

9th August 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

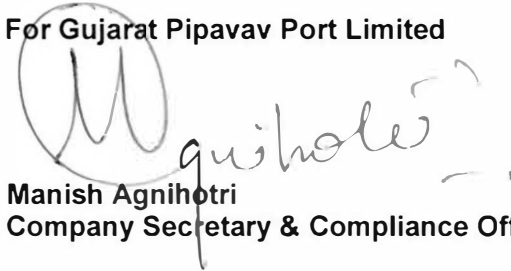
Kindly find enclosed herewith the Analyst/ Investor Presentation regarding the Unaudited Standalone financial results of Gujarat Pipavav Port Limited (the Company) for the Quarter ended 30th June 2018, for reference please.

The Presentation is being made through a Conference call today at 4.00 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 Q1 FY 2018-19

9th August 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 June 30,2018

Volumes

Container - 195k TEUS

5% decrease vs previous quarter; lower transshipment volumes

Dry Bulk- 619K MT

133% increase vs previous quarter; Higher Fertilizer volumes

Liquid- 160K MT

24% decrease vs previous quarter; Lower LPG volumes

RORO- 16K cars

31% decrease vs previous quarter

Financial Results

Revenue: INR 1,760 M

6% increase vs previous quarter; higher bulk income

EXPENSES: INR 846 M

17% increase vs the previous quarter; higher fertilizer handling expenses

EBITDA: INR 914 M

2% decrease vs the previous quarter

Margin - 52%

400 bps lower than previous quarter

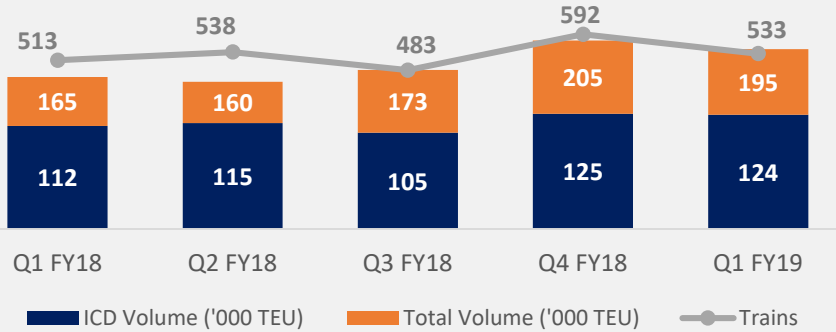
Net Profit- INR 471 M

3% lower than previous quarter, increase in tax surcharge by 1%

Volume Development

Operational Highlights

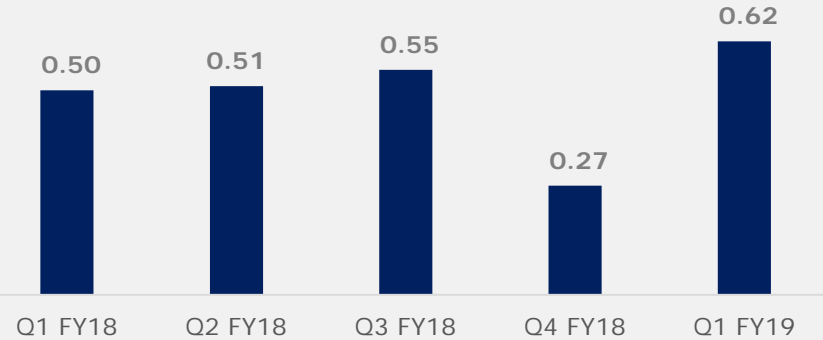
Container TEUs (000s)



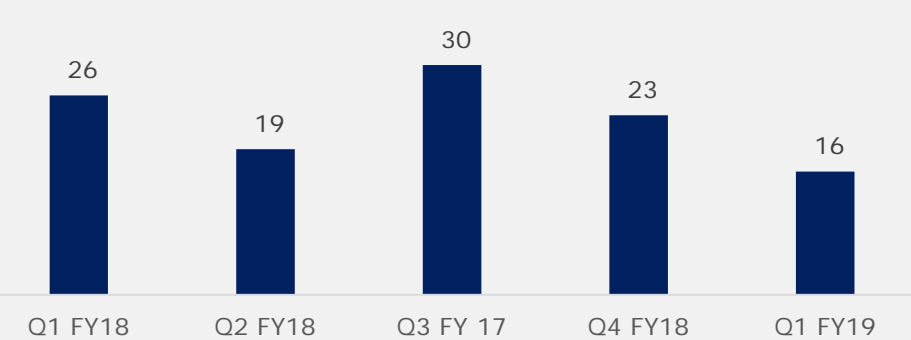
Liquid - MTs ('000)



Dry Bulk Volume - MT's (million)



RoRo ('000 Units)



Financials

Profit & Loss Account

INR Million

Particulars	Quarter Ended			Year		
	30-Jun-18	31-Mar-18	%	30-Jun-17	%	31-Mar-18
Net Sales / Income from Operations	1,668	1,548	8%	1,563	7%	5,975
Other Operating Income	92	107	-14%	127	-27%	514
Operating Income	1,760	1,655	6%	1,691	4%	6,489
Expenditure						
Operating Expenses	391	259	51%	293	33%	1,185
Employee benefits expense	149	137	9%	131	14%	529
Other Expenses	307	329	-7%	230	33%	1,034
Total Expenditure	846	725	17%	654	29%	2,748
EBITDA	914	930	-2%	1,037	-12%	3,741
Margin	52%	56%		61%	-15%	58%
Depreciation	270	267	1%	264	2%	1,036
Profit from Operations before Other Income, Finance Cost and						
Exceptional Items	644	663	-3%	772	-17%	2,705
Add: Other Income	106	82	29%	92	16%	370
Less: Finance Cost	1	1	28%	0	172%	3
Less: Exceptional Item						
Profit Befor Tax	749	744	1%	864	-13%	3,072
Tax Expense	278	258	8%	307	-9%	1,087
Net Profit	471	486	-3%	557	-15%	1,985

Thank you