

Ref No: AP/7/2018

 Date: 25th May, 2018

Mr. Girish Joshi, GM Department of Corporate Services BSE Limited Corporate Relationship Department Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001. BSE Scrip Code: 520151	Mr. Avinash Kharkar – AVP Listing Compliance National Stock Exchange of India Ltd. Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051. NSE Symbol: SHREYAS
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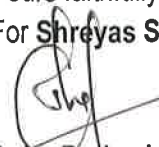
Dear Sir,

Sub: Analyst Meet Presentation

Please find enclosed herewith Analyst Meet Presentation held on 25th May, 2018 for your records and reference.

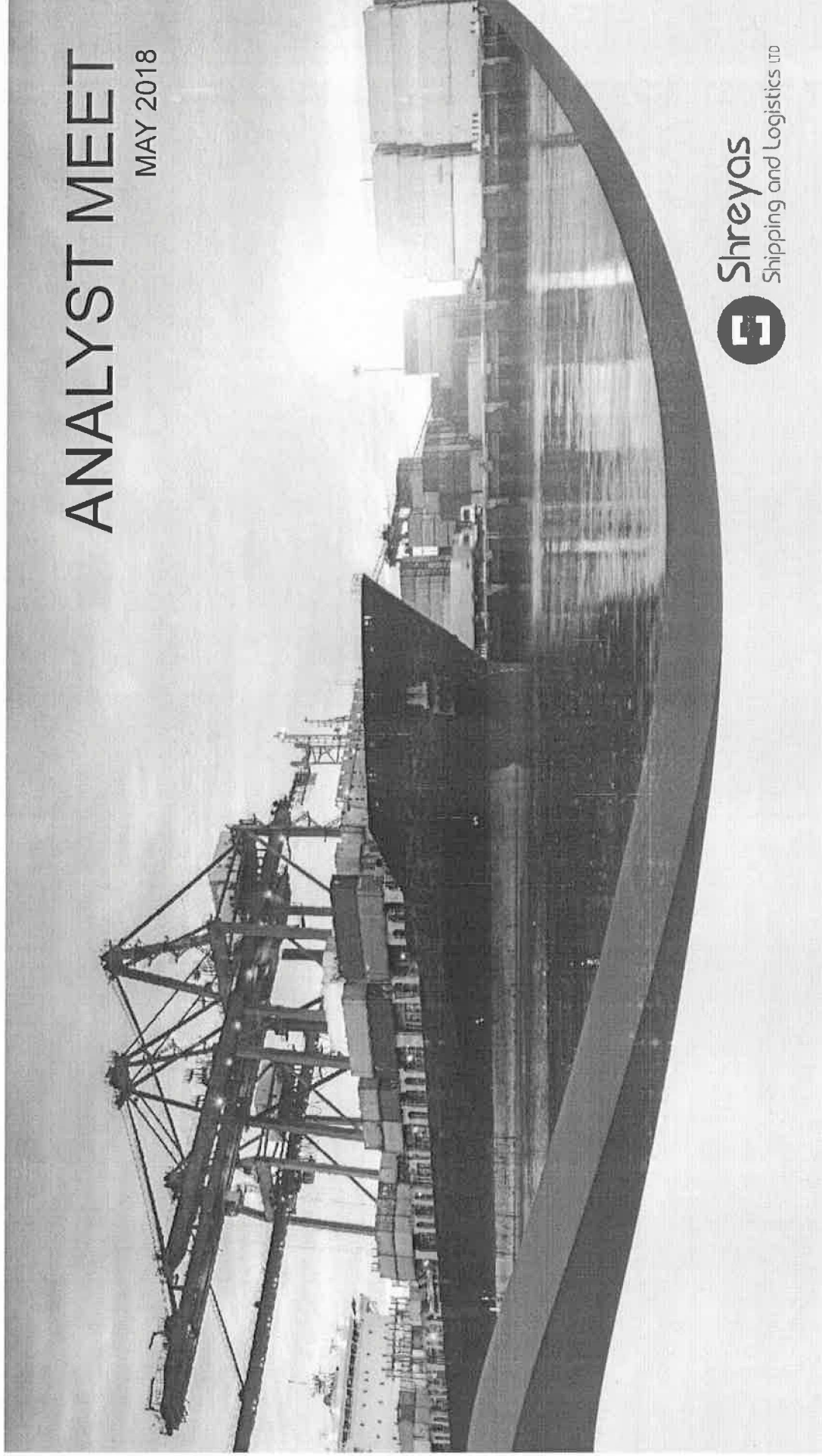
Thanking you,

Yours faithfully,

 For **Shreyas Shipping and Logistics Limited**

Asha Prakash
Company Secretary


ANALYST MEET

MAY 2018



Shreyas
Shipping and Logistics Ltd

Introduction to Speakers



Mr. Ramesh S. Ramakrishnan
Executive Chairman

- The driving force behind the Transworld Group of Companies.
- Currently Pursuing the Owners and Presidents Management Course from Harvard Business School, USA.
- Graduate in Commerce from the University of Mumbai.
- Over 35 years of entrepreneurial experience including hands on experience in ship owning, chartering & ship management.



Capt. Vivek Kumar Singh
Managing Director

- A Master Mariner by profession has sailing experience of 20 years.
- Over 22 years of experience of working in various capacities in the Transworld Group of Companies mainly Shreyas Shipping and Logistics Ltd, overseeing vessel owning division, commercial and operations.



Mr. Rajesh Desai
Chief Financial Officer

- A chartered accountant & cost accountant with over 20 years of post qualification experience.
- Associated with the Transworld group since 2001.



Company Overview

Vision, Mission & Values



Shreyas
Shipping and Logistics LTD



Vision

- Be the preferred business partner for global logistics solutions committed to the highest standards of excellence.



Mission

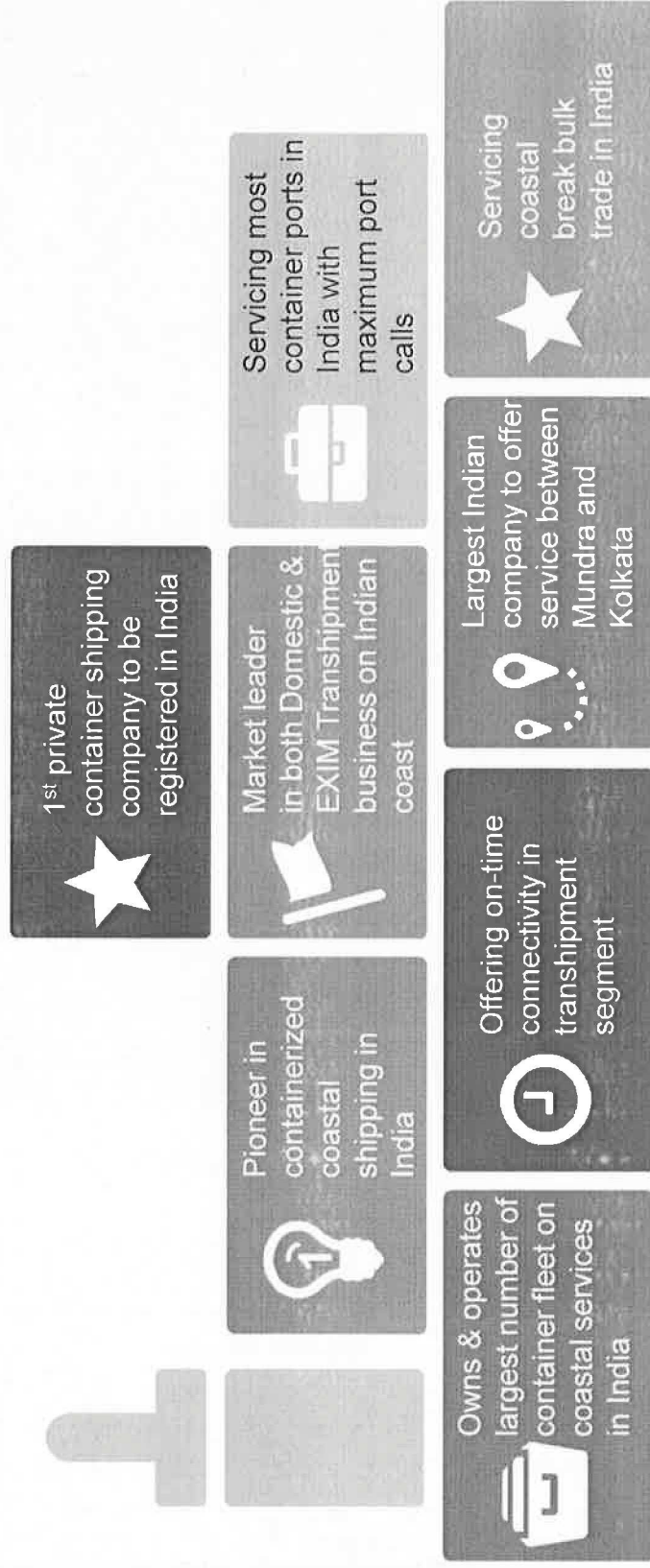
- To consistently create experiences where passion and purpose come together to innovate, excel and contribute to a better future.



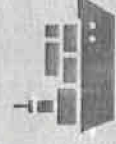
Values

- Integrity
- Transparency
- Respect
- Customer Centrality
- Excellence
- Social and Environmental Responsibility

Snapshot of Shreyas Shipping & Logistics



Our Journey



1988

Company incorporated as a private company

1993

Acquired first three container vessels

2002

Evolved the domestic transportation model in India

2012

Acquisition of two 1725 TEU vessels

2014

Introduced PAN India service joining East West corridor for first time in India for containerized trade

2017

Acquisition of 6 vessels (including 2 MPP vessels) to become the largest container shipping company in India

Business Overview



Shreyas
Shipping and Logistics Ltd

Domestic

- Movement of domestic cargo between Indian ports.
- Four fixed day domestic routes ranging from Mundra port upto Kolkata port.
- Fleet capacity ranging from 700 TEUs to 4,200 TEUs which gives the edge to reach out all ports in India.
- Operates across most major ports and container terminals in India.

EXIM

- Transhipment of EXIM cargo between two Indian ports/terminals providing tailor made services and innovative solutions.
- Fixed day weekly schedule for transhipment of EXIM cargo.
- Largest operator handling 90% of EXIM transhipment on Indian coast.
- Direct connectivity from East and South Indian ports to middle east/gulf ports.

Break Bulk

- Acquired two multi-purpose (MPP) vessels for break bulk cargo.
- Ability to move oversized, over-weight items and non-containerised finished goods.
- End to end logistics for non-containerised cargo.

Key Strengths

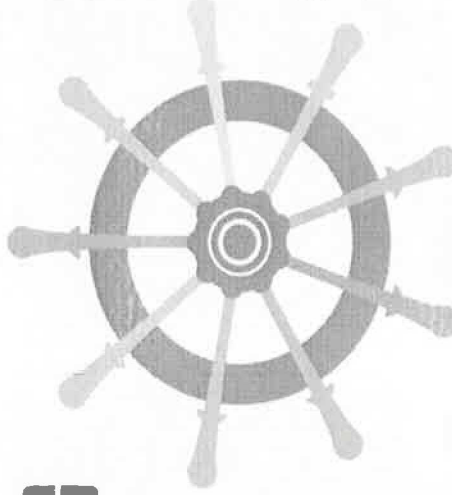
Servicing most major ports and container terminals with fixed schedule on Indian coast



Vessels with higher tonnage and lesser age at economical value



Preferred operator for all Main Line Operators



Diverse range of fleet capacity leading to wider reach out



End to end logistics solution for customers



Additionally moving non-containerised cargo

Board of Directors

Name		Designation
Mr. S. Ramakrishnan		Executive Chairman
Capt. Vivek Kumar Singh		Managing Director
Mr. L.B. Culas		Non Independent Director
Mr. Ritesh S. Ramakrishnan		Non Independent Director
Mr. S. Ragothaman		Independent Director
Mr. D. T. Joseph		Independent Director
Mr. Mannil Venugopalan		Independent Director
Ms. Maya S. Sinha		Independent Director
Capt. Man Mohan Saggi		Independent Director
Mr. Deepak Shetty		Independent Director

Human Capital Management



Shreyas
Shipping and Logistics Ltd

Mission

- As a catalyst, inspire passion in People, bring out the best potential and partner with the business functions in sustaining a 'Vibrant workplace with a Culture of Excellence', in all dimensions

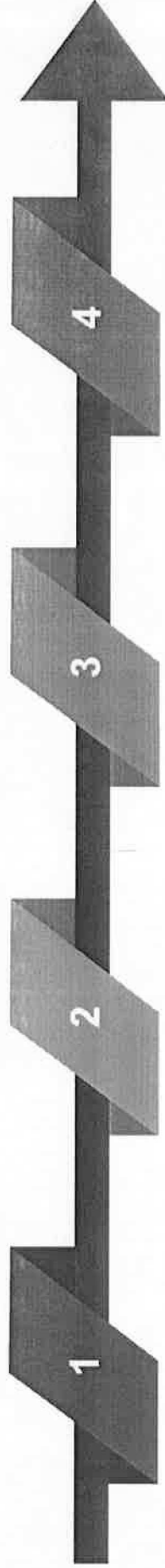
Key HCM Interventions

- Digitalised HCM
- Leadership Development
- Talent Management and Succession Planning:
- Training & Development
- Mentoring
- TransLife Health Initiative

Innovation in Motion – A digital transformation project

Company announced its digital transformation project, "Innovation in Motion", driven by Oracle India and KPIT Technologies.

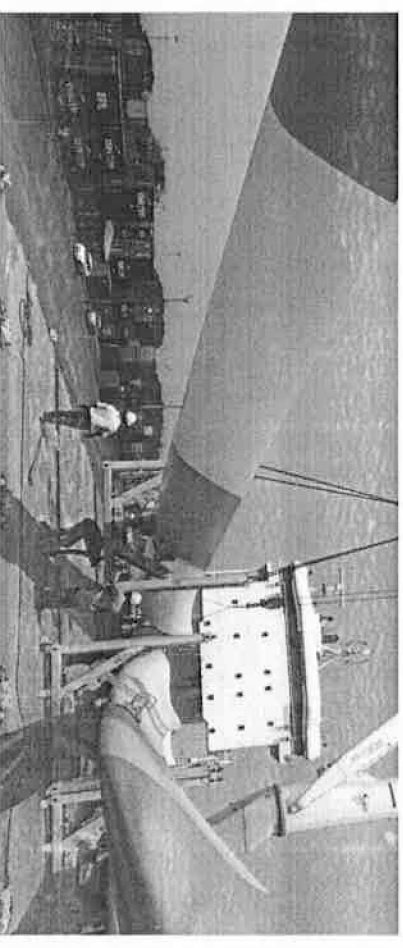
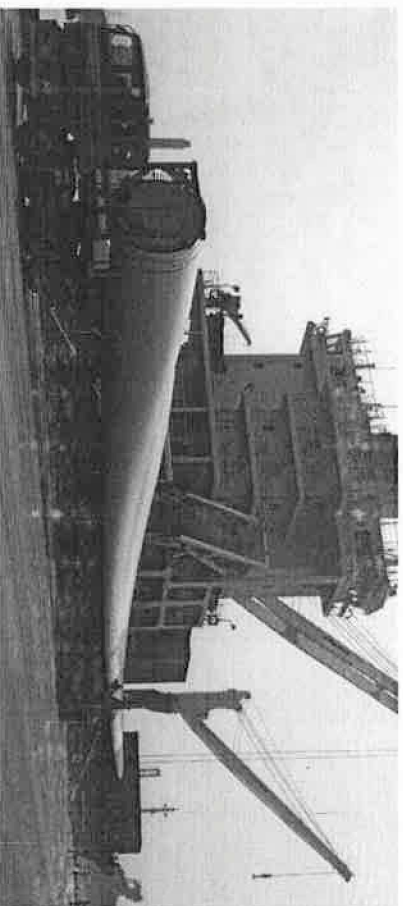
Company will leverage technology -enabled solutions and customer connected e-platforms to provide real-time information, swift business process, and a digital customer interface.



Technology platform will enable standardization of all key business functions to eliminate manual intervention and introduce advanced operational efficiencies.

Additionally, the company will be incorporating new emerging technologies like blockchain, adaptive intelligence, and IoT.

Fleet Details



Fleet Size

13

Average Fleet Age

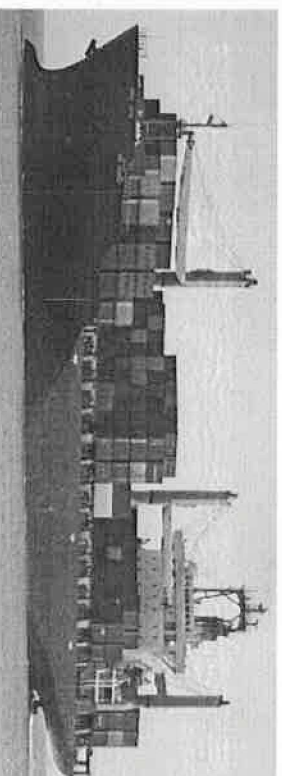
17.69 Yrs

Total Capacity

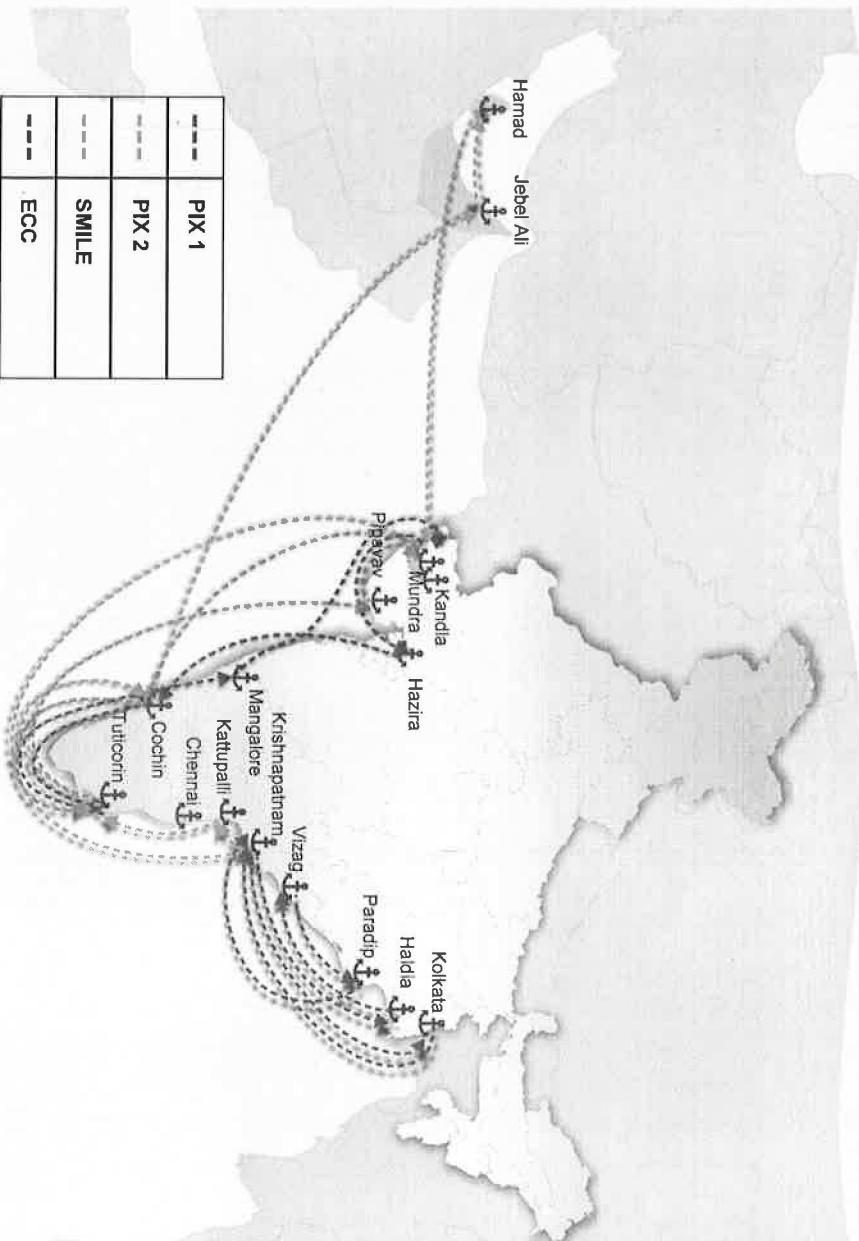
23,143 TEUs

Total GRT

2,48,392



Our Presence



---	PIX 1
---	PIX 2
---	SMILE
---	ECC

PIX 1:
SSL Mumbai, SSL Kutch: Mundra – Hazira –
 Cochin – Tuticorin – Mangalore – Mundra
Voyage days: 14

PIX 2:
SSL Bharat, SSL Delhi, SSL Kochi:
 Jebel Ali – Hamad – Mundra – Krishnaapatnam –
 Kattupalli – Tuticorin – Cochin – Jebel Ali
Voyage days: 28

SMILE:
SSL Brahmputra: Mundra – Cochin – Tuticorin
 – Pipavav – Mundra
Voyage days: 14

ECC:
SSL Chennai, SSL Kolkata: Krishnaapatnam –
 Kolkata – Krishnaapatnam
Voyage days: 10
SSL Visakhapatnam, SSL Gujarat:
 Krishnaapatnam – Visakhapatnam – Haldia –
 Paradip – Visakhapatnam – Krishnaapatnam
Voyage days: 14

SSL Sabarimalai, SSL Balaji, – Coastal
Breakbulk movement
SSL Ganga – Time Charter

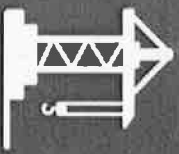
Marquee Clients



MEDITERRANEAN SHIPPING COMPANY



Shreyas Shipping - KPI



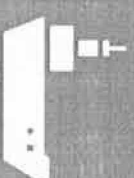
18

Major ports and
terminals served



1,060

Port calls during
2018



107,324 MT

Non-containerised
cargo handled



90%

Growth in domestic
throughput volume in
2 yrs



60%

Domestic Cargo
Market Share



55%

Domestic Cargo
Revenue Share in
FY18



55%

Growth in EXIM
volume in 2 yrs



85%

EXIM Cargo Market
Share



45%

EXIM Cargo
Revenue Share
in FY18

Awards & Accolades



Maritime And Logistics Awards (MALA) for the year 2010, 2011, 2012, 2013, 2014, 2015, 2016 & 2017:
Best Shipping Line of the Year : Coastal Operator



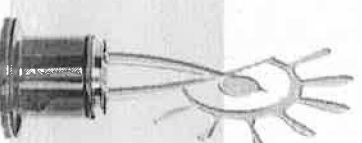
Gujarat Star Awards 2012, 2013, 2014, 2015, 2016 & 2017:
Best Shipping Line of the Year: Coastal Operator



South East Cargo and Logistics Awards 2014:
Coastal Operator of the Year



Gateway Maritime Awards 2014, 2015 & 2016:
Feeder Operator of the Year



JNPT 2008-09, 2013-14
For Handling Maximum Container Traffic at Shallow Berth.

Maritime Personality of the Year 2011
Mr. Ramesh S. Ramakrishnan, Chairman & Managing Director.

Forbes Middle East Top Indian Business Leader in the UAE in 2013
Mr. Ramesh S. Ramakrishnan, Chairman, Transworld Group.

The Forbes Top Indian Leader In The Arab World 2014
Mr. Ramesh S. Ramakrishnan, Chairman, Transworld Group.

Business Leader & Visionary of the Decade" Award 2014
Mr. Ramesh S. Ramakrishnan, Chairman, Transworld Group at Maritime And Logistics Awards (MALA).

India Sea Trade Award 2016 & 2017
Coastal Container Vessel Operator of the Year

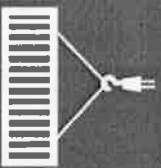
Newsmaker
Mr. Ramesh S. Ramakrishnan at India Sea Trade Award 2016

Young Entrepreneur of the Year
Mr. Ritesh S. Ramakrishnan at India Sea Trade Award 2017



Industry Overview

Shipping Industry - India



25-27% CAGR

Coastal container
traffic growth by
2022

GDP

7.5%
GDP growth in India
in FY19 from 6.5% in
FY18



7%

share of coastal
transshipment to the
total cargo volume at
major ports



50-100

basis points increase in
share of coastal
shipping by 2022



25-30% CAGR in

coastal container traffic as
against 6% CAGR in overall
container volume growth
between 2012-2017

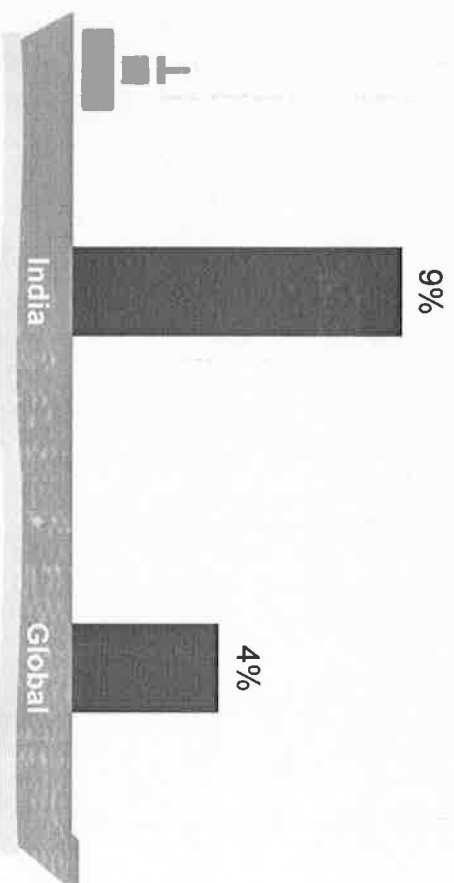


Overall logistics cost as a % of GDP for India is expected to decline due to initiatives like GST, coastal shipping, development of Inland Waterways, DFC, etc.

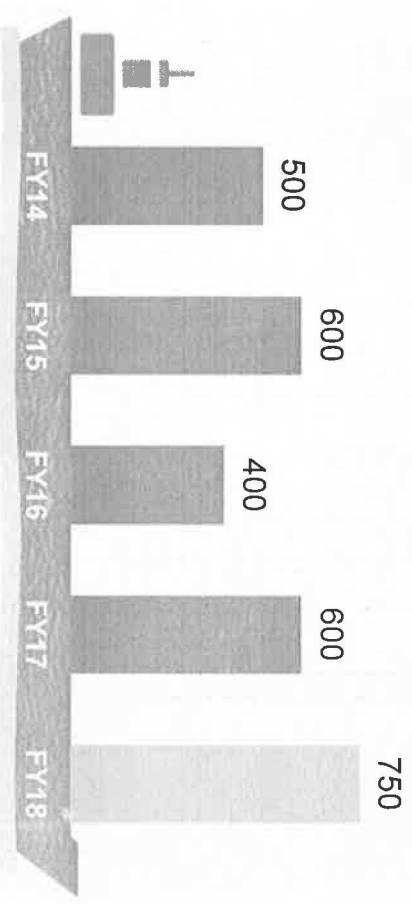
GST

Container shipping Industry - Global

Growth of Indian Container EXIM (Y-o-Y)

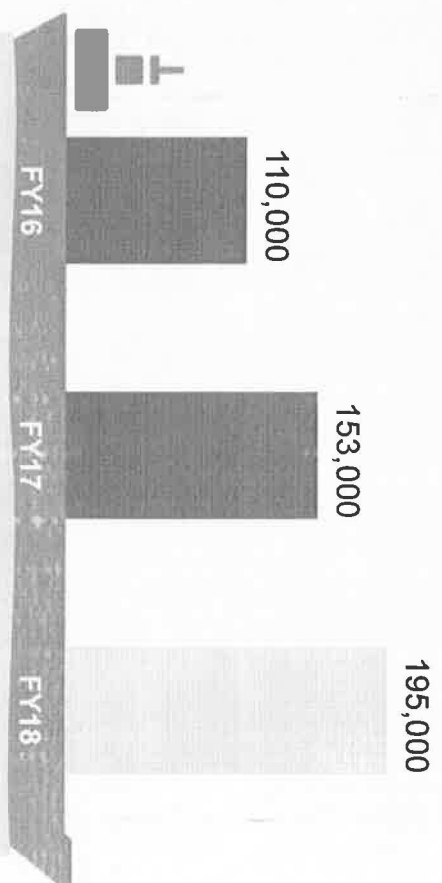


Howe Robison Container Index

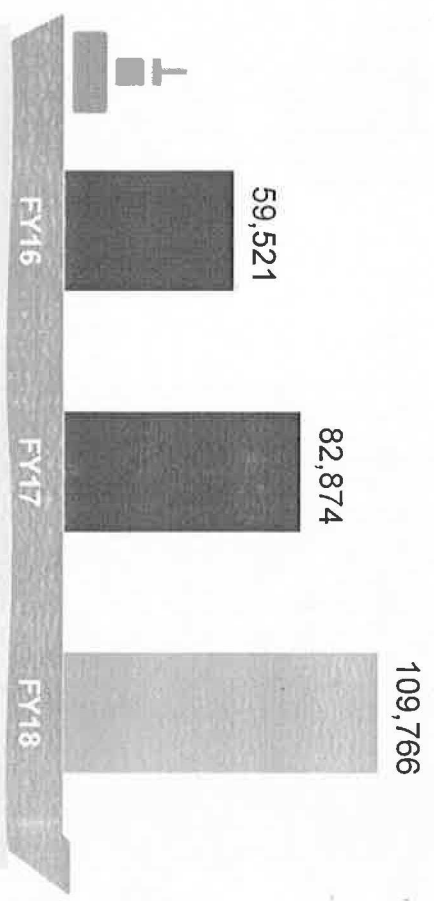


Operational highlights

Total domestic containerized cargo trade in India
(in TEUs)



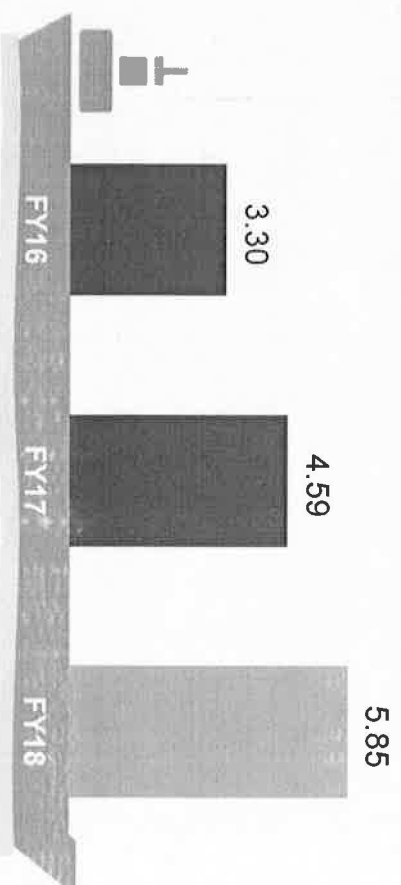
Total domestic containerized cargo trade by Shreyas
(in TEUs)



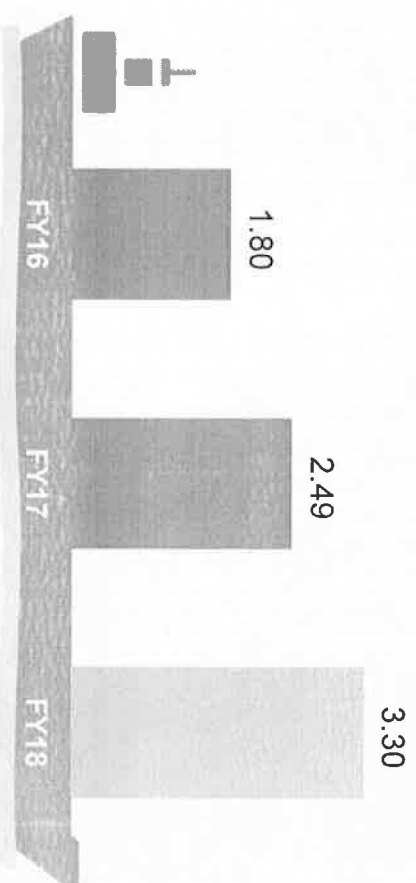
Operational highlights



Domestic containerized cargo in India (in Mn MT)



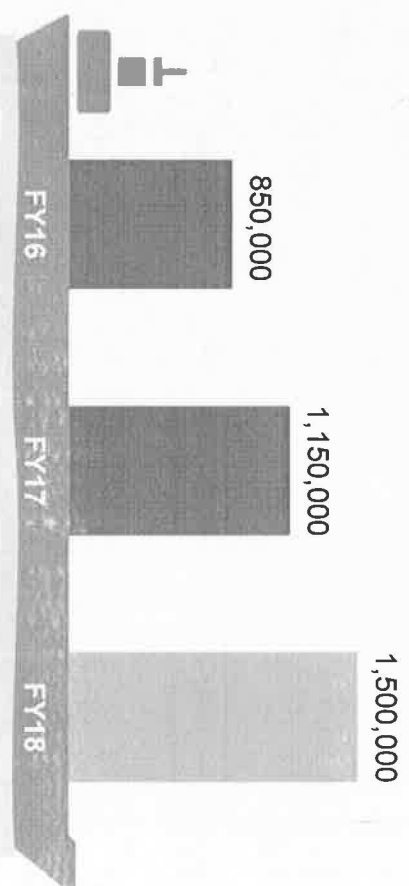
Domestic containerized cargo by Shreyas (in Mn MT)



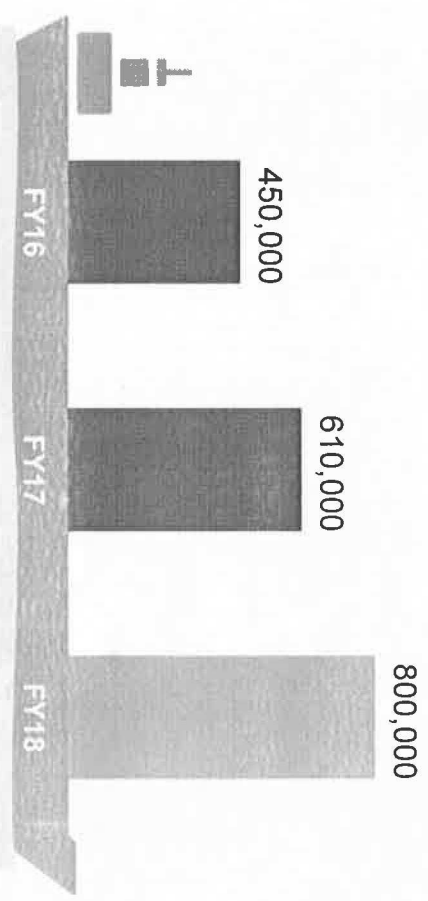
Operational highlights



Costal container throughput in Indian ports (in TEUs)



Costal container throughput for Shreyas (in TEUs)

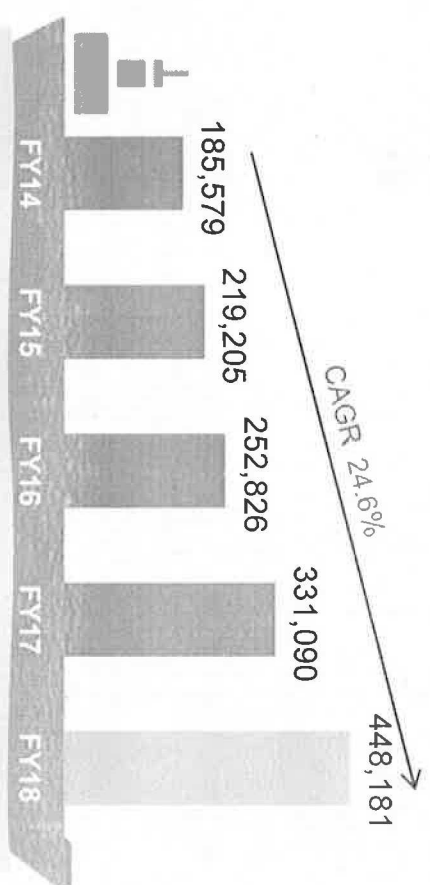


Capacity and Volume Growth

Capacity growth (in TEUs)



Volumes growth (in TEUs)





Future Growth Strategy

Future Growth Strategy

Continue with our focus to develop domestic coastal shipping and integrate inland waterways network

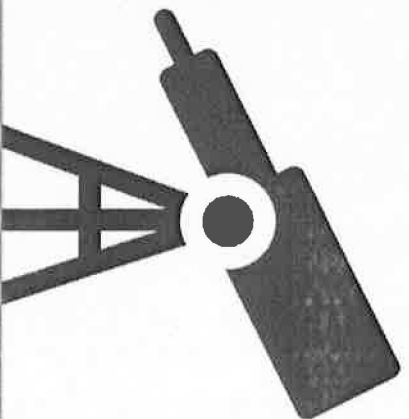
Continue our effort to develop transshipment over Indian terminals

Achieve growth in container and MPP tonnage by acquiring economical and fuel efficient vessels

Participate into coastal bulk trade and india centric bulk market

Provide services to new markets/routes

Strengthen coastal breakbulk business using MPP vessels





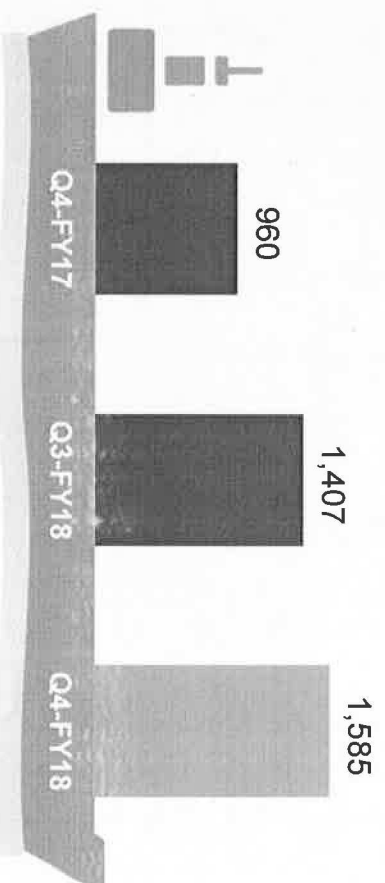
Financial Highlights

Quarterly Standalone Income Statement

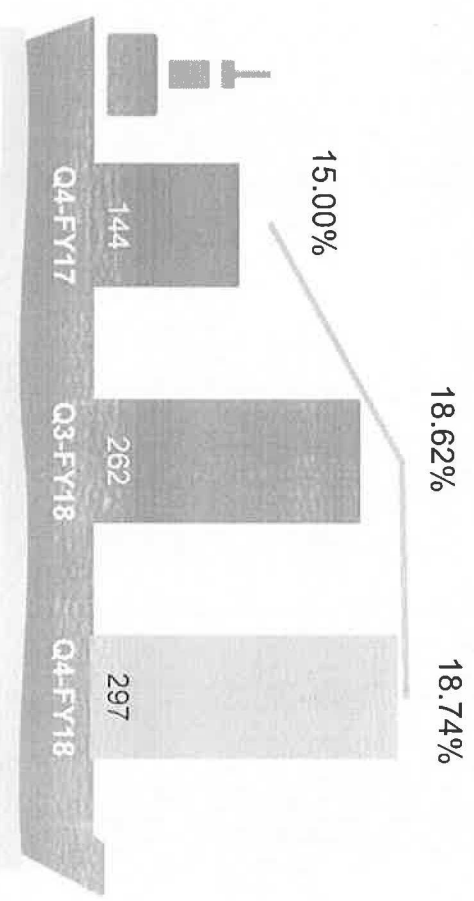
PARTICULARS (INR Mn)	Q4-FY18	Q4-FY17	Y-o-Y	Q3-FY18	Q-o-Q
Income	1,585	960	65.1%	1,407	12.7%
Operating Expenses	1,288	816	57.8%	1,145	12.5%
EBITDA	297	144	106.3%	262	13.4%
EBITDA Margin (%)	18.74%	15.00%	374 Bps	18.62%	12 Bps
Other Income	6	14	(57.1)%	26	(76.9)%
Finance Cost	36	26	38.5%	38	(5.3)%
Depreciation	31	25	24.0%	60	(48.3)%
Exceptional Items	0	(232)	NA	0	NA
Profit Before Tax	236	(125)	NA	190	24.2%
Taxation	4	1	300.0%	1	300%
Profit After Tax	232	(126)	NA	189	22.8%
PAT Margin (%)	14.64%	(13.13)%	NA	13.43%	121 Bps
Other Comprehensive Income	(26)	25	NA	0	-
Total Comprehensive Income	206	(101)	NA	189	9.0%
Diluted EPS (INR)	10.55	(5.73)	NA	8.59	22.8%

Q4-FY18 Financial Highlights

Income (INR Mn)

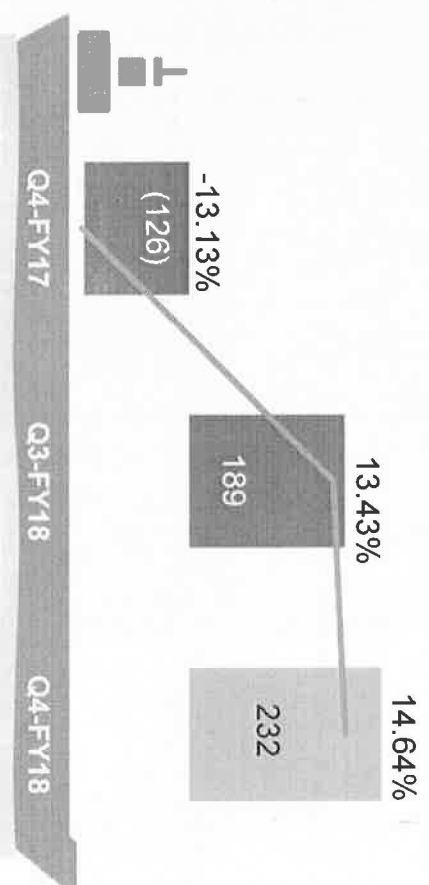


EBIDTA (INR Mn) & EBITDA Margin (%)

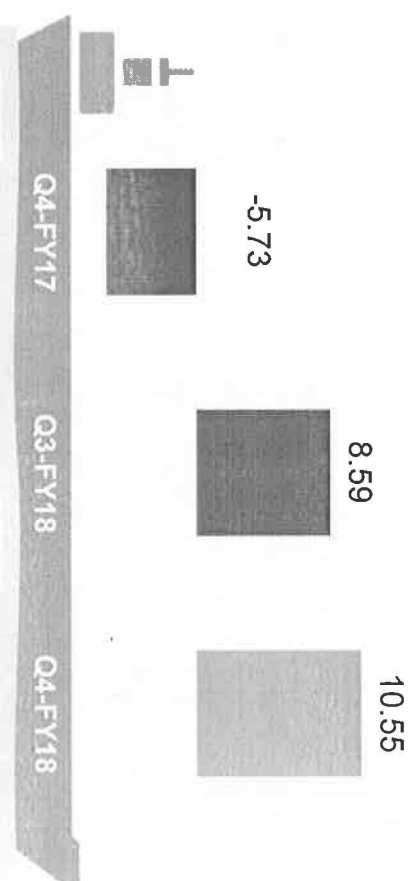


Q4-FY18 Financial Highlights

PAT (INR Mn) & PAT Margin (%)



EPS

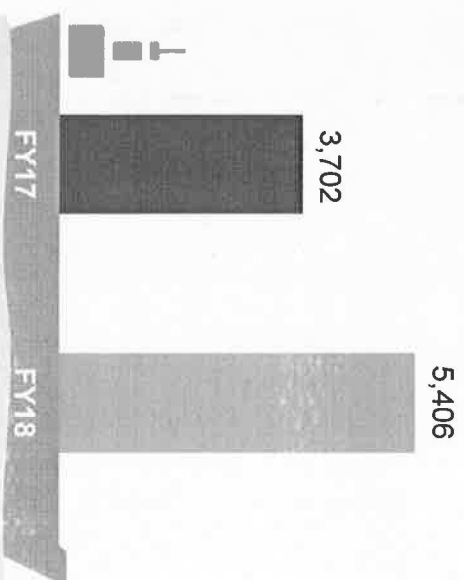


Yearly Standalone Income Statement

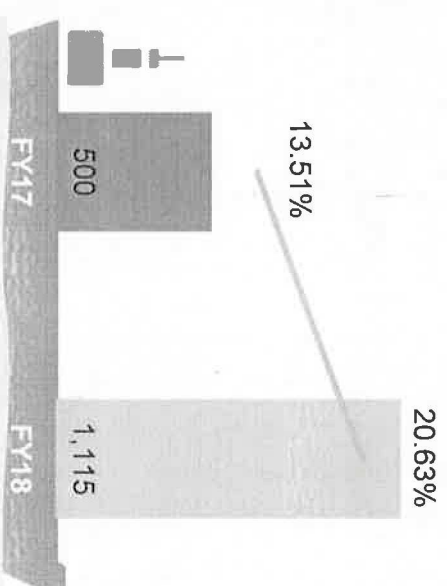
PARTICULARS (INR Mn)	FY18	FY17	Y-o-Y
Income	5,406	3,702	46.0%
Operating Expenses	4,291	3,202	34.0%
EBITDA	1,115	500	123.0%
EBITDA Margin (%)	20.63%	13.51%	712 Bps
Other Income	36	56	(35.7)%
Finance Cost	128	101	26.7%
Depreciation	190	176	8.0%
Exceptional Items	(13)	(232)	NA
Profit Before Tax	820	47	NA
Taxation	11	12	(8.3)%
Profit After Tax	809	35	NA
PAT Margin (%)	14.96%	0.95%	NA
Other Comprehensive Income	(16)	39	NA
Total Comprehensive Income	793	74	NA
Diluted EPS (INR)	36.85	1.6	NA

FY18 Financial Highlights

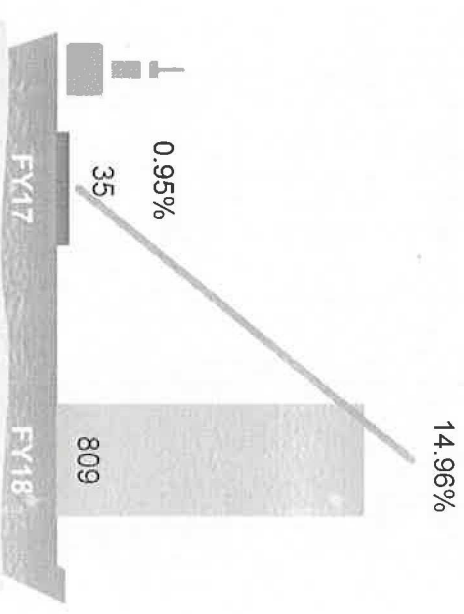
Income (INR Mn)



EBIDTA (INR Mn) & EBITDA Margin(%)



PAT (INR Mn) and PAT Margin (%)



46%



123%



2211%





Thank You