

# The Great Eastern Shipping Co. Ltd.

## **Business & Financial Review**

**August 2010**

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## Forward Looking Statements

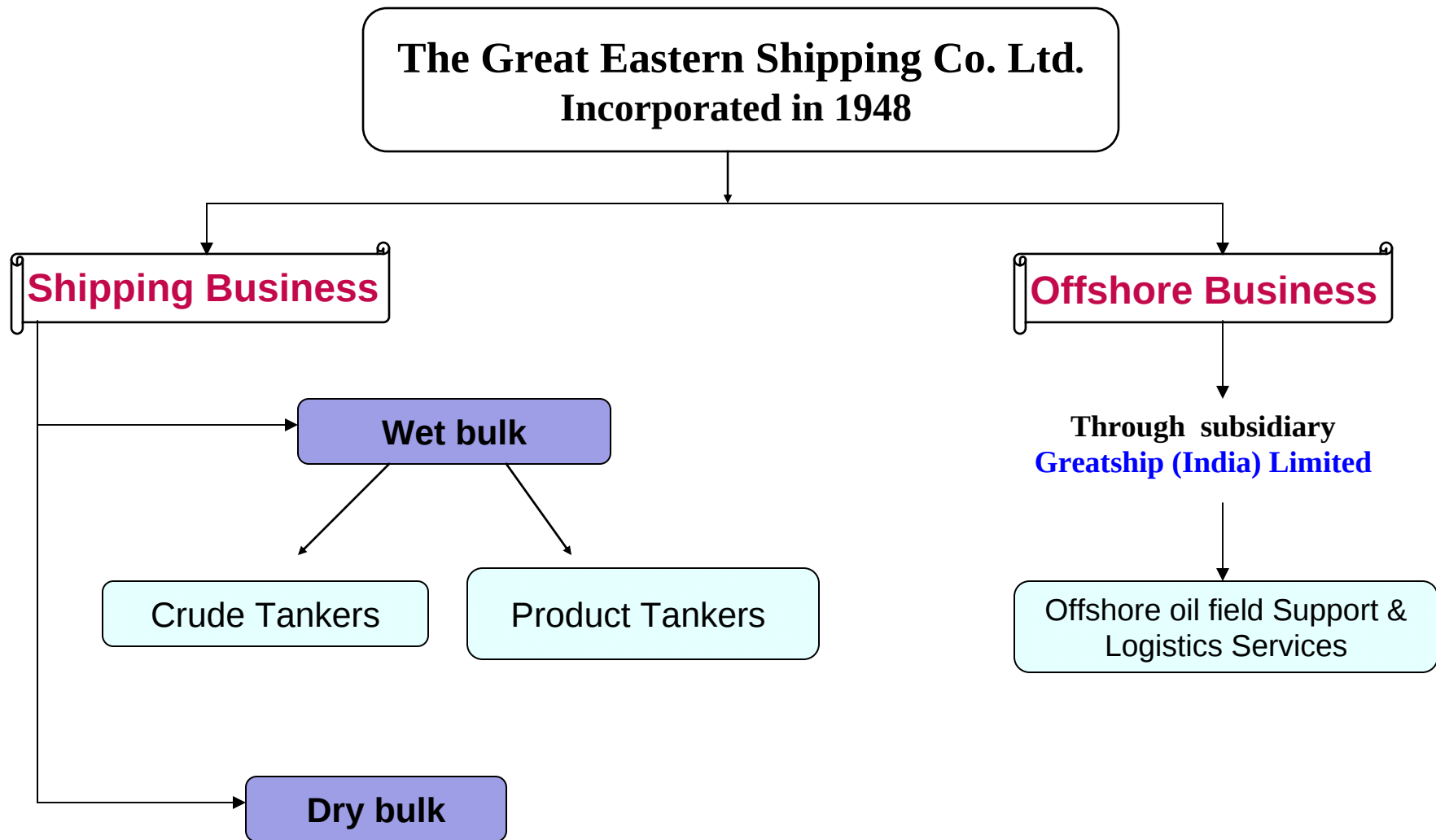
Except for historical information, the statements made in this presentation constitute forward looking statements. These include statements regarding the intent, belief or current expectations of GE Shipping and its management regarding the Company's operations, strategic directions, prospects and future 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.

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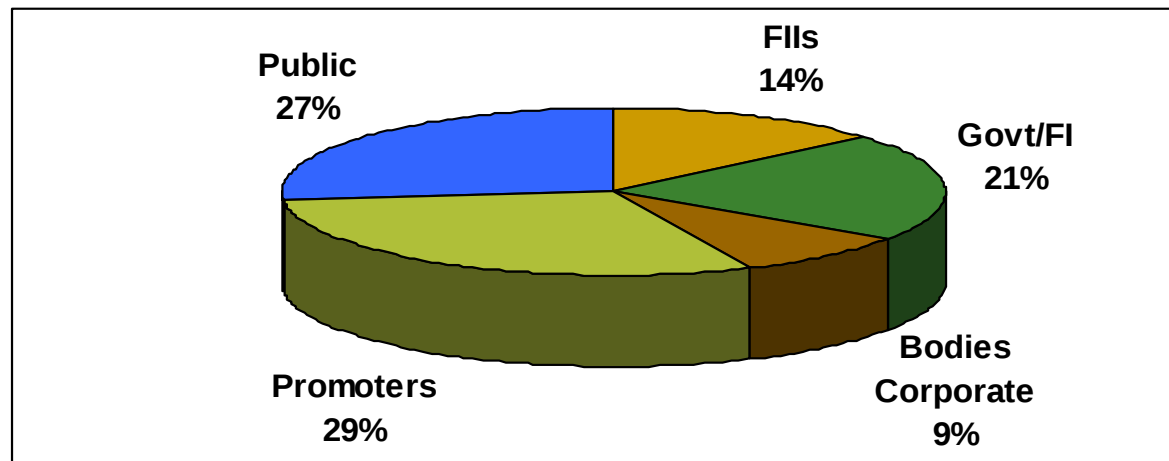
# Corporate Profile



## Company at a glance

- ✎ *India's largest private sector Shipping Company*
- ✎ *Diverse asset base with global operations*
- ✎ *Completed 62 years of operations*
- ✎ *More than 26 years of uninterrupted dividend track record*

Shareholding Pattern as on June 30, 2010



# Shipping business-owned fleet

- ❑ **35 ships aggregating 2.66 Mn dwt, avg.age 10.5 years**
  - ❑ **29 Tankers** avg.age 10.2 years (85% in tonnage terms)
    - **11 Crude carriers (5 Suezmax, 6 Aframax)** avg.age 10.1 years (2 single hull – both double sided)
    - **17 Product tankers (4 LR1, 9 MR, 4 GP)** avg.age 9.2 years (3 single hull – 2 double sided)
    - **1 LPG carrier** – avg.age 19 years
  - Double hull status – 23 tankers representing 84% in dwt terms**
  - ❑ **6 Dry bulk carriers** avg.age 13.6 years
    - **1 Capesize** - avg.age 14 years
    - **1 Panamax** - avg.age 15 years
    - **2 Supramax**- avg.age 8 years
    - **1 Handymax** - avg.age 13 years
    - **1 Handysize** - avg.age 30 years

# Committed CAPEX – Shipping Business

## Committed Capex of around USD 573 Mn

- 8 new building contracts aggregating 1.31 mn. dwt

### To be delivered in:

#### ✓ FY 2011

- 1 NB, Kamsarmax Dry Bulk Carrier (STX Shipbuilding Co. Ltd)
- 2 NB, Supramax Dry Bulk Carriers(Cosco (Zhoushan) Shipyard Co. Ltd)

#### ✓ FY 2012

- 2 NB, Kamsarmax Dry Bulk Carrier (1 in STX Shipbuilding Co. Ltd & 1 in SPP Shipbuilding Co.Ltd)
- 2 NB, Very Large Crude Carriers (VLCC) (Hyundai Heavy Industries)

#### ✓ FY 2013

- 1 NB, Very Large Crude Carrier (VLCC) (Hyundai Heavy Industries)

Stage payments already made : US\$207 mn of the total CAPEX

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# Offshore business- Fleet Profile

➤ **Current Owned Fleet**

- ✓ 1 350ft Jack Up Rig
- ✓ 4 Platform Supply Vessels (PSV)
- ✓ 7 Anchor Handling Tug cum Supply Vessels (AHTSV)
- ✓ 2 Multipurpose Platform Supply and Support Vessel

➤ **Current Inchartered Fleet**

- ✓ 1 350ft Jack Up Rig
- ✓ 1 Platform Supply Vessel (PSV)

## Committed CAPEX – Offshore Business

➤ **Delivery Schedule of the Committed Capex**

**To be delivered in:**

✓ **FY 2011**

- 3 NB Platform / ROV Support Vessels (CDL)
- 1 NB MPSV (Keppel Singmarine)
- 2 NB MSVs (Mazagon Dock)

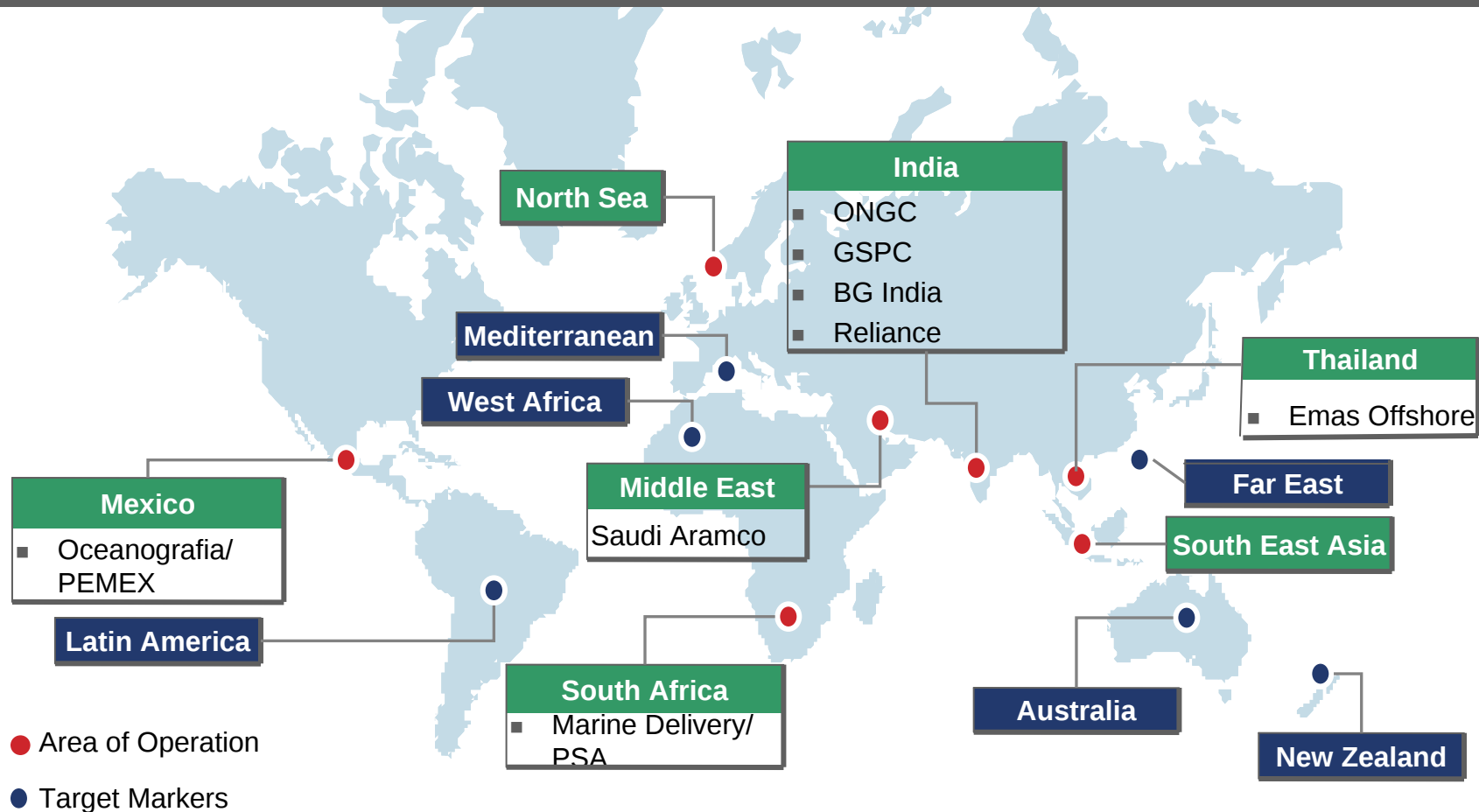
✓ **FY 2012**

- 2 NB 150T AHTSV (Drydock World, Singapore)

| <b>Fleet Growth</b>    | <b>FY2008</b> | <b>FY2009</b> | <b>FY2010</b> | <b>FY2011E</b> | <b>FY2012E</b> |
|------------------------|---------------|---------------|---------------|----------------|----------------|
| <b>Fleet ( in nos)</b> | 4             | 9             | 15            | 20             | 22             |

# Global Presence-Risk Diversification and Profit Maximization

One of the few Indian companies to operate in diverse markets across the world with prestigious counterparties; helps to hedge against fluctuations in charter rates



## Q1FY'11 Financial Highlights

| Standalone                   |         |                                       | Consolidated |          |
|------------------------------|---------|---------------------------------------|--------------|----------|
| Q1FY'11                      | Q1FY'10 | (Amount in Rs. crs)                   | Q1FY'11      | Q1FY'10  |
| <b>Income Statement</b>      |         |                                       |              |          |
| 453.24                       | 629.02  | Revenue                               | 727.58       | 885.61   |
| 259.49                       | 264.59  | EBITDA                                | 385.21       | 318.98   |
| 105.94                       | 126.28  | Net Profit                            | 171.80       | 154.17   |
| <b>Balance Sheet</b>         |         |                                       |              |          |
| 9020.02                      | 8196.02 | Total Assets                          | 11127.34     | 10066.41 |
| 5429.07                      | 5185.15 | Equity                                | 5827.73      | 5491.4   |
| 3590.95                      | 3010.87 | Long Term Debt (Gross)                | 5299.61      | 4575.01  |
| 274.15                       | 820.81  | Long Term Debt (Net of Cash)          | 1428.04      | 2071.72  |
| <b>Key financial figures</b> |         |                                       |              |          |
| 57.25%                       | 42.06%  | EBITDA Margin (%)                     | 52.94%       | 36.02%   |
| 7.90%                        | 10%     | Return on Equity (ROE) (%)            | 11.91%       | 11.50%   |
| 7.70%                        | 7.80%   | Return on Capital Employed (ROCE) (%) | 9.54%        | 8.13%    |
| 0.66                         | 0.58    | Debt/Equity Ratio (x)                 | 0.91         | 0.82     |
| <b>Share related figures</b> |         |                                       |              |          |
| 6.96                         | 8.29    | Earnings per share, EPS (Rs)          | 11.28        | 10.12    |
| 6.94                         | 8.28    | Diluted earnings per share (Rs)       | 11.26        | 10.10    |
| 12.18                        | 13.75   | Cash Profit per share (Rs)            | 18.16        | 16.44    |

**NAV as on 1 Aug'10 Rs.368**

# Q1FY11 Performance Highlights

## Breakup of revenue days

| Revenue Days                 | Q1'FY11      | Q1'FY10      |
|------------------------------|--------------|--------------|
|                              |              |              |
| Owned Tonnage                | 3,315        | 3,393        |
| Inchartered Tonnage          | -            | 88           |
| <b>Total Revenue Days</b>    | <b>3,315</b> | <b>3,481</b> |
|                              |              |              |
| Total Owned Tonnage (mn.dwt) | <b>2.66</b>  | <b>2.88</b>  |

## Mix of Spot & Time

### Average TCY Details

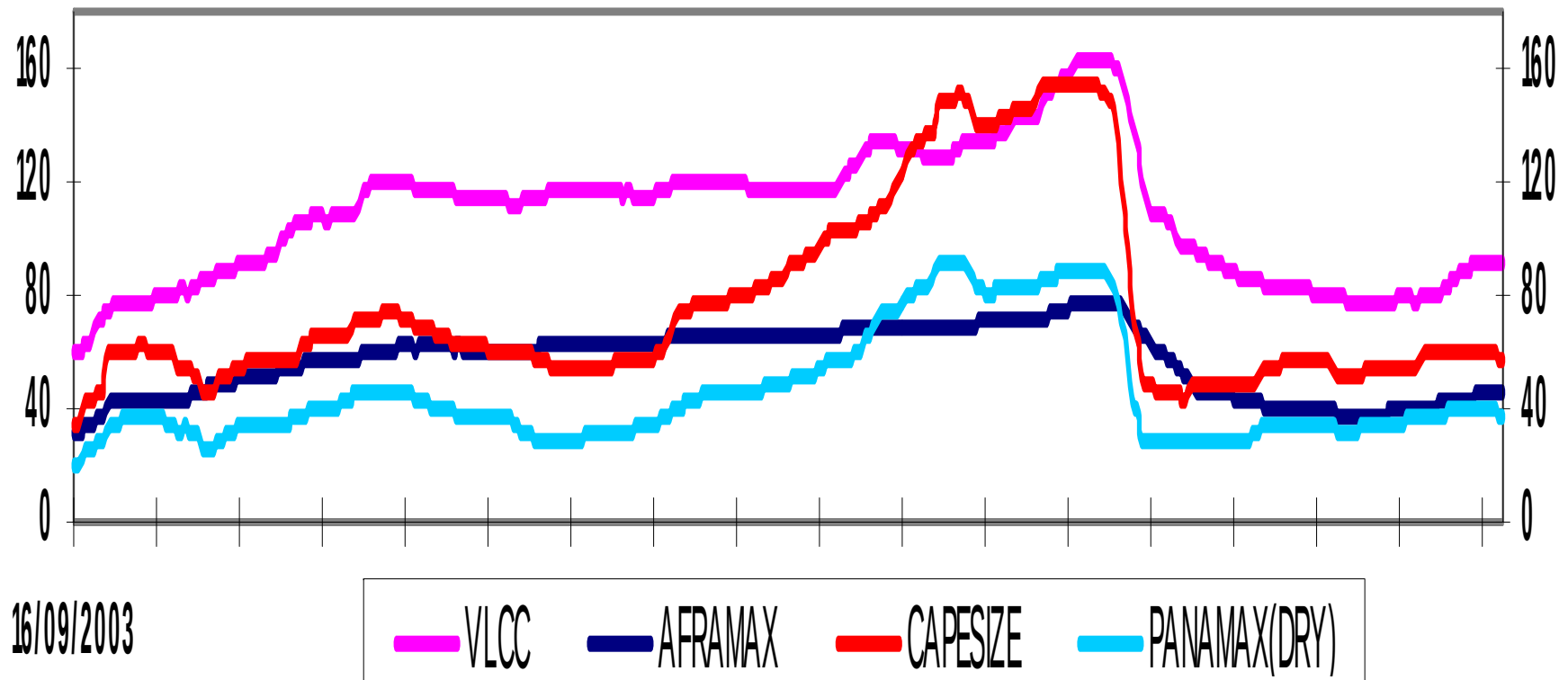
| Average (TCY \$ per day)     | Q1'FY11 | Q1'FY10 | % Chg |
|------------------------------|---------|---------|-------|
|                              |         |         |       |
| Crude Carriers               | 20,444  | 23,819  | (14)% |
| Product Carriers (Incl. Gas) | 15,485  | 17,088  | (9)%  |
| Dry Bulk                     | 24,484  | 19,489  | 25%   |

| Q1 FY11                  | Q1 FY10    | Days (in %)                                | FY10       | FY09       |
|--------------------------|------------|--------------------------------------------|------------|------------|
| <b>51%</b><br><b>49%</b> | 74%<br>26% | <u><b>Dry Bulk</b></u><br>Spot %<br>Time % | 63%<br>37% | 72%<br>28% |
| <b>47%</b><br><b>53%</b> | 51%<br>49% | <u><b>Tankers</b></u><br>Spot %<br>Time %  | 47%<br>53% | 52%<br>48% |
| <b>47%</b><br><b>53%</b> | 55%<br>45% | <u><b>Total</b></u><br>Spot %<br>Time %    | 49%<br>51% | 57%<br>43% |

# Asset Price Movement (5 yr old)

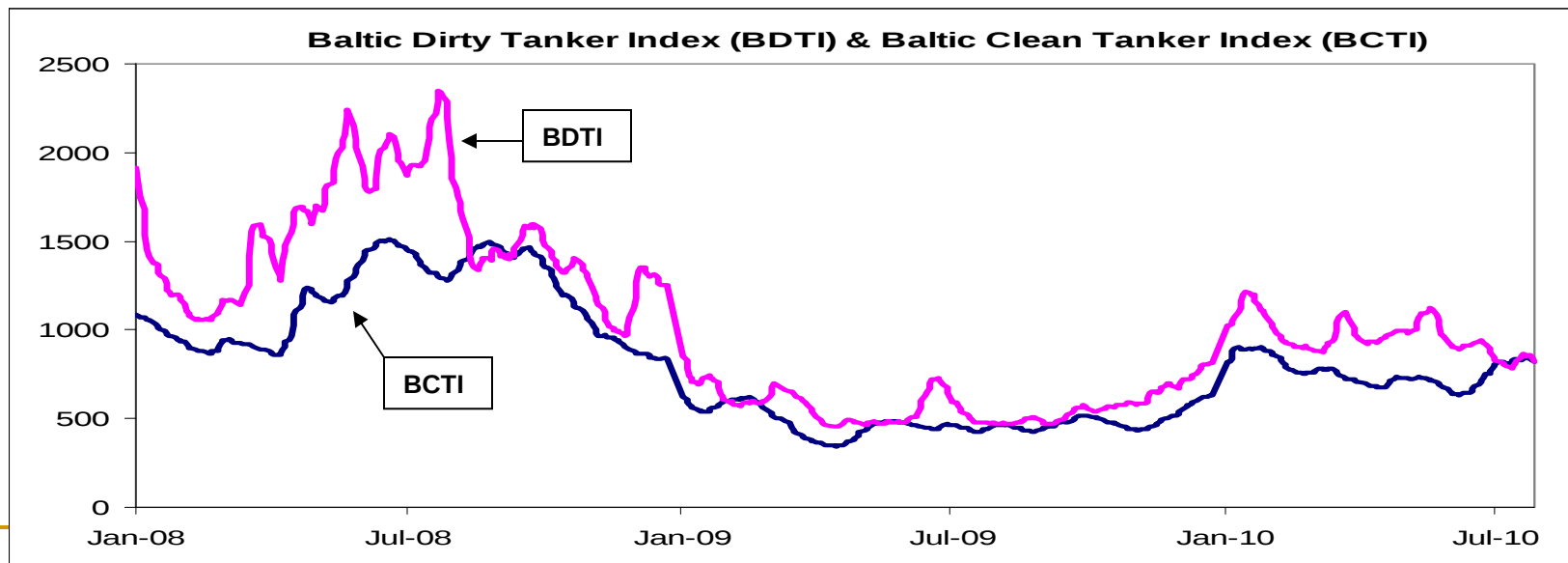
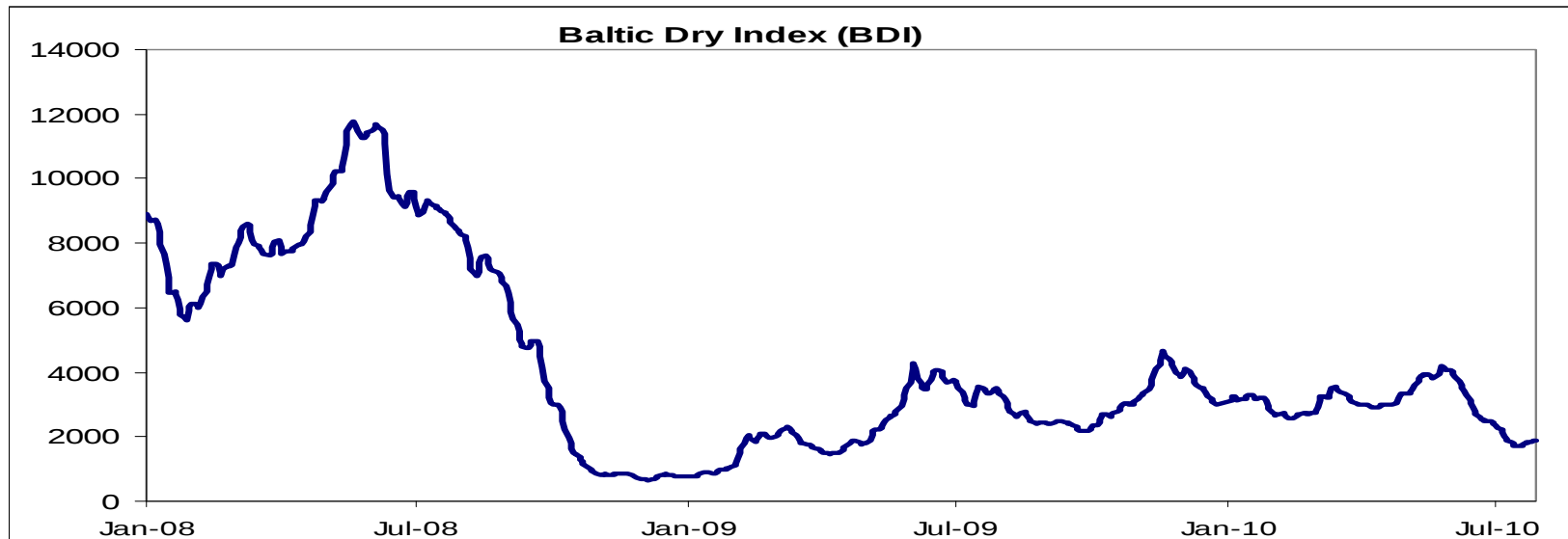
Timeline- Sep2003 till Jul 26, 2010

Amt in US\$ mn



Source: Baltic Sale & Purchase Assessment

## Indices Movement - Timeline Jan'08 to 28'Jul10



Source: Baltic Exchange

## Total Seaborne trade at a glance... Dry Bulk

### Seaborne Bulk trade

| (in mn. tonnes)      | 2008        | 2009        | 2010(F)     | % chg<br>(CY10 over CY09) |
|----------------------|-------------|-------------|-------------|---------------------------|
| Iron ore             | 841         | 907         | 996         | 9.8%                      |
| Steam Coal (Thermal) | 578         | 587         | 619         | 5.5%                      |
| Coking Coal          | 221         | 215         | 247         | 14.9%                     |
| Grains               | 244         | 235         | 230         | (2.1)%                    |
| Bauxite              | 86          | 66          | 79          | 19.7%                     |
| Sugar                | 50          | 50          | 53          | 6.0%                      |
| Agri. Bulks          | 113         | 114         | 120         | 5.3%                      |
| Fertilizers          | 84          | 74          | 83          | 12.2%                     |
| Other minor bulks    | 841         | 714         | 779         | 9.1%                      |
| <b>Total</b>         | <b>3058</b> | <b>2962</b> | <b>3206</b> | <b>8.2%</b>               |

Source: Clarksons

# Total Seaborne iron ore trade at a glance

## Seaborne Iron Ore Imports

| mn. tonnes       | 2008       | 2009       | 2010(F)    | % chg<br>(CY10 over CY09) |
|------------------|------------|------------|------------|---------------------------|
| W. Europe        | 131        | 81         | 98         | 21.7%                     |
| <b>China</b>     | <b>443</b> | <b>615</b> | <b>654</b> | <b>6.5%</b>               |
| Asia (Ex. China) | 212        | 164        | 189        | 15.3%                     |
| ROW              | 56         | 48         | 55         | 14.6%                     |
| <b>Total</b>     | <b>841</b> | <b>907</b> | <b>996</b> | <b>9.8%</b>               |

***China Imports – Jan'10 to Jun'10: 309 mn tonnes***

# Global Oil Demand

| <b>mn.bpd</b>                  | <b>2008</b> | <b>2009</b> | <b>2010(F)</b> | <b>% chg<br/>(CY10 over CY09)</b> |
|--------------------------------|-------------|-------------|----------------|-----------------------------------|
| N.America                      | 24.2        | 23.3        | 23.6           | 1.3%                              |
| OECD Europe                    | 15.3        | 14.5        | 14.4           | (0.7)%                            |
| OECD Pacific<br>(Japan& Korea) | 8.4         | 7.7         | 7.7            | -                                 |
| Asia (Non OECD)                | 17.5        | 18.5        | 19.3           | 4.3%                              |
| Other Non OECD                 | 20.6        | 20.8        | 21.4           | 2.9%                              |
| <b>Total</b>                   | <b>86.0</b> | <b>84.8</b> | <b>86.4</b>    | <b>1.9%</b>                       |

# Total Seaborne crude trade

## Seaborne Crude Imports

| mn bpd                       | 2008        | 2009        | 2010(F)     | % chg<br>(CY10 over CY09) |
|------------------------------|-------------|-------------|-------------|---------------------------|
| Asia                         | 15.9        | 16.1        | 17.0        | 5.6%                      |
| EU                           | 10.9        | 10.3        | 10.3        | -                         |
| N. America<br>(incl. Canada) | 7.0         | 6.6         | 6.7         | 1.5%                      |
| ROW                          | 5.7         | 5.0         | 5.2         | 4.0%                      |
| <b>Total</b>                 | <b>39.5</b> | <b>38.0</b> | <b>39.2</b> | <b>3.2%</b>               |
| of which                     |             |             |             |                           |
| <b>Long Haul Trades</b>      | <b>15.0</b> | <b>13.8</b> | <b>14.4</b> | <b>4.3%</b>               |
|                              | 38%         | 36%         | 37%         |                           |

Source: Clarksons

## Gross World fleet addition-Shipping

| World Fleet addition* | Fleet<br>(as on 1 Jul'10) | CY2010 | CY2011 | CY2012 + |
|-----------------------|---------------------------|--------|--------|----------|
|                       | (in mn dwt)               |        |        |          |
| Crude tankers         | 319.3                     | 8%     | 14%    | 6%       |
| Product tankers       | 128.0                     | 9%     | 9%     | 3%       |
| Dry bulk carriers     | 491.9                     | 18%    | 19%    | 14%      |

Source: Clarksons

\*includes only new building from yards

- 9% of world tanker fleet is single hull
- 7.5% expected to phase out in 2010

## Global Fleet – Scrapping Details

| Fleet as on<br>1 <sup>st</sup> Ju1'10 |  | Scrapping<br>(in mn dwt) | CY2008 | CY2009 | CY2010<br>YTD |
|---------------------------------------|--|--------------------------|--------|--------|---------------|
| (in mn dwt)                           |  |                          |        |        |               |
| 319.3                                 |  | Crude                    | 1.3    | 5.1    | 4.4           |
| 128.0                                 |  | Product                  | 1.5    | 3.3    | 3.4           |
| 491.9                                 |  | Bulk                     | 3.6    | 10.0   | 2.2           |

Source: Clarksons

### **World Dry Bulk Fleet:**

- 17% above 25 years
- 24% above 20 years

## Slippages... to be a decisive factor

| CY 2009 (in mn dwt)                                              | VLCC         | Suezmax      | Aframax      | Panamax      | MR           | GP           | Total        |
|------------------------------------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Orderbook as in 1 Jan'09                                         | 20.8         | 10.9         | 11.9         | 4.1          | 10.6         | 2.1          | 60.5         |
| Actual Deliveries CY09                                           | 16.7         | 7.1          | 10.5         | 2.8          | 7.2          | 1.4          | 45.9         |
| Slippages/ cancellations                                         | 4.1          | 3.8          | 1.3          | 1.2          | 3.4          | 0.7          | 14.6         |
| <b>Slippages/ cancellations as % of orderbook as on 1 Jan'09</b> | <b>19.9%</b> | <b>34.7%</b> | <b>11.3%</b> | <b>29.8%</b> | <b>32.1%</b> | <b>33.5%</b> | <b>24.2%</b> |

| CY 2009 (in mn dwt)                                              | Capesize     | Panamax      | H'max        | H'size       | Total        |
|------------------------------------------------------------------|--------------|--------------|--------------|--------------|--------------|
| Orderbook as in 1 Jan'09                                         | 31.3         | 11.2         | 17.9         | 9.2          | 69.8         |
| Actual Deliveries CY09                                           | 21.1         | 6.6          | 9.7          | 4.5          | 42.1         |
| Slippages/ cancellations                                         | 10.2         | 4.6          | 8.2          | 4.7          | 27.7         |
| <b>Slippages/ cancellations as % of orderbook as on 1 Jan'09</b> | <b>32.6%</b> | <b>40.9%</b> | <b>45.7%</b> | <b>51.1%</b> | <b>39.7%</b> |

**H1CY'10 Slippages (in mn dwt): Tankers ~ 30%, Dry Bulk ~ 45%**

# Global Fleet Supply -Offshore

## *OSV Fleet Summary*

| (Nos) (as on 1 Jul'10)    | AHTSVs | PSVs  | Others |
|---------------------------|--------|-------|--------|
| Current Fleet             | 2,484  | 1,954 | 1,771  |
| Orderbook                 | 368    | 212   | 167    |
| % of O/B to current fleet | 15%    | 10%   | 9%     |

Source: Clarksons

✓ *Aging fleet : Half of world offshore supply fleet over 25 years*

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# THANK YOU

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