Accuracy Shipping Limited

PERFECTION IS AN ATTITUDE

November 16th, 2023

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 Q2 FY24 Investor Presentation

Dear Sir / Madam,

Please find enclosed herewith Investor Presentation of the Company for the quarter and half year ended September 30, 2023.

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

This is for your information and records.

Yours faithfully,
For Accuracy Shipping Limited

Vinay Dinanath Tripathi

Digitally signed by Vinay Dinanath Tripathi
Date: 2023.11.16 15:59:01 +05'30'

VINAY DINANATH TRIPATHI
(Managing director)
DIN : 02344536

GST No : Gujarat - 24AAHCA3717A1ZB,
GST No : Maharashtra - 27AAHCA3717A1Z5,
GST No : Tamilnadu - 33AAHCA3717A1ZC,
GST No : West Bengal - 19AAHCA3717A1Z2.

Ph. : +91 2836 258251, 258252
Fax : +91 2836 258253
Mo : +91 99093 32446
E-mail : admin@aslindia.net
Web. : www.aslindia.net

PAN No. AAHCA3717A
Reg. No. MTO/DGS/883/APR/2022
TAN No.RKTA02447E
CIN No. L52321GJ2008PLC05532

(Formerly Known As Accuracy Shipping Pvt.Ltd)
Head Office : ASL House. Plot No. 11, Survey No. 42, Nr. Genus Factory,
Indian Oil Petrol Pump Road, Meghpar Borichi, Anjar Kutch - 370 110. (Gujarat, India)
Subject To Gandhidham Jurisdiction

BALAJI



Accuracy Shipping Limited

Investor Presentation – November 2023

Accuracy Shipping Limited™
PERFECTION IS AN ATTITUDE

Safe Harbor

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Accuracy Shipping Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

All Maps used in the presentation are not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

Accuracy at a Glance

Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

Accuracy Shipping Limited
End to End Logistics Solution Provider

373+ 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	**59,916+** Containers handled in H1FY24



Company Timeline

Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE



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

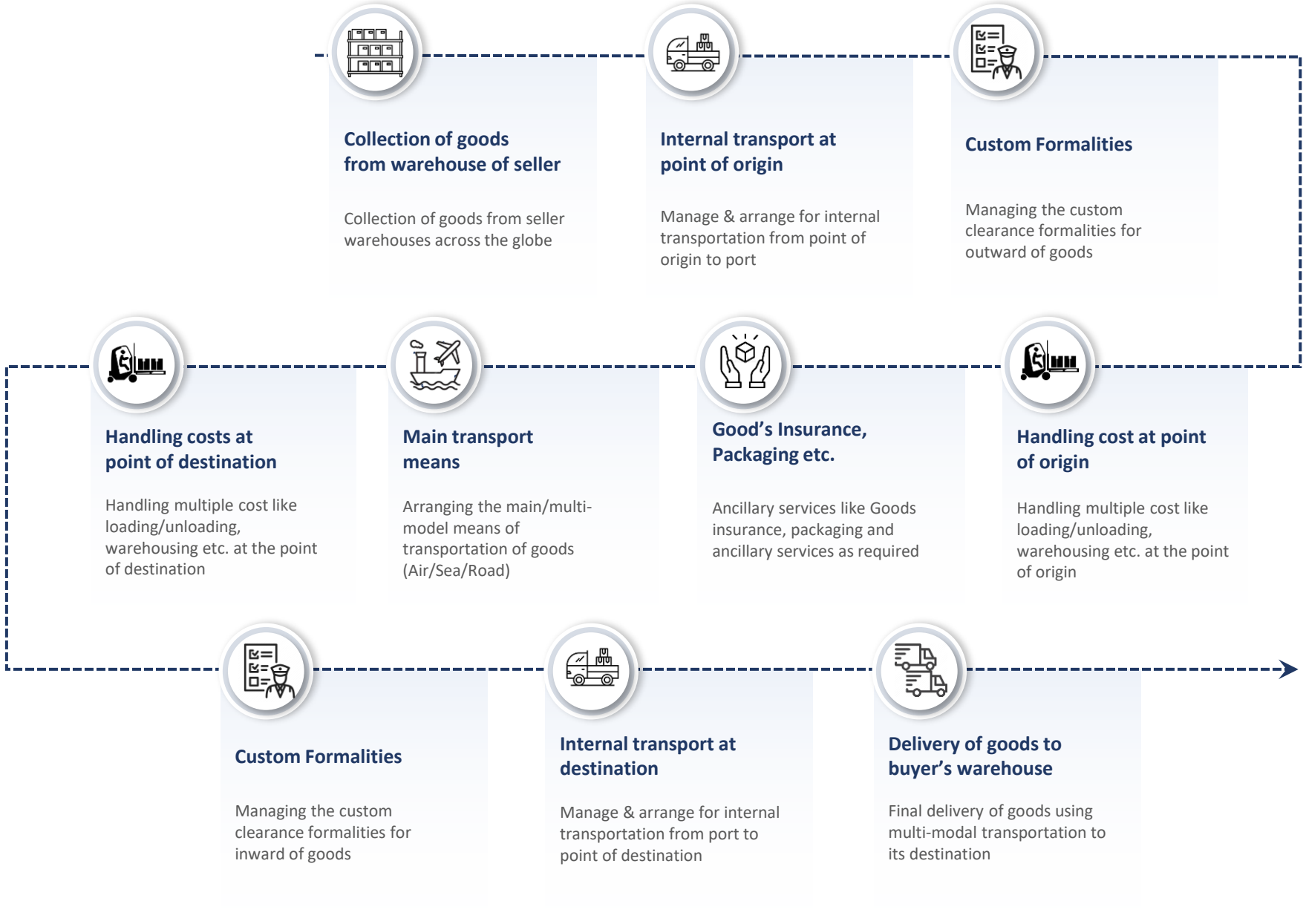
New business verticals added, Essar Petrol Pump in Nov 2020 & Ashok Leyland Dealership in Jan 2022
New tie-ups, with large domestic companies in India & abroad to provide full end-to-end logistics services.



Presence across the Value Chain

Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

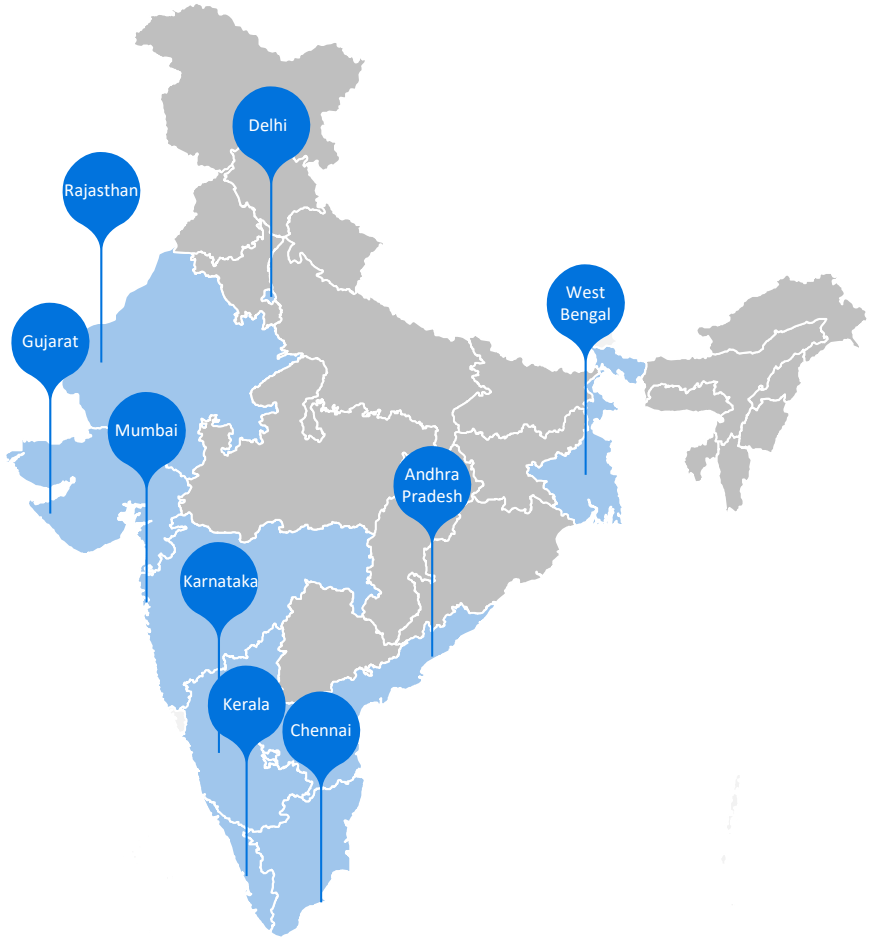
Presence Across the value chain for **Bundled** as well as **Standalone** services



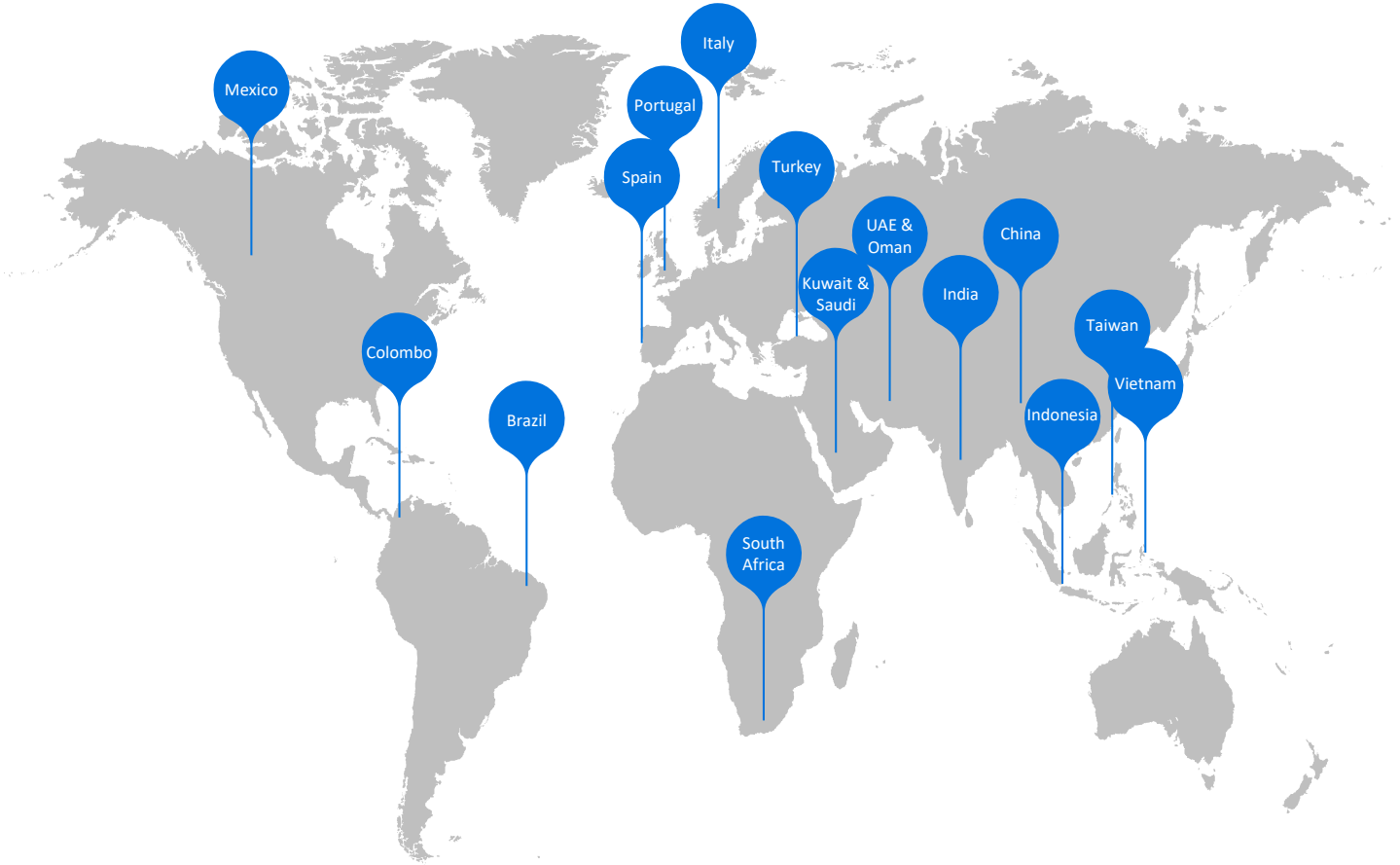
Pan India Presence with Global Network

Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

14 Offices Across India



64 Agency agreement across the Globe



All Maps used in the presentation are not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

Our Service Verticals

Accuracy Shipping Limited™
PERFECTION IS AN ATTITUDE



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

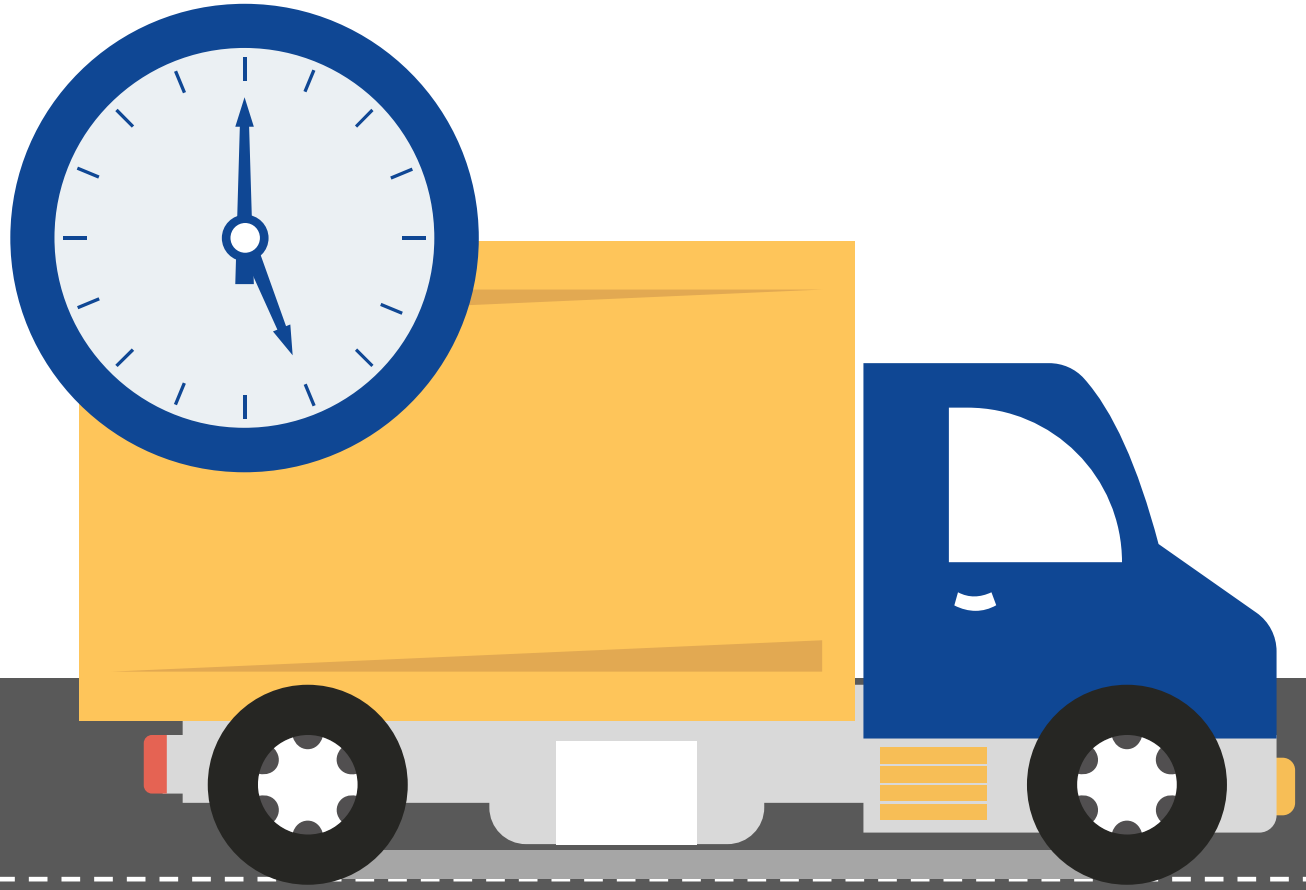
We facilitate shipment of Import and Exports in the **shortest possible time span**

- **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

Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

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.

373 operational trucks for road transport across India

24 hours working team for road transport

Own manufacturing facility for truck trolley

Project Cargo

Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

Material Handling Equipment's

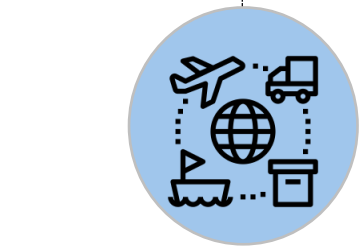
Access to the full range of material handling equipment such as cranes, lighters, heavy lift trucks for sea and overland operations.

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

Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

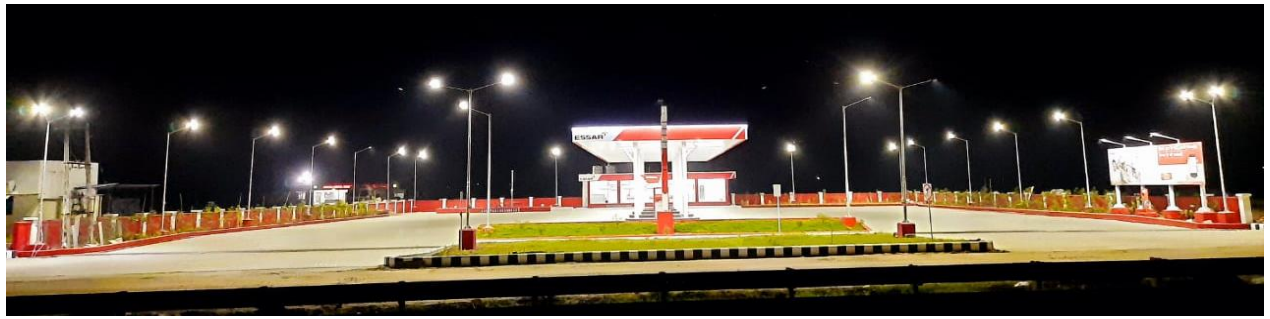
One Stop Solution for all Fuel & Lubricant requirements with the biggest fuel storage capacity in Kutch region among all **Essar outlets**

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

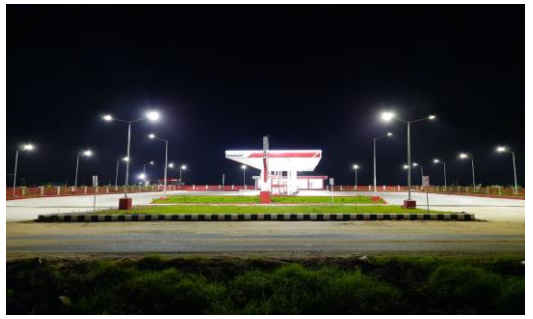
Amenities Provided

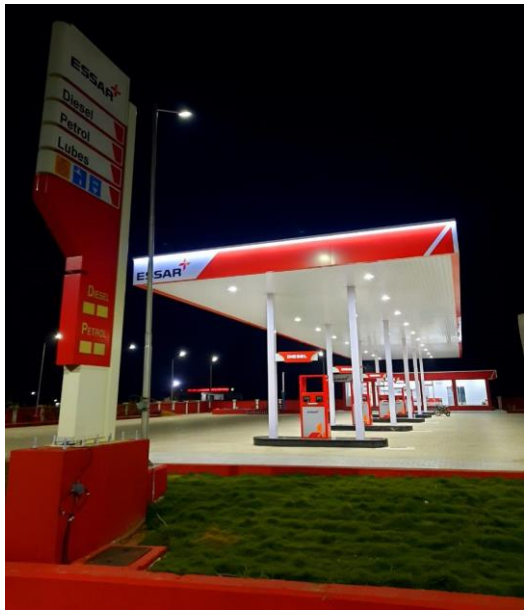
- Purified and Clean **Drinking Water Facility**
- Sanitized and separate **Washroom Facility** for Male & Female
- **Gardening Area** to take care of Environment & Nature











HCV Dealership

Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

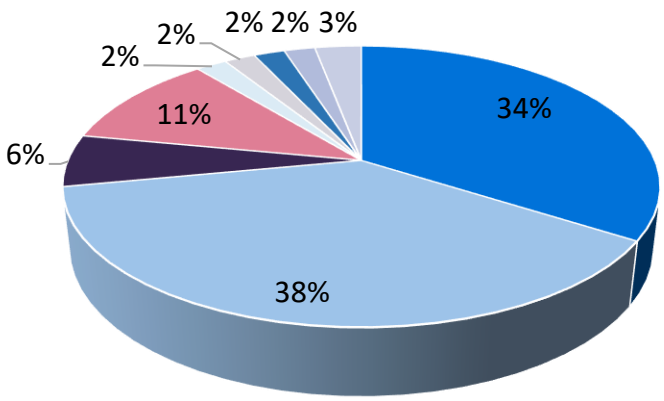
Dealership agreement with **Ashok Leyland** for sale of heavy commercial vehicles and its spare parts across 3 locations in Kachchh District, Gujarat.

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 ~373 trucks and commercial vehicles thereby leading to **cost saving & synergies**

Industry Diversification Strategy

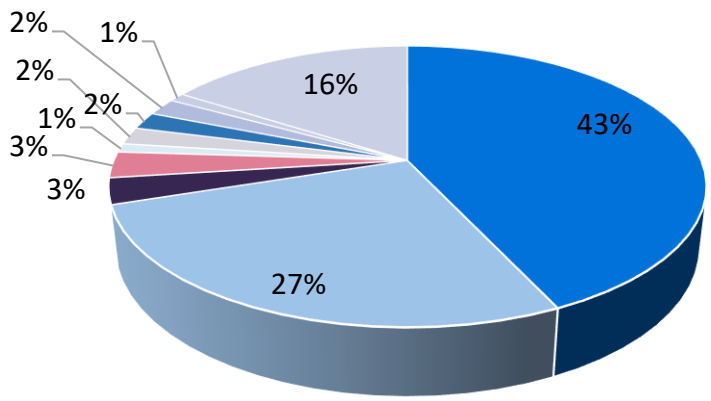
Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

FY22



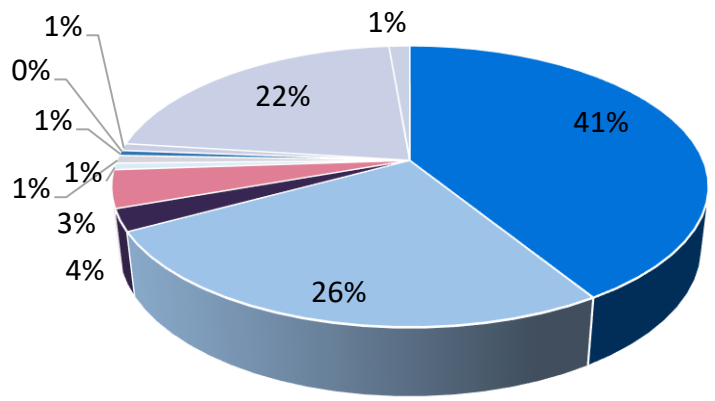
- Marble & Granite
- Ceramic Tiles
- Paper
- Textile
- Machinery
- Other
- Agri
- Wood
- Steel

FY23



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

H1FY24



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

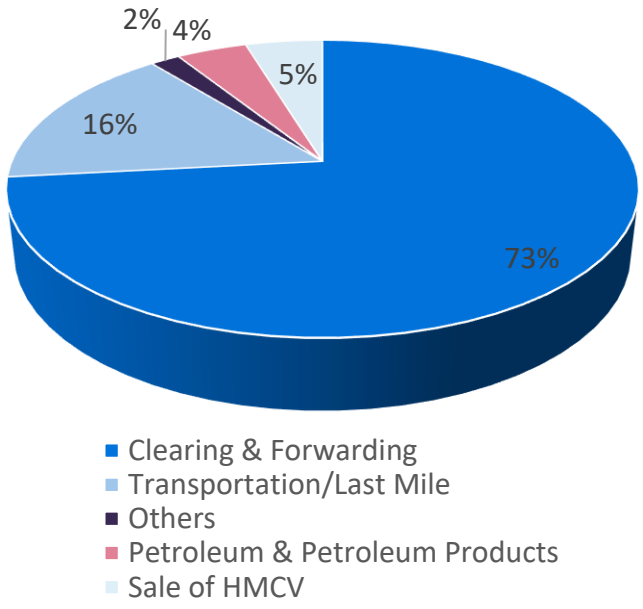
Improving Industry Diversification

- Contribution from Marble & Granite stood at 34% in FY22 , 43% in FY23 and stands at 41% for H1FY24
- 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 ~33% of the revenues for H1FY24
- In the first half of fiscal year 2024, revenue from the rubber sector surged to 22%, 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

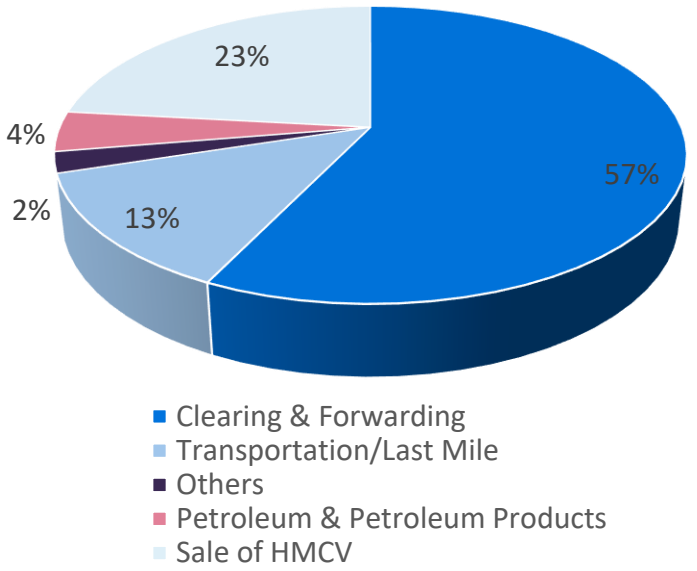
Revenue Diversification Strategy

Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

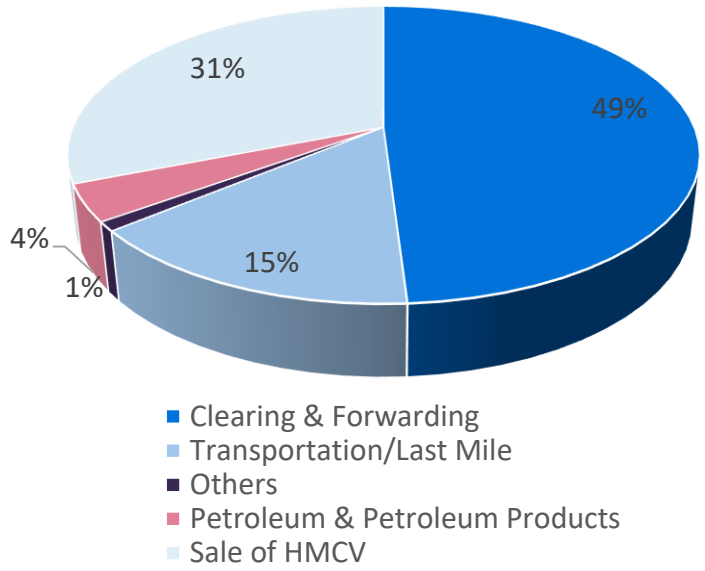
FY22



FY23



H1FY24



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 ~31% in H1 FY24

Marquee Customers







































Phillips Carbon Black Limited





All trademarks, logos and brand names are the property of their respective owners.

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

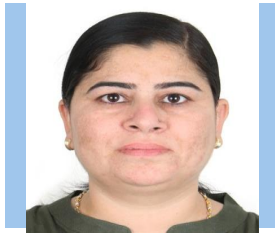
Board of Directors



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

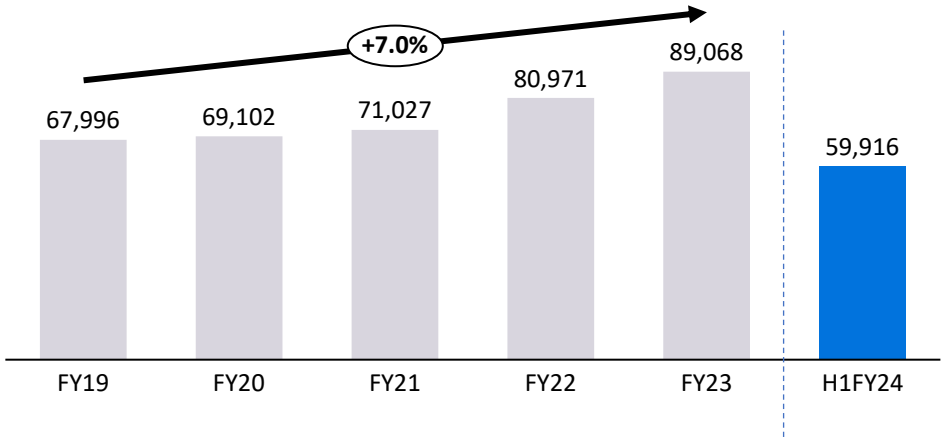
Company Secretary

Responsible for all legal & compliance activities for Accuracy

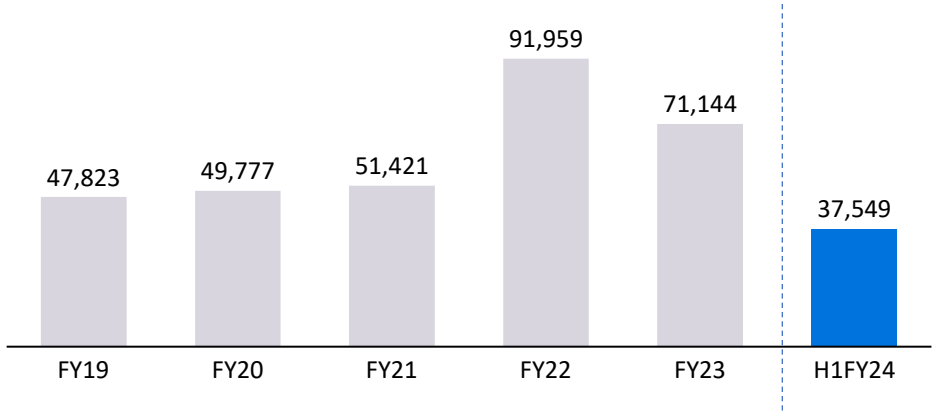
Key Operational Highlights

Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

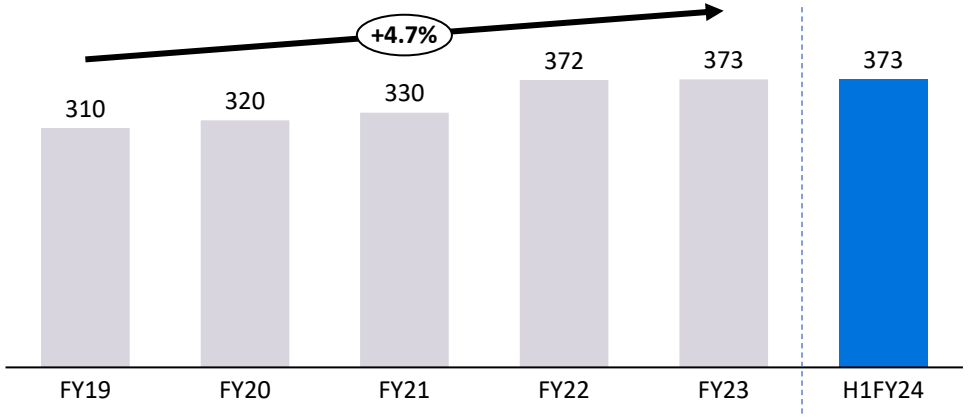
Containers Handled (in. Nos)



Average Realization (INR)



No. of Operational Trucks



CSR Initiatives

Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

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



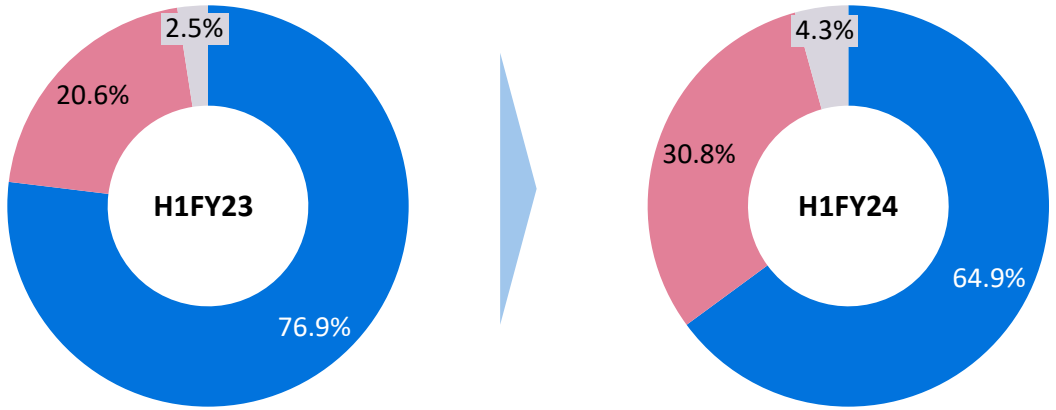
Our aim is to provide relief work to the affected areas. To provide shelter to the needy & poor people and also re-establishing schools/hospitals during natural calamities. Providing them food, water, first-aid kits, clothes etc. during natural calamities.

Financials Section

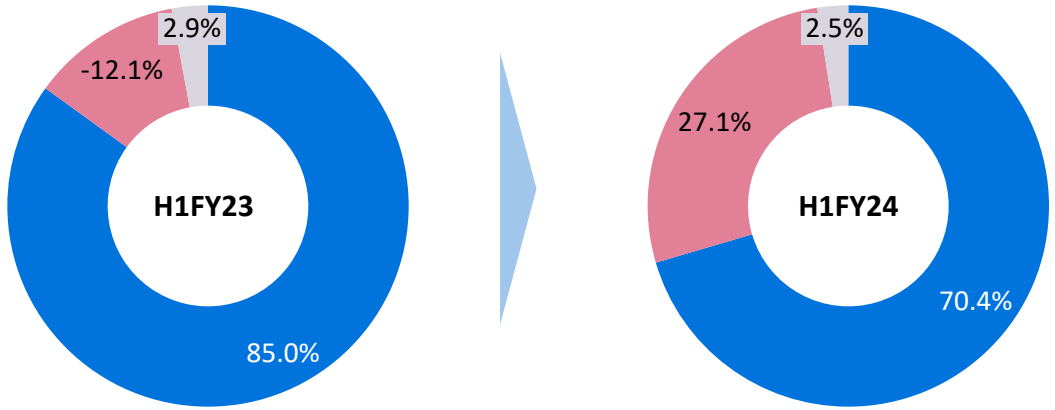


H1FY24 Segmental Break-up

Segmental Revenue Break up (%)



Segmental EBIDTA Break up (%)



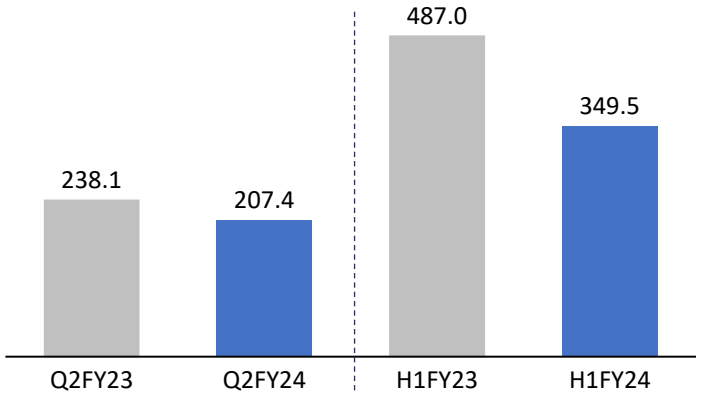
Logistics Services | Commercial Vehicles | Petrol & Petroleum Products

- Revenue for H1 FY24 across Logistics, Commercial vehicles and Petrol & petroleum products stood at 65%, 31% & 4% respectively
- EBITDA from the sale and service of commercial vehicle for the half year ended September 2023 stood at 1.66 crore. We are witnessing gradual improvement in margins and anticipate the same to improve further, thereby enhancing the overall EBITDA at the company level

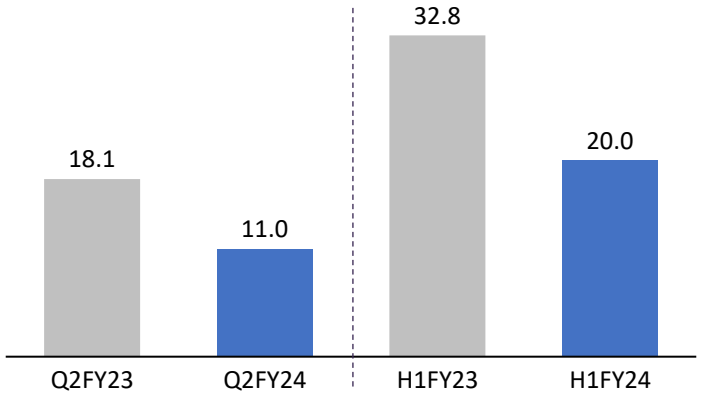
Q2 & H1FY24 Key Financial Highlights

Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

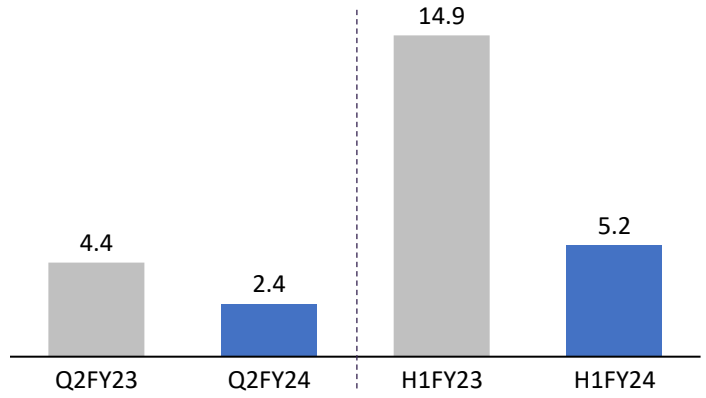
Revenue (Rs. in Crs)



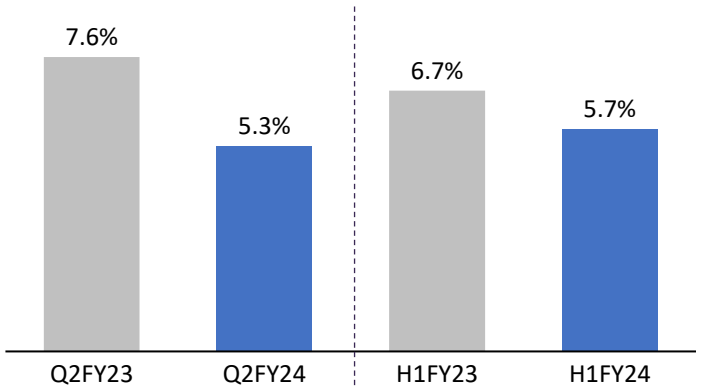
Gross Profit (Rs. in Crs)



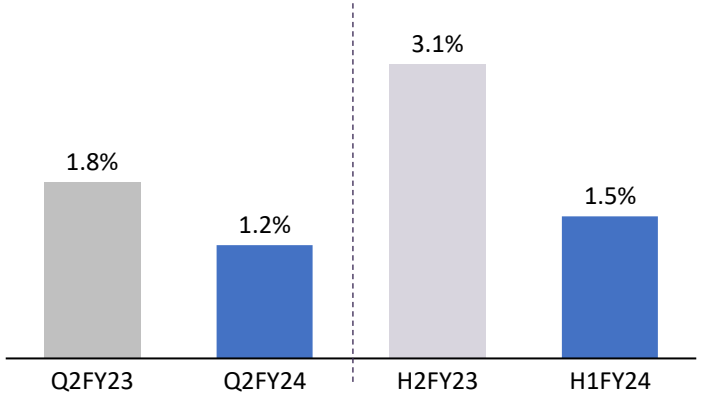
EBIDTA (Rs. in Crs)



Gross Margins Margins (%)



EBIDTA Margins (%)



- Revenue for Q2FY24 stood at Rs. 207 crs as compared to Rs. 238 crs in Q2FY23. Revenue for H1FY24 stood at Rs. 350 crs
- Gross Profit for H1FY24 stood at Rs. 20 crs. as compared to Rs. 33 crs. GP margin for Q2FY24 stood at 5.3%
- EBIDTA for H1FY24 stood at Rs. 5 crs as against Rs 15 cr. The EBITDA margin for Q2FY24 stood at 1.2%
    - The margins were impacted favorably due to the stabilization of costs related to the vertical of sale and service of commercial vehicles. Conversely, the margins were negatively affected by reduced freight rates, weak demand environment & diminished negotiating power

Q2 & H1FY24 Profit & Loss Statement

Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

Particulars (Rs. in Crs)	Q2FY24	Q2FY23	Y-o-Y	Q1FY24	Q-o-Q	H1FY24	H1FY23	Y-o-Y
Revenue from Operations	**207.4**	**238.1**	**-12.9%**	**142.1**	**45.9%**	**349.5**	**487.0**	**-28.2%**
Operative Expenses	154.0	164.4		71.8		225.8	339.8	
Purchase of Stock in Trade	56.8	61.6		45.1		101.9	124.6	
Changes in Inventories of Finished Goods, Work-in-Progress	-14.5	-6.0		16.3		1.8	-10.2	
Gross Profit	**11.0**	**18.1**	**-39.2%**	**9.0**	**22.1%**	**20.0**	**32.8**	**-38.9%**
Gross Profit Margin (%)	**5.3%**	**7.6%**		**6.3%**		**5.7%**	**6.7%**	
Employee Cost	4.1	3.9		3.8		7.9	6.6	
Other Expenses	4.4	9.9		2.5		6.9	11.2	
EBITDA	**2.4**	**4.4**	**-44.1%**	**2.7**	**-10.2%**	**5.2**	**14.9**	**-65.4%**
EBITDA Margin (%)	**1.2%**	**1.8%**		**1.9%**		**1.5%**	**3.1%**	
Depreciation	3.2	3.1		3.0		6.2	5.7	
Other Income	0.7	0.9		0.3		1.0	1.0	
EBIT	**-0.1**	**2.2**	**NM**	**0.0**	**NM**	**-0.1**	**10.3**	**NM**
Finance Cost	2.7	3.0		3.0		5.8	6.0	
Profit before Tax	**-2.8**	**-0.8**	**NM**	**-3.0**	**NM**	**-5.8**	**4.3**	**NM**
Tax	-0.7	-0.9		0.7		-0.1	1.7	
Profit After Tax	**-2.1**	**0.1**	**NM**	**-3.7**	**NM**	**-5.8**	**2.6**	**NM**
Profit After Tax Margin	**-1.0%**	**0.0%**		**-2.6%**		**-1.7%**	**0.5%**	
EPS	-0.14	0.27		1.42		-0.38	1.69	

Management Commentary

Commenting on the Q2 & H1FY24 results Mr. Vinay Tripathi, Managing Director of the company said:

In Q2 FY24, our revenue from operations amounted to Rs 207 Crs, compared to Rs 238 Crs in Q2FY23, reflecting a subdued demand environment. The gross profit for the same period was Rs 11 Crs, down from Rs 18 Crs in Q2FY23. EBITDA for the quarter ending September 2023 was Rs 2 Crs, a decrease from Rs 4 Crs. The ongoing decline in freight rates, coupled with stagnant consumer demand characterized by elevated inventory levels, continues to exert downward pressure on our quarterly performance. Geopolitical tensions further contribute to the challenges we face.

For half year ended September 2023, our revenue from operations stood at Rs 350 Crs as compared to Rs 487 Crs for the same period last year. The gross profit for H1FY24 stood at Rs 20 Crs and the corresponding margin stood at 5.7%. The EBITDA for H1FY24 stood at Rs 5 Crs as compared to Rs 15 Crs for H1FY23.

However, at Accuracy Shipping Limited, our optimism persists, driven by our strategic emphasis on Revenue Diversification and Industry Diversification and addition of wallet share in existing customers. Notably, our share of business is showing improvement in the sale of commercial vehicles and spare parts segment, contributing nearly 31% to the overall revenue, with an EBITDA from the segment at approximately Rs 2 Crs. The experience and expertise held by our company and dedicated team instill confidence in our ability to return to profitability.

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.

Consolidated Balance Sheet

Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

Assets (Rs. in Crs)	Sep-23	Mar-23
Non-Current Assets		
Property, plant and equipment	66.1	68.1
Intangible assets	5.3	5.7
Capital work-in-progress	0.0	0.0
Financial Assets		
i. Loans	0.0	0.0
ii. Other Financial Assets	2.0	1.0
Total Non Current Assets	**73.4**	**74.8**
Current Assets		
Inventories	30.0	31.7
Financial Assets		
i. Trade receivables	98.2	106.8
ii. Cash and cash equivalent	1.0	2.4
iii. Bank Balance Other than (ii) above	8.9	13.4
Current Tax Assets (Net)	4.5	4.5
Other current assets	66.8	52.6
Total Current Assets	**209.4**	**211.4**
Total Assets	**282.8**	**286.2**

Equity & Liabilities (Rs. in Crs)	Sep-23	Mar-23
Equity		
Equity share capital	15.1	15.1
Other equity	94.8	100.6
Total Equity	**109.8**	**115.6**
Non-Current Liabilities		
Financial Liabilities		
i. Borrowings	27.4	16.7
ii. Other financial liabilities	5.4	5.2
Provisions	0.8	0.8
Deferred tax liabilities (net)	1.4	1.5
Total Non-Current Liabilities	**35.0**	**24.1**
Current Liabilities		
Financial Liabilities		
i. Borrowings	71.5	92.2
ii. Trade payables	57.6	39.7
iii. Other financial liabilities	0.4	0.7
Other current liabilities	8.4	13.7
Current tax liabilities (net)	0.0	0.0
Total Current Liabilities	**137.9**	**146.4**
Total Liabilities	**172.9**	**170.6**
Total Equity & Liabilities	**282.8**	**286.2**

Consolidated Abridged Cash Flow Statement

Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

Cash Flow Statement (Rs. Crs.)	H1FY24	H1FY23
Net Profit Before Tax	-5.8	4.3
Adjustments for: Non - Cash Items / Other Investment or Financial Items	11.4	11.3
Operating profit before working capital changes	**5.5**	**15.6**
Changes in working capital	7.6	7.8
Cash generated from Operations	**13.2**	**23.4**
Direct taxes paid (net of refund)	0.0	-1.6
Net Cash from Operating Activities	**13.2**	**21.8**
Net Cash from Investing Activities	**0.9**	**-18.1**
Net Cash from Financing Activities	**-15.5**	**-3.4**
Net Decrease in Cash and Cash equivalents	**-1.4**	**0.3**
Add: Cash & Cash equivalents at the beginning of the period	2.4	1.9
Cash & Cash equivalents at the end of the period	**1.0**	**2.2**

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

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

Company:	Investor Relations Advisors:
Accuracy Shipping Limited	Strategic Growth Advisors Pvt. Ltd.
CIN: L52321GJ2008PLC055322	CIN: U74140MH2010PTC204285
Mr. Ashish Lalwani - CFO	Mr. Sagar Shroff / Ms Prachi Chhugani
cfo@aslindia.net	sagar.shroff@sgapl.net /prachi.c@sgapl.net
www.aslindia.net	+91 98205 19303 / +91 89492 92029
	www.sgapl.net