



# GUJARATHI EMPIRE

Shipping | Transportation | IT | Exports | NGO

Pune | Mumbai | USA | Dubai | Indonesia | Singapore | Turkey

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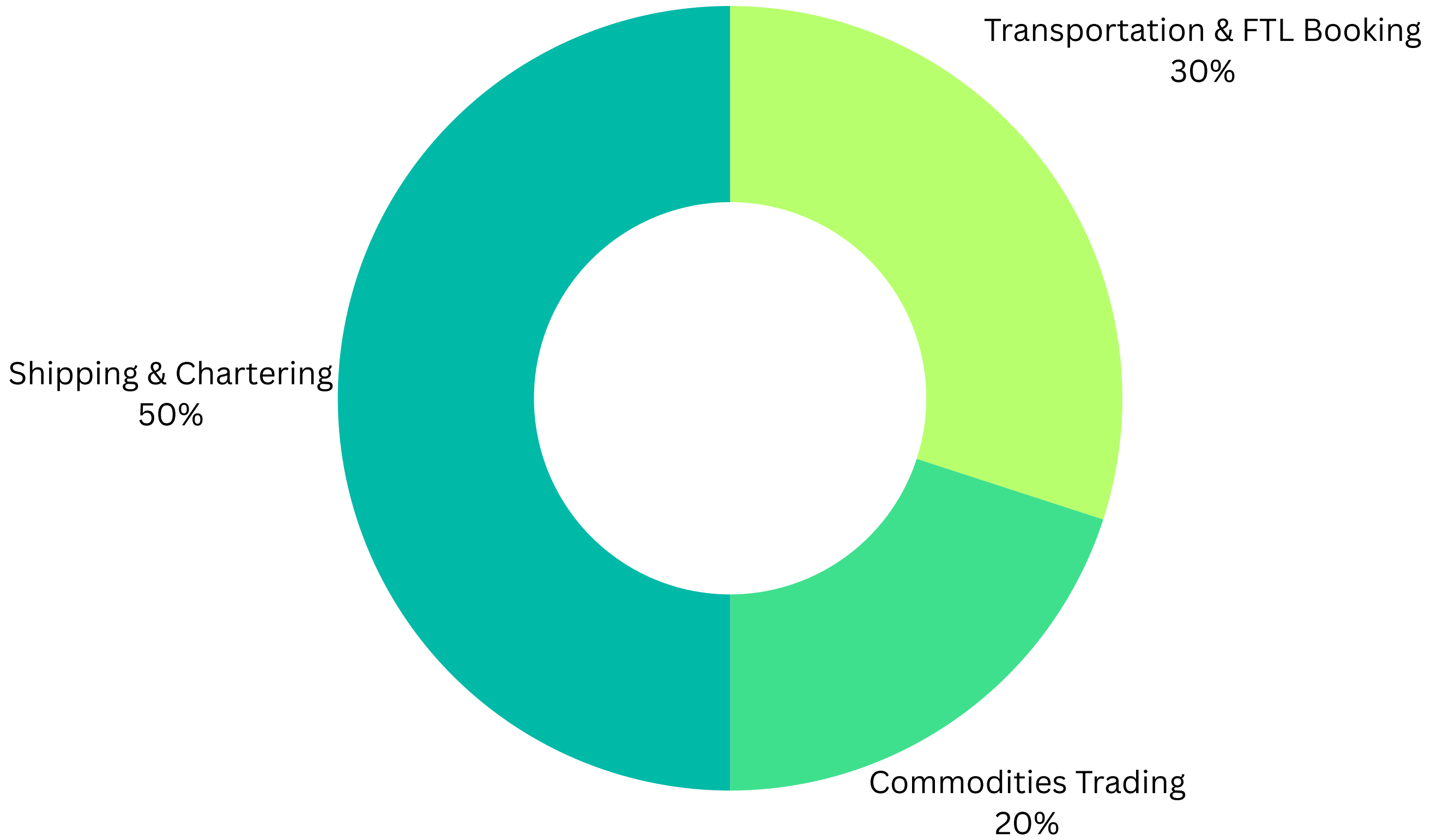
**GUJARATHI EMPIRE**

**Gujarathi Empire Group active in ship Chartering & Brokering,  
Commodity Trading, Exports, FTL Booking & Road Transportation,  
Information Technology & 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 2023 three quarters.**



# Group Revenue



<b>Shipping &amp; Chartering</b>	<b>50%</b>
<b>Commodities Trading</b>	<b>20%</b>
<b>Transportation &amp; FTL Booking</b>	<b>30%</b>



## From Desk of CMD

Mr. Ashutosh Gujarathi. CMD Gujarathi Empire

Basically leading the group and its multiple diversified service business portfolio is itself a challenge, But now we have observed the growth of group companies along with its deep rooted business ethics and culture. We have gained success in keeping our graph steady except few setbacks and with constant progress

In this year we have added more team members to strengthen our core team and fulfill requirements of various job roles and our team is still increasing in Shipping, Logistics and IT. We have established the various Joint ventures & MOU with overseas as well as Indian partners as footsteps for next milestone achievement together. With new Brand launching under roof of GE we have additional responsibility in Logistics to deliver our clients under it and match their expectations.

To giving effective results everyone focusing on their core competency and giving value addition service to clients portfolio. We have added more clients in portfolio of newly added segment of Tanker Chartering & SNP as well as in dry bulk. We are very much disciplined, sincere for our duties, operations and continue our team trying to improve themselves

With entering in new year we are all happy to share you our progress card and vision document of this year and how next year we are looking to approach.

We are looking for the same enthusiasm and support of all investors and stake holders



**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 **2023.****

**Mr. Ashutosh Gujarathi**  
CMD

# From Desk of Director

Mr. Ketan Sojitra . Director - Business Strategy Gujarathi Empire

It gives me a great pleasure as Gujarathi Empire celebrate continued success since 2018, We GE would like to reflect back over various achievements and milestones which included many 'First Positions' in the industry. We decided to setup a shipping firm with initial focus on ship brokering , commodity trading and logistics. Since then we have grown into a company with a diverse portfolio of services that include in addition to dry bulk chartering, Tankers, SNP, road transport and project cargo. Our success in building a company with a solid track record is a direct result of our focus on quality and long-term strategic approach in everything we do. This customer focused approach has resulted in long-term repeat business with our main clients. I hope we can serve you best.

An organization can grow only if we empower our employees and give them space to develop into effective leaders Indian culture stands for a unique value system, thereby imbibing truth, honesty and fair play in us. This helps us gain the trust of our clients, as our services are integrated into their businesses and we function as an external partner for their internal processes. We sincerely believe that a world class logistics and supply chain company, with a global reach can come out of India.

As an organization, our values and morals have been the guiding light for our actions. We have been through a constant phase of transformation right from inception. Germination to growth and growth to branching out, ours has been a journey, a voyage of fruitful self discovery.

Starting off with ship chartering, we have swiftly moved across domains, geographies and industries to offer a gamut of services for the logistics industry. Our sustained growth has been fueled by the undying passion of our people and their willingness to succeed.

Our clients are our friends and allies and we believe in growing together by offering them careful guidance and services through the experience we have gathered over the past years. Our clients have been our greatest motivators and our pillars of strength. We respect our relationship with each one of them and try to strive for a little extra in everything we do for them.

Our dedicated staff members are the backbone of our successes and none of the milestones would have been possible without immense contribution and dedication on their part.

I would like to end by saying, that we are staunch believers in long term relationships be it with our clients, employees or our business partners.

We want our clients to benefit from the solutions we have to offer. We want our employees to be satisfied with the growth and the opportunities they receive within the organization. We want our business partners, specially our vendors, to grow with us as we do.



**Mr. Ketan Sojitra**

Director - Business Strategy

# From Desk of Head Logistics

Mr. Samkit Metha . Head of Logistics Gujarathi Empire

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 with Food items from ITC, Pepsico and other miscellaneous commodities key role in business.

We have remain in with 2 no of fleet with from which two 19ft vehicles sold, By the revised strategy and had more towards sustainability in the complete market more focused on own bookings and local Pune surroundings team Closed long term running contracts. Focused on reducing ideal time of vehicles and addressed out pain point area of blue collar staff, some setbacks received due to heavy rainfall. Now taking further with GMC LOGISTICS INDIA PVT LTD Brand for the future operations and activities in new office and we'll established infrastructure.

We have more focused on new setup and 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.



**Mr. Samkit Metha**  
Logistics Head

# From Desk of Head Shipping

Mr. Chinmay Wasnik . Head of Shipping Gujarathi Empire

Market fundamentals have been fluctuating in the Dry Bulk segment for the year 2023. A normalisation of average port congestion has increased the active supply of vessels and built up overcapacity in the market. Fundamentals on the supply side seem positive, as low contracting activity will limit fleet growth in the short term. However, there is still uncertainty on the demand side. As well as its unsustainable debt, the Chinese property sector faces structural challenges with a declining population. The outlook seems more resilient for smaller segments, owing to both positive supply and demand fundamentals.

The outlook for freight rates and second-hand prices is mixed. Tanker vessels are structurally positioned for a great 2024, whereas Container, Gas Carrier and Dry Bulk owners may need to scrap older and less efficient vessels to maintain current fleet utilisation levels. The long-term demand outlook is being shaped by global trends that call for less seaborne trade per dollar growth. Trade volumes could begin to shrink, while smaller parcel sizes and changed trading patterns may increase demand for more regional trades by smaller vessels. The shipbuilding industry's ability to renew the existing fleet is under pressure.

Above all was the market review for whole 2023 which kept on fluctuating on daily basis. Expecting some good revenues for all the stake holders in the good year 2024.

Talking about us GE Bulk we have started with the year 2023 with aggregates and later in the mid of year followed by cement parcels from west coast of India towards east Africa. While coming to year end we have placed two period tonnages which are fully under operation with GE Bulk.

Expecting with some effective results in 2024 the focus will be more into Tanker segment as well as dry bulk vessel owning. Team will be working closely with breakbulk shipments and with direct schedules of owners.

Will be entering the 2024 with good prospects of ideas and with focused mind set. Looking forward for your more support and wishes with us for planned milestone of the year 2024.



**Mr. Chinmay Wasnik**  
Shipping Head



# 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**

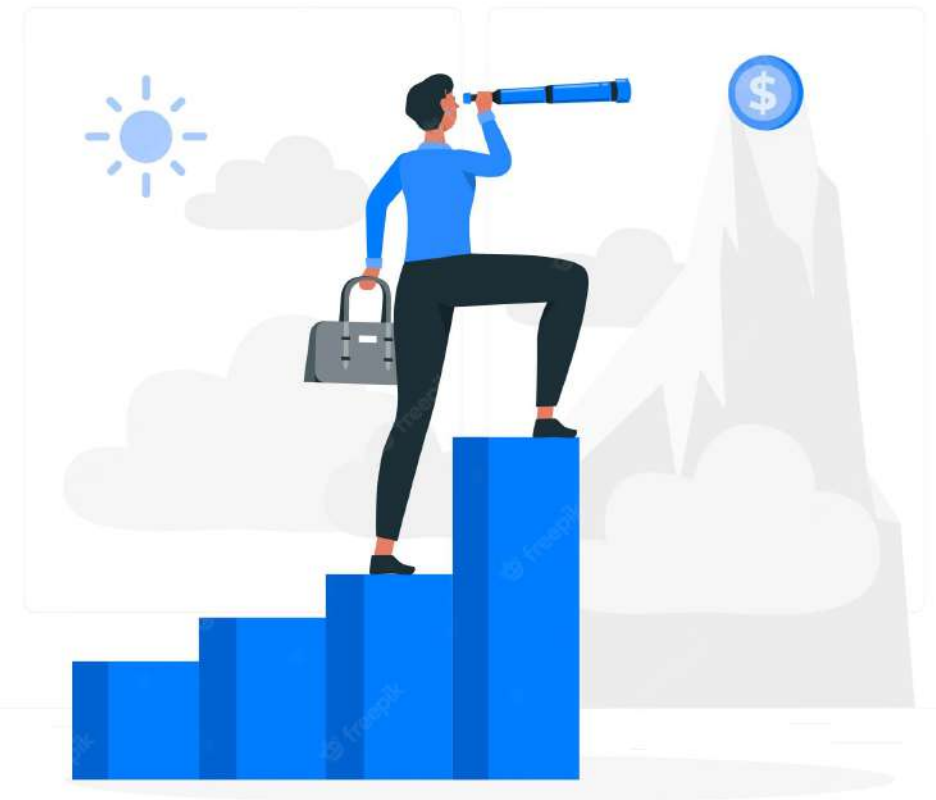
**Social Responsibility** - Always committed for social responsibilities and helping the needy whenever needed.



## 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

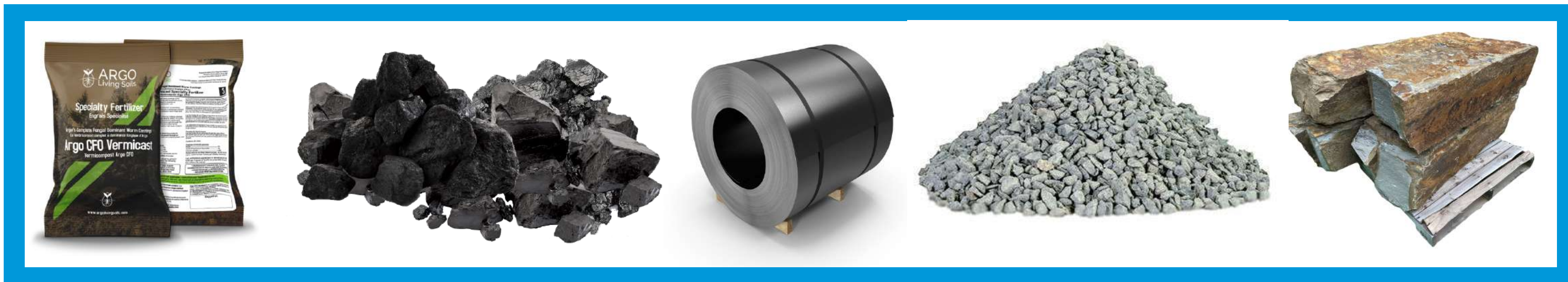
## Shipping / Chartering & Brokering

- This year at Start we have focused on last year launched our Sale & Purchase department and newly opened up tanker department to handle our all clients and cater them all solutions under one roof including marine consultancy to ship owners and charterers. In same our database and connectivity worldwide increased to flow more business opportunity with us.
- Along with that added in portfolio below services such as Pre Fixture Support, Post fixture and voyage management, Commercial Management, Support to Shippers/Cargo houses / Miners, Support to Recievers / Importers
- This year start in Jan 2024 we have done up with Eurosky discharge of steel coils in Mumbai from Baltic and then in March/ April / May we have placed 2 back to back small vessels of stone boulders from ECI to Chittagong for government projects
- We have Placed small vessel again month of June – July for Bagged cement cargo from Karachi to East Africa. And in same quarter taken small tonnage on period for transportation of wheat cargo in Baltic / East Med area
- Period vessel on account for 3 months and then redelivered back to owners. Now we have taken Period supramax vessel on account for next 1 year to operate worldwide cargoes
- In last sector in tankers we have work more on caribs area to work on big crude parcels for worldwide and still that work in process.
- This year was good for us as we handled different commodities like wheat and fertilizers, We have focused more on business development, increased networking with overseas associates to have more flow of business. We have received now worldwide open positions of vessel owners and cargoes from trading houses regularly to act on same as broker or operator.
- Planned is to keep dry bulk period tonnages in both basins and have their operations smoothly. Also with new JV Established with Singapore based company period small tanker business in pipeline and soon it will take shape.
- With some setbacks received our team done deep study of same from our side to change the policy accordingly and keep us updated ahead of time.



## Commodity Handled So Far

- Bagged Cement Cargo :- 11,000 MTS
- Fertilizers in Bulk :- 30,000 Mts
- Boulders & Aggregates :- 30,000 Mts
- Wheat in Bulk :- 45,000 Mts



**No. of charter Party**

Vessels on Period

**11 K DWT IN BALTIC / EAST MED**  
**55 K DWT IN SE ASIA / FE ASIA**



## Commodities & Trading

### Commodities Available with us

Commodity	Origin	Quantity	Nearest Port	Payment Terms
Coal	Indonesia	50,000 Mts +	Indonesia	FOB MV LC At Sight
Iron ore	India - Orrisa	50,000 Mts +	ECI (Paradip / Vizag/ Dhamra)	FOB MV LC At Sight
Phosphate Rock	East Med Origin	30,000-50,000 Mts	Tripoli, Libya	FOB MV LC At Sight
Petcoke	USA	30,000-50,000 Mts	Houston, USA	FOB MV LC At Sight
Petcoke / Iron ore	Caribs	50,000 Mts	Jose, Venezuela	TT/LC At Sight
Wheat / Corn / Maize	Ukraine / Russia	30,000-50,000 Mts	-	TT/LC At Sight

GE Group done trade of 20,000 Mts bagged rice through containers for East Africa countries Such as Kenya , Tanzania in Month of June – July

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

Indian origin rice have limited exports and through containers also Indian origin sugar not yet export quota given.

We can do end to end logistics along with procurement but trading commodity payment will be by bank financial instrument accept and freight payment by the MT 103 / TT Only.



## Forecast Shipping Quarter

We will continue with our objective and key results plan of taking tonnages dry bulk and Tankers in last quarter of financial year and focus more in operating and direct control over tonnage rather than brokering in Dry as well as Tankers.

For very few direct and old clients we are keeping window for ship brokering open. Ending this financial year with more no of charter parties and long term contracts and giving stability to group revenue in shipping division.

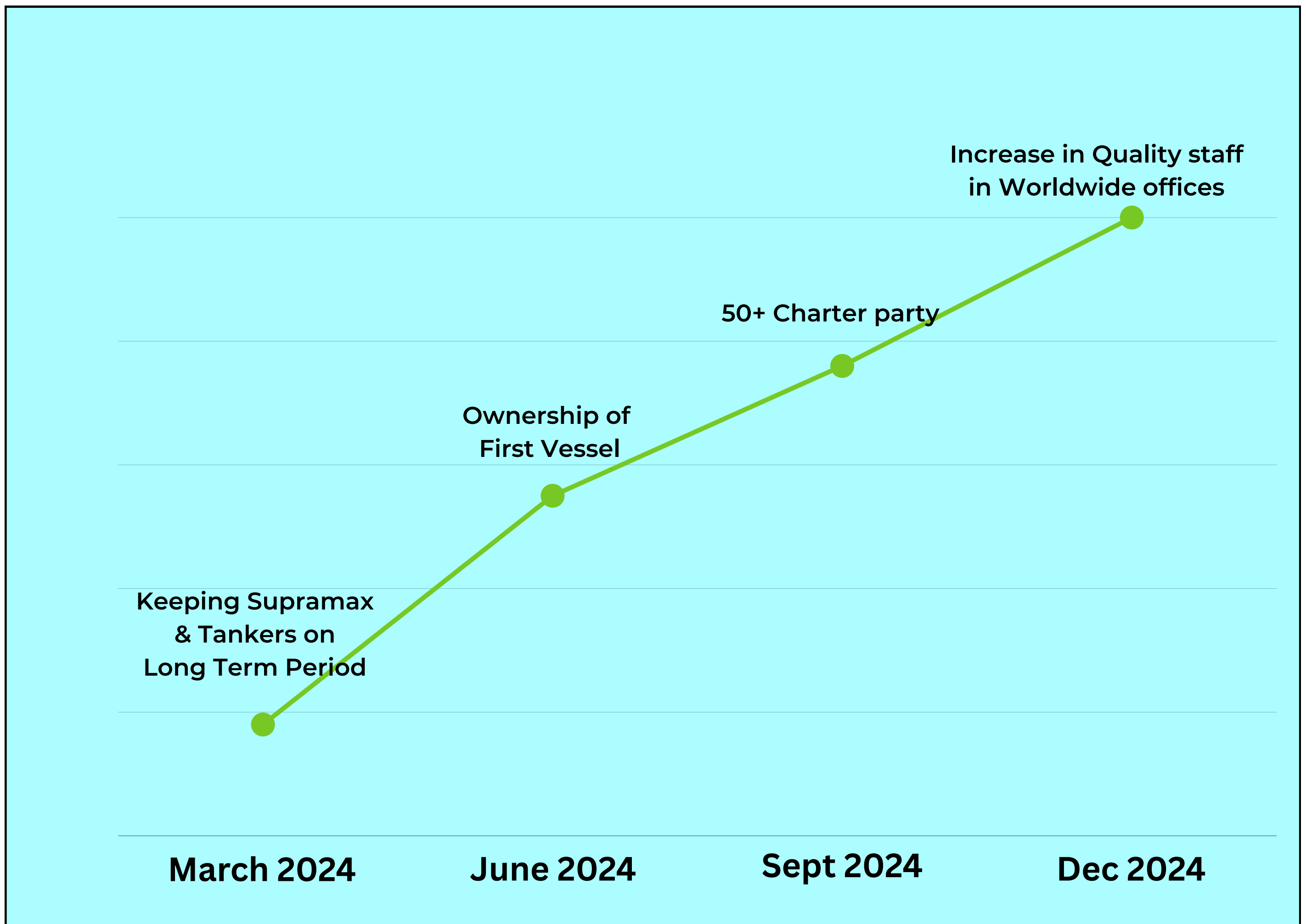


### Vision Forecast Shipping

- Under recently signed contract with EESCO already taken one supramax in Asian region to execute cargoes and explore more opportunities for the same 5 Mio USD lined up including tanker period deals .
- Our focus will be majorly on high value ticket deals of SNP, tankers in coming year.
- Discussions going on with investors for second hand vessel purchase and which will be expected in first and second quarter of Financial year 2024.
- Increasing post fix team to handle operations smoothly in both Tankers and Dry Bulk also dedicated team to handle SNP and breakbulk parcels.
- We have already established network worldwide such as Singapore, Dubai, Greece, Turkey, USA, Indonesia as per planned last year and going more firm with them to get contracts locally from there.



# Milestone Road Map Shipping



1. Keeping Supramax & Tankers on Long Term Period
2. Ownership of First Vessel
3. 50+ Charter Party
4. Increase in Quality staff in Worldwide offices

March 2024  
June 2024  
Sept 2024  
Dec 2024



# Transports & FTL Bookings

We have started this year and last quarter of FY 2023 with 17 & 19 feet and well enough business in hand for them. But we like shipping evolving ourself here too from Heavy Asset Business to Light asset business.

Multiple distribution of Electric and electronic items along with new Diesel/ Petrol pump setup played major key role in Business.

GE Group decided to established new brand to cater logistics services more dedicatedly to our clients under the name of GMC Logistics India Private Limited including PTL, FTL and warehousing, Air freight etc.

We have addressed out pain point of blue collar staff, reduced ideal time of our vehicles with good enough credit lines from BPCL. Have more focused on local biz in running of 200-400Kms Belt mostly.



Number of Items		
1.	Electronic Items Whirlpool, Godrej, LG	<b>60 +</b> Trips
2.	Food Items ITC, PEPSICO	<b>60 +</b> Trips
3.	Other Misc Commodities	<b>40 +</b> Trips

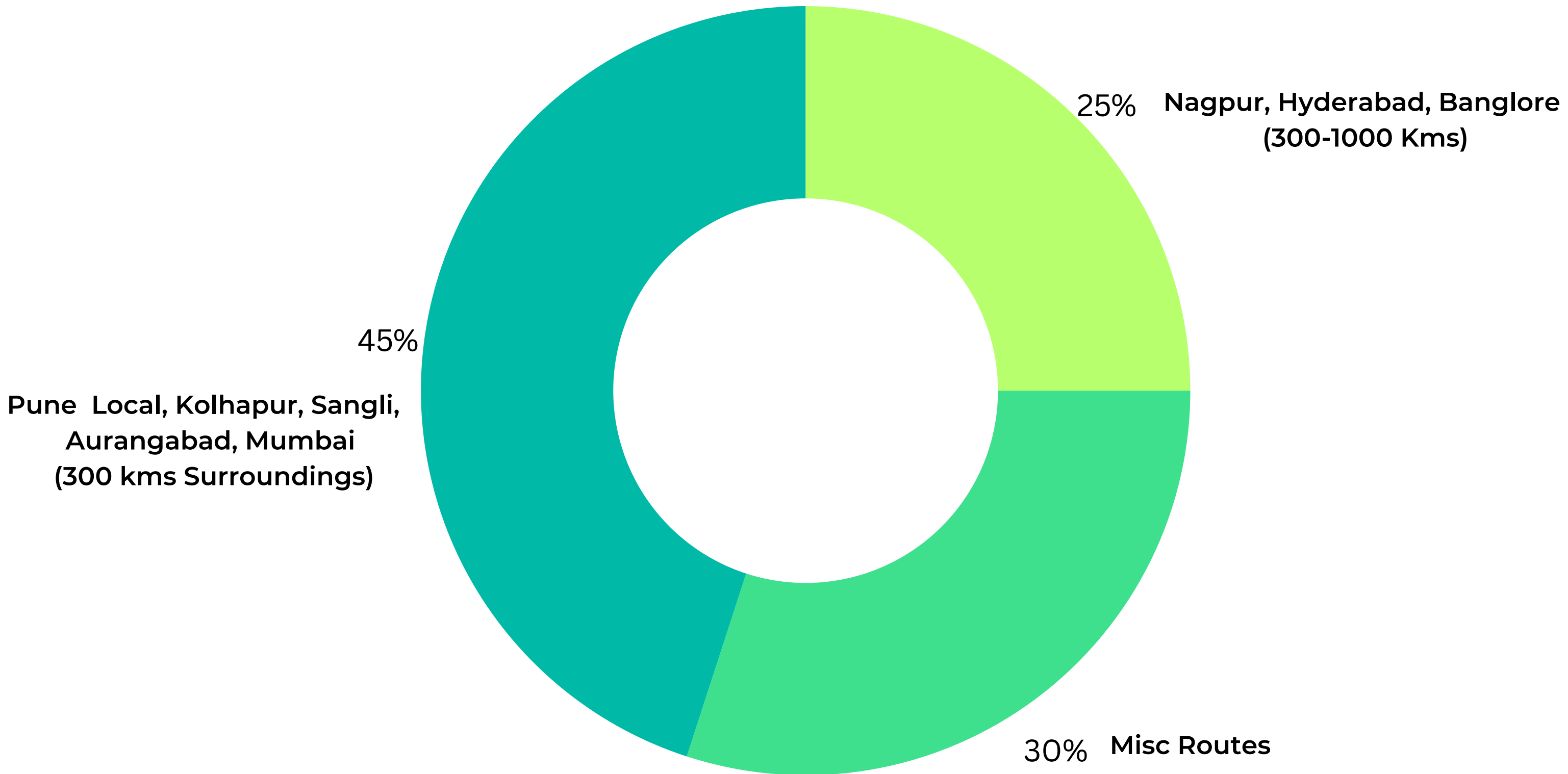
Combined Total Kms Running By All Fleet

**125,000 Kms**





# Areas Covered



<b>Pune Local/ Kolhapur/ Sangli/ Aurangabad/ Mumbai (300 kms Surroundings)</b>	<b>45%</b>
<b>Nagpur/ Hyderabad/ Bangalore/ Goa (300-1000 Kms)</b>	<b>25%</b>
<b>Misc Routes (Bihar/ Rajasthan/ Chennai)</b>	<b>30%</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

Taking further with GMC logistics Brand along with proper SOP Implementation, Infrastructure setup for streamline operations and activities Well setup offices in Pune & Mumbai with trained staff for handling booking activities in 32 FT SXL, MXL and 20/40 Ft Import/ Export Movement.



## Milestone Road Map Plan

Increased No of booking up to daily 30+ FTL vehicles under long term contracts Turnover 10 Cr+



## GE Infotech



- Gujarathi Empire Infotech Private Limited registered for Startup India and applied for scheme under it to develop the products as per market fit and established in market and increase in opportunity also same time
- Fleetezy basic design and template drawn out and team development already in close to final stage which expected to complete by end Quarter of 2023.
- Company is in pre revenue stage and fund raising in process via Govt channels as well as from private investors



## Forecast IT Quarter



Company will complete all infrastructure soon and will make some initial transaction and leads to show our private ready equity based investors

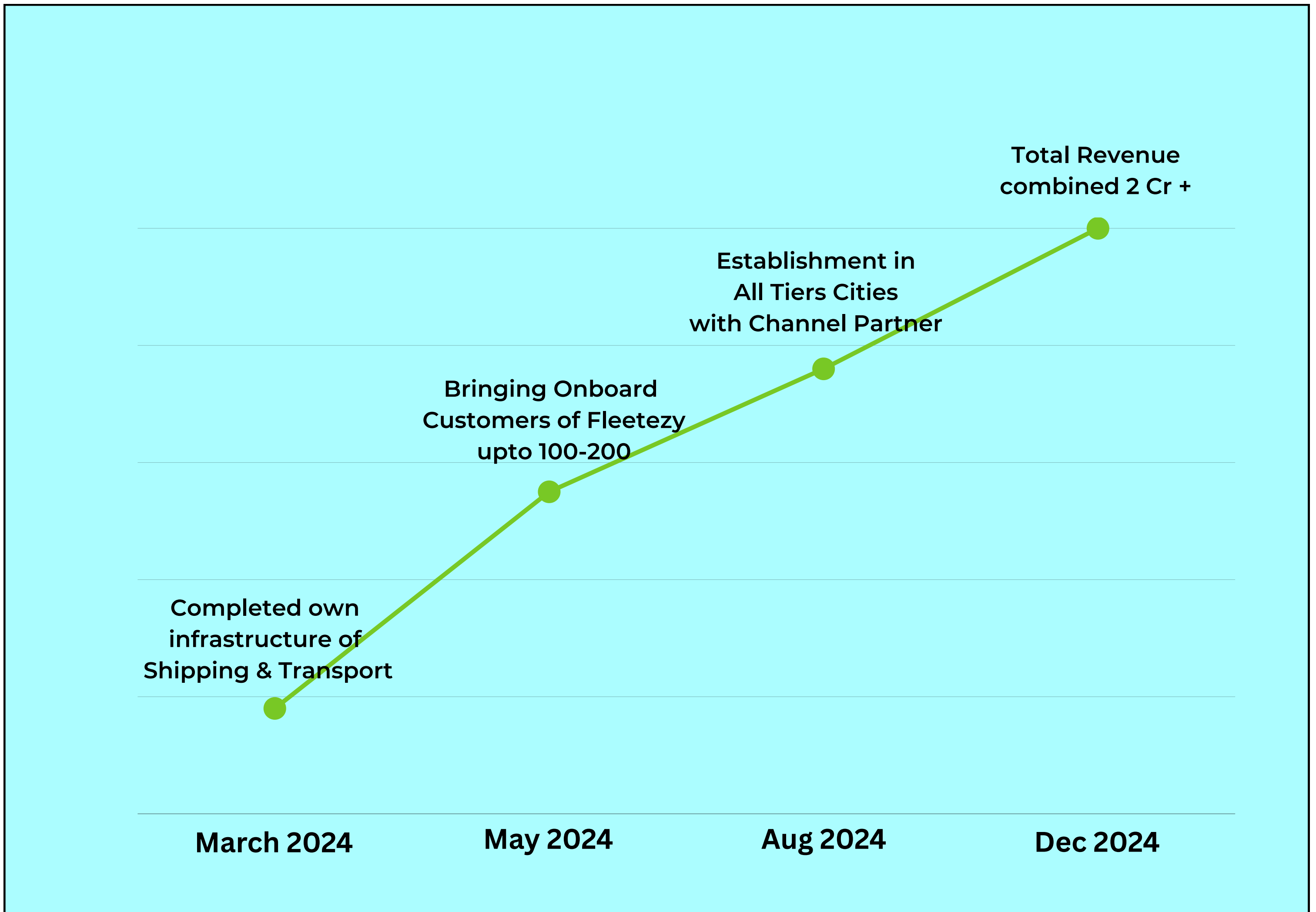
### Vision Forecast (FY 24-25)

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 implemented same strategy, Strengthening product market with Subscription basis and also looking for revenue through for preparing software as per demand service based.



## Milestone Road Map Plan



1. Completed own infrastructure of Shipping & Transport
2. Bringing Onboard Customers of Fleetezy upto 100-200
3. Establishment in All Tiers Cities with Channel Partner
4. Total Revenue combined 2 cr +

- March 2024  
May 2024  
Aug 2024  
Dec 2024



# Kumar Gujarathi Foundation



- KGF after its establishment done many projects of corporate Social Responsibilities and welfare of all blue collar staff who are working with us for day and night
- We have our continue and regular visits of orphanage and donated them for their basic needs of children and looking after education
- Next projects lined up are scholarship planning for talented and deprived students for good education



# GE BULK

A central graphic featuring the 'GE' logo in green and blue, set against a background of a green and blue cloud. Below the logo, the text reads: 'GUJARATHI EMPIRE', 'GUJARATHI EMPIRE BULK', and 'HANDLED TONNAGES(2022-2023)'.

**GE**  
GUJARATHI EMPIRE  
GUJARATHI EMPIRE BULK  
HANDLED TONNAGES(2022-2023)



## HR – Admin

GE Group to focus more on bench strength to handle our operations and business smoothly keeping in mind to make second level of leadership tie up this year with MIT-ADT with MOU for getting interns placed in GE Shipping and Logistics Division. Also under this we are helping them to design their study materials and course accordingly which streamlined with current market and students will be up to dated. This helps GE for quality staff in house.

Also we have data of enough candidates in hand for shipping and logistics operations and time to time our HR team evaluating same and updating in our records.

GE Group now official member of BNI Chanakya which helps us to generate good leads as well as more networking and reach out the people for GE business activities.





## Trade Fairs



- GE Team attended in Feb CTL- BHP 2023 where we meet most of the our old contacts from break bulk industry and regular liner and project cargo services companies
- GE team was part of Drycon 2023 held at Andheri, Mumbai on 16 June where we have good interaction with our fellow mates from dry bulk shipping industries, owners, operators, traders, port agents, PI Club Agents, bunker suppliers, mine owners, importers.
- GE Team attended Global India Maritime Summit held at BKC 17 -19 October 2023 where we have established good relation with all over India port Authorities.
- In Dec Month Again we got chance to attend All India Cargo Summit 2023 at BKC where we interacted with Air and Sea Freight forwarders and Truck, Trailer fleet owners.
- Now we have officially joined the BNI Chanakya and part of MCCIA as well.

This all opportunities made GE presence loud and bold, our network increased and many opportunities unlocked for us with good potential.

  
**BNI**  
CHANAKYA

  
**mccia**

Mahratta Chamber of Commerce,  
Industries and Agriculture

## Press Release

We have Published total 16 Shipping Market Review Edition reports in last year 2023 in Months Continue each 15 days and twice in month. The benefit of it is

- We get more presence and opportunity to grab the business from market to whom with we have lost the touch or no communication, so we are in touch with everyone after 15 days.
- Everyone is getting educated about how market moving in dry bulk , tankers , SNP and for different size parcels and trade .Getting us added advantage over the competitors as people get more trust and comfort from the same.



- GE- Nimec Press release of agreement between giving support to Nimec Ventures in Indian market, open up doors for them to do commodity trading as well technology transfer in power generation in India which is need of time today.
- Also Ashutosh Gujarathi CEO of the company awarded by 100 Most to be Watch CEO of the year 2023 by Hindustan Times and Mid Day Meal in Jan 2023.
- Business Icon honored us GE as Established Brand of the March 2023.
- Japanese Maritime Paper “The Japan Maritime Daily “written the article in their Publish issue about Gujarathi Empire Group , Its progress and about Ashutosh Gujarathi.
- Company Wikipedia Page already under process.
- Many more interviews and Press release of projects which currently group doing line up in year 2024.
- So we can say we have very good year 2023 in order to make our presence in shipping and logistics market in Bold.



# 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 -

Elte International FZE P.O.Box - 50895,  
Hamriyah Free Zone - Sharjah, United Arab Emirates

### 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



ELTE International FZE  
Dubai



Triz Ventures Pte. Ltd

Triz Ventures  
Singapore

#### Team Shipping

Ashutosh Gujarathi :- +91-9860040552  
Chinmay Wasnik :- +91-9371710037  
Parthip Yogesh :- +91-9371710038

#### Transport Enquiry

Samkit Metha :- +91-9371710036  
Kaushal Rai :- +91-9970780387  
Prateek Mishra :- +91-9371710035

For Cargoes :- [cargoes@gujarathiempire.in](mailto:cargoes@gujarathiempire.in)  
For Tonnages :- [tonnages@gujarathiempire.in](mailto:tonnages@gujarathiempire.in)  
For Chartering :- [chartering@gujarathiempire.in](mailto:chartering@gujarathiempire.in)  
For Breakbulk :- [breakbulk@gujarathiempire.in](mailto:breakbulk@gujarathiempire.in)  
For SNP :- [snp@gujarathiempire.in](mailto:snp@gujarathiempire.in)  
For Tankers :- [tankers@gujarathiempire.in](mailto:tankers@gujarathiempire.in)  
For Perioddesk :- [perioddesk@gujarathiempire.in](mailto:perioddesk@gujarathiempire.in)  
For Operations :- [ops@gujarathiempire.in](mailto:ops@gujarathiempire.in)

Website :- [www.gujarathiempire.co](http://www.gujarathiempire.co)

# Thank You

