

SICAL
A COFFEE DAY COMPANY

SICAL LOGISTICS LTD.

Lean. Fast. Agile



Single Window for Integrated Logistics

**Annual Report
2016-17**

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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Sical overview

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QUICK INFORMATION

Board

R Ram Mohan	Chairman
Kush Desai	Joint Managing Director
Sunil Deshmukh	Director
Shweta Shetty	Director
HR Srinivasan	Independent Director
H Rathnakar Hegde	Independent Director
S. Ravinarayanan	Independent Director
Sudhir Kamath	Independent Director

REGISTERED OFFICE

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Chennai 600001
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Fax: +91 44 66157017
Email: secl@sical.com
Web: www.sical.in

BANKERS

Axis Bank
Bank of Baroda
Canara Bank
DCB Bank
IDFC Bank
IndusInd Bank
Kotak Mahindra Bank
RBL Bank
The South Indian Bank
YES Bank

AUDITORS

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

COMPANY SECRETARY

V Radhakrishnan

DEBENTURE TRUSTEES

IDBI Trusteeship Services Limited
Asian Building, Ground Floor
17, R. Kamani Marg
Ballard Estate
Mumbai 400 001

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 and Tuticorin and ICD at Melpakkam

Road Logistics

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

Retail Supply Chain Solutions

Cold chain, warehousing and dry logistics across hospitality, pharma and FMCG industries

Bulk Terminals

Coal berth at Kamarajar Port
Coal Cum Iron ore terminal at Kamarajar 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.

Mining Operations

Surface mining
Bulk handling solutions at mines
Mine developing and operating

Integrated Logistics

End to end integrated logistics solutions for bulk and containerized cargo

BUSINESS STRUCTURE

4% | Promoters
 53% | Co-promoters
 43% | 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
- **Sical Adams Offshore | 100%**
Offshore logistics
- **Sical Mining Limited | 100%**
Mining Development and Operation
- **Sical Iron Ore Terminal | 63%**
Iron ore terminal also to handle coal 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
 - **Sical Bangalore Logistics Park Limited | 100%**
ICD operations at Bengaluru
- **Sical Saumya Mining | 65%**
Overburden removal at mines
- **PSA Sical | 37.50%**
Container terminal in JV with PSA International Pte. Ltd. at Tuticorin

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, Vizag and Tuticorin, Value added services such as bagging, palletizing, strapping, and shrink packing.

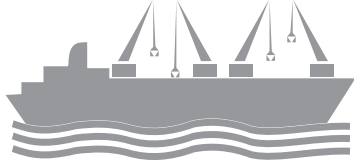
Multimodal transportation



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.

COAL CUM IRON ORE TERMINAL at Kamarajar Port.

COAL TERMINAL at Kamarajar Port.



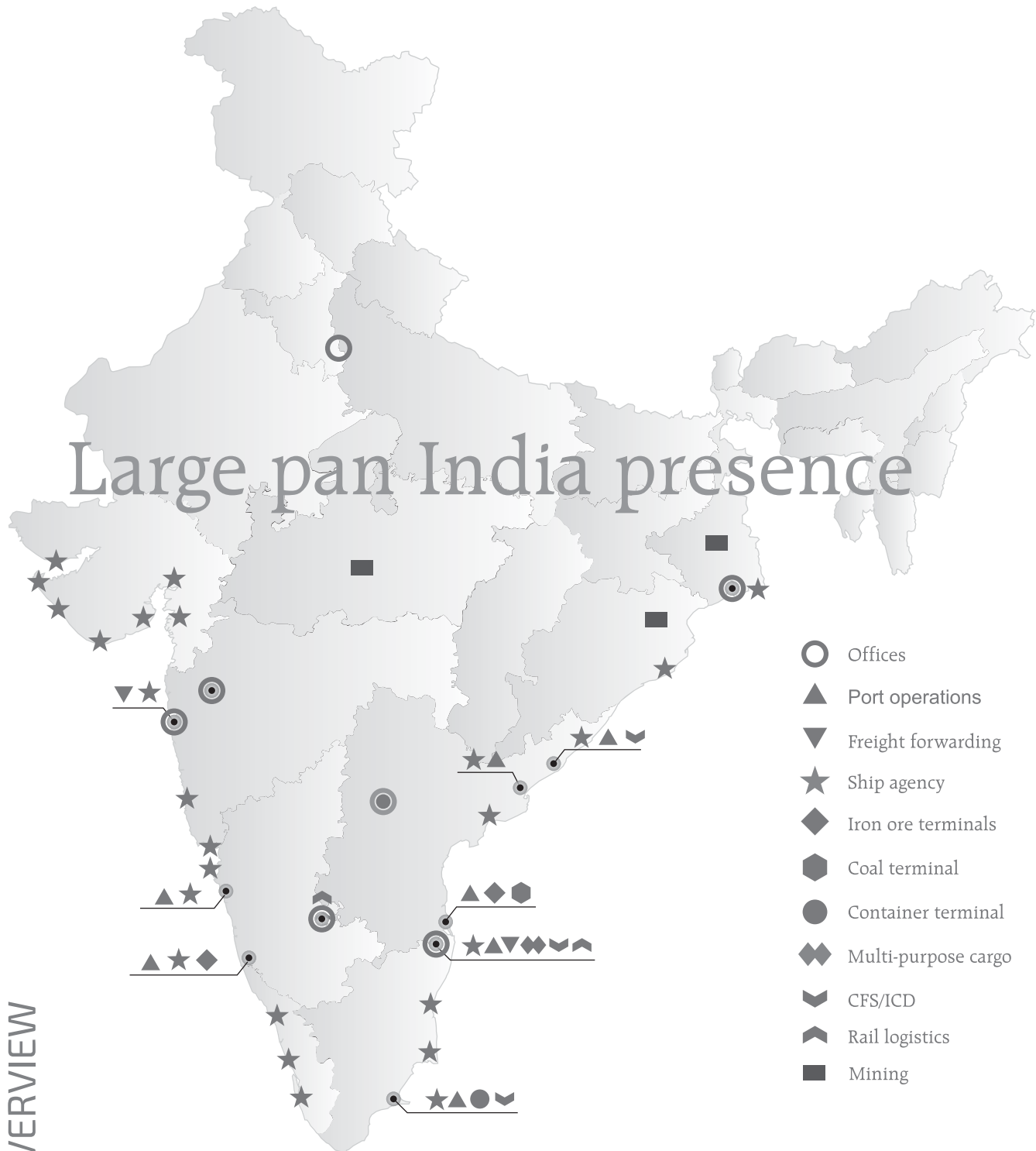
Pan-India **TRUCKING FLEET** with GSM/GPS systems for real-time tracking of high value cargo, Cold chain and warehousing



Overburden and Mining Developer and operator in Odisha, Madhya Pradesh and West Bengal

customers

DELIVERY NETWORK



PRODUCTS WE MOVE

Ores Iron ore and pellets Ferro Manganese Chrome Steel HR coils CR coils Slabs Billets Plates Iron Bars / Coils Metals Copper anode Aluminium ingots Glass Carbon Black Compound rubber Containers 20'-40' open top ISO tanks	Packaged goods Fertilizer Cement Sugar Food FMCG Consumer Electronics Computers Tubes /Pipes Paper Reel and Bundles Garments Dry bulk Coal Coke Dolomite Limestone Sulfur/rock phosphate Urea DAP MOP	Liquid bulk Diesel Petrol LAB Benzene Ethanol Furnace oil Ammonia Edible oils Over-dimensional cargo Plant and machinery Heavy duty handling equipment Project cargo Transformers Generators Gases LPG Chlorine Oxygen	Others Industrial valves Cars Cocopith Components of truck Marbles Medicines Plants Ply Soft Drinks Sugar Tiles Tobacco Used rubber tyres Vegetables Waster Paper Water Wire rod coils
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KEY CUSTOMERS

Akshaya Supply Chain Private Limited	JSW Steel Limited	Limited
AM Transport	Lotus Integrated Logistics Private Limited	Sponge Sales Private Limited
Chakiat Agencies	Maersk India Private Limited	Sree Rengaraj Ispat Industries Private Limited
Coffee Day Global Limited	Mahanadi Coalfields Limited	Sripathi Paper and Boards Private Limited
Dhar Coal Products Private Limited	Manali Petrochemicals Limited	SRS Cargo Logistic (India) Private Limited
DM Clearing Corporation	NCL Tamilnadu Power Limited	Surya Global Steel Tubes Limited
Gokul Refoils & Solvent Limited	NTC Logistics Private Limited	Swiss Singapore Logistics Private Limited
Greenstar Fertilizers Limited	Paramount Shipping Services Private Limited	Tamil Nadu Generation and Distribution Corporation Limited
Hemang Resources Limited	Pepsico India Holdings Private Limited	Tamilnadu Newsprint And Papers Limited
Hindalco Industries Limited	Pristine Mega Logistics Park Private Limited	Thirumalai Chemicals Limited
Hindustan Copper Limited	Reliance Retail Limited	Tuticorin Container Warehouse
Hindustan Zinc Limited	Renault Nissan Automotive India Private Limited	Welspun Corp Limited
Hyundai Motor India Limited	Saint Gobain India Private Limited	
J.K.White Cement Works	Shell India Markets Private Limited	
JSA Forwarders	Southern Petrochemical Industries Corporation	

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

Customer profile

	Fy17	Fy16	Fy15	Fy14	Fy13	Fy12
Percentage of revenue from no 1 customers	21%	36%	52%	58%	45%	44%
Percentage of revenue from top 5 customers	68%	72%	80%	79%	69%	70%
Percentage of revenue from top 10 customers	76%	87%	88%	85%	76%	79%
No of customers that account for more than 10% of total revenue	3	2	2	2	2	2
No of customers that account for over INR 100 lakhs annual revenue	55	30	31	37	43	47
No of customers that account for over INR 500 lakhs annual revenue	14	11	12	13	13	12
No of customers that account for over INR 1,000 lakhs annual revenue	8	9	7	3	5	7

KEY FINANCIALS

10 year Financial (Consolidated)

(₹ in lakhs)

Year to 31 March	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
Revenue	93695	79194	86806	88300	77620	79118	80348	72673	68282	72045
EBIDTA	16440	11605	12473	12748	10862	9235	3206	3817	9854	9071
Equity Share Capital	5562	5562	5562	5562	5562	5562	3954	3954	3954	3954
Net Worth	49406	45572	44242	43836	43404	41779	40508	31392	28573	31043
Current Assets	55874	40304	36506	34999	35196	32138	46130	59073	67386	70696
Cash and Bank Balance	5832	2935	10622	9991	12317	7813	19443	8610	18290	19821

VOLUMES MIX

Particulars	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
Container 20 -foot equivalents(TEUs)	678234	653223	631001	649697	628625	585638	587154	592000	570000	570000
Bulk (Million tonnes)	28	34	33	25	21	29	27	26	26	26