



February 7, 2019

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001

National Stock Exchange of India Limited
Bandra Kurla Complex,
Bandra East,
Mumbai – 400 051

Scrip Codes:
Equity: 540798
Debt: 958280, 958281

Script Symbol: FSC

Dear Sir / Madam,

Sub: Press release

Please find enclosed herewith the press release titled as ***“On a Strong Growth Path with 43% Revenue Growth and 57% PAT Growth in Q3FY19”***.

The same shall also be available at the Company’s website at www.futuresupplychains.com

This is for your information and records.

Thanking you,

Yours faithfully,
For Future Supply Chain Solutions Limited


Vimal Dhruve
Company Secretary





Earnings Release

Results for the Quarter Ended December 31, 2018

On A Strong Growth Path With 43% Revenue Growth And 57% PAT Growth In Q3FY19

February 7, 2019, Mumbai: Future Supply Chain Solutions Limited (FSC or the Company), a leading third-party supply chain solutions specialist and logistics service provider, today announced its results for the quarter ended December 31, 2018.

Key Operating Highlights:

- FSC continues to witness increased traction from new clients and added several reputed clients to its portfolio during the quarter, including a reputed fashion & apparels brand, a men's casual wear brand and many more.
- Annual incremental billing potential of new clients added in the last nine months amounts to over ₹ 1,250 million.
- The Company has a healthy 12-month sales funnel of ₹ 4,000-5,000 millionⁱ, which includes many marquee brands.
- Non-anchor customers contributed 38% to 9M FY19 revenues.
- Warehouse space increased by 0.91 million sq. ft. to 7.31 million sq. ft. during the quarter.
- Revenue per square feet remained stable at ₹ 115 per month in Q3 FY19, despite significant warehouse capacity expansion during the year. FSC has added 2.7 million sq. ft. during nine months ending December 31, 2018.
- In January 2019, FSC announced launch of the India Food Grid, a network of multiple Integrated Food Distribution Centres (IFDC) across the length and breadth of the country that will redefine the Food & FMCG supply chain in India. The India Food Grid will provide pan-India distribution reach, right from the manufacturing hubs till the points of consumption.

Key Standalone Financialsⁱⁱ:

- Revenue from operations grew 43.2% year on year to ₹ 3,326 million.
- EBITDA grew 50.6% year on year to ₹ 347 million.
- PAT grew 56.7% year on year to ₹ 197 million.

Commenting on the results and the business outlook, Mayur Toshniwal, Managing Director of FSC said "I am pleased to share that this has been a great quarter for FSC with both revenue and profit growth surpassing expectations. The strong momentum continued in new client acquisitions, thereby further consolidating our position as one of the fastest growing logistics solution provider in India. In the coming months, we will be implementing newer technologies and increase the use of automation in our operations, such as robotics and voice picking. This will further drive our business intelligence and create value for our stakeholders and customers."

Future Supply Chain Solutions Limited

Corporate Office: 7th Floor, 349 Business Point, Western Express Highway, Andheri East, Mumbai 400 069. P: +91 22 7142 9100

Registered Office: Knowledge House, Shyam Nagar, Off. Jogeshwari Vikhroli Link Road, Jogeshwari East, Mumbai 400 060

www.futuresupplychains.com | ISO 9001:2008 certified company

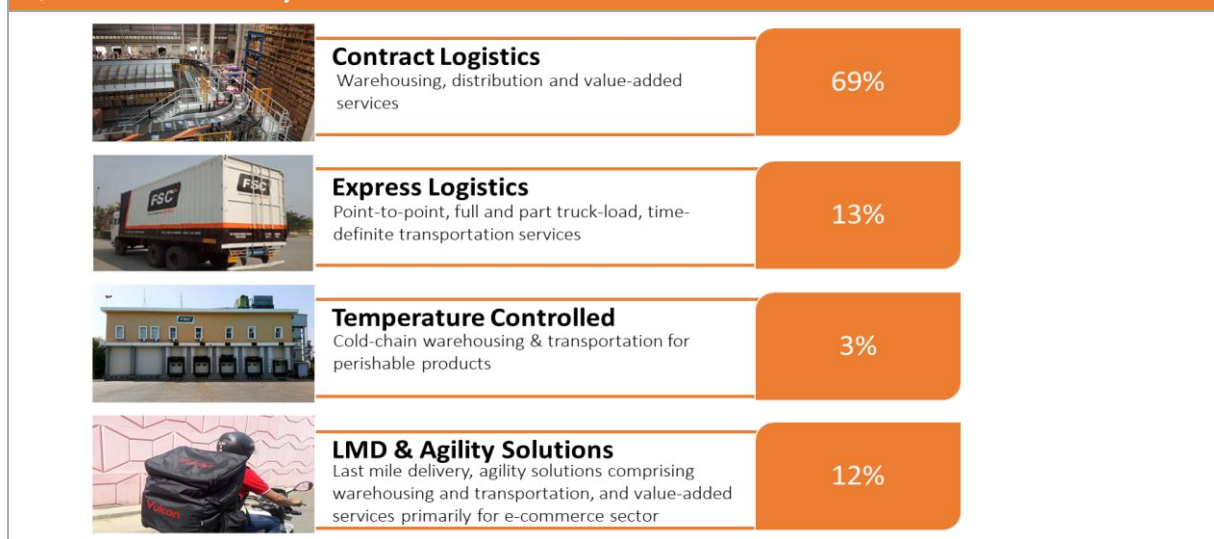
CIN No: L63030MH2006PLC160376

Q3 FY19 Financial & Operational Performance

Key Standalone Financial Metrics (₹ million)	Q3 FY18	Q3 FY19	% Growth
Revenue	2,323	3,326	43.2%
Gross Profit	754	926	22.7%
EBITDA	230	347	50.6%
Profit After Tax	126	197	56.7%

Key Operating Metrics	Q3 FY18	Q3 FY19	% Growth
Contract logistics			
Warehouse area (mn. sq. ft.)	4.36	7.31	67.7%
Average revenue per sq. ft. per month (₹)	115	115	0.0%
Express logistics			
Total weight handled (000 tonnes)	40	47	18.5%
Temperature-controlled logistics			
Number of pallets (x)	9,635	10,816	12.3%

Q3 FY19 Revenue: Key Service Areasⁱⁱⁱ



India Food Grid: Redefining Food & FMCG Supply Chain in India

FSC has identified 38 locations across the country, based on a comprehensive study, which will be developed into large food and FMCG distribution centres completing the jigsaw puzzle of making one India Food Grid. Consumer products will get distributed from an IFDC to retail stores in a radius of up to 225 kms. In this journey, the life of each retail store serviced by India Food Grid would be simplified and they would focus on serving customers for their entire food and FMCG needs. This will help improve overall supply chain efficiencies, lead to better inventory management and help increase availability of consumer products at locations where the demand is. With the development of FSC India Food Grid, stock availability and visibility will be ensured at all times, consumer will get fresh products faster and there will be reduction in the inventory holding at the DC.

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Forward Looking Statements

This report contains forward looking statements, which may be identified by their use of words like ‘plans’, ‘expects’, ‘will’, ‘anticipates’, ‘believes’, ‘intends’, ‘projects’, ‘estimates’, or other words of similar meaning. All statements that address expectations or projections about the future, including but not limited to statements about the Company’s strategy for growth, product development, market position, expenditures, and financial results are forward looking statements. Forward looking statements are based on certain assumptions and expectations of future events. The Company cannot guarantee that these assumptions and expectations are accurate or will be realized. The Company’s actual results, performance or achievements could thus differ materially from those projected in any such forward looking statements. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events.

Company Background

Future Supply Chain Solutions Limited is a public company domiciled in India and incorporated on March 8, 2006. The Equity Shares of FSC were listed on BSE Limited and the National Stock Exchange of India Limited on December 18, 2017.

FSC is a leading third-party logistics service operator in India and covers the entire gamut of supply chain services across logistics value chain including smart warehousing, an efficient transportation and distribution system, temperature controlled logistics and last mile delivery logistics. FSC operates a pan-India distribution network, offers integrated warehouse management systems with highly automated state-of-the-art technology systems, and hub and spoke transportation model that enable innovative service offerings to the customers in an optimised and cost efficient manner. It caters to corporates in Fashion & Apparels, Food & Beverages, Consumer Electronics & High Tech, Automotive & Engineering, Home & Furniture, Healthcare, General Merchandise and E-Commerce sectors.

As of December 31, 2018, FSC operations are run through 91 distribution centres across India, covering approximately 7.31 million sq. ft. of warehouse space. Its “hub-and-spoke” distribution model comprising 14 hubs and 136 branches across India, covering 11,746 pin codes across 29 states and 5 union territories. During December 2018, FSC operated 835 containerized vehicles and 116 Company owned refrigerated trucks.

Investor Relations Contact:

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Head, Investor Relations

nupur.agarwal@futuresupplychains.com

ⁱ Sales funnel includes prospective clients where FSC is at various stages of discussion

ⁱⁱ Pursuant to the approval by the National Company Law Tribunal at Mumbai and New Delhi, the Scheme of Arrangement for demerger of Fulfilment Business Undertaking and Last Mile Delivery Business Undertaking of wholly owned subsidiary (“Demerged Undertakings”) was given effect by the Company during the quarter under report. Upon the said Scheme of Arrangement coming into effect, all the assets and liabilities of the Demerged Undertakings have been vested into the Company with effect from the appointed date as mentioned in the Scheme of Arrangement. Figures for the previous quarters / year have been restated, wherever required, to give effect to the said Scheme of Arrangement.

ⁱⁱⁱ Basis Revenue without adjustments for intra company transactions between key service offerings

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