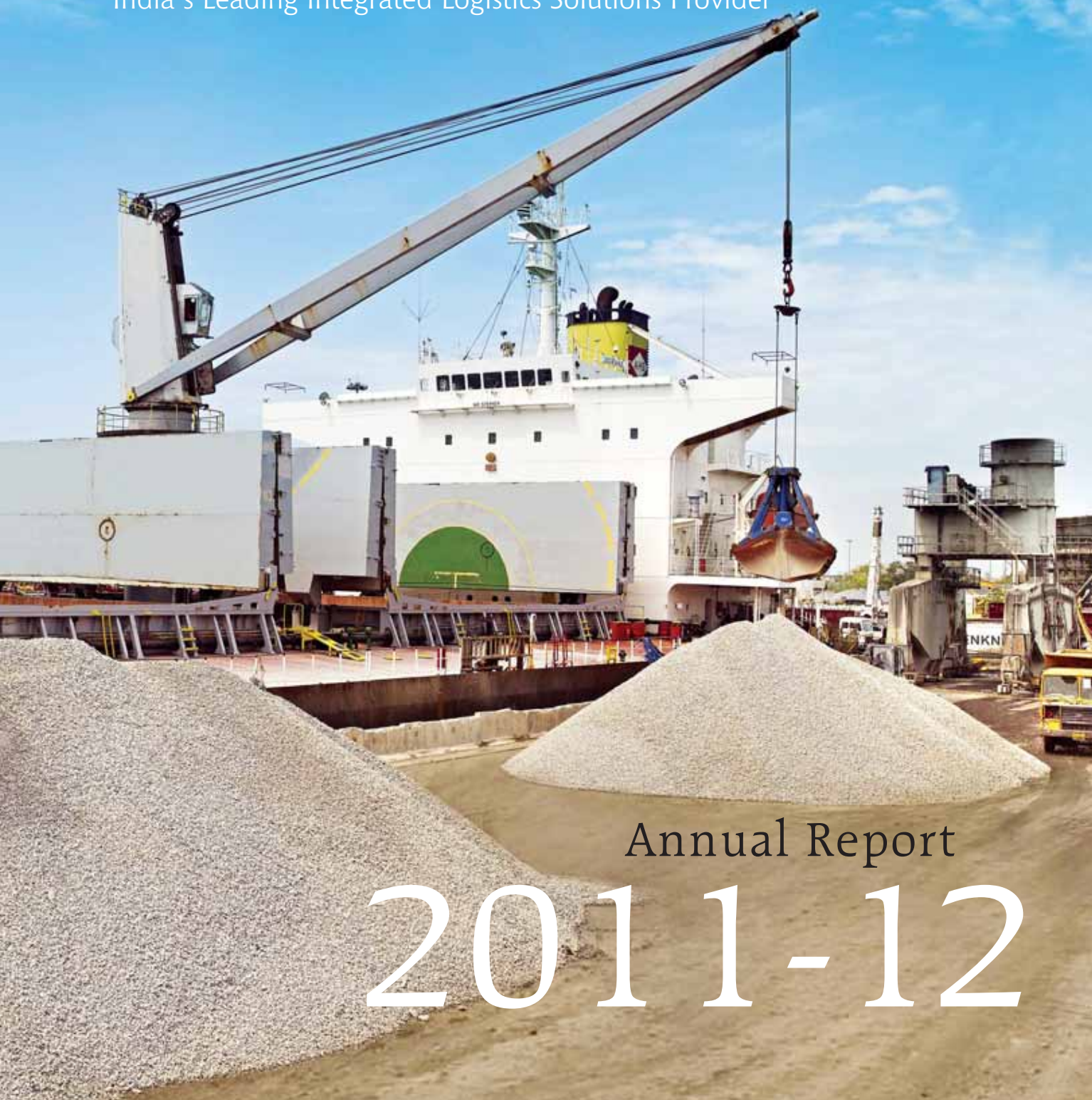


**SICAL**  
COFFEE DAY CO.

**LEAN. FAST. AGILE.**

India's Leading Integrated Logistics Solutions Provider



Annual Report

**2011-12**

To be the most Reliable, Trusted and Preferred logistics partner across Business, providing Cost Effective, Innovative and Best-Fit solutions for customers, ultimately enhancing value for all its Stakeholders.

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**Disclaimer:** The information and opinions contained in this document do not constitute an offer to buy any of Sical's securities, businesses, products, or services. The document might contain forward-looking statements qualified by words such as 'expect', 'plan', 'estimate', 'believe', 'project', 'intends', 'exploit', and 'anticipates', that we believe to be true at the time of the preparation of the document. The actual events may differ from those anticipated in these statements because of risk, and uncertainty of the validity of our assumptions. Sical does not take on any obligation to publicly update any forward-looking statement, whether as a result of new information, future events or otherwise.

# QUICK INFORMATION

## Board

R Ram Mohan	Managing Director
Kush Desai	Director
SR Ramakrishnan	Director
HR Srinivasan	Director
AS Sundaresha	Director
H Rathnakar Hegde	Director

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### Registered office

South India House  
73 Armenian Street  
Chennai 600001

Voice +91 44 66157016  
Fax +91 44 66157017  
Email [secl@sical.com](mailto:secl@sical.com)  
Web [www.sical.com](http://www.sical.com)

### Bankers

Allahabad Bank  
Axis Bank  
Bank of Baroda  
IDBI Bank  
ING Vysya Bank  
The Ratnakar Bank  
YES Bank

### Auditors

CNGSN & Associates  
Chartered Accountants  
20 Raja Street T Nagar  
Chennai 600017

Company secretary  
V Radhakrishnan

# BUSINESS SNAPSHOT

## Port operations

Handling of dry and liquid bulk cargo at various ports. Services include customs house agency, shipping agency and stevedoring.

## Container terminals

Handling of containers at Tuticorin container terminals in association with PSA International Terminals Pte Ltd.

## CFS/ICD

Container freight stations at Chennai, Vizag and Tuticorin.

## Trucking and warehousing

Bulk (dry and liquid), project, ODC, fertilizer, metals, and packaged goods; transported across India.

## Bulk terminals

Exclusive berth, namely, Jawahar Dock 5 at Chennai port to handle large vessels.

Iron ore terminal at Ennore Port.

Deep draft berth for handling iron ore under implementation at New Mangalore Port.

## Container trains

Being operated on pan-India basis for the movement of edible oil, glasses, pipes, scraps, cereals, granite, marbles, tiles, and copper concentrates.

# BUSINESS STRUCTURE

22% | **Promoters**  
53% | **Co-promoters**  
25% | **Public**

## Sical Logistics

Port operations, Trucking and  
Warehousing

- > Sical Iron Ore Terminal (Mangalore) | 100%  
Iron ore terminal at Mangalore port
- > Bergen Offshore Logistics | 100%  
Offshore logistics
  - > Norse Global Offshore | 100%  
Offshore logistics
- > Norse Offshore India | 100%  
Offshore logistics
- > Sical Iron Ore Terminal | 63%  
Iron ore terminal at Ennore
- > Sical Infra Assets | 53.60%  
SPV for asset-intensive businesses
  - > Sical Distriparks | 100%  
CFS/ICD
  - > Sical Multimodal and Rail Transport | 100%  
Pan-India container train operations
    - > Sical Hambuja Logistics | 100%  
Container train operations
    - > Sical Sattva Rail Terminals | 50%  
Container terminal operations
  - > Nagpur Sical Gupta Road Terminal | 77%  
Road terminal
  - > Nagpur Sical Gupta Logistics | 71%  
Rail terminal
- > Ennore Automotive Logistics | 40.92%  
Automotive yard logistics
- > PSA Sical | 37.50%  
Container terminal JV with Port of Singapore Authority

# END-TO-END INTEGRATED MULTIMODAL DELIVERY

## Container cargo

Sea



Port/terminal



CONTAINER TERMINAL at Tuticorin in JV with PSA Corporation, Singapore.

ICD/CFS



CONTAINER FREIGHT STATIONS at Chennai, Tuticorin, Visakhapatnam. Value added services such as bagging, palletizing, strapping, and shrink packing.

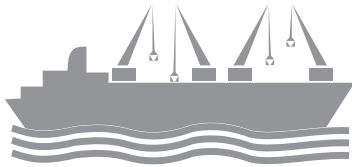
Multimodal  
transportation



Pan-India TRUCKING FLEET with GSM/GPS systems for real-time tracking of high value cargo.

# customers

## Bulk cargo



SHIP AGENCY at all major and intermediate ports in India.



STEVEDORING, CUSTOMS CLEARING at Chennai, Tuticorin, Visakhapatnam, Kandla, Haldia, Paradip, Goa, Mangalore.

IRON ORE TERMINALS at Ennore and Mangalore.

COAL TERMINAL at Ennore port.



Pan-India CONTAINER TRAIN operations with multiple rakes carrying exim and domestic cargo on the strategic north-south, east-north and east-west corridors.



# customers



# DELIVERY NETWORK

Large pan India presence

- Offices
- ▲ Port operations
- ▼ Freight forwarding
- ★ Ship agency
- ◆ Iron ore terminals
- ⬢ Coal terminal
- Container terminal
- ◈ Multi-purpose cargo
- ⋈ CFS/ICD
- ⋈ Rail logistics



## PRODUCTS WE MOVE

Ores	Containers	Dry bulk	Over-dimensional cargo
Iron ore and pellets	20'-40' open top	Coal	Plant and machinery
Manganese	ISO tanks	Coke	Heavy duty handling equipment
Chrome	Packaged goods	Dolomite	Project cargo
Steel	Fertilizer	Limestone	Transformers
HR coils	Cement	Sulfur/rock phosphate	Generators
CR coils	Sugar	Urea	Gases
Slabs	Food	DAP	LPG
Billets	FMCG	MOP	Chlorine
Plates	Consumer electronics	Liquid bulk	Oxygen
Metals	Computers	Diesel	
Copper anode	Tubes	Petrol	
Aluminium ingots		LAB	
		Benzene	
		Ethanol	
		Furnace oil	
		Ammonia	

## KEY CUSTOMERS

Andhra Pradesh Paper Mills	Gokul Refoils & Solvent	Phillips Carbon Black
Adani Enterprises	GTL Infrastructure	Rajshree Cements
Asahi India Glass	Hindustan Copper	Rashtriya Ispat Nigam
Asias Freight Forwarders	Hindalco Industries	Royal Logistics
A to Z Logistics	Hindustan Aeronautics	Saint Gobain Glass India
AM Transport	India Cements	Shell India
Adhunik Metaliks	Indo Arya Central Transport	Seaways Shipping
Balaji Mines	Ispat Industries	Shrinivasa Roadways
BEML	JSW Steel	South Eastern Carriers
Bharat Heavy Electricals	Krishak Bharat Co-Operative	Steel Authority Of India
Bhatia International	Manali Petrochemical	Sterlite Industries (India)
Empee Sugars and Chemicals	Maersk Line India	Shayam Metaliks
Engineers India	Mother Dairy	Tamilnadu News Print & Papers
Emami Biotech	NYK Lines	Tamilnadu Petroproducts
Ford India	Phulchand Exports	Tamilnadu Electricity Board
Grasim Industries	Pepsico India	Ultra Tech Cements
Gupta Coal (India)	Precious Carrying Corporation	Welspun Maxsteel

The above list is neither complete nor exhaustive; its purpose is merely to showcase Sical's customer engagements.

### Customer profile

	FY12	FY11	FY10
Percentage of revenue from no 1 customers	44%	32%	33%
Percentage of revenue from top 5 customers	70%	69%	64%
Percentage of revenue from top 10 customers	79%	80%	78%
No of customers that account for more than 10% of total revenue	2	2	3
No of customers that account for over INR 100 lakhs annual revenue	47	26	44
No of customers that account for over INR 500 lakhs annual revenue	12	16	17
No of customers that account for over INR 1000 lakhs annual revenue	7	9	8

# KEY FINANCIALS

(consolidated, in INR lacs)

Year To 31 March	2012	2011	2010
Revenue	78163	80348	72673
EBIDTA	8533	3206	3817

Year To 31 March	2012	2011	2010
Equity share capital	5562	3954	3954
Net worth	41779	40508	31694
Current assets	32138	46130	59074
Cash and bank balance	7813	19443	8610
Net working capital	6492	2631	17924
Non current assets	98162	85793	95288

## 5-year financials

(stand-alone, in INR lacs)

Year to 31 March	2012	2011	2010	2009	2008
Sales and other income	50204	57048	53740	47962	57096
EBITDA	4797	2757	4427	4177	4228
Interest	2565	1144	1719	1694	1321
Depreciation	1336	1133	1163	1193	1230
Tax	(296)	(822)	(6)	(66)	(402)
Exceptional items	137	225	(1086)	810	1548
Net profit	1329	1076	2636	546	3626
Equity capital	5562	3954	3954	3954	3954
Net worth	40268	38907	32719	19612	27081