

The Great Eastern Shipping Co. Ltd.

Business & Financial Review

September 2017



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

The Great Eastern Shipping Company

Shipping (Bulk)

Offshore

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

Tankers

- Crude
- Products/LPG

Dry Bulk

Logistics

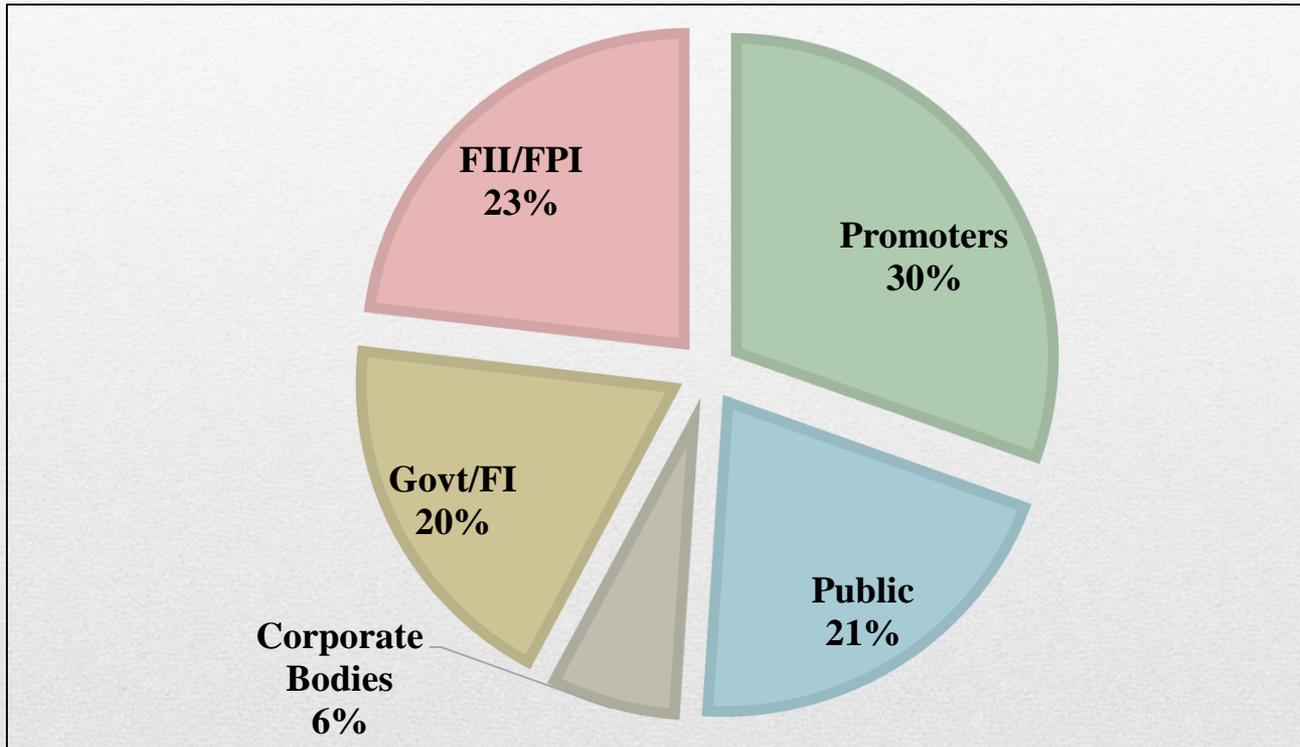
Drilling

**India's largest private sector shipping company.
Over 69 years of experience**



Shareholding Pattern

Shareholding Pattern as on June 30, 2017





Shipping business - owned fleet

Sr. No.	Vessel Name	Type
1	Jag Lalit	Suezmax
2	Jag Lok	Suezmax
3	Jag Lateef	Suezmax
4	Jag Lakshita	Suezmax
5	Jag Laadki	Suezmax
6	Jag Leena	Suezmax
7	Jag Lakshya	Suezmax
8	Jag Lyall	Aframax
9	Jag Lata	Aframax
10	Jag Lavanya	Aframax
11	Jag Leela	Aframax
12	Jag Laxmi	Aframax
12 Crude Carriers ; Average Age – 11.9 years		
13	Jag Aabha	LR1
14	Jag Aanchal	LR1
15	Jag Amisha	LR1
16	Jag Aparna	LR1
17	Jag Pahel	MR
18	Jag Pankhi	MR
19	Jag Prabha	MR
20	Jag Prakash	MR
21	Jag Pushpa	MR
22	Jag Prerana	MR
23	Jag Pranav	MR
24	Jag Pranam	MR
25	Jag Padma	MR
26	Jag Punit	MR
27	Jag Pooja	MR
28	Jag Pavitra	MR
16 Product Carriers; Average Age – 10.0 years		

Sr. No.	Vessel Name	Type
29	Jag Vishnu	VLGC
30	Jag Vidhi	VLGC
2 Gas Carriers; Age – 22.5 years		
31	Jag Anand	Capesize
32	Jag Aarati	Kamsarmax
33	Jag Aditi	Kamsarmax
34	Jag Arya	Kamsarmax
35	Jag Arnav	Kamsarmax
36	Jag Ajay	Kamsarmax
37	Jag Aalok	Kamsarmax
38	Jag Akshay	Kamsarmax
39	Jag Amar	Kamsarmax
40	Jag Ratan	Supramax
41	Jag Rahul	Supramax
42	Jag Rishi	Supramax
43	Jag Rani	Supramax
44	Jag Roopa	Supramax
45	Jag Radha	Supramax
46	Jag Rohan	Supramax
16 Bulk Carriers; Average Age – 5.8 years		

46 Vessels
Average Age – 9.78 years
Total dwt - 3.80 mn



Vessels on Order

Vessels on Committed Order & Expected Delivery

Vessel	Yard	Expected Delivery
1 Secondhand LR2 Product Tanker	Hyundai Heavy Industries (Ulsan), South Korea	Q2/Q3FY18
1 Second hand Mediumsize Gas Carrier	Mitsubishi Heavy Industries, Nagasaki Shipyard, Japan	Q2FY18



Key points on Tanker Markets – Q2CY17

Asset Prices:

- VLCC 5 yr old asset prices fell by 8.5% Y-O-Y
- Suezmax & Aframax 5 yr old asset prices fell by 18% Y-O-Y

Freight rates:

- BCTI fell by 36% in H1CY2017 & BDTI by 44%.

Crude Market:

- Crude oil supply increased due to Libya and Nigeria crude output rise. However, excluding Libya and Nigeria, OPEC compliance was at 101% in Q2CY17. Global refinery throughput was up by approx. 1 mn b/d in Q2CY17 Y-O-Y.

Product Market:

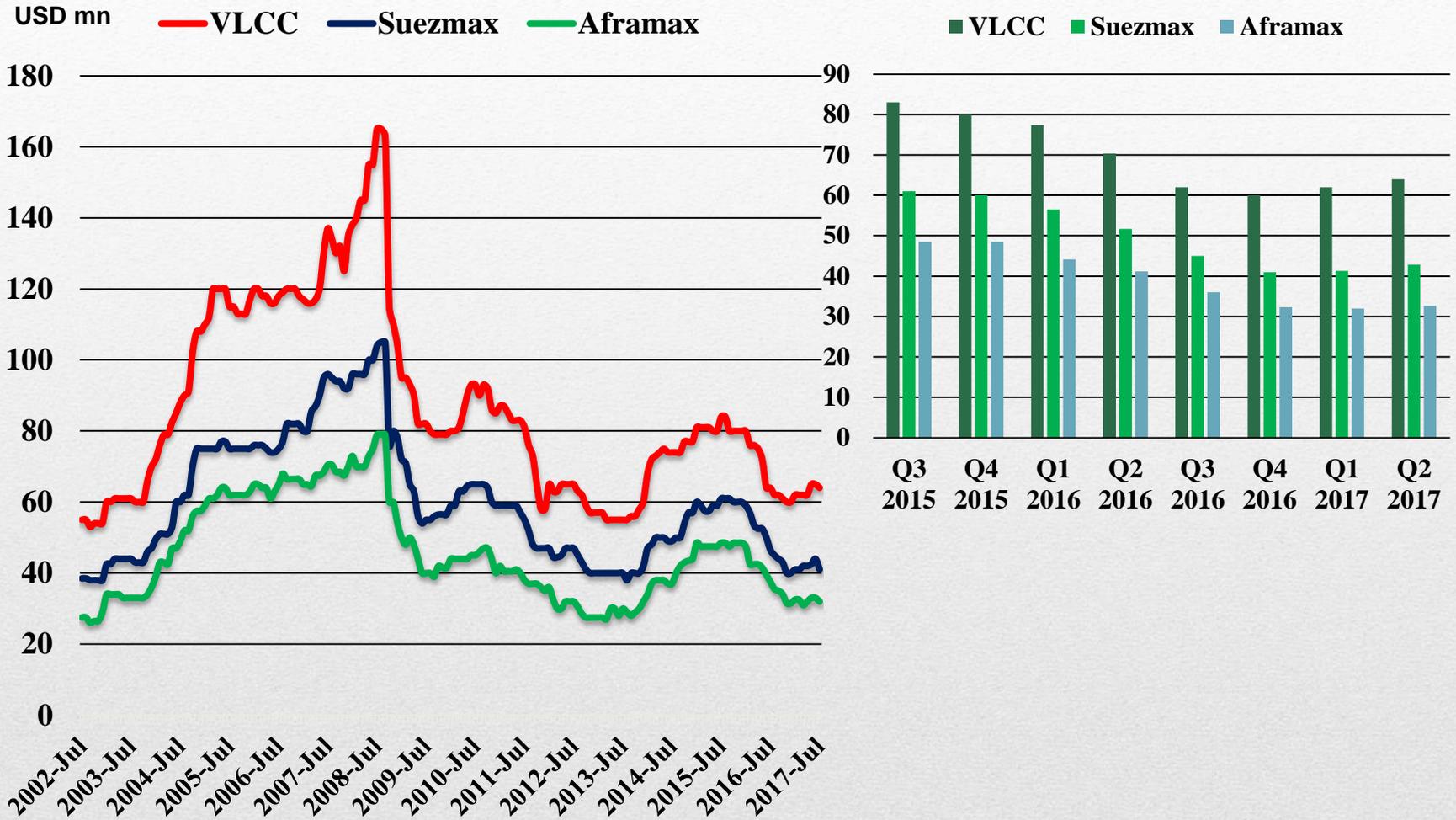
- Product Market demand continues to grow with product imports into West Africa and Latin America due to refinery outages.

Fleet Growth:

- Crude tankers net fleet growth in H1CY17 is 4% and product tankers net fleet growth is 3%



Tankers – Asset Price Movement (5-year old)

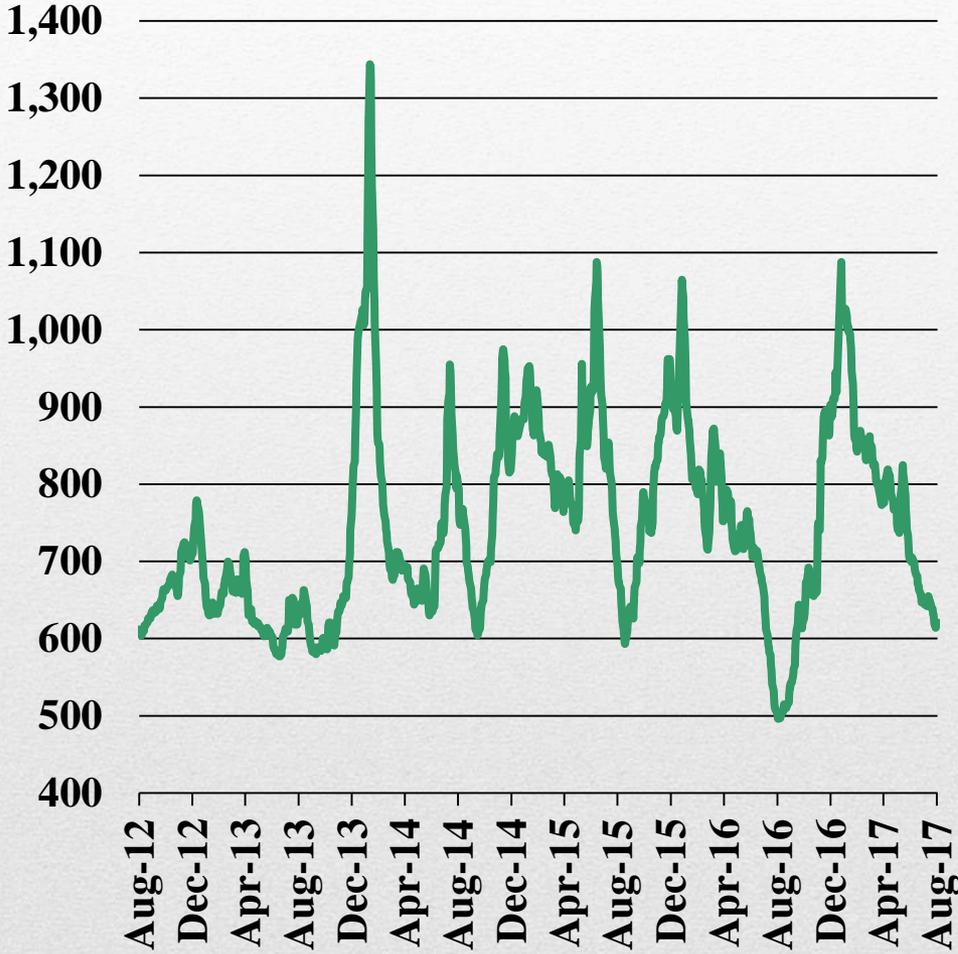


Source – Industry Reports

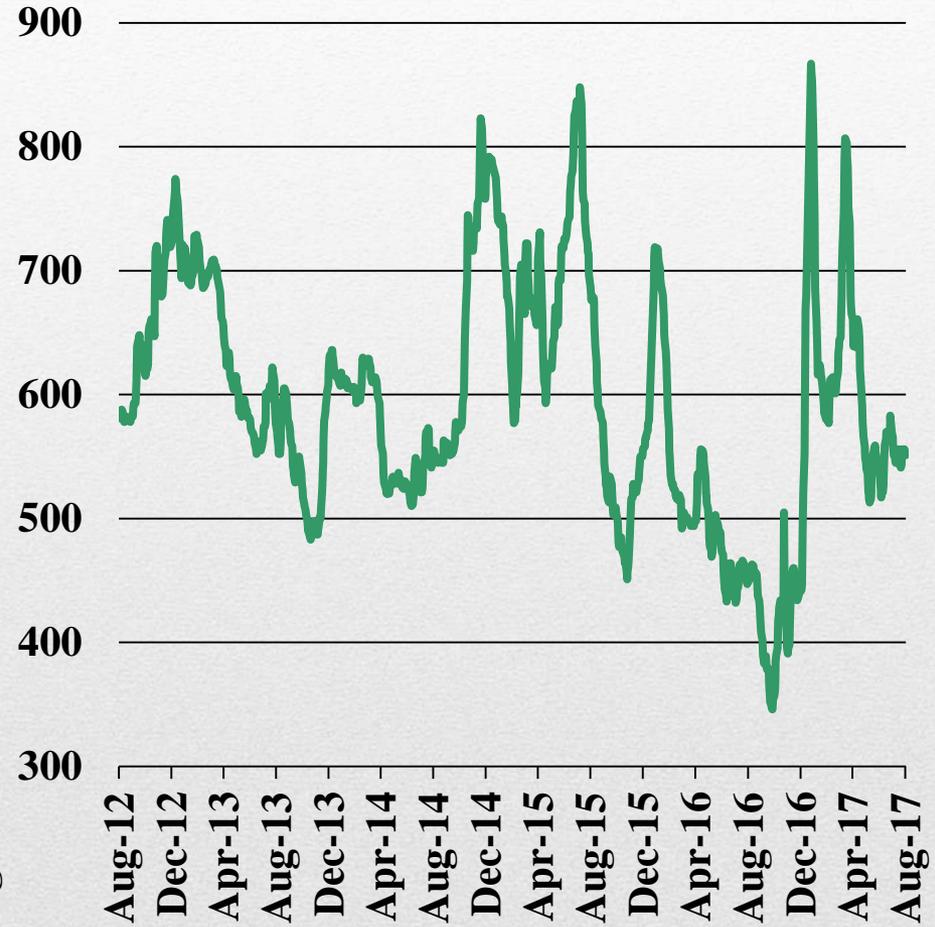


Downward Movements of BDTI & BCTI

Baltic Dirty Tanker Index



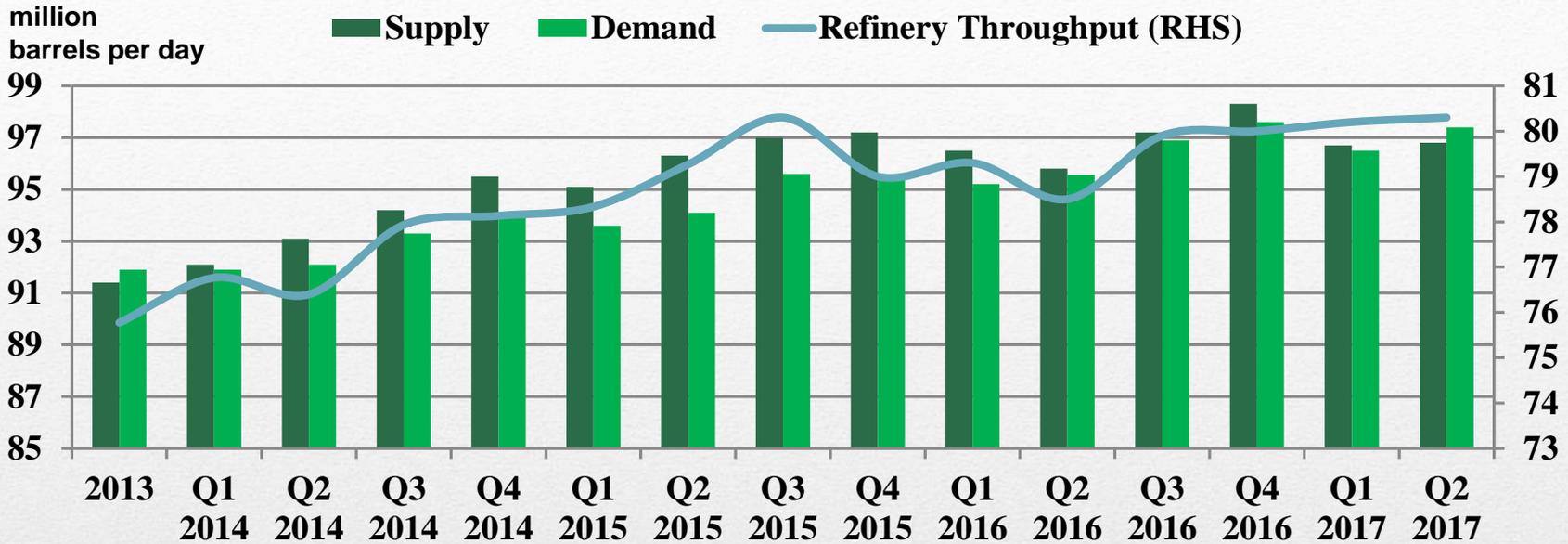
Baltic Clean Tanker Index



Source – Industry Reports

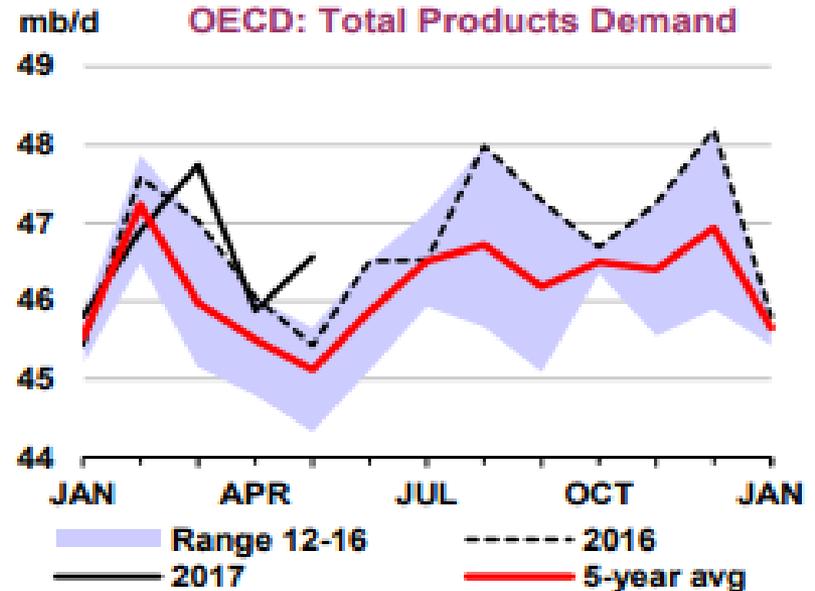
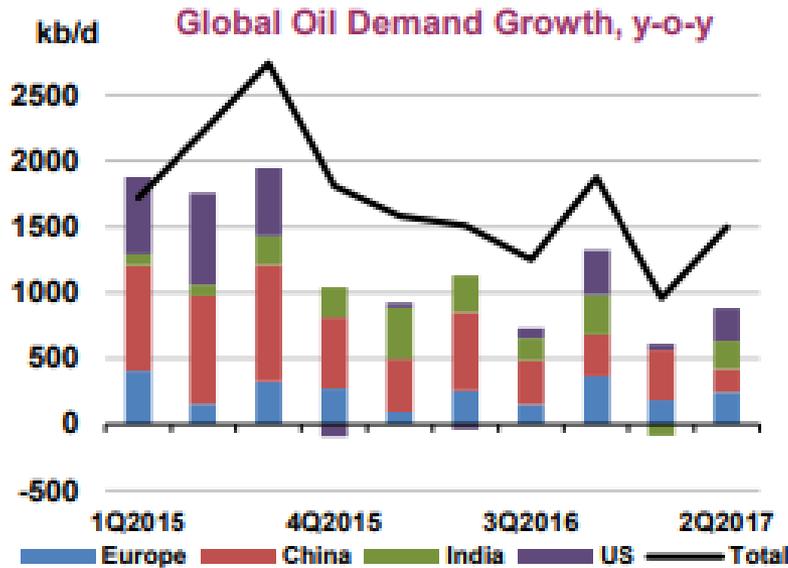


Demand has exceeded supply which has lead to drawdown in inventory



- In Q2CY17, Crude tankers rates decreased due to insufficient cargo availability (OPEC production freeze) compared to new building deliveries and release of floating storage.
- In Q2CY17, Product tanker rates decreased on account of long-haul being affected by limited trading arb available (High inventories in consuming countries).

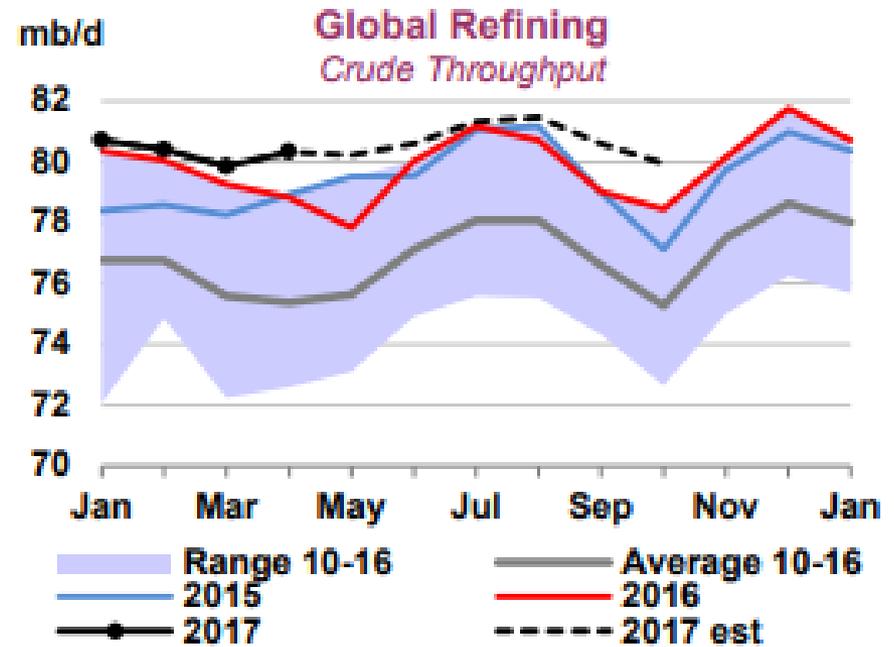
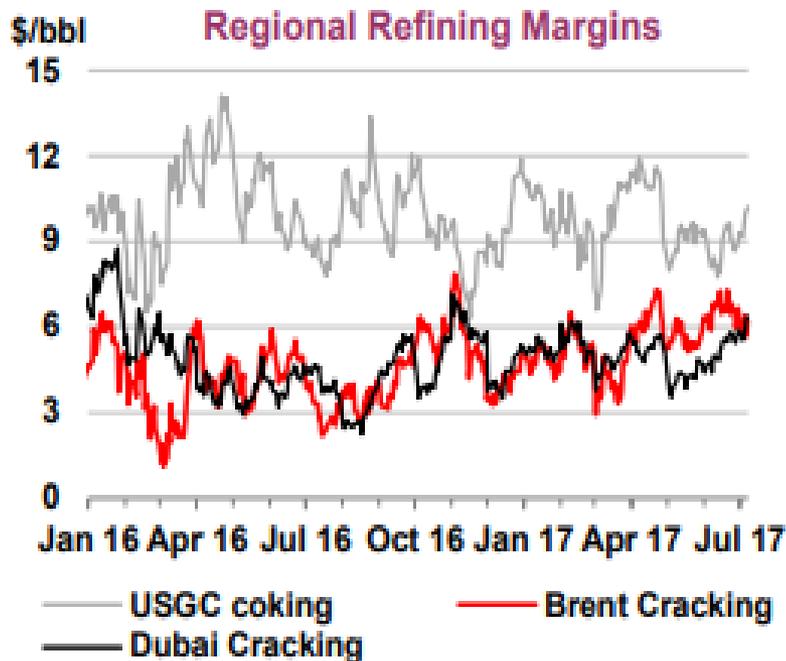
Crude & Products Demand has increased in Q2CY2017 (Y-O-Y)



- Crude: Majority of the demand is principally fuelled by positive growth in OECD Europe & North America.
- Products: Majority of the demand is principally fuelled by positive growth in Non-OECD Asia & OECD Europe



Margins have been high, driven by healthy demand & limited available refining capacity

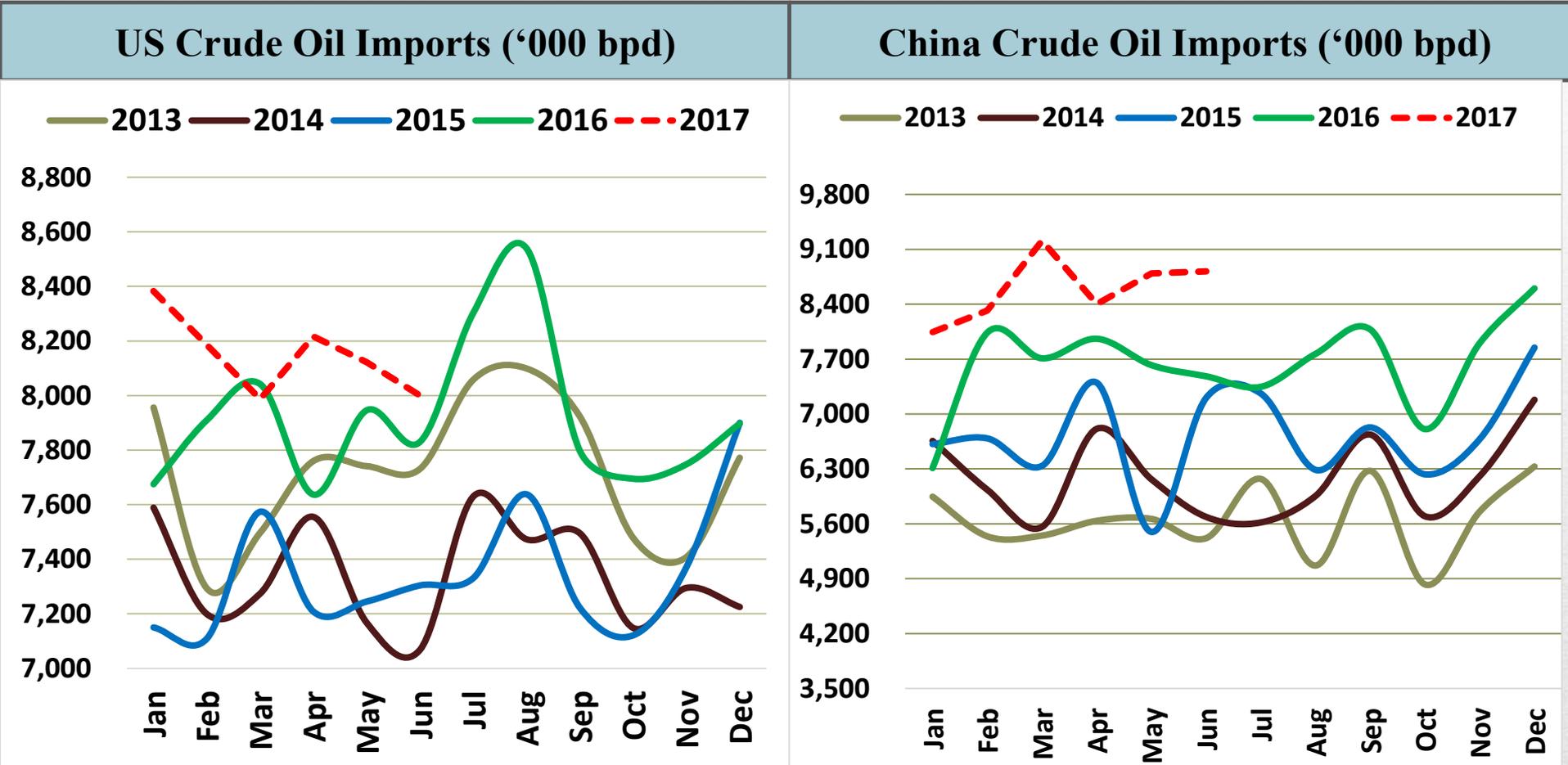


- Refining margins were high due to demand being strong, higher refining maintenance in Asia and outages in Latin America & West Africa. Refining margins in Europe and Singapore got a boost from lower crude prices.
- Q2CY2017 global refinery throughput is up by 1 mn b/d Y-O-Y at 80.30 mb/d.

Source – Industry Reports



In H1FY2017, China imports 14% higher crude oil than H1FY2016



Source – Industry Reports



World Fleet Growth – Crude Tankers

Tanker Fleet - mn Dwt	27-Jul-17	1-Jan-16	1-Jan-15	1-Jan-14
VLCC	223.73	200.00	193.75	186.13
Suezmax	76.78	71.09	69.68	68.43
Aframax	68.02	64.37	64.15	63.71
Total (80k+)	368.53	335.46	327.58	318.27

Order Book - mn dwt	2017	2018	2019+	Total
<i>Orderbook as % of current fleet</i>	<i>3%</i>	<i>7%</i>	<i>3%</i>	<i>13%</i>

Slippage – 24% YTD2017



World Fleet Growth – Product Tankers and VLGC

Product Fleet - mn Dwt	27-Jul-17	1-Jan-16	1-Jan-15	1-Jan-14
LR2	36.20	30.44	27.42	26.93
LR1	25.98	23.75	23.72	23.61
MR/Handy (35k+)*	92.45	82.95	78.40	75.74
Total (35k+)	154.63	137.14	129.54	126.28

Order Book - mn dwt	2017	2018	2019+	Total
<i>Orderbook as % of current fleet</i>	4%	4%	3%	11%

Slippage (Product) – 34% YTD2017

Fleet - No. of Vessels	27-Jul-17	1-Jan-17	1-Jan-16
VLGC	262	243	199

Order Book - No. of Vessels	2017	2018	2019+	Total
<i>Orderbook as % of current fleet</i>	4%	3%	4%	11%



Key points on Dry Bulk Markets – Q2CY17

Asset Prices:

- Capesize 5 year old asset prices rose by 36% in H1CY2017
- Panamax & Supramax 5 year olds asset prices rose by about 25% in H1CY2017

Freight rates:

- BDI dropped to 830 from 26 months high of 1,338 end of the quarter Q2CY2017 and recovered to 1092 by Aug'17.

Coal Market:

- China total coal imports for H1FY2017 have risen by 23.4% in Y-O-Y

Iron Ore Market:

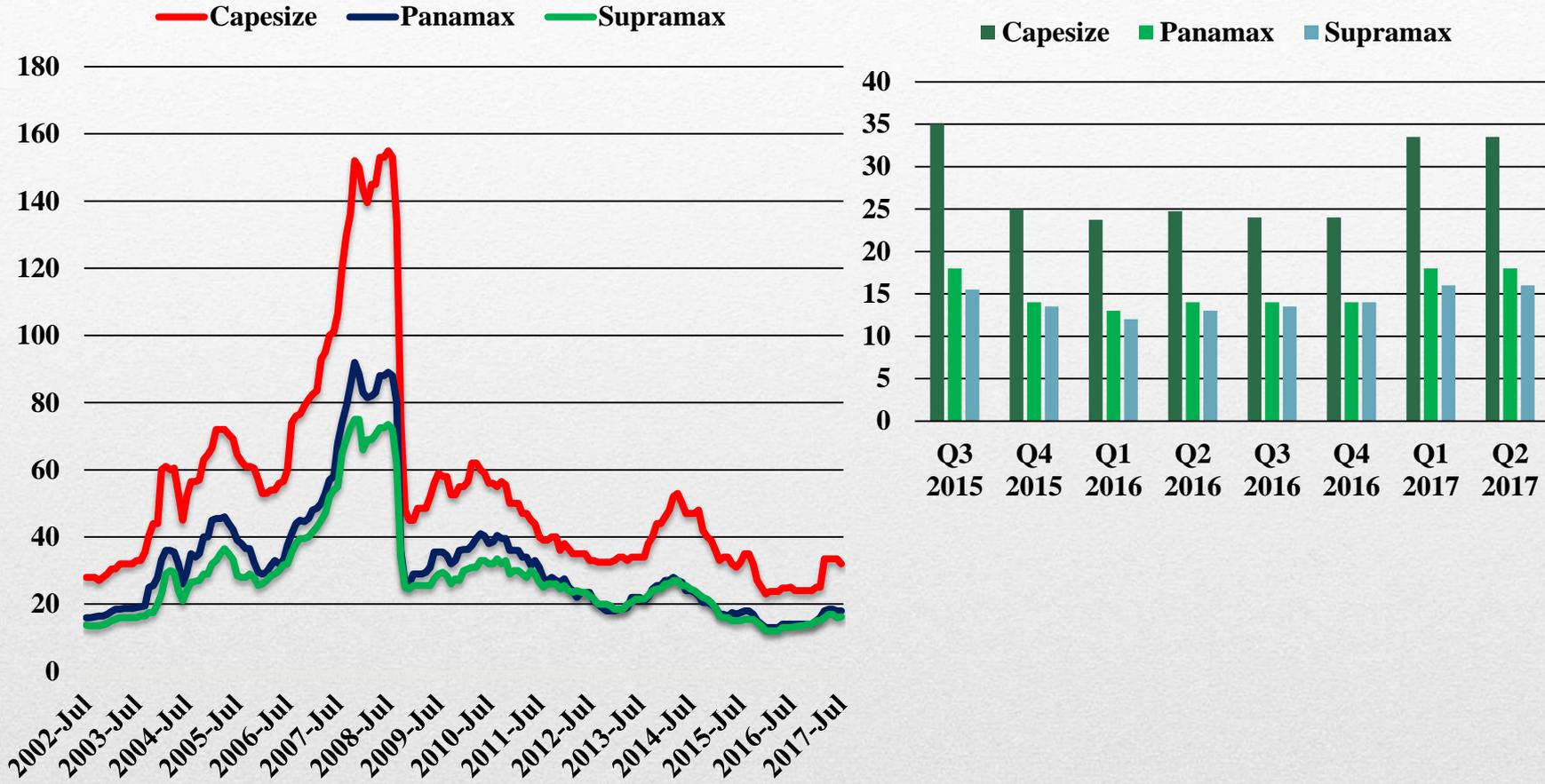
- China's Iron Ore imports grew by 9% Y-O-Y. China Iron Ore imports from Australia have increased 9-10% Y-O-Y. Brazil Iron Ore imports to China has been stable Y-O-Y. (*All comparisons are for H1CY2017 and H1CY2016*)

Fleet Growth:

- Dry Bulk net fleet growth in H1CY2017 is approx 2.45%.



Bulkers – Asset Prices (5-year old)



Dry Bulk asset prices rose significantly in H1CY2017 compared to previous 3 half years.

Source – Industry Reports



Baltic Dry Index (August 2012 – August 2017)

Dry Bulk freight index hit 26 month high during H1CY2017

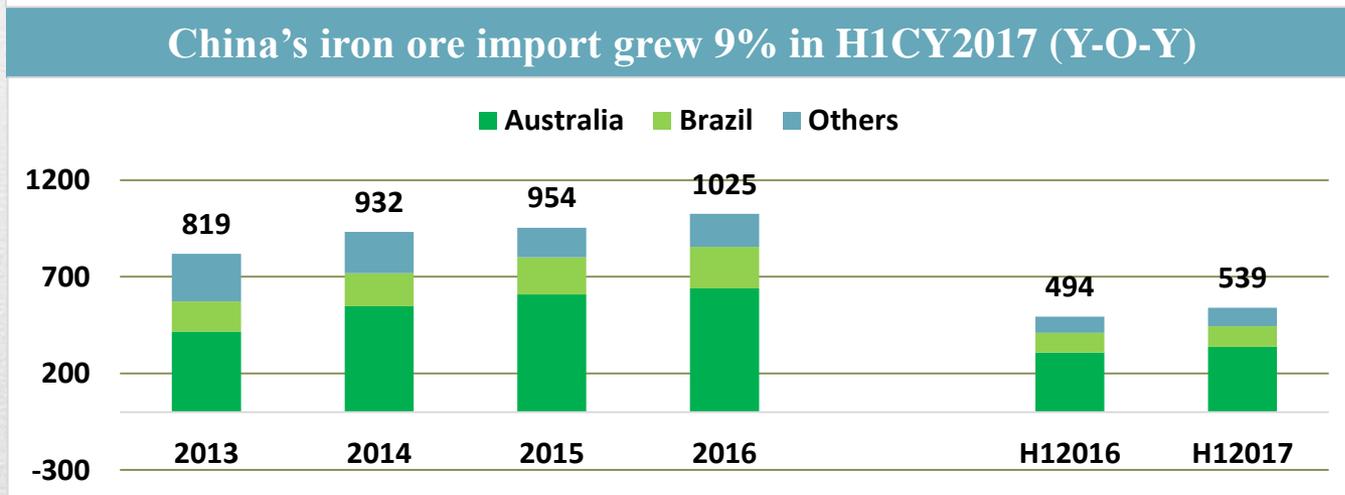
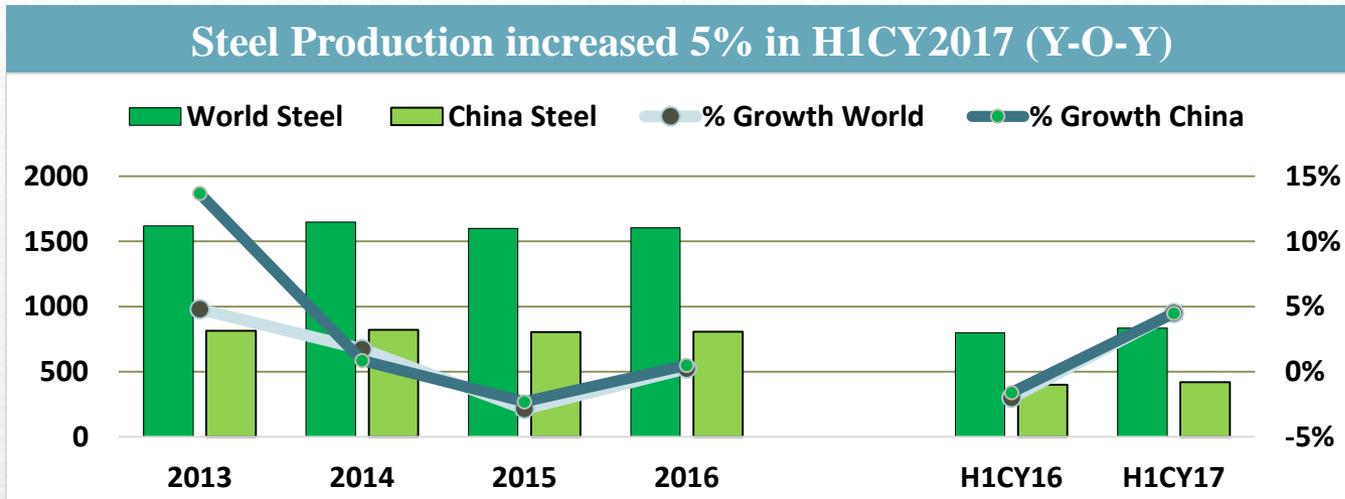
Baltic Dry Index



Baltic Dry Index dropped to 1,092 in Aug'17 from a 26 months high of 1,338 in Mar'17



Steel Production & China's Iron ore imports have grown significantly

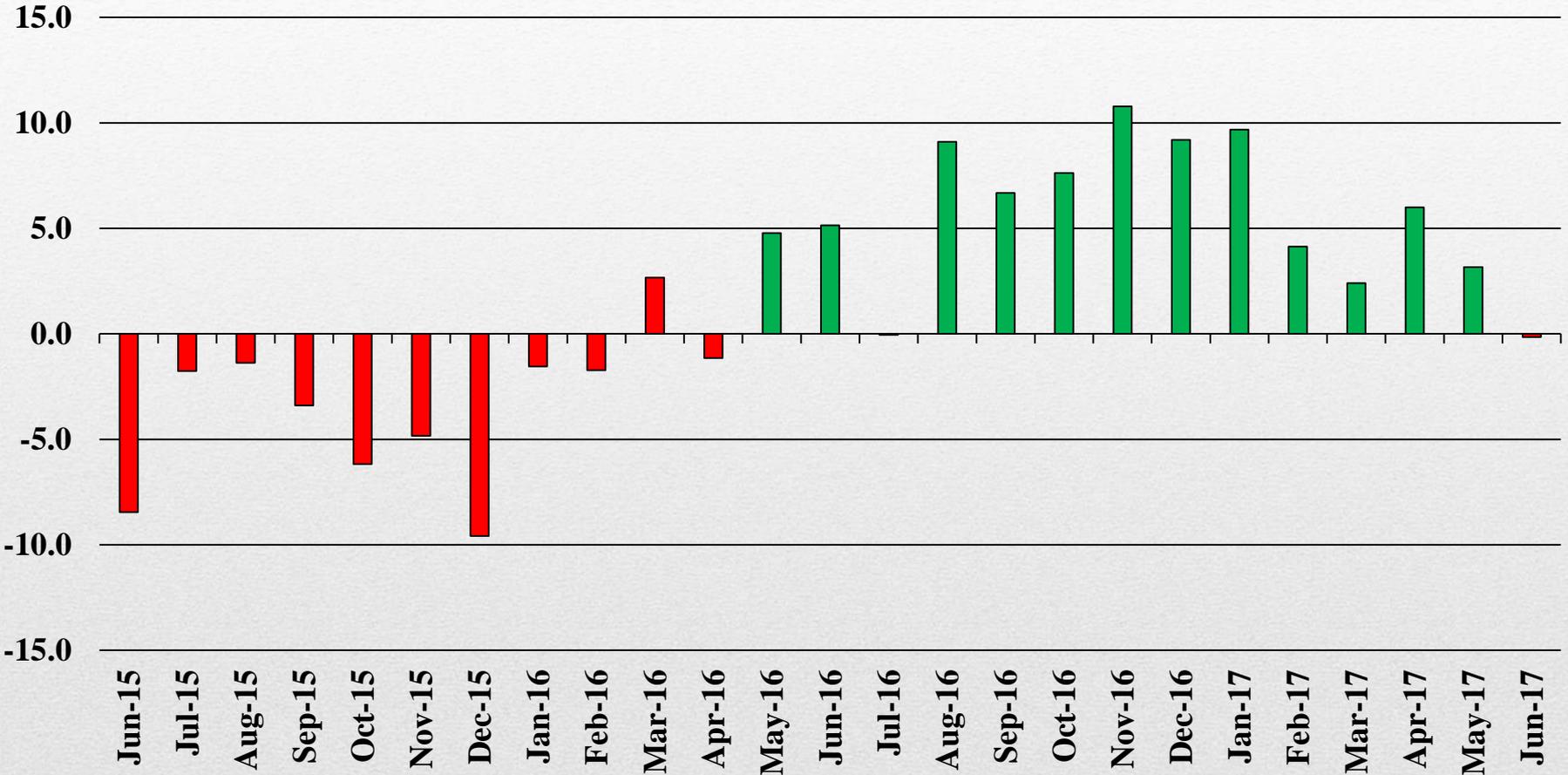




Coal imports by China up by 23% in H1CY2017 (Y-O-Y)

China coal imports change (Y-O-Y)

mt



Source – Industry Reports



World Fleet Growth – Dry Bulk

Fleet - Mn Dwt	27-Jul-17	1-Jan-17	1-Jan-16
Capesize	323	315	309
Panamax	202	196	195
Handymax	195	189	180
Handysize	95	94	93
Total	815	794	776

Orderbook - mn dwt	2017	2018	2019+	2020	Total
Gross Orderbook %Fleet	2%	3%	2%	0%	7%

Slippage – 34% (YTD 2017)



Scrapping picks up for tankers, and slows down for drybulk

Scrapping as % of world fleet (year-wise)

Vessel Category	Fleet as on		Scrapping		
	Aug 17 (in mn dwt)	YTD 2017	2016 (% of beginning fleet)	2015	2014
Crude	370	0.92%	0.35%	0.23%	1.60%
Product	154	0.44%	0.62%	0.61%	1.19%
Dry Bulk	816	1.17%	3.67%	4.03%	2.25%



Greatship (India) Limited

(a 100% subsidiary)

Business Review

Sept 2017



Offshore business- Fleet Profile

The Greatship Group

➤ Current Owned Fleet

- **4 Jack Up Rigs (350ft)**
- **4 Platform Supply Vessels (PSV)**
- **8 Anchor Handling Tug cum Supply Vessels (AHTSV)**
- **2 Multipurpose Platform Supply and Support Vessels (MPSSV)**
- **5 Platform / ROV Support Vessels (ROVSV)**

Fleet Utilization

Category	Extent of coverage of fleet's operating days (per cent) (FY18)
PSV	29
ROVSV	53
AHTSV	100
MPSSV	61
Jackup Rigs	68



Key points on E&P markets – Q2CY17

Day rates:

- Day rates for both AHTS & PSV have come off by ~45%-50% since 2014

Fleet Growth:

- Rigs: Remains flat in Q2CY17
- OSV's: Remains flat in Q2CY17

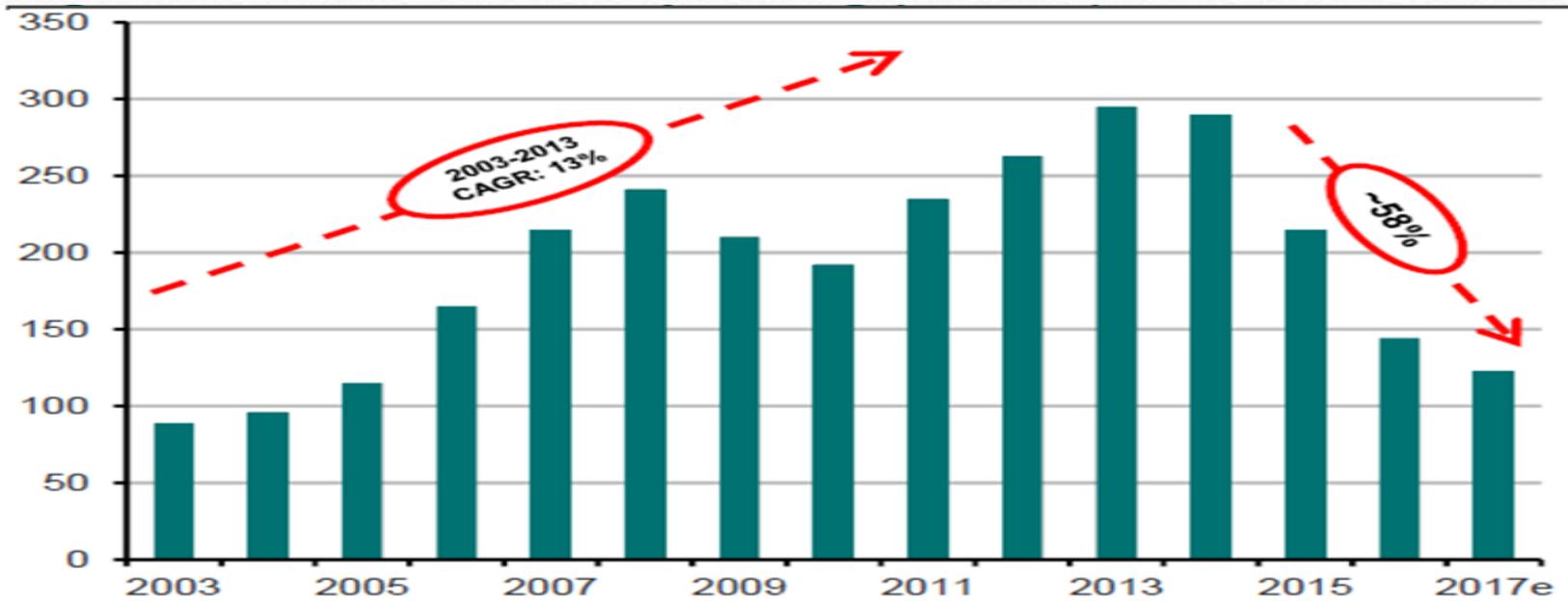
Fleet Utilization Levels: Around 50%

Slippage:

- OSV – 60% - 70% YTD2017
- Rigs – 60% - 70% YTD2017



No signs of recovery in Offshore E&P spending in Q2CY17



Source: DNB Markets

- Drilling demand has been declining continuously since the peak in 2014
- With the Brent oil price showing signs of stabilization at lower levels, Offshore E&P spending which had come off significantly since 2014 shows no signs of recovery yet.

Source – DNB Markets



Global Fleet Supply – Offshore

Fleet & Orderbook

(Nos)	Jackup Rigs	AHTSVs	PSV
Current Fleet	546	2105	1642
Orderbook	97	133	172
<i>% of O/B to current fleet</i>	<i>18%</i>	<i>6%</i>	<i>10%</i>

- Q2CY2017 actual deliveries have been far lower than scheduled. Due to bleak employment scenario owners have refrained from taking delivery. A lot of deliveries due in 2016 were pushed forward to 2017 and have not yet been delivered. Going forward slippage is expected to remain high.
- Asset utilization levels have come off significantly. For premium Jack ups, lack of contract renewals has resulted in utilization levels coming down from around 90% at the start of 2014 to about 60% as on date.
- In case of PSVs and AHTSVs more than half the fleet is either idle/stacked or working in spot market at a very low utilization.



FINANCIAL HIGHLIGHTS

Q1 FY 2017-18



Q1 FY 2017-18 Financial Highlights

Standalone		Key Figures	Consolidated	
Q1 FY'18	Q1 FY'17	(Amount in Rs. crs)	Q1 FY'18	Q1 FY'17
Income Statement				
587.15	477.72	Revenue (including other income)	857.43	889.59
274.01	249.64	EBITDA (including other income)	428.76	526.47
72.35	103.56	Net Profit	103.56	247.82
Balance Sheet				
10664.09	9473.50	Total Assets	15160.55	15741.44
5235.51	4713.14	Equity	7316.38	7921.16
4455.17	3403.16	Total Debt (Gross)	6731.88	6239.97
1436.78	117.19	Long Term Debt (Net of Cash)	2481.76	1870.84
Cash Flow				
142.86	133.55	From operating activities	228.51	342.08
(133.97)	(250.41)	From investing activities	(164.38)	(280.44)
(47.60)	455.62	From financing activities	(175.55)	301.99
(38.71)	338.76	Net cash inflow/(outflow)	(111.42)	363.63



Q1 FY 2017-18 Financial Highlights

Standalone		Key Figures	Consolidated	
Q1 FY'18	Q1 FY'17	(Amount in Rs. crs)	Q1 FY'18	Q1 FY'17
Key financial figures				
46.67%	52.26%	EBITDA Margin (%)	50.01%	59.18%
5.57%	8.88%	Return on Equity (ROE) (%)	5.70%	13.69%
6.27%	7.99%	Return on Capital Employed (ROCE) (%)	5.87%	10.13%
0.85	0.72	Gross Debt/Equity Ratio (x)	0.92	0.79
0.27	0.02	Net Debt/Equity Ratio (x)	0.34	0.24
64.49	66.65	Exchange rate USD/INR, average (Rs)	64.49	66.65
64.57	67.52	Exchange rate USD/INR, end of period (Rs)	64.57	67.52
Share related figures				
4.80	6.87	Earnings per share, EPS (Rs)	6.87	16.44
4.79	6.86	Diluted earnings per share (Rs)	6.86	16.40
12.48	12.32	Cash Profit per share (Rs)	19.12	26.95
-	-	Dividend per share (Rs)	-	-



Q1 FY 2017-18 Performance Highlights

Breakup of revenue days

Revenue Days	Q1'FY18	Q1'FY17
Owned Tonnage	3,998	2,794
Inchartered Tonnage	77	121
Total Revenue Days	4,075	2,915
Total Owned Tonnage (mn.dwt)*	3.80	2.49

* As on 30th June 2017

Average TCY Details

Average (TCY \$ per day)	Q1'FY18	Q1'FY17	% Chg
Crude Carriers	15,584	25,426	(39)%
Product Carriers (Incl. Gas)	15,432	20,122	(23)%
Dry Bulk	9,166	5,784	58%

Mix of Spot & Time

Days (in %)	Q1'FY18	Q1'FY17
<u>Dry Bulk</u>		
Spot %	41%	54%
Time %	59%	46%
<u>Tankers</u>		
Spot %	60%	54%
Time %	40%	46%
<u>Total</u>		
Spot %	54%	54%
Time %	46%	46%



THANK YOU

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