



Shreyas  
Shipping and Logistics LTD

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Shipping is too small a word  
to say what we do



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# Press Conference

05<sup>th</sup> February, 2015

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It is with great pleasure that I present to you Shreyas Shipping and Logistics Limited (SSLL) and its wholly owned subsidiary Shreyas Relay Systems Limited (SRSL), the land-side logistics arm.

SSLL was established in 1994 as the Indian ship owning arm of Dubai head-quartered Transworld Group. Later SSLL diversified to become the first Indian feeder operating company and notched up a few other notable firsts, including being the first to commence coastal transshipment services for Ex-Im cargo and first to offer land-sea-land logistics solutions. Both, SSLL and SRSL, work in tandem to provide comprehensive, integrated solutions to serve customers and thereby transform Transworld Group into a global service provider of repute.

**Shri. Ramesh S. Ramakrishnan**



- **Shri. Ramesh S. Ramakrishnan** Chairman & Managing Director
- **Shri. V. Ramnarayan** Executive Director
- **Shri. S. Mahesh** Director
- **Shri. L. B. Culas** Director
- **Shri. Ritesh S. Ramakrishnan** Director
- **Shri. D. T. Joseph** Director
- **Shri. Amitabha Ghosh** Director
- **Shri. S. Ragothaman** Director
- **Shri. Mannil Venugopalan** Director
- **Shri. Capt. Man Mohan Saggi** Director
- **Smt. Maya Sinha** Director






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- **Shri. Amitabha Ghosh** Director
- **Shri. S. Ragothaman** Director
- **Shri. Anand Krishnan** Director
- **Shri. Rani Jadhav** Director
- **Shri. Hari Padmanabhan** Director






## Shreyas Shipping and Logistics Ltd

 <b>Capt. V. K. Singh</b>	CEO
.....	
 <b>Rajesh Desai</b>	CFO
.....	
 <b>Namrata Malushte</b>	CS
.....	

## Shreyas Relay Systems Ltd

 <b>S. Varadarajan</b>	CEO
.....	
 <b>Rajna Ganesh</b>	CFO
.....	

# First Mover Advantages

- Shreyas Shipping and Logistics created Indian maritime history by becoming first to service domestic containerised cargo movement at all Indian ports, from Mundra up to Kolkata
- Now cover additional ports like Jebel Ali in Dubai
- First Indian feeder operating company
- First to commence coastal transshipment services for Exim cargo
- First in India to offer land-sea-land multi modal logistics solutions



# Awards and Accolades

- Forbes Top Indian Leader In The Arab World 2014 to Mr. Ramesh S. Ramakrishnan, Chairman and Managing Director
- Forbes Middle East Top Indian Business Leader in the UAE in 2013 to Mr. Ramesh S. Ramakrishnan, Chairman and Managing Director
- “Shipping Line of the Year Award - Coastal Operator” at Maritime and Logistics Awards for 5th consecutive year
- “Shipping Line of the Year Award - Coastal Operator” at Gujarat Star awards 2013, 2014
- “Coastal Operator of the Year Award” at South East CEO Conclave 2014





# More Awards and Accolades

- “Best Coastal Operator of the Year” at the Gateway Maritime Awards 2014.
- Felicitated by JNPT for maximum handling of container volume at Shallow Berth, 2013-14
- Gateway Maritime Awards: Maritime Personality of the Year 2014 to Ramesh S. Ramakrishnan, Chairman and Managing Director



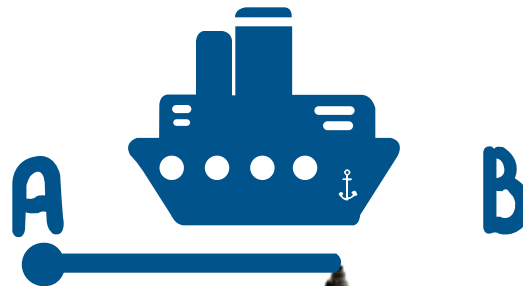
- Shreyas Shipping and Logistics Limited is the leading containerised coastal operator in India
- Owns and operates a fleet of 6 vessels
- Provides connectivity to all major ports
- Preferred feeder operator in India for all Main Line Operators
- By becoming the first to connect all containerised ports in India - from Mundra in the West to Kolkata in the East - Shreyas has provided the platform for India's transformation into a transshipment hub



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- Recent initiatives from the Government of India and Ministry of Shipping emphasizing the thrust on enhancing the scope of coastal shipping in India
- Prime Minister Narendra Modi himself taking reins of port infrastructure development initiative - National Sagarmala Apex Committee (NSAC) shows the intent
- Ministry of Shipping has announced plans to revive 133 non-functional ports to boost coastal shipping
- Ministry of Shipping has accorded priority for berthing of coastal vessels at ports owned by the Indian government





- A market leader in transportation of containerised domestic cargo through coast in India and presently holds major market share.
- A market leader in India providing coastal Feeder Cargo Services to Main Line Operators
- A dominant service provider calling all major ports and terminals from Mundra up to Kolkata, all the way along peninsular Indian coasts
- Additionally moving non-containerised cargoes improving yield on assets



The following strategic decisions were taken to boost growth and shareholder value :

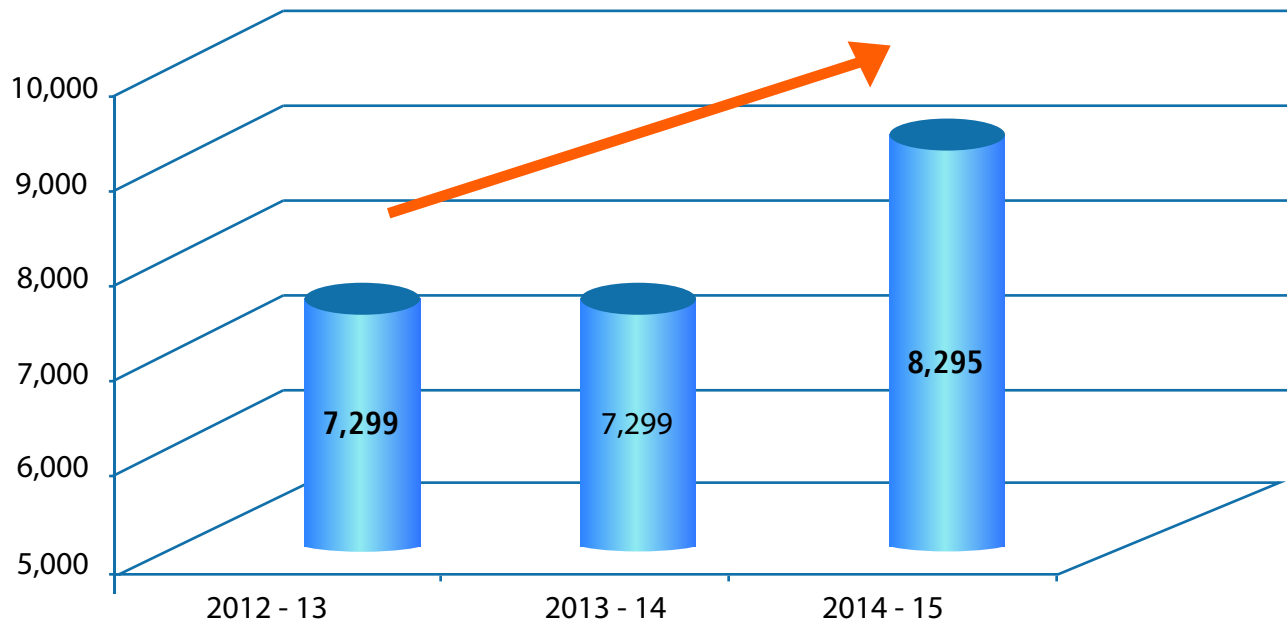


- Acquired vessels with higher tonnage and lesser age at economical value
- Sold commercially uneconomical and older vessels
- Reduced cost of operations
- Better Asset Utilisation
- Reduced fleet age
- Enhanced area of port coverage with regards to coastal shipping
- Direct Connectivity from Eastern and Southern coast of India to Middle East ports These actions, working in tandem, have yielded the desired results



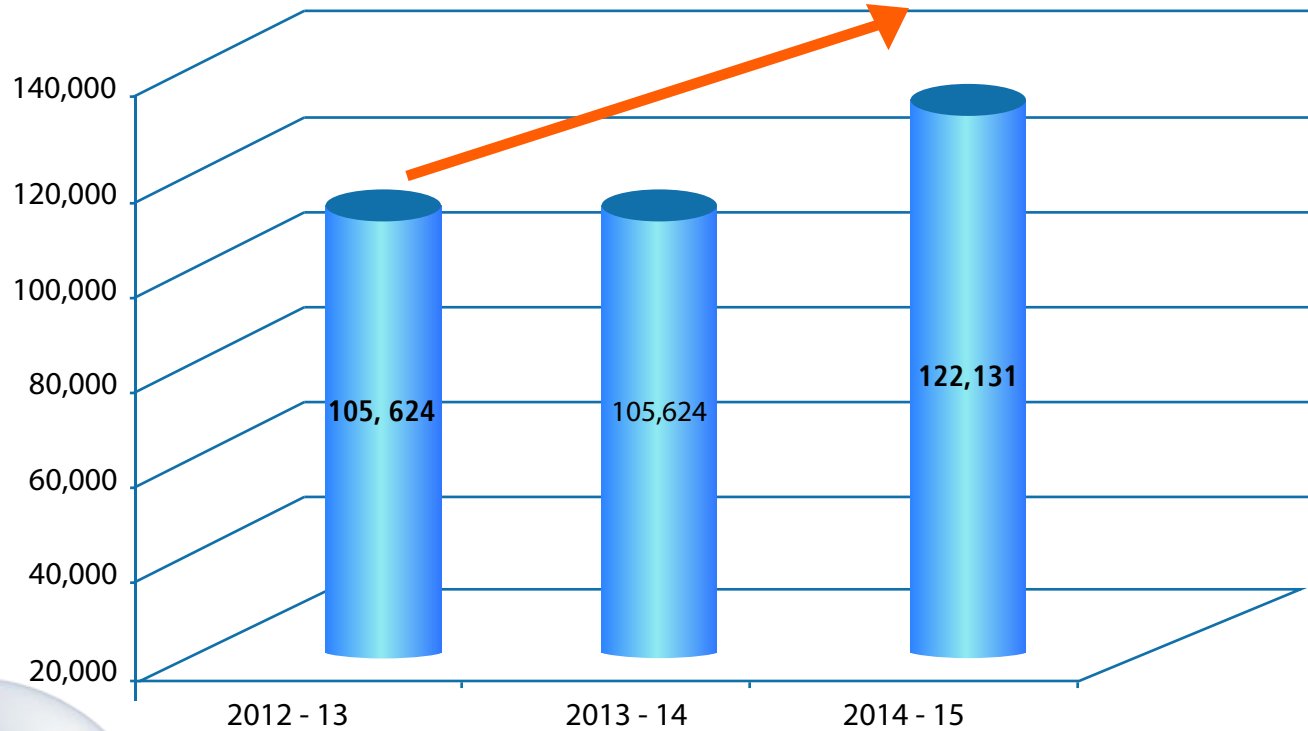


## TEUS Capacity



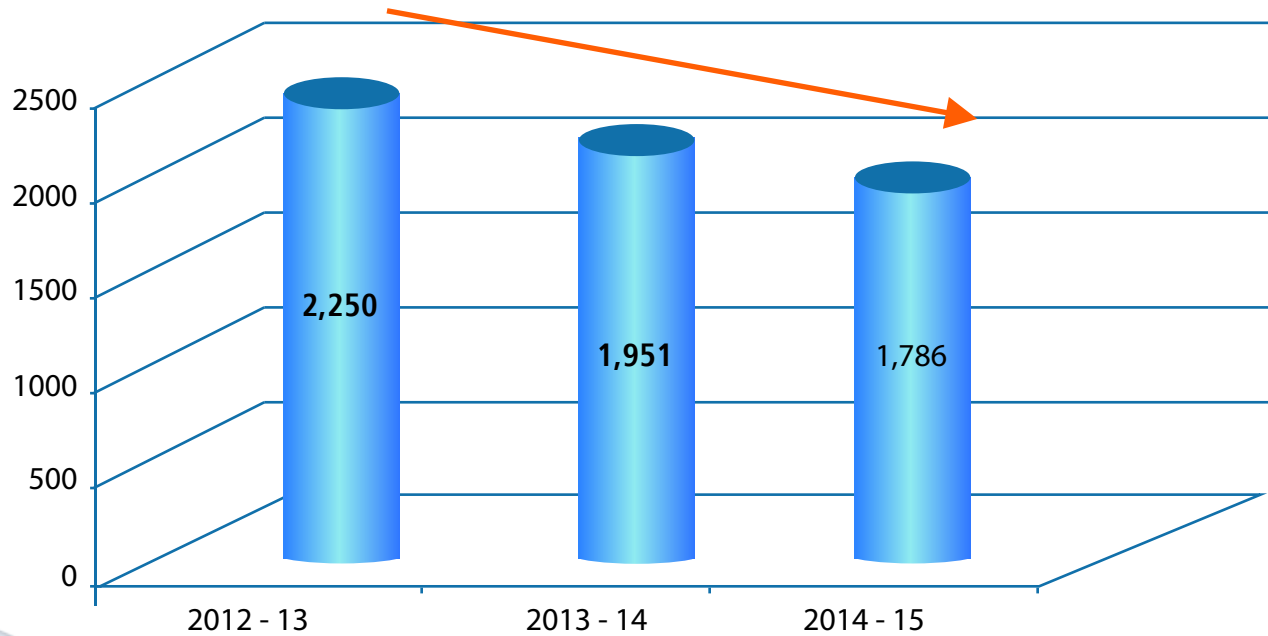


## Deadweight Tonnage in MT





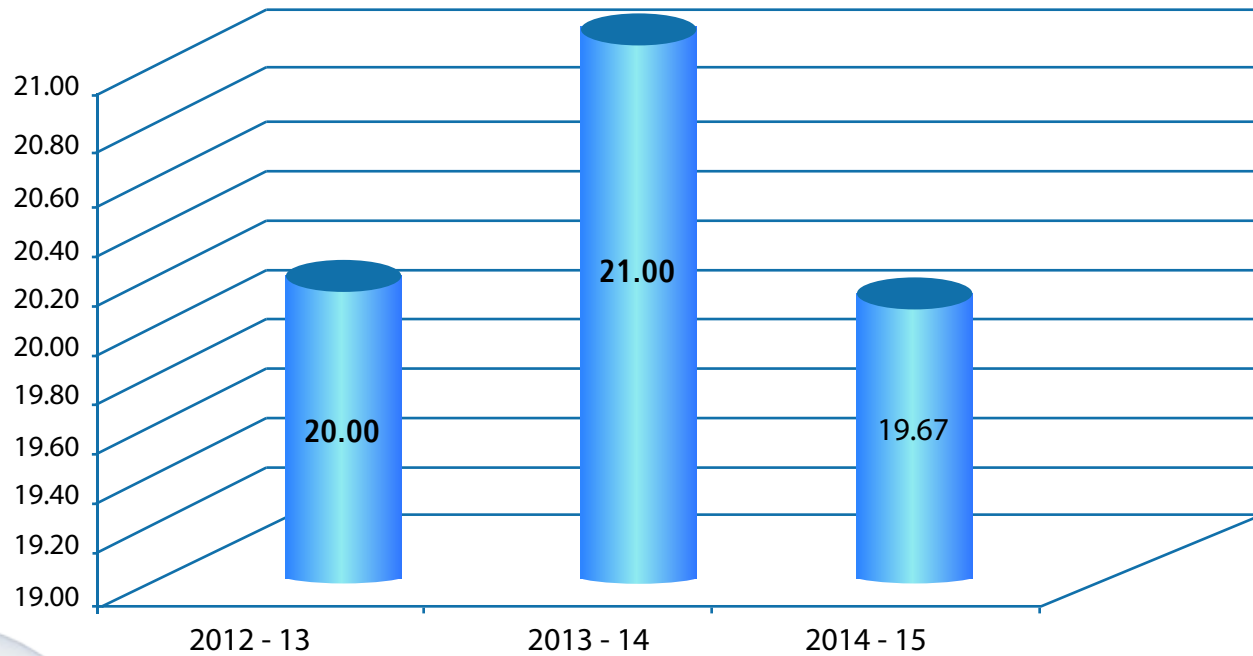
**Debt / Teu ( in USD )**







## Average Age of the Fleet



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# A Sea of Opportunities



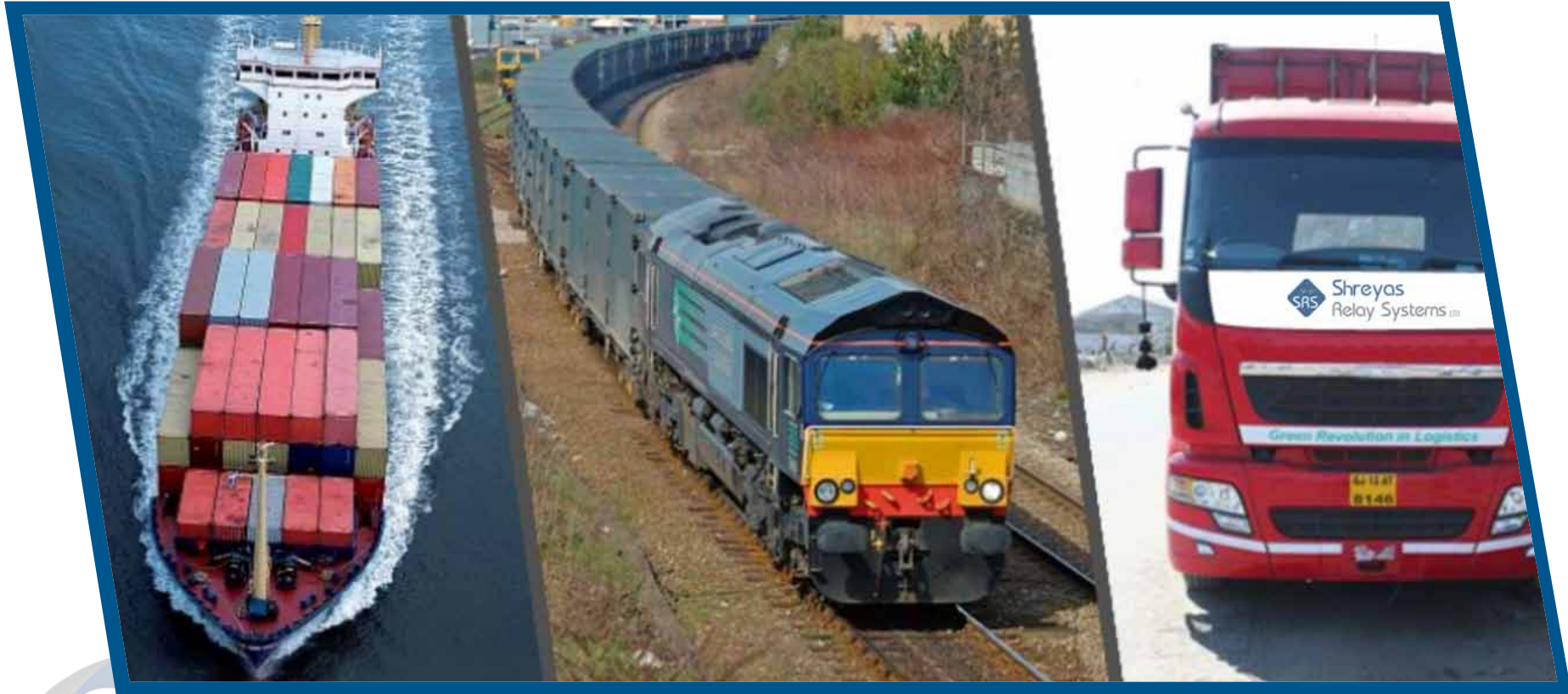
- In India, presently less than 7% of domestic cargo moves through coastal route (China 30%, Europe 40%, US 21%), therefore huge potential for growth (railways 30%, roads 57%)
- Loss of life due to accidents in shipping is negligible compared with road and rail
- Huge growth potential and lower sea movement cost, augur well for the growth of coastal shipping in India





- To work closely with the Government to support Sagarmala project, coastal shipping and integrate inland waterways network
- Provide new markets
- Acquire suitable additional tonnage
- Acquire economic and fuel-efficient vessels
- Identify dry bulk cargo
- To fulfill the vision of the Ministry of Shipping, SSSL will strive to transform India into a transshipment hub





**SRS provides seamless door-to-door multimodal logistics solutions  
incorporating the Road-Rail-Sea-Air-Route**

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1

Focus on specific commodities and logistics services

2

Focus on key client requirements and develop customized solutions

3

Expand presence across value chain to meet diverse client requirements

4

Make select investments in relevant asset classes

5

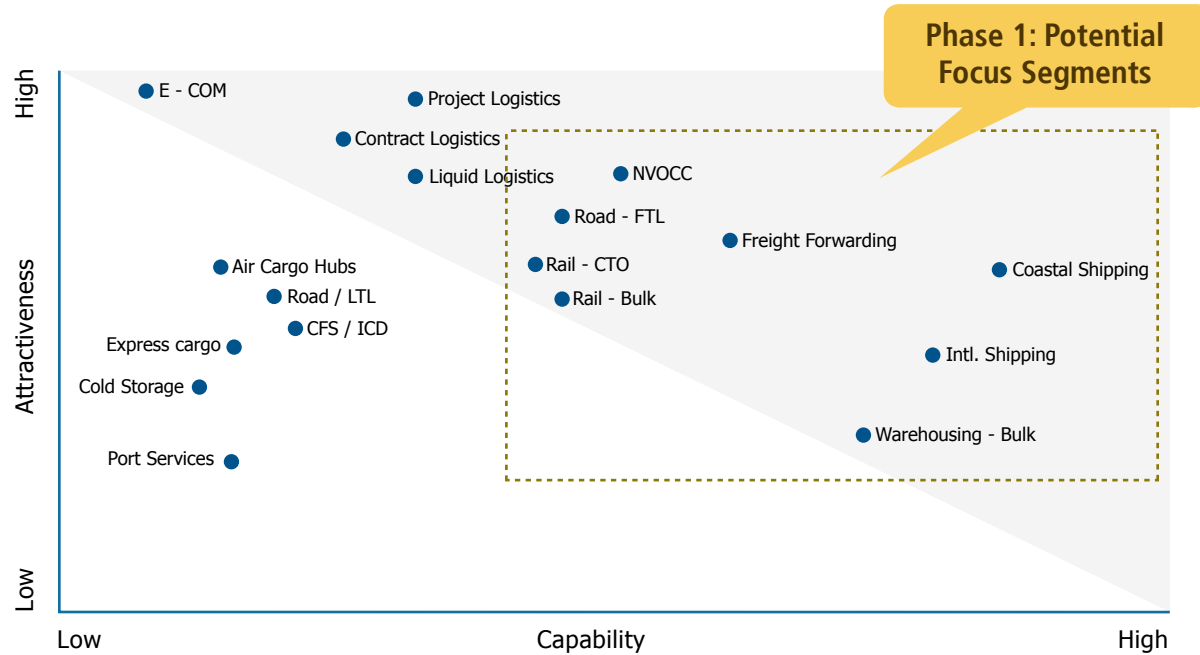
Improve geographic reach to meet client requirement and at the same time enhance sales ability



**Unique Selling Proposition for the Business**

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## Attractiveness

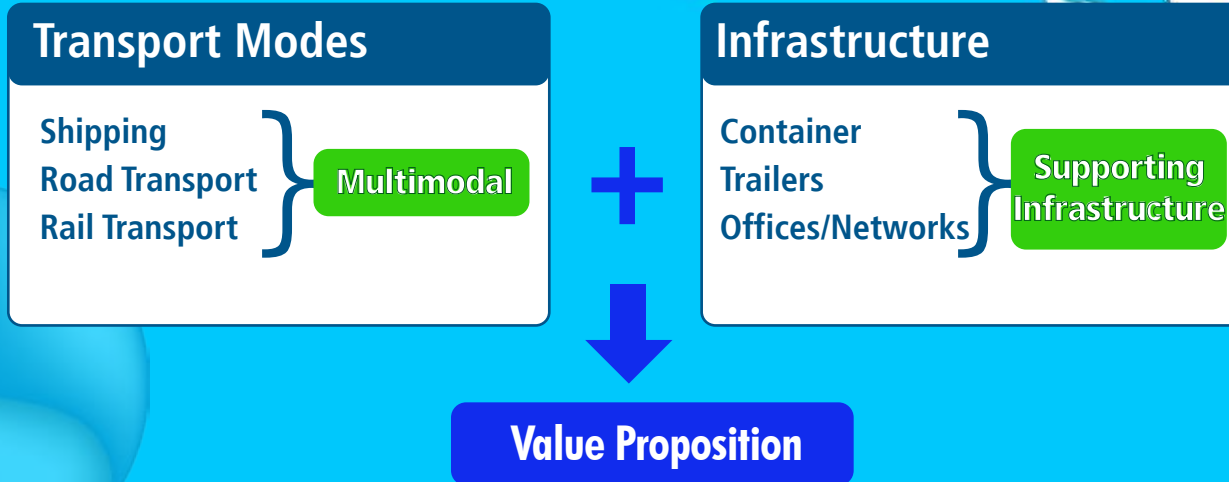
- Industry Size
- Expected Industry Growth
- Returns (ROCE)
- Competitive Intensity

## Capability

- Past Experience
- Existing client relationships
- Existing assets
- Synergies with existing business

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- Domestic Multimodal Coastal Container Services
- Regional Liner Services
- Road Transportation
- Rail Transportation
- International Air / Sea Freight Forwarding

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# Domestic Multimodal Container Services (Area of Operations)



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## North Region

Himachal Pradesh  
Uttarakhand  
Punjab  
Haryana  
Delhi

## West Region

Rajasthan  
Gujarat  
Dadra & Nagar Haveli-UT  
Daman & Diu-UT  
Maharashtra  
Goa

## South Region

Karnataka  
Kerala  
Tamil Nadu  
Andhra Pradesh

## East Region

West Bengal

Area of Operations - 14 States in India

Volume - Estimated (2014 - 15) - 46, 075 Containers

Average Growth - 20%

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# Regional Liner Services (Area of Operations)



Area of Operations - 12 Countries

Volume - Estimated (2014-15) - 13,818 Teus

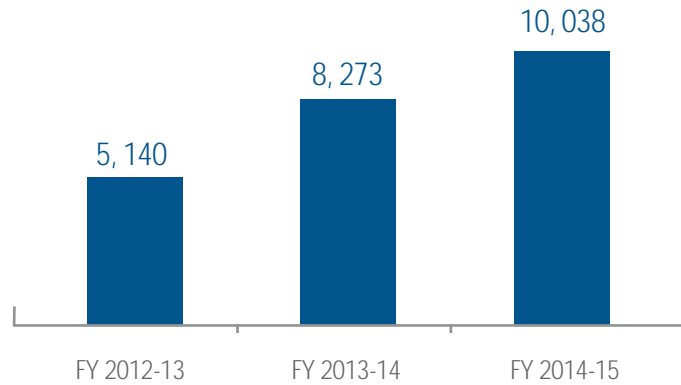
Average Growth - 23%



**We have 56 trailers with GPS**



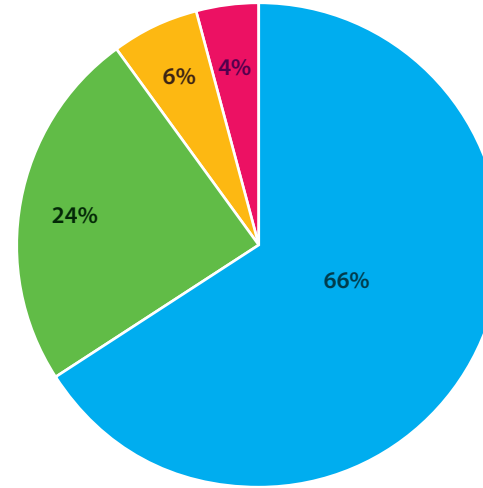
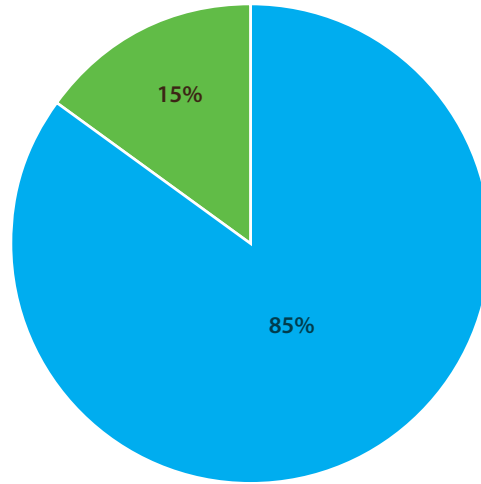
## Teus



# Growth and Projection



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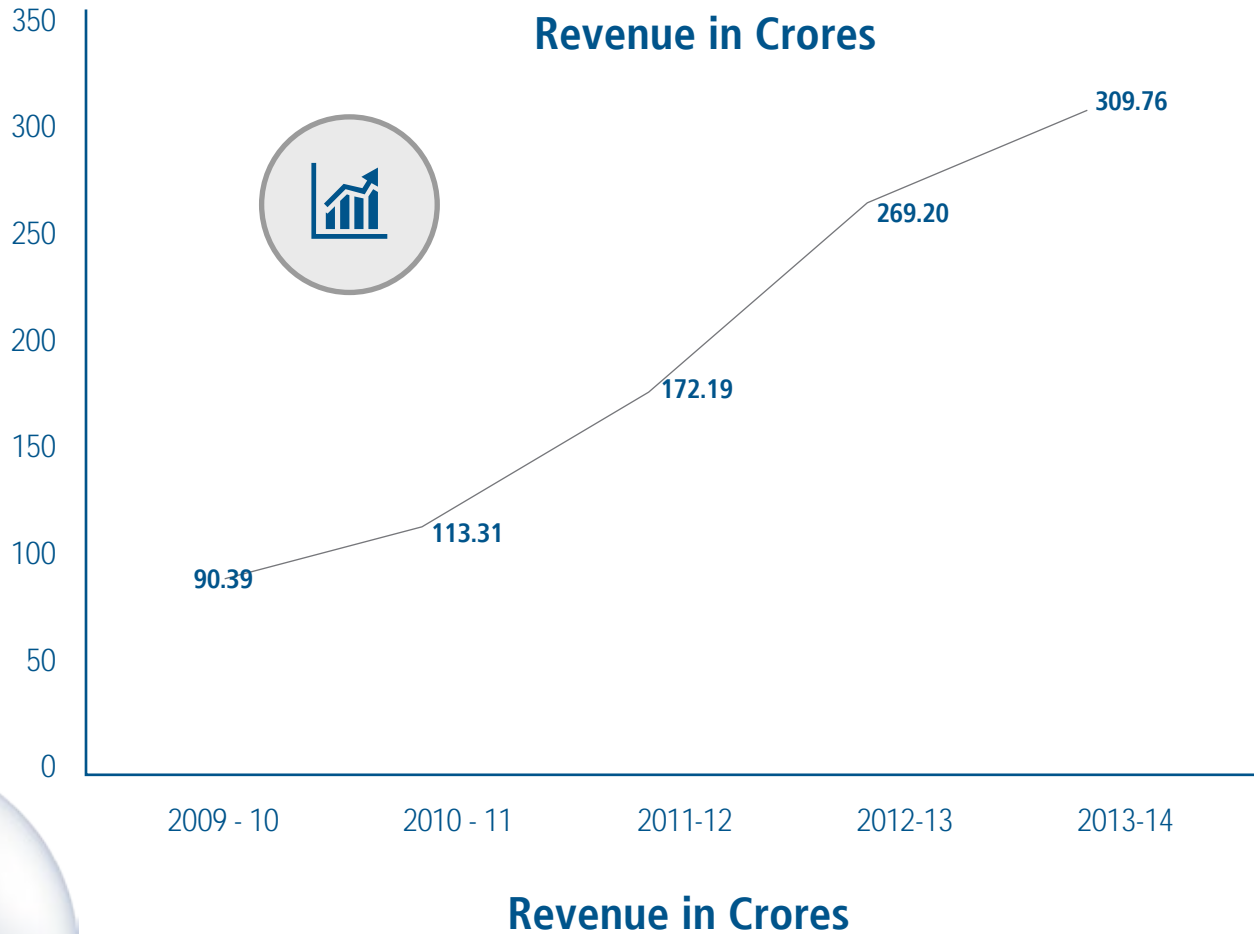
■ Coastal   ■ Liner   ■ Road   ■ Liner

Years	FY 2013-14	FY 2014-15
Tonnage	41,13,639	50,00,000



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Particulars	Quarterly ( Rs. In Lacs )		
	Dec - 14	Dec - 13	Sep - 14
<b>Income</b>	<b>14,089</b>	<b>11,833</b>	<b>13,983</b>
(-) Operating Expenses	9,993	10,636	10,433
<b>Operating Profit</b>	<b>4,096</b>	<b>1,197</b>	<b>3,550</b>
(-) Admin Expenses	690	677	683
<b>EBIDTA</b>	<b>3,406</b>	<b>520</b>	<b>2,867</b>
(-) Interest Expenses	255	307	256
<b>Profit Before Depreciation &amp; Tax ( PBDT )</b>	<b>3,151</b>	<b>213</b>	<b>2,611</b>
(-) Depreciation	198	452	266
<b>Profit Before Tax, Exceptional &amp; Prior Year Adj.</b>	<b>2,953</b>	<b>(239)</b>	<b>2,345</b>
(-) Exceptional Item (Loss on Sale of Vessel) and Prior Period Adjustments	544	-	-
<b>Profit Before Tax (PBT)</b>	<b>2,409</b>	<b>(239)</b>	<b>2,345</b>
(-) Income Tax Provision	167	52	92
<b>Profit After Taxation ( PAT )</b>	<b>2,242</b>	<b>(291)</b>	<b>2,253</b>

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Particulars	9 Months ( Rs. In Lacs )	
	Dec - 14	Dec - 13
<b>Income</b>	40,332	35,447
(-) Operating Expenses	30,193	30,580
<b>Operating Profit</b>	<b>10,139</b>	<b>4,867</b>
(-) Admin Expenses	2,116	2,045
<b>EBIDTA</b>	<b>8,023</b>	<b>2,822</b>
(-) Interest Expenses	779	887
<b>Profit Before Depreciation &amp; Tax ( PBDT )</b>	<b>7,244</b>	<b>1,935</b>
(-) Depreciation	837	1,450
<b>Profit Before Tax, Exceptional &amp; Prior Year Adj.</b>	<b>6,407</b>	<b>485</b>
(-) Exceptional Item (Loss on Sale of Vessel) and Prior Period Adjustments	3500	-
<b>Profit Before Tax (PBT)</b>	<b>2,907</b>	<b>485</b>
(-) Income Tax Provision	378	115
<b>Profit After Taxation ( PAT )</b>	<b>2,529</b>	<b>370</b>

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Particulars	Dec - 14 ( 9 Months )
Growth in Revenue (%) (for Nine Months)	14%
Growth in EBIDTA (%) (for Nine Months)	184%
Growth in PBT (Before Exceptional, Prior Yr Adj.) - ( Rupees in Lacs )	5,922

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## SNAPSHOT OF BALANCE SHEET (CONSOL.)

(Rs. In Lacs)

Particulars	ASAT	
	Dec-14	Mar-14
Equity Share Capital	2,196	2,196
Reserves & Surplus	14,035	11,662
<b>Net Worth</b>	<b>16,231</b>	<b>13,858</b>
Long Term Borrowings	7,678	9,179
Short Term Borrowings	2,324	2,923
<b>Total Loan Liabilities</b>	<b>10,002</b>	<b>12,102</b>
Other Liabilities	7,166	7,220
<b>Total Liabilities</b>	<b>33,399</b>	<b>33,180</b>
Fixed Assets	16,480	20,777
Investments (Current)	2,857	259
Trade Receivables	6,376	5,439
Other Assets	7,686	6,705
<b>Total Assets</b>	<b>33,399</b>	<b>33,180</b>

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Particulars	Dec - 14	Mar - 14
Debt - Equity Ratio	0.62	0.87
Book Value (Equity Shares)	73.91	63.11
Earnings Per Share (Not Annualised)	10.06	( 2.61 )

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**THANK YOU**

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