

Shipping & Logistics

Pipavav Defence & Offshore Engineering Company

1. Company Overview & Contact details

Company Details and Overview	
Sector	Engineering
Turnover	INR 18,672.3 million
Chairman/MD/CEO/President	Mr. Debashis Bir (Chief Operating Officer)
No of branches/offices	2
Number of Employees	-
No of subsidiaries	1
Parent Company(If any)	SKIL Infrastructure Limited (formerly Sea King Infrastructure Ltd.)
Market Capitalisation	INR 626,170.2 millions
Company Overview	The company, then a wholly owned subsidiary of SKIL, was incorporated as Pipavav Ship Dismantling and Engineering Limited on October 17, 1997 under the Companies Act. In April 2005, IL&FS, one of the leading infrastructure finance companies in India, became a shareholder, and the name of The company was changed to Pipavav Shipyard Limited. Government of India controlled banking institutions EXIM Bank and IDBI also took stakes in PSL as well as mutual fund UTI. In 2007, several other major financial players became shareholders in the form of foreign equity investors.
Contact Details	Corporate Office: SKIL House, 209 Bank Street Cross Lane, Fort, Mumbai - 400 023, India Tel.: +91 22 66199000 Fax. +91 22 22696022 E-mail: contact@pipavavdoc.com Web: http://www.pipavavshipyard.com
Rating	-

2. Management Type & Share holding

2.1 Key People

Name	Designation
Mr. Debashis Bir	Chief Operating Officer - Production of The company.
Mr. Sarasij Majumder	Chief Operating Officer (Offshore) of The company.
Mr. Admiral R. M. Bhatia	Executive Director
Mr. Ajit Dabholkar	Company Secretary and the Compliance Officer of The company

2.2 Shareholding Pattern

Category	No. of Shares Held	Percentage
Promoter and promoter group	315,776,180	45.03
Institutions	142,189,726	20.28
Non – Institutions	243,232,482	34.69

3. Categories of businesses

3.1 Business Areas

Divisions	Business /Products/Brands Descriptions
Infrastructure	The Pipavav shipyard originally consisted of two wet basins – one approximately 680 meters long and 65 meters wide, and the other approximately 680 meters long and 60 meters wide.
Products	Commercial Building, Offshore Group, Naval Vessels, Ship Repair.

2.2 Subsidiaries

Subsidiaries	Description
E Complex Private Limited (“ECPL”)	The subsidiary is in the business of development of Special Economic Zones (SEZ). ECPL has developed a sector specific SEZ for engineering goods/sector at Village Rampara II, District Amreli, in the state of Gujarat.

4. Growth strategy and business model

PSL’s long-term strategy is to have four pillars to stand on, each capable of supporting the Shipyard on its own. The company has engaged in activities in the following business sectors; Commercial shipbuilding, offshore fabrication and servicing, Naval War-Ship Building, Ship repair. PSL has teamed up with several world-leading technical associates to execute projects, such as; SembCorp Marine, Northrop Grumman Overseas Service Corporation, SAAB Dynamics.

5. Foreign collaboration if any

COMPANY	DESCRIPTION
Mazagon Dock Pipavav Ltd	Develop frontline warships, ultimately resulting in the speedy and expedited delivery of warships to the Indian Navy.
SAAB technology AG	Technical Collaboration, in order to enhance the infrastructure capability to build and maintain military hardware for the Indian army and export market in the military segment.

Varun Shipping Company Limited

1. Company Overview & Contact details

Company Details and Overview	
Sector	Shipping
Turnover	INR 4,655 million
Chairman/MD/CEO/President	Mr. Yudhishtir D Khatau
No of branches/offices	2
Number of Employees	-
No of subsidiaries	4
Parent Company(If any)	-
Market Capitalisation	INR 2,317.6 million
Company Overview	On 29 January 1971, company got incorporated in India as a private company limited by shares under the name of Varun Shipping Company Private Limited under the Companies Act. They changed their name to Varun Shipping Company Limited on 18 February 1972 when they were converted into a public limited company. They commenced their shipping business in March 1973 with the acquisition of one product tanker and presently own/operate a diversified fleet of 21 vessels. In 1986, The company became a publicly held company with their initial public equity offering in India.
Contact Details	Registered Office: Varun Shipping Company Limited Laxmi Building, 6, Shoorji Vallabhdas Marg, Ballard Estate, Mumbai – 400001, India. Tel: + 91 22 66350100-09 Fax: +91 22 66350274 E-mail: mailto:vsinvestors@varunship.com Web: http://www.varunship.com
Rating	-

2. Management Type & Share holding

2.1 Key People

Name	Designation
Mr. Yudhishtir D Khatau	Chairman & Managing Director
Ms. Manali Parekh	Vice President
Mr. Haider Nawaz	Vice President -Business Development
Mr. Srinivasa Gopalan Ara Amudan	Sr. General Manager Systems, Personnel and Administration
Mr. Dilipkumar Mulchand Lotia	Sr. General Manager -Purchase

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters	56,691,562	37.79
Institutions	21,911,831	14.61
Non-Institutions	71,404,380	47.60

3. Categories of businesses

3.1 Business Areas

Division	Business Descriptions
Shipping	The company operates in the single segment.

3.2 Subsidiaries

Subsidiaries	Business Description
Varun Cyprus Limited	A wholly owned subsidiary
Varun Gas Infrastructure Limited	A wholly owned subsidiary

4. Growth strategy and business model

The company plans to continue to increase their presence within the hydrocarbon sector and assess the shipping requirements of their customers in the hydrocarbon sector both in India and globally. Their expansion strategy vis-à-vis India would be to focus on acquiring cost efficient vessels where payback periods are lower. For international trade they would focus on acquiring younger vessels of a global standard size with design well suited for various trades and versatile use for a variety of customers in different markets.

5. Foreign collaboration if any

The company doesn't have any foreign collaboration.

Haryana Ship Breakers Limited

1. Company Overview & Contact details

Company Details and Overview	
Sector	Shipping
Turnover	INR 5,891.00 million
Chairman/MD/CEO/President	Shanti Sarup Reniwal (Chairman & Managing Director)
No of branches/offices	3
Number of Employees	-
No of subsidiaries	-
Parent Company(If any)	Haryana Group
Market Capitalisation	INR 320.7 million
Company Overview	<p>The Haryana Group has been promoted by Shanti Sarup Reniwal who is one of the pioneers of ship breaking Industries in India. He has been the guiding force behind the Haryana Group with his vision and foresight. He has diversified into various field of business like merchant activities (import/export), sponge iron manufacturer, power plants, constructions and other activities.</p> <p>Established in 1981, commercial operations started in 1981. The company has imported one of the largest ship "pacific blue" of 57,000 m.t. (2001-02).The company is listed in the recognized stock exchange in India i.e. Bombay stock exchange. The company has already started one sponge iron plant. Further plan for power & steel plant at Hassan with installed capacity of 1 lac ton per annum. This division of Haryana Ship Breakers ltd. is in the name of Haryana Steel & Power. The company has already completed 1st phase of sponge iron plant & 2nd phase is in work in progress.</p>
Contact Details	<p>Corporate Office: 302, Sylvertone Building, 102, Wode House Road, Cuffe Parade, Colaba, Mumbai, India Ph No: +91-22-22043211 Fax No: +91-22-22043215 E-mail: mailto:contact@hariyanagroup.com Website: http://www.hariyanagroup.com</p>
Rating (CRISIL)	CRISIL B+ (Long Tem Facilities)

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Mr. Shanti Sarup Reniwal	Chairman & Managing Director
Ms. Lalitadevi Reniwal	Director
Mr. Manohar Wagh	Director
Mr. Pradeep Bhatia	Director
Mr. Rakesh Reniwal	Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters	4,529,814	73.46
Institutions	0	0
Non - Institutions	1,636,853	26.54

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business /Products/Brands Descriptions
Hariyana Ship Breakers Ltd.	The company has already started one sponge iron plant. Further plan for power & steel plant at Hassan with installed capacity of 1.00 lac ton per annum.
Hariyana Ship Demolition Pvt. Ltd.	The company has been carrying out its activities at Alang. The company has also imported one of the largest vessels in India i.e. "Hellespont Grand "having a tonnage of 59,000 m.t (2002-03).
Inducto Steel Limited.	Established in 1989. Commercial operation started in 1989; the company has started ship breaking from the year 2001-02.

3.2 Subsidiaries

The company does not have any subsidiary.

4. Growth strategy and business model

The group is further looking to diversify its product portfolio with investment in the real estate sector. The company is seeking interest in the real estate business and has gone into agreement for construction & selling of residential apartments in Bangalore. The company is focused building on a large diversified operation portfolio in order to shield against loss from a particular business segment.

5. Foreign collaboration

The company doesn't have any foreign collaboration.

Shreyas Shipping Logistics Limited

1. Company Overview & Contact details

Company Details and Overview	
Sector	Logistics
Turnover	INR 1,676.9 million
Chairman/MD/CEO/President	Mr. S. Ramakrishnan
No of branches/offices	1
Number of Employees	-
No of subsidiaries	2
Parent Company(If any)	Transworld Group of Companies
Market Capitalisation	INR 590 million
Company Overview	Shreyas Shipping & Logistics is India's first and only container feeder owning and operating company. Shreyas started its operations in 1993, and began primarily to fill the gap of feeding containers between Indian ports and internationally renowned transshipment ports such as Dubai, Khorfakkan, Jebel Ali, Colombo and Singapore.
Contact Details	2nd Floor, Sahyadris, Geetmala Complex, Near Shah Industrial Estate, Opp. Deonar Village Road, Govandi (E), Mumbai - 400 088. Phone:+91 22 66220300 Fax:+91 22 67141516 Email: mailto:info@shreyas.co.in Website: http://www.transworld.co/shreyas
Rating	CRISIL A2

2. Management Type & Share holding

The company has professionals in their management

2.1 Key People

Name	Designation
Mr. S. Ramakrishnan	Chairman & Managing Director
Mr. V. Ramnarayan	Executive Director
Mr. S. Mahesh	Director
Mr. Ritesh Ramakrishnan	Director
Mr. S. Ragothaman	Director
Mr. Amitabha Ghosh	Director
Mr. L. B. Culas	Director
Mr. P. P. Radhakrishnan	Director
Mr. Mannil Venugopalan	Director
Mr. D. T. Joseph	Director

2.2 Share Holding Pattern

Category	No. of Shares	% of Shareholding
Promoters	16,093,095	73.3
Institution	1,356,932	6.2
Non-Institution	4,507,506	20.5

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Product & Services	Description
Ship Owning	Owns and operate vessels for feeding of containers between Indian ports and Internationally renowned container transshipment ports.
Feeder Services	Operates regular and reliable common carrier feeder services in the Indian subcontinent. They operate four vessels covering all the major ports within the Subcontinent
Port Agency Services	Handles ships carrying various types of liquid, dry & containerized cargoes, specialized in handling cargoes like LNG, LPG, petroleum, chemicals, edible oils, agricultural products, fertilizers and containers.
Domestic Services	Door to door services
Logistics Services	Caters to customer's inbound-outbound logistics, distribution and supply chain management
Regional Services	SRSL has been concentrating on shipment from Indian ports to Sri Lanka / Pakistan and visa-versa apart from participating in domestic cargo movement.

3.2 Subsidiaries

Subsidiaries	Business Description
Shreyas Relay Systems Limited	Shreyas Relay System Ltd. provides seamless, door-to-door, multi-modal transportation solutions incorporating the Road-Rail-Sea-Road route.
Haytrans (India) Limited	A service provider of air container specifications services, agent networking services, charter and emergency services, insurance services, door to door services.

4. Growth strategy and business model

The company is looking to focus towards a complete backward integrated model thereby offering its clientele various services. Shreyas is now concentrating on the Lead Logistics Provider concept whereby it offers a single window solution to its clients for their entire logistics needs. The company is looking to expand its global reach with investments in its expansion process.

5. Foreign collaboration if any

The company has technical collaboration with Orient Express Lines Ltd., Mauritius and Orient Express Lines (S) Pte. Ltd., Singapore

Gati Limited

1. Company Overview & Contact details

Company Details and Overview	
Sector	Logistics
Turnover	INR. 6,974 million
Chairman/MD/CEO/President	Mr. Mahendra Agarwal (Founder & CEO)
No of branches/offices	6
Number of Employees	3,273
No of subsidiaries	3
Parent Company(If any)	-
Market Capitalisation	INR 3,160.8 million
Company Overview	Pioneering express distribution services in India since 1989, Gati has transformed the logistic industry in India with many a path breaking revolutionary initiatives that paved the way to an organized logistic industry. Gati today offers an integrated express distribution and customized supply chain solutions to customers across diverse industry verticals. Gati's advantage of seamless connectivity across air, road, ocean and rail has resulted in a plethora of offerings to the customers, unmatched in the industry. Gati operates a fleet of 4,000 vehicles on road, 3 marine vessels and over 7,000 plus business partners across India. A market leader in India, Gati has a strong market presence in the Asia Pacific region and SAARC countries. Today, Gati has offices in China, Singapore, Hong Kong, Thailand, and Nepal and has plans to foray into other markets.
Contact Details	HO and Registered Office: 1-7-293, M.G.Road, Secunderabad-500 003 Tel: +91 40 27844284, 27843788 Fax: +91 40 27894284 E-mail: customerservice@gati.com Website: http://www.gati.com
Rating (CARE)	CARE A (Long Term bank Facilities)

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Mr. Mahendra Agarwal	Founder & CEO
Mr. Sanjeev Jain	Director – Finance
Mr. Chitra Shinde	President - GATI- KWE
Mr. G. S. Ravi Kumar	Chief Information Officer
Mr. J. Subramanian	Chief Group HR
Mr. Ashok Kumar	Chief Operating Officer - GTS & Kausar

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters	38,420,525	44.37
Institutions	2,324,134	2.68
Non - Institutions	45,837,628	52.94

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business /Products/Brands Descriptions
Express Distribution	Gati-Kintetsu Express Private Limited (GATI-KWE) is a joint venture company between Gati – India’s pioneer in express distribution and supply chain solutions and Kintetsu World Express - Japan’s leading logistics provider.
Supply Chain Solutions	Services offered: Managed services, temperature sensitive services, re-engineering services, upstream SCM services
Cold Chain Solutions	Services offered: Primary distribution, secondary distribution, dedicated reefer fleet, customized cold chain solutions, organized retail
E-Commerce	Services offered: Home delivery solutions, Makemygiftz – Online gifting,

3.2 Subsidiaries

Name	Description
Kausar India Limited	Kausar India Limited, a refrigerated transport company, provides transportation services in India. It specializes in the transportation of temperature sensitive commodities.
Gati Ship Private Limited	Gati Ships offers integrated cargo services through sea transportation. The company was formerly known as Gati Coast to Coast Ltd. The company was founded in 1986 and is based in Chennai, India. Gati Ships operates as a subsidiary of Gati Ltd.

4. Growth strategy and business model

The company is planning to strengthen its cold chain network. The company plans to increase its vehicle capacity to more than 350 from the current capacity of 150 vehicles. The company would now focus more on the profitable growth of E-commerce. The company is looking to put emphasis on APAC market and looking to consolidate its position in China.

5. Foreign collaboration

Name	Description
Kintetsu World Express	Technical Collaboration
GLS (General Logistics Systems)	Technical Collaboration

Aqua Logistics Ltd.

1. Company Overview & Contact details

Company Details and Overview	
Sector	Logistics
Turnover	INR 3,129.8 millions
Chairman/MD/CEO/President	Rajesh G Uchil (Chairman / Chair Person)
No of branches/offices	5
Number of Employees	-
No of subsidiaries	3
Parent Company(If any)	-
Market Capitalisation	INR 4,420 millions
Company Overview	Established in 1999 and headquartered in Mumbai, Aqua Logistics is India's foremost global logistics and supply chain partner, delivering excellence across industries, through an integration of empowered people, processes and technology. The company's operations, consulting, and client development teams deliver logistics, operations strategy, sourcing and procurement planning, fulfillment operations, customer service and after sales support.
Contact Details	Registered Office: 5th Floor, B – Wing, Trade Star Building, Andheri Kurla Road, Andheri (East), Mumbai Tel: + 91-22-6777 0200 Fax: + 91-22-2835 3976 Email: mailto:investor@aqualogistics.com Website: http://www.aqualogistics.com
Rating (CARE)	CARE BB- (Long Term facilities)

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Mr. Rajesh G Uchil	Chairman / Chair Person
Mr. M. S. Sayad	Vice Chairman
Mr. Harish G. Uchil	Managing Director & CEO

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters	43,749,660	20.20
Institutions	85,670,379	39.56
Non - Institutions	87,138,411	40.24

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business /Products/Brands Descriptions
SCM Consulting	Business Case Development, Gap Analysis, Supply Chain Solutions, Improving Asset Effectiveness, Enhancing Supply Chain Performance
Logistics Services	Global Logistics, Contract Logistics, Warehousing, Packaging & Value-added Services, Transportation & Distribution, Project & Heavy-lift Logistics
Technology	Aqua Enable, IT Services
Industry solutions	Power, Pharmaceuticals, Engineering, Sports & Events, Retail, Telecom

3.2 Subsidiaries

Name	Description
Aqua Logistics (M) SDN BHD	A wholly owned subsidiary
Aqua Logistics HK Private Limited	A wholly owned subsidiary

4. Growth strategy and business model

The company is focusing on measures related cost control and improving services of customers. The company is also looking to widen its export base and planning to extend its customer reach.

5. Foreign collaboration

The company doesn't have any foreign collaboration

Aegis Logistics Limited

1. Company Overview & Contact details

Company Details and Overview	
Sector	Logistics
Turnover	INR 2,835 millions
Chairman/MD/CEO/President	Mr. Kapoor M. Chandaria (Chairman)
No of branches/offices	INR 44,638.3 crore
Number of Employees	399
No of subsidiaries	5
Parent Company(If any)	-
Market Capitalisation	INR 5,670 millions
Company Overview	Aegis Logistics Ltd is a leader in oil, gas and chemical logistics. The company is engaged in providing logistic solutions for Oil, Gas, Chemicals and Petrochemical Industries. With their strategic locations and indispensable services, Aegis is a key supplier for total supply chain management services to major customers including Oil PSUs. The company presently has three operating port terminals, two in Mumbai and one in Kochi, as well as two state of the art gas terminals at Mumbai & Pipavav through which they handle annually over 2 million MT of Oil, Gas and Petroleum products as well as around 400,000 MT of LPG and Propane gas. Aegis Logistics Ltd was incorporated on June 30, 1956 as a private limited company with the name Atul Drug House Ltd.
Contact Details	Corporate Address: 403, Peninsula Chambers, Peninsula Corporate Park, Lower Parel(W), Mumbai Tel:+91 22-6666 3666 Fax:+91 22-6666 3777 Email: secretarial@aegisindia.com Website: http://www.aegisindia.com
Rating (CARE)	CARE A1+ (Long term debt instruments)

2. Management Type & Share holding

The company is a mix of family and professionals.

2.1 Key People

Name	Designation
Mr. Kapoor M. Chandaria	Chairman
Mr. Raj K. Chandaria	Vice Chairman and Managing Director
Mr. Anish K. Chandaria	CEO and Managing Director
Mr. Sudhir Malhotra	President
Mr. Rajiv Chohan	President (Business Development)
Mr. K. S. Sawant	President (Ops & Projects)
Mr. B. I. Gosalia	Chief Financial Officer

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoter	20,852,360	62.43
Institution	0	0
Non- Institution	12,547,640	37.57

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business /Products/Brands Descriptions
Liquid Logistics	Aegis Group owns and operates a network of shore based tank farm installations for the receipt and handling of bulk liquids. These terminals are located in Mumbai, Kochi, Pipavav and Haldia.
Gas Logistics	The group handles more than 700,000 MT of LPG per annum. Services offered include complete supply chain management from product planning, sourcing, and shipping, through to receipt, storage, and dispatch by pipeline and tankers to the point of consumption
EPC Services	Engineering, Procurement, and Construction (EPC) Services Division of Aegis is to provide to third party clients, the full range of expertise deployed by Aegis in its own liquid terminals and gas terminals division, but on an outsourced basis.
Retail LPG	Aegis is an important participant in two segments of the Indian retail LPG market: transportation and commercial cylinders.
Marine	Aegis Marine Products Division mission is to provide quality bunker fuels to ships calling at Indian ports, and its Customer Value Proposition is to service the fuel requirements of ships in a timely, environmentally responsible, and cost effective manner, while ensuring high quality standards

3.2 Subsidiaries

Name	Description
Konkan Storage Systems (Kochi) Private Limited	Konkan Storage Systems (Kochi) Pvt. Ltd. offers logistics and storage services. The company was incorporated in 2006 and is based in Kochi, India.
Aegis Group International Pte Limited	Aegis Gas (LPG) Private Limited imports and exports LPG. It owns and operates gas infrastructure facility and LPG filling plant in Gujarat.

4. Growth strategy and business model

The company is pursuing a strategy of building a national network of oil terminals and retail outlets. The company has a proper and adequate system of internal controls to ensure that all the assets are safeguarded, protected from use of unauthorized or disposition and the transactions are authorized, recorded and reported correctly. As the company is growing fast, the emphasis is on competence development. So The company has thought of hiring middle level managers in specific areas.

5. Foreign collaboration

The company does not have any foreign collaboration.