



## ACCURACY SHIPPING LIMITED

Registered office: Survey No.42, Plot No: 11, Meghpar Borichi, Anjar-370110, Kachchh Gujarat India  
CIN: L52321GJ2008PLC055322 | Ph: +91 2836 258251 | E-mail: [investors@aslindia.net](mailto:investors@aslindia.net) | Web: [www.aslindia.net](http://www.aslindia.net)

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Date: 22<sup>nd</sup> February 2025

**To,**  
**National Stock Exchange of India Ltd**  
**Exchange Plaza, Plot No. C/1, G Block,**  
**Bandra Kurla Complex,**  
**Bandra (East), Mumbai – 400 051**

**NSE Symbol: ACCURACY**

**Sub: Submission of Q3 FY25 Investor Presentation**

Dear Sir / Madam,

Please find enclosed herewith Investor Presentation of the Company for the quarter & nine months ended December 31, 2024.

The above information will also be made available on the website of the Company:  
[www.aslindia.net](http://www.aslindia.net).

You are requested to take the same on records.

Yours faithfully,

**For Accuracy Shipping Limited**

**CS Shivani Vijay Palan**  
**(Company Secretary & Compliance Officer)**  
**Membership No. A60685**

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A photograph of a shipping yard with a crane lifting a container. The image shows a large stack of blue and red shipping containers. A crane is lifting a yellow container from the stack. The sky is cloudy. The image is tilted and has a white checkered pattern on the left side.

# Accuracy Shipping Limited

Investor Presentation – February 2025



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## Accuracy Shipping Limited End to End Logistics Solution Provider

**400+**

Operational Trucks

**1,80,000+**

Sq. Ft Warehouse Under  
Management

**14**

Branch Office Across  
India

**72**

Agency agreement  
across the Globe

**500+ & 430+**

Employees & Trained  
Drivers

**75,704**

Containers handled in  
9MFY25



# Company Timeline



**2008-10**

Incorporated with a very clear focus to deliver the highest level of Customs Clearance services to our Customers



**2016**

This Business model, supported by a constant vigil for new opportunities leading ASL grow & evolve into total logistics solutions



**2019-2020**

SME IPO in June 2018 and shifted to mainboard in Dec 2020  
Consolidated all business under one roof of ASL

**2011-15**

Started Freight Forwarding and Transportation services adding branch office in Mumbai, Chennai and other states across India



**2017-2018**

Mature as a 3PL logistics company with strong tailwinds in the Marble and Ceramic segment along with expanding our horizons to newer segments/industry



**2021-22**

New business verticals added, Essar Petrol Pump in Nov 2020 & Ashok Leyland Dealership in Jan 2022  
New tie-ups, with large domestic companies in India & abroad to provide full end-to-end logistics services.



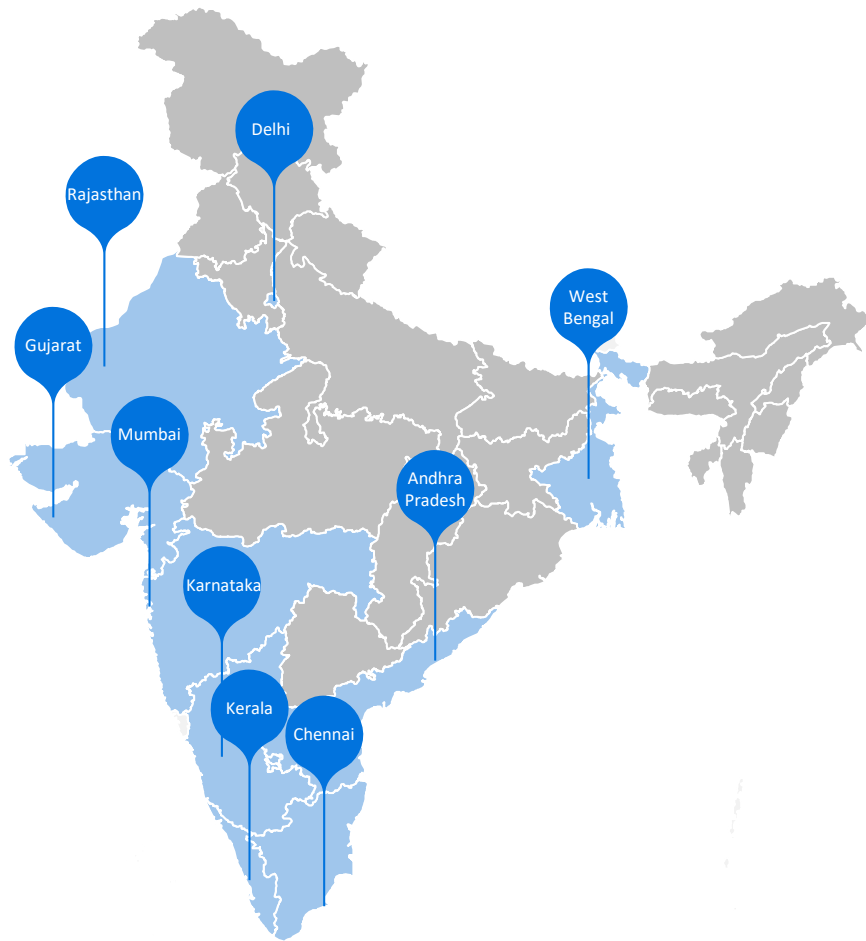


# Presence across the Value Chain

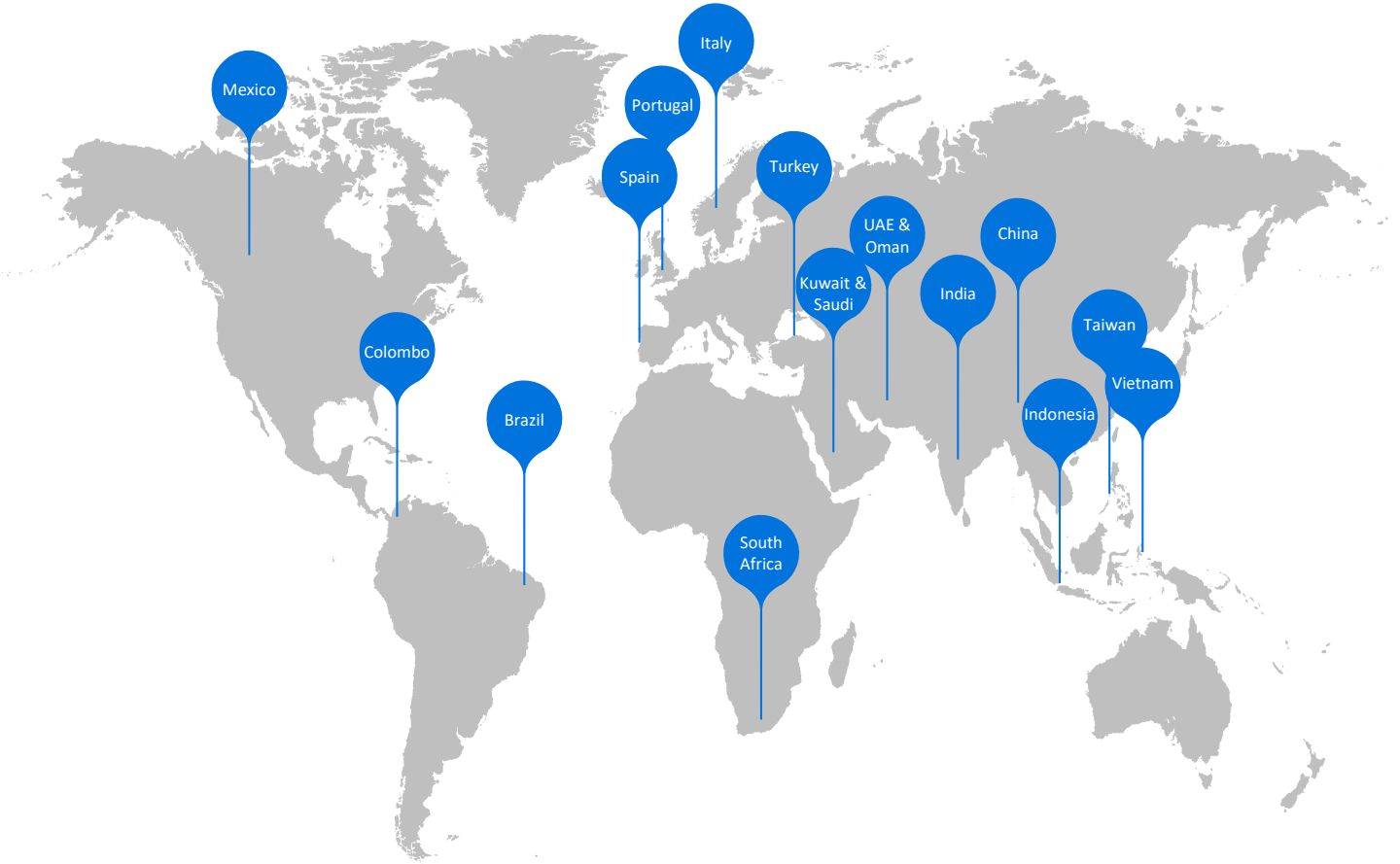
Presence Across the value chain for  
**Bundled as well as Standalone services**



## 14 Offices Across India



## 72 Agency agreement across the Globe





## 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



## 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



## Transportation

- Own 340 HCV's & Excl. Tie ups for another 88 vehicles
- 64 Global partners across the world, these are long term relationships built over the last decade



## Project Cargo

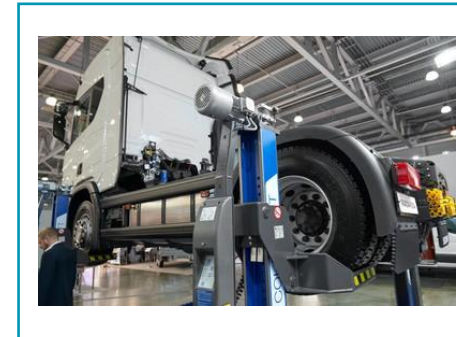
We offer safe, environmentally friendly, tailor-made and cost-effective logistics solutions

- Project Management
- Logistics Personnel
- High & Heavy lifting
- Freight Forwarding
- Warehousing



## Fueling Station

- Quality Refined Petrol & Petroleum Products
- Complete range of Lubricants from Shell and Servo



## 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





Most trustworthy and popular Custom Broking Agents, offering **World Class Custom Clearing Services**

It is our endeavor to enhance our customer's delight by offering them **right solution at right time**

Multiple cargo handling experts

Handling over ~8,411 TEU's on Monthly basis

Timely EXIM advice to customers

24 hours port operation team

Unparalleled Custom Broking Services

Custom clearance service to customers covering both Air and Sea

Special attention to all the details involved in the customs clearance process both **National and International** and ensure that our customs department is constantly updated regarding new laws and regulations as well as export Consignment Clearance.

We facilitate shipment of Import and Exports in the **shortest possible time span**

- **Export customs clearance** i.e. Preparation of shipping bill (on the basis of shippers letter of instruction), classification for drawback, DEPB or DEEC, receipt of goods, measurement, Weighment as also marking, labeling processing customs clearance, customs examination and obtaining customs out charge and handling over international carriers.
- **Import customs Clearance** i.e. HSN classification, rate of duty, preparation of bills of entry, processing the customs clearance, assessment, customs examination and obtaining customs out of charge and arranging dispatch, delivery to the destination.

## Pan India Presence for Road Transportation



- ✓ Strategically operations controlled through a spread-out network of offices and depots, including offices at checkpoints as well, this service handles and delivers a variety of cargo across the country with professional ease.
- ✓ Standardized surface transportation services, with an assurance of safe handling of the goods.
- ✓ Goods delivered in flawless condition, thereby providing absolute satisfaction to our clients.
- ✓ Efficient & reliable services with utmost sincerity and dedication
- ✓ Services with clearly defined transit times given to customers the security they need in order to budget reliably and keep an exact control of the flow of good
- ✓ Possess trucks, trailers and road tankers of all different sizes and payload capacities.

400+ operational trucks for road transport across India

24 hours working team for road transport

Own manufacturing facility for truck trolley

## Material Handling Equipment's

Access to the full range of material handling equipment such as cranes, lighters, heavy lift trucks for sea and overland operations.



## Experienced Personnel

Experienced and specialized personnel for project cargo logistics with industry domain knowledge and handling skills



## Infrastructure Facilities

Well equipped with efficient and effective infrastructure facilities to handle all types of project cargoes in India



## One Stop Solution

Our experience allows us to develop a comprehensive strategy that takes into consideration every facet of the project, from freight evaluation and carrier selection, to site surveys and route clearances all under one roof



## Time & Cost Saving

Comprehensive logistics services to meet requirements on time for efficient schedule of the project, thus leading to time and cost savings



## Global Reach

Process begins when purchase orders are issued and involves moving cargo of all sizes and dimensions across the globe to the final site destination



Specialize in providing Customized Solutions for the safe conveyance of **over dimensional, heavy and bulky cargo**

# Fueling Station

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

## 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



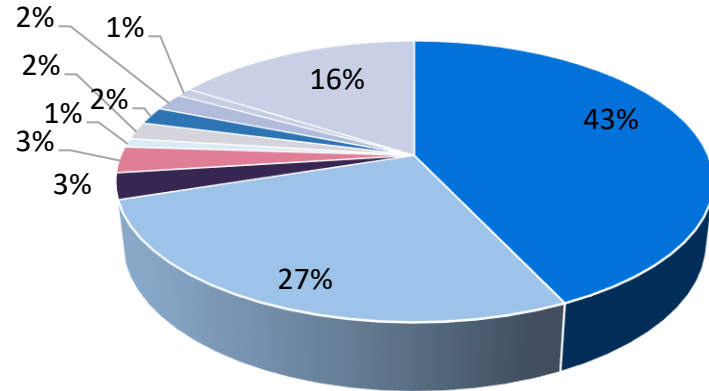
Dealership agreement with **Ashok Leyland** for sale of heavy commercial vehicles and its spare parts across 3 locations in Kachchh District, Gujarat.

	Sale of HCV's & Spare Parts	<b>Three elite showrooms</b> for sale of HCV's & spare parts as per the needs of fleet owners
	Servicing Workshop	<b>Workshops for servicing</b> of heavy commercial vehicles across all three locations
	Leverage & Strengthen Relations with Fleet Owners	<b>Strengthen our existing relationships</b> further by catering to the needs of fleet owners for new purchase, sale of spare parts and servicing of their fleet.
	Strategically Located	Strategically located at Gandhidham (20 bays), Mundra (15 bays) & Bhuj (6 bays) <b>covering the entry &amp; exit points of the Kachchh District</b>
	Cost Saving & Synergies	Strategic fit to our transportation segment to <b>service our own fleet</b> of ~400 trucks and commercial vehicles thereby leading to <b>cost saving &amp; synergies</b>

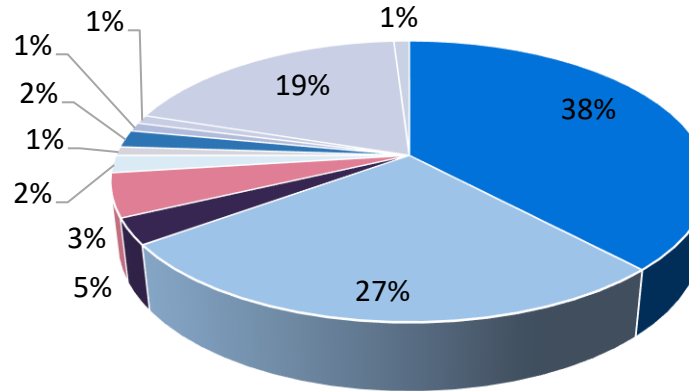


# Industry Diversification Strategy

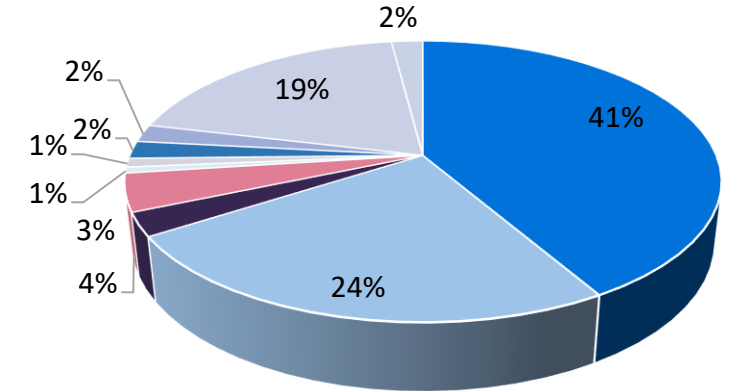
FY23



FY24



9MFY25



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

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

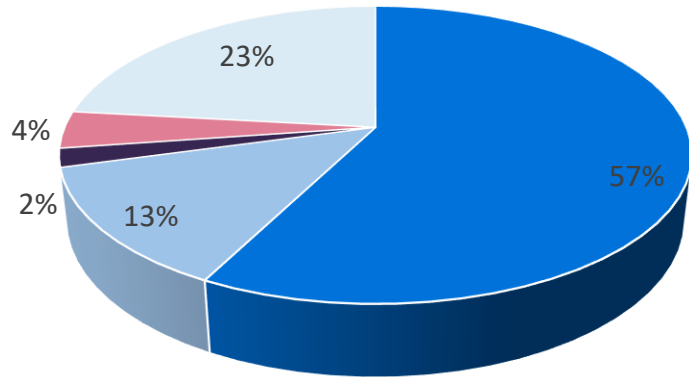
- Marble & Granite
- Paper
- Machinery
- Agri
- Rubber
- Ceramic Tiles
- Textile
- Other
- Steel
- Chemical

## Improving Industry Diversification

- Contribution from Marble & Granite stood at 43% in FY23 , 38% in FY24 and stands at **41%** for 9M FY25
- We have been focusing on various other industries like Rubber, Paper, Textile, Glass and other sectors to reduce dependency on the core sectors of Marble & Granite and Ceramic Tiles. Other sectors cumulatively now contribute **~27%** of the revenues for 9MFY25
- For 9MFY25, revenue from the rubber sector contributed nearly **19%**, while revenue from the marble sector stood at an impressive **41%**. These positive trends highlight our successful efforts to expand and diversify our operations across different sectors

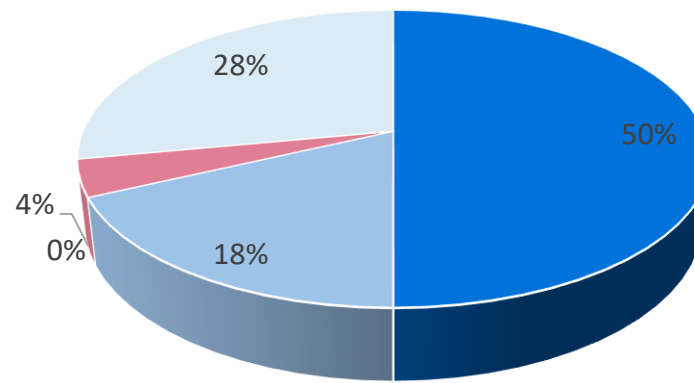
# Revenue Diversification Strategy

FY23



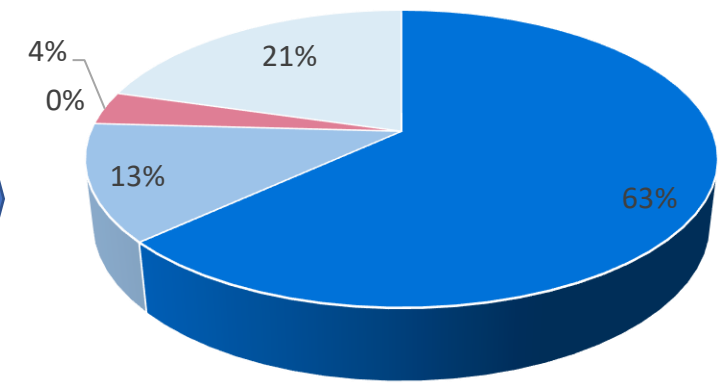
- Clearing & Forwarding
- Transportation/Last Mile
- Others
- Petroleum & Petroleum Products
- Sale of HCMV

FY24



- Clearing & Forwarding
- Transportation/Last Mile
- Others
- Petroleum & Petroleum Products
- Sale of HCMV

9MFY25



- Clearing & Forwarding
- Transportation/Last Mile
- Others
- Petroleum & Petroleum Products
- Sale of HCMV

## Revenue Diversification

- We have been focusing on creating new revenue streams for the business. We have been adding multiple services and other revenue streams and are optimistic of addition of meaningful revenue from diversified services going forward
- Our new vertical of sale and repairs of HCMV contribution stood at ~23% in FY23 to ~28% in FY24 to **~21%** in 9MFY25

# Marquee Customers



# Awards & Accolades



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



Accuracy Shipping Ltd awarded as **Shipping Company of the year for 2018**, The Award Ceremony was organized In Association with **CNBC - TV18**



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



Accuracy Shipping Limited Wins **Gold award** in Top 200 MSME's in India



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 won the Award of **WCA Best Partner** of Indian Sub-Continent 2017



Accuracy Shipping Limited Wins 'Gujarat Star Award' as **'Fastest growing logistics company'** of the year.



Accuracy Shipping Limited Wins **Bronze award** for MSME Excellence



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



## Vinay Tripathi

Chairman & Managing Director

1<sup>st</sup> Generation entrepreneur and guiding force behind all the strategic decisions of the Company and is entrusted with the responsibility of looking after the overall management and operations of the Company. Mr. Vinay has experience of over two decades in the logistics business.



## Rama Vinay Tripathi

Whole Time Director

Experience of more than 14 years in the Logistics Industry & looks after administration and human resource department of Accuracy Shipping Limited.



## Vikas Jain

Director

Qualified Company secretary with experience in the field of corporate matters and company law. Studied LLM and is also holding a Custom Broker License



## Dr. Vishal Bisen

Director

Multitalented personality with proven track record in the field of Logistics / Shipping / Supply Chain Management having more than 28 years of professional experiences with Doctorate (Ph. D.) degree in Management Science



## Raj Kumar Poddar

Director

Chartered Accountant and Insolvency Professional, having a vast experience of 42 years in various diversified Industries



## Varun Kacholia

Director

Investment Banker by profession and has 15 year of experience in Due Diligence and Business Advising.





## Vinay Tripathi

Managing Director

1<sup>st</sup> Generation entrepreneur and guiding force behind all the strategic decisions of the Company and is entrusted with the responsibility of looking after the overall management and operations of the Company. Mr. Vinay has experience of over two decades in the logistics business.



## Rama Vinay Tripathi

Whole Time Director

Experience of more than 14 years in the Logistics Industry & looks after administration and human resource department of Accuracy Shipping Limited.



## Shivani Palan

Company Secretary

Responsible for all legal & compliance activities for Accuracy



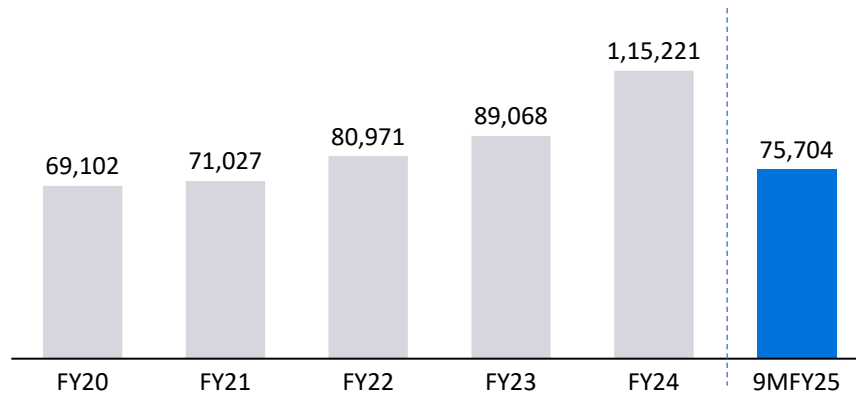
## Ashish Lalwani

Chief Financial Officer

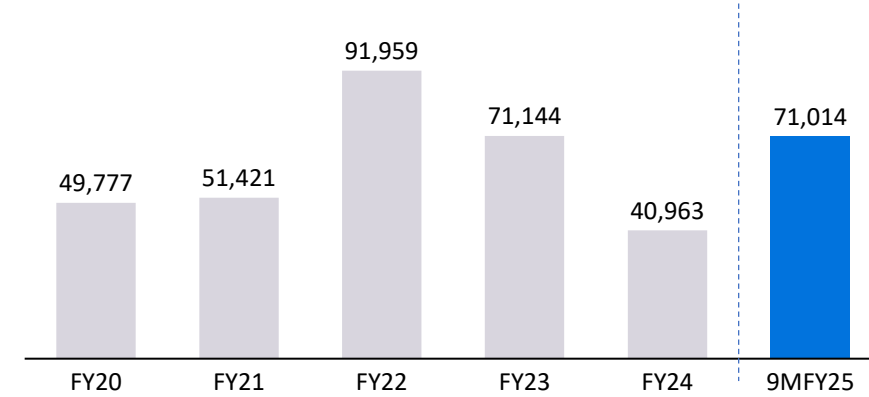
Qualified MBA, LLB and holds diploma in taxation, having a vast experience in Finance & Legal of more than 8 years. Managing strategic functions, finance & operations of the company

# Key Operational Highlights

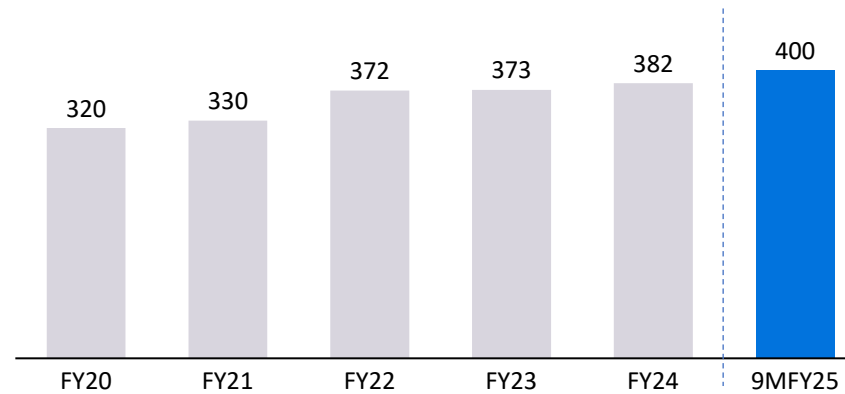
Containers Handled (in. Nos)



Average Realization (INR)



No. of Operational Trucks



At Accuracy, we always look for an opportunity **to serve the Society** and to make a world a better place

## Joining Hands with Arya Foundation

A Foundation which is actively involved in the activities like Healthcare by providing Financial assistance for medicines and treatment to needy patients, Donated/Constructed buildings for hospitals, Medical/Health Camps, Education by providing financial assistance to needy and brilliant students by providing Scholarships, Pension by providing monthly pension to needy people like widows, old aged, poor, handicapped, etc. Donation for natural calamities The Foundation donates substantially during natural calamities like earthquakes, tsunamis, floods, droughts, etc.

### Focused Areas

#### Education



Our aim is to complete the lackage issue of infrastructure, by providing trained and skilled teachers, by providing computers knowledge to students, by provide extra curriculum activities to students (like sports, dancing, arts etc.) to make them more advanced.

#### Healthcare



Our aim is to provide Good health & Well being of the people of society by providing them Free Medical /Health checkup camps so they become more active to take care towards their health. Blood donation can help to save lives who need help.

#### Natural Calamities



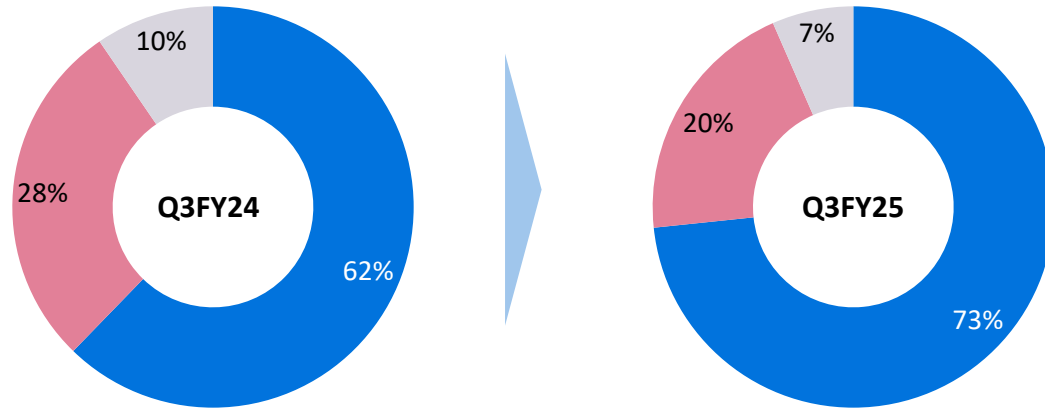
Our aim is to provide relief work to the affected areas. To provide shelter to the needy & poor people and also re-establishing schools/hospitals during natural calamities. Providing them food, water, first-aid kits, clothes etc. during natural calamities.

# Financials Section

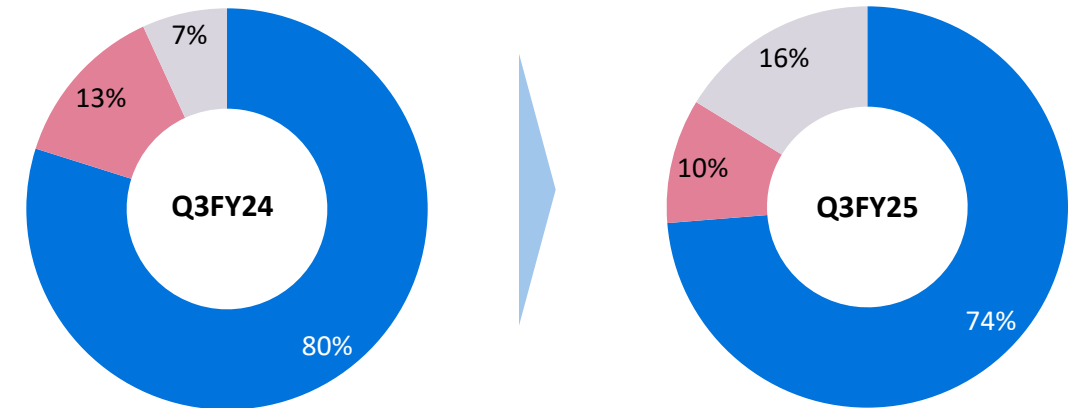


# Q3 FY25 Segmental Break-up

Segmental Revenue Break up (%)



Segmental EBIDTA Break up (%)



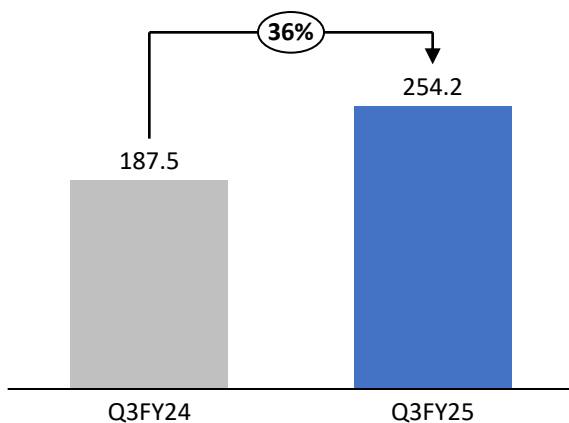
■ Logistics Services ■ Commercial Vehicles ■ Petrol & Petroleum Products

- Revenue for Q3FY25 across Logistics, Commercial vehicles and Petrol & petroleum products stood at 74%, 20% & 6% respectively
- EBITDA from the sale and service of commercial vehicle for the quarter ended December 2024 stood at Rs 7.6 crs. We are witnessing gradual improvement in margins and anticipate the same to improve further, thereby enhancing the overall EBITDA at the company level

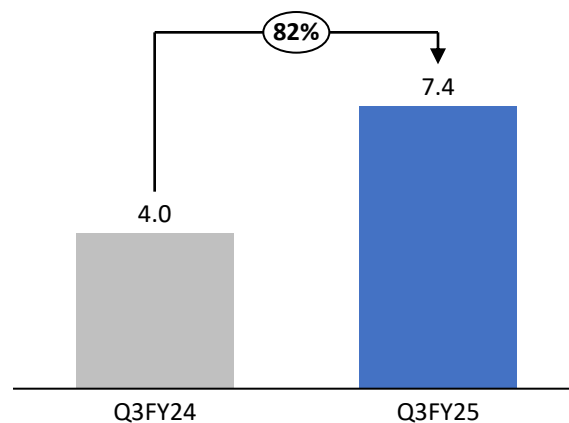


# Q3 FY25 Key Financial Highlights

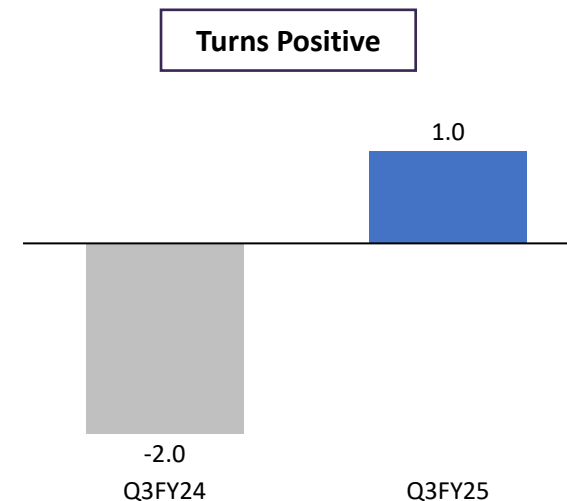
Revenue (Rs. in Crs)



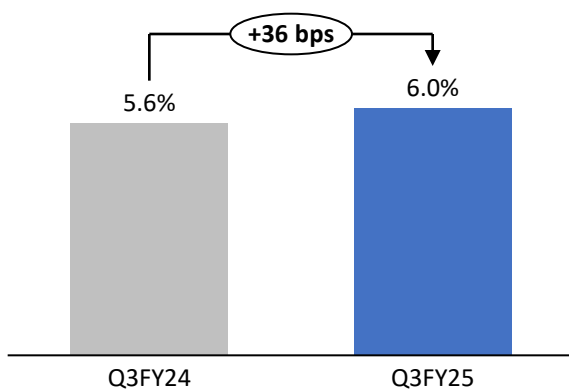
EBITDA (Rs. in Crs)



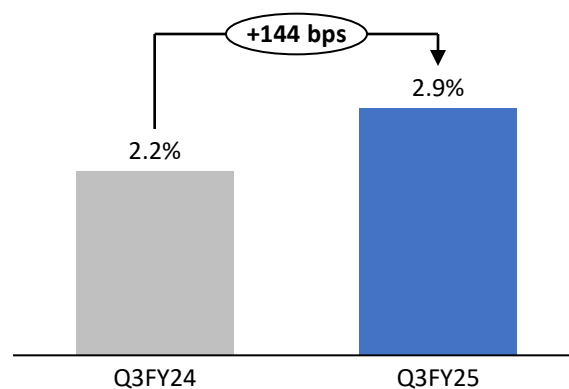
PAT (Rs. in Crs)



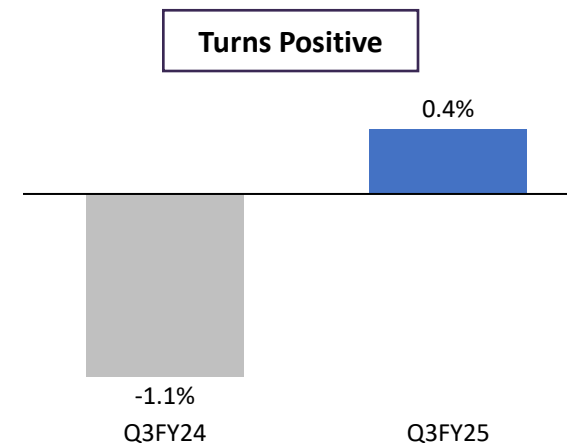
Gross Margins Margins (%)



EBITDA Margins (%)



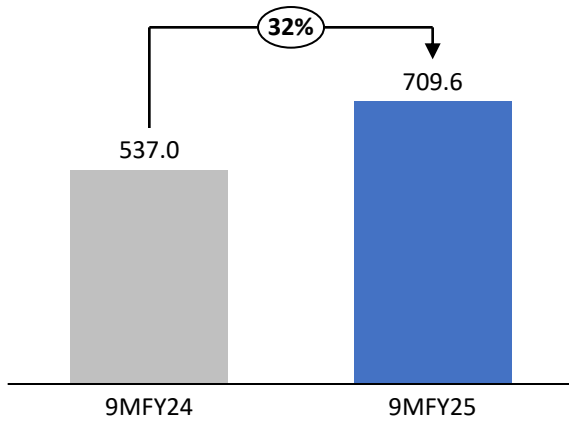
PAT Margins (%)



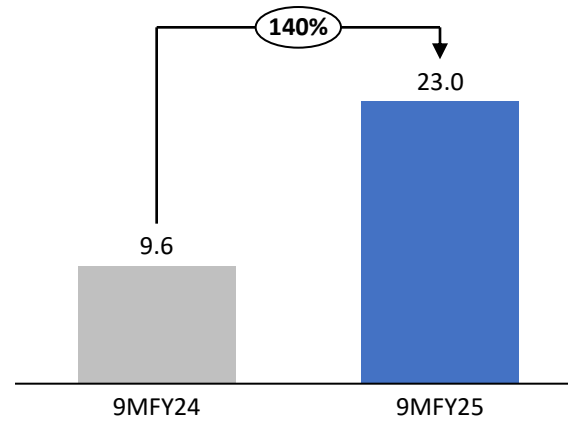
- Revenue for Q3FY25 stood at Rs. 254 crs as compared to Rs. 187 crs in Q3FY24, a **Y-o-Y growth of 36%**.
- On account of Improved volumes & increase in wallet share among customers
- EBITDA for Q3 FY25 stood at Rs. 7.4 crs as against Rs 4.0 crs, a **growth of 82%**. The EBITDA margin for Q3 FY25 stood at 2.9%.
- PAT for Q3FY25 stood at Rs 1.0 Crs as compared to a loss of Rs 2.0 Crs in Q3FY24
- PAT margins for Q3FY25 stood at 0.4% as compared to negative PAT margins of 1.1% in Q3FY24

# 9M FY25 Key Financial Highlights

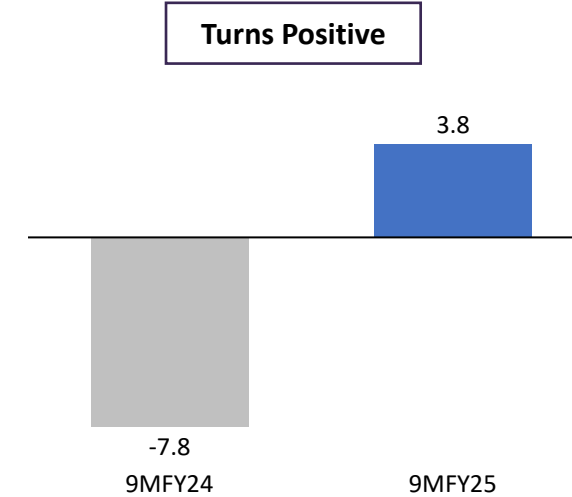
Revenue (Rs. in Crs)



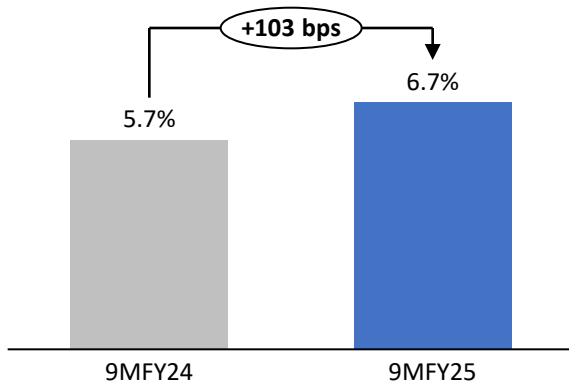
EBITDA (Rs. in Crs)



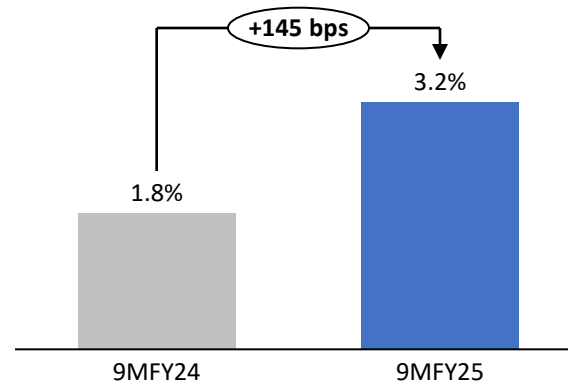
PAT (Rs. in Crs)



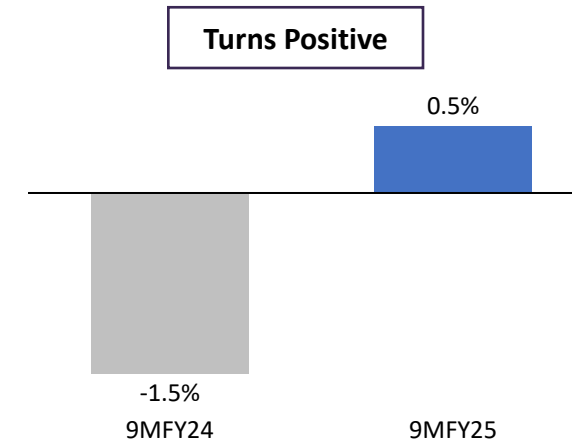
Gross Margins Margins (%)



EBITDA Margins (%)



PAT Margins (%)



- Revenue for 9MFY25 stood at Rs. 709 crs as compared to Rs. 537 crs in 9MFY24, a **Y-o-Y growth of 32%**.
- EBITDA for 9M FY25 stood at Rs. 23 crs as against Rs 9.6 crs, a **growth of 140%**. The EBITDA margin for 9M FY25 stood at 3.2%.
- PAT for 9MFY25 stood at Rs 3.8 Crs as compared to a loss of Rs 7.8 Crs in 9MFY24
- PAT margins for 9MFY25 stood at 0.5% as compared to negative PAT margins of 1.5% in 9MFY24

# Q3 & 9MFY25 Profit & Loss Statement

Particulars (Rs. in Crs)	Q3FY25	Q3FY24	Y-o-Y	9MFY25	9MFY24	Y-o-Y
<b>Revenue from Operations</b>	<b>254.2</b>	<b>187.5</b>	<b>35.6%</b>	<b>709.6</b>	<b>537.0</b>	<b>32.1%</b>
Operative Expenses	182.8	97.1		504.3	322.8	
Purchase of Stock in Trade	51.0	68.4		156.7	170.3	
Changes in Inventories of Finished Goods, Work-in-Progress	5.2	11.5		0.8	13.2	
<b>Gross Profit</b>	<b>15.3</b>	<b>10.6</b>	<b>44.2%</b>	<b>47.7</b>	<b>30.6</b>	<b>56.0%</b>
<b>Gross Profit Margin (%)</b>	<b>6.0%</b>	<b>5.6%</b>		<b>6.7%</b>	<b>5.7%</b>	
Employee Cost	5.1	4.7		14.1	12.6	
Other Expenses	2.8	1.9		10.7	8.4	
<b>EBITDA</b>	<b>7.4</b>	<b>4.0</b>	<b>82.1%</b>	<b>23.0</b>	<b>9.6</b>	<b>139.5%</b>
<b>EBITDA Margin (%)</b>	<b>2.9%</b>	<b>2.2%</b>		<b>3.2%</b>	<b>1.8%</b>	
Depreciation	2.9	3.3		8.7	9.5	
Other Income	0.2	0.0		0.8	0.6	
<b>EBIT</b>	<b>4.6</b>	<b>0.7</b>	<b>-</b>	<b>15.0</b>	<b>0.6</b>	<b>-</b>
Finance Cost	3.2	2.7		9.1	8.5	
<b>Profit before Tax</b>	<b>1.4</b>	<b>-2.0</b>	<b>-</b>	<b>5.9</b>	<b>-7.8</b>	<b>-</b>
Tax	0.5	0.0		2.1	0.0	
<b>Profit After Tax</b>	<b>1.0</b>	<b>-2.0</b>	<b>-</b>	<b>3.8</b>	<b>-7.8</b>	<b>-</b>
<b>Profit After Tax Margin</b>	<b>0.4%</b>	<b>-1.1%</b>		<b>0.5%</b>	<b>-1.5%</b>	
<b>EPS</b>	<b>0.06</b>	<b>-0.19</b>		<b>0.19</b>	<b>-0.58</b>	

## **Commenting on the Q3 & 9MFY25 results Mr. Vinay Tripathi, Managing Director of the company said:**

*“We are pleased to report that Accuracy Shipping has demonstrated exceptional growth and resilience this quarter, marking a significant milestone in our journey. In Q3 FY25, revenue from operations surged to Rs. 254 crores, reflecting a strong 35% year-on-year growth. Gross profit stood at Rs. 15.3 crores, while EBITDA rose to Rs. 7.4 crores, a substantial increase from Rs. 4.0 crores in the same quarter last year. This resulted in an EBITDA margin of 2.9%, an improvement of 74 basis points year-on-year and we successfully turned around losses at the PAT level during the period.*

*The normalization of freight rates and increased cargo volumes played a pivotal role in driving revenue growth. The stabilization of freight costs following past volatility has enhanced profitability and improved operational predictability. Additionally, our Average Realization for 9MFY25 also reached Rs. 71,014. Our strategic focus remains on deepening relationships with existing customers, a key performance driver across all business segments. Looking ahead, we see substantial growth opportunities and are confident that by leveraging our operational efficiencies, we can further expand margins and drive overall profitability.*

*In the logistics segment, we achieved 56% growth on a YoY basis in Q3FY25. Meanwhile, our commercial vehicles and spare parts segment contributed approximately 20% of total revenue in Q3 FY25. We are actively working to diversify and strengthen these segments to further enhance their contribution to our overall business performance.*

*We are also delighted to announce a landmark collaboration with CMA CGM and Navkar Corporation, Morbi, through which we have successfully flagged off a fully laden export block train from ICD Morbi to Mundra Port. This initiative reinforces our commitment to enhancing logistics efficiency, supporting global trade, and strengthening our multimodal transportation network.*

*As we continue to drive global trade forward, Accuracy Shipping Limited remains dedicated to delivering value, fostering innovation, and achieving operational excellence. This milestone underscores our vision of building a robust and reliable logistics infrastructure to support international commerce. With a customer-centric approach, comprehensive service offerings, and strong adaptability, we continue to set ourselves apart as a preferred logistics partner. Looking ahead, we remain focused on enhancing our capabilities, expanding our service portfolio, and leveraging operational efficiencies to create long-term value for all stakeholders. We extend our heartfelt gratitude to our partners and stakeholders for their unwavering support and look forward to achieving new milestones together.”*

## End-to-End Logistics Player

- To benefit from large scale presence across value chain by offering logistical solutions under single roof i.e. from Point of Origin to Point of Destination

## Revenue Diversification

- Adding new streams of revenue through backward & forward integration to strengthen our bouquet of logistical services

## Industry Diversification

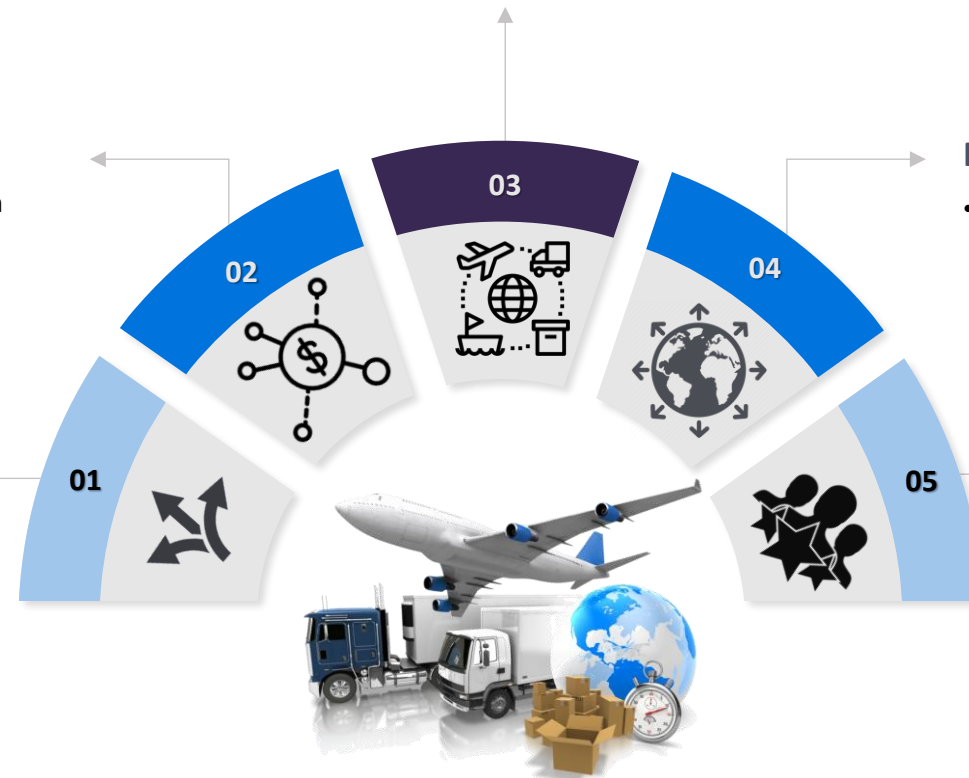
- Catering to diversified industry to accelerate the revenue & profit growth

## Pan India Presence with Global Network

- Presence across India with 14 offices and more than 60 agency agreements across the globe to cater to the growing logistical needs for cross border transactions

## Large Marquee Customer base

- More than 1900 customers across industry giving us revenue sustainability going forward







# Thank You

For further information, please contact

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