



Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

Accuracy Shipping Limited

Q3 & 9MFY26 Investor Presentation

Safe Harbor

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Accuracy Shipping at a Glance

ACCURACY SHIPPING LIMITED END TO END LOGISTICS SOLUTION PROVIDER

393+

Operational
Trucks

1,80,000+

Sq. Ft Warehouse
Under Management

72

Agency Agreement
across the globe

14

Branch Office
Across India

82,771

Container Handled
in 9MFY26

450+ & 400+

Employees &
Trained Drivers

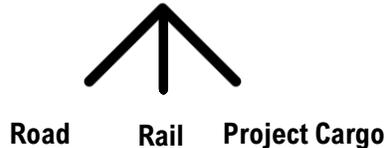
OUR CORE SERVICES :



Custom Clearance



Transportation



Freight Forwarding



Warehousing



Chartering



Milestones

- **2000** - Incorporated Balaji Shipping Agency with a focus on delivering exceptional Customs Clearance & Transportation services.
- **2004** - Achieved success with 14 employees, laying the foundation for future growth in Shipping & Logistics Industry.
- **2008** - Later known as Accuracy Shipping Pvt Ltd with expanded freight forwarding services to Gulf, Middle East, Far East, and USA trades, marking a significant milestone

2000-2010

- **2011** - Introduced Freight Forwarding and Transportation services, establishing branch offices in Mumbai, Chennai, and other states across India.
- **2013** - Obtained WCAworld Gold Medallion Financial Protection Program and All World Shipping Agency licenses
- **2016** - Evolved into a total logistical solutions provider, offering customs clearance, freight forwarding, shipping, transportation, warehousing and more.

2011-2016

- **2017** - Matured as a 3PL logistics company, expanding into new segments and winning the WCA Best Partner Award 2017.
- **2018** - Transformed into Accuracy Shipping Limited and successfully launched an SME IPO.
- **2019** - Received the Fastest Growing Company Award and Global Logistics Excellence Award.
- **2020** - Shifted to the mainboard in December and consolidated all business under one roof, becoming the 1st NSE-listed company of Kachchh.

2017- 2020

- **2021** - Added new business verticals, including an Essar Petrol Pump.
- **2022** - Awarded Leading Shipping Company of Kutch, introduced Ashok Leyland Dealership showrooms at location Gandhidham, Bhuj, Mundra & Morbi. Established new tie-ups with domestic and international companies.
- **2024** - Expanded our presence with an additional Ashok Leyland Dealership showroom at Nakhatrana, Kutch – Gujarat.

2021-2024

Present Year: 2026 –

- Achieved significant milestones, including:
- Successfully completing long-term rate contracts with main carriers.
- Establishing Train Chartering movements with prominent carriers such as Hapag and CMA.

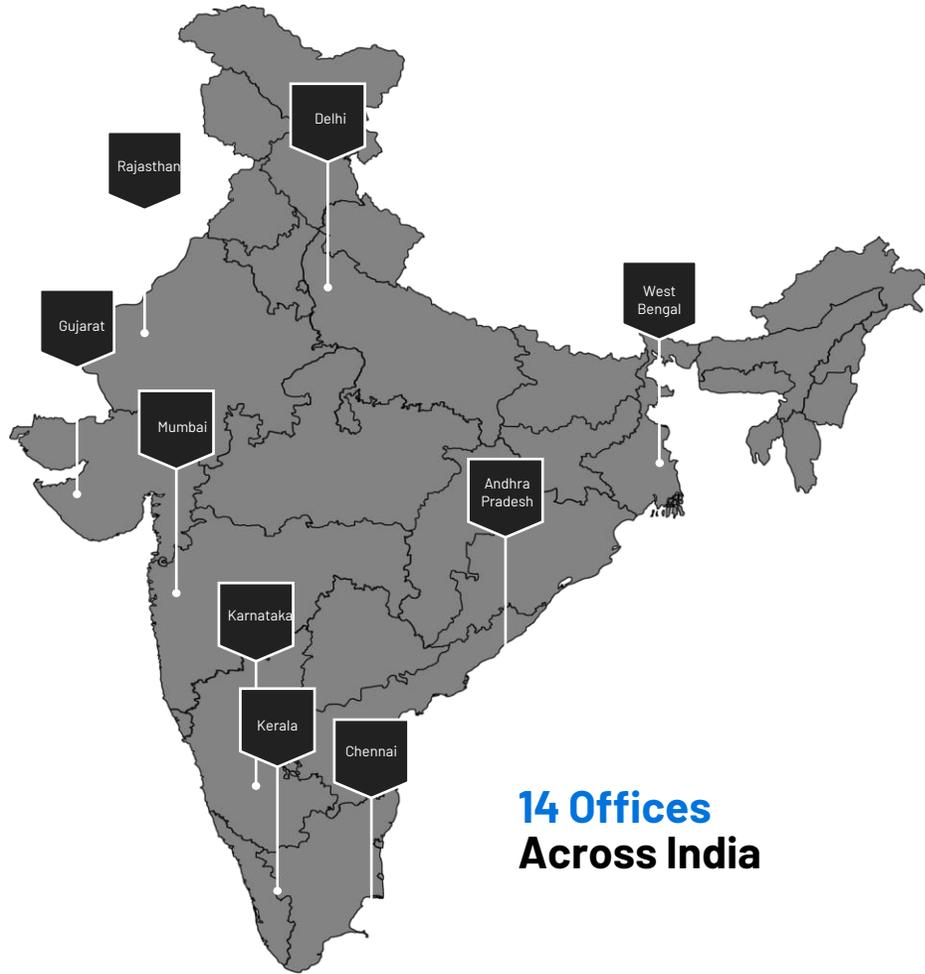
Present Year -
2026

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**



**72 Agency agreement
across the Globe**

Our Service Vertical

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



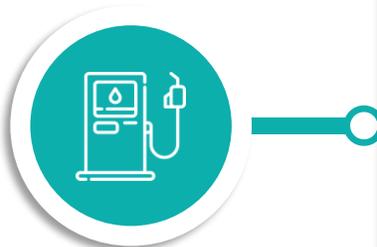
Transportation

- ❖ Own 351 HCV's & Excl. Tie ups for another 100 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



Our Service Vertical



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



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

Clearing & Forwarding



Streamlining Your Cargo Journey

Custom Clearance

We provide comprehensive Custom Clearance Services across import, export, and specialized cargo. Our Import solutions cover document verification, HS code classification, duty support, and coordination with authorities.

Export services include end-to-end documentation, compliance, and incentive guidance. We handle Specialized Cargo like hazardous goods, perishables with cold-chain solutions, and oversized project cargo. Our Advisory Services offer DGFT support, regulatory consulting, and duty optimization.



Navigating Your Global Shipping Needs

Sea Cargo

We provide comprehensive Sea Cargo Services for all shipment sizes. Our FCL solutions offer exclusive container use with flexible options, while LCL ensures cost-effective shared space and reliable scheduling.

For oversized or non-containerized cargo, we offer specialized handling and custom stowage. Our Reefer Cargo Services cater to temperature-sensitive goods with real-time monitoring for perishables, pharmaceuticals, and chemicals.



Fast, Reliable, and Secure Air Freight Solutions

Air Cargo

We offer fast, secure, and reliable Air Cargo Services for urgent, high-value, and temperature-sensitive shipments. Priority Air Freight enables express delivery via direct flights, while Consolidated Freight offers cost efficiency through shared cargo and scheduled departures.

We handle Special Cargo like perishables, oversized goods, and hazardous materials with IATA-compliant solutions. For large or urgent shipments, our Charter Services provide dedicated aircraft tailored to specific needs.

Transportation



Drive Your Business with Precision and Reliability

Road Transportation

We offer flexible and reliable Road Transportation Services across cities, states, and borders. Our Full Truckload (FTL) solutions provide dedicated trucks for high-volume or high-value cargo with customizable routing. For smaller loads, Less Than Truckload (LTL) ensures cost-effective shared transport with scheduled departures and a strong distribution network.

Express Transportation enables rapid delivery for time-critical shipments with 24/7 operations and priority routing. We also specialize in Sensitive Cargo Transport, including oversized machinery, temperature-controlled goods, and dangerous materials handled with full regulatory compliance



Efficient, Reliable, and Sustainable Cargo Movement

Rail Transportation

Our Rail Transportation Services offer a cost-effective and sustainable solution for bulk and containerized cargo movement. Containerized Rail Transport supports secure movement for export-import and domestic trade with real-time tracking and multimodal integration. Bulk Cargo Rail Services cater to heavy commodities like coal, minerals, grains, cement, and steel. For temperature-sensitive shipments, our Refrigerated Rail Transport ensures product integrity through advanced cooling and quality checks.

We also provide Project Cargo Rail Solutions for oversized or delicate equipment with specialized handling and transport arrangements.



Handling Complex and Heavy-Duty Shipments with Precision and Expertise

Project Cargo Transportation

We specialize in handling oversized, heavy, and complex shipments with precision and expertise. From turbines and generators to large industrial machinery, our team delivers customized logistics solutions backed by advanced equipment and global experience.

With detailed route surveys, multimodal transport options, and specialized heavy-lift handling, we ensure safe and efficient delivery of your project cargo. Our end-to-end management covers customs, port coordination, and real-time updates—making us a trusted partner for the most demanding logistics projects worldwide.

Warehousing



Efficient and Secure Storage Solutions for Your Supply Chain

Normal Warehousing

We provide efficient and secure Warehousing Services designed to streamline your supply chain. Our solutions cover General Warehousing for diverse goods, along with advanced Inventory Management for real-time stock visibility.

We offer Consolidation and Deconsolidation to optimize shipping costs, Cross-Docking for minimal storage time, and Pick & Pack services for accurate order fulfillment. Our Temperature-Controlled Storage ensures safe handling of perishables, pharmaceuticals, and sensitive products.



Secure and Cost-Efficient Storage Solutions for Your Imported Goods

Bonded Warehousing Services

We offer secure Bonded Warehousing Services for imported goods under customs supervision, allowing businesses to defer duty payments until release for domestic use. Our facilities ensure maximum security with 24/7 surveillance, fire protection, and controlled access.

With full customs compliance, flexible storage options, and value-added services like labeling, repackaging, and inventory management, we streamline your supply chain. Strategically located near ports and logistics hubs, our bonded warehouses reduce transit time, improve cash flow, and ensure seamless clearance.



Preserving Freshness and Quality with Advanced Cold Chain Solutions

Cold Storage Warehousing Services

We provide advanced Cold Storage solutions to preserve freshness and quality of perishable goods. Our multi-temperature facilities, ranging from -30°C to +15°C, ensure optimal conditions for frozen, chilled, and ambient products.

With real-time monitoring, strict hygiene standards, and compliance with global certifications, we guarantee product safety and reliability. Strategically located near major ports and industrial hubs, our cold storage warehouses enable efficient distribution, backed by expertise in cold chain logistics and end-to-end solutions.

Chartering



Custom Solutions for Global Shipping Needs

Vessel Chartering

We provide customized Vessel Chartering solutions to meet global shipping needs with efficiency and reliability. Backed by a vast network of operators, we ensure cost-effective options and the right vessel for every cargo type—whether dry bulk, liquid bulk, breakbulk, or project cargo.

From voyage, time, and bareboat charters to flexible spot chartering, our services are tailored for both long-term strategies and urgent shipments. With real-time tracking, full regulatory compliance, and a strong focus on safety, Accuracy Shipping Limited delivers seamless ocean transport solutions worldwide.



Efficient and Reliable Bulk Cargo Solutions

Train Chartering

We offer efficient and reliable Train Chartering solutions designed for bulk and specialized cargo. Leveraging strong partnerships with rail operators, we provide seamless connectivity across regional, national, and cross-border routes, ensuring safe and cost-effective delivery.

From full train and wagon charters to customized solutions for oversized, hazardous, or delicate goods, our services are tailored to your needs. With real-time tracking, optimized scheduling, and focus on sustainability, Accuracy Shipping Limited delivers greener, smarter, and scalable rail cargo solutions.

Fueling Station

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 Nayara
- ❖ 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

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



HCV Dealership – Ashok Leyland

Dealership for heavy commercial vehicles and its spare parts across 3 locations in Kachchh District, Gujarat.

Sale of HCV's & Spare Parts

- Three elite showrooms
- HCV & Spare parts sales
- Tailored solution for fleet owners



Servicing Workshops

- Full- service HCV workshops
- Located across 3 locations

Fleet Owner Relationship strengthening

- Strengthen existing relationships
- Support for purchase + parts + servicing

Strategic Location



Gandhidham –
Mundra - Bhuj

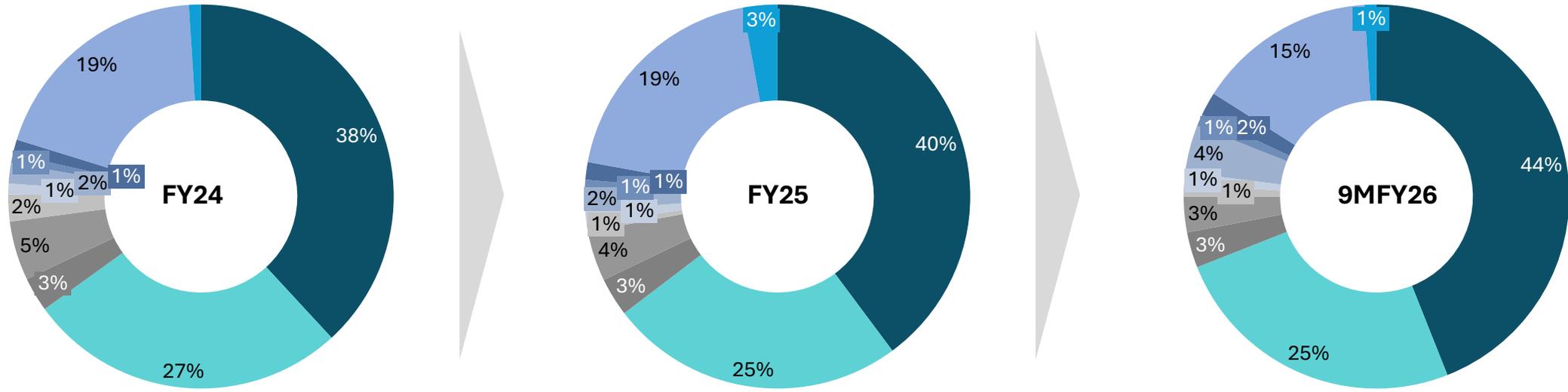


Cost Savings & Synergies



Supports fleet of ~393 vehicles
Drove internal cost savings
Operational synergies across regions

Industry Diversification Strategy

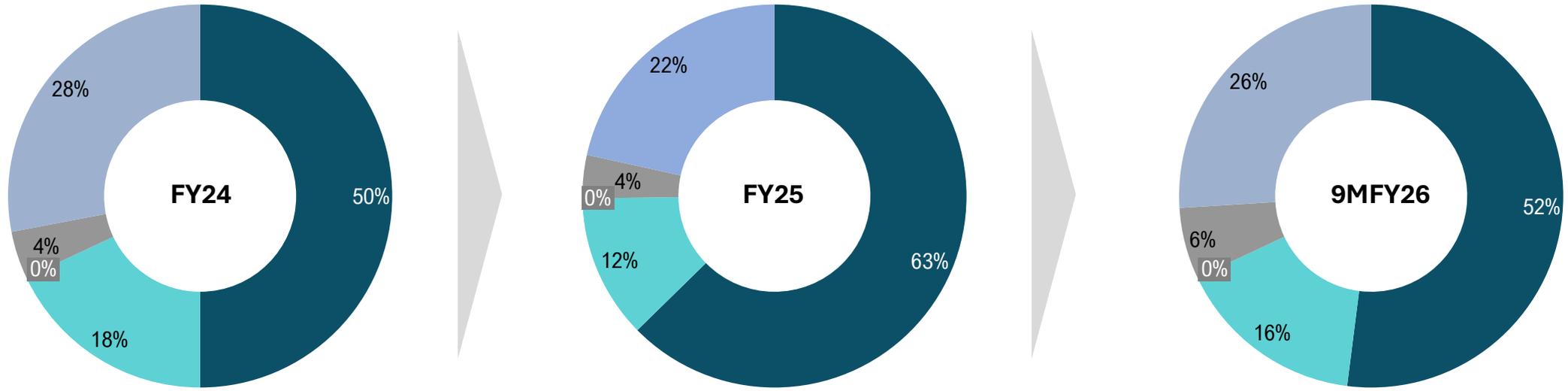


Marble & Granite
 Ceramic Tiles
 Paper
 Textile
 Machinery
 Other
 Agri
 Wood
 Steel
 Rubber
 Chemical

Improving Industry Diversification

- Marble & Granite remains the largest revenue contributor, showing consistent strength (FY24: 38%, FY25: 40%, 9MFY26: 44%). Ceramic Tiles and Rubber sectors are increasingly contributing to revenue (Ceramic Tiles ~25%, Rubber ~15–19%), reducing reliance on core sectors. Other sectors like Paper, Textile, and Machinery are gradually contributing (~10% combined), demonstrating a balanced portfolio.
- Diversification helps protect overall revenue against cyclical fluctuations in any single sector. Our strategic focus is on sectors with growth potential and synergies with existing operations.
- The share of non-core sectors is steadily rising, reflecting successful execution of our diversification strategy.

Revenue Diversification Strategy



■ Clearing & Forwarding ■ Transportation/Last Mile ■ Others ■ Petroleum & Petroleum Products ■ Sale of HMCV

Revenue Diversification

- Core business of Clearing & Forwarding continues to dominate and grow, contributing 52–63% of revenue across periods. We are actively expanding into Transportation/Last Mile and other verticals to reduce dependency on any single segment. New verticals such as HMCV sales and repairs are gaining traction, showing ~26% contribution in 9MFY26.
- Other segments, including Petroleum & Petroleum Products and miscellaneous services, are being selectively added to broaden revenue base.
- Ongoing initiatives are expected to drive meaningful revenue from diversified streams.

Marquee Customers



Awards & Accolades



Accuracy Shipping Limited Won the **Quality Mark award** for providing quality services in Integrated Logistics Service Provider



Accuracy Shipping awarded with **1st place** for outstanding contribution in achieving highest HSD Volumes in west II zone for the year 2021 at Zonal Franchisee Meet 2022.



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 Limited Wins 'Kutch ke Rana Award' for contribution towards development of Kutch (Gujarat) & Society



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

CSR Initiatives

At Accuracy Shipping Limited (ASL), we believe in creating a **positive impact** not just in business but in society and **the environment**.

CSR Highlights

- ✓ **Rural Education Drive:** Partnered with local NGOs to improve literacy rates in remote villages of Gujarat.
- ✓ **Green Logistics Initiative:** Introduced electric vehicles for short-haul transportation to reduce emissions.
- ✓ **Health for All Campaign:** Distributed sanitary kits and conducted health awareness sessions for women in underprivileged communities.



Key CSR Initiatives:

Education and Skill Development

We are dedicated to empowering individuals through education and skill-building programs, enabling them to lead better lives and contribute to the economy.

- ✓ Initiatives: Scholarship Programs, Skill Development Workshops, School Infrastructure Support
- ✓ Impact: Over 1,500 students have benefited from our educational initiatives in the last three years.

Environmental Sustainability

As part of our commitment to environmental stewardship, we implement projects that promote sustainability and reduce our carbon footprint.

- ✓ Initiatives: Tree Plantation Drives, clean Energy Adoption, Waste Management Programs
- ✓ Impact: Planted over 10,000 trees and implemented solar energy systems in 15 community centers.

Community Welfare

We strive to improve the quality of life for underserved communities by addressing basic needs and promoting inclusivity.

- ✓ Initiatives: Health Camps, Disaster Relief, Women Empowerment Programs
- ✓ Impact: Over 25,000 individuals have benefited from our community welfare programs.



Board of Directors



Vinay Tripathi

Chairman & Managing Director

A first-generation entrepreneur and the strategic helm of the Company, Mr. Tripathi has over two decades of expertise in the logistics industry. He drives overall management, operations, and growth initiatives, steering the Company toward sustained success



Rama Vinay Tripathi

Whole Time Director

With over fifteen years of experience in logistics and strong expertise in administration and human resources, Mrs. Tripathi leads the Company's administrative and HR functions, ensuring operational efficiency and workforce engagement.



Vikas Jain

Non-Executive Director

A qualified Company Secretary with an LLM degree and a licensed customs broker, Mr. Jain brings extensive knowledge of corporate law and regulatory compliance

Board of Directors



Raj Kumar Poddari

Independent Director

A Chartered Accountant and Insolvency Resolution Professional with 43 years of experience across diverse industries, Mr. Poddari offers deep financial and strategic insights.



Kalpana Kumari

Independent Director

A qualified Company Secretary with a Master's in Business Law, bringing over five years of experience in corporate governance, legal advisory, and compliance management. Has contributed effectively as an Independent Director, offering strategic legal insights and promoting ethical business practices



Varun Kacholia

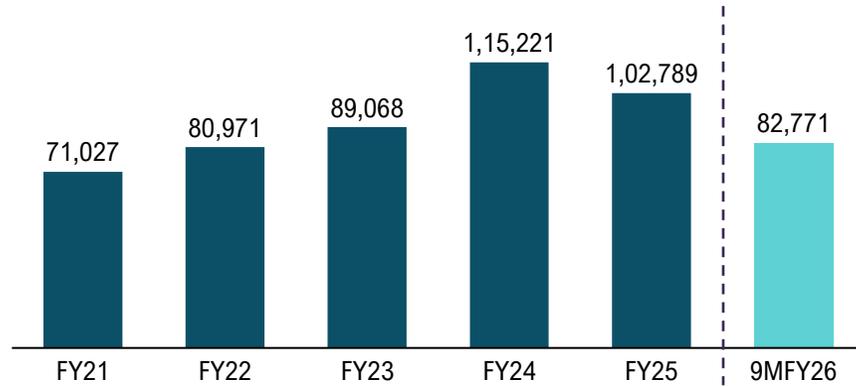
Independent Director

An investment banker with 16 years of experience in due diligence and business advisory, Mr. Kacholia contributes expertise in strategic investments and corporate finance

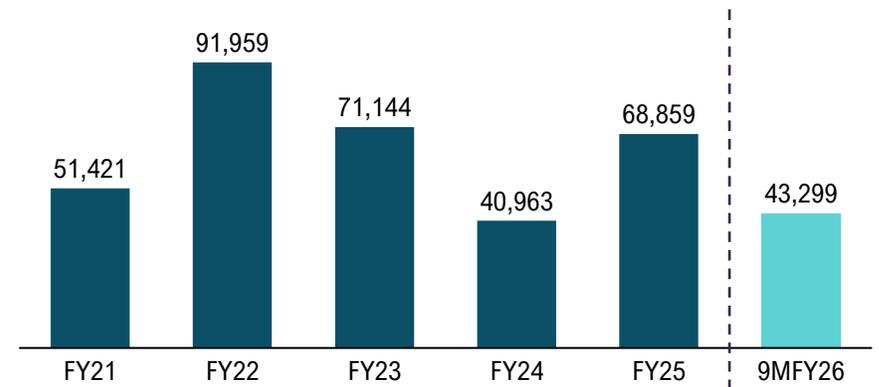
Key Operational Highlights



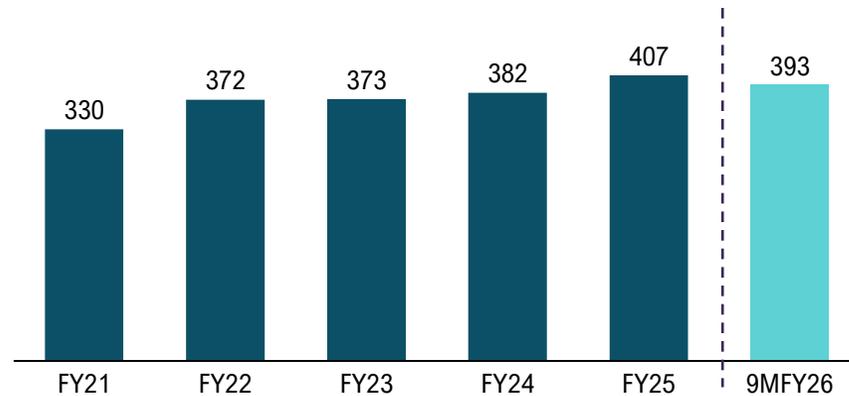
Containers Handled (in. Nos)



Average Realization (INR)



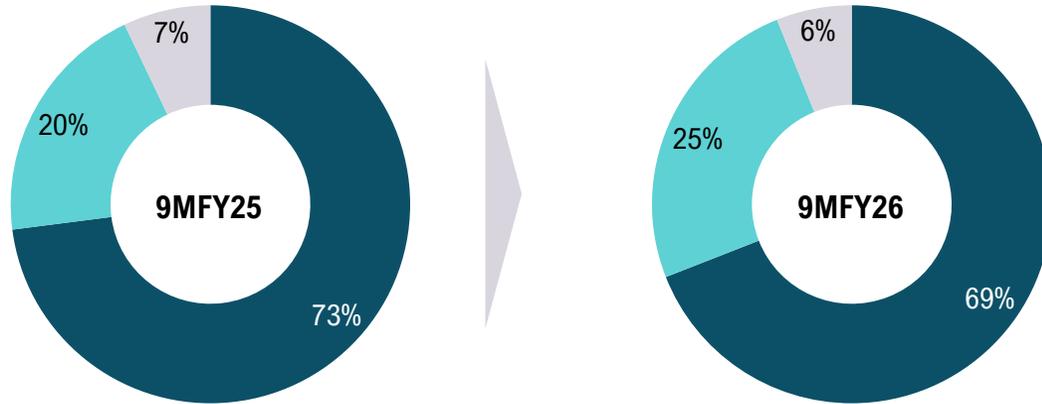
No. of Operational Trucks



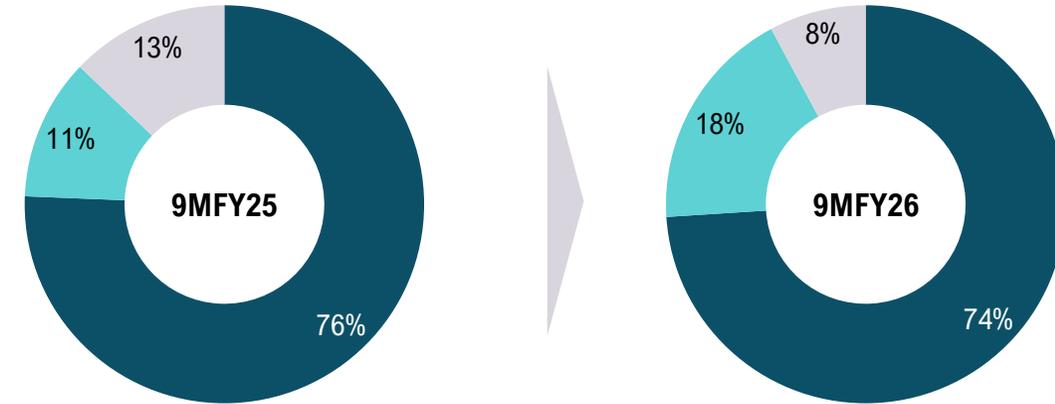
9MFY26 Segmental Break-up



Segmental Revenue Break up (%)



Segmental EBITDA Break up (%)

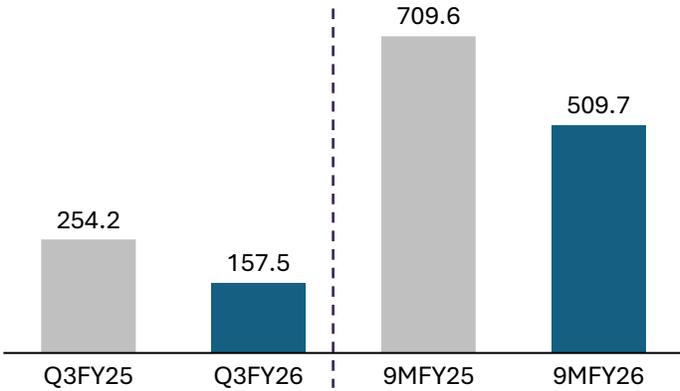


■ Logistics Services ■ Commercial Vehicles ■ Petrol & Petroleum Products

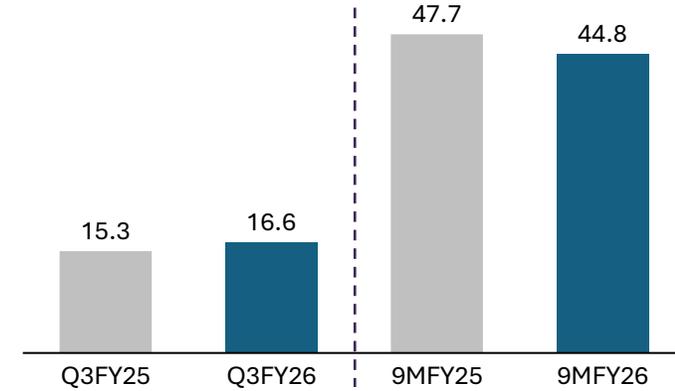
- ❖ Revenue for 9MFY26 across Logistics, Commercial vehicles and Petrol & petroleum products stood at 69%, 25% & 6% respectively
- ❖ EBITDA from the sale and service of commercial vehicle for the quarter & Nine Months ended December 2025 stood at Rs 3.5 crs. We are witnessing gradual improvement in margins and anticipate the same to improve further, thereby enhancing the overall EBITDA at the company level

Q3 & 9MFY26 Key Financial Highlights

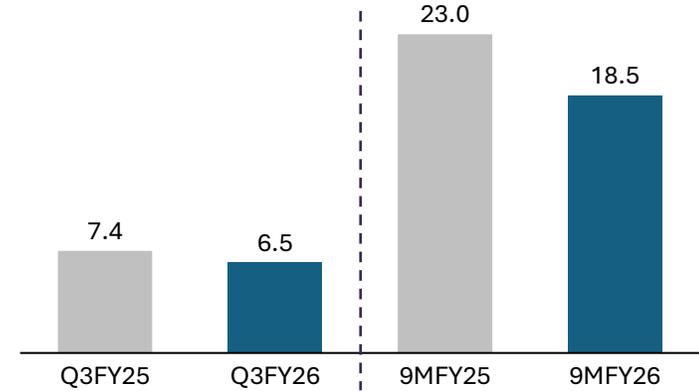
Revenue (Rs. in Crs)



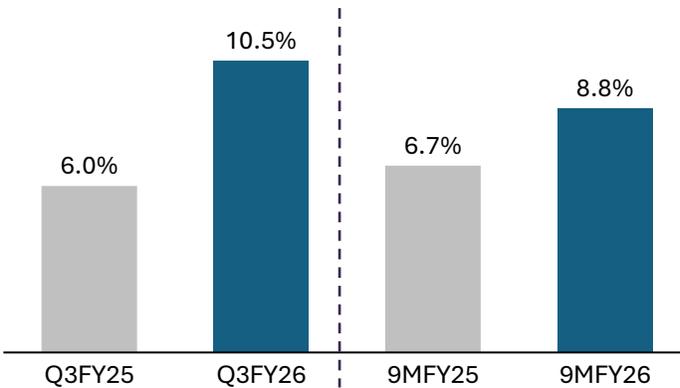
Gross Profit (Rs. in Crs)



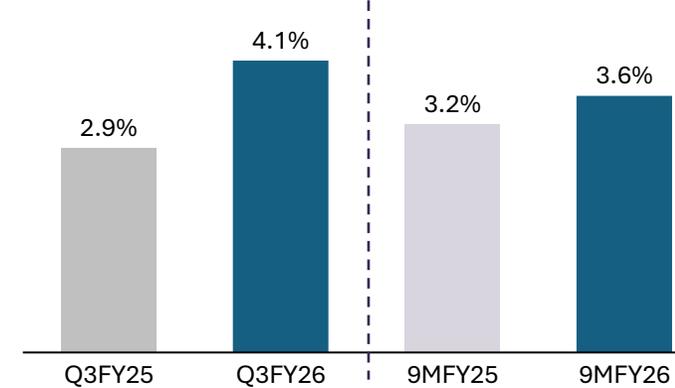
EBITDA (Rs. in Crs)



Gross Margins (%)



EBITDA Margins (%)



- Revenue for Q3FY26 stood at ₹157, For 9MFY26, revenue reached ₹509 crore.
- Gross Profit for Q3FY26 was ₹16.6 crore, while for the nine months it stood at ₹44.8 crore. The gross profit margin for Q3FY26 and 9MFY26 stood at 10.5% and 8.8%, respectively seeing a 452 bps and 205 bps growth on a YoY basis.
- EBITDA for Q2FY26 came in at ₹6.5 crore, For 9MFY26, EBITDA reached ₹18.5 crore. The EBITDA margin for Q3FY26 was 4.1% up by 124 bps on a YoY basis.
- On the profitability front, the company reported a Profit After Tax (PAT) of ₹0.69 crore for Q3FY26 growth and for the nine months PAT stood at ₹1.9 crore.

Q3 & 9MFY26 Profit & Loss Statement

Particulars (Rs. in Crs)	Q3FY26	Q3FY25	Y-o-Y	9MFY26	9MFY25	Y-o-Y
Revenue from Operations	157.5	254.2	-38.0%	509.7	709.6	-28.2%
Operative Expenses	103.1	182.8		332.2	504.3	
Purchase of Stock in Trade	40.2	51.0		139.4	156.7	
Changes in Inventories of Finished Goods, Work-in-Progress	-2.2	5.2		-6.6	0.8	
Gross Profit	16.6	15.3	8.7%	44.8	47.7	-6.2%
Gross Profit Margin (%)	10.5%	6.0%		8.8%	6.7%	
Employee Cost	4.9	5.1		15.0	14.1	
Other Expenses	5.2	2.8		11.3	10.7	
EBITDA	6.5	7.4	-11.4%	18.5	23.0	-19.3%
EBITDA Margin (%)	4.1%	2.9%		3.6%	3.2%	
Depreciation	2.7	2.9		7.7	8.7	
Other Income	0.2	0.2		1.3	0.8	
EBIT	4.1	4.6	-12.7%	12.1	15.0	-19.4%
Finance Cost	3.0	3.2		9.3	9.1	
Profit before Tax	1.0	1.4	-28.0%	2.8	5.9	-52.8%
Tax	0.3	0.5		0.9	2.0	
Profit After Tax	0.7	1.0	-29.3%	1.9	3.9	-51.9%
Profit After Tax Margin	0.4%	0.4%		0.4%	0.5%	
EPS	0.05	0.06		0.12	0.26	

Commenting on the Q3 & 9MFY26 results Mr. Vinay Tripathi, Managing Director of the company said:

“During the quarter, the global logistics industry witnessed volatility driven by tariff-related uncertainties, geopolitical developments, and moderation in freight rates across key trade lanes. After the sharp rate movements seen in previous periods, the industry is now experiencing normalization in realizations, leading to a more competitive pricing environment. Container volumes remained stable globally; however, softer freight rates impacted overall realizations.

Amid this backdrop, Accuracy Shipping demonstrated resilience supported by its strong Clearing & Forwarding franchise. For 9MFY26, the Logistics segment contributed 69% of revenue, continuing to anchor the business. During the nine-month period, we handled approximately 82,771 containers with an average realization of ₹43,299 per container.

Our strategic diversification efforts are progressing steadily. The Commercial Vehicles (HMCV sales and service) segment contributed 25% to revenue in 9MFY26 and generated EBITDA of ₹3.5 crores for the quarter and nine months ended December 2025. We are witnessing gradual improvement in margins in this segment, supported by better scale, operational efficiencies, and increasing service contribution. The Petroleum & Petroleum Products segment contributed 6%, further strengthening our diversified revenue profile.

While near-term global trade conditions may remain dynamic, our focus continues to be on strengthening core operations, expanding transportation and last-mile capabilities, improving margin mix, and building scalable verticals. We remain confident that our diversification strategy, operational discipline, and customer-centric approach will enable us to deliver sustainable growth and create long-term value for our stakeholders.”



ALL YOUR LOGISTICS NEEDS

ONE TRUSTED PARTNER



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Thank You

For further information, please contact

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