

30th January 2018

National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400 051	BSE Limited 14 th Floor, P J Towers, Dalal Street, Fort, Mumbai 400 001
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Dear Madam/ Sir,

Sub: Submission of Analysts/ Investor Presentation

Kindly find enclosed herewith the Analyst/ Investor Presentation regarding the Unaudited financial results of Gujarat Pipavav Port Limited ('the Company') for the Quarter and Nine Months ended 31st December 2017, for reference please.

The Presentation is being made through a Conference call today at 4.30 PM and it is also available on our website www.pipavav.com

Thank you,

Yours truly,

For Gujarat Pipavav Port Limited



Manish Agnihotri
Company Secretary & Compliance Officer





Gujarat Pipavav Port Limited Result Review Q3 FY 2017-18

30th January 2018

Disclaimer

Statements in this presentation describing the Company's objectives, projections, estimates, expectations may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand / supply and price conditions in the markets in which the Company operates, changes in Government regulations, tax laws and other statutes and incidental factors

Agenda

Key Highlights

Volume Development

Financials

Key Highlights

Key Highlights - Quarter Ended December 31,2017

Volumes

Container - 173k TEUS

8% increase vs previous quarter; Higher Reefer boxes

Dry Bulk- 550K MT

6% increase vs previous quarter; Higher minerals and coal volumes

Liquid- 324K MT

17% increase vs previous quarter; Highest ever quarterly volumes

RORO- 29,982 Units

58% increase vs previous quarter

Financial Results

Revenue: INR 1,627 M

7% increase vs previous quarter; Higher volumes;

EXPENSES: INR 682 M

1% decrease vs the previous quarter;

EBITDA: INR 947 M

14% increase vs the previous quarter

Margin - 58.1%

7% higher than previous quarter

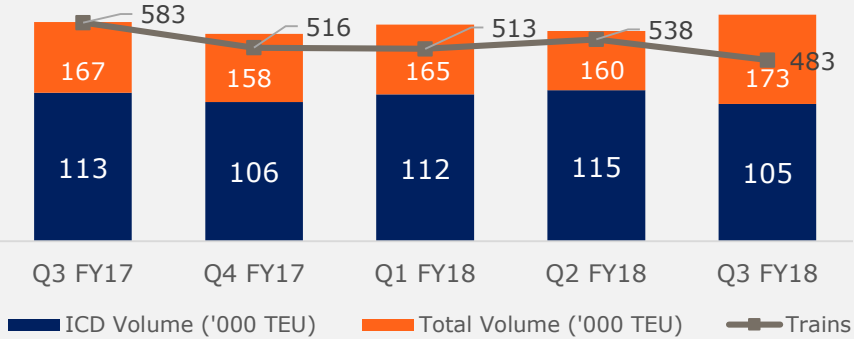
Net Profit- INR 500 M

13% higher than previous quarter

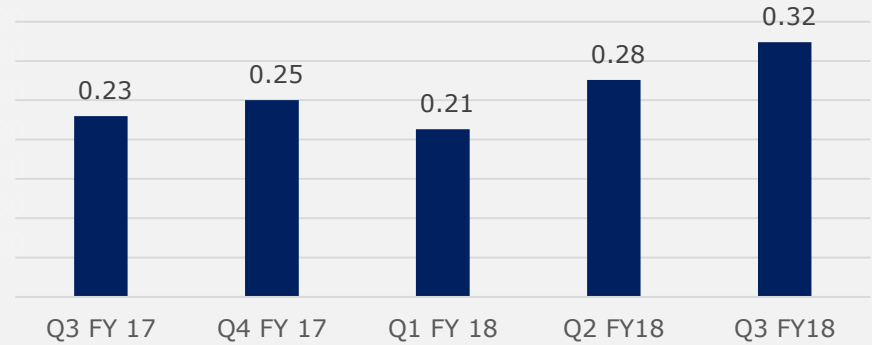
Volume Development

Operational Highlights

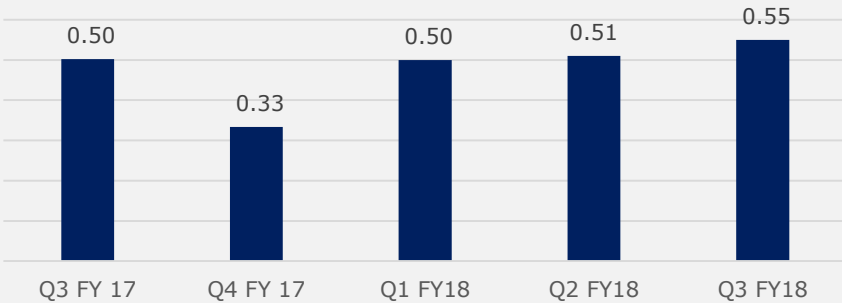
Container (TEU'000)



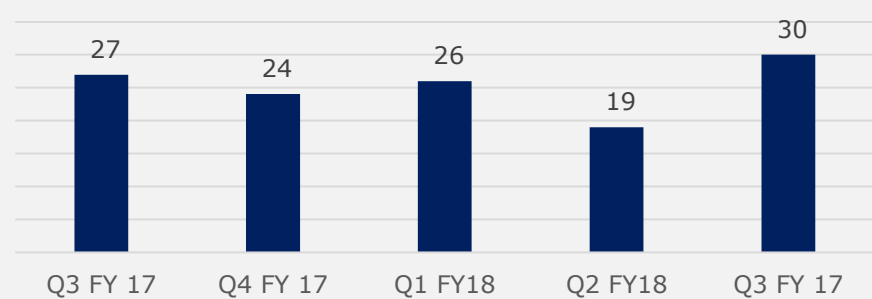
Liquid - MT's (million)



Dry Bulk Volume - MT's (million)



RoRo ('000 Units)



Financials

Profit & Loss Account

INR Million

Particulars	Quarter Ended					Nine Months Ended		%	Full Year Ended
	31-Dec-17	30-Sep-17	%	31-Dec-16	%	31-Dec-17	31-Dec-16		
Net Sales / Income from Operations	1,503	1,391	8%	1,547	-3%	4,427	4,755	-7%	6,233
Other Operating Income	124	126	-2%	144	-14%	407	331	23%	598
Operating Income	1,627	1,517	7%	1,692	-4%	4,834	5,085	-5%	6,831
Expenditure									
Operating Expenses	323	310	4%	312	3%	926	966	-4%	1,213
Employee benefits expense	131	130	1%	112	17%	392	366	7%	484
Other Expenses	226	249	-9%	223	1%	705	721	-2%	948
Total Expenditure	680	689	-1%	648	5%	2,023	2,053	-1%	2,645
EBITDA	947	828	14%	1,043	-9%	2,811	3,032	-7%	4,186
%	58%	55%		62%		58%	60%		61%
Depreciation	251	253	-1%	275	-9%	768	806	-5%	1,065
Profit from Operations before Other Income, Finance Cost and Exceptional Items	696	575	21%	769	-9%	2,042	2,227	-8%	3,121
Add: Other Income	74	122	-39%	109	-32%	288	294	-2%	354
Less: Finance Cost	1	1	39%	1	74%	3	4	-29%	4
Less: Exceptional Item	-	-		-		-	-		-
Profit Befor Tax	769	696	10%	877	-12%	2,328	2,517	-8%	3,470
Tax Expense	269	254	6%	231	16%	829	680	22%	971
Net Profit	500	442	13%	645	-23%	1,499	1,837	-18%	2,499

 Lifting Global Trade.

APM TERMINALS

Thank you