SICAL LOGISTICS LTD.

SICAL
COFFEE DAY CO.

Lean. Fast. Agile

India's Leading Integrated Logistics Solution Provider











Annual Report 2012-13

SICAL
COFFEE DAY CO.

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

Registered office

South India House
73 Armenian Street
Chennai 600001

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Fax +91 44 66157017
Email secl@sical.com
Web www.sical.in

Bankers

Bank of Baroda
IDBI Bank
IIFCL
Indus Ind Bank
ING Vysya Bank
The Ratnakar Bank
UCO Bank
United Bank of India
YES Bank

Auditors

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

Company secretary

V Radhakrishnan

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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 terminal in association with PSA International Pte Ltd.

CFS/ICD

Container freight stations at Chennai, Vizag, Tuticorin and ICD at Melpakkam

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

Pan-India container rail operations

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

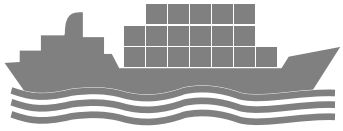
- Sical Iron Ore Terminal (Mangalore) | 100%
  Iron ore terminal at Mangalore port
- Bergen Offshore Logistics | 100%
  Offshore logistics
  - Norsea Global Offshore | 100%
    Offshore logistics
- Norsea Offshore India | 100%
  Offshore logistics
- Sical Adams Offshore | 100%
  Offshore logistics
- Sical Iron Ore Terminal | 63%
  Iron ore terminal at Ennore
- Sical Infra Assets | 53.60%
  SPV for asset-intensive businesses
  - Sical Multimodal and Rail Transport | 100%
    Pan-India container train operations and CFS/ICD
    - Sical Sattva Rail Terminals | 50%
      Container terminal operations in JV with Sattva
  - Nagpur Sical Gupta Road Terminal | 77%
    Road terminal
  - Nagpur Sical Gupta Logistics | 71%
    Rail terminal
- Ennore Automotive Logistics | 40.92%
  Automotive yard logistics in JV with MOL & Toyofuji, Japan
- PSA Sical | 37.50%
  Container terminal in JV with PSA International Pte. Ltd.

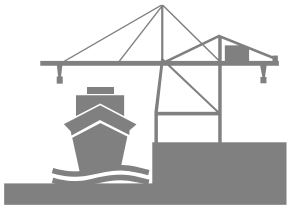
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END-TO-END INTEGRATED MULTIMODAL DELIVERY

Container Cargo

Sea





Port/terminal

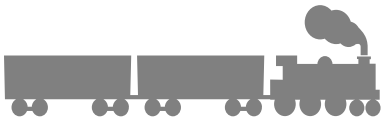
CONTAINER TERMINAL at Tuticorin in JV with PSA International Pte. Ltd., Singapore.



ICD/CFS

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

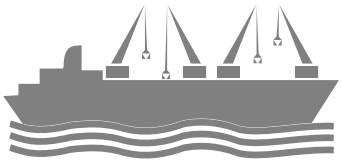
Multimodal transportation



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

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.

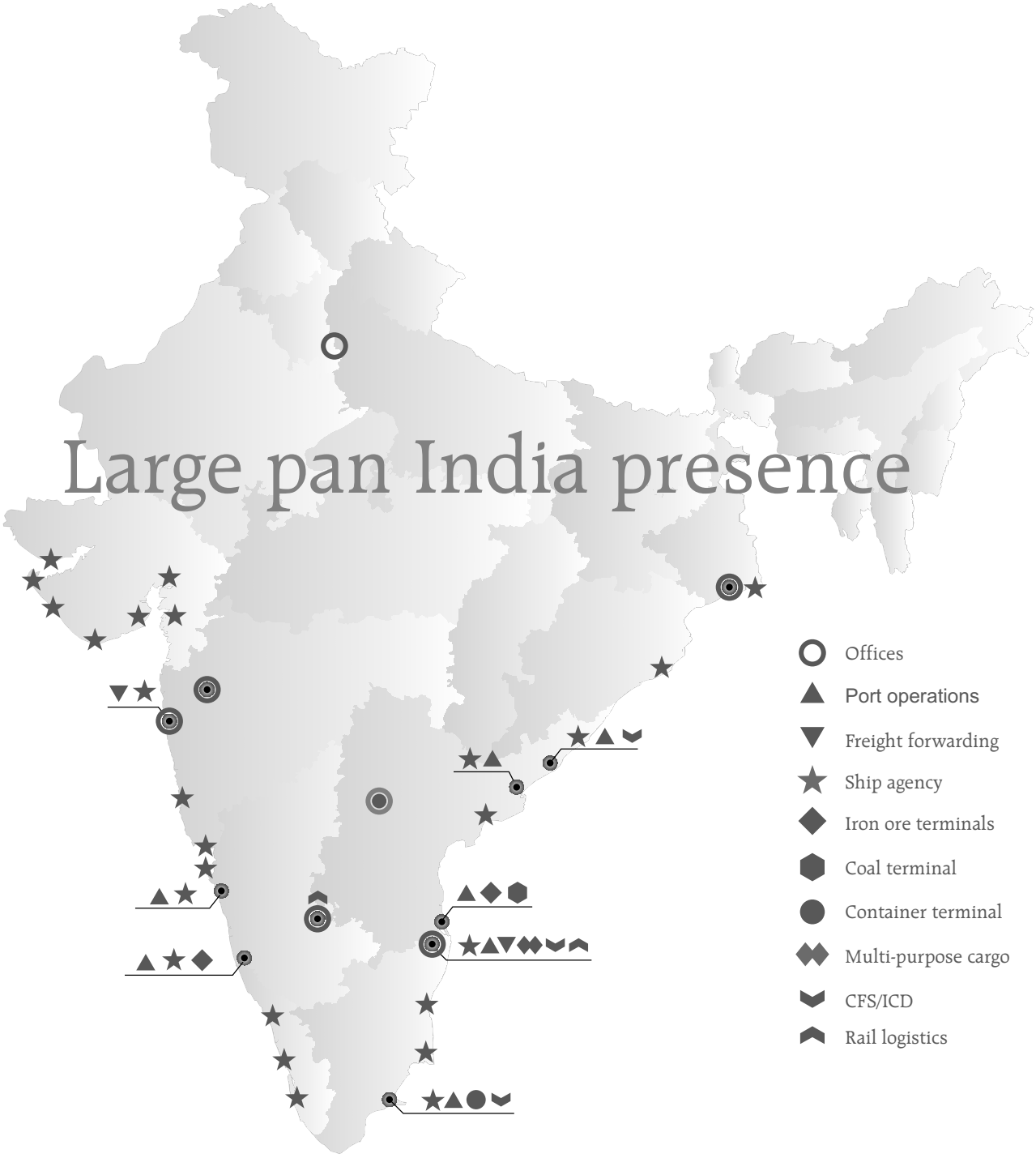


Pan-India **TRUCKING** FLEET with GSM/GPS systems for real-time tracking of high value cargo.

customers

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DELIVERY NETWORK



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PRODUCTS WE MOVE

Ores
Iron ore and pellets
Manganese
Chrome

Steel
HR coils
CR coils
Slabs
Billets
Plates

Metals
Copper anode
Aluminium ingots

Containers
20'-40' open top
ISO tanks

Packaged goods
Fertilizer
Cement
Sugar
Food
FMCG
Consumer electronics
Computers
Tubes

Dry bulk
Coal
Coke
Dolomite
Limestone
Sulfur/rock phosphate
Urea
DAP
MOP

Liquid bulk
Diesel
Petrol
LAB
Benzene
Ethanol
Furnace oil
Ammonia

Over-dimensional cargo
Plant and machinery
Heavy duty handling equipment
Project cargo
Transformers
Generators

Gases
LPG
Chlorine
Oxygen

KEY CUSTOMERS

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

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

Customer profile

	FY13	FY12	FY11
Percentage of revenue from no 1 customers	45%	44%	32%
Percentage of revenue from top 5 customers	69%	70%	69%
Percentage of revenue from top 10 customers	76%	79%	80%
No of customers that account for more than 10% of total revenue	2	2	2
No of customers that account for over INR 100 lakhs annual revenue	43	47	26
No of customers that account for over INR 500 lakhs annual revenue	13	12	16
No of customers that account for over INR 1000 lakhs annual revenue	5	7	9

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KEY FINANCIALS

(consolidated, in INR lacs)

Year To 31 March	**2013**	2012	2011
Revenue	77620	79118	80348
EBIDTA	10862	9235	3206

Year To 31 March	**2013**	2012	2011
Equity share capital	5562	5562	3954
Net worth	43404	41779	40508
Current assets	35196	27223	46130
Cash and bank balance	12317	7772	19443
Net working capital	2189	2400	2631

5-year financials

(stand-alone, in INR lacs)

Year to 31 March	**2013**	**2012**	**2011**	**2010**	**2009**
Sales and other income	51321	50787	57048	53740	47962
EBITDA	6800	5380	2757	4427	4177
Interest	4705	3148	1144	1719	1694
Depreciation	1454	1337	1133	1163	1193
Tax	(754)	(296)	(822)	(6)	(66)
Exceptional items	132	137	225	(1086)	810
Net profit	1172	1329	1076	2636	546
Equity capital	5562	5562	3954	3954	3954
Net worth	41694	40268	38907	32719	19612