

12<sup>th</sup> November 2020

<b>National Stock Exchange of India Limited</b> Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400 051  Scrip Name: GPPL	<b>BSE Limited</b> 14 <sup>th</sup> 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 herewith the Analyst/ Investor Presentation regarding the Unaudited financial results of Gujarat Pipavav Port Limited ('the Company') for the Quarter and Half Year ended 30<sup>th</sup> September 2020, for reference please.

The Presentation is being made through a Conference call today at 5.00 PM and it is being uploaded on the Company's website [www.pipavav.com](http://www.pipavav.com)

Thank you,

Yours truly,

**For Gujarat Pipavav Port Limited**

**Manish Agnihotri**  
**Company Secretary & Compliance Officer**



# Gujarat Pipavav Port Limited Result Review Q2 FY 2020-21

12<sup>th</sup> November 2020

## 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 Updates**

**Volume Development**

**Financials**

# Key Updates

# Key Updates - Quarter Ended September 30, 2020

## Volumes

### Container - 168k TEUS

*10% decrease vs previous quarter; lower Exim and transshipment volume*

### Dry Bulk - 912K MT

*117% increase vs previous quarter; higher fertilizer volume*

### Liquid - 149K MT

*30% decrease vs previous quarter; lower imports*

### RORO- 3K cars

*38% increase vs previous quarter*

## Financial Results

### Revenue: INR 1,827 M

*15% increase vs previous quarter; higher fertilizer volume*

### Expenses: INR 798 M

*26% increase vs previous quarter; higher fertilizer handling expense*

### EBITDA: INR 1,029 M

*8% increase vs previous quarter*

### Margin: 56%

*~400 basis points lower than previous quarter; Cargo Mix*

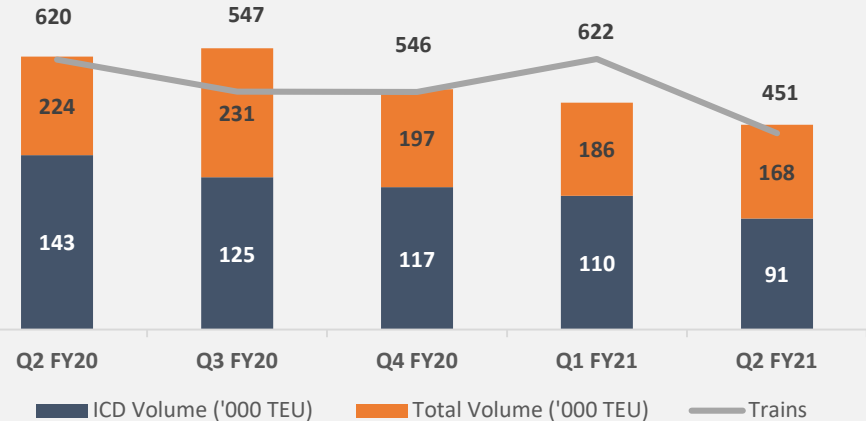
### Net Profit- INR 520 M

*12% higher than previous quarter; Dividend Income from PRCL (INR 38 Million)*

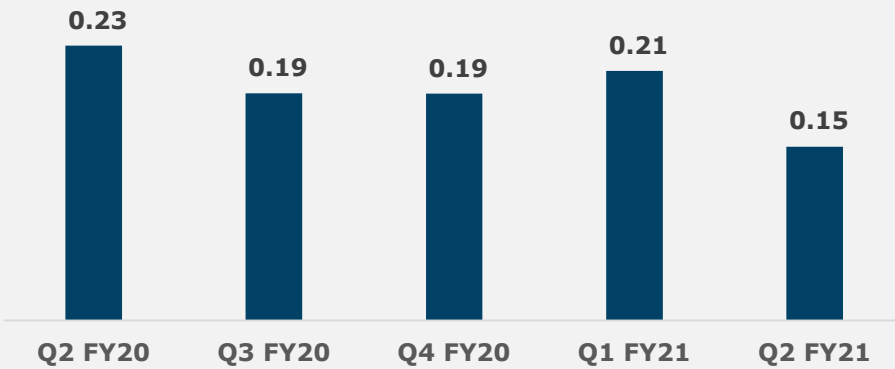
# Volume Development

# Operational Update

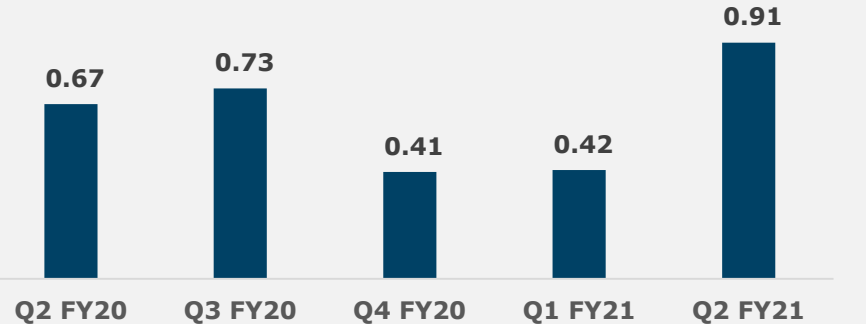
## Container – TEUs ('000)



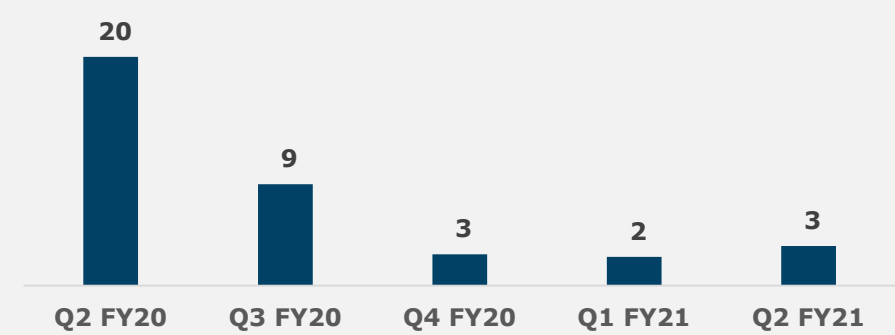
## Liquid – MT's (million)



## Dry Bulk Volume - MT's (million)



## RoRo – Units ('000)





# Financials

# Profit and Loss Statement

INR Million

Particulars	Quarter ended					YTD			FY
	Sep-20	Jun-20	%	Sep-19	%	Sep-20	Sep-19	%	Mar-20
<b>Income</b>									
Net Sales / Income from Operations	1,726	1,463	18%	1,874	-8%	3,189	3,536	-10%	6,863
Other Operating Income	101	127	-20%	118	-15%	227	233	-2%	490
<b>Total Income</b>	<b>1,827</b>	<b>1,590</b>	<b>15%</b>	<b>1,992</b>	<b>-8%</b>	<b>3,416</b>	<b>3,768</b>	<b>-9%</b>	<b>7,354</b>
<b>Expenditure</b>									
Operating Expenses	409	248	65%	335	22%	657	645	2%	1,271
Employee benefits expense	153	163	-6%	136	12%	316	281	12%	567
Other Expenses	235	224	5%	254	-7%	459	550	-17%	1,050
<b>Total Expenditure</b>	<b>798</b>	<b>635</b>	<b>26%</b>	<b>725</b>	<b>10%</b>	<b>1,432</b>	<b>1,477</b>	<b>-3%</b>	<b>2,888</b>
<b>EBITDA</b>	<b>1,029</b>	<b>955</b>	<b>8%</b>	<b>1,267</b>	<b>-19%</b>	<b>1,984</b>	<b>2,292</b>	<b>-13%</b>	<b>4,466</b>
<b>%</b>	<b>56%</b>	<b>60%</b>		<b>64%</b>		<b>58%</b>	<b>61%</b>		<b>61%</b>
Depreciation	336	331	1%	327	3%	667	643	4%	1,315
<b>Profit before Other Income, Finance</b>	<b>693</b>	<b>624</b>	<b>11%</b>	<b>940</b>	<b>-26%</b>	<b>1,317</b>	<b>1,648</b>	<b>-20%</b>	<b>3,152</b>
<b>Cost and Exceptional Items</b>									
Add: Other Income	134	111	21%	116	16%	245	277	-12%	509
Less: Finance Cost	16	17	-3%	18	-9%	33	35	-5%	74
<b>Profit Before Tax</b>	<b>811</b>	<b>718</b>	<b>13%</b>	<b>1,038</b>	<b>-22%</b>	<b>1,528</b>	<b>1,890</b>	<b>-19%</b>	<b>3,587</b>
Tax Expense	286	253	13%	361	-21%	540	649	-17%	663
Other comprehensive income for the year, net of tax	-5	-	-	-6	-	-5	-6	-	-13
<b>Net Profit</b>	<b>520</b>	<b>464</b>	<b>12%</b>	<b>671</b>	<b>-23%</b>	<b>984</b>	<b>1,235</b>	<b>-20%</b>	<b>2,911</b>

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**Thank you**