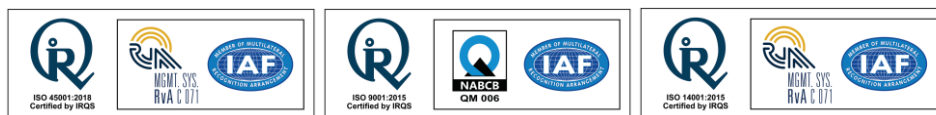




KNOWLEDGE MARINE & ENGINEERING WORKS LIMITED

Ship Builders, Repairers, Charterers and Marine Contractors

CIN: L74120MH2015PLC269596



Ref: KMEW/BSE/Reg-30/2024-25/29

Date: 11th November, 2024

To,
Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400001

Dear Sir/Ma'am,

Scrip Code	Symbol	ISIN
543273	KMEW	INEOCJD01011

Sub: INVESTOR PRESENTATION ON HALF YEARLY FINANCIAL RESULTS OF THE COMPANY FOR HALF YEAR ENDED 30TH SEPTEMBER 2024

Pursuant to provisions of Regulation 30 of Securities and Exchange Board of India (Listing Obligation and Disclosure Requirement) Regulation, 2015, as amended, please find attached herewith the investor presentation on the Half-yearly Financial Results of the Company for the half year ended on 30th September 2024.

The same is being made available on the Company's website at www.kmew.in.

Kindly take the above on record and oblige.

Thanking You,

Yours Faithfully,

For **Knowledge Marine & Engineering Works Limited**

Avdhoot Kotwal

Company Secretary & Compliance Officer

Encl.: a/a



Knowledge Marine & Engineering Works Ltd.

Investor Presentation | November 2024

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Certain statements contained in this presentation that are not statements of historical fact constitute “forward looking statements”. You can generally identify forward looking statements by terminology such as “aim”, “anticipate”, “believe”, “continue”, “could”, “estimate”, “expect”, “intend”, “may”, “objective”, “goal”, “plan”, “potential”, “project”, “pursue”, “shall”, “should”, “or other words or phrases of similar import. These forward looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company’s actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward looking statements or other projections. Important factors that could cause actual results, performance or achievements to differ materially include, among others : (a) our ability to successfully implement our strategy, (b) our growth and expansion plans, (c) changes in regulatory norms applicable to the Company, (d) technological changes, (e) investment income, (f) cash flow projections, and (g) other risks.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes.

Mr Sujay Kewalramani, CEO

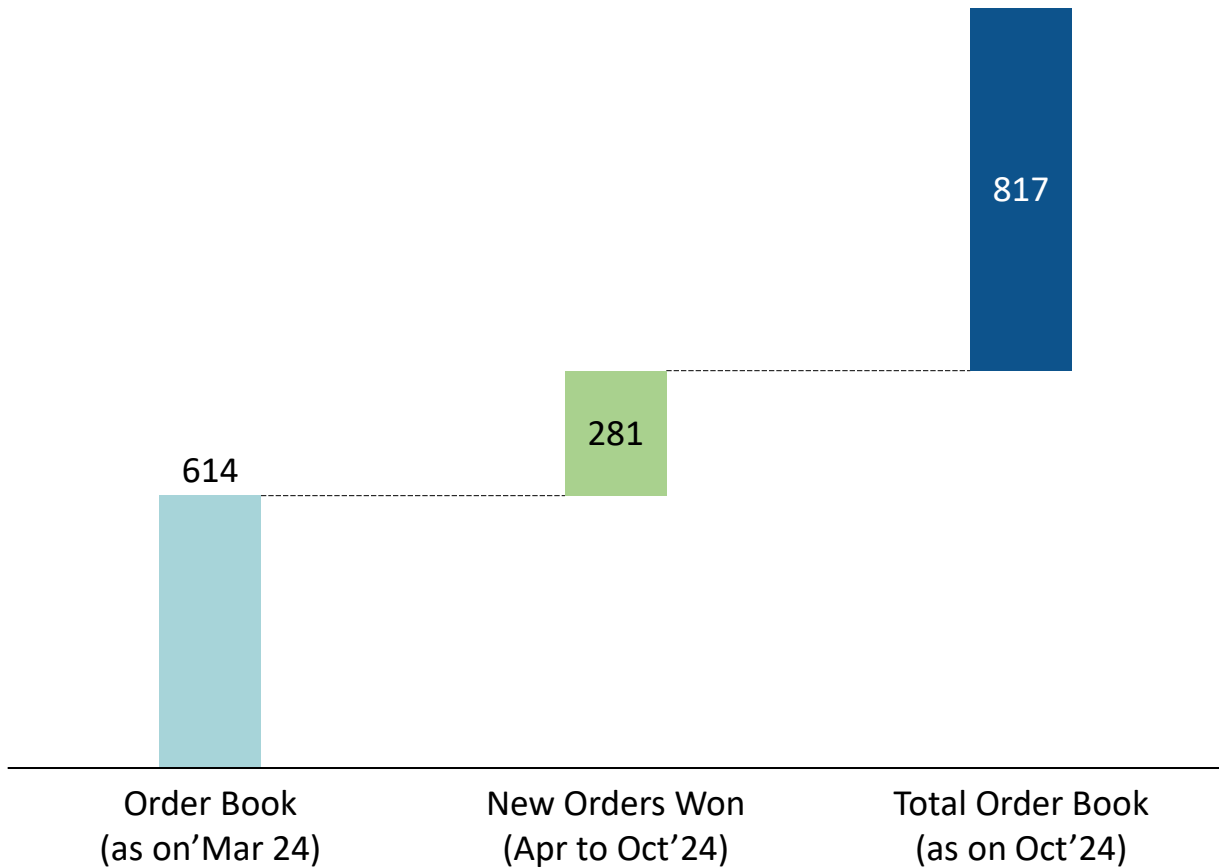


“We are pleased to announce that we have received in-principle approval for our migration from the SME Platform of BSE to the Main Board of both the Bombay Stock Exchange and the National Stock Exchange of India. At this juncture, we are proud to have successfully achieved the growth objectives we set out to accomplish. Our strategic entry into the Cutter Suction Dredger segment, securing pivotal contracts from the Inland Waterways Authority of India (IWAI), and the successful execution of fishing harbor projects have all underscored our commitment to excellence. These accomplishments have equipped us with a robust and diverse range of dredging equipment, enabling us to capitalize on future opportunities with confidence. With a comprehensive range of dredging equipment, we are well-positioned to diversify further and take on new contracts. In H1 FY25, we secured orders worth ₹282 crore, significantly expanding our order book, particularly with the Inland Waterways Authority of India (IWAI). Our current order book exceeds ₹270 crore, bolstered by the successful mobilization of our first-ever Cutter Suction Dredgers and the execution of major project stretches. We are also on track to reach our target of 40 marine crafts, reinforcing our industry leadership. Our commitment to maintaining EBITDA margins above 30% remains strong as we pursue opportunities, both domestically and internationally. Furthermore, recognition from mainstream financial institutions enhances our ability to raise funds backed by our robust asset base, driving sustained growth”.



KMEW: Robust Orderbook, Port Growth, and Domestic Expansion

Order Book (Rs Cr)



Expanding Footprint: V.O. Chidambaranar Port, RSV Boat, and Dredging Wins

Securing its first contract from V.O. Chidambaranar Port, one of India's major ports, marks a significant achievement, showcasing the company's successful **entry into the southern market**

Introduction of new **RSV Type 4 Patrol Boat**, reaching speeds over **25 knots**, marks a breakthrough, surpassing the current 20-knot standard

Continuous contract awards from the Dredging Corporation of India underscore the company's exceptional track record in executing complex marine projects

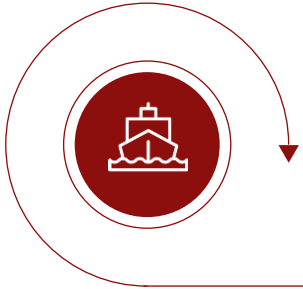
Inland Waterway Authority Contract



~Rs 270+ Cr

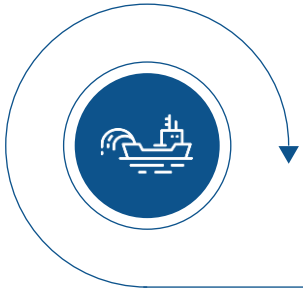
Total Order Book .

- ✓ KMEW has secured the majority of stretches for the National Waterways-1 projects.
- ✓ KMEW has become one of the largest dredging contractors with IWAI in terms of value and scope
- ✓ The assets were effectively deployed, and execution began as scheduled.



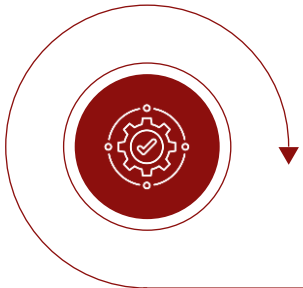
National Waterway-1 (NW-1) Overview

The Ganga-Bhagirathi-Hooghly river system, spanning 1,620 km from Haldia (Sagar) to Prayagraj, was designated as National Waterway-1 in 1986. This designation aims to enhance the waterway for commercial navigation and transport



Infrastructure Development by IWAI

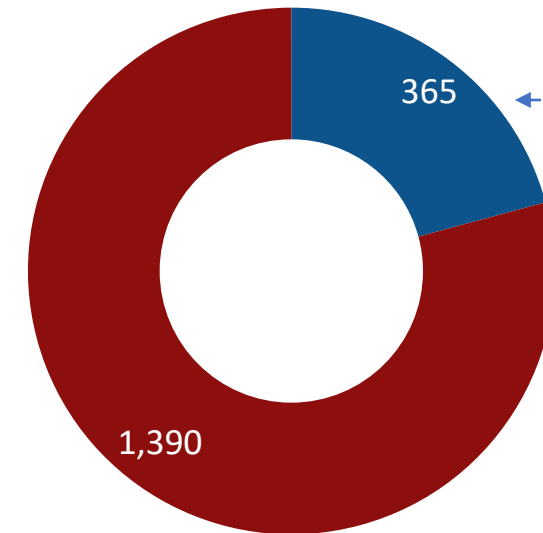
The Inland Waterways Authority of India (IWAI) is actively developing NW-1 to improve navigability and has introduced key infrastructure such as navigation aids and terminal facilities



Jal Marg Vikas Project (JMVP)

To boost the capacity of NW-1 along the 1,390 km stretch from Haldia to Varanasi, the Jal Marg Vikas Project (JMVP) is underway, supported by the World Bank for technical and financial assistance

KMEW's Involvement in the Jal Marg Vikas Project



KMEW Takes **26%** Share in the Jal Marg Vikas Project's Order Pool

■ KMEW Orders Won (KM)
■ Jal Marg Vikas Project Total Size (KM)

Rs 270 Cr + Orderbook from Inland Waterways

Expansive Inland Waterways Network

India has approximately 20,275 km of navigable waterways, moving around 126 MMT of cargo annually through Inland Water Transport (IWT), an eco-friendly mode. Operations are primarily in select stretches like the Ganga, Brahmaputra, Barak, and Kerala backwaters. Additionally, country boats transport a significant volume of cargo and passengers, particularly in the unorganized sector

Opportunity for Dredging in Inland Waterways

The Inland Waterways Authority of India (IWAI) oversees 14,500 km of navigable waterways, moving 133 MMT of cargo annually. Current operations are limited to a few regions, highlighting a significant opportunity for dredging companies to expand these waterways, increase cargo capacity, and support sustainable IWT growth. With IWAI's projects funded by the Ministry of Shipping, there is a clear demand for dredging expertise to unlock the potential of India's inland waterways

Expansion of National Waterways for Inland Transport

To promote Inland Water Transport (IWT), 111 National Waterways (NWs) have been officially notified in India under the National Waterways Act, 2016, with 106 created in that year. This network spans approximately 20,275 km, with National Waterways-1, National Waterways-2, and National Waterways-3 already operational, supporting both cargo and passenger/cruise vessels.

Strong Growth: New Orders, Cutter Suction Dredgers, and Southern Port Expansion



Received in-principle approval for migration from the SME Platform of BSE to the Capital Market Segment (Main Board) of the Bombay Stock Exchange and National Stock Exchange of India Limited. This milestone marks a significant step in the company's growth and market presence

The Myanmar Port Authority has awarded a maintenance dredging contract for the Yangon River, marking our third consecutive international order. With a contract value more than double the previous one, this milestone strengthens our global footprint

₹ 40.31 Cr

Awarded a five-year contract by New Mangalore Port Authority for a 25+ knot RSV Type IV Security Patrol Boat. This marks the second major win in southern India and a debut in high-speed patrol boats over 20 knots

₹ 9.69 Cr

Secured a second major contract on National Waterway-1 for fairway maintenance dredging on the Barh-Digha stretch. Two Cutter Suction Dredgers will be mobilized for the project

₹ 62.00 Cr

Secured a seven-year contract from Mumbai Port Authority for two patrol boats. This is the second order from Mumbai Port, reinforcing expertise and expanding services within the port's ancillary sector

₹ 16.33 Cr

Won a five-year contract from V.O. Chidambaranar Port Authority for the supply, manning, and maintenance of a High-Speed Patrol Boat. This marks the first contract in southern India, expanding market presence at one of India's major ports

₹ 4.96 Cr

Awarded three-years contract by DCI for maintenance dredging and salvaging at Kandla Port, reinforcing a proven track record and capability in executing complex marine projects

₹ 15.06 Cr

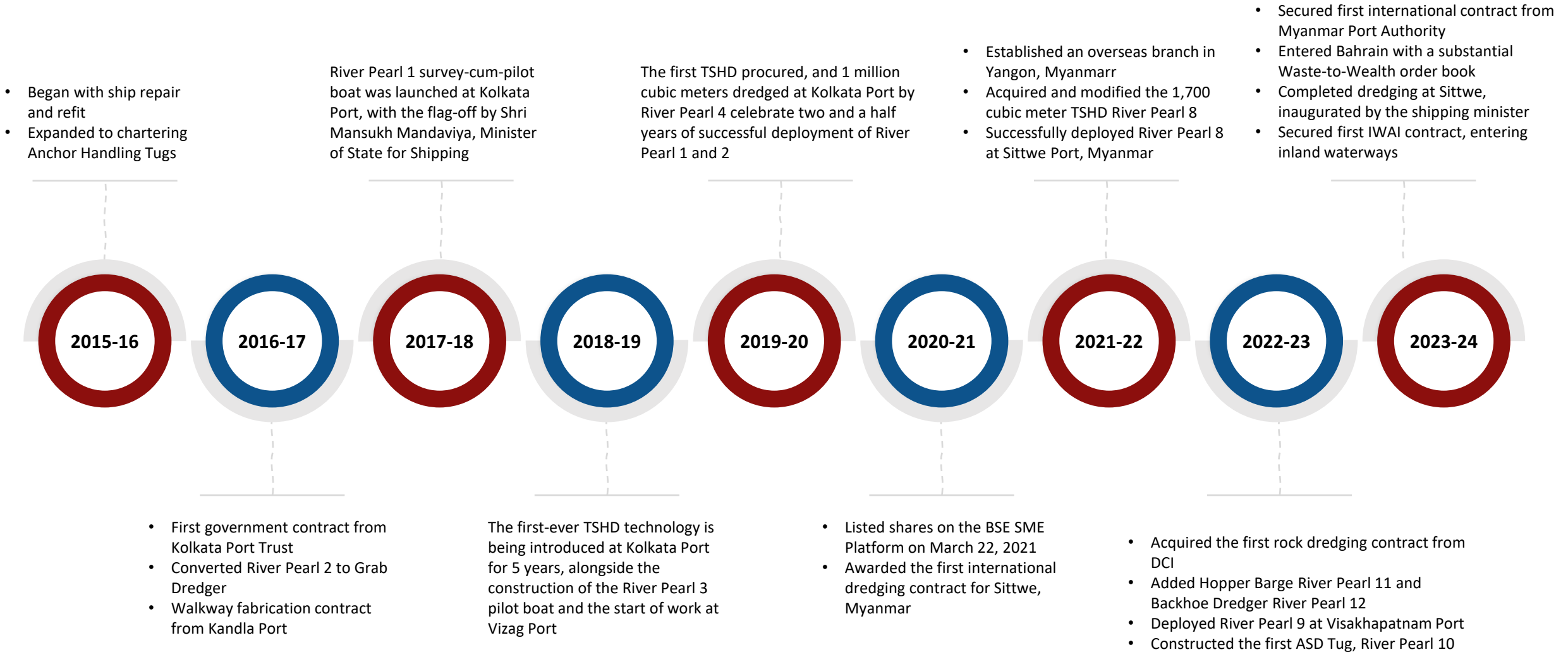
Won a crore capital dredging contract for Paradip Port. The River Pearl 2 dredger, previously earning ₹4.5 crore at Kolkata Port, will be utilized, highlighting efficient asset use

₹ 7.49 Cr

Secured a three-year contract from the Inland Waterways Authority of India (IWAI) for fairway maintenance on 145 km of National Waterway-1. This marks the third contract win, boosting the order book to over ₹ 270 crores

₹ 124.94 Cr

Strong Track Record of Execution & Delivery



Key Services

Dredging

- Capital Dredging
- Maintenance Dredging

Owning, Operating and Chartering of Port Ancillary Crafts

- Pilot Boats
- Fast Speed Patrol Boats for Security & Patrolling Services
- Mooring Boats
- Service Boats
- Tugboat expansion

Ship Building and Repair of Marine Crafts

- Building Ships, Boats etc.
- Repair, refit services of marine crafts

Key Highlights

Consistently maintained EBITDA margins above 30%+ on a sustainable basis

Lower capex due to in-house capability of designing and building fleets

Revenue and cash flow visibility due to long contract tenures > 2 years

Securing substantial contracts from international markets, marking our entry into the global arena

RoCE 22 %

Prudent business model with capex investment only post contract wins

Major Customers

Domestic Contracts

- Deendayal Port Authority
- Haldia Port Authority
- Kolkata Port Authority
- Paradip Port Authority
- Vizag Port Authority
- Dredging Corporation of India
- RKEC Projects Ltd
- Mumbai Port Authority
- V.O. Chidambaranar Port
- New Mangalore Port Authority

International Contracts

- Kaladan Multi-Modal Transit Transport Project (KMTTP), Sittwe, Myanmar (by Ministry of External Affairs) -
- Yangon River Dredging Work from Myanmar Port Authority
- Secured Five Contract for Sand Mining in Bahrain



Rs. 95.6 Cr

Total Income (H1 FY25)



300+

Employees



Rs. 817.3 Cr

Orderbook (as on Oct'24)

Our Assets & Services



What is Dredging

- Process of removal of sediments and debris from the bottom of oceans and harbors to create navigable waterways for shipping traffic at ports
- Reclaiming dredged material to create new land
- Environmental dredging is undertaken to remove pollutants from the water bodies
- Underwater excavation used to mine minerals, sand, gravel and gold
- Dredging of dams and rivers to remove sediments from the reservoir

Dredging Process

- 01** Excavation of the material from the sea/riverbed
- 02** Transportation of the loosened material using dredger
- 03** Deposition of dredged material to spoil area

Dredging Types

Capital Dredging: Removal of sediments which have not been previously dredged. Virgin sediments, channel creation for larger vessels

Maintenance Dredging: Removal of sediments accumulated in the channel since the previous dredging project

KMEW Projects

- Sittwe Port, Myanmar
- Mangrol Fishing Harbour
- Veraval Fishing Harbour
- Paradip Port

- Kolkata Port
- Haldia Port
- Yangoon Port, Myanmar
- Kandla Port
- Inland Waterways

KMEW's Assets: Strengthening Dredging Capabilities Across Projects



KMEW's diverse fleet of advanced dredging assets strengthens its capability to tackle a wide range of projects, driving growth and enhancing operational efficiency



Grab Hopper Dredger

Grab Hopper Dredger is used for Dredging and transporting material from the seabed to the surface, especially in confined or shallow areas. It is effective for removing large volumes of material, such as sand, silt, and clay, using a mechanical grab bucket



Trailing Suction Hopper Dredger (TSHD)

TSHD is used for dredging in deeper waters. It sucks material from the seabed using a suction pipe, and the dredged material is stored in a hopper on the vessel for transport to disposal sites



Self-Propelled Hopper Barge

Self-Propelled Hopper Barge is used to transport dredged material from the dredging site to disposal areas. Equipped with its own propulsion system, it can move independently and is ideal for transporting large quantities of material over long distances



Backhoe Dredger

Backhoe Dredger is used for excavating and removing material from the seabed or riverbed. It uses a bucket attached to a hydraulic arm to scoop up sediment, making it ideal for precise dredging in shallow waters or areas with limited access



Cutter Suction Dredgers

Cutter Suction Dredgers are used for dredging hard or compacted materials from the seabed. They employ a rotating cutter head to loosen the material, which is then sucked up by a suction pipe and transported to a designated disposal site. They are ideal for deepening channels or creating new waterways

KMEW's Asset Portfolio: Supporting Port Efficiency and Safety



KMEW's diverse fleet of port ancillary assets strengthens operational efficiency, ensuring seamless support for port services, safety, and mobility



Pilot Boat

Pilot boats are small ships that take maritime pilots to vessels that are arriving at the port. Onboard, the pilot, the ship captain and their crew will assess important information such as the vessel's arrival plan, berthing location and other topics, to ensure safe passage throughout the port



Patrol Boat

Patrol boats are primarily used to patrol a country's exclusive economic zone (EEZ), but they may also be used in other roles, such as anti-smuggling, anti-piracy, fishery patrols, immigration law enforcement, or search and rescue



Survey Boat

It is a ship or boat equipped with hydrographic survey tools to determine underwater topography and to produce high-precision charts. The purpose of the survey vessel is to measure the depth of water, to scan the seabed to locate underwater wrecks and other underwater obstacles, and assess the exact location of buoys, etc



Mooring Boat

Mooring is a procedure to anchor the ship to a fixed or floating element and keep it connected during loading or unloading operations. Safe mooring must withstand several forces, such as wind, the current, the tide and waves



Tug Boat/Service Boat

Tug boat eases the manoeuvring operation of vessels by forcing or tugging them towards the port. Mega vessels can never be manoeuvred on their own. Also, with the increased boat size, they need tug boats to carry some of their domains and tow them through narrow water channels



Work Boat

In dredging operations, Work Boats assist by positioning and towing dredgers, transporting crew and equipment, and supporting the maintenance of dredging pipelines. They ensure efficient execution and logistical support throughout the project

Future Outlook





Policy Support

- Sagarmala, a project of Government of India (GOI) in 2015 to set up mega ports; **modernize ports and develop Coastal Economic Zones**
- The new Shipbuilding Financial Assistance Policy for Indian shipyards provides **financial grant to Indian shipyards for shipbuilding contracts**
- The draft Inland Vessels Bill, 2020 is to address **new standards of safety and environment regulation** and the current technology changes
- Make in India initiative ensures **purchase preference to domestic suppliers/contractors**
- **First right of refusal for companies owning Indian flag dredgers** if the rate is within 10% of the lowest valid offer



Other Opportunities

- India dredging market is expected to grow at a **CAGR** of nearly **4.4% during 2020-2026**. The industry is significantly driven by the increasing demand for dredging from its major and non-major port
- Expected annual Indian **market size of \$300 Mn and \$100 Mn for maintenance dredging** and for capital dredging, respectively
- 95% cent of Indian foreign trade volume through ports, a huge **potential for dredging and ship repair** services
- Prevailing market practice of client providing **long term contracts** opens room for greater viability of revenue
- Dredging activity has huge **potential in India with large number of dams/ lakes** in India
- Indian inland waterways has a **network of 111 National Waterways** consisting of rivers, canals and creeks
- India has **14.5K km inland waterways and 7.5K km of coastline**

Management Team





SAURABH DASWANI
Managing Director

- Responsible for overall management of the organization with over 12 years of experience
- Area of expertise include procurement, new building, vendor management, budgeting etc. Completed PGDA with specialisation in Finance from Symbiosis



KANAK KEWALRAMANI
Whole Time Director and CFO

- Has over 16 years of experience in the field of compliance, law, finance, and taxation
- Qualified Company Secretary from the Institute of Company Secretaries of India
- Completed LLB and PGDA with specialization in finance from Symbiosis



SUJAY KEWALRAMANI
Chief Executive Officer

- Over 20 years of experience in marine, dredging and shipping industry with an additional experience of ship designing, building and repairing
- Prior experiences include working experience at L&T Shipbuilding, Mercator and Adani Ports and holds degree of M. Sc in Naval Architect & Marine engineering from University of New Orleans
- Awarded “**CEO of The Year**” by the Indian Achievers’ Award for the third consecutive year



JAGAT JIBAN BISWAS
Non –Executive Director

- Hold rich experience of more than 43 years in Marine, dredging and Engineering field and is an Ex HoD of Kolkata Port
- After graduating from T.S. Rajendra, Mumbai in 1978, cleared Competency Examinations on Nautical Sciences from DG (Shipping), India



DINESH KEWALRAMANI
Chief Operations Officer

- Over 16 years of experience in the field of dredging at various major ports of India
- Track record of executing contracts over Rs. 1,000 crores
- Masters and bachelor's in marine mechanical Engg. from University of New Orleans



PINKESH KEWALRAMANI
Chief Technical Officer

- Over 12 years of experience in the field of ship building, repairing, refitting, testing, docking, and dock-planning of marine craft
- Bachelor's in mechanical Engg. From Ahmedabad and a Sailing Chief Engineer



CAPT. SHAILESH BHAMBHANI
Independent Director

- Seasoned maritime professional with 26+ years, driving digital transformation in shipping and managing offshore assets
- MBA (PgDIB) in International Business, Executive program in Applied Finance from IIM Calcutta, Master (Foreign Going) unlimited, and Sustainable Development Goals certified professional



ASHISH M MOHANDAS
Independent Director

- Over 12+ years of experience in the department of Marketing & sales of MNCs across various states in India
- Completed Post Graduate Diploma in Marketing from Tolani Institute of Management Studies, Kutch and Bachelor of Science in Mathematics from Mahatma Gandhi University, Kottayam



SNEHA DEVCKAR
Independent Director

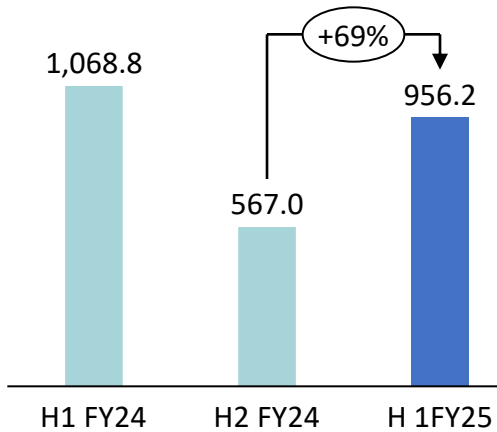
- With over 29 years of experience, an accomplished businesswoman specializing in Insurance and Financial Consultancy
- Completed her BSC in Botany from Mumbai University, Maharashtra

Financial Performance

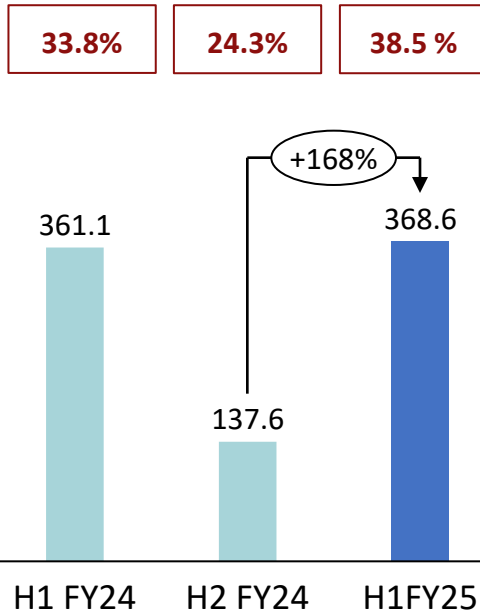


Consolidated Financial Highlights

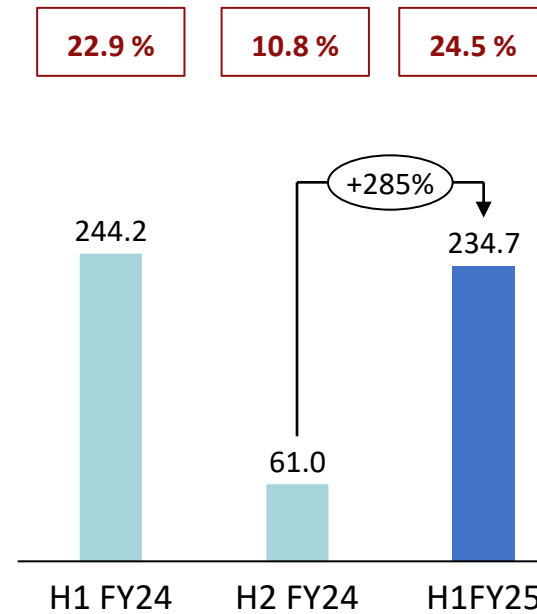
Revenue from Operations (Rs mn)



EBITDA (Rs mn) & EBITDA Margin%



PAT (Rs mn) & PAT Margin %



Operational Highlights

Dredging
Rs. 906 mn
% Of Revenue
~95%

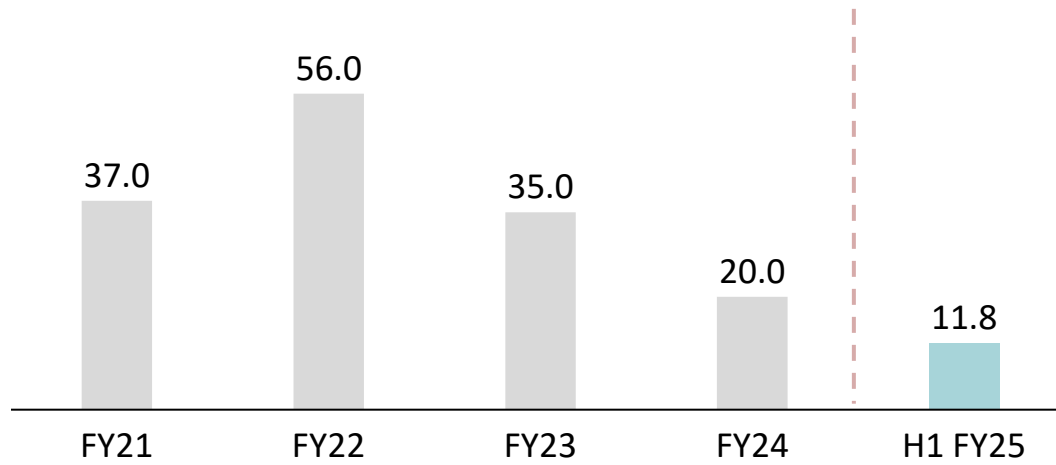
Other Ancillaries
Rs. 50 mn
% Of Revenue
~5%

VESSEL UTILISATION
100%

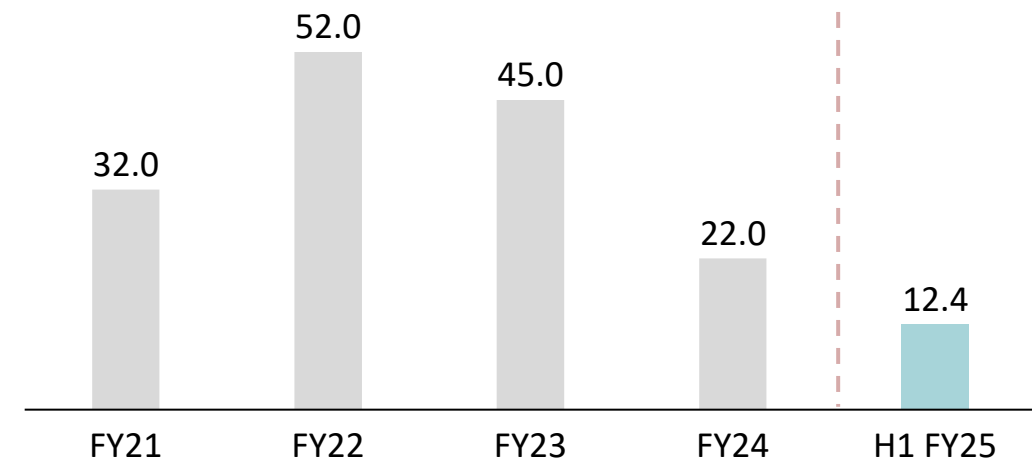
Key Ratios



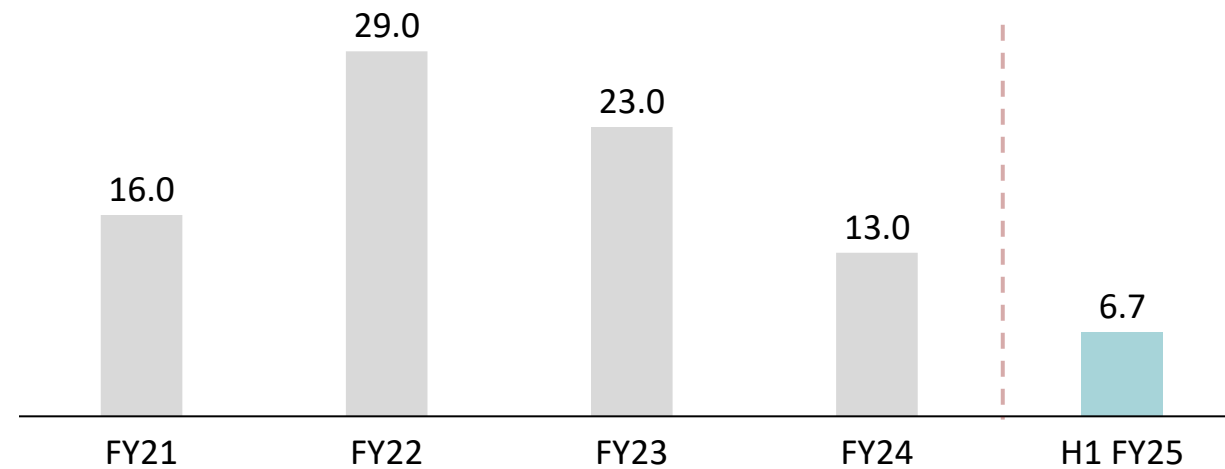
Return on Equity (%)



Return on Capital Employed



Return on Assets (%)

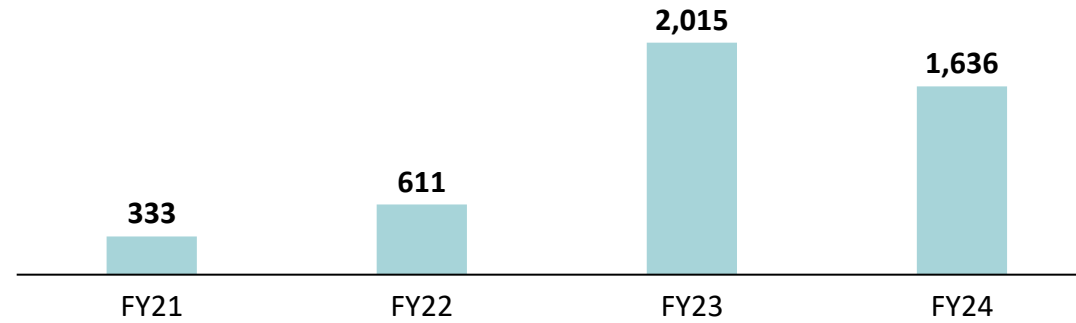


Historical Financial Highlights

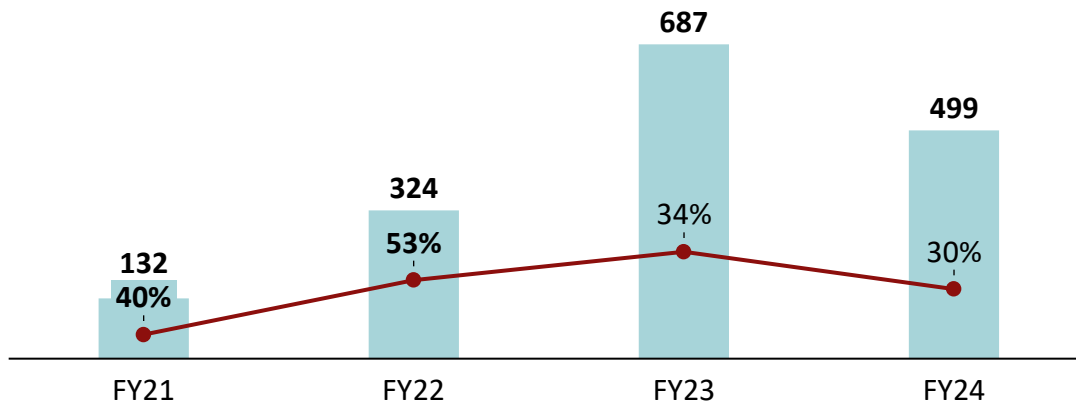


Rs in mn

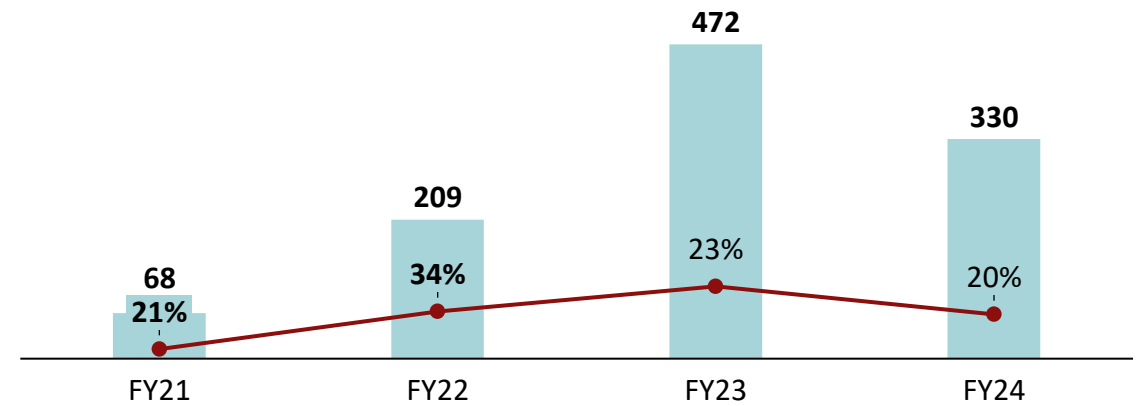
Revenue from Operations



EBITDA & EBITDA Margin (%)



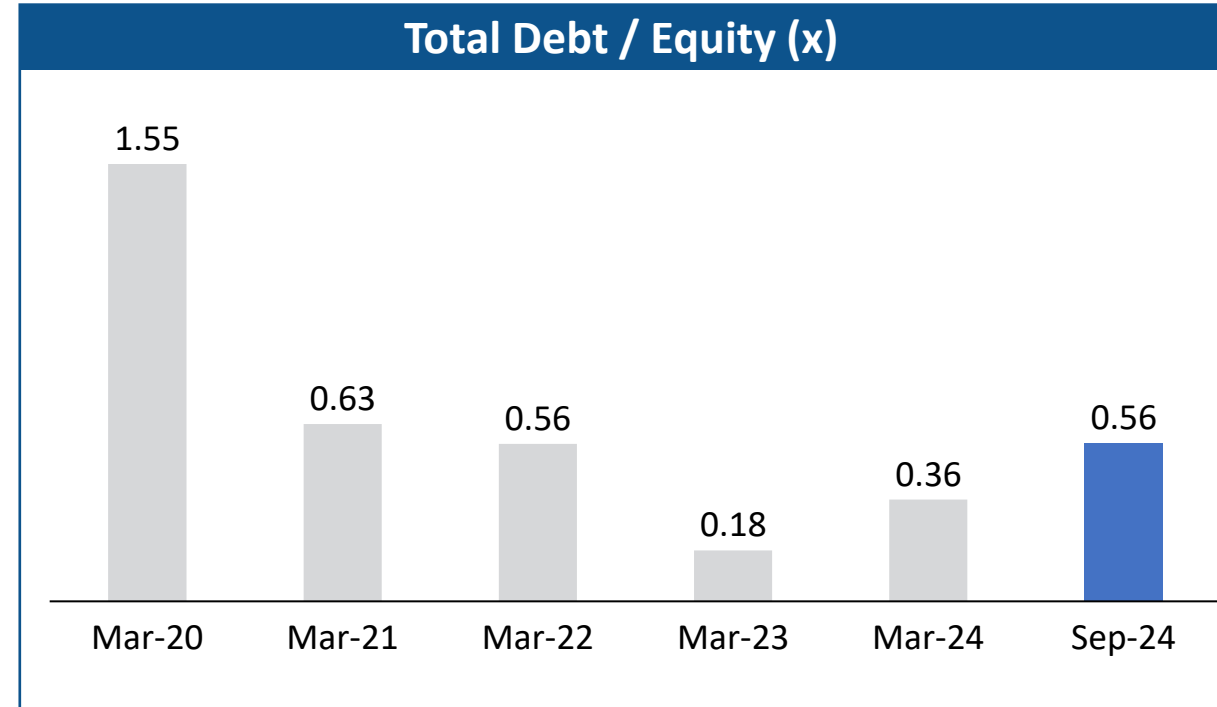
PAT & PAT Margin (%)



Leverage Profile



(Rs. mn)	Mar-24	Sep-24
Short Term Debt	184.5	673.7
Long Term Debt	417.5	415.6
Total Debt	602.0	1,089.3
Cash and Cash Equivalentents	800.0	950.3
Net Debt / (Net Cash)	(198)	139.0
Equity	1,671	1,937.2



All existing debt facilities are aligned with the contract tenure of specific fleets and KMEW typically repays the debt before completion of tenure of any contract

Profit & Loss Statement – H1 FY25



Particulars (Rs. Mn)	H1 FY25	H1 FY24	H2 FY24	H-o-H	FY24	FY23
Revenue from operations	956.2	1,068.8	567.0	68.6%	1,635.8	2,015.3
Cost of Material Consumed	480.9	658.8	328.6		987.4	1,239.8
Employee Expenses	30.7	21.0	24.3		45.4	39.4
Other Expenses	76.0	27.9	76.5		104.3	49.2
EBITDA	368.6	361.1	137.6	167.8%	498.8	686.8
EBITDA Margin (%)	38.5%	33.8%	24.3%		30.5%	34.1%
Other Income	15.6	9.6	21.6		31.3	13.8
Depreciation	52.8	27.5	55.1		60.8	43.6
EBIT	331.4	343.3	104.1	218.2%	469.3	657.1
EBIT Margin (%)	34.7%	32.1%	18.4%		28.7%	32.6%
Finance Cost	38.5	16.6	22.8		39.4	23.3
Exceptional Items	0.0	0.0	0.0		0.0	0.0
Profit before Tax	292.9	326.7	81.3	260.1%	429.9	633.8
Profit before Tax (%)	30.6%	30.6%	14.3%		26.3%	31.4%
Tax	58.2	82.4	20.3		99.8	161.8
Profit After Tax	234.7	244.2	61.0	284.6%	330.0	472.0
PAT Margin (%)	24.5%	22.9%	10.8%		20.2%	23.4%
EPS (As per Profit after Tax)	21.2	22.4	5.7		30.6	45.3

Balance Sheet



ASSETS (Rs. Mn)	Sep-24	Mar-24
ASSETS		
Non - Current Assets		
Property, plant and equipment	1,200.3	1,076.5
Capital work-in-progress	436.9	120.4
Goodwill	0.0	0.0
Intangible Assets	0.0	0.0
Financial Assets		
(i) Investments	432.8	294.0
(iii) Trade Receivables	15.0	46.5
Deferred Tax Assets	0.0	0.0
Other Financial Assets	0.0	0.4
Other Non-Current Assets	0.0	0.0
Total Non - Current Assets	2,085.0	1,537.8
Current Assets		
Inventories	10.7	12.2
Financial Assets		
(i) Trade receivables	672.3	385.6
(ii) Cash and cash equivalents	141.0	139.6
(iii) Bank balances other than (ii) above	314.1	366.3
(iv) Loans	88.6	34.7
(v) Other Financial Assets	0.6	0.1
(vi) Investments	0.0	0.0
Other Current Assets	112.8	118.4
Income Tax Assets (Net)	0.0	0.0
Non-current assets held for sale	0.0	0.0
Total Current Assets	1,340.1	1,056.9
TOTAL ASSETS	3,425.1	2,594.7

Equity & Liabilities (Rs. Mn)	Sep-24	Mar-24
Equity		
Equity Share Capital	108.0	108.0
Other Equity	1,796.9	1,568.2
Total Equity	1,904.9	1,676.2
Minority Interest	32.3	26.3
Liabilities		
Non - Current Liabilities		
Financial Liabilities		
(i) Borrowings	673.7	417.5
(ii) Lease Liabilities	0.0	0.0
Provisions	2.5	2.1
Deferred Tax Liabilities, (net)	62.1	59.0
Other Financial liabilities	0.0	0.0
Other Non Current Liabilities	0.0	0.0
Total Non - Current Liabilities	738.3	478.6
Current Liabilities		
Financial Liabilities		
(i) Borrowings	415.6	184.5
(ii) Trade Payables		
(a) total outstanding dues of micro enterprises and small enterprises	14.2	23.7
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	42.1	98.1
(iii) Other Financial Liabilities		0.0
(iii) Lease liabilities		0.0
Provisions	124.6	8.8
Current Tax Liabilities (net)	142.6	88.1
Other Current Liabilities	10.5	10.5
Total Current Liabilities	749.7	413.6
Total Equity and Liabilities	3,425.1	2,594.7

Cash Flow Statement



Cash Flow Statement (Rs. Mn)	Sep-24	Mar-24
Cash Flow from Operating Activities		
Profit before Tax	292.9	429.9
Adjustment for Non-Operating Items	-82.0	71.2
Operating Profit before Working Capital Changes	374.9	501.0
Changes in Working Capital	-197.7	-29.3
Cash Generated from Operations	177.3	471.7
Less: Direct Taxes paid	-55.2	-88.1
Net Cash from Operating Activities	122.1	383.6
Cash Flow from Investing Activities	-621.8	-719.6
Cash Flow from Financing Activities	448.9	282.1
Net increase/ (decrease) in Cash & Cash equivalent	-50.9	-53.9
Cash and cash equivalents at the beginning of the year	506.0	559.9
Effect of exchange rate changes on Cash & Cash Equivalent	0.0	0.0
Cash and cash equivalents at the end of the year	455.1	506.0

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THANK YOU