The Great Eastern Shipping Co. Ltd.

Business & Financial Review

March 2014

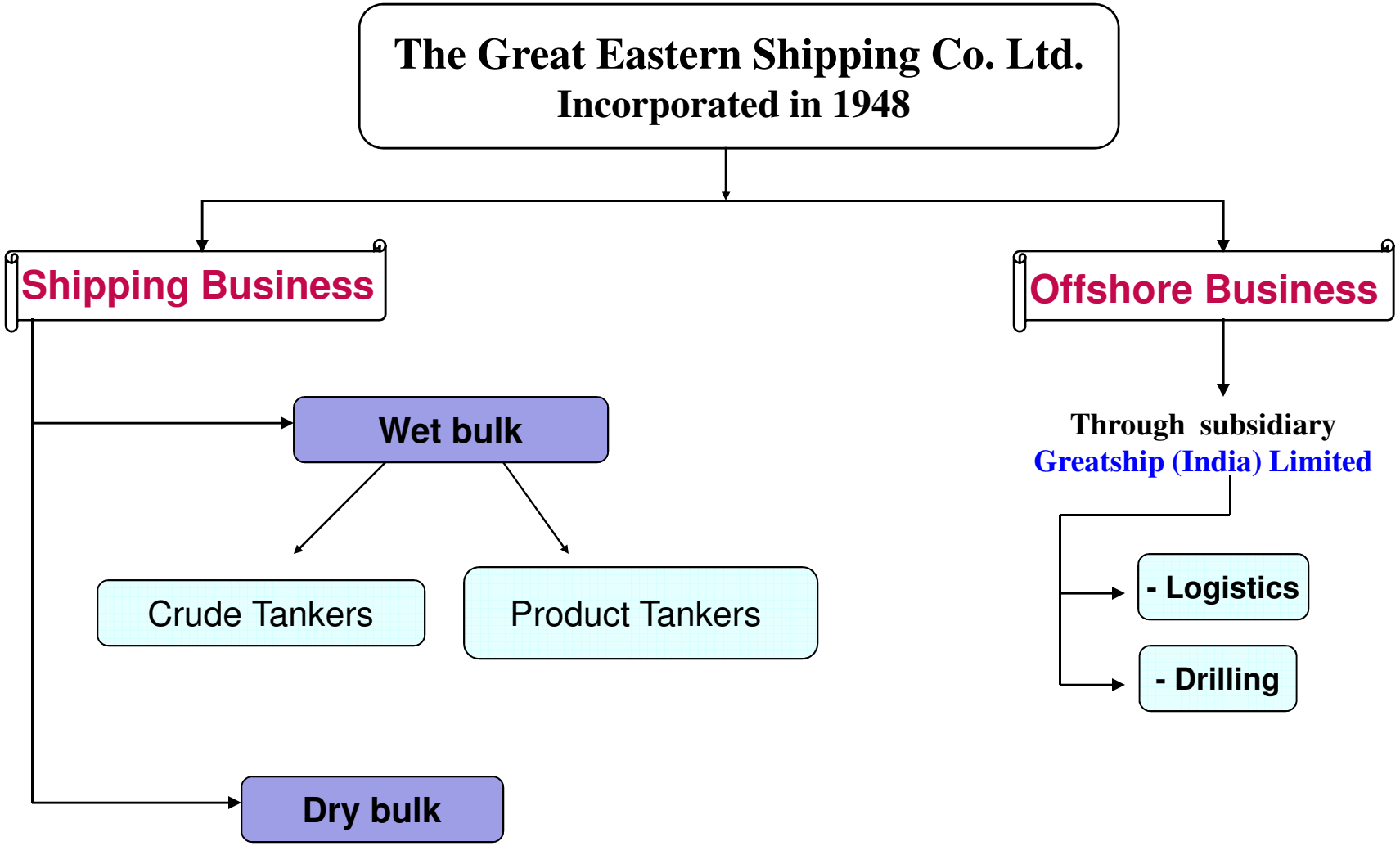
Forward Looking Statements

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.

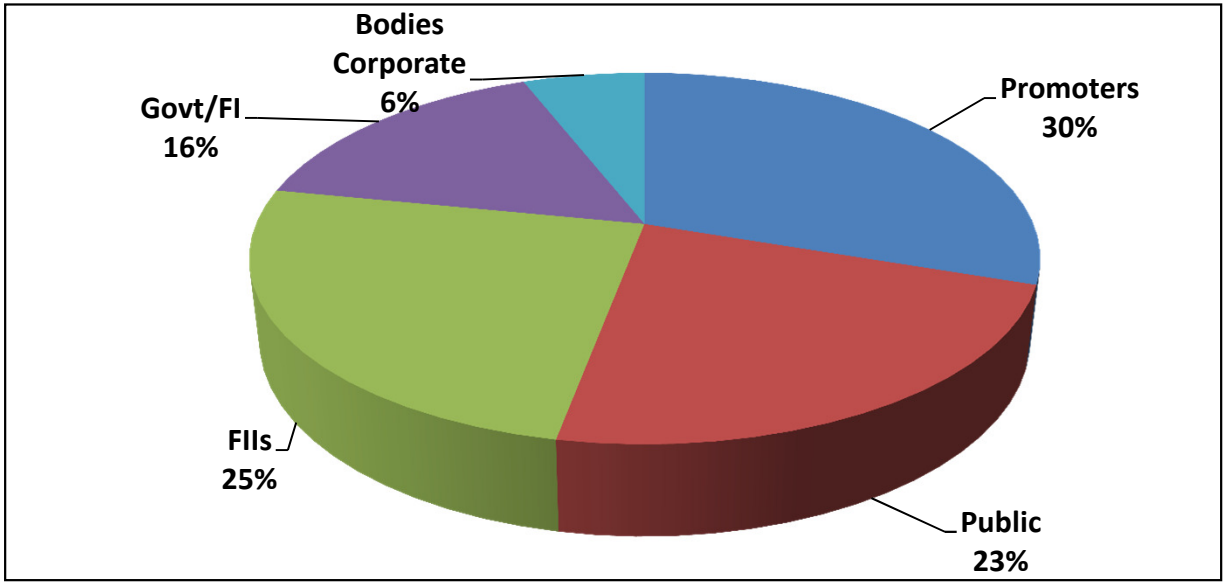
Corporate Profile



Company at a glance

- *India's largest private sector Shipping Company*
- *Diverse asset base with global operations*
- *Completed 65 years of operations*
- *29 years of uninterrupted dividend track record*

Shareholding Pattern as on December 31, 2013



Shipping business-owned fleet

- **30 ships aggregating 2.42 Mn dwt, avg.age 10.0 years**
  - **22 Tankers** avg.age 10.52 years
    - **8 Crude carriers (4 Suezmax, 4 Aframax)** avg.age 11.2 years
    - **13 Product tankers (4 LR1, 8 MR, 1 GP)** avg.age 8.5 years
    - **1 LPG Carrier (1 VLGC)** avg. age 24.0 years
  - **8 Dry bulk carriers** avg.age 8.5 years
    - **1 Capesize -** avg.age 18.0 years
    - **3 Kamsarmax** - avg.age 3.0 years
    - **4 Supramax**- avg.age 7.3 years

Shipping business- CAPEX plan

Total committed CAPEX: ~ USD 205 mn

Newbuilding:

- 1 Medium Range (MR) Product Tanker with STX Group - expected delivery Q4FY16
- 2 Kamsarmax Dry Bulk Carriers with Tsuneishi Shipbuilding - expected delivery H1FY16
- 3 Kamsarmax Dry Bulk Carriers with Jiangsu New Yangzi Shipbuilding Co. Ltd, China - expected delivery Q2 & Q3 CY2016.

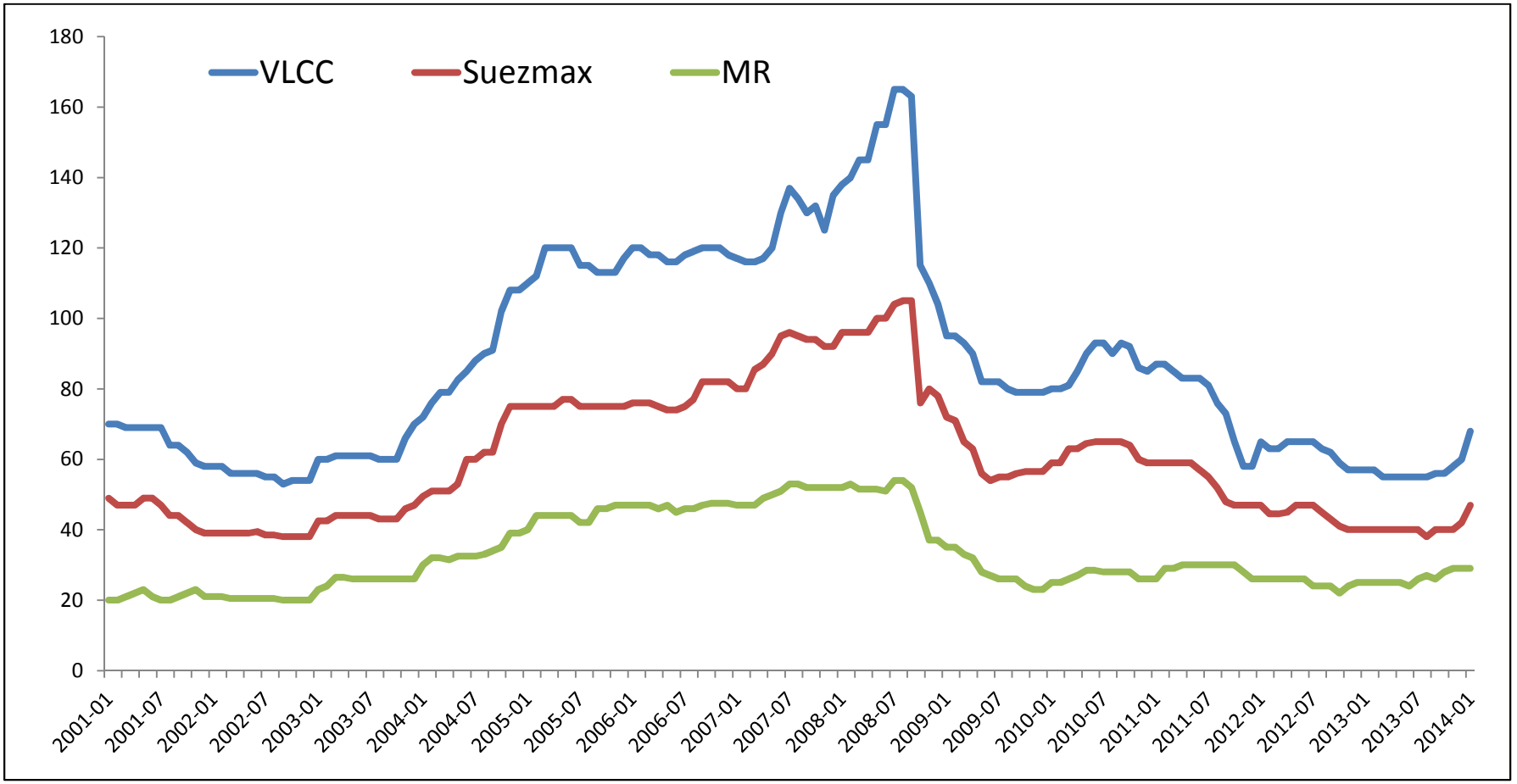
Secondhand

- 1 Very Large Gas Carrier (1994 built)- expected delivery H1FY15

Asset Price Movement (5 yr old)- Tankers

Timeline- Jan 2001 till Jan 2014

Amt in US$ mn

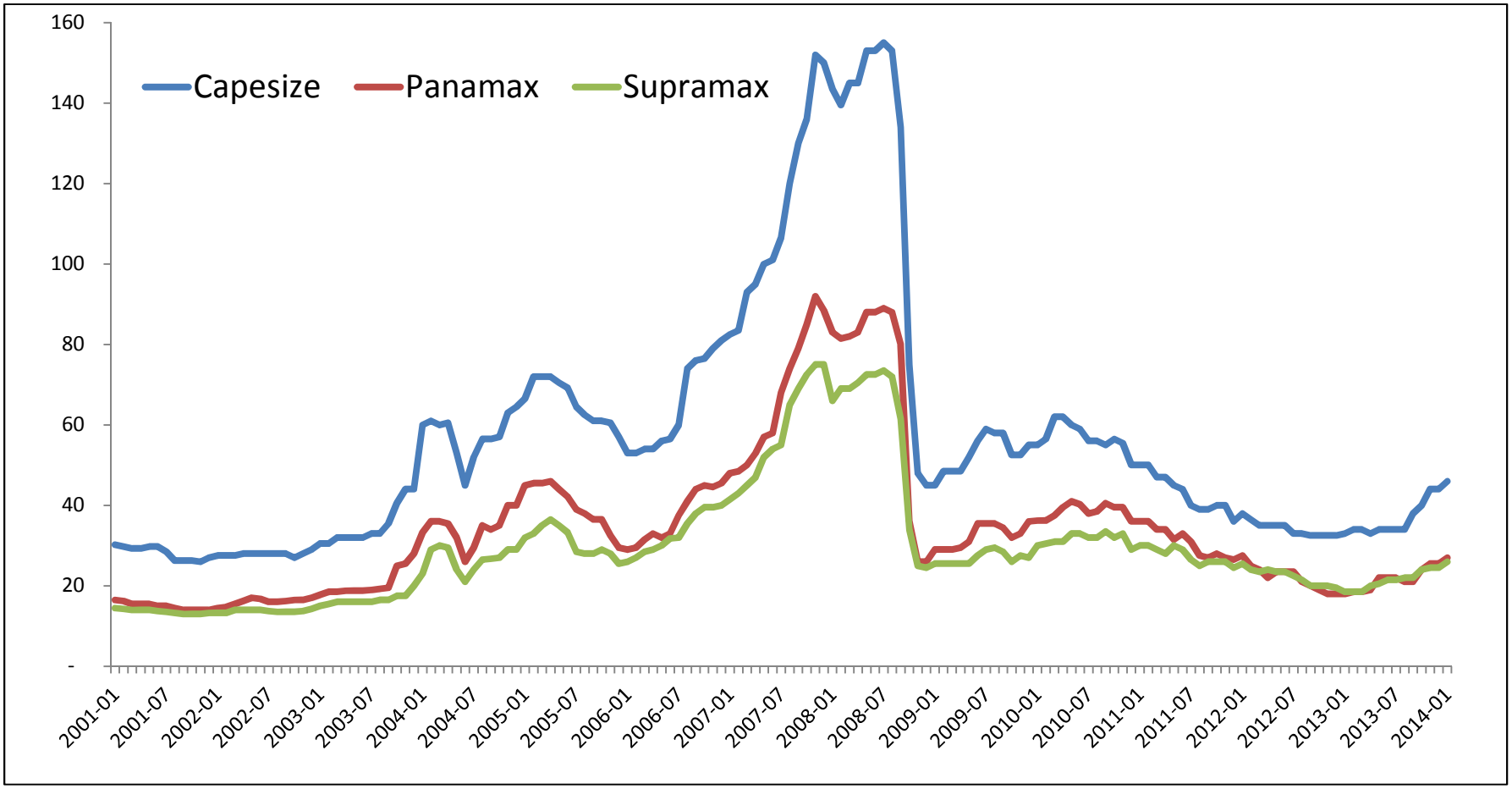


Source: Clarkson

Asset Price Movement (5 yr old) – Dry Bulk

Timeline- Jan 2001 till Jan 2014

Amt in US$ mn



Source: Clarkson

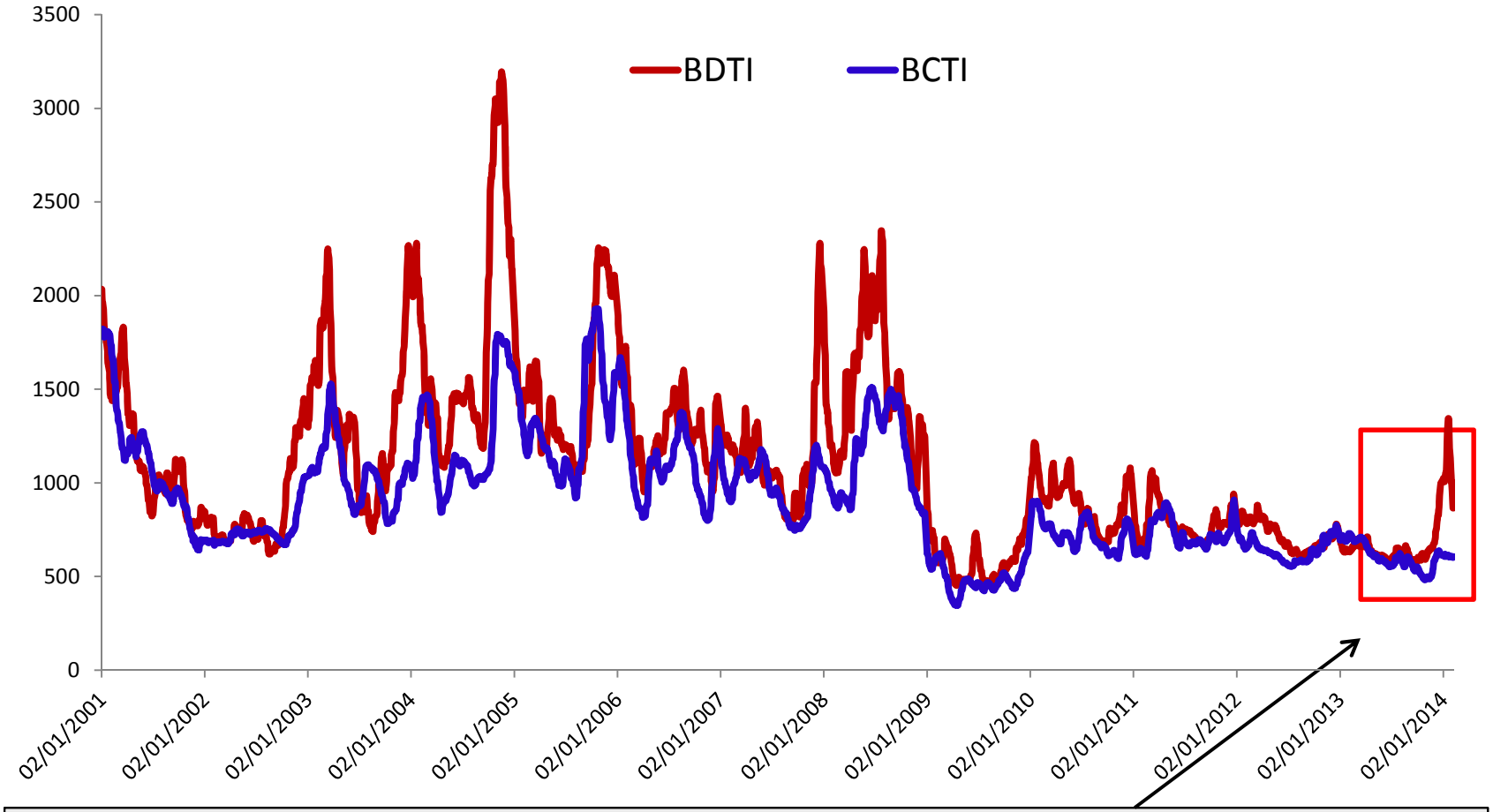
Asset Price Movement

20 year High /Low: (5 year old assets)

(Amt in $mn)	High	Low	Current
Tankers			
VLCC	165 (2008)	49 (1994)	68
Suezmax	105 (2008)	32 (1993)	47
MR	46 (2007)	20 (1999)	29
Dry Bulk			
Capesize	155 (2008)	25 (1999)	46
Panamax	92 (2007)	14 (1999)	27
Supramax	75 (2007)	13 (1998)	26

Source: Clarkson

BDTI & BCTI Movement (Jan 2001 to Feb 2014)

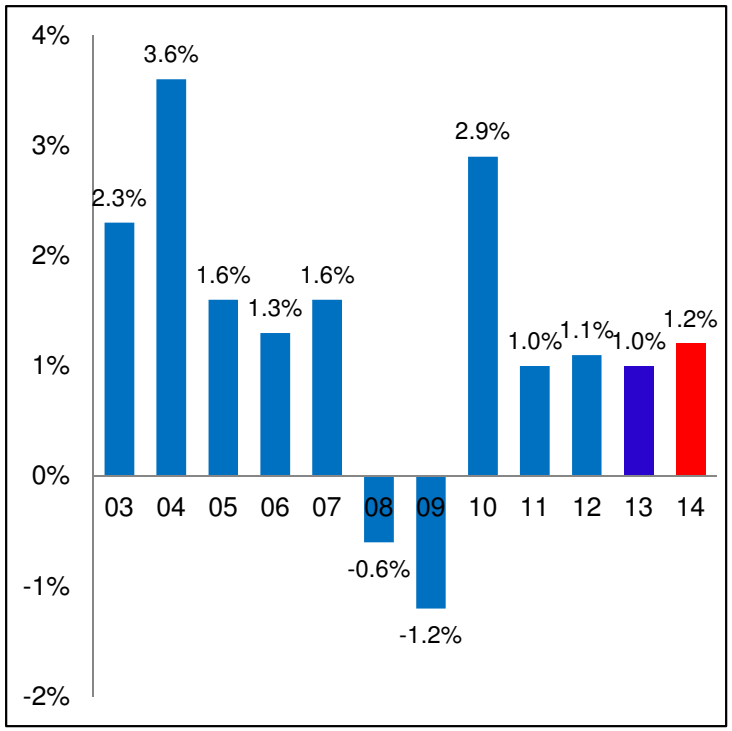


- Sluggish demand & steady fleet growth keeping the TCYs low
- Seasonal uptick in BDTI led by Winter demand and Chinese SPR program

Source: Baltic Exchange

Global Oil Demand Scenario

Global Oil demand growth



Region wise demand growth

mn.bpd	2011	2012	2013 (E)	2014 (E)	% chg (CY14 over CY13)
N.America	24.1	23.8	23.8	23.8	-
OECD Europe	14.3	13.8	13.5	13.4	(0.7)%
OECD Pacific (Japan & Korea)	8.1	8.5	8.4	8.3	(1.2)%
Asia (Non - OECD)	20.3	21	21.6	22.4	3.7%
Other Non OECD	22.1	22.7	23.5	24	2.1%
Total	**88.9**	**89.9**	**90.8**	**91.9**	**1.2%**

Muted growth from developed economies….
Non OECD countries making up for the lost demand

Source: Clarkson/IEA

Oil Trade – Changing patterns...

Oil supply dynamics changing

US – Shale revolution
Iran – Uncertainty on Sanctions
North Sea – Decreasing Supply
Venezuela – Diversifying Customer base
West Africa – More takers
Angola , Algeria –production inching up
Nigeria – increasingly unstable

Oil demand sourcing matrix changing

China & India in forefront
Latin America – Increase in imports of Refined Products

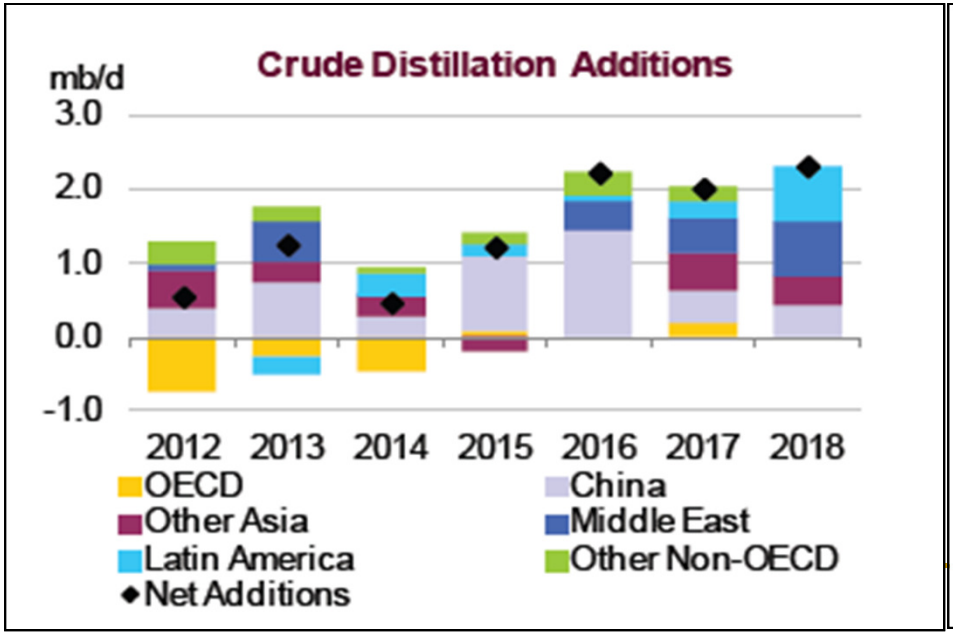
Other Market Developments

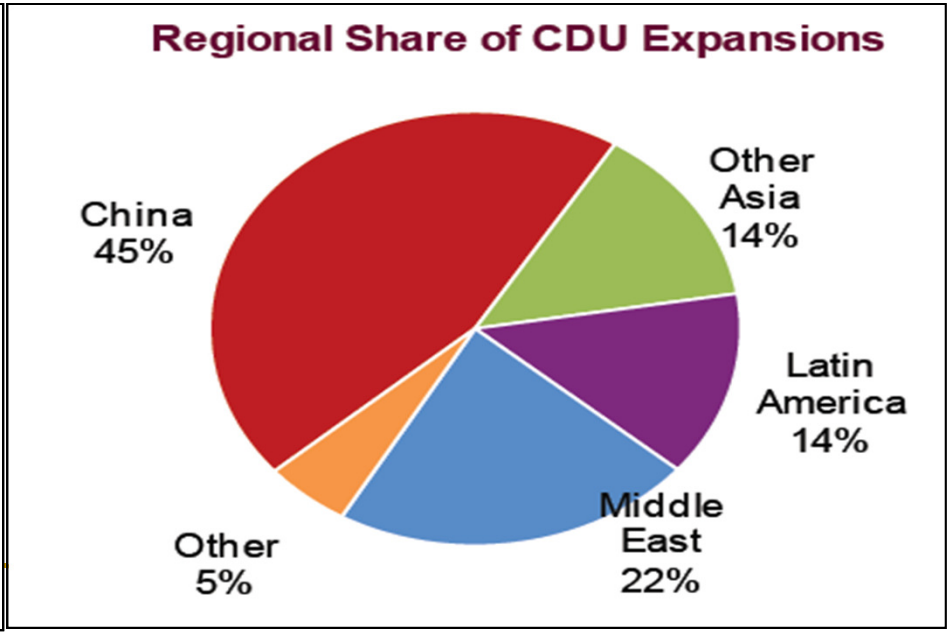
Increasing demand from India & China
Political Risk - MENA, Venezuela

Resulting in long haul trade routes…

Products Trade…Continues to grow steadily

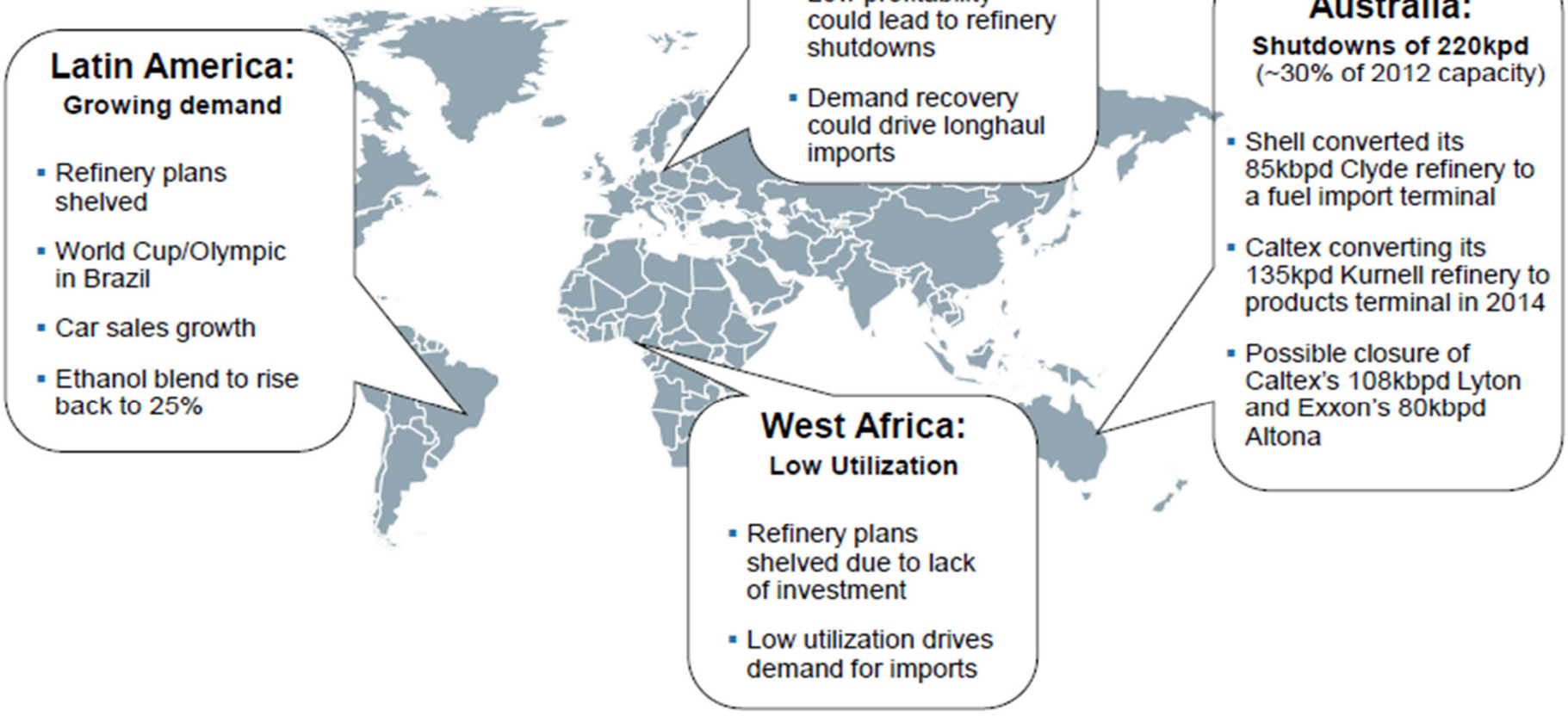
- **Global refinery crude distillation capacity set to rise by 9.5 mb/d** from 2013 to 2018, Asia accounting for about 60% and M.E about 22%.
- **Total world refining capacity will reach 106.7 mb/d by the end of 2018**, of which 60% will be in non-OECD countries.
- **US refining sector to benefit**, due to increasing exports of distillates to Latin America and Europe.





Products trade… Evolving Trade Patterns

Growing demand for refined products imports from LatAm, West Africa and Australia



BDI Movement (Jan 2001 to Feb 2014)

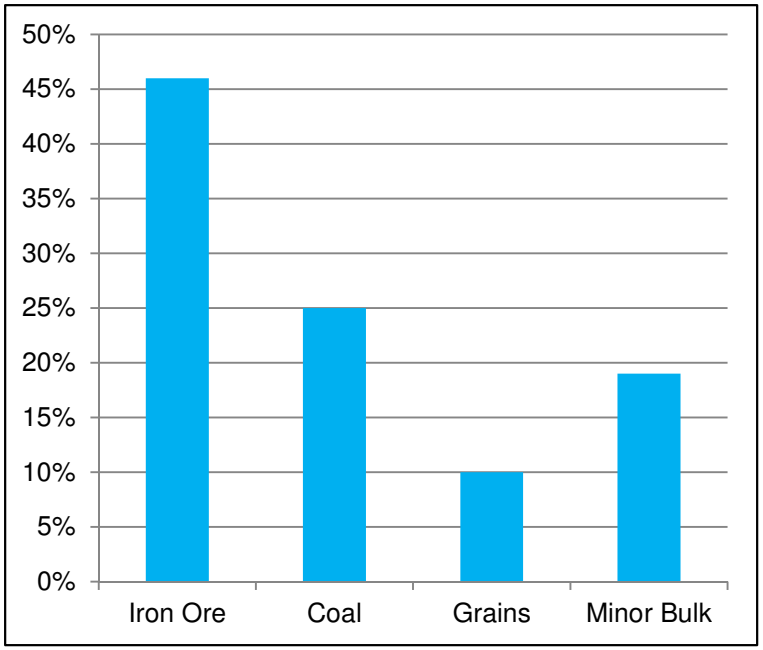
BDI hovering at low levels on back of relentless fleet growth despite steady improvement in the cargo movement

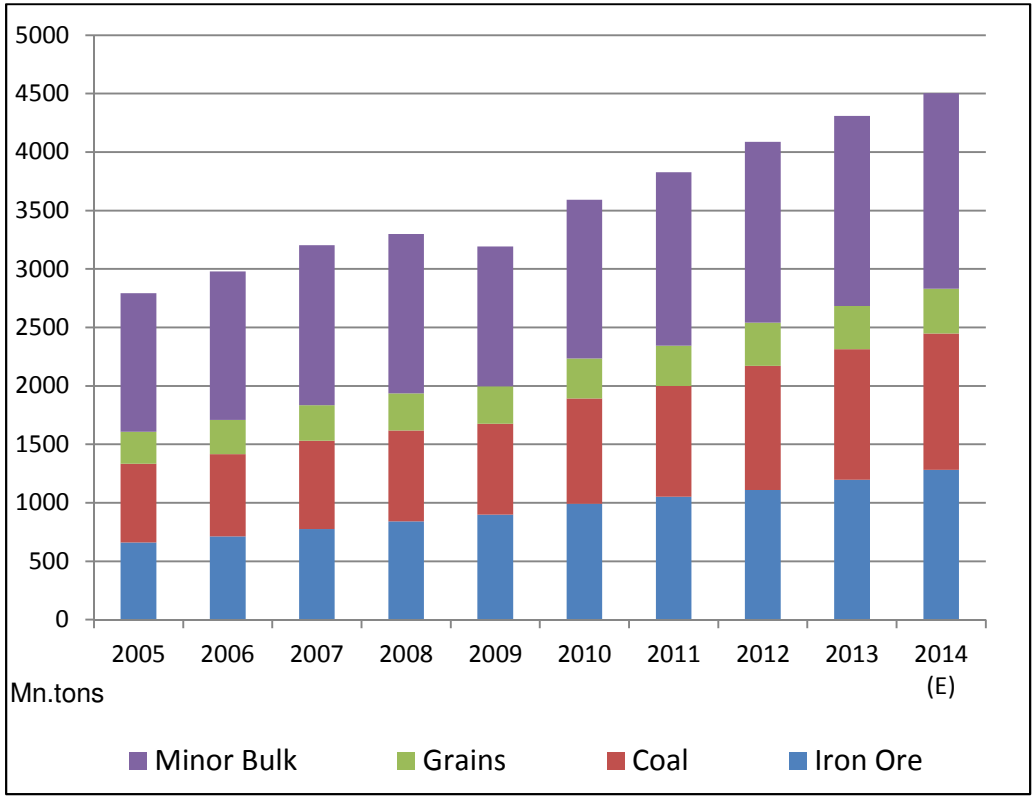
Source: Baltic Exchange

Seaborne Bulk Trade … growing steadily

Global dry bulk seaborne trade reached 4.3 bn tons in 2013

Contribution to seaborne trade growth by commodity





Seaborne trade to grow at ***CAGR 5%*** between 2012 & 2014

Source: Clarkson

Dry Bulk Trade … Evolving Trade Patterns

China… imports to continue

-Iron ore & Coal imports running at a steady pace

- Coastal trade to firm up due to inland transport restrictions

India… catching up

-To be leading coal importer in the world

- Developing ports to specifically suit the trade

- UMPPs to create greater coal demand once commissioned

Long routes & bigger parcels

- Apart from Indonesia & S.Africa, China going far away to Colombia to source coal

- Larger parcel size moved from Brazil to China (Chinamaxes)

China's dependency on imported iron ore

CHINA: Iron ore import dependency has increased from 37% in 2001 to 70% in 2012 and growing.

Main Import Drivers

- Domestic Iron ore (Fe) content < 25% and declining.
- Expensive domestic Cost of prodn. due to:

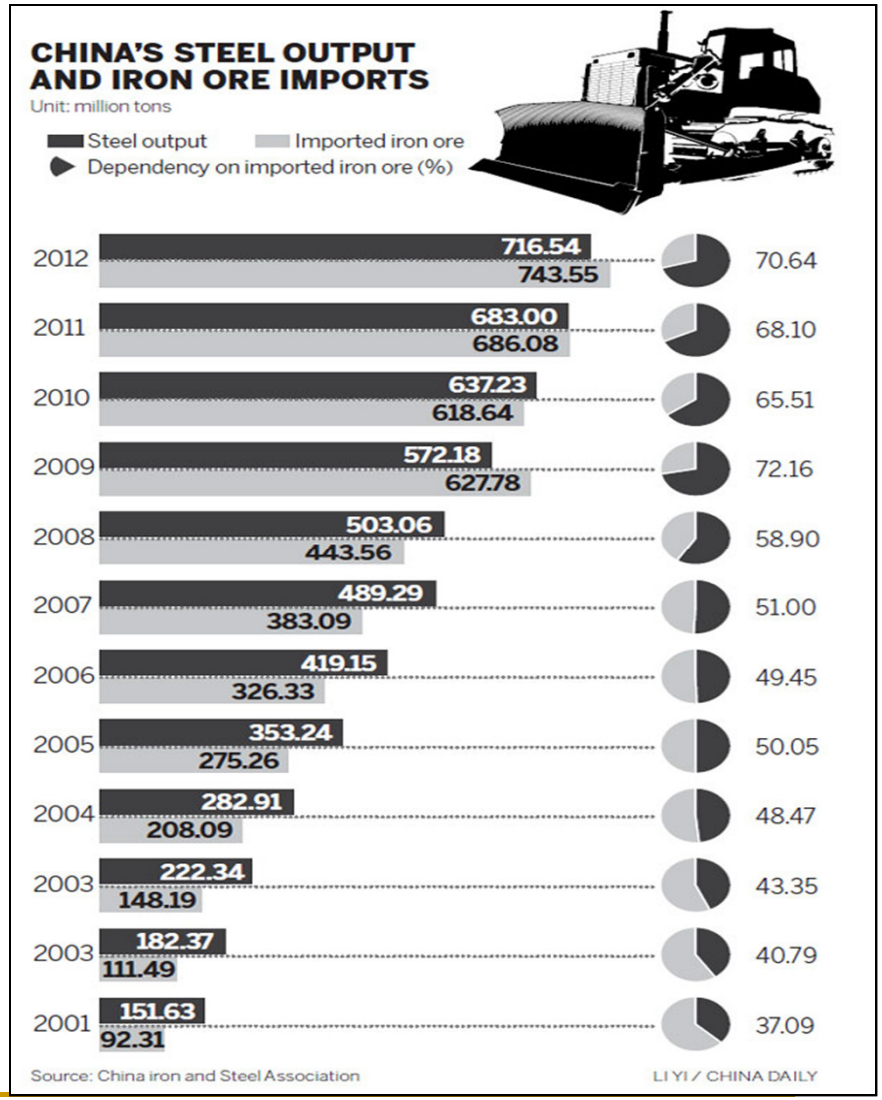
  - Labor & energy cost Inflation has been 15% YoY

  - Deep Underground iron ore mines: High strip ratio

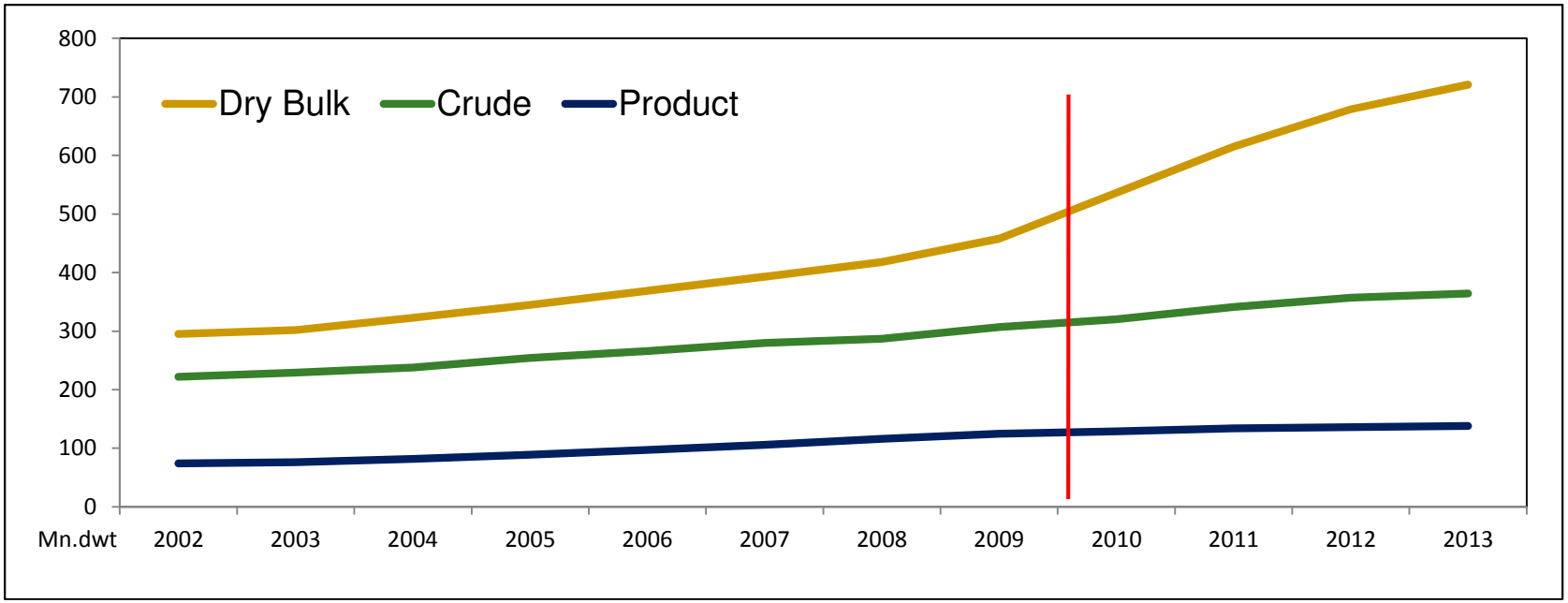
  - Energy & water intensive beneficiation process.

  - Steel plants located in coastal areas; high transport cost.

- Smaller firms will face closure, disproportionate import competition effect & tax regime in the wake of low prices.



World Fleet Growth



Fleet growth 2002-2013

(mn dwt)	2002	2007	2013	% change (2013 over 2002)
Dry	295	393	721	144%
Crude	222	280	364	63%
Product	74	106	138	86%

Source: Clarkson

… Fleet continues to grow

World Fleet addition*	Fleet (as on 1st Feb'14)	CY2014	CY2015	CY2016+
	(in mn dwt)			
Crude tankers	364	5%	3%	4%
Product tankers	139	6%	4%	4%
Dry bulk carriers	728	9%	6%	4%

***includes only new building from yards**

… but high slippages may happen

Source: Clarkson

Scrapping… too little to cheer

Scrapping as % of world fleet (year wise)

Fleet as on 1st Feb'14		Scrapping	CY2010	CY2011	CY2012	CY2013
(in mn dwt)						
364		Crude	2%	2%	3%	2.5%
139		Product	4%	2%	2%	2%
728		Bulk	1%	4%	5%	3%

* As of 1st Feb'14

Require acceleration in scrapping to minimize the demand supply mismatch

Source: Clarkson

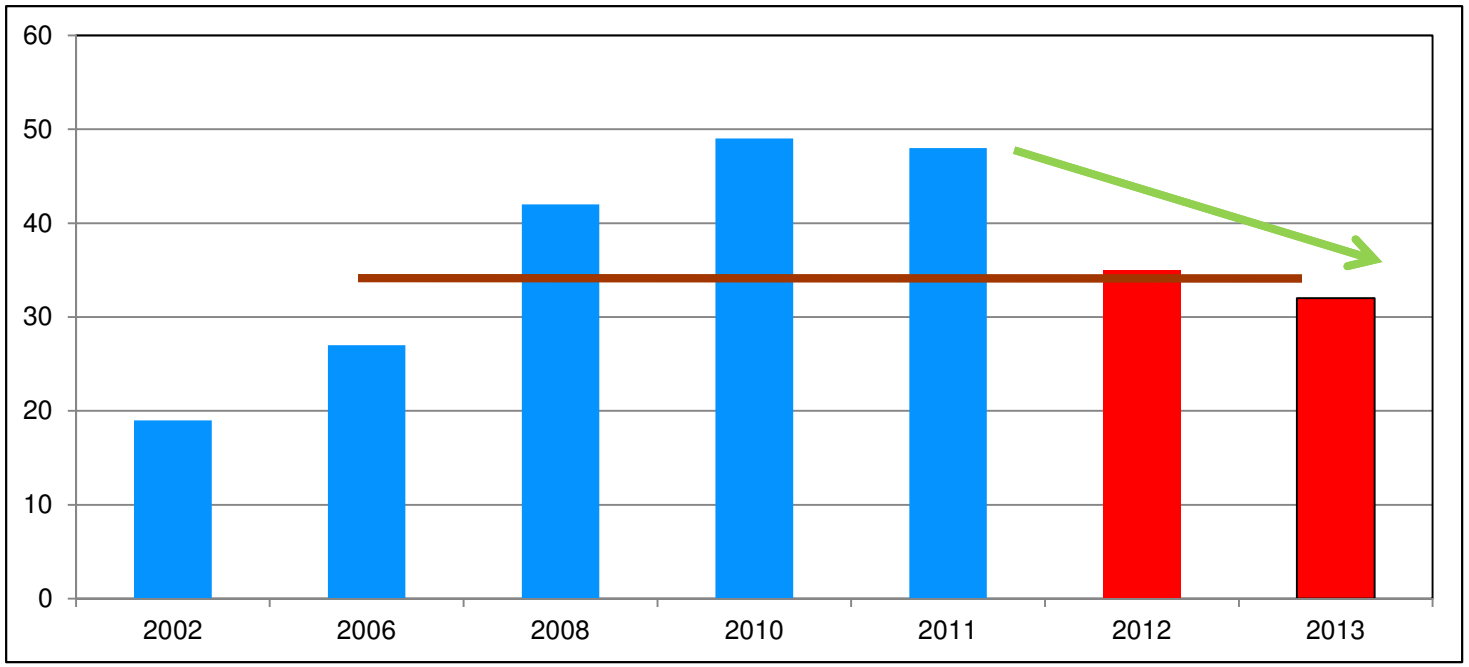
Global Shipbuilding… Shrinkage in Capacity

Capacity to contract due to combination of:

- yard closures
- return to pre-boom business models such as ship repairs
- use of shipbuilding berths and workforces for non-shipbuilding activity
- reduction in berth productivity

Global Shipbuilding… Shrinkage in Capacity

Yard Output (mn.gt)



Yard output to decline from a peak of 49 mn gt in 2010 to 32 mn gt in 2013 …. A decline of 35%

2013 (e) yard capacity still higher than the pre boom capacity of 2006

Source: Industry/ research reports

Greatship (India) Limited

(a 100% subsidiary)

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Offshore business- Fleet Profile

The Greatship Group

- ***Current Owned Fleet***
  - ✓ **3 Jack Up Rigs (350ft)**
  - ✓ **4 Platform Supply Vessels (PSV)**
  - ✓ **9 Anchor Handling Tug cum Supply Vessels (AHTSV)**
  - ✓ **2 Multipurpose Platform Supply and Support Vessels (MPSSV)**
  - ✓ **6 Platform / ROV Support Vessels (ROVSV)**

On Order: 1 Jackup Rig (350 ft) – expected delivery in CY2015

Greatship's Modern & Technologically Advanced Fleet

Young Fleet

- Young fleet with an average age of approx. 4 years by FY 2013
- Demand shifting to modern vessels, especially as safety becomes a major concern for oil companies

Technologically Advanced

- Specialized/technologically advanced vessels equipped with DP I/DP II (Dynamic Positioning) and FiFi I (Fire Fighting) technologies
- Equipped to operate in challenging environments
- Efficient and versatile vessels

Revenue Efficiencies

- **Higher utilization rates**
- **Minimum down time**

Cost Efficiencies

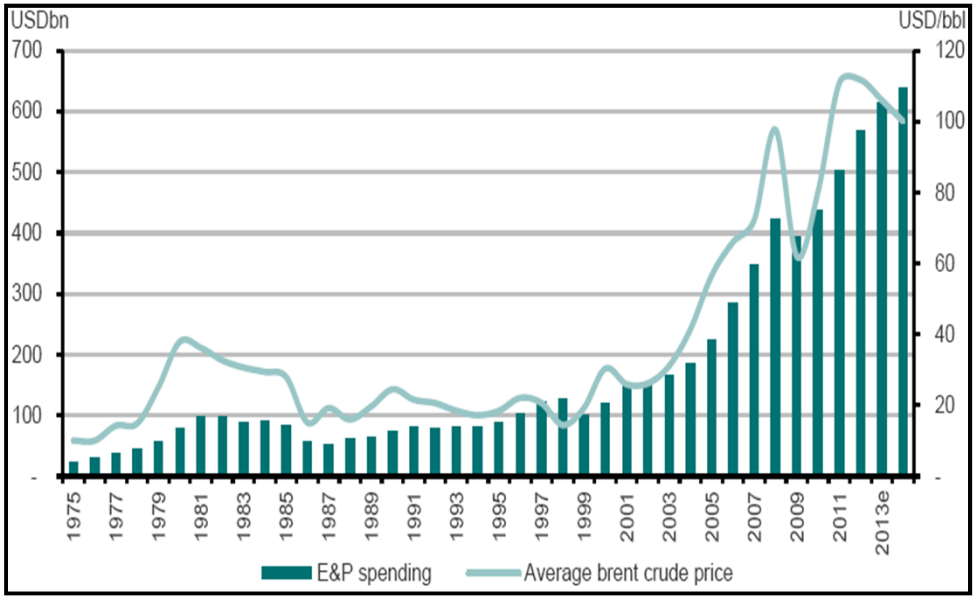
- **Lower Operating costs**
- **Reduced maintenance capex & opex**

Offshore Service Value Chain

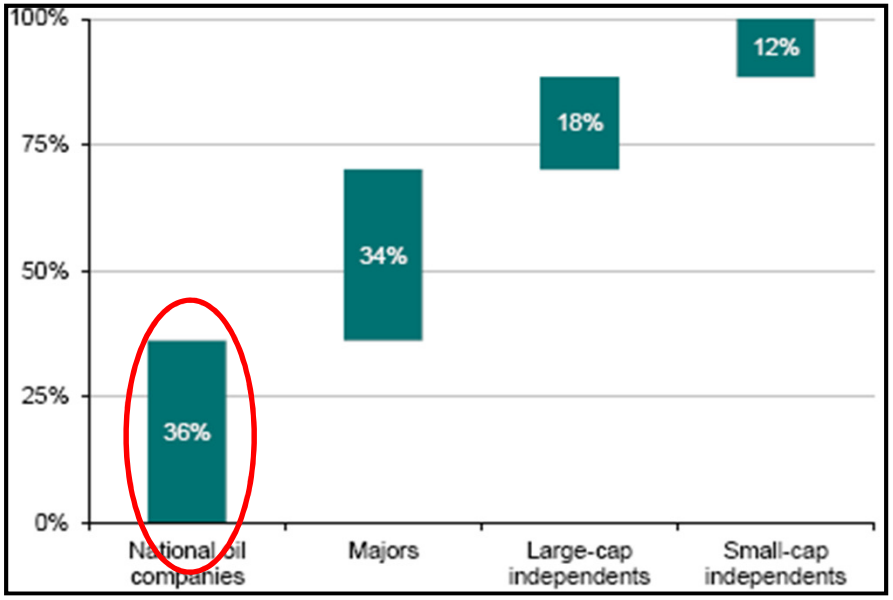
	Exploration	Development	Production
Length of Typical Cycle	- 3 to 5 years	- 2 to 4 years	- 5 to 55 years
Description	- Collection of survey data - Analysis & interpretation - Identification of oil & gas reserves	- Construction & installation of production platforms, pipelines & equipment - Preparation for production	- Management of oil & gas production - Operations & Maintenance - Retrofit work
Vessels	-AHTV, **AHTSV, MPSSV**, Tugs - **PSV**/ Supply, Crewboats - **ROV Support Vessels** - Seismic survey & support hydrographic survey (for pipeline routes) - Chase boats	- AHTV, **AHTSV, MPSSV**, Tugs - **PSV**/ Supply, Crewboats - Derrick/ Crane Vessels - Cable & pipe-lay vessels - Heavy Lift Transport - Offshore Dredgers - Accommodation units	- **AHTSV**, - **PSV**/ Supply - **MPSSV**/ Production Support Vessels - Emergency Rescue & Response Vessels - Crewboats - Accommodation units

E&P Activities – Steady Growth

Global E&P Spending



2014 E&P spending breakup



- Global E&P spending to increase to ~$650bn in 2014
- Up 4% from 2013

- National Oil Companies remain the largest contributor to the E&P spending
- Energy security: key concern for every nation

E&P spending to remain at a healthy level on back of attractive oil prices and increased momentum of activities.

Source: DNB

Global Fleet Supply -Offshore

- ~ Half of the world offshore vessel fleet is more than 22 years

- Average age of existing jackup rig fleet is about 24 years

(Nos)	Jackup Rigs	AHTSVs	PSV/Supply
Current Fleet	523	2,917	2,212
Orderbook	116	177	423
% of O/B to current fleet	22%	6%	19%

As of end Jan'14

- ***With increased focus on safety and efficiency, utilization for modern assets expected to remain healthy***

- ***Current world fleet profile skewed towards older fleet. Hence, replacement demand should remain strong***

Source: Clarkson, Rigzone

FINANCIAL HIGHLIGHTS

Q3 FY 2014

Q3FY 2014 Financial Highlights

Standalone			*Key Figures*	Consolidated		
Q3FY'14	**Q3FY'13**	**9MFY'14**	**(Amount in Rs. crs)**	**Q3FY'14**	**Q3FY'13**	**9MFY'14**
			Income Statement			
415.43	548.15	1388.65	Revenue (including other income)	792.99	881.55	2551.60
157.34	224.90	659.61	EBITDA (including other income)	360.62	441.51	1341.53
13.13	75.13	217.42	Net Profit	101.50	191.84	507.11
			Balance Sheet			
9742.29	9950.80	9742.29	Total Assets	15093.19	14407.43	15093.19
4886.98	5113.5	4886.98	Equity	6847.76	6417.59	6847.76
3544.83	3768.75	3544.83	Total Debt (Gross)	6688.23	6620.81	6688.23
413.55	507.46	413.55	Long Term Debt (Net of Cash)	2658.51	2481.52	2658.51
			Cash Flow			
148.39	160.81	402.75	From operating activities	450.48	188.36	1197.85
(38.70)	192.16	(134.39)	From investing activities	(245.04)	63.53	(389.16)
(141.84)	(143.08)	(704.67)	From financing activities	(308.53)	120.26	(1,224.15)
(32.15)	209.89	(436.31)	Net cash inflow/(outflow)	(103.09)	372.15	(415.46)

Q3FY 2014 Performance Highlights

Breakup of revenue days

Revenue Days	Q3'FY14	Q3'FY13
Owned Tonnage	2,598	3,144
Inchartered Tonnage	-	128
Total Revenue Days	**2,598**	**3,232**
Total Owned Tonnage (mn.dwt)	**2.42**	**2.60**

Average TCY Details

Average (TCY $ per day)	Q3'FY14	Q3'FY13	% Chg
Crude Carriers	13,957	15,888	(12)%
Product Carriers (Incl. Gas)	16,036	16,111	0%
Dry Bulk	13,407	11,708	14.5%

Mix of Spot & Time

Days (in %)	Q3'FY14	Q3'FY13
Dry Bulk		
Spot %	62%	50%
Time %	38%	50%
Tankers		
Spot %	50%	47%
Time %	50%	53%
Total		
Spot %	53%	48%
Time %	47%	52%

Book Value & Net Asset Value (NAV) comparison

Last 4 quarters

	Consol. Book Value (Rs. Per share)	Consol. NAV (Rs. Per share)
December 2013	454	539
September 2013	444	532
June 2013	439	494
March 2013	416	433

THANK YOU

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