

26.06.2019

To,  
Bombay Stock Exchange Limited,  
PhirozeJeejeebhoy Towers,  
Dalal Street, Mumbai - 400001

Sub: Intimation of participation in Global SME day to be held on 27<sup>th</sup> June, 2019.  
Ref: Scrip ID/Code: OBCL/541206

Pursuant to the provisions of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and with reference to the captioned subject we, Orissa Bengal Carrier Ltd. hereby give information of participation of the Company in the **Global SME Day** event to be held on 27<sup>th</sup> June, 2019 at International Convention Hall, First Floor. P. J. Tower, Dalal Street, Fort, Mumbai 400001.

Micro-, small and Medium-sized businesses celebrate the day in recognition of their work and contribution in the economy of the country.

The investor presentation is prepared by the Company solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This is for your information and record.

Thanking you,


Yours faithfully,

For, Orissa Bengal Carrier Ltd.

  
Aakash Kumar Sahu  
(Company Secretary)  
M. No: 51233



Encl.: 1. Investor Presentation.

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**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



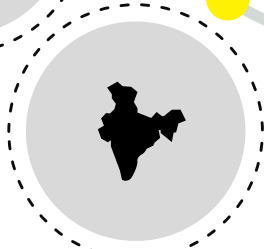
Provides industry-focused solutions, integrated with leading-edge technology



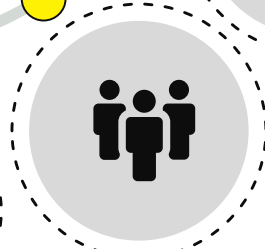
Deals in bulk transportation up to 10 lakh ton per annum



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



A dedicated team of in-house industry specialists

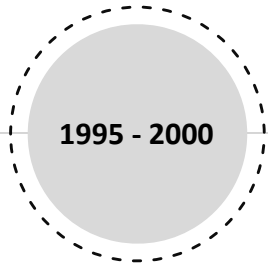


Asset light Business model working through Partnerships

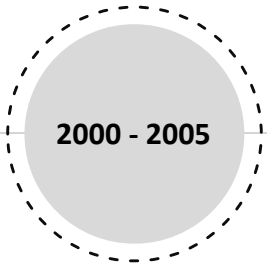
# MILESTONES



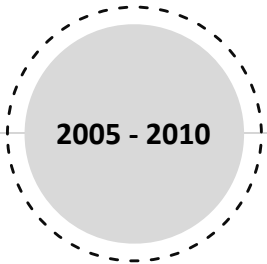
Incorporation of Orissa Bengal Carrier Limited  
○○○  
Started with Own 10 Fleets  
○○○  
Registered with Indian Bank Association  
○○○



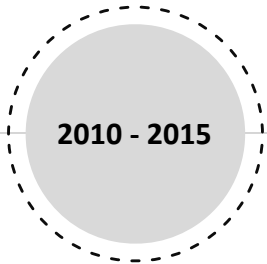
○○○  
Owned more than 25 + Fleets  
○○○  
Increased Presence through 10 branches to cater service in east region



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

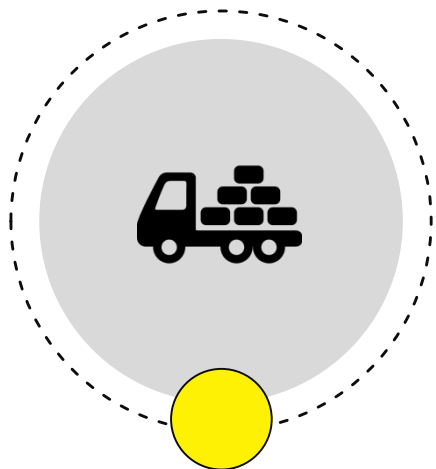


○○○  
Owned 75 + Fleet  
○○○  
Started catering to Aluminum segment  
○○○  
Crossed turnover of Rs. 100 crore

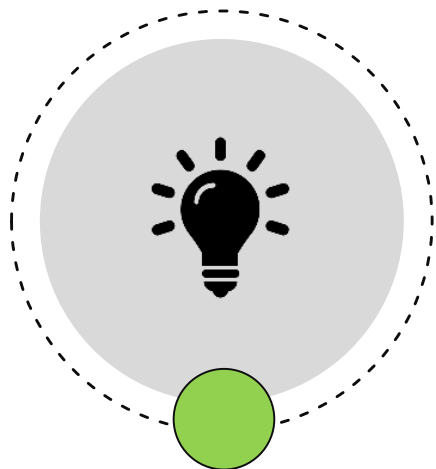


Crossed more than 100 Fleets  
○○○  
Raised ~ 17 cr through BSE SME IPO  
○○○  
Entered into FMCG Segment  
○○○  
Increased PAN India Presence through 50+ branches  
○○○

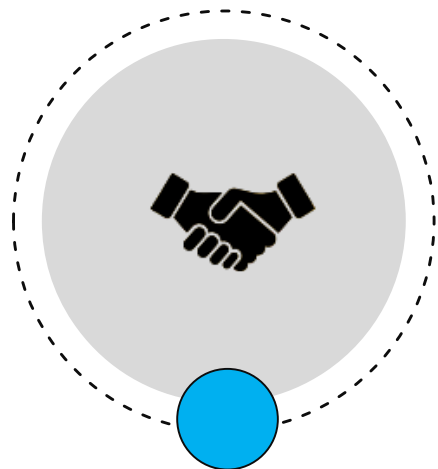




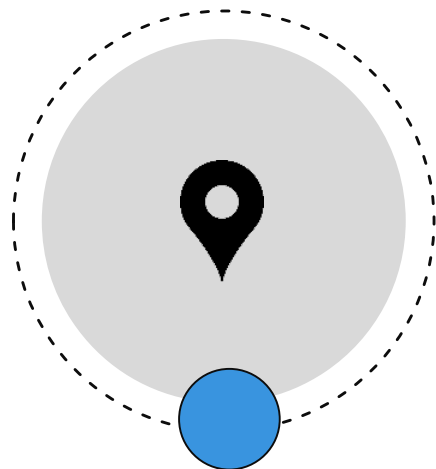
**Specialised in Full  
Truck Load (FTL)**



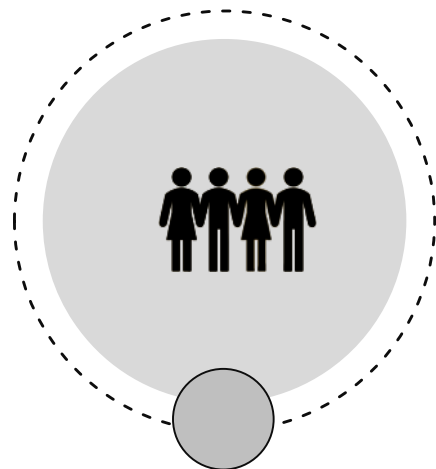
**Asset Light  
Model**



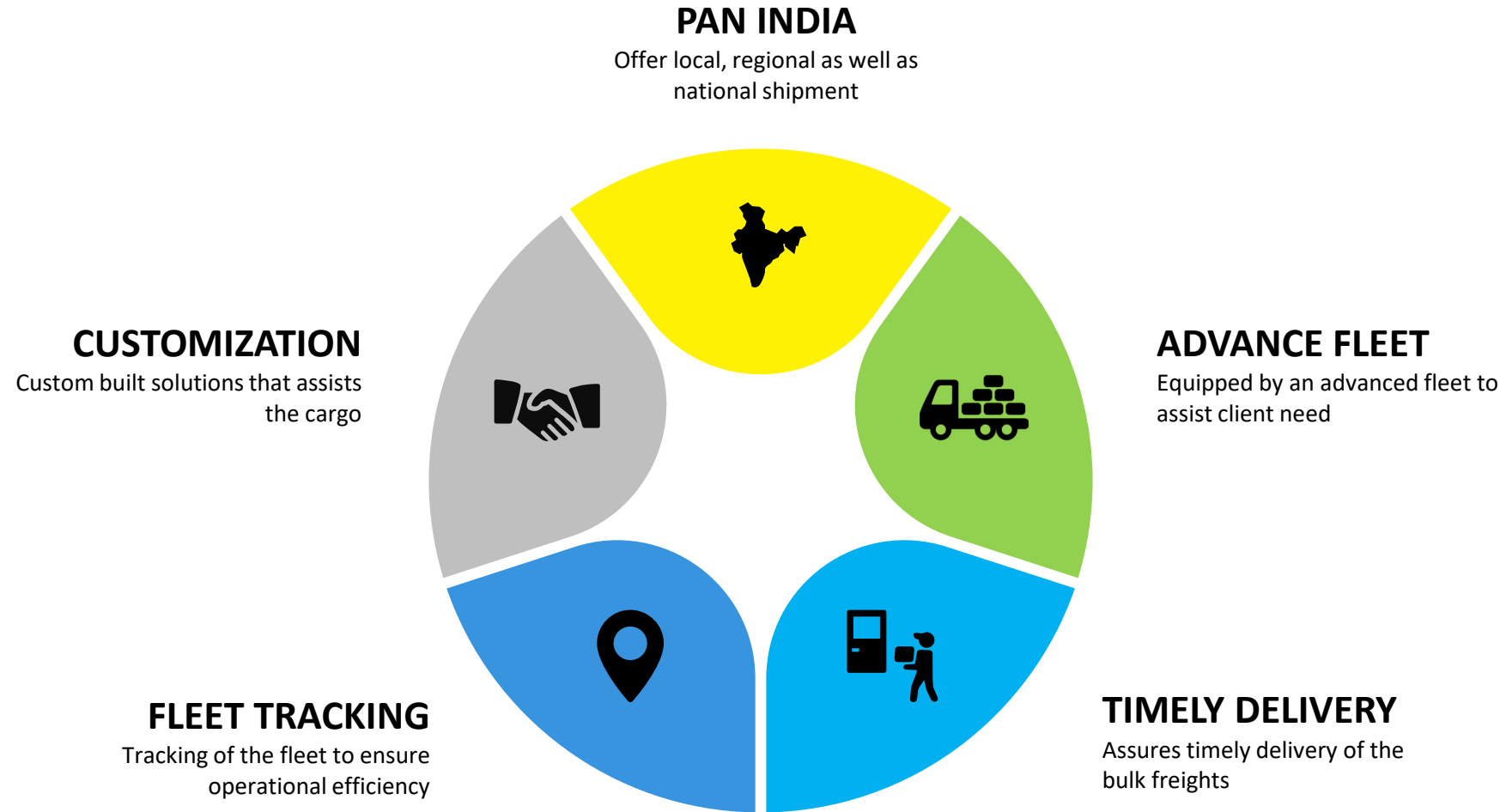
**Diversified  
Clientele**



**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 ~~factories~~ 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
-   administration of the company and operates from Head 



**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



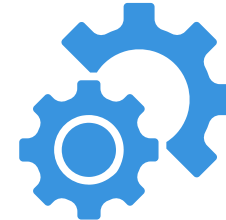


India's logistics industry to be worth \$215 bn by 2020-21  
90% of the logistics service providers in the Indian market lie in the unorganized segment

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

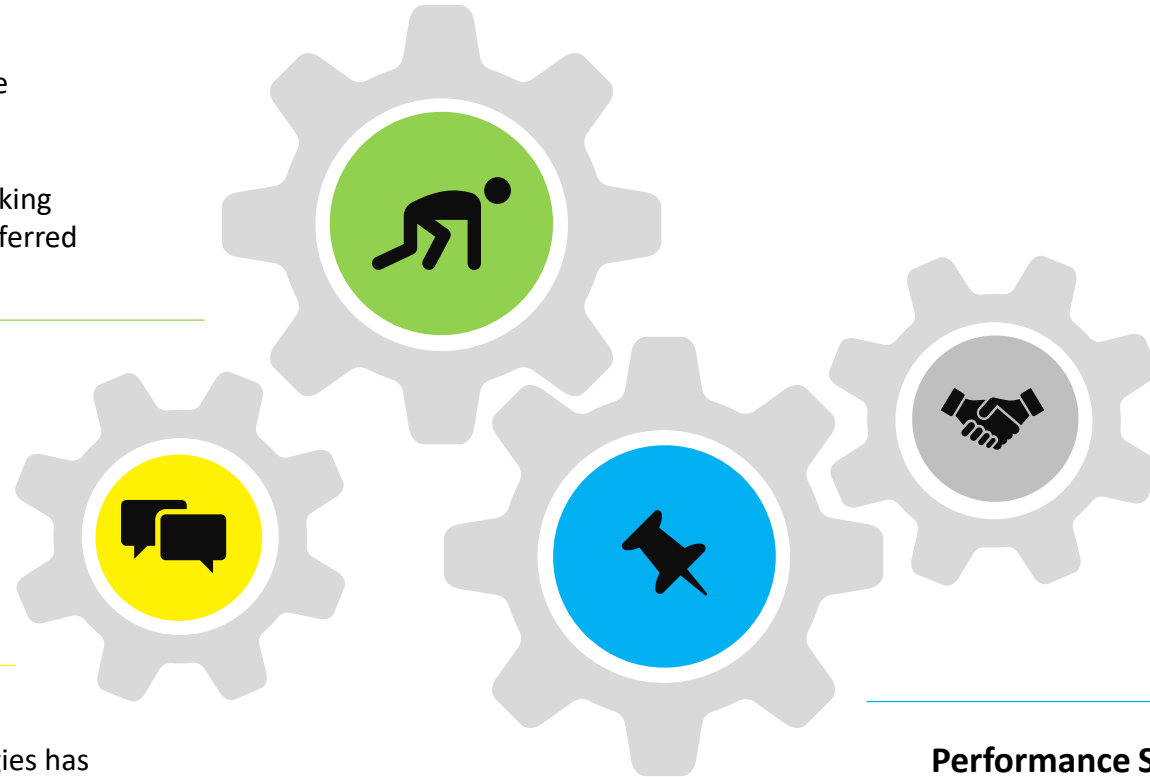
The Government of India has taken a lot of initiative in the infrastructure department, to improve connectivity between major metro cities as well as ports. The dedicated freight corridor plan to boost freight movements using railroads and multi-modal logistics parks in various parts of the country to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

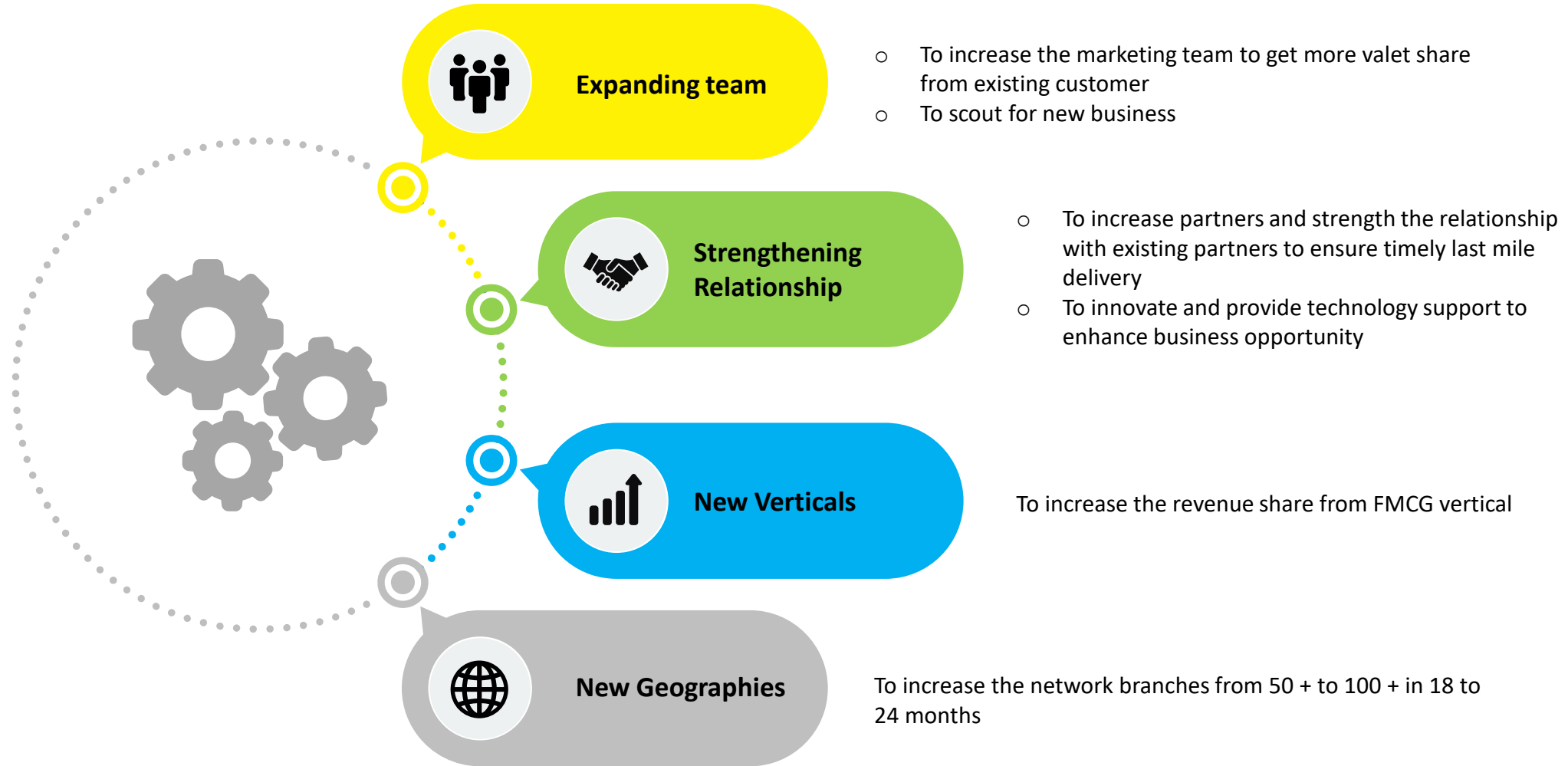
## Performance Standards

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

There is a need for standardized services, transparency and compliance

# FUTURE STRATEGY





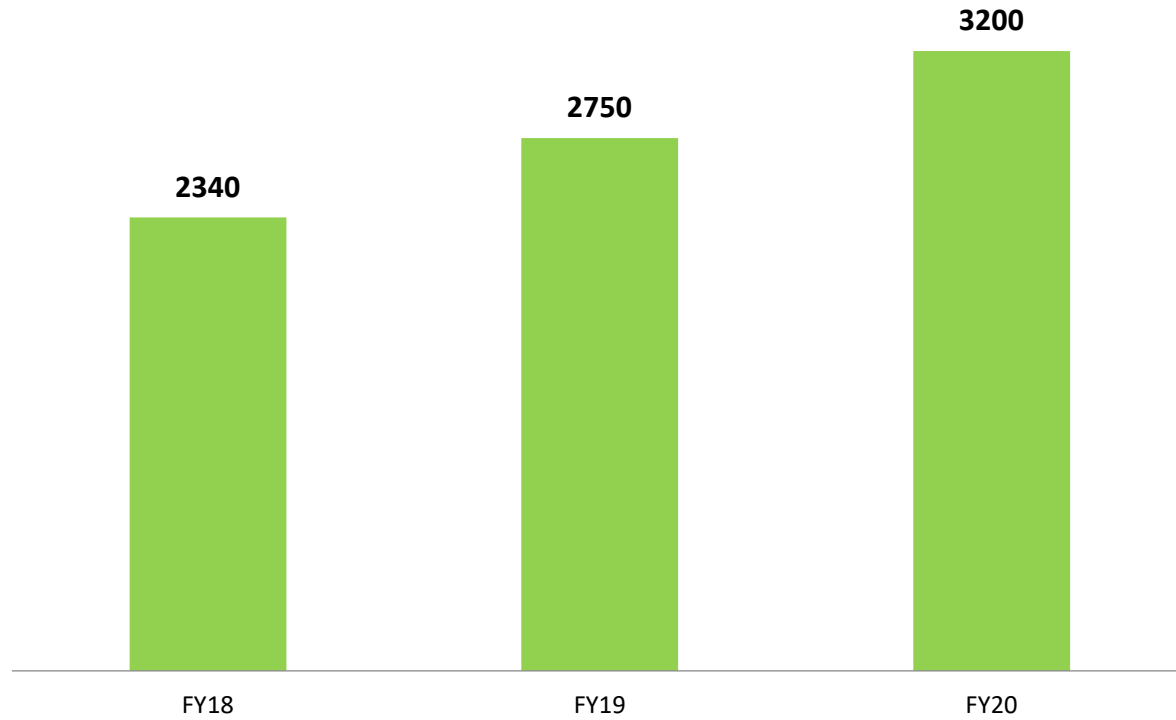


# FINANCIAL HIGHLIGHTS

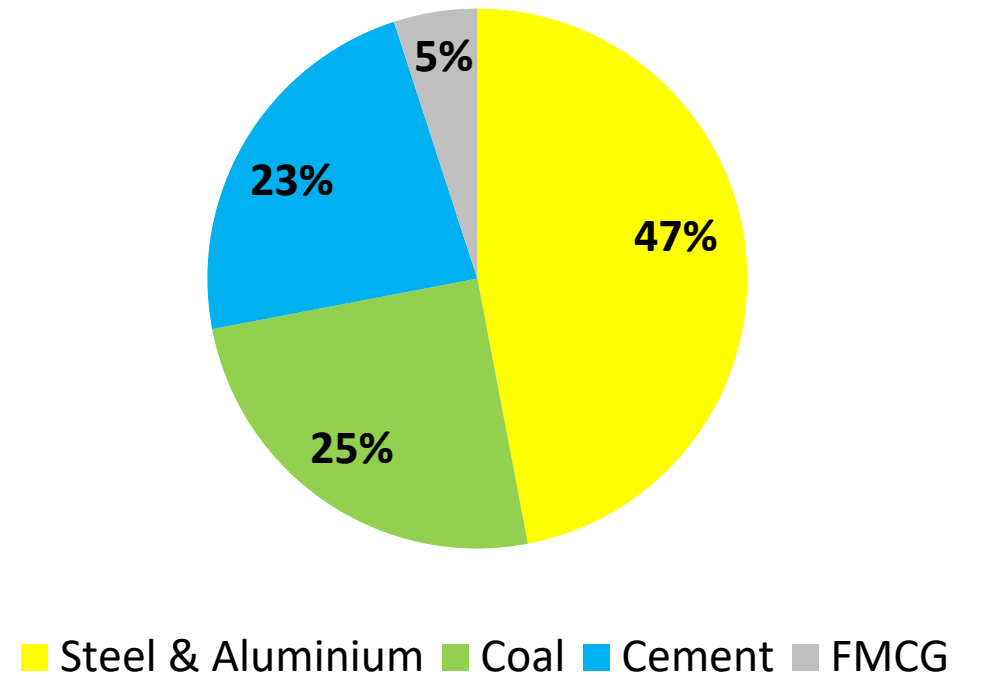


(Rs. mn)

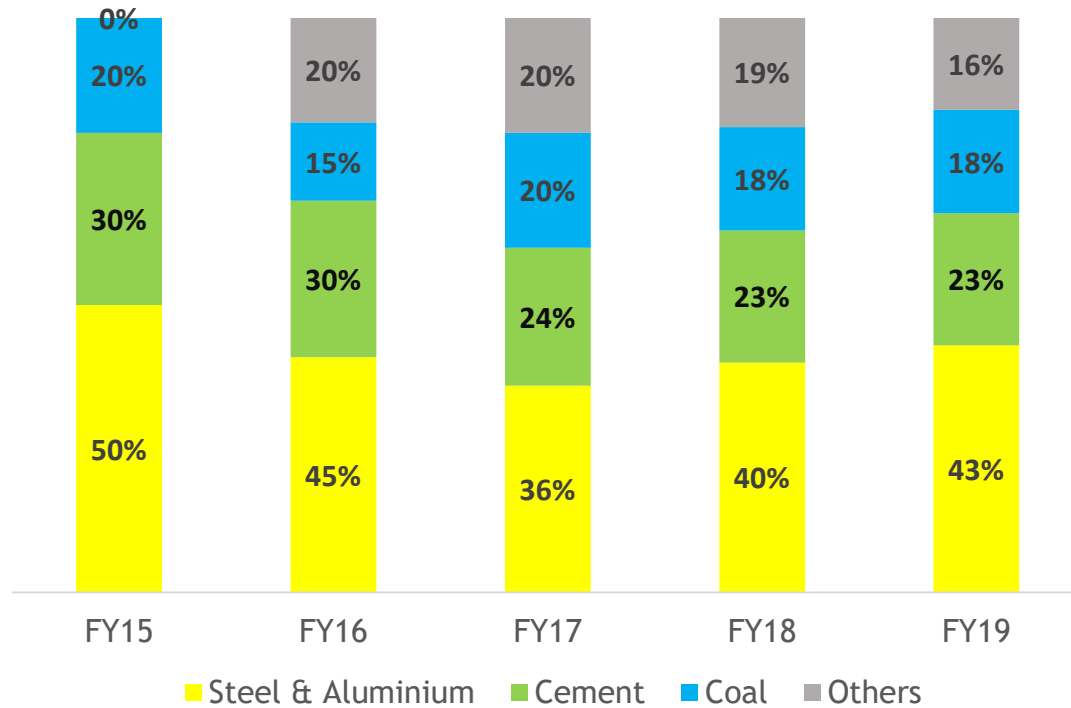
### Order Book at start of Financial year



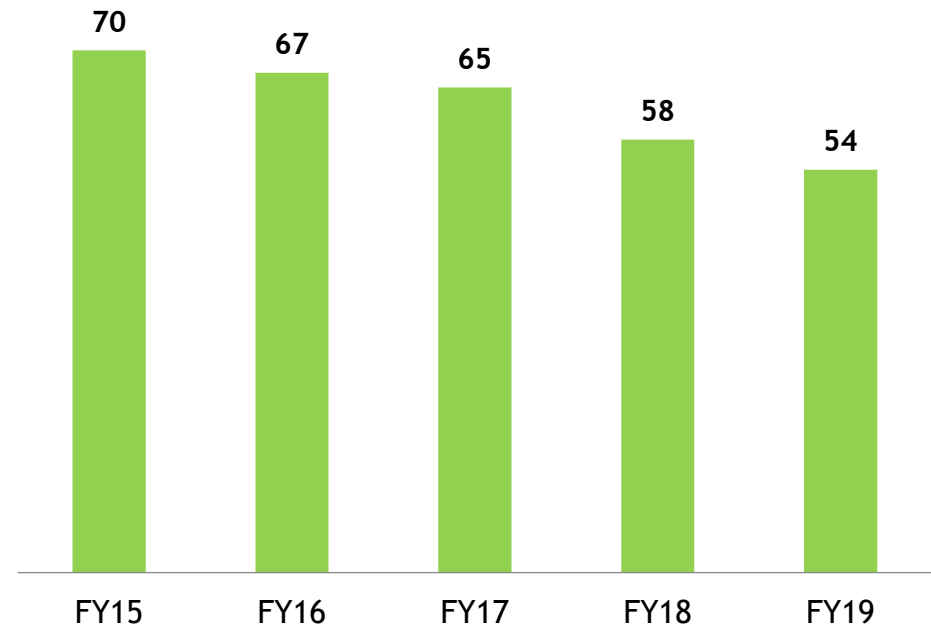
### Segmental Order Book- FY20



Segment wise Revenue Composition %



Top 5 customers contribution to Revenue %

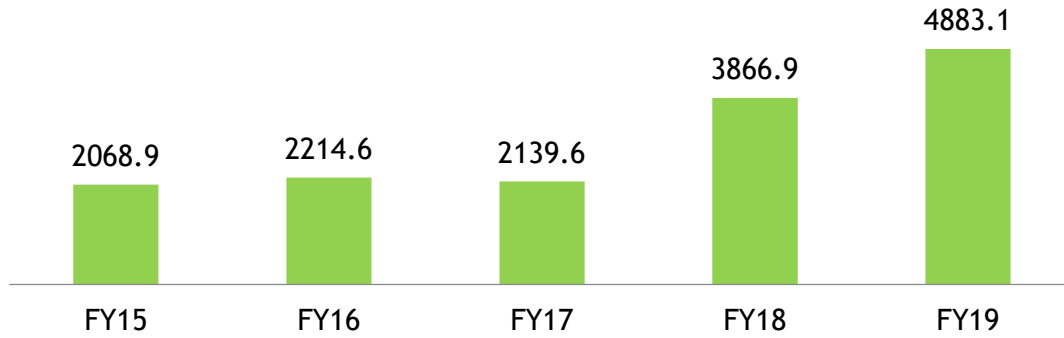


# FINANCIAL HIGHLIGHTS

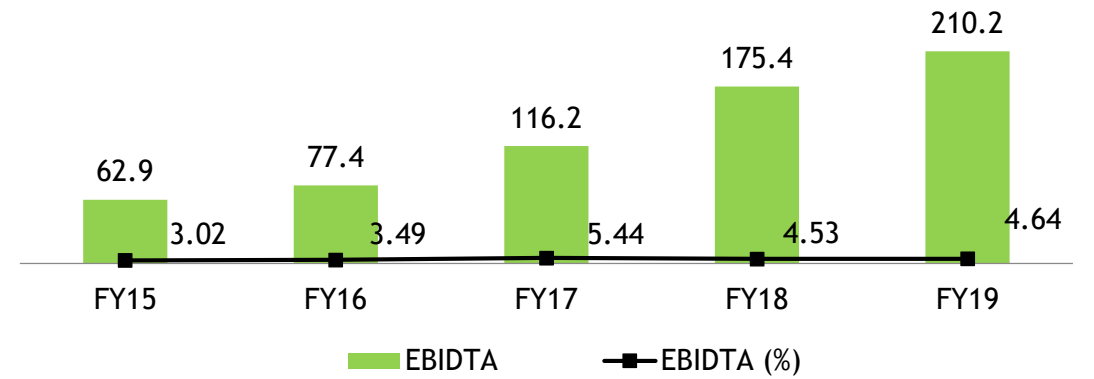


(Rs. mn)

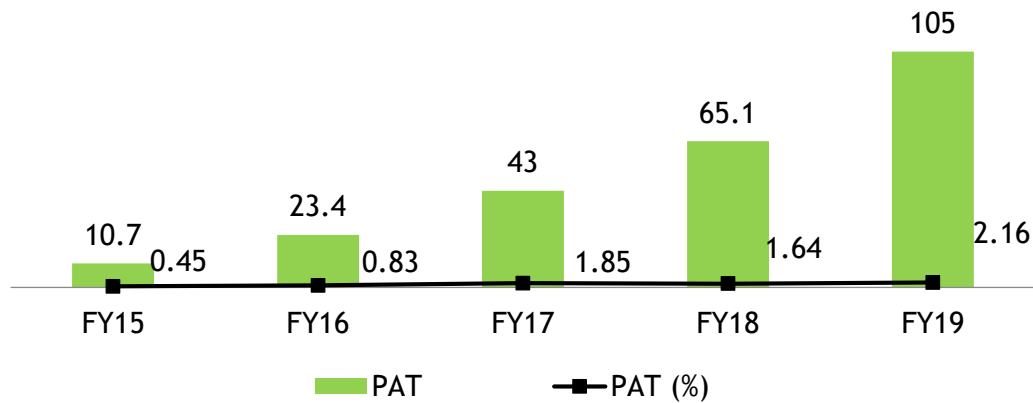
### Revenue



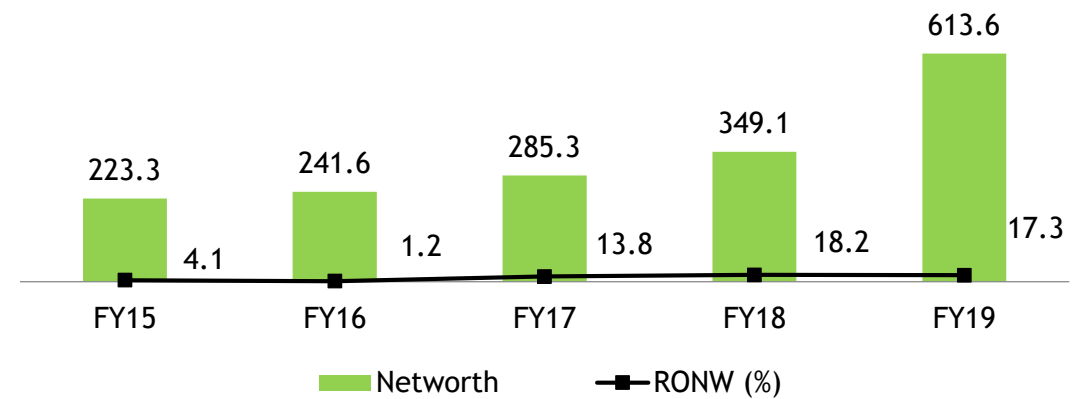
### EBIDTA



### 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
<b>NON-CURRENT ASSETS</b>	<b>183.7</b>	<b>187.1</b>
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
<b>CURRENT ASSETS</b>	<b>975.2</b>	<b>881.0</b>
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
<b>TOTAL ASSETS</b>	<b>1159.0</b>	<b>1068.1</b>

Rs. Mn	FY19	FY18
<b>Total Equity</b>	<b>613.6</b>	<b>349.1</b>
Share Capital	210.8	155.1
Other equity	402.8	193.8
<b>LIABILITIES</b>		
<b>NON-CURRENT LIABILITIES</b>	<b>117.3</b>	<b>176.3</b>
Financial liabilities		
Borrowings	112.2	169.9
Other non-current financial liabilities	-	-
Deferred tax liabilities (net)	5.1	6.3
<b>CURRENT LIABILITIES</b>	<b>427.9</b>	<b>542.6</b>
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
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1159.0</b>	<b>1068.1</b>

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**Thank You**

**Ravi Agarwal**

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