



Ref No: SSSL/114/2019-2020

Date: 14<sup>th</sup> February 2020

Department of Corporate Services <b>BSE Limited</b> Corporate Relations Department Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001. <b>BSE Scrip Code: 520151</b>	Listing Compliance <b>National Stock Exchange of India Ltd.</b> Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 <b>NSE Symbol: SHREYAS</b>
--	--

Dear Sir,

**Subject : Investor Presentation**

Pursuant to Regulation 30 and 46 (2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith copy of presentation to be made to the Investors and Analysts on the financial results of the Company for the quarter and nine months ended 31<sup>st</sup> December 2019.

Thanking you,

Yours faithfully,  
For **Shreyas Shipping and Logistics Limited**

**Nupur Burman**  
**Company Secretary & Compliance Officer**



Encl.: a/a

# Shreyas Shipping and Logistics Ltd

Earnings Presentation | 9M/ Q3-FY20




# Snapshot of Shreyas Shipping & Logistics



 1<sup>st</sup> private container shipping company to be registered in India

 Pioneer in containerized coastal shipping in India

 Implemented chartering strategy for effective use of tonnage & improve utilization levels

 Market leader in both Domestic & EXIM Transhipment business on Indian coast

 Servicing most container ports in India with maximum port calls

 Owns & operates largest number of container fleet on coastal services in India

 Offering on-time connectivity in transhipment segment

 Largest Indian company to offer service between Mundra and Kolkata

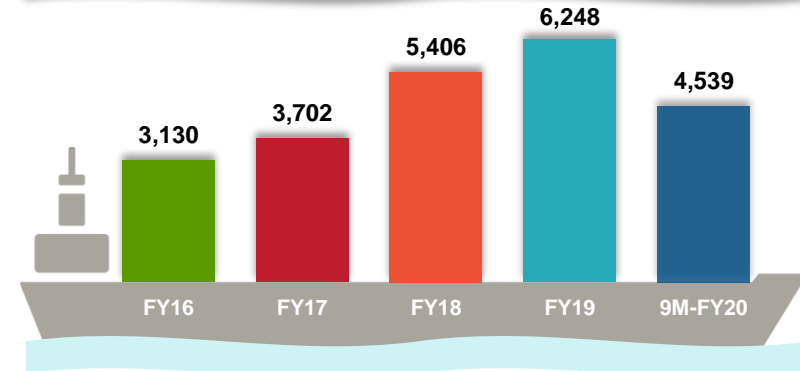
 Servicing coastal break bulk trade in India



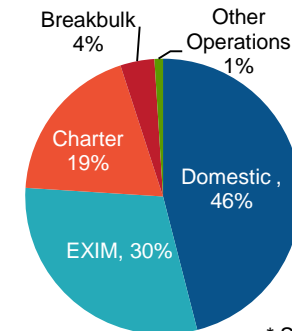
# Company Overview

- Incorporated in 1988, Shreyas Shipping and Logistics Ltd (Shreyas), is a part of the 40-year old global conglomerate Transworld Group, and is headquartered in Mumbai, India.
- The company is a pioneer and market leader in domestic coastal container shipping services and coastal transshipment services covering most major ports and container terminals on the Indian coast.
- Shreyas also pioneered domestic multimodal transportation in India and it continues to command its premier position till date. It is a preferred partner of most Main Line Operators for EXIM transshipment services at various Indian ports.
- Shreyas primarily operates four fixed day weekly schedule services offering scheduled containerised cargo connectivity between Indian ports right up to Jebel Ali (Dubai).
- Through its associate entity, Avana Global Logistek Ltd (earlier known as SRSL, the company also offers door to door logistics support services to its customers.
- Due to its fixed schedule operations, wider port connectivity and larger domestic container fleet size, Shreyas commands a majority market share of over 90% in EXIM transshipment business and more than 52% in the domestic container business in FY19.






## Historical Operational Revenue (INR Mn)\*



## FY19 Revenue Breakup#



# Fleet Details

							
<b>Name</b>	<b>SSL Gujarat</b>	<b>SSL Bharat</b>	<b>SSL Kochi</b>	<b>SSL Krishna</b>	<b>SSL Brahmaputra</b>	<b>SSL Chennai</b>	<b>SSL Ganga</b>
<b>Year Built</b>	1997	1997	1998	2002	2003	1998	2003
<b>Capacity</b>	1,613 TEUs	2,959 TEUs	1,725 TEUs	2,490 TEU	4,273 TEUs	700 TEUs	1,541 TEUs
<b>G.R.T.</b>	18,602 MT	29,383 MT	21,339 MT	27,322 MT	39,441 MT	8,214 MT	16,145 MT
							
<b>Name</b>	<b>SSL Kutch</b>	<b>SSL Visakhapatnam</b>	<b>SSL Mumbai</b>	<b>SSL Delhi</b>	<b>SSL Sabarimalai</b>	<b>SSL Balaji</b>	
<b>Year Built</b>	1998	1996	1997	2000	2003	2007	
<b>Capacity</b>	1,725 TEUs	1,613 TEUs	1,613 TEUs	2,478 TEUs	1,118 TEUs (MPP)	671 TEUs (MPP)	
<b>G.R.T.</b>	21,339 MT	18,602 MT	18,602 MT	25,369 MT	12,993 MT	8,407 MT	

Fleet Size

**13**

Average Fleet Age

**19.83** Yrs

Total Capacity

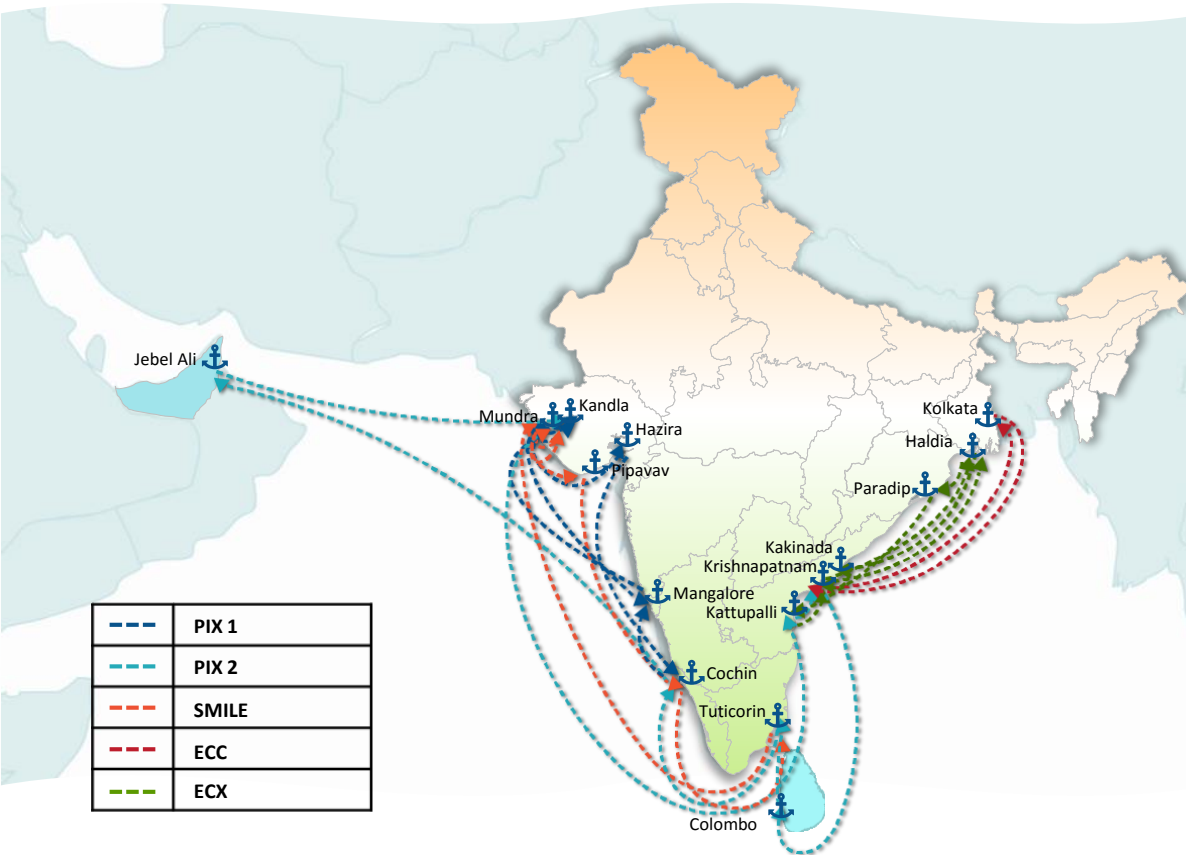
**24,519** TEUs

Total GRT

**2,66,258**

Total Deadweight

**3,36,573**



## PIX 1: SSL Ganga, SSL Kutch:

Mundra – Kandla - Hazira – Cochin – Mangalore – Mundra

## PIX 2: SSL Krishna, SSL Delhi, SSL Bharat:

Jebel Ali – Kandla –Kattupalli - Krishnapatnam – Colombo - Tuticorin – Cochin - Jebel Ali

## SMILE: SSL Brahmaputra:

Mundra - Kandla – Pipavav - Cochin – Tuticorin – Mundra

## ECC (coastal): SSL Chennai, SSL Sabarimalai :

Krishnapatnam – Kolkata – Krishnapatnam

## ECX (coastal) : SSL Visakhapatnam, SSL Kochi:

Krishnapatnam – Visakhapatnam – Haldia – Paradip - Krishnapatnam

## Break Bulk & Time Charter :

SSL Balaji, SSL Chennai, SSL Gujarat, SSL Mumbai



## INDUSTRY OVERVIEW

---

India has a **coastline which is more than 7,517 km long**, interspersed with more than 200 ports. Most cargo ships that sail between East Asia and America, Europe and Africa pass through Indian territorial waters

---

At present, about 60% of cargo is transported by road, 34% by railway and **only 6% by coastal shipping**

---

**Internationally** cargo movement is 25-30% by road, 50-55% by railways and **20-25% by waterways**

---

**Share of coastal shipping** in Japan and the EU is roughly **five to six times higher** and about seven times higher in China



---

Coastal Shipping is being **promoted by the Indian government**, as it will bring down the overall logistics cost and boost the country's economy

---

The cost per tonne km of moving cargo via coastal route can be **60-80% cheaper** than moving by road or rail

---

Countries using coastal shipping operations have “**cost to GDP**” ~9% where as **for India it is 13%**

---

Government plans to increase share of coastal shipping to **10% by 2020 and 15% by 2025**

---

**Sagarmala and Bharatmala** are some of the major Govt initiatives\* to promote Coastal shipping

---

The **government initiated NMDP**, an initiative to develop the maritime sector; the planned outlay is **USD 11.8 Bn**

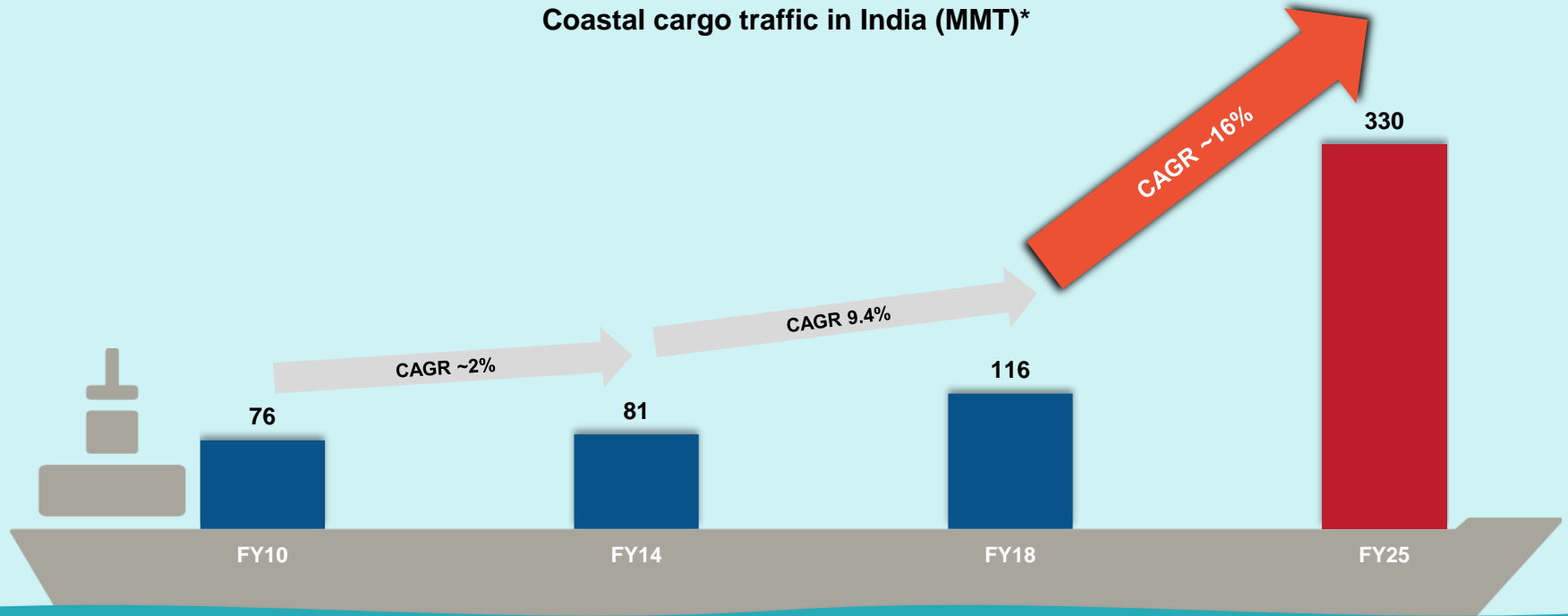
---

Total investment in Indian ports by 2020 is expected to reach **USD 43.03 Bn**

---

*\*Refer Annexure for Details on various Govt initiatives including Sagarmala which will immensely benefit the Coastal shipping sector*

Coastal cargo traffic in India (MMT)\*



\*As per Sagarmala initiative

---

With the huge market opportunity and support from the Govt, Coastal Shipping is poised for long term growth

---

Shreyas Shipping and Logistics Ltd ('Shreyas') has pioneered the development and growth of coastal shipping in India and is today best positioned to capitalise on this growth story

---

Shreyas is the largest private Indian flag ship owner with a fleet of 13 vessels

---

Shreyas has unparalleled coverage of the Indian coast, being the only player to offer services across all the major 18 ports, along with an ability to provide fixed scheduling

---

It is the preferred operator for all MLOs due to on-time connectivity in the trans-shipment segment

**Shreyas, being the market leader, would be a direct beneficiary of Govt's investments and Sagarmala initiatives**



## 9M / Q3-FY20 EARNINGS OVERVIEW

---

Utilisation levels on all the services from North to South and West to East remained at the level of around 89 and on the reverse leg was around 56% during the quarter

---

The average bunker rate for the quarter was INR 30,050 per MT compared to 32,600 per MT in previous quarter.

---

The volumes handled in terms of TEUs during the quarter saw decrease of 4.4% on a Q-o-Q basis and decrease of 15.4% on a Y-o-Y basis

---

Average domestic rate was on higher side as compared to the previous quarter

---

No vessel was dry-docked during the quarter

# Q3-FY20 Key Segmental Highlights

## Domestic Cargo

- The company had a market share of 50% in the current quarter.
- Service alignment for providing additional focus on return leg from East to West and South to North

## EXIM

- The company has continued for slot swap arrangement with other feeder operators on east coast operation.
- The company is also working closely with few main lines and expect to achieve growth in feeder volume, increasing overall revenue
- Services have been realigned to reduce operating cost and provide required scheduled services to our customers which can bring additional volume

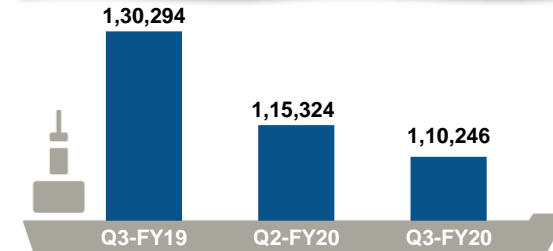
## Break Bulk Cargo

- The main clients of the company in this segment are Vosco, Tata Steel and Essar Steel
- During the quarter, SSL Sabarimalai was fully deployed for breakbulk business. However SSL Balaji was deployed for partly for breakbulk business

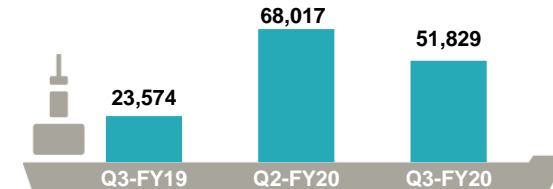
## Charter

- During the quarter, “SSL Mumbai”, “SSL Gujarat” and “SSL Chennai” continued on charter
- SSL Balaji was on charter for 28 days.
- During the quarter “Asiatic Dawn” was chartered in for East Coast operation.

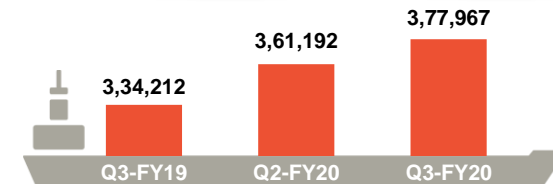
## Total Volumes Handled (TEUs)



## Break Bulk Volumes Handled (MT)



## CHARTER TEU days



# Q3-FY20 Standalone Income Statement (IND-AS) Shreyas Shipping and Logistics Ltd

PARTICULARS (INR Mn)	Q3-FY20	Q3-FY19	Y-o-Y	Q2-FY20	Q-o-Q
<b>Income from operations</b>	<b>1,531</b>	<b>1,575</b>	<b>(2.8)%</b>	<b>1,585</b>	<b>(3.4)%</b>
Operating Expenses	1,359	1,384	(1.8)%	1,453	(6.5)%
<b>Operational EBITDA</b>	<b>172</b>	<b>191</b>	<b>(9.9)%</b>	<b>132</b>	<b>30.3%</b>
<b>Operational EBITDA Margin (%)</b>	<b>11.23%</b>	<b>12.13%</b>	<b>(90)Bps</b>	<b>8.33%</b>	<b>290Bps</b>
Other Income	6	35	(82.9)%	14	(57.1)%
Finance Cost	45	49	(8.2)%	50	(10.0)%
Depreciation	43	59	(27.1)%	40	7.5%
Exceptional Items	-	13	NA	-	NA
<b>Profit Before Tax</b>	<b>90</b>	<b>131</b>	<b>(31.3)%</b>	<b>56</b>	<b>60.7%</b>
Taxation	1	3	(66.7)%	3	(66.7)%
<b>Profit After Tax</b>	<b>89</b>	<b>128</b>	<b>(30.5)%</b>	<b>53</b>	<b>67.9%</b>
<b>PAT Margin (%)</b>	<b>5.81%</b>	<b>8.13%</b>	<b>(232)Bps</b>	<b>3.34%</b>	<b>247Bps</b>
Other Comprehensive Income	12	50	(76.0)%	(24)	NA
<b>Total Comprehensive Income</b>	<b>101</b>	<b>178</b>	<b>(43.3)%</b>	<b>29</b>	<b>NA</b>
Diluted EPS (INR)	4.06	5.81	(30.1)%	2.41	68.5%

# 9M-FY20 Standalone Income Statement (IND-AS) Shreyas Shipping and Logistics Ltd

PARTICULARS (INR Mn)	9M-FY20	9M-FY19	Y-o-Y
<b>Income from operations</b>	<b>4,539</b>	<b>4,645</b>	<b>(2.3)%</b>
Operating Expenses	4,160	4,123	0.9%
<b>Operational EBITDA</b>	<b>379</b>	<b>522</b>	<b>(27.4)%</b>
<b>Operational EBITDA Margin (%)</b>	<b>8.35%</b>	<b>11.24%</b>	<b>(289)Bps</b>
Other Income	23	29	(20.7)%
Finance Cost	145	140	3.6%
Depreciation	123	176	(30.1)%
Exceptional Items	-	10	NA
<b>Profit Before Tax</b>	<b>134</b>	<b>245</b>	<b>(45.3)%</b>
Taxation	6	4	50.0%
<b>Profit After Tax</b>	<b>128</b>	<b>241</b>	<b>(46.9)%</b>
<b>PAT Margin (%)</b>	<b>2.82%</b>	<b>5.19%</b>	<b>(237)Bps</b>
Other Comprehensive Income	1	(87)	NA
<b>Total Comprehensive Income</b>	<b>129</b>	<b>154</b>	<b>(16.2)%</b>
Diluted EPS (INR)	5.82	10.98	(47.0)%



# Q3-FY20 Consolidated Income Statement

PARTICULARS (INR Mn)	Q3-FY20	Q3-FY19	Y-o-Y	Q2-FY20	Q-o-Q
<b>Income from operations</b>	<b>1,531</b>	<b>1,575</b>	<b>(2.8)%</b>	<b>1,585</b>	<b>(3.4)%</b>
Operating Expenses	1,361	1,385	(1.7)%	1,453	(6.3)%
<b>Operational EBITDA</b>	<b>170</b>	<b>190</b>	<b>(10.5)%</b>	<b>132</b>	<b>28.8%</b>
<b>Operational EBITDA Margin (%)</b>	<b>11.10%</b>	<b>12.06%</b>	<b>(96) Bps</b>	<b>8.33%</b>	<b>284 Bps</b>
Other Income	6	35	(82.9)%	14	(57.1)%
Finance Cost	45	49	(8.2)%	50	(10.0)%
Depreciation	43	59	(27.1)%	40	7.5%
Exceptional Items	-	13	NA	-	NA
Share of Profit / (Loss) of an Associate (Net)	(3)	(13)	NA	(8)	NA
<b>Profit Before Tax</b>	<b>88</b>	<b>117</b>	<b>(24.8)%</b>	<b>48</b>	<b>83.3%</b>
Taxation	1	(3)	NA	2	(50.0)%
<b>Profit After Tax</b>	<b>87</b>	<b>120</b>	<b>(27.5)%</b>	<b>46</b>	<b>89.1%</b>
<b>PAT Margin (%)</b>	<b>5.68%</b>	<b>7.62%</b>	<b>(194)Bps</b>	<b>2.90%</b>	<b>278Bps</b>
Other Comprehensive Income	15	37	(59.5)%	(19)	NA
<b>Total Comprehensive Income</b>	<b>102</b>	<b>157</b>	<b>(35.0)%</b>	<b>27</b>	<b>NA</b>
Diluted EPS (INR)	3.93	5.46	(28.0)%	2.08	88.9%

Note: All numbers are as per IND-AS

# 9M-FY20 Consolidated Income Statement

PARTICULARS (INR Mn)	9M-FY20	9M-FY19	Y-o-Y
<b>Income from operations</b>	<b>4,539</b>	<b>4,645</b>	<b>(2.3)%</b>
Operating Expenses	4,160	4,124	0.9%
<b>Operational EBITDA</b>	<b>379</b>	<b>521</b>	<b>(27.3)%</b>
<b>Operational EBITDA Margin (%)</b>	<b>8.35%</b>	<b>11.21%</b>	<b>(286) Bps</b>
Other Income	23	24	(4.2)%
Finance Cost	145	140	3.6%
Depreciation	123	176	(30.1)%
Exceptional Items	-	10	NA
Share of Profit / (Loss) of an Associate (Net)	(32)	(12)	NA
<b>Profit Before Tax</b>	<b>102</b>	<b>227</b>	<b>(55.1)%</b>
Taxation	1	6	(83.3)%
<b>Profit After Tax</b>	<b>101</b>	<b>221</b>	<b>(54.3)%</b>
<b>PAT Margin (%)</b>	<b>2.23%</b>	<b>4.76%</b>	<b>(253) Bps</b>
Other Comprehensive Income	9	(63)	NA
<b>Total Comprehensive Income</b>	<b>110</b>	<b>158</b>	<b>(30.4)%</b>
Diluted EPS (INR)	4.59	10.07	(54.4)%

Note: All numbers are as per IND-AS

# Major variances in comparison with earlier quarter

---

Decrease in operating revenue by INR 5.35 Cr

---

Reduction in Fuel cost by INR 7.49 Cr

---

Increase in Port cost by INR 3.5 Cr

---

Reduction in Charter hire and ocean freight charges by INR 2 Cr

---

Reduction in Stores and spares by INR 2.49 Cr

---

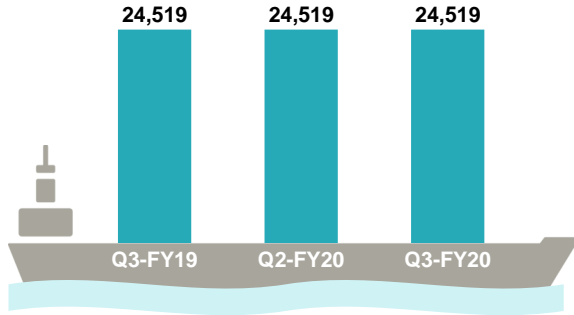
Exchange loss during the quarter amounted to INR 1.5 Cr

---

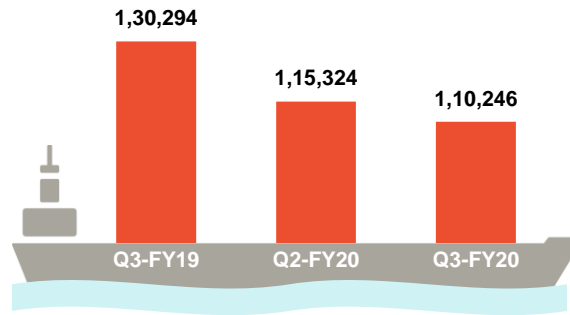
Increase in profit by INR 3.62 Cr

# Q3-FY20 Operational Indicators

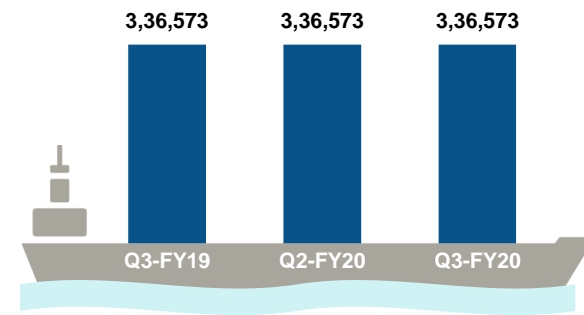
## TEU Capacity



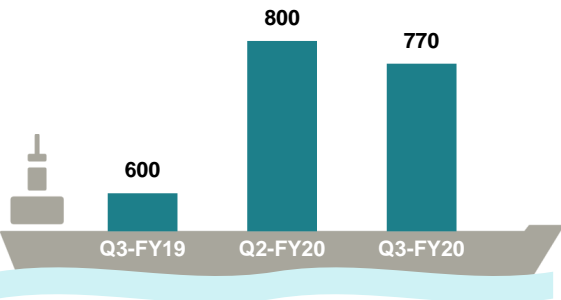
## Total Volume handled (TEUs)



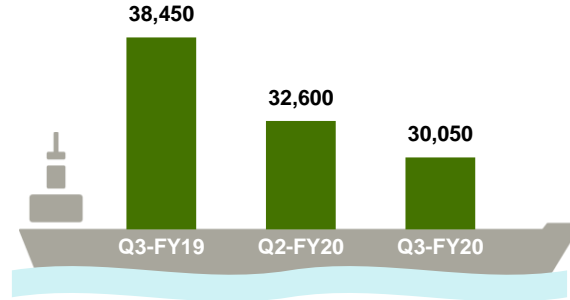
## Dead weight Tonnage



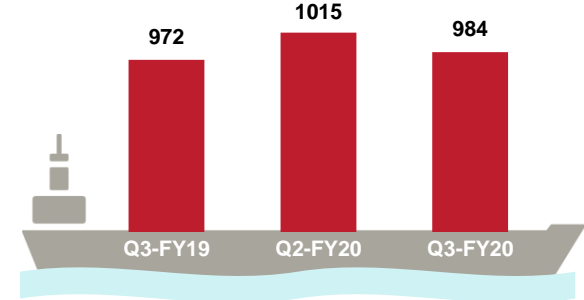
## Howe Robinson Container Index



## Average Bunker rate



## Vessel Operating Days



---

Steep fluctuation in bunker prices

---

Recovery of LSFO surcharge from the Trade

---

LSFO applicability to coastal sea trade is competitive disadvantage against Road and Rail

---

Overall economic slow down

---

Commencement of shuttle service between Vizag and Kolkata

---

Continuation of Colombo call on PIX2 service in place of ECX service to provide new trade lanes

---

Commencement of Chittagong service connecting all East coast ports of India

---

Sale of SSL Kutch and chartering back for own operations.

---

Off hiring of chartered in vessel “Asiatic Dawn” and replacement by owned vessel “SSL Sabarimalai” on ECC service

---

Changes in tonnage deployment to optimise utilization level and changes in service to reduce operating cost

---

Focus on multi legging utilization with change in service rotation

---

Strategy to achieve reduction in operating cost, to be competitive in market

---

Rationalise tonnage deployment to meet trade requirement

---

Additional focus on development of new sectors



## ANNEXURES



---

Under Sagarmala Programme, 415 projects, at an estimated investment of approximately INR 7.98 lakh crore, have been identified for phase wise implementation over the period 2015 to 2035

---

Prime Minister Narendra Modi initiated – National Sagarmala Apex Committee (NSAC) to modernize Indian ports

---

40% discount on vessel and cargo related charges has been offered for coastal cargo (except coal, iron ore and POL) & 80% discount for 2 years for Ro-Ro vessels

---

As per Budget 2019-20, the Jal Marg Vikas Project for enhancing the navigational capacity of Ganga, a multi modal terminal at Varanasi has been functional since November 2018

---

Exclusive berths, storage areas and gates are provided by Major Ports to avoid delay at no extra cost

---

FDI of up to 100% under automatic route along with various incentives for private players to build ports

---

41 projects (INR 15,350 Mn) sanctioned under the Coastal Berth Scheme to provide financial assistance

---

Project UNNATI started by Government to identify the opportunity areas for improvement in the operations of major ports. Under the project, 116 initiatives were identified out of which 91 initiatives have been implemented as of November 2018

- The concept of Sagarmala was approved by the Union Cabinet in 2015 & total planned investment of INR 8.78 Tn was proposed to be phased from FY15 to FY35.
- Purpose of the program was to reduce potential logistics cost to the tune of INR 350 – 400 Bn per annum by FY25 through infrastructure support.
- Sagarmala estimates that coastal cargo will increase to ~330 MMT by FY25, which looks ambitious within the target time frame, but recent initiatives taken by Gol are steps in the right direction.

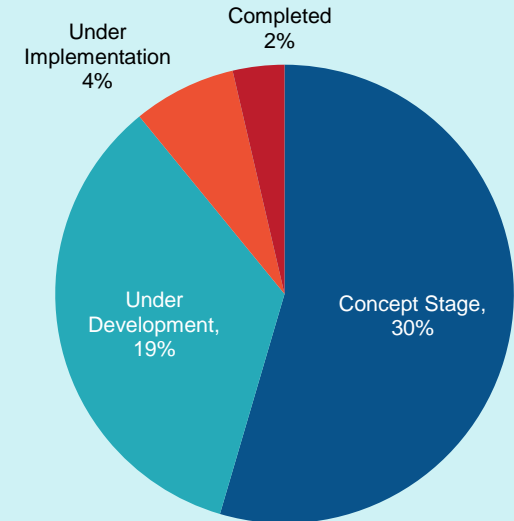
## Benefits to the port sector due to Sagarmala scheme:

- Expansion in port capacity
- Initiatives for efficiency improvement of existing ports
- Projects undertaken for last mile delivery
- Development of industrial zones
- Paradip and Haldia have been identified to be developed as 2 smart industrial port cities

## Initiatives to reduce operational cost through Sagarmala scheme:

- Increase in port-rail and port-road connectivity
- 14 coastal eco zones (CEZ) have been identified.
- The zones would be converted into manufacturing hubs, supported by port modernisation projects
- 29 potential port-connected industrial clusters have been identified

## Status of projects under Sagarmala – Total outlay INR 8.78 Tn





# HISTORICAL FINANCIALS

# Standalone Income Statement (IND-AS)

PARTICULARS (INR Mn)	FY17	FY18	FY19	9M-FY20
<b>Income from operations</b>	<b>3,702</b>	<b>5,406</b>	<b>6,248</b>	<b>4,539</b>
Operating Expenses	3,202	4,291	5,544	4,160
<b>EBITDA</b>	<b>500</b>	<b>1,115</b>	<b>704</b>	<b>379</b>
<b>EBITDA Margin (%)</b>	<b>13.51%</b>	<b>20.63%</b>	<b>11.27%</b>	<b>8.35%</b>
Other Income	56	36	28	23
Finance Cost	101	128	189	145
Depreciation	176	190	209	123
Exceptional Items	(232)	(13)	9	-
<b>Profit Before Tax</b>	<b>47</b>	<b>820</b>	<b>343</b>	<b>134</b>
Taxation	12	11	7	6
<b>Profit After Tax</b>	<b>35</b>	<b>809</b>	<b>336</b>	<b>128</b>
<b>PAT Margin (%)</b>	<b>0.95%</b>	<b>14.96%</b>	<b>5.38%</b>	<b>2.82%</b>
Other Comprehensive Income	39	(16)	(65)	1
<b>Total Comprehensive Income</b>	<b>74</b>	<b>793</b>	<b>271</b>	<b>129</b>
Diluted EPS (INR)	1.60	36.85	15.33	5.82

# Standalone Balance Sheet (IND-AS)

PARTICULARS (INR Mn)	FY18	FY19	H1-FY20	PARTICULARS (INR Mn)	FY18	FY19	H1-FY20
<b>EQUITIES &amp; LIABILITIES</b>				<b>ASSETS</b>			
<b>Equity</b>				<b>Non-current Assets</b>			
Share Capital – Equity	220	220	220	Property, Plant & Equipment	3,844	4,095	4,297
Other Equity	2,905	3,137	3,132	Intangible assets under development	-	3	3
				Capital work – in – progress	-	27	-
<b>Total Equity</b>	<b>3,125</b>	<b>3,357</b>	<b>3,352</b>	<u>Financial Assets</u>			
<b>Non-Current Liabilities</b>				i) Investments	307	253	103
<u>Financial Liabilities</u>				ii) Other Financial Assets	61	63	119
i) Borrowings	1,734	1,726	1,389	Income tax (net)	145	197	249
ii) Other Financial liabilities	-	-	8	Other non-current assets	3	-	-
Provisions	-	-	1	<b>Total – Non-current Assets</b>	<b>4,360</b>	<b>4,638</b>	<b>4,771</b>
Deferred Tax Liability (net)	3	5	5	<b>Current Assets</b>			
<b>Total Non-current Liabilities</b>	<b>1,737</b>	<b>1,731</b>	<b>1,403</b>	Inventories	227	228	233
<b>Current Liabilities</b>				<u>Financial Assets</u>			
<u>Financial Liabilities</u>				i) Investments	77	2	24
i) Borrowings	463	755	756	ii) Trade Receivables	1,408	1,490	1,484
ii) Trade Payables	519	621	888	iii) Cash and Cash equivalents	72	88	48
iii) Other Financial Liabilities	520	589	786	iv) Bank Balances	5	14	150
Provisions	7	9	9	v) Other financial assets	58	338	219
Other Current Liabilities	49	100	94	Other Current Assets	213	364	359
<b>Total – Current Liabilities</b>	<b>1,558</b>	<b>2,074</b>	<b>2,533</b>	<b>Total – Current Assets</b>	<b>2,060</b>	<b>2,524</b>	<b>2,517</b>
<b>GRAND TOTAL</b>	<b>6,420</b>	<b>7,162</b>	<b>7,288</b>	<b>GRAND TOTAL</b>	<b>6,420</b>	<b>7,162</b>	<b>7,288</b>

# Consolidated Income Statement (IND-AS)

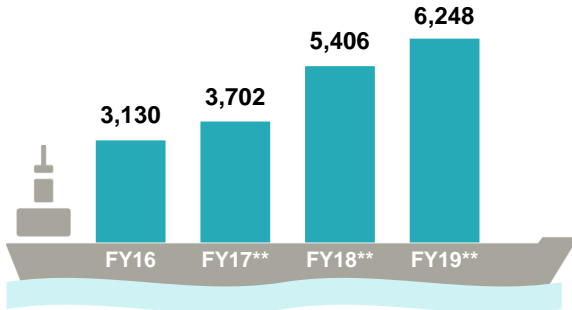
PARTICULARS (INR Mn)	FY17	FY18	FY19	9M-FY20
<b>Income from operations</b>	<b>7,176</b>	<b>5,406</b>	<b>6,248</b>	<b>4,539</b>
Operating Expenses	6,518	4,291	5,544	4,160
<b>EBITDA</b>	<b>658</b>	<b>1,115</b>	<b>704</b>	<b>379</b>
<b>EBITDA Margin (%)</b>	<b>9.17%</b>	<b>20.63%</b>	<b>11.27%</b>	<b>8.35%</b>
Other Income	58	36	23	23
Finance Cost	146	128	189	145
Depreciation	209	190	209	123
Exceptional Items	1,011	(13)	9	-
Share of profit from associate	3	143	(37)	(32)
<b>Profit Before Tax</b>	<b>1,375</b>	<b>963</b>	<b>301</b>	<b>102</b>
Taxation	314	43	3	1
<b>Profit After Tax</b>	<b>1,061</b>	<b>920</b>	<b>298</b>	<b>101</b>
<b>PAT Margin (%)</b>	<b>14.79%</b>	<b>17.02%</b>	<b>4.77%</b>	<b>2.23%</b>
Other Comprehensive Income	39	(18)	(44)	9
<b>Total Comprehensive Income</b>	<b>1,100</b>	<b>902</b>	<b>254</b>	<b>110</b>
Diluted EPS (INR)	48.31	41.92	13.56	4.59

# Consolidated Balance Sheet (IND-AS)

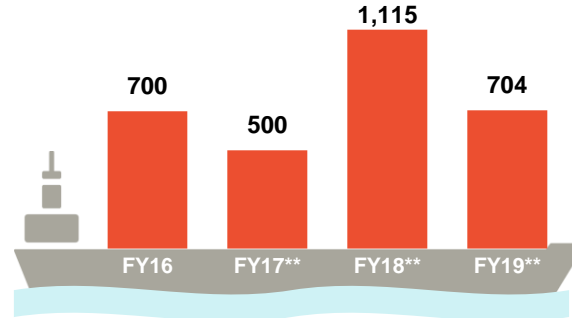
PARTICULARS (INR Mn)	FY18	FY19	H1-FY20	PARTICULARS (INR Mn)	FY18	FY19	H1-FY20
<b>EQUITIES &amp; LIABILITIES</b>				<b>ASSETS</b>			
<b>Equity</b>				<b>Non-current Assets</b>			
Equity Share Capital	220	220	220	Property, Plant and Equipment	3,844	4,095	4,297
				Intangible assets under development	-	3	3
				Capital work-in-progress	-	27	-
Other Equity	4,004	4,218	4,195	Investments accounted for using the equity method	1,487	1,466	1,442
<b>Total Equity</b>	<b>4,224</b>	<b>4,438</b>	<b>4,415</b>	<u>Financial Assets</u>			
<b>Non-Current Liabilities</b>				i) Investments	207	153	3
<u>Financial Liabilities</u>				ii) Other Financial Assets	61	63	119
i) Borrowings	1,734	1,726	1,389	Advance Income tax (net)	145	197	249
ii) Other Financial liabilities	-	-	8	Other non-current assets	3	-	-
Provisions	-	-	1	<b>Total – Non-current Assets</b>	<b>5,747</b>	<b>6,004</b>	<b>6,113</b>
Deferred Tax Liability (net)	291	290	284				
<b>Total - Non-current Liabilities</b>	<b>2,025</b>	<b>2,016</b>	<b>1,682</b>	<b>Current Assets</b>			
				Inventories	227	228	233
<b>Current Liabilities</b>				<u>Financial Assets</u>			
<u>Financial Liabilities</u>				i) Investments	77	2	24
i) Borrowings	463	755	756	ii) Trade Receivables	1,408	1,490	1,484
ii) Trade Payables	519	621	888	iii) Cash and cash equivalents	72	88	48
iii) Other Financial Liabilities	520	589	786	iv) Bank balances	5	14	150
Provisions	7	9	9	v) Other Financial Assets	58	338	219
Other Current Liabilities	49	100	94	Other Current Assets	213	364	359
<b>Total – Current Liabilities</b>	<b>1,558</b>	<b>2,074</b>	<b>2,533</b>	<b>Total – Current Assets</b>	<b>2,060</b>	<b>2,524</b>	<b>2,517</b>
<b>GRAND TOTAL</b>	<b>7,807</b>	<b>8,528</b>	<b>8,630</b>	<b>GRAND TOTAL</b>	<b>7,807</b>	<b>8,528</b>	<b>8,630</b>

# Financial Highlights\*

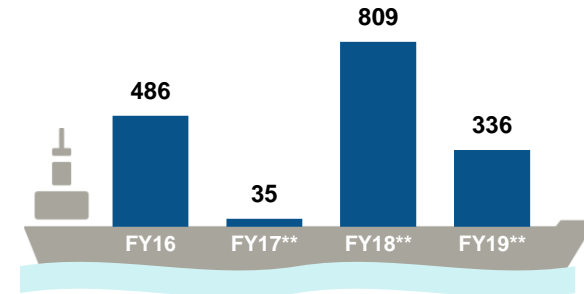
## Income (INR Mn)



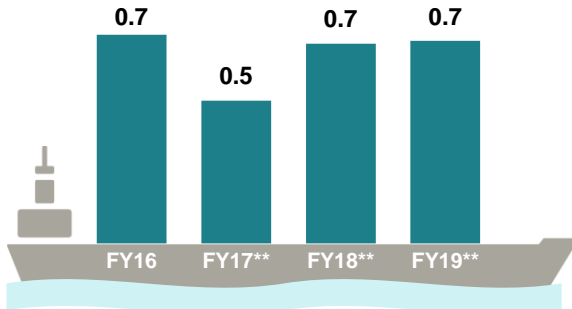
## EBIDTA (INR Mn)



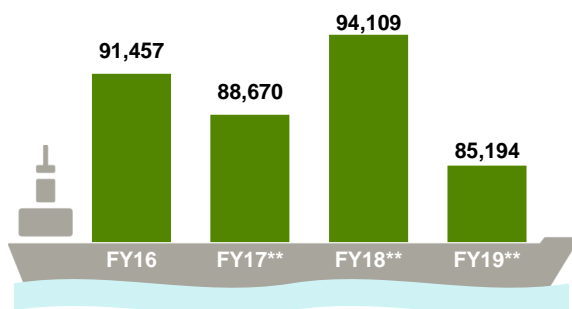
## PAT (INR Mn)



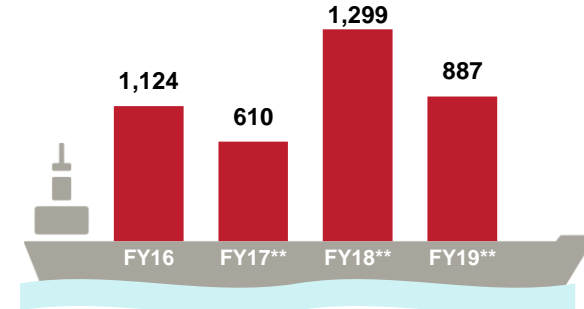
## Net Debt Equity (x)



## Debt/TEU (INR)



## Cash Flow from Operating Activities



\*Standalone  
\*\* As per Ind-AS





## Conference Call Invitation

Quarterly Earnings Call

*PhillipCapital (India) Private Limited cordially invites you to participate in*

## Shreyas Shipping & Logistics Limited

SRYS IN

CIN:L63000MH1988PLC048500

3QFY20 Earnings Conference Call

### Speakers

**Capt. Vivek Kumar Singh** – *Managing Director*

**Mr. Rajesh Desai** – *Chief Financial Officer*

### Call Leader

**Vikram Suryavanshi** (+9122 6246 4111)

**Monday – 17<sup>th</sup> February 2020 @ 11:00 AM IST**

**1:30 PM Singapore & HK; 5.30 AM UK**

### Dial-In-Numbers

**Primary Number:** +91 22 6280 1143 / 7115 8044

*The numbers listed above are universally accessible from all networks and all countries.*

**Local Access Number:** 7045671221 (Accessible from all major carriers except BSNL/MTNL.);

**Toll Free Number:** USA: 18667462133 / UK: 08081011573 / Singapore: 8001012045 / Hong Kong: 800964448

**Shreyas Shipping and Logistics Ltd Disclaimer :**

*No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Shreyas Shipping and Logistics Ltd ("Company" or "Shreyas Shipping and Logistics Limited"), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.*

*Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.*

*This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.*

*This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.*

**Valorem Advisors Disclaimer:**

*Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and 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. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.*



**Mr. Anuj Sonpal**  
**Valorem Advisors Investor Relations Management**

Tel: +91-22-4903-9500

Email: [shreyas@valoremadvisors.com](mailto:shreyas@valoremadvisors.com)



THANK YOU

