



Edelweiss investor conference

Mumbai

26, 27 June 2006

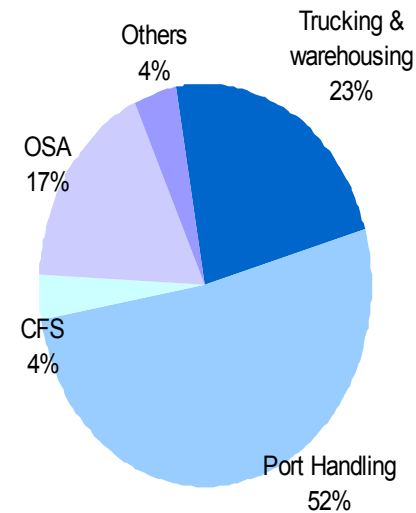
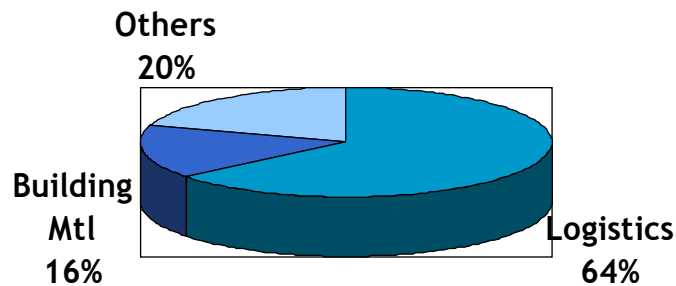
Introduction to Sical
Opportunity pointers
Mission and roadmap
Financials

Sical Logistics is India's leading provider of multimodal integrated logistics for bulk and containerized cargo.

- Founded in 1955 by the late Dr.M.A.Chidambaram in 1955
- SICAL Logistics Limited (formerly South India Corporation Agencies Limited) went public in March 1981
- Currently USD 230mn company focused on bulk logistics
- Equity Shares listed in BSE and NSE
- FCCB listed in Singapore Stock Exchange

Introduction

More than 65% of Sical's revenue is from its logistics business. Sical plans to focus only on logistics services and hive off its non-core operations



Up to 31 March 2006

Introduction

Services... 1

6



Offshore supplies

1



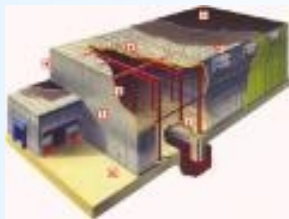
Port terminals
and port
handling

2



Trucking

5



Warehousing



Integrated multimodal logistics

Container freight
stations



4

Ship chartering
and agency

3



Services

1 Port terminal, port handling

Loading, unloading, and port logistics

- Pioneered discharge of coal using grabs and steel scrap using magnets
- Ennore 20 year BOT project for TNEB.

2 Trucking

Placement of vehicles, loading supervision, trade documentation, delivery and performance monitoring

- Dominant player in south India - 7,500 MTs of cargo moved daily
- Owns a fleet of about 320 vehicles and hires about 2000 vehicles; 300 vehicles to be added to self-owned fleet in FY07.
- Balanced mix of revenue streams from Fertilizer, Steel and Cement

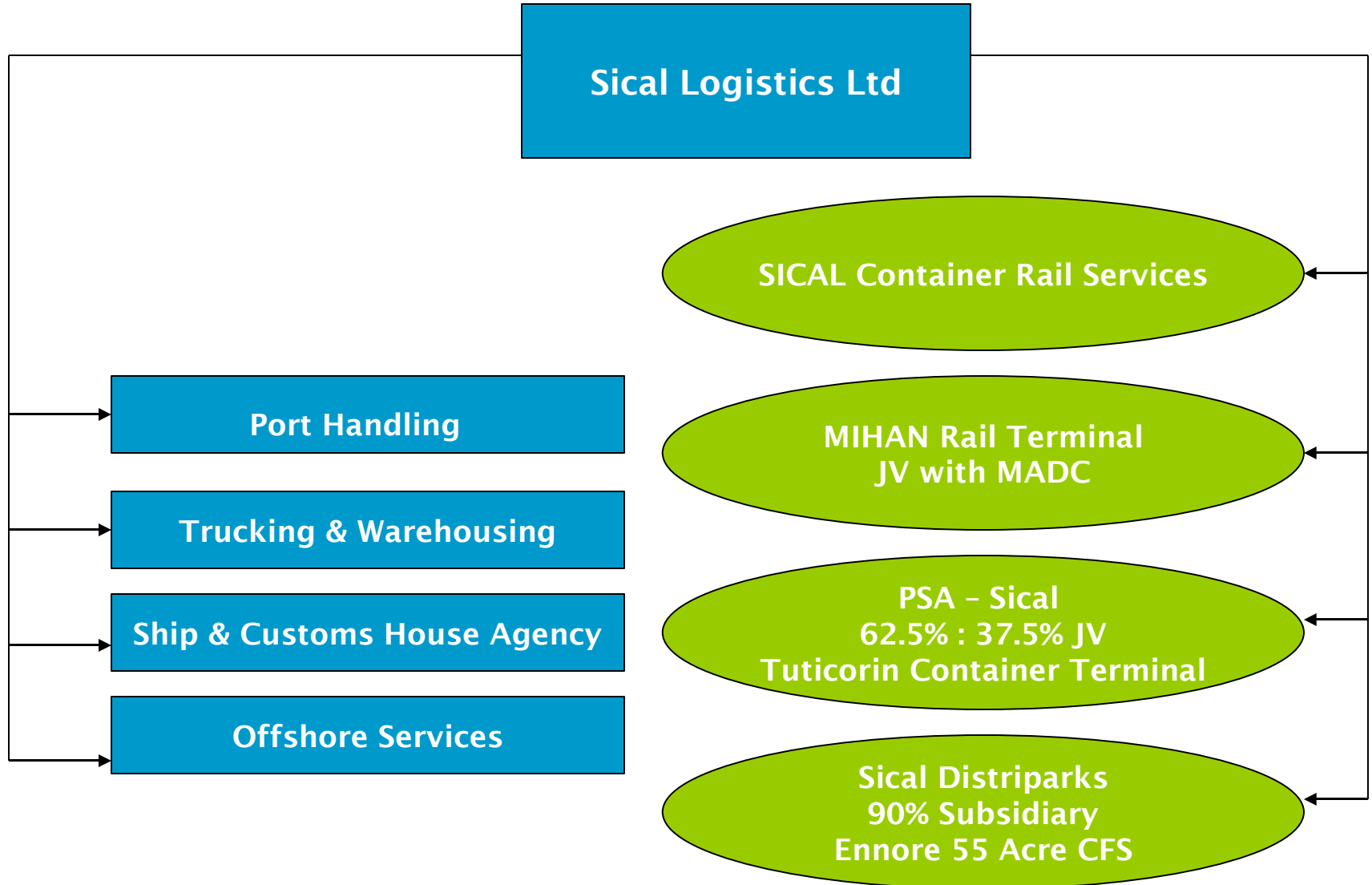
3 Ship chartering and agency

Arranging clearance and shipment of exported goods

- Strong liaison with custom and port officials
- Good track record in handling sensitive cargo
 - Cleared for export of INSAT-1B satellite through Bangalore
 - Cleared and delivered radioactive and sensitive cargo

Services...2

- 4 Container freight stations
- **Operating and managing near-port container freight stations, and inland container depots**
 - Alliance with Central Warehousing Corporation
 - 10-year contract for operating and managing CWC's container freight stations at Vizag, Tuticorin and inland Container Depot at Noida
 - Sical to market and operate the facility
- 5 Warehousing
- **Bagging, dispatch by road/rail ,warehousing, handling, and transportation**
 - Major customers: Fertilizers, cement, FMCG
 - Vast network of both open and closed warehouses (Own: 4 , Hired: 150)
 - Real-time inventory management system
- 6 Offshore logistics
- **Manning, victualling, operation, maintenance and repairs**
 - ONGC - O&M contract for 15 offshore vessels
 - Leased out own vessel to SC II ONGC
 - Plans to obtain Platform Supply Vessels & Anchor Handling Tugs for ONGC



Introduction

Presence in all major Indian ports



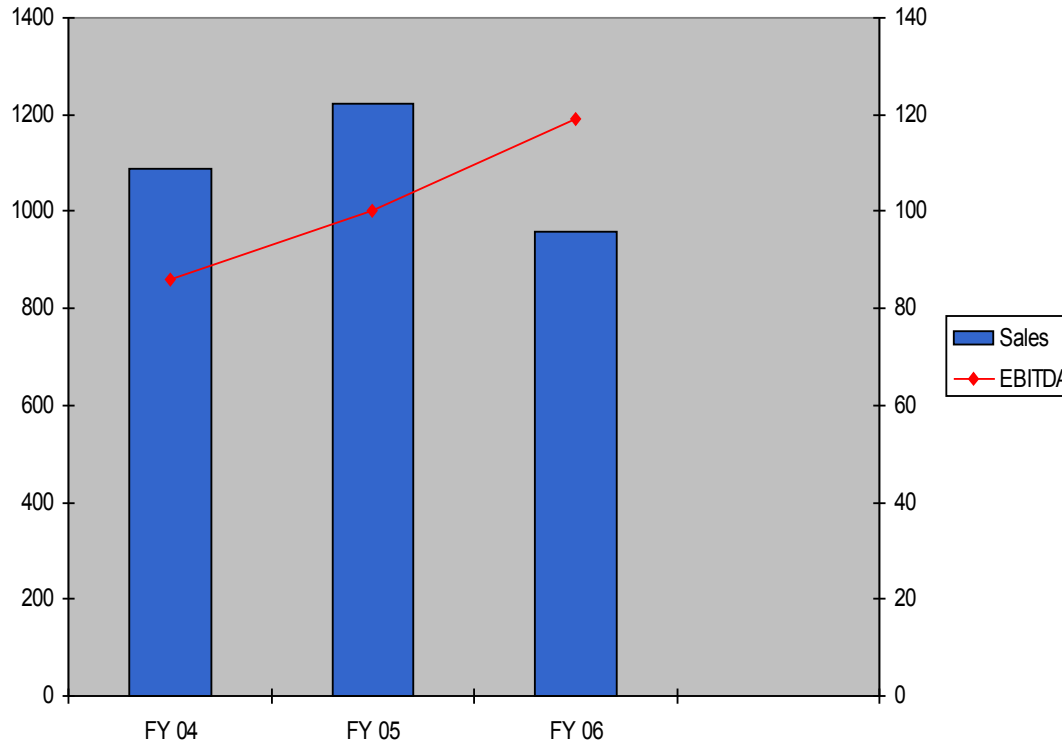
Key customers

- Birla White
- Caltex India
- Castrol
- Haier
- Henkel India
- Hindustan Lever
- HPCL
- India Cements
- ISRO
- Infosys
- JSW
- Jindal Steel
- Kalyani Ferrous Ind
- LG
- Karnataka Power Corp
- Maersk
- Moser Baer
- Neyveli Lignite Corporation
- ONGC
- Pepsi
- Sony
- Shell India
- Tamil Nadu Electricity Board
- Tamil Nadu Petro
- TCS

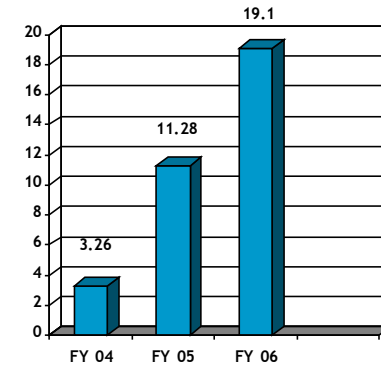
(in Rs crore)

	FY 04	FY 05	FY 06
Sales	1090	1221	960
EBITDA	86	100	119
PAT	9	31	65
Equity Cap	27.6	27.6	30.2
Cap Emp	600	609	638

Financials



- Current Market Cap of USD 175 Mn
- P/E at 13X

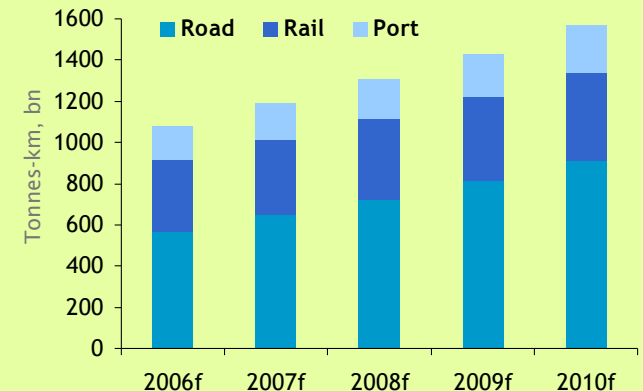


EPS Chart

Opportunity pointers

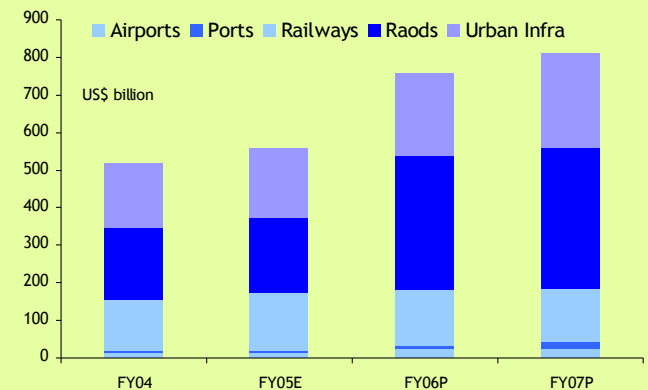
- Indian logistics industry is about USD 90bn
- Business Monitor International forecasts growth in freight sector for 2006-2010
 - Road freight will rise by 12.9% p.a.
 - Port handling will rise by 9.5% p.a.
 - Rail freight will rise by 5.6% p.a.
- Growth drivers:
 - Government spending at USD 5 bn on Golden Quadrilateral road project
 - National Maritime Development Programme envisages investments of USD 13.5bn in ports sector till 2014
 - Implementation on public private partnership model in execution of infrastructure projects
 - Special freight corridors for national rail network
 - VAT implementation to facilitate freer movement of goods and help create a single market

Growth in freight carried



Source: Business Monitor International Ltd.

Infrastructure investments likely in India



Source: CRIS Infac, CLSA Asia Pacific Markets



Opportunity pointers

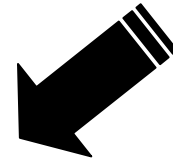
Infrastructure development to drive growth



Infrastructure Investment - Imperative



Boost the economy



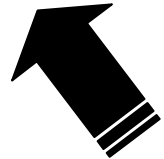
Growth in Trade & Commerce



Increased spending on Infrastructure

Sical Logistics will benefit from a multiplier effect:

- Infrastructure development to raise import/export.
- Increase in domestic trade and commerce will offer new business opportunities



Opportunity pointers

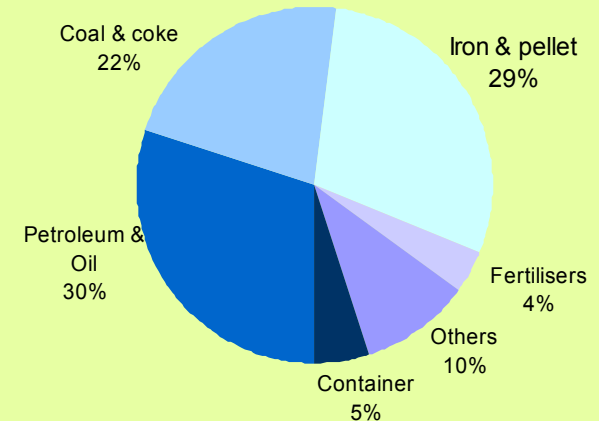
■ Bulk logistics

- Dry and liquid bulk constitutes more than 80% of the total foreign trade handled
- India is the 7th largest dry bulk exporter with highest growth potential
- Fastest growing exporter of iron ore and steel
- Rising demand for energy leads to heavy import of coal and oil

■ Containerization

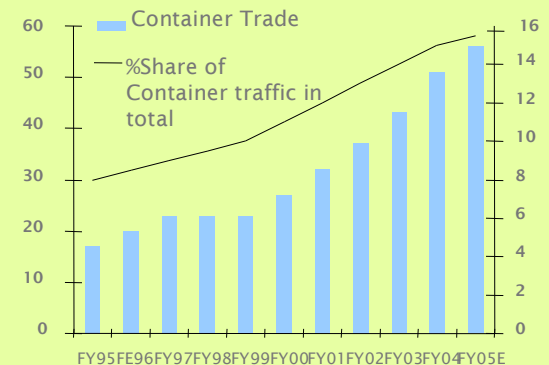
- Indian containerized traffic has grown from 15.35 mn tonnes in 1994-95 to 43.67 mn tonnes in 2002-03, @ a CAGR of 14%
- Private participation in rail goods traffic such as allowing competition in container movement and wagon investment schemes would enhance container traffic

Share of product categories handled at Indian ports in 2005-06



Source: Indian Ports Association

India-Trend in container trade



New initiatives

Proposed iron ore terminal at Ennore

- To develop Iron Ore Terminal with Jetty, Shiploader, Mechanized Handling System
- BOT License period – 30 years including construction phase
- The consortium lead by SICAL has quoted the highest revenue share through due process of International Competitive Tender Route
- Consortium Members SICAL – 89% and L & T – 11%
- Cargo generation potential at Ennore is about 15MMT

Project features

- Capacity of Terminal Phase I – 12 million MT
- State-of-the-art facility to handle initially Panamax and Cape size vessels up to 150,000 DWT
- Ship loading rate (average) – 75,000 MT per day
- Stockpile area for storing 1.2 million MT of Iron Ore
- Railway wagons unloading system for 12 rakes(each 3500 MT) a day
- Capacity can be expanded to 15/20 million MT
- Operation on 24x7 basis throughout the year
- After dredging by port can handle vessels up to 2,25,000 MT

New initiatives

Proposed Iron Ore Terminal

- Investment : Rs 550 Crore
- Project IRR : 16%
- Assumptions
 - Volume of traffic 10 mmt first year and 12 mmt thereafter
 - Debt : Equity 30:70
 - Operating cost at current cost of power, wages etc
 - Revenue sharing to EPL 51.6%. vessels up to 2,25,000 MT

Container rail project

- Sectors of Operation for EXIM Cargo
 - JNPT - Delhi, JNPT - Ludhiana, Chennai - Bangalore and Tuticorin - Tirupur, Nagpur - Mumbai
- Rail movement of containerized cargo between these sectors
- Debt Equity at 40:60
- Sical already moves over a million MT of packed cargo per annum by rail part of this could be diverted for container movement.

Project financials	
Project Cost	370 Cr.
Operation	20 years
Payback period	8 years
Project IRR	17 %
Equity IRR	21 %

Key features of project			
	Delhi	Ludhiana	Bangalore
Project Cost	215	90	61
SICAL's equity	103	43	29
NPV Equity	390	118	11

Railway Terminal at Nagpur Hub Airport

- Sical-led consortium to build railway terminal for Nagpur Hub Airport
- Project to be developed on BOT basis, 66 year lease
- Capacity of the terminal is 15,000 TEUs

Project financials	
Project Cost	Rs 60 crore
Operation	Q1, FY 2008-09
Payback period	12 years
Project IRR	14.76%
Equity IRR	18.40%

Key features of project			
Area (in Sq. M)	CFS	Rail yard	Domestic shipment
Warehouse	2500 for import, 2500 for export 4375 for bond	Nil	6000
Paved Areas	9100	21400	4500
Open Storage Areas	14000	Nil	3000

Questions?

Please contact

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