

Ref: ML/SE/2019-20/55

August 13, 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/Madam,

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



Rajendra Kothari
CFO & Compliance Officer





EARNINGS PRESENTATION

Q1 FY20

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 had, for the time being, published/publishing unaudited consolidated financial statements for the year ended 31-March-2019 and quarter ended 30-June-2019. The Company shall publish the audited consolidated financial statements in due course.



Cautionary Statement and Disclaimer



The views expressed here may contain information derived from publicly available sources that have not been independently verified. No representation or warranty is made as to the accuracy, completeness, reasonableness or reliability of this information. Any forward looking information in this presentation including, without limitation, any tables, charts and/or graphs, has been prepared on the basis of a number of assumptions which may prove to be incorrect. This presentation should not be relied upon as a recommendation or forecast by Mercator Limited and any of their subsidiaries cannot be relied upon as a guide to future performance. This presentation contains 'forward-looking statements' – that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance, and often contain words such as 'expects,' 'anticipates,' 'intends,' 'plans,' 'believes,' 'seeks,' or 'will.' Forward-looking statements by their nature address matters that are, to different degrees, uncertain. These uncertainties may cause our actual future results to be materially different than those expressed in our forward-looking statements. We do not undertake to update our forward-looking statements. We caution you that reliance on any forward-looking statement involves risk and uncertainties, and that, although we believe that the assumption on which our forward-looking statements are based are reasonable, any of those assumptions could prove to be inaccurate and, as a result, the forward-looking statement based on those assumptions could be materially incorrect. This presentation is not intended, and does not, constitute or form part of any offer, invitation or the solicitation of an offer to purchase, otherwise acquire, subscribe for, sell or otherwise dispose of, any securities in Mercator Limited or any other invitation or inducement to engage in investment activities, nor shall this presentation (or any part of it) nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision.

Key Issues Update Q1 FY20



Key Issues	Update
Status of Resolution Plan (RP) with Lenders'	We are in active discussion on the proposed Resolution Plan (RP) with all lenders of Mercator Limited for restructuring of our loans to make the company sustainable in the long run. Last lenders' meeting was held in July 2019
Status of Capex Fundraising in Oil	The Company has been in discussion with financial institution's and strategic investors for raising the requisite capex funding required for ramping up of the production to the peak level of ~6000 barrels/day
Asset light model for Dredging business	The Company is in process of monetizing its dredgers in due course while focusing on asset light model by undertaking dredging contracts wherein the work can be accomplished by chartering dredgers. This would cut the overheads of the dredging business and reduce corresponding debt in part.
Sagar Samrat conversion Project	<ul style="list-style-type: none"> a) Appeal in the Arbitration Petition before division bench of Hon'ble Bombay High Court in a 100% subsidiary of the Company was dismissed vide order pronounced in July 2019; b) By virtue of the above order, ONGC invoked bank guarantees worth INR 142 crores. This has increased the debt of Mercator Oil & Gas Limited (MOGL) by an equivalent amount. c) In December 18, the company initiated, a binding arbitration against ONGC for claims of US\$ 173 Mn plus including claims for wrongful invocation of the above-mentioned Bank Guarantees.
Status update of execution order against DCI	An injunction order against Dredging Corporation of India (DCI) in the matter of execution/enforcement order was passed by Hon'ble Delhi High Court in April 2019 and the matter is scheduled to come up in August 2019.
Status of Dispute in Stepdown Subsidiary in Indonesia	Dispute raised by an erstwhile minority shareholder in one of the stepdown subsidiary in Indonesia is in the process of resolution and the Company is taking acting steps to ensure speedy settlement thereof.
Total Claims receivable	<p>Total claims of Rs. 1,440 crores receivable by the Company (at the consolidated level) are summarized below:</p> <ul style="list-style-type: none"> a) DCI Batch Arbitration Matters: Rs.48 crores (excluding interest) In the process of getting an execution order from Hon'ble Delhi High Court; Next Date of Hearing is 20 August 2019; b) Total loss claim for Dredger Veera Prem: Rs. 124 crores (US\$ 17.78 Mn) The Company is in the process of filing a claim; c) Insurance claim for Vessel 'Divya Prem': Rs. 54 crores (excluding interest), the matter is listed for hearing in National Commission on 17 September 2019; d) Sagar Samrat Arbitration Matter : Rs. 1,214 crores (US\$ 173.36 Mn); Binding Arbitration commenced in Dec-18 raising claims against ONGC; likely to conclude by Sep 2020 and award expected in Jan 2021.

Key Highlights – Q1 FY20



Unaudited Consolidated (Rs. Cr.)	Q1FY20	Q1FY19	FY19
Operating Income	145	217	866
EBITDA	25	70	3
Adjusted EBITDA	25	70	163
PAT	(280)	(47)	(836)
Adjusted PAT (After Exceptional Loss)	(169)	(47)	(179)
Adjusted PAT (Before Exceptional Loss)	(27)	(35)	(70)

Consolidated PAT Q1 FY20 – Impacted by

- Non-Cash items – Impairment of dredgers by INR 110 Cr
 - Encashment of performance bank guarantees by ONGC by INR 142 Cr (in a 100% subsidiary)
- Coal**
- Maintains PAT Positive for Q1 FY20
 - 66% higher sales volume @ 1.47 Mn MT during Q1FY20 as compared to 0.88 Mn MT during Q1FY19
 - Reduction in average price realization by \$ 6/MT Q-o-Q basis amid low coal prices
- Dredging**
- The Company is in process of monetizing its dredgers in due course while focusing on asset light model by undertaking dredging contracts wherein the work can be accomplished by chartering dredgers
 - Necessary insurance proceedings have been initiated with respect to dredger 'Veera Prem' grounded in past on account of natural calamity
- Shipping**
- All Vessels are 100% deployed with OMCs under time charter
 - Hansa Prem is back in operations after a dry dock during April-19 to Mid May-19
 - VLCC sold in April-19 at price of US \$ 27.5 Mn (net)

Deleveraging & Balance Sheet Reset

- **Debt reduced*** by INR 182 crores (incl. INR 174 crores on account of sale of VLCC) in Q1 FY20 incl. positive forex impact of INR 4 crores

* By virtue of the order of Hon'ble Bombay High Court in a 100% subsidiary, debt increased by INR 142 crores in Aug-19 on account of invocation of Bank Guarantees

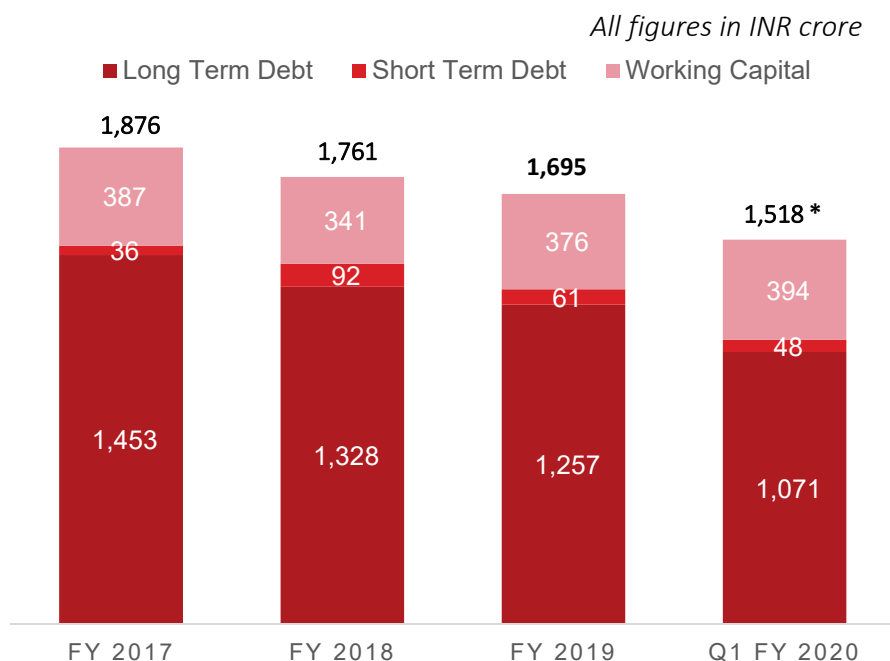
Reduction in Q-o-Q EBITDA	Q-o-Q - Q1 FY20
Coal - Lower coal prices	12
Shipping - Vessels (VLGC, VLCC & Tanker) Sold Hansa Prem off-hire due to dry dock during part period of Q1 FY20	11
Dredging - Slowdown of dredging business on account of business downturn and dredger laying up cost resulted into Negative EBITDA	18
Reduction in Q-o-Q EBITDA	42

Unaudited Consolidated (Rs. Cr.)	Q1FY20	FY19
PAT	(280)	(836)
Impacted By		
- Loss on sale of 2 Vessels	-	74
- Provision for doubtful debts & advances	-	220
- Credit balances written back	-	-157
- Loss on valuation of investments	-	24
- Impairment of dredgers	111	151
- Sale of VLCC Discontinuing operations	-	347
Adjusted PAT (After Exceptional Loss)	(169)	(179)

De-Leveraging Status and Debt Maturity Profile – Q1 FY2020



De-Leveraging Status



* Dollar Debt reduced by USD 26.48 Mn (INR 184 Cr) & INR Debt Rs. 12 Cr in Q1FY20; positive impact of INR 4 Cr on account of exchange fluctuation in Q1FY20

* Reduction in debt is offset by increase in working capital exposure by INR 18 Cr

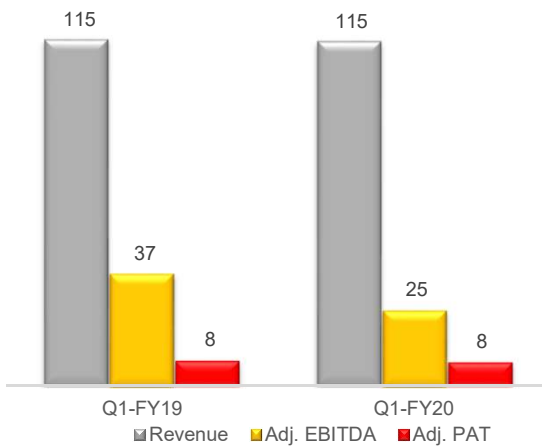
Highlights

- Debt reduced by INR 182 crores (incl. INR 174 crores on account of sale of VLCC) in Q1 FY20 incl. positive forex impact of INR 4 crores
- By virtue of the order of Hon'ble Bombay High Court in a 100% subsidiary, debt increased by INR 142 crores in Aug-19 on account of invocation of Bank Guarantees
- In discussion for raising the requisite capex funding of INR 111 crores for ramping up of the oil production to the peak level of ~6000 barrels/day
- In discussion with all lenders for the proposed Resolution Plan (RP) to be approved

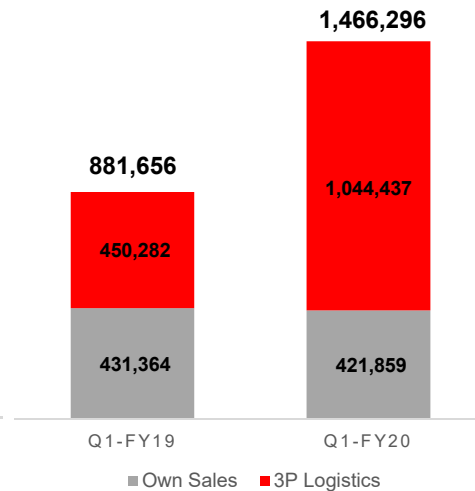
Key Highlights – Q1FY20

Coal

COAL EARNINGS (INR Cr)

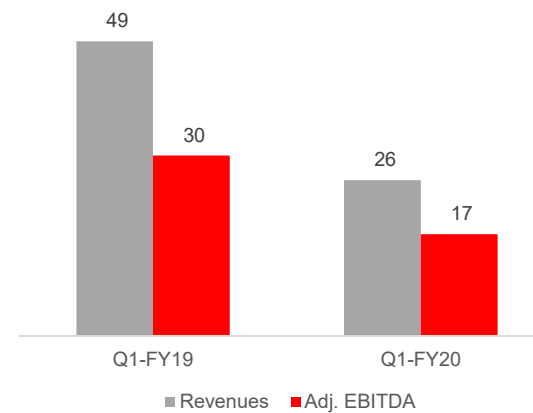


Q-O-Q COAL VOLUME (MT)

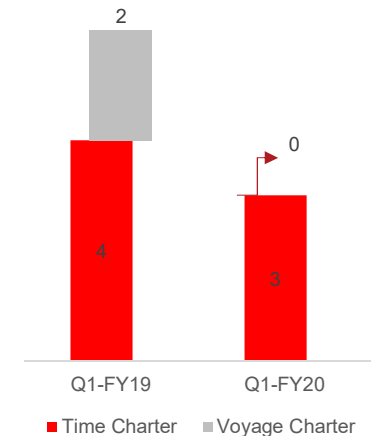


Shipping

SHIPPING EARNINGS (INR Cr)



NUMBER OF SHIPS

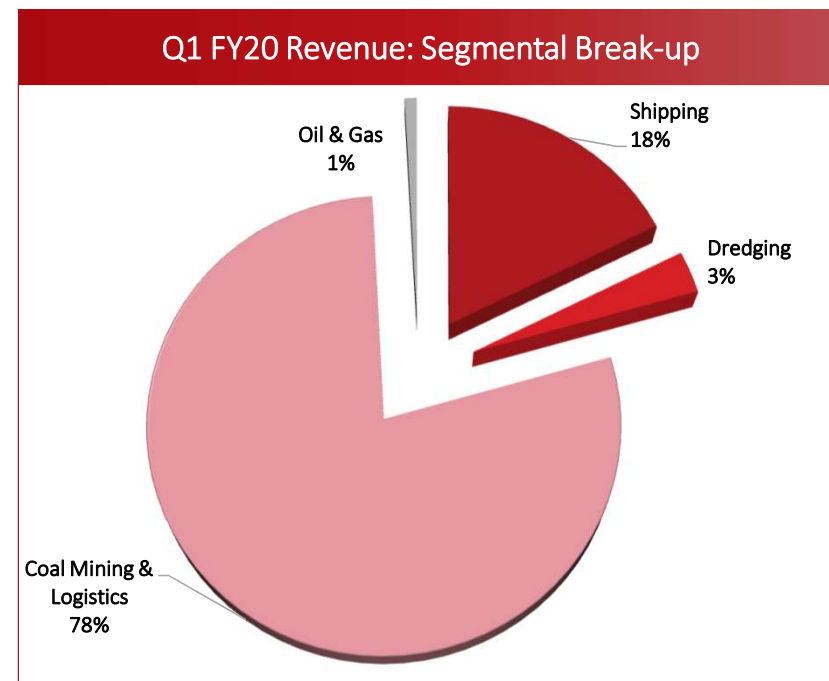


- 132% increase in 3P Logistics volume Q-o-Q (1.04 Mn MT Q1FY20)
- Reduction in EBITDA due to lower coal prices
- PAT maintained at same levels as previous year despite fall in EBITDA due to exceptional expenses in the previous year

- All three Tankers are on time charter contract with oil companies
- Sale of VLCC vessel is concluded in April-19; all proceeds used for deleveraging

Q1 FY20: Unaudited Consolidated Operating Performance

Unaudited - Consolidated	Q1FY20	Q1FY19	FY19
Operating Income	145	217	866
Other Income	2	3	10
Credit balances written back	-	-	157
Total Income	147	220	1033
Expenses	122	151	810
Provision for doubtful debts & advances	-	-	220
EBIDTA	25	70	3
<i>Margin</i>	17%	32%	0%
Adjusted EBIDTA	25	70	163
<i>Margin</i>	17%	32%	16%
PBT	-274	-36	-459
Reported PAT	-280	-47	-836
Adjusted PAT	-169	-47	-179



All figures in INR crores

- Coal – PAT Positive in Q1 FY20
- Oil & Gas - Commenced Sales & realization of 10,991 barrels from 1st exploratory well. Discussion undergoing with some of the existing lenders and certain external funds for raising the requisite capex funding required for ramping up of the production to the peak level of ~6000 barrels/day
- Shipping - Achieved strong Adjusted EBITDA margin of 64% despite depressed rates compared to Q1 of previous fiscal year

Unaudited Consolidated Q1 FY20 Adjusted EBIDTA & Adjusted PAT



EBIDTA

Unaudited - Consolidated	Q1FY20	Q1FY19	FY19
EBIDTA	25	70	3
Add: Adjustments			
Provision for Doubtful Debts (Net of credit balances written back)	-	-	62
Loss on sale of Vessels	-	-	74
Loss on valuation of investments	-	-	24
Adjusted EBIDTA	25	70	163

All figures in INR crores

PAT

Unaudited - Consolidated	Q1FY20	Q1FY19	FY19
Reported PAT	(280)	(47)	(836)
Add: Adjustments			
Provision for Doubtful Debts (Net of credit balances written back)	-	-	62
Discontinuing operations of VLCC	-	-	347
Loss on sale of Vessels	-	-	74
Impairment of Dredgers	111	-	151
Loss on valuation of investments	-	-	24
Adjusted PAT	(169)	(47)	(179)

All figures in INR crores

Business Performance – Coal

Financial Highlights

- EBIDTA reduction, despite similar operating income, is due to reduction in Own Coal realisation Avg. US\$27/MT in Q1 FY20 from US\$33/MT in Q1 FY19 amid low coal prices
- Reduction in Own Coal realisation is offset against higher quantity handled for 3rd party logistics
- PAT maintained at same levels as previous year despite fall in EBITDA due to exceptional expenses in the previous year

Operational Highlights

- Q1 Sales volume of own coal @ 0.42 Mn MT in Q1FY20 against 0.43 Mn MT in Q1FY19
- 132% increase in 3P Logistics volume Q-o-Q (1.04 Mn MT Q1FY20)
- 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	Q1'20	Q1'19	Q-o-Q %	FY19
Operating Income	113.86	115.24	-1%	471.9
Other Income	1.11	0.43		0.8
Total Income	114.97	115.67	-1%	472.7
Expenses	89.94	78.32	15%	353.4
Non-Cash Expense - Provision for doubtful debts & advances	-	-	-	122.7
Impairment of Investment	-	-	-	23.8
EBIDTA	25.0	37.4	-174%	(27.3)
EBIDTA %	22%	32%		-6%
Adjusted EBIDTA	25.0	37.4	-26%	119.2
Adjusted EBIDTA %	22%	32%		25%

Business Performance - Shipping



Financial Highlights

- Drop in revenues Q-o-Q due to sale of VLGC and an aged MR tanker in fiscal 2019 and VLCC in April-19
- Achieved strong Adjusted EBIDTA margin of 64% despite depressed rates compared to 53% in Q1 of previous fiscal year

Operational Highlights

- All 3 Vessels are on time charter with OMCs:

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

- Hansa Prem recently completed dry dock and back in operations

*Including extension option with the charterers

INR Crore	Q1'20	Q1'19	Q-o-Q %	FY19
Operating Income	25.78	48.81	-47%	184.3
Other Income	1.82	7.27	-75%	22.2
Total Income	27.6	56.1	-51%	206.5
Expenses	9.74	26.23	-56%	88.2
Non Cash Expenses -				
Loss on sale of Vessels	-	-	0%	73.5
Provision for doubtful debts & advances	-	-	0%	7.6
EBIDTA	17.9	29.9		37.3
EBIDTA %	65%	53%		18%
Adjusted EBIDTA	17.9	29.9		118.4
Adjusted EBIDTA %	65%	53%		57%

Business Performance - Dredging

Operational Highlights

- Slowdown of dredging business on account of business downturn; majority stake buyout of DCI by major ports
- The Company is in process of monetizing its dredgers in due course while focusing on asset light model by undertaking dredging contracts wherein the work can be accomplished by chartering dredgers. This would cut the overheads of the dredging business and reduce corresponding debt in part
- Necessary insurance proceedings have been initiated for filling an insurance claim for the total constructive loss of dredger Veera Prem and the same 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

INR Crore	Q1'20	Q1'19	Q-o-Q %	FY19
Operating Income	4.31	33.65	-87%	127.68
Other Income	1.82	4.85	-62%	13.33
Non-Cash Income - Credit balances written back	-	-	0%	41.04
Total Income	6.1	38.5	-84%	182.0
Expenses	15.27	29.58	-48%	155.84
Non-Cash Expense - Provision for doubtful debts & advances	-	-	0%	88.13
EBIDTA	(9.1)	8.9	-202%	(61.9)
EBIDTA %	-149%	23%		-34%
Adjusted EBIDTA	(9.1)	8.9	-202%	(14.8)
Adjusted EBIDTA %	-149%	23%		-8%



Business Performance – Oil & Gas

Financial Highlights

- The Company has been in discussion with financial institutions and strategic investors for raising the requisite capex funding required for ramping up of the production to the peak level of ~6000 barrels/day

INR Crore	Q1'20	Q1'19	FY19
Operating Income	1.24	-	4.9
Other Income	0.38	-	1.5
Total Income	1.6	-	6.4
Expenses	3.20	-	10.7
EBIDTA	(1.6)	-	(4.3)
EBIDTA %	-99%	0%	-67%



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.
- In the matter related to BG invocation and termination of contract, the appeal in the Arbitration Petition before division bench of Hon'ble Bombay High Court in Mercator Oil & Gas Limited (MOGL), a 100% subsidiary of the Company for Sagar Samrat Conversion Project was dismissed vide order dated July 29, 2019, by virtue of which ONGC has invoked the bank guarantees and consequently proceeds of Rs. 142 Crores have been remitted to ONGC by the Bank. This has increased the debt of MOGL by an equivalent amount
- In December-18 the company initiated, binding arbitration against ONGC raising claims of \$ 173 Mn plus including claims for wrongful invocation of the abovementioned Bank Guarantees. The trial is likely to complete in Sep-2020 and award is expected in Jan-2021. The Company has a strong case in the matter in terms of legal advice obtained.

Standalone Financial Performance



Mercator Limited					
CIN NO : L63090MH1983PLCO31418					
Regd. Office: 83-87, 8th Floor, Mittal Tower, B-wing, Nariman Point, Mumbai-400021. Tel: 022-66373333					
Unaudited Financial Results For Quarter Ended June 30, 2019					
(Rs. in crore)					
Particulars	Standalone				
	Quarter ended			Year Ended	
	30-Jun-19	31-Mar-19	30-Jun-18	31-Mar-19	
	Unaudited	Audited	Unaudited	Audited	
1	Income				
	(a) Revenue from operations	30.09	54.74	82.46	311.96
	(b) Other income	3.64	9.44	12.12	76.61
	Total Income	33.73	64.18	94.58	388.57
2	Expenses				
	(a) Cost of services rendered	17.57	58.68	48.65	212.76
	(b) Employee benefits expense	3.48	4.39	3.98	17.41
	(c) Finance costs	16.61	26.50	30.72	116.92
	(d) Depreciation and amortisation	13.84	21.23	35.10	123.72
	(e) Impairment Losses	111.16	53.45	-	53.45
	(f) Other expenses	3.96	4.01	3.18	13.95
	(g) Loss on Sale / Discard of Fixed Asset	-	-	-	73.50
	(h) Provision for doubtful debts/advances	-	(5.36)	-	95.60
	Total expenses	166.62	162.90	121.63	707.31
3	Profit/(loss) from operations before exceptional items and tax (1-2)	(132.89)	(98.72)	(27.05)	(318.74)
4	Exceptional items	-	(181.38)	-	(181.38)
5	Profit/(loss) before tax from Continuing Operations (3 - 4)	(132.89)	(280.10)	(27.05)	(500.12)
6	Tax expense				
	Current tax (including earlier year adjustment)	(1.30)	(1.60)	(0.40)	(11.33)
	Deferred tax (net)	-	-	-	-
7	Net profit/(loss) after tax from Continuing Operations (5-6)	(134.19)	(281.70)	(27.45)	(511.45)

Standalone Financial Performance

	Discontinued Operations				
	Net profit/(loss) before tax from discontinued operations	-	-	-	-
	Tax (expenses) / benefit of discontinued operations	-	-	-	-
8	Net profit/(loss) after tax from Discontinued Operations				
9	Net profit/(loss) after tax	(134.19)	(281.70)	(27.45)	(511.45)
10	Items that will not be reclassified to statement of profit and loss				
	Remeasurement gains/(loss) of defined benefit plans	(0.03)	(0.08)	0.18	(0.12)
	Total Other comprehensive income/(loss)	(0.03)	(0.08)	0.18	(0.12)
11	Total comprehensive income/(loss) for the period/year (comprising profits and other comprehensive income for the period/year) (9+10)	(134.22)	(281.78)	(27.27)	(511.57)
12	Profit/(Loss) attributable to for the period (net of tax)				
	Owners of the company	(134.19)	(281.70)	(27.45)	(511.45)
	Non controlling interest	-	-	-	-
13	Other comprehensive income/(loss) for the year (net of tax)				
	Owners of the company	(0.03)	(0.08)	0.18	(0.12)
	Non controlling interest	-	-	-	-
14	Total Comprehensive Income/(Loss) for the period / year attributable to				
	Owners of the company	(134.22)	(281.78)	(27.27)	(511.57)
	Non controlling interest	-	-	-	-
15	Paid up equity share capital (FV of Re.1 per share)	30.25	30.25	30.25	30.25
16	Basic and Diluted earnings per equity share from continuing operations	(4.44)	(9.32)	(0.90)	(16.91)
17	Basic and Diluted earnings per equity share from discontinued operations	-	-	-	-
18	Basic and Diluted earnings per equity share from continuing and discontinued operations	(4.44)	(9.32)	(0.90)	(16.91)

Unaudited Consolidated Financial Performance



Mercator Limited					
CIN NO : L63090MH1983PLCO31418					
Regd. Office: 83-87, 8th Floor, Mittal Tower, B-wing, Nariman Point, Mumbai-400021. Tel: 022-66373333					
Unaudited Financial Results For Quarter Ended June 30, 2019					
(Rs. in crore)					
Particulars	Consolidated				
	Quarter ended			Year Ended	
	30-Jun-19	31-Mar-19	30-Jun-18	31-Mar-19	
	Unaudited	Unaudited	Unaudited	Unaudited	
1	Income				
	(a) Revenue from operations	145.18	174.26	183.08	865.50
	(b) Other income	2.07	1.91	23.76	167.10
	Total Income	147.25	176.17	206.84	1,032.60
2	Expenses				
	(a) Cost of services rendered	98.59	165.09	94.49	622.63
	(b) Employee benefits expense	10.20	9.98	12.00	40.18
	(c) Finance costs	23.72	33.10	41.14	144.63
	(d) Depreciation and amortisation	22.39	32.00	20.61	153.80
	(e) Impairment Losses	111.16	53.45	-	53.45
	(f) Other expenses	13.10	46.75	67.10	366.42
	Total expenses	279.16	340.37	235.34	1,381.11
3	Profit/(loss) from operations before exceptional items and tax (1-2)	(131.91)	(164.20)	(28.50)	(348.51)
4	Exceptional items	(142.19)	(97.16)	-	(108.89)
5	Profit/(loss) before tax from Continuing Operations (3 - 4)	(274.10)	(261.36)	(28.50)	(457.40)
6	Tax expense				
	Current tax (including earlier year adjustment)	(4.99)	(6.72)	(39.77)	(32.63)
	Deferred tax (net)	-	0.52	(2.12)	0.41
7	Net profit/(loss) after tax from Continuing Operations (5 - 6)	(279.09)	(267.56)	(70.39)	(489.62)

Unaudited Consolidated Financial Performance

	Discontinued Operation				
	Net profit/(loss) before tax from discontinued Operations	(0.61)	(39.81)	(14.75)	(346.59)
	Tax (expenses) / benefit of discontinued operations	-	-	-	-
8	Net profit/(loss) after tax from Discontinued Operations	(0.61)	(39.81)	(14.75)	(346.59)
9	Net profit/(loss) after tax	(279.70)	(307.37)	(85.14)	(836.21)
10	Items that will not be reclassified to statement of profit and loss				
	Remeasurement gains /(loss) of defined benefit plans	(0.03)	0.01	1.33	(0.05)
	Total Other comprehensive income /(loss)	(0.03)	0.01)	1.33)	(0.05)
11	Total comprehensive income /(loss) for the period/year (comprising profits and other comprehensive income for the period/year) (9+10)	(279.73)	(307.36)	(83.81)	(836.26)
12	Profit /(Loss) attributable to for the period (net of tax)				
	Owners of the company	(286.40)	(341.69)	(92.35)	(869.39)
	Non controlling interest	6.70	34.31	7.21	33.18
13	Other comprehensive income/ (loss) for the year (net of tax)				
	Owners of the company	(0.03)	0.01	1.33	(0.05)
	Non controlling interest	-	-	-	-
14	Total Comprehensive Income /(Loss) for the period / year attributable to				
	Owners of the company	(286.43)	(341.68)	(91.02)	(869.44)
	Non controlling interest	6.70	34.31	7.21	33.18
15	Paid up equity share capital (FV of Re.1 per share)	30.25	30.25	30.25	30.25
16	Basic and Diluted earnings per equity share from continuing operations	(9.45)	(9.98)	(2.73)	(17.29)
17	Basic and Diluted earnings per equity share from discontinued operations	(0.02)	(1.32)	(0.49)	(11.46)
18	Basic and Diluted earnings per equity share from continuing and discontinued operations	(9.47)	(11.30)	(3.22)	(28.75)



Q1FY20 Outlook



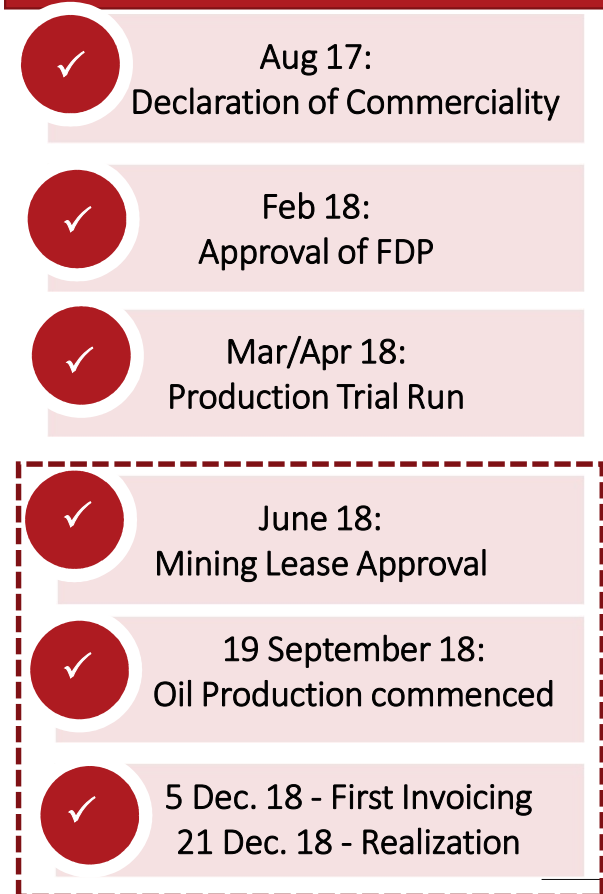
Onshore Oil & Gas Blocks – CB 9 Block

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
- 10,991 barrels of oil sold to IOCL from Jyoti I & realized the same
- The Company has been in discussion with financial institutions and strategic investors for raising the requisite capex funding required for ramping up of the production to the peak level of ~6000 barrels/day

* 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 – Upside from FY20

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
- Third party logistics revenue has jumped as projected in Q1 FY20



- **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

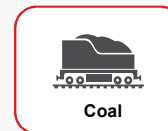
On-shore oil block in India with over 23 MN Barrels of proven reserves and significant upside

EPC

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

4 Coal

- Mining, Trading, & 3rd Party logistics solutions



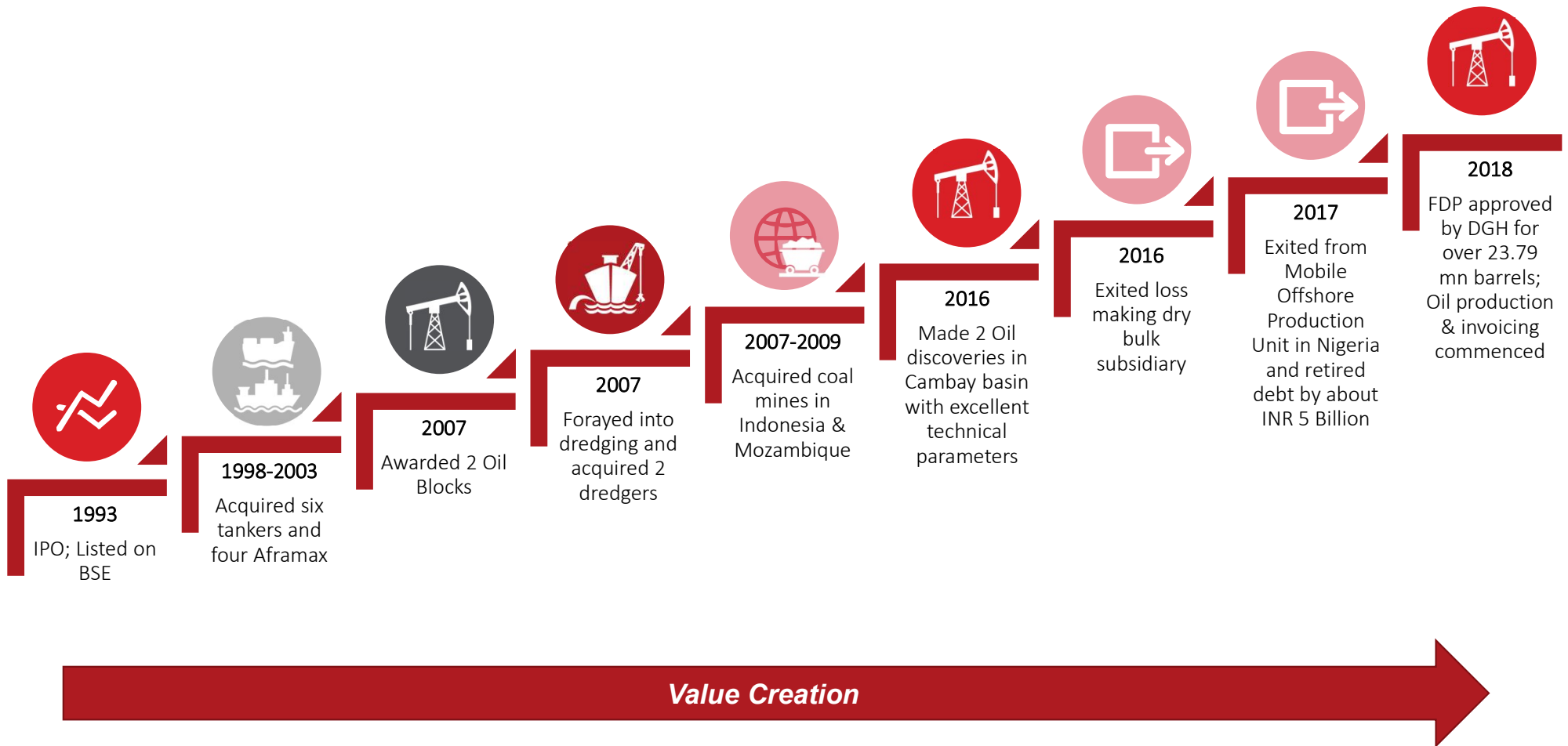
Mining

Indonesia – 1 Operational Mine
Mozambique – 1 Mining license

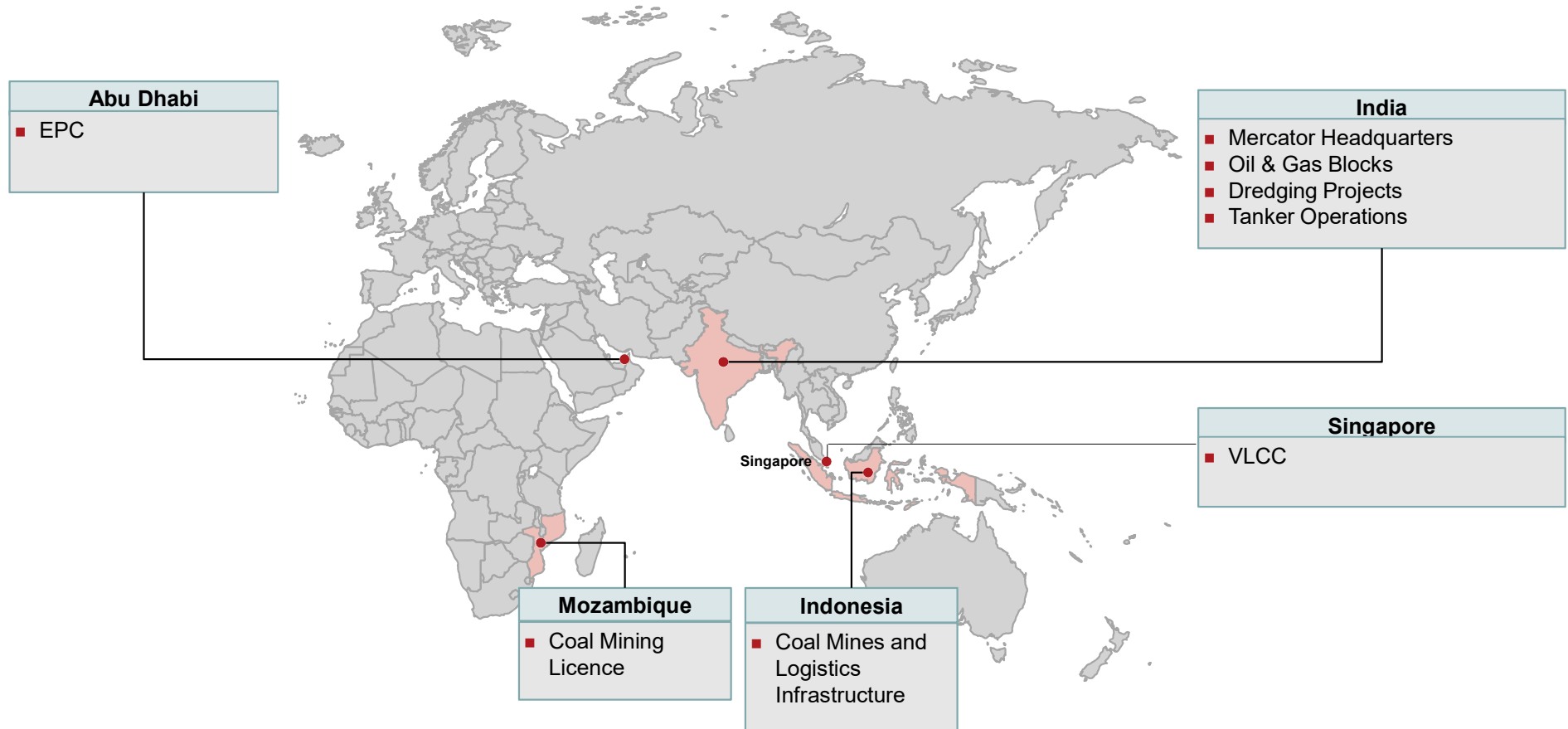
Infrastructure

Haul Road, Crushing, Loading Operations, Jetty

Key Milestones during our journey



Global Presence

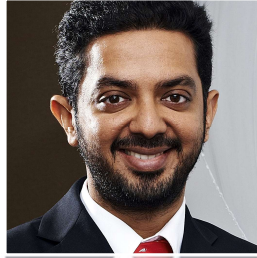


Strong Leadership Team



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.

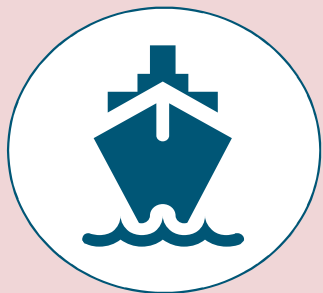


Mr. Gurpreet Malhi
Chief Operating Officer

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



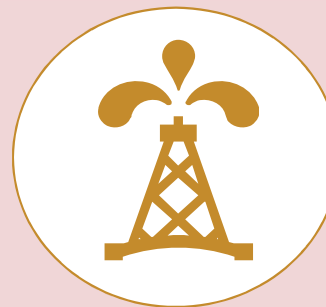
Fleet	DWT	No.	Avg Age
Product Tanker	83,076	2	21
Floating Storage Offloading	109,415	1	20
Total Wet Bulk	192,491	3	20

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