

SICAL LOGISTICS LTD.

SICAL
A COFFEE DAY COMPANY

Lean. Fast. Agile
India's Leading Integrated Logistics Solution Provider
Annual Report - 2019-20



PORT

*

RAIL

*

ROAD

*

CFS

*

MINING

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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Disclaimers: 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 documents might contain forward-looking statements qualified by words such as 'Expect', 'plan', 'estimate', 'believe', 'project', 'intends', 'exploit', and 'anticipated', that we believe to be true at the time of 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	Non-executive Chairman
Kush S Desai	Joint Managing Director [upto 31 Oct 19]
Capt KN Ramesh	Managing Director [w.e.f. 31 Oct 19]
Shweta Shetty	Non-executive Director
HR Srinivasan	Independent Director
H Rathnakar Hegde	Independent Director
S Ravinarayanan	Independent Director
Sudhir V Kamath	Independent Director

Chief Financial Officer

Sumith R Kamath	[upto 20 Nov. 19]
T Subramanian	[wef 20 Nov. 19]

Company Secretary

V Radhakrishnan

REGISTERED OFFICE

SOUTH INDIA HOUSE
 73, ARMENIAN STREET
 CHENNAI 600001
 Voice : +91 44 66157071
 Fax: +91 44 66157017
 e-Mail: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 600017

INTERNAL AUDITOR

SUNDAR, SRINI & SRIDHAR
 CHARTERED ACCOUNTANTS
 9, RAJAMANNAR STREET
 PARTHASARATHI PURAM
 T.NAGAR
 CHENNAI 600017

SECRETARIAL AUDITOR

MR. R. KANNAN
 NO.6A, NEW COLONY
 10TH STREET,
 ADAMBAKKAM
 CHENNAI 600088

DEBENTURE TRUSTEES

IDBI TRUSTEESHIP SERVICES LIMITED
 ASIAN BUILDING, GROUND FLOOR
 17, R. KAMANI MARG
 BALLARD ESTATE
 MUMBAI 400001

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

37% | Promoters
63% | 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
- › **Sical Connect | 100%**
Offshore logistics
- › **Sical Supply Chain Solutions | 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
- › **Sical Logixpress | 60%**
Express Logistics
- › **Patchems | 84%**
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

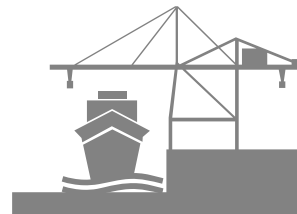
Container Cargo

Sea

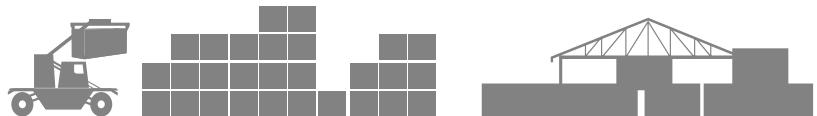


Port/terminal

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



ICD/CFS



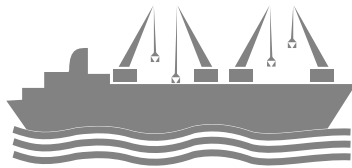
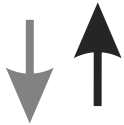
CONTAINER FREIGHT STATIONS at Chennai, Vizag and Tuticorin, Value added services such as bagging, palletizing, strapping, and shrink packing.

Multimodal transportation

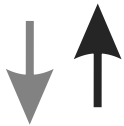


Pan-India **CONTAINER TRAIN** operations with multiple rakes carrying exim and domestic cargo on the strategic north-south, east-north and east-west corridors.

Bulk Cargo



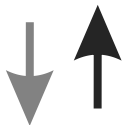
SHIP AGENCY at all major and intermediate ports in India.



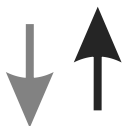
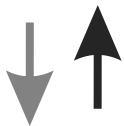
STEVEDORING, CUSTOMS CLEARING at Chennai, Tuticorin, Visakhapatnam, Kandla, Haldia, Paradip, Goa, Mangalore.

COAL CUM IRON ORE TERMINAL at Kamarajar Port.

COAL TERMINAL at Kamarajar Port.

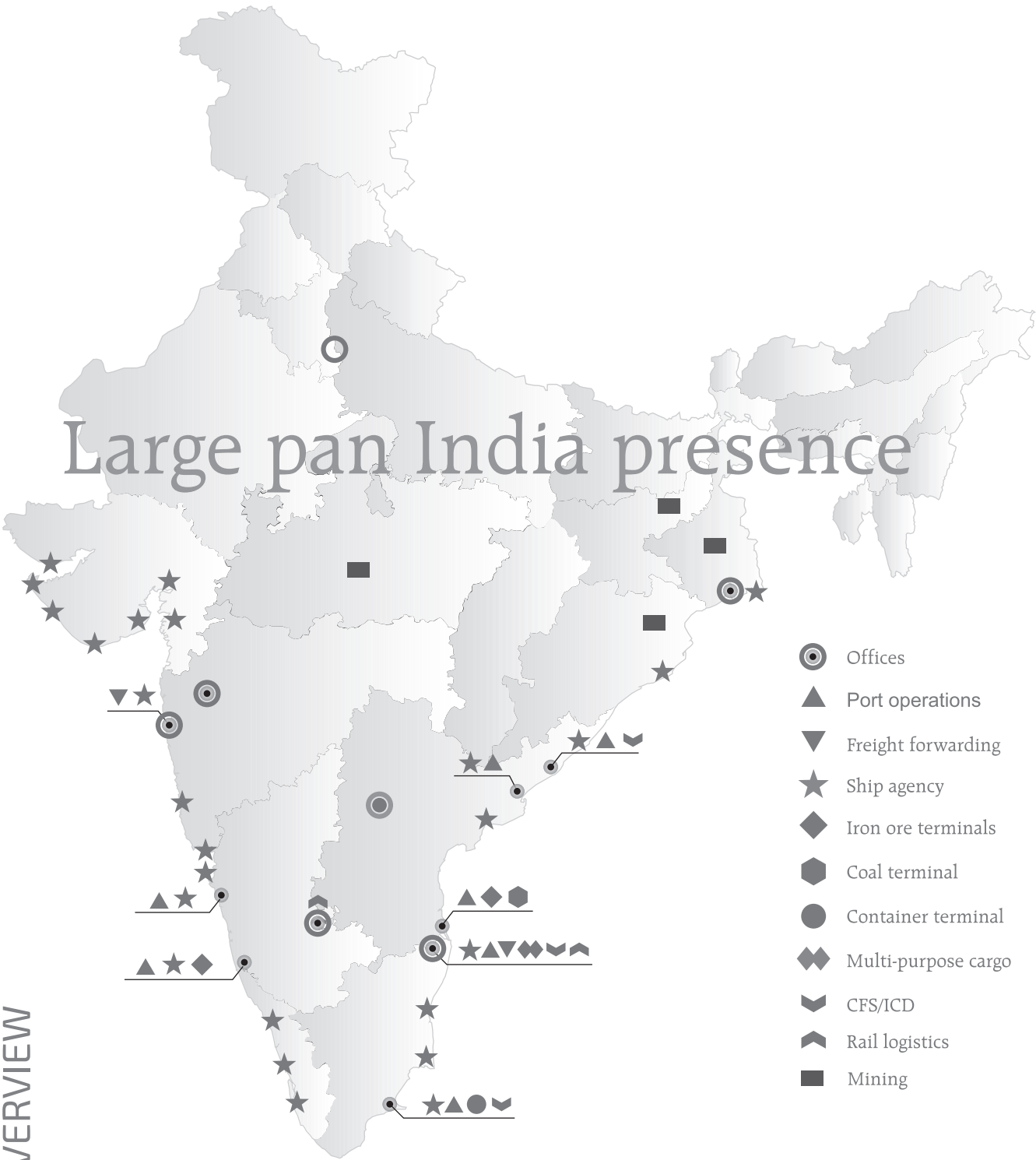


Pan-India **TRUCKING FLEET** with GSM/GPS systems for real-time tracking of high value cargo, Cold chain and warehousing



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

Coffee Day Global Limited	Gujrat Co-operative Milk Marketing Fedration Limited
Sri Sai Enterprises	Shell India Markets Private Ltd..
Texmex Cuisine India Pvt. Ltd.	Dhar Coal Products (p) Ltd.
Shree Jagannath Supply & Services	Hindalco Industries Limited
Maple Logistics Private Limited	Mahanadi Coalfields Limited
Hindustan Coca Cola Beverages Private Limited	Tamil Nadu Generation and Distribution Corporation Ltd
Drums Food International Private Ltd.	NLC Tamilnadu Power Limited
JSW Steel Ltd.	Northern Coalfields Limited
GMR Kamalanga Energy Limited	Lotus Integrated Logistics Pvt. Ltd.
Welspun Corp Ltd.	Tiki Tar Industries Baroda Limited

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

Customer profile

	FY 20	FY 19	FY 18	FY 17	FY 16	FY 15	FY 14	FY 13
Percentage of revenue from no 1 customer	31%	17%	23%	21%	36%	52%	58%	45%
Percentage of revenue from top 5 customers	67%	62%	67%	68%	72%	80%	79%	69%
Percentage of revenue from top 10 customers	76%	73%	75%	76%	87%	88%	85%	76%
No of customers that account for more than 10% of total revenue	3	3	3	3	2	2	2	2
No of customers that account for over INR 100 lakhs annual revenue	53	55	31	55	30	31	37	43
No of customers that account for over INR 500 lakhs annual revenue	18	29	17	14	11	12	13	13
No of customers that account for over INR 1000 lakhs annual revenue	11	16	12	8	9	7	3	5

KEY FINANCIALS

10 year Financial (Consolidated)

(₹ in lakhs)

Year to 31 March	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
Revenue	100593	152494	119424	93695	79194	86806	88300	77620	79118	80348
EBIDTA	-589	17275	18126	16440	11605	12473	12748	10862	9235	3206
Equity Share Capital	5854	5854	5562	5562	5562	5562	5562	5562	5562	3954
Net Worth	49160	60248	52492	49406	45572	44242	43836	43404	41779	40508
Current Assets	49516	74181	51213	55874	40304	36506	34999	35196	32138	46130
Cash and Bank Balance	5093	7347	5667	5832	2935	10622	9991	12317	7813	19443

VOLUMES MIX

Particulars	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
Container 20 -foot equivalents (TEUs)	304423	506157	637667	678,234	653223	631001	649697	628625	585638	587154
Bulk (Million tonnes)	26.24	17	24	28	34	33	25	21	29	27
Overburden Coal (CuM (Million))	29.94	45	32	20	5	-	-	-	-	-