



# PROPOSAL FOR INVESTMENT IN DRY BULK TRADING AND CHARTERING

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GE Group of the companies



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# WHO WE ARE



Gujarathi Empire Group established by Mr. Ashutosh Gujarathi & family back in 2016. Initially the group started with old transport business and core export of agro commodities from Maharashtra India. Expanded in past few years and with diversified portfolio

- From 2017 Own In Land transportation and logistics service provider and export of agro commodities, Import export container movements
- From 2021 post covid Ship brokering / Chartering / Trade Solutions and Commodity sourcing in dry bulk.
- In 2022 Group founded Information Technology division as well as Kumar Gujarathi Foundation.
- In 2023 Shipping firm decided to play role in Ship Purchase & Sale as well as Tanker Market.



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# WHAT IS DRY BULK TRADING – OVERVIEW

- Dry Bulk trading is about Trading of bulk Minerals, Metals, Fertilizers, Grains etc
- Target Customer/Industries are Cement, Power, Steel companies apart from the trading houses who buys cargo in bulk.
- Target products are Gypsum, Coal, Iron ore, Slag, Aggregates, Limestone, Clinker, Urea, Steel, Rice, Sugar among others.
- Target countries are India, Oman, China, UAE, South Africa, Indonesia, Japan among others.
- Good Funding and Chartering plays Major role in dry bulk trading.

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# WHY BULK TRADE

- Consistent Demand : Its an ever growing industry because all are infrastructure, Construction, Energy and agro based products which has consistent demand all over the world.
- Back to Back trade : All trade would be back to back upon receipt of the order only. So there would be an order first and then we need to procure the material and supply.
- Good ROI/Margin : Overall trade Margin varies from 5-10% on deal basis if worked with full strength along with chartering team.
- Financially Secured : All trade would be backed by Letter of Credit.
- No fund Block : No Capital investment or fund block in stock or factory.



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# INVESTMENT REQUIRED FOR BULK TRADING

**Low value Cargo (Min 1-1.5\$ Million for 55KT000 tons Min Vessel)**

- Gypsum : 22-25\$ per ton
- Limestone 16-20\$ Per ton
- Aggregates : 20-22\$ Per ton

**High value Cargo (Min 5-6 Million dollars for 12k to 55kt Min Vessel)**

- Iron ore : 80-100\$ per ton
- Coal : 100-110\$ per ton
- Urea : 300-350\$ per ton
- Sugar : 400-450\$ per ton

(Above prices are on CIF Destination port basis to get the investment indication)

# commodities



Gypsum



Iron



Limestone



Coal



Aggregates

# TARGET MARKET

Total Dry bulk Market is 5+ Billion tons with a major role of Iron ore, Coal and Grain composing 2/3 of Market.

- India is Importing 250+ Million tons of Coal, Coke and Petcoke
- Import of 30 Million tons Limestone
- Import of 5 Million tons Gypsum.
- Chinese Import of 1000 Million tons Iron ore
- Multi million tons Coal export from SA and Indonesia
- Sugar import in Gulf.

Above are just few target Market to start with through our associates and going ahead, we will be trading entire Gulf, Asia, SEA market which is not less than multi Million to Billion tons Market.

Even if we target 0.1% of Total Dry Bulk Market with the full strength of chartering and funding, it will be a big business opportunity in trading and chartering both.





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# TARGET BUSINESS AND SETUP REQUIREMENT

- Our target is to achieve **50 Million** Dollar Business in Trading and chartering within **2 years** of time.
- This will need a Team setup of professionals to take care of entire trading and chartering business.
- Operating expenses would be promoting the company at various International platforms, Market reports, software, hiring of team, Travelling to connect with miners, owners and plants among others.
- Once we achieve **50 million** Dollar, we can then expand it multi-fold depending upon the financial strength of the investor.



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# WHY GE GROUP

- **End to end solution** : A rare and Great combination of Bulk trading and Vessel chartering professionals with the involvement of Trader, Charterer, Vessel captain, Ship broker, Mining associates, Stevedoring etc for end to end solution.
- **Special desk of Chartering** : Freight is Most crucial part of Bulk trading which works as Deal breaker or Deal Maker. So GE's core expertise of vessel chartering will play major role. We have the team of Vessel chartering which is 24x7 engaged in Market Analysis and deal execution.
- **Relationship with all stakeholders** : Due to vessel requirement of buyers and seller, GE group has leverage of relationship with Vessel owners, Mine-owners, Traders, Cement and steel plants, Broker etc

# VESSEL CHARTERING BUSINESS

- Operating Vessel for in-house trading cargo as well as working on Market requirement of vessels.
- Taking vessels on Voyage, TC, COA or TCT basis and providing chartering services to Shipper and receivers.
- Earning per voyage would be 5-7% depending upon the Market
- Full fledged team right from getting cargo , vessel hire, Bunker and PNI related activities, Signing and executing CP etc
- It will give additional margin over and above trading margin
- This will work as leverage to trading and vice versa.



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## Profile of Chartering Head : Mr Ashutosh Gujrathi

- Ashutosh Gujarathi Ex Merchant Navy officer chartered in last 5 years more than 50 different types of vessels
- Lead the project from front and almost done around 1 mio tons of coals in voyage chartering and time charter trip
- Done around 250 k mts bagged rice from India exports to africa region
- Lead across continent teams for chartering and network today in turkey , USA, Singapore , dubai



## Profile of Trading Head : Mr Mahaveer Chopra

- Mr. Mahaveer Chopra has 20+ years of Global Business development experience to 24+ countries having traded 50 to 50000 tons cargo independently .
- He has worked with companies like Ashapura Minechem Ltd for 8 years for trading of Bulk Minerals such as Gypusm, Coal, Iron ore, Slag, Limestone, Chrome etc. Ashapura is India's leading Mineral trading company with 5 million tons bulk cargo movement worldwide.
- Awarded by United Nation Development, He is also working as Senior consultant with corporates apart from working as Senior advisor to NSOT (A Dubai royal family associated company by HH Shaikha Mouza).
- He is currently with GE group as Managing partner for Dry bulk trade portfolio as well as developing vessel chartering business.



## Advantages to Work With GE



GE Group is well associated with all Miners , Traders, Brokers and Shipping Channels



We have in house chartering desk to procure vessel on time and in budget can operate the vessels on time charter trip instead of voyage if needed as GE have setup bunker credit lines , PNI Club Etc



We have worked with direct miners for placing vessels and marketing their commodities so can take that leverage



We have worked with traders , receivers for their vessel requirements so we can develop sales channel immediate basis in India for commodities like Coal , Gypsum and limestone



# Contact Us

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