



Accuracy Shipping Limited

Investor Presentation – June 2023



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Accuracy Shipping Limited End to End Logistics Solution Provider

373+

Operational Trucks

1,80,000+

Sq. Ft Warehouse Under
Management

14

Branch Office Across
India

64

Agency agreement
across the Globe

430+ & 400+

Employees & Trained
Drivers

89,068+

Containers handled in
FY23



Company Timeline



2008-10

Incorporated with a very clear focus to deliver the highest level of Customs Clearance services to our Customers



2016

This Business model, supported by a constant vigil for new opportunities leading ASL grow & evolve into total logistics solutions



2019-2020

SME IPO in June 2018 and shifted to mainboard in Dec 2020
Consolidated all business under one roof of ASL

2011-15

Started Freight Forwarding and Transportation services adding branch office in Mumbai, Chennai and other states across India



2017-2018

Mature as a 3PL logistics company with strong tailwinds in the Marble and Ceramic segment along with expanding our horizons to newer segments/industry



2021-22

New business verticals added, Essar Petrol Pump in Nov 2020 & Ashok Leyland Dealership in Jan 2022
New tie-ups, with large domestic companies in India & abroad to provide full end-to-end logistics services.

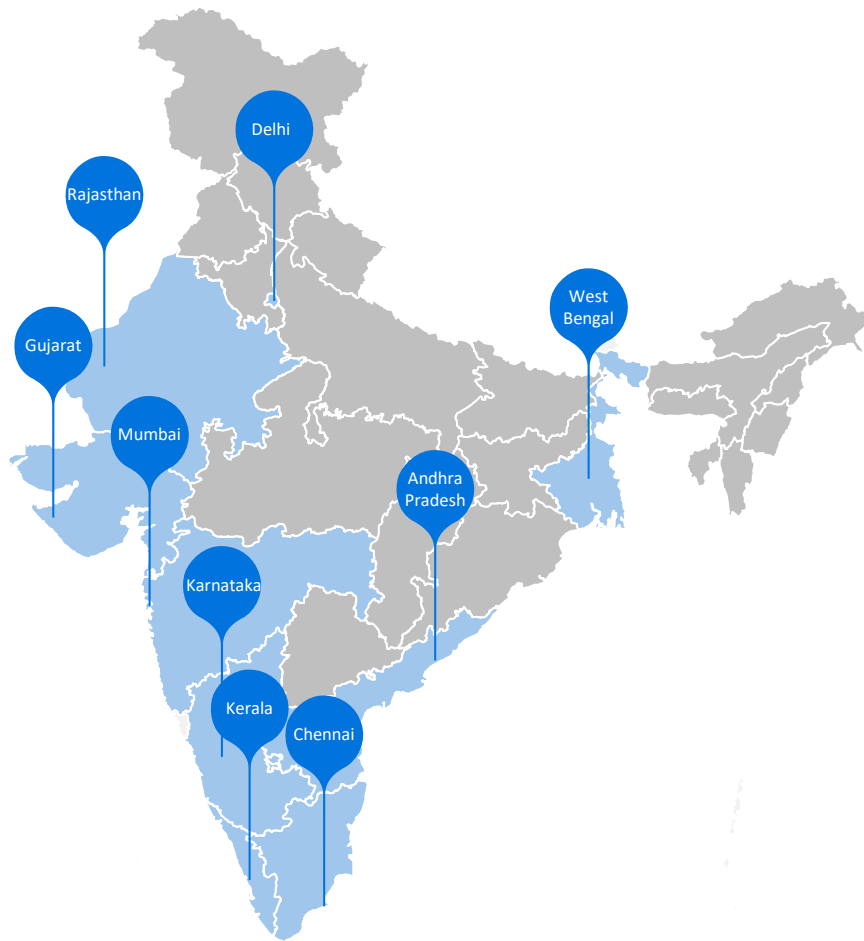


Presence across the Value Chain

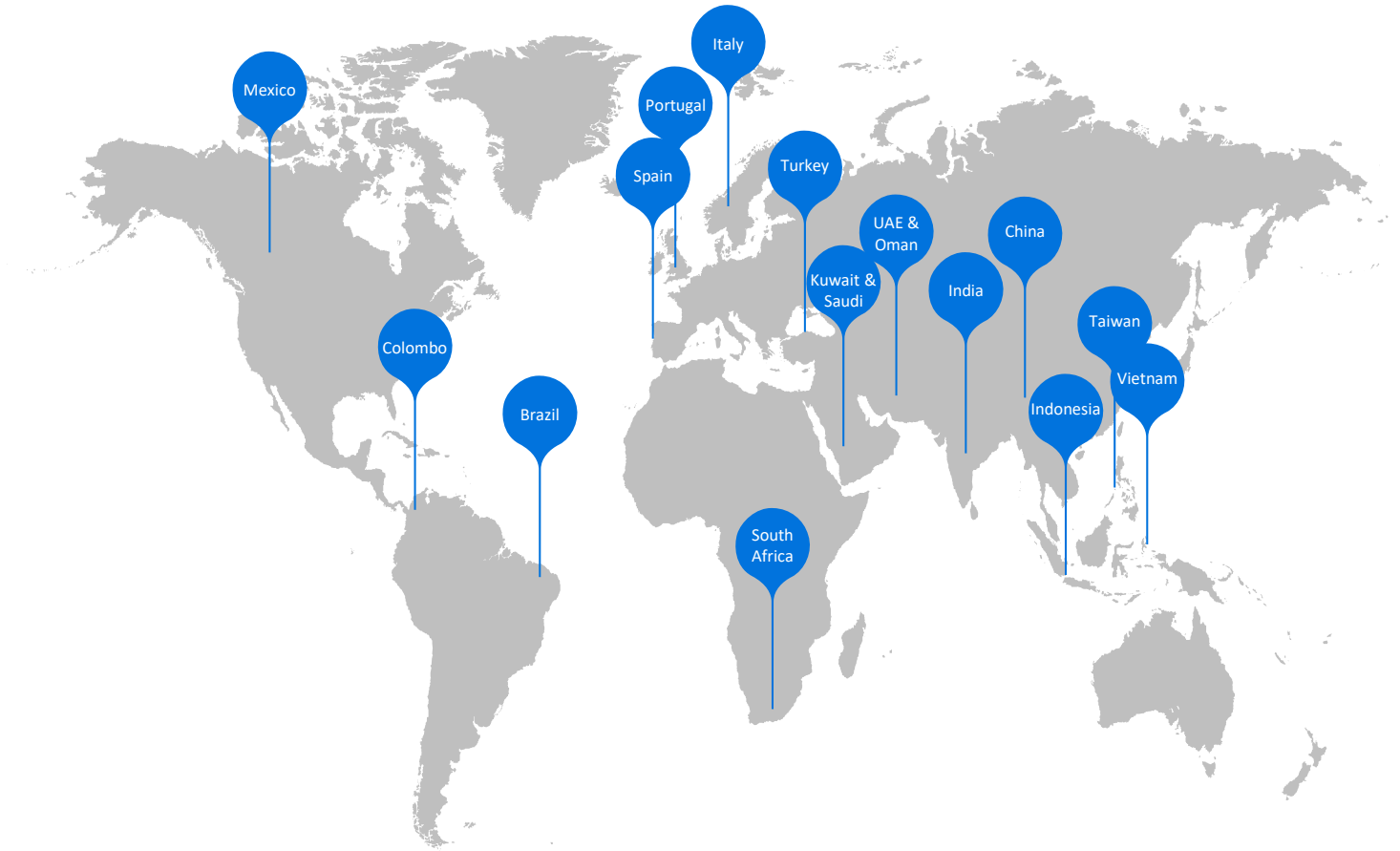
Presence Across the value chain for
Bundled as well as Standalone services



14 Offices Across India



64 Agency agreement across the Globe





Clearing & Forwarding

- Full array of Ocean C&F using advance tracking technology, covers most all seaport locations
- Comprehensive custom clearing services including HSN classification, rate of duty, Preparation of bills of entry, processing dispatch, delivery to the destination



Warehousing (CFS)

- ~1,80,000 sq. ft exclusive warehouse space under management dedicated for our customers
- ~6,00,000 sq. ft exclusive tie ups of Empty Parks for loading, unloading and storage of containers



Transportation

- Own 330 HCV's & Excl. Tie ups for another 35 vehicles
- 64 Global partners across the world, these are long term relationships built over the last decade



Project Cargo

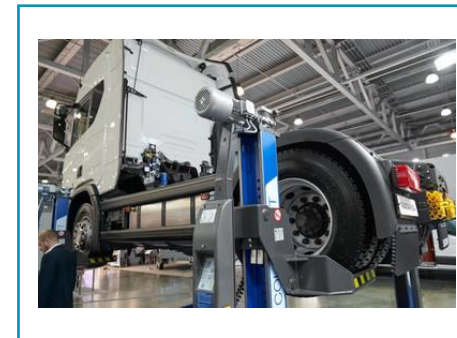
We offer safe, environmentally friendly, tailor-made and cost-effective logistics solutions

- Project Management
- Logistics Personnel
- High & Heavy lifting
- Freight Forwarding
- Warehousing



Fueling Station

- Quality Refined Petrol & Petroleum Products
- Complete range of Lubricants from Shell and Servo



HCV's Dealership

- Dealership agreement with Ashok Leyland for sale & service of Heavy Commercial Vehicles and spare parts
- Showrooms & workshops at all three locations:
 - 20 bays at Gandhidham,
 - 15 bays at Mundra &
 - 6 bays at Bhuj



Most trustworthy and popular Custom Broking Agents, offering **World Class Custom Clearing Services**

It is our endeavor to enhance our customer's delight by offering them **right solution at right time**

Multiple cargo handling experts

Handling over ~6,000 TEU's on Monthly basis

Timely EXIM advice to customers

24 hours port operation team

Unparalleled Custom Broking Services

Custom clearance service to customers covering both Air and Sea

Special attention to all the details involved in the customs clearance process both **National and International** and ensure that our customs department is constantly updated regarding new laws and regulations as well as export Consignment Clearance.

We facilitate shipment of Import and Exports in the **shortest possible time span**

- **Export customs clearance** i.e. Preparation of shipping bill (on the basis of shippers letter of instruction), classification for drawback, DEPB or DEEC, receipt of goods, measurement, Weighment as also marking, labeling processing customs clearance, customs examination and obtaining customs out charge and handling over international carriers.
- **Import customs Clearance** i.e. HSN classification, rate of duty, preparation of bills of entry, processing the customs clearance, assessment, customs examination and obtaining customs out of charge and arranging dispatch, delivery to the destination.

Pan India Presence for Road Transportation



- ✓ Strategically operations controlled through a spread-out network of offices and depots, including offices at checkpoints as well, this service handles and delivers a variety of cargo across the country with professional ease.
- ✓ Standardized surface transportation services, with an assurance of safe handling of the goods.
- ✓ Goods delivered in flawless condition, thereby providing absolute satisfaction to our clients.
- ✓ Efficient & reliable services with utmost sincerity and dedication
- ✓ Services with clearly defined transit times given to customers the security they need in order to budget reliably and keep an exact control of the flow of good
- ✓ Possess trucks, trailers and road tankers of all different sizes and payload capacities.

373+ operational trucks for road transport across India

24 hours working team for road transport

Own manufacturing facility for truck trolley

Material Handling Equipment's

Access to the full range of material handling equipment such as cranes, lighters, heavy lift trucks for sea and overland operations.



Experienced Personnel

Experienced and specialized personnel for project cargo logistics with industry domain knowledge and handling skills



Infrastructure Facilities

Well equipped with efficient and effective infrastructure facilities to handle all types of project cargoes in India



One Stop Solution

Our experience allows us to develop a comprehensive strategy that takes into consideration every facet of the project, from freight evaluation and carrier selection, to site surveys and route clearances all under one roof



Time & Cost Saving

Comprehensive logistics services to meet requirements on time for efficient schedule of the project, thus leading to time and cost savings



Global Reach

Process begins when purchase orders are issued and involves moving cargo of all sizes and dimensions across the globe to the final site destination



Specialize in providing Customized Solutions for the safe conveyance of **over dimensional, heavy and bulky cargo**

Fueling Station

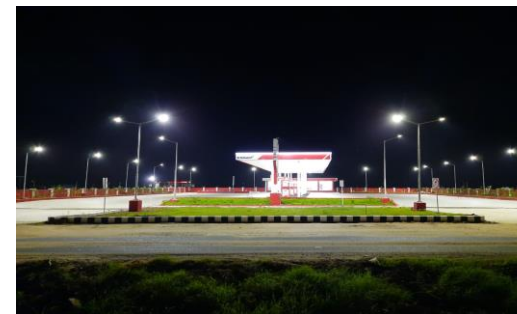
One Stop Solution for all Fuel & Lubricant requirements with the biggest fuel storage capacity in Kutch region among all **Essar outlets**

Services Offered






- Quality **Refined Petrol** & Petroleum Products
- Complete **range of Lubricants** from Shell and Servo
- Sufficient Area with **5 re-fueling points** enabling us to provide faster service
- **Payment** acceptance through any **electronic mode** including Fleet Plus account provided by Essar
- Pump being situated on **two adjoining points** with National Highway

Amenities Provided

- Purified and Clean **Drinking Water Facility**
- Sanitized and separate **Washroom Facility** for Male & Female
- **Gardening Area** to take care of Environment & Nature

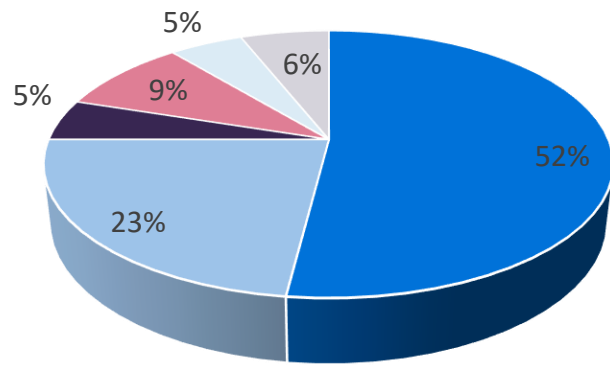


Dealership agreement with **Ashok Leyland** for sale of heavy commercial vehicles and its spare parts across 3 locations in Kachchh District, Gujarat.

	Sale of HCV's & Spare Parts	Three elite showrooms for sale of HCV's & spare parts as per the needs of fleet owners
	Servicing Workshop	Workshops for servicing of heavy commercial vehicles across all three locations
	Leverage & Strengthen Relations with Fleet Owners	Strengthen our existing relationships further by catering to the needs of fleet owners for new purchase, sale of spare parts and servicing of their fleet.
	Strategically Located	Strategically located at Gandhidham (20 bays), Mundra (15 bays) & Bhuj (6 bays) covering the entry & exit points of the Kachchh District
	Cost Saving & Synergies	Strategic fit to our transportation segment to service our own fleet of ~373 trucks and commercial vehicles thereby leading to cost saving & synergies

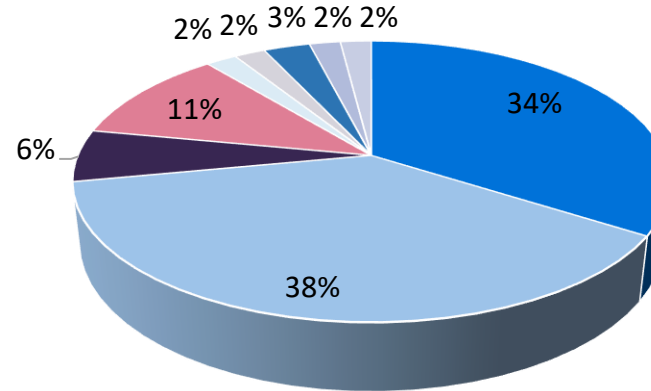
Industry Diversification Strategy

FY21



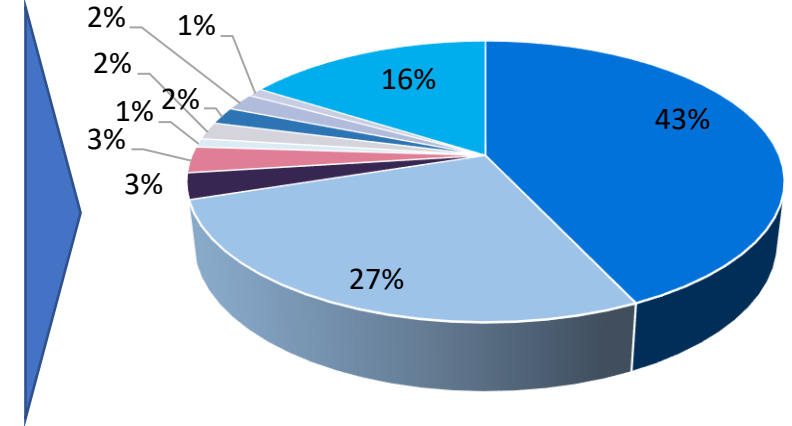
■ Marble & Granite ■ Ceramic Tiles
■ Paper ■ Textile
■ Machinery ■ Other

FY22



■ Marble & Granite ■ Ceramic Tiles
■ Paper ■ Textile
■ Machinery ■ Other
■ Agri ■ Wood
■ Steel

FY23



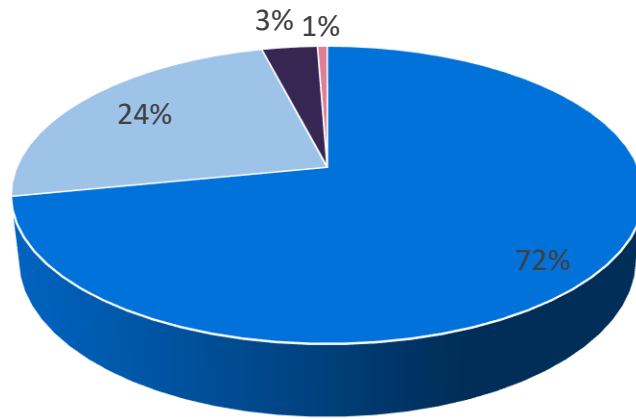
■ Marble & Granite ■ Ceramic Tiles
■ Paper ■ Textile
■ Machinery ■ Other
■ Agri ■ Wood
■ Steel ■ Rubber

Improving Industry Diversification

- Over the years our strategy of industry diversification has worked well for the company. Contribution from Marble & Granite has decreased from 52% in FY21 to 34% in FY22 and stands at 43% for FY23
- We have been focusing on various other industries like Paper, Textile, Glass and other sectors to reduce dependency on the core sectors of Marble & Granite and Ceramic Tiles. Other sectors cumulatively now contribute ~30% of the revenues for FY23

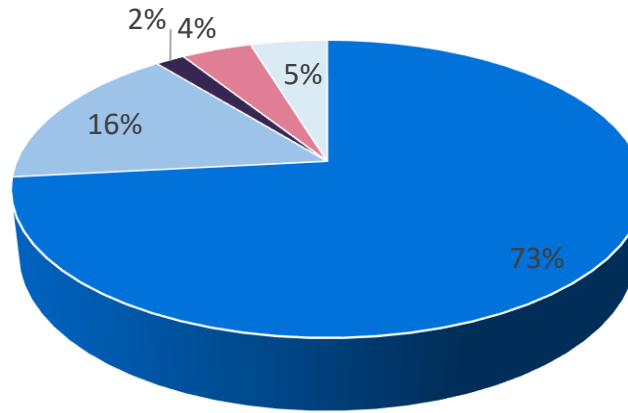
Revenue Diversification Strategy

FY21



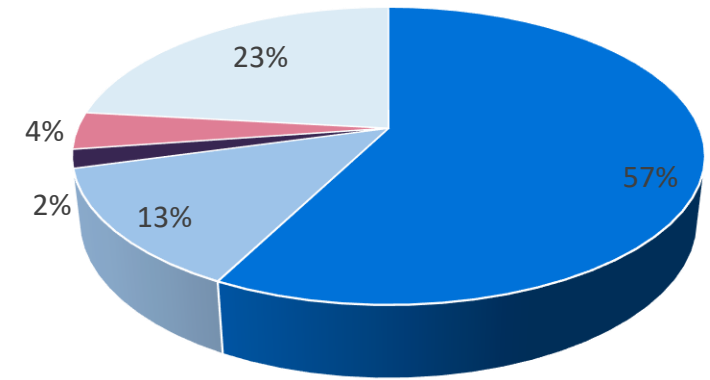
- Clearing & Forwarding
- Transportation/Last Mile
- Others
- Petroleum & Petroleum Products

FY22



- Clearing & Forwarding
- Transportation/Last Mile
- Others
- Petroleum & Petroleum Products
- Sale of HCMV

FY23



- Clearing & Forwarding
- Transportation/Last Mile
- Others
- Petroleum & Petroleum Products
- Sale of HCMV

Revenue Diversification

- We have been focusing on creating new revenue streams for the business. We have been adding multiple services and other revenue streams and are optimistic of addition of meaningful revenue from diversified services going forward.
- Our new vertical of sale and repairs of HCMV contribution has increased from ~5% in FY22 to ~23% in FY23

Marquee Customers





Testimony of Excellence



Accuracy Shipping awarded with **1st place** for outstanding contribution in achieving highest HSD Volumes in west II zone for the year 2021 at Zonal Franchisee Meet 2022.



Divya Bhaskar covers Accuracy Shipping Ltd.'s CMD Mr Vinay Tripathi in a special book release “**Estrellas of Kutch - Desert Doyens**”, a book based on Top 21 Businessmen of Kutch District”.



Accuracy Shipping Ltd awarded as **Shipping Company of the year for 2018**, The Award Ceremony was organized In Association with **CNBC - TV18**



Accuracy Shipping Limited Wins **Gold award** in Top 200 MSME's in India



Accuracy Shipping Limited won the Award of **WCA Best Partner** of Indian Sub-Continent 2017



Accuracy Shipping Limited Wins ‘Gujarat Star Award’ as ‘**Fastest growing logistics company**’ of the year.



Accuracy Shipping Limited Wins **Bronze award** for MSME Excellence

Board of Directors



Vinay Tripathi

Managing Director

1st Generation entrepreneur and guiding force behind all the strategic decisions of the Company and is entrusted with the responsibility of looking after the overall management and operations of the Company. Mr. Vinay has experience of over two decades in the logistics business.



Rama Vinay Tripathi

Whole Time Director

Experience of more than 14 years in the Logistics Industry & looks after administration and human resource department of Accuracy Shipping Limited.



Vikas Jain

Director

Qualified Company secretary with experience in the field of corporate matters and company law. Studied LLM and is also holding a Custom Broker License



Rahul Mandowara

Director

Technical expertise of logistics industries and overlooks into the Strategic & Business Management for Accuracy Shipping Limited.



Jayantiram Choudhary

Director

Experience of over 20 years in Accounting and Strategic & Business Management.



Shankarlal Bochaliya

Director

Experience of more than 15 years in the field of Accounting & Taxation



Dr. Vishal Bisen

Director

Multitalented personality with proven track record in the field of Logistics / Shipping / Supply Chain Management having more than 28 years of professional experiences with Doctorate (Ph. D.) degree in Management Science



Raj Kumar Poddar

Director

Chartered Accountant by profession and having an vast experience of 42 years in various diversified Industries



Varun Kacholia

Director

Investment Banker by profession and has 15 year of experience in Due Diligence and Business Advising.

Experience Management Team



Vinay Tripathi

Managing Director

1st Generation entrepreneur and guiding force behind all the strategic decisions of the Company and is entrusted with the responsibility of looking after the overall management and operations of the Company. Mr. Vinay has experience of over two decades in the logistics business.



Rama Vinay Tripathi

Whole Time Director

Experience of more than 14 years in the Logistics Industry & looks after administration and human resource department of Accuracy Shipping Limited.



Ravi Jagwani

Operations Head

Having an experience of Forwarding & Road Transportation of More than 15 years, Currently looking after all the exports related activities



Ashish Lalwani

Chief Financial Officer

Qualified MBA, LLB and holds diploma in taxation, having a vast experience in Finance & Legal of more than 8 years. Managing strategic functions, finance & operations of the company



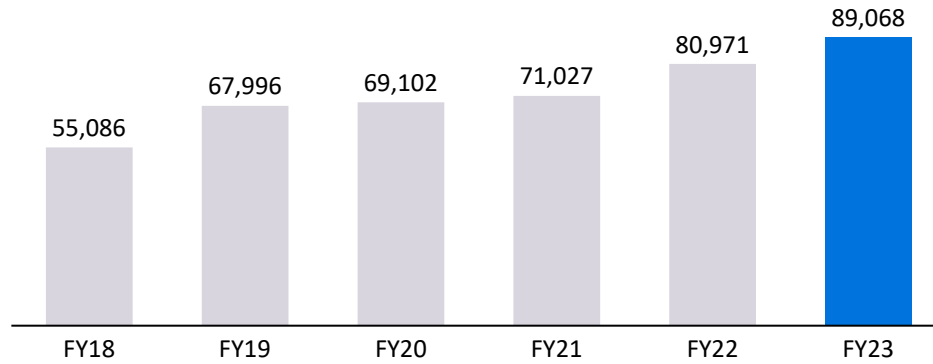
Shipra Jhanwar

Company Secretary

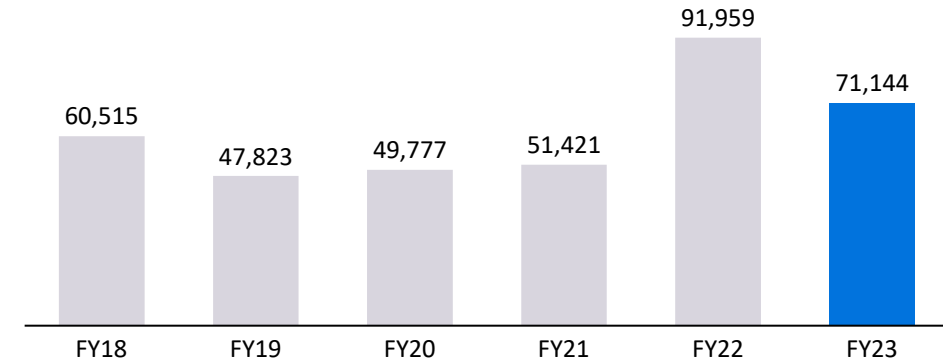
Responsible for all legal & compliance activities for Accuracy

Key Operational Highlights

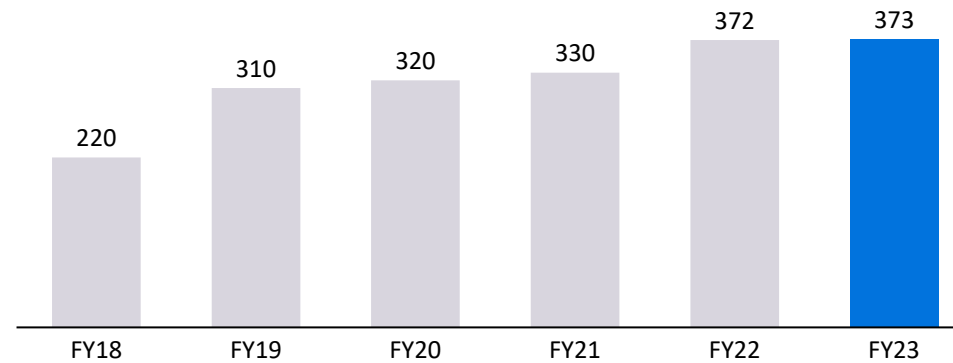
Containers Handled (in. Nos)



Average Realization (INR)



No. of Operational Trucks



At Accuracy, we always look for an opportunity **to serve the Society** and to make a world a better place

Joining Hands with Shri Ratanlal Kanwarlal Patni Foundation

A Trust which is actively involved in the activities like Healthcare by providing Financial assistance for medicines and treatment to needy patients, Donated/Constructed buildings for hospitals, Medical/Health Camps, Education by providing financial assistance to needy and brilliant students by providing Scholarships, Pension by providing monthly pension to needy people like widows, old aged, poor, handicapped, etc. Donation for natural calamities The Trust donates substantially during natural calamities like earthquakes, tsunamis, floods, droughts, etc.

Focused Areas

Education



Our aim is to complete the lackage issue of infrastructure, by providing trained and skilled teachers, by providing computers knowledge to students, by provide extra curriculum activities to students (like sports, dancing, arts etc.) to make them more advanced.

Healthcare



Our aim is to provide Good health & Well being of the people of society by providing them Free Medical /Health checkup camps so they become more active to take care towards their health. Blood donation can help to save lives who need help.

Natural Calamities



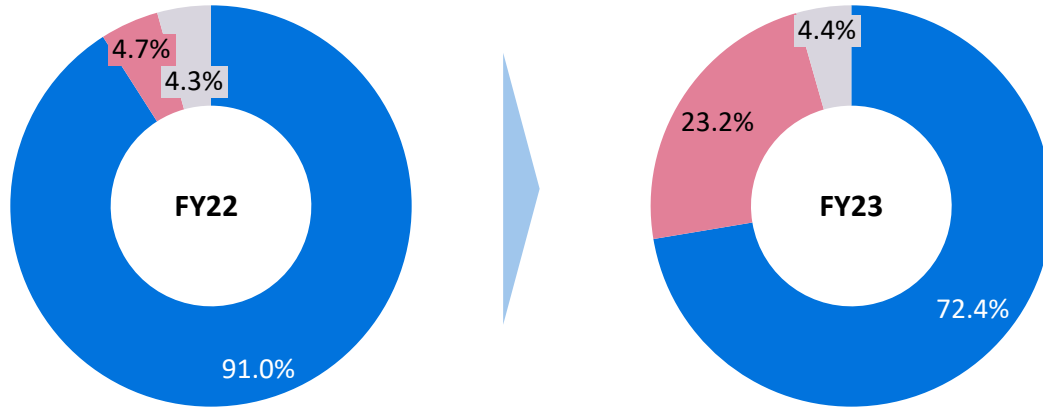
Our aim is to provide relief work to the affected areas. To provide shelter to the needy & poor people and also re-establishing schools/hospitals during natural calamities. Providing them food, water, first-aid kits, clothes etc. during natural calamities.

Financials Section

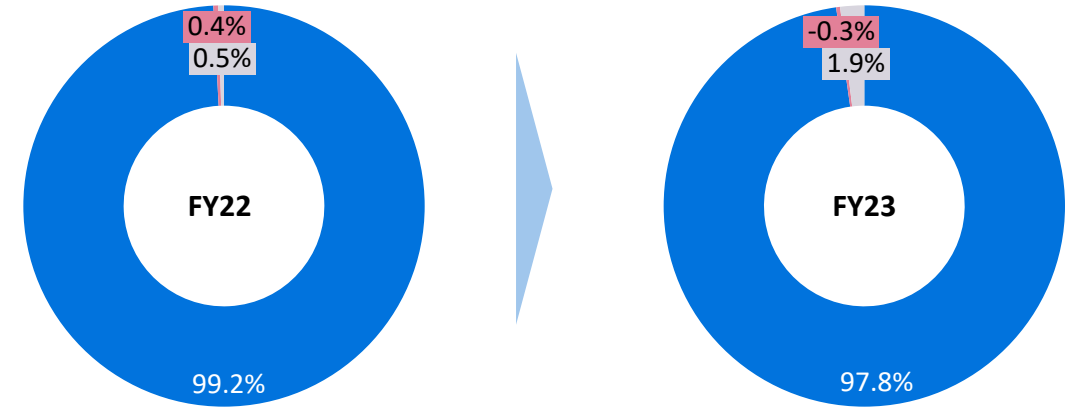


FY23 Segmental Break-up

Segmental Revenue Break up (%)



Segmental EBIDTA Break up (%)

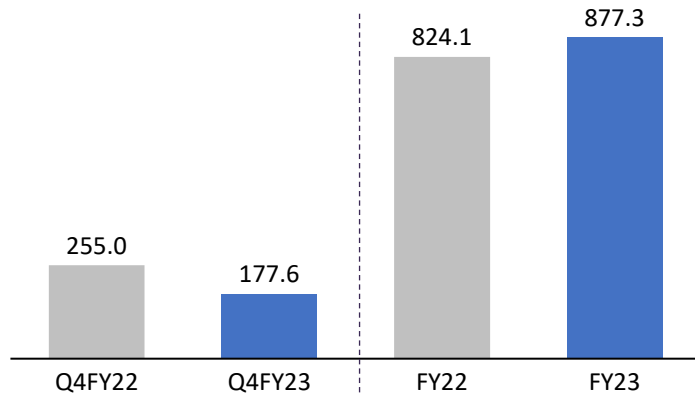


■ Logistics Services ■ Commercial Vehicles ■ Petrol & Petroleum Products

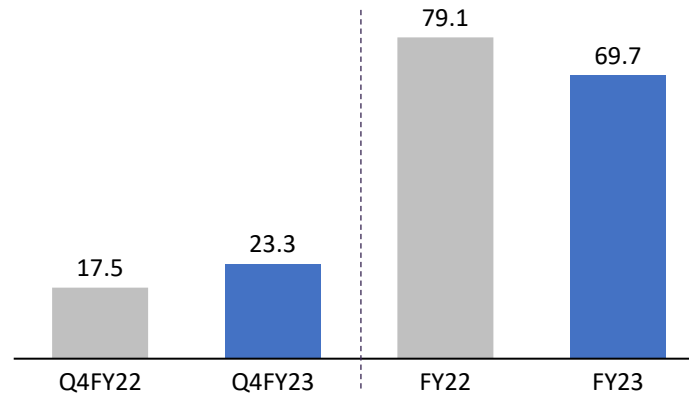
- Revenue for FY23 across Logistics, Commercial vehicles and Petrol & petroleum products stood at 72.4%, 23.2% & 4.4% respectively
- EBIDTA for the year were impact on higher share of revenue from commercial vehicles which started in Q4 of FY22, as envisaged the costs have started to stabilize and we are seeing gradual improvement in margin
- EBIDTA from sale of petrol & petroleum products for FY23 stood at Rs 0.67 crores as compared to 0.21 crores in FY22

Q4 & FY23 Key Financial Highlights

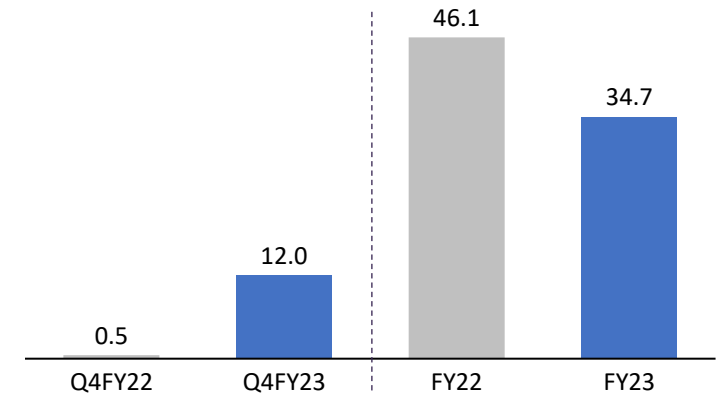
Revenue (Rs. in Crs)



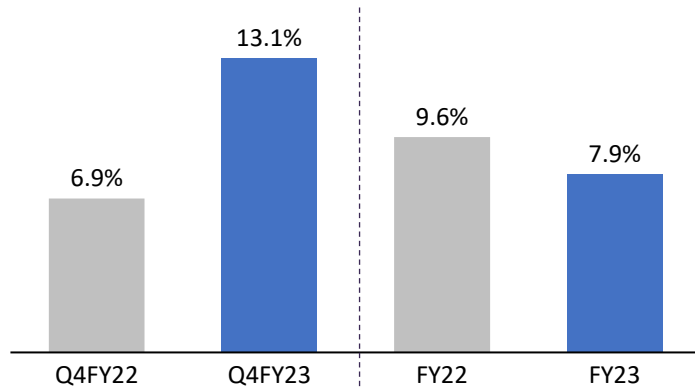
Gross Profit (Rs. in Crs)



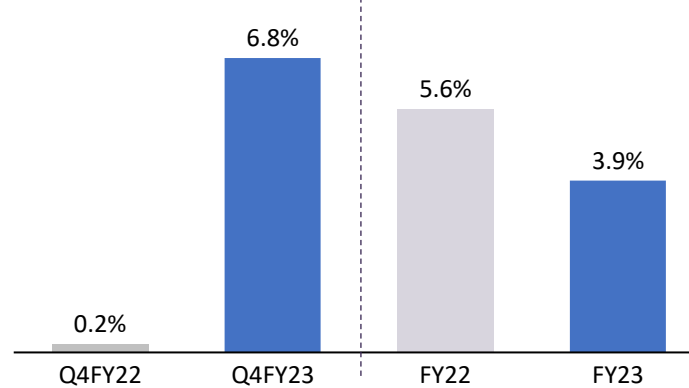
EBIDTA (Rs. in Crs)



Gross Profit Margins (%)



EBIDTA Margins (%)



- Revenue for FY23 stood at Rs. **877.3 crs** as compared to Rs. 824.1 crs in FY22, representing a growth of **6.5%**. Revenue for Q4FY23 stood at Rs. **177.6 crs**
- Gross Profit for Q4FY23 stood at Rs. **23.3 crs** as compared to Rs. 17.5 crs for the same quarter last year. GP margin for Q4FY23 stood at **13.1%**
- EBIDTA margins for Q4FY23 stood at Rs. **12.0 crs** as against Rs 0.5 cr. The EBIDTA margin for Q4FY23 stood at **6.8%**. The uptick in the margin is account of:
 - Stabilization of costs of the new verticals of sale & service of commercial vehicles & spare parts
 - Better realizations for the quarter

Q4 & FY23 Profit & Loss Statement

Particulars (Rs. in Crs)	Q4FY23	Q4FY22	Y-o-Y	Q3FY23	Q-o-Q	FY23	FY22	Y-o-Y
Revenue from Operations	177.6	255.0	-30.4%	212.8	-16.6%	877.3	824.1	6.5%
Operative Expenses	98.8	176.0		118.8		557.4	629.6	
Purchase of Stock in Trade	53.5	73.5		88.7		266.9	131.1	
Changes in Inventories of Finished Goods, Work-in-Progress	2.0	-12.1		-8.4		-16.6	-15.7	
Gross Profit	23.3	17.5	33.1%	13.6	71.3%	69.7	79.1	-24.6%
Gross Profit Margin (%)	13.1%	6.9%		6.4%		7.9%	9.6%	
Employee Cost	3.0	2.7		4.5		14.1	9.9	
Other Expenses	8.3	14.3		1.4		20.9	23.1	
EBITDA	12.0	0.5	23 times	7.7	56.2%	34.7	46.1	-50.5%
EBITDA Margin (%)	6.8%	0.2%		3.6%		3.9%	5.6%	
Depreciation	3.1	3.3		3.5		12.3	12.5	
Other Income	-0.2	0.9		0.6		1.5	2.0	
EBIT	8.6	-2.0	NM	4.8	80.2%	23.8	35.6	-59.8%
Finance Cost	2.2	2.4		3.5		11.8	8.8	
Profit before Tax	6.4	-4.3	NM	1.3	395.5%	12.0	26.8	-82.1%
Tax	0.7	0.0		1.4		3.8	8.7	
Profit After Tax	5.7	-4.4	NM	-0.1	NM	8.2	18.1	-88.8%
Profit After Tax Margin	3.2%	-1.7%		-0.1%		0.9%	2.2%	

Consolidated Balance Sheet

Assets (Rs. in Crs)	Mar-23	Mar-22
Non-Current Assets		
Property, plant and equipment	68.1	49.6
Intangible assets	5.7	6.6
Capital work-in-progress	0.0	4.5
Financial Assets		
i. Loans	0.0	0.8
ii. Other Financial Assets	1.0	0.8
Total Non Current Assets	74.8	62.3
Current Assets		
Inventories	31.7	17.5
Financial Assets		
i. Trade receivables	106.8	134.4
ii. Cash and cash equivalent	2.4	1.9
iii. Bank Balance Other than (ii) above	13.4	6.2
Current Tax Assets (Net)	4.5	0.0
Other current assets	52.6	78.1
Total Current Assets	211.4	238.1
Total Assets	286.2	300.4

Equity & Liabilities (Rs. in Crs)	Mar-23	Mar-22
Equity		
Equity share capital	15.1	15.1
Other equity	100.6	93.5
Total Equity	115.6	108.6
Non-Current Liabilities		
Financial Liabilities		
i. Borrowings	16.7	38.5
ii. Other financial liabilities	5.2	5.4
Provisions	0.8	0.4
Deferred tax liabilities (net)	1.5	1.4
Total Non-Current Liabilities	24.1	45.7
Current Liabilities		
Financial Liabilities		
i. Borrowings	92.2	78.9
ii. Trade payables	39.7	49.9
iii. Other financial liabilities	0.7	0.8
Other current liabilities	13.7	16.4
Current tax liabilities (net)	0.0	0.1
Total Current Liabilities	146.4	146.1
Total Liabilities	170.6	191.8
Total Equity & Liabilities	286.2	300.4

Consolidated Abridged Cash Flow Statement

Cash Flow Statement (Rs. Crs.)	Mar-23	Mar-22
Net Profit Before Tax	12.0	26.8
Adjustments for: Non - Cash Items / Other Investment or Financial Items	23.1	20.4
Operating profit before working capital changes	-11.1	6.4
Changes in working capital	60.9	17.5
Cash generated from Operations	49.8	-11.1
Direct taxes paid (net of refund)	3.7	8.1
Net Cash from Operating Activities	46.1	-19.2
Net Cash from Investing Activities	-25.1	-10.9
Net Cash from Financing Activities	-20.5	26.8
Net Decrease in Cash and Cash equivalents	0.5	-3.3
Add: Cash & Cash equivalents at the beginning of the period	1.9	5.2
Cash & Cash equivalents at the end of the period	2.4	1.9



Significant improvement in Cash flow from operations to support debt reduction going forward

Commenting on the Q4 & FY23 results Mr. Vinay Tripathi, Managing Director of the company said:

“Revenue from operations for the quarter ended March’23 stood at Rs 178 crores and the Gross Profit for the same period stood at Rs 23 crores. With freight rates normalizing and better capacity utilization, we have seen improvement in gross margins for the quarter which stood at 13.1%. With the expansion in gross margin and operating leverage playing in we have delivered the EBITDA Margin of 6.8%.

*We believe our three-fold strategy of **revenue diversification; industry diversification and addition of wallet share in existing customers** acts as an ancillary to the performance we have delivered. We are confident that this strategy will continue to play a pivotal role in the growth of the company.*

Revenue for the year stood at Rs 877 crore, representing a year-on-year growth of 6.5%. The year witnessed many challenges on the back of geopolitical uncertainties, slowdown in the global economy, lack of container availability, and moderating freight rates. All these factors impacted our performance, but we see a revival in the ocean freight rates and global trade as indicated in the performance of the quarter gone by.

At ASL, we are dedicated towards providing unparalleled quality service and customizable end to end logistics solutions across the value chain.”

End-to-End Logistics Player

- To benefit from large scale presence across value chain by offering logistical solutions under single roof i.e. from Point of Origin to Point of Destination

Revenue Diversification

- Adding new streams of revenue through backward & forward integration to strengthen our bouquet of logistical services

Industry Diversification

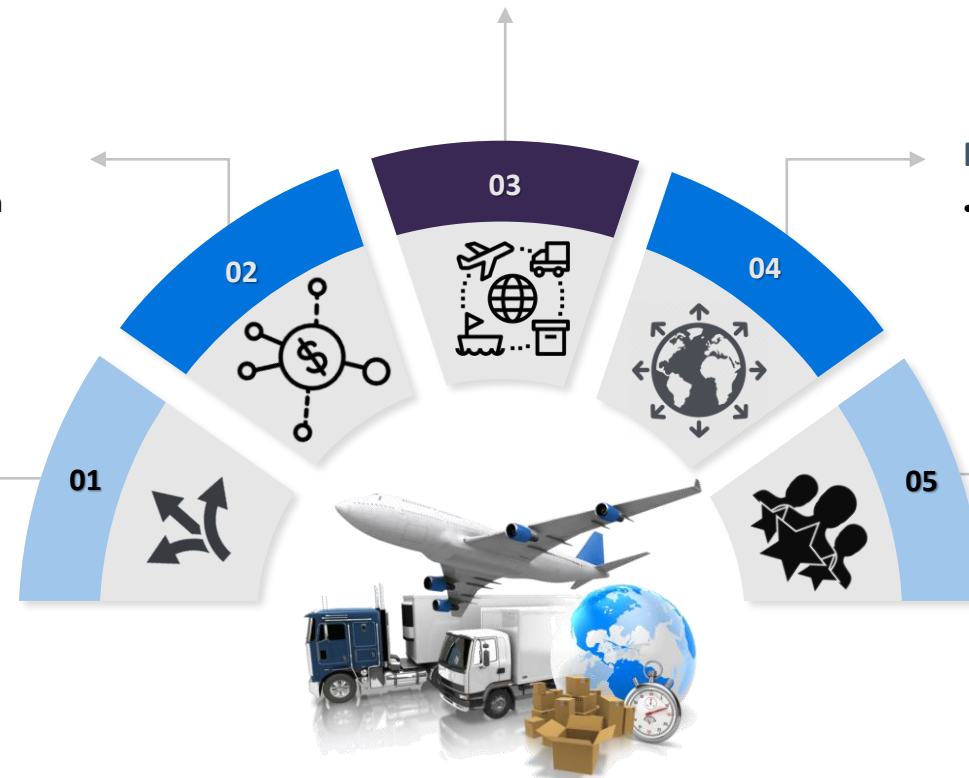
- Catering to diversified industry to accelerate the revenue & profit growth

Pan India Presence with Global Network

- Presence across India with 14 offices and more than 60 agency agreements across the globe to cater to the growing logistical needs for cross border transactions

Large Marquee Customer base

- More than 1900 customers across industry giving us revenue sustainability going forward





Thank You

For further information, please contact

Company:	Investor Relations Advisors:
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