



INVESTOR PRESENTATION

Nov' 19

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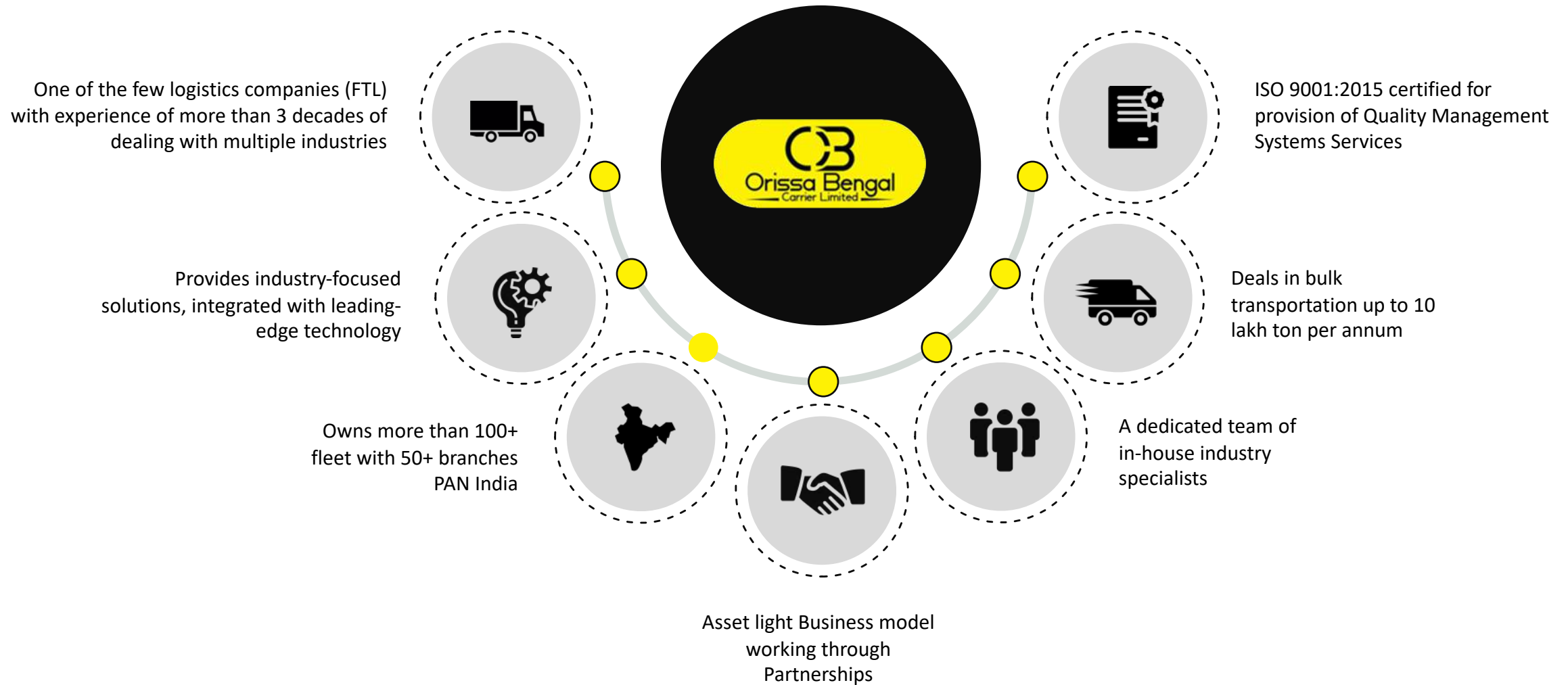
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BUSINESS OVERVIEW



BUSINESS OVERVIEW



MILESTONES



Incorporation of Orissa Bengal
Carrier Limited



Started with Own 10 Fleets



Registered with Indian Bank
Association



1995 - 2000

2000 - 2005

2005 - 2010

2010 - 2015

2015 - 2019

Owned 50 + fleets



Crossed turnover of Rs. 50 crore



Increased Presence in 20 branches



Increased its reach to steel
manufacturers



Crossed more than 100 Fleets



Raised ~ 17 cr through BSE SME



Entered into FMCG Segment



Increased PAN India Presence
through 50+ branches



Owned more than 25 + Fleets



Increased Presence through 10
branches to cater service in east
region

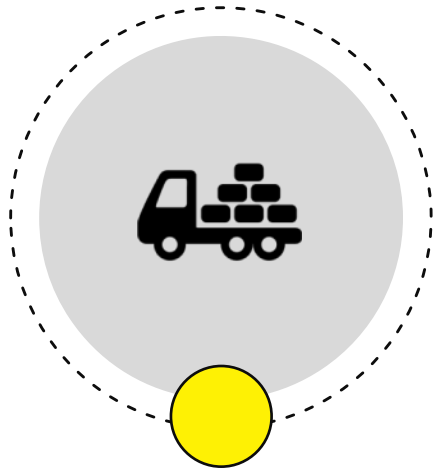
Owned 75 + Fleet



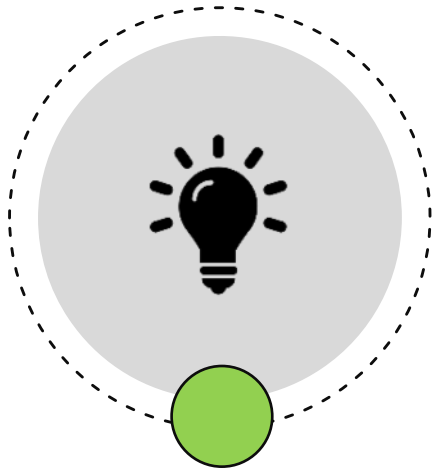
Started catering to Aluminum
segment



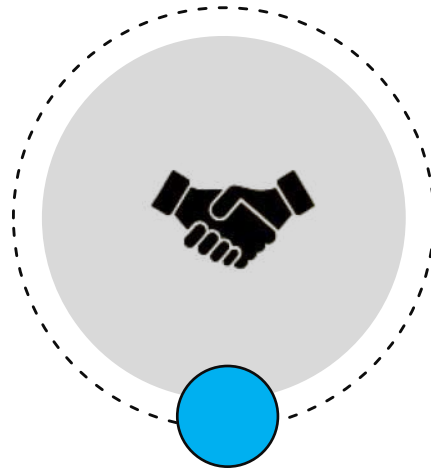
Crossed turnover of Rs. 100
crore



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



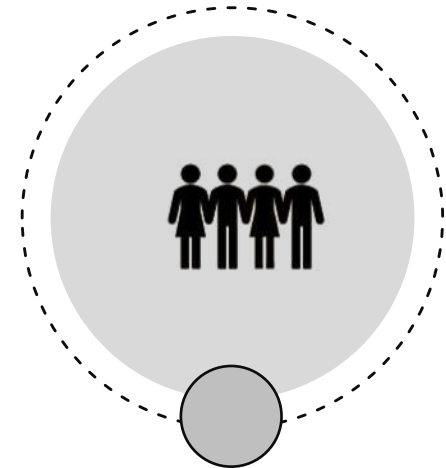
**Asset Light
Model**



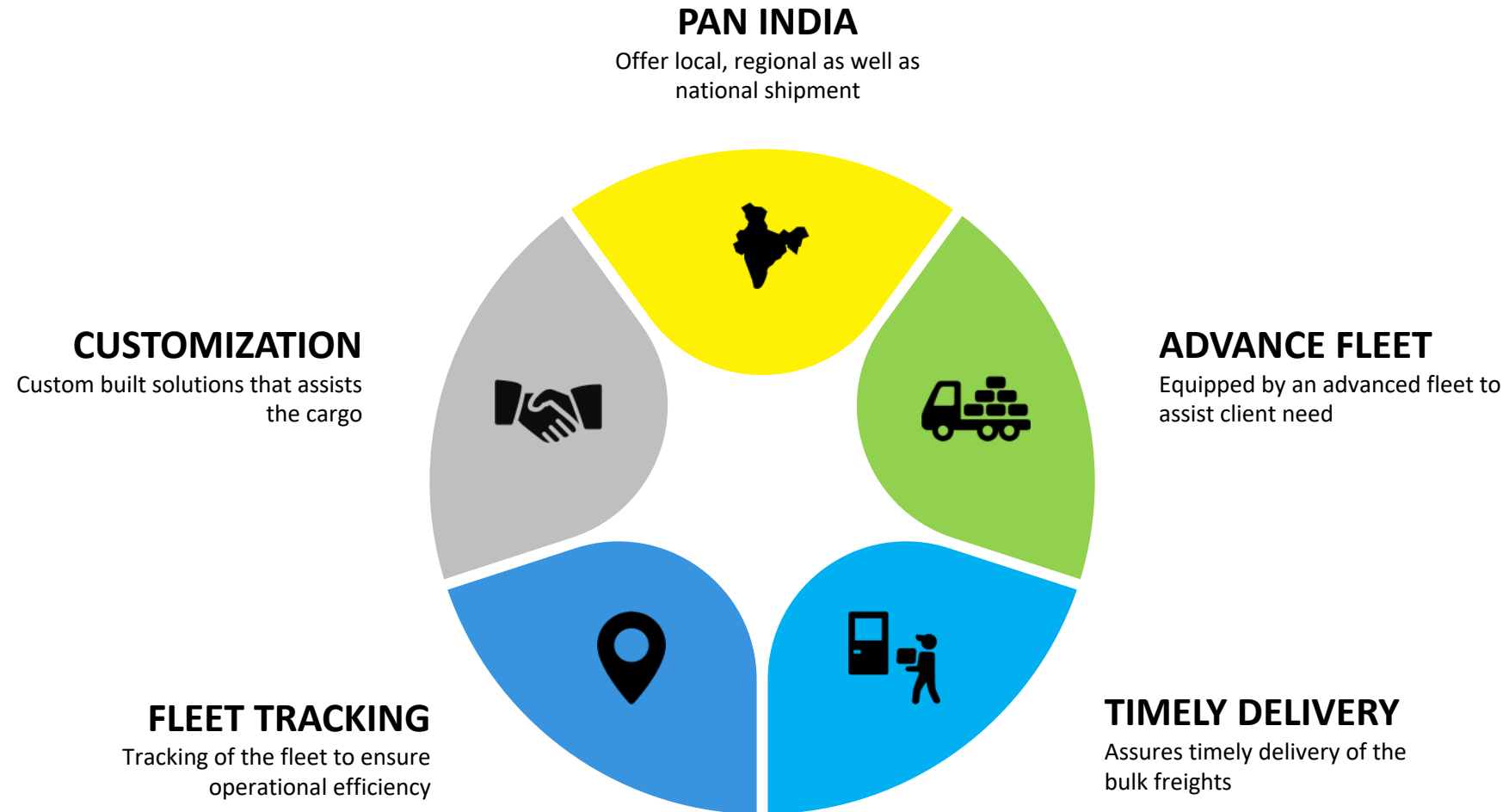
**Diversified
Clientele**



**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

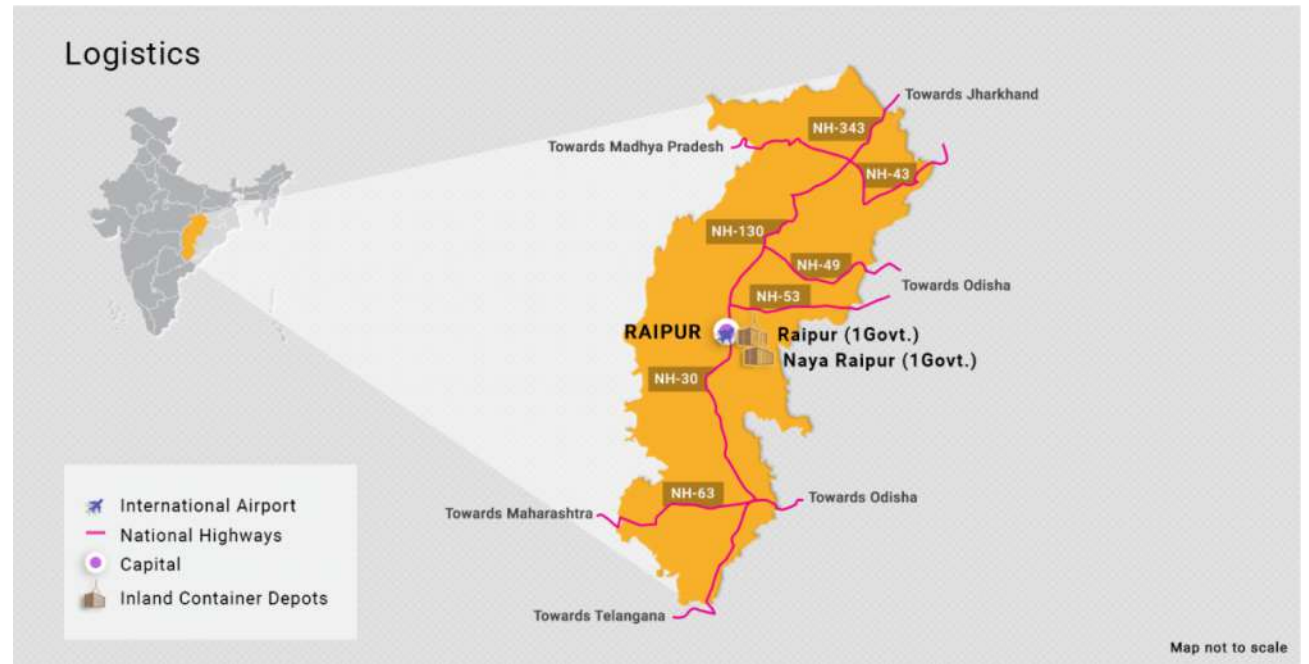
- Allows the balance sheet to be light; less capital expenditure required
- Allows working capital efficiency and allows generating superior returns

DIVERSIFIED CLIENT



STRATEGICALLY LOCATED

CHHATTISGARH



- Headquartered in Raipur (Chhattisgarh), which contributes approx. 30.00% to India's steel/sponge iron production, 15.00% cement in India's production.
- Located in Central India, Chhattisgarh shares its border with seven states and has market access to about 520 mn people across these states.
- 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

EXPERIENCED MANAGEMENT TEAM



RATAN KUMAR AGRAWAL
Managing Director

- Mr. Agrawal aged 61 years is the promoter & director of our company since its incorporation.
- He has 36 years of experience in logistics industry.
- He started the transportation business as a sole proprietor with 2 trucks 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 a 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

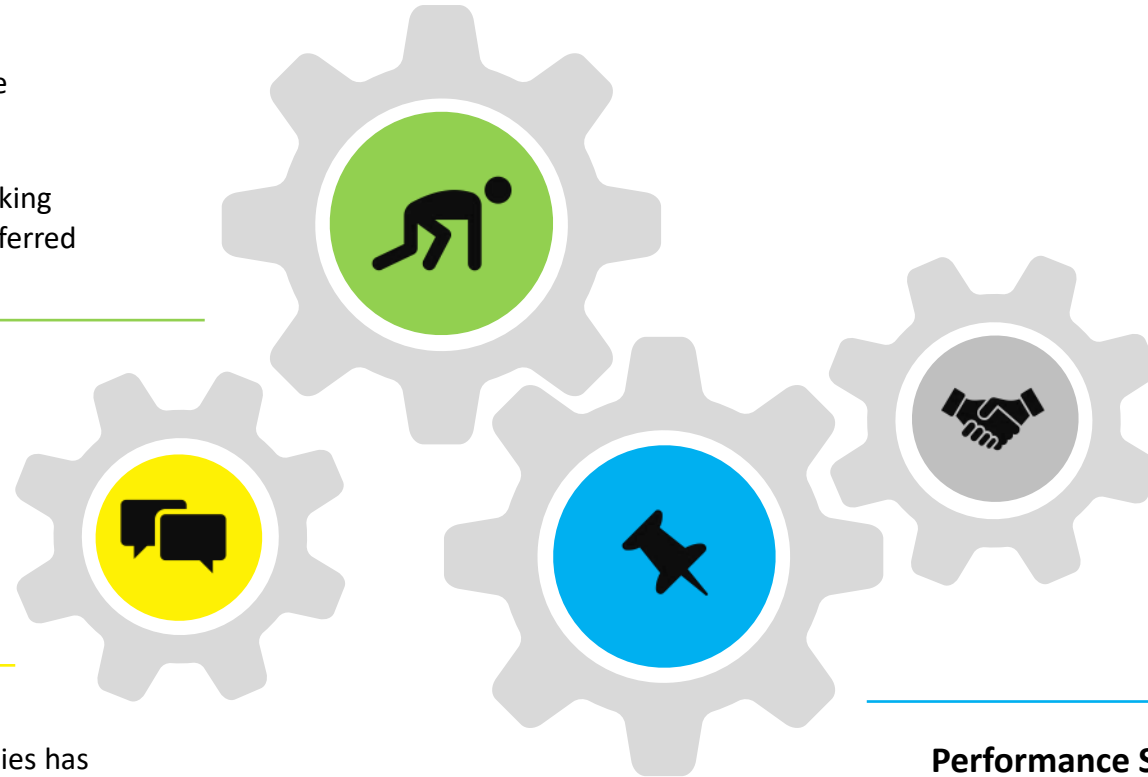
Catering to last-mile logistics in remote cities and villages is a critical challenge for the logistics processes of all businesses.

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.

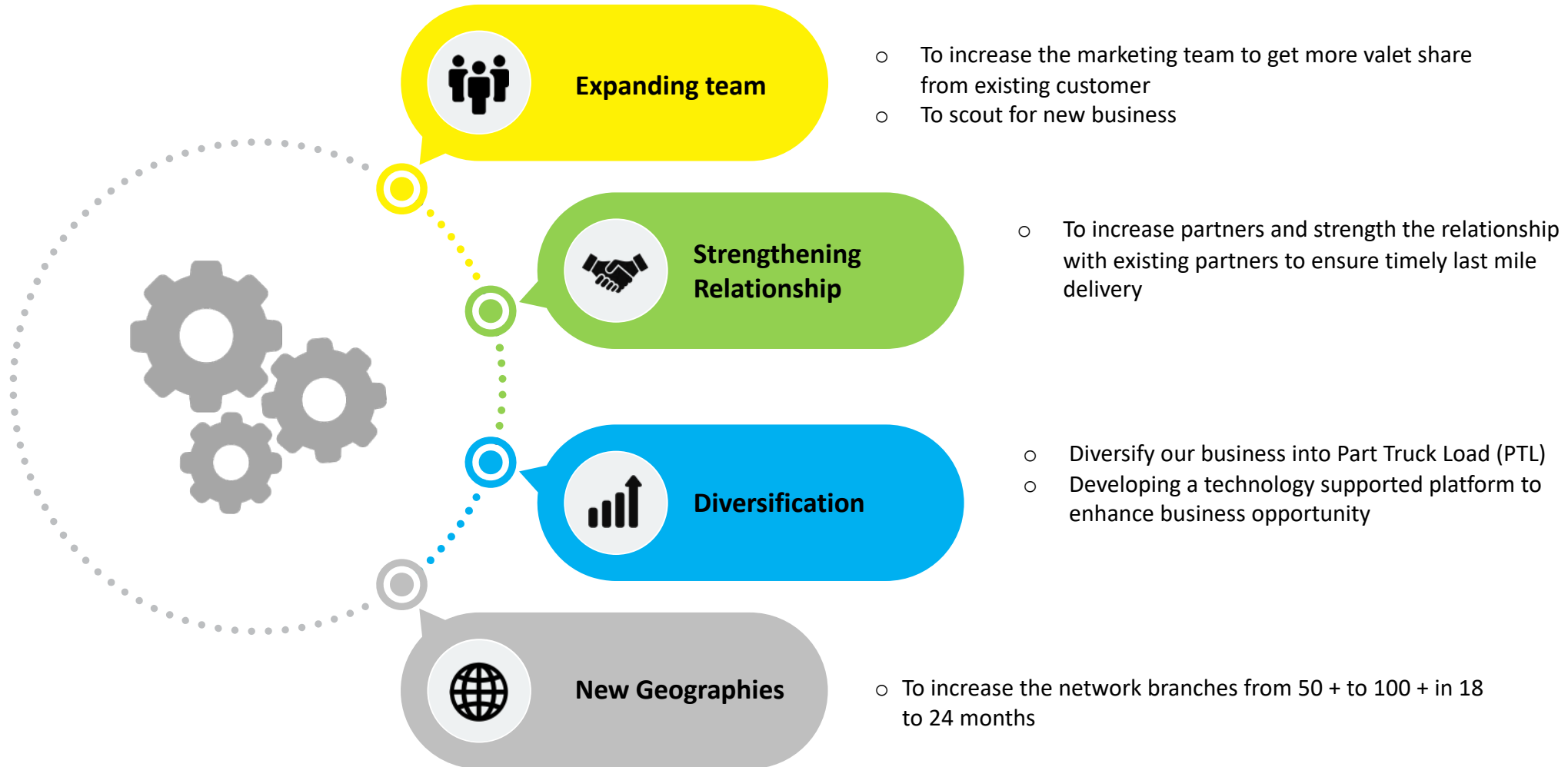
Performance Standards

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

There is a need for standardized services, transparency and compliance

FUTURE STRATEGY



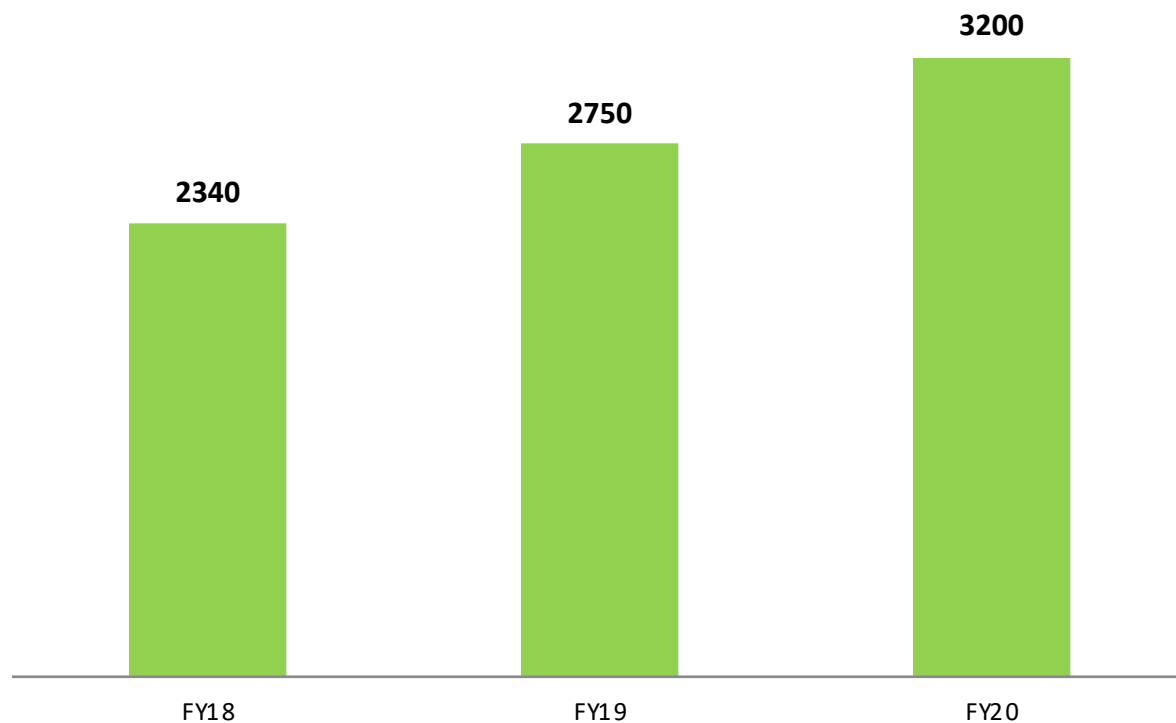


FINANCIAL HIGHLIGHTS

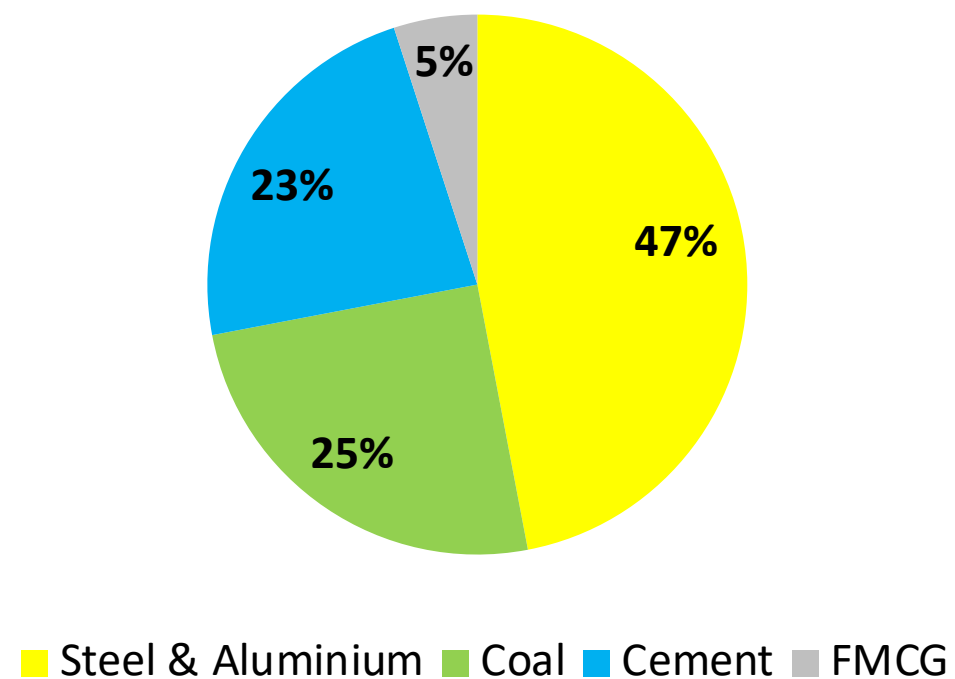


(Rs. mn)

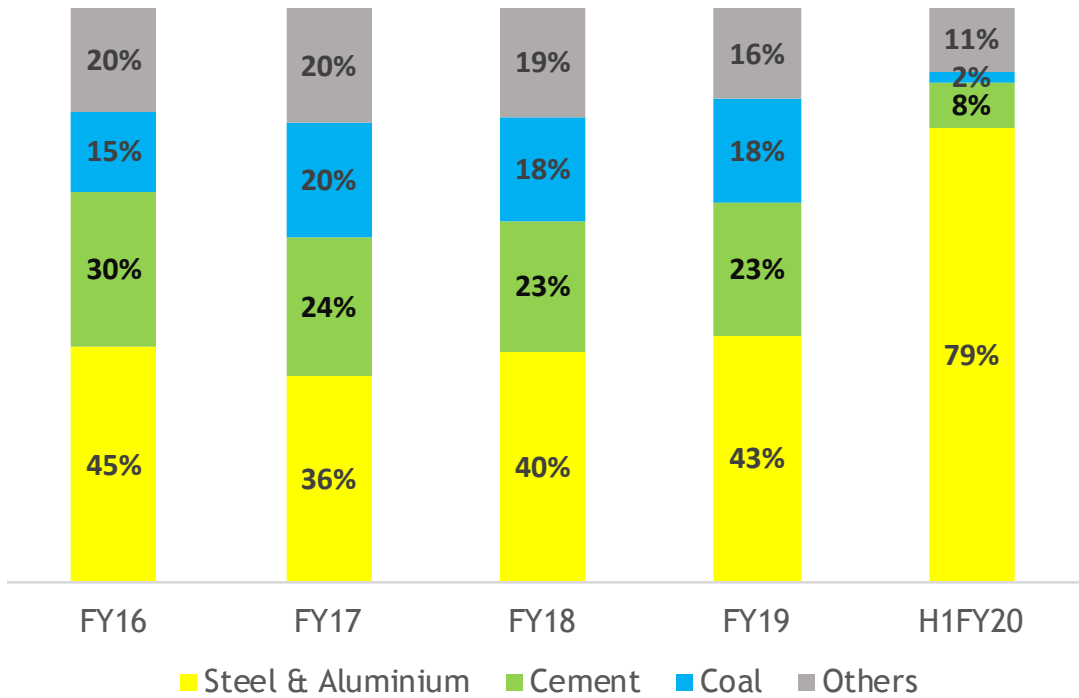
Order Book at start of Financial year



Segmental Order Book- FY20



Segment wise Revenue Composition %



Top 5 customers contribution to Revenue %

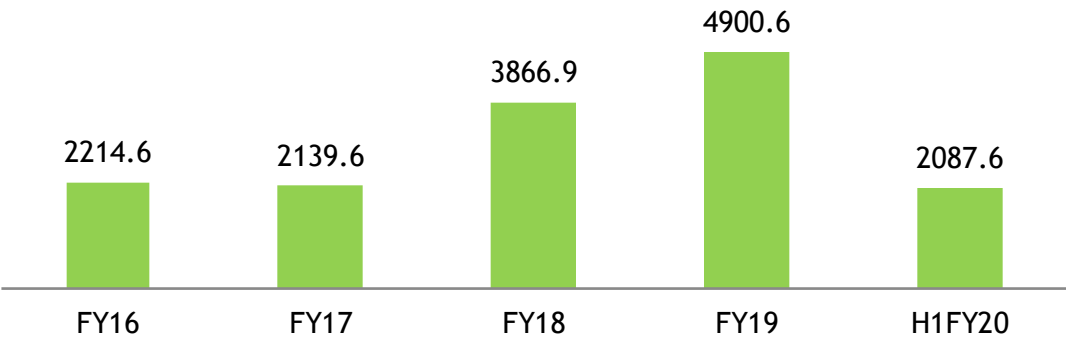


FINANCIAL HIGHLIGHTS

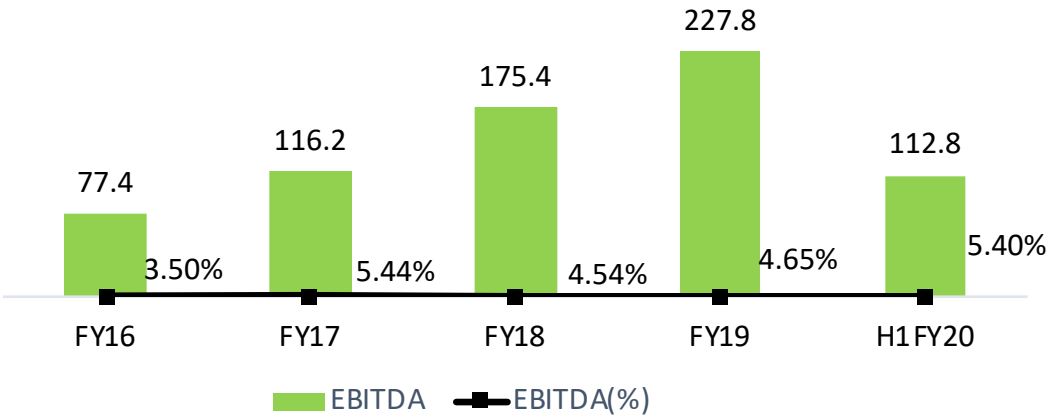


(Rs. mn)

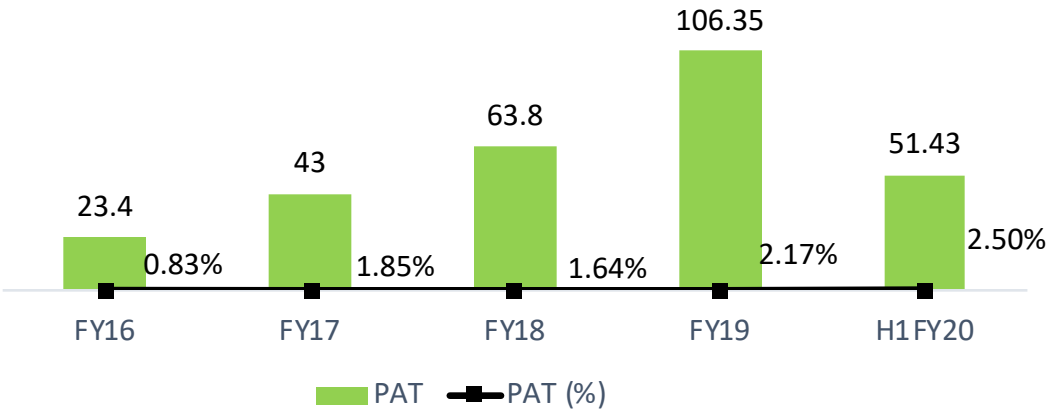
Revenue



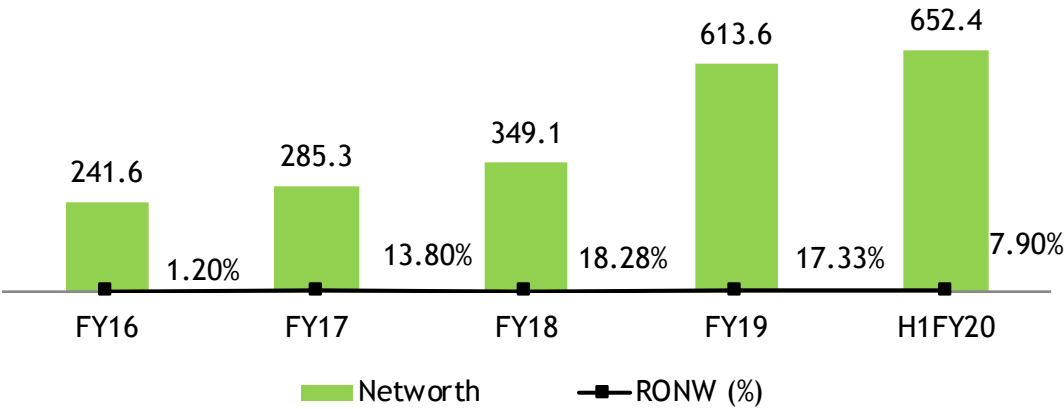
EBIDTA



Profit After Tax



Networth



PROFIT & LOSS



Rs. In Mn.

Particulars	H1FY20	FY19	FY18	FY17	FY16
Total Revenue	2087.60	4900.63	3866.90	2139.60	2214.60
Expense	1974.80	4672.80	3691.50	2023.40	2137.50
EBITDA	112.80	227.80	175.40	116.20	77.40
EBITDA Margin%	5.40%	4.65%	4.54%	5.44%	3.50%
Interest	14.99	26.04	32.80	25.20	23.40
Depreciation	25.76	52.20	46.40	32.60	24.20
Profit Before Tax	72.05	149.56	96.10	58.30	29.70
Tax	20.62	31.74	30.9	15.3	6.2
PAT	51.43	106.35	65.1	43.0	23.4
PAT Margin%	2.5%	2.17%	1.64%	2.0%	1.1%

BALANCE SHEET



Rs. In Mn.

PARTICULARS	H1FY20	FY19	FY18
NON-CURRENT ASSETS	183.0	183.7	187.1
Property, plant and equipment	154.7	160.5	148.8
Capital work-in-progress	0.2	-	12.4
Loans	28.05	23.2	22.7
Other non-current financial assets	-	-	-
Other non current assets	-	-	3.2
CURRENT ASSETS	965.1	975.2	881.0
Inventories	-	-	-
Trade receivables	905.0	904.5	820.6
Cash and cash equivalents	21.1	19.5	18.4
Loans	38.3	50.6	41.8
Other current assets	0.7	0.4	0.08
TOTAL ASSETS	1148.1	1159.0	1068.1

Rs. In Mn.

PARTICULARS	H1FY20	FY19	FY18
Total Equity	652.4	613.6	349.1
Share Capital	210.8	210.8	155.2
Other equity	441.5	402.8	193.9
LIABILITIES			
NON-CURRENT LIABILITIES	106.7	117.3	176.3
Financial liabilities			
Borrowings	102.6	112.2	169.9
Other non-current financial liabilities	-	-	-
Deferred tax liabilities (net)	4.1	5.1	6.4
CURRENT LIABILITIES	389.0	427.9	542.6
Financial liabilities			
Borrowings	123.8	105.1	110.4
Trade payables	178.2	217.5	325.7
Other current financial liabilities	-	-	-
Provisions	26.9	45.7	54.1
Other current liabilities	60.1	59.6	52.4
TOTAL EQUITY AND LIABILITIES	1148.1	1159.0	1068.1

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