Ceylon Shipping Corporation Ltd.

Corporate Plan
2018/2019 - 2023/2024

" The National Sea Carrier of Sri Lanka"

No. 27, MICH Building, Sir Razik Fareed Mawatha, Colombo 01.

Revision to the Corporate Plan submitted for 5 years 2018/19 -2022/23

This updated report submitted in addition to the contents included in the aforesaid 5 years plan and revised version.

CONTENTS

1. PART 5 Financial Statements

1.1 Financial Forecasts for On-going Businesses

(Rs.Mn)

No	Project Name		2018/19 Base year	2019/20	2020/21	2021/22	2022/23	2023/24
1	Operation of owned vessels							
	Carriage of coal by owned vessels	Revenue	1,165.40	1,756.87	1,704.35	1,965.42	2.017.14	2,371.44
	Charterout own vessels	Revenue	795.82	594.18	941.80	1.073.69	1.234.15	1,417.69
		Daily Operating Cost (DOC)	512.67	552.67	593.76	609.81	625.86	641.91
		Other Operational Expenses	55.27	56.92	59.16	60.81	62.45	63.70
		Voyage Expenses (incl. bunker)	559.68	969.86	979.56	999.15	1.019.13	1,039.52
		Profit	**833.60**	**771.60**	**1,013.67**	**1,369.34**	**1,543.85**	**2,044.01**
2	Transportation of coal to Lakvijaya Power Plant (on 3rd party vessels)	Revenue- Address Com. on Freight	138.95	90.03	92.53	95.03	97.53	100.03
		Revenue- Address Com. on Lightering	219.21	94.50	97.13	99.75	102.38	105.00
		Revenue- Customs Clearance	15.50	17.50	17.50	17.50	17.50	17.50
		Cost on Customs Clearance	0.20	0.35	0.26	0.27	0.27	0.27
		Cost on Coal Transportation	1.60	1.48	1.80	1.85	1.90	1.90
		Profit	**371.86**	**200.20**	**205.09**	**210.16**	**215.23**	**220.30**
3	Transport of cargo (on chartered ships/space-NVOCC Operation)	Revenue	454.66	335.09	366.54	395.27	425.97	458.73
		Cost	348.96	270.57	291.44	317.28	345.16	375.25
		Profit	**105.70**	**64.52**	**75.10**	**78.00**	**80.80**	**83.48**
4	Total Logistics	Revenue	24.40	27.00	29.96	32.30	34.81	37.49
		Cost	16.00	18.08	19.76	21.30	22.96	24.73
		Profit	**8.40**	**8.92**	**10.20**	**11.00**	**11.85**	**12.76**
5	Chartering & Agency Services	Revenue	7.54	16.20	16.65	17.10	17.55	18.00
		Cost	-	-	-	-	-	-
		Profit	**7.54**	**16.20**	**16.65**	**17.10**	**17.55**	**18.00**
6	Maritime Training on 3rd party vessels	Revenue	2.81	3.00	3.08	3.17	3.25	3.33
		Cost	-	-	-	-	-	-
		Profit	**2.81**	**3.00**	**3.08**	**3.17**	**3.25**	**3.33**
	TOTAL	**Total Revenue**	**2,824.29**	**2,934.37**	**3,269.54**	**3,699.22**	**3,950.26**	**4,529.21**
		Total Cost	**1,494.38**	**1,869.93**	**1,945.74**	**2,010.47**	**2,077.74**	**2,147.27**
		Contribution	1,329.91	1,064.44	1,323.79	1,688.76	1,872.53	2,381.94

Note:

1 **2018/19 figures are based on draft accounts**

2 **2019/20-2023/24 figures are given on estimated basis**

3 **Operation of own vessels**

*The figures on 2018/19 were taken as per the Draft Accounts

*Next four years was given based on the operational progress in 2018/19

*Base Freight rate in 2018/19 is USD 11.25 per MT

* DOC perday/pervessel	USD 7010.00 with scrubbers	USD 4378.31 without scrubbers
* Bunker perday/pervessel	USD 5957.00 with scrubbers	USD 7092.00 without scrubbers

*Expenses on Without scrubbers were taken for 2019/20 thereafter increased by 1%

*DOC was given as USD 4206.00 perday per vessel without Management and Administration fee

*Low Sulphur Cap which will be implemented by IMO with effect from 01/01/2020 has taken into consideration for the forecast.

4 **Transportation of coal to Lakvijaya Power plant on 3rd party vessels**

a) Address commission on freight

* April 2017 USD 0.25 / MT
* Mid - september 2017 to 31 March 2018 USD 0.50/MT
* USD 0.35/MT is taken for the Y2019/20

*Budgeted revenue on Address commission on freight for the year 2019/20 has been decreased as the projected charter hire as per Clarksons Shipping Intelligency weekly of 14.12.2018 - Avg. Panamax & Supramax USD 14.03/MT (Richard Bay to W/C India)

b) Address commission on lightering

*Lightering rate is USD 0.78/MT in Y2018/19

*Lightering rate is USD 0.25/MT in Y2019/20

*The revenue in Address Commission on Lightering is included to this study subject to review of the Cabinet decision for the Cabinet Paper No. MPSSD/2019/01/19 dated 25.03.2019

5 **In Y 2018/19 Revenue on NVOCC was increased due to handling of Railway Wagons which was not accounted for the revenue for next 07 years**

6 **In Y 2017/18 Revenue on Total Logistics was increased due to handling of the Bulk shipment**

7 **Exchange Rate USD 1.00 = LKR. 180.00 has been considered**

1.2 Financial Forecasts for Future Projects

(Rs.Mn)

No	Project Name	Expected period of Commencement		2019/20	2020/21	2021/22	2022/23	2023/24
1	Additional Coal Quantity to be carried on time /voyage charter	2Q in 2019/20	Revenue	900.91	909.92	919.02	928.21	937.49
			Port Cost	37.80	38.18	38.56	38.95	39.33
			Charter Hire	391.30	395.21	399.17	403.16	407.19
			Bunker Cost	334.79	338.14	341.52	344.94	348.38
			Profit	**137.02**	**138.39**	**139.77**	**141.17**	**142.58**
2	Operation of Container Feeder Service between Colombo/ Chittagong /Colombo	3Q in 2019/20	Revenue	2,100.60	2,158.95	2,261.00	2,320.50	2,428.00
			Operating Cost	1,780.20	1,790.80	1,932.30	1,905.15	1,974.00
			Profit	318.98	368.15	328.70	415.35	454.00
			CSC Profit share (10%)	**15.95**	**36.82**	**32.87**	**41.54**	**45.40**
3	Operation of Passenger Ferry service between Col/Tuti/Col	3Q in 2019/20	Revenue	1,510.20	1,525.30	1,540.56	1,555.96	1,571.52
			cost	1,206.00	1,218.06	1,230.24	1,242.54	1,254.97
			Profit	304.20	307.24	310.31	313.42	316.55
			CSC Profit Share	**7.61**	**15.36**	**15.52**	**15.67**	**15.83**
4	Promote Sri Lanka Flag Registry (FOC)	1Q in 2020/21	Revenue	-	27.75	27.75	28.31	28.31
			Operating Cost		-	-	-	-
			Profit		27.75	27.75	28.31	28.31
			CSC Profit share		**1.39**	**1.39**	**1.42**	**1.42**
5	Operation of Customs Bonded Personal Baggage (UPB) Clearance Warehouse and Operation of LCL & MCC Cargo	1Q in 2021/22	Revenue	-	-	444.00	590.90	637.65
			Operating Cost			223.85	233.70	247.65
			Profit			220.15	357.20	390.00
			CSC Profit share (20%)			**44.03**	**71.44**	**78.00**
	TOTAL		**Total Revenue**	4,511.71	4,621.92	5,192.32	5,423.87	5,602.96
			Total Cost	3,750.09	3,780.39	4,165.64	4,168.43	4,271.53
			Profit/Loss	761.62	841.53	1,026.69	1,255.44	1,331.44
			Profit Share of CSC	**160.57**	**191.95**	**233.57**	**271.23**	**283.22**

Note: Assumptions

All the figures are given on estimated basis

1 **Additional coal quantity to be carried**

Balance Quantity	0.41	MN MT
Quantity carried by per voyage	60,000	MT
Total voyages to be carried on Voy. charter	6	Voyages
Frieght rate per MT	13.68	USD /MT
Charter hire rate	10,000.00	USD /day

Revenue and Cost increased by 1% from 2020/21 onwards

2 **Operattion of Container Feeder Service between Colombo/Chittagong/Colombo**

*Expected Liftings per voyage 1900

*Assumed that after every two years the revenue and cost will be increased by 2%

*No. of round voyages per annum will be 27 voyages

* The profit sharing will be taken on 10% of the Net Profit.

3 **Operation of Passenger Ferry Service between Colombo / Tuticorin/Colombo**

*Vessel occupancy is 200 PAXs per voyage

* Vehicles per voyage 10 Nos.

* Containers per voyage 100 Nos.

*Assumed that number of round voyages per annum will be 96 voyages

*Assumed that revenue and cost will be increased by 1% annully

*CSC Revenue = 5% GSA comm of Net Profit

4 **Promote Sri Lanka Flag Registry (FOC)**

*No. of vessels	100 per annum	
*Total Tonnge (Approx.)	50,000 NT	500GRT
*Registration fee	USD 1000.00	

5 **Customs Bonded Personal Baggage (UPB) Warehouse & Operation of LCL & MCC Cargo**

* Expect the container volumes to grow at a conservative rate of 5%

* Target Market	LCL - TEUs	MCC-TEUs
2021/22	27,318	13,901
2022/23	28,600	14,600
2023/24	30,000	15,300
2024/25	31,600	16,000
2025/26	33,200	16,900

* CSC Profit sharing will be 20%

7 **Exchange Rate USD 1.00 = LKR. 180.00 has been considered**

1.3 Financial Summary

Financial Forcasts for On-going business & Future Projects (Rs.Mn)

	2018/19 Base year	2019/20	2020/21	2021/22	2022/23	2023/24
Revenue	**2,824.29**	**2,934.37**	**3,269.54**	**3,699.22**	**3,950.26**	**4,529.21**
***Less*;**						
Operational Expenses	1,494.38	1,869.93	1,945.74	2,010.47	2,077.74	2,147.27
NVOCC insurance	1.05	1.18	1.05	1.05	1.05	1.05
Direct Operaional Expenses	**1,495.43**	**1,871.11**	**1,946.79**	**2,011.52**	**2,078.79**	**2,148.32**
Gross Profit	**1,328.86**	**1,063.26**	**1,322.74**	**1,687.71**	**1,871.48**	**2,380.89**
Add;						
Other income						
Income from Joint operations	2.89	160.57	191.95	233.57	271.23	283.22
Profit of CSC in Future Projects	-	160.57	191.95	233.57	271.23	283.22
Handling of Free hand cargo	2.88	-	-	-	-	-
Ocean Master shipments	0.01	-	-	-	-	-
Profit from disposal of Assets/Furnitures/Equipr	-	0.30	-	-	-	-
Dividends	0.35	0.45	0.45	0.45	0.48	0.48
Exchange Gain	22.23	-	-	-	-	-
Interest income FD&TB	56.64	13.50	-	-	-	-
Interest income Staff loans	1.68	1.68	1.68	1.68	1.68	1.68
Demmurage recoveries own vessels	45.01	-	-	-	-	-
Management Fees (CEB Tugs & Barges)	-	-	-	-	-	-
Others	0.59	-	-	-	-	-
Total of other income	**129.39**	**176.50**	**194.08**	**235.70**	**273.39**	**285.38**
Total Income	**1,458.25**	**1,239.76**	**1,516.83**	**1,923.41**	**2,144.87**	**2,666.27**
Less; Administration expenses	207.67	301.25	301.25	301.25	301.25	301.25
Profit from Operations before impairment of Assets	**1,250.58**	**938.51**	**1,215.58**	**1,622.16**	**1,843.62**	**2,365.02**
Less:						
Impairment of Assets	-	-	-	-	-	-
Finance Expenses						
Peoples Bank vessel loan interest	916.27	958.88	926.12	888.30	836.32	776.76
Exchange Loss	1300.78	-	-	-	-	-
Profit /Loss before Income Tax	**(966.47)**	**(20.37)**	**289.46**	**733.86**	**1,007.30**	**1,588.26**
Less;						
Loan Capital re-payment for two vessels	558.00	756.00	777.00	887.50	1,002.71	1,028.42
Interest Capitalized Loan re-payment						
Net Profit/Loss after Loan capital	**(1524.47)**	**(776.37)**	**(487.54)**	**(153.64)**	**4.59**	**559.84**

Note;

1. 2018/19 based on Draft A/C
2. Revenue = Ongoing business revenue + Future projects revenue
3. Cost of sales = Ongoing business cost + Future projects cost
4. Exchage Loss was not budgeted due to highly volatile exchange rate pro
5. Depreciation of two vessels was not considered
6. Budgeted Figures are given on estimated basis
7. Exchange Rate USD 1.00 = LKR. 180.00 has been considered

2.

ACTION PLAN – 2019/20

(For the period of 01.04.2019-31.03.2020)

Annexture 01

2.1 CSC On-going Operations

Projectname : 1. Deployment of CSC 02 Vessels

Category : ~~Budget Proposal/GOSL Budget~~/Off Budget/~~Foreign Funded~~

Type of the projects : ~~Development~~/Operation/~~Administration/Training etc.................~~

Funding Agency : (~~GOSL/SLPA~~/CSC/~~ADB/JICA/.........~~)

Officer Responsible : Manager - Chartering & Agency, Tel - 2436819 / Fax -011 2447547 / Mobile – 0710215702 / e mail- dantha@cscl.lk

Main Activity	Sub Activities		KPI s	Target 2019/20	Target (as a %)								Remarks
					1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		
					Physical %	Financial %	Physical %	Financial %	Physical %	Financial %	Physical %	Financial %	
1. Deployment of CSC's 02 owned Vessels	1.1	Transportation of coal for CEB	- Volume (Mn. MT)	0.610	-	-	-	-	50	-	50	-	* Targets are given to the period of Oct. to March since Coal operation commence during the Non Monsoon period.
			-No. of voyages	11	-	-	-	-	50	-	50	-	
			-Revenue (Rs. Mn)	1756.87	-	-	-	-	-	50	-	50	
			-Expenditure (Rs. Mn)	1311 (DOC+Port exp+Bunker)	-	-	-	-	-	50	-	50	
	1.2	Open Market Operations (During the Monsoon)	-No. of voyages	09	50	-	50	-	-	-	-	-	*Targets are given to the period of April to Sept. ,Monsoon period.
			-Revenue (Rs. Mn)	594.18	-	50	-	50	-	-	-	-	
			-Expenditure (Rs. Mn)	269 (DOC+opex)	-	50	-	50	-	-	-	-	

Projectname : 2. Transportation of coal for Lakvijaya Power Plant

Category : ~~Budget Proposal/GOSL Budget~~/Off Budget/~~Foreign Funded~~

Type of the projects : ~~Development~~/Operation/~~Administration/Training etc.~~..................

Funding Agency : (~~GOSL/SLPA~~/CSC/~~ADB/JICA/~~.........)

Officer Responsible : Manager - Chartering & Agency, Tel - 2436819 / Fax -011 2447547 / Mobile – 0710215702 / e mail- dantha@cscl.lk

Main Activity		Sub Activities		KPI s	Target 2019/20	Target (as a %)								Remarks
						1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		
						Physical %	Financial %	Physical %	Financial %	Physical %	Financial %	Physical %	Financial %	
2	Transportation of coal for CEB on Chartered Ships	2.1	Address Commission Coal Transportation (Freight)	- No. of Vessels	24	-	-	-	-	50	-	50	-	*Coal operation commence during the Non Monsoon period Sept. to April only.
				- Total weight (Mn. MT)	1.42	-	-	-	-	50	-	50	-	
				- Revenue (Rs. Mn)	90	-	-	-	-	-	50	-	50	
				-Cost (Rs.Mn)	2.86	-	-	-	-	-	-	-	-	
		2.2	Address Commission Coal Lightering	-No. of Vessels	35	-	-	-	-	50	-	50	-	
				-Total weight (Mn. MT)	2.10	-	-	-	-	50	-	50	-	
				-Revenue (Rs. Mn)	94	-	-	-	-	-	50	-	50	
				-Cost (Rs. Mn)	0	-	-	-	-	-	-	-	-	
		2.3	Custom Clearance	-No. of Vessels	35	-	-	-	-	50	-	50	-	
				-Revenue (Rs. Mn)	17	-	-	-	-	-	50	-	50	
				-Cost (Rs. Mn)	0.35	-	-	-	-	-	50	-	50	

Projectname : 3. Agency Services

Category : ~~Budget Proposal/GOSL Budget~~/Off Budget/~~Foreign Funded~~

Type of the projects : ~~Development~~/Operation/~~Administration/Training etc…………….~~

Funding Agency : (~~GOSL/SLPA~~/CSC/~~ADB/JICA/………~~)

Officer Responsible : Manager - Chartering & Agency

Tel - 2436819 / Fax -011 2447547 / Mobile – 0710215702 / e mail- dantha@cscl.lk

Main Activity		Sub Activities		KPI s	Target 2019/20	Target (as a %)								Remarks
						1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		
						Physical %	Financial %	Physical %	Financial %	Physical %	Financial %	Physical %	Financial %	
3	Agency Services	3.1	Vessels carried Fertilizer	-No. of Vessels	12	25	-	25	-	25	-	25	-	
				-Revenue (Rs. Mn)	1.08	-	25	-	25	-	25	-	25	
				-Cost (Rs. Mn)	0	-		-		-		-		
		3.2	Port Agent for Coal vessels	-No. of Vessels	24	-	-	-	-	50	-	50	-	
				-Revenue (Rs. Mn)	15	-	-	-	-	-	50	-	50	
				-Cost (Rs. Mn)	0	-	-	-	-	-	-	-	-	

Projectname	: 4. Transport of Cargo (NVOCC) 5. Logistics Services
Category	: ~~Budget Proposal/GOSL Budget~~/Off Budget/~~Foreign Funded~~
Type of the projects	: ~~Development~~/Operation/~~Administration/Training etc~~.................
Funding Agency	: (~~GOSL/SLPA~~/CSC/~~ADB/JICA/~~........)
Officer Responsible	: Manager – NVOCC & Logistics Tel- 2325744/ Fax- 2440486/ Mobile – 0710215708 / e mail- niroshana@cscl.lk

	Main Activity		Sub Activities	KPI s	Target 2019/20	Target (as a %)								Remarks
						1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		
						Physical %	Financial %	Physical %	Financial %	Physical %	Financial %	Physical %	Financial %	
4	Transportation of Containerized Cargo (NVOCC)	4.1	Carriage of cargo in Full Container Load (FCL)	-Twenty Equivalent Units	1,969	22	-	28	-	25	-	25	-	
				-Revenue (Rs. Mn)	286.81	-	22	-	28	-	25	-	25	
				-Cost (Rs. Mn)	240.54	-	22	-	28	-	25	-	25	
		4.2	Carriage of cargo in Less than Container Load & Break Bulk (LCL & BB)	-Freight Tons	4,098	22	-	28	-	25	-	25	-	
				-Revenue (Rs. Mn)	48.28	-	22	-	28	-	25	-	25	
				-Cost (Rs. Mn)	30.03	-	22	-	28	-	25	-	25	
5	Logistics Services	5.1	Customs Clearing & Forwarding, door delivery & pick up	-No. of Jobs	520	24	-	26	-	26	-	24	-	
				-Revenue (Rs. Mn)	27	-	22	-	26	-	26	-	26	
				-Cost (Rs. Mn)	18	-	22	-	28	-	28	-	22	

Projectname : 5. Maritime Training

Category : ~~Budget Proposal/GOSL Budget~~/Off Budget/~~Foreign Funded~~

Type of the projects : ~~Development~~/Operation/~~Administration/Training etc.................~~

Funding Agency : (~~GOSL/SLPA~~/CSC/~~ADB/JICA/.........~~)

Officer Responsible : 6.1 Designated Person Ashore (DPA)

Tel- 2320861/ Mobile – 0773034142/ e mail- dpa@cscl.lk

6.2 Assistant General Manager - Business Development & Marketing

Tel- 2436974/ Fax- 2327801/ Mobile – 0712223877 / e mail- yamuna@cscl.lk

Main Activity		Sub Activities		KPI s	Target 2019/20	Target (as a %)								Remarks
						1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		
						Physical %	Financial %	Physical %	Financial %	Physical %	Financial %	Physical %	Financial %	
6	Maritime Training	6.1	Maritime Training by owned 02 vessels	-No. of Cadets/Officers to be trained	48	100	-	100	-	100	-	100	-	* 48 Cadets should be on board of owned two vessels in each quarter.
				-Fund Allocation (Rs. Mn)	42.16	-	25	-	25	-	25	-	25	
		6.2	Maritime Training by 3rd party vessels	-No. of Cadets/Officers to be sent onboard	25	25	-	25	-	25	-	25	-	*Targets are based on the slots availability of the 3rd party vessels.
				-Revenue (Rs. Mn)	3.00	-	25	-	25	-	25	-	25	
				-Cost (Rs. Mn)	0	-	-	-	-	-	-	-	-	

Note:

1. **USD 1.00 = Rs. 180.00**
2. **Figures are given on estimated basis**

2.2

CONTINUATION ACTION PLAN – 2019/20
(For the period of 01.04.2019-31.03.2020)

Project Name	: 1. Operating a Feeder Service between Colombo & Chittagong
Category	: ~~Budget Proposal/GOSL Budget~~/Off Budget/~~Foreign Funded~~
Type of the projects	: Zero investment, PPP Model
Responsible officer	: Assistant General Manager, Business Development & Marketing Tel- 2436974/ Fax- 2327801/ Mobile – 0712223877 / e mail- yamuna@cscl.lk

Proposed Project		Activities		Cumulative Progress achieved in 2018 (up to 31.12.2018)	Progress achieved during end of 4Q 2018/19	Target - 2019/20 (as a percentage)				Remarks
						1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	
1	Operating a Feeder Service between Colombo & Chittagong	**1.1**	**Granting Cabinet Approval**	100%						* Project Report, Feasibility Study, Draft EOI advertisement, EOI application, EOI Evaluation sheet were submitted to the CANC.
		1.2	**Calling EOI**							
		1.2.1	Preparation of EOI document, submission for approval, advertise	50%	50%	25%	25%			
		1.2.2	EOI evaluation, submission report to CANC/SCAPC		50%	25%	25%			
		1.3	**RFP Process**							
		1.3.1	Preparation of RFP, submission for approval				100%			
		1.3.2	Calling RFP				100%			
		1.3.3	RFP evaluation, submission report to CANC/SCAPC				100%			
		1.4	**Project awarding for selected bidder**				100%			
		1.5	**Operation / Implementation**					100%		

CONTINUATION ACTION PLAN – 2019/20
(For the period of 01.04.2019-31.03.2020)

Project Name : Resumption of passenger ferry service between Colombo &Tuticorin
Category : ~~Budget Proposal/GOSL Budget~~/Off Budget/~~Foreign Funded~~
Type of the projects : Zero investment, PPP Model
Responsible officer : Assistant General Manager, Business Development & Marketing
Tel- 2436974/ Fax- 2327801/ Mobile – 0712223877 / e mail- yamuna@cscl.lk

Proposed Project		Activities		Cumulative Progress achieved in 2018 (up to 31.12.2018)	Progress achieved during end of 4Q 2018/19	Target - 2019/20 (as a percentage)				Remarks
						1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	
2	**Resumption of Passenger Ferry Service between Colombo & Tuticorin**	**2.1**	**Cabinet Approval granted**	100%						*Cabinet approval granted to call RFP prior to consent of the other Stake holders, SLPA,Dri Lanka Customs,Immigration&Emmigration Authority.
		2.2	**Calling EOI**							
		2.2.1	Preparation of EOI document, submission for approval, advertise	100%						
		2.2.2	EOI evaluation, submission report to CANC/SCAPC	100%						
		2.3	**RFP Process**							
		2.3.1	Preparation of RFP documents and submission for Cabinet approval		100%					
		2.3.2	Calling RFP				100%			
		2.3.3	RFP evaluation, submission report to CANC/SCAPC				100%			
		2.4	**Project to be awarded for selected bidder**				100%			
		2.5	**Operation to be commenced**					100%		

CONTINUATION ACTION PLAN – 2019/20
(For the period of 01.04.2019-31.03.2020)

Project Name : Unaccompanied Personal Baggage (UPB) Clearance & Customs Bonded Warehouse and LCL / MCC cargo Operations at the Port of Colombo.

Category : ~~Budget Proposal/GOSL Budget~~/Off Budget/~~Foreign Funded~~

Type of the projects : Zero investment, PPP Model

Responsible officer : Assistant General Manager, Business Development & Marketing
Tel- 2436974/ Fax- 2327801/ Mobile – 0712223877 / e mail- yamuna@cscl.lk

	Proposed Project		Activities	Cumulative Progress achieved in 2018 (up to 31.12.2018)	Progress achieved during end of 4Q 2018/19	Target - 2019/20 (as a percentage) 1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Remarks
3	Establishment of Unaccompanied Personal Baggage (UPB) Clearance & Customs Bonded Warehouse and LCL / MCC cargo Operations at the Port of Colombo	**3.1**	**Cabinet Approval granted**	100%						*The land allocated in Ingurukade junction to this project was taken to the Housing Project by UDA.
		3.2	**Calling EOI**							
		3.2.1	Preparation of EOI document, submission for approval, advertise	100%						
		3.2.2	EOI evaluation, submission report to CANC/SCAPC	100%						
		3.3	**RFP Process**							
		3.3.1	Preparation of RFP documents and submission for approval		50%	50%				
		3.3.2	Calling RFP				100%			
		3.3.3	RFP evaluation, submission report to CANC/SCAPC				100%			
		3.4	Project to be awarded for selected bidder					100%		
		3.5	Construction to be commenced						100%	

CONTINUATION ACTION PLAN – 2019/20
(For the period of 01.04.2019-31.03.2020)

Project Name	: Promotion of Sri Lanka Flag as a Flag of Opportunity for Worldwide Ship Owners.
Category	: ~~Budget Proposal/GOSL Budget~~/Off Budget/~~Foreign Funded~~
Type of the projects	: Zero investment, PPP Model
Responsible officer	: Assistant General Manager, Business Development & Marketing Tel- 2436974/ Fax- 2327801/ Mobile – 0712223877 / e mail- yamuna@cscl.lk

Proposed Project		Activities		Cumulative Progress achieved in 2018 (up to 31.12.2018)	Progress achieved during end of 4Q 2018/19	Target - 2019/20 (as a percentage)				Remarks
						1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	
4	**Promotion of Sri Lanka Flag as a Flag of Opportunity for Worldwide Ship Owners.**	**4.1**	**Cabinet Approval granted**	100%						*Additional two members from DGMS were appointed to PC by the Treasury.
		4.2	**RFP Process**							
		4.2.1	Preparation of RFP documents and submission for approval		100%					
		4.2.2	Calling RFP		100%					
		4.2.3	RFP evaluation, submission report to CANC/SCAPC			100%				
		4.3	**Project to be awarded for selected bidder**				100%			
		4.4	**Operation to be commenced**				100%			

CONTINUATION ACTION PLAN – 2019/20
(For the period of 01.04.2019-31.03.2020)

Project Name	: Technical Management of MERW vessel proposed to be built for CEYPETCO.
Category	: ~~Budget Proposal/GOSL Budget~~/Off Budget/~~Foreign Funded~~
Type of the projects	: Zero investment, PPP Model
Responsible officer	: Assistant General Manager, Business Development & Marketing Tel- 2436974/ Fax- 2327801/ Mobile – 0712223877 / e mail- yamuna@cscl.lk

Proposed Project		Activities		Cumulative Progress achieved in 2018	Target - 2019/20 (as a percentage)				Remarks
					1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	
5	**Technical Management of MERW vessel proposed to be built for CEYPETCO.**	6.1	**Cabinet Approval granted to CEYPETCO**	100%					*CPC to call EOI to build a MERW on BOT basis
		6.2	Operation to be commenced					100%	

Annexture 12

Loan Repayment Plan for Next 05 years

Term Loan	$ 64,100,000
Term Loan Interest	5.25% + 6 Months LIBOR
Interest Capitalized Loan	$ 4,710,465
Interest Capitalized Loan Interest	3.00%+ 6 Months LIBOR
Total Loan	$ 68,810,465

* Proposed Loan repayment plan for next 07 years

USD (Mn)

	2018/19 (Base year)	2019/20 (1)	2020/21 (2)	2021/22 (3)	2022/23 (4)	2023/24 (5)
Estimated Profit on Operations (Rs.Mn).	1,250.58	938.51	1,215.58	1,622.16	1,843.62	2,365.02
Estimated Profit on Operations (USD Mn).	$ 6.95	$ 5.21	$ 6.75	$ 9.01	$ 10.24	$ 13.14
Proposed Loan Repayment						
Total Interest to be paid						
Estimated Interest on TL		$ 4.97	$ 4.64	$ 4.30	$ 3.97	$ 3.64
Estimated interest in ICL	$ 5.09	$ 0.37	$ 0.37	$ 0.37	$ 0.32	$ 0.24
Total estimated Interest to be paid		$ 5.34	$ 5.01	$ 4.68	$ 4.29	$ 3.88
Estimated Profit after Loan Int.	$ 1.86	$ (0.12)	$ 1.75	$ 4.34	$ 5.95	$ 9.26
EStimated capital on Loan to be paid	$ 3.10	$ 4.20	$ 4.20	$ 4.67	$ 5.14	5.14
Estimated cash surplus/(deficit) after loan cap.+int. repaid	$ (1.24)	$ (4.32)	$ (2.45)	$ (0.33)	$ 0.81	$ 4.11
Total Balance Loan Payment to be paid		$ 64.61	$ 60.41	$ 55.74	$ 50.60	$ 45.46

Note;

1.Figures are given on estimated basis.
2.Profit on Operations before impairment of Assets was taken as per the summary of Financial Statements.
3. Exchange rate was taken as USD 1.00 = SLRs. 180.00.
4. Depreciation of two vessels was not considered.

5. Repayments of the Loan Installment / Interest by CSC as of this date

Date	Interest Paid (US$		Loan Paid (US$)	
	Term Loan	ICL	Term Loan	ICL
19/08/2016 – First Payment	24,980.86	-	-	725,019.14
01/02/2017 – Second Payment	2,322,985.99	98,295.94	1,000,000.00	-
03/08/2017 – Third Payment	2,287,183,.56	102,853.40	1,800,000.00	-
02/02/2018 – Fourth Payment	2,399,500.28	108,955.16	-	-
03/08/2018 - Fifth Payment	2,437,210.51	117,552.06	1,000,000.00	-
03/02/2019 - Sixth Payment	2,646,043.06	134,063.02	2,100,000.00	-
Total	**12,117,894.30**	**561,719.58**	**5,900,000.00**	**725,019.14**

Total Loan Paid	US$ 6,625,019.14
Total Interest Paid	US$ 12,676,613.90
Grand Total	**US$ 19,301,633.04**

Accordingly Loan outstanding as at to date ,

Term Loan	US$ 64,100,000.00
Interest Capitalized Loan	US$ 4,710,464.32
Total	**US$ 68,810.464.32**