



# GUJARATHI EMPIRE

Shipping | Transportation | IT | Exports | NGO

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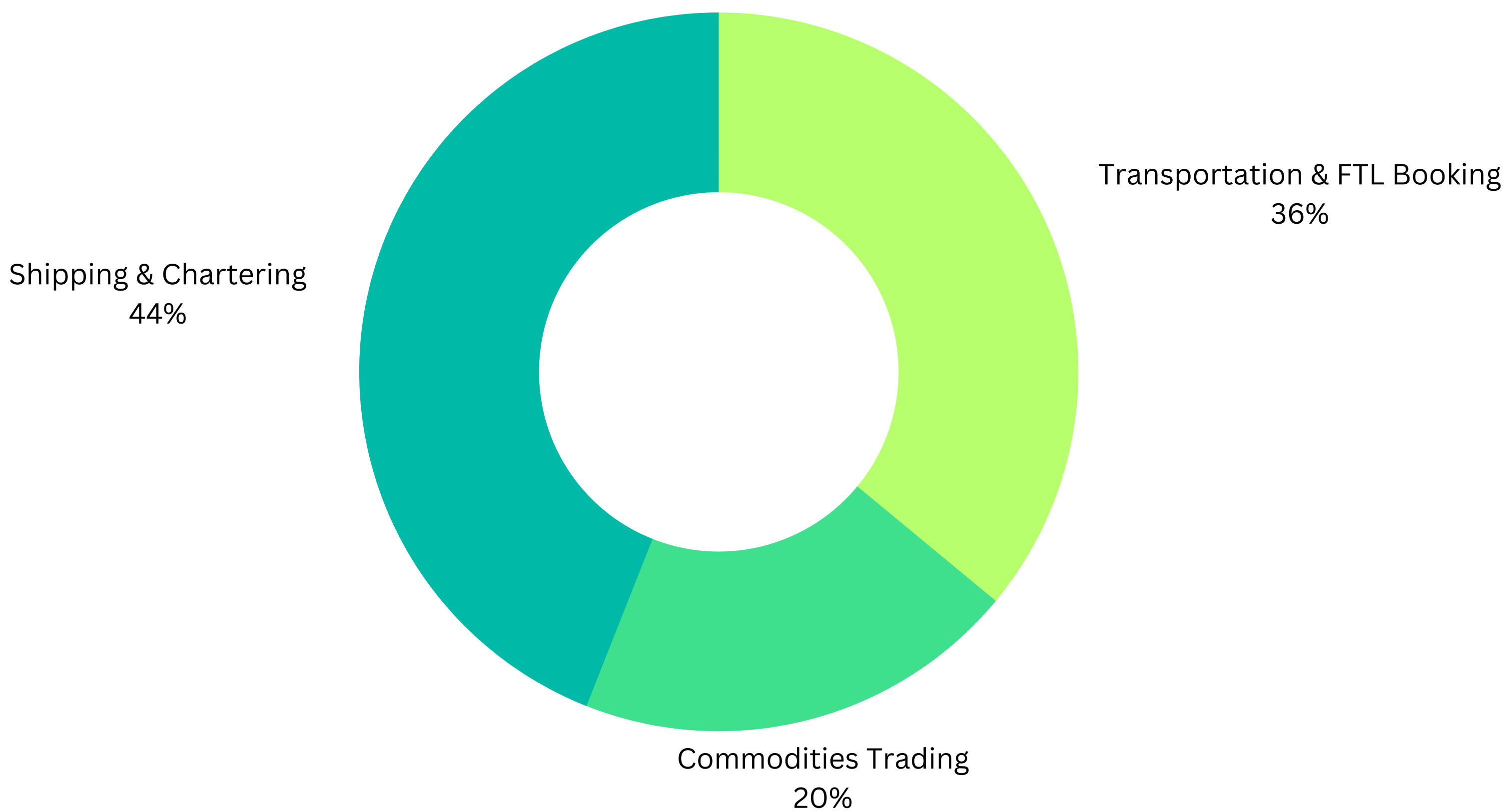


**GUJARATHI EMPIRE**

**Gujarathi Empire Group active in Ship chartering & brokering,  
Commodity trading, Exports, FTL Booking and road transportation,  
Information technology and NGO**

**Through the vast experience of specialized and expertise core  
team of our group is really doing well and showing strong growth  
in year FY 2022 three quarters.**

# Group Revenue



<b>Shipping &amp; Chartering</b>	<b>44%</b>
<b>Commodities Trading</b>	<b>20%</b>
<b>Transportation &amp; FTL Booking</b>	<b>36%</b>

# From Desk of CMD

Mr, Ashutosh Gujarathi. CMD Gujarathi Empire

Basically leading the group and its multiple diversified business portfolio itself challenge , But with very deep rooted business ethics and culture we have managed so well in this year 2022 all four quarters despite of few setbacks we have successful in keeping our graph steady and with constant progress .

In this year we have crossed some milestone including shifted team to big corporate office, adding of team members and strengthening of our positions by Joint ventures and investments .and as Team we celebrated each milestone.

To giving effective results everyone focusing on their core competency and giving value addition service to our reputed client portfolio, Also we have done really good in business development added some more clients in our Portfolio. We are very much disciplined, sincere for our duties, operations and continue our team trying to improve themselves.

With going further in next year with more projects, long term contracts in hand, We are all happy to share you our progress and vision document of this year and strategy for next year.

**Company has done so well and remarkable that we have received Best Enterprise of The year Logistics and shipping from MSME India and Business Excellence Award by Reseal for year 2022.**



**Mr. Ashutosh Gujarathi**  
CMD

# From Desk of Director

Mr, Ketan Sojitra . Director - Business Strategy Gujarathi Empire



**Mr. Ketan Sojitra**  
Director - Business Strategy

I strongly believe that “to be where you’ve never been before, you have to do what you’ve never done before.” Any work has to be start with a single step and the path moves as per your vision and team efforts. What a team can achieve, single person can never able to achieve the same.

Surface, Air & Sea Transportation and cargos, sector is a key driver for the Global economy as well as India. The sector is highly responsible for boosting world’s overall development and looks forward the intense focus from Government for initiating policies that would ensure world class services in the country. Even the global market is focusing more on India with the deployment of their capital in the growing SASTC market in India. Gujarathi Empire as a team will definitely flourish and achieve new heights in the global market.

Our digital capability, which we have been continually investing in over the years, proved to be a particularly valuable asset during 2022-23. Our expertise in remote operations enabled us to solve urgent customer problems, ensuring seamless execution of commissioning and other orders from customers across the world.

I joined GUJARATHI EMPIRE in Jan-2018. The question that I am asked most often is - “How difficult it was to make the transition to GE, given the 5 years outbreak and the resultant challenges?” I can confidently say that the transition has been a lot easier than I had expected. The company’s core values and open culture led me to feel entirely at home immediately on joining, despite the tumultuous time on the business front. For this, I would like to express my gratitude to all the former and current employees who have contributed to building the GE Group of Companies culture. Their relentless efforts have helped provide a strong foundation that is helping the company succeed in a difficult environment.

Entering an IT services is a foundational decision and one that is likely to cause ripples of impact throughout organization for years to come. That decision bears tremendous weight in my mind, encouraging myself and the GE Group team to bring our very best to each engagement. We don’t start conversations with a pitch. Instead, we take the time to listen to client needs, client goals, and client business objectives — and yes, client technical challenges! For the one year, our team has been learning from and growing with our clients by providing proactive and trusted IT solutions. With that experience come patience, knowledge, and a solid toolkit that offers flexible solutions to meet the needs of evolving businesses.

I am hopeful that we will emerge stronger and deliver sustained growth in the coming years. I would like to take this opportunity to thank our entire associate for their continued trust in us.

# From Desk of COO

Mr, Samkit Metha . COO Gujarathi Empire



**Mr. Samkit Metha**  
COO

The COO is a manager with board responsibilities that range from managing day to day operations to providing strategic advices to the team working on it and reporting to CEO and Top management.

This year we have started with many problems but one by one we encountered it and always our focus on trying to find out deep rooted solution on it so that not arise again or make B plan ready for us.

We have sorted out two major problems basically one is blue collar staff for our own fleet in transport and secondly opportunities circulation in shipping of open tonnages and cargoes making strong infrastructure for same.

In transportation we have reviewed each month reports and taken analysis of our business and made changes in decision time to time to keep the level of margins on sufficient level and attention for company growth for shareholders, We are in plan to take over new fleet to serve our client and own bookings. We have done many good policies for our blue collar staff and considering up bringing of their families and children education.

In Shipping we have now our own huge data and confidence in team that we can crack opportunities at all levels and in all regions ,Our daily circulation reaching the number of 6000 mails over worldwide and its still increasing.

Now focusing more on infrastructure build up for transport and shipping with own IT team for long term use and secondly wanted to guide team of IT & KGF.

Looking forward for your more support and blessings with us for planned milestone of the year 2023

# From Desk of Head Administration

Mrs. Upasana Ghosh. Hr & Head Administration Gujarathi Empire



**Mrs. Upasana Ghosh**  
Head Administration

We have started this year from scratch and from June 2022 I have taken charge of Human Resources Department & Administration Desk with guidance of Ashutosh Gujarathi & Samkit Metha.

Its not easy task at start but we have done really well, If I look back, From making up HR Policies, Travel Policies, streamlined day to day work with Systematic Operating Procedure (SOP), Implementation of OKR System (Objective & Key Results) back to back we have done tremendous inside work on us.

HR & Travel policies we have made for long term prospective and flexible for to make changes as per need of International and domestic travel of top management and key members. Worked on challenges of blue collar worker retention in transport industry, cleared out path of their retention by giving out more benefits, We have drawn out requirements of resources time to time from shipping, Transport & IT department and conducted interviews, Our employee retention ratio is about 95 % so far and doing well. Our team is constantly increasing to serve our client better and better.

After implementation of Systematic Operating Procedure every small things inside the work campus make proper environment and encouraging our people to give their best and act more and more efficiently and effectively, By opening up of bank accounts, dress codes, ID Cards and work allotment, We promoting for own decision making ability and freedom. Still we are developing it.

As administration much more responsibility in terms of Trademark Reg., Different memberships of Group companies, creating team of digital marketing, social media campaigns, Trade fairs & Exhibitions.

From Last two months we have taken in consideration Objectives and Key Results (OKR) and cleared out expectations of top management for each employee, and we have started reviewing each month progress of each one and making them more comfortable for more results, We can say its pushing of the limits and support them

Thanks for giving opportunity to share myself, Wishing good luck to team and looking forward !!



# Gujarathi Empire Core Values

## Brand always maintains its **CLASS**

**C**

**Caring** - We are committed to take care of our Clients, Vendors, Suppliers, & Employees

**L**

**Learning** - Its our motto in business to keep learning from experiences, business daily practises and improve ourself to give best of us

**A**

**Achieving** - Achieving new heights, new goals and success and progressing slowly and steady with all involved

**S**

**Sharing** - Sharing the information, values, culture, experiences to improve the quality of life and business society

**S**

**Social Responsibility** - Always committed for social responsibilities and helping the needy whenever needed.

## Vision - Mission

### Vision

Our Vision is to be globally recognized and make one brand GE and provide good workplace and maintain culture so that working as Team to encourage and attract right people.



### Mission

We are on mission of making lives of society much easier along with exporters, manufactures, traders can focus only on their trade and production part and we focus on their shipping and transportation part.



# Overview of Each Business Quarter wise

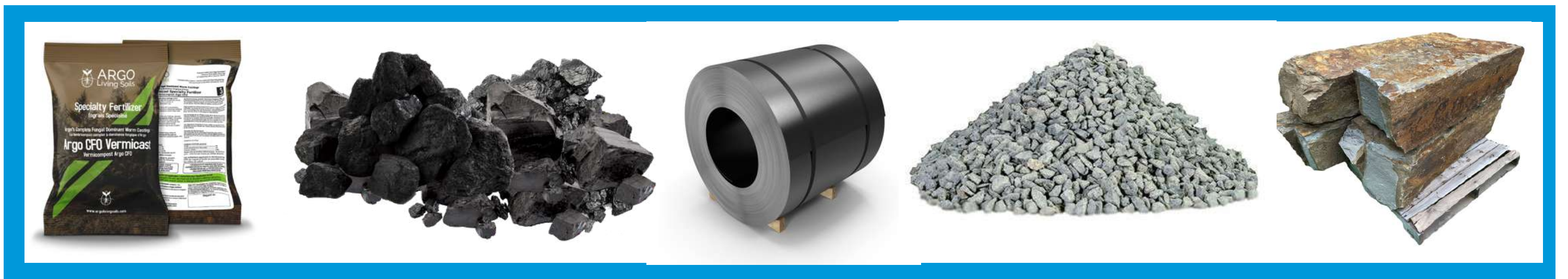
## Shipping / Chartering & Brokering

- Year we have started with Bitumen Transportation from Persian Gulf to East Africa for reputed Chinese construction company and done their shipment successfully and continue with Period Vessel on account for Bagged Rice from ECI / EAFR
- April We have started with Bagged rice vessels loading at Kandla for East Africa and completed our PG trade of Bitumen Pallets .Done the business development meetings in Dubai along with investment opportunities.
- Second vessel of bagged rice loading continue at Kandla and completed milestone of 100,000 tonnes in two quarters, Team was engaged in more similar and suitable opportunities of bagged rice and other trade.
- We have fixed and handled the operations of boulder transportation from ECI to Bangladesh which is also long term COA, along with that we have developed extensive network across the world in different countries such as USA, Turkey, Singapore, Dubai. Placed the back to back vessel for Boulders. Working on infrastructure development with bulk mail and other applications
- We have focused more on business development, opened up new sale and purchase division for additional value service to customers, done good enough marketing for flow of business opportunities, open vessel positions from direct owners across the world and also open cargoes to work on as broker or operator including coal parcels from RBCT, Russia, Indonesia and grain parcels from Med sea, Black sea.
- Placed the vessel for long term COA of steel coils to India and second vessel lined up as of now. Same time working on Period candidate Handymax and supramax to keep position more strongly in both basins Pacific and Atlantic.
- Infrastructure development is on next level, daily team circulating open tonnages and cargoes to worldwide brokers and channels upto 6000 emails and chances of getting business opportunity much more.



## Commodity Handled So Far

- Bagged Agro Products :- 100,000 MTS
- Coal :- 50,000 Mts
- Steel Coils :- 60,000 Mts
- Boulders & Aggregates :- 25,000 Mts
- Other Misc :- 10,000 Mts



No. of charter Party

Vessels on Period  
**2 (50-60 K DWT)**

## Commodities & Trading

### Commodities Available with us

Commodity	Origin	Quantity	Nearest Port	Payment Terms
Non Basmati Rice / Basmati Rice	India – MH , WB, Raipur, Andhra Pradesh, Haryana	Min 15,000 Mts +	Vizag, Kakinada, Kandla	20 % Advance & 80% LC at Sight
Iron ore	Orrisa	20,00,000 Tonnes ( Min 50- 60K mts)	Paradip, Gopalpur, Vizag	100 % LC at Sight / SBLC for Long Contract
Bauxite ore	Maharashtra, Goa	7,00,000 Tonnes ( Min 50-60 K mts)	Ratnagiri, Goa	100 % LC at Sight / SBLC for Long Contract
Sugar	Maharashtra, Karnataka	Min 15,000 Mts +	Mumbai, Jaigarh	100 % LC at Sight or Cash & Carry

GE Group have direct authorization and acting as principal seller mandate .

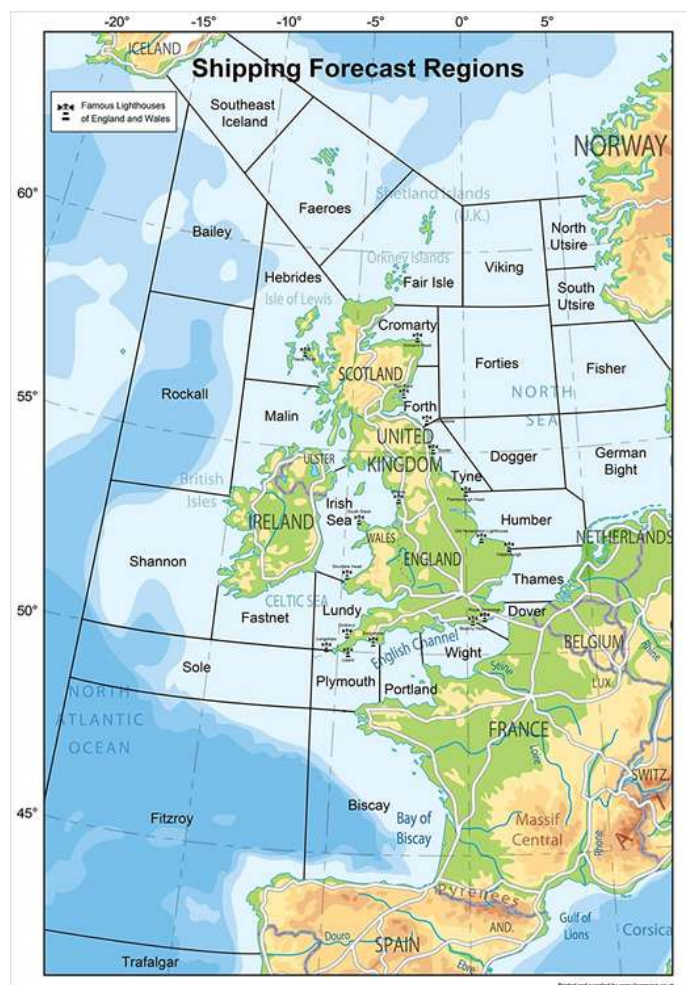
Minimum order quantity will be around 15000 Mts+ ( 1 Handysize Vessel)

**We can do end to end logistics along with procurement**

## Forecast Shipping Quarter

We will continue with our objectives & key results plan of 10+ charter party in last quarter of financial year.

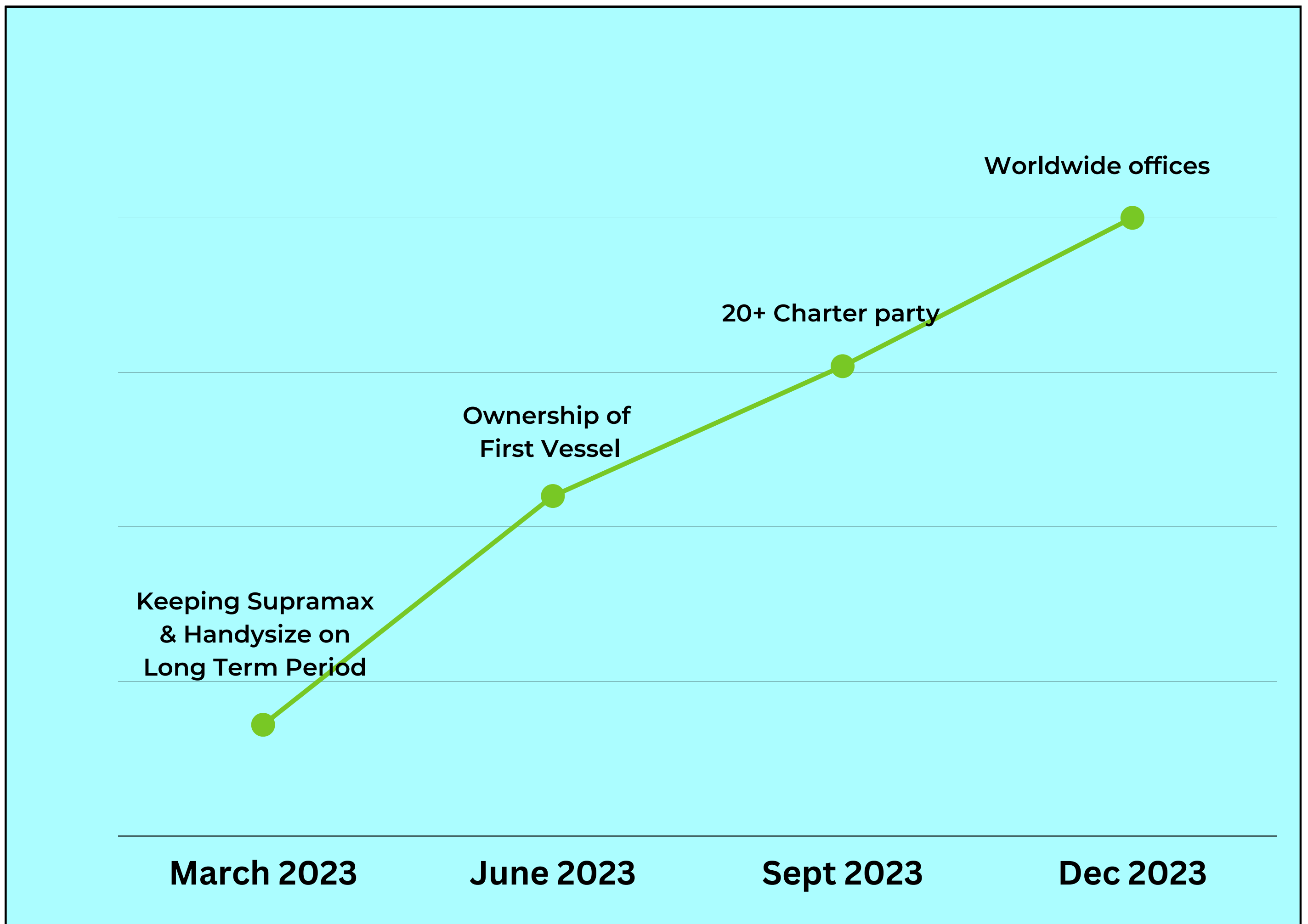
Ending with more positive cashflow in Shipping division.



## Vision Forecast Shipping

- Recently with new contracts we will try to take up handymax and supramax vessel on period to execute our in hand cargo contracts for the same 4 Million USD lined up and other than that we have lined up the investors for new second hand vessel purchase under JV and special purpose vehicles for the same 20 Million USD contract in negotiations.
- We have direct Indonesian coal blocks with us upto reserve of 1.5 Million Tons.
- We have newly setup Sales & Purchase department as well as break bulk shipment, increasing the number of team to give effective value added service to our clients worldwide.
- With establishments of overseas offices directly or indirectly we will mark our much more presence in world.

# Milestone Road Map Shipping



1. Keeping Supramax & Handysize on Long Term Period
2. Ownership of First Vessel
3. 20+ Charter Party
4. Worldwide offices

March 2023  
June 2023  
Sept 2023  
Dec 2023

# Transports & FTL Bookings

We have started with 4 vehicles own equally in 17 & 19 Feet and well enough business in hand for them. Multiple distribution of electronic items played major key role in business

We have remain in same no of fleet with one more 19 ft closed container booking and selling of one 17 feet vehicle, By the revised strategy more focused on own bookings and local Pune surroundings team Closed long term running contract with Sun TV. Focused on reducing ideal time of vehicles and addressed out pain point area of blue collar staff, some setbacks received due to heavy rainfall. Signed up contract with GEIPL for infrastructure setup.

We have more focused on local biz, business development and positive cash flow through out the quarter with good enough outstandings in local market .setback received due to back to back festive season. Now more focusing on asset-less business and own bookings. Working on Infrastructure which is on final stage.



Number of Items		
1.	Electronic Items Whirlpool, Godrej, LG, SUN TV	<b>200 +</b> Trips
2.	Food Items ITC, PEPSICO	<b>40 +</b> Trips
3.	Lift Items Schindler, Thyssen krupp	<b>40 +</b> Trips

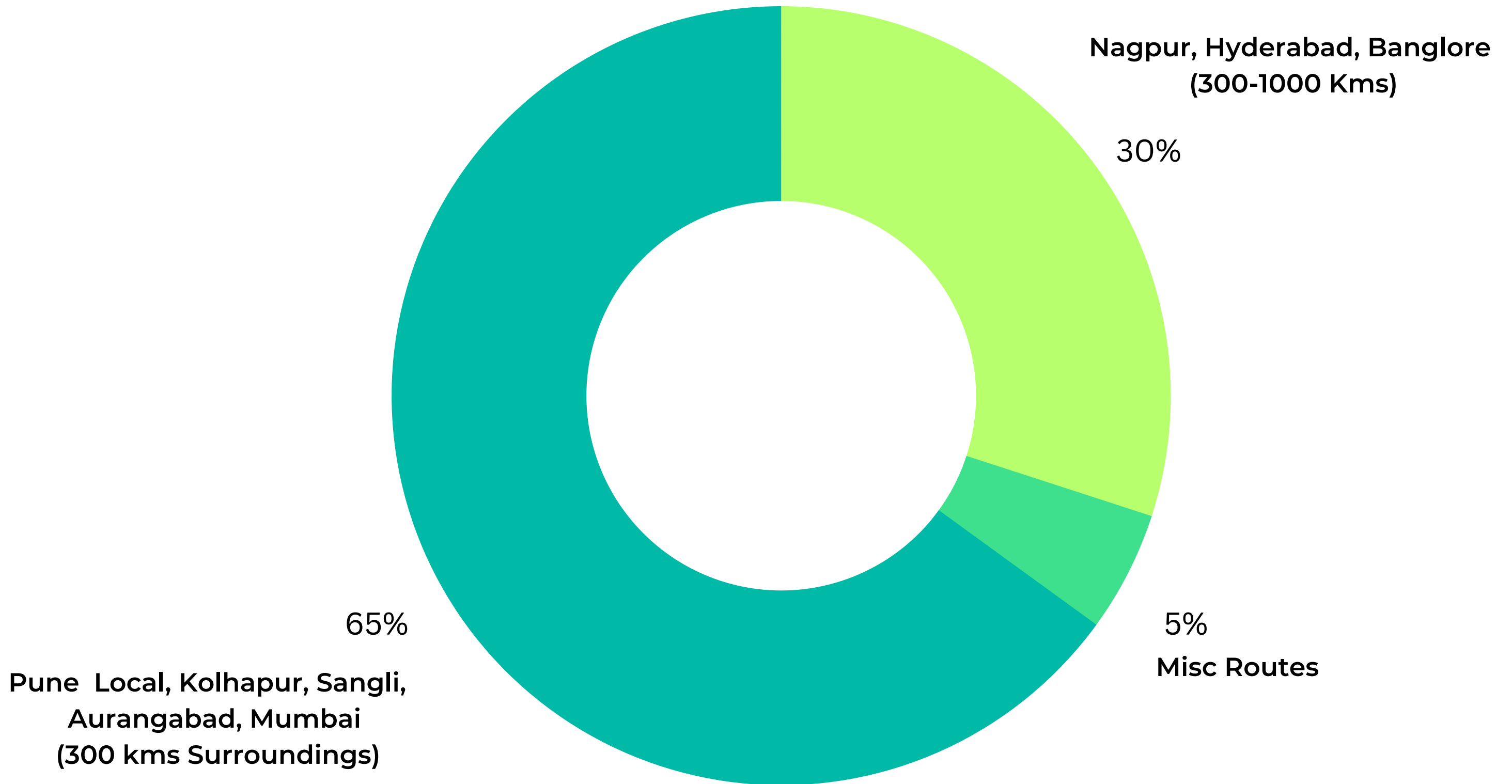
<b>Festival Trips</b>	<b>10 +</b>
<b>NGO, Houshold Items</b>	<b>10 +</b>

Combined Total Kms Running By All Fleet

**100,000 Kms**



# Areas Covered



<b>Pune Local /Kolhapur / Sangli / Aurangabad , Mumbai (300 kms Surroundings)</b>	<b>65%</b>
<b>Nagpur, Hyderabad, Bangalore (300-1000 Kms)</b>	<b>30%</b>
<b>Misc Routes</b>	<b>5%</b>

## Transportation

With asset less business more and more own bookings with systematic operating procedure, infrastructure setup looking for more positive cash flow, reducing ideal time of vehicles and maintenance.

Keeping the same rhythm is much more important with focusing on key areas and pain points.



### Vision Forecast Transportation

Basic Infrastructure setup along with SOP Implementation for streamlined operations and activities.

Well setup offices in Pune & Mumbai with trained staff for handling booking activities in not only Tempo, 32 Ft SXL, MXL and 20/40 Ft container Movements.

### Milestone Road Map Plan

- 1.Increased the no of own trucks to 30 Vehicles by GEGVPL
- 2.Take over of Running Transport company in Pune or Mumbai
- 3.Having office in New Mumbai or Andheri Region for FTL Bookings
- 4.Turnover 10 Cr+

## GE Infotech



- We have established Gujarathi Empire Infotech Private Limited in second quarter and completed all documentation of same. With core intention and purpose for assisting and supporting group core business activity by infrastructure point of view. And similar looking the good opportunities
- Fleetezy basic design and template drawn out and team started developing the same which is expected to complete by Quarter 3 FY 2022-2023
- Working on Autocaps Purchase offer and expected to conclude soon, GEIPL preparing infrastructure of Shipping & Transport department
- Company is at pre revenue stage and start revenue in Quarter 4 of this financial year from all current Projects

## Forecast IT Quarter



Company will complete own in house infrastructure setup of Transportation & Shipping.

Will complete all marketing Plan and Strategy of Fleetezy as well as Autocaps.

Looking for to start basic revenue generation stage for In House Products and looking for basic level turnover to IT Segment.

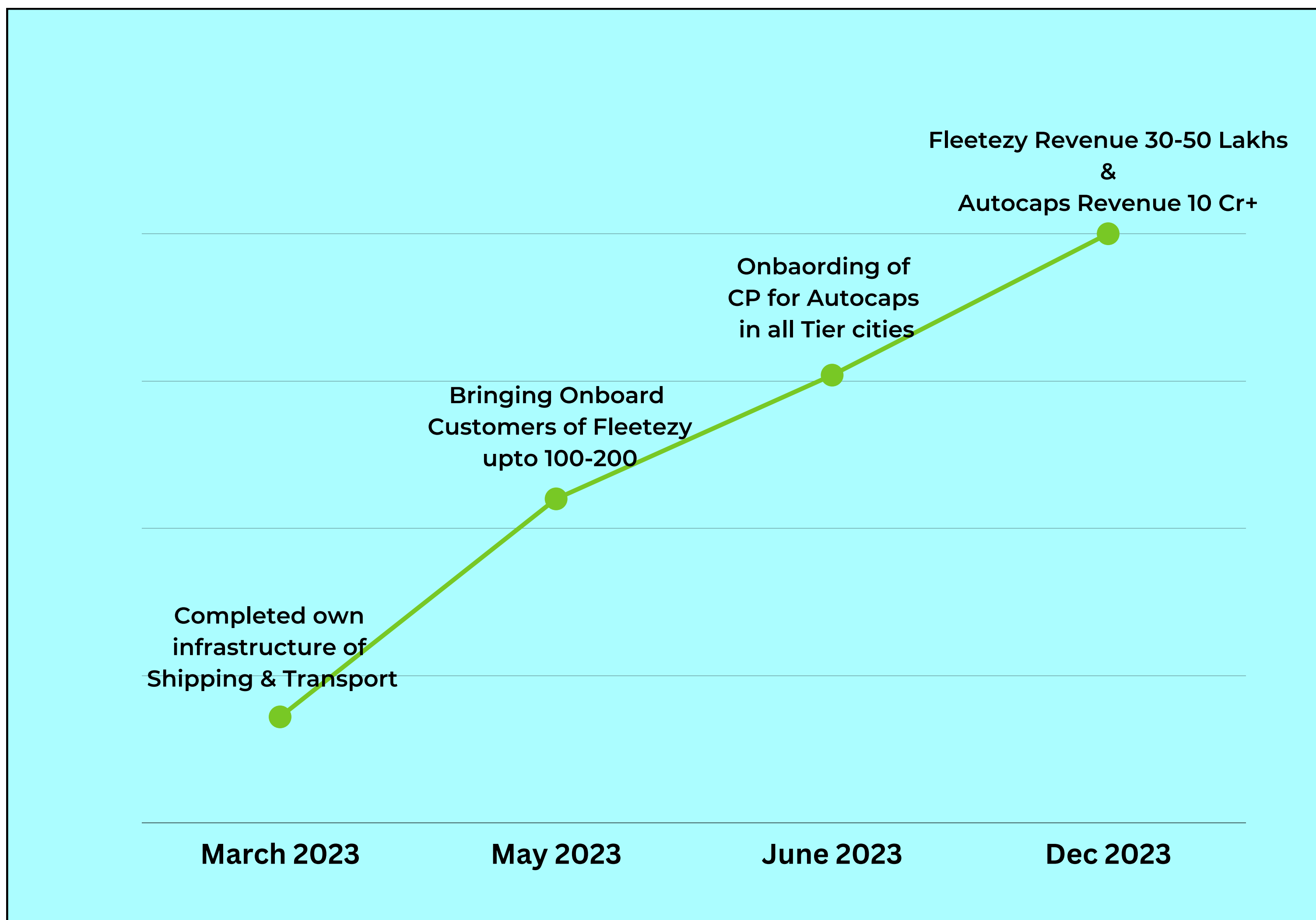
### Vision Forecast (FY 23-24)

Have to strengthen own in house product for more and more continue developments and next version by taking market feedback

Deep penetration of product in all 3 tier cities A, B, C and implement of same strategy.

Strengthening product market and revenue for Seed funding

## Milestone Road Map Plan



- |   |            |
|---|------------|
| 1. Completed own infrastructure of Shipping & Transport   | March 2023 |
| 2. Bringing Onboard Customers of Fleetezy upto 100-200    | May 2023   |
| 3. Onbaording of CP for Autocaps in all Tier cities       | June 2023  |
| 4. Fleetezy Revenue 30-50 Lakhs & Autocaps Revenue 10 Cr+ | Dec 2023   |

# Kumar Gujarathi Foundation



- KGF established in Quarter 2 under sole purpose of cooperate social responsibilities and welfare of all blue collar staff who are working for us day and night.
- First Project we have done in second quarter is of visiting Orphanage and donated there for basic needs of children and for their education.
- In third quarter We have also donated to Nimbalkar Talim Mandal Trust and Swami Samarth Trust for their activities.
- Next Projects lined up are scholarship planning for talented and deprived students for good education.
- Also sponsoring some tournaments and other sports activities and discussion on for them

# GE BULK



# Investment Opportunities with GE

## Shipping Business

**Ship Operating :- 4 Mio USD**

**Ship Owning :- 20 Mio USD**



- One is with investor on long term prospective open up the company in Singapore in which share holding can be discussed where we put the funds in Singapore account. GE Bulk have skilled team to handle the operations, lift up the vessels from head owners and execute the business.
- Payment cycle is of 20 days we have to do initial investment around 3-5 Lakh USD and we get the full freight payment after the completion of vessel loading which will be around 1 Mio USD (Varied as per shipment)
- Each shipment call will be taken with internal discussion and then only charter party will be finalised and operation team can share with investor voyage estimation as well as Profit & Loss Statement.
- Average for each parcel we get gross profit margin of minimum 40000-60000 USD on investment of actual basis investment 4-5 Lakhs USD and reserve funds 5 Lakhs USD more.
- If investor already have account in Singapore or Dubai then we can signed the JV or MOU Agreement with them for same amount of funding mentioned above.
- Here we will make their foreign entity part of charter party so that they have to put funds when our team lifting up the vessel from market and they can receive freight from direct our charts.
- Meanwhile they need to be continue streamlined communication with our ops team to raise invoice and accepting different invoices such as bunkers, port agents etc.
- Our team totally handle suitable cargo searching, drafting charter party, lifting up suitable tonnage and operations.



# Investment Opportunities with GE



**Traditional Business ROI expected :- 25-30 %**

## **Transports & Exports**

To take over of established transport business unit and FTL Booking Business upto 5 Cr requirement with dilution of GEDEVPL equity or can go with equity + debt option for same

**ROI Expected :- 25-30 %**

## **Information Technology**

As of now company self funded and will be in need of same June 2023 Onwards, once we defined the pre revenue stage and requirement in bold.

**ROI Expected :- 15-20 %**

For more details of Projects in hand, 5 year projections please do contact our team  
[info@gujarathiempire.in](mailto:info@gujarathiempire.in)

## Contact us & Presence

### Pune office -

1st floor, Survey no. 49/1+28, Opp. CME College, Old Pune -  
Mumbai Road, Dapodi-Pune - 411012.

### Singapore office -

#30 Cecil Street #19-08 Prudential Tower, Singapore-049712

### Dubai office -

DSO-IFZA-1790, Dubai Digital Park, Office A2, Dubai Silicon  
Oasis

### USA office -

1627 B, Dunlavy Street, Houston, Texas-77006

### Turkey office -

Patlayici maddeler yolu, Rabia sokak, No : 42 Dumankaya Adres  
sitesi B2 Blok Daire 84 Kat 8 Aydinli / Tuzla / Istanbul

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### Shipping Operating Arm / Sister Concern



**Rootage Group**  
Unicorn Impex, Dubai



**Triz Ventures**  
Singapore

#### Team Shipping

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# Thank You

