

6th February 2020

National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400 051 Scrip Name: GPPL	BSE Limited 14 th Floor, P J Towers, Dalal Street, Fort, Mumbai 400 001 Scrip Code: 533248
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Dear Madam/ Sir,

Sub: Submission of Analysts/ Investor Presentation

Kindly find enclosed 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 2019, for reference please.

The Presentation is being made through a Conference call today at 4.00 PM and it is also available on the Company's 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 2019-20

6th February 2020

 Lifting Global Trade.
APM TERMINALS

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

Performance parameters - Quarter Ended Dec 31,2019

Volume

Container - 231k TEUS

3% increase vs previous quarter; higher coastal volume

Dry Bulk- 735K MT

9% increase vs previous quarter; higher fertilizer volume

Liquid- 194K MT

17% decrease vs previous quarter; lower LPG volume

RORO- 9K cars

56% decrease vs previous quarter

Financial Results

Revenue: INR 1,966 M

1% decrease vs previous quarter; one time rebate reversal in previous quarter

Expenses: INR 795 M

10% increase vs the previous quarter; higher R&M expenses

EBITDA: INR 1,171 M

8% decrease vs the previous quarter

Margin: 60%

~400 basis points lower than the previous quarter; rebate reversal in previous quarter and higher fertilizer volume

Operational Net Profit: INR 592 M

12% lower than previous quarter

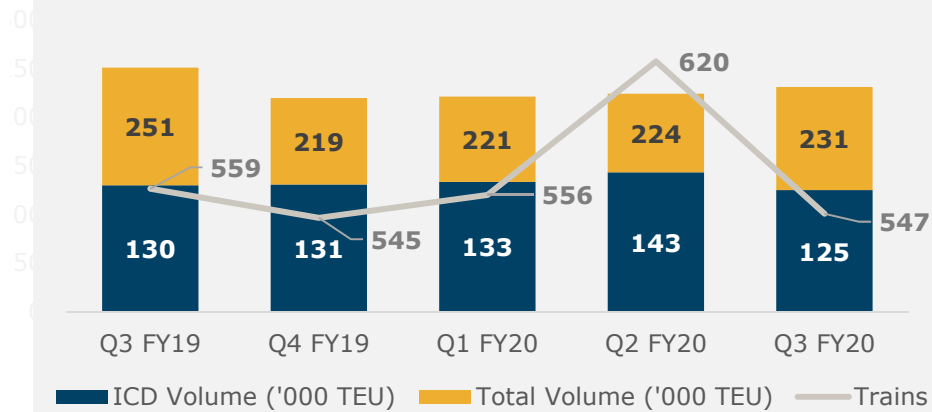
Reported Net Profit: INR 1,204 M

Reversal of deferred tax liability

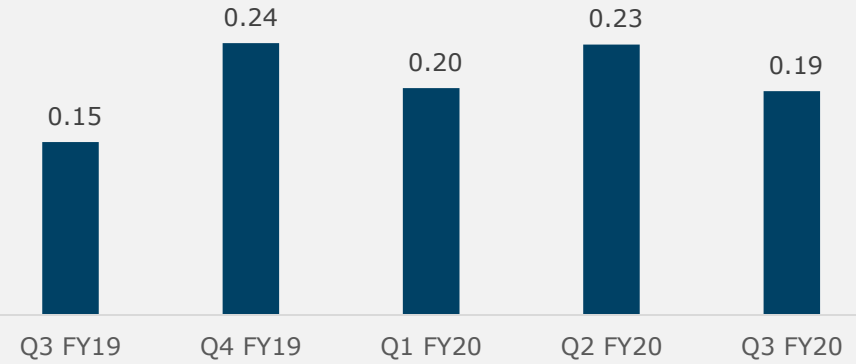
Volume Development

Operational Highlights

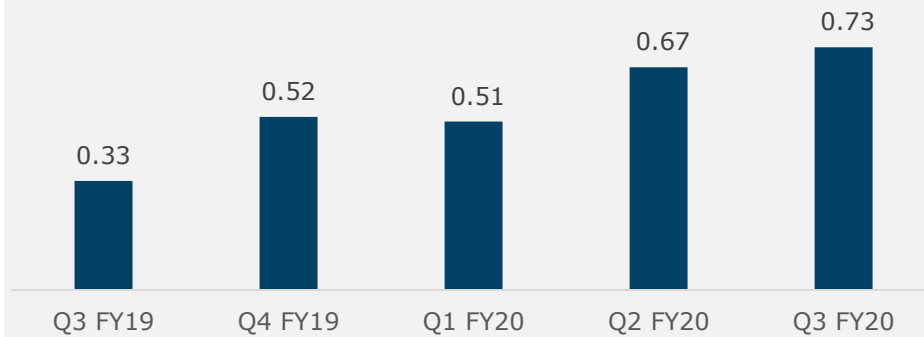
Container TEUs('000s)



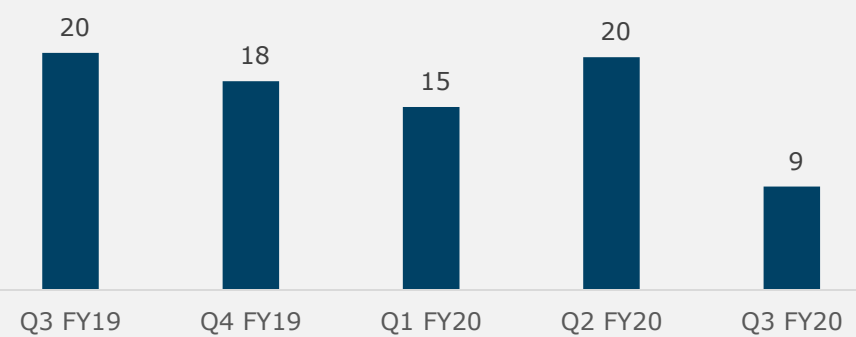
Liquid - MTs (million)



Dry Bulk Volume - MTs (million)



RoRo ('000 Units)



Financials

Profit and Loss Statement

INR million

Particulars	Quarter ended					YTD			FY Mar-19
	Dec-19	Sep-19	%	Dec-18	%	Dec-19	Dec-18	%	
Income									
Net Sales / Income from Operations	1,818	1,874	-3%	1,627	12%	5,353	4,908	9%	6,581
Other Operating Income	148	118	25%	121	23%	381	310	23%	439
Total Income	1,966	1,992	-1%	1,747	13%	5,734	5,218	10%	7,020
Expenditure									
Operating Expenses	372	335	11%	327	14%	1,017	1,064	-4%	1,442
Employee benefits expense	144	136	6%	145	-1%	425	447	-5%	597
Other Expenses	280	254	10%	287	-3%	830	832	0%	1,092
Total Expenditure	795	725	10%	760	5%	2,272	2,343	-3%	3,131
EBITDA	1,171	1,267	-8%	987	19%	3,462	2,876	20%	3,889
%	60%	64%		57%		60%	55%		55%
Depreciation	333	327	2%	275	21%	976	818	19%	1,128
Profit before Other Income, Finance Cost and Exceptional Items	838	940	-11%	712	18%	2,486	2,058	21%	2,760
Add: Other Income	114	116	-2%	103	10%	391	359	9%	452
Less: Finance Cost	19	18	6%	0	-	54	2	-	4
Profit Before Tax	932	1,038	-10%	815	14%	2,823	2,414	17%	3,209
Tax Expense	-271	361	-175%	292	-193%	378	867	-56%	1,153
Other comprehensive income for the year, net of tax	-	-6	-	-	-	-6	-2	-	-5
Net Profit	1,204	671	79%	522	130%	2,439	1,545	58%	2,051

Thank you