

SICAL LOGISTICS LTD.



Annual Report 2018-19

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
Shweta Shetty	Director
HR Srinivasan	Independent Director
H Rathnakar Hegde	Independent Director
S. Ravinarayanan	Independent Director
Sudhir Kamath	Independent Director

REGISTERED OFFICE

South India House
73 Armenian Street
Chennai 600001
Voice: +91 44 66157071
Fax: +91 44 66157017
Email: secl@sical.com
Web: www.sical.in

BANKERS

Axis Bank
Bank of Baroda
Canara Bank
Corporation Bank
DCB Bank
IDFC First 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
 56% | Co-promoters
 41% | 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 Offshore India | 100%**
Offshore logistics
- **Sical Adams Offshore | 100%**
Offshore logistics
- **Sical Mining | 100%**
Mining Development and Operation
- **Sical Washeries | 100%**
Coal Washeries
- **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

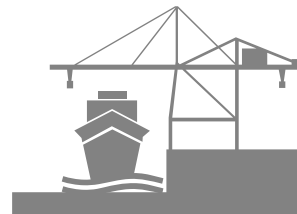
Container Cargo

Sea

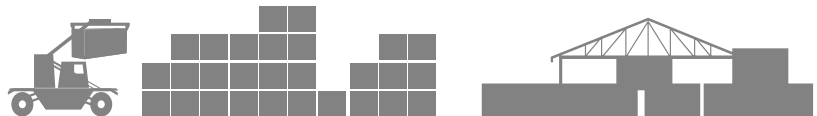


Port/terminal

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



ICD/CFS



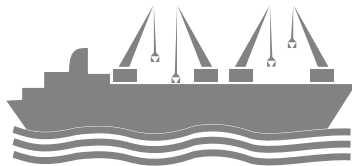
CONTAINER FREIGHT STATIONS at Chennai, Vizag and Tuticorin, Value added services such as bagging, palletizing, strapping, and shrink packing.

Multimodal transportation

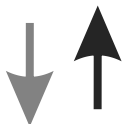


Pan-India **CONTAINER TRAIN** operations with multiple rakes carrying exim and domestic cargo on the strategic north-south, east-north and east-west corridors.

Bulk Cargo



SHIP AGENCY at all major and intermediate ports in India.



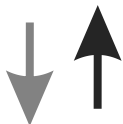
STEVEDORING, CUSTOMS CLEARING at Chennai, Tuticorin, Visakhapatnam, Kandla, Haldia, Paradip, Goa, Mangalore.

COAL CUM IRON ORE TERMINAL at Kamarajar Port.

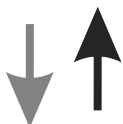
COAL TERMINAL at Kamarajar Port.



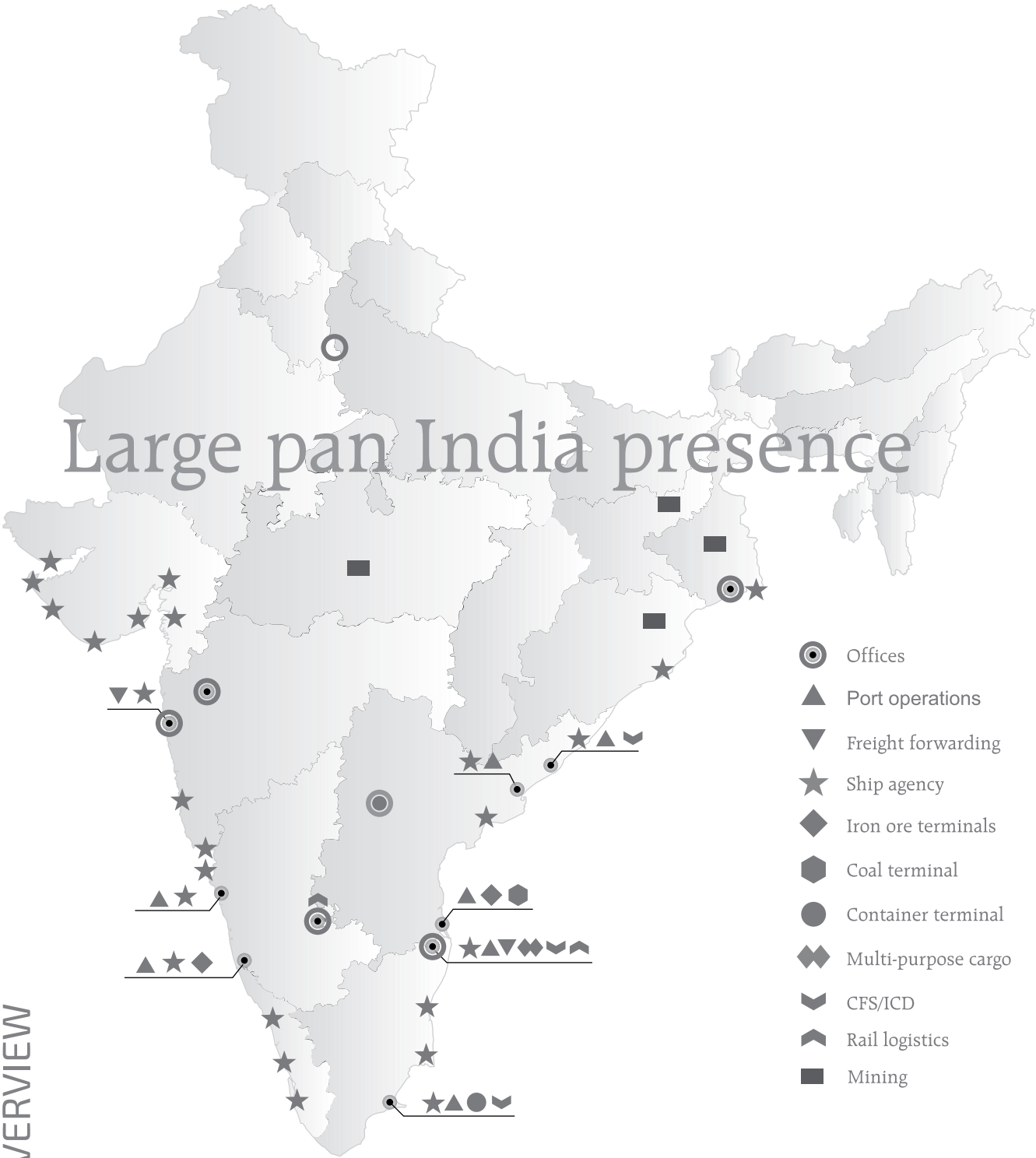
Pan-India **TRUCKING FLEET** with GSM/GPS systems for real-time tracking of high value cargo, Cold chain and warehousing



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



DELIVERY NETWORK



OVERVIEW

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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TOP 20 CUSTOMERS

Tamil Nadu Generation and Distribution Corporation	Shell India Markets Private Limited
Northern Coalfields Limited	Johnson and Johnson Private Limited
NLC Tamil Nadu Power Limited	Hindustan Copper Limited
Mahanadi Coalfields Limited	Gujarat Co-operative Milk Marketing Federation Limited
Shree Jagannath Supply and Services	Dhar Coal Products (P) Limited
Coffee Day Global Limited	Raichur Power Corporation Limited
GMR Kamalanga Energy Limited	Swiss Singapore India Private Limited
Hindalco Industries Limited	Chakiat Agencies
Utkal Energy Resources Limited	Shanghai Well-Trans International Logistics Co. Limited
JSW Steel Limited	Anchor Electricals Private Limited

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

Customer profile

	Fy19	Fy18	Fy17	Fy16	Fy15	Fy14	Fy13
Percentage of revenue from no 1 customers	17%	23%	21%	36%	52%	58%	45%
Percentage of revenue from top 5 customers	62%	67%	68%	72%	80%	79%	69%
Percentage of revenue from top 10 customers	73%	75%	76%	87%	88%	85%	76%
No of customers that account for more than 10% of total revenue	3	3	3	2	2	2	2
No of customers that account for over INR 100 lakhs annual revenue	55	31	55	30	31	37	43
No of customers that account for over INR 500 lakhs annual revenue	29	17	14	11	12	13	13
No of customers that account for over INR 1,000 lakhs annual revenue	16	12	8	9	7	3	5

KEY FINANCIALS

10 year Financial (Consolidated)

(₹ in lakhs)

Year to 31 March	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010
Revenue	152,494	119,424	93,695	79,194	86,806	88,300	77,620	79,118	80,348	72,673
EBIDTA	17,275	18,126	16,440	11,605	12,473	12,748	10,862	9,235	3,206	3,817
Equity Share Capital	5,854	5,562	5,562	5,562	5,562	5,562	5,562	5,562	3,954	3,954
Net Worth	60,248	52,492	49,406	45,572	44,242	43,836	43,404	41,779	40,508	31,392
Current Assets	73,845	51,213	55,874	40,304	36,506	34,999	35,196	32,138	46,130	59,073
Cash and Bank Balance	7,347	5,667	5,832	2,935	10,622	9,991	12,317	7,813	19,443	8,610

VOLUMES MIX

Particulars	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010
Container 20 -foot equivalents (TEUs)	506,157	637,667	678,234	653,223	631,001	649,697	628,625	585,638	587,154	592,000
Bulk (Million tonnes)	17	24	28	34	33	25	21	29	27	26
Overburden Coal (CuM (Million))	45	32	20	5						