



SHREYAS
SHIPPING & LOGISTICS LTD

26th October, 2010

Green Revolution in Logistics



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Welcome

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Synopsis

- Company Background
- Vision and Mission
- Board Of Directors
- Business Models
- Opportunities for Coastal Shipping
- Logistics in India
- Domestic Logistics
- Uniqueness of Shreyas
- Financial Highlights
- Future Business Plans

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About Shreyas

- Part of Transworld Group of Companies, which has over 30 years experience in shipping and allied activities
- Commenced operations in 1994
- The first container feeder operator in India
- Pioneers in containerised multimodal logistics in India

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Vision

To be a premier Organization in India, which offers Total Shipping Solution, by providing high quality innovative services to its customers & stakeholders & be the market leader & trend-setter in the Indian Sub-continent, Arabian Gulf & South East Asia Region.

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Mission

- To provide quality and reliable services to our customers
- To remain forever committed to excellence
- To explore and discover new business horizons
- To unabatedly provide for our people adequate opportunities for professional growth
- To Achieve each “End” Tempered by “Quality” means
- To Make Constructive Contribution to the Society At Large

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Board of Directors

Mr. S. Ramakrishnan	Chairman & Managing Director (Promoter)
Mr. V. Ramnarayan	Director (Promoter)
Mr. S. Mahesh	Director (Promoter)
Mr. L. B. Culas	Director
Capt. P. P. Radhakrishnan	Director
Mr. Amitabha Ghosh	Director
Mr. S. Ragothaman	Director
Mr. D. T. Joseph	Director
Mr. Mannil Venugopalan	Director



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Business Model

Shreyas predominantly operates vessels on Indian coast.

It carries following types of cargoes:

i. Carrier of Export Import (exim) Cargo

Connecting hub ports like Mundra, Nhava Sheva etc to all Indian ports for carrying exim cargo

ii. Carrier of Regional Cargo

Shreyas connects cargoes to and fro to Karachi and Pakistan hinterlands.

iii. Domestic Logistics Cargo

Shreyas carries indigenous cargo connecting North, West and South India using its multimodal logistics

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Shreyas Service Network



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Indian Coastal Shipping

- Only Indian flag vessels are allowed to operate vessels on the Indian coast as per Indian statute.
- Government Projections for Coastal Shipping share can grow from 7% to 15% (300 million tonnes to 600 million tonnes)
- Govt of India's initiative and National Maritime Development Programme will give boost to coastal trade

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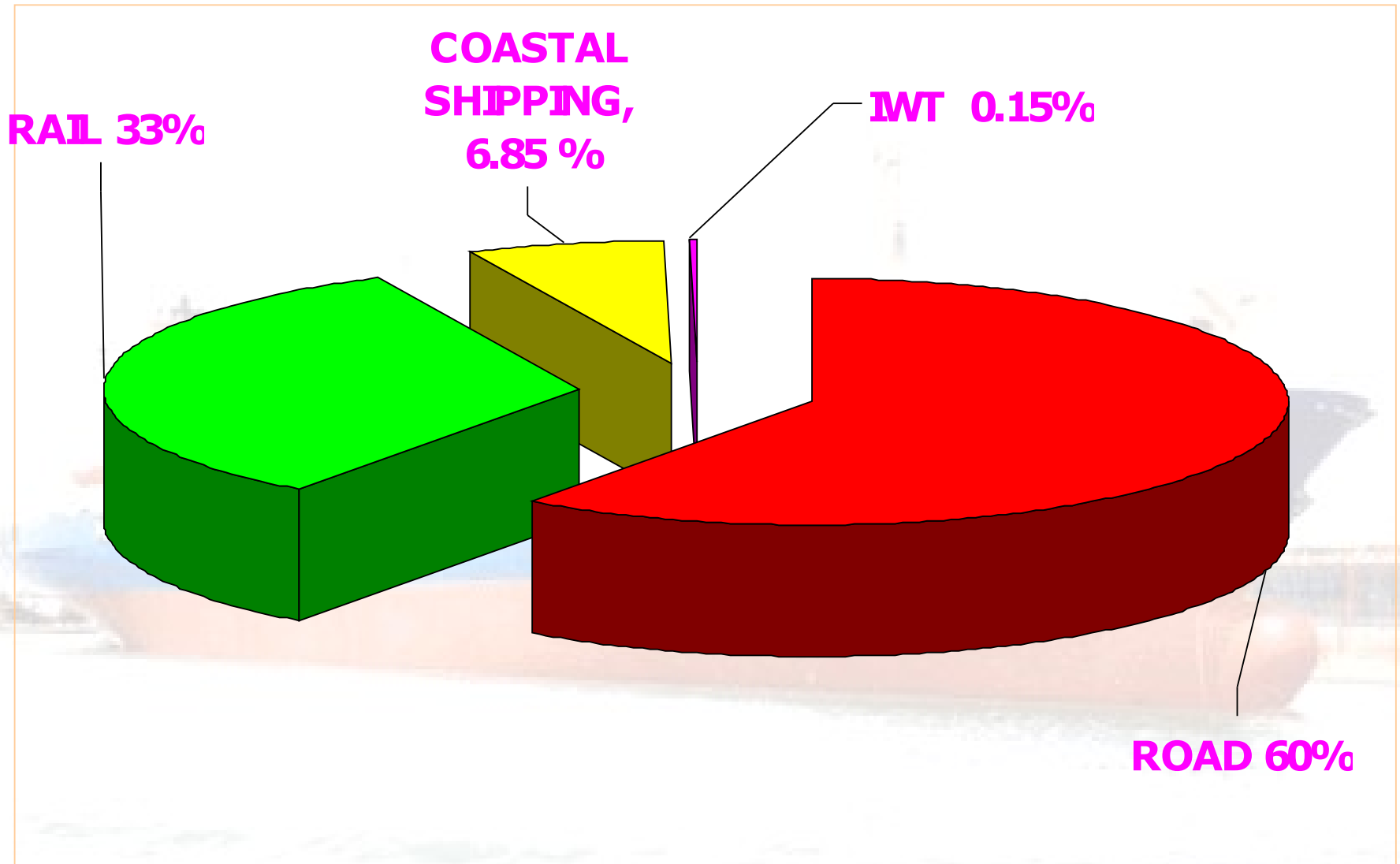


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Mode of Transport -India



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Opportunities for coastal shipping

- Major industries are located at the coastline
- There is huge pressure on the road and rail
- The massive developments of these modes will not be able to cater to the present growth
- In the case of coastal shipping, India is blessed with a vast coastline
- There is no need to build infrastructure and recurring maintenance cost
- In view of all this, the movement of cargo through coast is inevitable

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Logistics in India

- India's logistics cost is the highest as compared to other countries.
- While developed countries incur about 7-8% of its cost, India incurs about 11-15% of GDP.
- China incurs a cost of about 6% of its GDP
- This makes the Indian products uncompetitive
- The total logistics cost incurred by India in 09-10 is around USD 150 billion.

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Logistics in India

- Latest McKinsey report : *Building India: Transforming the nation's logistics infrastructure* released in September, 2010 recognises the integration of each mode of transport i.e road, rail and water.
- It states that India needs USD 500 billion logistics investment for growth.
- India loses USD 40 billion of its GDP due to poor logistics infrastructure i.e 4% of the GDP
 - India has GDP of USD 1200 billion.
- There is a need for holistic approach rather than individual pockets.

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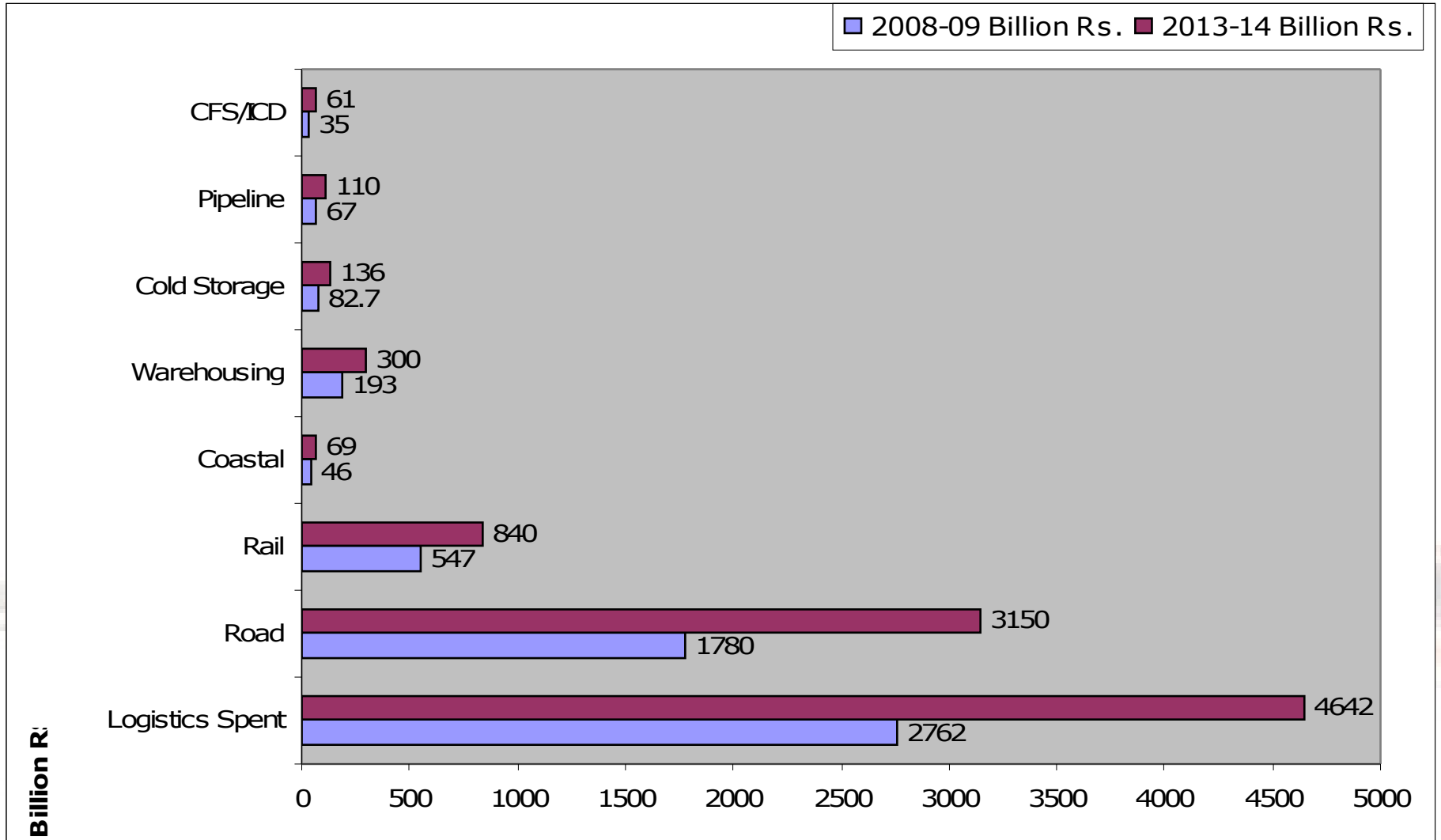


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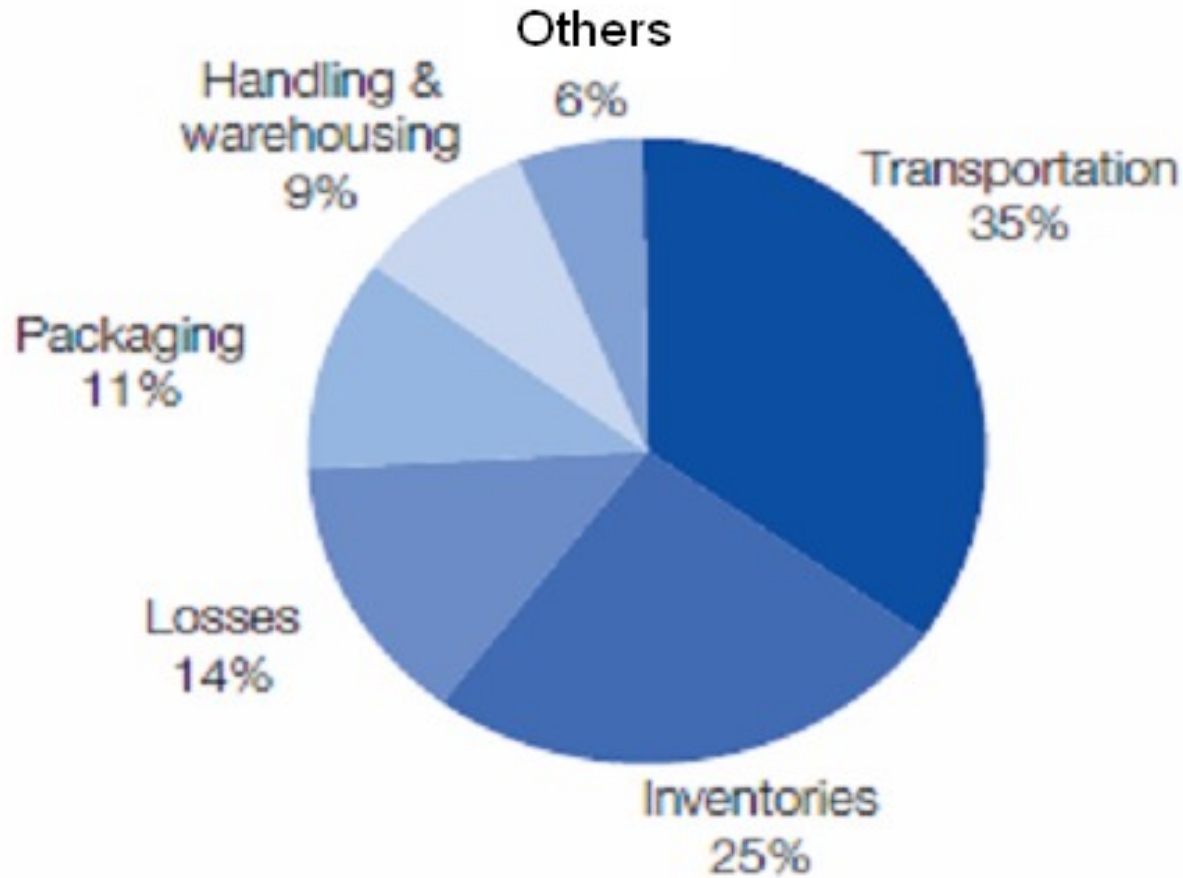
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Logistics in India (cont'd)



Break up of Indian Logistics Cost

Elements of logistics costs %



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Logistics in India (cont'd)

- Road and rail network has limitations in terms of expansion
- Movement of cargo through road will eventually lead to congestion;
- Cargo is exposed to various risks like pilferage, loss of cargo, increased time of delivery, accidents etc..

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Domestic Logistics

- Logistics services using intermodal operations
- Within India along western corridor stretching from north to south India
- Warehouses within India in strategic locations
- Owned tonnages suitable for transportation of domestic cargo
- Well established operational processes, systems, skilled manpower and geographical network to handle cargo in a hassle free and cost effective and efficient manner

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Domestic Logistics (cont'd)

- Multimodal Logistics
- Unique multimodal logistics model using road, rail and sea combinations
- Offers tailor made packages to clients
- Additional services like consolidation, segregation, aggregation, LCL (Less than Container Load)
- Warehousing facilities
- Transportation

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Advantages of multimodal logistics

- Reliable, Cost effective and safe transportation
- Sea transportation is the most economic mode with Stable consolidated ocean freight rates
- Cargo Safety Assured - No Shortage, Damage, Pilferage or Theft – Lesser Insurance cost
- Customer friendly / Tailored Business models

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Advantages of multimodal logistics (cont'd)

- Multiple Pickup / Deliveries possible - FCL / LCL
- Environmentally Friendly as it Reduces Pollution
- Fuel Saving compared to road transportation
- Protects National Highways from Congestion

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Uniqueness of Shreyas

- Coastal operational strength
- Owned fleet of vessel and multiple types of containers
- Tie up with rail operators
- Immense Goodwill
- Fixed vessel schedule

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Major Customers (Shreyas)

- MAERSK
- SAFMARINE
- CSAV / NORASIA LINE
- CMA CGM LINE
- HAPAG LLOYD
- DELMAS LINE
- MSC LINE
- PIL LINE
- NYK LINE
- APL LINE

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Major Customers (SRS�)

- IFFCO
- Reliance Industries
- CONCOR
- Indian Steel Corporation Ltd (Ruchi Group)
- ITC Limited
- Nirma Ltd
- Asian Paints
- Paragon Group
- Ashapura Group
- Maruti Ltd
- Sterlite Industries (Vedanta)
- TNPL
- Welspun Group
- LG India
- Samsung India
- HR Johnson India
- Nitco Ltd

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Financial Highlights

PARTICULARS	QUARTER		HALF YEAR	
	Sept'10	Sept'09	Sept'10	Sept'09
Total Income	5,109.11	3,718.11	9,450.62	7,638.47
(-) Operating Expenses	4,116.44	3,957.56	7,818.12	7,543.62
Operating Profit	992.67	(239.45)	1,632.50	94.85
(-) Interest Paid	145.67	101.37	312.24	225.67
(-) Depreciation	290.86	325.29	574.45	671.10
Profit Before Tax (PBT)	556.14	(666.11)	745.81	(801.92)
(-) Tax Provisions / FBT	70.21	10.95	97.02	39.63
Profit After Taxation (PAT)	485.93	(677.06)	648.79	(841.55)

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Future Business Plan

A. Vessel Acquisition

Plan to acquire 2 container vessels in the size ranging from 600-1200 teus which will be deployed in coastal operations.

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Future Business Plans (cont'd)

B. Backward Integration for Logistics

Extend operations by setting up inland facilities:

- Aggregation
- Additional Warehouses
 - Packing / repacking
 - Distribution centres
 - Bulk Logistics
- Over Dimensioned Cargo (ODC)
 - Liquid Logistics
- Reefer Cargo Movement
- Domestic Air Cargo

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Future Business Plan (cont'd)

To be a Lead Logistics Provider in the Indian Subcontinent.

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Thank you

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