

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



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Our Ref.: S/2023/JMT

May 12, 2023

BSE Limited

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

National Stock Exchange of India Limited

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

BSE Scrip code: **500620**

Trading Symbol - **GESHIP**

Dear Sir,

We enclose herewith Investor Presentation pertaining to the Financial Results for the quarter and year ended March 31, 2023.

You are requested to take note of the above.

Thanking You,
Yours faithfully,

For The Great Eastern Shipping Co. Ltd.

Jayesh M. Trivedi

President (SecI. & Legal) & Company Secretary

Email Id: jayesh_trivedi@greatship.com

Q4 & FY23 Earnings Presentation 12 May 2023



THE GREAT EASTERN
SHIPPING CO. LTD.

DISCLAIMER

Except for historical information, the statements made in this presentation constitute forward looking statements. These include statements regarding the intent, belief or current expectations of GE Shipping and its management regarding the Company's operations, strategic directions, prospects and future results which in turn involve certain risks and uncertainties. Certain factors may cause actual results to differ materially from those contained in the forward looking statements; including changes in freight rates; global economic and business conditions; effects of competition and technological developments; changes in laws and regulations; difficulties in achieving cost savings; currency, fuel price and interest rate fluctuations etc. The Company assumes no responsibility with regard to publicly amending, modifying or revising the statements based on any subsequent developments, information or events that may occur.

FY23 HIGHLIGHTS

- Highest ever net profits of INR 2,575 Cr on a consolidated basis
- Our consolidated NAV has moved by 68% in FY23 to INR 1164/share
- Highest ever dividend announced for a year of INR 28.80/share

REPORTED HIGHLIGHTS

- GE Shipping FY23 consolidated Net Profit at INR 2,575 Cr

- Declared 4th interim dividend of INR 9.00/Share for FY2023

Fig in INR Crores	Standalone				Consolidated			
	Q4 FY23	Q4 FY22	FY23	FY22	Q4 FY23	Q4 FY22	FY23	FY22
Income Statement								
Revenue*	1,268	740	5,096	2,966	1,551	983	6,171	3,669
EBITDA*	808	358	3,098	1,543	942	453	3,608	1,695
Net Profit	632	186	2,352	812	722	189	2,575	630
Balance Sheet								
Total Assets	12,026	10,969	12,026	10,969	15,209	13,969	15,209	13,969
Equity	8,520	6,571	8,520	6,571	10,275	8,051	10,275	8,051
Gross Debt	2,531	3,430	2,531	3,430	3,623	4,625	3,623	4,625
Net Debt	(1,673)	378	(1,673)	378	(1,578)	720	(1,578)	720
Cash Flows								
- From Operating Activities	724	203	2,715	1,150	880	342	3,155	1,343
- From Investing Activities	(60)	(53)	(16)	(263)	(83)	(46)	(70)	(375)
- From Financing Activities	(749)	(271)	(1,621)	(981)	(819)	(123)	(1,884)	(1,179)
Net Cash Inflow/Outflow	(85)	(121)	1,078	(94)	(22)	173	1,201	(211)

* Including Other Income

NORMALISED FINANCIALS

- The impact of the exchange rate on foreign currency loans and current assets and liabilities, including cash and bank balances, has been removed
- NCD & Currency Swap:
- Funds raised through NCDs have been swapped into USD using INR-FCY swaps, thus creating synthetic fixed rate USD loans.
- The MTM change of these swaps impacts the reported numbers.
- Normalized numbers are worked out after making necessary adjustments to reported numbers to reflect the effective cost of the synthetic USD loans.

NORMALISED FINANCIAL HIGHLIGHTS

- GE Shipping FY23 consolidated Net Profit at INR 2,581 Cr
- Declared 4th interim dividend of INR 9.00/Share for FY2023

Fig in INR Crores	Standalone				Consolidated			
	Q4 FY23	Q4 FY22	FY23	FY22	Q4 FY23	Q4 FY22	FY23	FY22
Income Statement								
Revenue*	1,268	740	5,096	2,966	1,551	983	6,171	3,669
EBITDA*	811	302	3,032	1,379	935	403	3,513	1,537
Net Profit	662	178	2,411	787	699	204	2,581	656
Balance Sheet								
Total Assets	12,026	10,969	12,026	10,969	15,209	13,969	15,209	13,969
Equity	8,520	6,571	8,520	6,571	10,275	8,051	10,275	8,051
Gross Debt	3,016	3,846	3,016	3,846	4,108	5,042	4,108	5,042
Net Debt	(1,188)	794	(1,188)	794	(1,093)	1,137	(1,093)	1,137

* Including Other Income

NORMALISED FINANCIAL HIGHLIGHTS

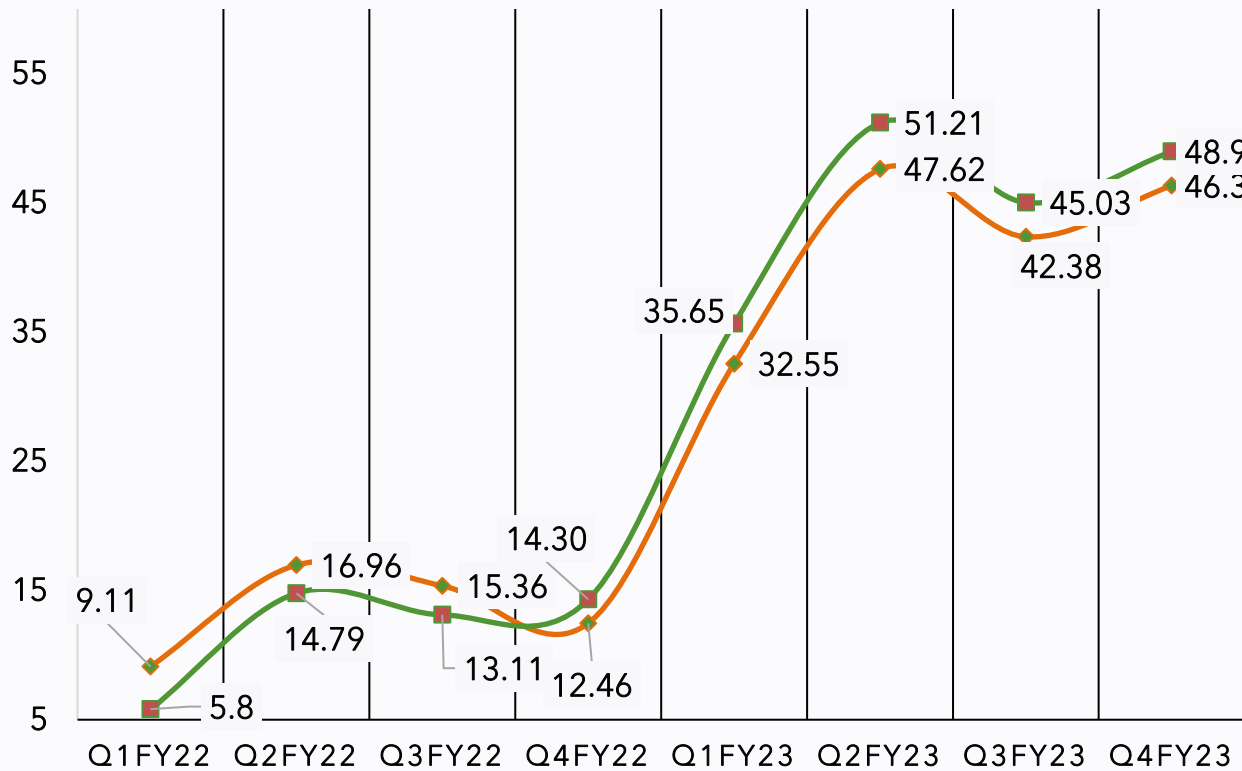
	Standalone				Consolidated			
	Q4 FY23	Q4 FY22	FY23	FY22	Q4 FY23	Q4 FY22	FY23	FY22
Key Financial Figure								
Return on Equity (ROE%)**	32%	11%	32%	12%	28%	10%	28%	8%
Return on Capital Employed (ROCE%)**	24%	8%	23%	9%	21%	8%	20%	6%
Gross Debt/Equity (x)	0.35	0.59	0.35	0.59	0.40	0.63	0.40	0.63
Net Debt/Equity (x)	(0.14)	0.12	(0.14)	0.12	(0.11)	0.14	(0.11)	0.14
Earnings Per Share (EPS - INR/Share)	46.34	12.46	168.89	55.10	48.98	14.30	180.77	45.95
Cash Profit Per Share (INR/Share)	53.61	18.47	200.42	85.64	60.71	24.84	230.64	95.38
Dividend Per Share (INR/Share)	9.00	5.40	28.80	9.90	9.00	5.40	28.80	9.90
Net Asset Value Per Share (INR/Share)	962	618	962	618	1,135-1,192	654-705	1,135-1,192	654-705

**Annualised

NORMALISED FINANCIALS - KEY RATIOS

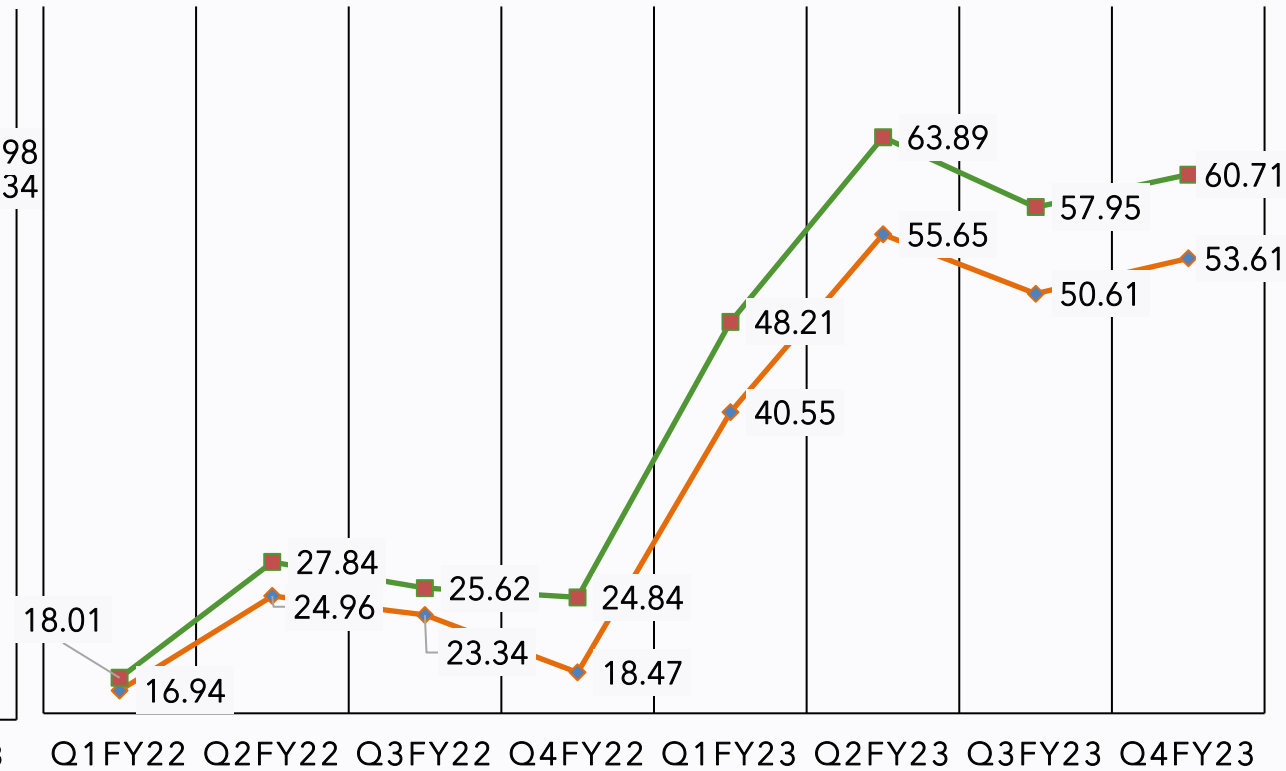
Earnings per Share (INR/Share)

Standalone Consolidated

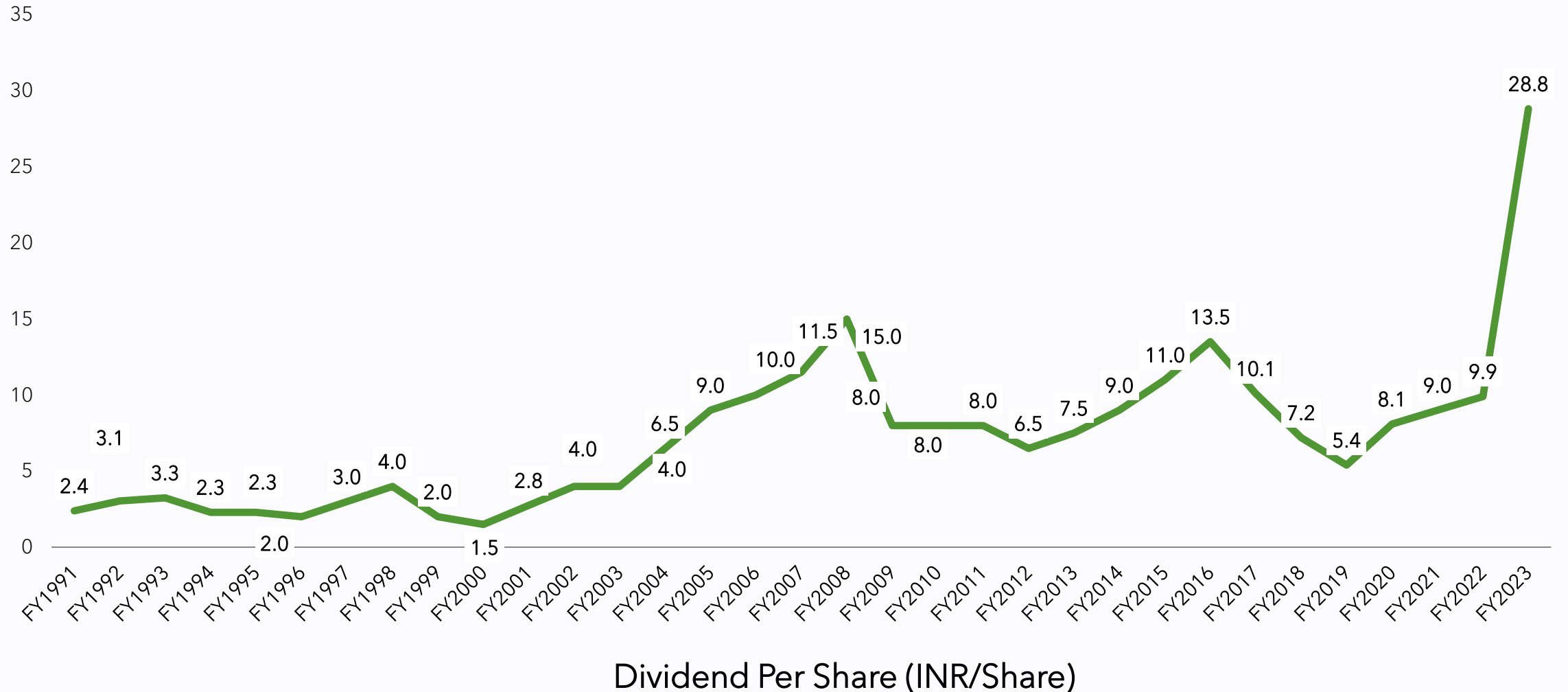


Cash Profit per Share (INR/Share)

Standalone Consolidated



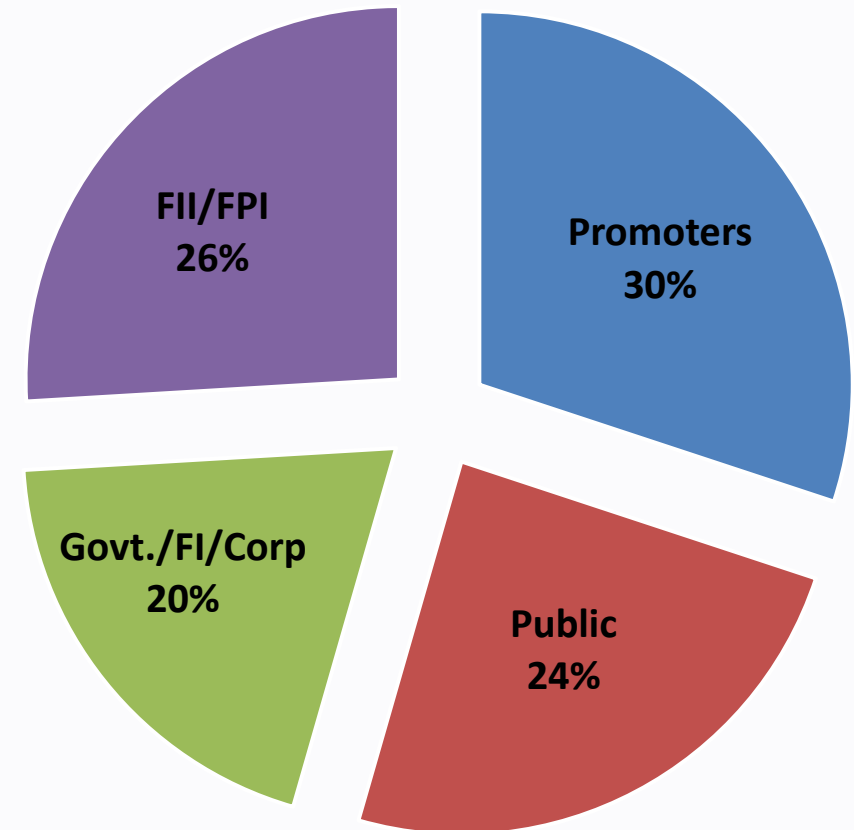
CONSISTENT DIVIDEND PAYOUTS



PROFIT & LOSS STATEMENT - INDUSTRY FORMAT

Figures in INR Crores	Standalone				Consolidated			
	Q4 FY23	Q4 FY22	FY23	FY22	Q4 FY23	Q4 FY22	FY23	FY22
Operating Revenue	1,206	717	4,809	2,798	1,446	909	5,660	3,472
Less: Direct Operating Expenses/Voyage Expenses Time Charter Equivalent (A)	181	201	1,033	723	186	212	1,068	770
	1,025	516	3,776	2,074	1,260	697	4,592	2,702
Profit on Sale of Ships and Other Assets	0	0	117	48	0	5	117	53
Other Income	62	23	171	135	104	69	394	159
Total Other Income (B)	62	23	288	184	104	74	511	212
Other Operating Expense	219	189	815	700	341	285	1,224	1,057
Administrative and General Expense	58	47	217	178	87	79	317	288
Total Expense (C)	276	237	1,032	879	428	365	1,541	1,345
EBITDA D = (A+B+C)	811	302	3,032	1,379	936	407	3,562	1,570
Depreciation and Amortisation (E)	104	86	450	436	167	151	712	698
Impairment (F)	-	-	-	-	-	-	-	8
Operating Profit Including Other Income G = (D-E-F)	707	216	2,582	943	769	256	2,850	864
Finance Expense (H)	57	81	259	276	77	111	343	370
Derivative Losses Gains (I)	-	13	90	(90)	(15)	(9)	63	(49)
Foreign Currency Exchange Losses/(Gains) (J)	16	(42)	(156)	(73)	9	(38)	(109)	(77)
Income Tax Expense (K)	14	5	37	19	-	24	(21)	(10)
Net Profit (G-H-I-J)	632	186	2,352	812	722	189	2,575	630

SHAREHOLDING PATTERN



31-MARCH-2023



MANAGEMENT COMMENTARY



Mr. Bharat K Sheth
Deputy Chairman & Managing Director

“The Company continued its strong performance in this quarter as well. The company declared a fourth dividend for the year, making a total of Rs. 28.80 per share for FY 2022-23.

Tanker markets continued the strong run that began in March 2022. As expected, dry bulk markets were weak during the period in line with the usual seasonal pattern.

Tanker asset prices are now at their highest level since 2009, and even bulker values went up slightly during the quarter despite the low spot earnings. The optimism caused by the low level of the order book is probably helping to keep asset prices firm.

The Consolidated NAV has reached Rs 1164 per share. The 70% rise in the year is due both to asset value increases and very strong cash profits.

The offshore market has also strengthened during the year, and recent contract pricings have been at significantly higher levels than previously.

While we continue to enjoy the strong rates in the tanker market, we must keep in mind that recessionary pressures may be building up in some advanced economies.”

PERFORMANCE REVIEW

Breakup of Revenue Days (Shipping) Revenue Days	Q4 FY23	Q4 FY22
Owned Tonnage	3,831	3,939
Inchartered Tonnage	80	59
Total Revenue Days	3,911	3,998
Total Owned Tonnage (mn.dwt)	3.44	3.57

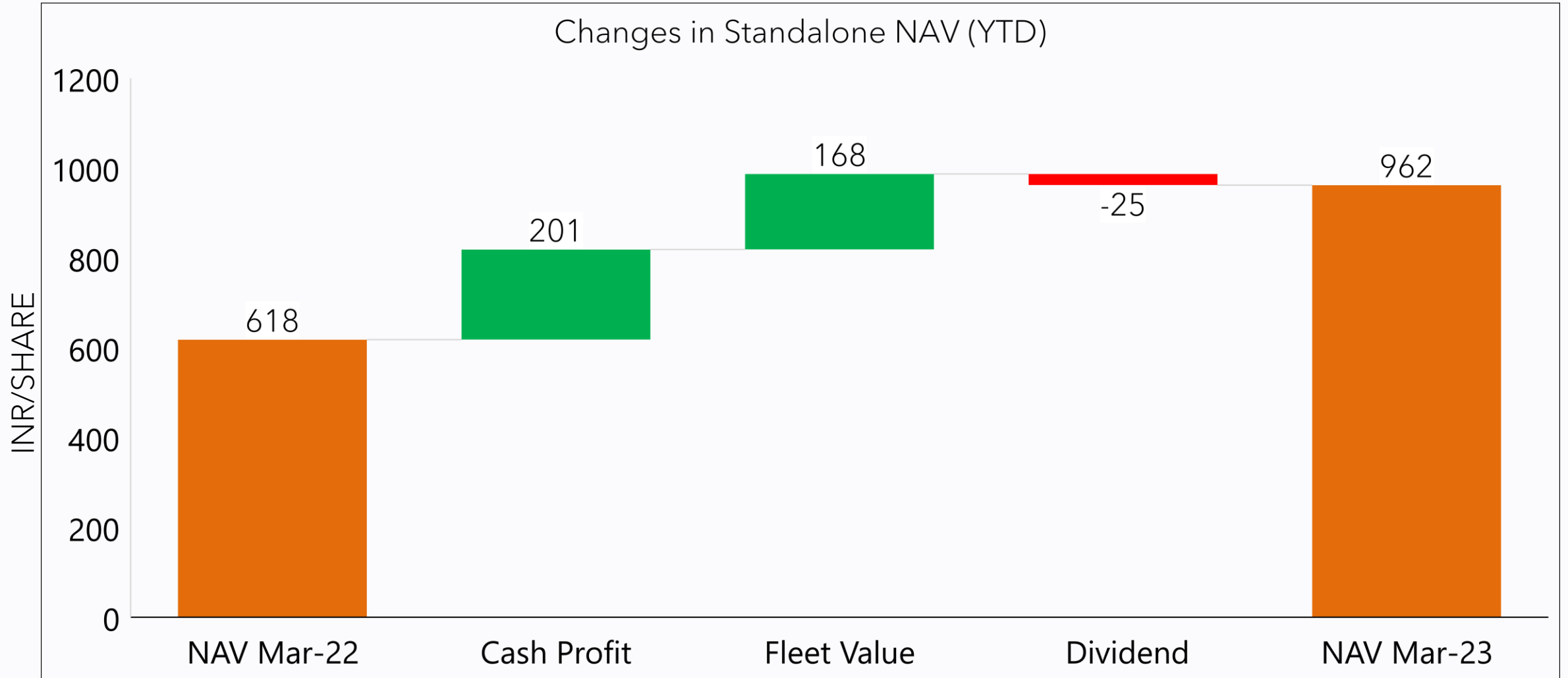
Breakup of Revenue Days (Offshore) Revenue Days	Q4 FY23	Q4 FY22
Offshore Logistics	1,447	1,508
Drilling Services	359	335
Total	1,806	1,843

PERFORMANCE REVIEW

Avg TCYs in Various Categories Avg (TCYs USD/Day)	Q4 FY23	Q3 FY23	QoQ %	Q4 FY22	YoY %
Crude Carriers	64,579	60,143	7%	15,051	329%
Product Carriers	36,665	36,423	1%	10,251	258%
LPG Carriers	29,175	29,803	-2%	26,107	12%
Dry Bulk	12,704	17,020	-25%	22,158	-43%

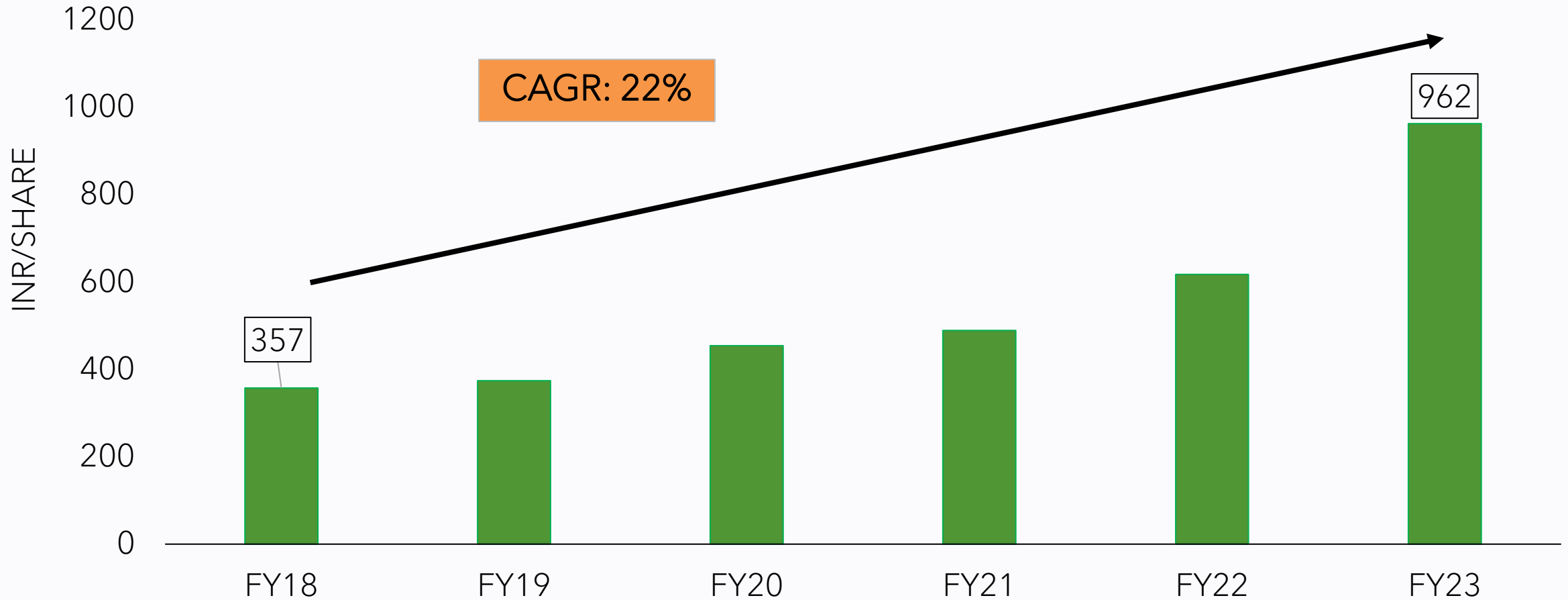
Avg TCYs in Various Categories Avg (TCYs USD/Day)	FY23	FY22	YoY %
Crude Carriers	46,179	11,661	296%
Product Carriers	33,531	9,914	238%
LPG Carriers	28,956	27,594	5%
Dry Bulk	19,681	26,995	-27%

CHANGES IN STANDALONE NAV (YTD)

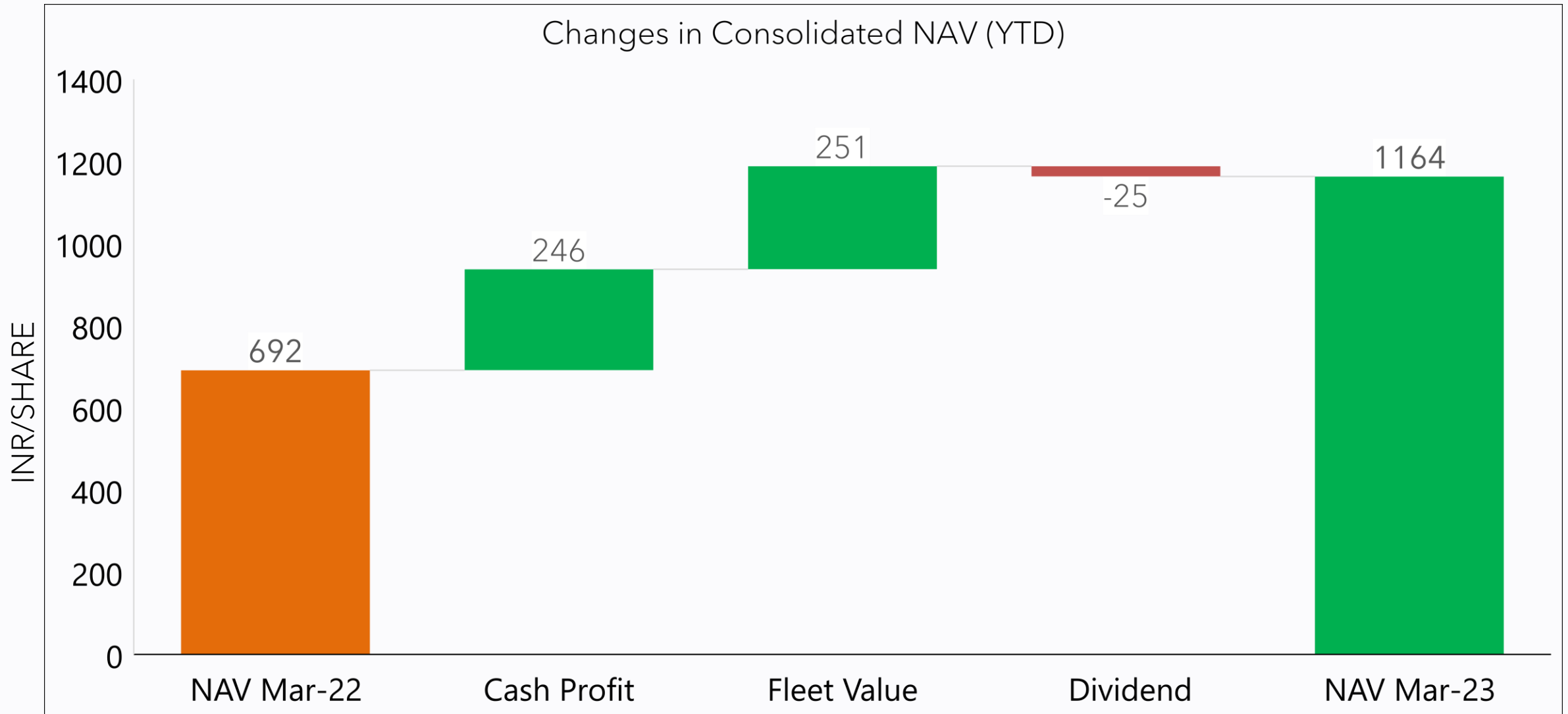


5 YEARS MOVEMENT IN STANDALONE NAV

Standalone NAV - Continue to touch new highs



CHANGES IN CONSOLIDATED NAV (YTD)



REVENUE COVERAGE

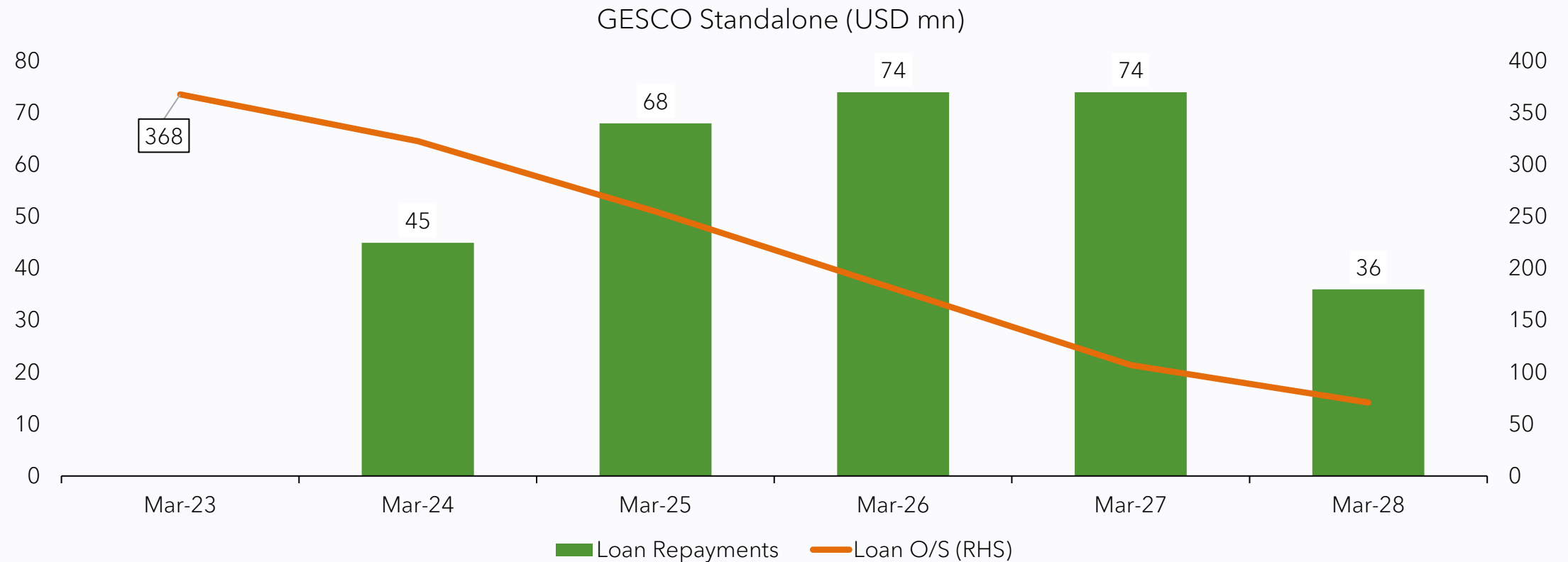
Coverage of Operating Days (Shipping)

Category	FY24
Crude Carriers	15%
Product Carriers	17%
LPG Carriers	73%
Dry Bulk	17%

Coverage of Operating Days (Off-Shore)

Revenue Days	FY24
Jack Up Rigs	93%
AHTSV	71%
MPSV	33%
PSV/ROVSV	83%

STANDALONE DEBT REPAYMENT SCHEDULE



- 1) Prepaid USD 72 Mn of debt in FY23.
- 2) Effective all-in USD cost of debt of about 4.00% basis Mar-23
- 3) 90% of debt portfolio is fixed.

FLEET PROFILE

Fleet Profile - Shipping Fleet	DWT	Fleet (12 May'23)	
	FY23	No	Avg Age
Crude Carriers**	947,968	7	15.00
Product Carriers	1,092,465	18	15.16
Gas Carriers	185,363	4	17.49
Dry Bulk Carriers	1,210,805	14	10.09
Total	3,436,601	43	13.46

**We have committed to sell our Aframax Crude Carrier 'Jag Lavanya' with delivery in Q1FY24

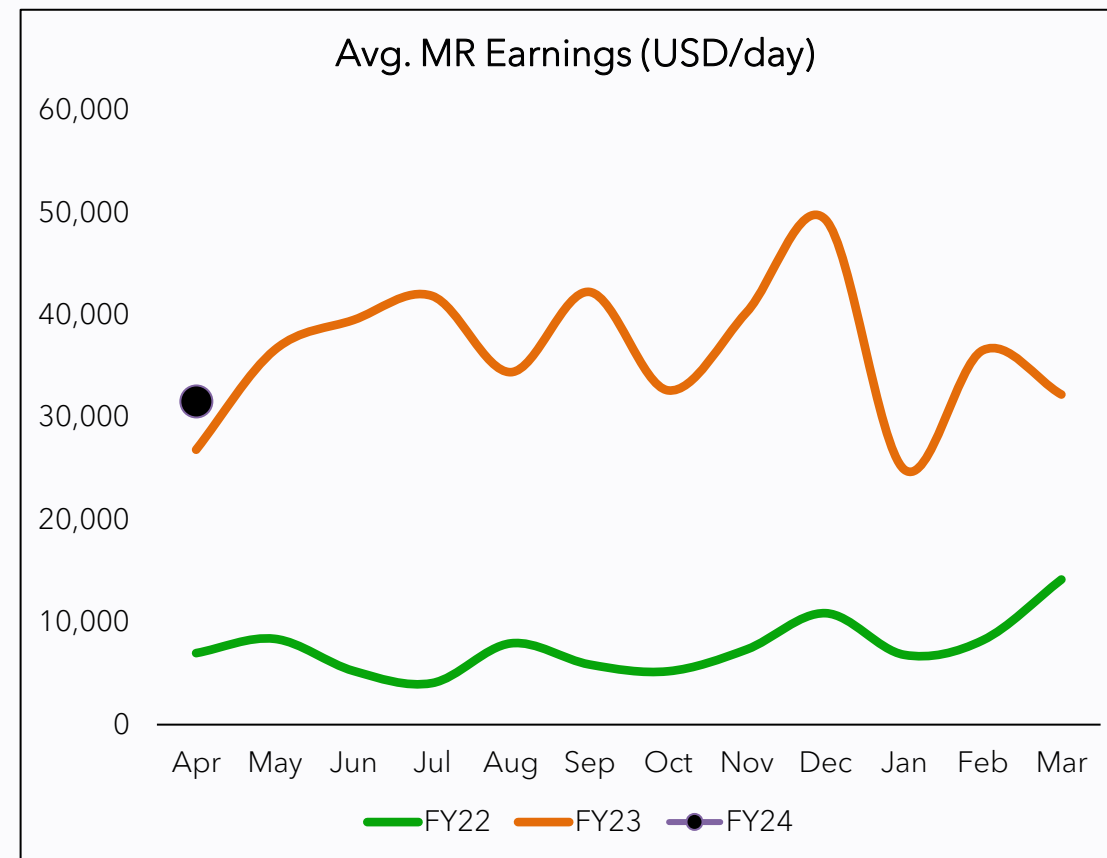
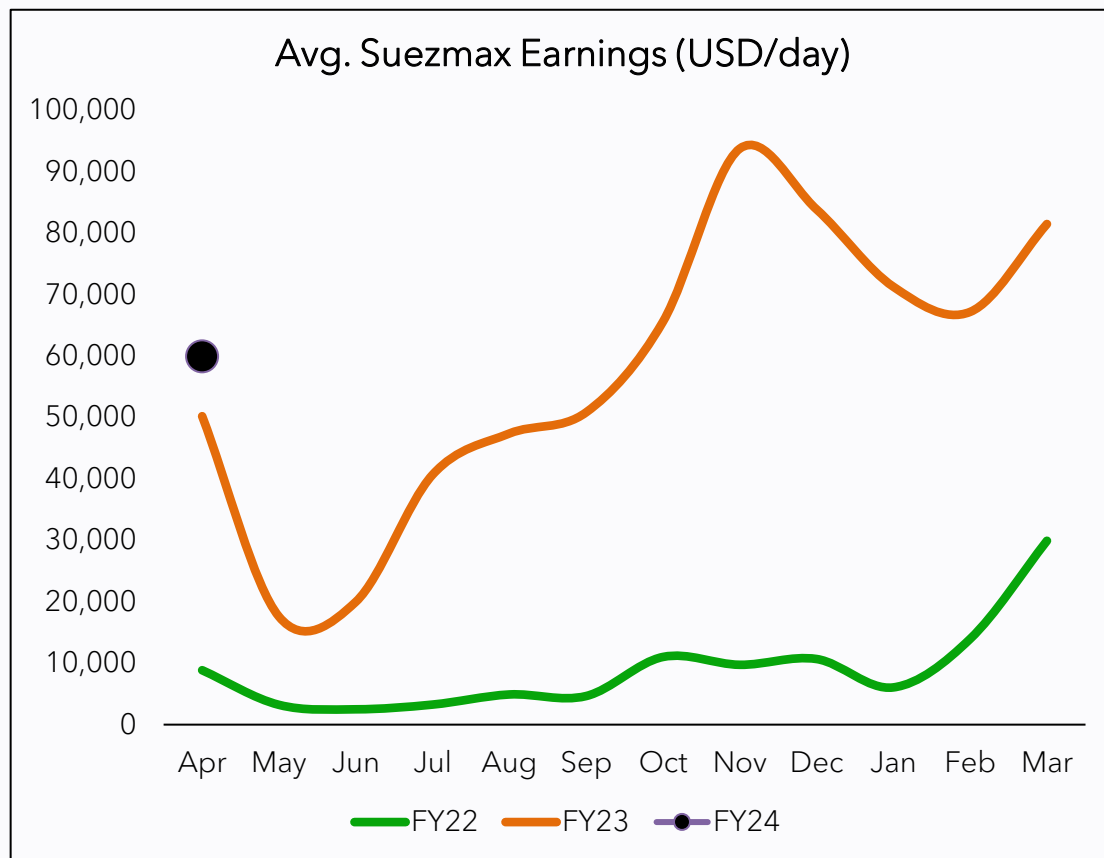
Fleet Profile - Offshore Fleet	No. of Units	Avg Years
		Yrs.
Jack Up Rigs	4	11.60
Platform Supply Vessels	4	13.76
Anchor Handling Tug cum Supply Vessels*	9	13.53
Multipurpose Platform Supply & Support Vessels	2	13.08
ROV Support Vessels	4	11.62

*One AHTSV delivered in Q4FY23



SHIPPING MARKET

CRUDE AND PRODUCT TANKERS



USD/day	FY22	FY23	% change
12M	9,079	57,481	533%

USD/day	FY22	FY23	% change
12M	7,597	36,456	380%

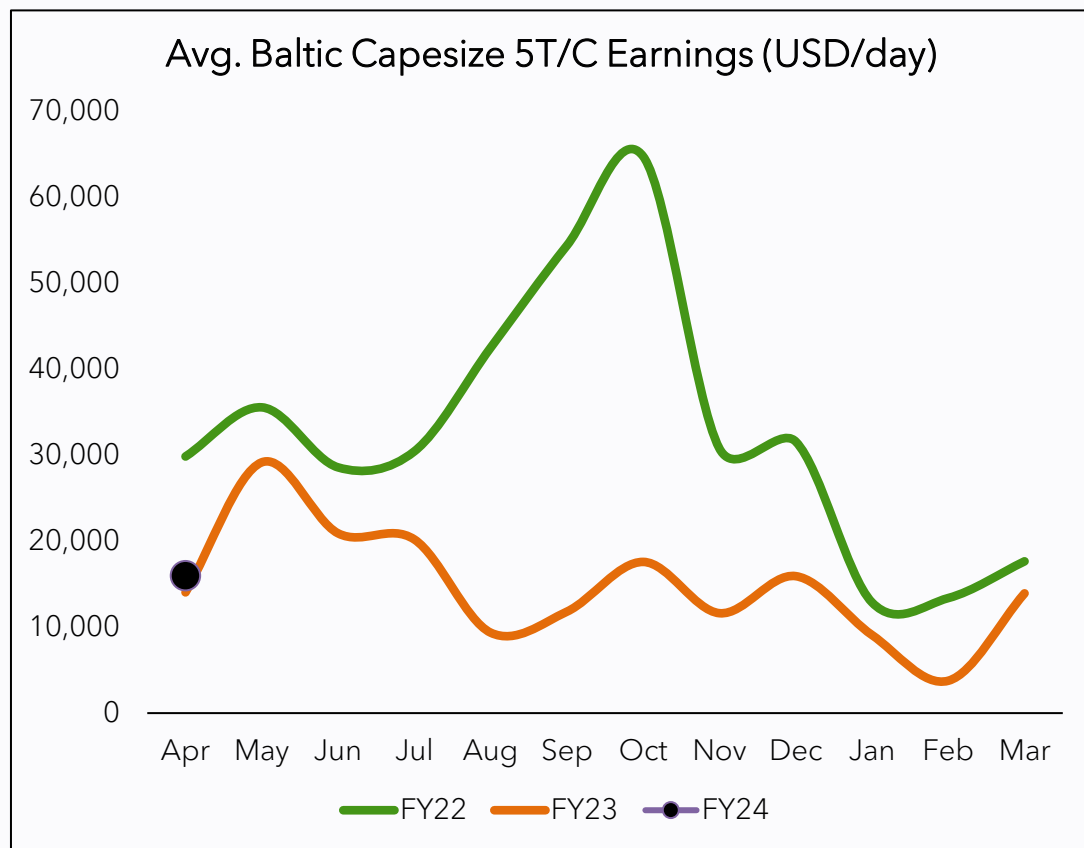
Sources: Industry Reports

CRUDE AND PRODUCT TANKERS

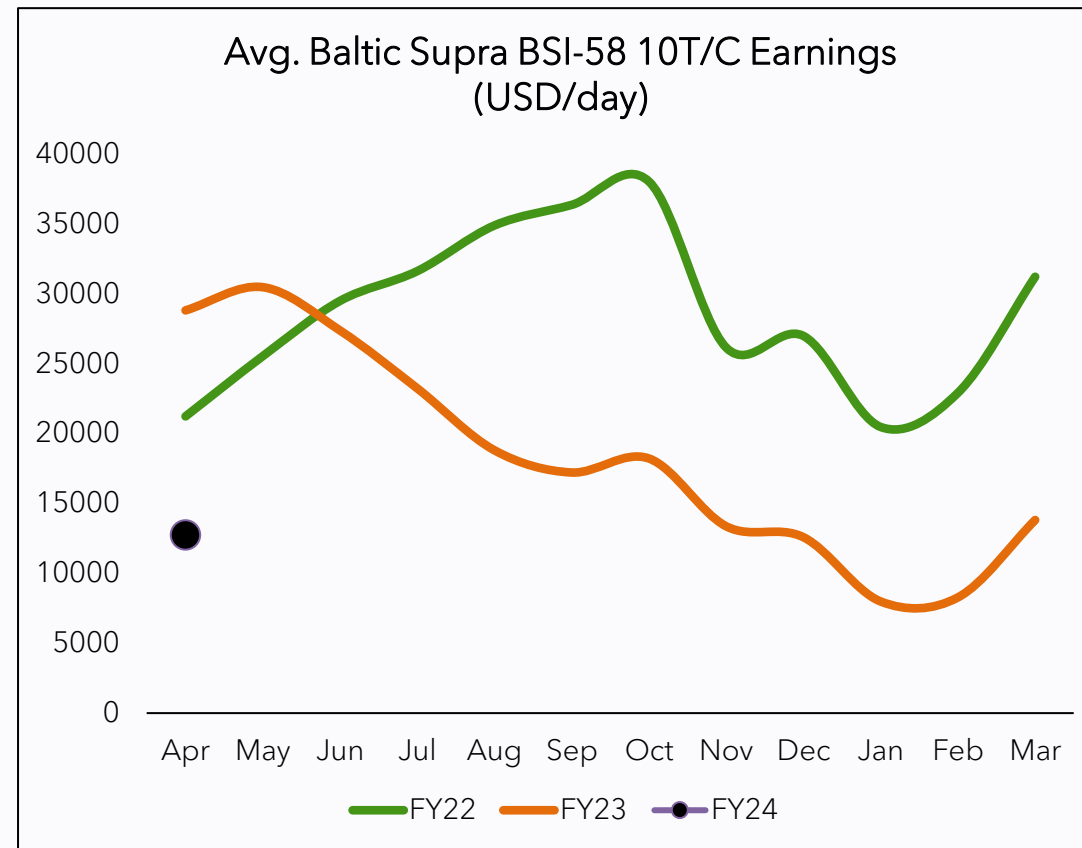
- Crude & product tanker spot earnings remain elevated led by trade disruptions caused by Russia-Ukraine war.
- Overall seaborne crude & product trade grew by ~11% & 9% y/y respectively during 4QFY23.
- EU's embargo on Russian imports have further boosted ton-miles growth.
- Crude & product fleet supply growth was relatively constrained at 4% and 2% y/y respectively in 4QFY23
- Asset prices trending upwards - strongest since 2008
- Orderbook for crude and product tankers are at ~2.5% and ~8% of the fleet respectively.

DRY BULK

DB Freight softened in FY23 Y-O-Y, both Capes & Sub-Capes fell significantly



USD/day	FY22	FY23	% change
12M	32,642	14,760	-55%

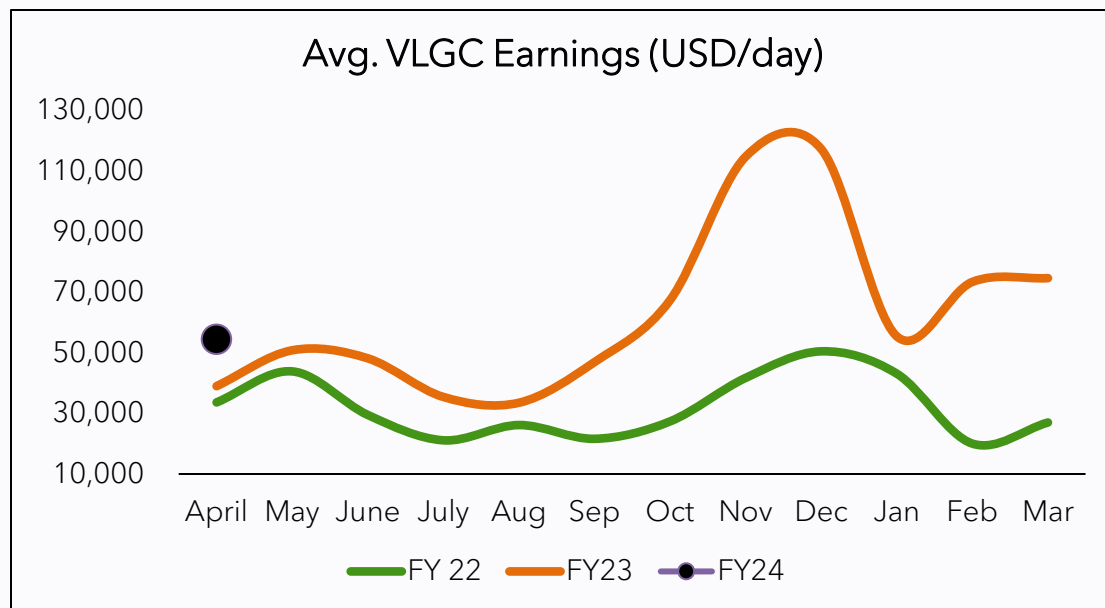


USD/day	FY22	FY23	% change
12M	28,728	18,340	-36%

DRY BULK

- Spot earnings continued to remain soft during the quarter, despite a ~ 4 % YoY ton - mile growth.
- Effective fleet supply increased as all the Covid related congestion seen last year completely reversed.
- Asset prices showed marginal improvement during the quarter.
- China steel production & iron ore imports were up 7% & 10 % y/y during the quarter.
- Coal imports into China & India also continued to increase.
- Ukraine grain exports continued to struggle; down 40% y/y.

LPG GAS



VLGC Spot earnings sustained healthy levels during FY-23 and were much higher YoY in comparison to FY-22.

USD/day	FY22	FY23	% change
12M	32,125	63,072	96%

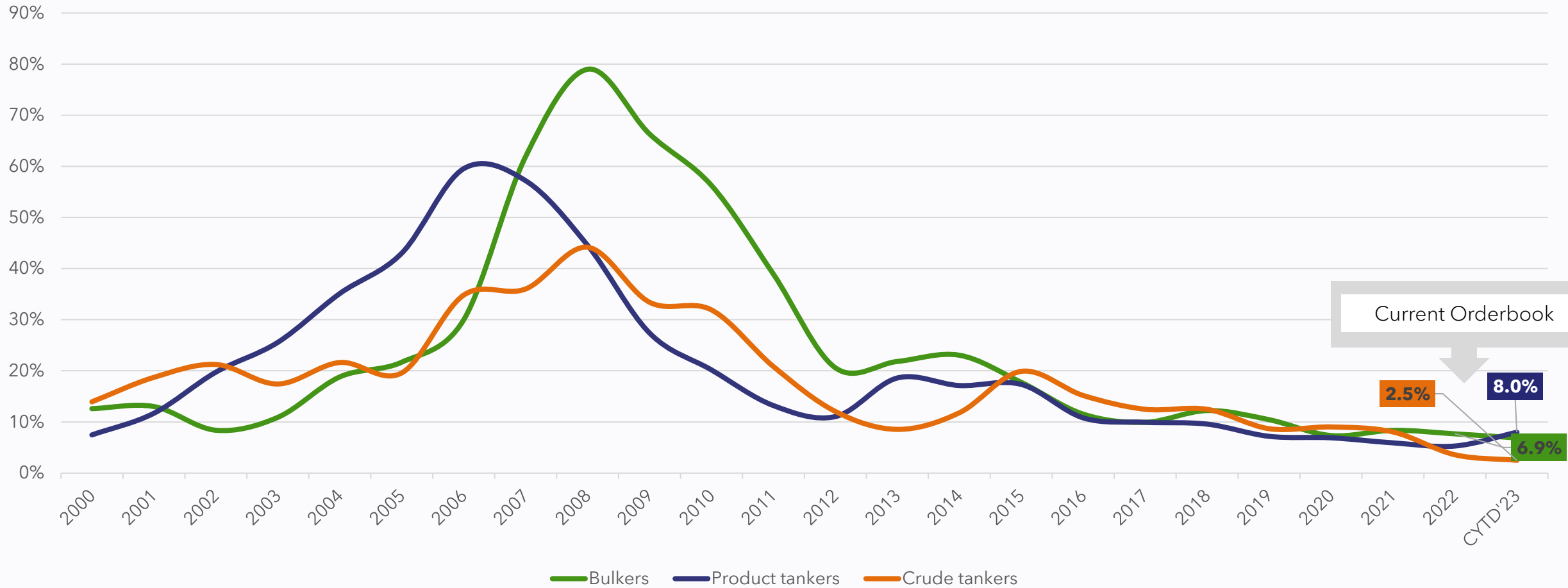
- Spot earnings softened q/q in line with normal seasonal pattern but continued to be materially high y/y.
- Asset prices further increased - Strongest since 2014
- US LPG exports were up 20 % YoY during the quarter.
- Change in the reservation rules at Panama Canal added to ton - mile demand.
- VLGC Orderbook - At elevated level in historical context.



FLEET SUPPLY

LOW ORDER BOOK TO FLEET RATIO

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



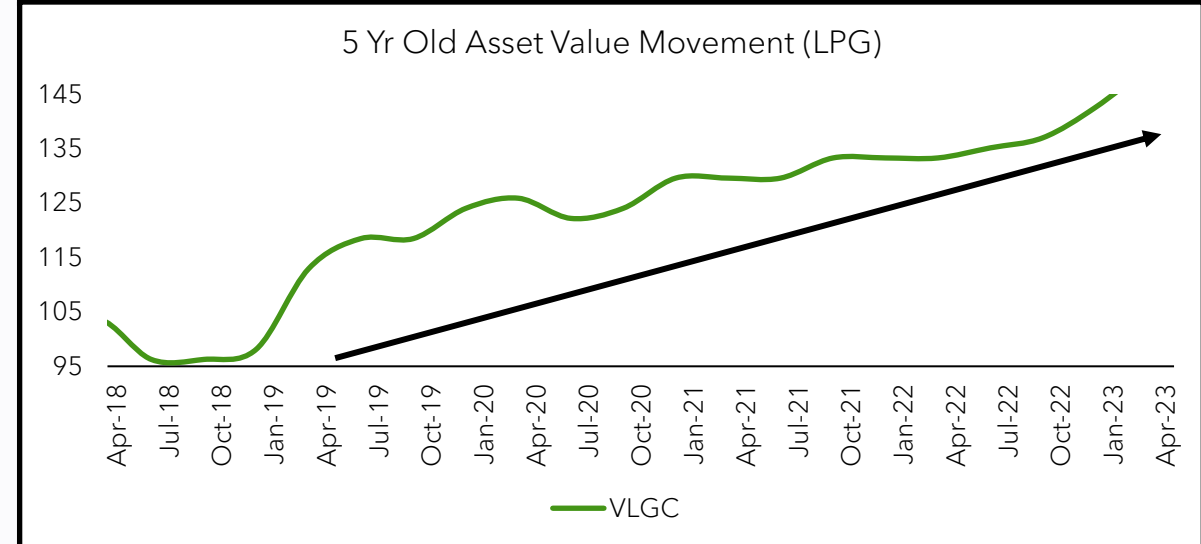
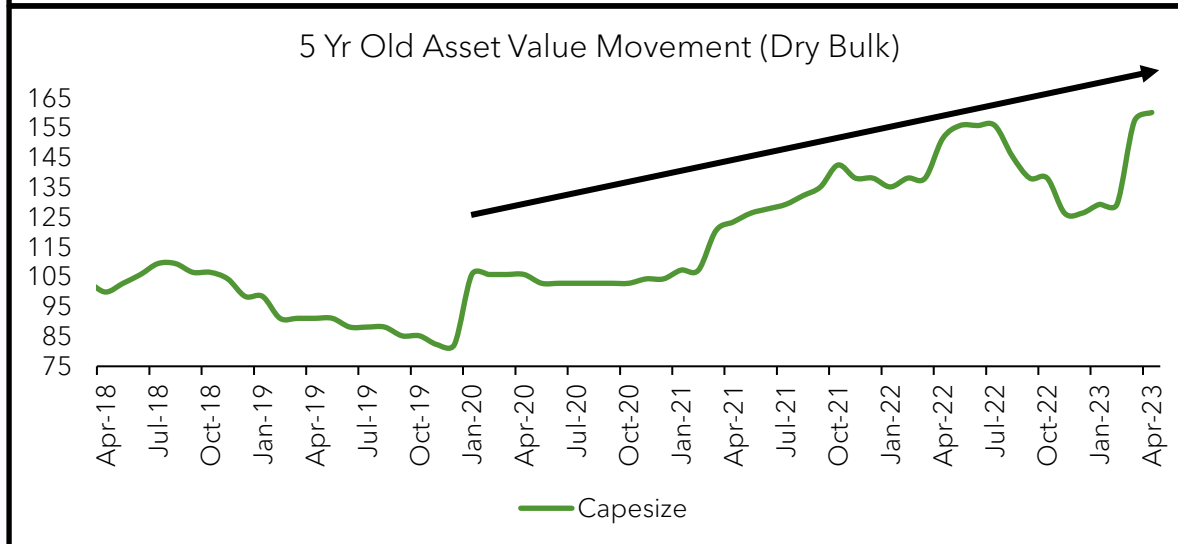
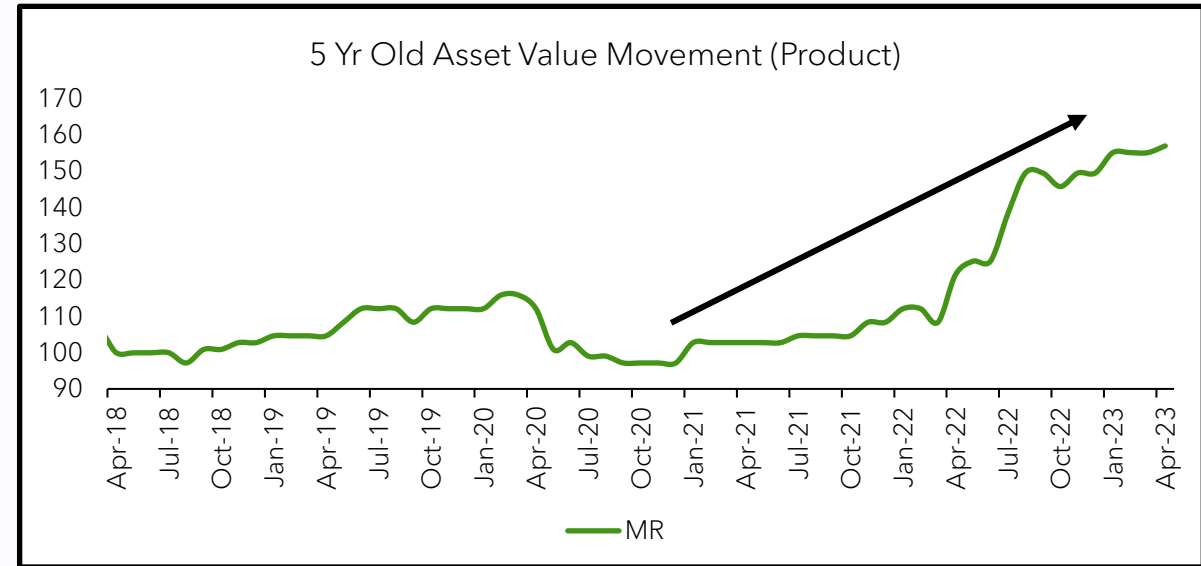
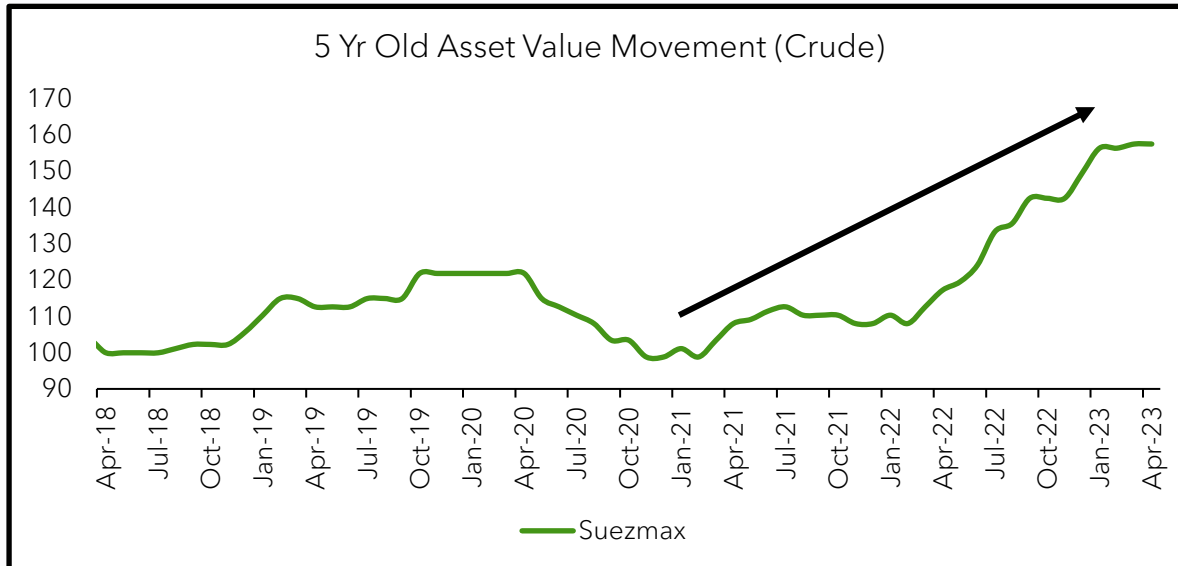
ASSET PRICE MOVEMENT



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ASSET PRICE MOVEMENT (INDEXED OVER LAST 5 YRS)



SCRAPPING

Vessel Category	Fleet (Mn Dwt) Apr'23
Crude	458
Product	182
Dry Bulk	981

Scraping (% Beginning world fleet) Vessel Category	CYTD 2023	CY 2022	CY 2021	CY 2020	CY 2019	CY 2018	CY 2017	CY 2016	CY 2015
Crude	-	0.78	2.47	0.53	0.55	4.39	2.43	0.39	0.38
Product	0.10	0.76	2.11	0.57	0.60	1.72	1.22	0.54	0.62
Dry Bulk	0.20	0.50	0.56	1.74	0.93	1.85	1.85	3.78	4.02

- Scrapping for crude and product tankers was limited due to strong earnings recovery since Q2CY22.
- Relative to crude & product tankers, dry bulk had higher scrapping as freight earnings softened in last quarter.

GREATSHIP (INDIA) LIMITED 100% SUBSIDIARY



THE GREAT EASTERN
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JACK UP RIGS - MARKET

Demand Side:

- Middle East continues to be a big driver of incremental demand.
- The rig count tied on term contracts with Saudi Aramco is estimated to reach 85-90 units (~20% of global fleet)

Utilization:

- Modern rig utilization (contracted+future contracted) troughed at 60-65% in 2016-17. This continues to move higher (~90%).

Supply Side:

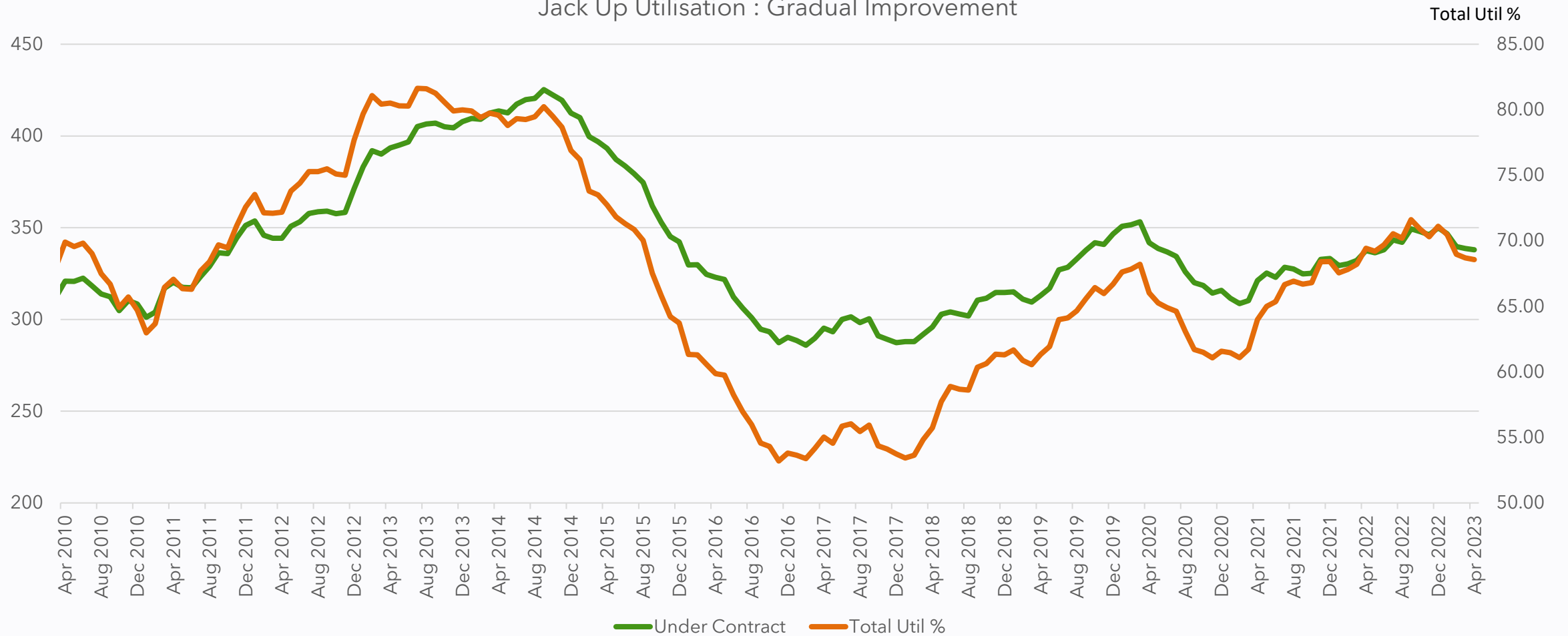
- Supply side tightness continues as there were no new newbuilding orders with new building capacity severely curtailed. We continue to believe it is unlikely for the yards to provide any meaningful new supply over next 3-4 years.

FLEET SUPPLY

Number	Jack-up Rigs	PSV+AHTSV
Current Fleet	494	3,427
Under Contract Fleet	344	2,260
Order Book	20	91
O/B to Current Fleet	4.0%	3.0%
Total Scrapping since Jan 2016 (Nos)	145	629
No of Vessels/Rigs more than 20/30 years old (% Fleet)	33%	21%
Cold stacked more than 3 years	43	511

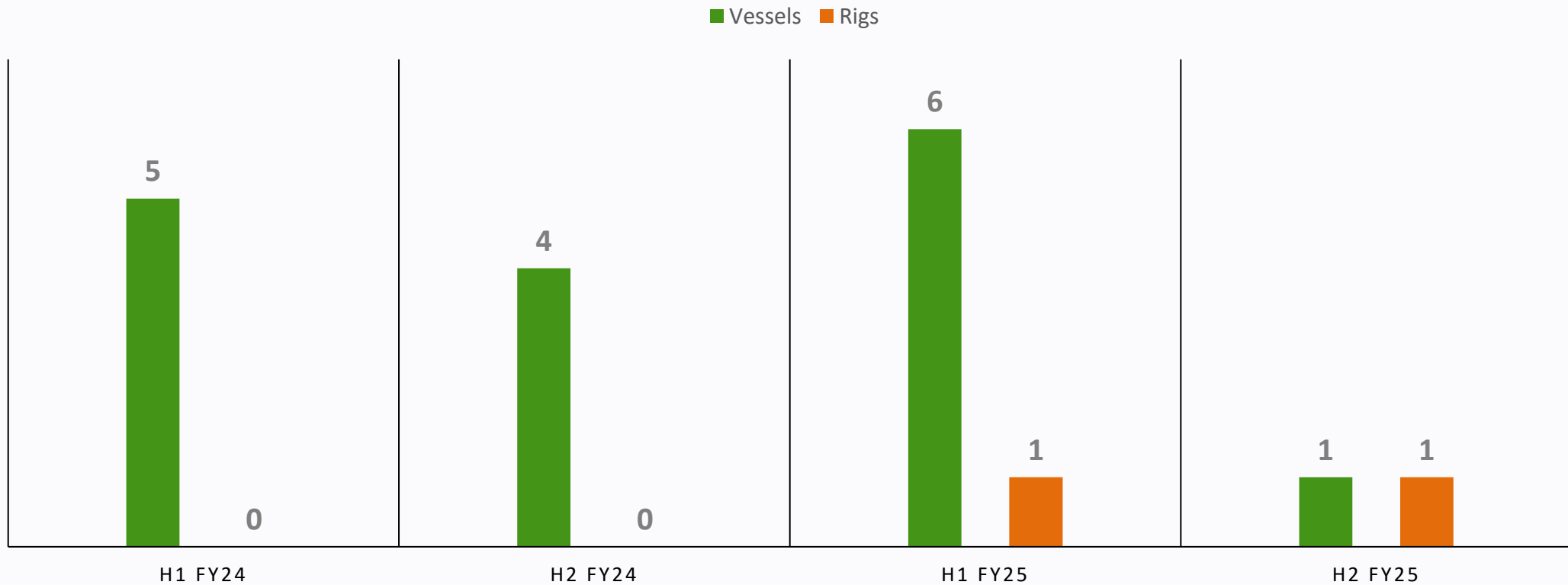
MARKET TRENDS: UTILISATION

Jack Up Utilisation : Gradual Improvement

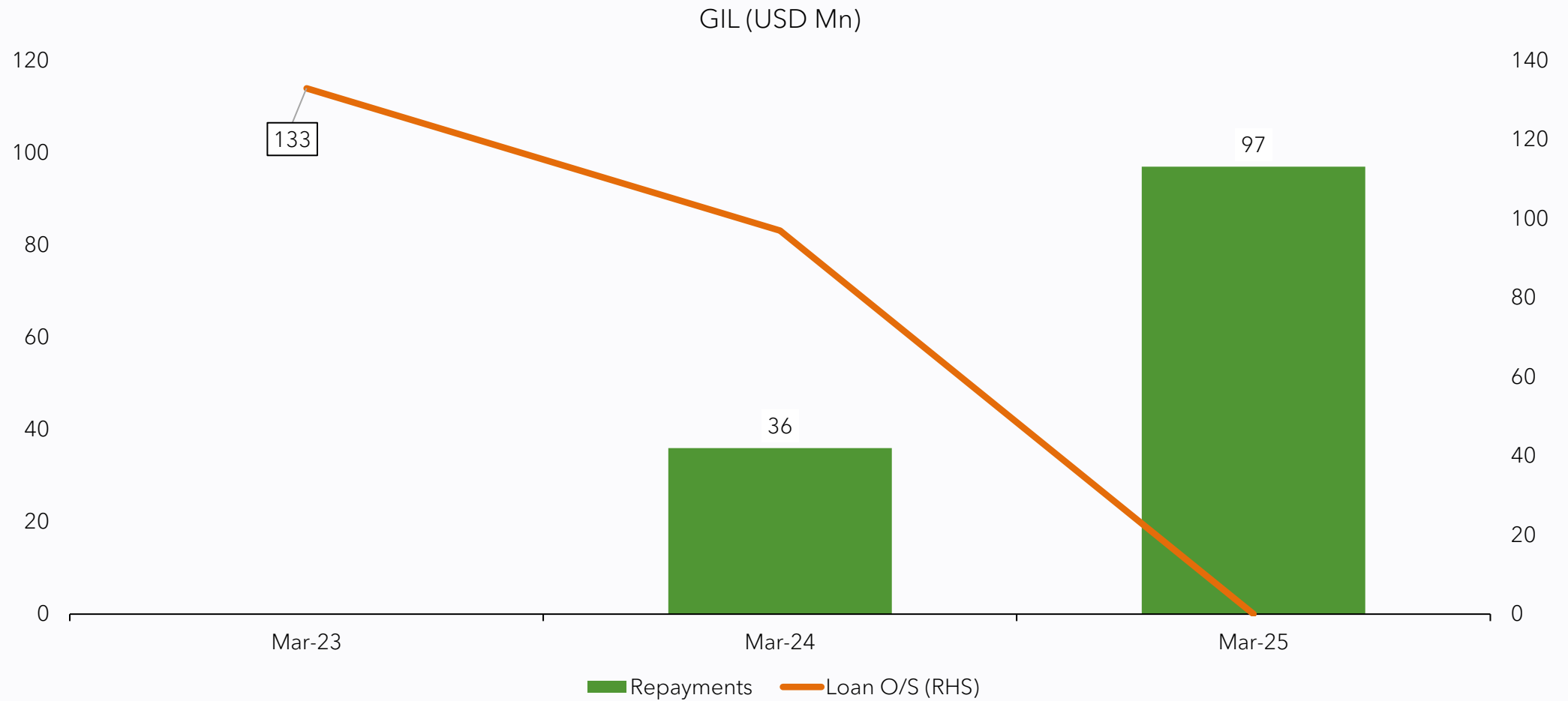


REPRICING

Remaining 2 rigs will come up for repricing in FY 26 and FY 27



DEBT REPAYMENT SCHEDULE





FINANCIALS

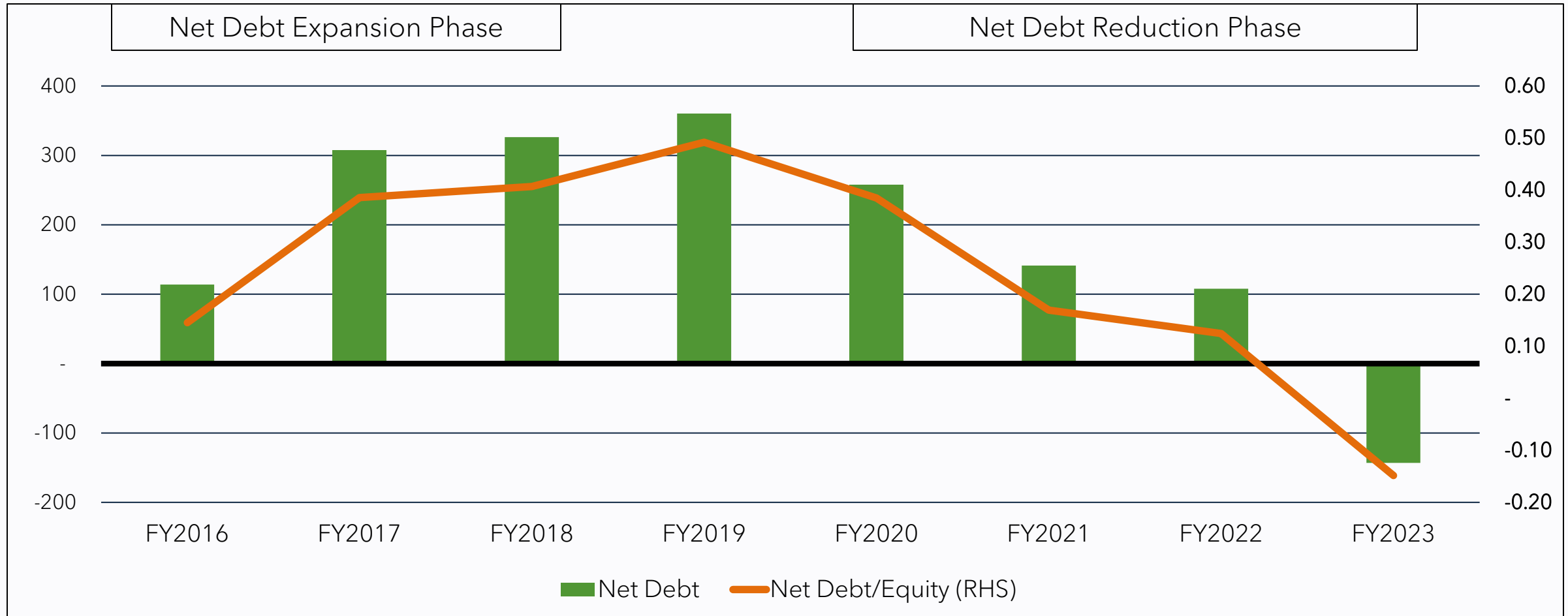
25/07/2022



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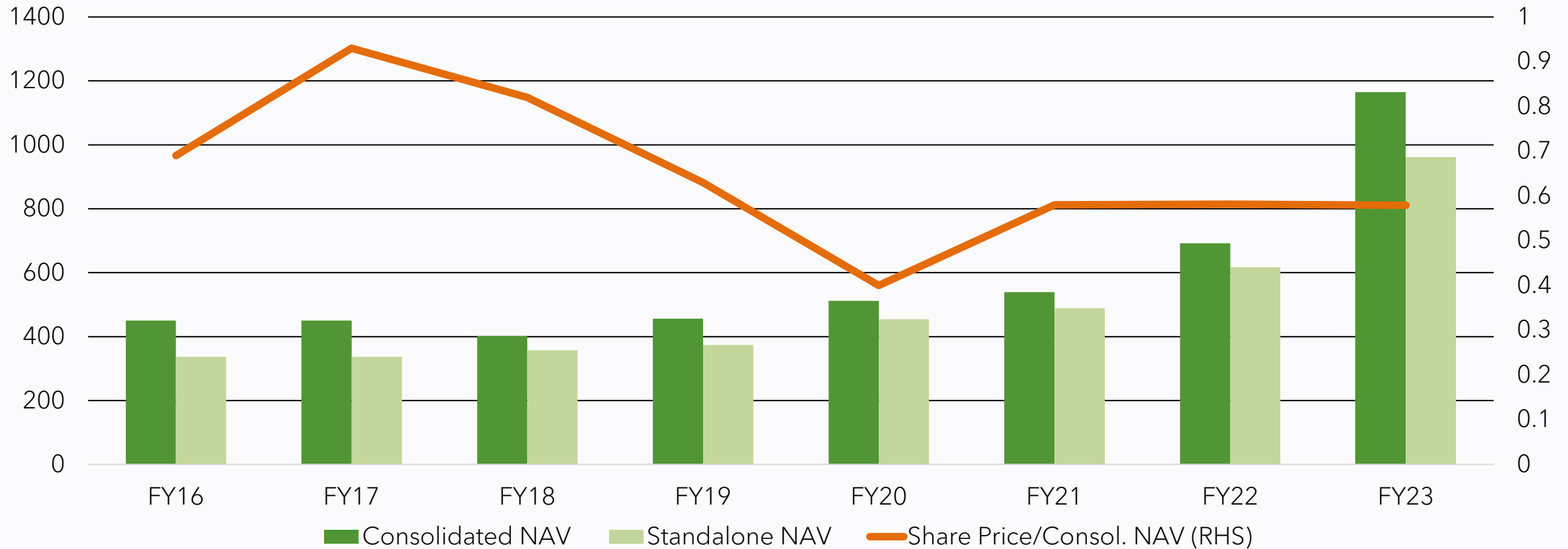
COUNTER CYCLICAL INVESTMENTS GENERATED STRONG CASH FLOWS

USD Mn



SHARE PRICE TO CONSOLIDATED NAV

INR/Share



* For FY23 we have taken share price as on 12st May 2023

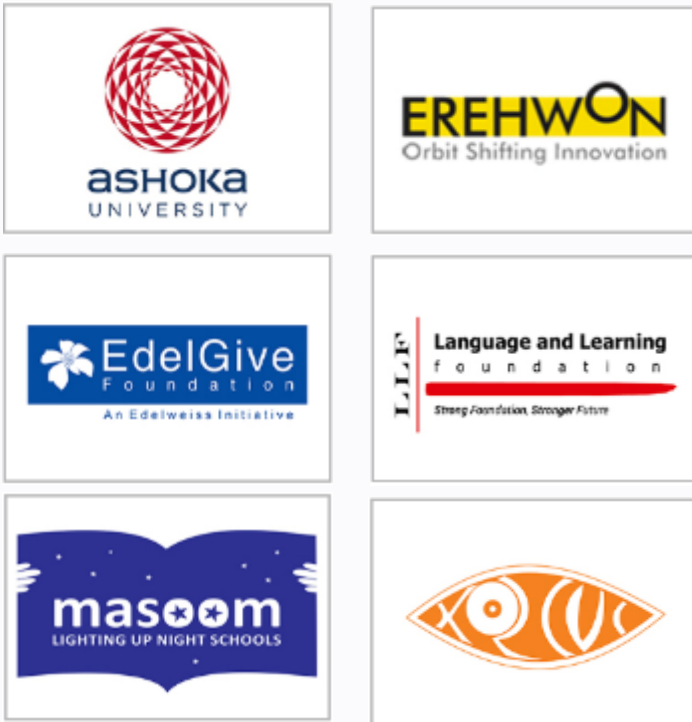
GREAT EASTERN CSR FOUNDATION

GECSRF supports NGOs working under health, education and livelihoods



CURRENT PARTNERS

EDUCATION



HEALTH



LIVELIHOODS



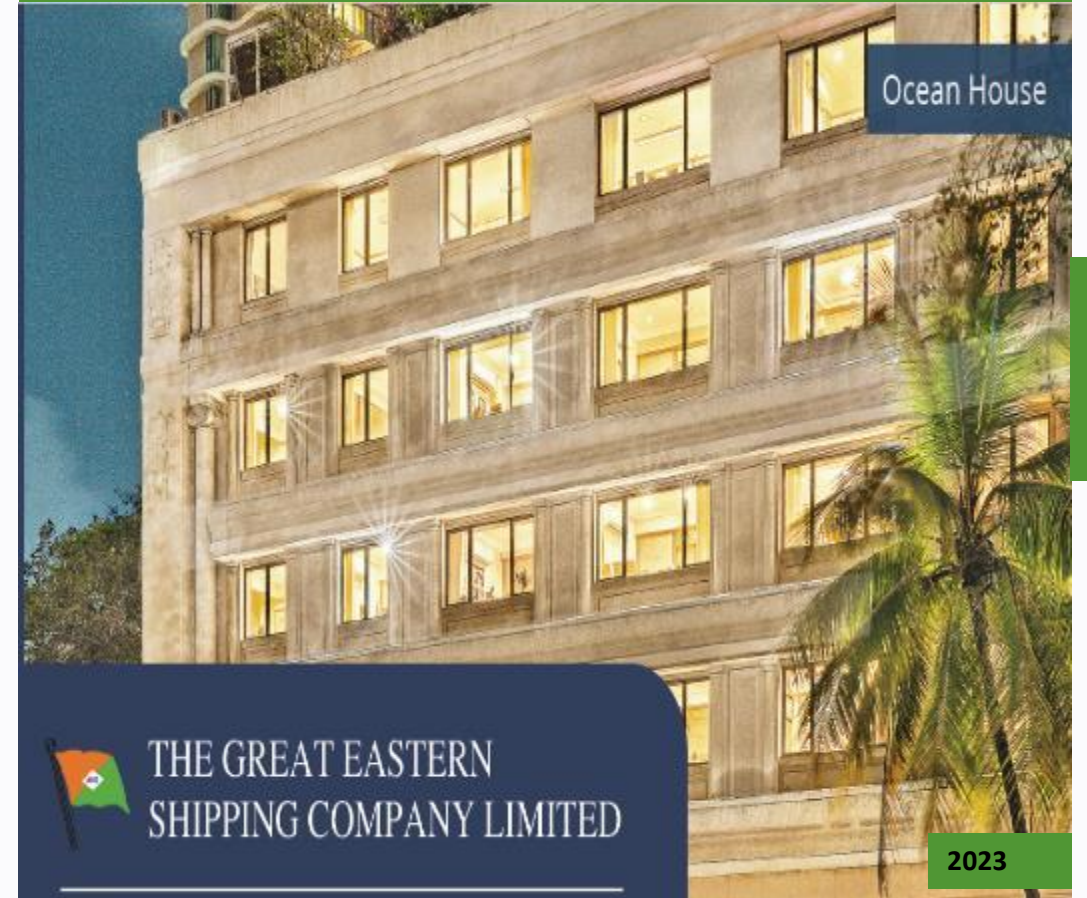
THANK YOU

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From a modest beginning...



...to most admired globally



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