

Ref: ML/SE/2019-20/25

May 29, 2019

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001
Scrip Code: 526235

To,
National Stock Exchange of India Ltd.
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex
Bandra (E), Mumbai - 400 051.
Scrip Code: MERCATOR

Sub: Investor Presentation

Dear Sir,

Please find enclosed herewith Investor Presentation of the Company for your information and record. The same is available on website of the Company i.e. www.mercator.in

Thanking You

Yours Faithfully,

For Mercator Limited


Sangeetha Pednekar
Company Secretary





EARNINGS PRESENTATION

Q4 FY19 & Year Ended FY19

As a result of the legal dispute in a step-down subsidiary, PT Karya Putra Borneo (KPB) (a material subsidiary in Indonesia), we have not been able to provide audited financial statements of KPB. On account of this, the Company is, for the time being, publishing unaudited consolidated financial statements for the year ended 31-March-2019. The Company shall publish the audited consolidated financial statements in due course.



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Key Highlights – Q4 FY19 & FY19



Unaudited Consolidated (Rs. Cr.)	Q4FY19	Q3FY19	FY19
Operating Income	174	267	866
EBITDA	(46)	(88)	3
Adjusted EBITDA	(3)	29	163
PAT	(307)	(450)	(836)
Adjusted PAT	(75)	(52)	(179)

EBITDA – Impacted by

- Non Cash items – Loss on sale of vessels, Provision for doubtful debts and Valuation Loss on investments
- Low coal prices amid force majeure in China, currently coal prices are improving

Coal

- Adjusted PAT Positive for Q4 FY19 & 12MFY 19
- All time annual production of own coal at 1.89 Mn MT in FY 19 vs 1.02 Mn MT in FY18
- All time high 3rd party logistics segment sales at all time high 2.86 Mn MT in FY19 vs 1.50 Mn MT in FY18

Oil

- Commenced Sales & realization of 9,013 Bbls from 1st exploratory well during H2FY19
- Long term sales agreement with Indian Oil Corporation Ltd. Is under finalization

Dredging

- Change in industry landscape with majority stake buyout of DCI by major ports and downwards margin pressure
- Veera Prem Dredger grounded on account of natural calamity resulting into impairment loss of INR 97 crore; necessary insurance proceedings have been initiated and an insurance claim for the total constructive loss shall be recognized in books as per applicable accounting policy during subsequent quarters when reasonable certainty is established based on the accounting policy of the Company

Shipping

- New time charter contracts with IOCL & BPCL for 12 Months (incl. Options) for two MR Tankers
- VLCC accounted as held for sale; sold in April-19 at price of US \$ 27.5 Mn (net).

Deleveraging & Balance Sheet Reset

- **Debt reduced** by INR 39 crores in Q4 FY19 incl. positive forex impact of INR 11 crores
- **Debt further reduced** by INR 176 crores on account of sale of VLCC in April-19
- **DCI Dispute:** Filed in India for enforcement of London court arbitration award in favor of Mercator Limited, amounting to INR 50 crores +

Unaudited Consolidated (Rs. Cr.)	Q4FY19	FY19
PAT	(307)	(836)
Impacted By - Non Cash Items		
- Loss on sale of 2 Vessels	-	74
- Provision for doubtful debts & advances	18	220
- Credit balances written back	-	-157
- Loss on valuation of investments	24	24
- Impairment of dredgers	151	151
- Sale of VLCC Discontinuing operations	40	347
Adjusted PAT	(75)	(179)

RATIONALE FOR SALE OF 3 SHIPS

Old Ships & Loss making – Contributing Total EBITDA of INR 44 Cr p.a. against corresponding debt of ~ INR 416 Cr
Debt reduction of INR 240 Cr by sale of Vessels
=> 5 Years EBITDA Recovery

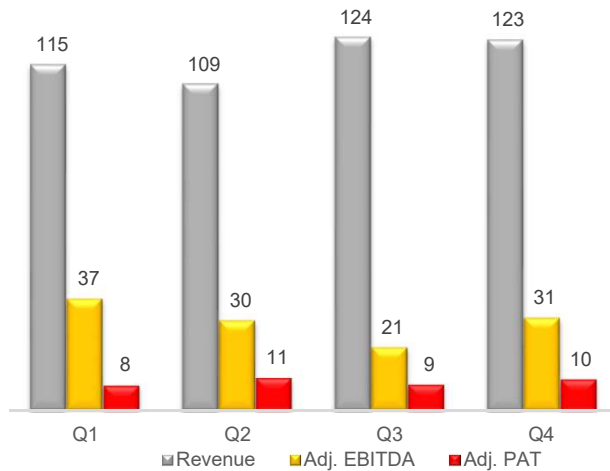
Impact on PBT by sale of ships	INR Cr (p.a.)
Reduction in Interest costs	21
Reduction in depreciation	48
Reduction in dry dock expenses	25
Less: Reduction in EBITDA	(44)
Exp. Positive Impact on Future PBT (p.a.)	49

Key Highlights – Q4 FY19 & FY19

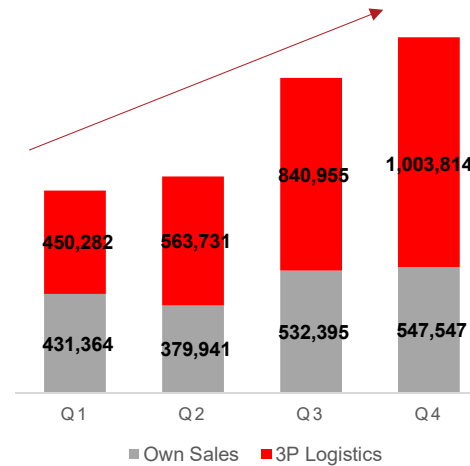
Coal



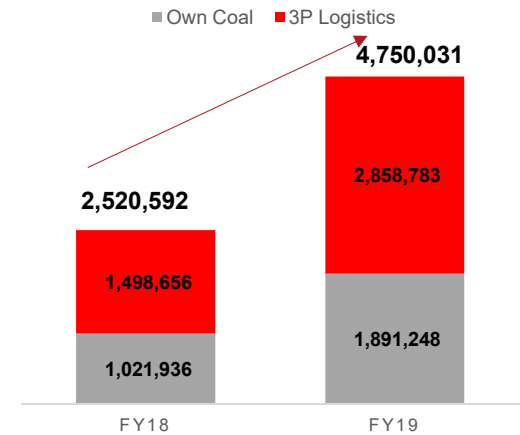
COAL EARNINGS (INR Cr)



COAL VOLUME (MT)



Y-O-Y COAL VOLUME (MT)

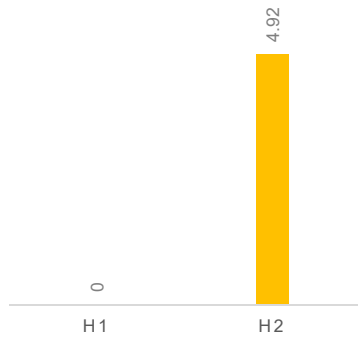


- ✚ All time high coal production and 3P Logistics volume
- ✚ 13% Higher Q4FY19 Sales Volume as compared to Q3FY19
- ✚ 85% increase in coal production Y-o-Y (1.89 Mn MT FY19);
- ✚ 91% increase in 3P Logistics volume Y-o-Y (2.86 Mn MT FY 19)
- ✚ Coal rates stable amid strong global demand

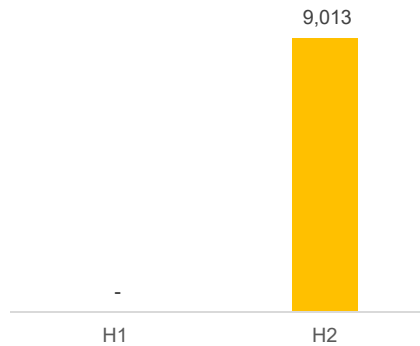
Key Highlights – Q4 FY19 & FY19

Oil

**OIL REVENUES
(INR CR)**



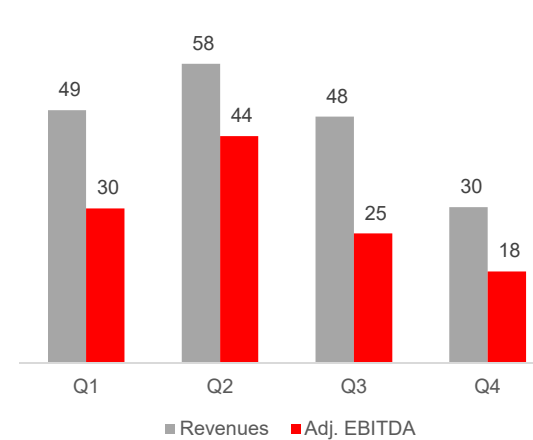
**Oil Sales
(BBLs)**



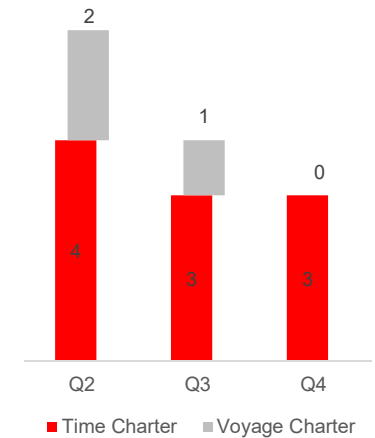
- ✚ Oil production began from Sept '19 and Commercial sales of 7,085 barrels concluded at first oil well in H2FY19 (Jyoti I)
- ✚ Capex to be incurred for 3 developmental wells for ramp up of production to peak level of ~ 6000 Barrels/Day by Q3 FY20.

Shipping

**SHIPPING EARNINGS
(INR CR)**



NUMBER OF SHIPS



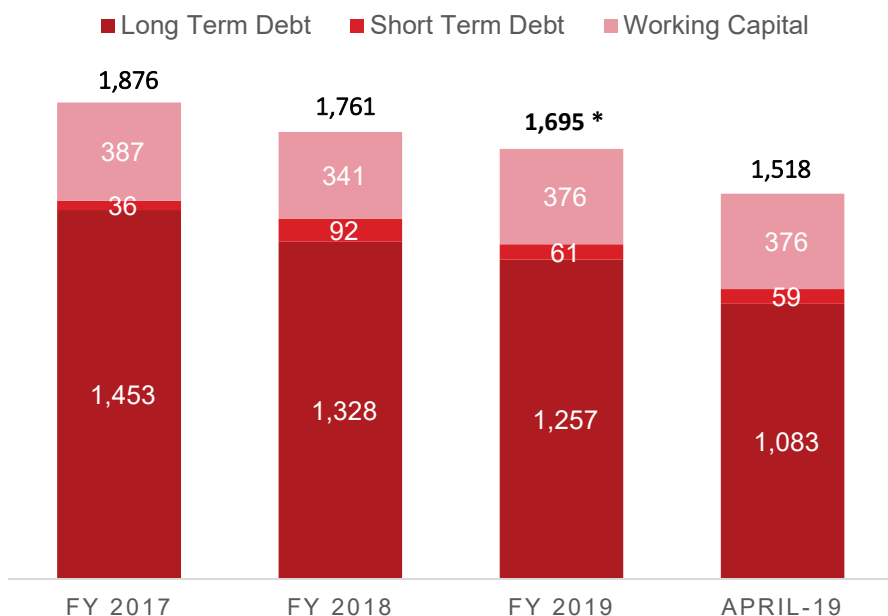
- ✚ All three Tankers are on time charter contract with oil companies
- ✚ Sale of high-value VLCC vessel is concluded in April-19; all proceeds used for deleveraging, will help increasing profits

De-Leveraging Status and Debt Maturity Profile – Q4 FY2019



De-Leveraging Status

All figures in INR crore



Debt Restructuring Plan

- Debt reduced by INR 174 crore during April-19 out of sale proceeds of VLCC
- Discussions are ongoing with lenders for restructuring of long-term debt; expected to be completed by H1FY20
- Other measures for debt reduction already undertaken:
 - ✓ Sale of loss-making vessels
 - ✓ Internal accruals

* Dollar Debt reduced by USD 2.48 Mn (INR 17 Cr) & INR Debt Rs. 11 Cr in Q4FY19; positive impact of INR11 Cr on account of exchange fluctuation in Q4FY19

* Reduction in debt by INR 39 Cr in Q4 FY19 offset by increase in working capital exposure

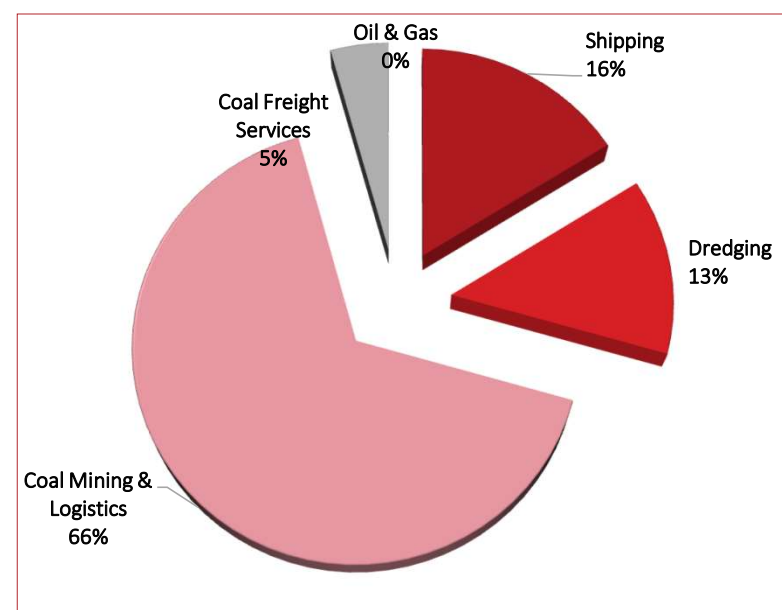
Q4 FY19: Unaudited Consolidated Operating Performance

Unaudited - Consolidated	Q4FY19	Q4FY18	Q3FY19	FY19
Operating Income	174	183	267	866
Other Income	2	23	2	10
Credit balances written back	-	-	157	157
Total Income	176	207	427	1033
Expenses	203	170	314	810
Provision for doubtful debts & advances	18	4	201	220
EBIDTA	-46	33	-88	3
Margin	-26%	16%	-21%	0%
Adjusted EBIDTA	-3	82	29	163
Margin	-2%	40%	7%	16%
PBT	-263	-29	-161	-459
Reported PAT	-307	-85	-450	-836
Adjusted PAT	-75	-21	-52	-179

All figures in INR crores

- Coal – Adjusted PAT Positive in Q4 FY19 & FY19; Increase in Coal realisation Avg. US\$31/MT in Q4 FY19 from US\$26/MT in Q3 FY19
- Oil & Gas - Commenced Sales & realization of 9,013 barrels from 1st exploratory well
- Shipping - Achieved strong Adjusted EBITDA margin of 53% despite depressed rates compared to Q3 of previous fiscal year; Locked in new time charter contracts with BPCL & IOCL for 12 Months (incl. Options) for two MR Tankers

Q4 FY19 Revenue: Segmental Break-up



Unaudited Consolidated Q4 FY19 Adjusted EBIDTA & Adjusted PAT



EBIDTA				
Unaudited - Consolidated	Q4FY19	Q4FY18	Q3FY19	FY19
EBIDTA	(46)	33	(88)	3
Add: Adjustments				
Provision for Doubtful Debts (Net of credit balances written back)	18	4	44	62
Loss on sale of Vessels	-	28	74	74
Provision towards disruption in coal business	-	7	-	-
Provision towards slow moving old trading debtors	-	7	-	-
Impairment of Investment	-	4	-	-
Loss on valuation of investments	24	-	-	24
Expenditure in respect of change orders in EPC project without corresponding increase in revenue	-	-	-	-
Adjusted EBIDTA	(3)	82	29	163

All figures in INR crores

PAT				
Unaudited - Consolidated	Q4FY19	Q4FY18	Q3FY19	FY19
Reported PAT	(307)	(85)	(450)	(836)
Add: Adjustments				
Provision for Doubtful Debts (Net of credit balances written back)	18	4	44	62
Discontinuing operations of VLCC	40	15	280	347
Loss on sale of Vessels	-	28	74	74
Provision towards disruption in coal business	-	7	-	-
Provision towards slow moving old trading debtors	-	7	-	-
Impairment of Investment	-	4	-	-
Impairment of Dredgers (Incl. INR 97 Crore for Veera Prem Dredger)	151	-	-	151
Loss on valuation of investments	24	-	-	24
Expenditure in respect of change orders in EPC project without corresponding increase in revenue	-	-	-	-
Adjusted PAT	(75)	(21)	(52)	(179)

All figures in INR crores

Non cash loss on sale of Vessels – INR 74 crores & discontinuing operations of VLCC – INR 347 crores

Non cash provision for doubtful debts (net) – INR 60 crores

Non cash impairment of dredgers – INR 53 crores & loss on valuation of investments – INR 24 crores

Unaudited Consolidated FY19 Financials



Unaudited - Consolidated	FY19	FY18	% Change
Operating Income	866	932	-7%
Other Income	10	36	-73%
Credit balances written back	157	-	100%
Total Income	1033	968	7%
Expenses	810	833	-3%
Provision for doubtful debts & advances	220	9	
EBIDTA	3	127	-97%
<i>Margin</i>	0%	13%	
Adjusted EBIDTA	163	239	-32%
<i>Margin</i>	16%	25%	
Reported PAT	-836	-278	201%
Adjusted PAT	-179	-120	49%

Unaudited - Consolidated	FY19	FY18
EBIDTA	3	127
Add: Adjustments		
Provision for Doubtful Debts (Net of credit balances written back)	62	9
Loss on sale of Vessels	74	65
Provision towards disruption in coal business	-	35
Provision towards slow moving old trading debtors	-	7
Impairment of Investment	-	4
Loss on valuation of investments	24	(18)
Expenditure in respect of change orders in EPC project without corresponding increase in revenue	-	11
Adjusted EBIDTA	163	239

All figures in INR crores

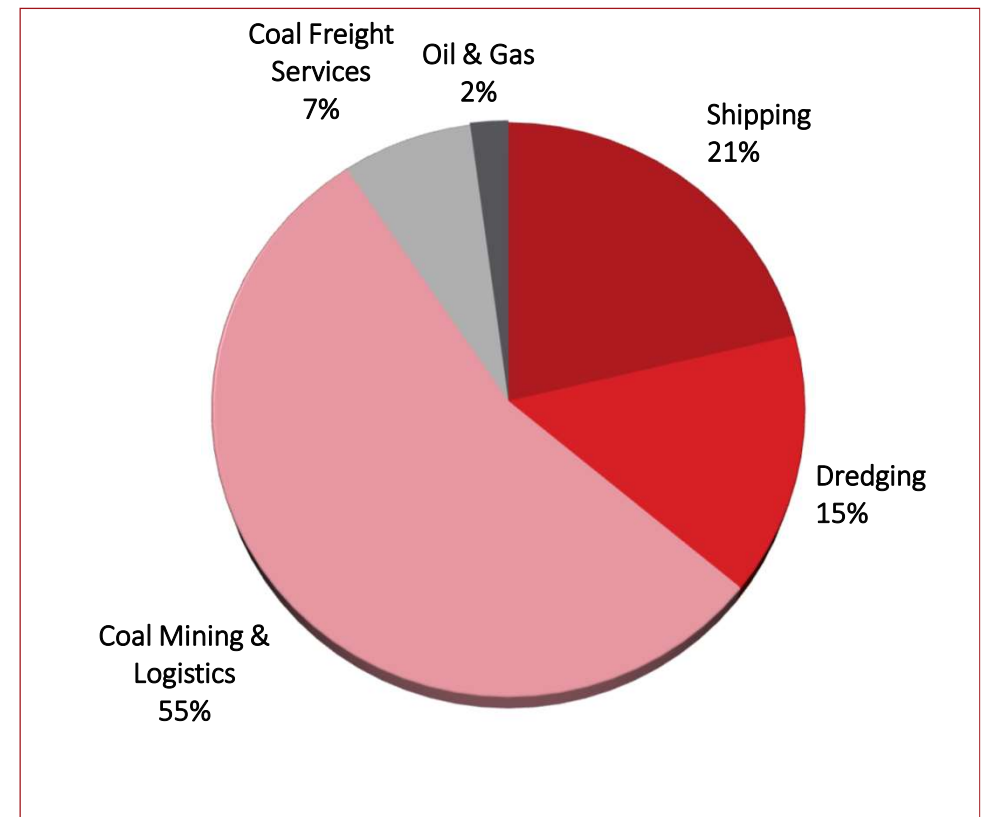
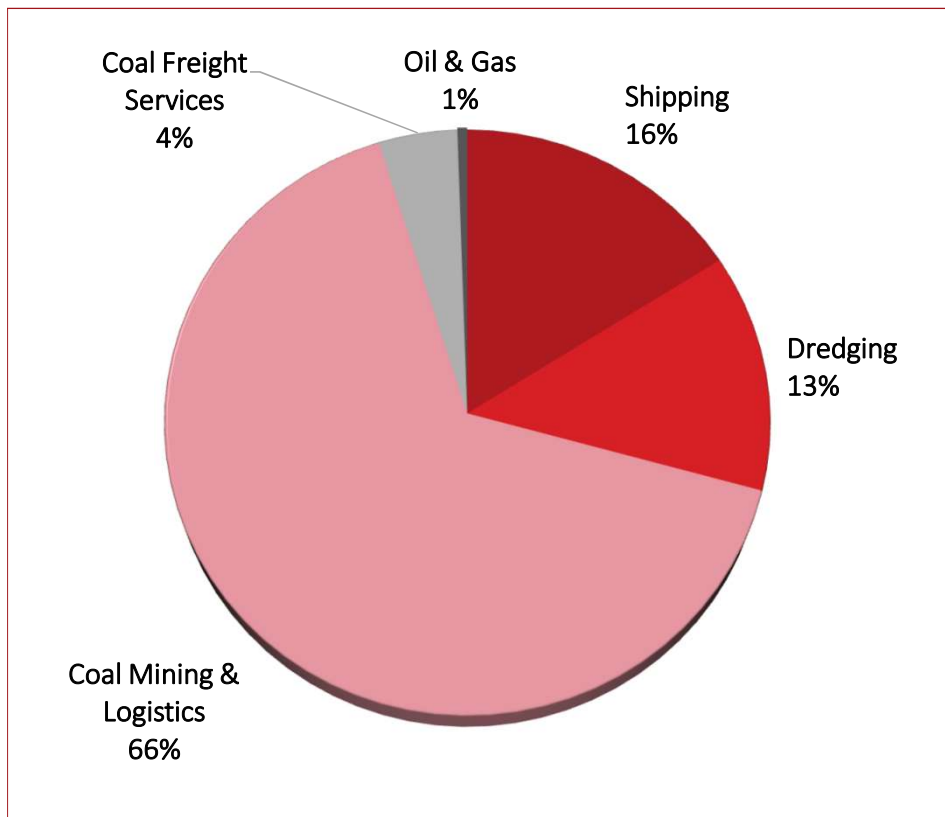
Key Highlights:

- Adjusted PAT includes impairment of dredgers by INR 53 crores and an exceptional item of INR 97 crores being impairment of Veera Prem Dredger grounded on account of natural calamity, necessary insurance proceedings have been initiated and the claim amount shall be recognized in the books of accounts in accordance with applicable accounting policy during subsequent quarters.
- Provision made for doubtful debts & advances worth INR 18 crores during Q4 FY19
- Oil production began from Sept '19 and Commercial sales of 9,013 barrels concluded at first oil well in H2FY19 (Jyoti I)

Q4 FY19 & FY19 Segmental Performance

Q4 FY19 Operating Income: INR 174 Cr

FY19 Operating Income: INR 866 Cr



Segment Wise Business Performance – Coal



Financial Highlights

- Increase of 53% in revenues as compared to Q4 FY18
- Increase in Coal realisation Avg. US\$31/MT in Q4 FY19 from US\$26/MT in Q3 FY19; reduction in crude prices have contributed to the increase in adjusted EBITDA margin

Operational Highlights

- Q4 Sales volume of own coal @ 0.55 Mn MT – 3% higher as compared to Q3
- 85% increase in coal production Y-o-Y (1.89 Mn MT FY19)
- 91% increase in 3P Logistics volume Y-o-Y (2.86 Mn MT FY19)
- On track for increasing throughput in 3rd party logistics segment – expect significantly large volumes in FY20
- Company is confident of resolving the ongoing legal dispute soon

Coal Mining & Logistics

INR Crore	Q4'19	Q4'18	Y-o-Y %	Q3'19	FY19	FY18
Operating Income	123.5	80.9	53%	124.4	471.9	493.9
Other Income	(0)	2.6*		0.2	0.8	3.2*
Total Income	123.0	83.5	47%	124.6	472.7	497.1
Expenses	92.1	59.8	54%	103.6	353.4	427.4
Non-Cash Expense - Provision for doubtful debts & advances	23.7	1.4		99.0	122.7	1.4
Impairment of Investment	23.8	-		-	23.8	-
EBIDTA	(16.6)	22.4	-174%	(77.9)	(27.3)	68.3
EBIDTA %	-14%	27%		-63%	-6%	14%
Adjusted EBIDTA	30.9	41.7	-26%	21.1	119.2	114.9
Adjusted EBIDTA %	25%			17%	25%	23%

* Excludes valuation gain of Rs. 18 Crores

Coal Freight Services

INR Crore	Q4'19	Q4'18	Y-o-Y %	Q3'19	FY19	FY18
Operating Income	8.09	-	100%	55.2	63.3	-
Expenses	7.93	-	100%	54.4	62.4	-
EBIDTA	0.2	-	100%	0.8	0.9	-
EBIDTA %	2%	0%		1%	1%	0%

Segment Wise Business Performance - Shipping



Financial Highlights

- Drop in revenues y-o-y due to sale of two dry bulk carriers and an aged MR tanker in fiscal 2018
- Achieved strong Adjusted EBITDA margin of 53% despite depressed rates compared to Q3 of previous fiscal year

Operational Highlights

- Locked in new time charter contracts with BPCL & IOCL for 12 Months (incl. Options) for two MR Tankers

VLCC – Nerissa

- VLCC has been sold in April-19 for balance sheet de-leveraging. Made a provision of loss of INR 347 crores on account of discontinuing operations in FY19
- This will help cut operating losses

INR Crore	Q4'19	Q4'18	Y-o-Y %	Q3'19	FY19	FY18
Operating Income	30.1	52.3	-43%	47.6	184.3	239.1
Other Income	3.6	11.4	-69%	2.7	22.2	28.4
Total Income	33.7	63.7	-47%	50.2	206.5	267.5
Expenses	16.0	36.44	-56%	25.3	88.2	145.2
Non Cash Expenses -						
Loss on sale of Vessels	-	27.70	-100%	73.5	73.5	65.0
Provision for doubtful debts & advances	(0.7)	1.00	-170%	8.3	7.6	4.0
EBIDTA	18.4	(1.4)		(56.8)	37.3	53.3
<i>EBIDTA %</i>	<i>55%</i>	<i>-2%</i>	<i>100%</i>	<i>-113%</i>	<i>18%</i>	<i>20%</i>
Adjusted EBIDTA	17.7	27.3		25.0	118.4	122.3
Adjusted EBIDTA %	53%	43%		50%	57%	46%

RATIONALE FOR SALE OF 3 SHIPS

Old Ships & Loss making – Contributing Total EBITDA of INR 44 Cr p.a. against corresponding debt of ~ INR 416 Cr
Debt reduction of INR 240 Cr by sale of Vessels
=> 5 Years EBITDA Recovery

Impact on PBT by sale of ships	INR Cr (p.a.)
Reduction in Interest costs	21
Reduction in depreciation	48
Reduction in dry dock expenses	25
Less: Reduction in EBITDA	(44)
Exp. Positive Impact on Future PBT (p.a.)	49

Segment Wise Business Performance - Shipping



Q4 FY19 Average Rates

Average (TCY \$ per day)	Q4 FY19	Q3 FY19	FY18
Product Tankers	\$ 11,169	\$ 11,521	\$ 12,135
FSO	\$ 26,000	\$ 26,000	\$ 26,000

Revenue Coverage

Vessel Name	Charter Rates \$/Day	Contracted Till*
Prem Pride	26,000	Dec-20
Prem Mala	11,125	Jan-20
Hansa Prem	11,900	Mar-20

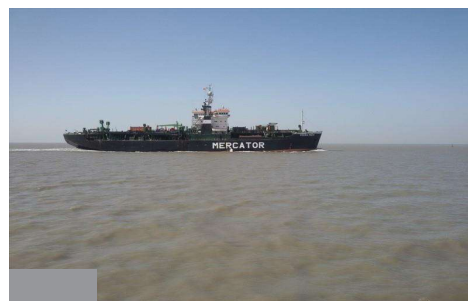
**Including extension option with the charterers*

Segment Wise Business Performance - Dredging

Operational Highlights

- Slowdown of dredging business on account of business downturn; majority stake buyout of DCI by major ports
- Veera Prem Dredger grounded on account of natural calamity; necessary insurance proceedings have been initiated
- Though Company was L1 for Paradip Port worth Rs. 167 Cr, Contract was not awarded due to cancelation of tenders

INR Crore	Q4'19	Q4'18	Y-o-Y %	Q3'19	FY19	FY18
Operating Income	24.7	44.6	-45%	34.7	127.68	166.5
Other Income	0.9	5.6	-84%	1.8	13.33	14.0
Non-Cash Income - Credit balances written back	5.0	-	-100%	36.1	41.04	-
Total Income	30.5	50.2	-39%	72.5	182.0	180.5
Expenses	51.0	31.7	61%	37.8	155.84	131.2
Non-Cash Expense - Provision for doubtful debts & advances	(4.6)	1.50	-404%	92.7	88.13	3.5
EBIDTA	(15.9)	17.1	-193%	(58.0)	(61.9)	45.8
EBIDTA %	-52%	34%		-80%	-34%	25%
Adjusted EBIDTA	(25.5)	18.6	-237%	(1.4)	(14.8)	9.1
Adjusted EBIDTA %	-83%	37%		-2%	-8%	5%



Segment Wise Business Performance – Oil & Gas

Financial Highlights

- Sold 9,013 barrels of oil to IOCL in H2FY19; realized the same
- Long term sales agreement with Indian Oil Corporation Ltd. Is under finalization

INR Crore	Q4'19	Q4'18	Q3'19	FY19	FY18
Operating Income	2.5	-	2.5	4.9	-
Other Income	1.5	-	0.0	1.5	-
Total Income	4.0	-	2.5	6.4	-
Expenses	7.95	-	2.8	10.7	-
EBIDTA	(4.0)	-	(0.3)	(4.3)	-
EBIDTA %	-101%	0%	-11%	-67%	0%



Jyoti I – Oil Well



Jyoti I – Oil Storage

Segment Wise Business Performance – EPC

Highlights

- EPC contract for ONGC involving conversion of ONGC's mobile offshore drilling unit (Sagar Samrat) into mobile offshore production unit
- The Project has achieved c. 95% completion
- As per the contract, cost overrun and delays, due to undisputed latent conditions on the rig and defect in the front-end engineering design, are on ONGC's Account, which ONGC has expressly accepted. Due to this, ONGC extended contract timelines upto 30-Nov-18 and project was having steady progress
- Though the project was on tract to completion, ONGC wrongfully tried to invoke BGs worth Rs. 35.88 Cr & US\$ 15.21 Mn and terminated the contract on 25 Sep 2018. BG invocation and termination of contract have been stayed by Hon' Bombay High Court. The matter is currently sub-judice
- The Group is taking all legal steps against wrongful termination of contract by ONGC and there are good prospects of success in proving claims against ONGC with prospects of substantial recovery

Standalone Financial Performance



Mercator Limited					
CIN NO : L63090MH1983PLCO31418					
Regd. Office: 3rd Floor, Mittal Tower, B-wing, Nariman Point, Mumbai-400021. Tel: 022-66373333					
Unaudited Financial Results For Quarter and Year Ended March 31, 2019					
(Rs. in crore)					
Particulars	Standalone				
	Quarter ended			Year ended	
	31-Mar-19	31-Dec-18	31-Mar-18	31-Mar-19	31-Mar-18
	Audited	Unaudited	Audited	Audited	Audited
1	Income				
	(a) Revenue from operations	54.74	82.27	96.97	311.96
	(b) Other income	9.44	40.48	16.98	76.61
	Total Income	64.18	122.75	113.95	388.57
2	Expenses				
	(a) Cost of services rendered	58.68	54.77	58.52	212.76
	(b) Employee benefits expense	4.39	4.91	4.41	17.41
	(c) Finance costs	26.50	27.74	25.47	116.92
	(d) Depreciation and amortisation	21.23	33.23	11.22	123.72
	(d) Impairment Losses	53.45			53.45
	(e) Other expenses	4.01	27.61	34.32	13.95
	(f) Loss on Sale / Discard of Fixed Asset	-	73.50	0.37	73.50
	(g) Provision for doubtful debts/advances	(5.36)	77.26	0.68	95.60
	Total expenses	162.90	299.02	134.99	707.31
3	Profit/(loss) from operations before exceptional items and tax (1-2)	(98.72)	(176.27)	(21.04)	(318.74)
4	Exceptional items	(181.38)	-	-	(181.38)
5	Profit/(loss) before tax from Continuing Operations (3 - 4)	(280.10)	(176.27)	(21.04)	(500.12)
6	Tax expense				
	Current tax (including earlier year adjustment)	(1.60)	(7.05)	(41.47)	(11.33)
	Deferred tax (net)	-	-	-	-
7	Net profit/(loss) after tax from Continuing Operations (5 - 6)	(281.70)	(183.32)	(62.51)	(511.45)
	Discontinued Operation				
	Net profit/(loss) before tax from discontinued Operation	-	-	-	-
	Tax (expenses) / benefit of discontinued operation	-	-	-	-
8	Net profit/(loss) after tax from Discontinued Operation				
9	Net profit/(loss) after tax	(281.70)	(183.32)	(62.51)	(511.45)

Standalone Financial Performance



Mercator Limited					
CIN NO : L63090MH1983PLCO31418					
Regd. Office: 3rd Floor, Mittal Tower, B-wing, Nariman Point, Mumbai-400021. Tel: 022-66373333					
Unaudited Financial Results For Quarter and Year Ended March 31, 2019					
(Rs. in crore)					
Particulars	Standalone				
	Quarter ended			Year ended	
	31-Mar-19	31-Dec-18	31-Mar-18	31-Mar-19	31-Mar-18
	Audited	Unaudited	Audited	Audited	Audited
10	Items that will not be reclassified to statement of profit and loss				
	Remeasurement gains /(loss) of defined benefit plans				
	(0.08)	(0.06)	0.71	(0.12)	0.92
	Total Other comprehensive income /(loss)				
	(0.08)	(0.06)	0.71	(0.12)	0.92
11	Total comprehensive income /(loss) for the period/year (comprising profits and other comprehensive income for the period/year) (9+10)				
	(281.78)	(183.38)	(61.80)	(511.57)	(184.07)
12	Profit /(Loss) attributable to for the period (net of tax)				
	Owners of the company				
	(281.70)	(183.32)	(62.51)	(511.45)	(184.99)
	Non controlling interest				
	-	-	-	-	-
13	Other comprehensive income/ (loss) for the year (net of tax)				
	Owners of the company				
	(0.08)	(0.06)	0.71	(0.12)	0.92
	Non controlling interest				
	-	-	-	-	-
14	Total Comprehensive Income /(Loss) for the period / year attributable to				
	Owners of the company				
	(281.78)	(183.38)	(61.80)	(511.57)	(184.07)
	Non controlling interest				
	-	-	-	-	-
15	Paid up equity share capital (FV of Re.1 per share)				
	30.25	30.25	30.25	30.25	30.25
16	Basic and Diluted earnings per equity share from continuing operation				
	(9.32)	(6.06)	(2.19)	(16.91)	(6.52)
17	Basic and Diluted earnings per equity share from discontinued operation				
	-	-	-	-	-
18	Basic and Diluted earnings per equity share from continuing and discontinued operation				
	(9.32)	(6.06)	(2.04)	(16.91)	(6.52)
19	Debenture Redemption Reserve			25.00	25.00
20	Capital Redemption Reserve			40.00	40.00
21	Net Worth			145.22	656.92
22	Debt equity ratio			4.73	1.24
23	Debt service coverage ratio (DSCR)			1.02	1.23
24	Interest service coverage ratio (ISCR)			1.25	0.95

ISCR = Cash Profit Before Finance Cost/ Finance cost; Debt Equity Ratio = Total Borrowings/ Total Equity; DSCR = Cash Profit before finance cost/(Finance Cost + Principal Repayments (excluding prepayments) during the year)

Standalone Financial Performance



Mercator Limited		
CIN NO : L63090MH1983PLCO31418		
Regd. Office: 3rd Floor, Mittal Tower, B-wing, Nariman Point, Mumbai-400021. Tel: 022-66373333		
Statement of Assets and Liabilities As at March 31, 2019		
(Rs. in crore)		
Particulars	STANDALONE	
	As at 31-Mar-2019 (Audited)	As at 31-Mar-2018 (Audited)
A ASSETS:		
1 Non-current assets:		
a) Property, plant and equipment	451.84	846.07
b) Capital work in progress	-	6.42
c) Investment property	0.96	1.10
d) Other Intangible assets	-	-
e) Investment in subsidiaries	-	-
f) Financial assets		
i) Investments	474.48	74.97
ii) Loans	73.41	428.64
iii) Other financial assets	15.30	19.81
g) Other non-current assets	19.45	41.47
h) Income tax assets (net)	88.87	94.66
	1,124.31	1,513.14
2 Current assets:		
a) Inventories	3.74	10.01
b) Financial assets		
i) Trade receivables	67.71	162.32
ii) Cash and cash equivalent	7.42	18.45
iii) Bank balances other than cash and cash equivalents	21.31	22.70
iv) Loans	262.27	77.31
v) Other financial assets	71.36	76.46
c) Other current assets	30.28	35.36
d) Non current asset held for sale	-	26.28
	464.09	428.89
TOTAL ASSETS	1,588.40	1,942.03

Mercator Limited		
CIN NO : L63090MH1983PLCO31418		
Regd. Office: 3rd Floor, Mittal Tower, B-wing, Nariman Point, Mumbai-400021. Tel: 022-66373333		
Statement of Assets and Liabilities As at March 31, 2019		
(Rs. in crore)		
Particulars	STANDALONE	
	As at 31-Mar-2019 (Audited)	As at 31-Mar-2018 (Audited)
B EQUITY AND LIABILITIES:		
1 Equity:		
a) Equity share capital	30.25	30.25
b) Other equity	222.65	741.16
	252.90	771.41
2 Non-current liabilities:		
a) Financial liabilities		
i) Borrowings	473.73	637.13
ii) Other financial liabilities	0.18	12.78
b) Provisions	1.16	1.17
	475.07	651.08
3 Current liabilities:		
a) Financial liabilities		
i) Borrowings	381.49	125.26
ii) Trade payables	85.27	135.32
iii) Other financial liabilities	369.34	216.44
b) Other current liabilities	23.72	41.99
c) Provision	0.61	0.53
	860.43	519.54
TOTAL EQUITY AND LIABILITIES	1,588.40	1,942.03

Unaudited Consolidated Financial Performance



Mercator Limited					
CIN NO : L63090MH1983PLCO31418					
Regd. Office: 3rd Floor, Mittal Tower, B-wing, Nariman Point, Mumbai-400021. Tel: 022-66373333					
Unaudited Financial Results For Quarter and Year Ended March 31, 2019					
(Rs. in crore)					
Particulars	Consolidated				
	Quarter ended			Year ended	
	31-Mar-19	31-Dec-18	31-Mar-18	31-Mar-19	31-Mar-18
	Unaudited	Unaudited	Audited	Unaudited	Audited
1	Income				
	(a) Revenue from operations	174.26	266.94	183.08	865.50
	(b) Other income	1.91	160.72	23.76	167.10
	Total Income	176.17	427.66	206.84	1,032.60
2	Expenses				
	(a) Cost of services rendered	165.09	206.80	94.49	622.63
	(b) Employee benefits expense	9.98	11.19	12.00	40.18
	(c) Finance costs	33.10	32.47	41.14	144.63
	(d) Depreciation and amortisation	32.00	40.56	20.61	153.80
	(d) Impairment Losses	53.45	-	-	53.45
	(e) Other expenses	46.75	297.80	67.10	366.42
	Total expenses	340.37	588.82	235.34	1,381.11
3	Profit/(loss) from operations before exceptional items and tax (1-2)	(164.20)	(161.16)	(28.50)	(348.51)
4	Exceptional items	(97.16)		-	(108.89)
5	Profit/(loss) before tax from Continuing Operations (3 - 4)	(261.36)	(161.16)	(28.50)	(457.40)
6	Tax expense				
	Current tax (including earlier year adjustment)	(6.72)	(10.16)	(39.77)	(32.63)
	Deferred tax (net)	0.52	1.61	(2.12)	0.41
7	Net profit/(loss) after tax from Continuing Operations (5 - 6)	(267.56)	(169.71)	(70.39)	(489.62)
	Discontinued Operation				
	Net profit/(loss) before tax from discontinued Operation	(39.81)	(280.06)	(14.75)	(346.59)
	Tax (expenses) / benefit of discontinued operation	-	-	-	-
8	Net profit/(loss) after tax from Discontinued Operation	(39.81)	(280.06)	(14.75)	(346.59)
9	Net profit/(loss) after tax	(307.37)	(449.77)	(85.14)	(836.21)

Unaudited Consolidated Financial Performance



Mercator Limited					
CIN NO : L63090MH1983PLCO31418					
Regd. Office: 3rd Floor, Mittal Tower, B-wing, Nariman Point, Mumbai-400021. Tel: 022-66373333					
Unaudited Financial Results For Quarter and Year Ended March 31, 2019					
(Rs. in crore)					
Particulars	Consolidated				
	Quarter ended			Year ended	
	31-Mar-19	31-Dec-18	31-Mar-18	31-Mar-19	31-Mar-18
	Unaudited	Unaudited	Audited	Unaudited	Audited
10	Items that will not be reclassified to statement of profit and loss				
	Remeasurement gains /(loss) of defined benefit plans				
	0.01	(0.10)	1.33	(0.05)	1.49
	Total Other comprehensive income /(loss)				
	0.01	(0.10)	1.33	(0.05)	1.49
11	Total comprehensive income /(loss) for the period/year (comprising profits and other comprehensive income for the period/year) (9+10)				
	(307.36)	(449.87)	(83.81)	(836.26)	(276.07)
12	Profit /(Loss) attributable to for the period (net of tax)				
	Owners of the company				
	(341.69)	(427.35)	(92.35)	(869.39)	(295.28)
	Non controlling interest				
	34.31	(22.42)	7.21	33.18	17.72
13	Other comprehensive income/ (loss) for the year (net of tax)				
	Owners of the company				
	0.01	(0.10)	1.33	(0.05)	1.24
	Non controlling interest				
	-	-	-	-	0.25
14	Total Comprehensive Income /(Loss) for the period / year attributable to				
	Owners of the company				
	(341.68)	(427.45)	(91.02)	(869.44)	(294.04)
	Non controlling interest				
	34.31	(22.42)	7.21	33.18	17.97
15	Paid up equity share capital (FV of Re.1 per share)				
	30.25	30.25	30.25	30.25	30.25
16	Basic and Diluted earnings per equity share from continuing operation				
	(9.98)	(4.87)	(2.73)	(17.29)	(8.91)
17	Basic and Diluted earnings per equity share from discontinued operation				
	(1.32)	(9.26)	(0.49)	(11.46)	(1.51)
18	Basic and Diluted earnings per equity share from continuing and discontinued operation				
	(11.30)	(14.13)	(3.22)	(28.75)	(10.42)
19	Debenture Redemption Reserve			25.00	25.00
20	Capital Redemption Reserve			40.00	40.00
21	Net Worth			(26.94)	838.80
22	Debt equity ratio			25.75	1.81
23	Debt service coverage ratio (DSCR)			0.92	1.01
24	Interest service coverage ratio (ISCR)			1.20	0.82

ISCR = Cash Profit Before Finance Cost/ Finance cost; Debt Equity Ratio = Total Borrowings/ Total Equity; DSCR = Cash Profit before finance cost/(Finance Cost + Principal Repayments (excluding prepayments) during the year)

Unaudited Consolidated Financial Performance



Mercator Limited		
CIN NO : L63090MH1983PLCO31418		
Regd. Office: 3rd Floor, Mittal Tower, B-wing, Nariman Point, Mumbai-400021. Tel: 022-66373333		
Statement of Assets and Liabilities As at March 31, 2019		
(Rs. in crore)		
Particulars	Consolidated	
	As at 31-Mar-2019 (Unaudited)	As at 31-Mar-2018 (Audited)
A ASSETS:		
1 Non-current assets:		
a) Property, plant and equipment	859.48	1,640.44
b) Capital work in progress	286.89	292.31
c) Investment property	0.97	1.10
d) Other Intangible assets	1.55	0.54
e) Deferred Tax Assets	0.91	-
f) Financial assets		
i) Investments	0.00	-
ii) Loans	6.91	10.81
iii) Other financial assets	216.61	15.13
g) Other non-current assets	64.64	114.05
h) Income tax assets (net)	92.73	82.50
	1,530.69	2,156.88
2 Current assets:		
a) Inventories	17.48	16.61
b) Financial assets		
i) Investments	196.84	205.73
ii) Trade receivables	216.88	321.74
iii) Cash and cash equivalent	13.85	22.46
iv) Bank balances other than cash and cash equivalents	24.26	105.98
v) Loans	27.32	3.18
vi) Other financial assets	69.11	74.61
c) Other current assets	144.95	282.36
Non current asset held for sale	197.14	26.28
	907.83	1,058.95
TOTAL ASSETS	2,438.52	3,215.83

Mercator Limited		
CIN NO : L63090MH1983PLCO31418		
Regd. Office: 3rd Floor, Mittal Tower, B-wing, Nariman Point, Mumbai-400021. Tel: 022-66373333		
Statement of Assets and Liabilities As at March 31, 2019		
(Rs. in crore)		
Particulars	Consolidated	
	As at 31-Mar-2019 (Unaudited)	As at 31-Mar-2018 (Audited)
B EQUITY AND LIABILITIES:		
1 Equity:		
a) Equity share capital	30.25	30.25
b) Other equity	(56.66)	922.43
Non Controlling Interest	94.06	60.97
	67.65	1,013.65
2 Non-current liabilities:		
a) Financial liabilities		
i) Borrowings	514.48	1,012.60
ii) Other financial liabilities	29.74	42.00
b) Provisions	4.05	3.55
c) Deferred Tax Liability (Net)	-	0.72
	548.27	1,058.87
3 Current liabilities:		
a) Financial liabilities		
i) Borrowings	678.26	422.61
ii) Trade payables	356.77	265.29
iii) Other financial liabilities	654.89	324.42
b) Other current liabilities	132.05	130.43
d) Provision	0.63	0.56
	1,822.60	1,143.31
TOTAL LIABILITIES	2,370.87	2,202.18
TOTAL EQUITY AND LIABILITIES	2,438.52	3,215.83



Q4FY19 Segmental Outlook



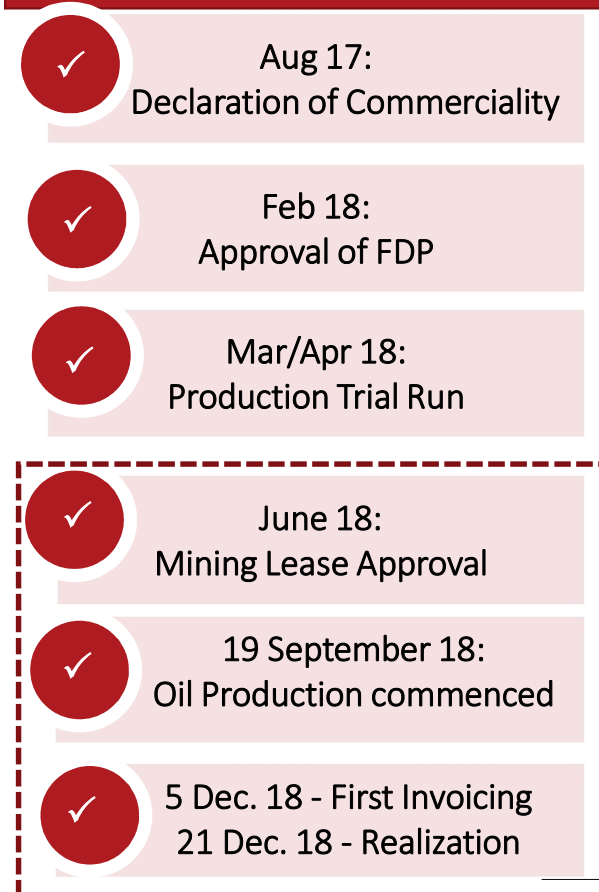
Onshore Oil & Gas Blocks

Delivering Strong progress in the E&P segment

- The State Government of Gujarat granted mining lease to Mercator Petroleum Limited on 27 June 2018 for production of oil in the discovered area*
- Mining Lease granted in June 2018 for a period of 20 years
- Oil Production commenced in Jyoti – 1 with initial run-rate of ~ 100 barrels/day
- 9013 barrels of oil sold to IOCL from Jyoti I & realized the same
- Capex to be incurred for 3 developmental wells for ramp up of production to peak level of ~ 6000 Barrels / Day by Q4FY20. Capex funding is under discussion with financial institutions

* Refers to Jyoti-1 & Jyoti-2 discoveries wherein the Director General of Hydrocarbons has approved development plan for over 23 mn Bbls of oil reserves

Timeline to Commercial Production



Coal – Significant Upside from FY20

Higher Production with a Larger Proportion of High Quality Coal

- Open cast coal mine in Indonesia with JORC reserves of c.25 mn MT of coal with 3,600/3,800/4,200 Kcal thermal coal
- Full ramp up achieved post temporary disruptions last year
- Strong Chinese demand supported coal prices
- Have commenced work for the proposed ramp up of 4,200 Kcal coal
- Stable revenue from third party logistics



- **Expected Annual production**
 - FY20 c.2 mn MT with a 55:45 split between 3,600/3,800 Kcal and 4,000/4,200 Kcal coal
- **Third party Infra volume**
 - FY20 - c.4.6 mn MT



Corporate Overview



Mercator Group at Glance



About Us

- Mercator Group has diversified business interests in **Shipping, Dredging, Coal and Oil & Gas**
- Listed on **NSE & BSE in India** since 1994
- **Strong track record** for performance and corporate governance
- Presence in oil upstream sector with **two oil discoveries** in Cambay Basin in Gujarat, India
- Government of Singapore holds about 8% in Mercator, increased its stake in November 2017
- Presence in India, Singapore, Indonesia & Mozambique

Awards and Accolades

- Mercator was awarded "**Global Entrepreneur of the Year 2010**" by CNBC-TV18 and ICICI Bank, India
- Mr. H. K. Mittal received "**Entrepreneur of the Year 2005-06**" from the then Hon'ble Prime Minister of India
- Mr. H. K. Mittal received "**Entrepreneur of the Year 2005**" (Service Sector) from Ernst & Young
- Mercator received "**Star Company of the Year across all Sectors**" by Business Standard, 2004
- Mercator Lines (Singapore) ranked amongst the **top 50 Singapore public listed companies** according to the Governance and Transparency Index (GTI) jointly conducted by NUS and Business Times in June 2011

Mercator Group at Glance

Energy focused group with operations spread across various geographies (both on-shore and off-shore)

1 Dredging

- Primarily serves the major ports of India through maintenance contracts



9 Dredgers with capacities ranging from 4,500 m³ to 10,000 m³

- Key Clientele include Paradip Port, New Mangalore Port, Cochin Navy, Goa Navy
- Amongst the largest private sector dredging company in India

3 Shipping

- Wet Bulk & Gas Carrier



Wet Bulk

2 Product Tankers
1 Floating Storage Offloading

2 Oil & Gas

- Exploration & Production and EPC



E&P

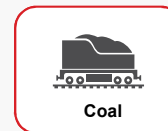
On-shore oil block in India with over 23 MN Barrels of proven reserves and significant upside

EPC

Executing EPC contract awarded from ONGC for conversion of MODU to MOPU

4 Coal

- Mining, Trading, & 3rd Party logistics solutions



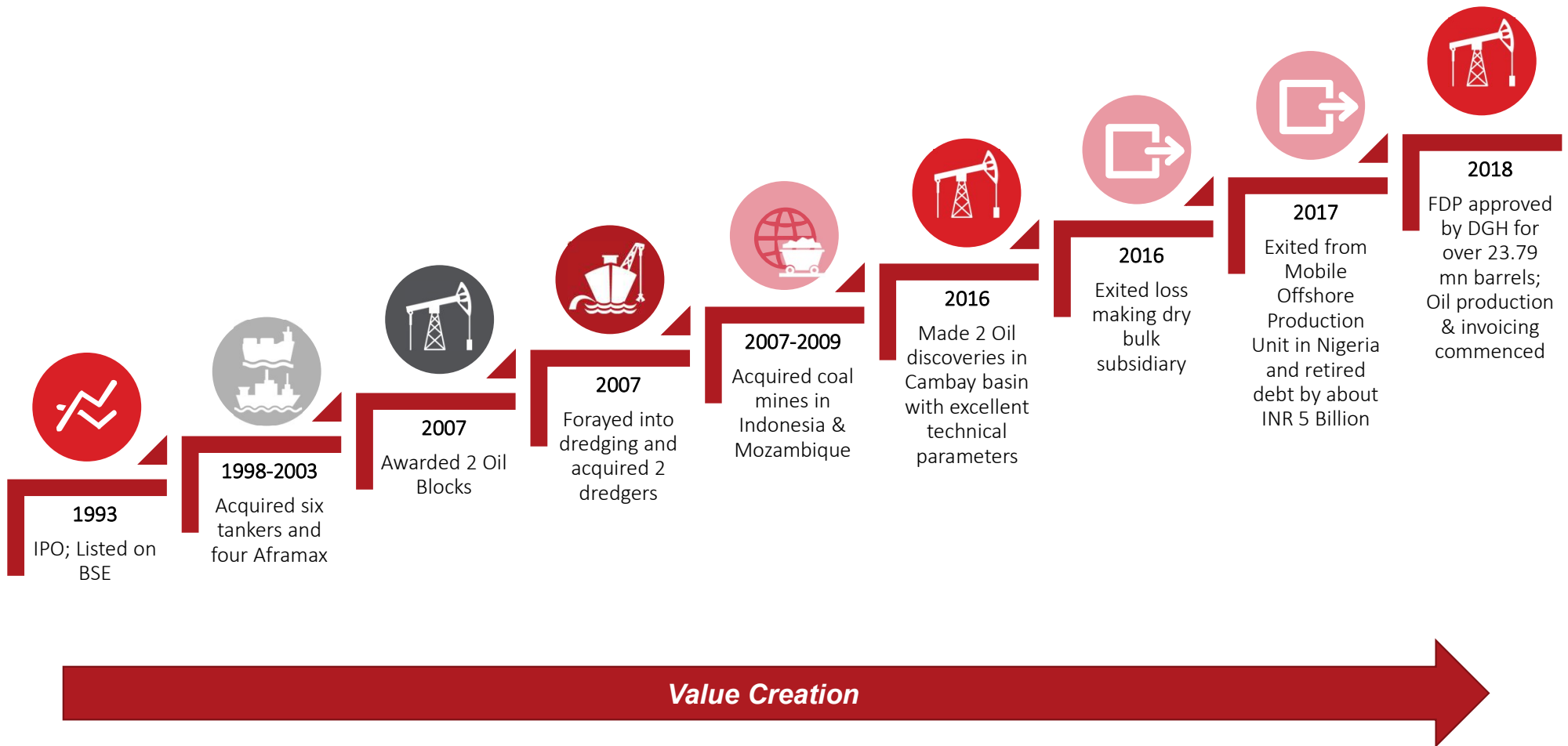
Mining

Indonesia – 1 Operational Mine
Mozambique – 1 Mining license

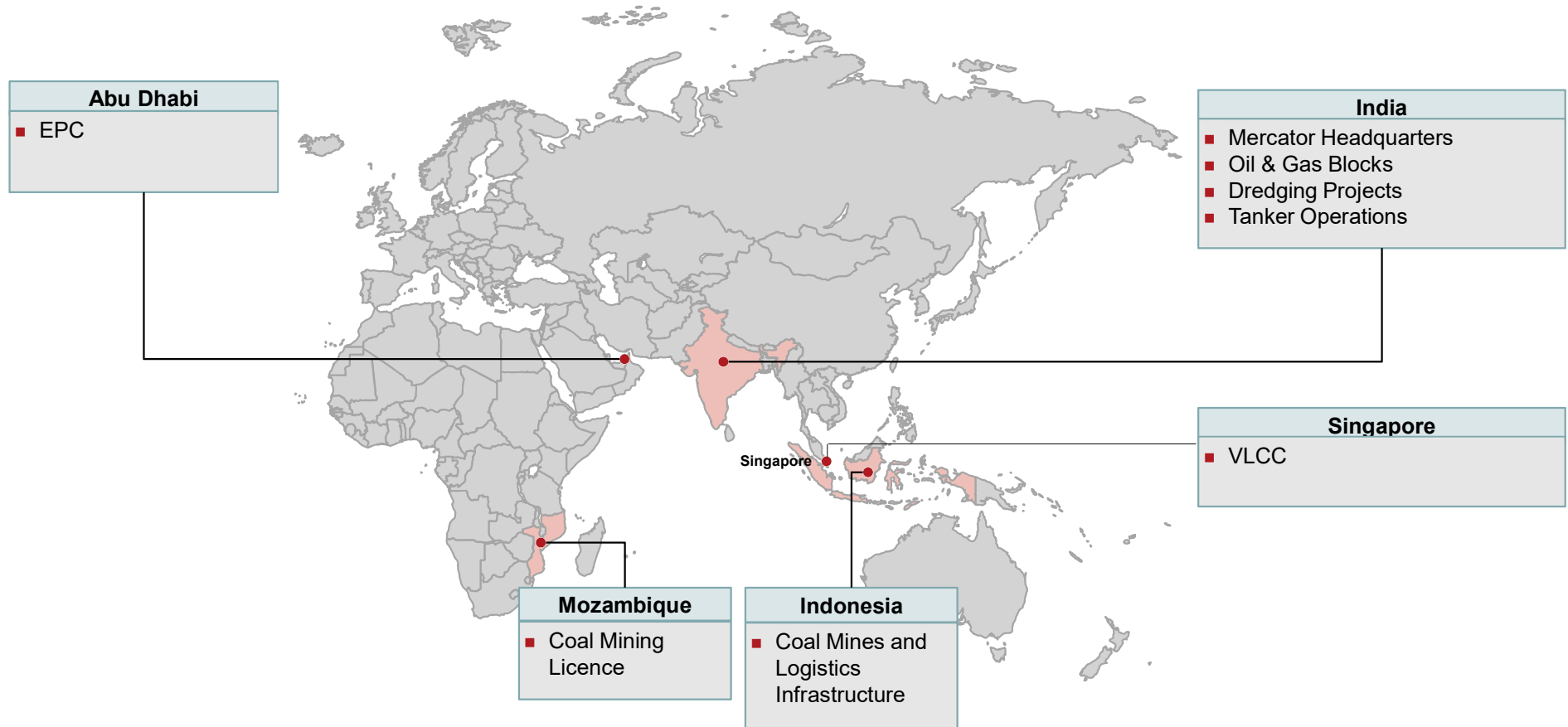
Infrastructure

Haul Road, Crushing, Loading Operations, Jetty

Key Milestones during our journey



Global Presence



Strong Leadership Team



Mr. HK Mittal
Executive Chairman

Mr. H.K. Mittal, Executive Chairman, is an alumnus of IIT-Roorkee. He acquired Mercator Ltd. in 1988 and with his vision has brought the company where it is today. His passion drove the business both vertically & horizontally.



Mr. Shalabh Mittal
Chief Executive Officer

Mr. Shalabh Mittal is the Chief Executive Officer of the Company. He holds a Master's Degree in S. P. Jain Inst. of Mgmt. and Research. He is also alumnus of Harvard Business School, USA. His primary role is to manage and supervise business operations of the Company effectively in accordance with the overall strategies and policies of the Company.



Mr. Adip Mittal
Head – Oil & Gas Business division

Mr. Adip Mittal is the Head – Oil & Gas Business division of the Company since March 30, 2017. He holds a degree of Bachelors of Arts from the Ohio State University and majored in Economics with a minor in Business Administration. He also holds Masters in Shipping, Trade & Finance from Cass Business School, City University, London, UK. When he joined our Company, he was actively involved with dredging and tanker divisions and new projects of our Company.



Mr. Rajendra Kothari
Chief Financial Officer

Mr. Rajendra Kothari is a fellow member of Institute of Chartered Accountants of India and an associate member of the Institute of Company Secretaries of India. He has over three decades of experience in various industries in the fields of Finance, Treasury, Accounting, Direct and Indirect Taxation, Legal, Company Secretarial and Risk Management functions; besides he also has in-depth business experience in handling the functions of Procurement, Supply Chain Management, Human Resources and Information Technology.

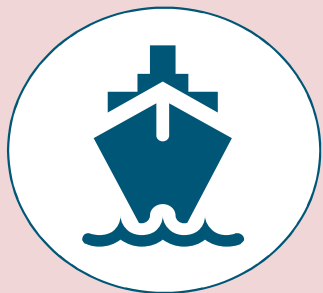


Mr. Gurpreet Malhi
Chief Operating Officer

Mr. Malhi is MBA from HEC School of Management, Paris and Master Mariner from Director General of Shipping, Mumbai and also holds Bachelor's Degree in Commerce from Delhi University. He has more than 25 years of experience in shipping, ports, logistics & maritime sector with strong focus on strategy, operations, business development, legal, finance & change management

Our Strong Asset Base

Shipping



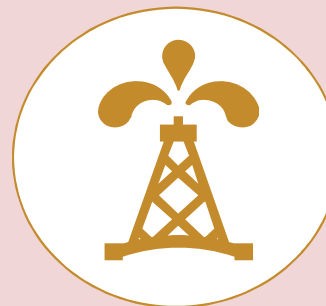
Fleet	DWT	No.	Avg Age
Product Tanker	83,076	2	21
Floating Storage Offloading	109,415	1	20
Total Wet Bulk	192,491	3	20

Dredging



Type of Dredger	Hopper Capacity
TSHD	11300
TSHD	7450
TSHD	7598
TSHD	5433
TSHD	4568
TSHD	2600
GD Hopper	870
Bucker Ladder	NA
CSD	NA
Total	39,819

Oil and Gas



~24 mn barrels of proven & recoverable light crude oil

Coal



Open cast mine in Indonesia with over 26 MMT reserves

Mining license in Mozambique

20+ km of All-weather haul road

Stockpile with stacker & re-claimer

Fixed & mobile crushing units

Conveyor belt loading facility directly onto barges

160 m of dedicated waterfront for barge loading

Own Jetty with ample spare capacity

Clientele

Some of Mercator's clientele





THANK YOU