

ACCURACY SHIPPING LIMITED

Investor Presentation 20th July, 2018





Disclaimer

This Investor Presentation has been prepared by ValueWise IR LLP in consultation with Accuracy Shipping Limited (ASL) and does not constitute a prospectus or placement memorandum or an offer to acquire any securities. This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute an offer. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements”, including those relating to the general business plans and strategy of ASL its future financial condition and growth prospects, future developments in its industry and its competitive and regulatory environment, and statements which contain words or phrases such as ‘will’, ‘expected to’, ‘horizons of growth’, ‘strong growth prospects’, etc., or similar expressions or variations of such expressions. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. Further, no representation or warranty expressed or implied is made nor is any responsibility of any kind accepted with respect to the completeness or accuracy of any information. Also, no representation or warranty, express or implied, is made that such information remains unchanged in any respect as of any date or dates after those stated herein with respect to matters concerning any statement made in this Investor Presentation. ASL may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation cannot be copied and disseminated in any manner. No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of ASL . This presentation is strictly confidential. The earlier versions of this presentation, were in draft form, and should not be circulated or referred to by any person.



Listed on 22nd June, 2018 on NSE Emerge

- Funds raised were Rs.41.5 crores. These are being utilized for the purpose listed in RHP as under :
- Purchase of goods transportation vehicle
- Working Capital Requirement
- Repayment of Loan
- General Corporate Purpose
- Issue Expenses

Net Proceeds from the Issue

Sr. No.	Particulars	Amount (INR in Crores)
1.	Purchase of goods transportation vehicle	5.16
2.	Working Capital	15.00
3.	Repayment of Loan	7.50
4.	Issue Expenses	[●]
5.	General Corporate Purposes	[●]



Company Overview

- Incorporated in the year 2008 at Anjar, Gujarat
- It has 180+ employees and 160+ trained drivers
- It has 14 branch office across India
- Provides end to end logistics services including freight forwarding, custom clearance, transportation & warehousing services
- Volumes in TEU's as on FY18 is 55,086
- Works with 32 strategic partners
- Own truck fleet of 153 as on 31st March 2018



Services Offered



Freight Forwarding



Warehousing

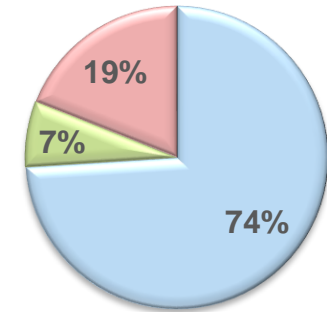


Custom Clearance



Transportation

Service-wise Breakup (FY18)

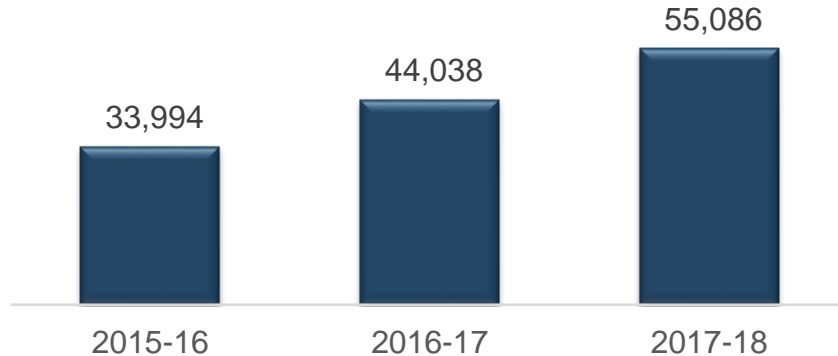


- Clearing & Forwarding Receipts
- CFS Income
- Transportation Receipts



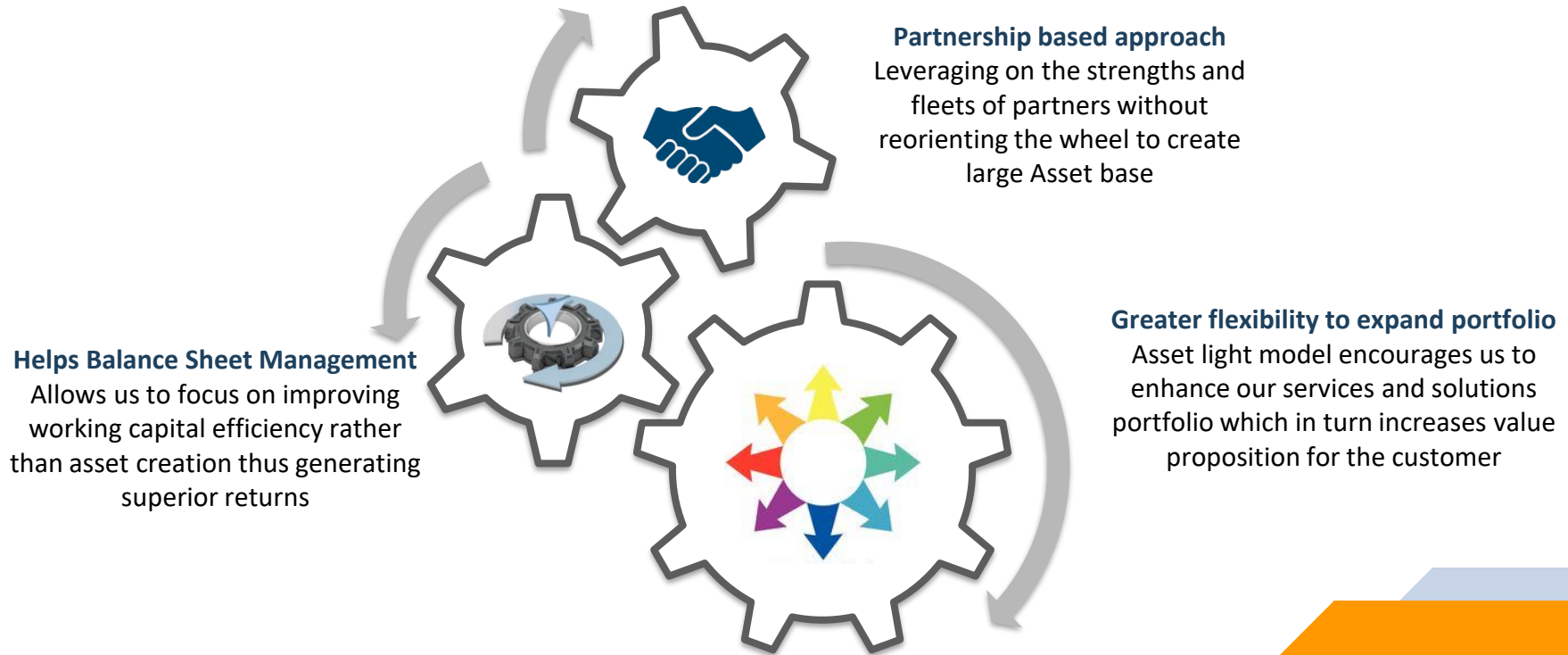
Why Accuracy? – Industry Leader in Marbles & Ceramics

No. of Containers



- Accuracy has a dominant market share in the Marbles and Ceramic segment
- Marble segment has a huge tailwind on account of “Open General Policy”

Asset Light Model



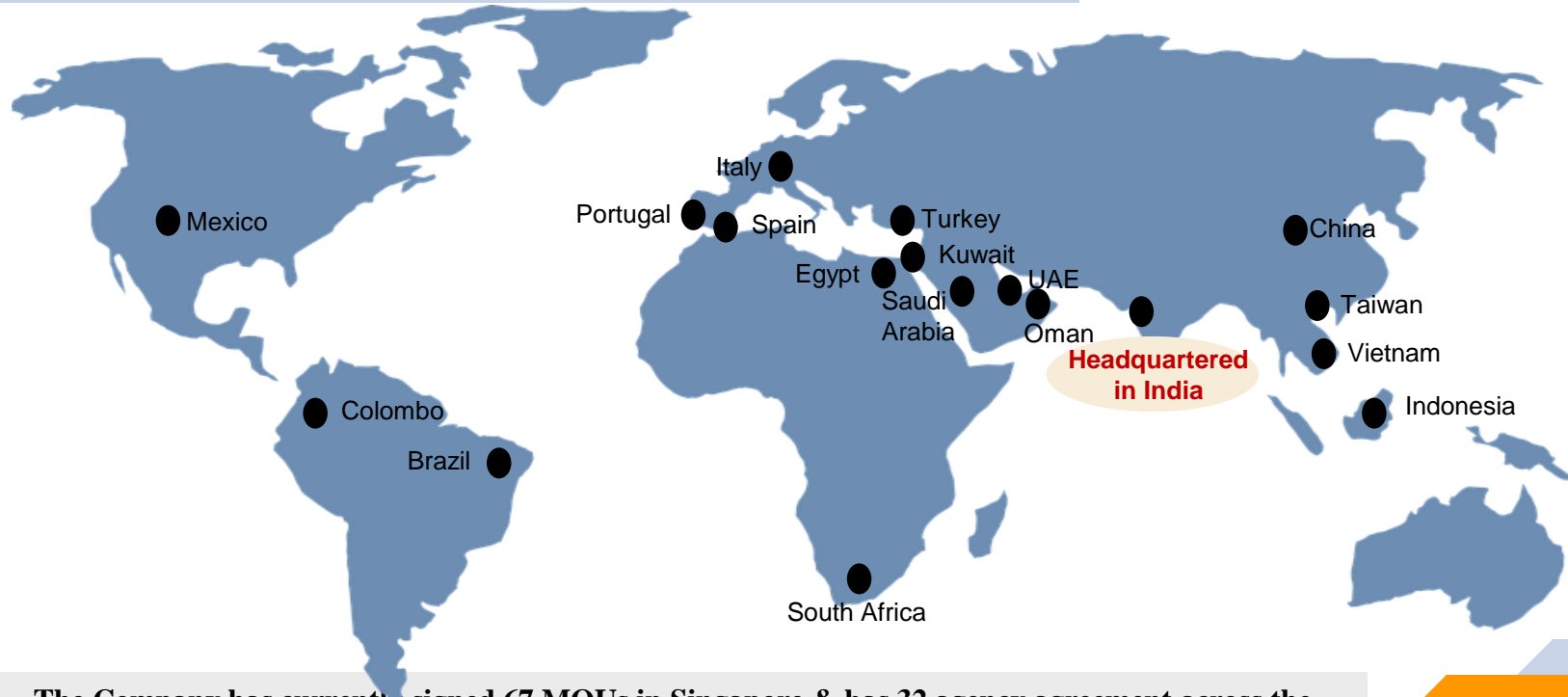


Marquee Clients





Network Presence - International



The Company has currently signed 67 MOUs in Singapore & has 32 agency agreement across the globe

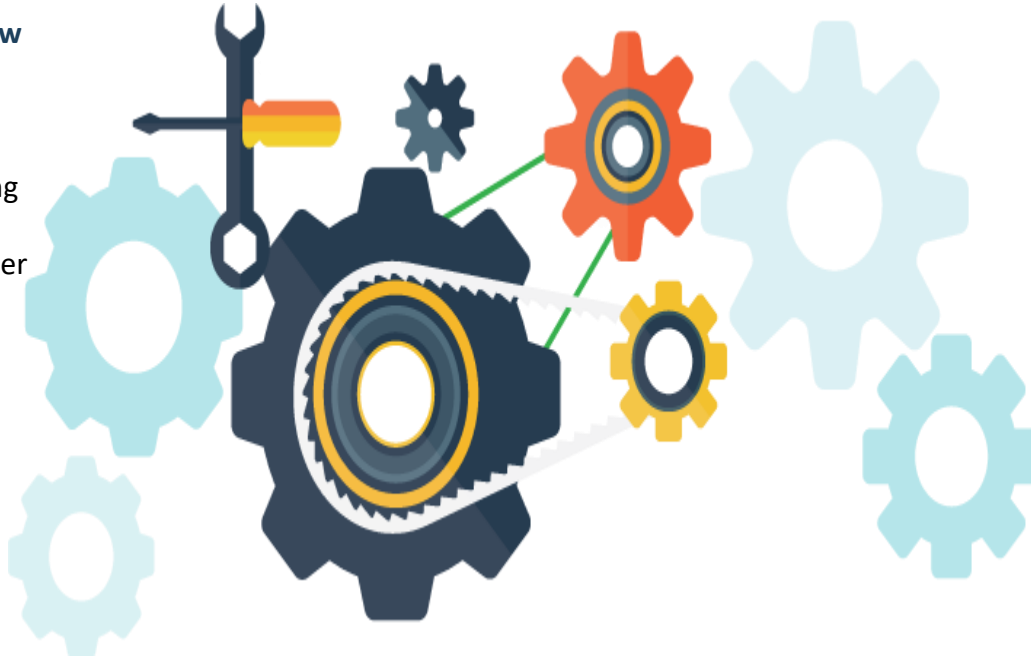
Future Strategy

Strengthen capabilities in New Geographies

To enhance the network of agents & partners in new geographies further enhancing global competitiveness and capability to serve the customer

Domestic Logistics & LCL

Leveraging existing network & infrastructure to enter Domestic Logistics segment and be part of the LCL Segment in India



Leverage & Deepen Relationships

To strengthen and enhance the strong relationships with existing partners & Associates

New Verticals

To utilize the cash generated through existing verticals to enter new avenues of growth which include commodities, papers & project cargo

FINANCIAL HIGHLIGHTS



Financial Performance (Rs. In Crores)

PERIOD ENDING 31ST MARCH, 2018					
Particulars	12 MONTHS FY18	12 MONTHS FY17	Y-O-Y %	12 MONTHS FY16	Y-O-Y %
TOTAL REVENUE	333.36	200.50	66.26%	172.20	-3.23%
EBIDTA	30.68	10.65	188.10%	7.71	38.13%
INTEREST	3.40	2.31	47.19%	1.73	33.53%
DEPRICIATION	7.81	5.48	42.52%	3.56	53.93%
PBT	15.32	2.85	437.54%	2.42	17.77%
TAX	4.96	1.33	272.93%	1.02	30.39%
PAT	10.37	1.41	635.46%	1.58	-10.76%
PAT MARGIN%	3.11	0.70	344.29%	0.76	-7.89%
EPS (RS)	10.81	5.44	98.71%	5.28	3.03%

Accounting Ratios

Particulars Year End March	FY18	FY17	FY16	FY15	FY14	FY13
PAT Margin	3.12%	0.70%	0.63%	0.20%	0.63%	0.88%
EBITDA Margin	7.99%	5.31%	3.72%	2.04%	1.70%	2.74%
NET WORTH (Rs.crores)	25.14	14.83	17.96	23.79	20.52	14.08
RONW %	41.23%	10.22%	24.50%	13.72%	31.28%	19.55%
ROCE %	27.91%	13.51%	13.50%	16.52%	20.48%	25.32%
EPS (Rs.)	10.81	5.44	5.28	3.31	6.45	2.81
Debt Equity Ratio	2:1	0.76	1.91	1.47	0.51	0.67

Profit & Loss Statement

Particulars Yr.end March (Rs.Crores)	FY18	FY17	FY16	FY15	FY14	FY13
Revenue from Operations	331.91	199.46	170.00	161.00	97.00	30.00
Other Income	1.44	1.05	2.20	2.30	0.30	0.20
Total Revenue	333.36	200.51	172.20	163.30	97.30	30.20
Expenses						
Employee Benefits Expense	3.64	2.57	2.21	2.19	1.04	0.19
Other Expenses	303.19	187.28	197.28	156.15	94.68	29.61
EBITDA	26.53	10.65	7.71	3.30	1.65	0.84
Depreciation and Amortization Expense	7.81	5.48	3.55	1.60	0.45	0.23
EBIT	18.72	5.17	4.16	1.70	1.20	0.60
Finance Costs	3.40	2.31	1.72	1.15	0.33	0.17
EBT	15.32	2.85	2.42	0.55	0.86	0.43
Tax expense:						
Current Tax	4.70	1.38	0.49	0.28	0.33	0.08
MAT Credit		-	(0.09)	-		(0.0072)
Deferred Tax	.026	(0.05)	(0.43)	(0.04)	(0.08)	0.09
PAT	10.37	1.41	1.58	0.31	0.61	0.26

Balance Sheet

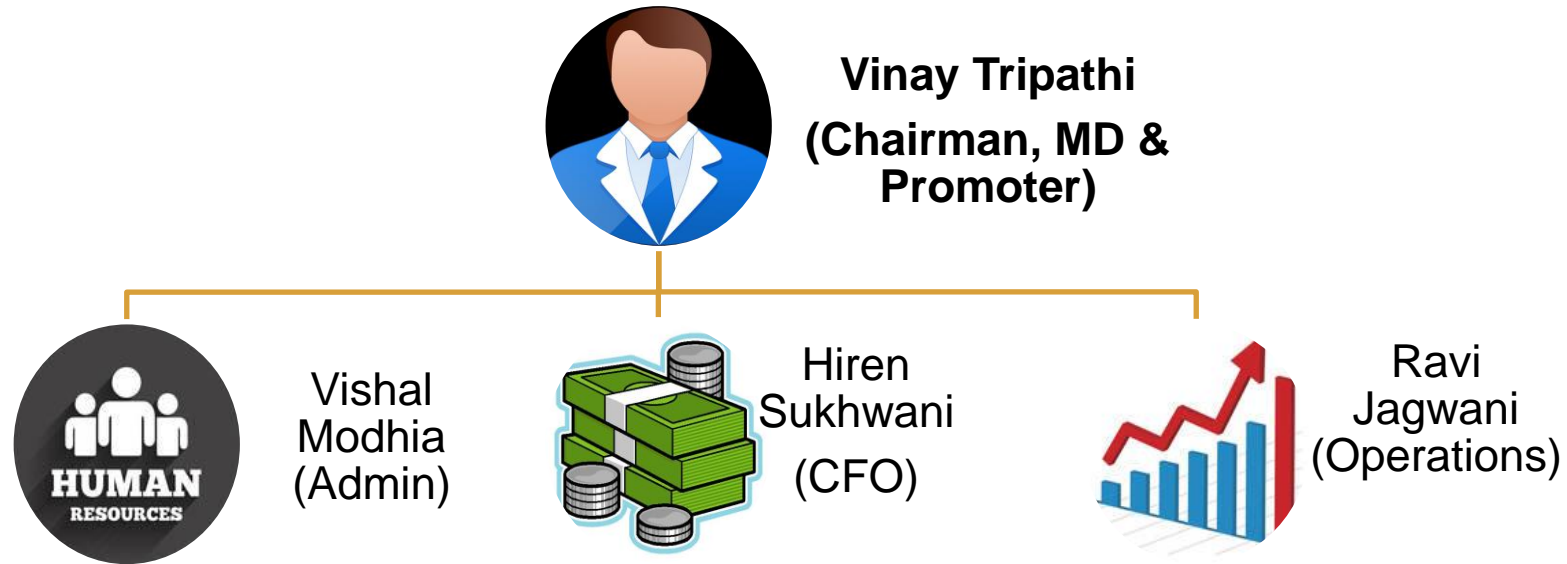
Particulars Yr Ending March (Rs.Crores)	FY18	FY17	FY16	FY15	FY14	FY13
EQUITY AND LIABILITIES						
1. Shareholders' funds						
(a) Share Capital	10.12	9.00	3.00	0.95	0.95	0.95
(b) Reserves and Surplus	15.02	4.79	3.45	1.31	1.00	0.38
Non-current liabilities						
(a) Long-term Borrowings	26.35	12.41	12.89	3.33	0.99	0.90
(b) Deferred Tax Liabilities (Net)	0.82	0.56	0.50	-	0.01	0.09
(c) Other Non Current Liabilities				0.06	0.02	0.01
Current liabilities						
(a) Short-term Borrowings	14.77	11.50	11.41	4.61	2.85	-
(b) Trade Payables	6.28	12.46	5.68	6.81	3.59	2.11
(c) Other Current Liabilities	14.21	2.09	4.44	7.04	3.03	0.70
(d) Short-term Provisions	5.45	6.93	2.99	3.69	0.51	0.02
TOTAL LIABILITIES	93.02	59.76	43.39	27.83	12.99	5.20
Non-Current Assets						
(a) Fixed Assets	44.16	21.98	22.29	8.96	2.07	1.40
(b) Non-Current Investments	0.49	0.46	-	0.65	0.48	0.19
Deferred Tax Assets (Net)		-	-	0.03	-	-
(d) Long-term Loans and Advances	0.64	0.32	0.25	0.10	0.01	0.01
Current assets						
(b) Trade Receivables	35.08	25.15	15.80	13.02	8.98	2.02
(c) Cash and Cash Equivalents	1.44	0.64	0.20	0.17	0.13	0.07
(d) Short-term Loans and Advances	11.21	11.66	5.84	4.87	1.28	1.49
TOTAL ASSETS	93.02	59.76	43.93	27.83	12.99	5.20

Cash Flow Statement

Particulars Yr. End March (Rs.Crores)	FY18	FY17	FY16	FY15	FY14	FY13
Cash Flow From Operating Activities						
Restated Net profit Before Tax and Extraordinary Items	15.32	2.85	2.42	0.55	0.86	0.43
Adjustments For:						
Depreciation	7.81	5.85	3.55	1.60	0.45	0.23
Gratuity Provision	(0.14)	0.06	0.08	0.03	0.01	(0.0031)
Sale of Investment		(0.60)	-	-	-	-
(Interest Received)	(0.21)	(0.06)	(0.11)	(0.04)	(0.02)	(0.0085)
Interest and Finance Charges	3.40	2.31	1.71	1.15	0.33	0.17
Net changes in WC	19.58	10.50	7.33	2.69	(2.47)	0.60
Taxes Paid	0.00	0.92	0.26	0.28	0.33	0.07
Net Cash From /(Used In) Operating Activities (A)	6.59	1.73	2.88	5.80	(1.15)	1.36
Cash Flow From Investing Activities						
(Purchase) / Sale of Fixed Assets/ Capital Work In Progress	(30.62)	(5.16)	(17.03)	(8.49)	(1.12)	(1.58)
Decrease/(Increase) in Non Current investments	(3.02)	0.61	(0.14)	(0.17)	(0.29)	(0.19)
Net gain/loss on Sale of Investment	0.41	0.60	-	-	-	-
Interest Received	0.21	0.06	0.11	0.04	0.302	0.0085
Net Cash From /(Used In) Investing Activities (B)	(30.03)	(5.17)	(17.06)	(8.71)	(1.39)	(1.78)
Cash Flow From Financing Activities						
Proceeds from Issue of Shares	1.12	6.00	2.04	-	-	-
Interest and Finance Charges	(3.40)	(2.65)	(2.01)	(1.15)	(0.33)	(0.17)
(Decrease)/Increase in Short Term Borrowing	0.00	(0.35)	3.65	1.76	2.85	(0.25)
(Decrease)/Increase in Long Term Borrowing	26.17	(0.09)	6.93	2.33	0.08	0.90
Net Cash From Financing Activities (c)	23.89	3.29	14.20	2.95	2.60	0.48
Net Increase / (Decrease) in Cash (A)+(B)+(C)	0.45	0.44	0.02	0.03	0.06	0.06
Cash and Cash equivalents at the beginning of the year	0.64	0.20	0.17	0.13	0.07	0.0048
Cash and Cash equivalents at the end of the year	1.10	0.64	0.20	0.17	0.13	0.07

Business Overview

Organization Structure



Key Management Personnel



- **Vinay Tripathi**, aged 36yrs, is the Promoter, Chairman & Managing Director of the Company since incorporation
- He has relevant experience in logistics industry more than a decade.
- He has completed his Bachelors in commerce
- He is the guiding force behind all the strategic decisions of Company and is entrusted with the responsibility of looking after the overall management and operations of Company.

- **Rama Tripathi**, aged 32 years, is the Promoter and Whole Time Director of the Company.
- She has been appointed as director of our Company with effect from November 15, 2011 and has been designated as Whole Time Director of our Company
- She has completed Bachelor of Commerce.
- She has an experience of around 6 years in Logistics Industry. She handles Human Resource department of our Company.



Key Management Personnel

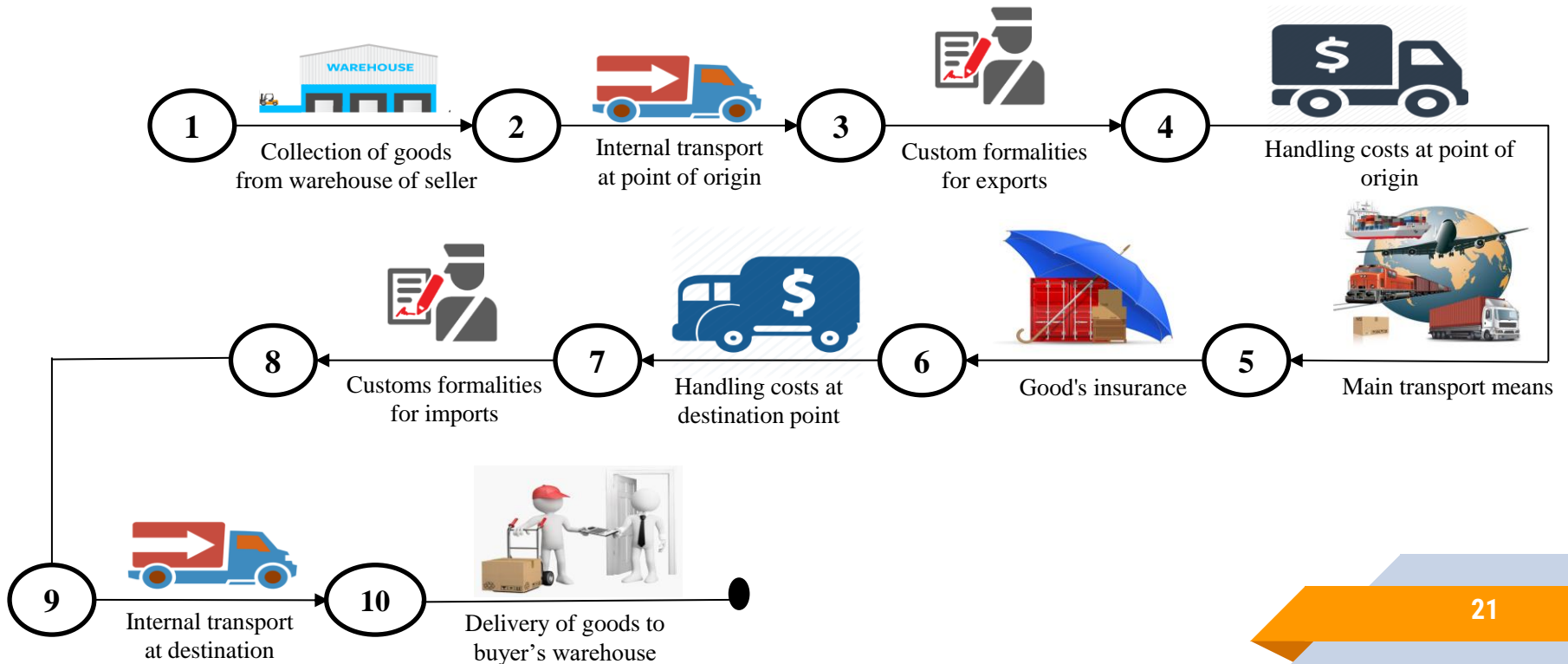


- **Ravi Jagwani**, aged 31yrs, is the Sales & Operations Head of the Company.
- He has been associated with the Company from past 10years.
- He has completed Bachelor of Commerce.
- He looks after all the sales and operations work related to import & export in the Company.

- **Hiren Sukhwani**, aged 27yrs, is the Chief Financial Officer of the Company.
- He has completed Masters of Business Administration.
- He looks after complete financials and accounting operations of the Company.

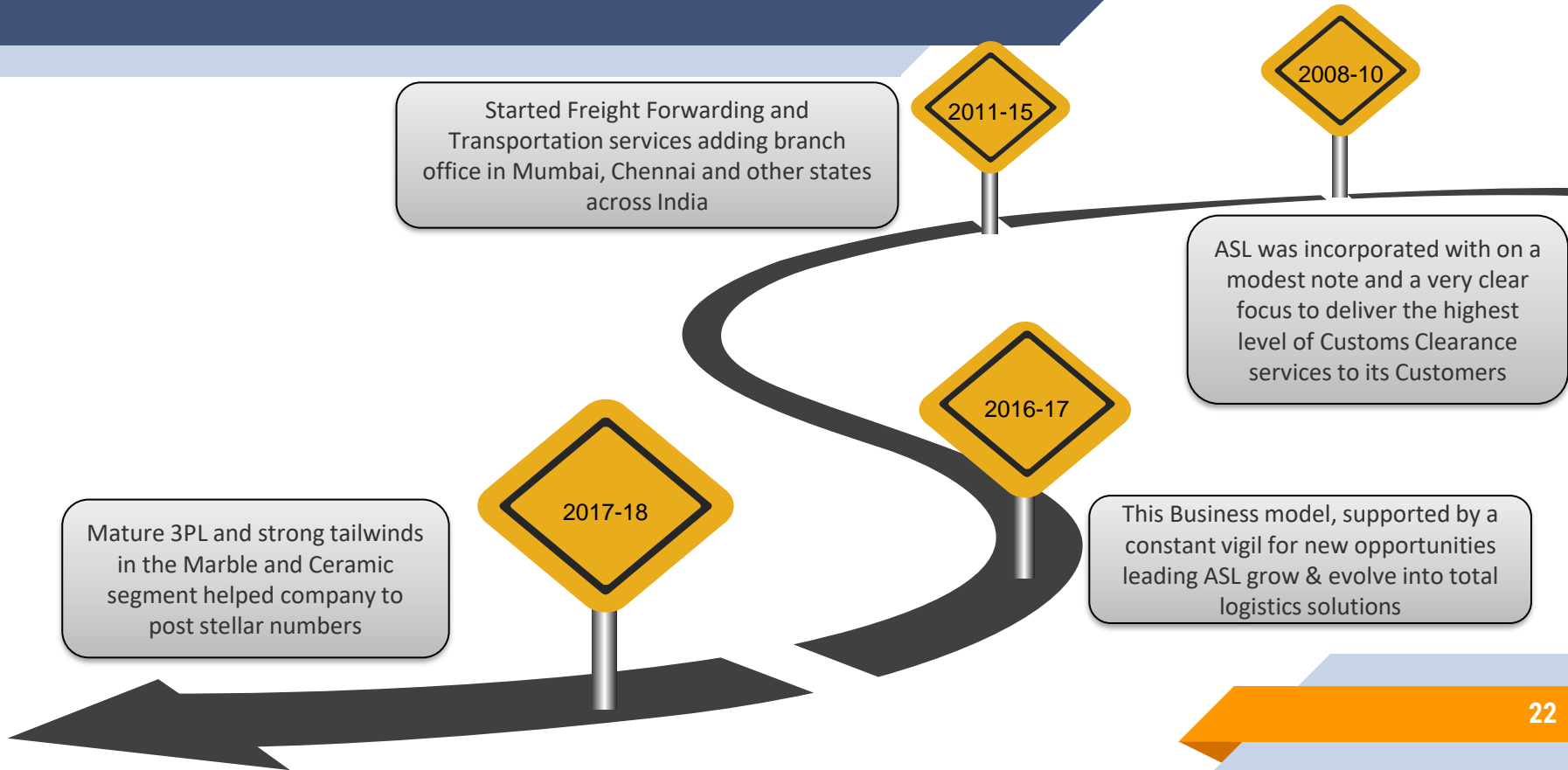


Business Process

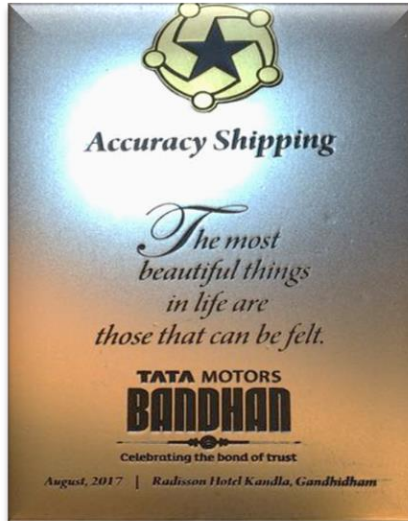




Milestones



Awards & Recognition



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



20TH
ANNUAL
CONFERENCE
MARCH 2-5, 2018
SINGAPORE



10TH
WORLDWIDE
CONFERENCE
MARCH 4-8, 2018
SINGAPORE

The Winner



Issuer Company

Accuracy Shipping Limited

ASPL House, Plot No. 11, Survey No. 42,
Meghnar Borichi, Anjar, Kachchh – GI 370 110 IN

