Accuracy Shipping Limited

PERFECTION IS AN ATTITUDE

February 14th, 2024

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 FY24 Investor Presentation

Dear Sir / Madam,

Please find enclosed herewith Investor Presentation of the Company for the quarter and nine months ended December 31, 2023.

The above information will also be made available on the website of the Company: www.aslindia.net.

You are requested to take the same on records.

Yours faithfully,
For Accuracy Shipping Limited

Vinay Dinanath Tripathi
Digitally signed by Vinay Dinanath Tripathi
Date: 2024.02.14 13:01:39 +05'30'

VINAY DINANATH TRIPATHI
(Managing director)
DIN : 02344536



Accuracy Shipping Limited

Investor Presentation – February 2024

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Safe Harbor

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Accuracy at a Glance

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Accuracy Shipping Limited
End to End Logistics Solution Provider

371+ Operational Trucks	**1,80,000+** Sq. Ft Warehouse Under Management	**14** Branch Office Across India
64 Agency agreement across the Globe	**484+ & 400+** Employees & Trained Drivers	**94,789+** Containers handled in 9MFY24



Company Timeline

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2008-10

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

2011-15

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





2016

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

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





2019-2020

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

2021-22

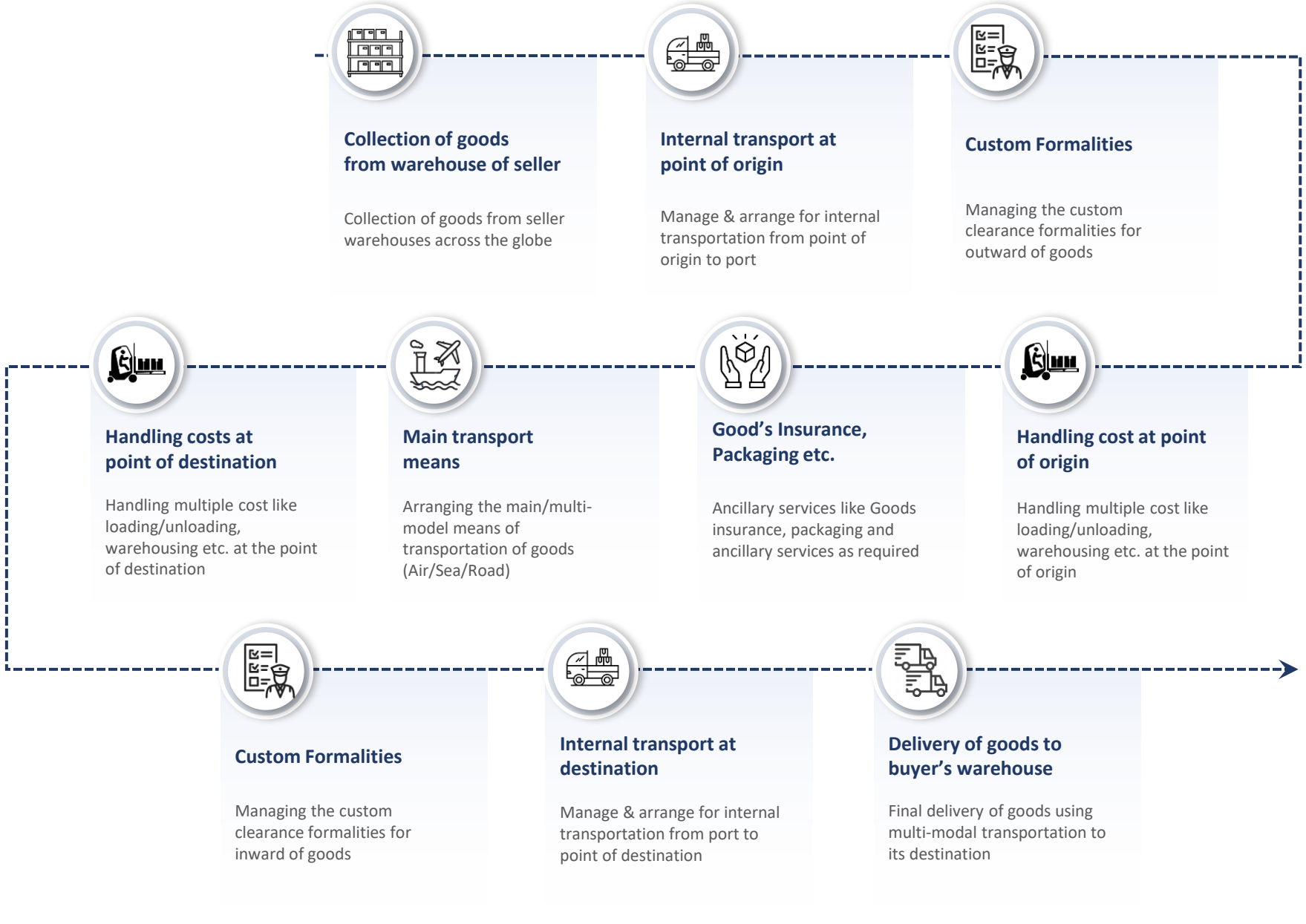
New business verticals added, Essar Petrol Pump in Nov 2020 & Ashok Leyland Dealership in Jan 2022
New tie-ups, with large domestic companies in India & abroad to provide full end-to-end logistics services.



Presence across the Value Chain

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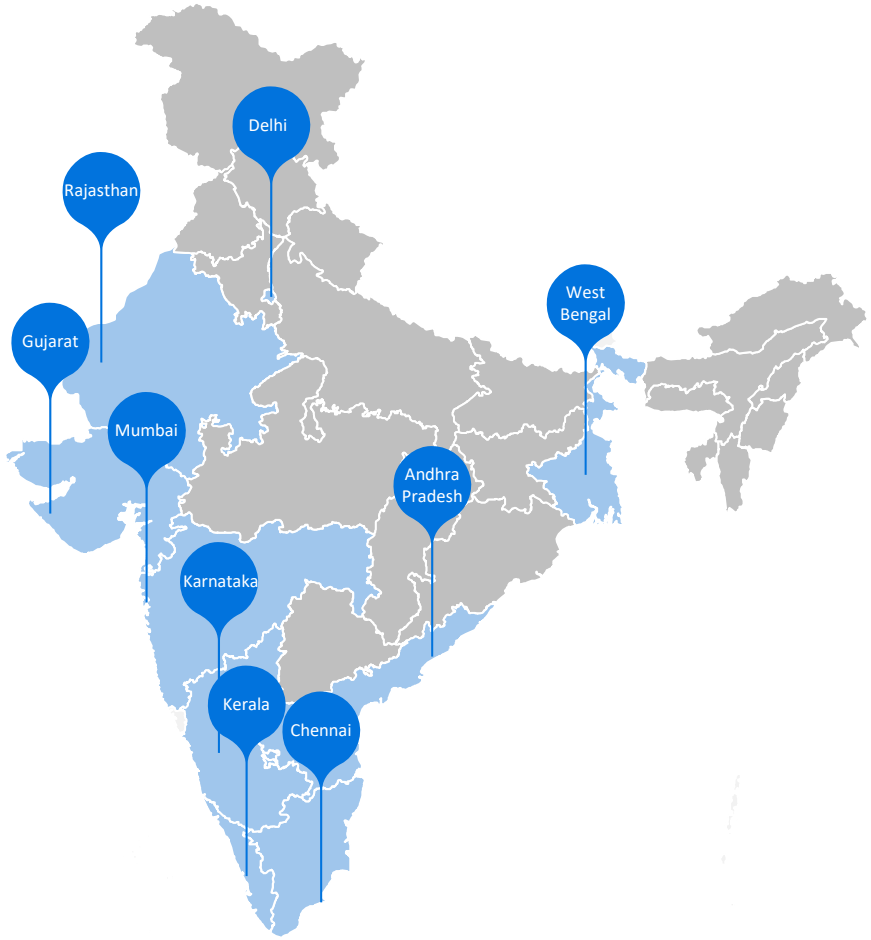
Presence Across the value chain for **Bundled** as well as **Standalone** services



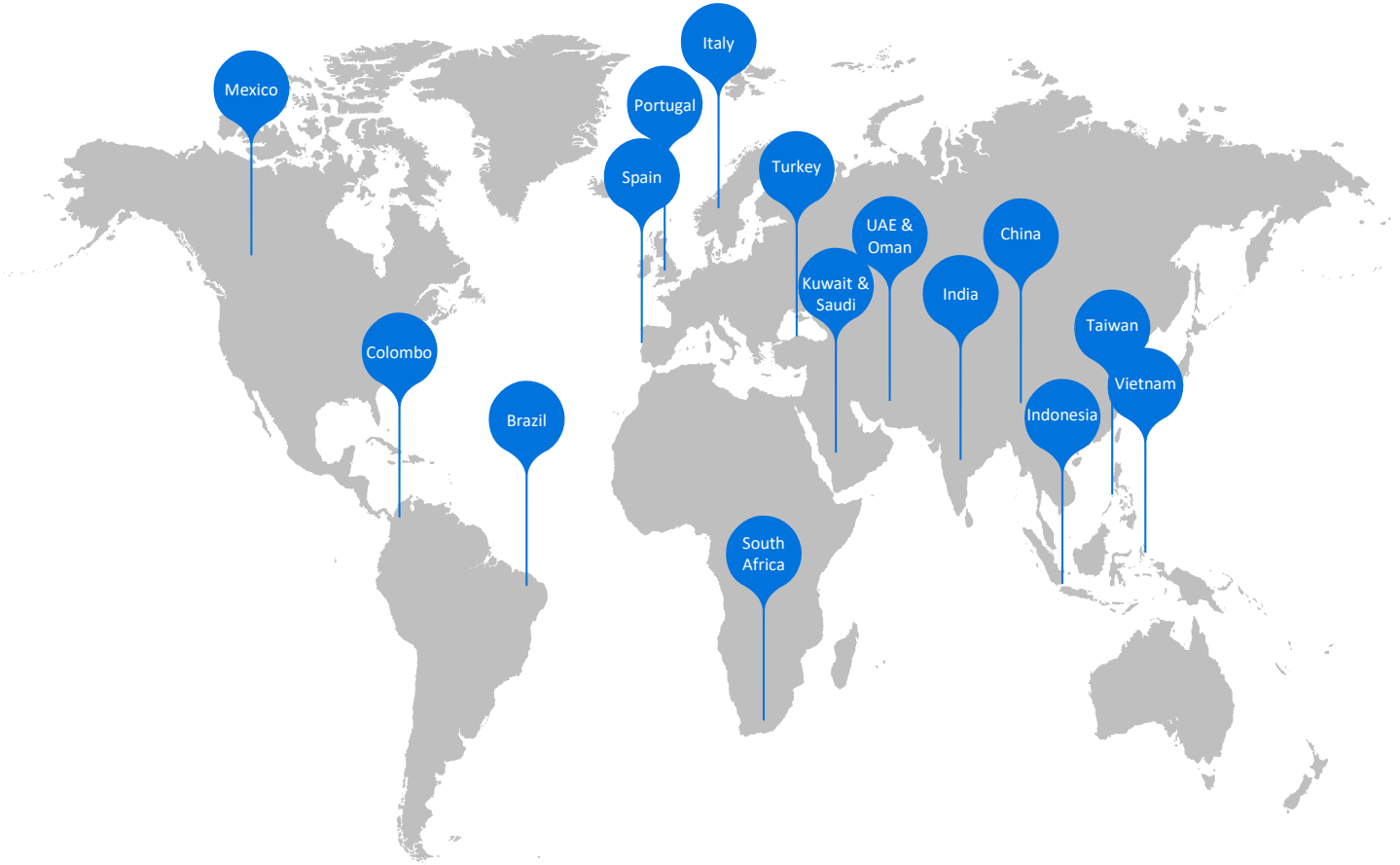
Pan India Presence with Global Network

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14 Offices Across India



64 Agency agreement across the Globe



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Our Service Verticals

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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 330 HCV's & Excl. Tie ups for another 35 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

Clearing & Forwarding



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**

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.

- Multiple cargo handling experts
- Handling over ~6,000 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

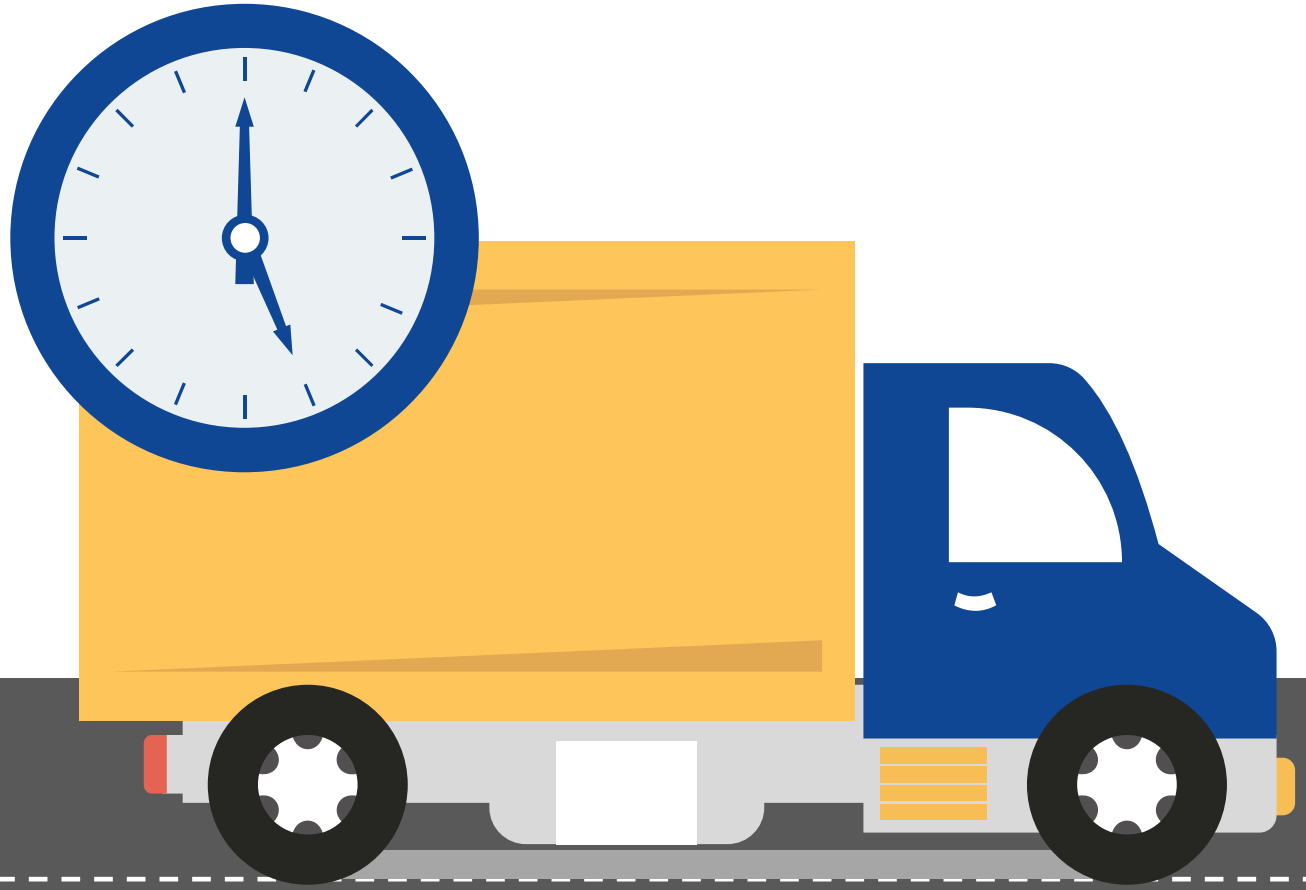
We facilitate shipment of Import and Exports in the **shortest possible time span**

- **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.

Transportation

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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.

371 operational trucks for road transport across India

24 hours working team for road transport

Own manufacturing facility for truck trolley

Project Cargo

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Material Handling Equipment's

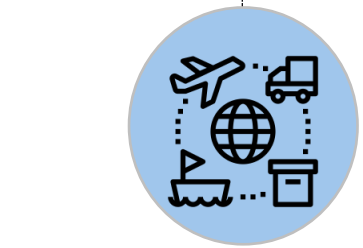
Access to the full range of material handling equipment such as cranes, lighters, heavy lift trucks for sea and overland operations.

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

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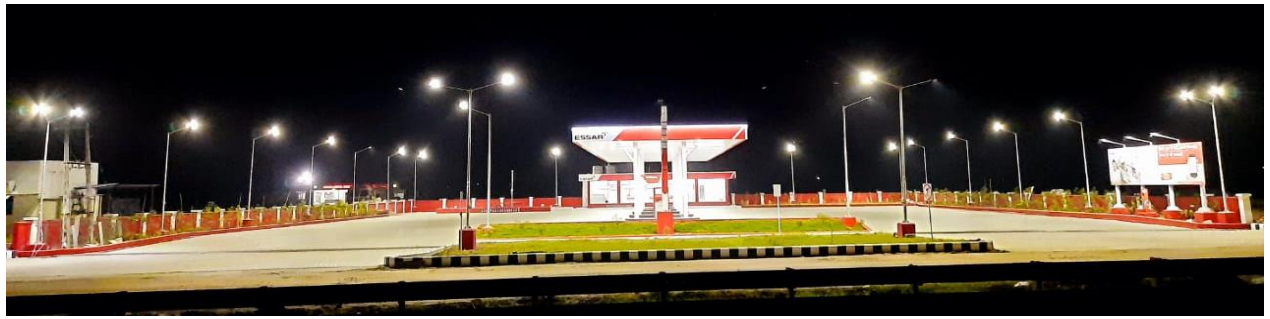
One Stop Solution for all Fuel & Lubricant requirements with the biggest fuel storage capacity in Kutch region among all **Essar outlets**

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 Essar
- Pump being situated on **two adjoining points** with National Highway

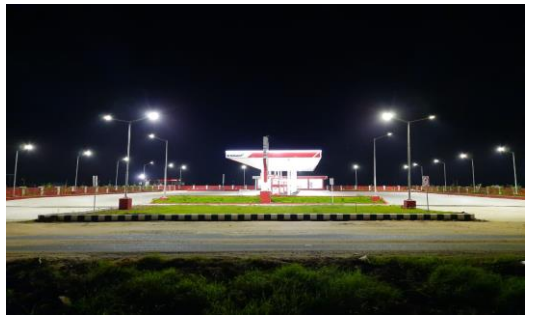
Amenities Provided

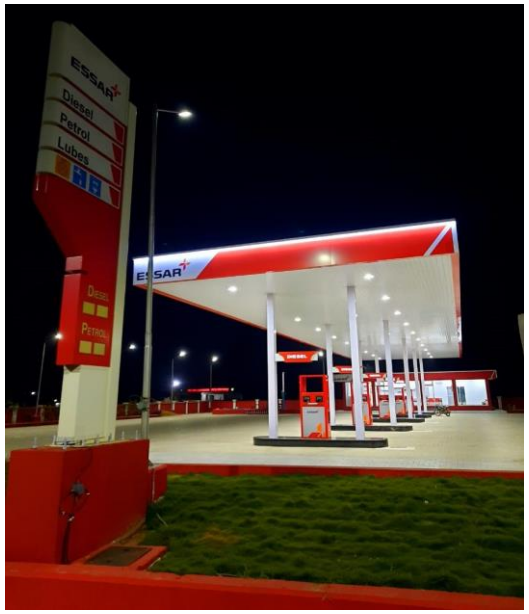
- Purified and Clean **Drinking Water Facility**
- Sanitized and separate **Washroom Facility** for Male & Female
- **Gardening Area** to take care of Environment & Nature











HCV Dealership

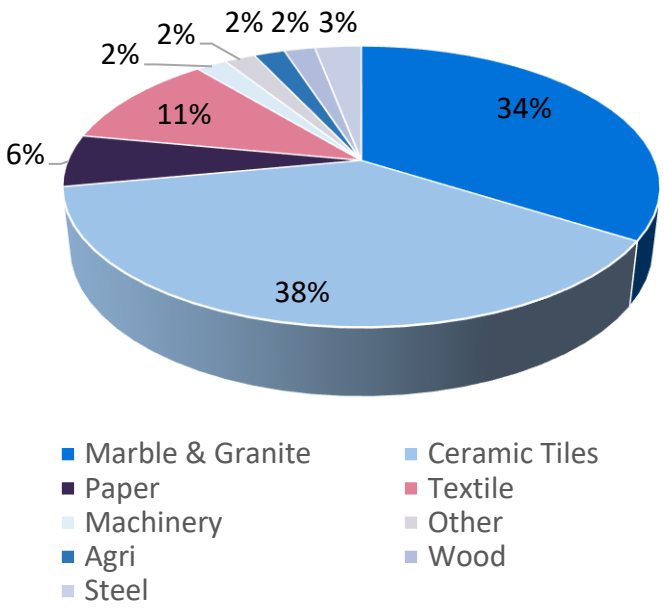
Dealership agreement with **Ashok Leyland** for sale of heavy commercial vehicles and its spare parts across 3 locations in Kachchh District, Gujarat.

	Sale of HCV's & Spare Parts	**Three elite showrooms** for sale of HCV's & spare parts as per the needs of fleet owners
	Servicing Workshop	**Workshops for servicing** of heavy commercial vehicles across all three locations
	Leverage & Strengthen Relations with Fleet Owners	**Strengthen our existing relationships** 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) **covering the entry & exit points of the Kachchh District**
	Cost Saving & Synergies	Strategic fit to our transportation segment to **service our own fleet** of ~371 trucks and commercial vehicles thereby leading to **cost saving & synergies**

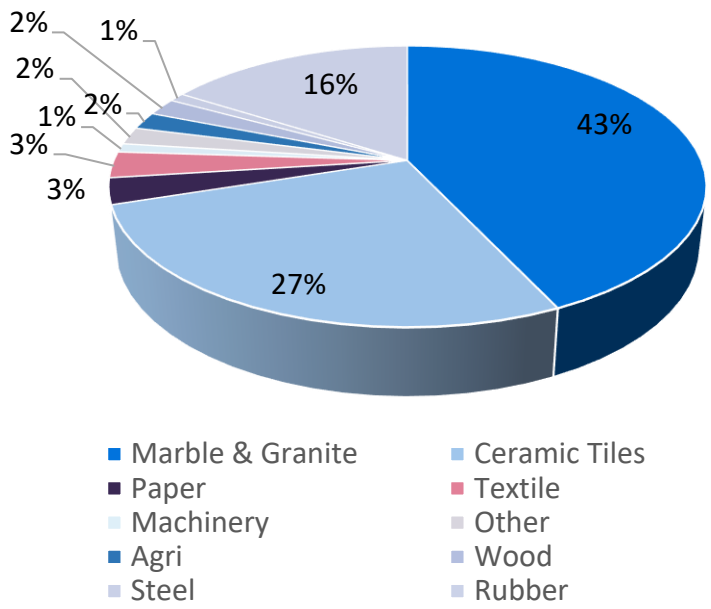
Industry Diversification Strategy

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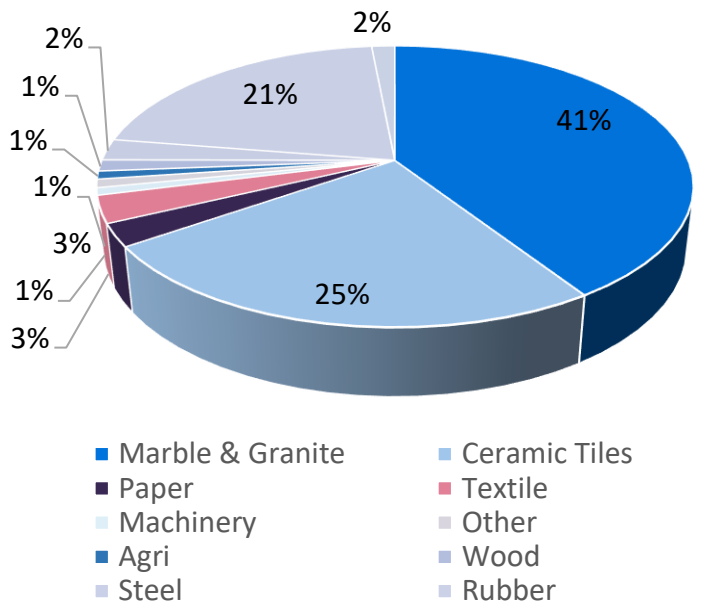
FY22



FY23



9MFY24



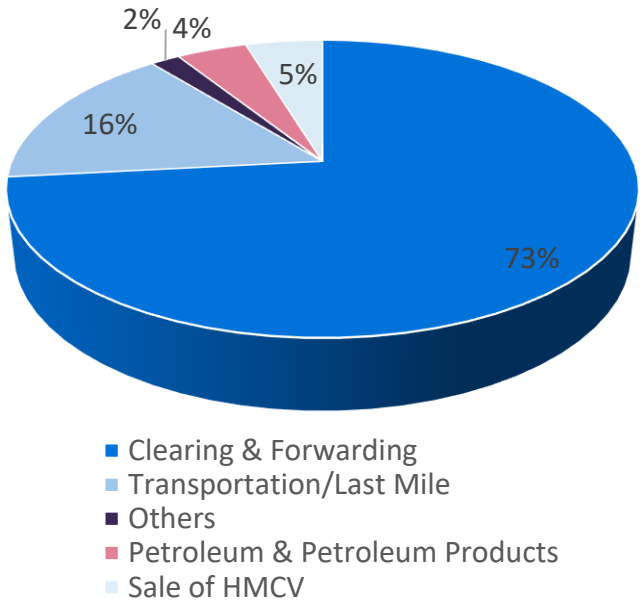
Improving Industry Diversification

- Contribution from Marble & Granite stood at 34% in FY22 , 43% in FY23 and stands at 41% for 9MFY24
- 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 ~35% of the revenues for 9MFY24
- In the nine months of fiscal year 2024, revenue from the rubber sector surged to 21%, 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

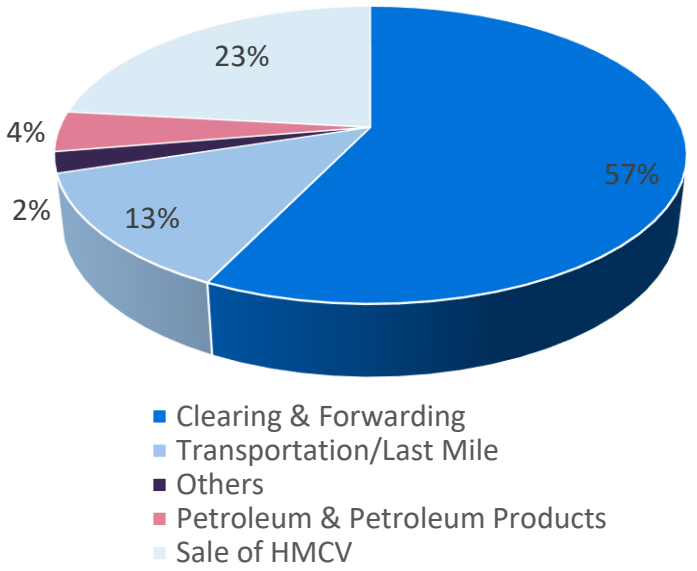
Revenue Diversification Strategy

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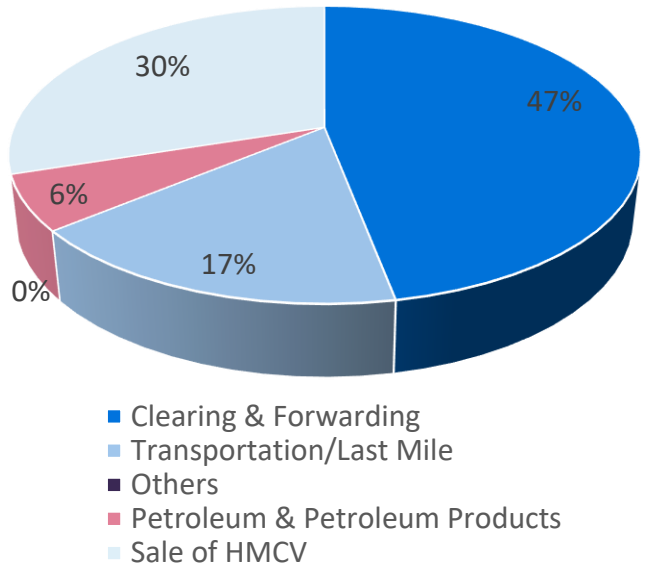
FY22



FY23



9MFY24



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 has increased from ~5% in FY22 to ~23% in FY23 to ~30% in 9M FY24

Marquee Customers







































Phillips Carbon Black Limited





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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 **1st 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

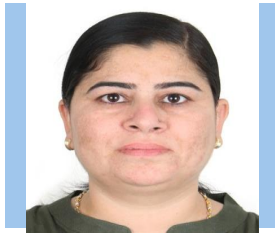
Board of Directors



Vinay Tripathi

Chairman & Managing Director

1st 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.

Experience Management Team



Vinay Tripathi

Managing Director

1st 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.



Ravi Jagwani

Operations Head

Having an experience of Forwarding & Road Transportation of More than 15 years, Currently looking after all the exports related activities



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



Shipra Jhanwar

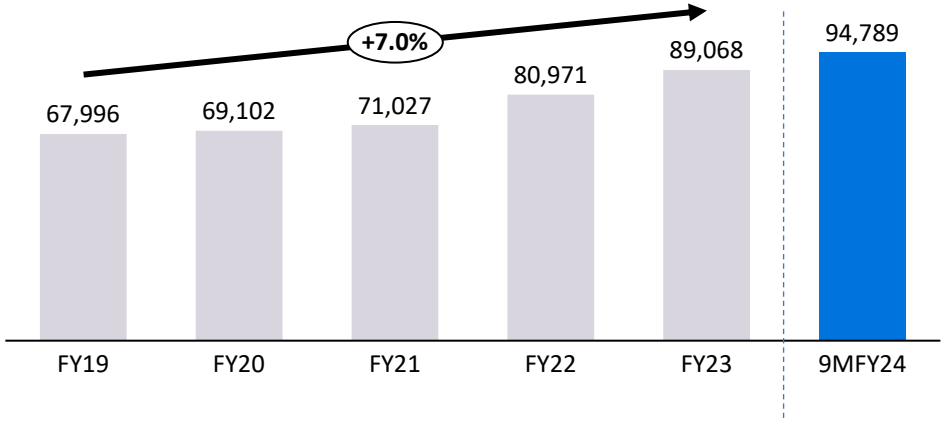
Company Secretary

Responsible for all legal & compliance activities for Accuracy

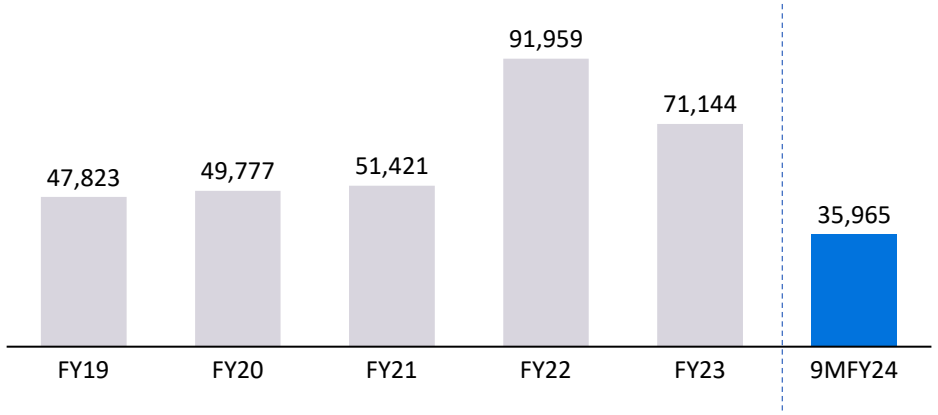
Key Operational Highlights

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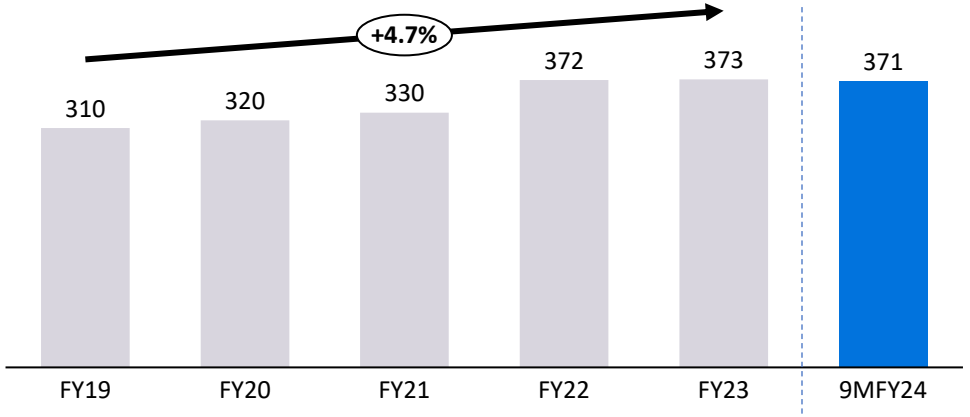
Containers Handled (in. Nos)



Average Realization (INR)



No. of Operational Trucks



CSR Initiatives

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

Joining Hands with Raginiben Bipinchandra Sevakarya Trust

A Trust 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 Trust 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



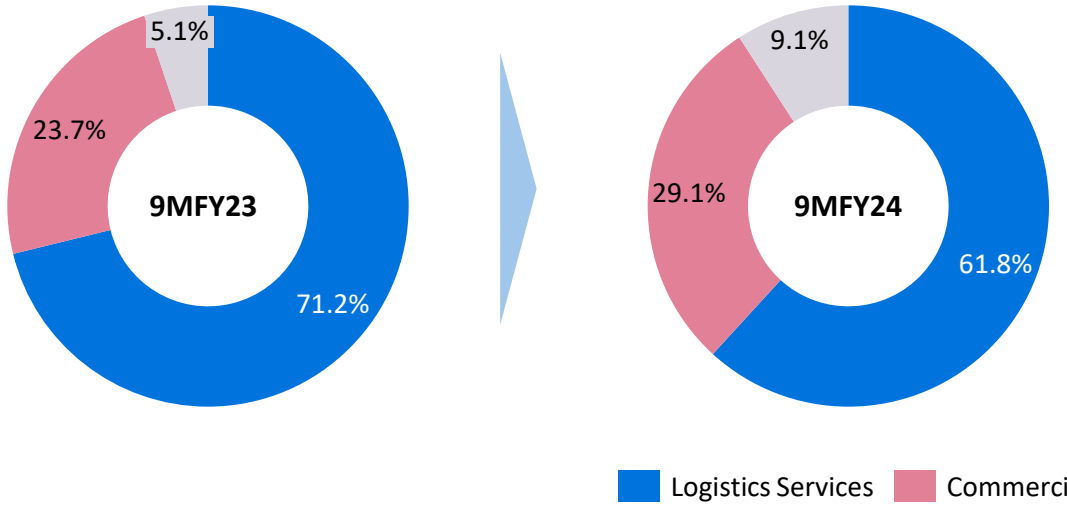
Our aim is to provide relief work to the affected areas. To provide shelter to the needy & poor people and also re-establishing schools/hospitals during natural calamities. Providing them food, water, first-aid kits, clothes etc. during natural calamities.

Financials Section

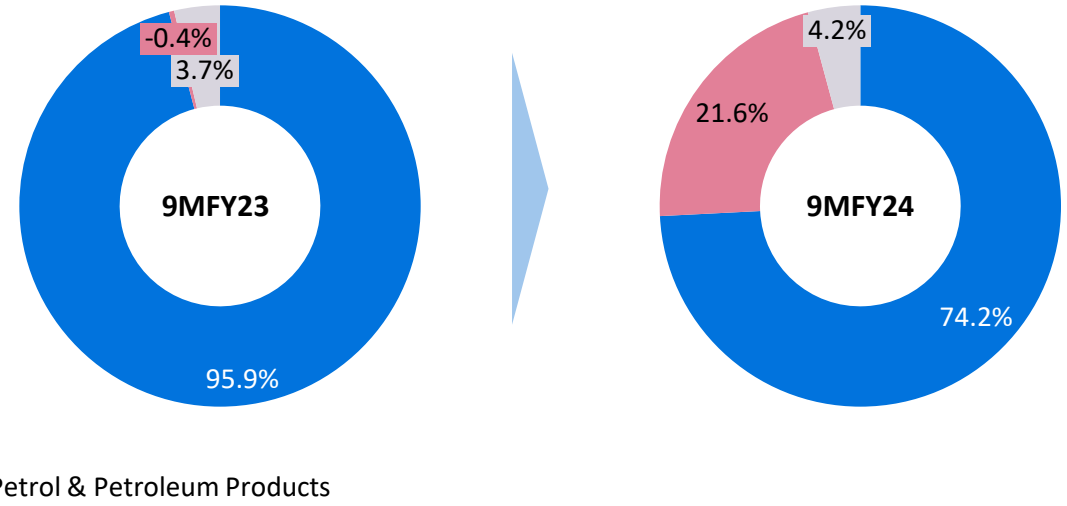


9MFY24 Segmental Break-up

Segmental Revenue Break up (%)



Segmental EBIDTA Break up (%)



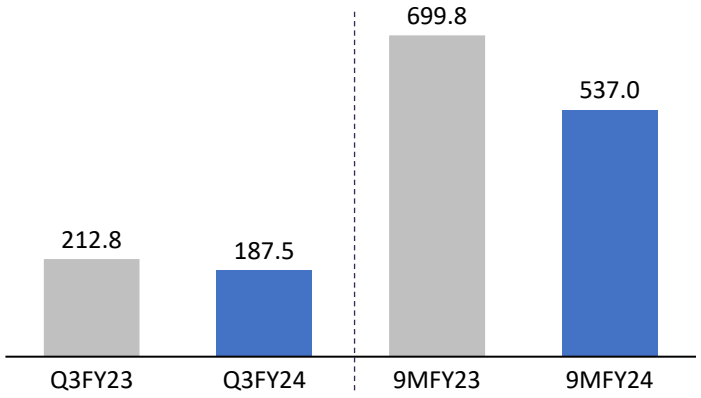
Logistics Services | Commercial Vehicles | Petrol & Petroleum Products

- Revenue for 9M FY24 across Logistics, Commercial vehicles and Petrol & petroleum products stood at 62%, 29% & 9% respectively
- EBITDA from the sale and service of commercial vehicle for the nine months ended December 2023 stood at 2.20 crore. We are witnessing gradual improvement in margins and anticipate the same to improve further, thereby enhancing the overall EBITDA at the company level

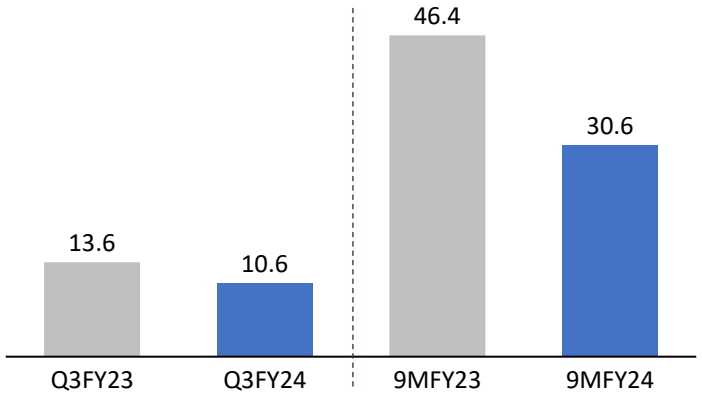
Q3 & 9MFY24 Key Financial Highlights

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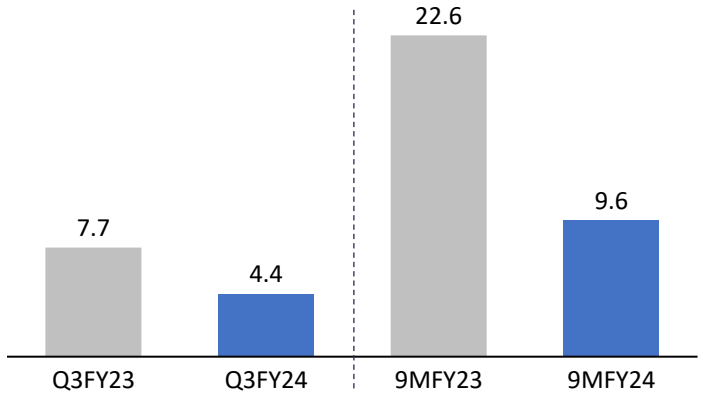
Revenue (Rs. in Crs)



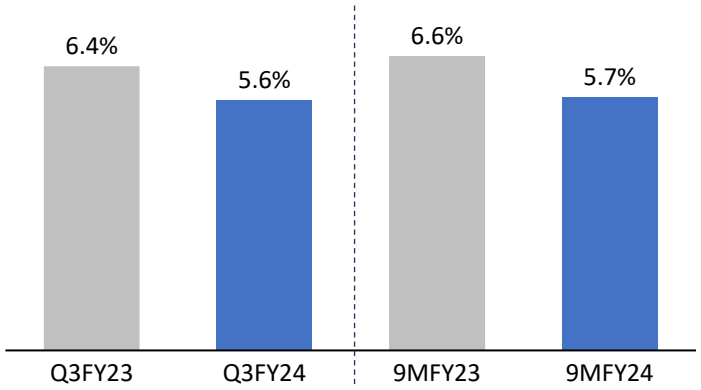
Gross Profit (Rs. in Crs)



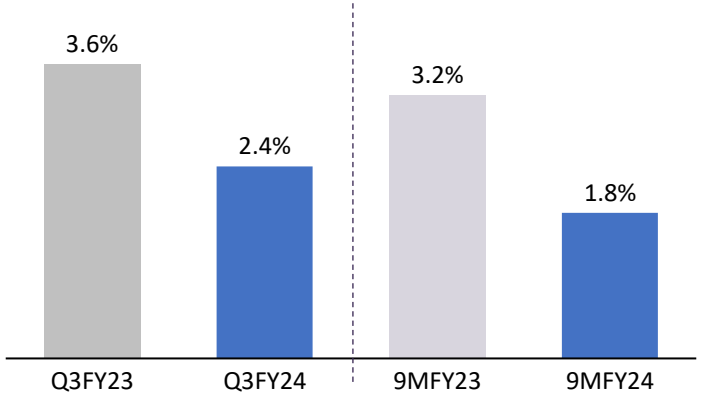
EBIDTA (Rs. in Crs)



Gross Margins Margins (%)



EBIDTA Margins (%)



- Revenue for Q3FY24 stood at Rs. 187.5 crs as compared to Rs. 212.8 crs in Q3FY23. Revenue for 9MFY24 stood at Rs. 537 crs. The revenues were impacted due to:
  - The Logistics vertical was impacted due to weak global demand and containers availability
- Gross Profit for 9MFY24 stood at Rs. 10.6 crs. as compared to Rs. 13.6 crs. GP margin for Q3FY24 stood at 5.6%
- EBIDTA for 9MFY24 stood at Rs. 9.6 crs as against Rs 22.6 cr. The EBITDA margin for Q3FY24 stood at 1.8%

Q3 & 9MFY24 Profit & Loss Statement

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Particulars (Rs. in Crs)	Q3FY24	Q3FY23	Y-o-Y	Q2FY24	Q-o-Q	9MFY24	9MFY23	Y-o-Y
Revenue from Operations	**187.5**	**212.8**	**-11.9%**	**207.4**	**-9.6%**	**537.0**	**699.8**	**-23.3%**
Operative Expenses	97.1	118.8		141.2		322.8	458.6	
Purchase of Stock in Trade	68.4	88.71		70.6		170.3	213.3	
Changes in Inventories of Finished Goods, Work-in-Progress	11.5	-8.4		-14.5		13.2	-18.6	
Gross Profit	**10.6**	**13.6**	**-22.4%**	**10.1**	**4.4%**	**30.6**	**46.4**	**-34.1%**
Gross Profit Margin (%)	**5.6%**	**6.4%**		**4.9%**		**5.7%**	**6.6%**	
Employee Cost	4.7	4.5		4.1		12.6	11.2	
Other Expenses	1.5	1.4		3.5		8.4	12.6	
EBITDA	**4.4**	**7.7**	**-42.5%**	**2.4**	**80.3%**	**9.6**	**22.6**	**-57.6%**
EBITDA Margin (%)	**2.4%**	**3.6%**		**1.2%**		**1.8%**	**3.2%**	
Depreciation	3.3	3.5		3.2		9.5	9.2	
Other Income	-0.4	0.6		0.7		0.6	1.7	
EBIT	**0.7**	**4.8**	**-84.7%**	**-0.1**	**NM**	**0.7**	**15.1**	**-95.7%**
Finance Cost	2.7	3.5		2.7		8.5	9.5	
Profit before Tax	**-2.0**	**1.3**	**NM**	**-2.8**	**NM**	**-7.8**	**5.6**	**NM**
Tax	0.9	1.4		-0.7		0.9	3.1	
Profit After Tax	**-2.9**	**-0.1**	**NM**	**-2.1**	**NM**	**-8.7**	**2.5**	**NM**
Profit After Tax Margin	**-1.5%**	**0.0%**		**-1.0%**		**-1.6%**	**0.4%**	
EPS	-0.19	-0.07		-0.14		-0.58	1.69	

Management Commentary

Commenting on the Q3 & 9MFY24 results Mr. Vinay Tripathi, Managing Director of the company said:

In Q3 FY24, our revenue from operations amounted to Rs 187.5 Crs, compared to Rs 212.8 Crs in Q3FY23. The gross profit for the same period was Rs 10.6 Crs, down from Rs 13.6 Crs in Q3FY23. EBITDA for the quarter ending December 2023 was Rs 4.4 Crs, decrease from Rs 7.7 Crs. Our quarterly performance was impacted due weak global demand amid high inflationary pressures and container availability.

For nine months ended December 2023, our revenue from operations stood at Rs 537.0 Crs as compared to Rs 699.8 Crs for the same period last year. The gross profit for 9MFY24 stood at Rs 30.6 Crs and the corresponding margin stood at 5.7%. The EBITDA for 9MFY24 stood at Rs 9.6 Crs as compared to Rs 22.6 Crs for 9MFY23.

Despite the subdued global demand & high competition, we at Accuracy remain optimistic of delivering improved performance backed by our strategic emphasis on Revenue Diversification and Industry Diversification and increase wallet share from existing customers. Notably, our commercial vehicles and spare parts segments contributed 30% to the overall revenue, with an EBITDA of approximately Rs 2.2 Crs, underscoring the success of our diversification endeavors. Going forward we continue to focus on improving our revenues and operating leverage to expand our EBITDA. The vertical continues to be profitable and proves beneficial to our strategy of revenue diversification.

At ASL, we proudly showcase a diverse portfolio, providing an extensive range of services and customized solutions to meet the distinctive needs of every customer. All these offerings are seamlessly integrated under one roof.

Key Takeaways

Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

End-to-End Logistics Player

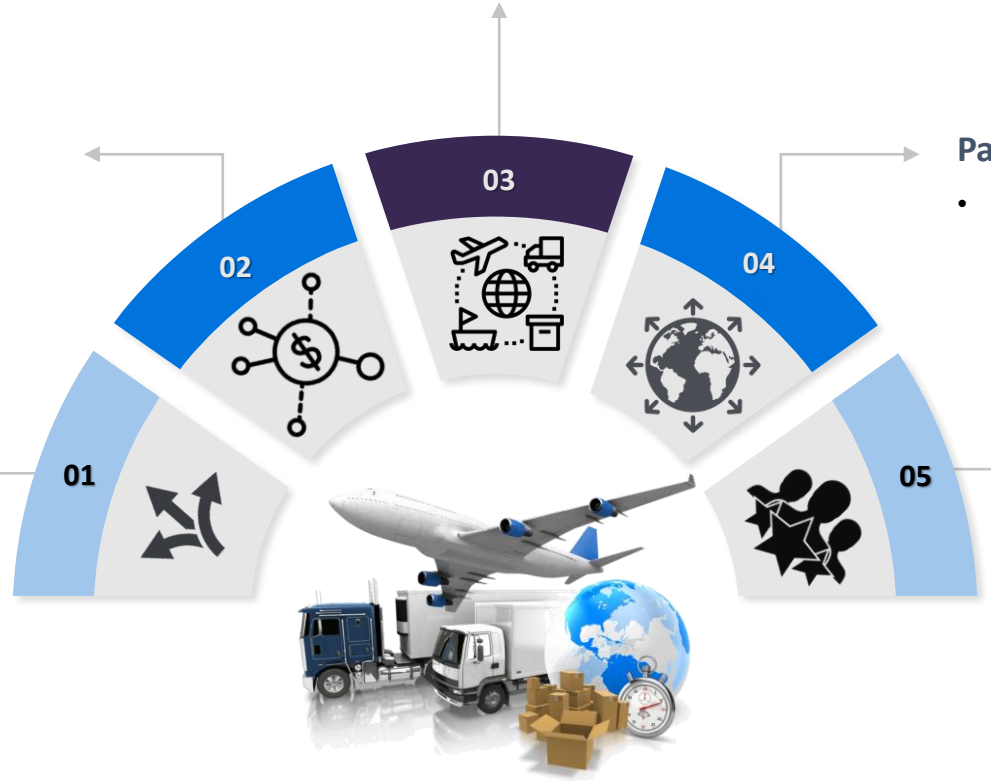
- To benefit from large scale presence across value chain by offering logistical solutions under single roof i.e. from Point of Origin to Point of Destination

Revenue Diversification

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

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



Industry Diversification

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

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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