



Investor Presentation

May 2013



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Business Segments



Real Estate

- 3 acre land bank at Worli, Mumbai
- Plans for development / re-development for residential / commercial use



Marine Logistics

- India's largest marine logistics company handling dry cargo
- Involved in the business of lighter age, stevedoring & logistics



Packaging - Metal & Plastic Closures

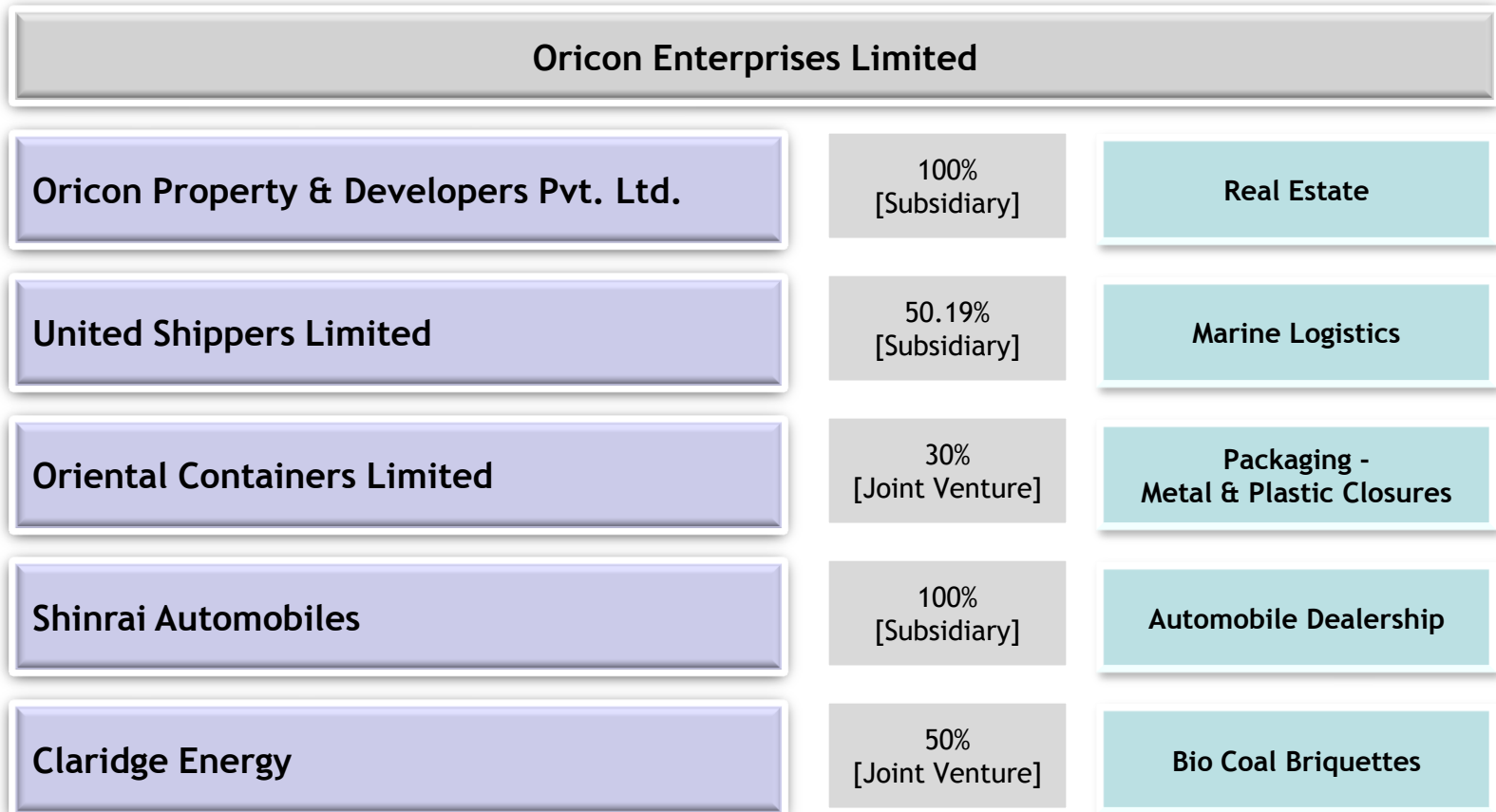
- Largest installed capacity of crowns, ROPP caps and plastic beverage closures in India
- Market leader in crown caps, plastic and ROPP closures



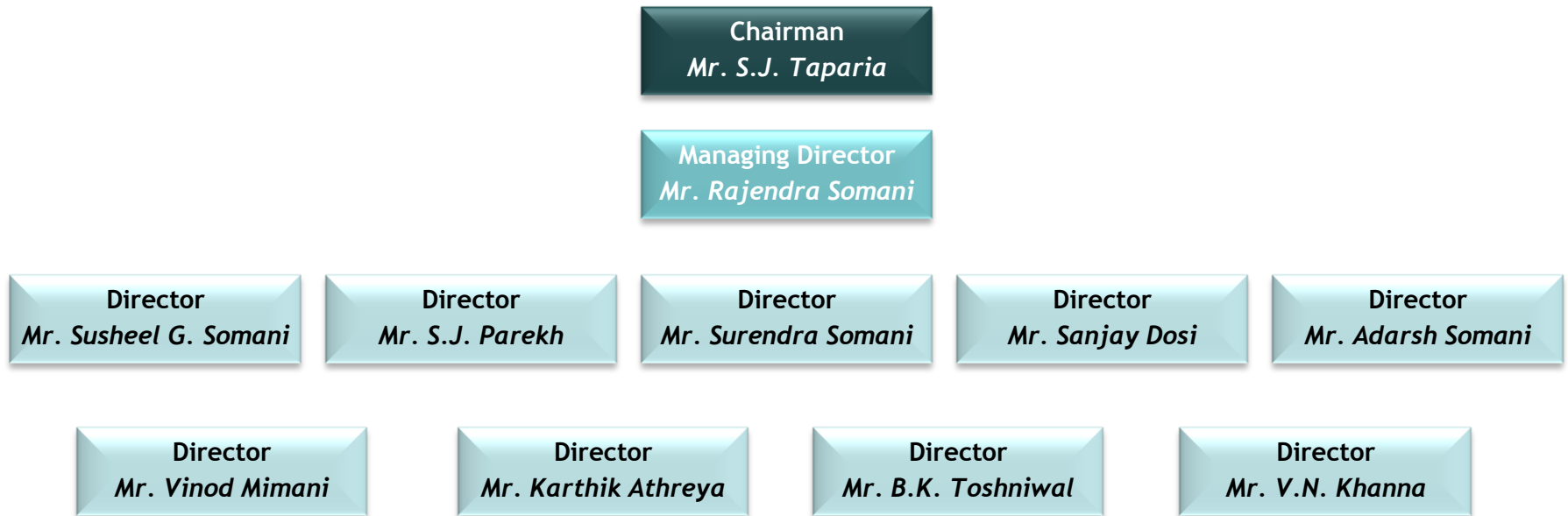
Others

- Automobile Dealership
- Petrochemicals
- Bio Coal Briquettes

The Company - Business Snapshot



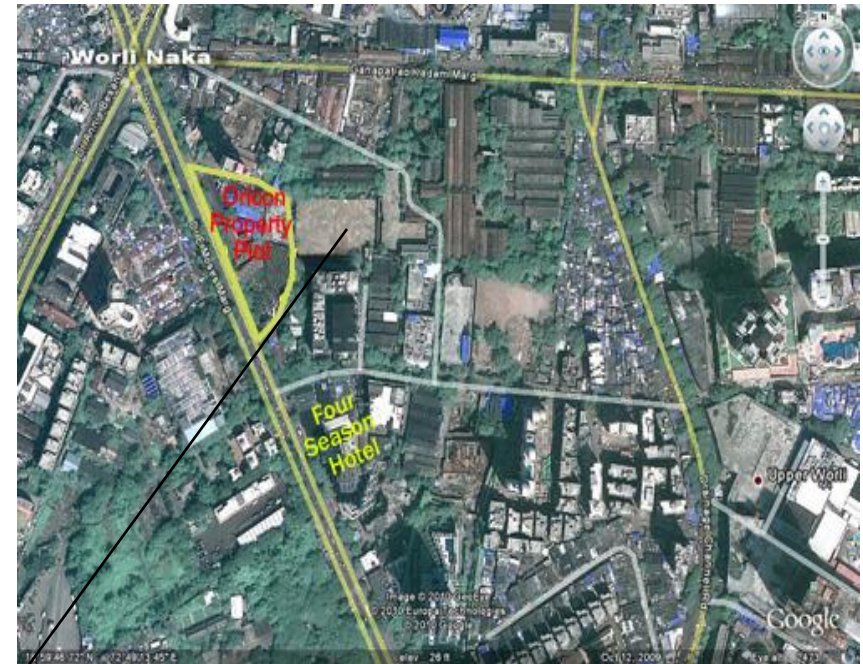
Board of Directors



Strong and experienced Board member team
Average experience of more than 20 years
Loyal workforce with low employee turnover

Real Estate

- **2 acre land at Worli, Mumbai**
 - Plans for development for residential purpose
 - Company in advanced stage of getting all approvals and clearances
- **1 acre land at Worli, Mumbai**
 - Plans for re-development for residential / commercial purpose
 - Housed in Oricon Enterprises Limited



Map of Land parcel at Worli, Mumbai

* In 2010 India Bulls Infra Estate Limited bought 8.3-acre Bharat Textile Mills in Worli from National Textile Corporation for Rs. 1,505 crore. The deal worked out to Rs. 181.32 crore per acre.

Marine Logistics

Business Overview

- 50.19% subsidiary of Oricon Enterprises Limited
- India's largest marine logistics company handling dry cargo
- Involved in the business of lighter age, stevedoring & logistics
- Operates through ports in Gujarat, Maharashtra, Karnataka, Tamil Nadu & Goa
- Handles mainly coal, pet coke, clinker, steel, salt & sugar
 - Coal accounts for ~85% of the total cargo handled
- Self owned machinery - Largest Barge Fleet in India
 - Owns 32 barges, 45 excavators, 55 preloaders & 150 dumpers
- Handled 11.8 million tonnes of Cargo in FY13

Operating Ports

Gujarat: Navlakhi, Sikka, Bedi, Pipavav, Jakhau, Jaffrabad

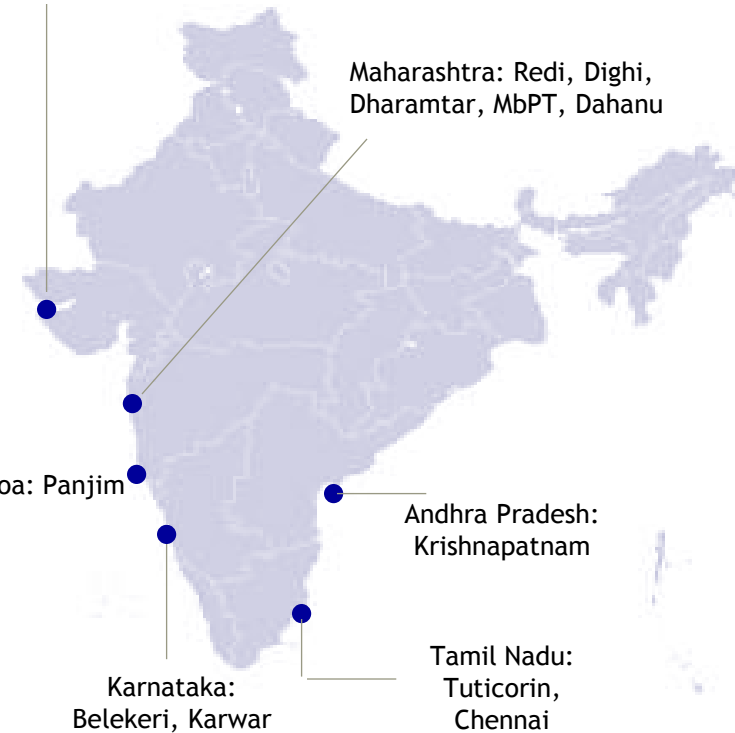
Maharashtra: Redi, Dighi, Dharamtar, MbPT, Dahanu

Goa: Panjim

Andhra Pradesh: Krishnapatnam

Karnataka: Belekeri, Karwar

Tamil Nadu: Tuticorin, Chennai



Major Customers

Power

- Reliance Power
- Adani Power
- Agarwal Coal
- Essar



Cement

- Binani Cement
- Ultra Tech Cement
- ACC
- JK Cement



Strategic Investors

- Oxbow Coal B.V - USA,
- Logiscor Ltd. (Scorpio Group) - Marshall Island,
- Coeclerici Logistics S. P. A - Italy
- Enam Holdings

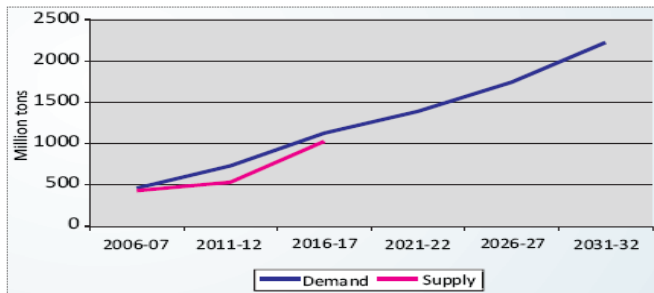


Rising Coal Demand

Projected Coal Demand (Million Tons)

Sector	2005-06	2006-07	2011-12	2016-17	2021-22	2026-27	2031-32
Electricity (A)	310	341	539	836	1,040	1,340	1,659
Iron & Steel	43	43	69	104	112	120	150
Cement	20	25	32	50	95	125	140
Others	53	51	91	135	143	158	272
Non-elect. (B)	116	119	192	289	350	403	562
Total (A) + (B)	426	460	731	1,125	1,390	1,743	2,221

Coal Demand & Supply

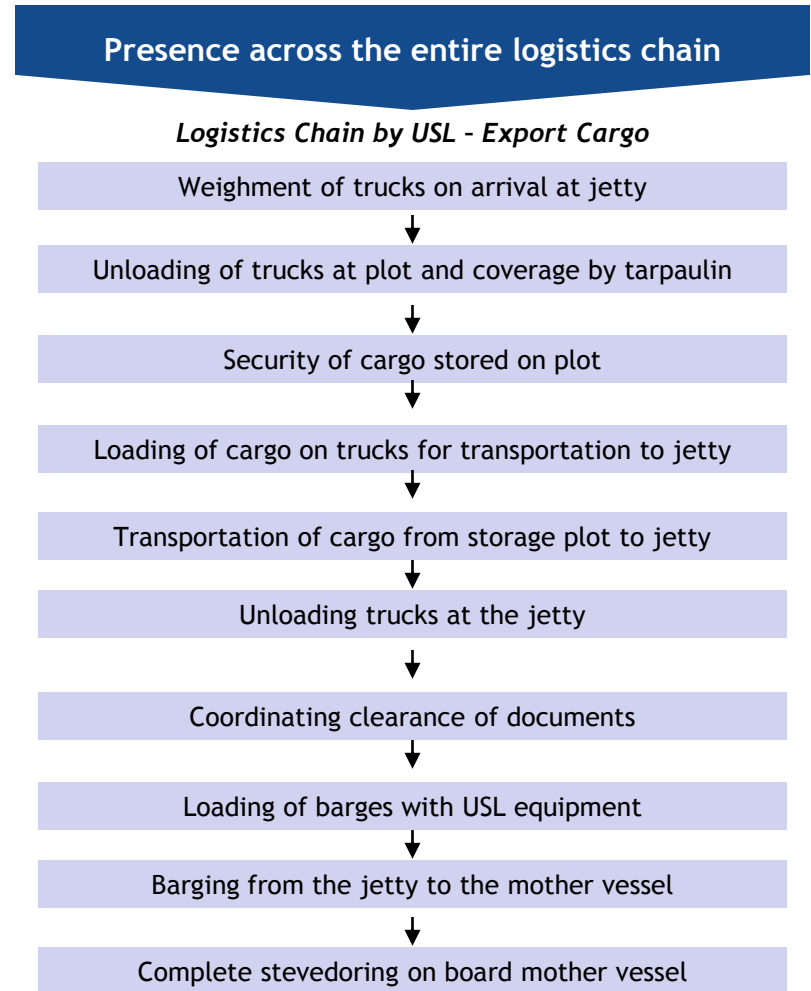


Power Plants coming up across Western Coast

Thermal - Coal Fired	1200 MW	Land Acquisition Stage	Videocon Industries
Nuclear	2×700 MW	Construction Underway	Nalco Power Company Limited
Thermal - Coal Fired	1200 MW	PPA Signed	Petronet LNG Ltd
Thermal - Coal Fired	3300 MW	Bids Invited	Kutchh Power Generation Limited
Solar	500 MW	Planning	Gujarat Power Corp
Thermal - Gas Based	1200 MW	Environment Clearance Awaited	Gujarat State Electricity Corporation Ltd
Thermal - Gas Based	7200 mw	Environment Clearance Awaited	Bharuch Power Ltd
Thermal - Gas Based	655 MW	Under Implementation	CLP Power India Private Limited

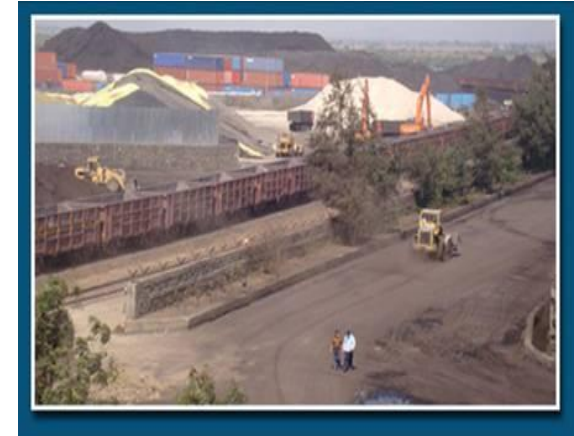
Key Differentiating Factors

- Highest Discharge Rate in the business
- Flexible to all cargo types
- Integrating land - sea - rail
- Operates on self owned infrastructure
- Convenience of a one point of contact for all logistics needs at competitive prices
- Operating efficiencies derived from years of experience in all facets of logistics including
- Enjoys monopoly to some extent due to entry barriers to other players on account of maritime restrictions



Port Infrastructure

- Dharamtar Infrastructure - A JV between United Shippers Limited and PNP Maritime Services Pvt Limited
- Proportion of ownership interest by USL : 43.10%
- Envisaged for development of areas around PNP Port in Dharamtar
- Owns and operates PNP Port in Dharamtar which has railway connectivity
- Specializes in providing barge services using inland water mode
- Owns 150 acres of land located within close proximity of JNPT Port
- Unique advantage lies in trans-shipment and transportation of containers using inland water mode thereby avoiding port congestion at JNPT
- With the railway siding complete, DIL has the first mover advantage and is one of the few ports offering true tri-modal connectivity
- Handled 3.5 million tonnes of Cargo in FY 13



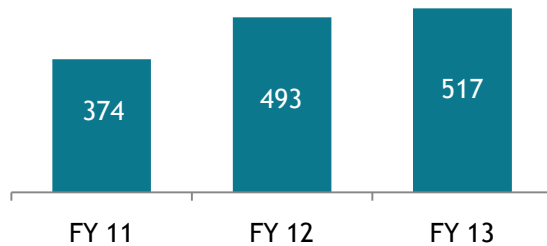
- Services Offered
 - Container / cargo transportation by sea / road
 - Bulk and break bulk transport by sea / road
 - Large scale warehousing and distribution of all commodities
 - CFS facility
 - Custom notified warehousing

Strategic Alliances

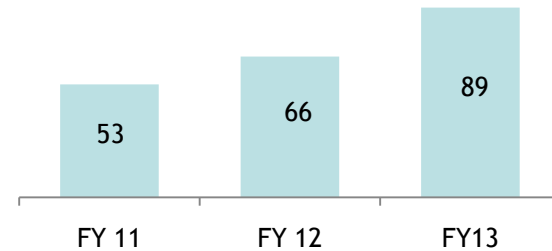
- **CGU Logistic Limited (JV-22.5%)**
 - A JV between United Shippers Limited and Coeclerici Logistics SpA of Italy
 - Formed to implement off shore logistics
 - The first project being implemented is Bulk Prosperity, the latest generation of floating transfer station
- **USL Coeclerici Logistics Private Limited (77.5% Subsidiary)**
 - Purpose of the Company is to provide mid stream unloading of bulk cargoes
- **USL Shipping DMCEST (100% Subsidiary)**
 - Based in Dubai
 - Charters vessels for various clients
- **USL Packaging Limited (100% Subsidiary)**
 - Owns bagging machine ideal for bagging of free flowing cargoes
- **USL NMM Logistics Limited (100% Subsidiary)**
 - Main business is to own and operate grabs
- **Bulk Shipping Pte. Ltd (100% subsidiary)**

Logistics Segment Performance

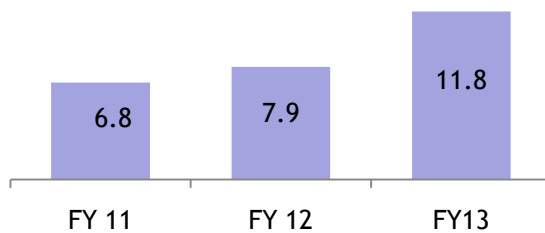
■ Segment Revenue [Rs Crs]



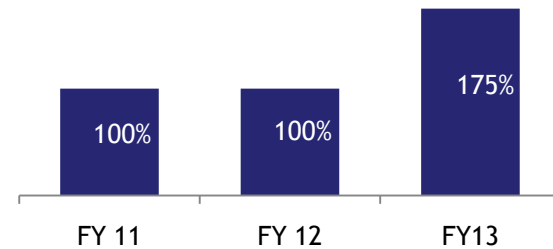
■ Segment Result [Rs Crs]



■ Volume Handled [Mn Tonne]



■ Dividend [%]



Packaging : Metal & Plastic Closures

Business Overview

- Largest Indian manufacturer of metal and plastic caps and closures
- Manufactured ~8,000 million caps and closures in FY2013
- Caters to F&B, alcohol, FMCG and pharmaceutical industries
- Two separate manufacturing facilities for metal and plastic closures
- Blue chip customers, spread over 40 countries
- Pioneered manufacturing of plastic closures using compression moulding, in India

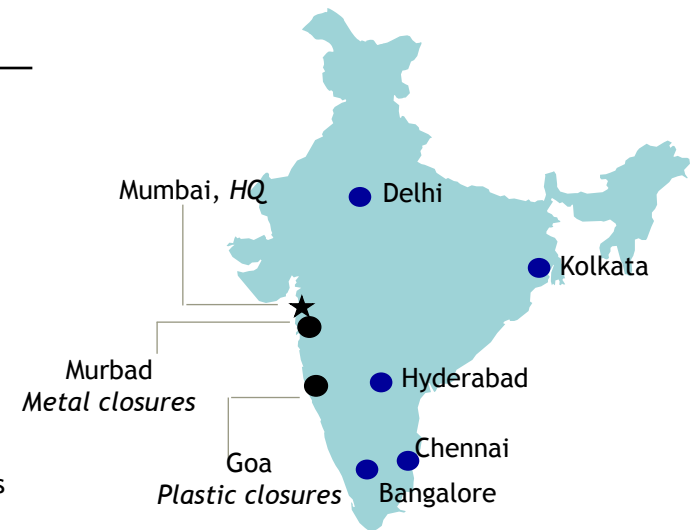
Products

- Metal Closures
 - Crown Caps
 - Roll on Pilfer Proof Caps (ROPP)
 - Twist Off Caps
 - Aluminium Collapsible Tubes
- Plastic Closures
 - CSD
 - Warm / Hot Fill
 - Water Application



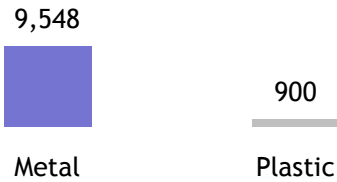

Ownership



- Manufacturing plants
- Marketing offices



Sustained Market Dominance

	2007-08	2011-12
Products	<ul style="list-style-type: none"> Predominantly metal closures: <ul style="list-style-type: none"> Crown Caps ROPP Caps Emerging presence in CSD plastic closures 	<ul style="list-style-type: none"> New plastic closures added: <ul style="list-style-type: none"> Warm / Hot fill, Water application CSD capacity significantly enhanced Product range encompassing nearly all segments
Sales Mix		
Installed Capacity (mnpa*)		
Financials	<ul style="list-style-type: none"> Domestic revenues: INR 768m Export revenues: INR 403m EBITDA: INR 79m 	<ul style="list-style-type: none"> Domestic revenues: INR 2,015m Export revenues: INR 802m EBITDA: INR 319m

* Million pieces per annum

Business Highlights

Dominant Market Position

- Largest Indian caps and closures manufacturer
 - Combined annual capacity - 14 billion
 - Market leader in crown caps, plastic and ROPP closures
 - Comprehensive product range catering to nearly all segments of F&B and alcohol industries
- Premium pricing
 - Favourable trade terms
 - High customer dependence on OCL

Blue Chip Customers

- Key customers are market leaders in respective segments
 - Strong commitment to India
 - Coca Cola and PepsiCo have earmarked US\$2bn and US\$655m respectively for India
- Ensures steady growth
 - Large investment plans by key customers shows strong potential for growth

Strong Customer Relationship

- Longstanding relationship with customers like Coca Cola, Pepsi and UB Group
 - Average length of relationship with top customers is ~19 years
- Preferred supplier
 - Major share of orders
 - Favourable trade terms

Advanced Manufacturing Facilities

- Automated machinery sourced from leading machinery manufacturers like SACMI
 - Technology from global majors:
 - Silgan White Cap: Twist-Off caps
 - Taiwan Hon Chuan: Compression moulding for plastic closures
- Efficient production process
 - Superior and consistent quality ensuring high customer retention

Murbad Plant - Metal Closures

- Crown Caps
- ROPP Caps
- Twist-off
- Aluminium Collapsible Tubes

Goa Plant - Plastic Closures

- CSD Closures
- Warm / Hot Fill Closures
- Water Closures

Notable Customer Brands

Carbonated Soft Drinks



Alcohol



Fruit Drinks



Bottled Water

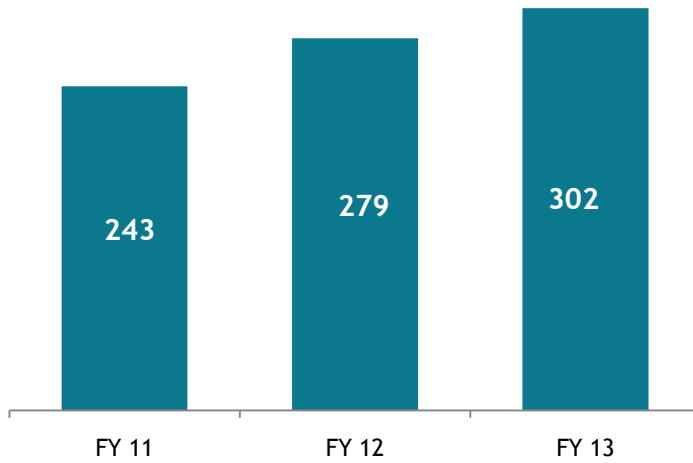


Packaged Food and Pharmaceutical

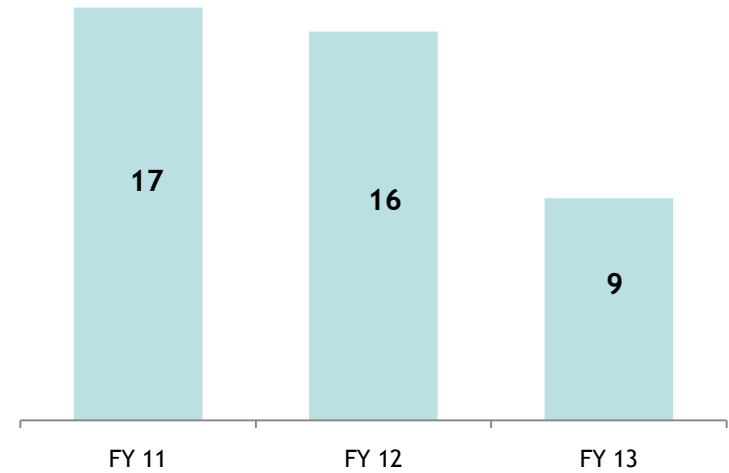


Packaging Segment Operating Performance

■ Revenue [Rs Crs]



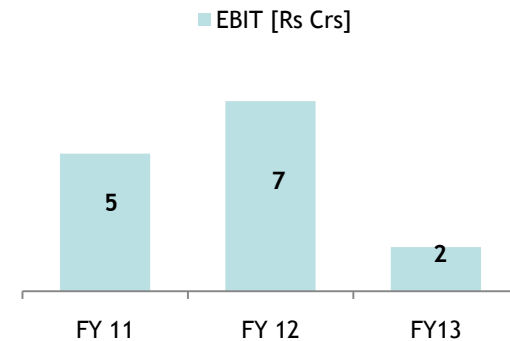
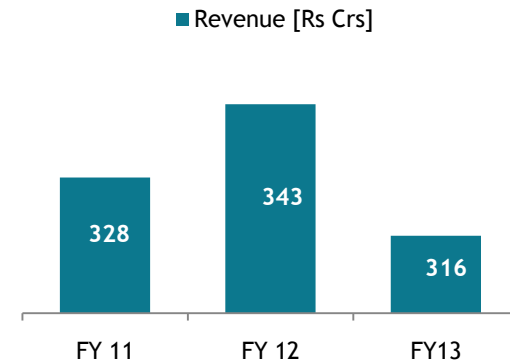
■ EBIT [Rs Crs]



Other Business

Automobile Dealership

- Exclusive Dealers for Toyota cars in South & Greater Mumbai
- Strong brand strength
 - Controls 90% of South Mumbai Toyota market
 - Controls 30% of Corolla market in Mumbai
 - One of the top 5 Corolla sellers in India
- Showrooms at Worli & Nariman Point
- Sells ~200 cars & Services ~2,000 cars per month
- Servicing capacity expansion underway at Reay road to increase capacity
- Also provides value added services like Car financing, Insurance, Accessories Sales etc.



- **Petrochemicals**

- Manufacturing facility at Khopoli (Maharashtra)
- Capacity of 10,000 tonnes per annum
- Manufactures mixed pentane and heptane - a petrochemical with industrial applications
- Pet Bottles & Color Matrix

- **Bio Coal Briquette Manufacturing**

- Manufacturing facility near Jaipur
- Largest single location plant in India
- Capacity to manufacture 125,000 MT of Briquettes p.a.
- Application of Bio Coal : Pharmaceuticals, Tire Industries, FMCG, Ceramic and refractory Industries, Solvent Extraction Plant, Chemical Units, Dyeing Plants etc.

Financial Highlights

Consolidated Profit & Loss

Rs.Crs	FY13	FY12	FY 11	FY 10
Revenue	992	973	822	544
Raw Material	356	396	359	299
(Increase) / Decrease in Stock	7	-21	-4	-12
Employee Expenses	46	30	24	16
Other Expenses	454	466	367	200
EBITDA	130	102	76	41
<i>EBITDA Margin</i>	13.07%	10.48%	9.25%	7.54%
Other Income	28	34	46	32
Interest & Finance Charges	16	13	16	10
Depreciation	37	27	21	11
Exceptional Item	2	0	0	0
PBT	102	96	85	52
Tax	33	32	25	13
PAT	69	64	60	39
PAT (after Minority Interest)	35	39	37	28
<i>PAT Margin</i>	3.5%	4.01%	4.50%	5.15%

Consolidated Balance Sheet

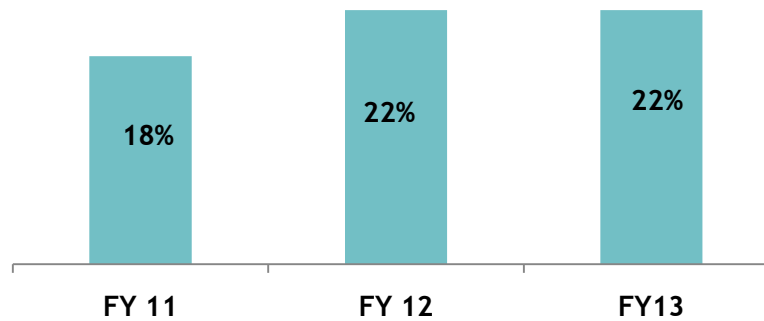
Rs. Crs.	Mar-13	Mar-12
Shareholder's Fund		
Share capital	31	31
Reserves & Surplus	547	513
Minority Interest	193	168
Non-current liabilities		
Long term borrowings	80	83
Other non-current liabilities	61	67
Current liabilities		
Short term borrowings	92	53
Trade Payables	71	55
Other current liabilities	60	56
Total Liabilities	1,135	1,026

Rs. Crs.	Mar-13	Mar-12
Non-current assets		
Fixed assets	509	493
Long-term loans and advances	208	200
Other non-current assets	104	59
Current assets		
Inventories	58	57
Trade receivables	139	91
Cash and bank balances	58	35
Short-term loans and advances	33	41
Other current assets	27	50
Total Assets	1,135	1,026

Capital Structure & Dividend Track Record

No. of Shares Outstanding	102,547,715
Compulsory Cumulative Preference Shares (CCPS) *	10,900,000
<i>* To be converted into 5 equity shares each over next 2 years</i>	
No. of equity shares on conversion of CCPS	54,500,000
Total No. of shares post conversion	157,047,715
Promoter Holding post Conversion	75%

Dividend Track Record



For further information, please contact:

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