

ACCURACY SHIPPING LIMITED

Investor Presentation 20th July, 2018





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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

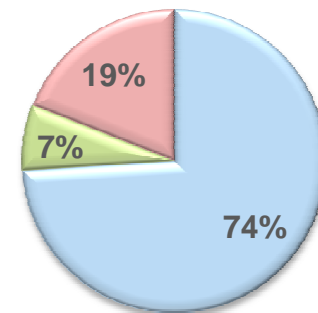


Custom Clearance



Transportation

Service-wise Breakup (FY18)

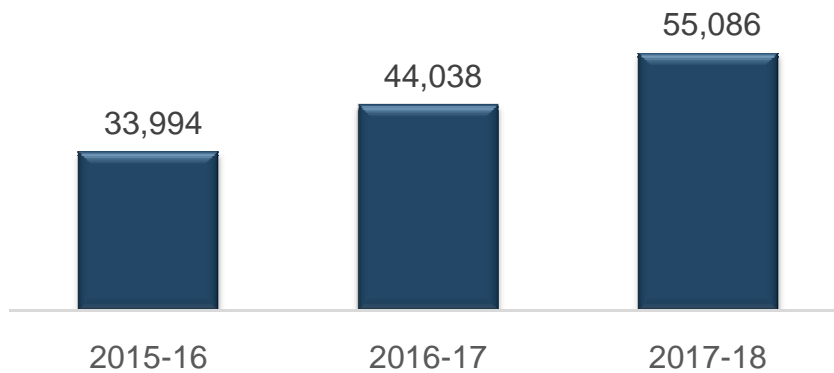


- Clearing & Forwarding Receipts
- CFS Income
- Transportation Receipts

Why Accuracy? – Industry Leader in Marbles & Ceramics



No. of Containers

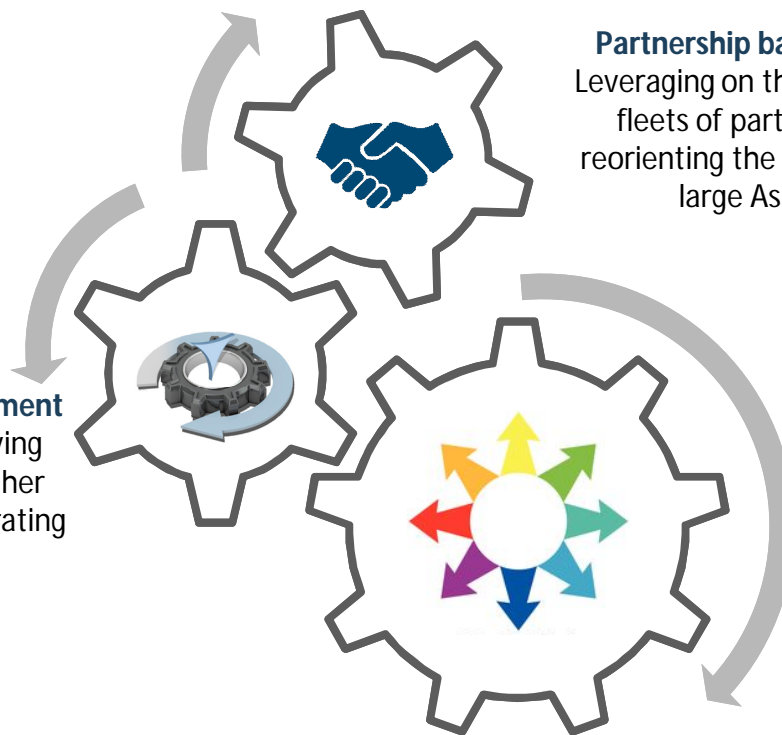


- Accuracy has a dominant market share in the Marbles and Ceramic segment
- Marble segment has a huge tailwind on account of “Open General Policy”

Asset Light Model



Helps Balance Sheet Management
Allows us to focus on improving working capital efficiency rather than asset creation thus generating superior returns



Partnership based approach
Leveraging on the strengths and fleets of partners without reorienting the wheel to create large Asset base

Greater flexibility to expand portfolio
Asset light model encourages us to enhance our services and solutions portfolio which in turn increases value proposition for the customer

Marquee Clients





Network Presence - International



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

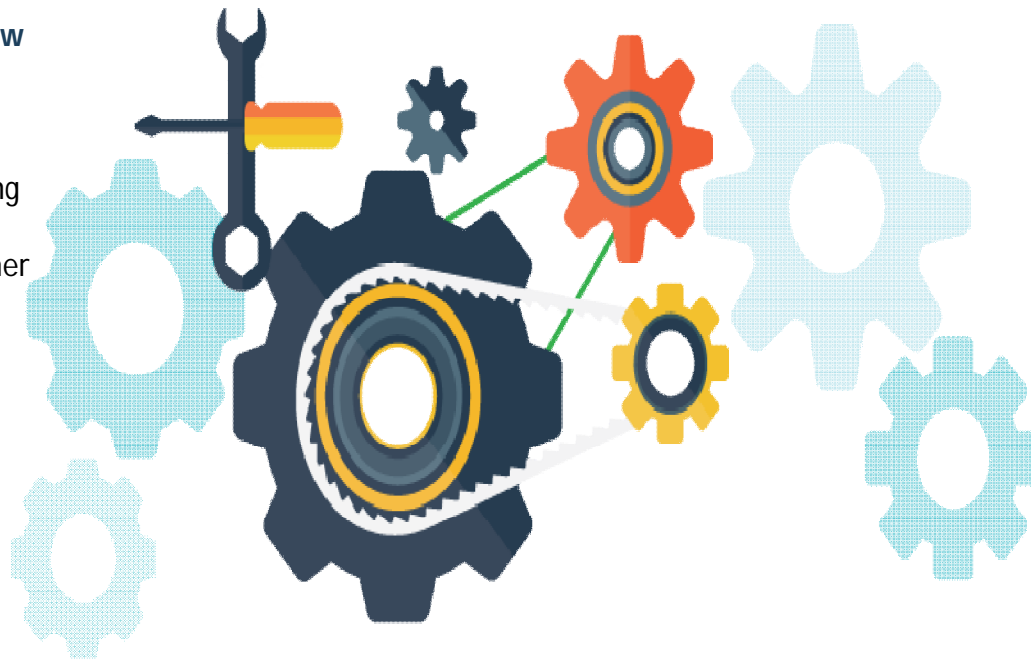
Future Strategy



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

INR in Crores

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

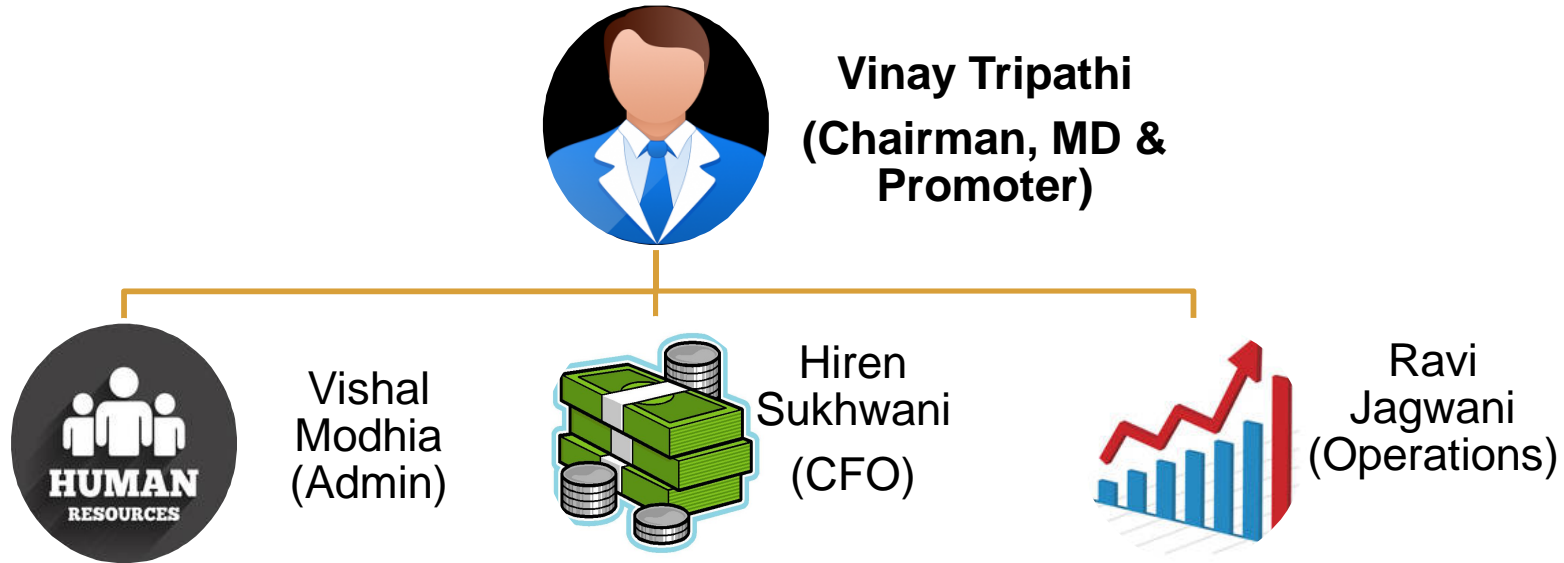


Particulars Yr. End March (Rs.Crores)	FY18	FY17	FY16	FY15	FY14	FY13
Cash Flow From Operating Activities						
Restated Net profit Before Tax and Extraordinary Items	15.32	2.85	2.42	0.55	0.86	0.43
Adjustments For:						
Depreciation	7.81	5.85	3.55	1.60	0.45	0.23
Gratuity Provision	(0.14)	0.06	0.08	0.03	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

INR in Crores

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

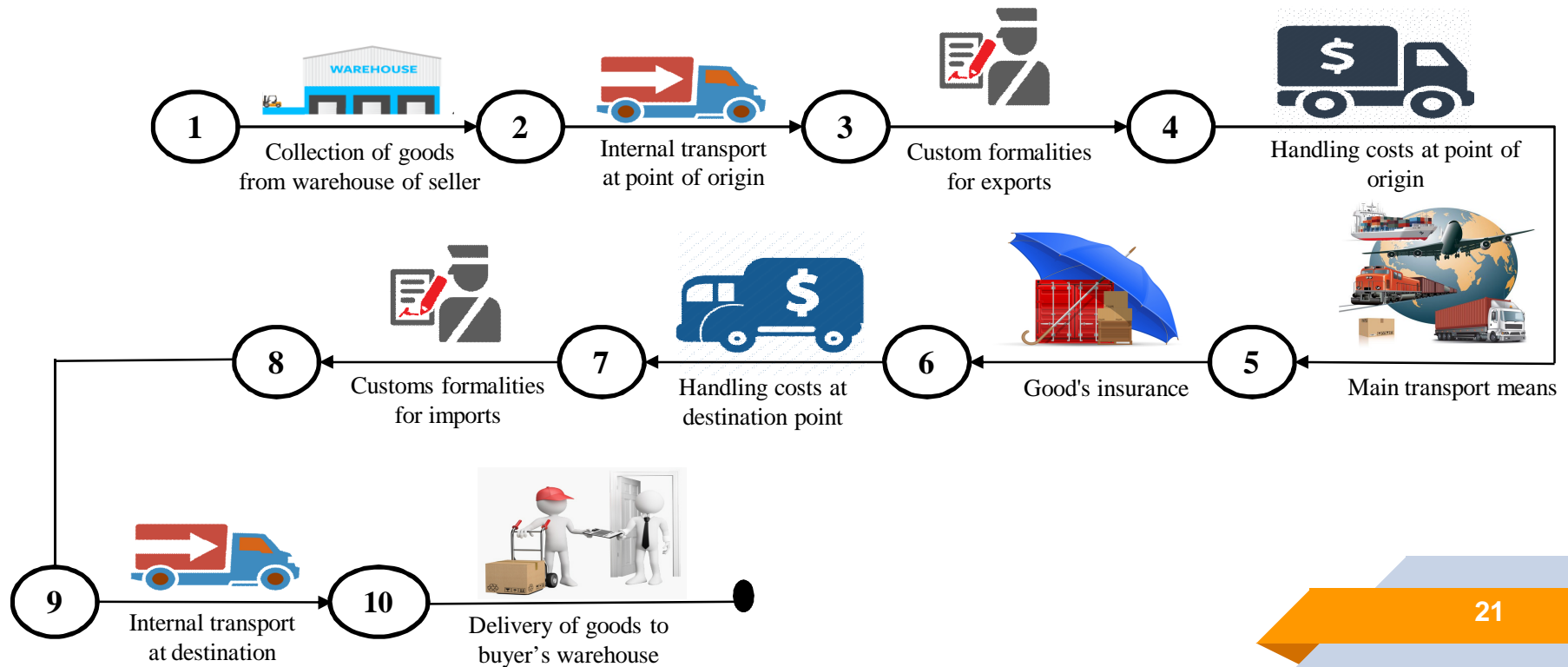


- **Ravi Jagwani**, aged 31yrs, is the Sales & Operations Head of the Company.
- He has been associated with the Company from past 10years.
- He has completed Bachelor of Commerce.
- He looks after all the sales and operations work related to import & export in the Company.

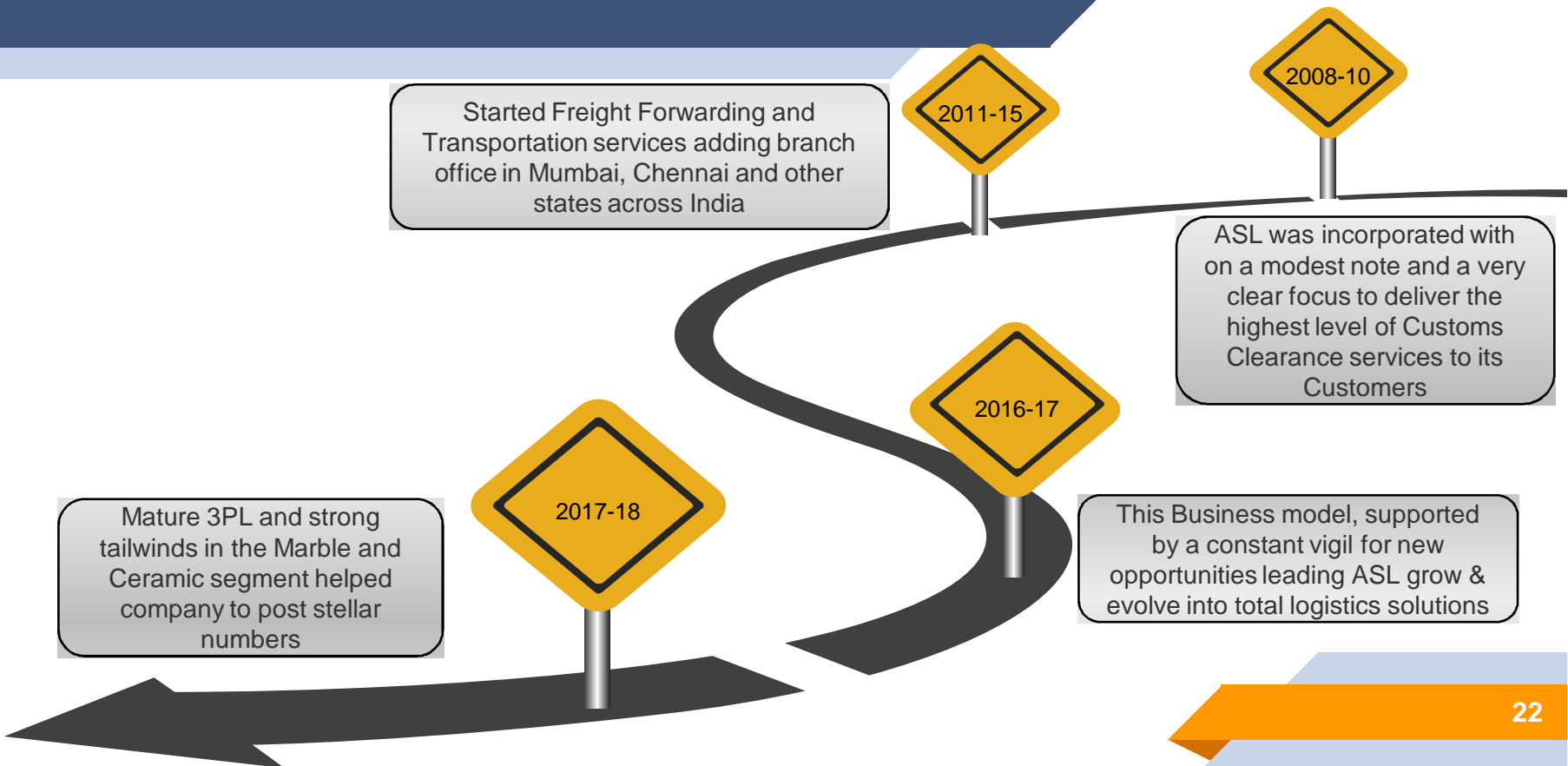
- **Hiren Sukhwani**, aged 27yrs, is the Chief Financial Officer of the Company.
- He has completed Masters of Business Administration.
- He looks after complete financials and accounting operations of the Company.



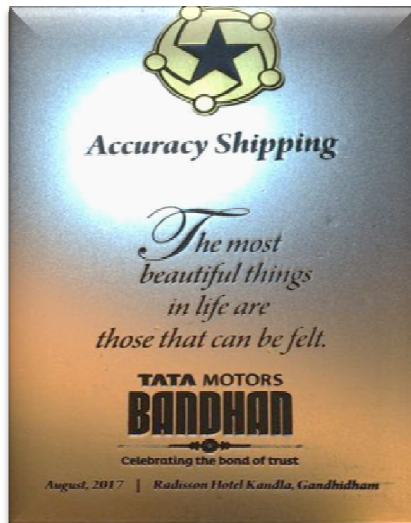
Business Process



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, 2019
SINGAPORE

The Winner



Issuer Company

Accuracy Shipping Limited

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

