PRECIOUS SHIPPING PUBLIC COMPANY LIMITED ("PSL")

ASEAN - India Young Entrepreneurs
4th August 2017.

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The Seven Commandments for Success in Business

Important phases in my life

Born in Kolkatta → Educated in Mumbai → May 1978 → Oct 1979 → Dec 1983 → 2006 → As of date

Seatrade Maritime Awards Asia

10th Seatrade Maritime Awards Asia

2017 - Being a finalist in 3 categories is an achievement in itself

2016 - PSL was nominated for the "Best Investor Relations Award" at the SET Awards 2016

2015 - awarded with trophy at IRMA South East Asia 2015 award ceremony for "Best in Sector: Industrials" category in Investor Relations.

2013 - Winner of the Maritime Security & Safety Award, Seatrade Asia Awards. At the same ceremony, PSL was a finalist in 'The Wet / Dry Bulk Operator Award' category.

2013 – Best Investor Relation Award at the SET Awards

2012 – Received the Sea trade Lifetime Achievement Award

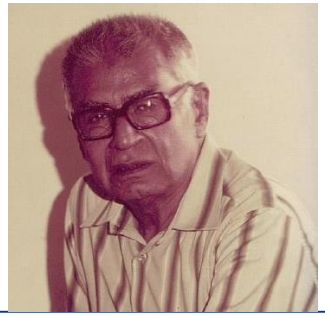
2011 – Certificate Of Excellence In Investor Relations 2011

2009 – SET AWARDS 2009 nominates Mr.Khalid Moinuddin Hashim as a nominee for Best CEO Award: CEO of company listed on SET.

Don't let schooling interfere with your education - *Mark Twain*

Khalid Hashim

Education: *Master's Degree in Management Studies*
Achievement: *MD at Precious Shipping Public Company Limited, Bangkok*



Moinuddin Hashim

Education: *School drop-out*
Achievement: *MD of Indian National Shipping Line*

Hon. Ali Maniku

Education: *School drop-out*
Achievement: *Minister of Shipping of the Maldives Government*

Kirit C. Shah

Education: *College drop-out*
Achievement: *Owner of GP Group, Bangkok*

The 1st Commandment

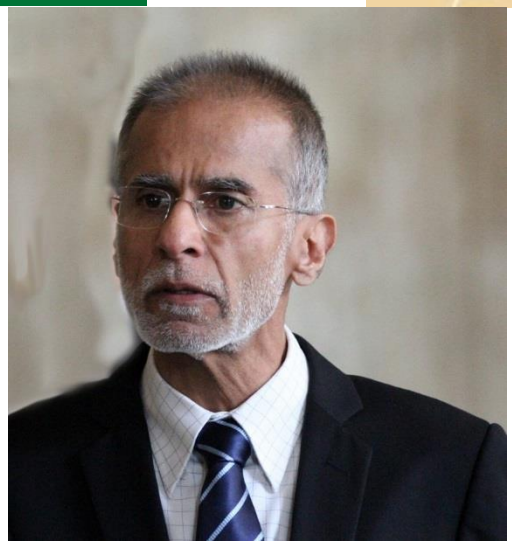
You don’t have to be born to riches but having good mentors in life is crucial to success. A good education helps but is not essential.

Do the right thing. It will gratify some people and astonish the rest

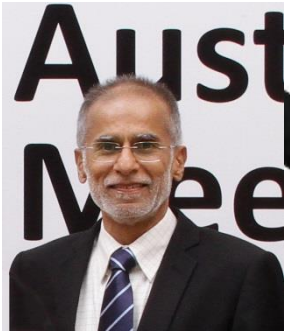
Mark Twain

The best decision I ever made

GP Group



"the BEST DECISION I ever made"



The 2nd Commandment

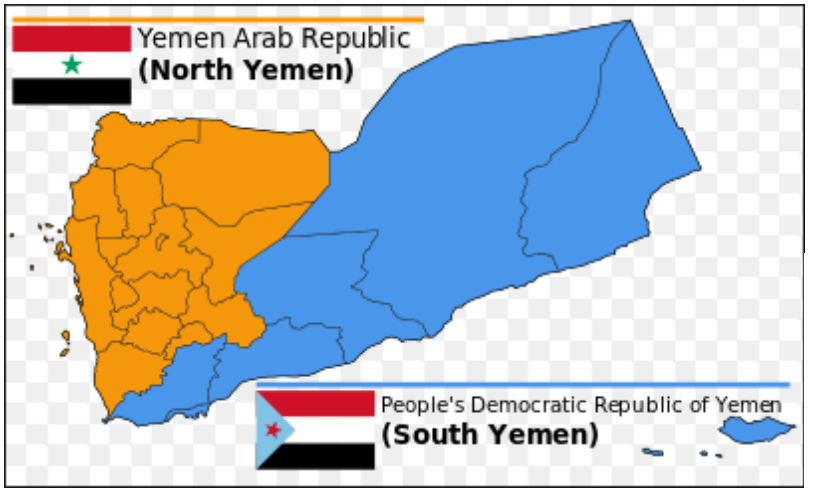
Doing the right thing, always, pays.
Your word should be your bond.

You can't get too focused on what's going to happen in the next quarter. You have to worry about where the business is headed long-term

James Sinegal

Faced with a stark choice

M.V. Soya Maru
Cost of Ship = $5m
Cost of Cargo = $5m



No act of kindness,
no matter how small,
is ever wasted.
– Aesop

GP Group

The 3rd Commandment

All decisions should be taken keeping the long-term good name of the Company in mind.

Risks taken under such trying conditions pay great dividends in the future.

Success on any major scale requires you to accept responsibility... in the final analysis, the one quality that all successful people have... is the ability to take responsibility

Michael Korda

Facing Challenging Situations

Responding to Challenging Situations

Asian Financial Crisis

The 4th Commandment

Take responsibility for your decisions, especially when they are wrong. Always show your willingness to share the pain. This will make negotiations much smoother and give your creditors greater confidence in you and your company.

The best way to be productive is to have a great team. So I spend more time than most CEOs on human resources - *Kevin P. Ryan*

Every company is only as good as the people that run it

The 5th Commandment

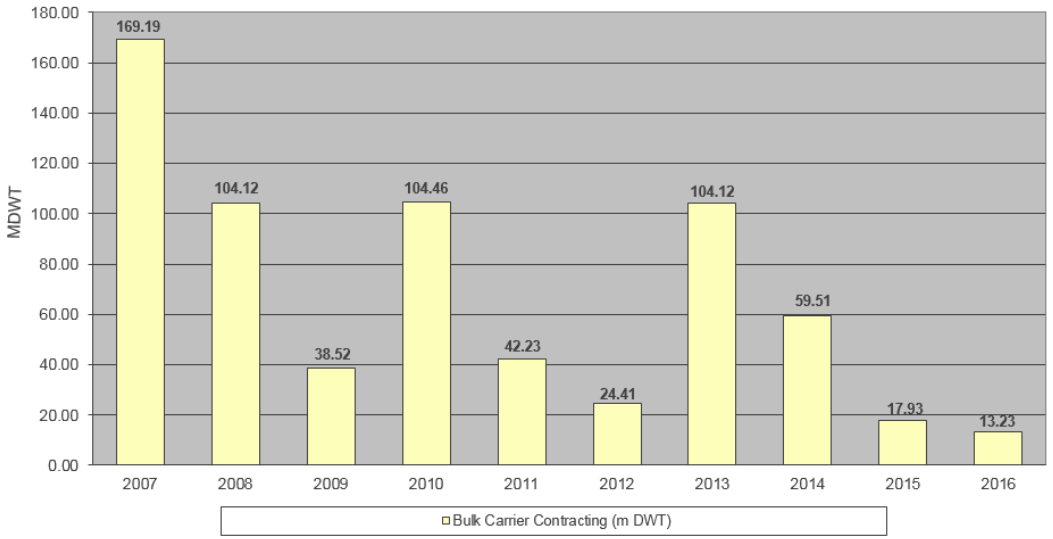
Treat your Human Resources very seriously, look after them well and spend lavishly on their training. Remember, training only seems expensive until you have an accident!

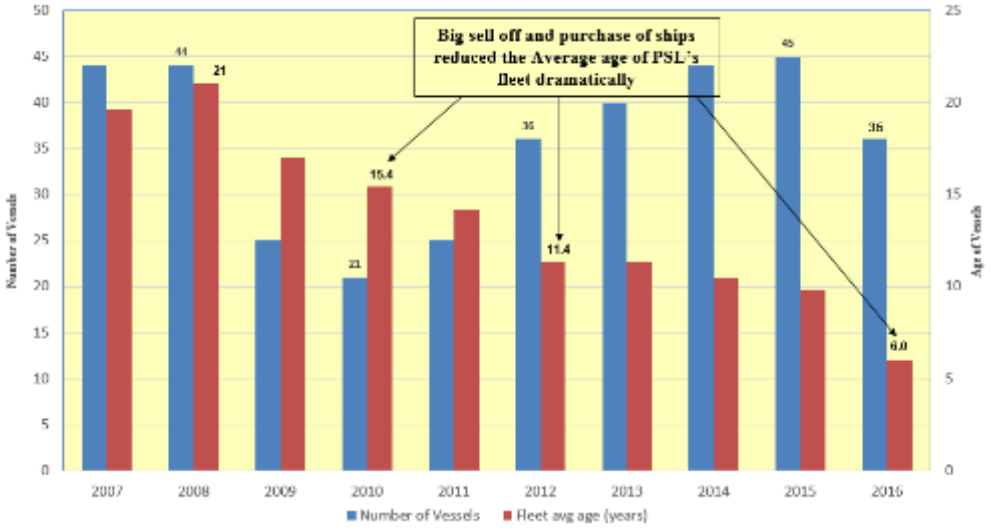
The future belongs to those who prepare for it today - *Malcolm X*

All time peak and collapse of Lehman Brothers – Year 2008

Industry at its Peak in 2008

Collapse of Lehman Brothers





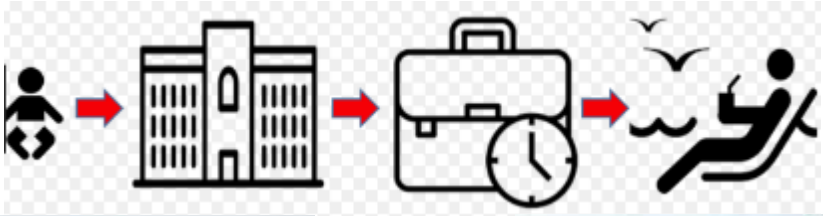
The 6th Commandment

In any capital intensive, cyclical, high leveraged business, you must manage the asset cycle very carefully.

Choosing successors is the most important decision. It occupies a considerable amount of my daily thought process -
Jack Welch

Succession Plan & the Rise of Young Leaders

Effect of 'Cradle to Retirement Policy'



Top Management – Old at same time

2nd generation – Waiting to be number One

The 7th Commandment

Detailed succession planning is an absolute must for the longevity of every successful Company!

The 7 Commandments

1. Education is important, but Mentors are critical.
2. Your word must be your bond!
3. Decisions that impact the Company must be based solely on long term considerations.
4. When things go wrong, accept responsibility and share the pain.
5. Every Company is as good as the people that run it!
6. In any capital intensive, cyclical, high leveraged businesses, asset cycle management is crucial.
7. Detailed Succession Planning is essential for the longevity of the Company.

Thank You!

A
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PRESENTATION