



**ARVIND AND COMPANY SHIPPING AGENCIES  
PRIVATE LIMITED**



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We wrote this presentation to showcase our business at a glance, and to give an overview of our operations, capabilities, functional expertise and financials. This ensures that our clients invested in us, continue to get exactly what they need to thrive.



# COMPANY OVERVIEW



# *Building Innovation and Industrial Solutions*

## **Head**

## **Details**

### Company

Arvind and Company Shipping Agencies Private Limited (herein after Arvind & Company Shipping Agencies)

### Company Overview

The Company was incorporated as Arvind and Company Shipping Agencies Private Limited in the year 1998.

Registered Office and Corporate Office of the company is located in Jamnagar, Gujarat.

### Business Overview

Arvind & Company Shipping Agencies is engaged in stevedoring, CHA Cargo handling and ship agency work, dredging, underwater trenching, underwater rock breakers, port constructions, Port Mountains and other Marine works.

### Key Management

Arvind Kantilal Shah  
Piyush Chimanlal Vora

# INDUSTRY OVERVIEW

The Indian Ports and Shipping Industry play a Vital role in sustainable growth in the country's trade and commerce

# Cumulative FDI inflow worth US \$1.63 billion in FY 2021-2022

## **Budgetary Allocation**

- In the Union budget 2022-2023, the total allocation for the ministry of shipping was Rs 1,709.50 crore ( US\$ 223.31 million)
- In July 2021, Marine Aids to Navigation Bill 2021 was passed by the parliament, incorporating global best practices.

## **Attractive Opportunities**

- The Finance Minister proposed to double the ship recycling capacity of ~4.5 million light displacement tonnes (LDT) by 2024; this is expected to generate an additional ~1.5 lakh employment opportunities in India.

## **Competitive Advantage**

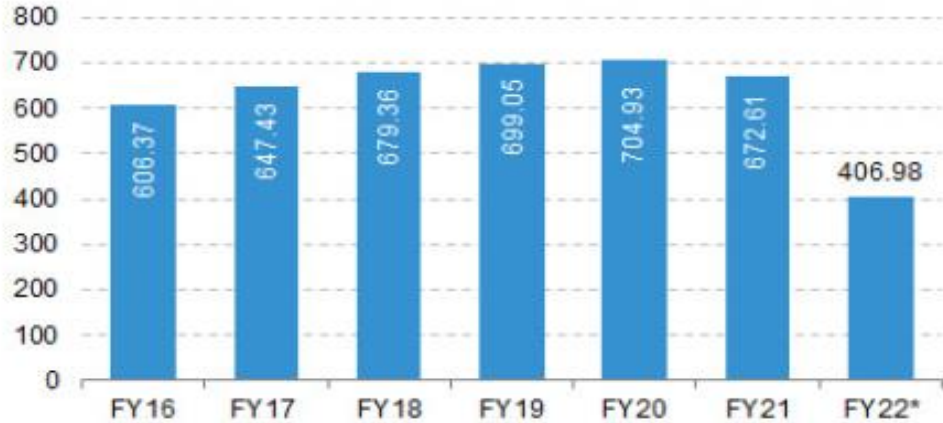
- India has a coastline which is more than 7,517 kms long, interspersed with more than 200 ports.
- Most Cargo Ships that sail between East Asia and America, Europe and Africa pass through Indian territorial waters.

## **Robust Demand**

- Ports sector in India is being driven by high growth in external trade.
- In FY22, all key ports in India handled 650.52 million tonnes (MT) of cargo traffic.

# MARKET SIZE

Cargo traffic at major ports FY22 (million tonnes)



- India's key ports had a capacity of 1,598 million tones per annum (MTPA) in FY22. From April-October 2022, all key ports in India handled 446.50 million tones (MT) of cargo traffic.
- India's merchandise exports in FY22 were at US\$ 417.8 billion, up 40% from the previous year. In FY23 (until September 2022), merchandise exports would reach US\$ 231.88 billion
- The Government has taken several measures to improve operational efficiency through mechanization, deepening the draft and speedy evacuations.

# GOVERNMENT INITIATIVES

Some of the major initiatives taken by the government to promote the ports sector in India are as follows:

- In October 2022, Cabinet Committee on Economic Affairs approved the development of a container terminal at Tuna-Tekra, Deendayal Port, the terminal will be built on a Build, Operate & Transfer (BOT) basis under Public-Private-Partnership (PPP) mode
- In August 2022, Minister of Road Transport and Highways Mr. Nitin Gadkari, Minister of Ports, Shipping & Waterways and Ayush, Mr. Sarbananda Sonowal, and Minister of State for Road Transport & Highways, Gen (Retd) VK Singh signed a tripartite agreement for swift development of modern Multi Modal Logistics Parks (MMLP) under Bharatmala Pariyojna across the country
- In November 2021, Union Minister for Ports, Shipping & Waterways and Ayush, Mr. Sarbananda Sonowal, inaugurated the simultaneous launching of five vessels at Cochin Shipyard Limited (CSL)
- In November 2021, the Union Minister of Culture and Tourism, Mr. G Kishan Reddy, announced that the centre has sanctioned Rs. 100 crore (US\$ 13.31 million) for the Visakhapatnam port cruise terminal.
- In June 2021, the Gujarat government provided approval to build a new jetty worth an estimated ~Rs. 192 crore (US\$ 25.77 million) at Navlakhi port which has been in operation since 1939.



# ROAD AHEAD

Increasing investment and cargo traffic point towards a healthy outlook for the Indian ports sector. Providers of services such as operation and maintenance (O&M), pilotage and harboring and marine assets such as barges and dredgers are benefiting from these investments.

The capacity addition at ports is expected to grow at a CAGR of 5-6% till 2022, thereby adding 275-325 MT of capacity

Domestic waterways have found to be a cost-effective and environmentally sustainable mode of freight transportation. The government aims to operationalize 23 waterways by 2030.

As part of the Sagarmala project, more than 574 projects worth Rs. 6 lakh crore (US\$ 82 billion) have been planned for implementation between 2015 and 2035.



# BUSINESS OVERVIEW

▶ According to the Ministry of Shipping, around 95% of India's trading by volume and 70% by value is done through maritime transport.



# **BUSINESS OVERVIEW**

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## **ARVIND AND COMPANY SHIPPING AGENCIES.**

### **ABOUT US:**

We have a fleet of marine vessels like Cargo Barges, Flat top Barges, Crane Mounted Barges, Hopper Barges, Spud Barges, Tugs for Cargo movement, Port construction and Maintenance. We also have ancillary equipment's like Cranes, Back hoes, Loaders, Fleet of Dumpers/Trailers, Bagging Machine, Cargo Conveyors, all types of Grabs (Cargo grabs, stone grapples), Tagline Winders, Rock Breakers, Drum cutter, etc.

Besides stevedoring CHA Cargo handling and ship agency work. We have long time experience in dredging, underwater trenching, and underwater rock breakers, port constructions, Port Mountains and other Marine works.

# KEY CLIENTELE

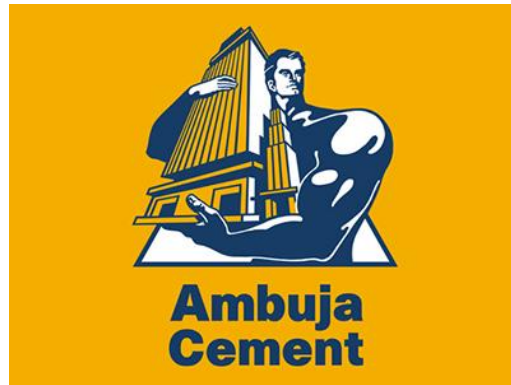
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- ESSAR
- L & T. ECC
- COMACOE
- DEL SEATEK INDIA PVT LTD
- L & T. HEW
- GUJARAT AMBUJA CEMENT LTD
- DAEWOO
- AFCONS
- IMS SHIP MANAGEMENT
- RKEC
- TATA PROJECTS
- RELIANCE
- ADANI / MUNDRA
- ITDC
- DHARTI DREDGING
- UNDER WATER SERVICES
- ULTRATECH
- ASHAPURA MINECHEM LTD

# KEY CLIENTELE



DHARTI  
DREDGING



ASHAPURA  
MINECHEM LTD.



# ENHANCED SERVICE PROVIDER

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## Rental & Hiring

- Offering tugs and barges on rental basis
- Cargo Barges, Let Top Barges, Hopper Barges, Spud Barges, M.V & I.V Tugs, Zodiac Boats

## Maintenance & Repairs

- Periodical maintenance of a fleet of marine vessels like Cargo Barges, Flat top Barges, Crane Mounted Barges, Hopper Barges, Spud Barges, Tugs etc.

## Marine Machining Work

- Dredging, underwater trenching, and underwater rock breakers, port constructions and other Marine works
- stevedoring CHA Cargo handling and ship agency work.

## MAJOR SERVICES PROVIDED BY OUR COMPANY

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- We have a fleet of marine vessels like Cargo Barges, Flat top Barges, Crane Mounted Barges, Hopper Barges, Spud Barges, Tugs for Cargo movement, Port construction and Maintenance.
- We also have ancillary equipment's like Cranes, Back hoes, Loaders, Fleet of Dumpers/Trailers, Bagging Machine, Cargo Conveyors, all types of Grabs (Cargo grabs, stone grapples), Tagline Winders, Rock Breakers, Drum cutter, etc.
- Our group of Companies have Cargo Barges, Flat Top Barges, Hopper Barges, Spud Barges, M.V & I.V Tugs, Zodiac Boats, Grabs Dredgers, Backhoe Dredgers, Cranes, Backhoes Loaders, Toe Lifts, Low Bed Trailers, Dumpers, D.G. Sets, Cargo Grabs, Orange Peel Grabs, Rock Breakers, Drum Cutters and Tag Line Winders various machine related work
- Besides stevedoring CHA Cargo handling and ship agency work. We have long time experience in dredging, underwater trenching, and underwater rock breakers, port constructions, Port Mountains and other Marine works
- Our group equipment's are used by multinational Corporations in port building and maintenance activities. We have a 50 Meter barge jetty at Rozi (Bedi Port) allotted to us by Gujarat Maritime Board on BOT basis

# SNAPSHOTS OF THE PROJECTS





# PROMOTER BACKGROUND



## **Backed by industry veterans**

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### **ARVIND KANTILAL SHAH**

An astute businessman Shri Arvind bhai Shah has varied business experience - Managing Partner of leading Shipping agency. Arvind and company shipping agencies Private Limited, group is headed by Mr. Arvind K Shah who has the 50 years experienced in the field of the Shipping. He is also associated with several joint development projects of real estate in the city of Jamnagar and Mumbai. He is also Qualified by Examination ( BBLR-'F') conducted by " NACIN Board" as " F Card Holder " ( Custom House Agent)

### **PIYUSH CHIMANLAL VORA**

Mr Piyush Chimanlal Vora is having experience of 40 years in the business of shipping and other line of business in the industry. He is also Qualified by Examination ( BBLR-'F') conducted by " NACIN Board" as " F Card Holder " ( Custom House Agent)

# PROFIT AND LOSS STATEMENT

(Amount in Lacs. )

Particulars (In Lacs)	FY 2023-24 ( Estimated)	FY 2022-23	FY 2021-22	FY 2020-21
<b>Revenue from Barge Hire</b>	1026.00	577.56	256.50	55.68
<b>Revenue from Hotel Business</b>	323.25	154.22	74.93	-
Total Operating Expense	596.80	153.28	78.64	11.51
<b>EBITDA(%)</b>	752.45	578.50	252.79	44.06
Interest Cost	89.00	92.55	40.52	3.98
Depreciation & Amortization	241.45	279.95	105.81	31.83
Profit Before Tax	422.00	206.00	106.44	8.23
<b>Profit After Tax</b>	313.33	152.95	89.18	12.19
Earnings Per Share (Rs)	3133.30	1529.50	891.80	121.93
Cash Profits (Rs)	554.78	432.90	194.99	44.02

# **BALANCE SHEET**

(Amount in Lacs.)

<b>Particulars (in lacs)</b>	<b>FY 2023-24</b>	<b>FY 2022-23</b>	<b>FY 2021-22</b>	<b>FY 2021-20</b>
<b>Shareholders fund</b>	1007.37	694.04	541.09	452.88
Non Current liability	1946.00	2048.00	588.75	87.65
Current Liability	162.80	165.85	653.69	19.12
Trade Payable	100.02	69.70	15.04	2.75
<b>Total</b>	<b>3,216.19</b>	<b>2,977.59</b>	<b>1,798.57</b>	<b>562.42</b>
Non Current Asset	2,248.14	2,489.59	1,447.29	418.56
Trade Receivables	578.79	312.00	208.70	42.45
Other Current Asset	389.26	176.00	142.57	101.41
<b>Total</b>	<b>3,216.19</b>	<b>2,977.59</b>	<b>1,798.57</b>	<b>562.42</b>

# DETAILS OF BARGE

## ARVIND & CO. SHIPPING AGENCIES PVT LTD

5th Floor, City Point, Opp. Town Hall, Jamnagar - 361 001

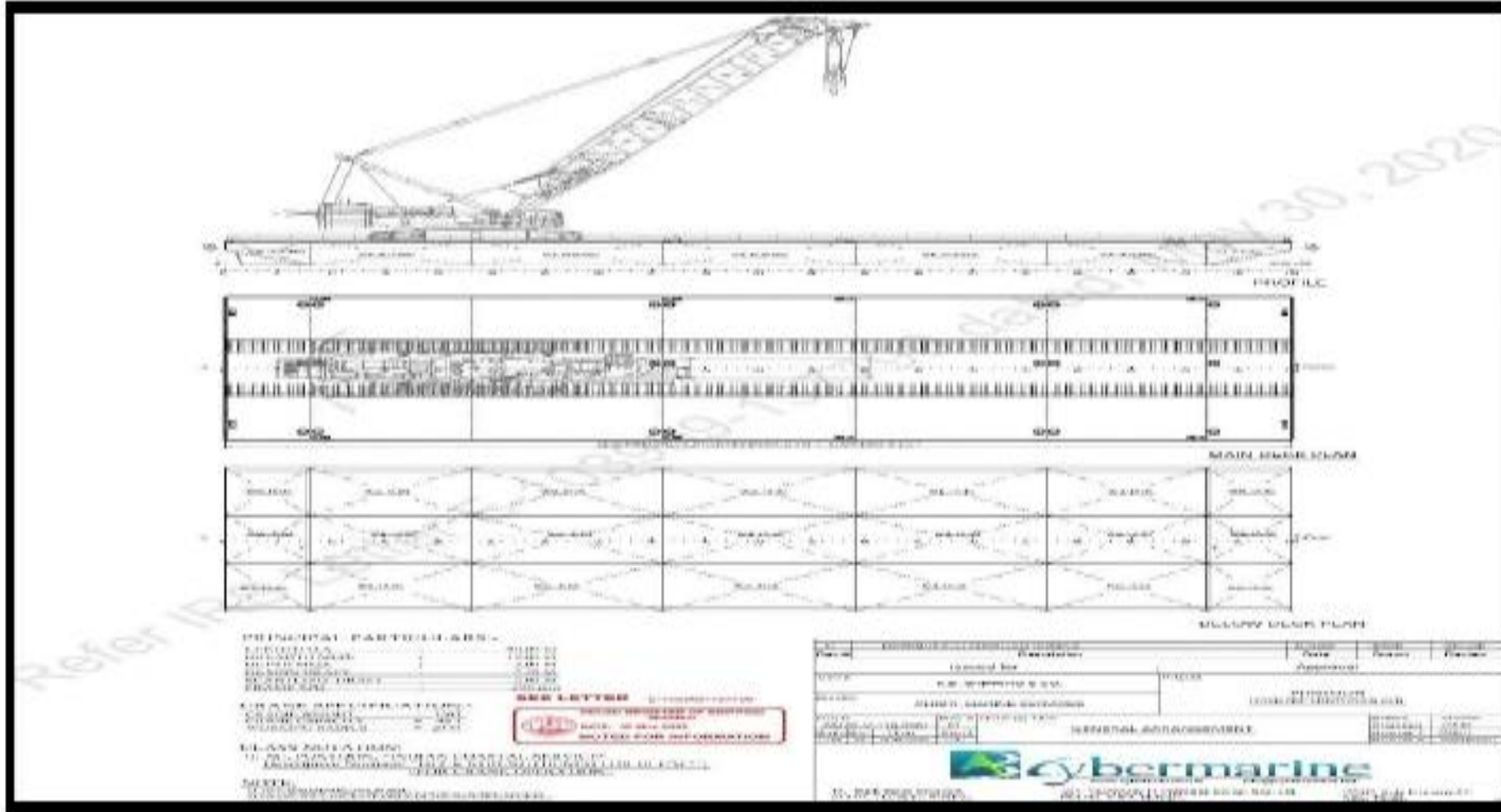
Phone : 91-288-255 1901 (3 Lines) Mobile : 9913411133 / 44 Fax : 91-288-255 2566 Email : info@arcadia.co.in

### FLAT TOP BARGE

NAME	REG. NO.	GRT (TONS)	NRT (TONS)	OVER ALL			EMPTY DRAFT (MTR)	REMARKS
				LENGTH MTRS.	BREADTH MTRS.	DEPTH MTRS.		
KB - 28	JMR-0016/JAMNAGAR	685.00	206.00	55.00	18.00	3.00	2.20	CRANE MOUNTABLE



# KB - 28 (GENERAL ARRANGEMENT PLAN)



# ARVIND & CO. SHIPPING AGENCIES PVT LTD

5th Floor, City Point, Opp. Town Hall, Jamnagar - 361 001

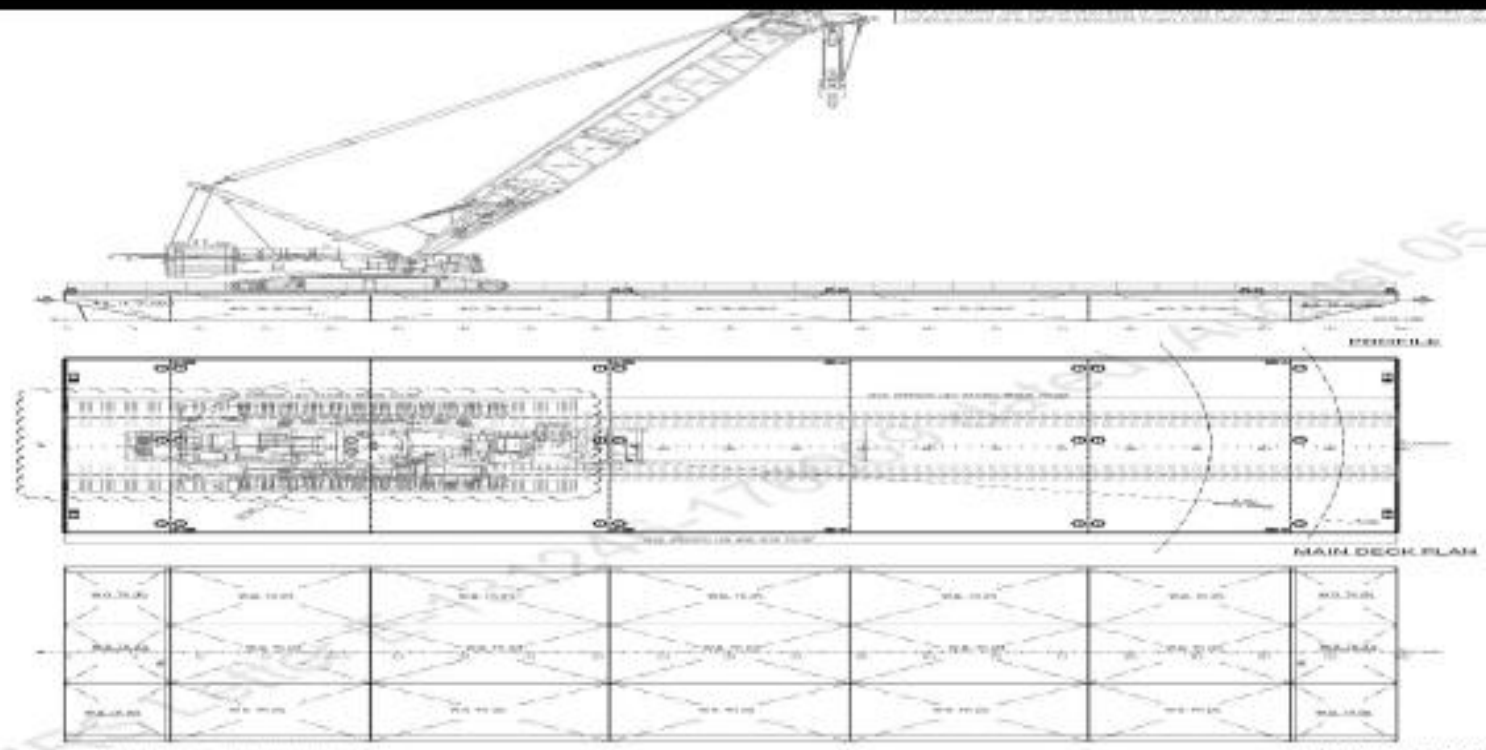
Phone : 91-288-255 1901 (3 Lines) Mobile : 9913411133 / 44 Fax : 91-288-255 2566 Email : info@arcadia.co.in

## FLAT TOP DUMB PONTOON

NAME	REG. NO.	GRT (TONS)	NRT (TONS)	OVER ALL			EMPTY DRAFT (MTR)(AFT)	REMARKS
				LENGTH MTRS.	BREADTH MTRS.	DEPTH MTRS.		
KB - 32	MAR-2396-D	685.000	206.000	50.00	18.00	3.00	1.0	250 MT CRANE MOUNTABLE



KB - 32  
 (GENERAL ARRANGEMENT PLAN)



**PRINCIPAL PARTICULARS:**

LENGTH	15.00 M
BREADTH	3.00 M
DRAUGHT	3.00 M
NET TONNAGE	20.00 M

**1) CRANE SPECIFICATION:**

CRANE WEIGHT	2000 KG
CRANE CAPACITY	2 T
CRANE MODEL	2000

**2) CRANE SPECIFICATION:**

CRANE WEIGHT	2000 KG
CRANE CAPACITY	2 T
CRANE MODEL	2000

**CLASS NOTATION:**

AS PER PORTAL CRANE COASTAL SERVICE  
 GENERAL ARRANGEMENT PLAN FOR 10 TON  
 CEBS MADE OPERATING

**NOTE:**

1. ALL DIMENSIONS ARE IN METERS



ISSUED BY		ADDRESS	
ISSUED BY	E.R. STEPHEN & CO.	ADDRESS	STATIONERY CANTONMENT, INDIA
DRAWN BY		CHECKED BY	
DRAWN BY	CHAND. MARINE SERVICES	CHECKED BY	STATIONERY
DATE OF THE DESIGN	15/05/2021	DATE OF THE CHECK	15/05/2021
PROJECT NO.	1000	PROJECT NO.	1000
<b>GENERAL ARRANGEMENT.</b>			
 CYBERMARE		15/05/2021 15/05/2021	



# ARVIND & CO. SHIPPING AGENCIES PVT LTD

5th Floor, City Point, Opp. Town Hall, Jamnagar - 361 001

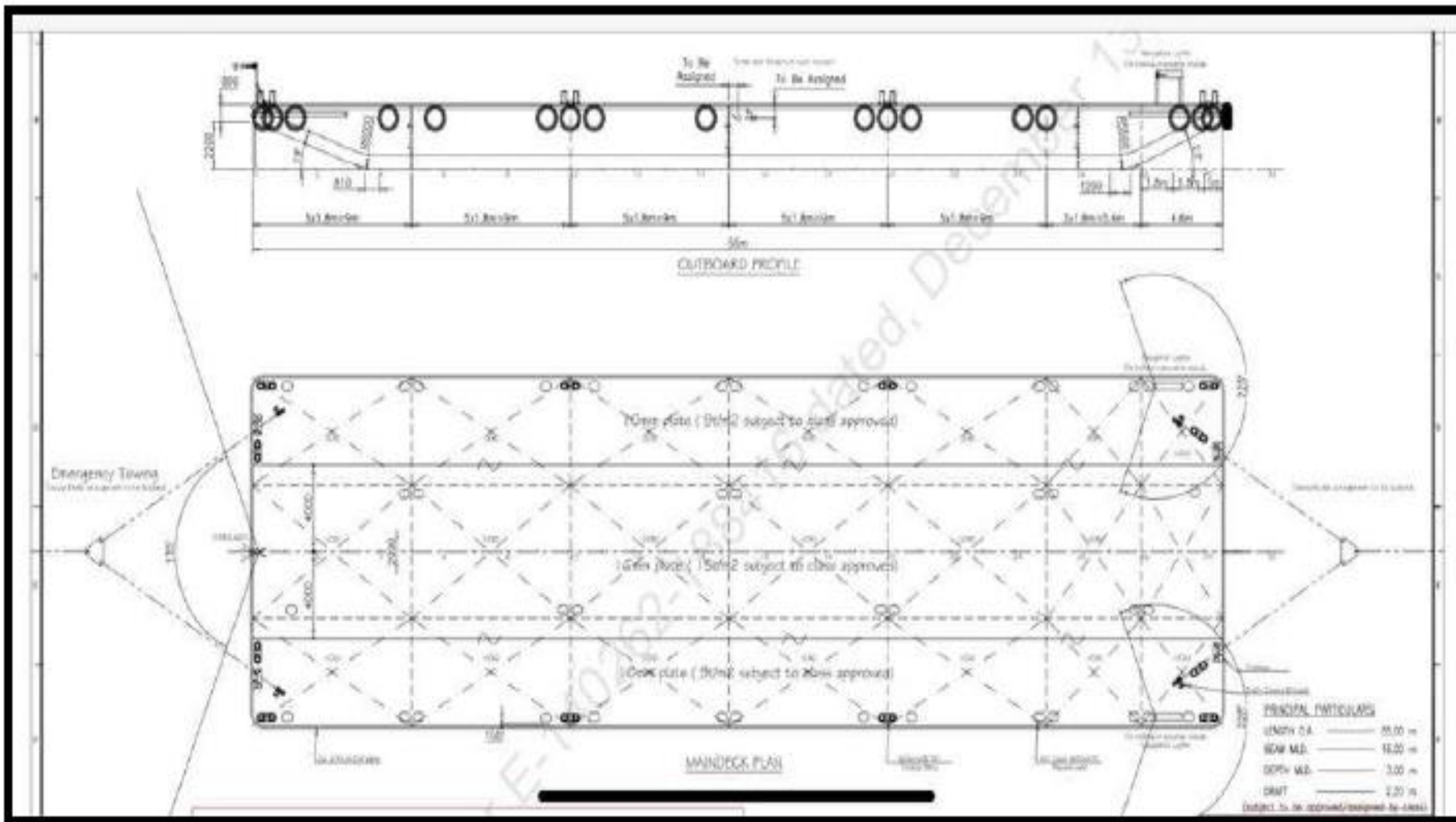
Phone : 91-288-255 1901 (3 Lines) Mobile : 9913411133 / 44 Fax : 91-288-255 2566 Email : info@arcadia.co.in

## FLAT TOP BARGE

NAME	REG. NO.	GRT (TONS)	NRT (TONS)	OVER ALL			EMPTY DRAFT (MTR)	REMARKS
				LENGTH MTRS.	BREADTH MTRS.	DEPTH MTRS.		
ARCADIA MINICA	MAR-2400-D	646.00	194.00	55.00	16.00	3.00	2.20	CRANE MOUNTABLE



# ARCADIA MINICA (GENERAL ARRANGEMENT PLAN)



## ARVIND & CO. SHIPPING AGENCIES PVT LTD

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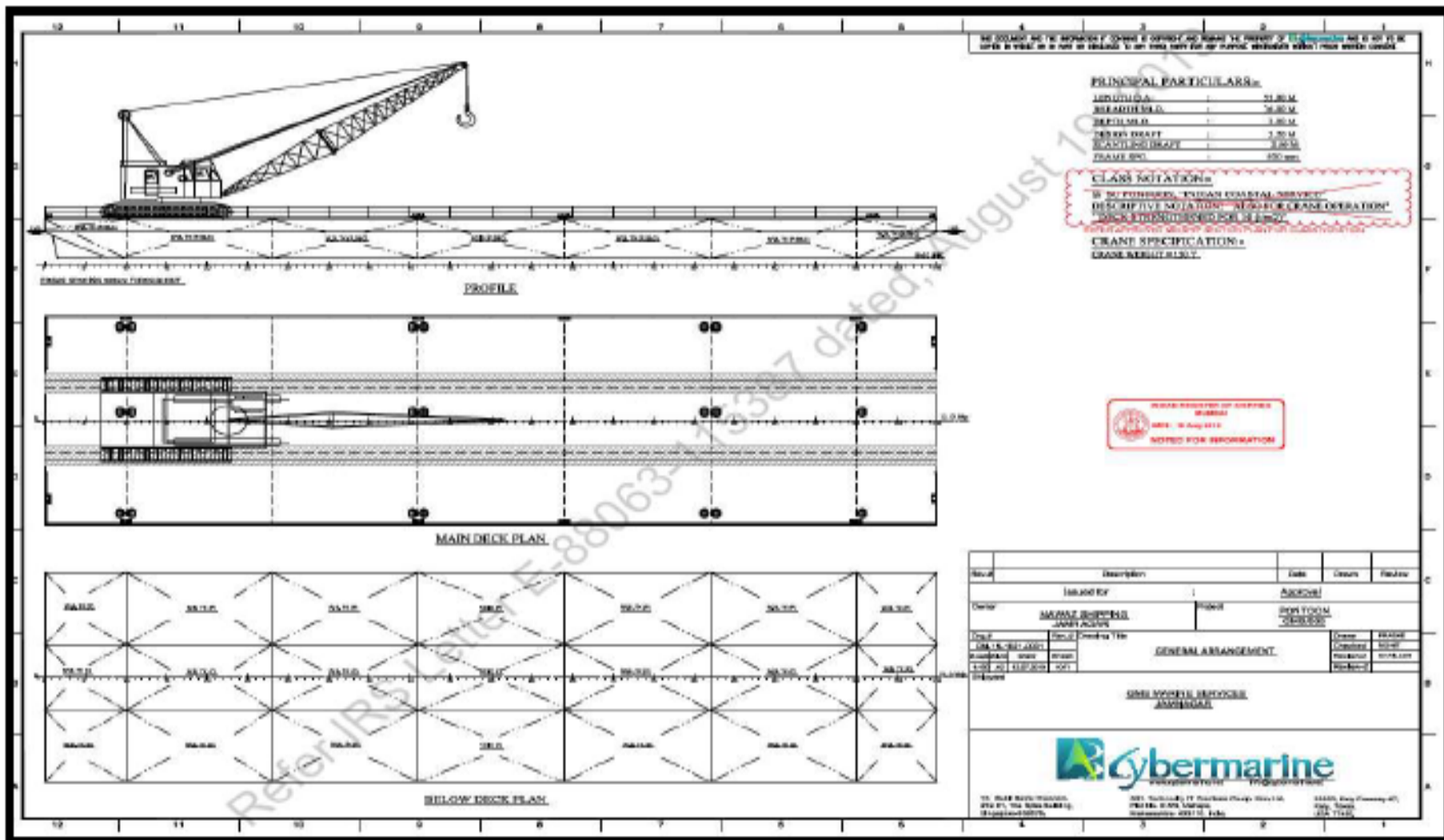
Phone : 91-288-255 1901 (3 Lines) Mobile : 9913411133 / 44 Fax : 91-288-255 2566 Email : info@arcadia.co.in

### FLAT TOP DUMB PONTOON

NAME	REG. NO.	GRT (TONS)	NRT (TONS)	OVER ALL			EMPTY DRAFT (MTR)(AFT)	REMARKS
				LENGTH MTRS.	BREADTH MTRS.	DEPTH MTRS.		
ARCADIA SUMERU	JMR-0013/JAMNAGAR	670.000	201.000	55.00	16.00	3.00	1.0	250 MT CRANE MOUNTABLE



# ARCADIA SUMERU (GENERAL ARRANGEMENT PLAN)



## ARVIND & CO. SHIPPING AGENCIES PVT LTD

5th Floor, City Point, Opp. Town Hall, Jamnagar - 361 001

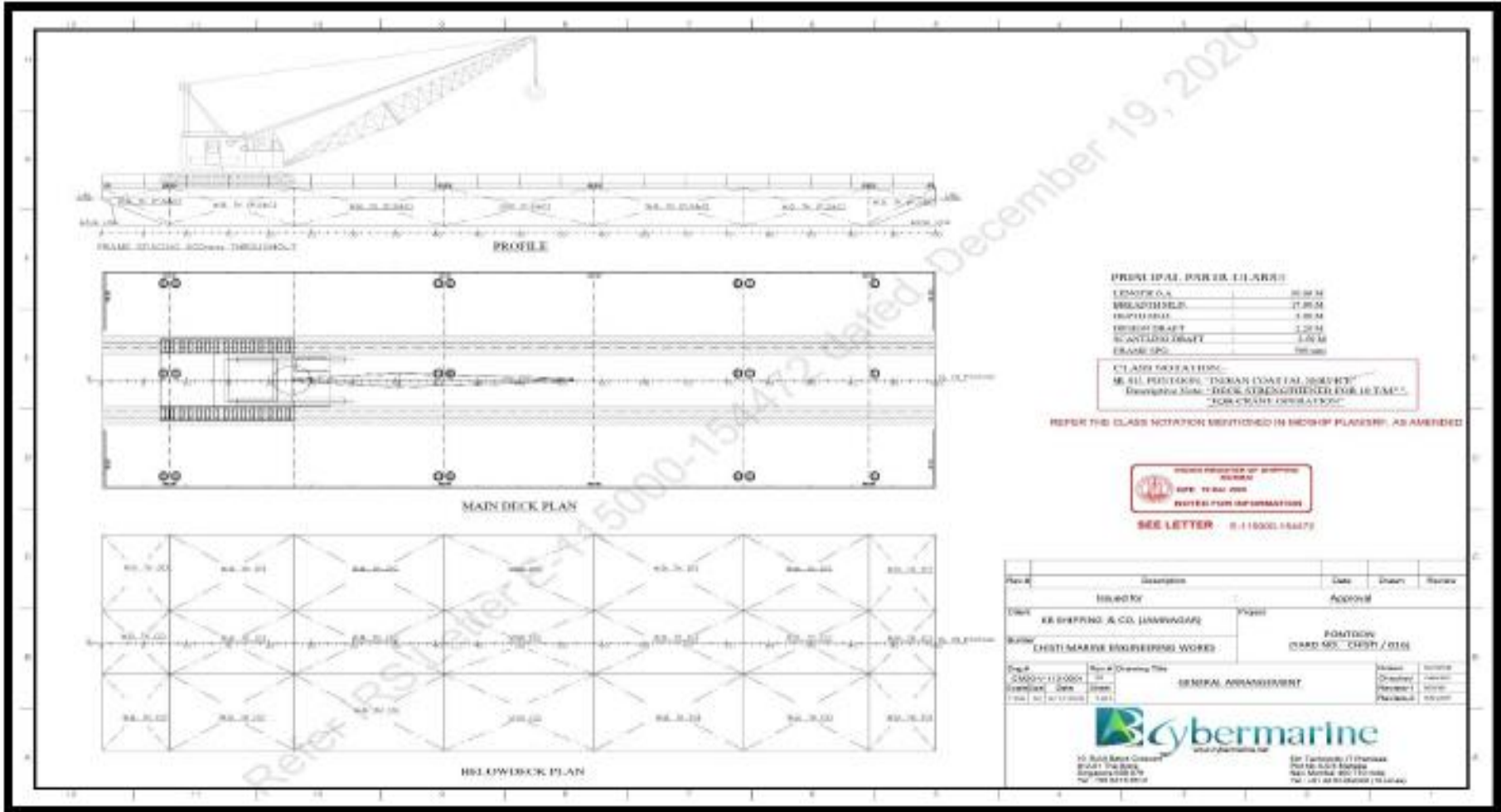
Phone : 91-288-255 1901 (3 Lines) Mobile : 9913411133 / 44 Fax : 91-288-255 2566 Email : info@arcadia.co.in

### FLAT TOP DUMB PONTOON

NAME	REG. NO.	GRT (TONS)	NRT (TONS)	OVER ALL			EMPTY DRAFT (MTR)(AFT)	REMARKS
				LENGTH MTRS.	BREADTH MTRS.	DEPTH MTRS.		
KB - 26	JMR-0018/JAMNAGAR	564.000	170.000	50.00	15.00	3.00	1.0	250 MT CRANE MOUNTABLE



**KB - 26  
(GENERAL ARRANGEMENT PLAN)**



**PRINCIPAL DIMENSIONS**

LENGTH	30.00 M
BREADTH	7.00 M
DEPTH	3.00 M
DECK DRAFT	1.50 M
SCANTLING DRAFT	1.50 M
CRANE SWL	10000 kg

**CLASSIFICATION:**  
**M. S.L. PROTECTIVE "INDIAN TONNAGE BOARD"**  
 Description: Deck Strengthened For Lifting  
 "FOR CRANE OPERATION"

REFER THE CLASS NOTATION MENTIONED IN HULLSHIP PLANS, AS APPLICABLE



SEE LETTER: IR-11000115477

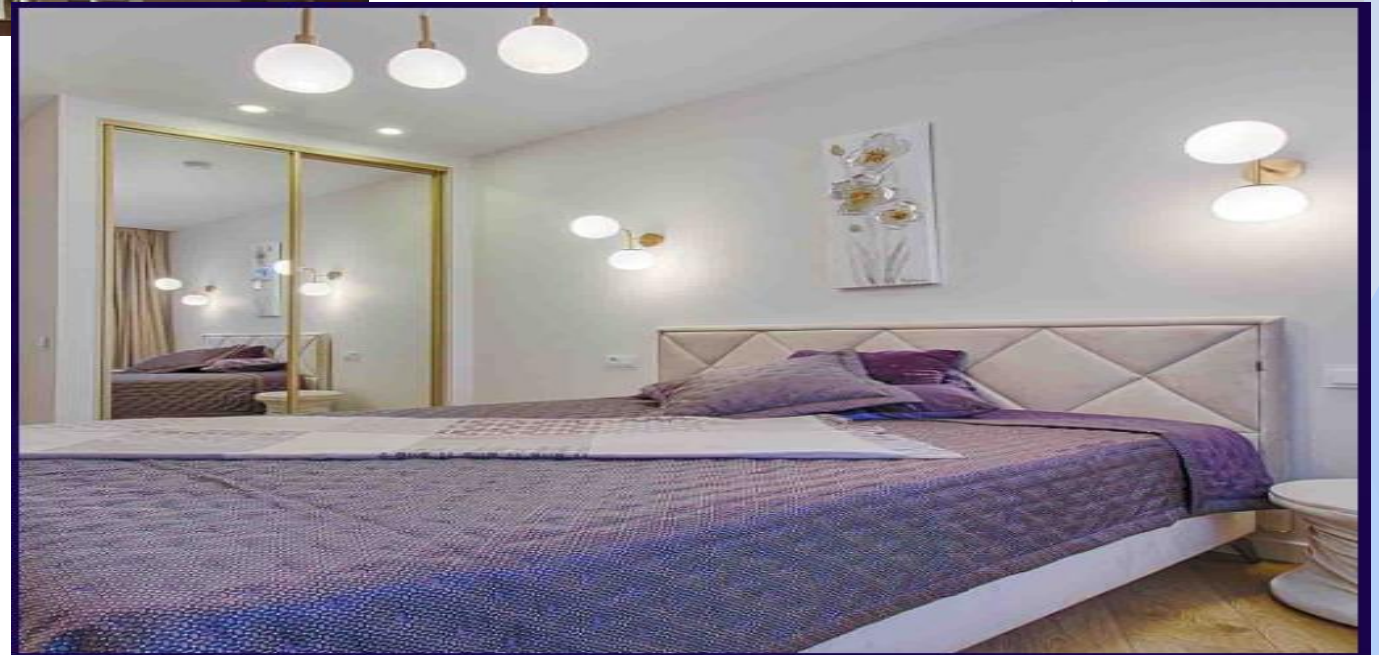
Rev. #	Description	Date	Drawn	Checked
01	ISSUED FOR APPROVAL			
DESIGNED BY: <b>KR SHIPING &amp; CO. JAMNAGAR</b> DRAWN BY: <b>CHETANVARDE ENGINEERING WORKS</b>		APPROVED BY: <b>PONTOON CARD NO. CHST / 016</b>		
Drawn By: <b>CHETANVARDE</b> Checked By: <b>CHETANVARDE</b> Date: <b>19/12/2019</b>	Title: <b>GENERAL ARRANGEMENT</b>			
		For Technical Approval: For Approval: For Approval:		

# HOTEL DIVISION









# OVERVIEW

We are located on Jamnagar – Dwarka Highway 947. We are at about 1.5 km from the main gate of Reliance Industries MOTI KHAVDI GUJARAT. Other industries around this vicinity are Gujarat State Fertilizes Co, Essar Power, Essar Ports, and Nayara. This is the largest petroleum refinery location in the world. It is developed in the vicinity of about 1,00,000 sq feet plot area with all the facilities.

The hotel industry is highly fragmented. It is dominated by several small and unorganized players. It has observed a shift in favour of the mid-market and budget hotel segments. Hotel aggregators' development in the budget segment has led the massive and unorganized hotel industry towards consolidation.

# Features

Hotel Millennium Plaza having the following features:

- Simple Booking
- Smooth and Fast Check Inns.
- Genuine, Helpful and Knowledgeable staff.
- Distinctive, Well-appointed guest rooms.
- Delightful on-site Services
- Quick Resolution of Problems
- Variety of Excellent Food and Drink
- Basic Amenities and Facilities
- Room Services.

# VISION

The ideology of our vision is to continue to apply and set the highest standards of service quality and in that way justify and uphold the reputation that we have among the guests, partners, competitors and the wider community. We use and constantly introduce environmentally friendly technologies and processes in order to remain in balance with nature and also meet the needs of contemporary society. Tradition is a testament to our success but in the future, we also want to embrace the changes that modern time brings and become more attractive in the market and more interesting to our guests and partners.

# STRATAGIES AND GOALS

Guest satisfaction is the most important thing for us and we try with quality of services to exceed their expectations. Goal is to make every guest feel like at home and that for this reason he chooses Hotel Grand again for his accommodation facility. Hotel provide services at the highest level that will meet the needs and expectations of guests and will recognize their requirements through open communication, satisfaction monitoring and analysis of compliments and complaints.

Accepting new knowledge and technologies is a condition for progress including quality training and education. Because of that strategy is based on the education and training of all employees and constant communication between all departments of the hotel. Hotel support teamwork, personal responsibility and initiative of each employee.

Hotel Millennium Plaza and Hotel 999 will improve the volume and structure of hospitality services, thereby satisfying the wishes and expectations of all parties, guests, business partners, travel agencies, NGO, government and sports institutions, employees, owners and suppliers

## OBJECTIVE

An objective of the hospitality business is to provide personalized service, using technology to capture guests' preferences in rooms, pillows, amenities and other conveniences.

## OCCUPANCY

The hotel has 72 elegant rooms and is equipped with modern amenities like a Multi Cuisine Restaurant, Banquet Hall, Lawn, Swimming Pool, Conference Room, Gym and L-Café. Enjoy your work or leisure in the peaceful ambiance of Hotel and takeaway an experience like never before.



# REVENUE FROM HOTEL

## HOTEL MILLENIUM PLAZA

<b>Particular</b>	<b>No. of Rooms</b>	<b>Rate Per Room Per day</b>	<b>Revenue on full occupancy basis.</b>
Revenue Per month	72 Rooms	1500.00	32,40,000.00 p.m.
Revenue Per Annum	72 Rooms	1500.00	3,94,20,000.00 P.a.

## HOTEL 999 (Capital Point 3)

<b>Particular</b>	<b>No. of Rooms</b>	<b>Rate Per Room Per day</b>	<b>Revenue on full occupancy basis.</b>
Revenue Per month	72 Rooms	999.00	21,57,840.00 p.m.
Revenue Per Annum	72 Rooms	999.00	2,62,53,720.00 p.a.

## HOTEL 999 (Capital Point 6)

<b>Particular</b>	<b>No. of Rooms</b>	<b>Rate Per Room Per day</b>	<b>Revenue on full occupancy basis.</b>
Revenue Per month	72 Rooms	999.00	21,57,840.00 p.m.
Revenue Per Annum	72 Rooms	999.00	2,62,53,720.00 p.a.