



# Accuracy Shipping Limited

Investor Presentation – January 2022



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## Accuracy Shipping Limited End to End Logistics Solution Provider

**365+**

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.  
New tie-ups, with large domestic companies in India & abroad to provide full end-to-end logistics services.



# Presence across the Value Chain

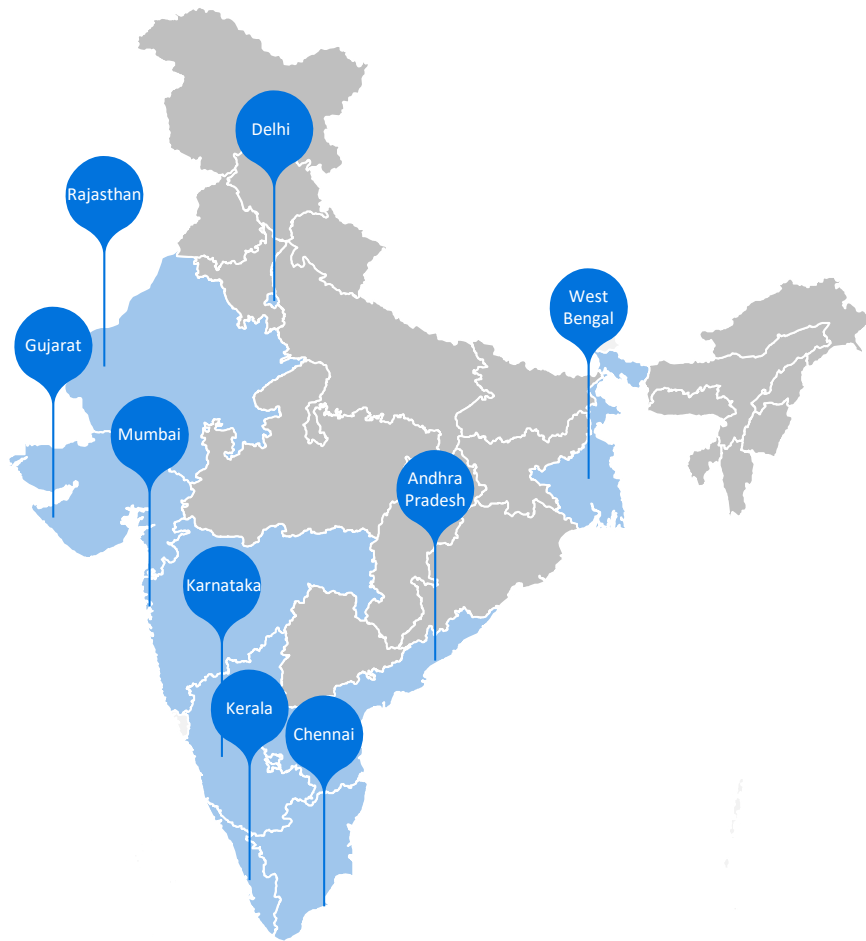
Presence Across the value chain for  
**Bundled as well as Standalone services**



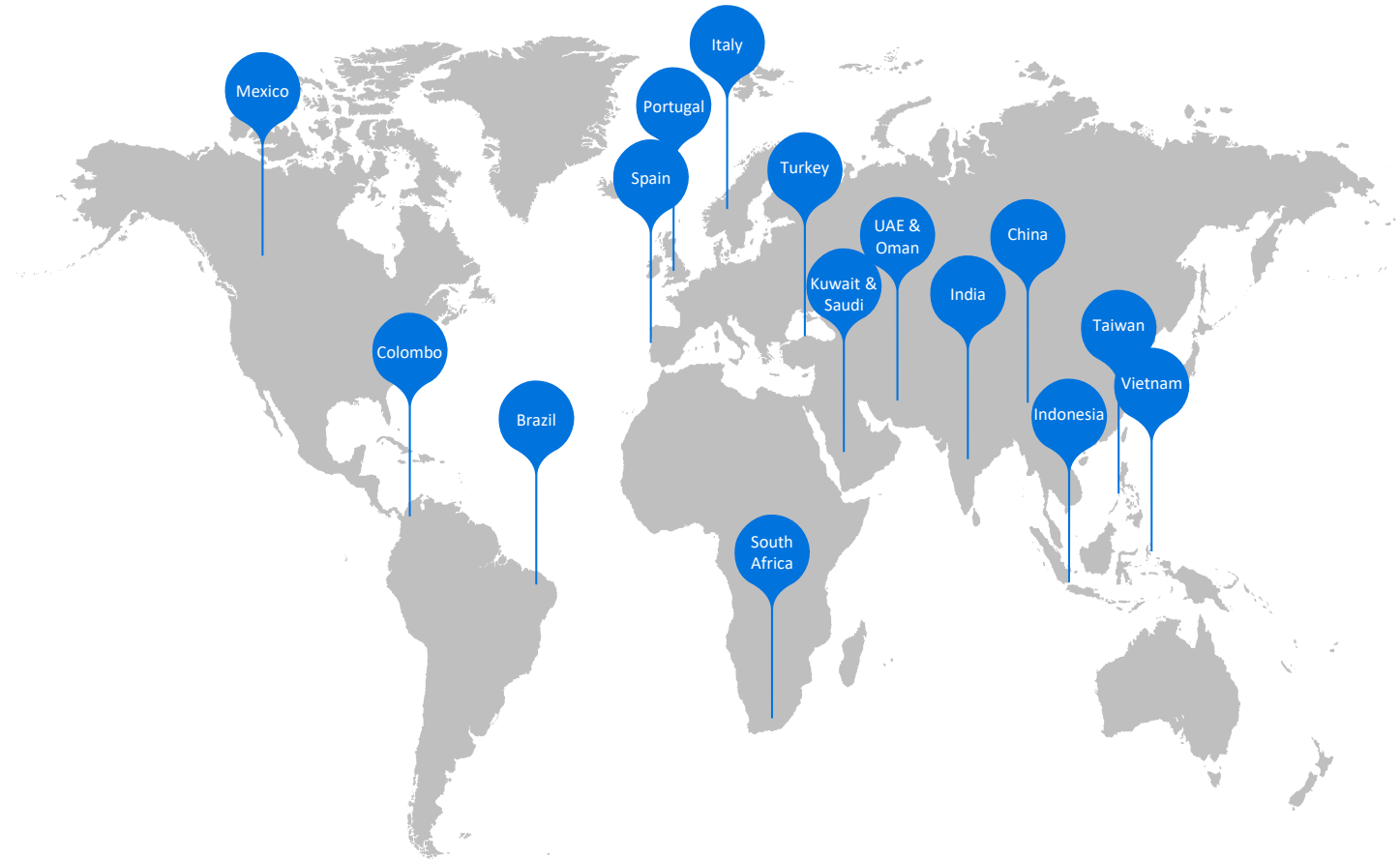


# Pan India Presence with Global Network

## 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



## 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



## Fueling Station

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



## 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



## Project Cargo

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

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



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**

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.

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

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, Weightment 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.

**365 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

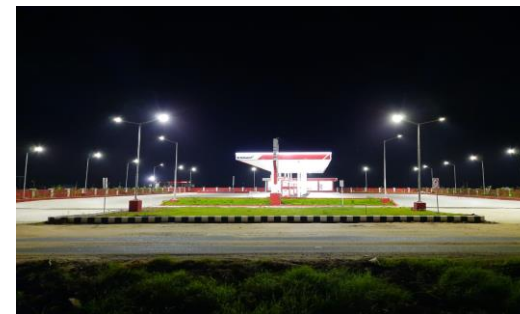
**One Stop Solution** for all Fuel & Lubricant requirements with the biggest fuel storage capacity in Kutch region among all **Essar outlets**

## Services Offered

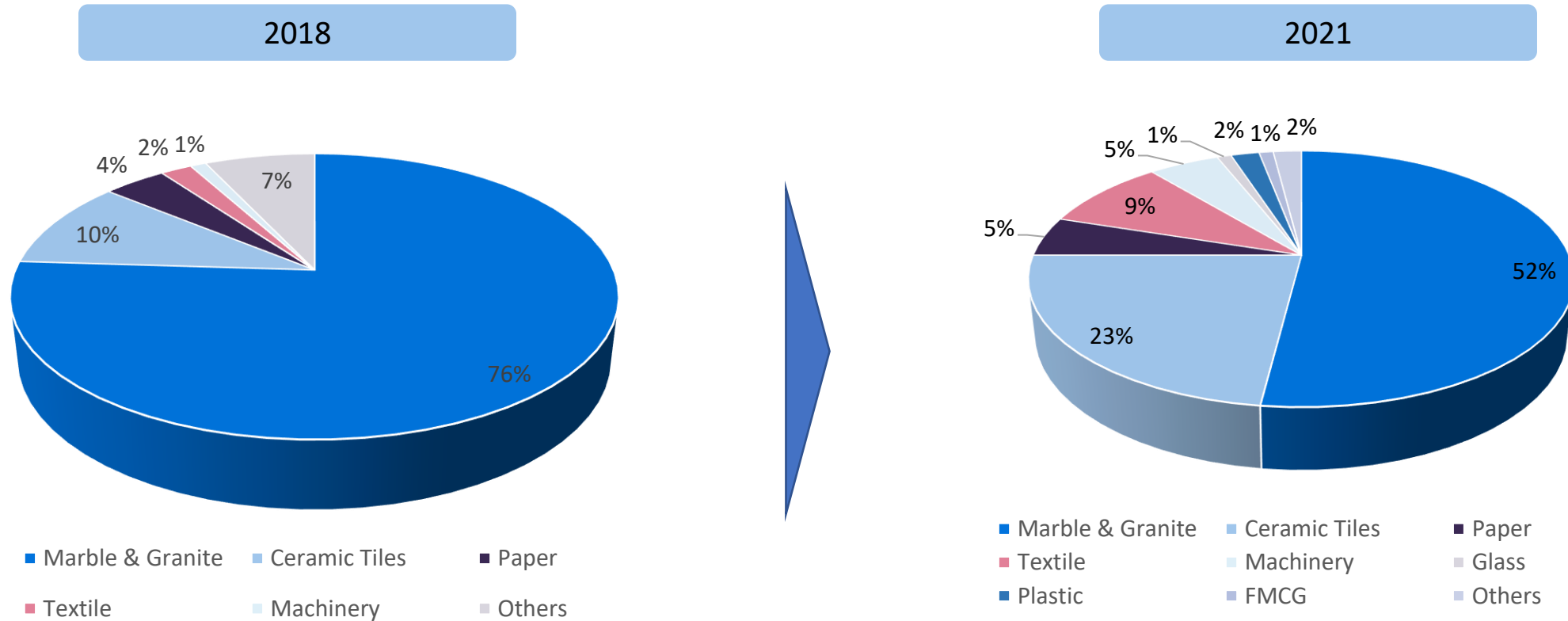
- Quality **Refined Petrol** & Petroleum Products
- Complete **range of Lubricants** from Shell and Servo
- Sufficient Area with **5 re-fueling points** enabling us to provide faster service
- **Payment** acceptance through any **electronic mode** including Fleet Plus account provided by Essar
- Pump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



# Industry Diversification Strategy

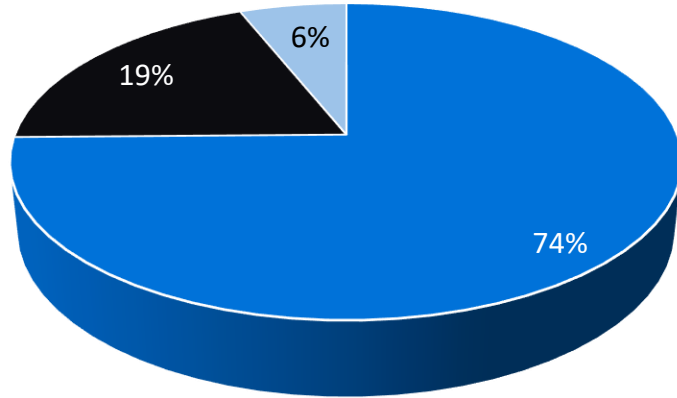


## Improving Industry Diversification

- 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 FY21.
- 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.

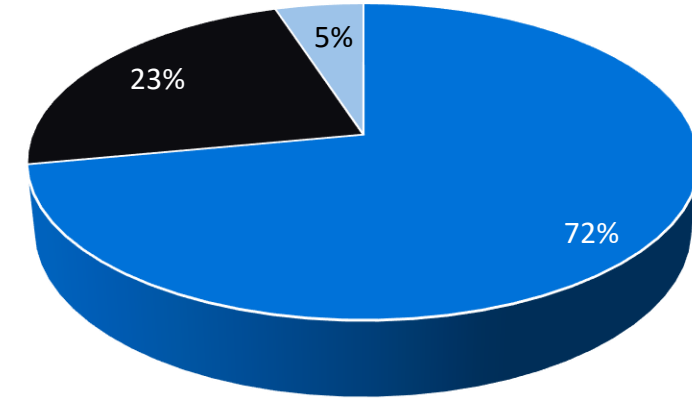
# Revenue Diversification Strategy

2018



■ Clearing & Forwarding ■ Transportation/Last Mile ■ Others

2021



■ Clearing & Forwarding ■ Transportation/Last Mile ■ Others

## *Improving Revenue Diversification*

- We have been focusing on creating new revenue streams for the business. Our revenue contribution from Clearing & Forwarding has decreased from 74% in 2018 to 72% in 2021.
- 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

# Board of Directors



## 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



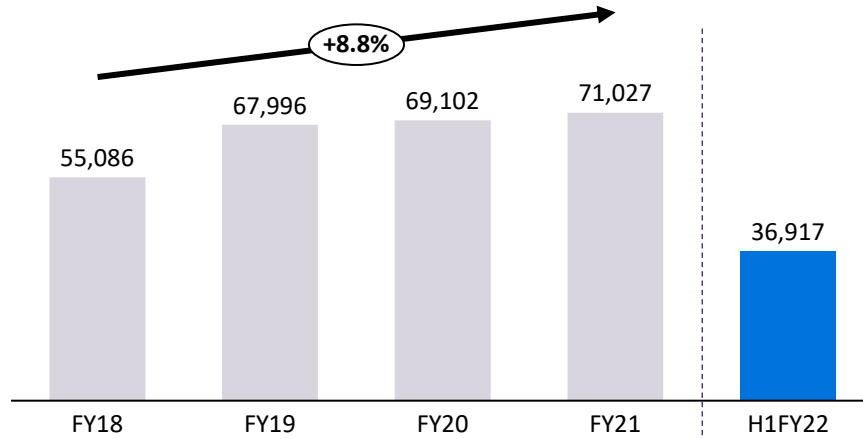
## Shipra Jhanwar

Company Secretary

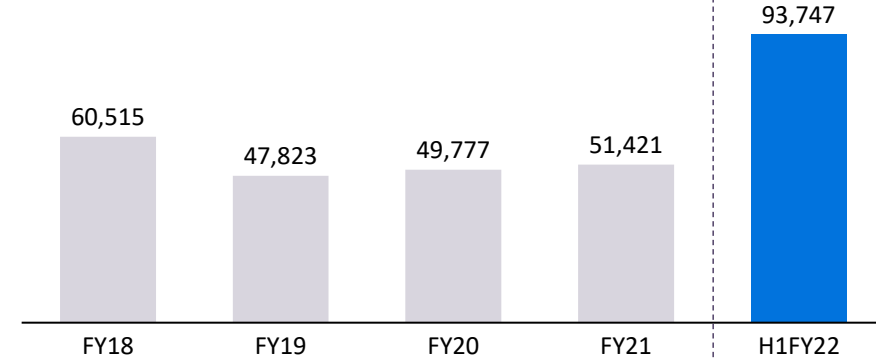
Responsible for all legal & compliance activities for Accuracy

# Key Operational Highlights

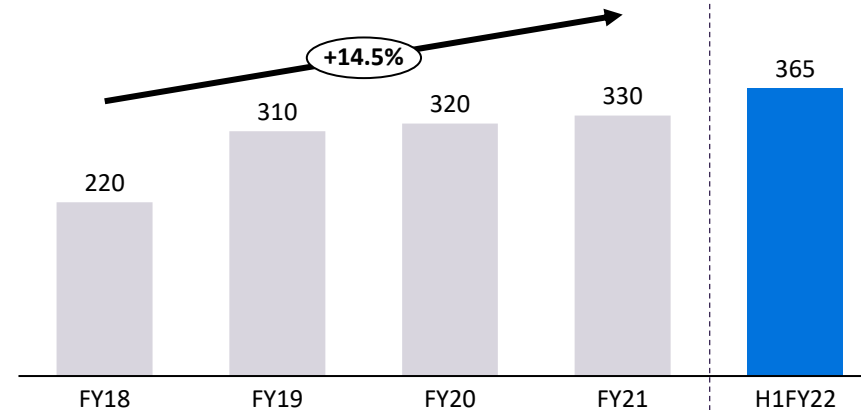
Containers Handled (in. Nos)



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



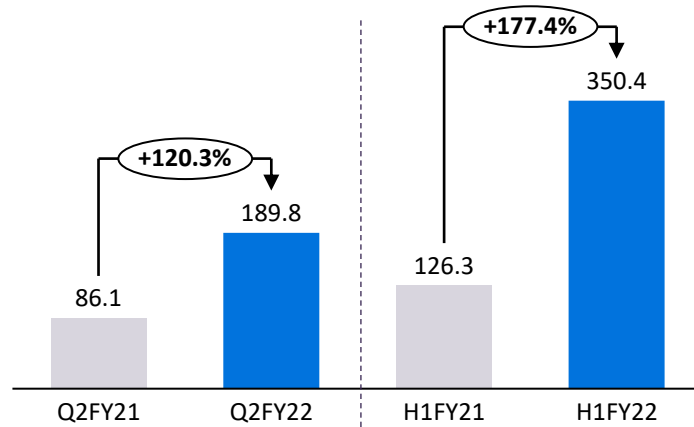
Our aim is to provide relief work to the affected areas. To provide shelter to the needy & poor people and also re-establishing schools/hospitals during natural calamities. Providing them food, water, first-aid kits, clothes etc. during natural calamities.

## Financials Section

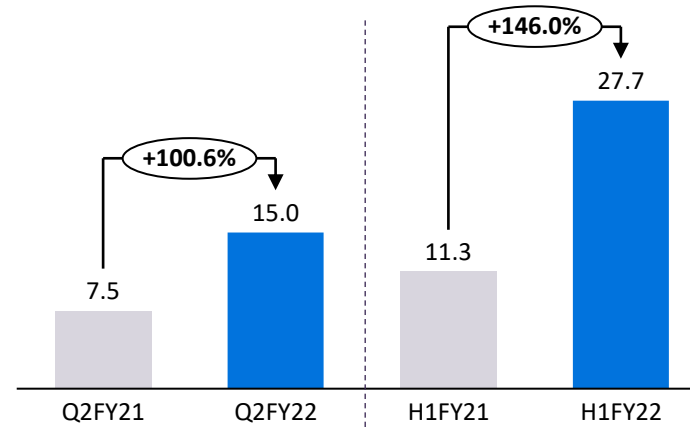


# Q2 & H1FY22 Key Financial Highlights

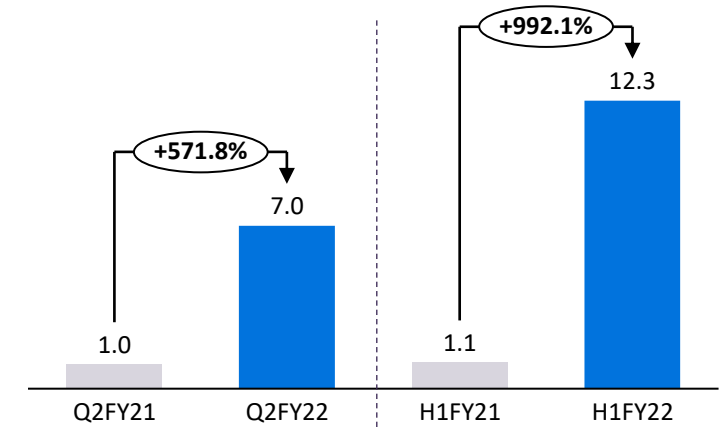
Revenue (Rs. in Crs)



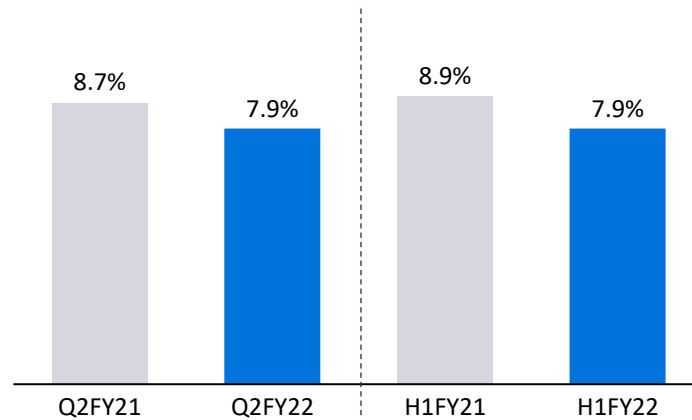
EBIDTA (Rs. in Crs)



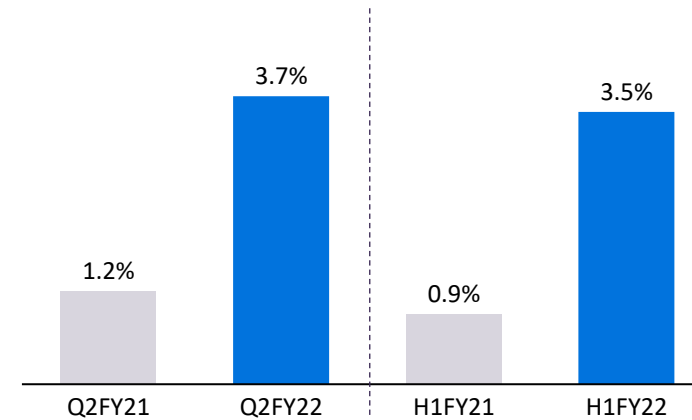
PAT (Rs. in Crs)



EBIDTA Margins (%)



PAT Margins (%)

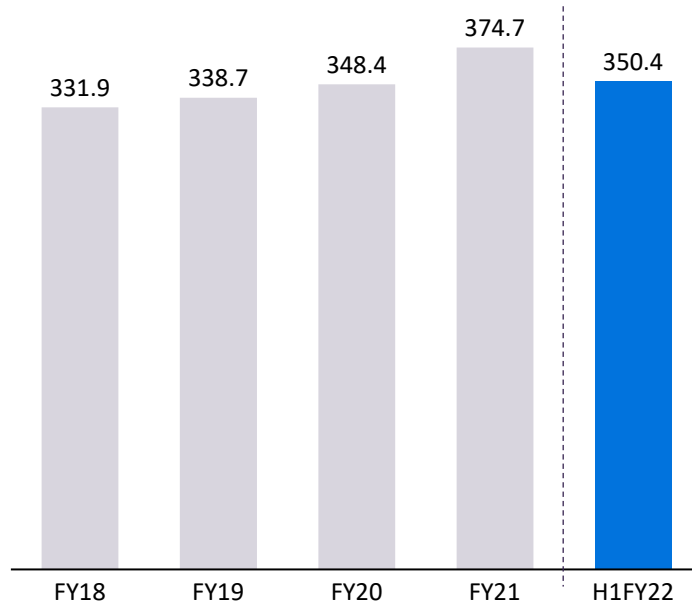


# Q2 & H1FY22 Profit & Loss Statement

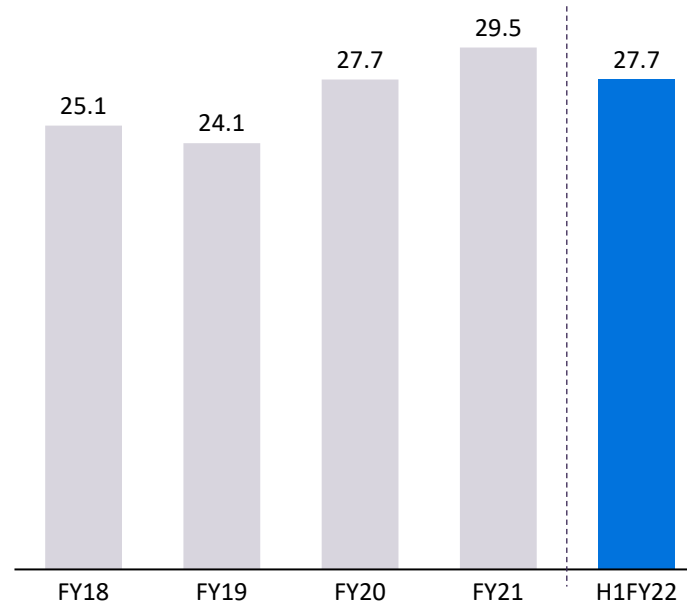
Particulars (Rs. in Crs)	Q2 FY22	Q2 FY21	Y-o-Y	Q1 FY22	Q-o-Q	H1 FY22	H1 FY21	Y-o-Y
<b>Revenue from Operations</b>	<b>189.8</b>	<b>86.1</b>	<b>120.3%</b>	<b>160.6</b>	<b>18.1%</b>	<b>350.4</b>	<b>126.3</b>	<b>177.4%</b>
Operative Expenses	148.6	75.4		130.9		279.6	109.0	
Purchase of Stock in Trade	22.4	0.0		12.9		35.3	0.0	
Changes in Inventories of Finished Goods, Work-in-Progress	-1.1	0.2		-0.3		-1.4	0.2	
<b>Gross Profit</b>	<b>19.8</b>	<b>10.5</b>	<b>89.2%</b>	<b>17.1</b>	<b>16.3%</b>	<b>36.9</b>	<b>17.1</b>	<b>115.9%</b>
Employee Cost	2.2	1.7		1.9		4.2	3.1	
Other Expenses	2.6	1.3		2.4		5.0	2.7	
<b>EBITDA</b>	<b>15.0</b>	<b>7.5</b>	<b>100.6%</b>	<b>12.7</b>	<b>18.1%</b>	<b>27.7</b>	<b>11.3</b>	<b>146.0%</b>
<b>EBITDA Margin</b>	<b>7.9%</b>	<b>8.7%</b>		<b>7.9%</b>		<b>7.9%</b>	<b>8.9%</b>	
Depreciation	3.1	2.9		2.9		5.9	5.8	
Other Income	0.4	0.1		0.2		0.6	0.1	
<b>EBIT</b>	<b>12.4</b>	<b>4.6</b>	<b>167.2%</b>	<b>10.0</b>	<b>23.8%</b>	<b>22.4</b>	<b>5.5</b>	<b>305.9%</b>
Finance Cost	1.7	3.5		2.5		4.2	4.1	
<b>Profit before Tax</b>	<b>10.7</b>	<b>1.2</b>	<b>816.6%</b>	<b>7.5</b>	<b>41.7%</b>	<b>18.2</b>	<b>1.4</b>	<b>1220.3%</b>
Tax	3.7	0.1		2.1		5.9	0.2	
<b>Profit After Tax</b>	<b>7.0</b>	<b>1.0</b>	<b>571.8%</b>	<b>5.4</b>	<b>28.7%</b>	<b>12.3</b>	<b>1.1</b>	<b>992.1%</b>
<b>Profit After Tax Margin</b>	<b>3.7%</b>	<b>1.2%</b>		<b>3.4%</b>		<b>3.5%</b>	<b>0.9%</b>	
<b>EPS</b>	<b>4.59</b>	<b>0.68</b>		<b>3.59</b>		<b>8.18</b>	<b>0.73</b>	

# Historical Financial Highlights

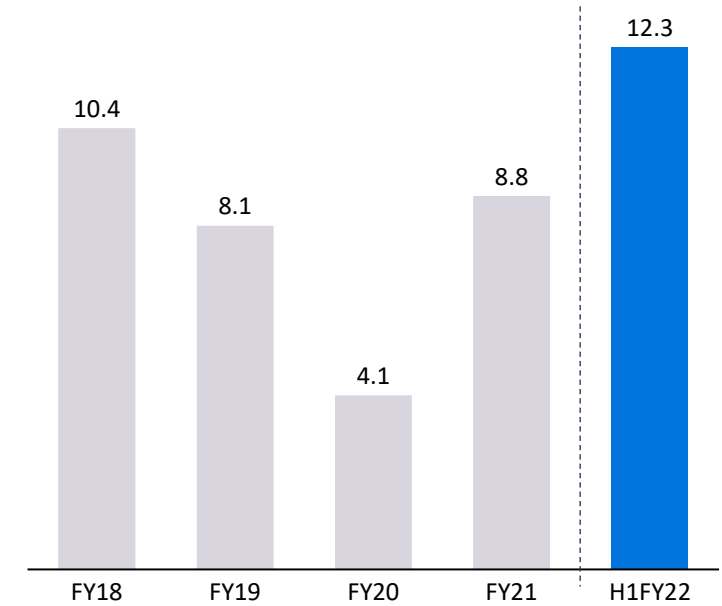
Revenue from Operations (Rs. in Crs)



EBIDTA (Rs. in Crs)



PAT (Rs. in Crs)





# Historical Profit & Loss Statement

Particulars (Rs. in Crs)	H1 FY22	FY21	FY20	FY19	FY18
<b>Revenue from Operations</b>	<b>350.4</b>	<b>374.7</b>	<b>348.4</b>	<b>338.7</b>	<b>331.9</b>
Operative Expenses	279.6	307.9	295.4	297.7	291.5
Purchase of Stock in Trade	35.3	13.5	5.1	0.0	0.0
Changes in Inventories of Finished Goods, Work-in-Progress	-1.4	-0.4	-0.1	0.0	0.0
<b>Gross Profit</b>	<b>36.9</b>	<b>53.7</b>	<b>48.0</b>	<b>41.0</b>	<b>40.5</b>
Employee Cost	4.2	6.8	7.5	5.2	3.6
Other Expenses	5.0	17.4	12.8	11.8	11.7
<b>EBITDA</b>	<b>27.7</b>	<b>29.5</b>	<b>27.7</b>	<b>24.1</b>	<b>25.1</b>
<b>EBITDA Margin</b>	<b>7.9%</b>	<b>7.9%</b>	<b>7.9%</b>	<b>7.1%</b>	<b>7.6%</b>
Depreciation	5.9	12.4	15.8	11.9	7.8
Other Income	0.6	1.0	1.0	4.8	1.4
<b>EBIT</b>	<b>22.4</b>	<b>18.0</b>	<b>12.8</b>	<b>16.9</b>	<b>18.7</b>
Finance Cost	4.2	5.5	7.4	4.7	3.4
<b>Profit before Tax</b>	<b>18.2</b>	<b>12.5</b>	<b>5.4</b>	<b>12.2</b>	<b>15.3</b>
Tax	5.9	3.7	1.3	4.2	5.0
<b>Profit After Tax</b>	<b>12.3</b>	<b>8.8</b>	<b>4.1</b>	<b>8.1</b>	<b>10.4</b>
<b>Profit After Tax Margin</b>	<b>3.5%</b>	<b>2.4%</b>	<b>1.2%</b>	<b>2.4%</b>	<b>3.1%</b>
<b>EPS</b>	<b>8.18</b>	<b>5.88</b>	<b>2.70</b>	<b>5.75</b>	<b>10.81</b>

# Historical Balance Sheet

Assets (Rs. in Crs)	Sep-21	Mar-21	Mar-20	Mar-19	Mar-18
<b>Non-Current Assets</b>					
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
<b>Financial Assets</b>					
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
<b>Total Non Current Assets</b>	<b>65.3</b>	<b>57.5</b>	<b>56.0</b>	<b>62.0</b>	<b>45.9</b>
<b>Current Assets</b>					
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
<b>Total Current Assets</b>	<b>163.6</b>	<b>141.5</b>	<b>124.1</b>	<b>102.2</b>	<b>47.7</b>
<b>Total Assets</b>	<b>228.8</b>	<b>199.1</b>	<b>180.1</b>	<b>164.2</b>	<b>93.6</b>

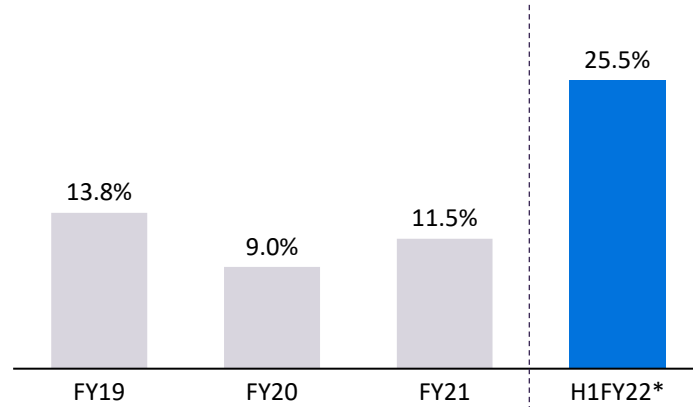
Equity & Liabilities (Rs. in Crs)	Sep-21	Mar-21	Mar-20	Mar-19	Mar-18
<b>Equity</b>					
Equity share capital	15.1	15.1	15.1	15.1	10.1
Other equity	79.8	67.2	58.5	54.4	15.0
<b>Total Equity</b>	<b>94.8</b>	<b>82.3</b>	<b>73.6</b>	<b>69.5</b>	<b>25.1</b>
<b>Non-Current Liabilities</b>					
Financial Liabilities					
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
<b>Total Non-Current Liabilities</b>	<b>53.0</b>	<b>47.4</b>	<b>44.2</b>	<b>36.0</b>	<b>27.2</b>
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	-	-	-	-
<b>Total Current Liabilities</b>	<b>81.0</b>	<b>69.4</b>	<b>62.3</b>	<b>58.7</b>	<b>40.7</b>
<b>Total Liabilities</b>	<b>134.0</b>	<b>116.8</b>	<b>106.5</b>	<b>94.7</b>	<b>67.9</b>
<b>Total Equity &amp; Liabilities</b>	<b>228.8</b>	<b>199.1</b>	<b>180.1</b>	<b>164.2</b>	<b>93.6</b>

# Historical Abridged Cash Flow Statement

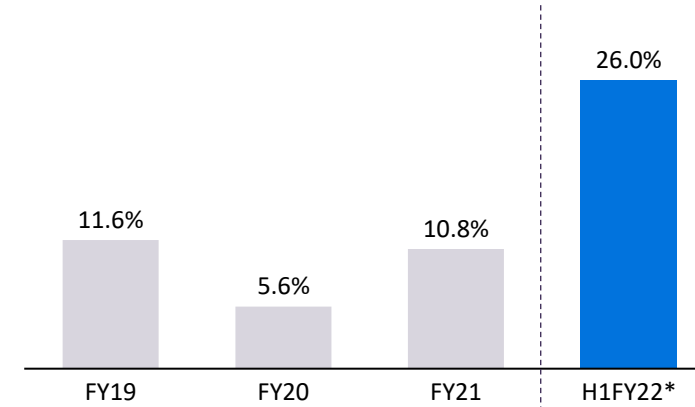
Cash Flow Statement (Rs. Crs.)	Sep-21	FY21	FY20	FY19	FY18
Net Profit Before Tax	18.2	12.5	5.4	12.2	15.3
Adjustments for: Non - Cash Items / Other Investment or Financial Items	9.9	17.0	22.4	16.5	10.9
<b>Operating profit before working capital changes</b>	<b>28.1</b>	<b>29.6</b>	<b>27.8</b>	<b>28.7</b>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

# Return Ratios

ROCE (%)



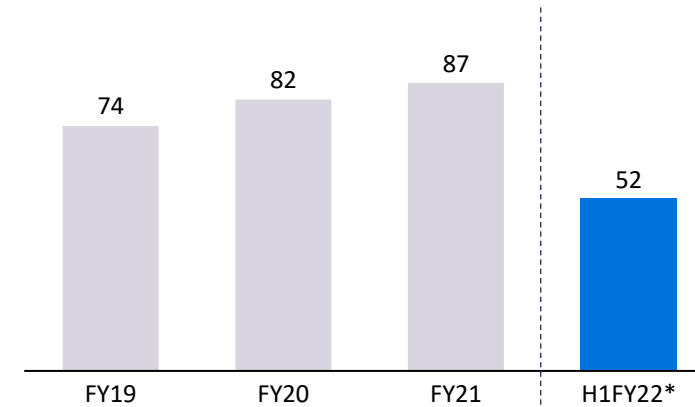
ROE (%)

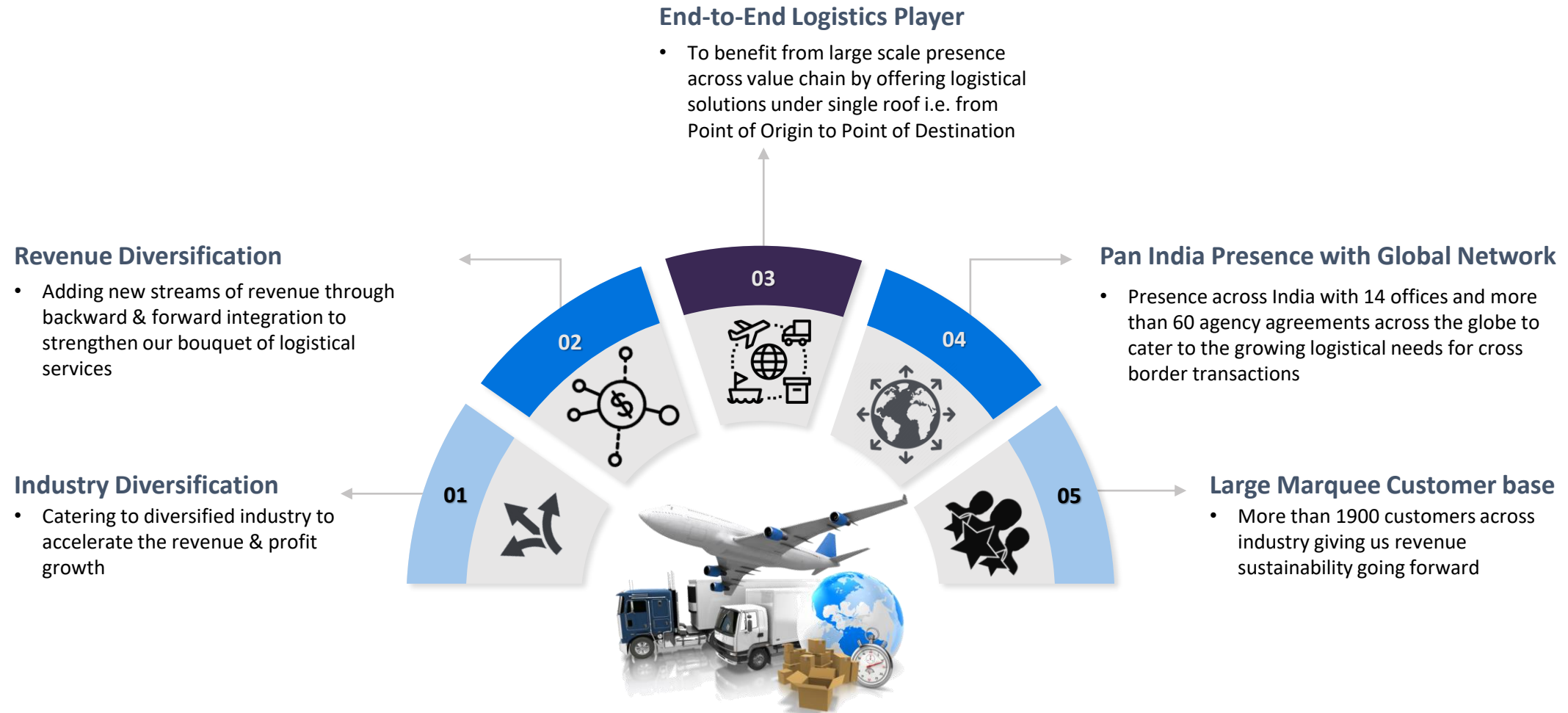


Net Debt / Equity (x)



Working Capital (in days)







# Thank You

For further information, please contact

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