



Accuracy Shipping Limited
PERFECTION IS AN ATTITUDE

Accuracy Shipping Limited

Q1FY27 Investor Presentation

Safe Harbor

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Accuracy Shipping at a Glance

ACCURACY SHIPPING LIMITED END TO END LOGISTICS SOLUTION PROVIDER

417+

Operational
Trucks

8,50,000+

Sq. Ft Warehouse
Under Management

72+

Agency Agreement
across the globe

14

Branch Office
Across India

21,565

Container Handled
in Q1FY27

463+ & 420+

Employees &
Trained Drivers

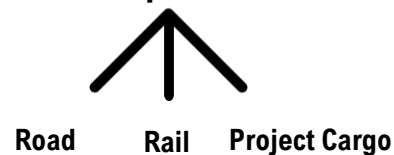
OUR CORE SERVICES :



Custom Clearance



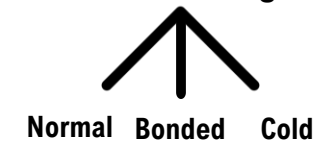
Transportation



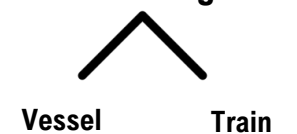
Freight Forwarding



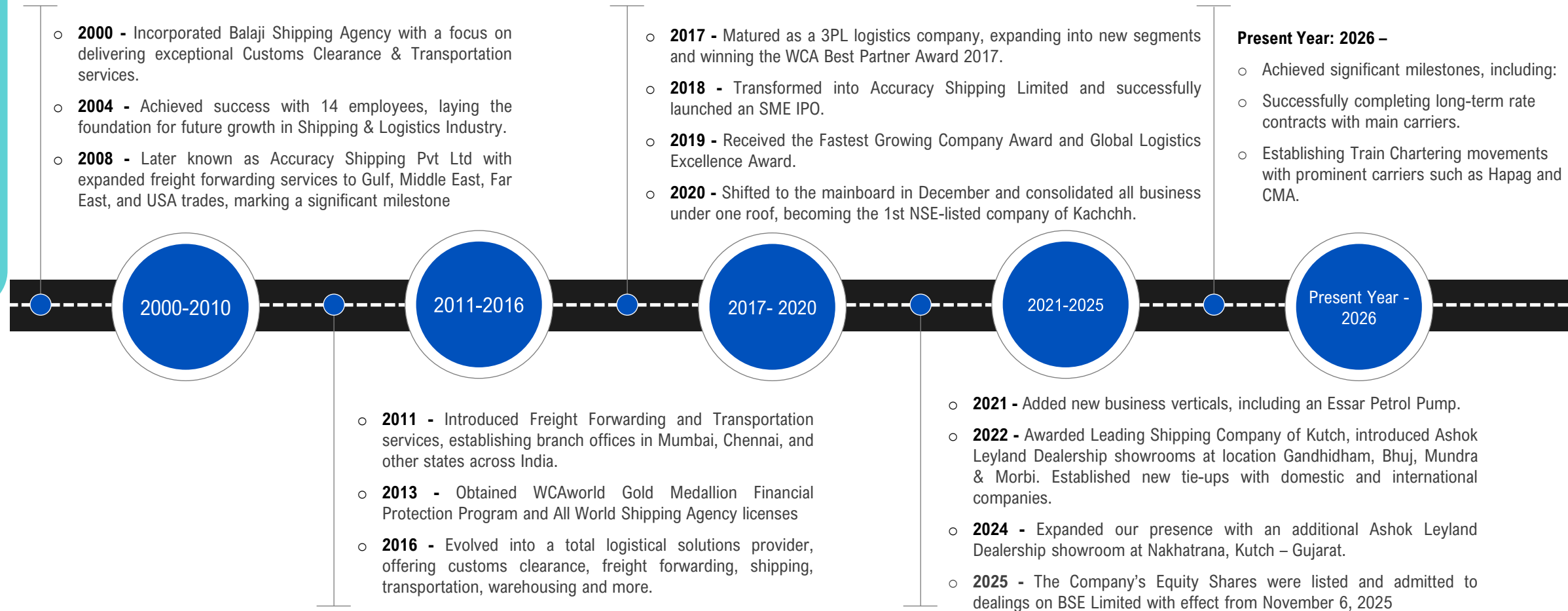
Warehousing



Chartering



Milestones

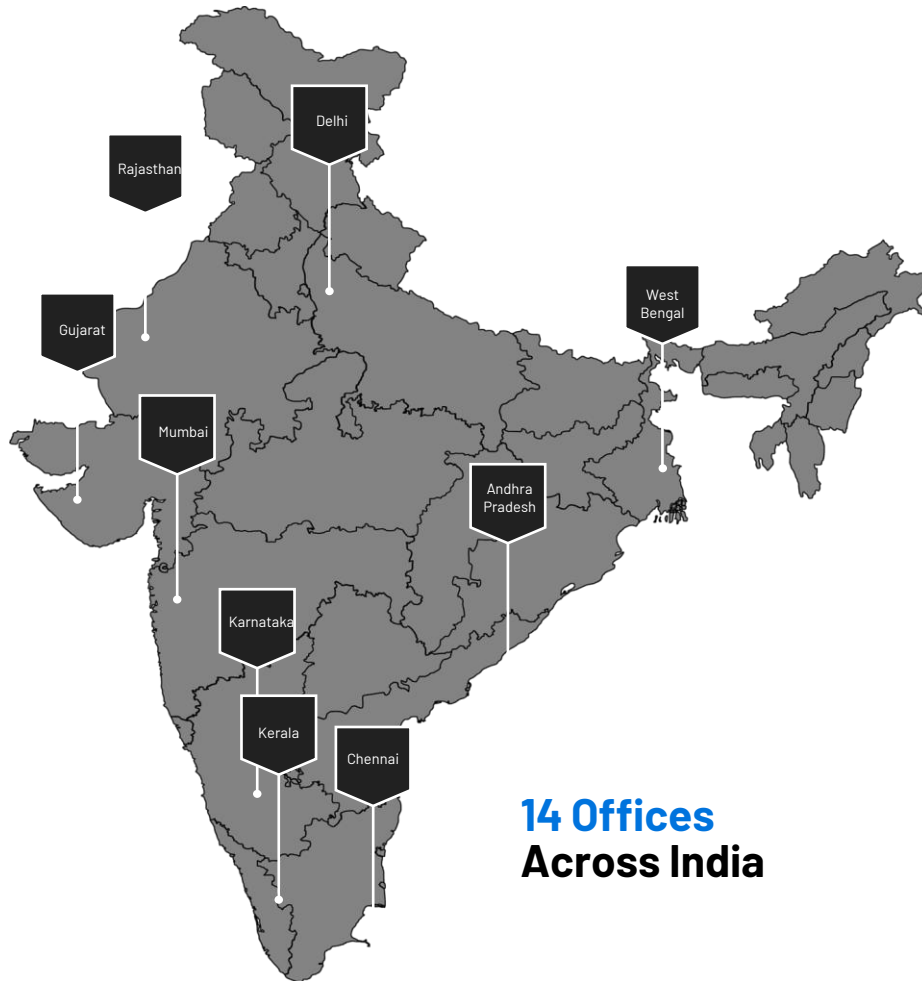


Presence across the Value Chain

**PRESENCE ACROSS THE VALUE CHAIN FOR
BUNDLED AS WELL AS STANDALONE SERVICES**



Pan India Presence with Global Network



Our Service Vertical

Clearing & Forwarding

- ❖ Full array of Ocean C&F using advance tracking technology, covers most all seaport locations
- ❖ Comprehensive custom clearing services including HSN classification, rate of duty, Preparation of bills of entry, processing dispatch, delivery to the destination



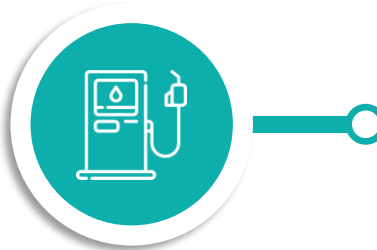
Transportation

- ❖ Own 351 HCV's & Excl. Tie ups for another 100 vehicles
- ❖ 64 Global partners across the world, these are long term relationships built over the last decade



Fueling Station

- ❖ Quality Refined Petrol & Petroleum Products
- ❖ Complete range of Lubricants from Shell and Servo



Our Service Vertical



Warehousing (CFS)

- ❖ ~1,80,000 sq. ft exclusive warehouse space under management dedicated for our customers
- ❖ ~6,00,000 sq. ft exclusive tie ups of Empty Parks for loading, unloading and storage of containers



Project Cargo

- ❖ We offer safe, environmentally friendly, tailor-made and cost-effective logistics solutions
- ❖ Project Management
- ❖ Logistics Personnel
- ❖ High & Heavy lifting
- ❖ Freight Forwarding
- ❖ Warehousing



HCV's Dealership

- ❖ Dealership agreement with Ashok Leyland for sale & service of Heavy Commercial Vehicles and spare parts
- ❖ Showrooms & workshops at all three locations:
- ❖ 20 bays at Gandhidham,
- ❖ 15 bays at Mundra &
- ❖ 6 bays at Bhuj

Clearing & Forwarding



Streamlining Your Cargo Journey

Custom Clearance

We provide comprehensive Custom Clearance Services across import, export, and specialized cargo. Our Import solutions cover document verification, HS code classification, duty support, and coordination with authorities.

Export services include end-to-end documentation, compliance, and incentive guidance. We handle Specialized Cargo like hazardous goods, perishables with cold-chain solutions, and oversized project cargo. Our Advisory Services offer DGFT support, regulatory consulting, and duty optimization.



Navigating Your Global Shipping Needs

Sea Cargo

We provide comprehensive Sea Cargo Services for all shipment sizes. Our FCL solutions offer exclusive container use with flexible options, while LCL ensures cost-effective shared space and reliable scheduling.

For oversized or non-containerized cargo, we offer specialized handling and custom stowage. Our Reefer Cargo Services cater to temperature-sensitive goods with real-time monitoring for perishables, pharmaceuticals, and chemicals.



Fast, Reliable, and Secure Air Freight Solutions

Air Cargo

We offer fast, secure, and reliable Air Cargo Services for urgent, high-value, and temperature-sensitive shipments. Priority Air Freight enables express delivery via direct flights, while Consolidated Freight offers cost efficiency through shared cargo and scheduled departures.

We handle Special Cargo like perishables, oversized goods, and hazardous materials with IATA-compliant solutions. For large or urgent shipments, our Charter Services provide dedicated aircraft tailored to specific needs.

Transportation



Drive Your Business with Precision and Reliability

Road Transportation

We offer flexible and reliable Road Transportation Services across cities, states, and borders. Our Full Truckload (FTL) solutions provide dedicated trucks for high-volume or high-value cargo with customizable routing. For smaller loads, Less Than Truckload (LTL) ensures cost-effective shared transport with scheduled departures and a strong distribution network.

Express Transportation enables rapid delivery for time-critical shipments with 24/7 operations and priority routing. We also specialize in Sensitive Cargo Transport, including oversized machinery, temperature-controlled goods, and dangerous materials handled with full regulatory compliance.



Efficient, Reliable, and Sustainable Cargo Movement

Rail Transportation

Our Rail Transportation Services offer a cost-effective and sustainable solution for bulk and containerized cargo movement. Containerized Rail Transport supports secure movement for export-import and domestic trade with real-time tracking and multimodal integration. Bulk Cargo Rail Services cater to heavy commodities like coal, minerals, grains, cement, and steel. For temperature-sensitive shipments, our Refrigerated Rail Transport ensures product integrity through advanced cooling and quality checks.

We also provide Project Cargo Rail Solutions for oversized or delicate equipment with specialized handling and transport arrangements.



Handling Complex and Heavy-Duty Shipments with Precision and Expertise

Project Cargo Transportation

We specialize in handling oversized, heavy, and complex shipments with precision and expertise. From turbines and generators to large industrial machinery, our team delivers customized logistics solutions backed by advanced equipment and global experience.

With detailed route surveys, multimodal transport options, and specialized heavy-lift handling, we ensure safe and efficient delivery of your project cargo. Our end-to-end management covers customs, port coordination, and real-time updates—making us a trusted partner for the most demanding logistics projects worldwide.

Warehousing



Efficient and Secure Storage Solutions for Your Supply Chain

Normal Warehousing

We provide efficient and secure Warehousing Services designed to streamline your supply chain. Our solutions cover General Warehousing for diverse goods, along with advanced Inventory Management for real-time stock visibility.

We offer Consolidation and Deconsolidation to optimize shipping costs, Cross-Docking for minimal storage time, and Pick & Pack services for accurate order fulfillment. Our Temperature-Controlled Storage ensures safe handling of perishables, pharmaceuticals, and sensitive products.



Secure and Cost-Efficient Storage Solutions for Your Imported Goods

Bonded Warehousing Services

We offer secure Bonded Warehousing Services for imported goods under customs supervision, allowing businesses to defer duty payments until release for domestic use. Our facilities ensure maximum security with 24/7 surveillance, fire protection, and controlled access.

With full customs compliance, flexible storage options, and value-added services like labeling, repackaging, and inventory management, we streamline your supply chain. Strategically located near ports and logistics hubs, our bonded warehouses reduce transit time, improve cash flow, and ensure seamless clearance.



Preserving Freshness and Quality with Advanced Cold Chain Solutions

Cold Storage Warehousing Services

We provide advanced Cold Storage solutions to preserve freshness and quality of perishable goods. Our multi-temperature facilities, ranging from -30°C to +15°C, ensure optimal conditions for frozen, chilled, and ambient products.

With real-time monitoring, strict hygiene standards, and compliance with global certifications, we guarantee product safety and reliability. Strategically located near major ports and industrial hubs, our cold storage warehouses enable efficient distribution, backed by expertise in cold chain logistics and end-to-end solutions.

Chartering



Custom Solutions for Global Shipping Needs

Vessel Chartering

We provide customized Vessel Chartering solutions to meet global shipping needs with efficiency and reliability. Backed by a vast network of operators, we ensure cost-effective options and the right vessel for every cargo type—whether dry bulk, liquid bulk, breakbulk, or project cargo.

From voyage, time, and bareboat charters to flexible spot chartering, our services are tailored for both long-term strategies and urgent shipments. With real-time tracking, full regulatory compliance, and a strong focus on safety, Accuracy Shipping Limited delivers seamless ocean transport solutions worldwide.



Efficient and Reliable Bulk Cargo Solutions

Train Chartering

We offer efficient and reliable Train Chartering solutions designed for bulk and specialized cargo. Leveraging strong partnerships with rail operators, we provide seamless connectivity across regional, national, and cross-border routes, ensuring safe and cost-effective delivery.

From full train and wagon charters to customized solutions for oversized, hazardous, or delicate goods, our services are tailored to your needs. With real-time tracking, optimized scheduling, and focus on sustainability, Accuracy Shipping Limited delivers greener, smarter, and scalable rail cargo solutions.

Fueling Station

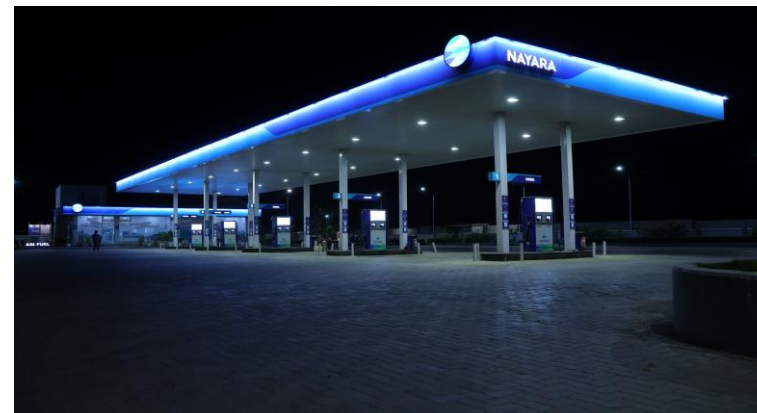
Services Offered

- ❖ Quality **Refined Petrol** & Petroleum Products
- ❖ Complete **range of Lubricants** from Shell and Servo
- ❖ Sufficient Area with **5 re-fueling points** enabling us to provide faster service
- ❖ **Payment** acceptance through any **electronic mode** including Fleet Plus account provided by Nayara
- ❖ Pump being situated on **two adjoining points** with National Highway

Amenities Provided

- ❖ Purified and Clean **Drinking Water Facility**
- ❖ Sanitized and separate **Washroom Facility** for Male & Female
- ❖ **Gardening Area** to take care of Environment & Nature

One Stop Solution for all Fuel & Lubricant requirements with the biggest fuel storage capacity in Kutch region among all **Nayara outlets**



HCV Dealership – Ashok Leyland

Dealership for heavy commercial vehicles and its spare parts across 3 locations in Kachchh District, Gujarat.

Sale of HCV's & Spare Parts

- Three elite showrooms
- HCV & Spare parts sales
- Tailored solution for fleet owners



Servicing Workshops

- Full- service HCV workshops
- Located across 3 locations

Fleet Owner Relationship strengthening

- Strengthen existing relationships
- Support for purchase + parts + servicing



Strategic Location

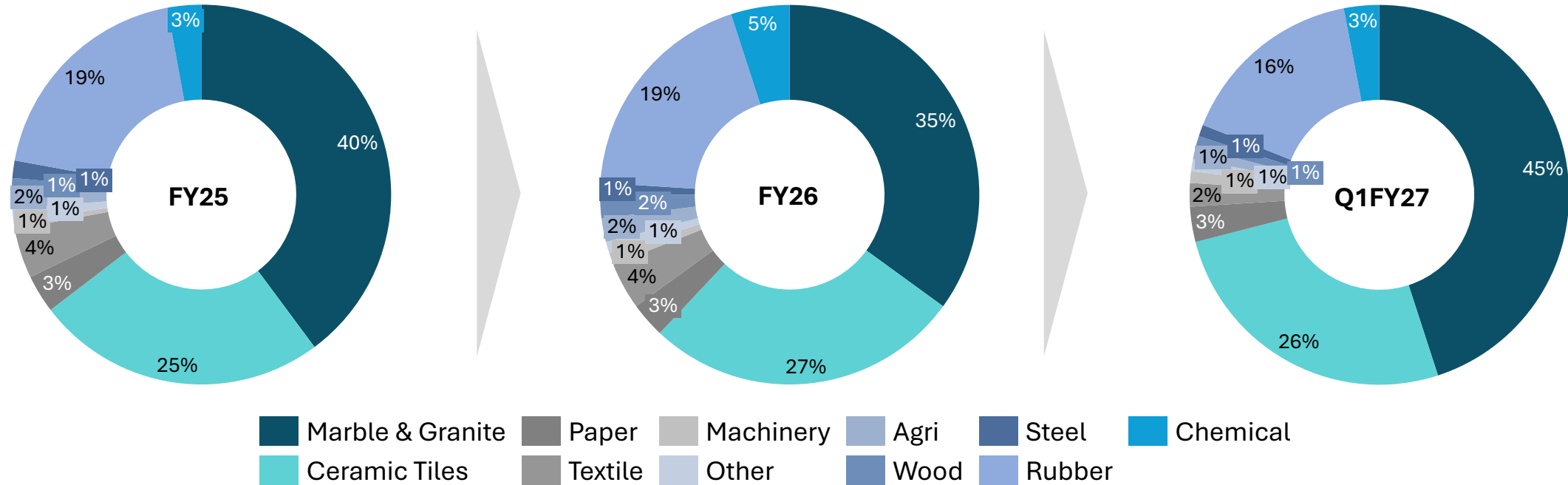
Gandhidham –
Mundra - Bhuj



Cost Savings & Synergies

Supports fleet of ~393 vehicles
Drove internal cost savings
Operational synergies across regions

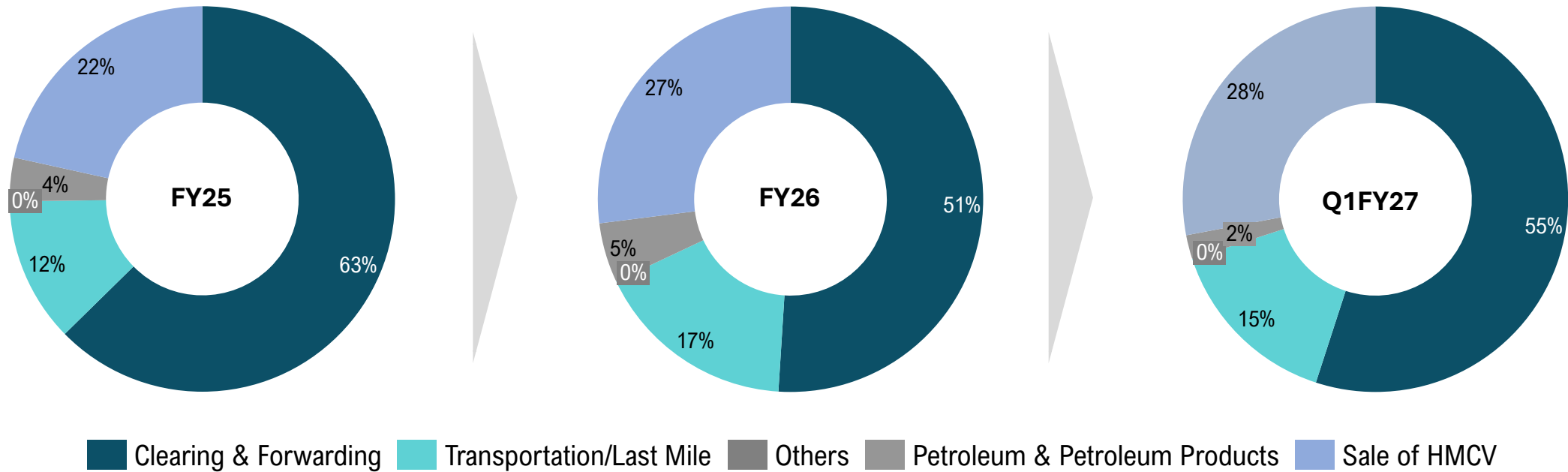
Industry Diversification Strategy



Improving Industry Diversification

- Marble & Granite remains the largest revenue contributor, accounting for 40% in FY25, 35% in FY26 and 45% in Q1FY27. Ceramic Tiles continues to contribute significantly at 25%, 27% and 26%, respectively, while other industries such as Rubber, Paper, Textile, Machinery, Chemical and Steel are gradually increasing their contribution, supporting a more diversified revenue portfolio.
- Diversification across multiple industries helps reduce dependence on any single sector, providing greater resilience against industry-specific fluctuations. Accuray Shipping continues to focus on expanding its presence across industries with strong growth potential.
- The increasing contribution from non-core industries reflects the Company's continued progress in strengthening its industry diversification strategy.

Revenue Diversification Strategy



Revenue Diversification

- Core Clearing & Forwarding business remains the largest revenue contributor, contributing 51–63% across periods, while the Company continues to expand into Transportation/Last Mile and other verticals.
- Sale of HMCV has emerged as a key growth and diversification driver, with its contribution increasing from 22% in FY25 to 28% in Q1FY27.
- Transportation/Last Mile continues to strengthen, contributing 12% in FY25, 17% in FY26 and 15% in Q1FY27, supporting a broader revenue mix.
- Other businesses, including Petroleum & Petroleum Products and miscellaneous services, are being selectively scaled up to create additional revenue streams and reduce segment concentration.

Marquee Customers



Awards & Accolades



Accuracy Shipping Limited Won the **Quality Mark award** for providing quality services in Integrated Logistics Service Provider



Accuracy Shipping awarded with **1st place** for outstanding contribution in achieving highest HSD Volumes in west II zone for the year 2021 at Zonal Franchisee Meet 2022.



Divya Bhaskar covers Accuracy Shipping Ltd.'s CMD Mr Vinay Tripathi in a special book release "**Estrellas of Kutch - Desert Doyens**", a book based on Top 21 Businessmen of Kutch District".



Accuracy Shipping Limited Wins 'Gujarat Star Award' as '**Fastest growing logistics company**' of the year.



Accuracy Shipping Limited Wins 'Kutch ke Rana Award' for contribution towards development of Kutch (Gujarat) & Society



Accuracy Shipping Ltd awarded as **Shipping Company of the year for 2018**, The Award Ceremony was organized In Association with **CNBC - TV18**



Accuracy Shipping Limited Wins **Gold award** in Top 200 MSME's in India



Accuracy Shipping Limited won the Award of **WCA Best Partner** of Indian Sub-Continent 2017



Accuracy Shipping Limited Wins **Bronze award** for MSME Excellence

CSR Initiatives

At Accuracy Shipping Limited (ASL), we believe in creating a **positive impact** not just in business but in society and **the environment**.

CSR Highlights

- ✓ **Rural Education Drive:** Partnered with local NGOs to improve literacy rates in remote villages of Gujarat.
- ✓ **Green Logistics Initiative:** Introduced electric vehicles for short-haul transportation to reduce emissions.
- ✓ **Health for All Campaign:** Distributed sanitary kits and conducted health awareness sessions for women in underprivileged communities.

Key CSR Initiatives:

Education and Skill Development

We are dedicated to empowering individuals through education and skill-building programs, enabling them to lead better lives and contribute to the economy.

- ✓ Initiatives: Scholarship Programs, Skill Development Workshops, School Infrastructure Support
- ✓ Impact: Over 1,500 students have benefited from our educational initiatives in the last three years.

Environmental Sustainability

As part of our commitment to environmental stewardship, we implement projects that promote sustainability and reduce our carbon footprint.

- ✓ Initiatives: Tree Plantation Drives, clean Energy Adoption, Waste Management Programs
- ✓ Impact: Planted over 10,000 trees and implemented solar energy systems in 15 community centers.
- ✓ Initiatives: Contributed to Gandhidham Municipal Corporation (GMC) for a rainwater harvesting project
- ✓ Impact: Supports water conservation, groundwater recharge and long-term water security for the local community.

Community Welfare

We strive to improve the quality of life for underserved communities by addressing basic needs and promoting inclusivity.

- ✓ Initiatives: Health Camps, Disaster Relief, Women Empowerment Programs
- ✓ Impact: Over 25,000 individuals have benefited from our community welfare programs.



Board of Directors



Vinay Tripathi

Chairman & Managing Director

A first-generation entrepreneur and the strategic helm of the Company, Mr. Tripathi has over two decades of expertise in the logistics industry. He drives overall management, operations, and growth initiatives, steering the Company toward sustained success



Rama Vinay Tripathi

Whole Time Director

With over fifteen years of experience in logistics and strong expertise in administration and human resources, Mrs. Tripathi leads the Company's administrative and HR functions, ensuring operational efficiency and workforce engagement.



Vikas Jain

Non-Executive Director

A qualified Company Secretary with an LLM degree and a licensed customs broker, Mr. Jain brings extensive knowledge of corporate law and regulatory compliance

Board of Directors



Astha Dhanotiya

Independent Director

A qualified Chartered Accountant with five years of experience in Indian and US Accounting and Taxation, Ms. Dhanotiya brings expertise in audit, taxation, financial analysis and risk management.



Kalpana Kumari

Independent Director

A qualified Company Secretary with a Master's in Business Law, bringing over five years of experience in corporate governance, legal advisory, and compliance management. Has contributed effectively as an Independent Director, offering strategic legal insights and promoting ethical business practices



Varun Kacholia

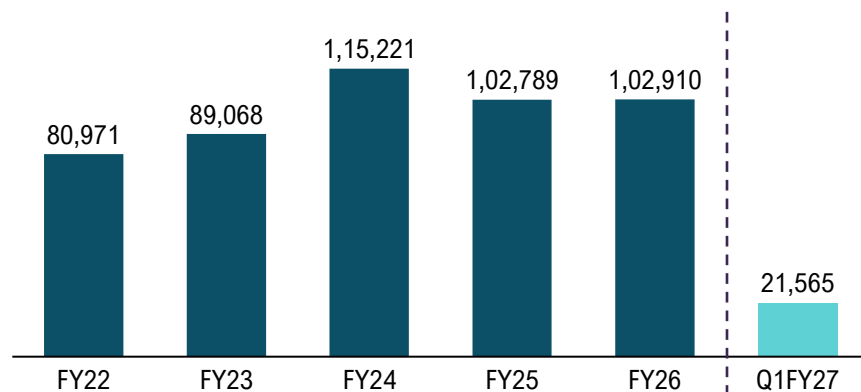
Independent Director

An investment banker with 16 years of experience in due diligence and business advisory, Mr. Kacholia contributes expertise in strategic investments and corporate finance

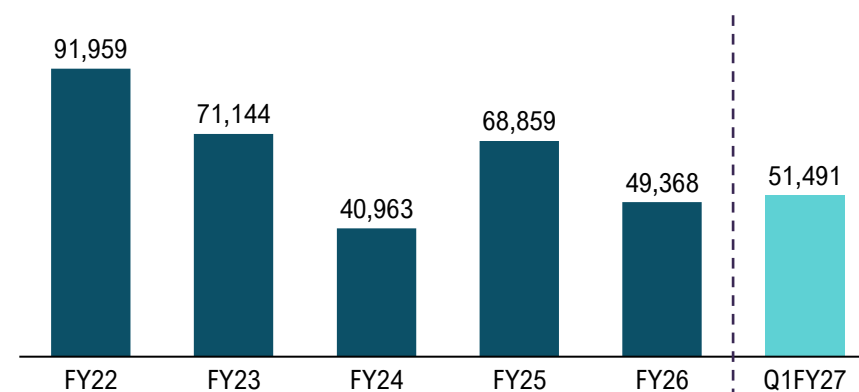
Key Operational Highlights



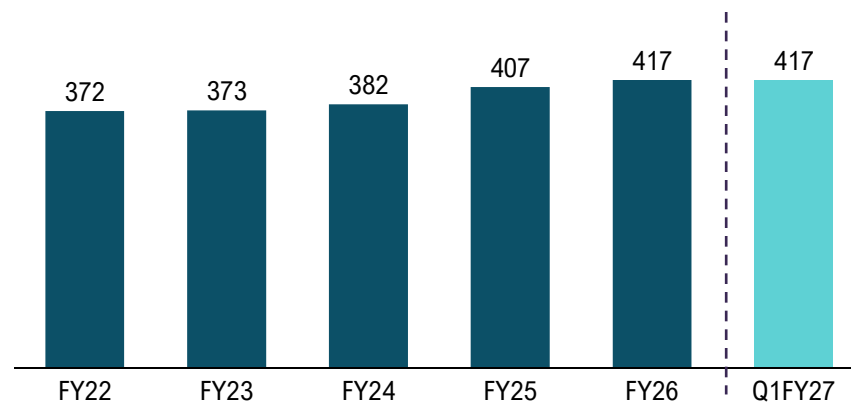
Containers Handled (in. Nos)



Average Realization (INR)



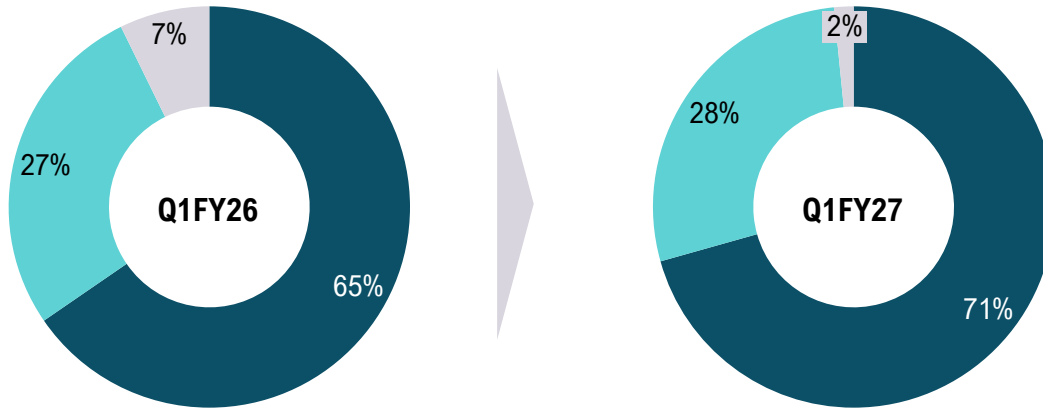
No. of Operational Trucks



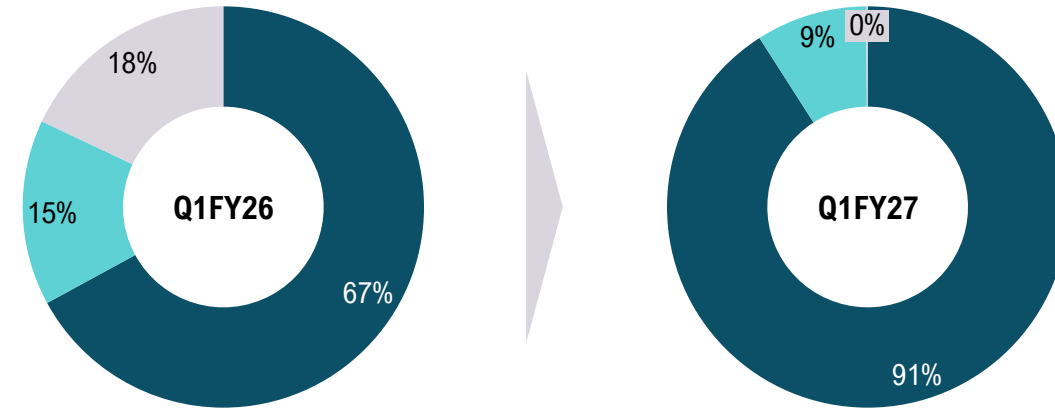
Q1FY27 Segmental Break-up



Segmental Revenue Break up (%)



Segmental EBITDA Break up (%)



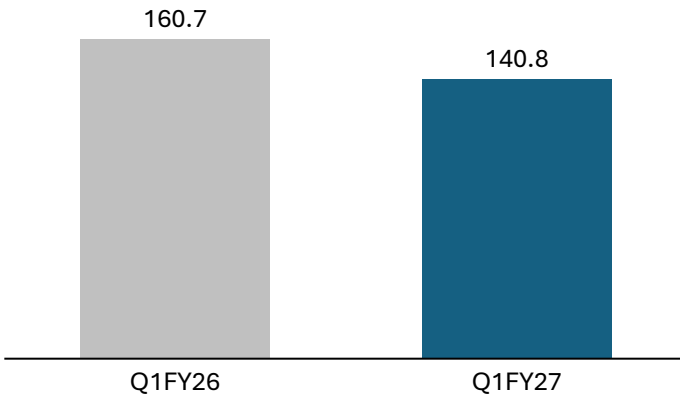
■ Logistics Services ■ Commercial Vehicles ■ Petrol & Petroleum Products

- ❖ Revenue for Q1FY27 across Logistics Services, Commercial Vehicles and Petrol & Petroleum Products stood at 71%, 28% and 2%, respectively, compared with 65%, 27% and 7% in Q1FY26.
- ❖ EBITDA contribution from Logistics Services increased significantly to 91% in Q1FY27, from 67% in Q1FY26, while Commercial Vehicles contributed 9%, compared with 15% in Q1FY26. The contribution from Petrol & Petroleum Products declined to negligible levels.

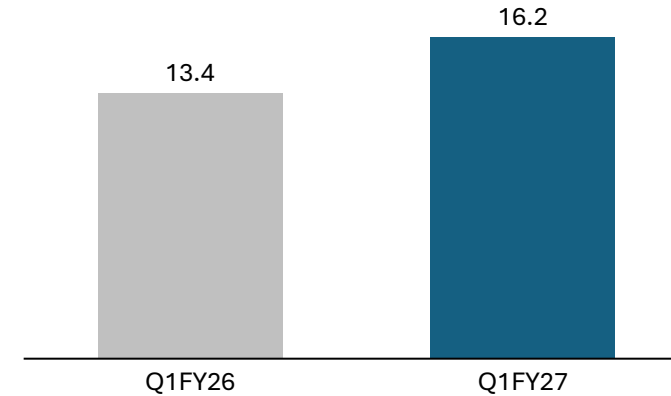
Q1FY27 – Sharp Turnaround in profitability



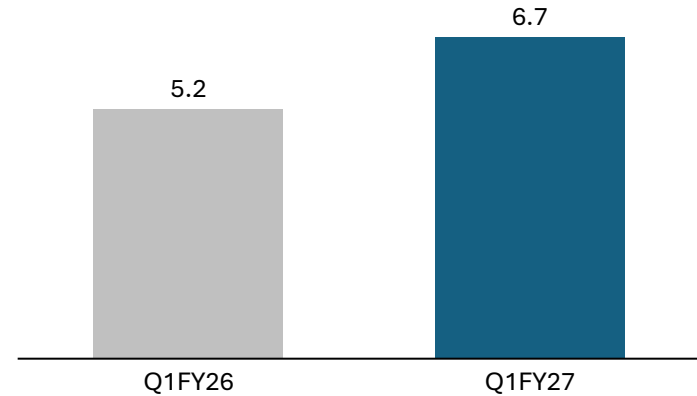
Revenue (Rs. in Crs)



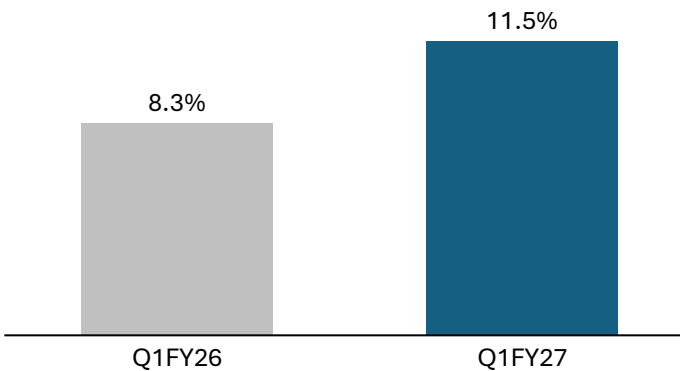
Gross Profit (Rs. in Crs)



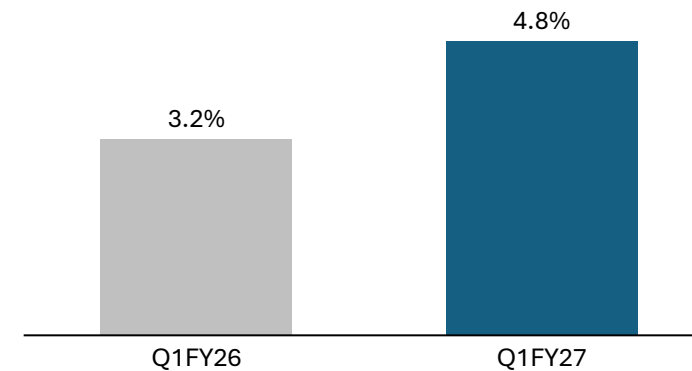
EBITDA (Rs. in Crs)



Gross Margins (%)



EBITDA Margins (%)



- Revenue for Q1FY27 stood at ₹140.8 crore, compared with ₹160.7 crore in Q1FY26, registering a 12.4% YoY decline.
- Gross Profit increased to ₹16.2 crore in Q1FY27 from ₹13.4 crore in Q1FY26. Gross profit margin improved to 11.5% from 8.3%, an improvement of 320 bps YoY.
- EBITDA stood at ₹6.7 crore in Q1FY27, compared with ₹5.2 crore in Q1FY26, reflecting a 28.8% YoY growth. EBITDA margin improved to 4.8% from 3.2%, an expansion of 160 bps YoY.
- Overall profitability improved during the quarter, supported by stronger gross profit and EBITDA margins despite the decline in revenue.

Q1FY27 Profit & Loss Statement

Particulars (Rs. in Crs)	Q1FY27	Q1FY26	Y-o-Y	Q4FY26	Q-o-Q
Revenue from Operations	140.8	160.7	-12.4%	160.8	-12.5%
Operative Expenses	83.3	100.9		93.4	
Purchase of Stock in Trade	41.8	48.7		44.1	
Changes in Inventories of Finished Goods, Work-in-Progress	-0.5	-2.3		1.2	
Gross Profit	16.2	13.4	21.4%	22.1	-26.6%
Gross Profit Margin (%)	11.5%	8.3%	321	13.7%	-221
Employee Cost	4.6	5.1		5.8	
Other Expenses	4.9	3.1		5.4	
EBITDA	6.7	5.2	30.3%	10.9	-38.3%
EBITDA Margin (%)	4.8%	3.2%	156	6.8%	-200
Depreciation	3.0	2.5		4.8	
Other Income	0.3	0.7		0.3	
EBIT	4.0	3.4	17.7%	6.4	-38.0%
Finance Cost	3.5	2.9		4.4	
Profit before Tax	0.4	0.5	-14.6%	2.0	-77.5%
Tax	0.1	0.2		-0.1	
Profit After Tax	0.3	0.4	-6.2%	2.1	-83.5%
Profit After Tax Margin	0.2%	0.2%	2	1.3%	-105
EPS	0.03	0.02		0.14	

Management Commentary

Commenting on the Q1FY27 results Mr. Vinay Tripathi, Managing Director of the company said:

“The logistics industry continues to operate in a dynamic environment, with evolving global trade conditions, escalated fuel prices, freight-rate movements and geopolitical developments influencing trade flows and realizations. In this environment, the Company remained focused on strengthening its core logistics operations while continuing to build a more diversified and resilient business platform.

During Q1FY27, Accuracy Shipping demonstrated resilience in its operating performance. Revenue stood at ₹140.8 crores, with Logistics Services continuing to anchor the business and contributing 71% of the total revenue. Commercial Vehicles contributed 28%, while the Petroleum & Petroleum Products segment accounted for 2%, reflecting the Company's progressively diversified revenue profile.

Our focus on improving the quality of earnings continued to yield positive results. Gross Profit increased to ₹16.2 crores, with the Gross Profit margin improving to 11.5% from 8.3% in Q1FY26. EBITDA increased to ₹6.7 crores, while EBITDA margin expanded to 4.8% from 3.2% in the corresponding quarter. The improvement in margins reflects a stronger business mix and continued focus on operational efficiencies.

Our diversification strategy continues to progress steadily. The Commercial Vehicles business has emerged as an important contributor, accounting for 28% of revenue in Q1FY27, while Transportation & Last Mile contributed 15% of the Company's revenue. The increasing contribution from these businesses, alongside our continued expansion across industries such as Marble & Granite, Ceramic Tiles, Agri, Rubber, Wood and other sectors, is helping us reduce concentration and create multiple avenues for sustainable growth.

Going forward, our focus remains on strengthening the core Clearing & Forwarding franchise, scaling Transportation & Last Mile capabilities, improving margins and expanding our presence across high-potential industries and business verticals. We remain committed to disciplined execution, operational efficiency and customer-centric growth, which we believe will enable Accuracy Shipping to build a stronger, more diversified and profitable logistics platform and create sustainable long-term value for our stakeholders.”



ALL YOUR LOGISTICS NEEDS

WNO | TRUSTED
PARTNER



info@aslindia.net

P:02836-258251/258252



www.aslindia.net

FAX 258253

Thank You

For further information, please contact

Company:	Investor Relations Advisors:
 Accuracy Shipping Limited CIN: L52321GJ2008PLC055322 Mr. Ashish Lalwani - CFO cfo@aslindia.net www.aslindia.net	SGA Strategic Growth Advisors Strategic Growth Advisors Pvt. Ltd. CIN: U74140MH2010PTC204285 Mr. Sagar Shroff / Mr. Prabjeet Singh Tank sagar.shroff@sgapl.net / prabjeet.singh@sgapl.net +91 98205 19303 / +91 81690 49325 www.sgapl.net