



Accuracy Shipping Limited

Investor Presentation – February 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

240+ & 400+

Employees & Trained
Drivers

72,000+

Containers handled in
FY21



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



2020-21

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.

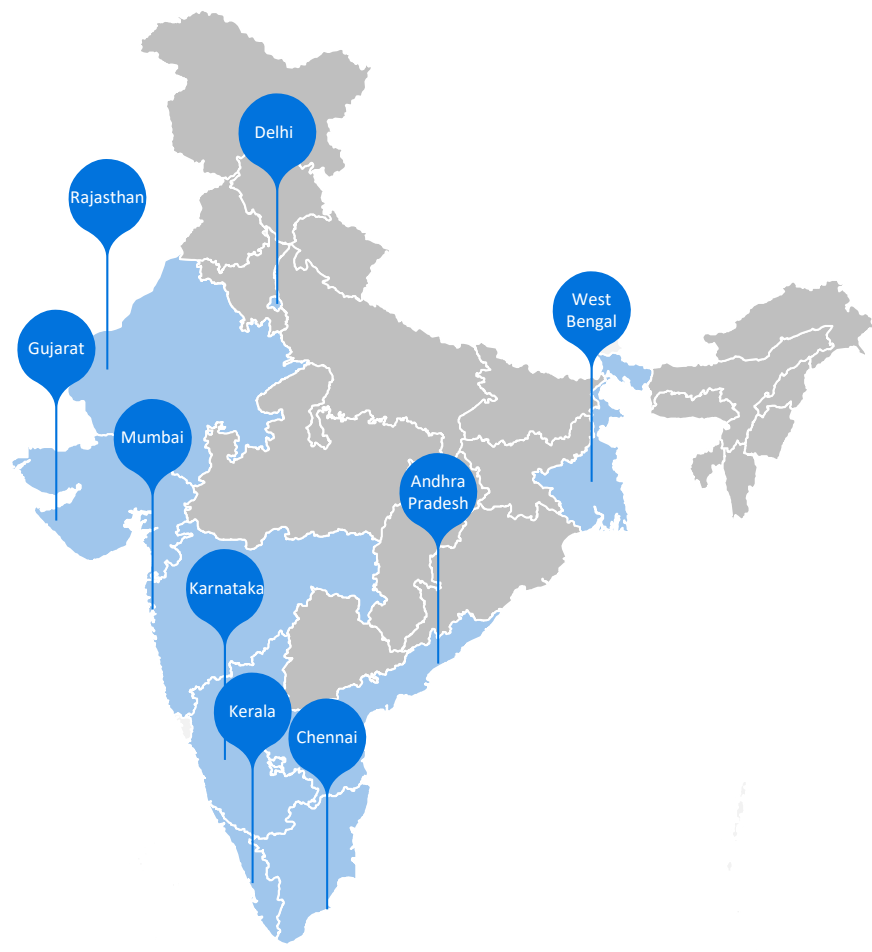


Presence across the Value Chain

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

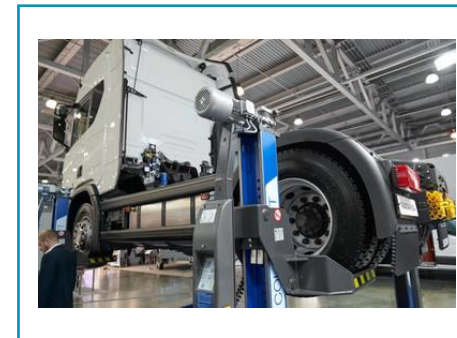
We offer safe, environmentally friendly, tailor-made and cost-effective logistics solutions

- 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

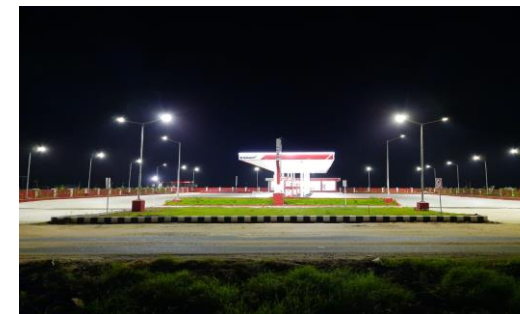
One Stop Solution for all Fuel & Lubricant requirements with the biggest fuel storage capacity in Kutch region among all **Essar outlets**

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

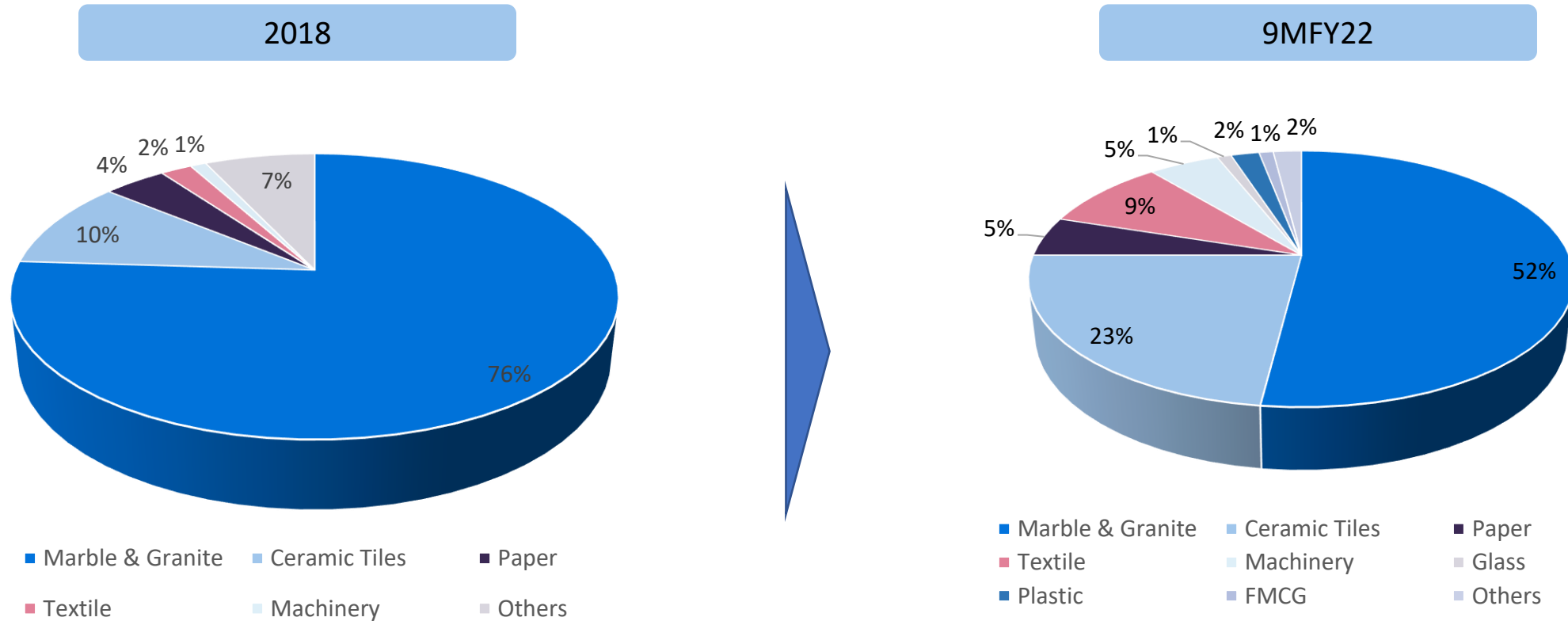
- Purified and Clean **Drinking Water Facility**
- Sanitized and separate **Washroom Facility** for Male & Female
- **Gardening Area** to take care of Environment & Nature



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	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 ~372 trucks and commercial vehicles thereby leading to cost saving & synergies

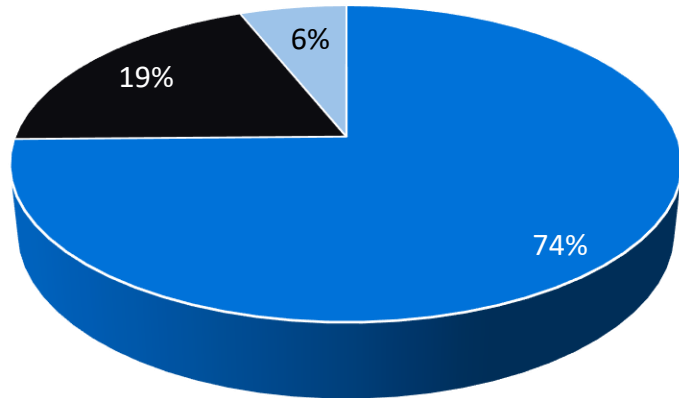
Industry Diversification Strategy



Improving Industry Diversification

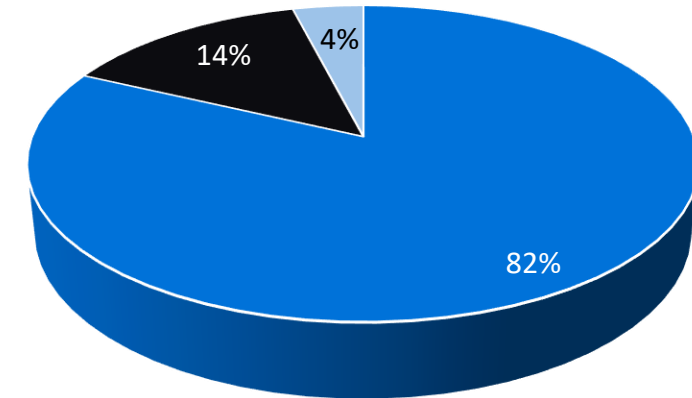
- Over the years our strategy of industry diversification has worked well for the company. Contribution from Marble & Granite has decreased from 76% in FY18 to 52% in 9MFY22.
- We have been focusing on various other industries like Paper, Textile, Glass and other sectors to reduce dependency on the core sectors of Marble & Granite and Ceramic Tiles.

2018



■ Clearing & Forwarding ■ Transportation/Last Mile ■ Others

9MFY22



■ Clearing & Forwarding ■ Transportation/Last Mile ■ Others

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

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



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

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



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



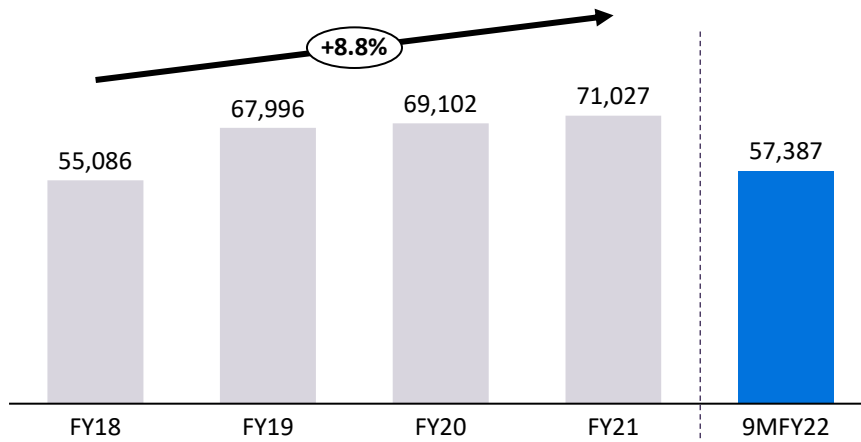
Shipra Jhanwar

Company Secretary

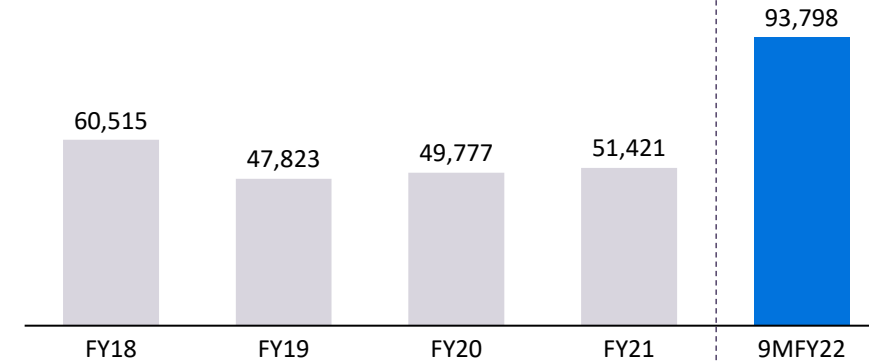
Responsible for all legal & compliance activities for Accuracy

Key Operational Highlights

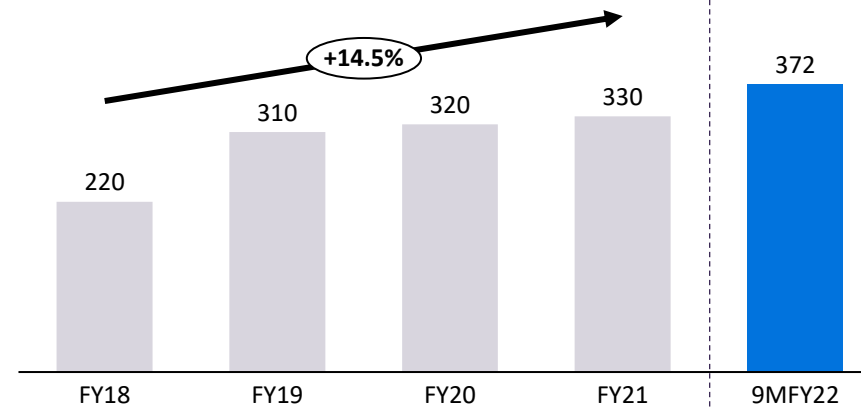
Containers Handled (in. Nos)



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



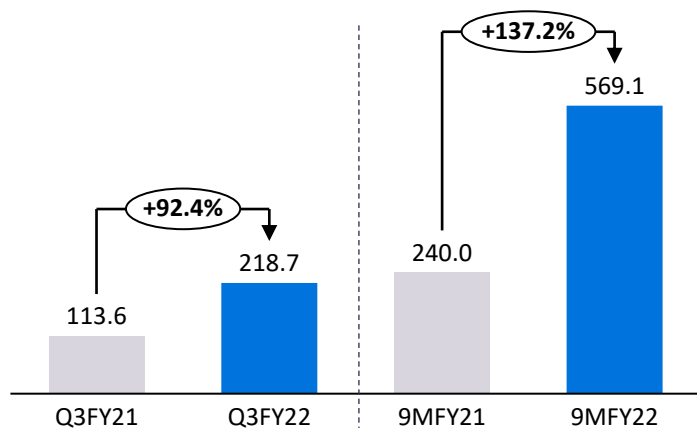
Our aim is to provide relief work to the affected areas. To provide shelter to the needy & poor people and also re-establishing schools/hospitals during natural calamities. Providing them food, water, first-aid kits, clothes etc. during natural calamities.

Financials Section

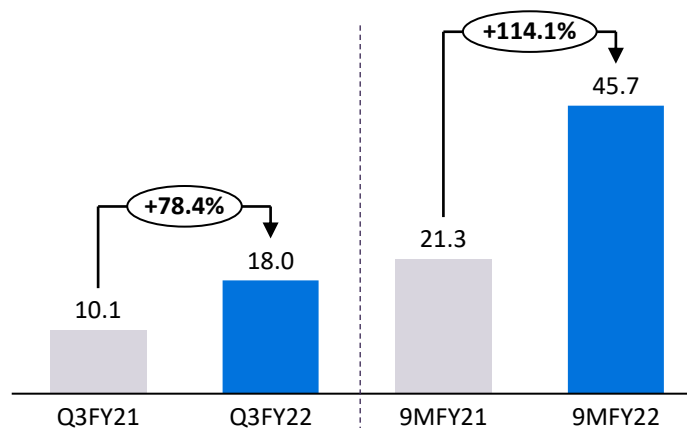


Q3 & 9MFY22 Key Financial Highlights

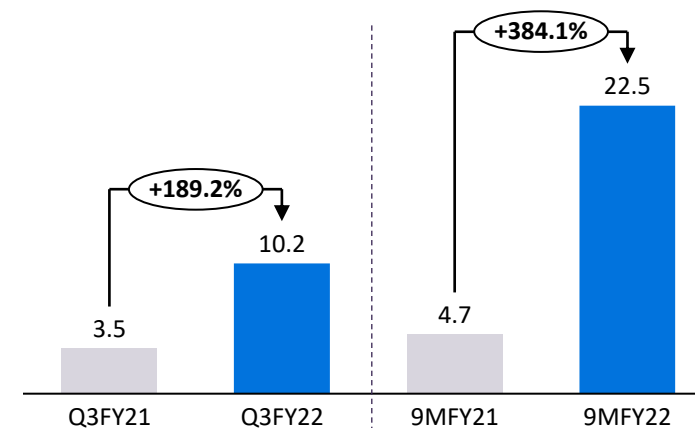
Revenue (Rs. in Crs)



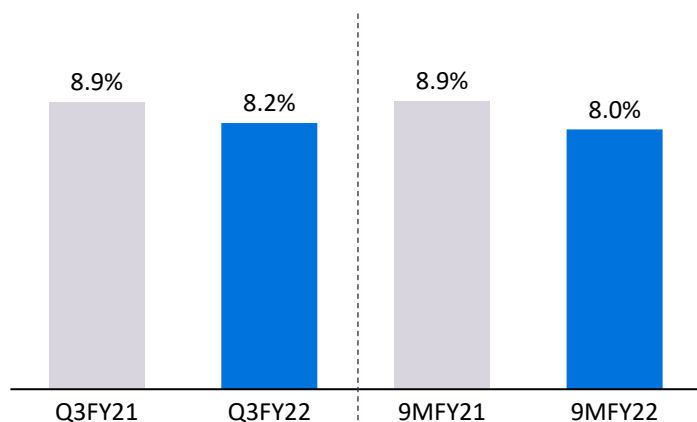
EBIDTA (Rs. in Crs)



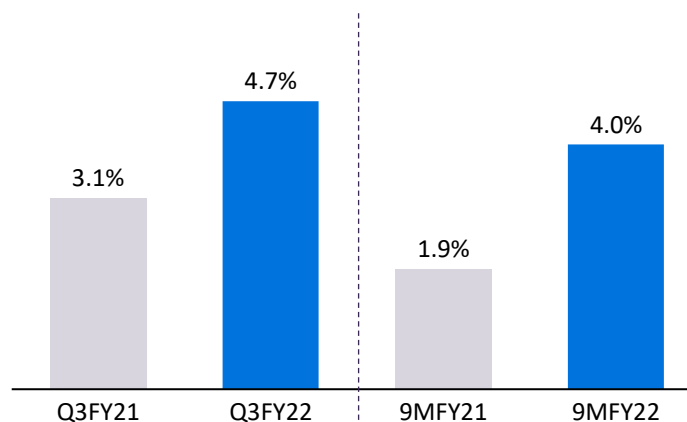
PAT (Rs. in Crs)



EBIDTA Margins (%)



PAT Margins (%)



- Robust growth in Revenues for quarter and nine month ended FY22. Revenue from operations for 9MFY22 **grew by 137.2%**
- EBIDTA for 9MFY22 **grew by 114%** at Rs. 45.7 crs
- PAT for 9MFY22 stood at Rs. 22.5 crs , a stellar **growth of 384%**
- PAT margins for 9MFY22 stood at 4.0%, **a growth of ~210 bps**
- Declared **Interim Dividend of Rs. 0.25/-** (2.5%) on equity share of Rs. 10/- each

Q3 & 9MFY22 Profit & Loss Statement

Particulars (Rs. in Crs)	Q3 FY22	Q3 FY21	Y-o-Y	Q2 FY22	Q-o-Q	9M FY22	9M FY21	Y-o-Y	FY21
Revenue from Operations	218.7	113.6	92.4%	189.8	15.2%	569.1	240.0	137.2%	374.7
Operative Expenses	173.9	100.3		148.6		453.5	209.3		307.9
Purchase of Stock in Trade	22.3	0.0		22.4		57.6	0.0		13.5
Changes in Inventories of Finished Goods, Work-in-Progress	-2.3	-1.1		-1.1		-3.7	-0.8		-0.4
Gross Profit	24.8	14.4	71.6%	19.9	24.4%	61.6	31.5	95.7%	53.7
Employee Cost	3.0	1.6		2.2		7.2	4.8		6.8
Other Expenses	3.8	2.7		2.6		8.8	5.4		17.4
EBITDA	18.0	10.1	78.4%	15.1	19.0%	45.7	21.3	114.1%	29.5
EBITDA Margin	8.22%	8.86%		7.96%		8.02%	8.89%		7.90%
Depreciation	3.2	2.2		3.1		9.2	8.0		12.4
Other Income	0.5	0.1		0.4		1.1	0.1		1.00
EBIT	15.2	8.0	91.3%	12.4	22.9%	37.6	13.5	179.0%	18
Finance Cost	2.3	2.9		1.7		6.5	7.0		5.5
Profit before Tax	13.0	5.1	155.8%	10.7	21.2%	31.1	6.4	383.2%	12.5
Tax	2.8	1.5		3.7		8.6	1.8		3.7
Profit After Tax	10.2	3.5	189.2%	7.0	45.5%	22.5	4.7	384.1%	8.8
Profit After Tax Margin	4.66%	3.10%		3.69%		3.96%	1.94%		2.40%
EPS	6.40	2.31		4.59		15.00	3.04		5.88

Commenting on the Q3 & 9MFY22 results Mr. Vinay Tripathi, Managing Director of the company said:

*“We are delighted to post strong revenue & profitability growth for Q3 & 9MFY22 on the back of strong demand for logistical services from multiple sectors. The growth has also primarily driven by our three-fold strategy of **revenue diversification, industry diversification and addition of wallet share in our existing customers.**”*

*We are happy to state that the revenues **were up by ~137%** on Y-o-Y basis for 9MFY22 and PAT growth **was as high as 384% (Y-o-Y)** registering a PAT of Rs. 22.5 crs for 9MFY22.*

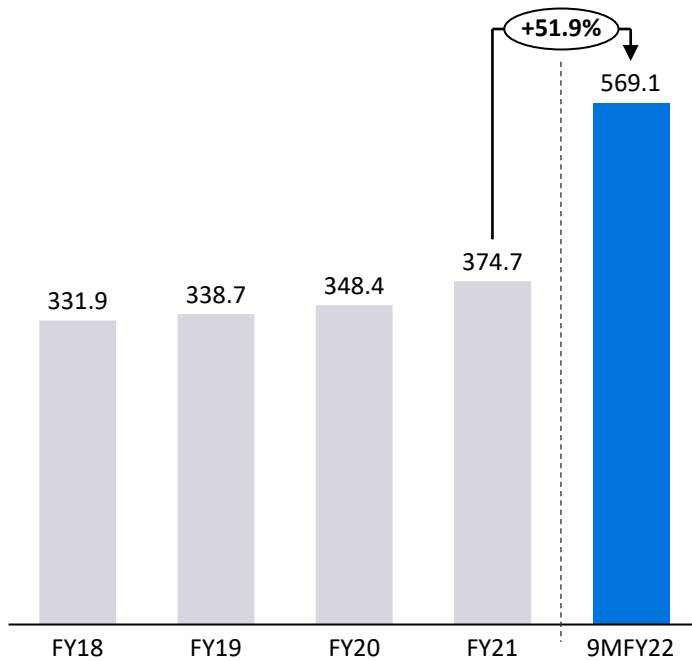
*We have also signed a **dealership agreement with Ashok Leyland** for sale of heavy commercial vehicles and its spare parts across three locations in Kachchh District, Gujarat. Along with sale of heavy commercial vehicles ASL will also **set-up workshops for servicing of heavy commercial vehicles** across all three locations. With relationships across the fleet owners, our network and strategic locations of showrooms & workshops, we are optimistic about the growth prospects. The dealership will also enable us to 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.*

Going forward, we are optimistic of the demand scenario across industries our revenue diversification strategy coupled with addition of wallet share from the existing customers helps us to maintain a positive outlook on the revenue growth and profitability.

*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*

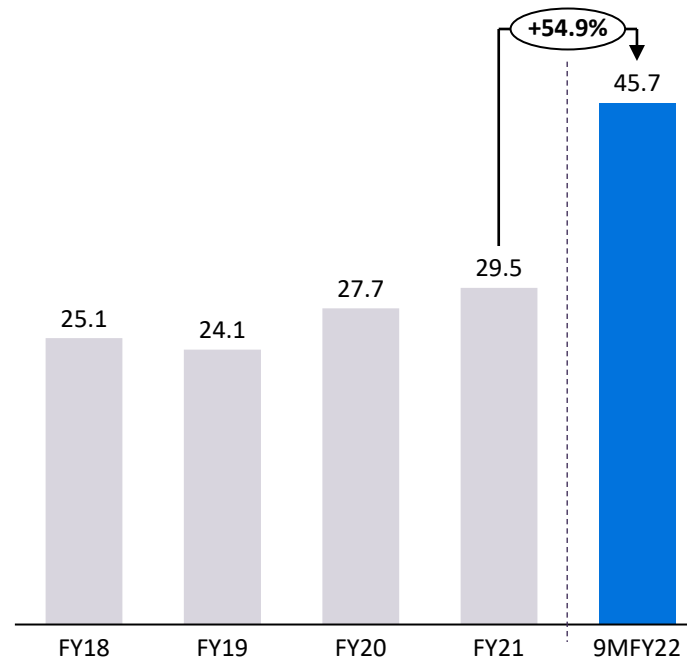
Historical Financial Highlights

Revenue from Operations (Rs. in Crs)



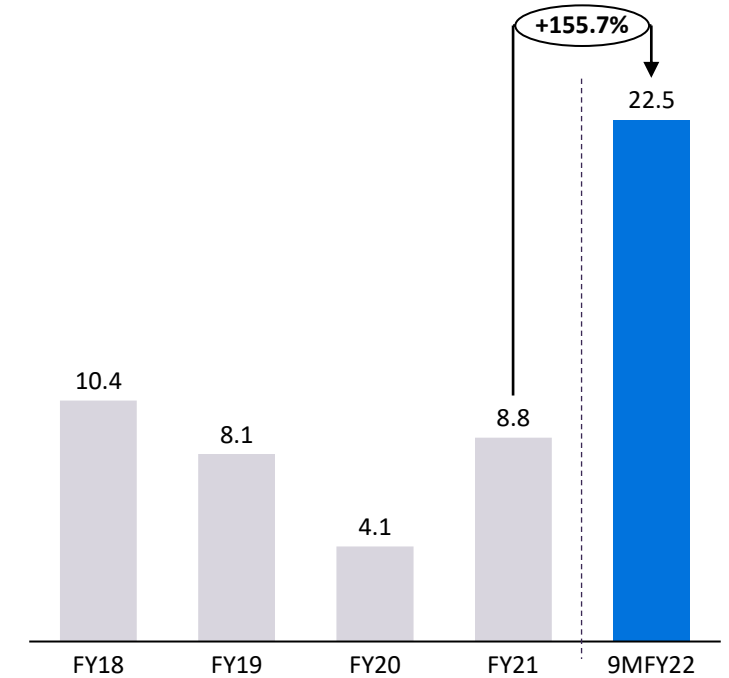
Surpassed FY21 **Revenue** by
52% in just 9MFY22

EBIDTA (Rs. in Crs)



Surpassed FY21 **EBIDTA** by
55% in just 9MFY22

PAT (Rs. in Crs)



Surpassed FY21 **PAT** by
156% in just 9MFY22

Historical Profit & Loss Statement

Particulars (Rs. in Crs)	9M FY22	FY21	FY20	FY19	FY18
Revenue from Operations	569.1	374.7	348.4	338.7	331.9
Operative Expenses	453.5	307.9	295.4	297.7	291.5
Purchase of Stock in Trade	57.6	13.5	5.1	0.0	0.0
Changes in Inventories of Finished Goods, Work-in-Progress	-3.7	-0.4	-0.1	0.0	0.0
Gross Profit	61.6	53.7	48.0	41.0	40.5
Employee Cost	7.2	6.8	7.5	5.2	3.6
Other Expenses	8.8	17.4	12.8	11.8	11.7
EBITDA	45.7	29.5	27.7	24.1	25.1
EBITDA Margin	8.02%	7.9%	7.9%	7.1%	7.6%
Depreciation	9.2	12.4	15.8	11.9	7.8
Other Income	1.1	1.0	1.0	4.8	1.4
EBIT	37.6	18.0	12.8	16.9	18.7
Finance Cost	6.5	5.5	7.4	4.7	3.4
Profit before Tax	31.1	12.5	5.4	12.2	15.3
Tax	8.6	3.7	1.3	4.2	5.0
Profit After Tax	22.5	8.8	4.1	8.1	10.4
Profit After Tax Margin	3.96%	2.4%	1.2%	2.4%	3.1%
EPS	15.00	5.88	2.70	5.75	10.81

Historical Balance Sheet

Assets (Rs. in Crs)	Sep-21	Mar-21	Mar-20	Mar-19	Mar-18
Non-Current Assets					
Property, plant and equipment	54.8	55.0	50.5	59.5	38.7
Intangible assets	0.4	0.4	0.2	0.2	0.7
Capital work-in-progress	-	-	3.2	-	5.4
Financial Assets					
i. Loans	1.5	1.4	1.4	1.7	0.6
ii. Other Financial Assets	8.6	0.7	0.7	0.6	-
Other non-current assets	-	-	-	-	0.5
Total Non Current Assets	65.3	57.5	56.0	62.0	45.9
Current Assets					
Inventories	3.1	1.2	1.2	0.8	0.3
Financial Assets					
i. Trade receivables	124.9	105.3	97.7	84.2	35.1
ii. Cash and cash equivalent	3.5	5.2	0.8	1.6	1.1
Current Tax Assets	-	-	3.3	-	-
Other current assets	32.0	29.7	21.0	15.5	11.2
Total Current Assets	163.6	141.5	124.1	102.2	47.7
Total Assets	228.8	199.1	180.1	164.2	93.6

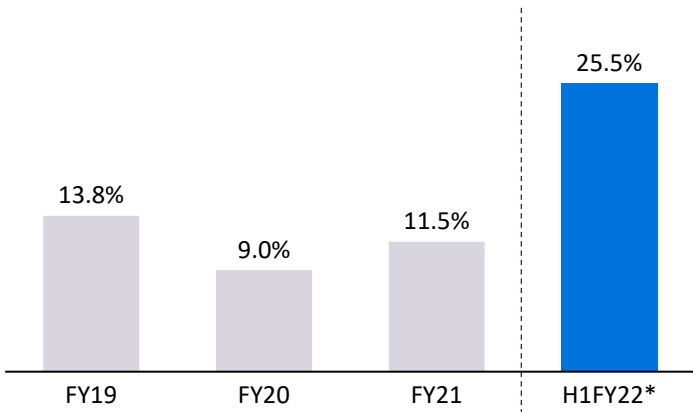
Equity & Liabilities (Rs. in Crs)	Sep-21	Mar-21	Mar-20	Mar-19	Mar-18
Equity					
Equity share capital	15.1	15.1	15.1	15.1	10.1
Other equity	79.8	67.2	58.5	54.4	15.0
Total Equity	94.8	82.3	73.6	69.5	25.1
Non-Current Liabilities					
Financial Liabilities					
i. Borrowings	51.5	46.4	43.4	34.6	26.4
Provisions	0.1	0.1	-	-	-
Deferred tax liabilities (net)	1.4	0.8	0.8	1.4	0.8
Total Non-Current Liabilities	53.0	47.4	44.2	36.0	27.2
Current Liabilities					
Financial Liabilities					
i. Borrowings	29.1	28.4	25.2	18.8	14.8
ii. Trade payables	24.8	14.6	18.4	14.2	6.3
iii. Other financial liabilities	7.6	15.3	9.0	19.9	-
Provisions	-	-	-	5.8	5.4
Other current liabilities	17.0	11.1	9.7	-	14.2
Current tax liabilities (net)	2.5	-	-	-	-
Total Current Liabilities	81.0	69.4	62.3	58.7	40.7
Total Liabilities	134.0	116.8	106.5	94.7	67.9
Total Equity & Liabilities	228.8	199.1	180.1	164.2	93.6

Historical Abridged Cash Flow Statement

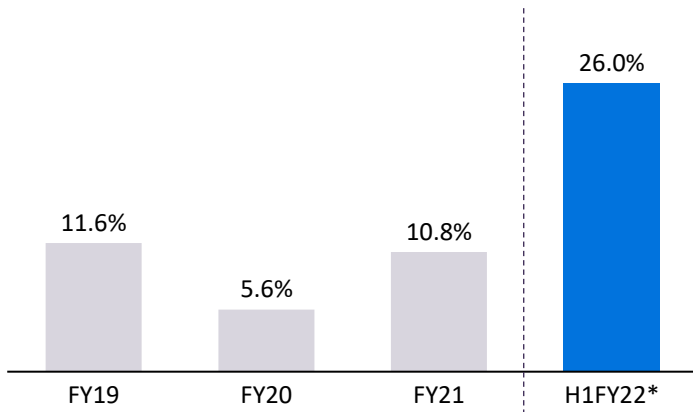
Cash Flow Statement (Rs. Crs.)	Sep-21	FY21	FY20	FY19	FY18
Net Profit Before Tax	18.2	12.5	5.4	12.2	15.3
Adjustments for: Non - Cash Items / Other Investment or Financial Items	9.9	17.0	22.4	16.5	10.9
Operating profit before working capital changes	28.1	29.6	27.8	28.7	26.2
Changes in working capital	12.9	12.6	27.4	43.7	19.6
Cash generated from Operations	15.2	16.9	0.4	-14.9	6.6
Direct taxes paid (net of refund)	-5.3	-	-	-	-
Net Cash from Operating Activities	9.9	16.9	0.4	-14.9	6.6
Net Cash from Investing Activities	-13.6	-13.3	-9.1	-27.4	-30.0
Net Cash from Financing Activities	2.0	0.8	7.8	42.7	23.9
Net Decrease in Cash and Cash equivalents	-1.7	4.4	-0.8	0.3	0.5
Add: Cash & Cash equivalents at the beginning of the period	5.2	0.8	1.6	1.1	0.6
Cash & Cash equivalents at the end of the period	3.5	5.2	0.8	1.5	1.1

Return Ratios

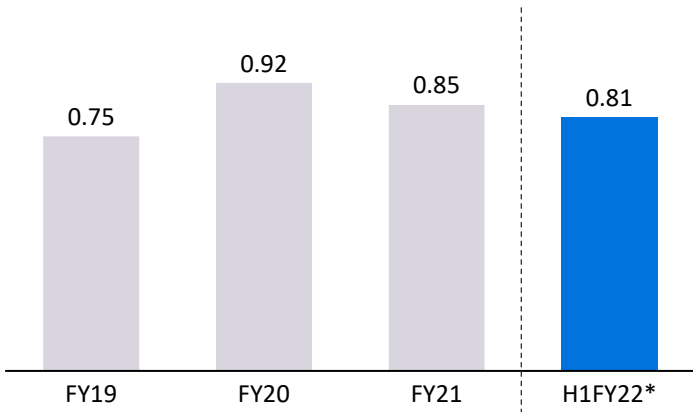
ROCE (%)



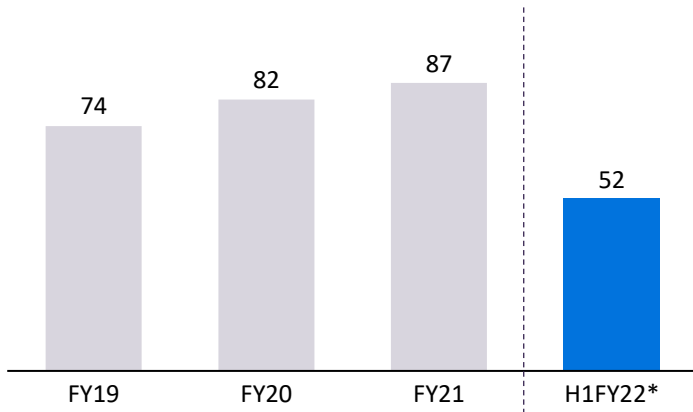
ROE (%)

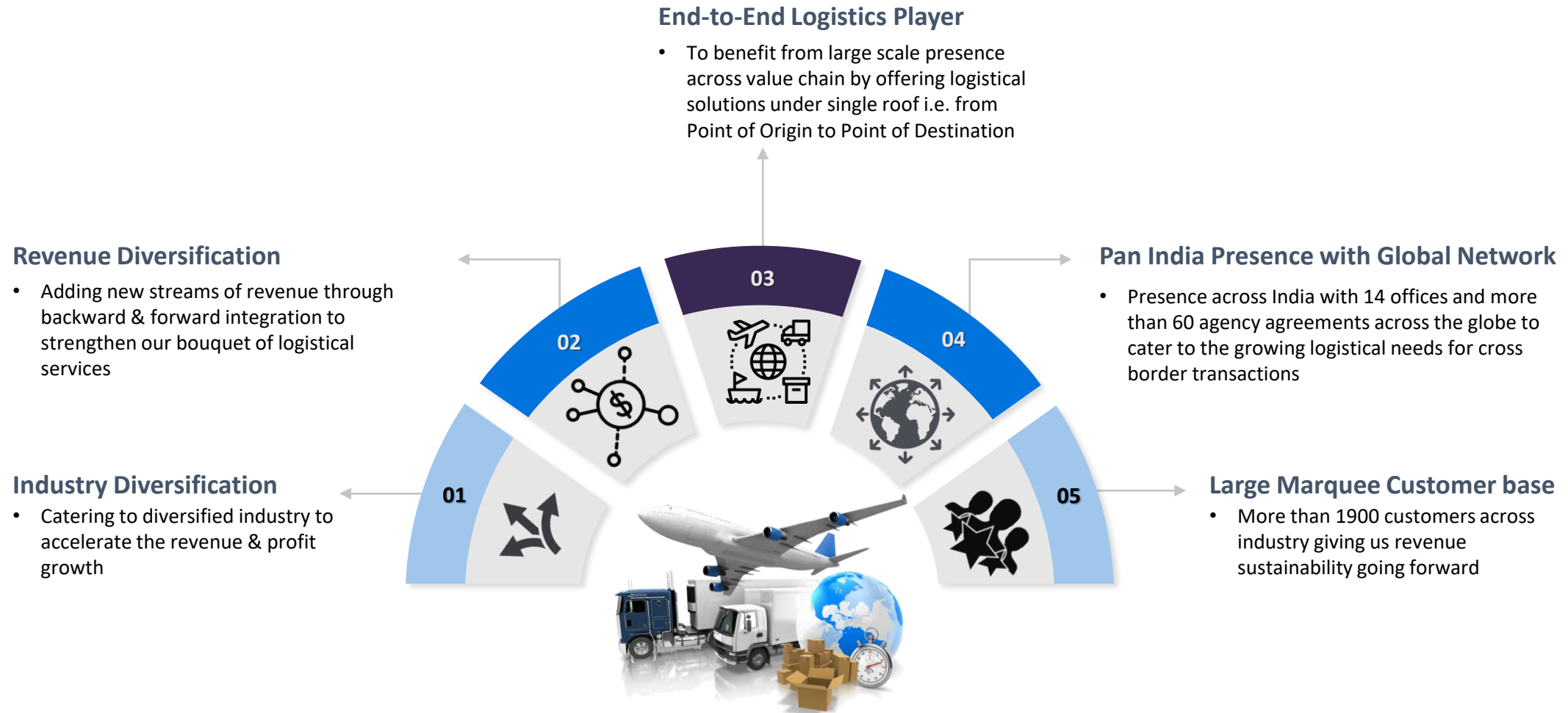


Net Debt / Equity (x)



Working Capital (in days)







Thank You

For further information, please contact

Company:	Investor Relations Advisors:
 <p>Accuracy Shipping Limited CIN: L52321GJ2008PLC055322 Mr. Hiren Sukhwani - CFO cfo@aslindia.net www.aslindia.net</p>	<p>SGA <u>Strategic Growth Advisors</u></p> <p>Strategic Growth Advisors Pvt. Ltd. CIN: U74140MH2010PTC204285 Mr. Sagar Shroff / Mr. Jigar Kavaiya sagar.shroff@sgapl.net / jigar.kavaiya@sgapl.net +91 98205 19303 / +91 99206 02034 www.sgapl.net</p>