



# Accuracy Shipping Limited

Investor Presentation  
18<sup>th</sup> December 2019



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# JOURNEY So Far



ASL was incorporated on a modest note and a very clear focus to deliver the highest level of Customs Clearance services to its Customers

FY08-10

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

FY11-15

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

FY17

Mature 3PL and strong tailwinds in the Marble and Ceramic segment helped company to post stellar numbers

FY18

IPO in July, 2019; issue of 4.93 mn shares at Rs.84@ raising Rs.42 crores.

Consolidated all business of promoter entities in ASL

FY19

## New Verticals Being Added For Growth

- In the last 3 years a number of new verticals added.
- New tie-ups, with large domestic companies in India to provide full end-to-end logistic services & C&F. Higher
- Working capital requirements as required to be funded through internal accruals / other sources as needed.



**Vinay Tripathi (CMD & Promoter)**

Dynamic & Young at 39 years

1<sup>st</sup> Generation Promoter



**Vishal  
Modhia  
(Admin)**

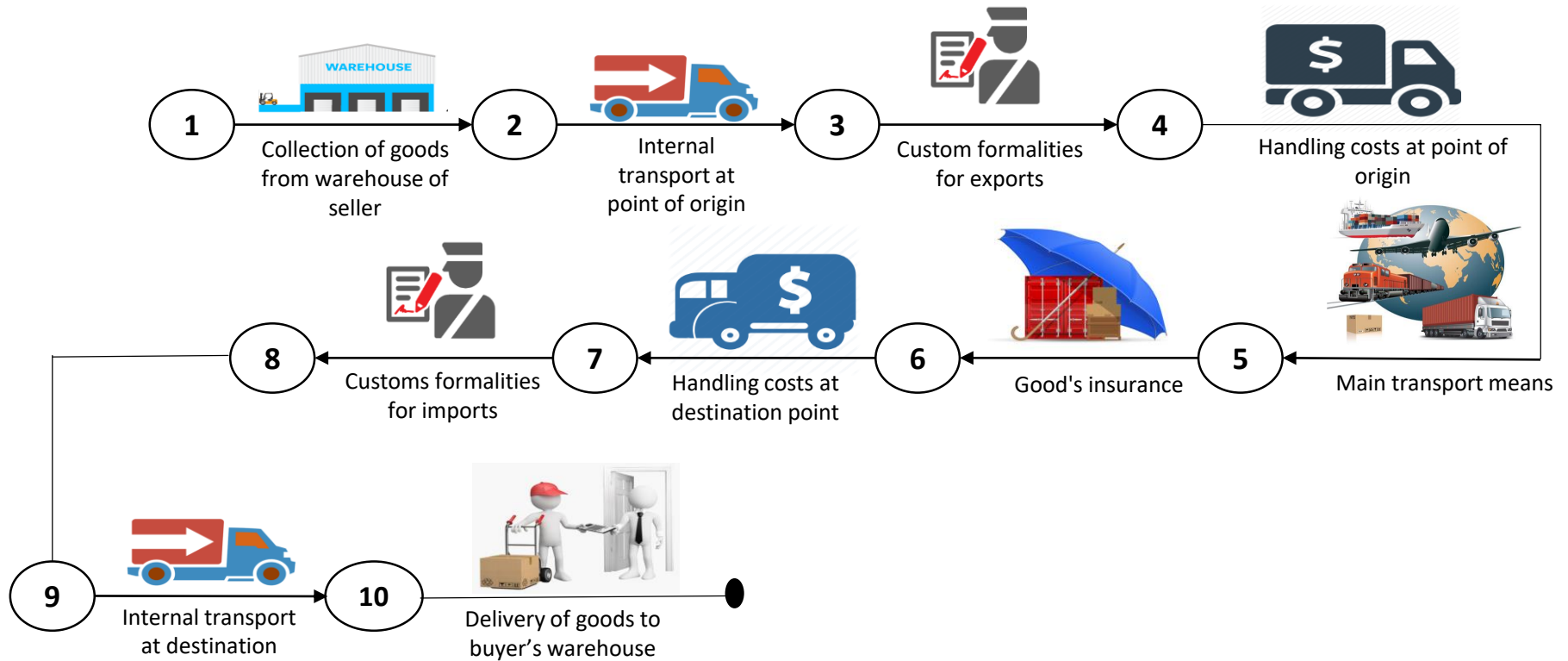


**Hiren  
Sukhwani  
(CFO)**



**Ravi  
Jagwani  
(Operations)**

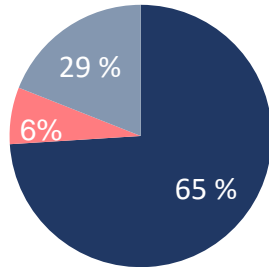
# BUSINESS Process



# OUR EGDE : 3P End To End Logistics Company



Service-wise Breakup  
(FY19)



■ Clearing & Forwarding Receipts

■ CFS Income

■ Transportation Receipts



C&F

- ❖ Full array of Ocean C&F using advance tracking technology
- ❖ Covers most all seaport locations.
- ❖ Tailored to meet clients' load requirements.
- ❖ Services include shipment tracking, purchase order management and space protection.



Warehousing (CFS)

- ❖ Comprehensive custom clearing services including HSN classification, rate of duty, Preparation of bills of entry, processing dispatch, delivery to the destination
- ❖ Export customs clearance, Preparation of shipping bill, Drawback, DEPB or DEEC, handling over international carriers



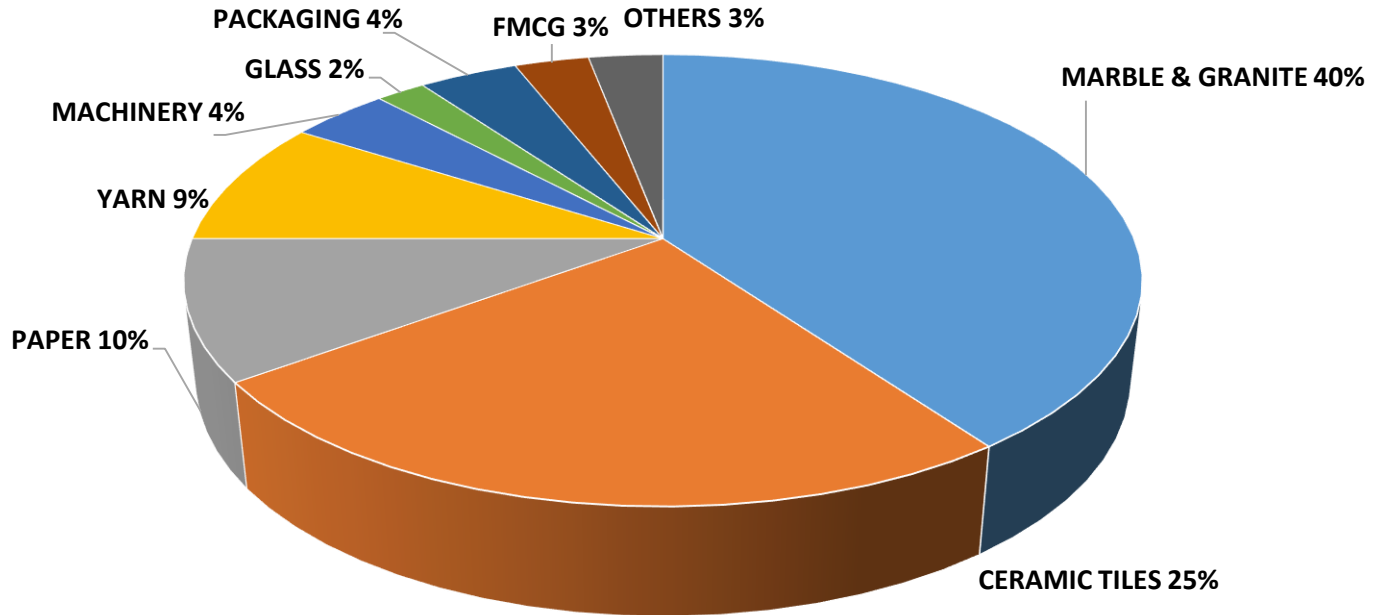
LAST MILE

- ❖ Own 309 HCV's
- ❖ 64 Global partners across the world, these are long term relationships built over the last decade

# MARKET LEADER In Marble & Granite EXIM



## Commodity Wise Turnover (%) FY19



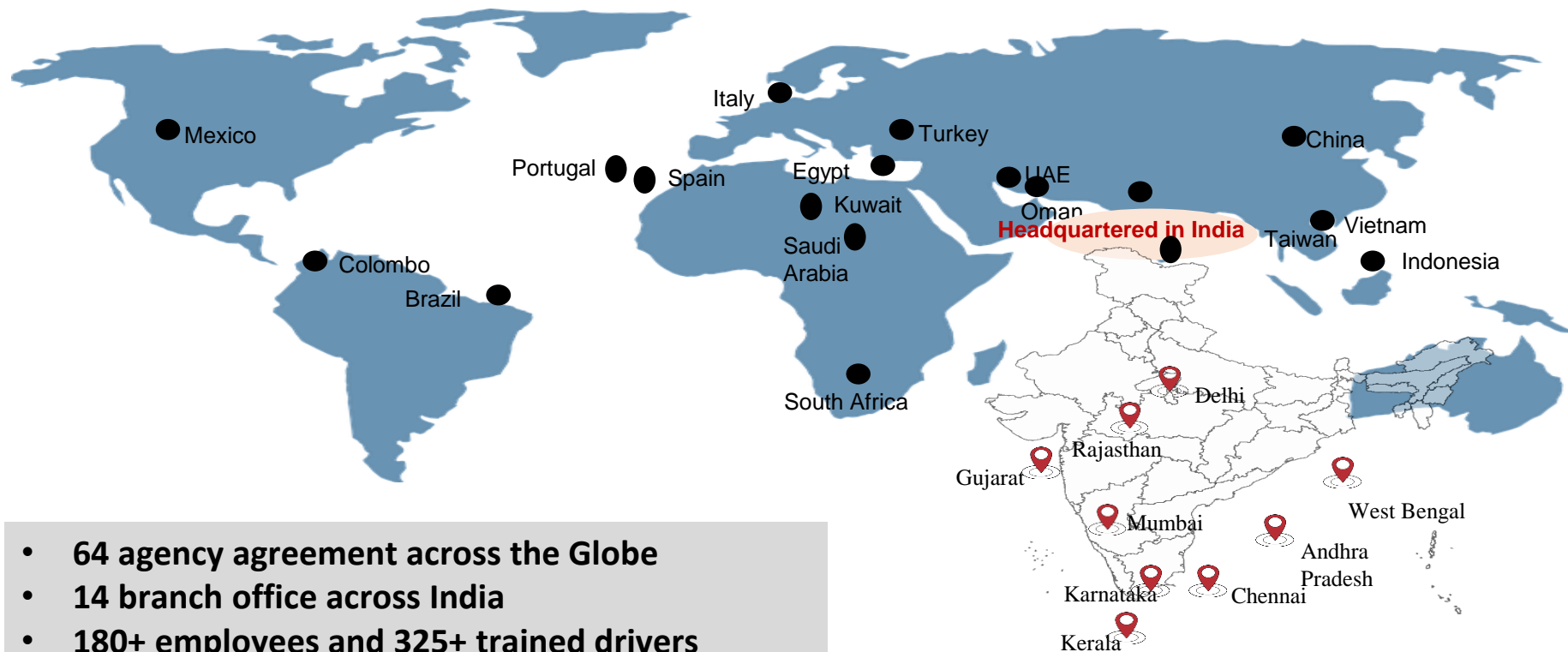
**New Verticals Leading To Increased Volumes**

# MARQUEE Clients





# GLOBAL NETWORK & Presence PAN India

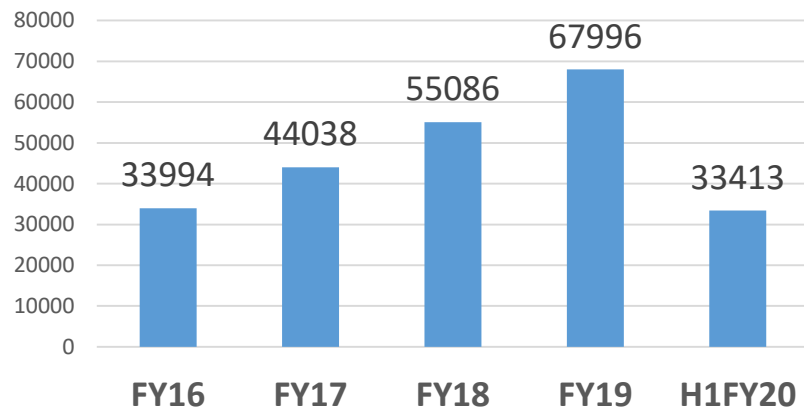


- **64 agency agreement across the Globe**
- **14 branch office across India**
- **180+ employees and 325+ trained drivers**

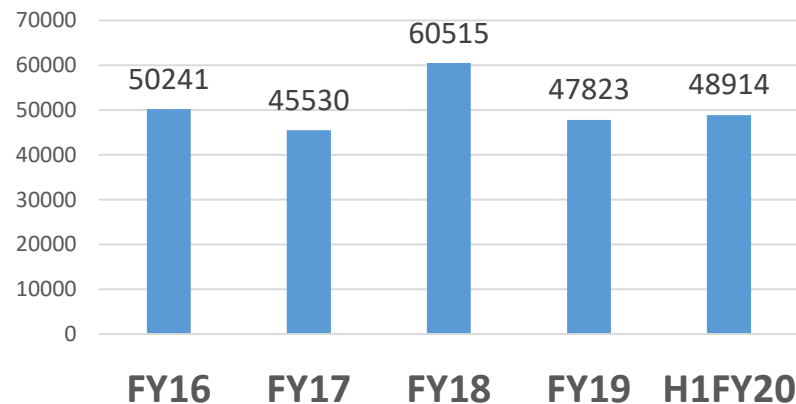
# VOLUMES Drive Growth



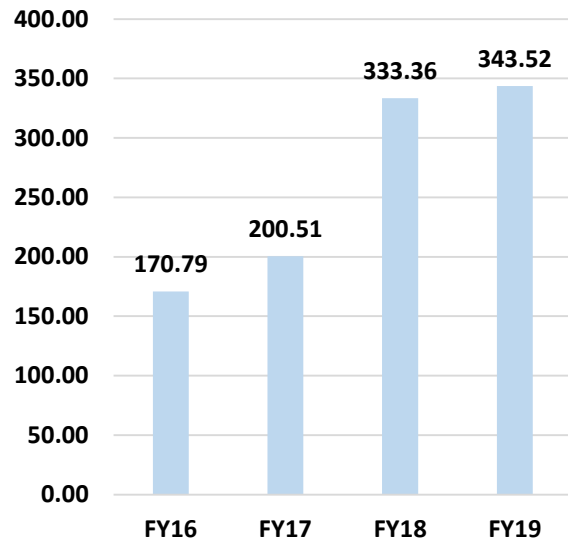
## Number of Containers



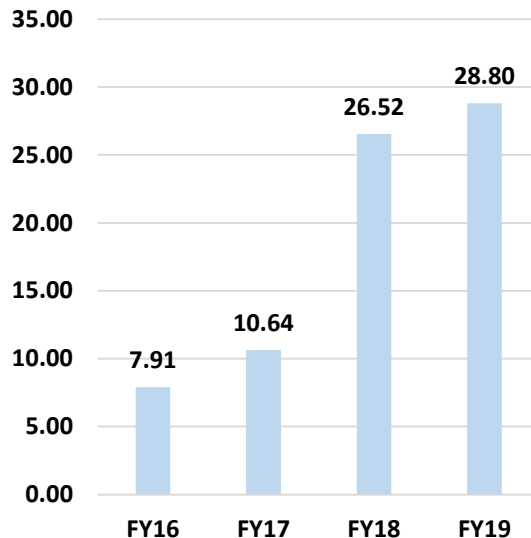
## Average Realization



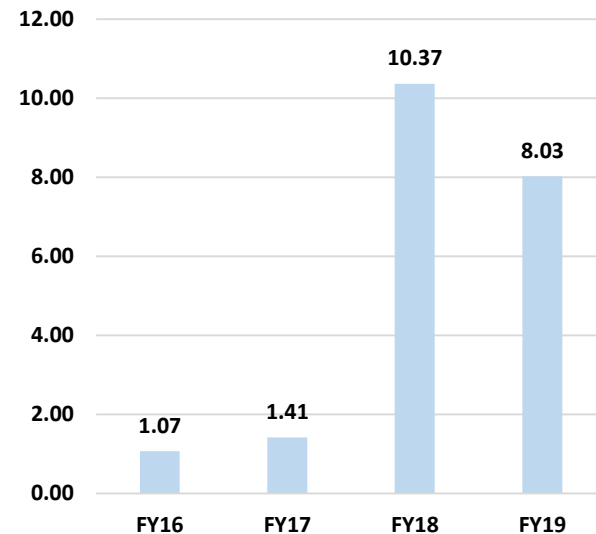
Total Revenue (Rs. Crores)



EBITDA (Rs. Crores)



PAT (Rs. Crores)



- Despite GDP Slowdown Revenues & EBITDA Uptrend Continues
- FY19 PAT impacted by higher Depreciation & Interest on Merged HCV's

# CONSOLIDATION for Increased Transparency



## All Subsidiary's have been merged with ASL or Shut Down (Except Jayant Logistics Private Limited)

Enterprise owned or significantly influenced by Key Management personnel or their relatives uptill March 2019.  (Current Equity Holding after consolidation %)	Jayant Logistics Private Limited (68% )
	A.R.S. International Private Limited (100% )
	A.R.S. Liners (India) Pvt Ltd (Shut Down)
	A.R.S. Terminals (India) Private Ltd (51%)
	ASPL Hotels & Petroleum Pvt Ltd (Shut Down)
	A.R.S. Terminals LLP (Shut Down)
	A.R.S. Clearing & Forwarding LLP ( Merged into ASL )
	M/s A.R.S Transport ( Merged into ASL)
	M/s Balaji Freight Carrier (Merged into ASL)
	M/s Jayant Co. (Licence Holder)
	M/s A.R.S Trading (Shut Down)
	M/s A.R.S Engineering (Shut Down )

Name of Related Party	Transaction	31-Mar19	31-Mar18
Jayant Logistics Private Limited	THC & Line Income	4,913,608	4,373,064
	Transportation Income	14,950,500	789,360
	Freight Income	17,669,995	444,601
	Other Income	527,435	134,618
A.R.S. International Private Limited	Rent Income	-	222,750
A.R.S. Liners (India) Private Limited	Rent Income	-	50,000
A.R.S. Clearing & Forwarding LLP	THC & Line Income	746,232	1,319,653
	Transportation Income	9,107,000	2,147,012
	Freight Income	1,600,199	2,879,182
	Other Income	153,904	25,069
M/s A.R.S Trading	THC & Line Income	-	597,091
	Transportation Income	-	1,121,829
	Freight Income	-	716,277
	Other Income	-	593,377
M/s A.R.S Transport	Transportation Income	91,897,918	357,496
M/s Balaji Freight Carrier	Transportation Income	29,492,392	2,113,814
M/s A.R.S Engineering	Rent Income	-	60,000

# AWARDS and Recognition



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



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 Gold award in Top 200 MSME's in India



Accuracy Shipping Limited Wins Bronze award for MSME Excellence



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



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

# **FACTORS Impacting Logistics Sector**



- ☐ **Global Trade slowdown due to US –China trade war**
- ☐ **Container demand slowdown with India Import & Export slowdown. Total cargo at major ports witnessing slower growth**
- ☐ **GDP slowdown impacting consumption**
- ☐ **Container Freight Rate & Truck rentals stable**
- ☐ **Proposed National Logistics Policy ‘LEADS (Logistics Ease Across Different States) impact to be assessed**

# Financials Highlights for 1HFY20 (Rs.Crores)



Particulars	1HFY20	1HFY19	YoY Gr %	FY19	FY18	YoY Gr %
Revenue from Operations	171.79	154.76	11%	338.75	331.92	2.06%
Cost of Services Rendered	151.18	136.15	11.04%	297.86	291.45	2.20%
Employee Benefit Expenses	3.13	2.39	30.96 %	5.13	3.64	40.93%
Other Expenses	4.07	3.94	3.30%	11.73	11.74	-0.09%
<b>Total Expenditure</b>	<b>158.38</b>	<b>142.48</b>	<b>11.16%</b>	<b>314.72</b>	<b>306.83</b>	<b>2.57%</b>
<b>EBITDA</b>	<b>13.41</b>	<b>12.28</b>	<b>9.21%</b>	<b>24.03</b>	<b>25.09</b>	<b>-4.22%</b>
EBITDA Margin	7.81%	7.93%	-	7.09%	7.56%	-
Depreciation	7.65	4.62	65.58%	11.93	7.81	52.75%
EBIT	5.76	7.66	-24.80%	12.1	17.28	-29.98%
Interest / Finance Cost	3.60	2.00	80%	4.70	3.40	38.24%
Other Income	0.96	0.68	41.18%	4.77	1.44	231.25%
PBT	3.12	6.34	-50.79%	12.17	15.32	-20.56%
Tax	0.80	2.12	-62.26%	4.15	4.96	-16.33%
<b>PAT</b>	<b>2.32</b>	<b>4.22</b>	<b>-45.02%</b>	<b>8.02</b>	<b>10.36</b>	<b>-22.59%</b>
PAT Margin	1.35%	2.73%	-	2.37%	3.12%	-
<b>EPS</b>	<b>1.55</b>	<b>3.01</b>	<b>-</b>	<b>5.73</b>	<b>10.81</b>	<b>-</b>

# Balance-Sheet Highlights (Rs.Crores)



Particulars	FY19	FY18	FY17	FY16
a. Share capital	15.06	10.12	9.00	3.00
b. Reserves & surplus	54.39	15.02	4.79	2.39
<b>Total Shareholders fund</b>	<b>69.45</b>	<b>25.14</b>	<b>13.79</b>	<b>5.39</b>
Non-current liabilities				
a. Long-term borrowings	34.59	26.35	6.58	10.27
b. Deferred tax liabilities (net)	1.38	0.82	0.56	0.83
c. Other Long Term Liabilities		0.00	0.00	0.15
Current liabilities				
a. Short-term borrowings	18.83	14.77	8.37	8.27
b. Trade payables	14.22	6.28	12.46	5.69
c. Other current liabilities	19.89	14.21	13.60	10.21
d. Short term provisions	5.8	5.45	4.39	3.13
<b>TOTAL</b>	<b>161.15</b>	<b>93.02</b>	<b>59.77</b>	<b>43.94</b>
Non-current assets				
i) Tangible Assets	59.47	38.72	18.47	22.85
ii) Intangible Assets	0.20	0.07	0.05	0.00
ii) Capital Work-In-Progress	0.00	5.37	3.45	0.00
b. Non Current Investments	0.00	0.00	0.00	1.07
d. Long term loans & advances	1.71	0.64	0.41	0.25
e. Other non-current assets	0.58	0.49	0.46	0.00
Current assets				
a. Inventories	0.82	0.34	0.00	0.00
b. Trade receivables	84.21	35.08	25.15	15.81
c. Cash and cash equivalents	1.64	1.10	0.65	0.20
d. Short term loans & advances	14.52	11.21	11.12	3.75
<b>TOTAL</b>	<b>161.15</b>	<b>93.02</b>	<b>59.77</b>	<b>43.94</b>



# Cash Flow highlights Rs.Crores)



Particulars	FY19	FY18	FY17	FY16	FY15
Cash Flow From Operating Activities					
Restated Net profit Before Tax and Extraordinary Items	12.25	15.32	2.85	2.20	0.55
Depreciation	11.93	7.81	5.85	3.69	1.60
Gratuity Provision	0.00	0.00	0.06	0.08	0.03
(Interest Received)	(0.07)	(0.21)	(0.06)	(0.11)	(0.04)
Interest and Finance Charges	4.7	3.40	2.31	1.71	1.15
Taxes Paid	0.00	(0.14)	0.92	0.26	0.28
Net Cash From /(Used In ) Operating Activities (A)	<b>14.93</b>	6.59	1.73	2.88	5.80
Cash Flow From Investing Activities					
(Purchase) / Sale of Fixed Assets/ Capital Work In Progress	(27.27)	(29.99)	(5.16)	(17.03)	(8.49)
Decrease/(Increase) in Non Current investments	(13.37)	0.00	0.61	(0.14)	(0.17)
Decrease/(Increase) in Non Current assets	(0.03)	(0.03)	0.60	-	-
Decrease/(Increase) in long term loans and advances	(0.01)	(0.22)			
Interest Received	0.07	0.21	0.06	0.11	0.04
Net Cash From /(Used In ) Investing Activities (B)	<b>(27.37)</b>	(30.03)	(5.17)	(17.06)	(8.71)
Cash Flow From Financing Activities					
Proceeds from Issue of Shares	36.9	1.12	6.00	2.04	-
Interest and Finance Charges	(4.70)	(3.40)	(2.65)	(2.01)	(1.15)
(Decrease)/Increase in Short Term Borrowing	0.00	0.00	(0.35)	3.65	1.76
(Decrease)/Increase in Long Term Borrowing	11.00	26.17	(0.09)	6.93	2.33
Net Cash From Financing Activities (c)	<b>42.65</b>	23.89	3.29	14.20	2.95
Net Increase / (Decrease) in Cash (A)+(B)+(C)	<b>0.35</b>	0.45	0.44	0.02	0.03
Cash and Cash equivalents at the beginning of the year	<b>1.10</b>	0.65	0.20	0.17	0.13
Cash and Cash equivalents at the end of the year	<b>1.45</b>	1.10	0.64	0.20	0.17

# THANKS!



## **Accuracy Shipping Limited**

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