



INVESTOR PRESENTATION

June 2019

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BUSINESS OVERVIEW



BUSINESS OVERVIEW



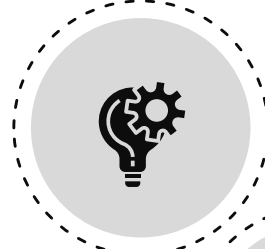
One of the few logistics companies (FTL) with experience of more than 3 decades of dealing with multiple industries



ISO 9001:2015 certified for provision of Quality Management Systems Services



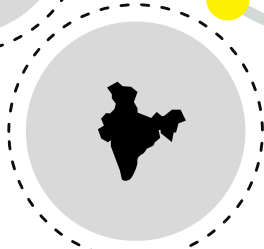
Provides industry-focused solutions, integrated with leading-edge technology



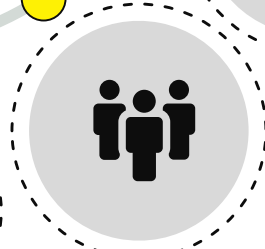
Deals in bulk transportation up to 10 lakh ton per annum



Owns more than 100+ fleet with 50+ branches PAN India



A dedicated team of in-house industry specialists



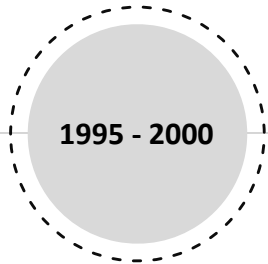
Asset light Business model working through Partnerships



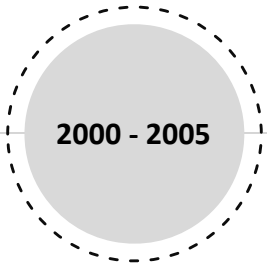
MILESTONES



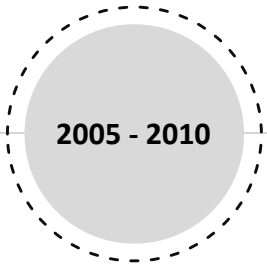
Incorporation of Orissa Bengal Carrier Limited
○○○
Started with Own 10 Fleets
○○○
Registered with Indian Bank Association
○○○



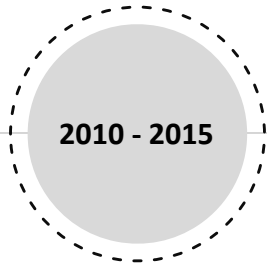
○○○
Owned more than 25 + Fleets
○○○
Increased Presence through 10 branches to cater service in east region



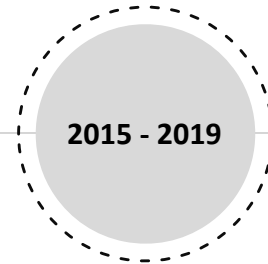
Owned 50 + fleets
○○○
Crossed turnover of Rs. 50 crore
○○○
Increased Presence in 20 branches
○○○
Increased its reach to steel manufacturers
○○○

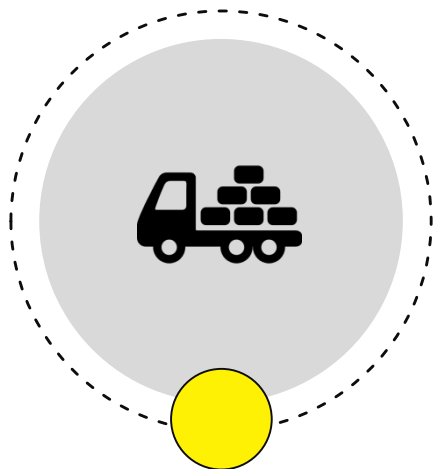


○○○
Owned 75 + Fleet
○○○
Started catering to Aluminum segment
○○○
Crossed turnover of Rs. 100 crore

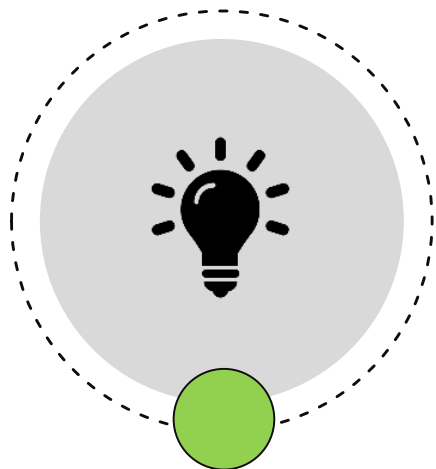


Crossed more than 100 Fleets
○○○
Raised ~ 17 cr through BSE SME IPO
○○○
Entered into FMCG Segment
○○○
Increased PAN India Presence through 50+ branches
○○○

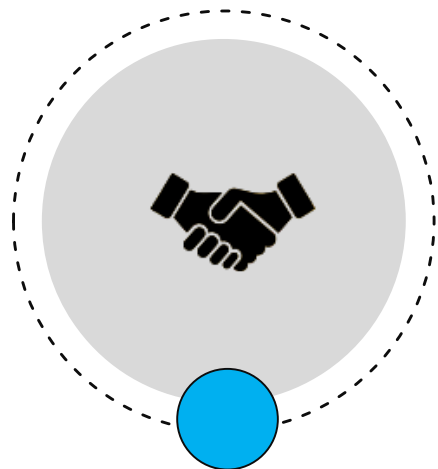




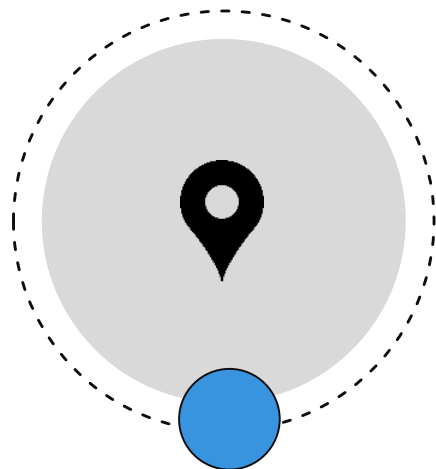
**Specialised in Full
Truck Load (FTL)**



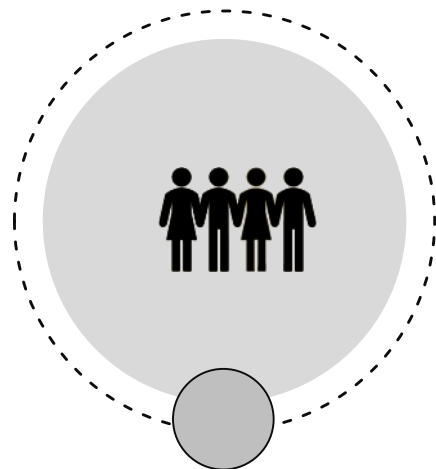
**Asset Light
Model**



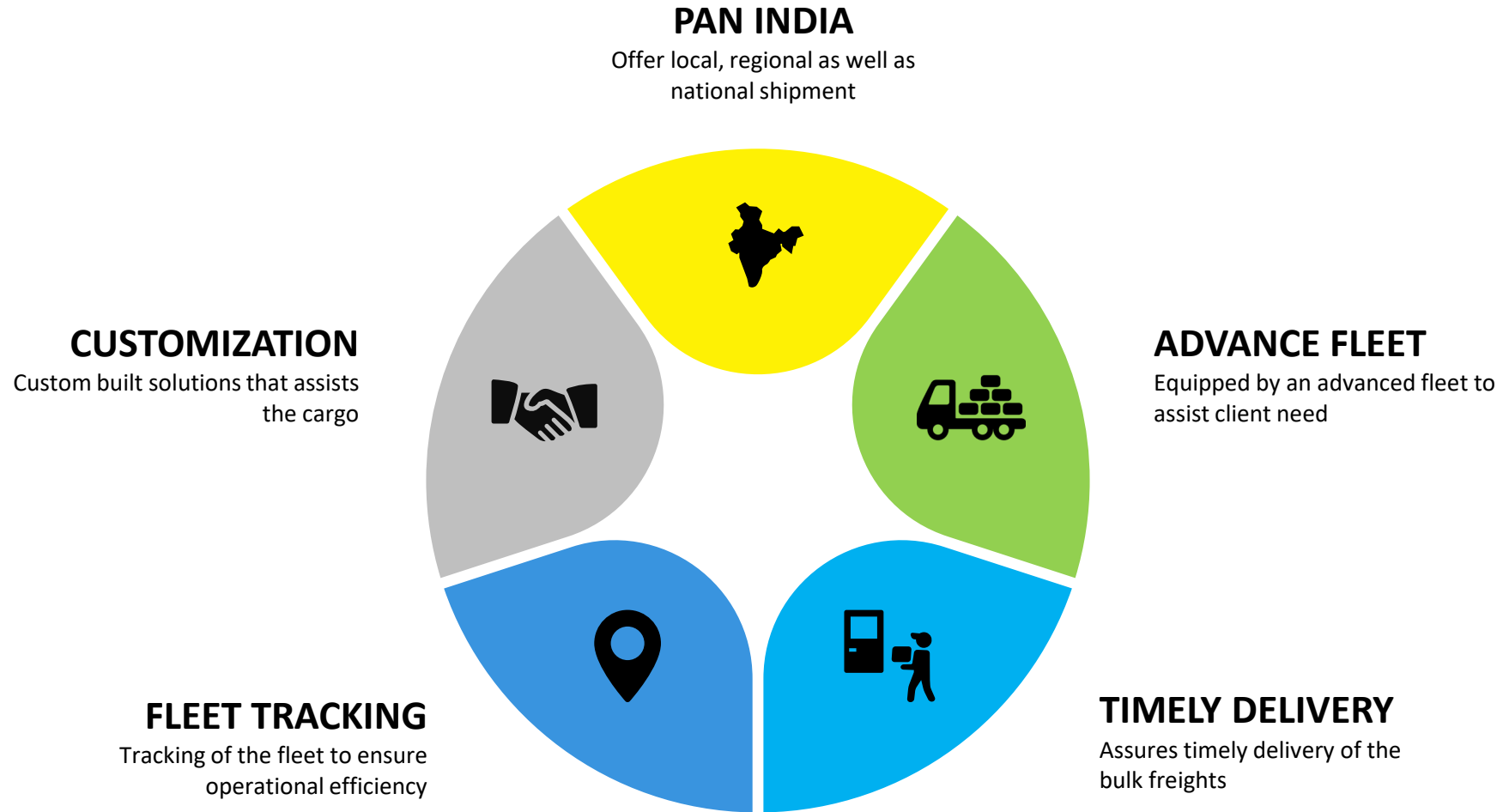
**Diversified
Clientele**



**Strategically
Located**



**Experienced
Management Team**





- The Company follows partnership based approach
- This enables the company to leverage the partners strengths and fleet without increasing its own asset base

- Being asset light allows the company to increase our services and solutions
- Thus allow the company to increase the valet share from the customer

- Allows the balance sheet to be light; less capital expenditure required
- Allows working capital efficiency and allows generating superior returns

DIVERSIFIED CLIENT





CHATTISGARH



Headquartered in Raipur (Chhattisgarh), which contributes approx. 30.00% to India's steel/sponge iron production, 15.00% cement in India's production.

There are large number of steel and cement industry in our belt providing us a benefit to easily cater them the services they need to transport goods to and fro Pan India



RATAN KUMAR AGRAWAL
Managing Director

- Mr. Agrawal aged 61 years is the promoter & director of our company since its incorporation.
- He has 36years of experience in logistics industry.
- He started the transportation business as a sole proprietor with 2 truck in the region of Orissa & Bengal thereby naming the business after it.
- He has profound knowledge of business and motivates the team
- He is playing crucial role in fleet management and administration of the company and operates from Head office.



RAVI AGRAWAL
Executive Director

- He has completed his graduation from Pt. Ravi Shankar Shukla University in the year 2006, after this he went to Deakin University (Australia) for Post graduation.
- He has played a vital role in evolving OBCL as a signature brand in the Indian Logistics Industry and constantly approaching in grooming managerial resources, streamlining manpower and setting the standard in quality services..



MANOJ KUMAR AGRAWAL
Executive Director

- He is one of the promoter & director of our company
- He has been instrumental to company's growth and strategy.
- He has good hold on. operations and has been building relations for our company.
- He currently looks after company's western region operations.

LOGISTICS INDUSTRY

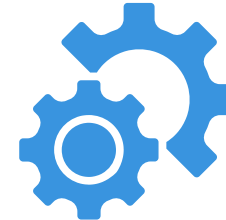


India's logistics industry to be worth \$215 bn by 2020-21
90% of the logistics service providers in the Indian market lie in the unorganized segment

Logistics costs in India stand at approximately US\$ 309 billion which account for roughly 13–14% of the GDP
Inefficiencies in the logistics chain currently cost the economy an estimated US\$95 billion

The logistics sector is dominated by transportation, which has over 85 percent share in value terms

Globally, an estimated 86% of the Fortune 500 companies outsource logistics activities to 3PLPs



INCREASING TRADE

India's trade growth is expected to be in the double digits for the next decade. The resulting increase in movement of goods that higher trade volumes bring about will prove to be a strong demand driver for logistics services in the future.

POLICY INITIATIVES

India's trade growth is expected to be in the double digits for the next decade. Current and forthcoming policy changes such as GST and Make in India and emerging customer segments like e-commerce present several unique opportunities.

INFRASTRUCTURE DEVELOPMENT

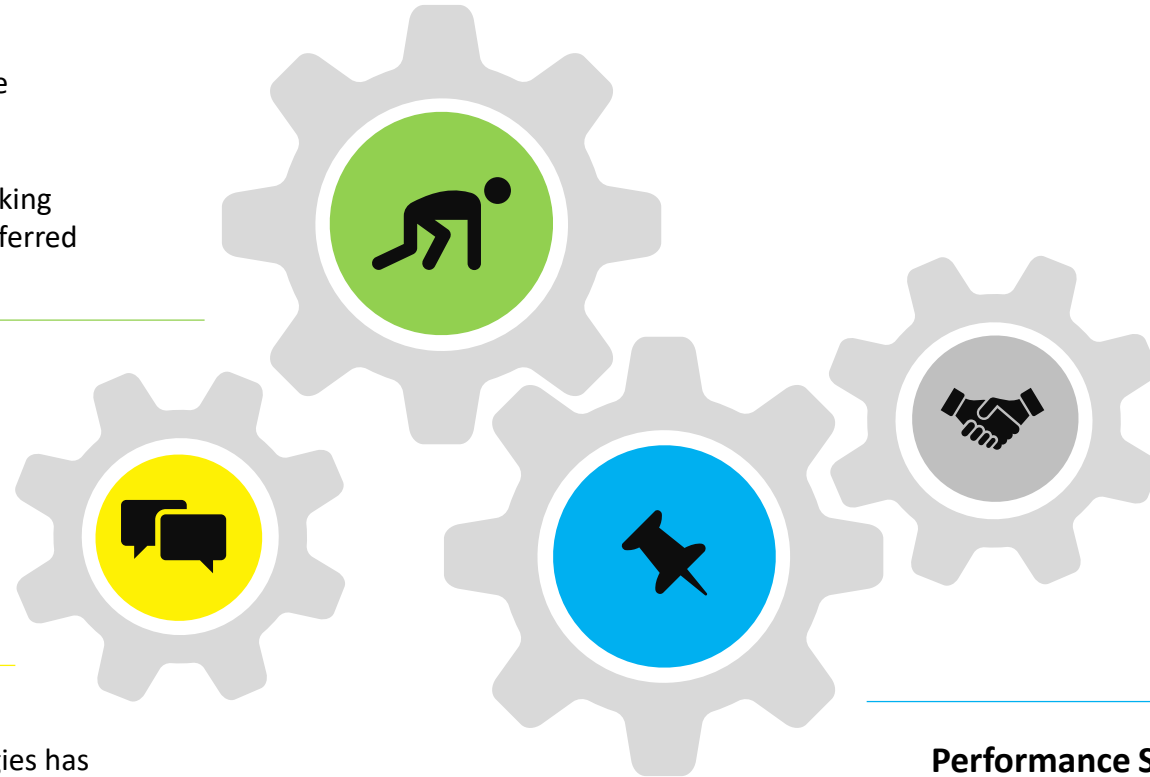
The Government of India has taken a lot of initiative in the infrastructure department, to improve connectivity between major metro cities as well as ports. The dedicated freight corridor plan to boost freight movements using railroads and multi-modal logistics parks in various parts of the country to help create an effective logistics landscape in the country.

GROWING CONSUMPTION & LAST MILE REACH

Catering to last-mile logistics in remote cities and villages is a critical challenge for the logistics processes of all businesses.

Skill Development

India has a demographic advantage but the availability of appropriately skilled Manpower remains a challenge due to the unorganized nature of the sector, poor working conditions and low pay scale, it is not a preferred choice among skilled personnel.



Infrastructure

It is one of the biggest hurdles that has cramped growth of the logistics sector. The selection of the mode of transport, or even storage and terminal handling protocols are rarely linked to cargo characteristics (distance of travel, parcel size, density, etc..).

Information Technology

Slow adoption of new technologies has been another big constraint. logistics ecosystem is fraught with operational inefficiencies and poor asset utilization.

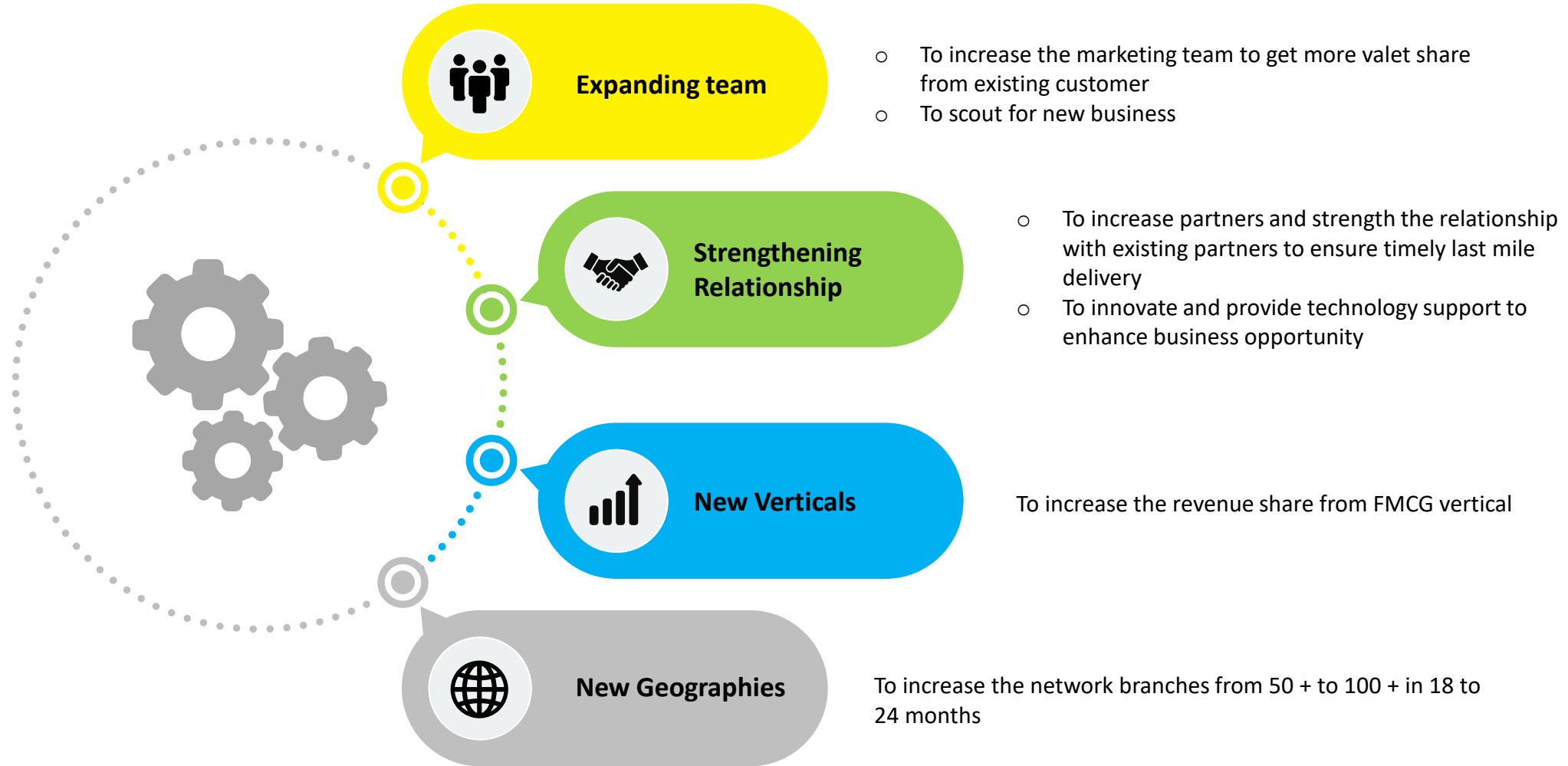
Performance Standards

With a diverse customer base, consumer behaviors and expectations are also diverse.

There is a need for standardized services, transparency and compliance

FUTURE STRATEGY



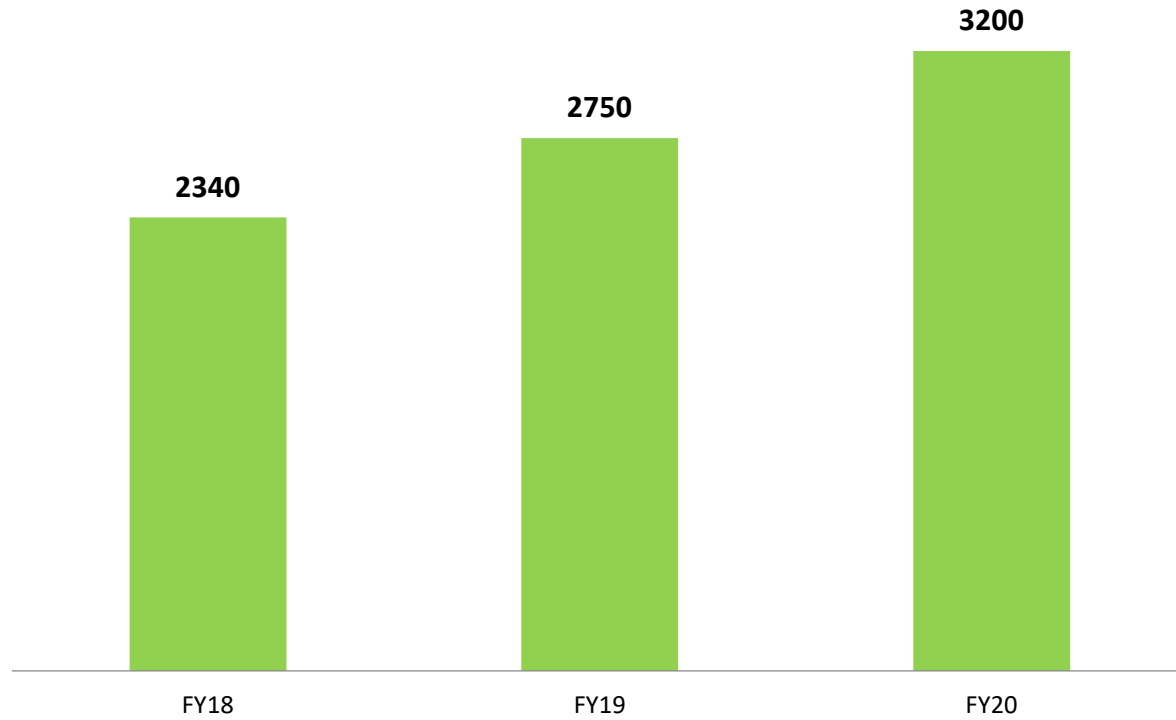


FINANCIAL HIGHLIGHTS

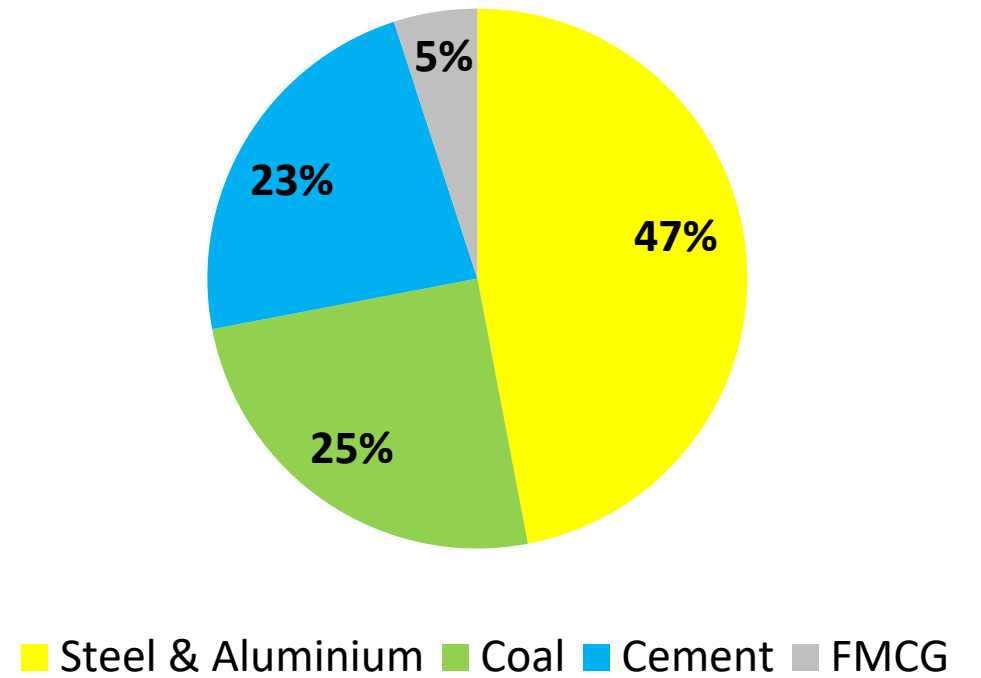


(Rs. mn)

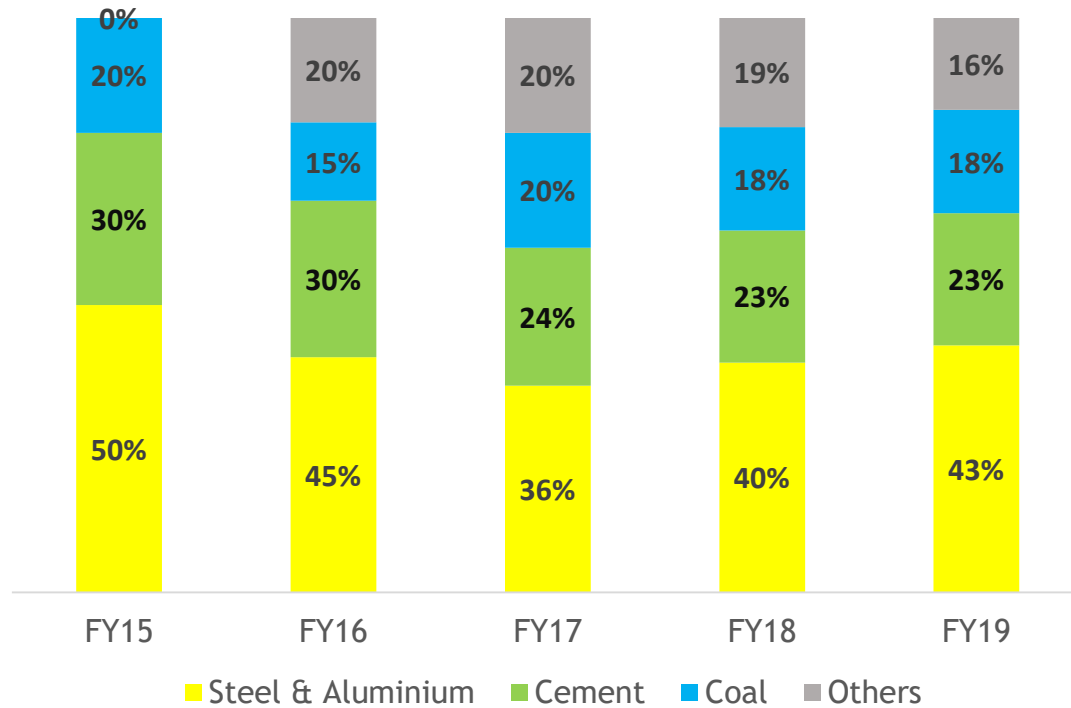
Order Book at start of Financial year



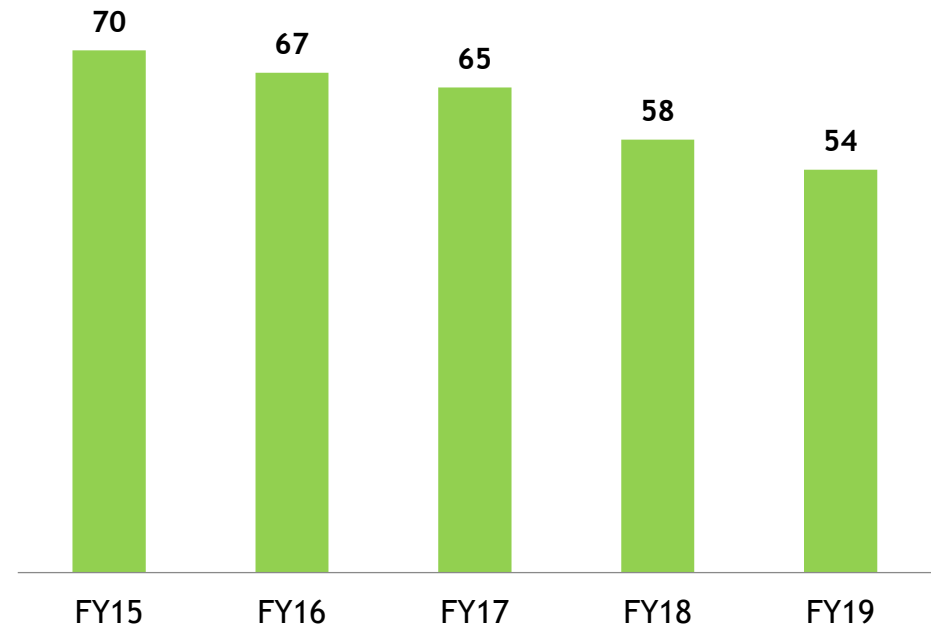
Segmental Order Book- FY20



Segment wise Revenue Composition %



Top 5 customers contribution to Revenue %

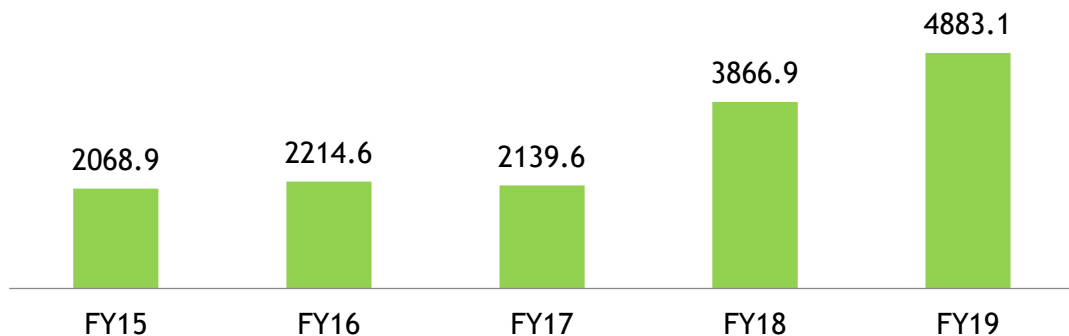


FINANCIAL HIGHLIGHTS

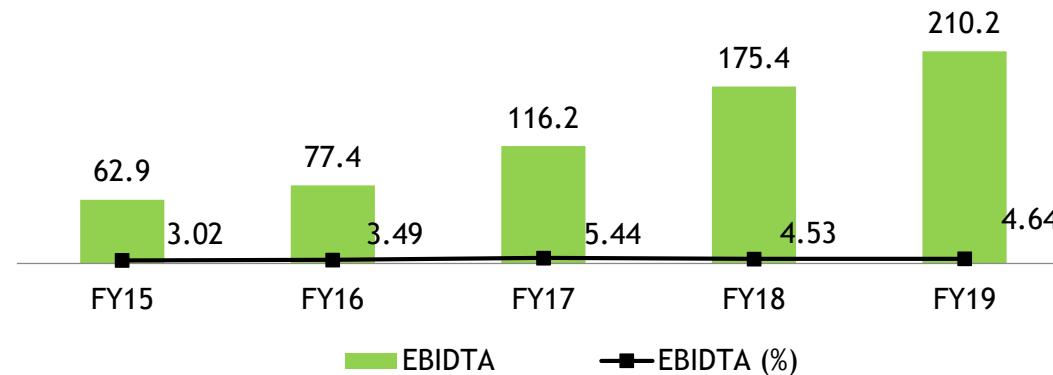


(Rs. mn)

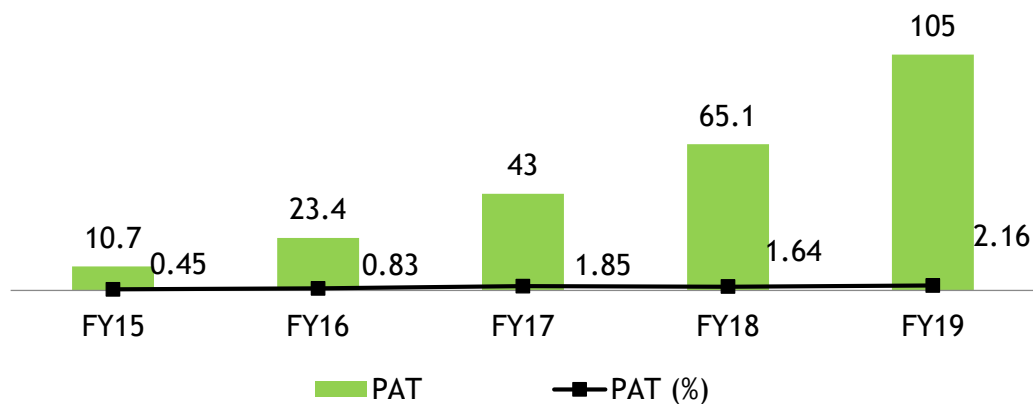
Revenue



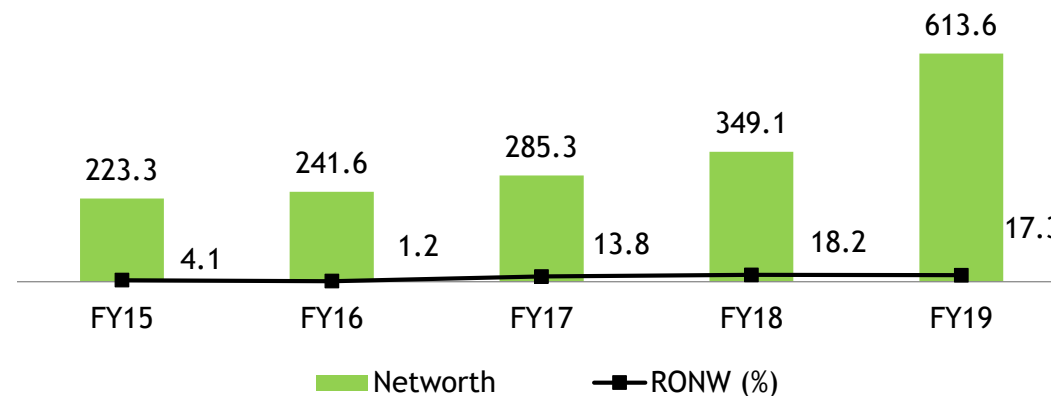
EBIDTA



Profit After Tax



Networth



PROFIT & LOSS



Rs. mn	FY19	FY18	FY17	FY16	FY15
Total Revenue	4883.1	3866.9	2139.6	2214.6	2068.9
Expense	4672.8	3691.5	2023.4	2137.5	2006.3
EBITDA	210.2	175.4	116.2	77.4	62.9
EBITDA Margin%	4.0%	5.0%	5.0%	3.0%	3.0%
Interest	26.0	32.8	25.2	23.4	23.4
Depreciation	52.2	46.4	32.6	24.2	25.7
Profit Before Tax	149.5	96.1	58.3	29.7	13.7
Tax	44.4	30.9	15.3	6.2	2.9
PAT	105.0	65.1	43.0	23.4	10.7
PAT Margin%	2.2%	1.7%	2.0%	1.1%	0.5%

BALANCE SHEET



Rs. Mn	FY19	FY18
NON-CURRENT ASSETS	183.7	187.1
Property, plant and equipment	160.5	148.8
Capital work-in-progress	-	12.3
Loans	23.2	22.6
Other non-current financial assets	21.6	5.4
Other non current assets	-	3.2
CURRENT ASSETS	975.2	881.0
Inventories	-	-
Trade receivables	904.5	820.6
Cash and cash equivalents	19.5	18.4
Loans	50.6	41.8
Other current assets	0.4	0.08
TOTAL ASSETS	1159.0	1068.1

Rs. Mn	FY19	FY18
Total Equity	613.6	349.1
Share Capital	210.8	155.1
Other equity	402.8	193.8
LIABILITIES		
NON-CURRENT LIABILITIES	117.3	176.3
Financial liabilities		
Borrowings	112.2	169.9
Other non-current financial liabilities	-	-
Deferred tax liabilities (net)	5.1	6.3
CURRENT LIABILITIES	427.9	542.6
Financial liabilities		
Borrowings	105.1	110.4
Trade payables	217.5	325.7
Other current financial liabilities	-	-
Provisions	45.7	54.1
Other current liabilities	59.6	52.4
TOTAL EQUITY AND LIABILITIES	1159.0	1068.1

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Thank You

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