



# Accuracy Shipping Limited

Investor Presentation – November 2022



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## Accuracy Shipping Limited End to End Logistics Solution Provider

**372+**

Operational Trucks

**1,80,000+**

Sq. Ft Warehouse Under  
Management

**14**

Branch Office Across  
India

**64**

Agency agreement  
across the Globe

**350+ & 400+**

Employees & Trained  
Drivers

**42652+**

Containers handled in  
H1FY23



# 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.

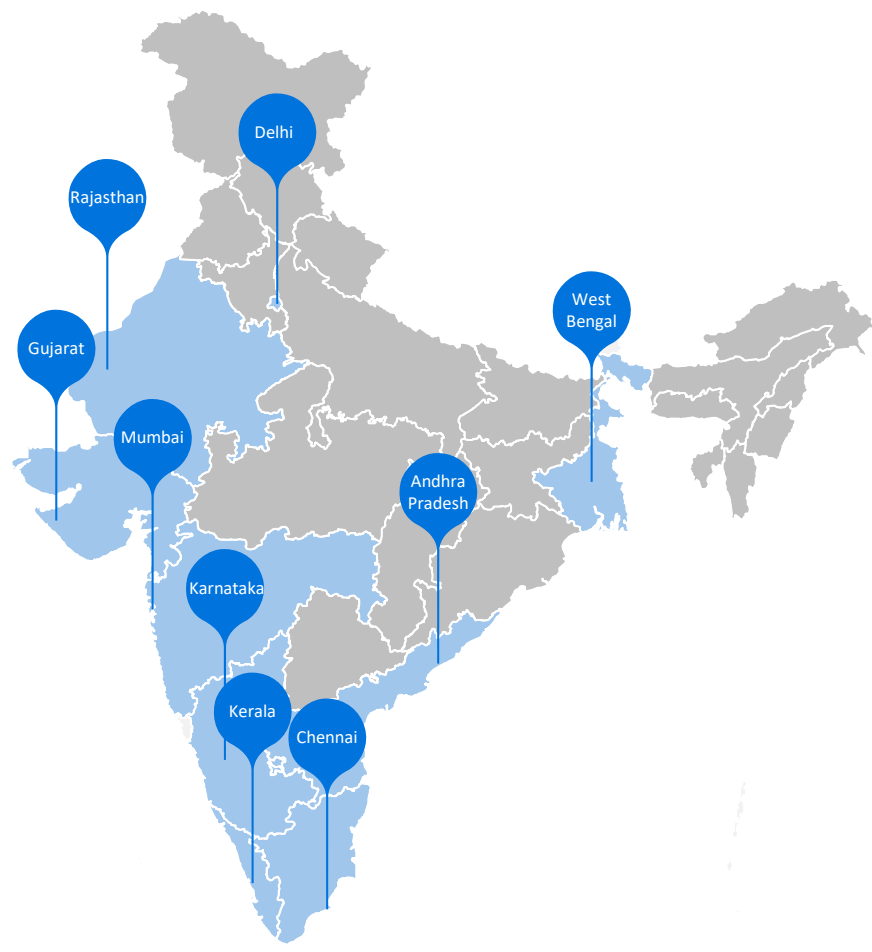


# Presence across the Value Chain

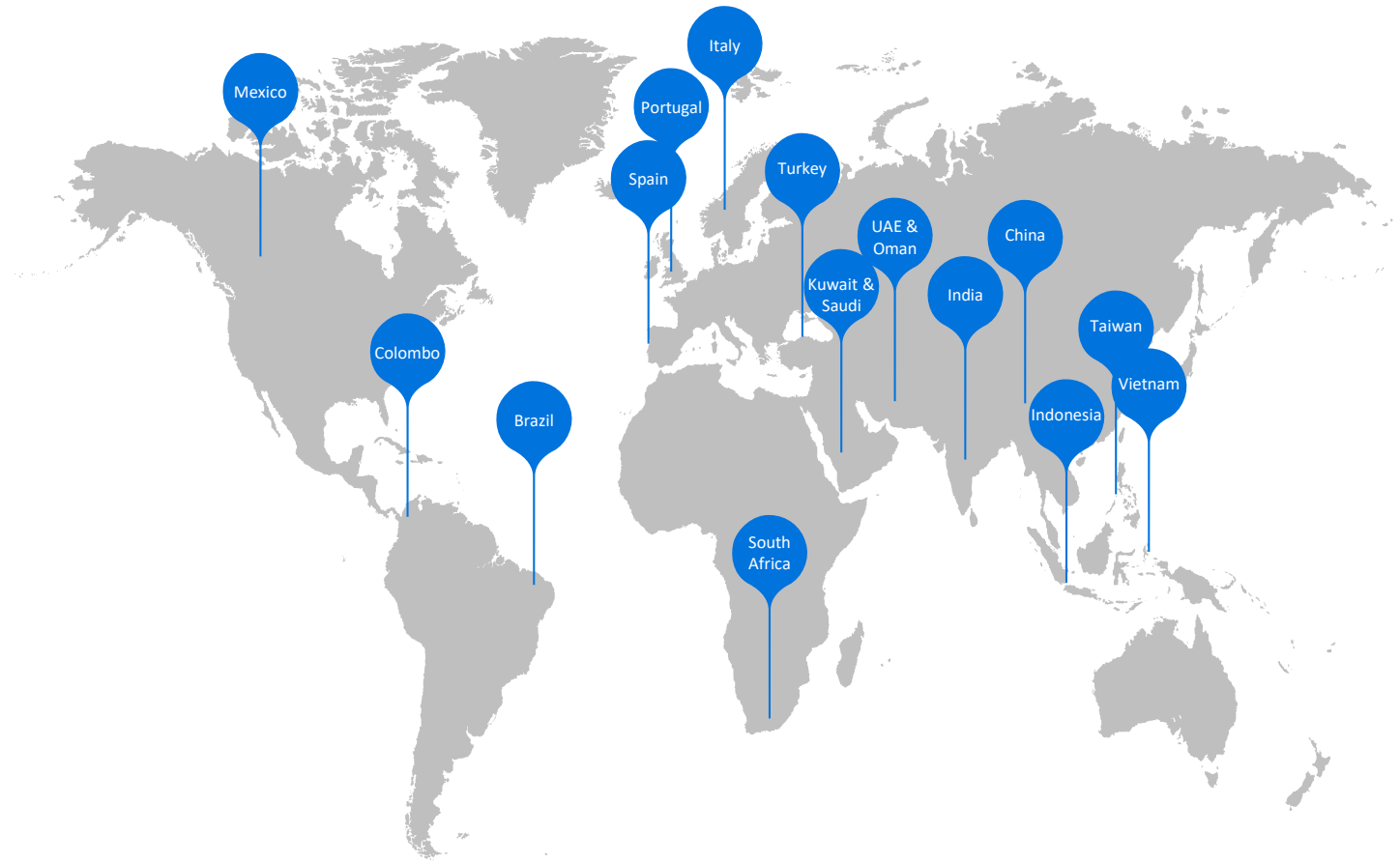
Presence Across the value chain for  
**Bundled as well as Standalone services**



## 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

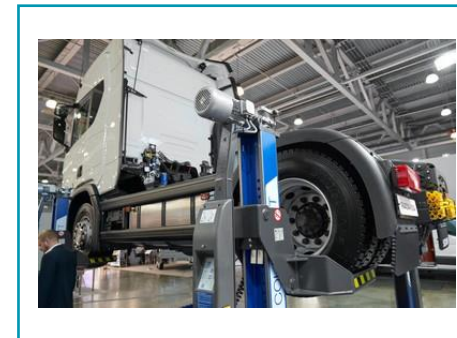
We offer safe, environmentally friendly, tailor-made and cost-effective logistics solutions

- 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.

372 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

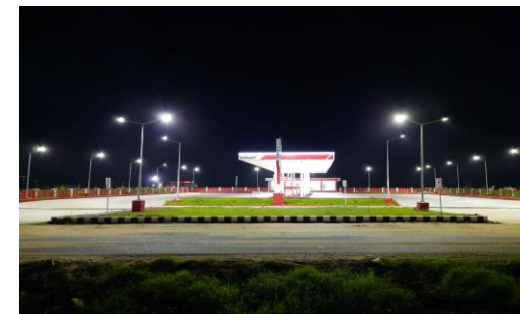
**One Stop Solution** for all Fuel & Lubricant requirements with the biggest fuel storage capacity in Kutch region among all **Essar outlets**

## 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

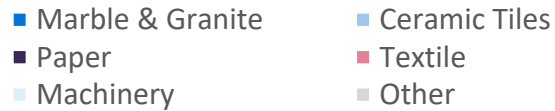
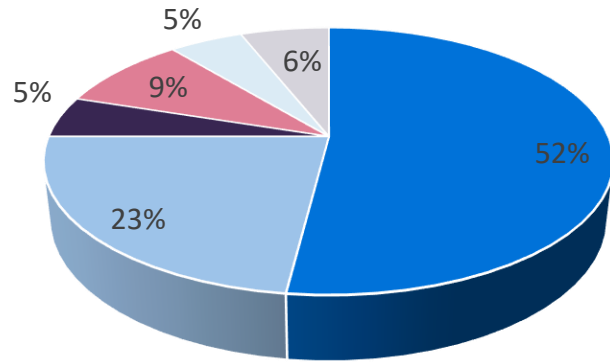


Dealership agreement with **Ashok Leyland** for sale of heavy commercial vehicles and its spare parts across 3 locations in Kachchh District, Gujarat.

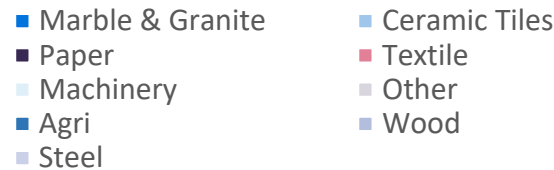
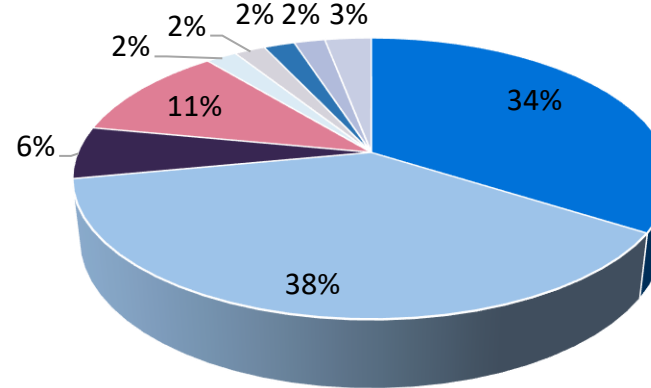
	Sale of HCV's & Spare Parts	<b>Three elite showrooms</b> for sale of HCV's & spare parts as per the needs of fleet owners
	Servicing Workshop	<b>Workshops for servicing</b> of heavy commercial vehicles across all three locations
	Leverage & Strengthen Relations with Fleet Owners	<b>Strengthen our existing relationships</b> 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) <b>covering the entry &amp; exit points of the Kachchh District</b>
	Cost Saving & Synergies	Strategic fit to our transportation segment to <b>service our own fleet</b> of ~372 trucks and commercial vehicles thereby leading to <b>cost saving &amp; synergies</b>

# Industry Diversification Strategy

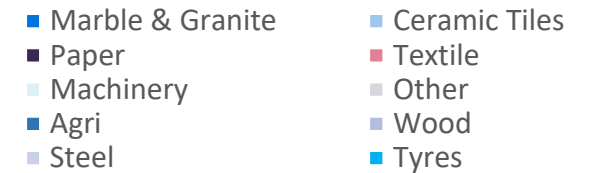
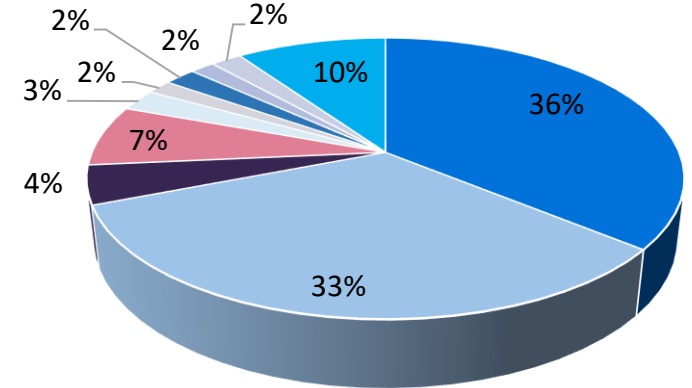
FY21



FY22



H1FY23

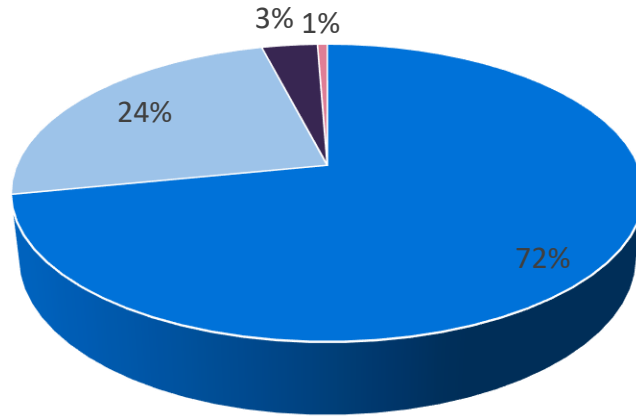


## Improving Industry Diversification

- 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 36% for H1FY23
- 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 ~2% of the revenues for H1FY23

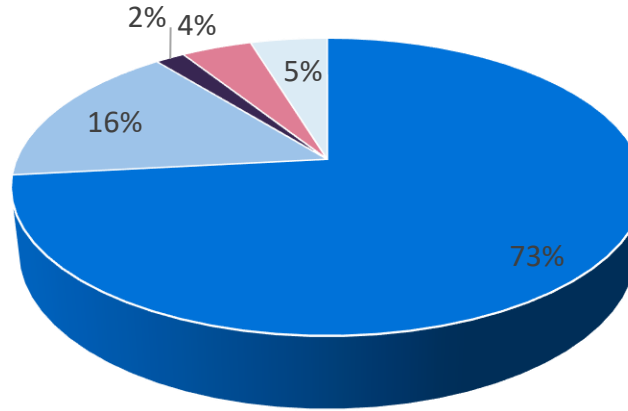
# Revenue Diversification Strategy

FY21



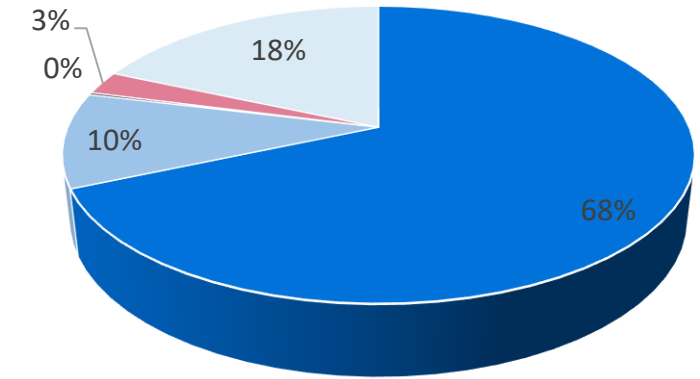
- Clearing & Forwarding
- Transportation/Last Mile
- Others
- Petroleum & Petroleum Products

FY22



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

H1FY23



- 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.

# Marquee Customers





## Testimony of Excellence



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



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 **Bronze award** for MSME Excellence





## Vinay Tripathi

Managing Director

1<sup>st</sup> 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



## 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



## Rahul Mandowara

Director

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

# Experience Management Team



## Vinay Tripathi

Managing Director

1<sup>st</sup> 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



## Hiren Sukhwani

Chief Financial Officer

Qualified MBA having a vast experience in Finance & Legal of more than 12 years. Managing strategic functions, finance & operations of Petroleum Division



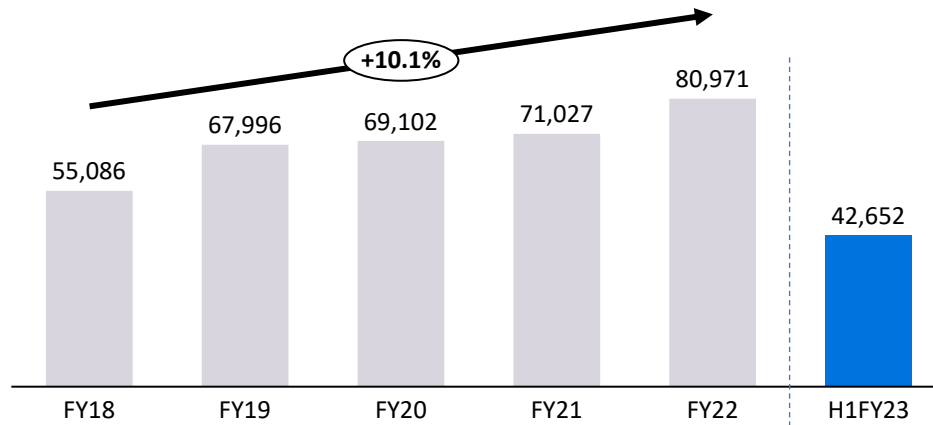
## Shipra Jhanwar

Company Secretary

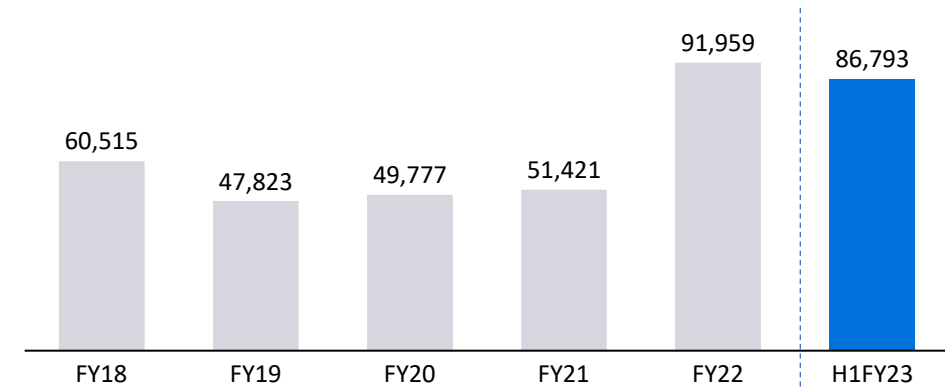
Responsible for all legal & compliance activities for Accuracy

# Key Operational Highlights

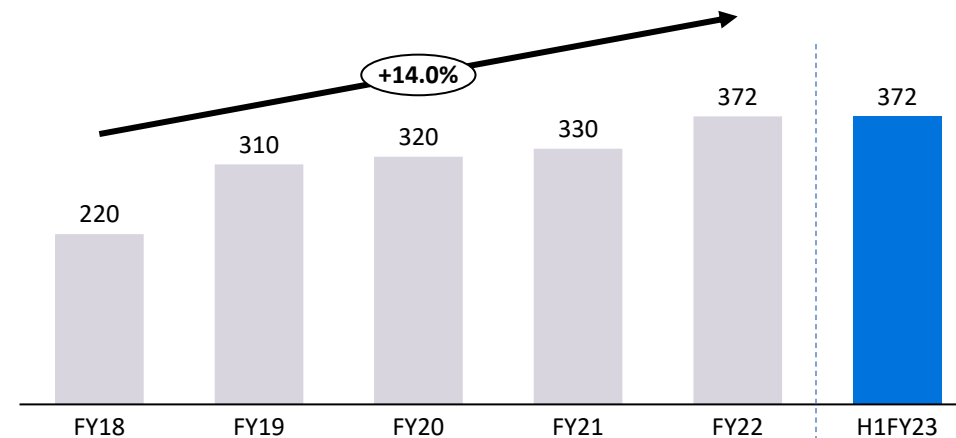
Containers Handled (in. Nos)



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



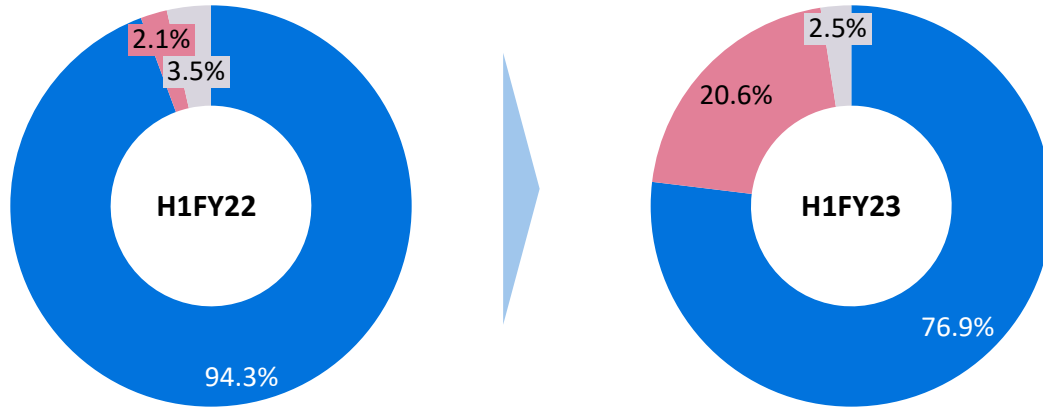
Our aim is to provide relief work to the affected areas. To provide shelter to the needy & poor people and also re-establishing schools/hospitals during natural calamities. Providing them food, water, first-aid kits, clothes etc. during natural calamities.

## Financials Section

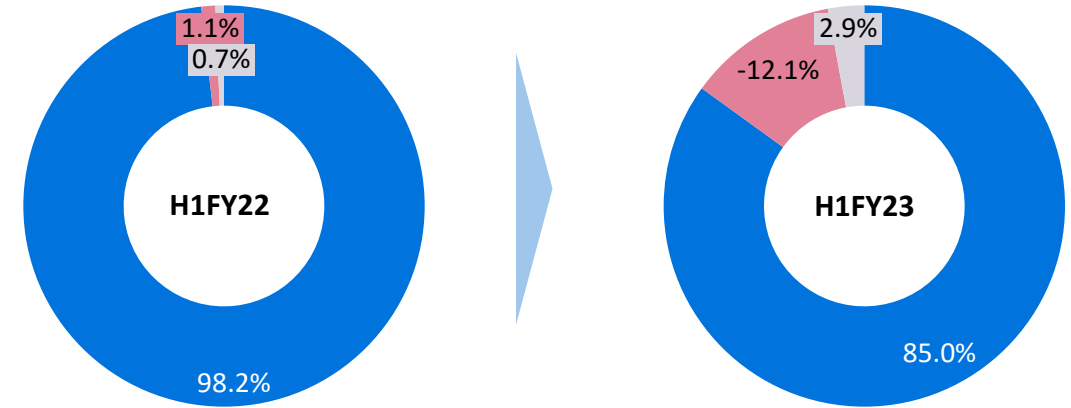


# H1FY23 Segmental Break-up

Segmental Revenue Break up (%)



Segmental EBIDTA Break up (%)

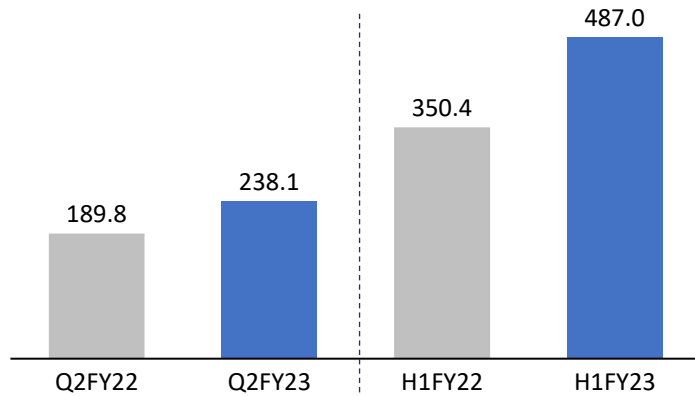


■ Logistics Services ■ Commercial Vehicles ■ Petrol & Petroleum Products

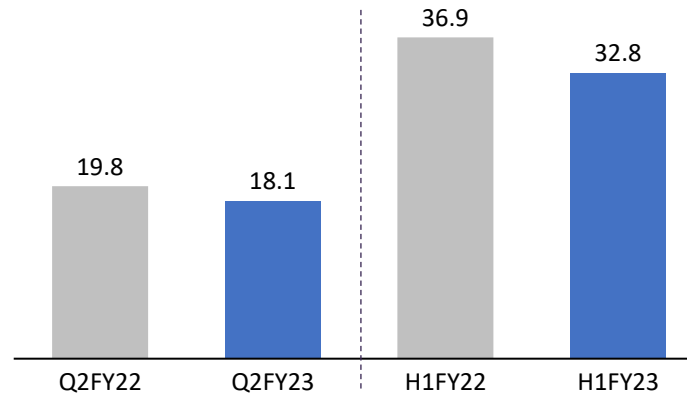
- Revenue for H1FY23 across Logistics, Commercial vehicles and Petrol & petroleum products stood at 76.9%, 20.6% & 2.5% respectively
- EBIDTA for the quarter were impact on higher share of revenue from commercial vehicles which started in Q4 of FY22, we envisage the costs to stabilize and increase in revenues will have an uptick in margins going forward
- EBIDTA from logistics services for H1FY23 stood at Rs 17.9 crores as compared to Rs 27.7 crs in H1FY22

# Q2 & H1FY23 Key Financial Highlights\*

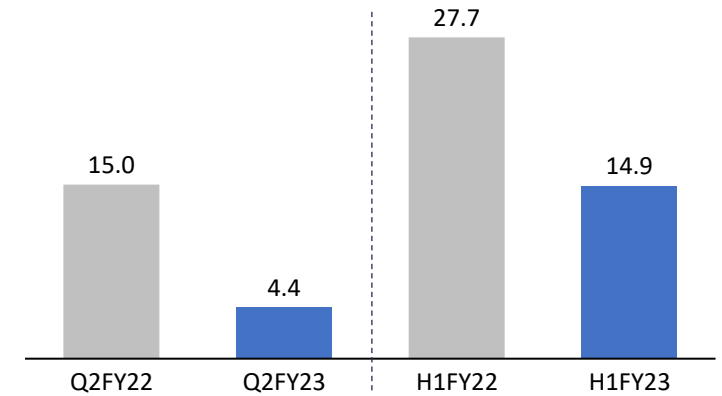
Revenue (Rs. in Crs)



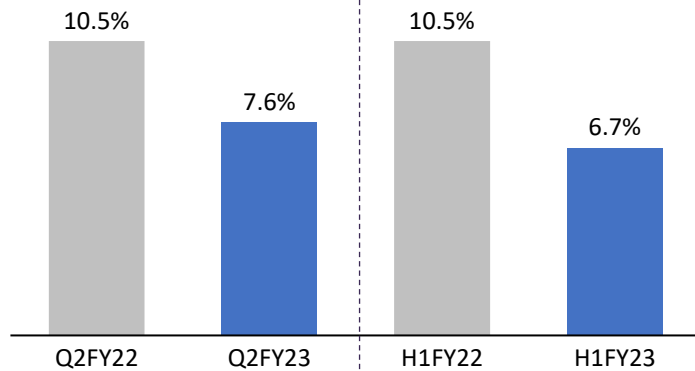
Gross Profit (Rs. in Crs)



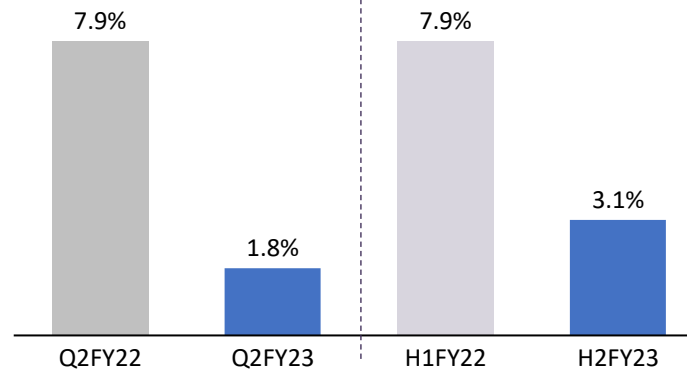
EBIDTA (Rs. in Crs)



Gross Margins Margins (%)



EBIDTA Margins (%)



- Revenue for Q2FY23 stood at Rs. 238.1 crs as compared to Rs. 189.8 crs in Q2FY22. Revenue for H1FY23 stood at Rs. 487 crs
- Gross Profit for H1FY23 stood at Rs. 32.8 vrs as compared to Rs. 36.9 crs. GP margin for Q2FY23 stood at 7.6%
- EBIDTA margins were impacted on account of
  - Low business volumes from Marbles, Granite & Tiles segment on account of uncertain situations in Morbi, Gujarat
  - Higher initial costs to stabilize the new business vertical of sale & repairs of commercial vehicles and its spares. Also, Service business of CV started in Q2FY23 for which revenues will ramp up over the next quarters

# Q2 & H1FY23 Profit & Loss Statement

Particulars (Rs. in Crs)	Q2FY23	Q2FY22	H1FY23	H1FY22
<b>Revenue from Operations</b>	<b>238.1</b>	<b>189.8</b>	<b>487.0</b>	<b>350.4</b>
Operative Expenses	164.4	148.6	339.8	279.6
Purchase of Stock in Trade	61.6	22.4	124.6	35.3
Changes in Inventories of Finished Goods, Work-in-Progress	-6.0	-1.1	-10.2	-1.4
<b>Gross Profit</b>	<b>18.1</b>	<b>19.8</b>	<b>32.8</b>	<b>36.9</b>
<b>Gross Profit Margin (%)</b>	<b>7.6%</b>	<b>10.5%</b>	<b>6.7%</b>	<b>10.5%</b>
Employee Cost	3.9	2.3	6.6	4.2
Other Expenses	9.9	2.6	11.2	5.0
<b>EBITDA</b>	<b>4.4</b>	<b>15.0</b>	<b>14.9</b>	<b>27.7</b>
<b>EBITDA Margin (%)</b>	<b>1.8%</b>	<b>7.9%</b>	<b>3.1%</b>	<b>7.9%</b>
Depreciation	3.1	3.1	5.7	5.9
Other Income	0.9	0.4	1.0	0.6
<b>EBIT</b>	<b>2.2</b>	<b>12.4</b>	<b>10.3</b>	<b>22.4</b>
Finance Cost	3.0	1.7	6.0	4.2
<b>Profit before Tax</b>	<b>-0.8</b>	<b>10.6</b>	<b>4.3</b>	<b>18.2</b>
Tax	-0.9	3.7	1.7	5.9
<b>Profit After Tax</b>	<b>0.1</b>	<b>6.9</b>	<b>2.6</b>	<b>12.3</b>
<b>EPS</b>	<b>0.27</b>	<b>4.59</b>	<b>1.69</b>	<b>8.18</b>



**Commenting on the Q2 & H1FY23 results Mr. Vinay Tripathi, Managing Director of the company said:**

*“Q2 & H1FY23 was a challenging period on the back of exports being impacted from our core industries of Marbles, Granites & Tiles on account of shut down of operations in Morbi region of Gujarat, for manufacturing of marbles and tiles in the months of September and October 2022.*

*We have also been witnessing inflationary cost pressures & issues of availability of containers on certain routes on account of geo-political tensions and uncertainty having negative impact on our margins. Margins were also impacted due to start of our service business of CV’s in Q2FY23, which have higher initial fixed cost and should stabilize as the revenue start building up in the second half of the year.*

*Going forward, we envisage that the situation will take a quarter to normalize, and we can expect normalized volumes and revenues from Q4FY23 onwards. Also, with the increase in volumes in our sale of CV’s business & increase in revenues from repairs and service business, we expect operating leverage play out and margins to elevate.*

*With our wide range of logistical services and addition of segments ancillary to logistics, we believe that we are on a growth trajectory. We are confident of this strategy playing out, witnessing higher growth in revenues & profitability in the long run. We remain focused on our three-fold strategy of **revenue diversification; industry diversification and addition of wallet share in existing customers** by cross selling additional services under one roof.*

*At ASL, we are committed towards providing **end to end logistics services across the value chain** and innovating our business model as per the needs of the customers and business.”*

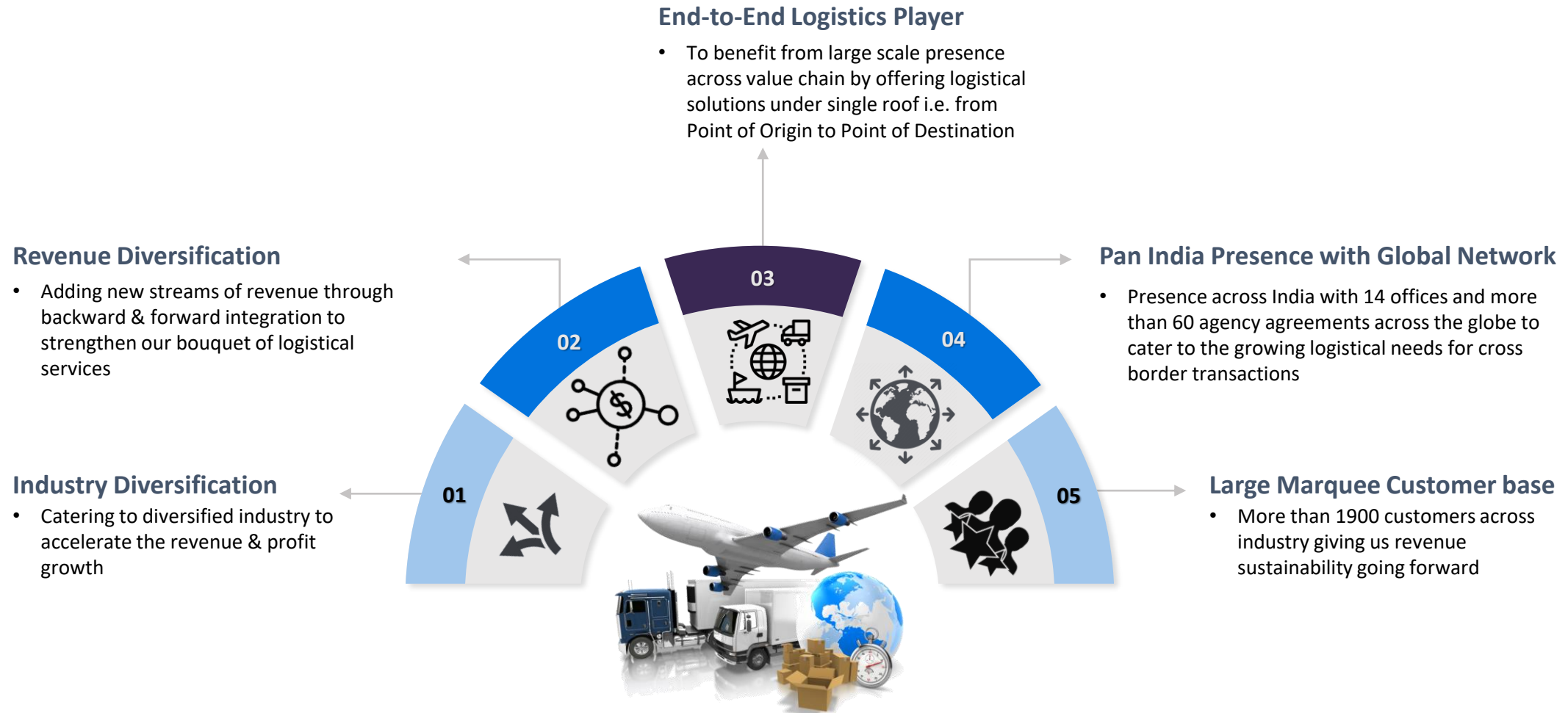
# Consolidated Balance Sheet

Assets (Rs. in Crs)	Sep-22	Mar-22
<b>Non-Current Assets</b>		
Property, plant and equipment	67.2	49.6
Intangible assets	6.4	6.6
Capital work-in-progress	0.0	4.5
<b>Financial Assets</b>		
i. Loans	0.8	0.8
ii. Other Financial Assets	0.8	0.8
<b>Total Non Current Assets</b>	<b>75.2</b>	<b>62.3</b>
<b>Current Assets</b>		
Inventories	27.7	17.5
Financial Assets		
i. Trade receivables	119.1	134.4
ii. Cash and cash equivalent	2.2	1.9
iii. Bank Balance Other than (ii) above	12.9	6.2
Current Tax Assets (Net)	2.0	0.0
Other current assets	67.1	78.1
<b>Total Current Assets</b>	<b>231.0</b>	<b>238.1</b>
<b>Total Assets</b>	<b>306.3</b>	<b>300.4</b>

Equity & Liabilities (Rs. in Crs)	Mar-22	Mar-21
<b>Equity</b>		
Equity share capital	15.1	15.1
Other equity	95.5	93.5
<b>Total Equity</b>	<b>110.5</b>	<b>108.6</b>
<b>Non-Current Liabilities</b>		
Financial Liabilities		
i. Borrowings	44.6	38.5
ii. Other financial liabilities	5.9	5.4
Provisions	0.4	0.4
Deferred tax liabilities (net)	1.5	1.4
<b>Total Non-Current Liabilities</b>	<b>52.3</b>	<b>45.7</b>
Current Liabilities		
Financial Liabilities		
i. Borrowings	75.8	78.9
ii. Trade payables	52.3	49.9
iii. Other financial liabilities	0.4	0.8
Other current liabilities	14.8	16.4
Current tax liabilities (net)	0.0	0.1
<b>Total Current Liabilities</b>	<b>143.4</b>	<b>146.1</b>
<b>Total Liabilities</b>	<b>195.7</b>	<b>191.8</b>
<b>Total Equity &amp; Liabilities</b>	<b>306.3</b>	<b>300.4</b>

# Consolidated Abridged Cash Flow Statement

Cash Flow Statement (Rs. Crs.)	H1FY23	H1FY22
Net Profit Before Tax	4.3	18.2
Adjustments for: Non - Cash Items / Other Investment or Financial Items	11.3	9.9
<b>Operating profit before working capital changes</b>	<b>15.6</b>	<b>28.1</b>
Changes in working capital	7.8	-20.8
<b>Cash generated from Operations</b>	<b>23.4</b>	<b>7.2</b>
Direct taxes paid (net of refund)	-1.6	-5.3
<b>Net Cash from Operating Activities</b>	<b>21.8</b>	<b>1.9</b>
<b>Net Cash from Investing Activities</b>	<b>-18.1</b>	<b>-5.6</b>
<b>Net Cash from Financing Activities</b>	<b>-3.4</b>	<b>2.0</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>0.3</b>	<b>-1.7</b>
Add: Cash & Cash equivalents at the beginning of the period	1.9	5.2
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>2.2</b>	<b>3.5</b>





# Thank You

For further information, please contact

Company:	Investor Relations Advisors:
 <p>Accuracy Shipping Limited CIN: L52321GJ2008PLC055322 Mr. Hiren Sukhwani - CFO <a href="mailto:cfo@aslindia.net">cfo@aslindia.net</a> <a href="http://www.aslindia.net">www.aslindia.net</a></p>	<p><b>SGA</b> <u>Strategic Growth Advisors</u></p> <p>Strategic Growth Advisors Pvt. Ltd. CIN: U74140MH2010PTC204285 Mr. Sagar Shroff / Ms Prachi Chhugani <a href="mailto:sagar.shroff@sgapl.net">sagar.shroff@sgapl.net</a> / <a href="mailto:prachi.c@sgapl.net">prachi.c@sgapl.net</a> +91 98205 19303 / +91 89492 92029 <a href="http://www.sgapl.net">www.sgapl.net</a></p>