



SADHAV

Dream It. Do It.

A Sea Of Opportunities



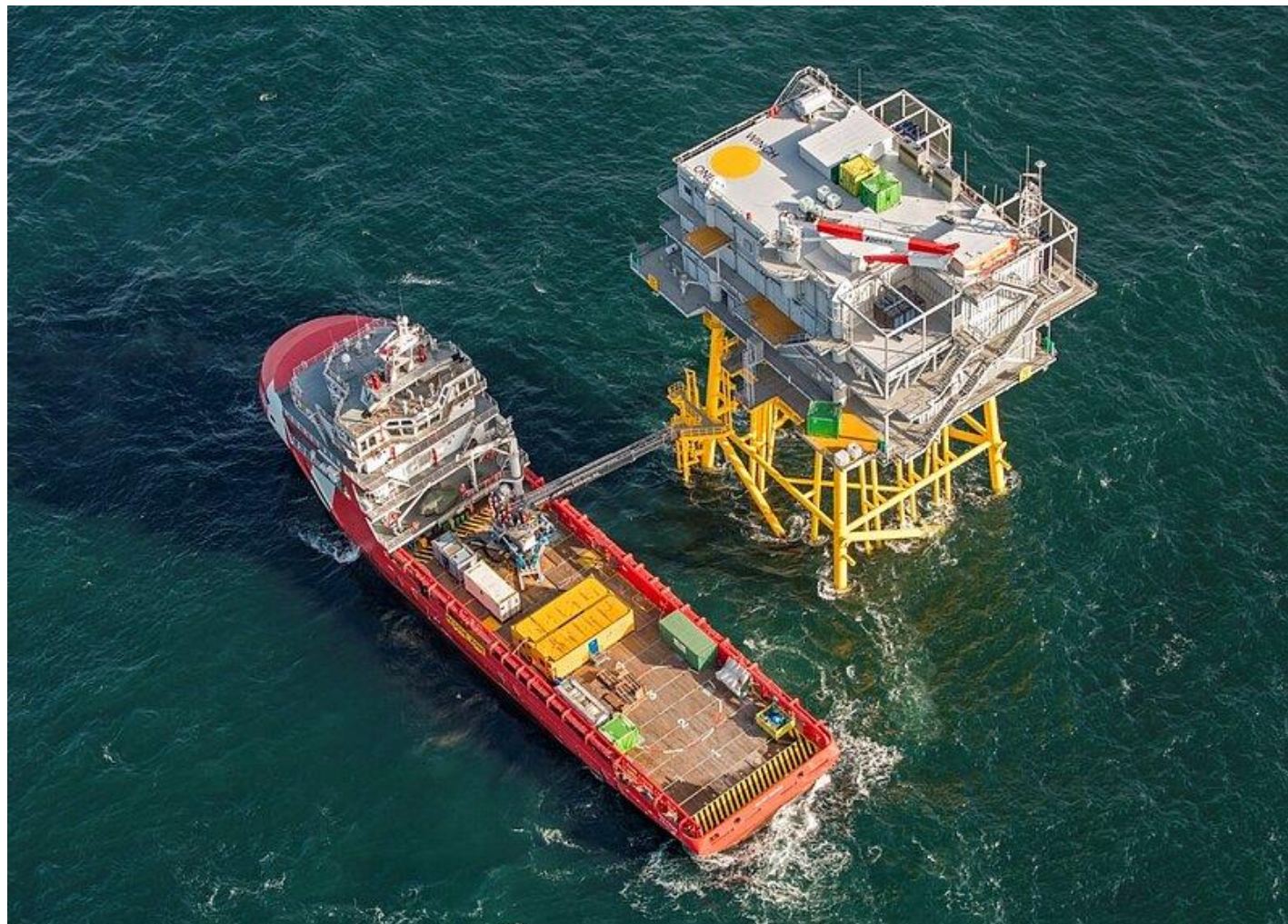
SADHAV SHIPPING LTD.

Investor Presentation



Contents

- ⚓ About the Company
- ⚓ Company Management & Office
- ⚓ Fleet & Works Review
- ⚓ Growth Strategy
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About the Company



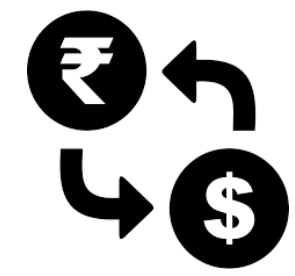
Snapshot



Established since 1996



400+ People strong



More than 50% inflows in USD



95% PSU / Govt. backed Clients



Strong Order Book & Revenue Visibility



Flexible Business Model



Company Overview

- Established in 1996
- Initial operations were in the tanker lightering trade for base oils & edible oils.
- Graduated into exclusive cargo handling contracts for private ports.
- Received the first Port Services contract in 2009/10.
- Ventured in the OSV market in 2012/13.
- Ventured in the Oil Spill Response Business in 2014/15.
- Currently a dominant Maritime Service provider for Ports and Offshore Logistics.
- Own and Operate 24 specialised vessels for Port Sector, Oil Spill Response and Offshore Logistics.



Port Services 32.07%*



Offshore Logistics 54.96%*



Oil Spill Response 12.98%*

*Percentage of Revenue of FY 2022-23



Business Verticals



Port Services

Serving Major Ports of India with specialised High Speed Security Boats, Mooring Personnel, Survey Boats etc.

Clients include Mumbai Port, Paradip Port, JNPA, New Mangalore Port, DRDO, BARC and more.



Offshore Logistics

Owning / Leasing and chartering high spec vessels designed and built for Offshore Oil & Gas.

Clients include Oil & Natural Gas Corporation Ltd. , drilling co.s.



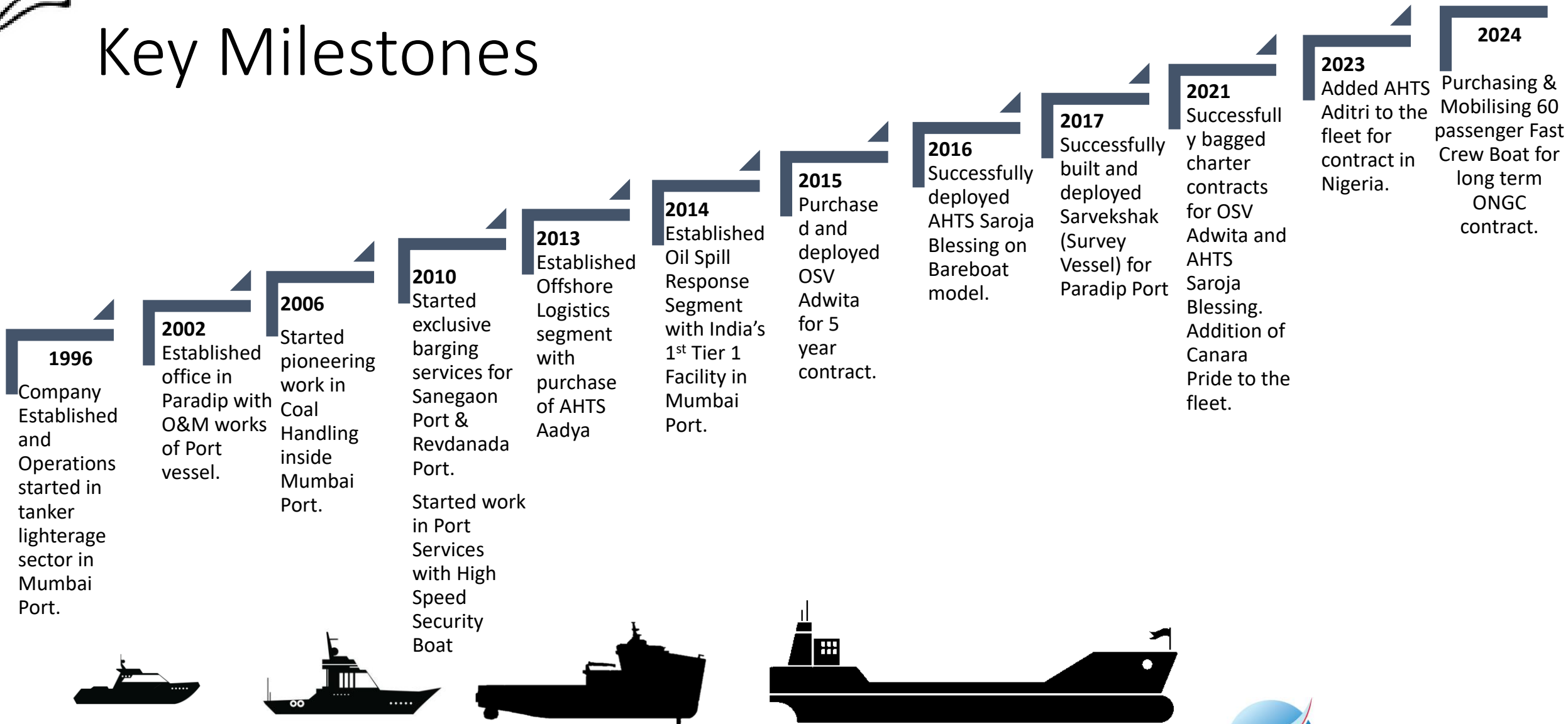
Oil Spill Response

Serving Ports and wharfs with specialised equipment and trained personnel to respond to Oil Spills.

Clients include Major Ports, Oil Companies and ship owners.



Key Milestones



SADHAV

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Company Management & Office



Board of Directors

Name of Directors	Designation	Experience
Capt. Kamal Kant Choudhury	C.M.D.	Master Mariner, NMIMS Alumn and NMIS Gold medalist. Worked for DG Shipping and ONGC Ltd. before starting the company.
Mrs. Sadhana K. Choudhury	Director	M.A (History), volunteer at Tata Memorial Hospital, runs the CSR arm of Sadhav Group.
Mr. Vedant K. Choudhury	Director & CEO	Marine Engineer from BITS Pilani, 5+ years of sailing experience with Wallem Shipmanagement. Management studies from SJSOM (IIT Bombay) & Copenhagen Business School (Blue MBA).
Mr. Subhas Choudhury	Non Executive Director	IRS, Retd. as Chief Commissioner Customs & Central Excise.
Mr. Ashok Kumar Bal	Independent Director	IRS, held position of Dy. Chairman, Mumbai Port, Retd. As Commissioner Income Tax.
Mr. Rajesh S. Kakkar	Independent Director	Oil & Gas Industry Expert, ex- Director Offshore, ONGC Ltd.
Cmde. (Retd.) B.B. Nagpal	Independent Director	Retd. Commodore Indian Navy, Defence & Shipbuilding expert, ex-CMD of Goa Shipyard Ltd.



Key Management Personnel

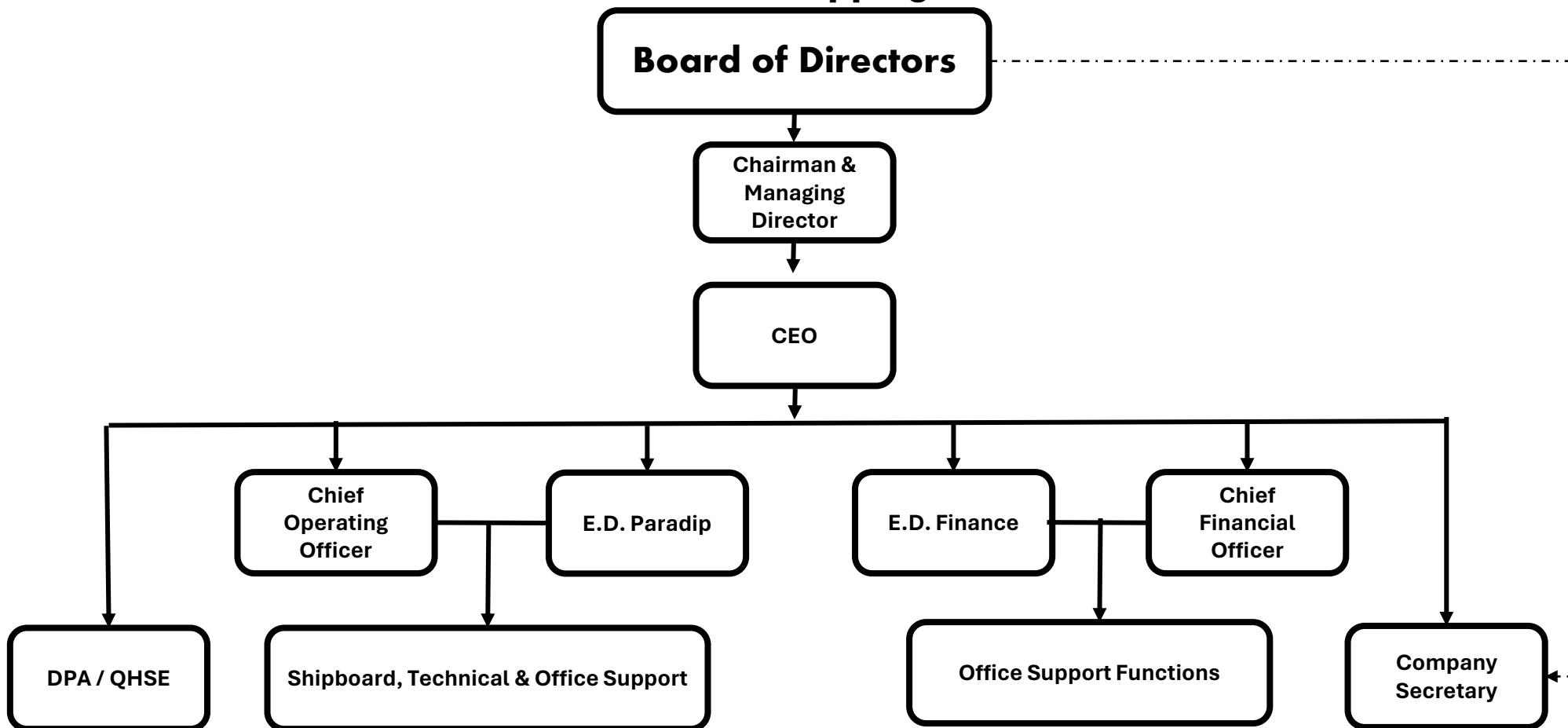
Name	Designation
Abhas Ch. Choudhury	Executive Director (Paradip)
Shyam Sunder Banik	Executive Director (Finance)
Sanjeevan Sontakke	Chief Operating Officer
Nilakantha P. Sahu	Chief Finance Officer
Srikrishna Sahu	General Manager (OSV)
Comdt.(Retd.) B.H. Kumbhare	General Manager (OSR)
Capt Layeek Khan	General Manager (HSE)



Organisation Chart



Sadhav Shipping





People Power



Our Board of Directors (R – L)

Mr. Rajesh Kakkar, Cmde.(Retd.) B.B. Nagpal, Mr. Ashok Bal, Capt. Kamalkant Choudhury,
Mrs. Sadhana Choudhury, Mr. Subhas Choudhury, Mr. Vedant Choudhury





People Power



Senior Management of Paradip Port along with our site staff for training in Oil Spill Response.



People Power



Ladies of Sadhav Group celebrating Sadhav Diwas at Mumbai Port



Geographic Presence

- Kandla
- Vadinar
- Mumbai
- JNPA
- Dharamtar
- Dighi
- Goa
- Mangalore
- Cochin



- Pandu
- Chandipur
- Paradip
- Vizag
- Kattupalli

Map Not to Scale. Locations depicted are for Sadhav Group

The Company will be shortly starting operations in Nigeria.





Fleet Review & Works Review



Fleet Composition

Sector	Number of Vessels	Average Age (yrs.)
Offshore Logistics	4	18.5
Oil Spill Response	6	6.0
Port Services	12	6.4
Dry Cargo Barges	2	11.5

*Average age of fleet is **8.4** years*



Featured Vessels, Aditri



Aditri, to start operations in Nigeria



Featured Vessels, Adwita



Adwita: 60T AHTS



Featured Vessels, Saroja Blessing

AHTS Saroja Blessing, towing Sagar Samrat





Featured Vessels, Canara Pride



Canara Pride 80T AHTS



Featured Vessels, Sadhav Anusha



Sadhav Anusha
60pax Passenger Boat.
Shortly joining the fleet.



Featured Vessels, Sarvekshak



*Survey Vessel SARVEKSHAK,
ready for President's Fleet Review at Paradip Port*



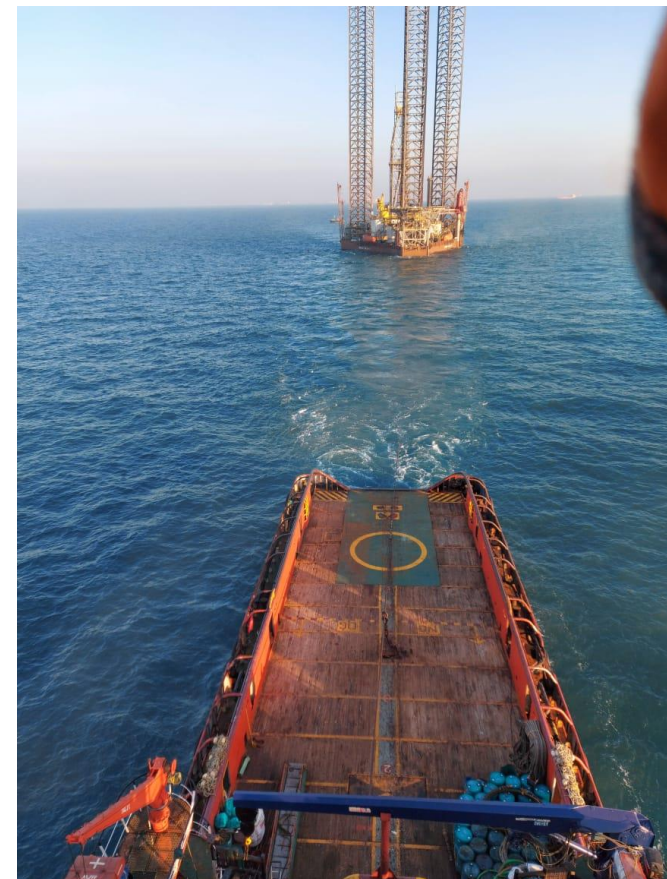
Offshore Logistics



Adwita leaving Port



Canara Pride in Dry Dock



Saroja Blessing towing Jackup Rig



Oil Spill Response



***Conducting Oil Spill Drills
in various Ports***



Port Services



Saraswati, Pilot Boat in Mumbai Port



Saarla, High Speed Security Boat in Cochin Port



Technical Team



CMD along with Technical & Operation Team

Growth Strategy





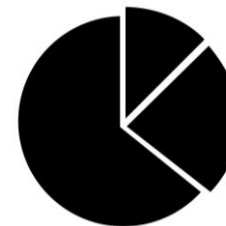
Key Strengths



**Professional Board &
Management Personnel**



**Knowledge Based &
Innovative Solutions**



**Strong Market Presence
Across Multiple Sectors**



**Sound Corporate Governance
& Compliance with Regulations**



Established Succession Plan



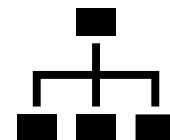
**Adaptable Business Models
Across Sectors and Verticals**



Differentiating Factors



All the vessels owned and operated by the company have **firm charter** commitments



Strong Board Members with Industry Experience.



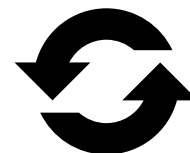
95% of the clients (by revenue) are PSU / Govt. backed entities.



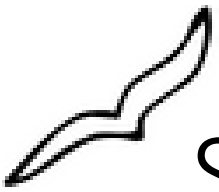
Protected in the Indian market by **Cabotage Laws**.



The vessels are specialised for **Offshore / Port Operations** and thus not linked to traditional shipping cycles.



Repeat orders from clients, due to performance and high customer engagement.



Sustainable Growth Strategy



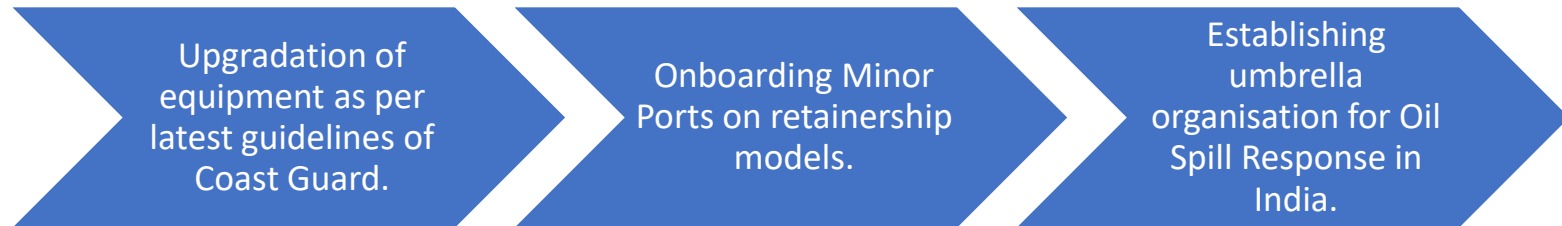
Port Services



Offshore Logistics

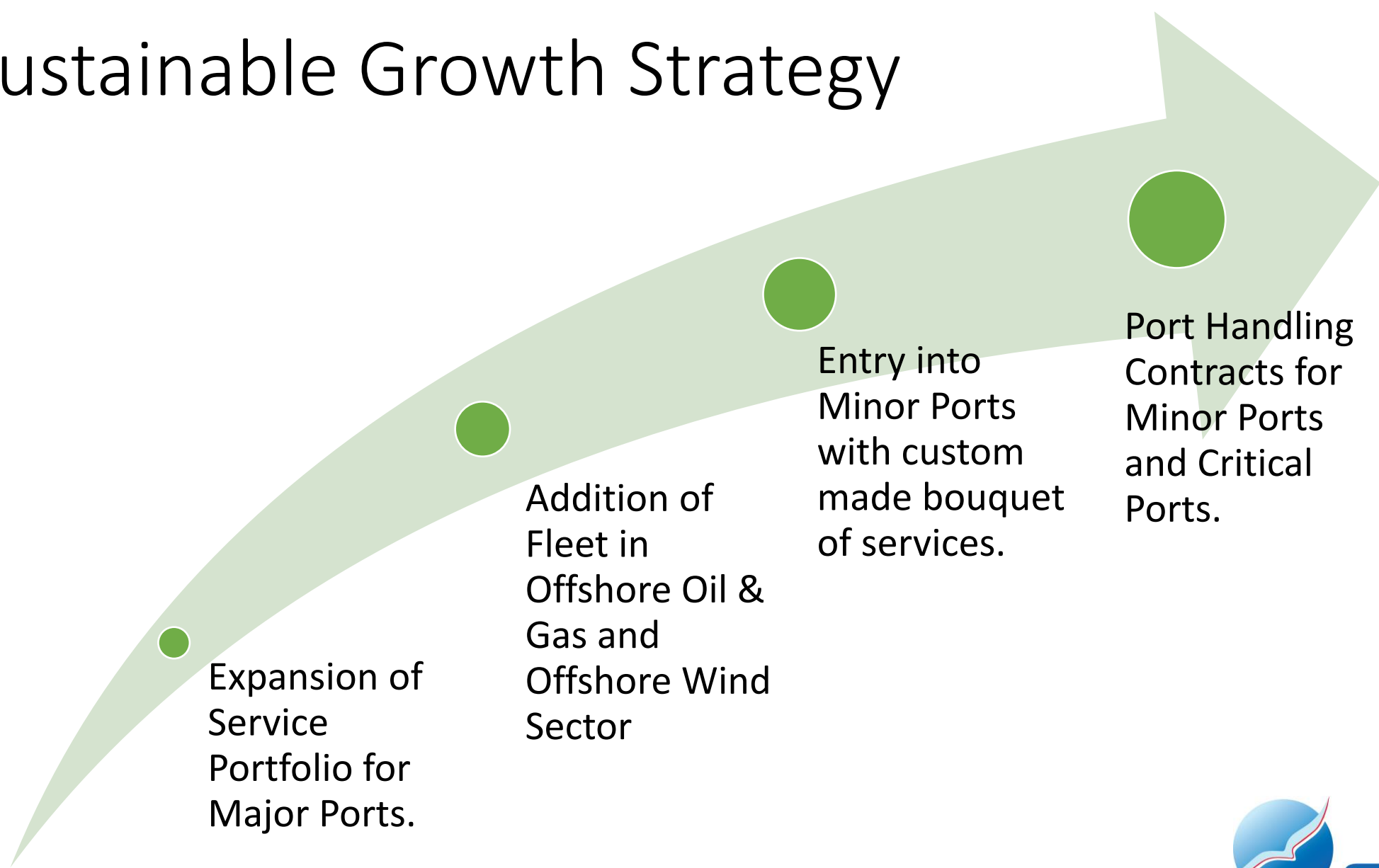


Oil Spill Response





Sustainable Growth Strategy



Expansion of Service Portfolio for Major Ports.

Addition of Fleet in Offshore Oil & Gas and Offshore Wind Sector

Entry into Minor Ports with custom made bouquet of services.

Port Handling Contracts for Minor Ports and Critical Ports.

Financials

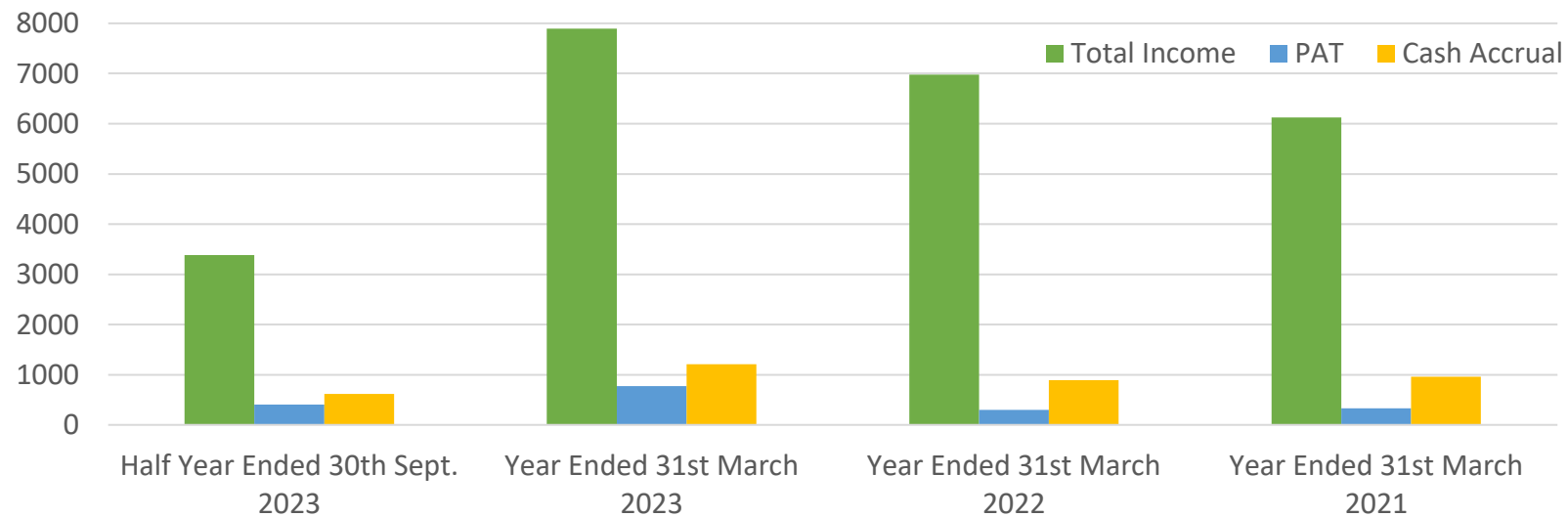




Profit & Loss Statement Items

All figures in Lacs

Particulars	Half Year Ended 30 th Sept. 2023	Year Ended 31 st March 2023	Year Ended 31 st March 2022	Year Ended 31 st March 2021
Total Income	3385.69	7890.59	6977.94	6123.67
Total Expenses	2409.16	6110.49	5733.13	4820.90
EBIDTA	976.53	1780.10	1244.81	1302.77
EBIDTA / Total Income	28.84%	22.56%	17.84%	21.27%
PBT	543.84	989.23	423.17	457.66
PAT	406.97	775.44	300.93	330.77
PAT / Total Income	12.02%	9.83%	4.31%	5.40%
Cash Accrual	621.71	1212.04	893.59	959.80





Balance Sheet

All figures in Lacs

Particulars ³⁷	Half Year Ended 30 th Sept. 2023	Year Ended 31 st March 2023	Year Ended 31 st March 2022	Year Ended 31 st March 2021
Assets				
Non-current Assets	10950.37	9260.13	4627.16	4061.28
Current Assets	2163.99	2368.58	2282.28	2056.36
Total Application	13114.36	11628.71	6909.44	6117.64
Liabilities				
Shareholders Fund	4501.44	4094.46	3503.51	3205.61
Non-Current Liabilities	4880.04	3936.79	1362.32	1096.72
Current Liabilities	3732.89	3597.46	2043.62	1815.32
Total Sources	13114.36	11628.71	6909.44	6117.64

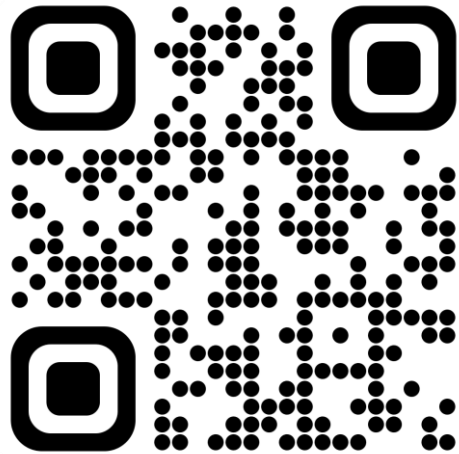


Contact Us

Contact Us

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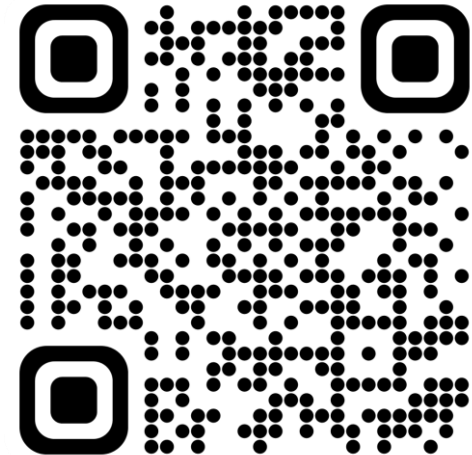


Scan QR for website

Corporate Office:

618 Laxmi, Plaza,
New Link Road,
Andheri West,
Mumbai 400053

Scan QR for Maps



Thank You



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