



**SICAL LOGISTICS LTD.**

# **Annual Report** **2017-2018**

**Single Window for Integrated Logistics**



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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# 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

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### REGISTERED OFFICE

South India House  
73 Armenian Street  
Chennai 600001  
Voice: +91 44 66157071  
Fax: +91 44 66157017  
Email: [secl@sical.com](mailto:secl@sical.com)  
Web: [www.sical.in](http://www.sical.in)

### BANKERS

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

### AUDITORS

SRSV & Associates  
Chartered Accountants  
"Anmol Palani", Level-2, C-4, III Floor,  
No.88, G.N.Chetty Road, T.Nagar,  
Chennai 600 017

### 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

3% | Promoters  
 54% | 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
- **Norsea Offshore India | 100%**  
Offshore logistics
- **Sical Adams Offshore | 100%**  
Offshore logistics
- **Sical Mining | 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 | 100%**  
ICD operations at Bengaluru
- **Sical Saumya Mining | 65%**  
Overburden removal at mines
- **PNX Logistics | 60%**  
Express Logistics
- **Patchems | 51%**  
Integrated Supply Chain
- **Develecto Mining | 51%**  
Mining Development and Operation
- **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.

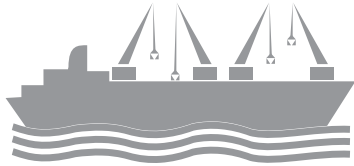
### Multimodal transportation



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



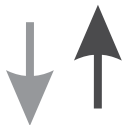
**SHIP AGENCY** at all major and intermediate ports in India.



**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.



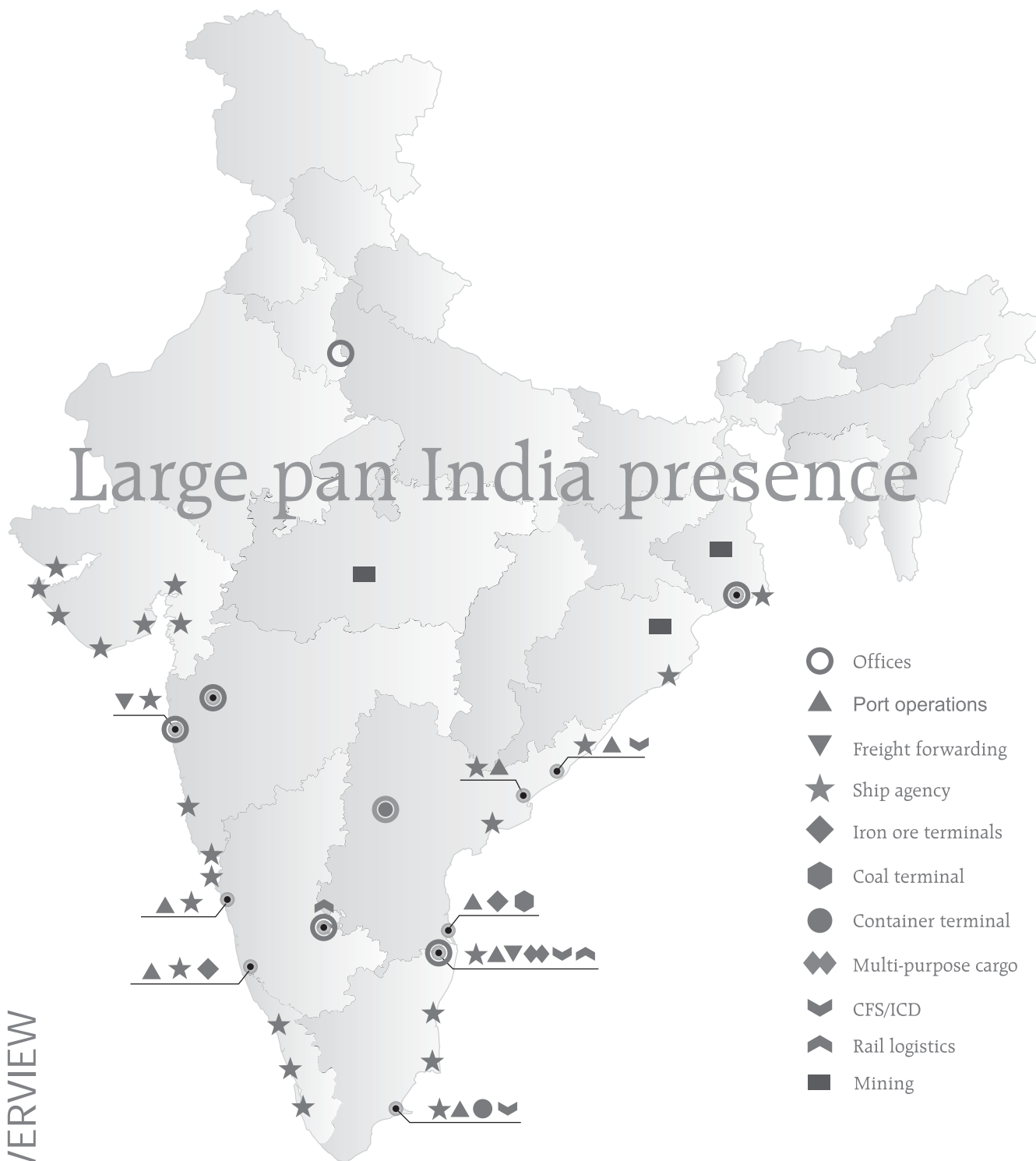
Pan-India **TRUCKING FLEET** with GSM/GPS systems for real-time tracking of high value cargo, Cold chain and warehousing



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

customers

# DELIVERY NETWORK





## PRODUCTS WE MOVE

<b>Ores</b> Iron ore and pellets Ferro Manganese Chrome  <b>Steel</b> HR coils CR coils Slabs Billets Plates Iron Bars / Coils  <b>Metals</b> Copper anode Aluminium ingots Glass Carbon Black Compound rubber  <b>Containers</b> 20'-40' open top ISO tanks	<b>Packaged goods</b> Fertilizer Cement Sugar Food FMCG Consumer Electronics Computers Tubes /Pipes Paper Reel and Bundles Garments  <b>Dry bulk</b> Coal Coke Dolomite Limestone Sulfur/rock phosphate Urea DAP MOP	<b>Liquid bulk</b> Diesel Petrol LAB Benzene Ethanol Furnace oil Ammonia Edible oils  <b>Over-dimensional cargo</b> Plant and machinery Heavy duty handling equipment Project cargo Transformers Generators  <b>Gases</b> LPG Chlorine Oxygen	<b>Others</b> 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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## TOP 20 CUSTOMERS

NLC India Limited	Shell India Markets Private Limited
Tamil Nadu Generation and Distribution Corporation	Dhar Coal Products (P) Limited
Mahanadi Coalfields Limited	Swiss Singapore India Private Limited
Northern Coalfields Limited	Surya Global Steel Tubes Limited
Hindustan Copper Limited	Surya Roshni Limited
Coffee Day Global Limited	Shanghai Well-Trans International Logistics Co. Limited
JSW Steel Limited	Pepsico India Holdings Private Limited
Raichur Power Corporation Limited	Baxter India Pvt. Ltd
Johnson and Johnson	NTC Shipping Services Private Limited
Hindalco Industries Limited	Chakiat Agencies

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

### Customer profile

	Fy18	Fy17	Fy16	Fy15	Fy14	Fy13
Percentage of revenue from no 1 customers	23%	21%	36%	52%	58%	45%
Percentage of revenue from top 5 customers	67%	68%	72%	80%	79%	69%
Percentage of revenue from top 10 customers	75%	76%	87%	88%	85%	76%
No of customers that account for more than 10% of total revenue	3	3	2	2	2	2
No of customers that account for over INR 100 lakhs annual revenue	31	55	30	31	37	43
No of customers that account for over INR 500 lakhs annual revenue	17	14	11	12	13	13
No of customers that account for over INR 1,000 lakhs annual revenue	12	8	9	7	3	5

## KEY FINANCIALS

### 10 year Financial (Consolidated)

(` in lakhs)

Year to 31 March	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
Revenue	119424	93695	79194	86806	88300	77620	79118	80348	72673	68282
EBIDTA	18126	16440	11605	12473	12748	10862	9235	3206	3817	9854
Equity Share Capital	5562	5562	5562	5562	5562	5562	5562	3954	3954	3954
Net Worth	52492	49406	45572	44242	43836	43404	41779	40508	31392	28573
Current Assets	51213	55874	40304	36506	34999	35196	32138	46130	59073	67386
Cash and Bank Balance	5667	5832	2935	10622	9991	12317	7813	19443	8610	18290

## VOLUMES MIX

Particulars	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
Container 20 -foot equivalents (TEUs)	637667	678234	653223	631001	649697	628625	585638	587154	592000	570000
Bulk (Million tonnes)	24	28	34	33	25	21	29	27	26	26