistics and material handling equipment exhibition '*Logis Tech*' in Tokyo in September 2010
- The objective of the joint participation was to showcase Arshiya's integrated value proposition to leading Japanese companies through this forum along with Sojitz
- In all Arshiya was successful in creating visibility with leading Japanese companies, introducing them to India's first FTWZ and Arshiya's integrated value proposition
- Following the launch of Arshiya's Mumbai FTWZ in August this year Arshiya initiated its first print campaign spanning across India, Singapore & Dubai
- Overall 9 leading dailies across geographies along with 15 magazines were selected for featuring Arshiya's corporate campaign spanning across 40 days
- So far Arshiya's FTWZ print campaign has seen outstanding response from India as well as Singapore and Dubai

