

**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 6 BULK CARRIERS FROM 75,000 – 170,000 DWT METRIC TONNES
- **FIVE STARS SHIPPING PVT. LTD.**– STARTED OPERATIONS IN 1985 AND MANAGES 6 VESSELS FOR FIVE STARS BULK CARRIERS.
- OTHER PAST CLIENTS HAVE BEEN:
 - GREAT EASTERN SHIPPING
 - SWIRES GROUP
 - CANADIAN STEAM SHIP LINES
 - APEEJAY SHIPPING
 - SKS TRANSNATIONAL PTE
- **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 3RD 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'?



- **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 – 11 years by dwt**

PAST HISTORY OF INHOUSE FLEET MANAGED BY FIVE STARS CHARTERING



HAVE BOUGHT AND SOLD 21 SHIPS SINCE 2006.

CAPESIZE 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



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 MAHA TANAYA 2013 BUILT 84,270 DWT
6. MV MAHA YAYA 2013 BUILT 84,270 DWT
7. MV MAHAVIR 2000 BUILT 74,741 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



- 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



- LIBERTY MARITIME – STARTED BY LIBERTY GROUP IN KOLKOTTA – 1 SUPRAMAX
- AEGIS MARINE – STARTED BY CENTURY PLYWOOD GROUP – 1 SUPRAMAX
- **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 nd 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



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 the 2000 built VLGC Summit Terra (Now Pawan Putra) which was a Bareboat Hire Purchase from Sumitomo Leasing Corp in Japan & Geogas in France to Altan Shipping Pte. Ltd. In Singapore. The complexity of the deal was to be dealt with expertise of working in 3 different regions for delivery in Tanzania. The vessel was put on charter to Hindustan Petroleum Corporation Ltd.

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. Recent deals with the shipyards have been new building of 5 Barges for APCO India; 1 H Shaped barge for Daewoo Tata Projects Ltd; 2 Barges for COMACOE.

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. COMACOE
Bhambhani Shipping	Sarda Bunkers SPA	CPC Petrochemicals LLC
Halani International	Exim INC	Altan Shipping Pte. Ltd.
Meenakshi Shipping	Seros Maritime Ltd.	Varun Shipping Ltd.
Ripley Global	Paradigm Seastar	Geogas S.P.A
Ripley Stevedoring	Acs Marine Services Pvt. Ltd.	

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