

**THE GREAT EASTERN
SHIPPING COMPANY LIMITED**
CIN: L35110MH1948PLC006472



OCEAN HOUSE, 134/A, Dr. Annie Besant Road, Worli, Mumbai - 400 018, INDIA. Tel.: +91 (22) 6661 3000 / 2492 2100 Fax : +91 (22) 2498 5335

Our Ref.: S/2024/JMT

April 12, 2024

BSE Limited

1st Floor, Phiroze Jeejeebhoy Towers,
Dalal Street,
MUMBAI – 400 001

BSE Scrip code: **500620**

National Stock Exchange of India Limited

Exchange Plaza, 5th Floor, Plot No. C/1,
Bandra Kurla Complex, Bandra (East),
Mumbai – 400 051

Trading Symbol - **GESHIP**

Dear Sir,

We enclose copy of updated presentation to be made by us in Investor/Analyst Meetings.

You are requested to kindly take note of the same.

Thanking You,
Yours faithfully,
For **The Great Eastern Shipping Company Limited**

Anand Punde
Company Secretary



The Great Eastern
Shipping Co. Ltd.

CORPORATE PRESENTATION



April 2024

COMPANY HISTORY



OVERVIEW

Great Eastern Shipping was founded in 1948, with the purchase of a Liberty ship

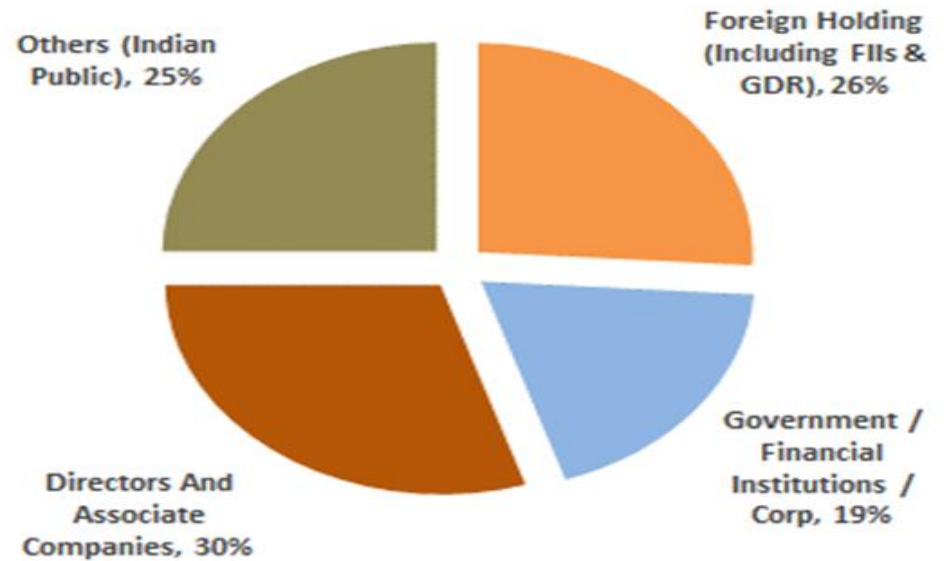
Today, GES is India's largest private sector shipping company, owning and operating 43 ships and 23 offshore assets, with a balance sheet size of almost USD 2 billion

More than size, we pride ourselves on being among the best in the world in quality of our operations and ships



First Ship bought was '*SS Fort Ellice*', renamed '*Jag Vijay*'

SHAREHOLDING PATTERN



Shareholding Pattern as on 31 December 2023

CORPORATE PROFILE



Shipping (Bulk)

Offshore

(Through wholly-owned subsidiary
Greatship (India) Limited)

Tankers

- Crude (6)
- Products (19)
- LPG (4)

Dry Bulk (14)

Logistics (19)

Drilling (4)

India's largest private sector shipping company, with more than
75 years of experience in commodity shipping

FLEET PROFILE

| SHIPPING | | |
|-------------------|------------------|-----------------|
| Fleet | DWT | Number of Ships |
| Crude Carriers | 842,958 | 6 |
| Product Carriers | 1,040,662 | 19 |
| Gas Carriers | 185,363 | 4 |
| Dry Bulk Carriers | 1,239,274 | 14 |
| Total | 3,408,257 | 43 |

| OFFSHORE | |
|--|-----------------|
| Fleet | Number of Units |
| Jack Up Rigs | 4 |
| Platform Supply Vessels | 4 |
| Anchor handling Tug Cum Supply Vessels | 9 |
| Multipurpose Platform Supply & Support Vessels | 2 |
| ROV Support Vessels | 4 |

BUSINESS **PHILOSOPHY**

INVESTMENT THESIS

Fleet operated at global standards, with a large number of international customers

Offshore fleet – quality operations with low balance sheet leverage

Prudent Capital Allocation across a diversified fleet

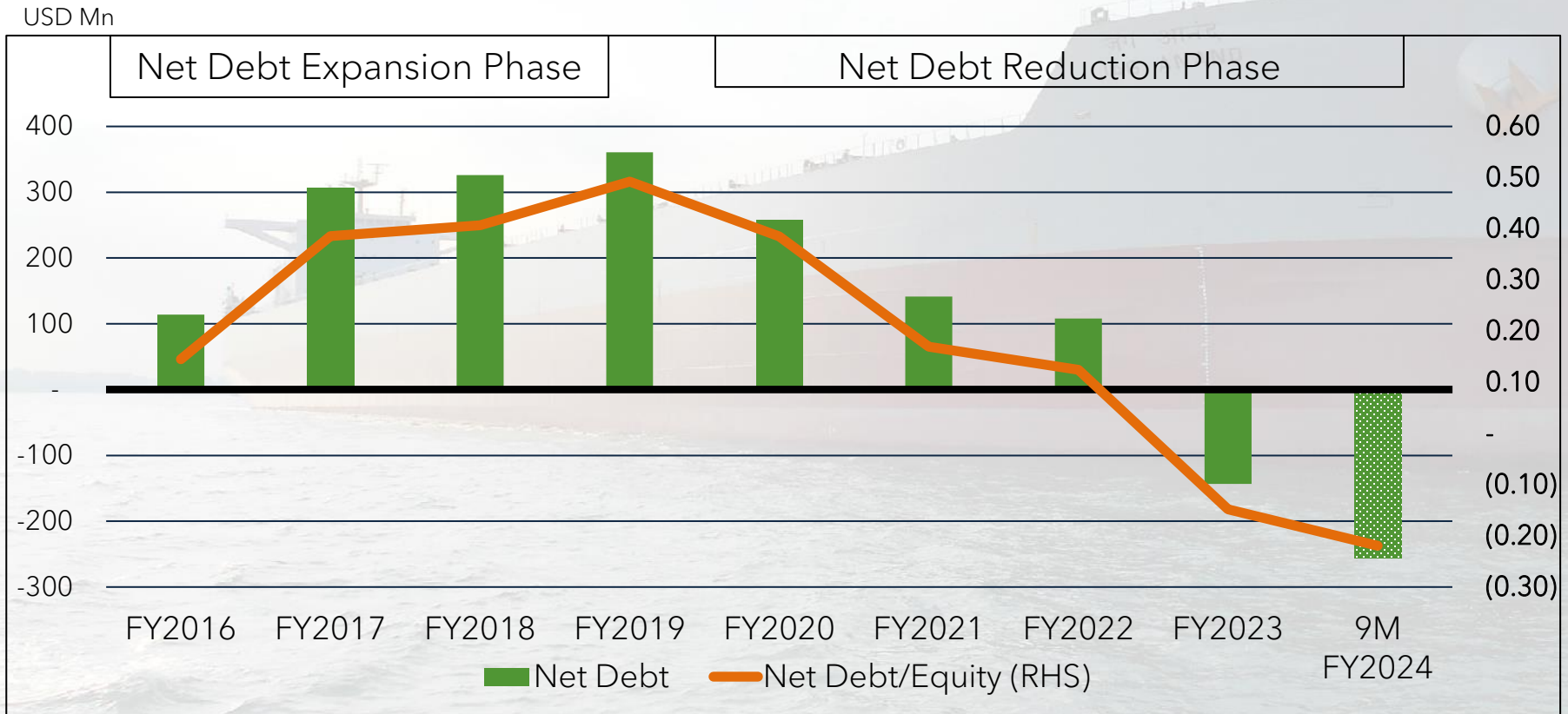
Strong cash flows

Strong balance sheet enables capacity expansion in low markets without equity dilution

High level of operating leverage in shipping to take advantage of high freight markets

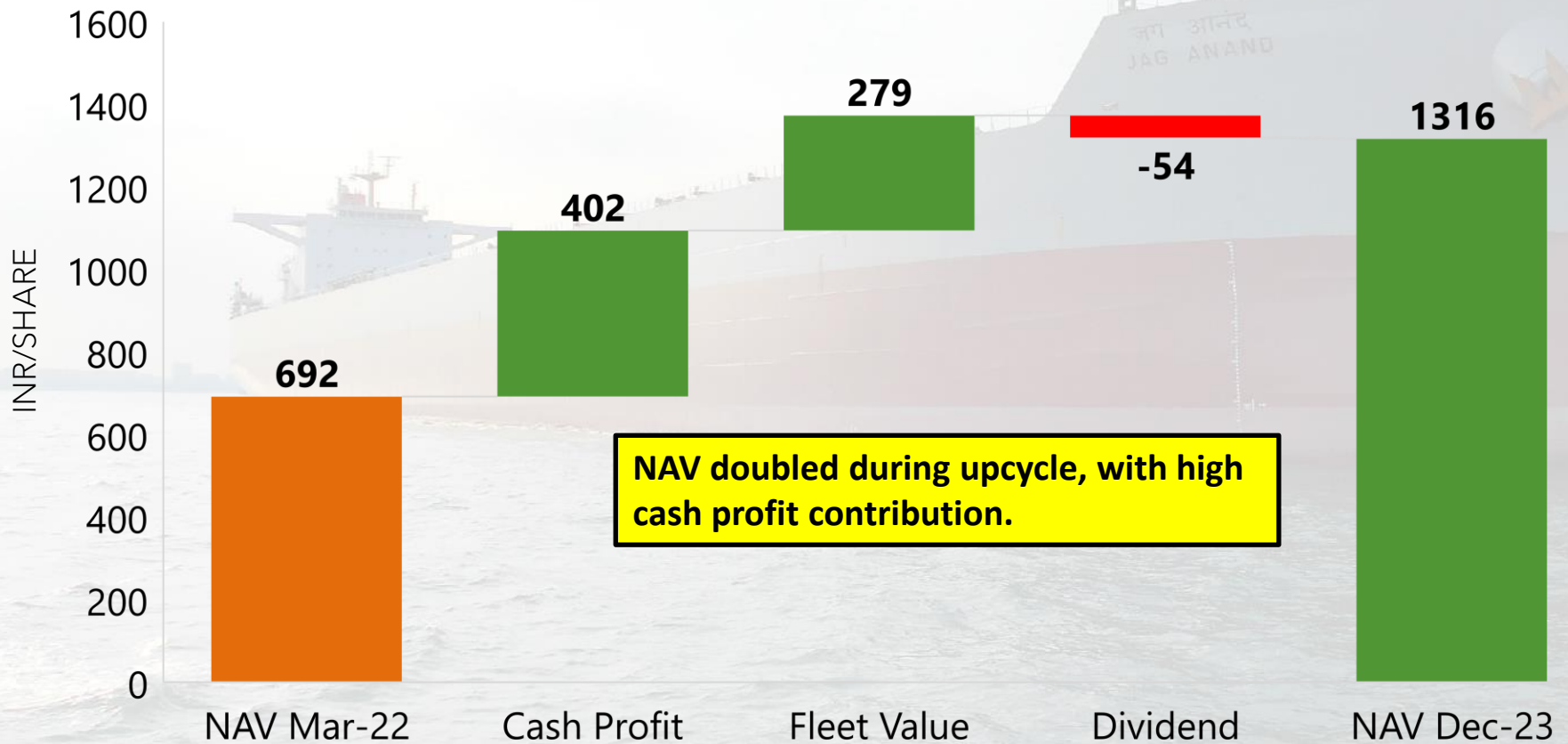


STRONG CASHFLOWS LED NET DEBT USD 360 MN TO NET CASH OF USD 300+ MN



MOEVEEMENT IN NAV (CONSOLIDATED)

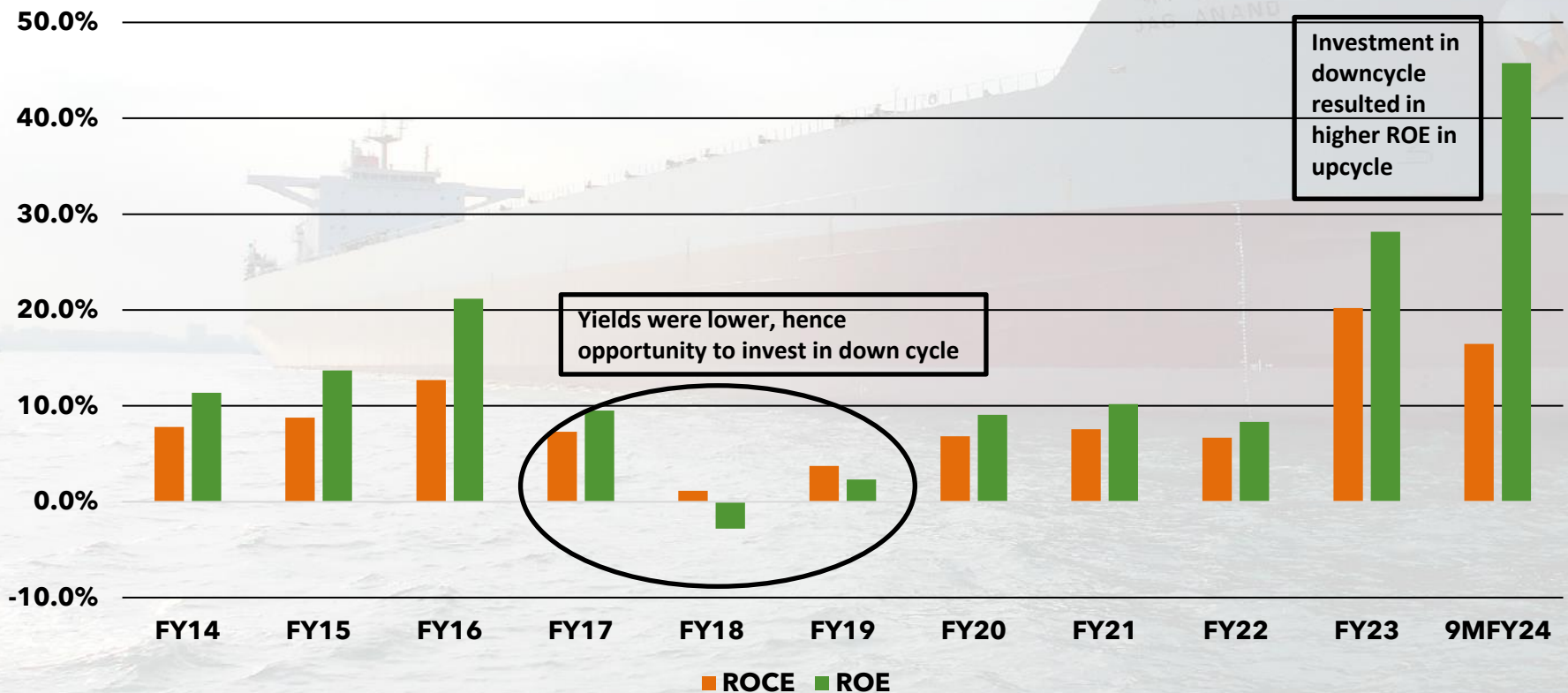
CONSOLIDATED NAV MOVEMENT SINCE MARCH 2022



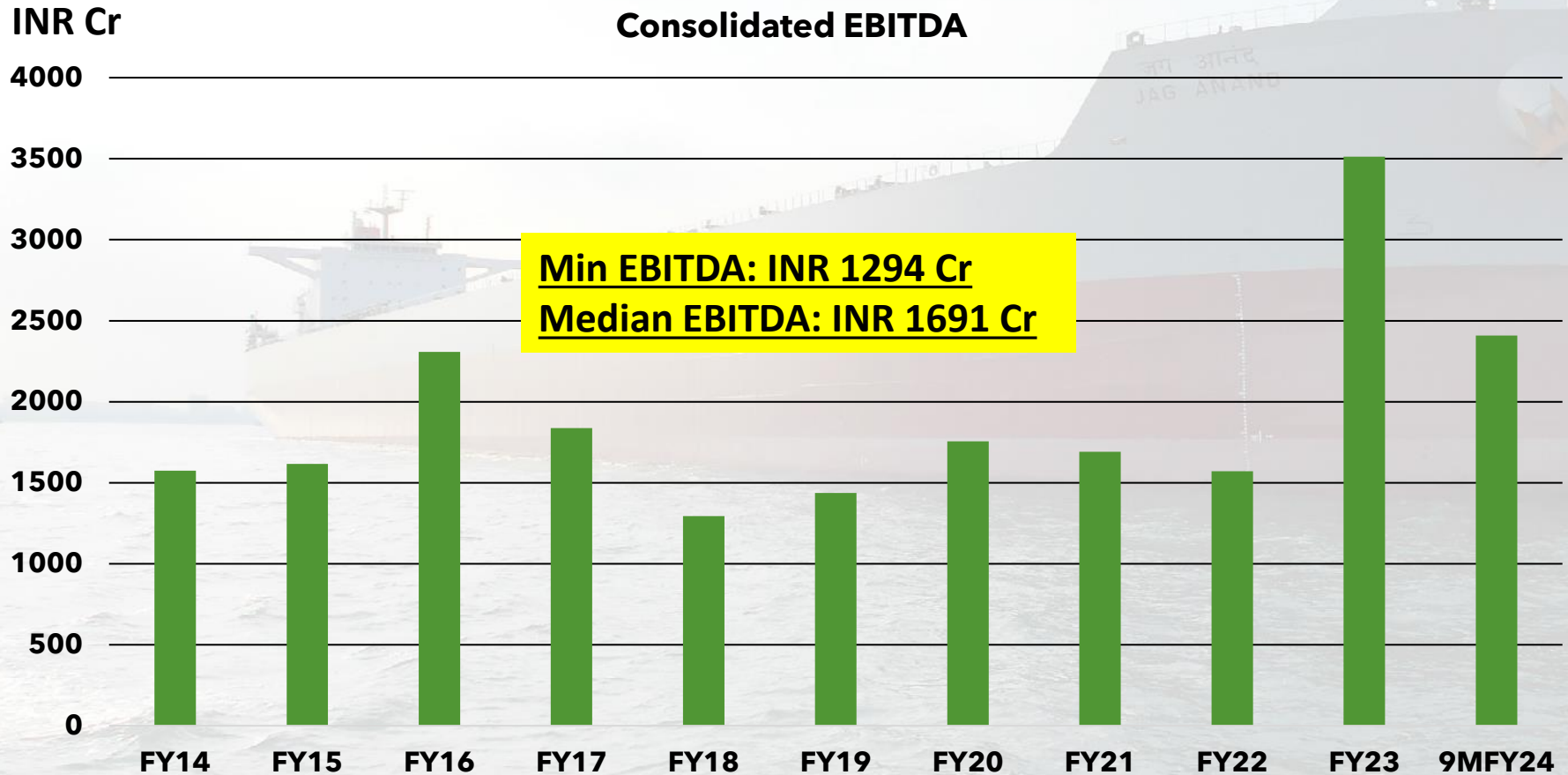
ROE & ROCE HISTORICAL (CONSOLIDATED)

Average ROCE: 9%
Average ROE: 14%

CONSOLIDATED ROCE



TOO MUCH VOLATILITY? EBITDA MOVEMENT 10 YRS



Suez Canal/Panama Canal disruptions

IMPACT ON SHIPPING

In the first two months of 2024, Suez Canal trade dropped by 50 percent from a year earlier while trade through the Panama Canal fell by 32 percent, disrupting supply chains

Attacks on vessels in the Red Sea area reduced traffic through the Suez Canal, the shortest maritime route between Asia and Europe, through which about 15 percent of global maritime trade volume normally passes

As a result, several shipping companies have diverted their ships around the Cape of Good Hope

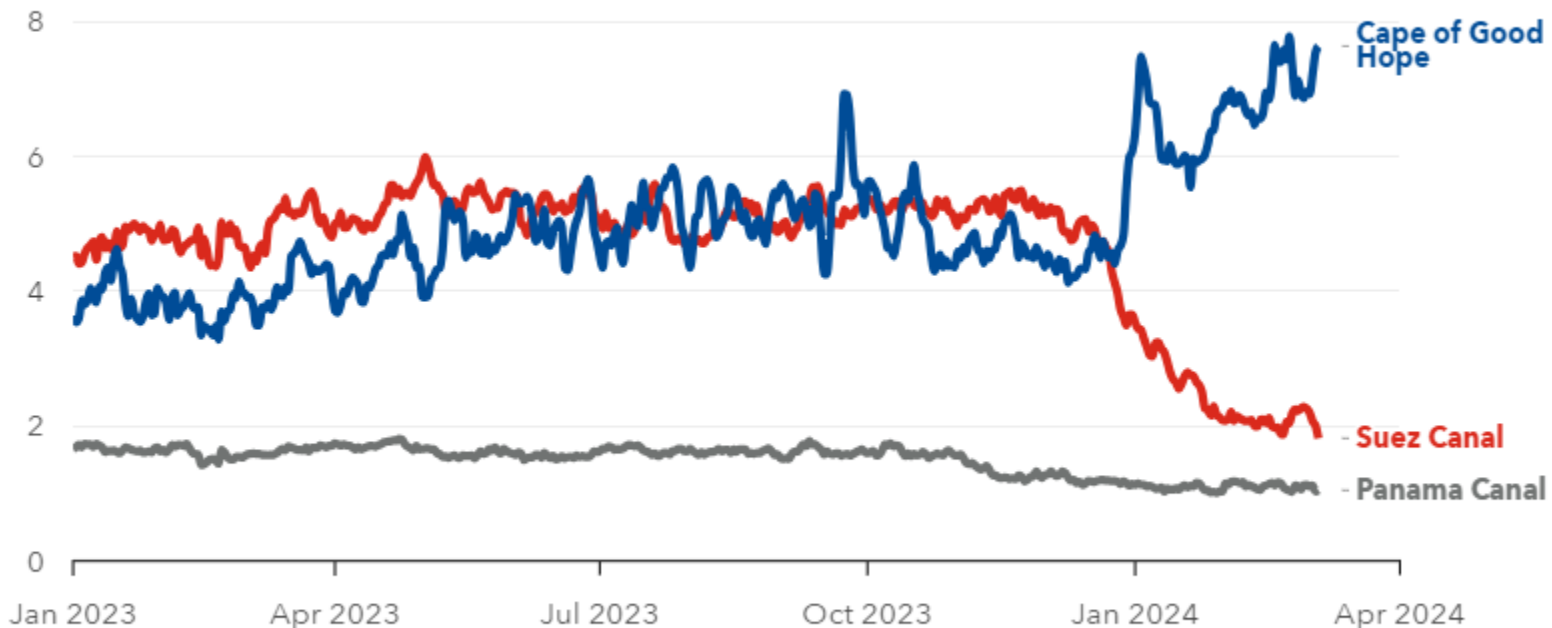
On the other side of the world, a severe drought at the Panama Canal has forced authorities to impose restrictions that have substantially reduced daily ship crossings since last October, slowing down maritime trade through another key chokepoint.

Suez Canal/Panama Canal disruptions

IMPACT ON SHIPPING

Daily transit trade volume

(million metric tons, 7-day moving average)



Sources: UN Global Platform, [IMF PortWatch](#).

IMF

FUNDAMENTALS ARE STACKING UP

DEMAND SIDE

Trade pattern shift: Following the onset of Russia-Ukraine conflict, have seen the average distances of seaborne trade rise

Oil demand continues to be main driver behind seaborne trade

Atlantic basin provides a lot of the incremental oil, while Asia-Pacific provides demand growth

US and OECD inventories are low, and restocking is expected

Asian coal and iron ore demand continue to grow

FUNDAMENTALS ARE STACKING UP

SUPPLY SIDE

Orderbook significantly lower than historical levels.

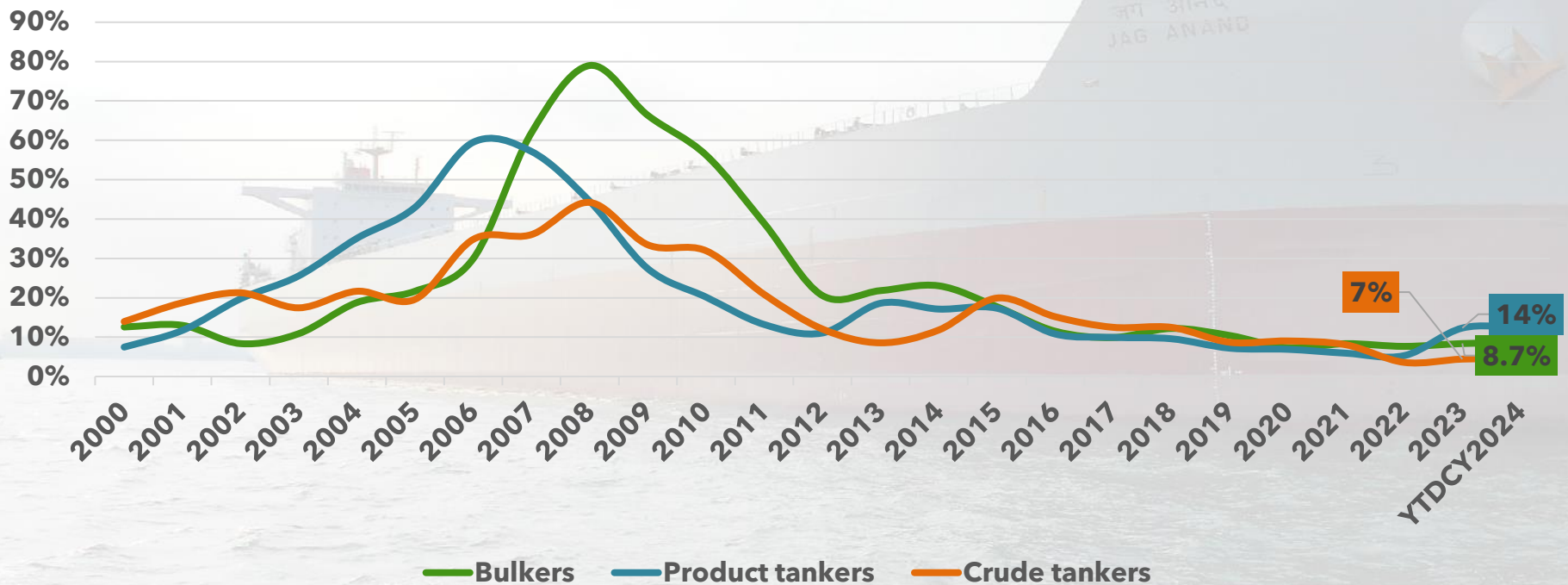
Yard capacity has shrunk significantly in the last 15 yrs

Large Korean yards are full with containers and LNG orders almost till end CY26

Disruption in Suez and Panama canal

LOW ORDERBOOK TO FLEET RATIO HISTORICAL

Historic Order Book as a % of fleet (Calendar Year)



Sources: Industry Reports

OFFSHORE SUBSIDIARY GREATSHIP STORY

FY 16 to FY21

- Most challenging years for the offshore sector since late 80s
- Utilization levels across asset classes dropped to historic lows, charter rates came down to levels that barely generated any +ve EBITDA
- A large part of industry went through financial restructuring/reorganization/forced consolidation

How did we fare?

- Cash on the balance sheet: Minimal cash depletion from \$118 Mn (March 2015) to \$108 Mn (March 2021)
- Net Bank Debt: Paid down from USD 437 mn (March 2015) to USD 72 mn (March 2021)

OFFSHORE SUBSIDIARY GREATSHIP STORY

Post FY21

- Utilization levels have improved
- E&P activities have started to increase
- Contracts are getting repriced at levels which generate significant EBITDA
- The business has now come back to profitability

FINANCIAL HIGHLIGHTS

| Fig in INR Crores | Standalone | | | Conslidated | | |
|-------------------------|------------|------------|--------------|-------------|------------|--------------|
| | Q3 FY24 | Q3 FY23 | 9M FY24 | Q3 FY24 | Q3 FY23 | 9M FY24 |
| Income Statement | | | | | | |
| Revenue* | 1,110 | 1,261 | 3,401 | 1,396 | 1,522 | 4,192 |
| EBITDA* | 689 | 771 | 2,074 | 789 | 881 | 2,408 |
| Net Profit | 514 | 605 | 1,579 | 552 | 640 | 1,677 |
| Balance Sheet | | | | | | |
| Total Assets | 13,255 | 12,174 | 13,255 | 16,366 | 15,416 | 16,366 |
| Equity | 9,708 | 8,002 | 9,708 | 11,588 | 9,679 | 11,588 |
| Gross Debt | 3,009 | 3,668 | 3,009 | 3,898 | 4,823 | 3,898 |
| Net Debt | (2,147) | (650) | (2,147) | (2,241) | 486 | (2,241) |

* Including Other Income

FINANCIAL HIGHLIGHTS

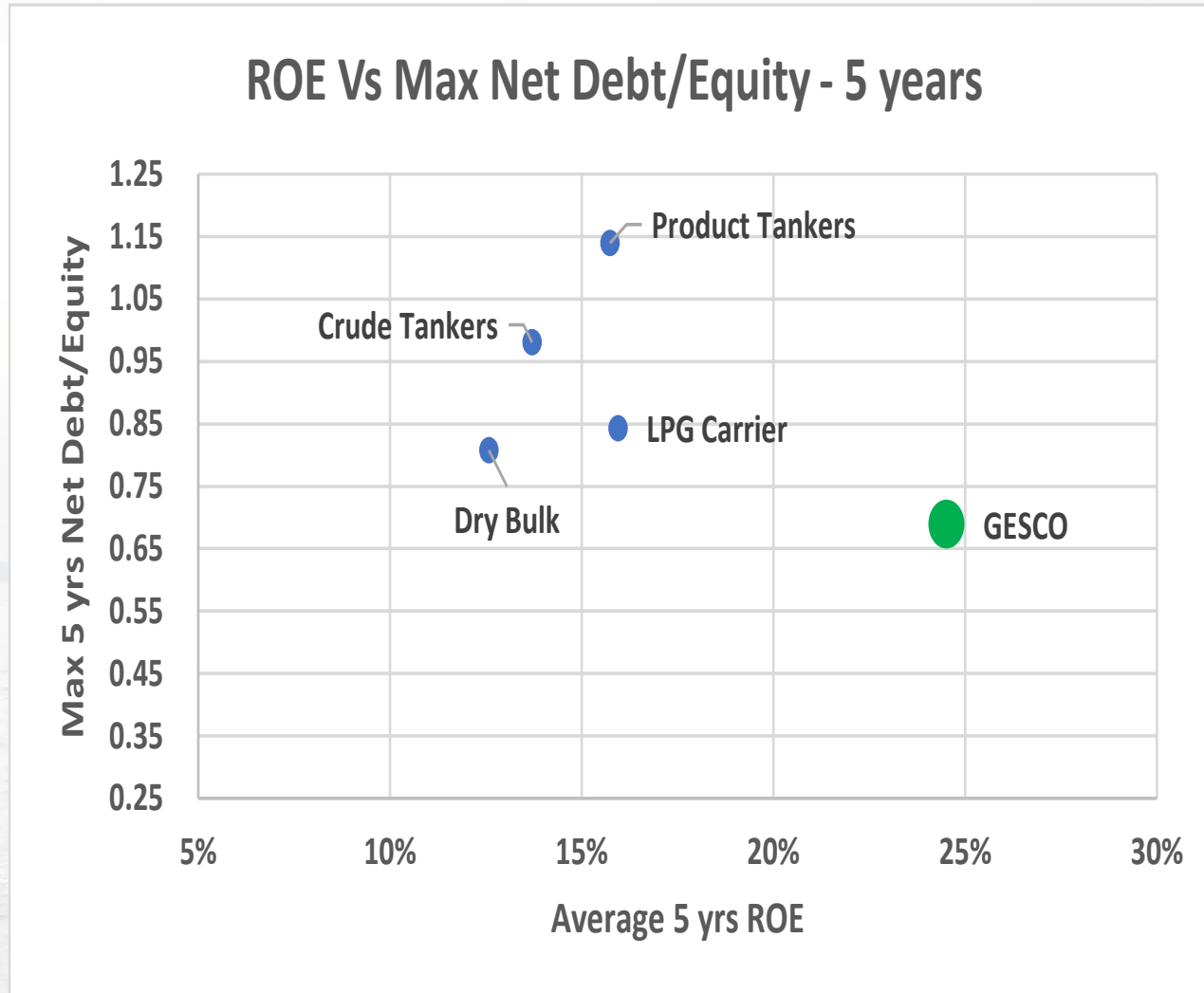
| Fig in USD Mn | Standalone | | | Conslidated | | |
|-------------------------|------------|------------|------------|-------------|------------|------------|
| | Q3 FY24 | Q3 FY23 | 9M FY24 | Q3 FY24 | Q3 FY23 | 9M FY24 |
| Income Statement | | | | | | |
| Revenue* | 134 | 154 | 412 | 168 | 186 | 507 |
| EBITDA* | 83 | 94 | 251 | 95 | 107 | 291 |
| Net Profit | 62 | 74 | 191 | 66 | 78 | 203 |
| Balance Sheet | | | | | | |
| Total Assets | 1,593 | 1,472 | 1,593 | 1,967 | 1,863 | 1,967 |
| Equity | 1,167 | 967 | 1,167 | 1,393 | 1,170 | 1,393 |
| Gross Debt | 362 | 443 | 362 | 468 | 583 | 468 |
| Net Debt | (258) | (79) | (258) | (269) | (59) | (269) |

* Including Other Income

FINANCIAL HIGHLIGHTS

| | Standalone | | | Conslidated | | |
|---------------------------------------|------------|------------|------------|-------------|-------------|-------------|
| | Q3 FY24 | Q3 FY23 | 9M FY24 | Q3 FY24 | Q3 FY23 | 9M FY24 |
| Key Financial Figure | | | | | | |
| Return on Equity (ROE%)** | 22% | 31% | 23% | 19% | 27% | 20% |
| Return on Capital Employed (ROCE%)** | 17% | 23% | 18% | 16% | 20% | 16% |
| Gross Debt/Equity (x) | 0.31 | 0.46 | 0.31 | 0.34 | 0.50 | 0.34 |
| Net Debt/Equity (x) | (0.22) | (0.08) | (0.22) | (0.19) | (0.05) | (0.19) |
| Earnings Per Share (EPS - INR/Share) | 35.99 | 42.38 | 110.60 | 38.67 | 44.85 | 117.48 |
| Cash Profit Per Share (INR/Share) | 44.76 | 50.61 | 135.61 | 52.26 | 57.76 | 156.74 |
| Dividend Per Share (INR/Share) | 6.30 | 7.20 | 25.50 | 6.30 | 7.20 | 25.50 |
| Net Asset Value Per Share (INR/Share) | 1068 | 892 | 1068 | 1,295-1,338 | 1,014-1,082 | 1,295-1,338 |

DIVERSIFICATION AND PRUDENT CAPITAL ALLOCATION HELPED TO OUTPERFORM PURE PLAY PEERS





SUSTAINABILITY

INITIATIVES ON ENVIRONMENT

Most of our vessels are retrofitted with energy saving measures, including

- Propeller caps and ducts
- More efficient propellers
- High performance paints

Savings of between 5 and 10% are achieved with these measures

Apart from these, we also use voyage routing software to perform our voyages most efficiently

GREAT EASTERN CSR FOUNDATION (GECSRF)



Since 2015, GECSRF has partnered with **49 NGOS** under the three key CSR focus areas.

- **Education:** More than **1.35 Lakh students** reached out through primary and secondary education.
- **Health:** More than **72,000 women and 26,600 children** provided with health services – including maternal care, nutrition support through clinics and community programs.
- **Livelihoods:** Around **40,000 women** provided with entrepreneurship trainings and business handholding support in agriculture, non-agriculture sectors and handloom weaving.

GREAT EASTERN CSR FOUNDATION (GECSRF)



GECSRF currently supporting 28 NGOs working under health, education and livelihoods across 17 states in India

| EDUCATION | HEALTH | LIVELIHOODS |
|---|--|---|
| 1. Adhyayan Quality Education Foundation (AQEF) | 1. Anushkaa Foundation for Eliminating Clubfoot (AFEC) | 1. Ayang Trust |
| 2. Alumni Association of College of Engineering, Guindy (AACEG) | 2. Basic Healthcare Services (BHS) | 2. Foundation for Promotion of Sports and Games (OGO program) |
| 3. ATMA Education | 3. Cuddles Foundation | 3. Impact Foundation (India)/ Dasra |
| 4. Collective Good Foundation in partnership with Erehwon | 4. Every Infant Matters | 4. iPartner India |
| 5. Give India/Education Initiatives | 5. Inga Health Foundation (IHF) | 5. Mauna Dhvani Foundation |
| 6. Karadi Cultural Alliance Trust | 6. Nourishing Schools Foundation (NSF) | 6. Medha Learning Foundation |
| 7. Language and Learning Foundation (LLF) | | 7. Mrida Heart N Soil Foundation |
| 8. Learnhill Foundation | | 8. Nudge Lifeskills Foundation |
| 9. Saajha | | 9. Samast Mahajan |
| 10. Ummeed Child Development Center | | 10. Sri Arunodayam Charitable Trust |
| 11. Vision Empower Trust | | 11. Vrutti |



THANK YOU
visit us at www.greatship.com