

February 12, 2017

To,  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001  
**Scrip Code: 526235**

To,  
**National Stock Exchange of India Ltd.**  
Exchange Plaza, Plot no. C/1, G Block,  
Bandra-Kurla Complex  
Bandra (E), Mumbai - 400 051.  
**Scrip Code: MERCATOR**

**Sub: Revised Press Release**

Dear Sir,

With reference to intimation of Press Release dated February 11, 2017, we enclose herewith copy of Revised Press Release, for your information and records purpose.

Please acknowledge.

Thanking you,

Yours faithfully,  
For **Mercator Limited**

  
**Deepesh Joishar**  
**Company Secretary**



## **Mercator Limited**

### **Results for the Third quarter and Nine Months Ended 31 December 2016**

Mumbai; 11 February 2017: Mercator Limited (“Mercator” or the “Company”) today announced its results for the third quarter (“Q3FY17”) and Nine Months (“9MFY17”) ended 31 December 2016.

#### **Corporate Update – Q3FY17**

- Successfully completed Qualified Institutional Placement (“QIP”) of 25,000,000 equity shares.
- On track to close the MOPU sale transaction by 15 February 2017

#### **Key Operational Highlights - Q3FY17**

- **De-Leveraging**
  - Focus on De-Leveraging to continue
- **Dredging**
  - Key focus area going forward
  - Strategic bidding being under taken with strong focus on higher profitability.
  - Bid pipeline of Rs.20bn
- **Tankers**
  - *VLCC currently deployed at a substantially higher rate*
  - *Take advantage of lower asset prices and build up asset base*
- **Oil and Gas**
  - Assets with high quality crude reserves
  - Further well drilling to commence by March 2017.
  - Completed exploration and appraisal commence production activities by FY-18
- **Coal**
  - Maintain operational efficiency, coal prices expected to remain firm.

#### **Consolidated Financial Highlights – Q3FY17**

- Revenue increased 17% to INR. 5,870.99 mn
- EBITDA increased 7% to INR. 1,636.30 mn; maintained high EBITDA margin of 28%, despite sale of MOPU effective 17<sup>th</sup> November, 2016
- PAT increased 9% to INR. 216.02 mn
- Balance sheet deleveraging on track – Long Term Debt reduced by 33% to INR. 20,557 mn; Net Debt lower at INR. 23,169 mn

**Commenting on the results Shalabh Mittal; CEO said:** *“We have delivered a strong set of results which highlight our unique positioning in our key businesses”. We are committed to improving our balance sheet strength by significantly reducing the debt and exploring growth opportunities. We remain confident of our business model and will continue to generate attractive returns to our shareholders.”*

## Qualified Institutional Placement

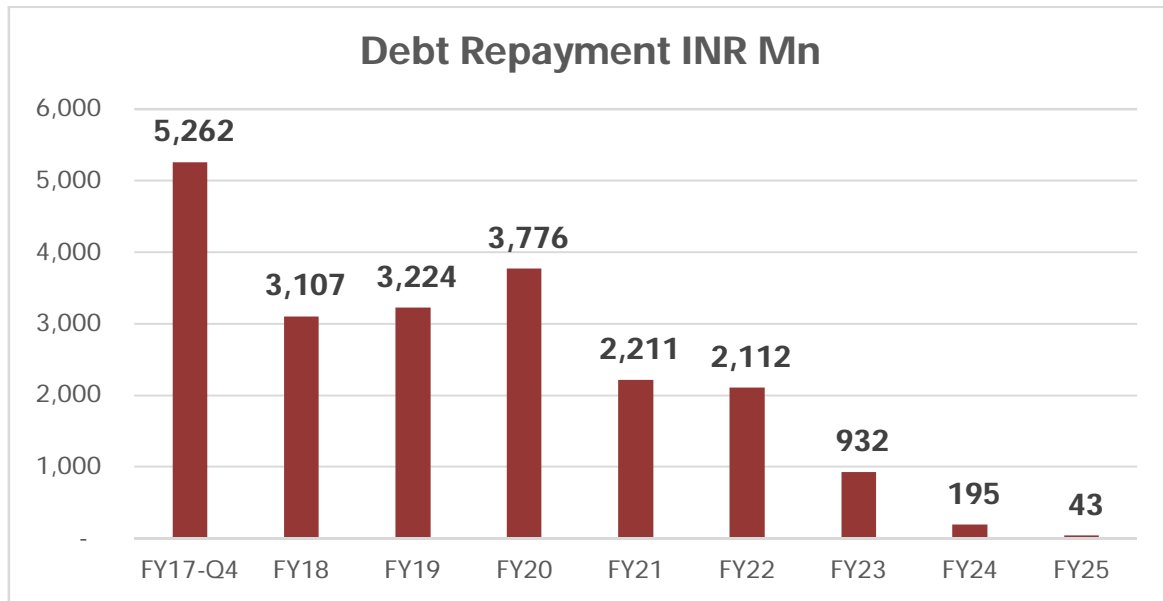
During Q3FY17, the Company successfully placed 25 million equity shares of Rs 1/- each at Rs. 39.75 per share aggregating to Rs. 1,019 million. The proceeds from the QIP being primarily used for operational use and re-payment of high cost debt.

## Consolidated Financial Performance – Quarterly Q3FY17

INR Mn except as stated	Q3FY17	Q3FY16	Y-O-Y %	Q2FY17	Q-O-Q%
Revenue	5,870.99	2,704.71	117%	5,023.71	17%
Expense	4,234.68	5,809.21	-27%	3,261.90	30%
EBITDA	1,636.30	(3,104.50)	153%	1,761.81	-7%
<i>EBITDA Margin</i>	28%	-115%	-	35%	-
Interest	524.81	540.84	-3%	569.45	-8%
Depreciation	710.03	1,202.37	-41%	902.10	-21%
Exceptional Item	91.56	-	-	-	-
PBT	309.90	(4,847.70)	106%	290.26	7%
TAX	5.69	(5.65)	201%	15.82	-64%
Minority Interest	88.18	(1,687.30)	105%	76.82	15%
Attributable PAT	216.02	(3,154.74)	107%	197.62	9%
<i>PAT Margin</i>	4%	-117%	-	4%	-
EPS (Rs./Share)	0.88	(12.88)	-	0.81	-

## Consolidated Financial Performance – Nine Months 9MFY17

INR Mn except as stated	Q3FY17	Q3FY16	Y-O-Y %	Q2FY17	Q-O-Q%
Revenue	16,638.50	16,712.21	0%	10,767.51	55%
Expense	11,597.45	17,338.65	-33%	7,362.77	58%
EBITDA	5,041.04	(626.44)	905%	3,404.74	48%
<i>EBITDA Margin</i>	30%	-4%	-	32%	-
Interest	1,645.72	1,850.80	-11%	1,120.91	47%
Depreciation	2,481.83	3,541.57	-30%	1,771.80	40%
Exceptional Item	91.56	-	-	-	-
PBT	821.94	(6,018.81)	114%	512.04	61%
TAX	25.71	13.35	93%	20.02	28%
Minority Interest	219.21	(2,131.82)	110%	131.03	67%
Attributable PAT	577.02	(3,900.34)	115%	361.00	60%
<i>PAT Margin</i>	3%	-23%	-	3%	-
EPS (Rs./Share)	2.36	(15.93)	-	1.47	-



**For Further Information, please contact:**

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