



# Accuracy Shipping Limited

Investor Presentation – May 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



**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.



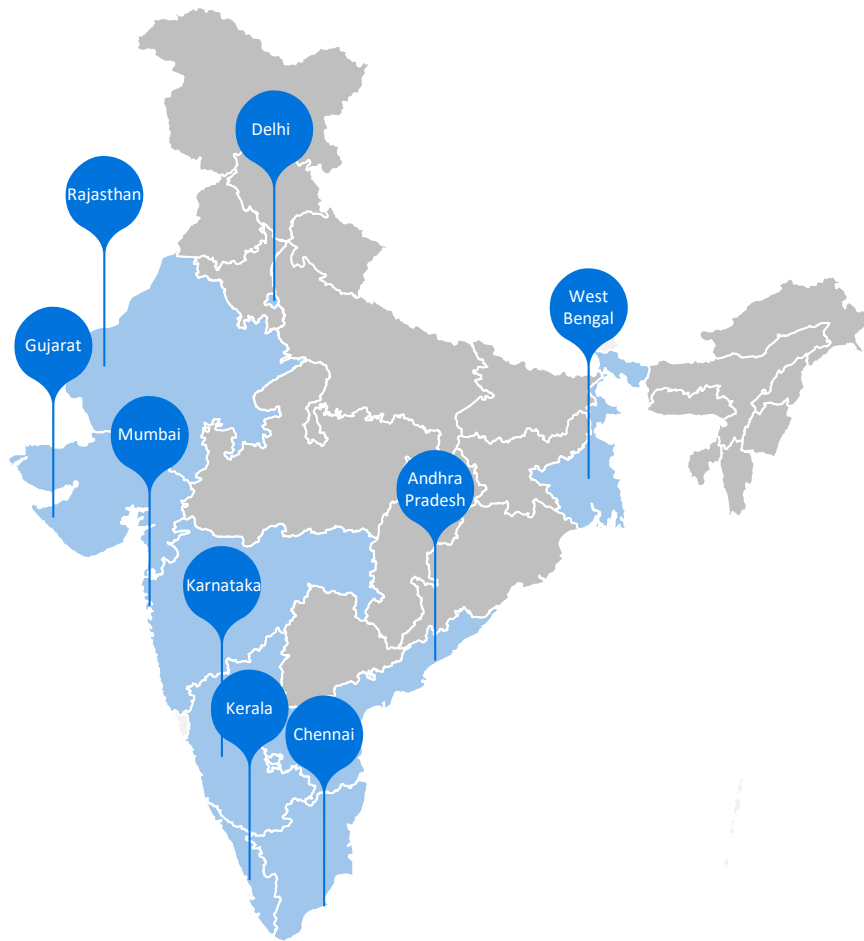
# Presence across the Value Chain

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

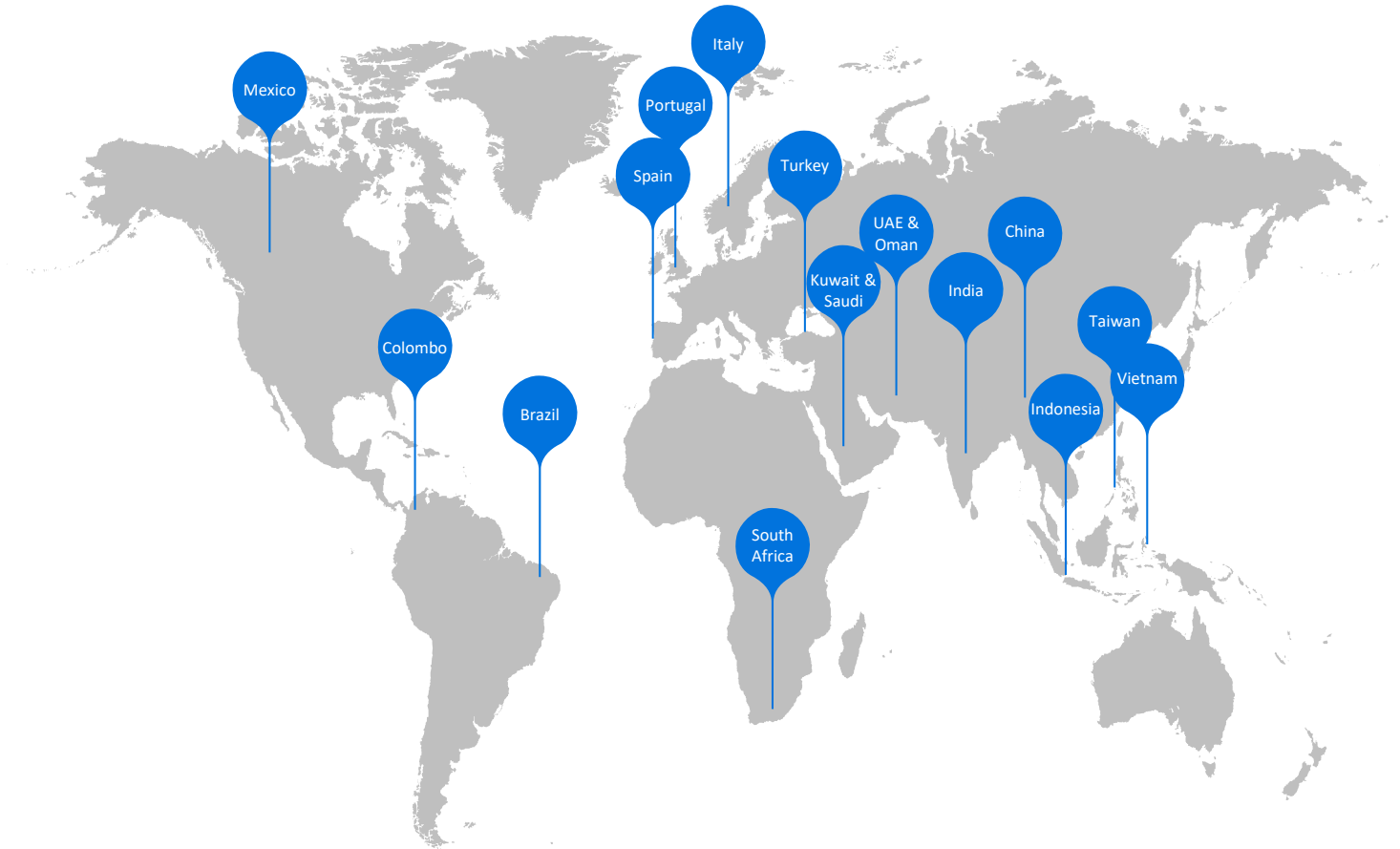




## 14 Offices Across India



## 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

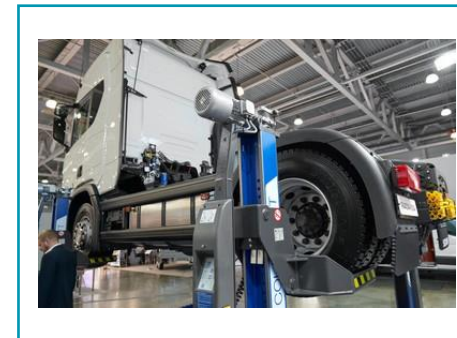
We offer safe, environmentally friendly, tailor-made and cost-effective logistics solutions

- 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

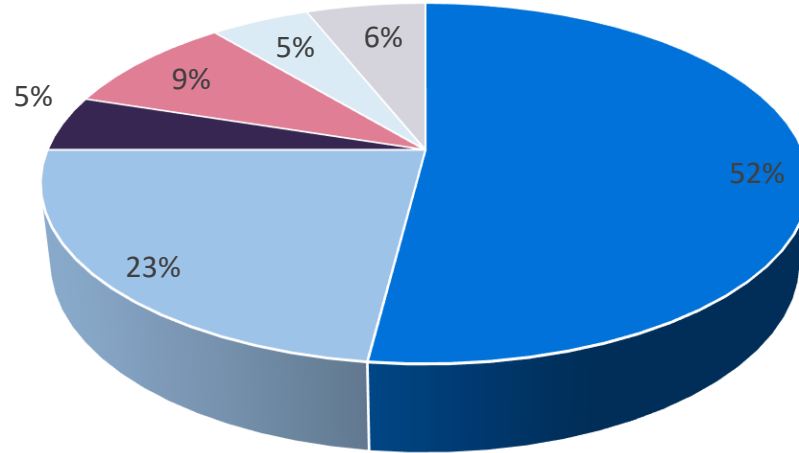


Dealership agreement with **Ashok Leyland** for sale of heavy commercial vehicles and its spare parts across 3 locations in Kachchh District, Gujarat.

	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>

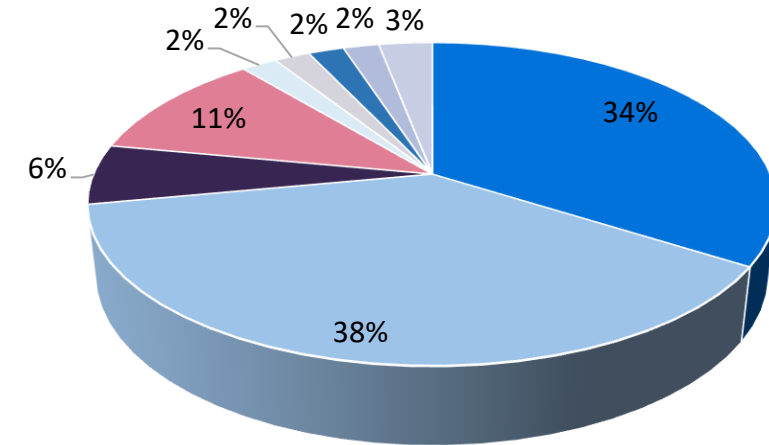
# Industry Diversification Strategy

FY21



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

FY22



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

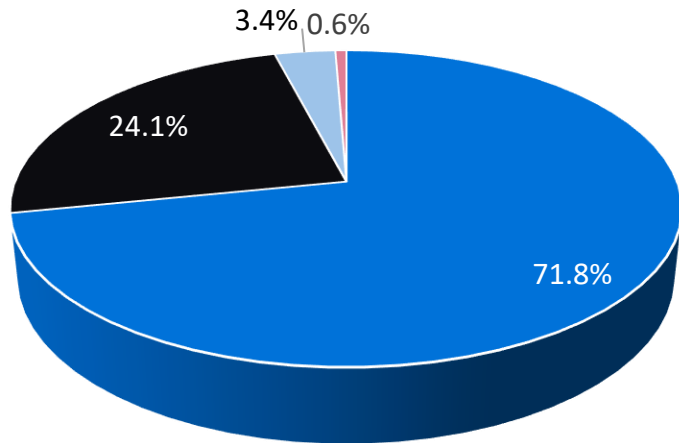
## *Improving Industry Diversification*

- 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.
- 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 ~28% of the revenues.



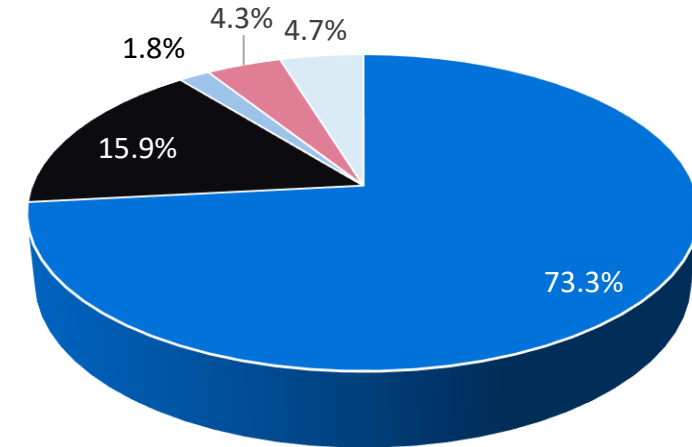
# Revenue Diversification Strategy

FY21



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

FY22



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

## 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

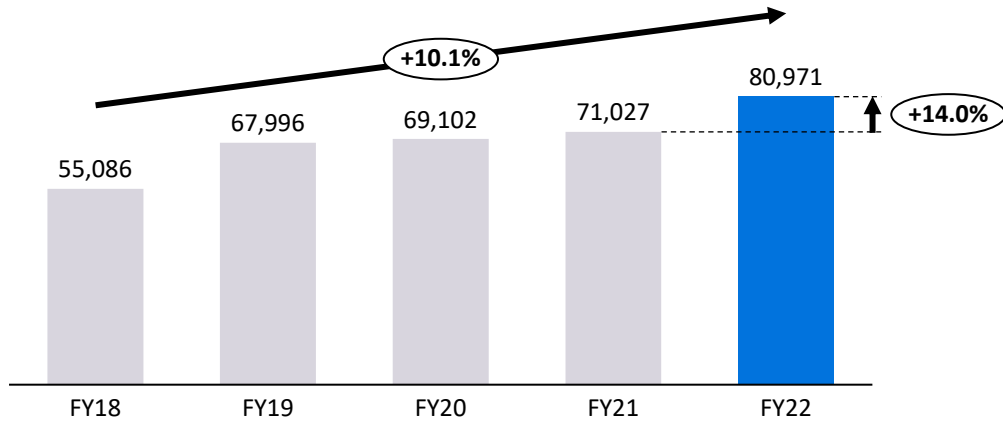
Company Secretary

Responsible for all legal & compliance activities for Accuracy

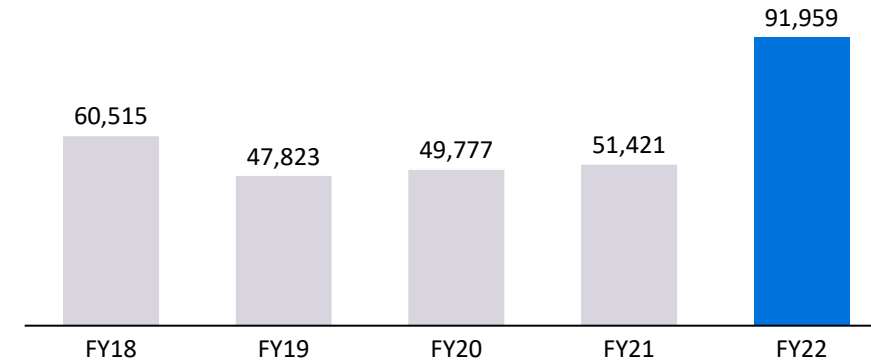


# Key Operational Highlights

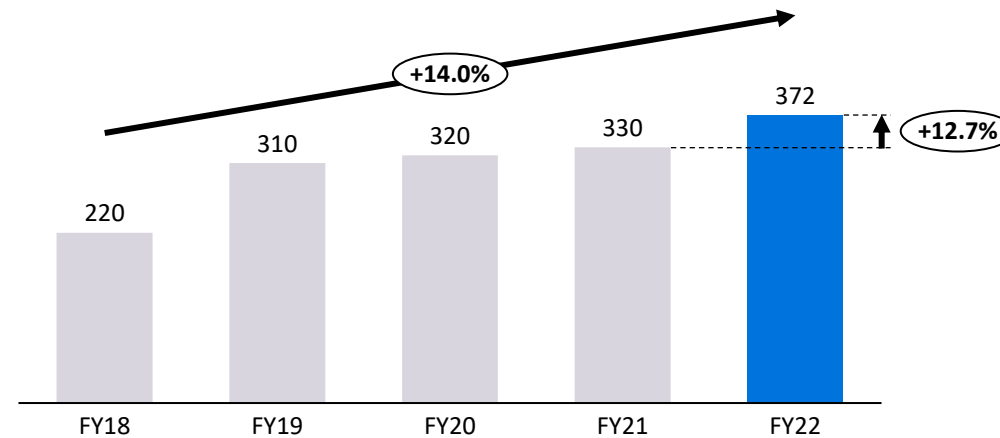
### Containers Handled (in. Nos)



### 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



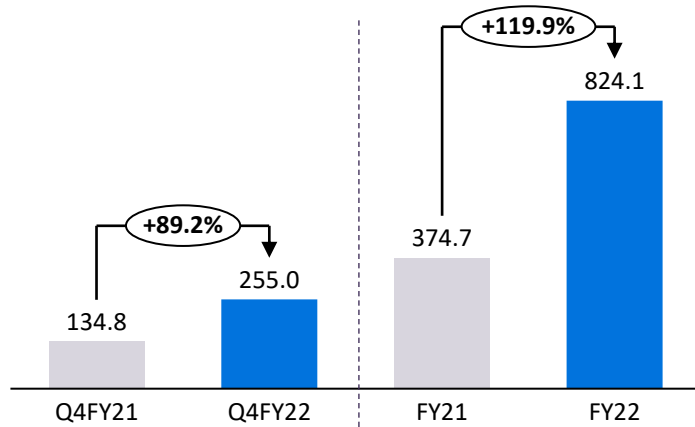
Our aim is to provide relief work to the affected areas. To provide shelter to the needy & poor people and also re-establishing schools/hospitals during natural calamities. Providing them food, water, first-aid kits, clothes etc. during natural calamities.

## Financials Section

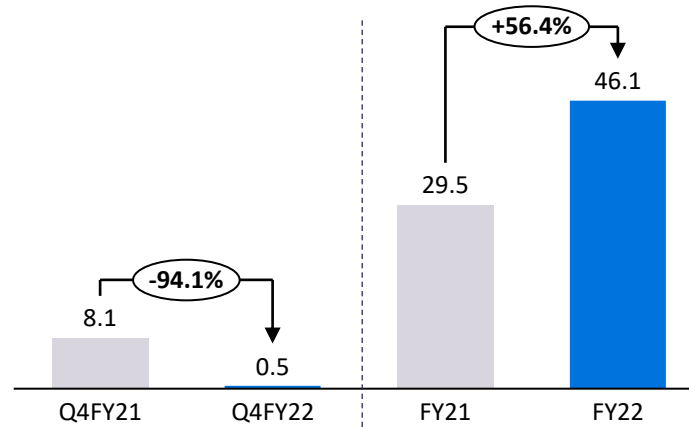


# Q4 & FY22 Key Financial Highlights

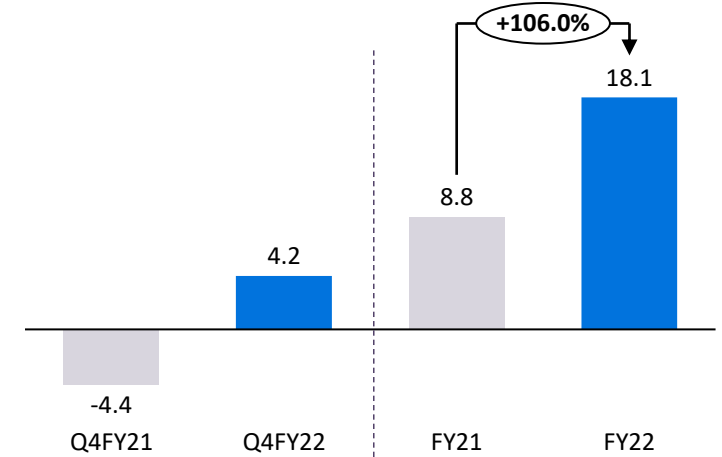
Revenue (Rs. in Crs)



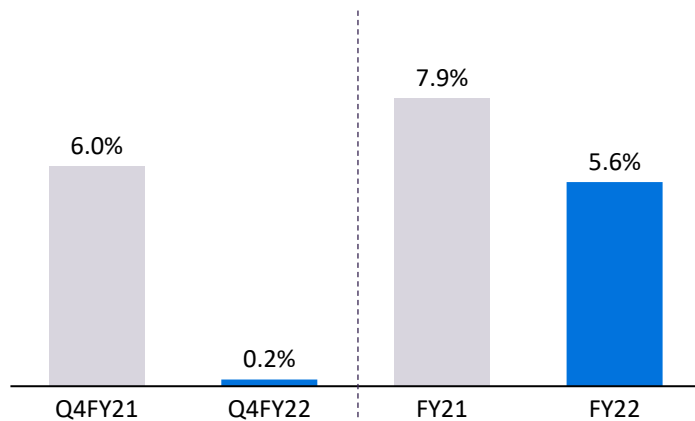
EBIDTA (Rs. in Crs)



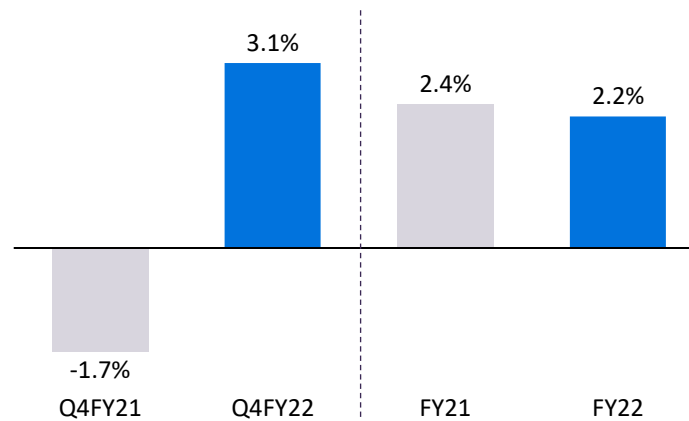
PAT (Rs. in Crs)



EBIDTA Margins (%)



PAT Margins (%)



- Robust volume & revenue growth for quarter and year ended FY22. Revenue from operations for FY22 **grew by ~120%**
- EBIDTA for FY22 **grew by 56.4%** at Rs. 46.1 crs
- PAT for FY22 stood at Rs. 18.1 crs, a **growth of 106%**
- Margins for Q4FY22 were adversely impacted due to geo-political tensions on the back of Russia-Ukraine war & elevated freight rates during Q4FY22

# Q4 & FY22 Profit & Loss Statement

Particulars (Rs. in Crs)	Q4 FY22	Q4 FY21	Y-o-Y	Q3 FY22	Q-o-Q	FY22	FY21	Y-o-Y
<b>Revenue from Operations</b>	<b>255.0</b>	<b>134.8</b>	<b>89.2%</b>	<b>218.7</b>	<b>16.6%</b>	<b>824.1</b>	<b>374.7</b>	<b>119.9%</b>
Operative Expenses	176.0	101.3		173.9		629.6	307.9	
Purchase of Stock in Trade	73.5	10.9		22.3		131.1	13.5	
Changes in Inventories of Finished Goods, Work-in-Progress	-12.1	0.4		-2.3		-15.7	-0.4	
<b>Gross Profit</b>	<b>17.5</b>	<b>22.2</b>	<b>-21.1%</b>	<b>24.8</b>	<b>-29.5%</b>	<b>79.1</b>	<b>53.7</b>	<b>47.4%</b>
Employee Cost	2.7	2.0		3		9.9	6.8	
Other Expenses	14.3	12.0		3.8		23.1	17.4	
<b>EBITDA</b>	<b>0.5</b>	<b>8.1</b>	<b>-94.1%</b>	<b>18.0</b>	<b>-97.3%</b>	<b>46.1</b>	<b>29.5</b>	<b>56.4%</b>
<b>EBITDA Margin</b>	<b>0.19%</b>	<b>6.04%</b>		<b>8.22%</b>		<b>5.60%</b>	<b>7.90%</b>	
Depreciation	3.3	4.4		3.2		12.5	12.4	
Other Income	0.9	0.8		0.5		2.0	1.0	
<b>EBIT</b>	<b>-2.0</b>	<b>4.6</b>	<b>NM</b>	<b>15.3</b>	<b>NM</b>	<b>35.6</b>	<b>18.0</b>	<b>97.9%</b>
Finance Cost	2.4	-1.5		2.3		8.8	5.5	
<b>Profit before Tax</b>	<b>-4.3</b>	<b>6.1</b>	<b>NM</b>	<b>13.0</b>	<b>NM</b>	<b>26.8</b>	<b>12.5</b>	<b>114.4%</b>
Tax	0.0	1.9		2.8		8.7	3.7	
<b>Profit After Tax</b>	<b>-4.4</b>	<b>4.2</b>	<b>NM</b>	<b>10.2</b>	<b>NM</b>	<b>18.1</b>	<b>8.8</b>	<b>106.0%</b>
<b>Profit After Tax Margin</b>	<b>-1.72%</b>	<b>3.09%</b>		<b>4.66%</b>		<b>2.20%</b>	<b>2.40%</b>	
<b>EPS</b>	<b>-2.99</b>	<b>2.79</b>		<b>6.40</b>		<b>12.02</b>	<b>5.88</b>	



**Commenting on the Q4 & FY22 results Mr. Vinay Tripathi, Managing Director of the company said:**

*“Despite weak economic scenarios, revenues for Q4FY22 grew by 89% & FY22 grew by 120%, however margins were adversely impacted for the current quarter on the back of geo-political tensions, impact of third wave of Covid-19 and disruptions in the supply chain across the globe.*

*Due to inflationary environment & Ukraine-Russia war there was a sharp increase in the freight rates, higher loading/unloading & storage charges which will be passed on to the customer with a quarter lag’s time, however there are some one-time cost which will be borne by Accuracy. We have been witnessing the situation coming to normalised levels and are optimistic of better realisations going forward which should stabilize & increase the margins.*

*The silver lining to this is, we have been able to build trust & confidence of customers in Accuracy & were able to on-board new customers & increase the wallet share of existing customers by offering end-to-end solutions for there logistical requirements. We have been seeing a massive shift in the **consumer behavior from unorganized to organized players** in the logistical industry during & post Covid-19 period and have witnessed higher enquires & order inflow from the Tier I & Tier II cities for logistics partners with customized supply chain solutions and tech based operations.*

*We appreciate the active reforms by the government on improving the logistics network of India by creating the right infrastructure and policies for the overall benefit of the industry and we have been building capacities and capabilities in various areas of our business to capitalize on this huge runway of opportunity lying ahead of us.*

*We still have our three-fold strategy in place of **revenue diversification, industry diversification and addition of wallet share in existing customers** by cross selling additional services all under one roof. We are confident of this strategy playing out in the short to medium and are optimistic of witnessing higher growth in revenues & profitability going forward.*

*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)	Mar-22	Mar-21
<b>Non-Current Assets</b>		
Property, plant and equipment	49.6	55.0
Intangible assets	6.6	0.4
Capital work-in-progress	4.5	-
<b>Financial Assets</b>		
i. Loans	0.8	1.4
ii. Other Financial Assets	0.8	0.7
<b>Total Non Current Assets</b>	<b>62.3</b>	<b>57.5</b>
<b>Current Assets</b>		
Inventories	17.5	1.2
Financial Assets		
i. Trade receivables	134.4	105.3
ii. Cash and cash equivalent	1.9	5.2
iii. Bank Balance Other than (ii) above	6.2	-
Other current assets	78.1	29.7
<b>Total Current Assets</b>	<b>238.1</b>	<b>141.5</b>
<b>Total Assets</b>	<b>300.4</b>	<b>199.1</b>

Equity & Liabilities (Rs. in Crs)	Mar-22	Mar-21
<b>Equity</b>		
Equity share capital	15.1	15.1
Other equity	93.5	67.2
<b>Total Equity</b>	<b>108.6</b>	<b>82.3</b>
<b>Non-Current Liabilities</b>		
Financial Liabilities		
i. Borrowings	38.5	46.4
ii. Other financial liabilities	5.4	-
Provisions	0.4	0.1
Deferred tax liabilities (net)	1.4	0.8
<b>Total Non-Current Liabilities</b>	<b>45.7</b>	<b>47.4</b>
Current Liabilities		
Financial Liabilities		
i. Borrowings	78.9	28.4
ii. Trade payables	49.9	14.6
iii. Other financial liabilities	0.8	15.3
Other current liabilities	16.4	11.1
Current tax liabilities (net)	0.1	-
<b>Total Current Liabilities</b>	<b>146.1</b>	<b>69.4</b>
<b>Total Liabilities</b>	<b>191.8</b>	<b>116.8</b>
<b>Total Equity &amp; Liabilities</b>	<b>300.4</b>	<b>199.1</b>

# Consolidated Abridged Cash Flow Statement

Cash Flow Statement (Rs. Crs.)	FY22	FY21
Net Profit Before Tax	26.8	12.5
Adjustments for: Non - Cash Items / Other Investment or Financial Items	20.4	16.7
<b>Operating profit before working capital changes</b>	<b>6.4</b>	<b>-4.2</b>
Changes in working capital	17.5	-24.8
<b>Cash generated from Operations</b>	<b>-11.1</b>	<b>20.6</b>
Direct taxes paid (net of refund)	8.1	3.7
<b>Net Cash from Operating Activities</b>	<b>-19.2</b>	<b>17.0</b>
<b>Net Cash from Investing Activities</b>	<b>-10.9</b>	<b>-13.3</b>
<b>Net Cash from Financing Activities</b>	<b>26.8</b>	<b>0.8</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>-3.3</b>	<b>4.4</b>
Add: Cash & Cash equivalents at the beginning of the period	5.2	0.8
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>1.9</b>	<b>5.2</b>

## 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:
 <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 / Mr. Jigar Kavaiya <a href="mailto:sagar.shroff@sgapl.net">sagar.shroff@sgapl.net</a> / <a href="mailto:jigar.kavaiya@sgapl.net">jigar.kavaiya@sgapl.net</a> +91 98205 19303 / +91 99206 02034 <a href="http://www.sgapl.net">www.sgapl.net</a></p>