



EXCELLING WITH

**INNOVATION.**

PROGRESSING WITH

**SUSTAINABILITY.**

35<sup>th</sup> ANNUAL REPORT 2022-23

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### CONSOLIDATED

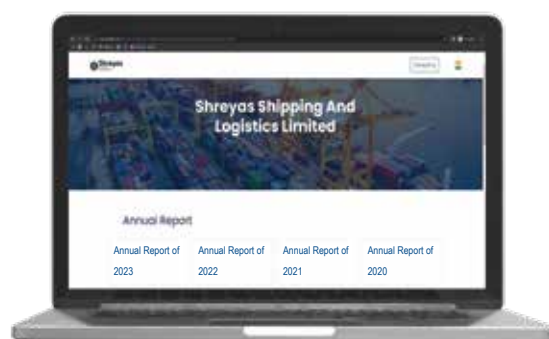
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### INVESTOR INFORMATION

Market Capitalisation as on 31 <sup>st</sup> March 2023:	₹ 523.80 Crores
CIN:	L63000MH1988PLC048500
BSE Code:	520151
NSE Symbol:	SHREYAS
Dividend Declared:	₹ 1.50
AGM Date:	14 <sup>th</sup> September 2023
AGM Venue/Mode:	Video Conferencing

Please find the online version of this report at:

<https://www.transworld.com/shreyas-shipping-and-logistics/>



### DISCLAIMER

This document contains statements about expected future events and financials of Shreyas Shipping and Logistics Ltd ("Your Company"), which are forward-looking. By their nature, forward-looking statements require Your Company to make assumptions and are subject to inherent risks and uncertainties. There is a significant risk that the assumptions, predictions, and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the Management Discussion and Analysis of this Annual Report.



# EXCELLING WITH INNOVATION. PROGRESSING WITH SUSTAINABILITY.

Sustainability has evolved from being a buzzword to an essential trait sought after by organisations today. It has become a crucial factor in modern business, complemented by innovation, as it drives both profitability and long-term growth. The convergence of innovation and sustainability is vital to achieving business objectives and generating positive socio-economic outcomes in the process. By fundamentally altering the cost of progress, innovation has the potential to support and propel sustainability endeavours forward.

With a strong emphasis on innovation, Shreyas Shipping and Logistics Ltd has transformed its operations by integrating advanced technologies and pioneering practices, resulting in exceptional services for its clients. Your Company takes pride in its leadership position in the private sector containership space. Moreover, its steadfast commitment to environmental responsibility sets Your Company apart, as it actively implements eco-friendly measures to minimise its carbon footprint. By optimising vessel routes, adopting fuel-efficient technologies, and supporting marine conservation initiatives, Your Company is excelling with innovation and progressing with eco-consciousness, thereby contributing to a greener future for the shipping industry.

By seamlessly combining the two fundamental aspects of 'innovation' and 'sustainability', Your Company has not only achieved and demonstrated its leadership position but is also adapting to evolving customer needs, in its endeavour to ensure a viable future.





## PROGRESSING AND EXCELLING SINCE INCEPTION: INTRODUCING THE TRANSWORLD GROUP

Transworld Group of Companies, founded by Mr. R. Sivaswamy in 1977 as a shipping company in Mumbai, has since grown into a leading global Shipping & Logistics Solution provider. Under the visionary leadership of Mr. Ramakrishnan Sivaswamy Iyer (Executive Chairman), the Group has achieved prominence in the shipping, marine, and logistics segments.

Headquartered in the Jebel Ali Free Zone (Dubai, UAE) and with a robust network of more than 40 own offices worldwide, staffed with over 1,000 experienced professionals, Transworld Group offers a comprehensive one-stop solution to customers for all their shipping & logistics needs. from ship owning & management to supply chain management, warehousing, road transportation, air freight, freight forwarding, aviation, feeder services, liner, and shipping agencies.

Transworld Group stands tall with over four decades of expertise in the industry and leverages its global presence and network partners to provide top-notch services to clients worldwide with an aim to continuously understand and identify your business expectations and develop opportunities to enhance their supply chain strategies and to create sustainable business growth for Shreyas Shipping customers and society.

Transworld Group recently marked its entry in the world of business jets through its new brand "Airavat" which is based out of Dubai to demonstrate its commitment to environmentally conscious sustainable hyper-personalized, luxury air travel. Building on Transworld Group's legacy, Airavat relies on its human centric focus to deliver prosperity to its customers, helping them make more time for life.

Our higher purpose is to create and share prosperity with our people, our shareholders and our stakeholders at large.



## HIGHER PURPOSE

Delivering Prosperity for Humanity

### VALUES

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



### MISSION

Inspire People to Create Value with Innovation, Service Excellence, Good Governance and Technology



### VISION

To Accelerate Global Trade, while Creating Sustainable Growth





# OUR FLEET

NAME	TEU SIZE	YEAR OF BUILT	AGE OF VESSEL	DWT	GRT
				MT	
CONTAINER					
SSL MUMBAI	1613	1997	26.0	24,374	18,602
SSL GUJARAT	1613	1997	26.0	24,374	18,602
SSL BHARAT	2959	1997	26.0	34,670	29,383
SSL VISAKHAPATNAM	1613	1996	27.0	24,376	18,602
SSL DELHI	2478	2000	23.0	33,899	25,369
SSL SABARIMALA	1118	2003	20.0	17,472	12,993
SSL GANGA	1581	2003	20.0	20,152	16,145
SSL BRAHMAPUTRA	4253	2003	20.0	50,900	39,941
SSL KRISHNA	2490	2002	21.0	34,611	27,322
SSL GODAVARI	2872	2010	13.0	35,538	32,901
SSL KAVERI	2553	2007	16.0	33,704	27,104
SSL THAMIRABARANI	962	2005	18.0	13,006	9,520
Total	26,105		21	347,076	276,484
DRY BULK CARRIERS					
TBC KAILASH	-	2011	12	35,152	22,358
TBC BADRINATH	-	2009	14	34,250	22,634
Total			13	69,402	44,992

Launched  
**Airavat Aviation**  
A luxury private jet venture with the idea of sustainability ingrained (To know more, please visit our website [www.airavat.com](http://www.airavat.com))

Transworld Group acquired 2<sup>nd</sup> new aircraft  
**ATJ-AAKASH and Hawker 4000 - RC72 - Business Jet TJ - Nakshatra**  
under the aviation vertical OEL Aviation

Acquired  
**SSL Thamirabarani, SSI Kaveri, and SSL Godavari**  
with carrying capacity of **962, 2,553, and 2,872** TEUs

Ventured into the liquid bulk segment through purchasing  
**TTC Vidyut and TTC Shakti**

# CHAIRMAN'S MESSAGE

Dear Shareholders,

The last year has been a challenging, exciting and a roller-coaster ride. I would firstly like to thank you and congratulate our entire team for putting in the hard yard & successfully conquering the aspired milestones.

The post-pandemic scenario has taught us many lessons, the most important ones being – ability to adapt, ability to work out of our comfort zone and the ability to think out of the box. The last two years, not only did we adapt to the uncertainties – the headwinds and tailwinds that followed – but it made us resilient to changing scenarios.

## ECONOMIC LANDSCAPE

The Indian economy has stood ground in 2022-23, despite global geo-political uncertainties. We fought every odd, patiently and efficiently to retain our position as the world's fastest-growing economy. Make in India campaign has created a lot of entrepreneurs and India has the highest number of start-ups. The ease of doing business has considerably improved. The oil crisis has been delicately handled by the Government leveraging our relationships and India remains the shining star in the global stage.

## INDUSTRY OUTLOOK

The shipping industry has been witnessing turbulent times since the boom during Covid-19 subsided. The post-pandemic period has reshaped the global trade and the business of shipping, freight, maritime, logistics & supply chain, reinforcing the need for stronger maritime and supply chain sector. Sudden spurt of supply realigning the demand-supply dynamics brought about a huge downturn in the industry. The freight and charter rates continue to drop. However, the Indian Government has been very pro-active and initiatives like the logistics policy will improve ports, thereby facilitating infrastructure for the shipping industry.







Our country's Prime Minister, Shri Narendra Modi, launched PM Gati Shakti - National Master Plan for multi-modal Connectivity - essentially a digital platform to bring 16 Ministries, including railways and roadways together for integrated planning and coordinated implementation of infrastructure connectivity projects. PM Gati Shakti will incorporate the infrastructure schemes of various Ministries and State Governments like Bharatmala, Sagarmala, inland waterways, dry/land ports, UDAN, economic zones like textile clusters, pharmaceutical clusters, defence corridors, electronic parks, industrial corridors, fishing clusters and agri zones will be covered to improve connectivity & make Indian businesses more competitive. It will also leverage technology extensively, including spatial planning tools with ISRO (Indian Space Research Organisation) imagery developed by BISAG-N (Bhaskaracharya National Institute for Space Applications and Geoinformatics)

In a nutshell, the companies with a strong foundation and vision will survive the current industrial situation.

### OPERATIONAL HIGHLIGHTS

During the year, we operated large part of our services on the Indian coast. Our strategic business partnership with M/s Unifeeders ISC FZCO came into existence as on 1<sup>st</sup> July 2021 pursuant to execution of long-term framework chartering arrangement and continued during the year. Charter hire income now remain the primary revenue driver for Your Company. During the year, we also added three container vessels, MV SSL Godavari, MV SSL Kaveri and MV SSL Thamirabarani, in our portfolio, as a replacement of three older vessels (MV SSL Chennai, MV SSL Kochi & MV SSL Ganga). MV SSL Chennai and MV SSL Kochi were sold during the year. MV SSL Ganga will be sold before the date of special survey. During the year, Your Company also completed dry dock/special survey of 5 vessels with total capital cost of ₹ 160 Crores. As on 31<sup>st</sup> March 2023, our fleet consisted of 14 vessels, comprising 12 container vessels (26,105 TEUs and, 2,76,484 MT GRT and 3,47,061 MT DWT) and two dry bulk vessels (44,992 MT GRT and 69,402 MT DWT), making us one of India's largest container tonnage owning company. The current container ship tonnages are right sized and priced to suit the coastal trade. On the other hand, the dry bulk carriers remain deployed in world-wide trades with first-class charterers.

### ROBUST FINANCIAL PERFORMANCE

Despite various headwinds, which includes mismatch of supply & demand of containers, manpower unavailability and supply chain disruption, Your Company showcased decent financial performance by reporting higher EBITDA levels and better margins. Let me share some of the highlights of our financial performance during 2022-23:

- Standalone Revenue from Operations stood at ₹ 48,378 lakhs as against ₹ 51,359 lakhs in the previous year

- EBITDA stood at ₹ 26,521 lakhs, registering a growth of 15% over the previous year
- Profit before Tax remained flat as compared to the previous year and stood at ₹ 19,929 lakhs
- Earnings Per Share (EPS) was clocked at ₹ 90 per share, compared to ₹ 115 in the previous year

### FUTURE COURSE

In spite of the volatility, we are bullish on the macro-economic trends and are hopeful that factors like oil demand, inflation, supply chain disruptions and interest rates will rebound back. We look forward for enhanced investment in various segments with a strong belief in the Indian Economic outlook.

The markets are gradually recovering and shall continue to grow. The Russia-Ukraine war might have hampered the progress temporarily, but the growing consumption and improved business sentiments will have a positive impact on the economy as well as on Your Company. Our presence across both containerised and bulk ships will allow us to cater to both domestic as well as global opportunities. We plan foray into the liquid bulk/tanker segment and are closely in talks with GIF City, Gujarat, for vessel acquisitions.

Technology with human touch creating sustainable growth is the edifice of our strategy. We are strongly driven by the philosophy of the Transworld Group – 'Higher Purpose of Delivering Prosperity to Humanity'. While we are in the business to make profits for our shareholders, employees & associates, the sublime goal is to use this wealth as a medium to share and create prosperity for the entire eco-system and be a catalyst for positive change. Our corporate responsibility activities are spread across all sections of the society and environment. The employees and their respective families are all involved in our social activities, thereby spreading the culture of compassion & giving. We target to be carbon neutral by 2043.

### VOTE OF THANKS

I take this opportunity to thank my colleagues on the Board for their knowledge and guidance in the evolving approach of our strategy and helping Your Company grow consistently. I would also like to thank the entire team for their unwavering dedication and tireless efforts in elevating Your Company's position in our business space. I express my gratitude to all other stakeholders for their support and belief in our journey. We look forward to your continued support in our journey towards achievement of our goals.

Best Regards,

**Ramakrishnan Sivaswamy Iyer**

Executive Chairman

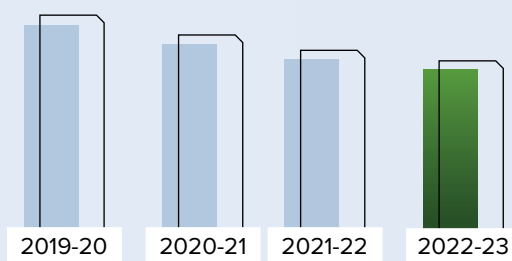
# EXCELLING FINANCIALLY: A LOOK AT REVENUE

Over the years, Your Company has weathered changing economic cycles and market fluctuations, showcasing its ability to adapt and thrive in challenging environments. Its steadfast commitment to ensuring operational efficiency, cost optimisation, and strategic investments has contributed to profitability and enhanced

shareholder value. Moreover, Your Company's resilience goes beyond financial metrics. It takes a forward-looking approach to navigating uncertainties and seizing opportunities in the dynamic global shipping landscape.

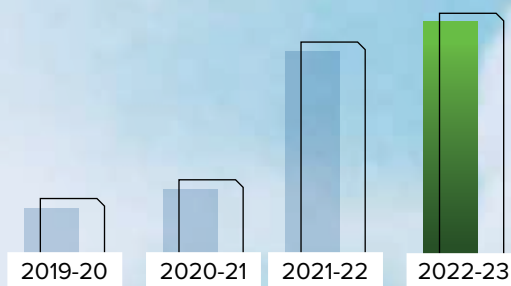
**Revenue** (₹ in mn)

6,125      5,600      5,136      4,838



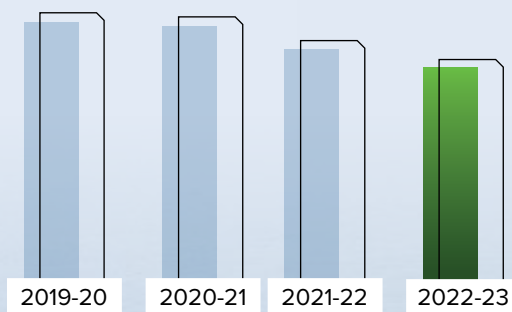
**EBITDA** (₹ in mn)

465      683      2,306      2,652



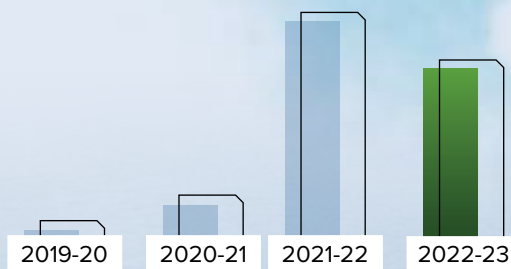
**EBITDA Margin** (%)

7.59      12.20      44.91      54.82



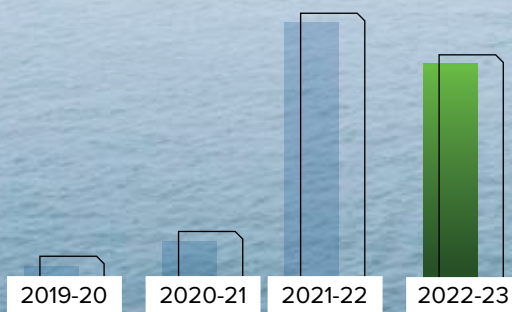
**PAT** (₹ in mn)

85      375      2,514      1,968



**PAT Margin** (%)

1.38      6.69      48.96      40.68



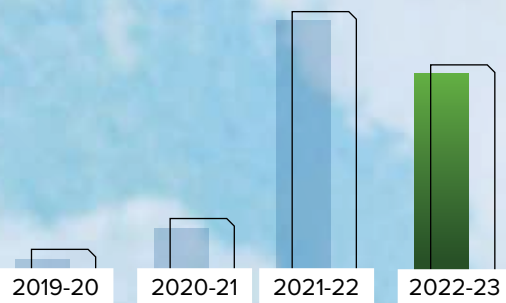




## EPS

(₹)

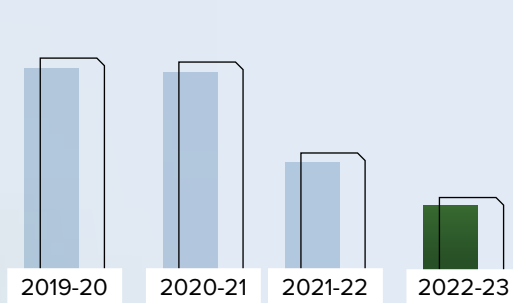
3.85      17.07      114.51      89.63



## Asset Turnover Ratio

(X times)

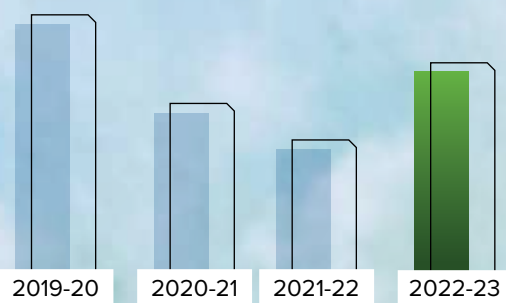
1.53      1.5      0.8      0.46



## Net Debt Equity Ratio

(X times)

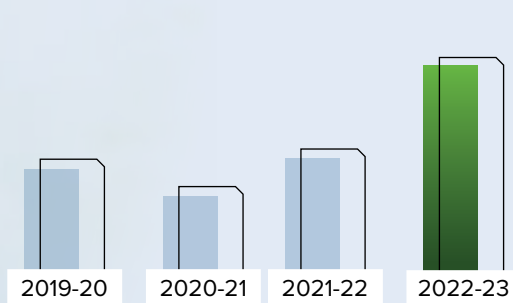
0.75      0.48      0.37      0.61



## O/s Loan per GRT

(₹)

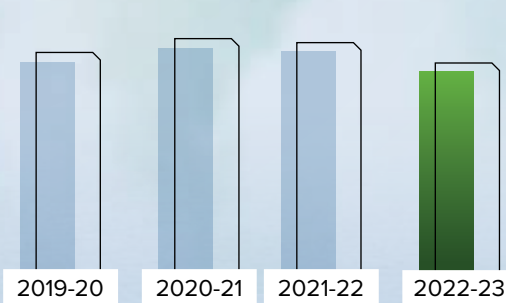
7,535      5,455      8,359      15,507



## Fleet Age

(Years)

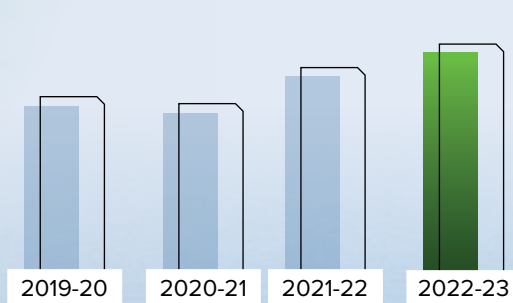
19.92      21.38      20.92      19.14



## Deadweight Tonnage

(MT)

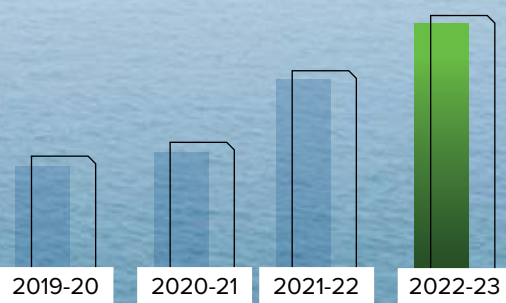
312,016      300,878      370,280      416,463



## Book Value

(₹)

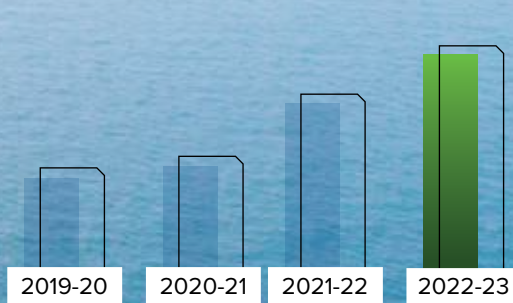
153      173      287      373



## Net Worth

(₹ in mn)

3,350      3,809      6,294      8,188



# INNOVATING FOR SUSTAINABILITY AND EXCELLING IN ESG COMMITMENT

Your Company is committed to embracing sustainability and value creation through its proactive environmental, social, and governance (ESG) endeavours. Recognising the significance of ESG practices, Your Company diligently addresses pertinent issues across its entire value chain. By doing so, Your Company aims to not only safeguard its business operations against potential risks but also capitalise on opportunities that foster long-term sustainable growth.

With a deep-rooted understanding of the global context, Your Company's ESG strategy and actions are thoughtfully tailored to align with both global goals and the specific needs and priorities of the local communities and regions it serves. By integrating global vision with local perspectives, Your Company strives to make a meaningful and positive impact on society and the environment while enhancing its own business resilience and value proposition.

