



GUJARATHI EMPIRE

Investor Pitch Deck

April 2022



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Opportunities

- GE Ship chartering is old business house working in Ship Brokering and chartering and now started new expansion in operator and owning of ships .
- If you can see our profile attached with same you will come to know through the years of hard work, dedication and commitment we are direct with major ship owners and cargo traders, charts and cargo companies who are trading Coal and Iron ore cargo in and out of India .
- We have wide range of network and associates established within years across the world. We have associate offices in Dubai to control middle east operations, In Singapore to control far east operations and also in Indonesia, South Africa, Turkey, Brazil and many more .
- We are here giving end to end logistics solutions to cargo owners and corporate who are importing coal regular in India from Indonesia, Africa and Iron ore export solution to miners to china and other parts of world.
- Everyone is looking for In time and reliable service in Import – exports as delays may cost huge amount and loss to companies. So here GE Shipping in depth network helping clients to manage and plan things and scheduled delivery within time frame .
- So GE With help of digitalization and using online tools lifting up the vessel suits to parcel size in nearby region of cargo on time charter trip basis or per day basis and lifting up cargo as per requirement .
- Mostly our strong areas :-
 - Handy Size and Supramax
 - Region wise :- Asia / PG /Far East
- Till date GE brings up 50000 tons of coal from Indonesia and RBCT
- Also have continue orders in hand from Indonesia/ RBCT / DBCT .

Growth

- Currently GE team is growing fast and earning reputation in big coal and iron ore movements already.
- We have gained momentum from last year 2020 December and with help of strategic joint ventures we have established our network in every corner of the world.
- Company with next 3-5 years plan and looking forward with our help of investors to get listed in NYSE and Singapore Stock exchange.



MR. ASHUTOSH GUJARATHI
Founder & Managing Director at GE Shipping

He was born and brought up from Gujrathi business family from Pune and done his education in Marine Engineering. Disciplined Ex Merchant Navy officer after business development, Port operations, Commercials of company. Deep rooted network across shipping industry, marine technical expertise and leadership qualities paving root for Gujarathi Empire.

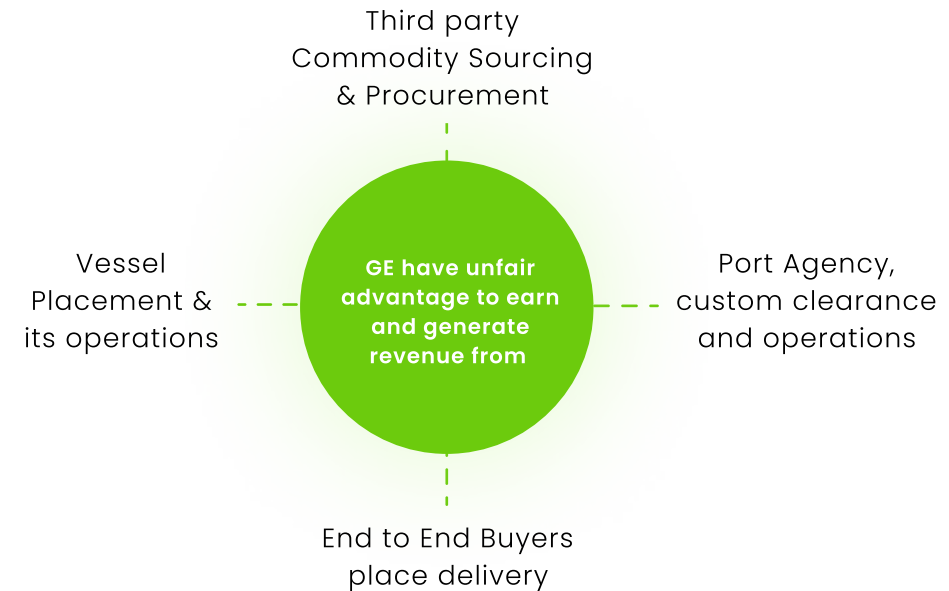
[in](#) [Linkdin Profile](#)



Unfair Advantage

- As we said above we have widely distributed and deep rooted network working along with us as of now. We are direct with coal miners of Indonesia and Iron ore miners of India. In Middle east we have good network with gypsum and limestone miners.
- So GE and group of companies able to handle from procurement , ship placement and operations and client port delivery and end warehouse or stock yard delivery.
- We are directly indirectly in panel of Indian reputed giants and miners and they have parcel each month with tender basis. Having long term COA of bagged rice, Minerals in hand to work on.
- We have expertise in team whom having own sector experience of more than 20+ years and have worked in different areas of the world.
- Also additionally we are helping our closed owners with technical services such as documentation and surveys along with crew manning onboard . our group company have valid RPSL with them.

- Also additionally our marketing team helping client to do marketing in finished steel products also and that break bulk or bulk shipments and logistics also under us.

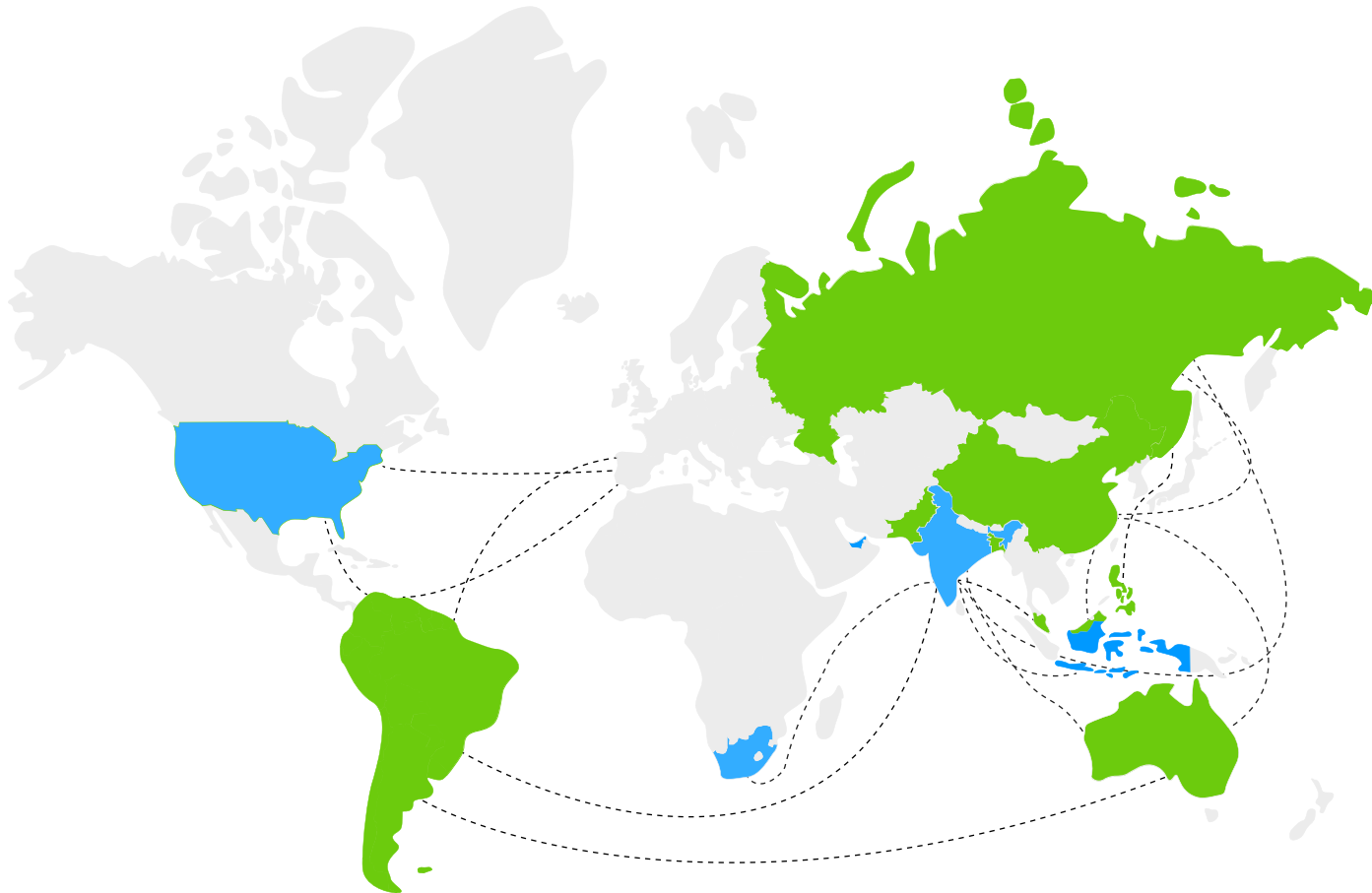


Shipping & Trading Industry

- We are working in traditional industry such as shipping and trading and which is never ending part of the world. Here contracts we are signing annually or 5 year term basis as well.
- Industry always require raw materials for finished product
- Iron ore and Coal are major raw material for every big industry today .
- So there are lot of opportunity lies in our traditional business along with different horizontal and vertical integration and job scope . Market is huge and Our team GE made promising start to grab share of same.
- Now more cargo owners and big exporter companies shifting to break bulk rather than container due to flexibility and price fluctuations



Cargoes and Routes



Now more cargo owners and big exporter companies shifting to break bulk rather than container due to flexibility and price fluctuations

Risk & Mitigation Plan

- Commodity market and ship market is always fluctuating and going up and down and all depends upon many factors such as Political, social, natural reasons, demand and supply chain as well.
- But our expertise team always have access to worldwide market updates and channels and we are always keeping close watch on same . we are working as opportunist with less risk as much as possible.
- While lifting vessel also on trip basis we are working in low market levels and taking gain later at higher market freight.
- Company will also start focusing on making own assets like purchasing second hand suitable ships etc.

Execution

- We have the team as above you visted who have own mastery and network in own areas
- For this business needed vast knowledge of trade , technical and different shipping market knowledge and good negotiation and deal closure.
- So we can work in either way.

Technical -1 (Types of Vessels)

First of all we understand Vessel
Sizes and Deadweights



Handy Size
20,000 To 49,000
DWT



Supramax
50,000 To 60,000
DWT



Ultramax
60,000 DWT to 70,000
DWT



Panamax
70,000 to 80,000
DWT



Kamsarmax
80,000 to 90,000
DWT



Baby Cape
90,000 to 120,000
DWT



Cape
120,000 to 170,000
DWT

Technical -2 (Types of Charter Party)

BAREBOAT CHARTER

Here charter takes vessel from owner or principal without fuel, crew and water and charts managing commercial and technical aspects of vessel.

VOYAGE CHARTER

This is charter party done for one Load point A to destination point B and everything managed by owner or principal only such as fuel, water, crew, canal dues, port dues etc.

TIME CHARTER

Here charts taking vessel from principal or owner for particular period basis, charts looking after only commercial aspects such as fuel and water. Technical aspects handled by owner only such as manning and other major repairs and surveys.

TIME CHARTER TRIP

Generally when operator signed up contract with owner on cost daily basis its time charter trip where charts taking care of all commercial aspects such as fuel, canal dues and port dues. Its either for one voyage or possible 2-3 voyages which can called as legs. Technical management on owner end only.


Technical -3(Operations & Departments)

- There are 3 departments who can help to operate vessel such as
 - **Manning** :- Our team have own valid license to recruit and search talent from India and get them onboard and budget of monthly/six monthly/yearly will shared with investor which is open book basis, we don't have to outsource this function.
 - **Technical team and operations** :- Technical team and operation team look after machinery maintenance, cargo loading/unloading and normal technical and operations daily routine.
 - **Commercial Team** :- Now this team will continually searching for business possibilities for us and will secure good cargo offers. And this team will set up in Singapore to cover up far east position, Sharjah to cover up middle east, Cyprus, Greece for Europe and Brazil for south America cargoes.
- This team includes associates , brokers and pre fixture and post fixture team.




Technical -4 (Market Tools)

- To working systematically and with in line market trend our professional team is using softwares like megellan , IMOS , bulk mails and many more
- This software helps us to control our operations and close eye on finances
- Helping to procure tonnage from market specific deadweight tonnage in specific area after booking parcels
- Giving competitive rate to our clients by voyage planning and estimation
- Circulate our parcels and tonnage to other associate worldwide for quick closure and meet deadline of clients
- Doing pre fixture and post fixture operations such as charter party agreements as well as laytime calculations etc
- Without these infrastructure team work will be ineffective and very time consuming .



Vessel	Date	Managers	History
SECURITY	2024-02-08	...	...
SWANSEA	2024-02-08	...	...
PIRELOT HAMMAM	2024-02-08	...	...
HOODSTON	2024-02-08	...	...
ALCANTARA	2024-02-08	...	...
F.L.C. LINDSAY	2024-02-08	...	...
ELIA	2024-02-08	...	...
MONSIEUR	2024-02-08	...	...
ATHANASIA	2024-02-08	...	...
EMPEROR	2024-02-08	...	...
SEA SUNDAY	2024-02-08	...	...
ORCA	2024-02-08	...	...
BLUMENFELD	2024-02-08	...	...
MEDUSA	2024-02-08	...	...
EMERSON	2024-02-08	...	...
THOMAS	2024-02-08	...	...
CONQUEST	2024-02-08	...	...
ANTHONY	2024-02-08	...	...
DAVE STEPHENS	2024-02-08	...	...
LONG SPIN	2024-02-08	...	...
KAN	2024-02-08	...	...
SMITH PROBABLY	2024-02-08	...	...
HERCULEAN	2024-02-08	...	...
HERMES	2024-02-08	...	...
SHARAD DINES	2024-02-08	...	...
RODRI	2024-02-08	...	...
CHANG SPIN	2024-02-08	...	...
JUSTON	2024-02-08	...	...
SCARLET PHEONIX	2024-02-08	...	...
ROSEALAN	2024-02-08	...	...



Vessel	Port	Discharge	Fixture	Date
SECURITY
SWANSEA
PIRELOT HAMMAM
HOODSTON
ALCANTARA
F.L.C. LINDSAY
ELIA
MONSIEUR
ATHANASIA
EMPEROR
SEA SUNDAY
ORCA
BLUMENFELD
MEDUSA
EMERSON
THOMAS
CONQUEST
ANTHONY
DAVE STEPHENS
LONG SPIN
KAN
SMITH PROBABLY
HERCULEAN
HERMES
SHARAD DINES
RODRI
CHANG SPIN
JUSTON
SCARLET PHEONIX
ROSEALAN



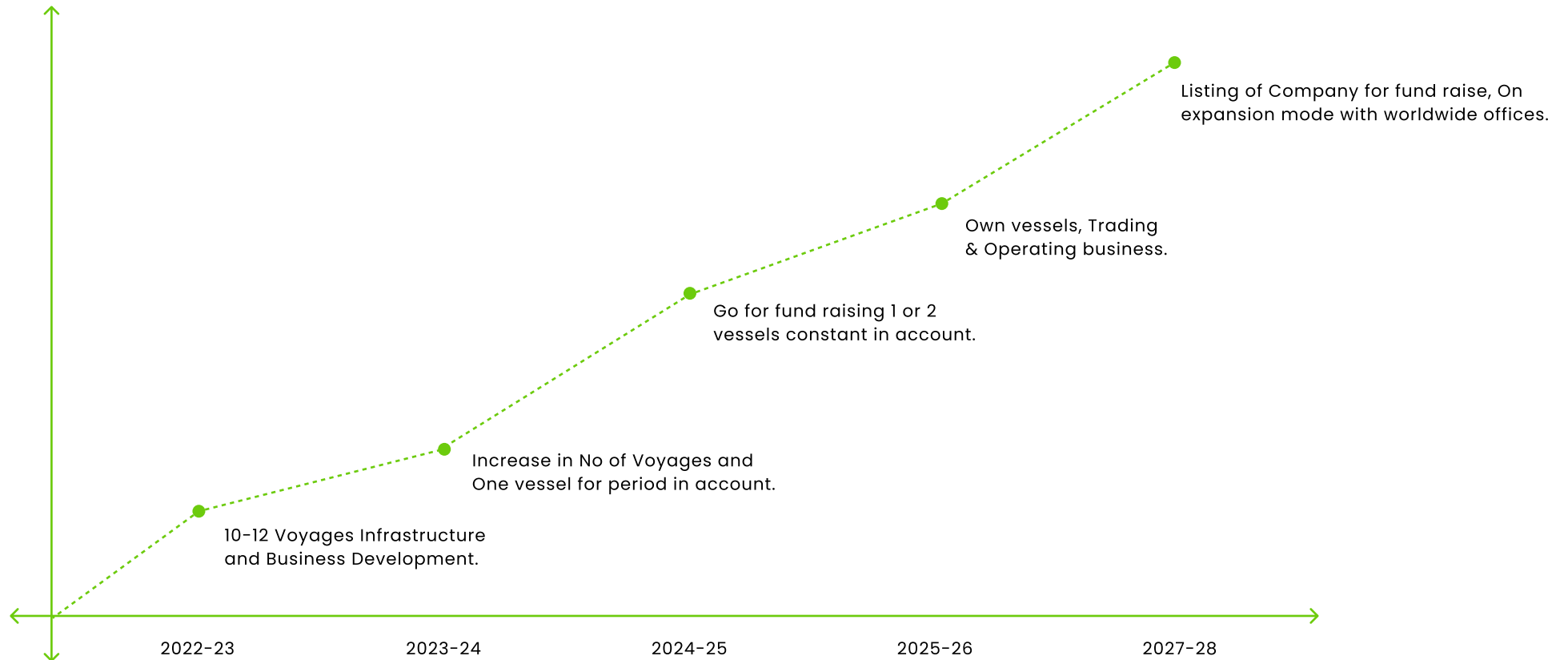
Working Strategy

- We will Act as operator with minimum ticket size 10 Cr at Start , We will book the parcels and lift the tonnages on Time Charter Trip from Market.
- We will purchase one or two vessels with budget around 100 Cr and placed them for long term chartering.
- 5 years graph needed with planning hereby of both strategy.



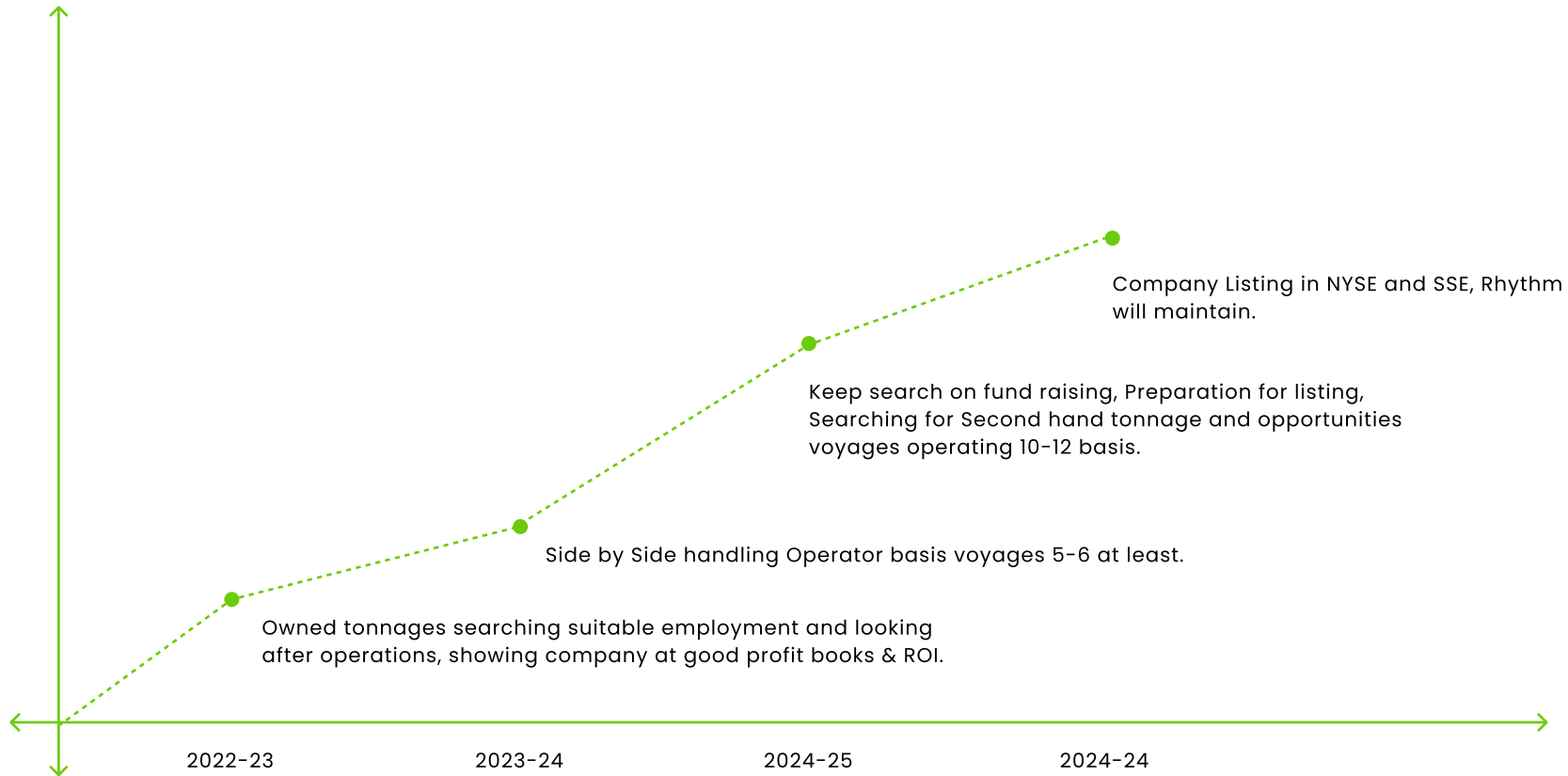
Working Strategy

Strategy 1



Working Strategy

Strategy 2



Plan-1 Along with financials & offer

Please See below example of MV Silver Star Supramax Vessel which we wanted to employ for coal parcel so we decided to take from owner at 25000 USD / PDPR for 35 days one trip of coal from Indonesia to India where our client (coal receiver) ready to pay us 26.0 USD/PMT

So we can see at cashflow statement as well here we are lifting up the vessel and within 5 days we are giving owners 20 days advance payment along with bunkering cost and receiving the payment from client after completion of loading say 25-30 days. (600,000 USD we are getting returns of 120,000 USD)

We can set up credit line of bunkers with reputed bunker supplier companies. Sometimes we take advance from client on signing charter party with them. Maximum we try always to keep low investment from our side .

• Offer for Option 1

- With 3 Mio USD Investment at start we asking stake of 20% in singapore Company with 5 years and as per demand have to increase the funds capability
- Profit share to investors from the same around 30 % of total net earning and balance reserved with company .
- After completion of each financial year investor will get partial funds from Operating capital and retrieve the equity or can continue for long term.



MV Silver Star Supramax Vessel

6/16/2021 SILVER STAR : Magellan Voyage Estimation Software

VOYAGE ESTIMATOR VESSELS POSITIONS FIXTURES DATABASE BALTIC INDICES LAYTIME CALCULATOR VOYAGE RESULTS chartering@rb LOG OUT

Employment details

Silver Star 1 Leg
Silver Star
Vietnam - Indonesia - WCI
Cos1 Parcel
8880/12060

Vessel's details

Name: SILVER STAR Type: Bulk Carrier
Built: 2006 S.Dwt: 55,725 Draft: 12.58 Tpc: 55.80 Loa: 189.99 Beam: 32.26 Grt: 31,279 Grain: 2,401,442 Flag: VN Imo No.: 9303053

At sea: Full spd 13.00, Eco spd 13.00, Fo 32.00, Ls/Go 0.10, Ls/Go 0.10
In port: Idle 3.20, Work 4.90, Fo 0.10, Ls/Go 0.10

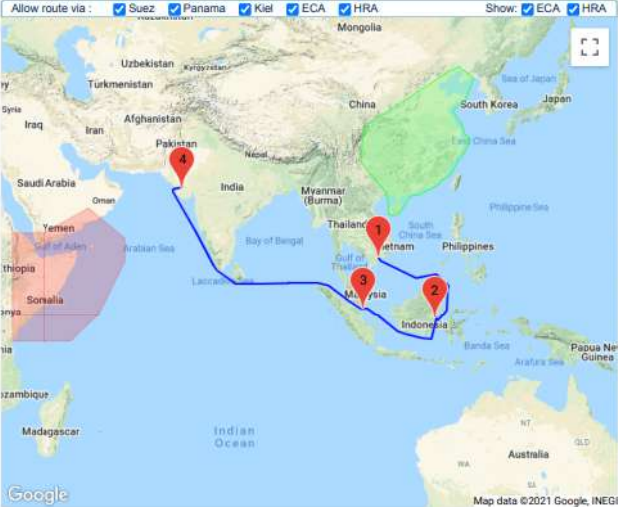
Cargo intake calculator

Draft restriction: 12.58 (m) Salinity: sw (1025) Bunkers: 0 mt Fw+Cons: 0 mt Stge Factor: 0 cft/mt
Cargo Intake: 55,725 mt due to draft!

Cargo # 1 Quantity 55,000 (mt) Cargo type & stowage factor: Coal (bulk) 38-50

At sea				In port				Bunkers													
Start	Distance	W.F.	Full spd	Eco spd	Cargo	Load/Disch	Weekend	Port	TT	Extra	Port Stay	Custom	Port	Prices (\$/mt)	Full spd cons.	Eco spd cons.					
Port	Total	ECA	%	days	days	#	quantity	rate	factor	gear	hrs	Full	Eco	Fo	Ls/Go	Stem	Fo	Ls/Go	Fo	Ls/Go	
+ - 1 Ho Chi Minh City (V)											0.00	0.00	0.00				0.0	0.0	0.0	0.0	
+ - 2 Samarinda (ID)	1347	0	8%	4.66	5.27	1	55,000	8,000	Shinc		12	0.00	7.37	15,000			185.3	1.2	162.6	1.3	
+ - 3 Singapore (SG)	1110	0	8%	4.00	4.34	1	0	0	Shinc		12	0.00	0.00	0	570	600	127.9	0.4	110.8	0.4	
+ - 4 Naviakhi (IN)	2832	0	8%	10.20	11.08	1	55,000	12,000	Shinc		12	0.00	5.08	60,000			351.1	1.5	307.5	1.6	
Total at sea				18.85	20.70					Total in Port				12.45	12.45						
								Total Duration				31.30	33.15	Total				669.3	6.1	585.8	6.3

Allow route via: Suez Panama Kiel ECA HRA



Map data ©2021 Google, INEGI

Income & T/C Equivalent

Cgo	Qty	Freight	Addcom	Brkge	Frt tax	Demurr	Disp.	TCE Full	TCE Eco
1	55,000	26.00	0.00%	5.00%	0.00%	0	0	28,696	28,534

Operation expenses

Insurance	100	per day	3,222
CEV	1,500	pmptr	1,589
ILOHC			6,000
On/Off-hire surveys			1,000
Weather routing			800
Other			0
Total			12,612

Operation result

	Full spd	Eco spd
	days	days
Hire 1	25,000	31.30
Hire 2		
Ballast bonus	0	
Operating profit	122,660	125,230

Cash flow projection

1st hire (days)	15	x	25,000 \$/day	375,000
Ballast bonus				0
Add.com	2.50%			-9,375
CEV				740
Dely Fo	0	x	570 \$/mt	0
Dely Ls/Go	0	x	600 \$/mt	0
Loadport costs				15,000
Other				0
Total				381,365
Net freight receivable				1,287,000
95.0% in 3 bank days after loading - Fri 09 Jul 21 / Mon 12 Jul 21				

Profit & Loss

	Full spd	Eco spd
Freight	1,430,000	1,430,000
Demurrage (Click for details)	0	0
Despatch (Click for details)	0	0
Addcom & brokerage	-71,500	-71,500
Port/Canal/Piracy costs	-75,000	-75,000
Freight Tax	0	0
Bunkers cost	-385,196	-337,723
TC hires	-782,597	-828,652
Ballast bonus	0	0
Operation expenses	-12,612	-12,612
Operator's add.com. 2.50%	19,565	20,716
Net profit / loss	122,660	125,230

Plan-2 Along with financials & offer

Plan 2 - Ship Purchase

- As we have continue business from multiple clients and we prefer always to stand alone and reliable we are working on this option of acquiring one handysize vessel DWT 28 K.
- We are getting 2013 Built vessel around 15 Million USD and for the same we have Singapore based financial institution ready to give us 70 % on same and balance 30 % need to secured from GE group
- As of now vessel just moved out of drydock and free for use and can take delivery in August .
- We can estimate her costing per day 26000 USD / PDPR and daily expenses of running the vessel which includes crew wages , salary , lubes and reserve funds around 13000 USD / PDPR
- Sometimes we can engage our vessel in voyage and gain profits or else other time we can keep on Time charter trip to take advantages of market .
- So we can use same vessel for next almost 15 years and can gain good ROI as principal Owner.
- We have team for technical and commercial in house management to reduce the costing.

• Offer for Option 2

- 40 % Stakes in Singapore company and for long term and 60 % to commercial and technical management team combine.
- Yearly profit share from revenue generating after deducting all expenses and costing.



Plan-2 Continue

Investor can make one special purpose vehicle with association or joint directors for investment of 20 Million US Dollars of each 20-25 cr each director individual and this company (LLP/ PVT LTD) will be whole and sole owner of the vessel which we are about to purchase . Out of this 15 Million US dollars will be capital investment of ship purchase and 5 Million US Dollars will be working capital investment for operating of ships .

- This Special Purpose vehicle will do long term agreement with GE Bulk for commercial management.
- Operation & Execution will be handled by expertise team of GE bulk .
- Financials will be provided on further interest with 5 year projection plan , Returns on investment and time to time payback to them.



Exit Summary

- 1) As most of the funds from the SPV invested in purchase of Ship and that's fixed asset anytime investor have security of the ship and that can be transferred to other buyer for exit of investor and they can encash their funds.
- 2) As per company plan and returns within 4 years of span SPV will get whole invested amount in ship purchase as return.



Scope of GE

- 1) Help in making company Special Purpose Vehicle (LLP/ PVT LTD)
- 2) Help in purchase suitable vessel and looking after its long term commercial employment along with technical side.
- 3) Joint Venture for all above mentioned activities
- 4) Handling of all the deals with transparency.



Done Vessels 2021-2022

Sr. No	Vessel Name	DWT	Owners Name/Disponent Owners	Dates	Charters
1	MV Anya	55,000	Lemissoler Group Cyprus/ Athena Singapore	Dec 2020 - Jan 2021	VR Commodities coal Indo- ECI
2	MV Olympic Pioneer	55,000	Olympic Shipping Greece/ Athena Singapore	Jan 2021	VR Commodities Coal Indo- ECI
3	MV Aliyah Permata (Period)	51,000	Aliyah Transports Indonesia/ Corjatrans	April 2021 - September 2021	Taranjot Resources Coal Indo- WCI
4	MV Vita Kouan (Voy)	55,000	E Star Singapore	Oct - Dec 202	RSPL Bagged Rice ECI - EAFR / WAFR
5	MV Pancaran Victory (Period)	50,000	Pancaran Transport Indonesia/ RSPL	Dec 2021 - Ongoing	RSPL Bagged Rice ECI- EAFR
6	MV Gulf Queen (Voy)	10,000	Bahr Al Khor Shipping Dubai / Signify Dubai	Feb 2021 - Ongoing	Signify Bitumen In Pallets Iran- EAFR

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THANK YOU

