

**FIVE STARS  
CHARTERING PVT. LTD.**

**CORPORATE PROFILE**



**FIVE STARS**

# FIVE STARS GROUP



- **FIVE STARS BULK CARRIERS PVT. LTD.** – STARTED SHIP OWNING OPERATIONS WITH A CORPUS OF ONLY 12 MILLION USD IN OCTOBER 2005 & ALREADY OWNS 4 BULK CARRIERS FROM 75,000 – 170,000 DWT METRIC TONNES
- **FIVE STARS SHIPPING PVT. LTD.**– STARTED OPERATIONS IN 1985 AND MANAGES 3 VESSELS FOR SKS TRANSNATIONAL AND 4 VESSELS FOR FIVE STARS BULK CARRIERS.
- OTHER PAST CLIENTS HAVE BEEN:
  - GREAT EASTERN SHIPPING
  - SWIRES GROUP
  - CANADIAN STEAM SHIP LINES
  - APEEJAY SHIPPING
- **FIVE STARS CHARTERING PVT. LTD.** – STARTED OPERATIONS IN 2006 AND IS A COMMERCIAL MANAGEMENT/SHIP BROKING COMPANY FOR THIRD PARTY BUSINESS & INHOUSE COMMERCIAL MANAGERS FOR FIVESTARS & SKS ALSO MOVES ABOUT 5 MILLION TONNES OF 3<sup>RD</sup> PARTY CARGO.

## 'WHY WAS 'FIVE STARS CHARTERING PVT. LTD.' STARTED?'



- TO EXECUTE COMMERCIAL MANAGEMENT FOR FIVE STARS BULK CARRIERS LTD AND OTHER THIRD PARTY OWNERS
- TO EXECUTE SHIP MANAGEMENT AND PROVIDE ENTRY STRATEGY FOR INVESTORS KEEN TO INVEST IN SHIPS
- TO EXECUTE COMMERCIAL MANAGEMENT FOR CHARTERERS KEEN TO COMPETE WITH GLOBAL TRADERS
- TO ASSIST FOR A FEE INDIAN IMPORTERS FROM CIF TO FOB BUYERS AND INDIAN EXPORTERS FROM FOB TO CIF SELLERS
- TO ASSIST INDIAN CHARTERERS IN TIME CHARTERING VESSELS WHENEVER MORE ATTRACTIVE THAN VOYAGE CHARTERING
- TO WORK AS CONSULTANTS FOR SHIPPING RELATED PROJECTS
- TO WORK AS COMPETITIVE THIRD PARTY BROKERS ON A CASE TO CASE BASIS
- TO HANDLE OPERATIONS WHICH HAS BEEN OUTSOURCED TO US BY OUR CLIENTS

# 'FIVE STARS BULK CARRIERS LTD'S' MANDATE FOR 'FIVE STARS CHARTERING PVT. LTD.'



- PREPARING VESSEL ACQUISITION AND CHARTERING STRATEGY PRIOR ACQUISITION
- PREPARING CASH FLOW ANALYSIS FOR BANKS
- EXECUTE THE STRATEGY BY ENSURING VESSEL GETS MOST EFFICIENT CHARTERS ONCE ACQUIRED
- ENSURE THAT ALL POST FIXTURE OPERATIONS CARRIED OUT SMOOTHLY
- ONCE VESSEL PAID UP OR END OF CHARTER ANALYZE WHETHER IT IS BETTER TRADE FURTHER OR TO ASSET PLAY & SELL ASSET

## WHAT DID 'FIVE STARS CHARTERING' ACHIEVE FOR 'FIVE STARS BULK CARRIERS'?

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- **OPERATING PERIOD – Under 10 years**
- **PAID UP EQUITY - USD 12 million**
- **EBITDA – Highest for an Indian shipping Co. from 2007 to 2012**
- **FLEET AGE PROFILE – 15 years by dwt**

# PAST HISTORY OF INHOUSE FLEET MANAGED BY FIVE STARS CHARTERING



HAVE BOUGHT AND SOLD 17 SHIPS SINCE 2006.

CAPE SIZE MAHA ANOSHA EARNINGS IN 2015 AND 2014 USD 27,000.

EARNINGS FROM 2009 TO 2014 USD 67,500.( CURRENTLY ON INDEX.  
TO COSCO TIANJIN)

PANAMAX FLEET (FIVESTARS 3 PANAMAXES CURRENTLY AT USD 7,200  
GLENCORE GRAIN B. V. ROTTERDAM)

| YEAR | OUR AVERAGE | WORLD AVERAGE |
|------|-------------|---------------|
| 2015 | USD 7,200   | USD 5,500     |
| 2014 | USD 11,000  | USD 7,500     |
| 2013 | USD 14,000  | USD 11,000    |

# FLEET COMMERCIALY MANAGED BY FIVE STARS

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1. MV MAHA ANOSHA 2009 BUILT 170,000 DWT
2. MV MAHA AARTI 2006 BUILT 77,250 DWT
3. MV MAHA ROOS 2002 BUILT 75,592 DWT
4. MV MAHA JAQUELINE 1999 BUILT 75,592 DWT
5. MV GRACE ONE 2001 BUILT 75,563 DWT
6. MV GLORY ONE 2002 BUILT 73,810 DWT
7. MV PREMA ONE 1995 BUILT 71,741 DWT

# WHAT ELSE DOES FIVE STARS CHARTERING PVT. LTD. DO?



**ON CARGO SIDE TOTAL CARGO MOVED ANNUALLY 5 MILLION METRIC TONNES,  
PRIMARY CARGOES ARE**

- IRON ORE
  - COAL
  - BULK SUGAR
  - STEEL PIPES/STEEL PRODUCTS
  - SULPHURIC/PHOSPHORIC ACID
  - SALT
  - CLINKER
- Besides trading on above cargoes, we also work on Potential Power Plant Project. We have already closed COA business with big corporates like Finolex Industries Limited. Upcoming Independent Power plants like GMR, KSKE, etc are in pipeline and developing on them.



## Our responsibilities for projects are as under

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- To deal with cargo subjects, owners and others on post fixture issues.
- To assist you with regards to barging at load port as well as agency matters at load port.
- To co-ordinate with the agents during the period of this charter so that agents carry out their duties diligently especially in matters of demurrage and laytime calculations.
- Occasionally assist you in answering any shipping related queries that may be required by our lenders or for completion of the financial closure matters.

# WHY FIVE STARS CHARTERING IS THE BEST BROKING HOUSE FOR INDIA CENTRIC CARGOES?



- COMMERCIAL MANAGERS NOT CONVENTIONAL BROKERS
  - UNDERSTAND RISK MANAGEMENT BETTER
  - UNDERSTAND TRADE PATTERNS AND REQUIREMENTS BETTER
  - FULL KNOWLEDGE OF FINANCIAL MARKETS AND HOW THEY WORK
- QUALIFIED BROKERS
- COMPETING WITH ALL MNC BROKING HOUSES
- EXCELLENT LOCAL MARKET KNOWLEDGE
- VERY GOOD RESEARCH OF COMPETING ORDERS
- DIRECT WITH MORE THAN 100 MAJOR OWNERS/CHARTERERS
- VERY GOOD TECHNICAL KNOWHOW – PROBABLY THE BEST IN THE COUNTRY
  - FANTASTIC PROBLEM SOLVING RECORD
- ZERO LITIGATION DIRECTLY OR AS AGENTS (NOT A SINGLE ARBITRATION AND ALL FILES CLOSED, AS COMPARED TO OTHER INDIAN BROKERS WHO GENERALLY HAVE 30 PCT FILES OPEN ).

# WHY USE FIVESTARS AS COMPARED TO OTHER INDIAN BROKERS?



- ONLY **SUCCESSFUL COMMERCIAL MANAGERS** IN THE COUNTRY – FSBC HAS HIGHEST EBITDA FOR ANY SHIPPING COMPANY IN INDIA
- EXCELLENT **TRAINING PROGRAMME** FOR BROKERS PRIOR TAKING ON ANY ACCOUNTS
- **NO CONFLICT OF INTEREST** RATHER WE CAN USE THIS TO **LEVERAGE OUR POSITION** IN THE MARKET ESPECIALLY WITH OTHER SHIPOWNERS
- MORE OR LESS GUARANTEED **CLOSING OF FILES**
- **RESEARCH** MAJOR OWNERS/OPERATORS **WEAKNESSES** & THEIR **FINANCIAL'S** PRIOR PROPOSING THEIR VSLS TO CHARTERERS
- EXCELLENT **TECHNICAL SUPPORT** UNMATCHED BY ANY OTHER BROKING HOUSE
- **LARGE CORPORATE HOUSE** BACKING/AS COMPARED TO FAMILY RUN BUSINESS

# OTHER DRY BULK INDIAN STARTUP SHIPPING COMPANIES IN THE LAST FEW YEARS

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- LIBERTY MARITIME – STARTED BY LIBERTY GROUP IN KOLKOTTA – 1 SUPRAMAX
- AEGIS MARINE – STARTED BY CENTURY PLYWOOD GROUP – 1 SUPRAMAX
- PROPEL SHIPPING – STARTED BY ACT INFRAPORT - 1 HANDYMAX
- **None of the above have grown by more than one ship. All have had different strategies.**

## DOES FIVE STARS COMMERCIAL SERVICES MANAGE CARGO ON TURNKEY BASIS AS ADVISORS?



YES WE DO AS A MATTER OF FACT WE HAVE IN THE PAST FOR TIME CHARTERERS:

- NEGOTIATE THE CHARTER RATE
- NEGOTIATE AND APPOINT THE AGENTS
- NEGOTIATE THE BUNKER PRICES AND ORGANISE SAME
- NEGOTIATE PREMIUMS FOR CHARTERERS LIABILITY COVER AND ORGANISE SAME
- NEGOTIATE AND ORGANISE THE WEATHER ROUTING
- PREPARE VOYAGE ESTIMATES FOR CHARTERERS
- PREPARE VOYAGE RESULTS FOR CHARTERERS
- PREPARE THE VOYAGE ACCOUNTS FOR CHARTERERS
- MAKE PERFORMANCE CLAIMS AGAINST OWNERS
- MANAGE DAILY OPERATIONS WITH MASTER/OWNERS/AGENTS ON BEHALF OF CHARTERERS.

## FIVE STARS CHARTERING KEY CUSTOMERS LIST



| CLIENT NAME                    | DESCRIPTION   | CARGO HANDLED METRIC TONNES            |
|--------------------------------|---|--|
| Tata International             | Tata Sons owned subsidiary & trading arm  | 1.2 million tonnes coal                |
| Tata NYK                       | Joint venture shipping co. Tata and NYK   | 0.5 million tonnes various commodities |
| Shree Renuka Sugars            | Ltd. BSE (Bombay Stock Exchange) sugar refiner and 2 <sup>nd</sup> largest in the world                 | 1 million tonnes of raw sugar          |
| Thriveni Earth movers Pvt. Ltd | One of India's largest mining contractors and Indonesian mine owners                                    | 1 million tonnes coal                  |
| GMR Infrastructure Ltd.        | One of BSE listed largest infrastructure Co. and power producers. Manages Delhi and Hyderabad airports. | 1.5 million tonnes coal                |
| Finolex Industries Ltd.        | BSE listed and part of Finolex group (india's largest cable and PVC pipe manufacturers)                 | 1.2 million tonnes coal                |

## Other Clients handled regularly, besides various others



|                          |  |                        |                         |
|--------------------------|--|------------------------|-------------------------|
| Jindal JSW               | Hindalco                                   | IFFCO                  | Welspun Pipes Ltd.      |
| ACC - AMBUJA             | Ultratech Cement                           | Olam International     | Libra International     |
| Swiss Singapore Overseas | Knowledge Infrastructure Systems Pvt. Ltd. | Sara International     | Norden                  |
| Trafigura                | KCT  | Mayar group            | Oldendorff shipping     |
| Phoenix commodities      | Gandhar Coal & Oil                         | Sun International      | Tranagri                |
| Atha Mines               | Dhar Coal                                  | Klaveness              | Navig8                  |
| Harmony Innovation       | Eastern Bulk Carriers                      | Pacific World Shipping | Norvic Shipping         |
| Western Bulk Carriers    | Eastman shipping                           | Blumenthal Shipping    | Siva bulk               |
| Transfert                | Shah coal                                  | F. C. Agarwal coal     | S. K. Sarawagi Iron Ore |
| Daichi shipping          | Ark Shipping                               | Rigveda shipping       | Tata Chemicals Ltd.     |

## Ship Sale & Purchase Department

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The Ship Sale & Purchase (SNP) department at Five Stars Chartering Pvt. Ltd. has successfully completed 25 deals. These deals go beyond further trade and cover the purview of demolition; new building & projects.

The last sale carried out by our snp department was of the vessels Mv Tuhina & Mv Tvisha which was a joint closure in form of an OTS (One Time Settlement) with Canara Bank for their clients **Messers Essar Shipping Ltd.** The vessels were sold to the prestigious **GMS group** for further trading. Despite of complications in delivery and it being Christmas; New Years and Peak COVID Crisis in India the brokers managed to keep everything in loop for all parties in order to get a successful closure.

The broking desk exclusively also commercially markets 4 shipyards namely Rohini Shipyard which is a subsidiary of Das Offshore & Engineering Pvt. Ltd.; Modest Infrastructure Ltd.; Datiware Maritime Infrastructure and Sadhana Technical Works Pvt. Ltd. The 4 shipyards on the western coast of India can offer varied kinds of services from New building segmenting from small offshore vessels to a standard 10,000 dwt bulk carrier or tanker. The yards carry out repair work for clients like Afcons and ONGC.

Our vast network of owners and their representative brokers allows us to have a wide pick on the right tonnage and at the right price and port of call.



## SNP Clients handled regularly, besides various others



|                        |                               |                                    |
|------------------------|-------------------------------|------------------------------------|
| Essar Shipping Limited | Hindalco                      | Maharashtra Maritime Board         |
| Canara Bank            | SKS Trasnational PTE          | Bombay Port Trust                  |
| GMS                    | Dredging Corporation India    | Oil & Gas Corporation              |
| Best Oasis Priya Blue  | Indusind Bank (Shipping)      | Shreeji Shipping                   |
| Super Shipping         | Echo Maritime Ltd.            | Nest Suburban Developers Pvt. Ltd. |
| Bhambhani Shipping     | Sarda Bunkers SPA             |                                    |
| Halani International   | Exim INC                      |                                    |
| Meenakshi Shipping     | Seros Maritime Ltd.           |                                    |
| Ripley Global          | Paradigm Seastar              |                                    |
| Ripley Stevedoring     | Acs Marine Services Pvt. Ltd. |                                    |

# CONTACT US



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