

January 10, 2017



To,

The Singapore Exchange Securities Trading limited

2, Shenton Way,

#19-00, SGX Centre 1,

Singapore – 068804

Re: USD 16,000,000 4.75% Convertible Bonds Due 2019 ("The Bonds")

Sub: Corporate Presentation

Dear Sir,

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

Thanking you,

Yours faithfully,

For **Mercator Limited**


Deepesh Joishar
Company Secretary



Encl: as above

MERCATOR LIMITED
(CIN : L63090MH1983PLC031418)

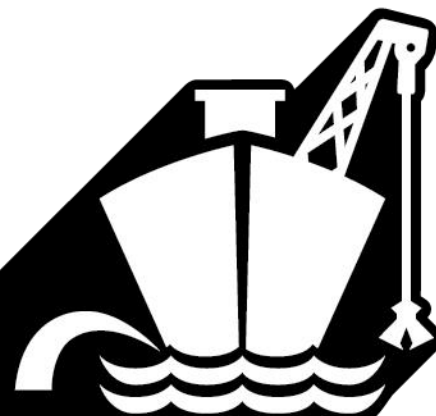
31 Mittal Tower - B, Nariman Point, Mumbai - 400021, India. Tel: +91 22 66373333 Fax: +91 22 66373344 mercator@mercator.in

CORPORATE PRESENTATION

JANUARY 2017



COAL



DREDGING



SHIPPING



OIL & GAS



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MERCATOR ON MAP



Mercator: At a Glance (1/2)



Company Profile

1

Commenced our business in 1983, current Promoters took over our Company in 1988

2

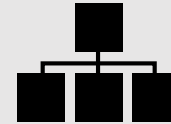
IPO in 1993 with listings on the BSE and NSE. FCCBs issued in 2014 are listed on the SGX.

3

Diversified from being a traditional shipping company and forayed into different business segments

4

Currently an “Energy focussed conglomerate” with operations spread across various geographies both onshore and offshore



Key Lines of Business

1

Dredging – Serves mainly via Maintenance dredging the Major Ports of India

2

Oil & Gas – Exploration & Production, Offshore Operations and EPC

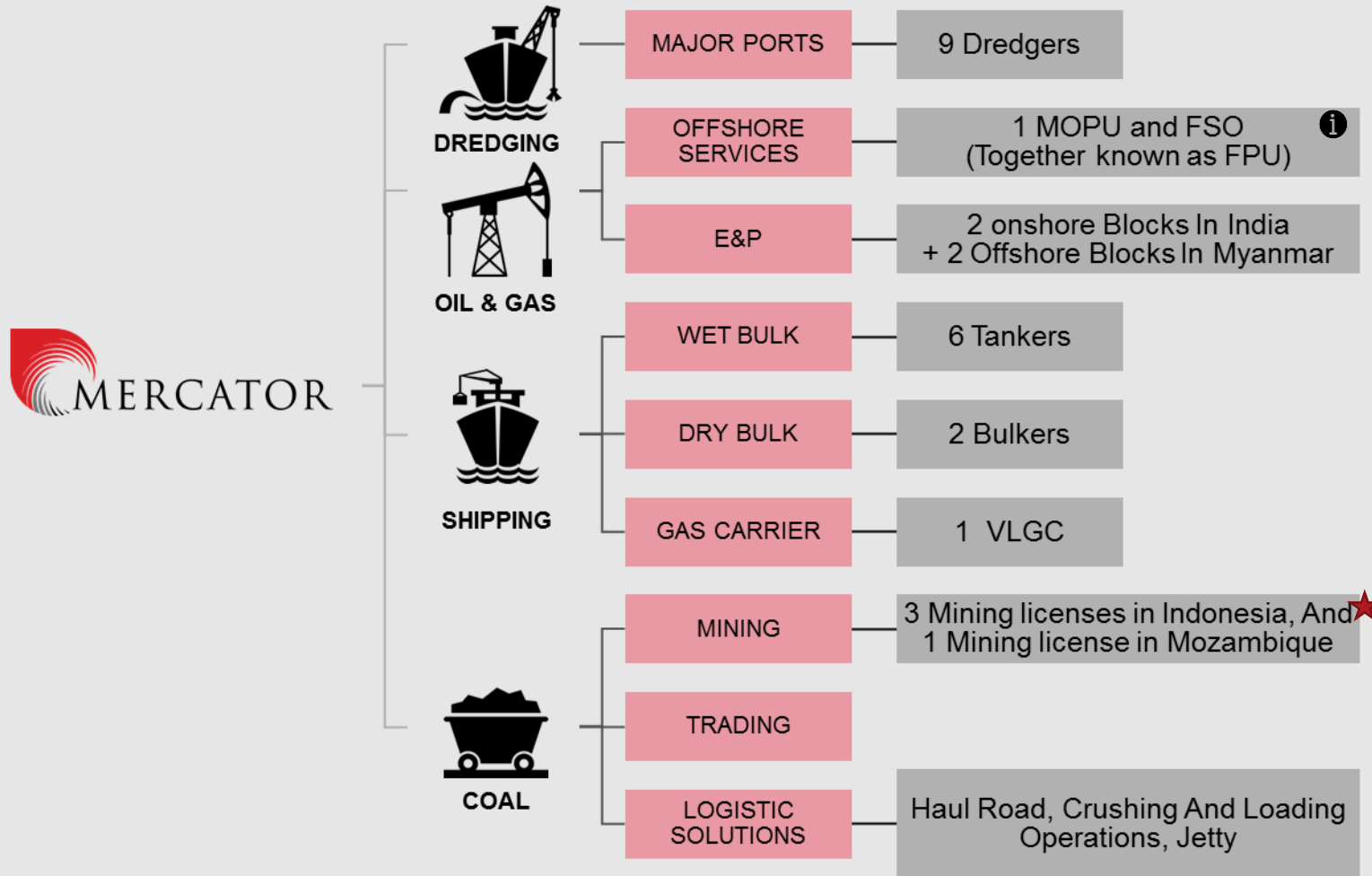
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Shipping – Wet Bulk, Dry Bulk & Gas carrier

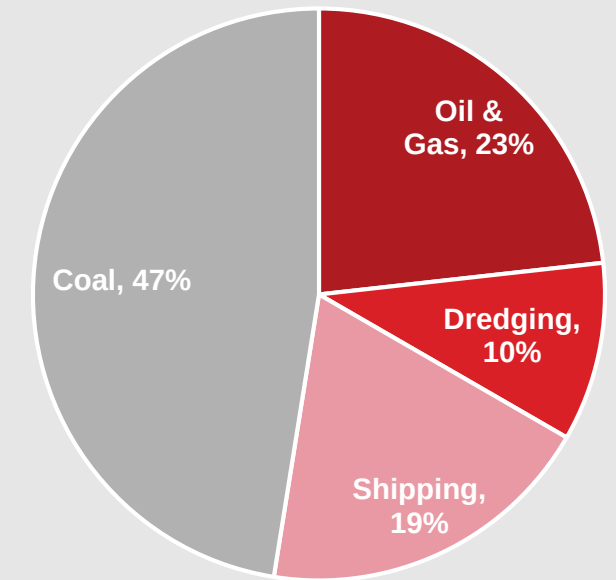
4

Coal – Mining, Trading and 3rd Party logistic Solutions

Mercator: At a Glance (2/2)



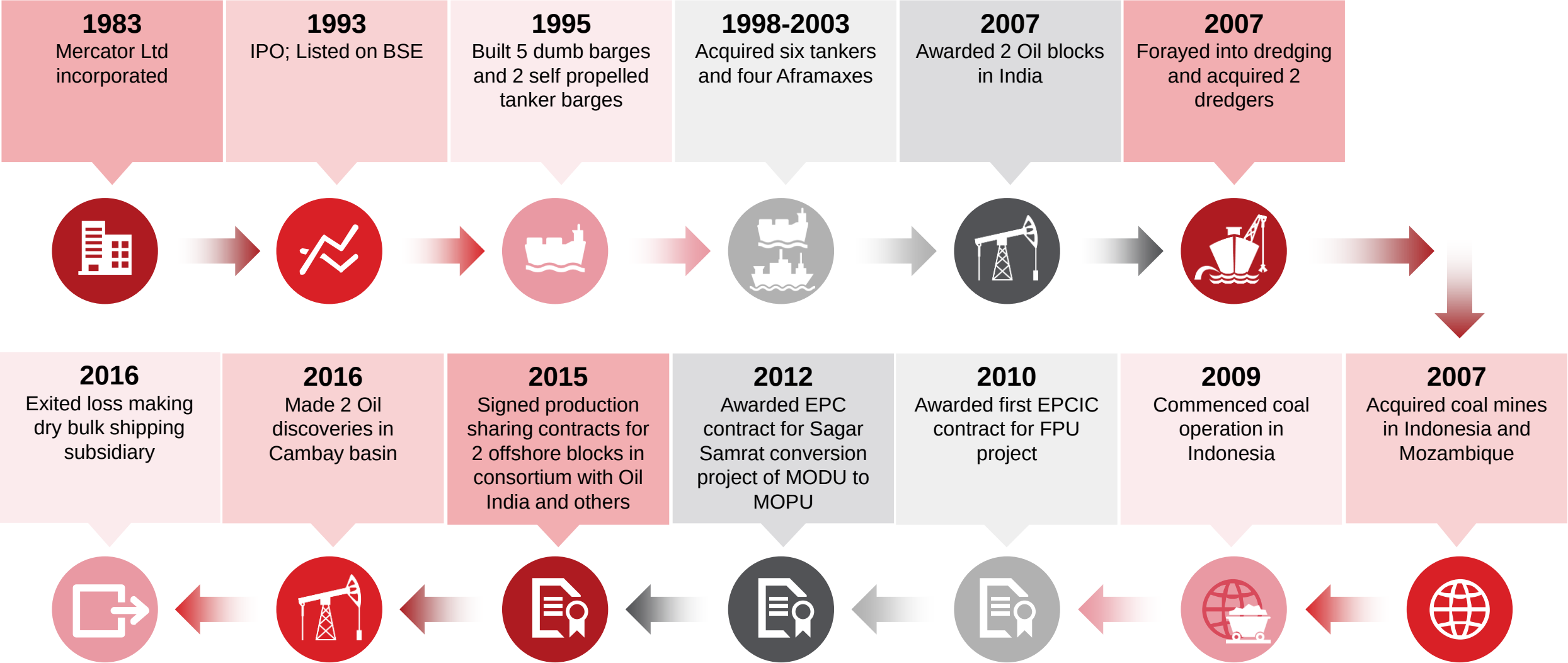
FY16 Revenue Contribution



ⁱ LOI signed on 28th November 2016 for sale of FPU

[★] 1 mine in Indonesia is operational, 2 are non-operational as most of the resources have been mined

Our Value Creation Journey



Board of Directors



Mr. H. K. Mittal - Executive Chairman and Promoter, 66 years of age, is the Executive Chairman and Promoter of the company. He acquired our Company in 1988. He has obtained his Bachelor's degree in Science from Meerut University in 1970 and a Master's degree in Technology from Indian Institute of Technology-Roorkee in 1973. He has been awarded the Distinguished Alumnus Award in the year 2010 from Indian Institute of Technology-Roorkee. He has also been awarded the 'Entrepreneur of the Year' award by Ernst & Young in the year 2005 and the Economic Times award for Corporate Excellence in the year 2006. He is also the Chairman of the Board of Directors of our Subsidiaries, namely, Mercator Oil and Gas Limited, Mercator FPSO Private Limited and Mercator Petroleum Limited



Mr. M. M. Agrawal - Independent & Non-Executive Director, 66 years of age, is the Non- Executive Independent Director of our Company. He has obtained his Bachelors' degree in Engineering from Nagpur University in the year 1971. He has about 35 years of vast experience in the Banking and Finance industry. He is one the board of several companies such as Essar Power Hazira Limited, Essar Power Transmission Company Limited, Jaguar Overseas Limited, Bombay Rayon Fashions Limited, Bhoruka Cogen Power Private Limited, Karuturi Global Limited, Srei Mutual Fund Asset Management Private Limited, NSL Renewable Power Private Limited and Hindustan Powerprojects Private Limited. He has been associated with our Company since 2011.



Mr. Gunender Kapur - Independent & Non-Executive Director, 55 years of age, is the Non- Executive Independent Director of our Company. He is a Mechanical Engineer from BITS – Pilani and holds a Masters' degree in Business Administration from FMS Delhi University. At present, he is working as Managing Director of TPG Wholesale Private Limited. He has been associated with our Company since August 2014. He has also been co-opted as a member of the Audit Committee of the Board of Directors of our Company..



Mrs. Archana Mittal - Promoter & Non-Executive Director, 62 years of age, is the Promoter and the Non-Executive Non-Independent Director of our Company. She has been associated with our Company since 1988. She is also one of the promoters of our Company and was on the Board of our Company during the period May 1988 to June 1992. She is also a director of MHL Healthcare Limited. She is actively involved in philanthropy and social work through the Family Trust Prem Punita Foundation.

Key Management Personal



Mr. Shalabh Mittal
Chief Executive Officer

- Mr. Shalabh Mittal, 37 years of age, is the Chief Executive Officer of the Company with effect from May 27, 2016. He holds a Master's degree in Commerce from Sydenham College, University of Mumbai in May, 2001 and a Post-Graduation Diploma in Business Administration from the S. P. Jain Institute of Management and Research, Mumbai in June, 2001. He is also alumnus of Harvard Business School, Boston, 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. Prasad Patwardhan
CFO

- Mr. Prasad Patwardhan, 50 years of age, is the Chief Financial Officer of the Company. He holds a Bachelor's degree in Commerce from the University of Mumbai and is a Member of The Institute of Chartered Accountants of India since January 1990. He has over 23 years of experience in resource mobilization, accounting and taxation. He joined our Company in the year 2012. As the Chief Financial Officer, he is in charge of the financial reporting financial strategy, compliance, taxation and co-ordination of statutory and management reporting.



Capt. Kowshik Kuchroo
President- Shipping

- Captain Kowshik Kuchroo is a Master Mariner and holds a Higher National Diploma from the United Kingdom. He is also a qualified Ship Broker. He has around 30 years of experience in Marine Industry (shore/ ashore) as well as infrastructure projects in the Oil & Gas space. He joined our Company in the year 2005. Currently, he is responsible for Shipping & Dredging division for Chartering, Expansion and Industry interaction



Mr. K.S. Raheja
Country Head- Indonesia

- Mr. K.S. Raheja has obtained a Bachelor's in Technology (Honours) degree in Mining Engineering from the IIT Kharagpur in the year 1992 and MBA from XLRI Jamshedpur in the year 1999. He has around 20 years of experience in the field of Mining, Logistics, Shipping, Trading and Strategy Formulation. His expertise lies in the areas of Coal Mining, Coal Trading and Development of New Mining and Port Related Projects. He joined our Company in 2007 and is responsible for mining existing coal blocks, developing new coal concession, trading and logistics consolidation in Indonesia and development of coal mining project in Mozambique.



Mr. Deepesh Joishar
Company Secretary

- Mr. Deepesh Joishar, 32 years of age, is the Company Secretary of the Company designated as Manager – Secretarial of the Company with effect from May 4, 2015. He obtained his Bachelor's degree in Commerce and his Bachelor of Laws (LL.B.) degree from the University of Mumbai in the year 2006 and 2009 respectively. He is also a Member of the Institute of Company Secretaries of India since June, 2010 and has been associated with our Company since 2015

BUSINESS STRENGTHS

Diverse Business Offerings



- *Large & diverse business portfolio*
- *Enterprise opportunities that come up from time to time*

Experienced Leadership



- *Extensive experience and expertise of promoters & board of directors*
- *Healthy blend of expertise to manage challenges*

Ensuring Revenue Visibility



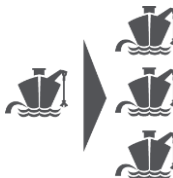
- *Various medium to long term contracts*
- *Vessels contracted with reputed Indian and international companies*

Foray Into Newer Business



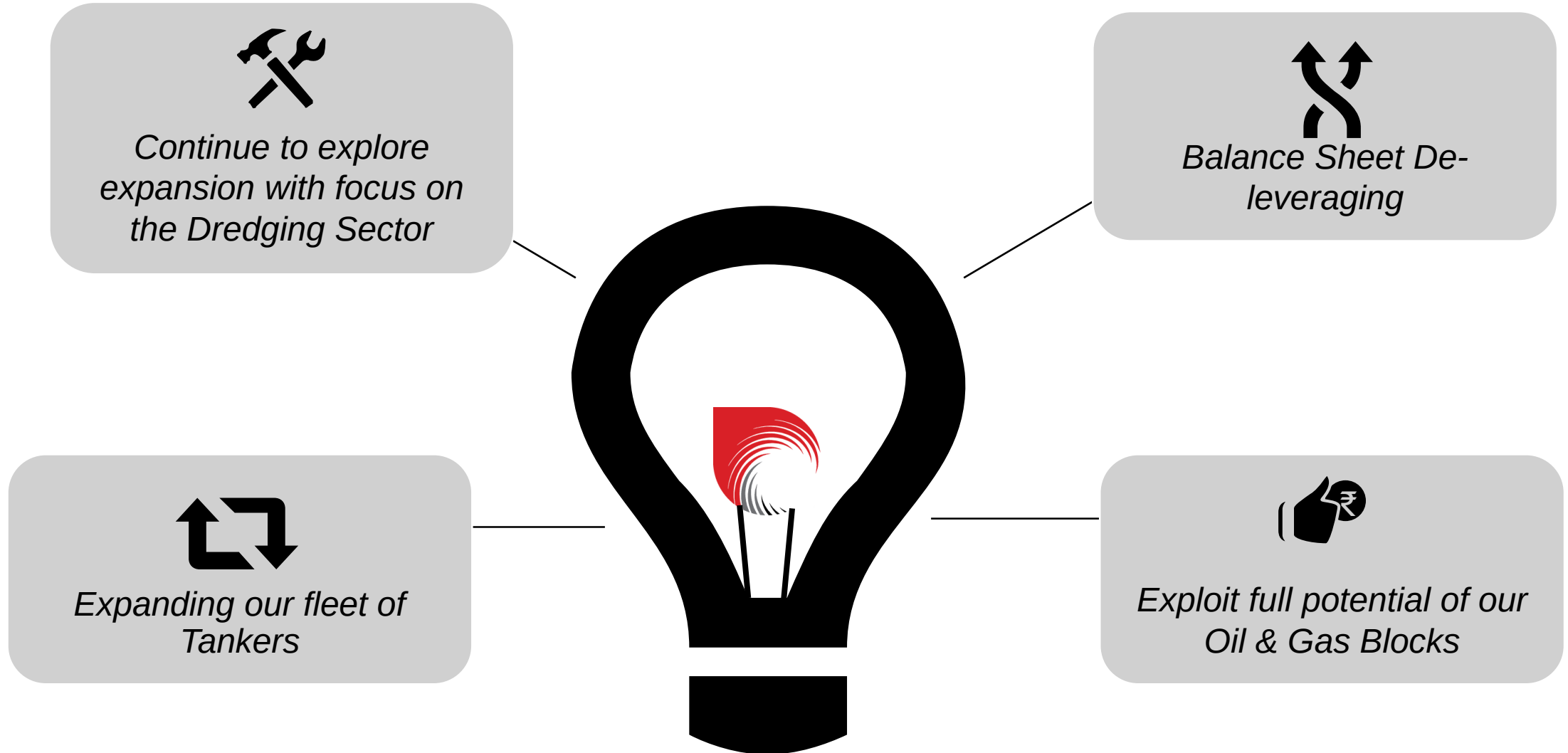
- *Diversify from a shipping company to an 'energy based conglomerate'*
- *Strategically entered into certain business segments*

Integration And Synergy



- *Company operates in diverse business segments*
- *Serve its customers in a holistic manner*

BUSINESS STRATEGIES



Dredging

- Dredging is underwater excavation of soil & other debris, and is usually associated with
 - Cleaning and/or deepening of channels in ports
 - Construction of new ports
 - Reclamation of land
 - Beach nourishment
 - Maintaining the shipping channel depths etc.
- Mercator forayed into Dredging business in 2007
- Dredgers deployed across India mainly at Major Ports
- Provide mainly maintenance dredging services

DREDGER FLEET

SR	NAME	TYPE	HOPPER CAPACITY (M3)
1	Veera Prem	TSHD	11,300
2	Vakul Prem	BLD	N/A
3	Bhagvati Prem	TSHD	7,598
4	Darshani Prem	TSHD	7,450
5	Tridevi Prem	TSHD	5,433
6	Omkaara Prem	TSHD	4,568
7	Uma Prem	TSHD	2,577
8	Vivek Prem	SGH	870
9	Yukti Prem	CSD	N/A



Various dredgers of Mercator

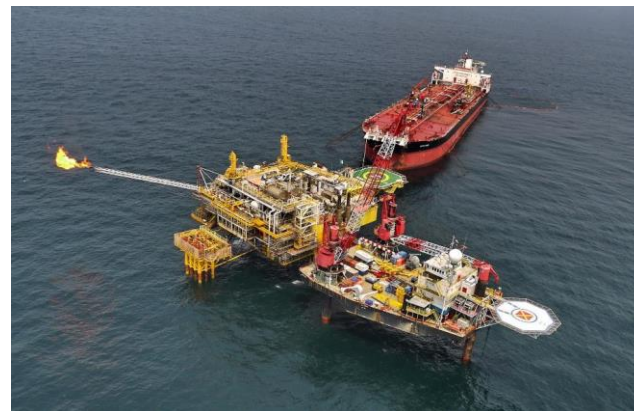


Oil & Gas

- Exploration & Production
 - 100% Interest in 2 Cambay basin blocks, 2 oil discoveries made
 - Third Party report for certification of resources available
 - 25% interest in 2 Myanmar blocks
- Offshore
 - Owns and operates a FPU in EBOK field, Nigeria
 - ~100% uptime & produced over 50 mmboe in the last 5 years
- EPC
 - Capability to execute turnkey projects
 - Process of completing the Sagar Samrat project on EPC basis at a yard situated at Abu Dhabi

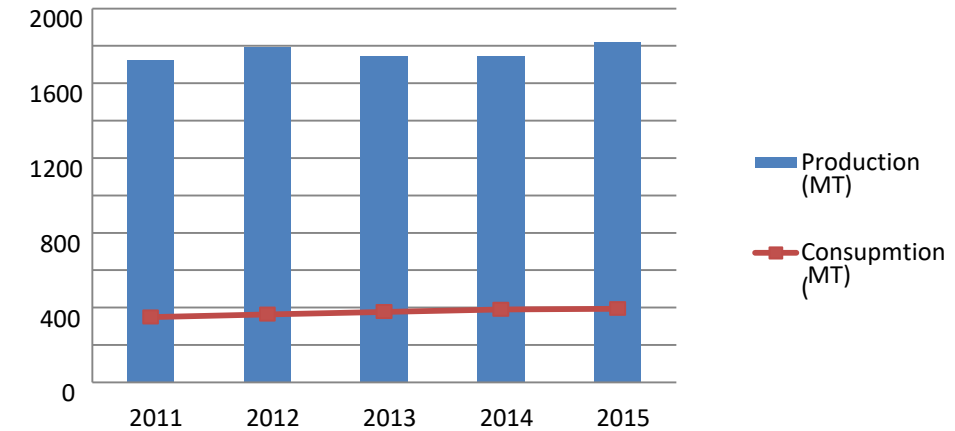


Sagar Samrat MODU being converted to MOPU



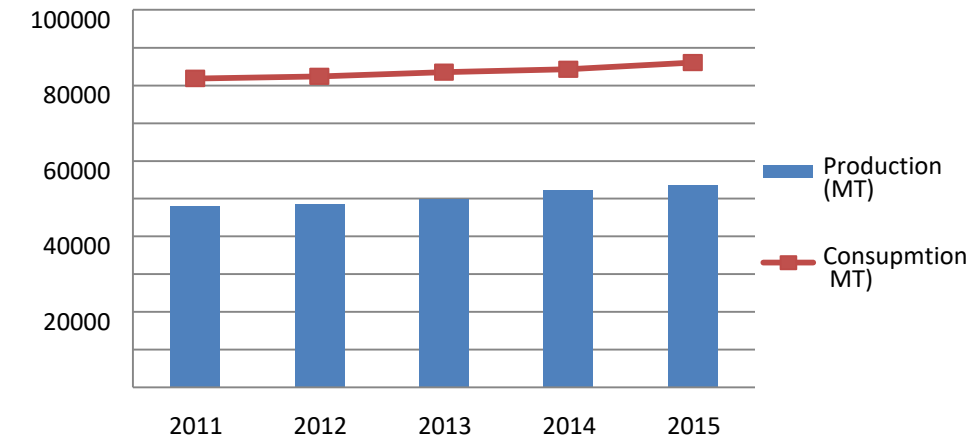
FPU Operating at EBOK Field, Nigeria

OPEC Countries



Source: CARE Research

Non - OPEC Countries



Source: CARE Research

Coal

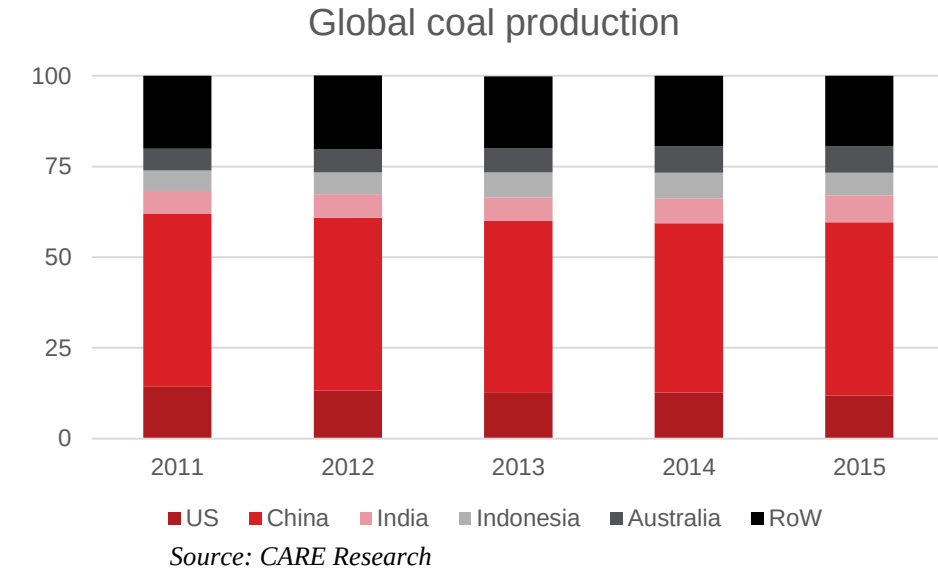
- 3 coal mining licenses in Indonesia of which operations ongoing at 1 mine. Also hold 1 mining license in Mozambique
- Mining activities are supplemented by International coal trading
- Additionally offer coal infrastructure services comprising of an all-weather haul road, stockpile facility, crushing unit & jetty loading facility to other coal mines situated in proximity to our coal mine
- Have expertise in providing complete logistics solutions for coal i.e. transportation of coal from the foreign load port until its final destination
- Customers include consumers as well as coal stockiest intermediaries, based in India and other Asian markets



Open pit mining operations in Progress



Coal Being loaded onto Barge via Conveyor at Jetty



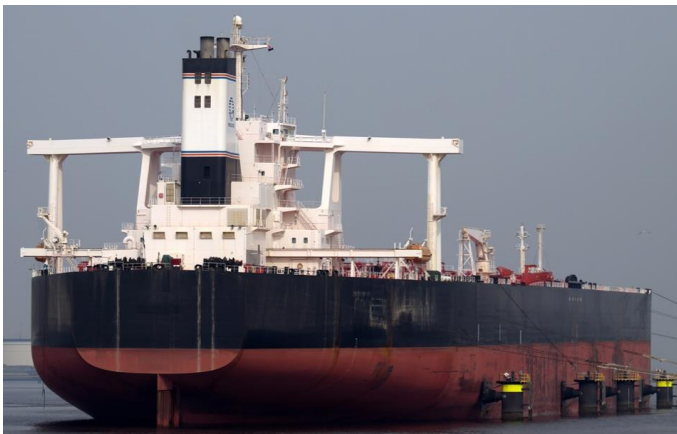
MAJOR COUNTRIES EXPORTING COAL (MT)			
	2013	2014	2015
Australia	25%	27%	30%
Indonesia	31%	30%	28%
Russia	10%	11%	12%
Colombia	6%	6%	6%
South Africa	5%	5%	6%
US	8%	6%	5%
Others	15%	14%	13%

Source: CARE Research

Shipping

- Operates a fleet of 9 vessels which consists of tankers, a gas carrier and bulk carriers
- Offer fleet as a mix of spot contracts and fixed-term charter contracts depending on the specific needs of our clients
- Maintain all our vessels in good working condition in order to satisfy the statutory flag state requirements as well as the international operating standards
- Cater to various national and international clients
- Experienced crew on-board & ashore

Sr	VESSEL	TYPE	DWT
1	Nerissa	VLCC	299,235
2	Prem Pride	Aframax	109,597
3	Hansa Prem	MR Tanker	36,032
4	Prem Mala	MR Tanker	46,977
5	Harsha Prem	MR Tanker	42,235
6	Vedika Prem	MR Tanker	42,253
7	Sri Prem Poorva	Panamax	69,286
8	Vrinda	Panamax	69,221
9	Sisouli Prem	VLGC	50,400



Various ships of Mercator

Corporate Social Responsibility

Committed to providing inclusive growth and creating greater value for all stakeholders
CSR initiatives undertaken in collaboration with Prem Punita Foundation, Mumbai



Some of the key CSR Initiatives are:

1

Project Prem Sukhda

- Operate dispensaries
- Awareness Sessions
- Personal Hygiene Camps for Children

2

Project Prem Sagar

- Computer Education
- Sewing and Design Course

3

Project Prem Pravah

- Sponsoring Therapy to Children with Hearing Impairment
- Support NGOs working on eye care, disabled

4

Project Prem Pravan

- Sponsoring therapy to children with hearing impediment
- Supporting NGOs working on eye care, disabled



Supporting the local Community

Income Statement

PARTICULARS (INR MILLION)	FY 16	FY 15	FY 14
Revenue from Operations	27,064.18	30,916.32	34,577.80
Other Income	188.57	152.86	284.18
Total Revenue	27,252.75	31,069.18	34,861.99
Operating Expenses	20,729.65	229,880.05	26,887.80
Employee benefit expenses	642.41	724.85	561.60
Finance Cost	2,621.83	2,252.99	2,051.38
Depreciation and amortization expenses	4,224.08	4,745.58	4,408.70
Impairment of Assets	3,488.28	4,090.08	121.87
Other expenses	6,441.82	2,011.23	699.86
Total Expenses	38,148.07	36,812.75	34,731.21
Profit / (Loss) before taxes & Exception Item	(10,895.33)	(5,743.57)	130.78
Exception Item	-	1,159.59	29.81
Profit / (Loss) before taxes	(10,895.33)	(6,903.16)	100.97
Current Tax	(28.22)	(105.82)	(254.46)
(Short) / Excess Provision for tax for earlier years	3.35	0.01	(2.52)
Deferred Tax	(77.14)	(59.99)	7.00
Profit / Loss for the year before adjustment for Minority Interest	(10,997.34)	(7,068.96)	(149.01)
Less: Share of profit / (loss) transferred to Minority Interest	2,096.27	2,573.71	470.79
Profit / (Loss) for the period	(8,901.06)	(4,495.25)	321.78

H1 FY 2016 Vs H1 FY 2015 (STANDALONE)

PARTICULARS (INR MILLION)	H1 FY 2016 <i>Ind-AS</i>	H1 FY 2015 <i>IGAAP</i>
Revenue from Operations	2,599.18	3027.99
Other Income	(46.66)	(57.47)
<i>Total Revenue</i>	<i>2,552.52</i>	<i>2,970.52</i>
Operating Expenses	1,488.67	1,756.29
Employee benefit expenses	73.50	108.71
Finance Cost	371.42	295.43
Depreciation and amortization expenses	729.48	576.27
Other expenses	102.94	82.66
<i>Total Expenses</i>	<i>2,766.00</i>	<i>2,819.36</i>
Profit / (Loss) before taxes & Exception Item	(213.48)	151.17
Current Tax	(5.5)	(5.5)
(Short) / Excess Provision for tax for earlier years	0	0
Deferred Tax	0	0
<i>Profit / (Loss) for the period</i>	<i>(218.98)</i>	<i>145.67</i>

Balance Sheet (*Liabilities*)

	PARTICULARS (INR MILLION)	FY 16	FY 15	FY 14
1	SHAREHOLDER'S FUNDS	8,809.92	22,325.98	28,387.86
(a)	Share Capital	244.89	244.89	244.89
(b)	Reserves and surplus	8,269.87	19,544.29	23,187.68
	Minority Interest	295.16	2,536.30	4,955.29
2	NON-CURRENT LIABILITIES	16,665.51	26,595.41	25,846.01
(a)	Long-terms borrowings	16,091.34	25,066.74	25,638.84
(b)	Other long term liabilities	534.32	1,475.27	159.13
(c)	Long-term provisions	39.85	53.40	48.04
3	CURRENT LIABILITIES	22,705.04	27,660.03	18,553.88
(a)	Short-term borrowings	4,924.76	6,998.13	6,053.37
(b)	Trade payables	8,218.77	11,940.10	4,771.65
(c)	Other current liabilities	9,493.54	8,536.77	7,337.34
(d)	Short-term provisions	67.97	185.04	391.52
	TOTAL EQUITY & LIABILITIES	48,180.47	76,581.42	72,787.75

Balance Sheet (Assets)

	PARTICULARS (INR MILLION)	FY 16	FY 15	FY 14
1	NON-CURRENT ASSETS	36,360.29	59,810.00	58,316.34
(a)	Fixed assets	33,415.40	56,039.70	54,242.75
(i)	Tangible assets	26,534.14	49,832.38	54,216.95
(ii)	Intangible assets	3.24	4.01	-
(iii)	Capital work in progress	6878.00	6203.31	25.80
	Goodwill on consolidation	-	-	1,782.70
(b)	Non-current investments	7.11	13.76	314.67
(c)	Deferred tax asset	(32.10)	41.28	98.76
(d)	Long-term loans and advances	2,909.79	3,685.51	3,027.63
(e)	Other non-current assets	60.10	29.76	454.27
2	CURRENT ASSETS	11,820.18	16,771.42	14,471.40
(a)	Current Investments	-	39.89	42.04
(b)	Inventories	192.14	341.37	570.22
(c)	Trade receivables	5,787.01	8,150.97	6,322.03
(d)	Cash and bank balances	954.44	2,744.05	1,945.42
(e)	Short-term loans and advances	2,282.64	2,481.66	2,865.83
(f)	Other current assets	2,603.95	2,481.66	2,725.89
	TOTAL ASSETS	48,180.47	76,581.42	72,787.75

THANK YOU