

10th August 2017

National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400 051	Bombay Stock Exchange 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

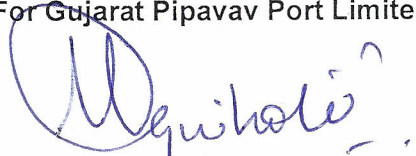
Kindly find enclosed herewith the Analyst/ Investor Presentation regarding the Unaudited financial results of the Company for the Quarter ended 30th June 2017 for reference please.

The Presentation is being made through a Conference call today at 3.30 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

Q1 FY 2017-18

10 Aug 2017

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

Infrastructure Development

Financials

Key Highlights

Key Highlights- Quarter Ended June 30,2017

Volumes

Container - 165k TEUS

4% increase vs previous quarter; New service added in June

Dry Bulk- 505K MT

66% increase vs previous quarter; Higher fertilizer volume

Liquid- 213K MT

15% decrease vs previous quarter; Lower LPG volumes

RORO- 26,010 Cars

8% increase vs previous quarter

Financial Results

Revenue: INR 1,691 Mn

3% decrease vs previous quarter; Lower offshore & project revenue

EBITDA: INR 1,037 Mn

10% decrease vs previous quarter

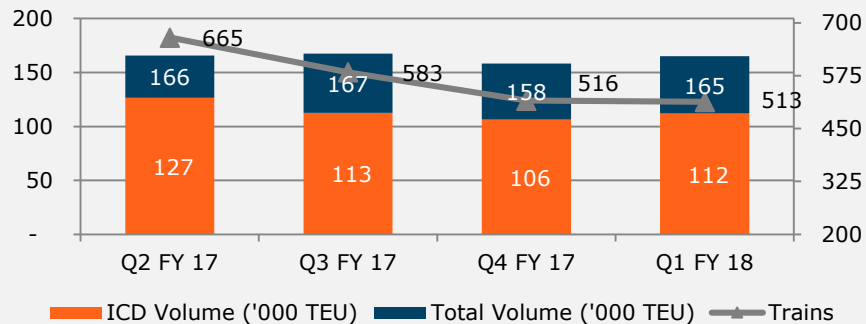
Margin - 61.3%

4% lower than previous quarter

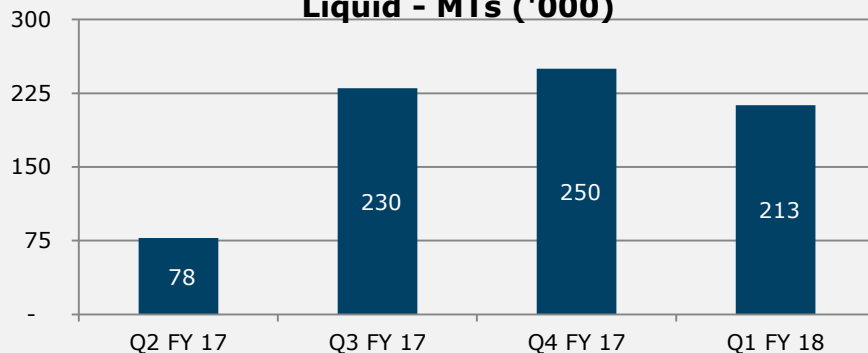
Volume Development

Operational Highlights

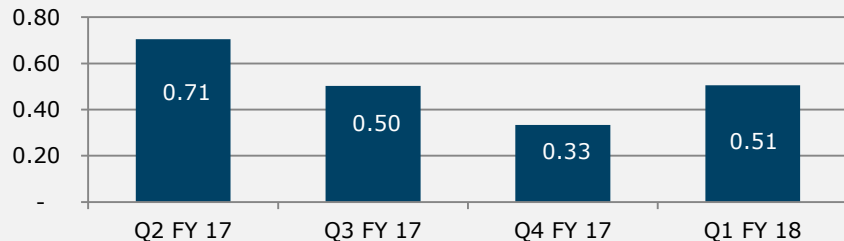
Container Volume (TEU '000)



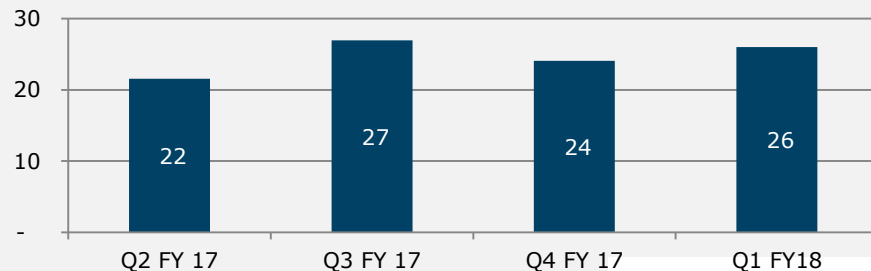
Liquid - MTs ('000)



Bulk Volume - MT's (million)



Ro Ro ('000 Units)



Infrastructure Development

Projects

Electrification of Yard for ERTG

Expected completion- Dec 2017



Financials

Profit & Loss Account

INR Million

Particulars	Quarter Ended					Full Year Ended
	30-Jun-17	31-Mar-17	%	30-Jun-16	%	31-Mar-17
a. Net Sales / Income from Operations	1,534	1,567	-2%	1,526	0%	6,233
b Other Operating Income	157	178	-12%	145	8%	598
Operating Income	1,691	1,746	-3%	1,672	1%	6,831
Expenditure						
a. Operating Expenses	293	247	19%	287	2%	1,213
b. Employee benefits expense	131	118	11%	129	2%	484
c. Other Expenses	230	234	-2%	255	-10%	948
Total Expenditure	654	599	9%	670	-2%	2,645
EBITDA	1,037	1,147	-10%	1,002	3%	4,186
%	61.3%	65.7%		59.9%		61.3%
Depreciation	264	259	2%	251	5%	1,065
Profit from Operations before Other Income,	772	887	-13%	751	3%	3,121
Add: Other Income	92	67	37%	66	39%	354
Less: Finance Cost	0	1	-12%	0	10%	4
Less: Exceptional Item	-	-		-		-
Profit Befor Tax	864	954	-9%	817	6%	3,470
Tax Expense	307	292	5%	220	40%	971
Net Profit	557	662	-16%	598	-7%	2,499

Thank you