



Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

Press Release- November 16, 2019

ACCURACY SHIPPING LIMITED
Gandhidham, Kutch-Gujarat.

FINANCIAL RESULT HIGHLIGHTS FOR H1 FY2019-20

- ✓ Revenue of ₹.171.79 crores, up 11% YoY
- ✓ Strong Balance Sheet
- ✓ Debt/ Equity 1.37; Debt only for HCV financing
- ✓ Merger of Group Companies/Firms in January, 2019. Impact of HCV's merged into ASL books is positive towards improving transparency, short term impact on PAT due to higher Interest and Depreciation

Accuracy Shipping Limited is an end to end logistics solution provider offering customized services including transportation, freight forwarding, clearing and forwarding service, custom house clearance, warehousing and value added services to their clients.

An Initial Public Offering made in June 2018 was for 49.36 lakh shares at ₹.84 each and listed on 22nd June, 2018. The company has declared H1 FY 19-20 on 14 Nov.2019. Please find below highlights of the results and recent developments.

HIGHLIGHTS OF H1 FY19-20 : Ocean Freight Moving Up

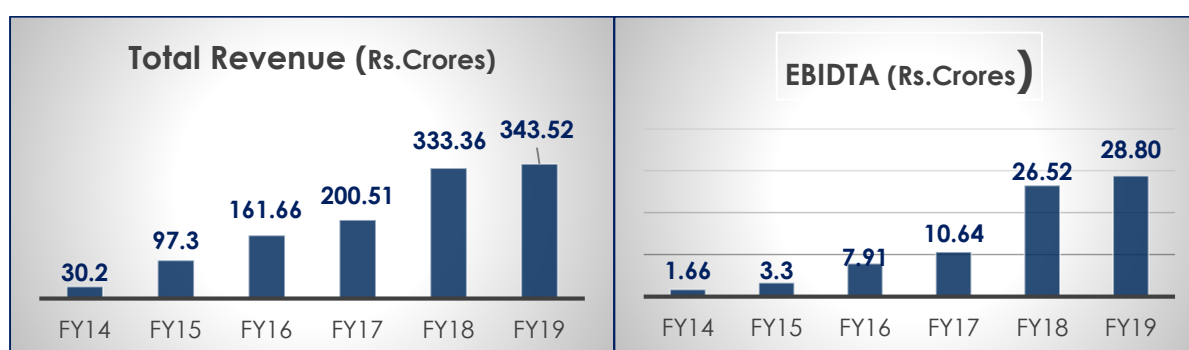
- **Revenues in H1 FY19-20** at ₹. 171.79 crores were up 11 % YoY in the six months ended on Sept 2019. The increase in revenue was driven by higher average realisation with Ocean Freight Rates moving up. ASL booked 33413 containers in the first half of the current year vs 33724 containers booked in the corresponding period. For the 12 months FY19 ASL booked 67996 containers.

The stability in maintaining the volumes despite slowdown in the domestic economy has been possible with the management efforts to add new verticals such as Paper, Textiles, Heavy Machinery and Yarn Industry. These segments together contributed to 19.85% of volumes in the H1 FY20 vs 18.48% in the last corresponding period.

Marble & Granite continue to remain the largest revenue contributor accounting for 65.25% of total revenues. The company has retained its market leadership in the segment of Marble & Granite. Marble is now in OGL (Open General License), which has provided good boost to overall volumes in the segment.

- **Merger of all Group Companies/Firms in March, 2019:** All HCV's in the group have been consolidated into ASL. This has increased the HCV's in the company fold to current 309. Having its own fleet of HCV's for last mile logistic services on a PAN India basis, gives an edge to efficiently meet inland transportation requirements.
- **EBIDTA:** H1 FY19-20 EBIDTA at ₹. 13.42 crores, is up by 9.28% YoY. EBIDTA Margin at 7.81% was maintained, marginally lower by 12 bsp YoY, but higher vs FY19.
- **PAT:** Despite higher EBIDTA, PAT was lower due to higher Depreciation and Interest.
- **New Line of Business:** In H1 FY2019-20 the company has initiated actions to enter into a new line of business in marketing Petroleum and Petroleum Products, with an investment of around ₹ 3 crore. The business is estimated to generate revenues of around ₹. 5-6 crores and apart from captive consumption by own fleet of HCV's .

FINANCIAL PROFIT STATEMENT						(₹. Crores)
Particulars	H1(6mths) FY20	H1 (6mths) FY19	Y-O-Y %	12mths FY19	12mths FY18	Y-O-Y %
Revenue from operations	171.79	154.76	11	338.75	331.92	2.06
Cost of Services	151.18	136.15	11.03	297.86	291.46	2.20
Employee expenses	3.12	2.39	30.54	5.13	3.64	40.94
Other Expenses	4.07	3.94	3.30	11.73	11.74	(0.085)
Total Expense	158.37	142.48	11.15	314.72	306.84	2.57
EBIDTA	13.42	12.28	9.28	24.03	25.08	(4.19)
EBIDTA Margin %	7.81%	7.93%		7.09%	7.56%	
Depreciation	7.67	4.62	66.02	11.93	7.81	52.75
Other Income	0.96	0.68	41.18	4.77	1.44	231.25
EBIT	6.71	8.34	(0.20)	16.87	18.71	(9.83)
Interest	3.60	2.0	80	4.70	3.40	38.24
PBT	3.11	6.34	(50.95)	12.17	15.31	(16.98)
Tax	0.80	2.12	(62.26)	4.15	4.96	(16.33)
Profit After Tax	2.31	4.22	(45.26)	8.02	10.35	(22.51)
PAT Margin %	1.34%	2.73%		2.37%	3.12%	
EPS (₹.) Fully Diluted	1.55	3.01	-	5.73	10.81	-
No of Shares	15056000	14016885	-	14016885	9592219	-



MANAGEMENT COMMENTS:

Commenting on the developments, Mr. Vinay Tripathi, CMD said "We are happy to share with you the stable financial performance delivered by our company for the 1HFY 2019 -20. Despite the slowdown in economic slowdown, we have been able to maintain our container volumes by actively working to add new commodities verticals to our portfolio such as paper, fabrics, agricultural products, etc. We continue to enjoy a leadership position in the Granite & Marble segment.

After a decline in Ocean freights in FY19 on account of the US-China trade war, we are now seeing stability return to the market enabling us to improve our average realisations. In domestic delivery, our fleet of 309 HCV's enables us to offer efficient service at cost-effective prices. We continue to expand our operations both in India and globally, along with our 64 strategic partnerships across the world.

We have received a number of awards during the year in appreciation of our performance. Accuracy Shipping Ltd (ASL) won two SKOCH Awards "Gold Award in Top 200 MSME's in India and Bronze Award for MSME Excellence. We have also been certified as AEO Certified company as per Indian Customs in appreciation of our commitment to secure the international supply chain and in compliance with WCO's SAFE Framework of standards. It is now recognized in AEO LO Category.

Our commitment to minority shareholders is reflected in our actions. Taking a long term view towards improving transparency, in Jan.2019 we bought all similar lines of business into ASL. While this has an impact on short term PAT, we believe this is value accretive to shareholders over a period of time. I would like to take this opportunity to thank all our stakeholders and our entire team for their constant efforts, sincerity, enthusiasm and reposing faith in the management."

SKOCH Award "Gold Award in Top 200 MSME's



For more details please visit: www.aslindia.net

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