



KNOWLEDGE MARINE & ENGINEERING WORKS LIMITED

Ship Builders, Repairers, Charterers and Marine Contractors

CIN: L74120MH2015PLC269596



Ref: KMEW/BSE/Reg-30/2024-25/08

Date: 29th May, 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 ANNUAL AUDITED FINANCIAL RESULTS OF THE COMPANY FOR FINANCIAL YEAR ENDED 31ST MARCH 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 Annual Audited Financial Results of the Company for the financial year ended on 31st March 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.

Earnings Presentation | May 2024

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KMEW: Driving Port Growth, Sand Mining Contracts, and Dredging Innovations



KMEW: Robust Orderbook, Port Growth, and Asset Development

Order Book (Rs Cr)



New Horizons: IWAI, Myanmar, and Advanced Dredging Equipment

Successfully secured two contracts from IWAI, totaling Rs 171.2 Cr. This will be our next key focus and growth area.

Entered the Cutter Section dredger market to execute the IWAI project, and we are confident in completing the work on time

Secured our first independent international contract from Myanmar Port Authority, highlighting our expertise

Bahrain Success: Sand Mining Contracts Underway



Rs 450 Cr

Total Order Book .



~Rs 15 Cr

Total Execution in H2FY24

- ✓ First Indian entity licensed for marine sand extraction in Bahrain.
- ✓ Acquired and deployed River Pearl 18 for sand mining contracts.
- ✓ Successful commencement of Bahrain Operations

Charting Success: Key Highlights from KMEW's Noteworthy Achievements



01

We have successfully secured two contracts from the Inland Waterways Authority of India (IWAI), totaling Rs 171.2 crore. These contracts represent a significant milestone for our company and will become our next key focus and growth area.

02

Achieved a remarkable milestone by successfully commencing the Bahrain Operations with a lucrative sand mining contract, marking a significant accomplishment

03

Achieved a significant milestone by securing repeat and third consecutive international order, valued at USD 4.85 million, marking a substantial increase from the previous order of USD 2.20 million received in October 2023

04

Secured the first-ever contract from Mumbai Port Authority, valued at Rs. 34.69 crores (excluding Fuel Consumption Cost), for the exclusive hire of Two Dock Tugs over an impressive 7-year term and have entered the Tug business.

05

Successfully secured a contract from Paradip Port Authority for the supply, on hire, of a 20 knots speed patrol boat along with manning for a 5-year period, amounting to Rs. 5.03 crores

06

Accomplished successful rock dredging work at Mangrol Fishing Harbour, achieving a significant project value of Rs. 78 crores and executing a rock dredging quantity of 1.25 lakhs cubic meters

07

Successfully executed initial capital and maintenance dredging at Sittwe Port, Myanmar, demonstrating expertise with a project value of Rs. 248 crores and a dredging quantity of 16.73 million cubic meters.

08

Singularly qualified KMEW to bid for dredging contracts amounting to Rs. 300 crores, underscoring industry trust and capability.

09

Exclusively qualified KMEW to enter into rock dredging contracts, emphasizing expertise and credibility in this specialized field.

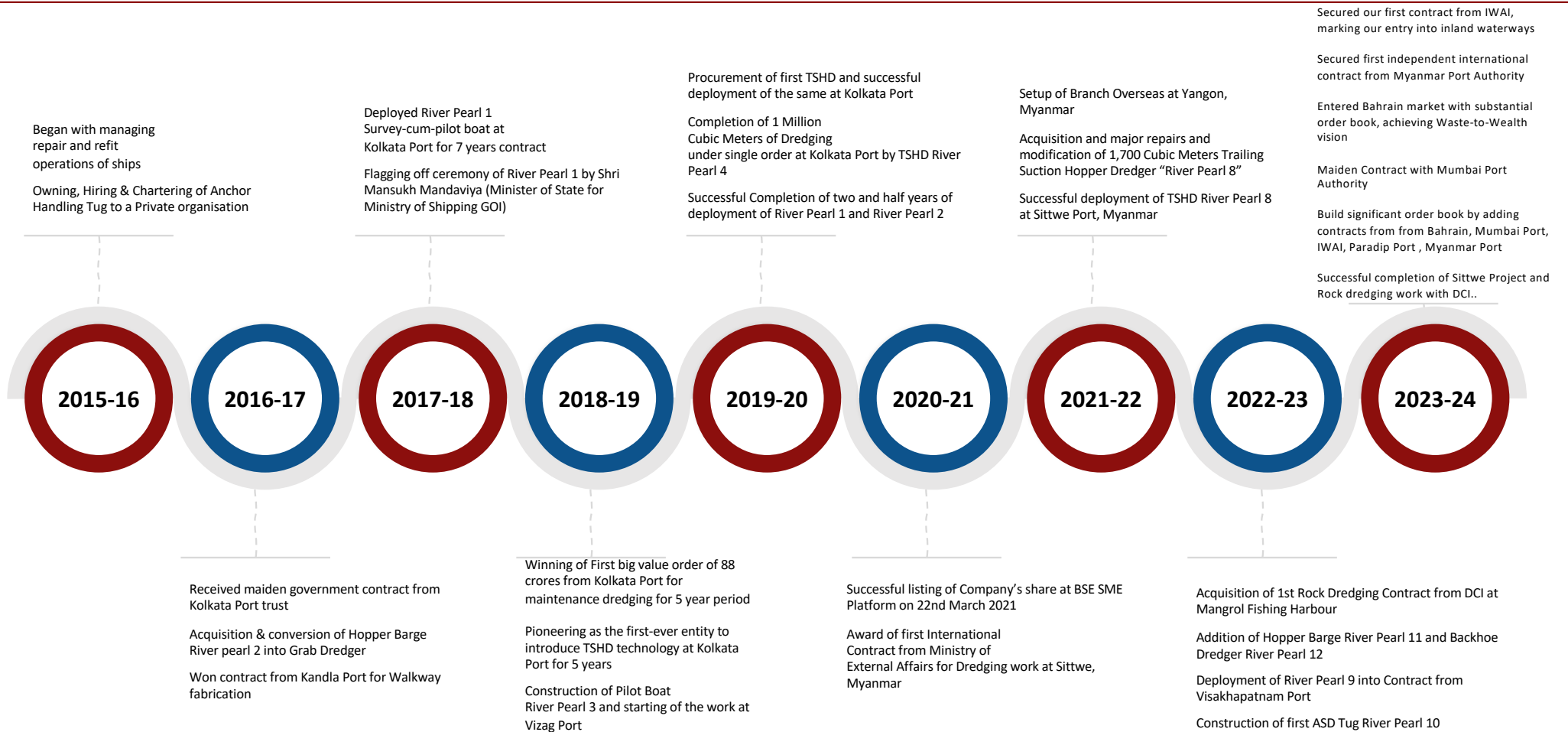
10

Successfully deployed River Pearl 10 in fulfilling contractual obligations under Deendayal Port Authority, showcasing operational efficiency

11

Acknowledged as one of the Top 1000 Companies based on Market Capitalization as per BSE, reinforcing KMEW's financial strength and market prominence

Track Record of Execution & Delivery



KMEW - A global player today



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 (New Expansion)

Ship Building and Repair of Marine Crafts

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

Key Highlights

EBITDA margins of 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

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. 166.70 Cr

Total Income (FY24)



200+

Employees



Rs. 733 Cr

Orderbook (as on May'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

- Kolkata Port
- Haldia Port
- Yangoon Port, Myanmar




Dredging Marine Assets: Procured and Deployed



Vessel	Description	Vessel Speed (Knots)	Gross / Net Vessel Tonnage	Year Built / Rebuilt / Builder	Dimension (L x B x D) mts	Loaded Draft (mts)	Engine Make	BHP / RPM
 <p>RP-2</p>	Grab Hopper Dredger deployed at Kolkata Port	6	622 / 201	2016 Dhanotra Engg Works	51.0 x 12.0 x 3.6	3.1	Cummins	325 x 2
 <p>RP-4</p>	Trailing Suction Hopper Dredger deployed at Kolkata Port	10	1,520 / 456	2019 IHC Dredgers	76.0 x 13.0 x 5.5	4.0	Smith-Man	900 x 2
 <p>RP-8</p>	Trailing Suction Hopper Dredger deployed at Yangon Port, Myanmar	12	2,326 / 698	2004 Cochin Shipyard	69.9 x 14.6 x 5.4	4.6	Catterpillar	1,700 x 2 / 1,000 x 2
 <p>RP-11</p>	Self Propelled Hopper Barge deployed at Veraval, Gujarat	8	613 / 184	2017	48.6 x 13.0 x 3.25	2.75	Cummins KT-1150	450 x 2 / 1800 x 2

Dredging Marine Assets: Procured and Deployed



Vessel	Description	Vessel Speed (Knots)	Gross / Net Vessel Tonnage	Year Built / Rebuilt / Builder	Dimension (L x B x D) mts	Loaded Draft (mts)	Engine Make	BHP / RPM
 <p>RP-12</p>	Backhoe Dredger deployed at Veraval, Gujarat	-	238 / 77	2010	36.0 x 11.0 x 2.5	1.70	-	-
 <p>RP-18</p>	Trailing Suction Hopper Dredger deployed at Bahrain for Sand Mining	7.2	1,739 / 521	2010	80 x 13.8 x 5.6	4.5	Caterpillar	1200/1500
 <p>RP-19 & 20</p>	Cutter Suction Dredgers Deployed for River Ganga Project with IWAI	-	135 / 40	2024 Manufactured at China	46 x 7.5 x 2.2	1.60	Cummins Marine Engine	1200/1800

Application of Port Ancillary Services



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








Hopper Barge

Hopper barges play a crucial role in dredging operations. Hopper Barge are utilized in maintaining and improving navigable waterways. They transport sediment, silt, and other materials removed during dredging or maintenance activities, ensuring the waterways remain clear and navigable for vessels




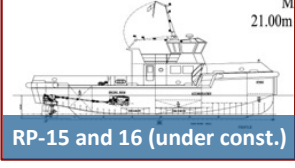
Port Ancillary Crafts : Constructed & Deployed



Vessel	Description	Vessel Speed (Knots)	Gross / Net Vessel Tonnage (tons)	Year Built / Builder	Dimension (L x B x D) mts	Loaded Draft (mts)	Engine Make	BHP / RPM
	Survey-cum-pilot boat deployed at Kolkata	12	113 / 34	2017 Katale Shipyard	24.5 x 5.5 x 3.0	1.3	Cummins	600 x 2
	Pilot Boat deployed at Vizag Port	14	34.66 / 10.39	2019 Wadia Shipbuilders	15.6 x 4.2 x 2.3	1.3	Scania	350 x 2 / 2,300
	Fast Speed Patrol Boat for Coastal & Port Security deployed at Vizag Port	20	35 / 15	2021 Synergy Shipbuilders	14.8 x 4.4 x 2.10	0.9	Cummins Marine Engine	455 x 2 / 2,100
	Mooring Launches deployed at Vadinar, Deendayal Port	11	16 / 5	2021 Synergy Shipbuilders	11.0 x 3.5 x 1.9	1.1	Ashok Leyland	120 x 2 / 2,400
	Fast Speed Patrol Boat deployed at Vizag Port	16.4	20 / 7	2022 Synergy Shipbuilders	13.1 x 3.8 x 1.9	0.8	Weichai	326 x 2 / 2100

Port Ancillary Crafts : Constructed & Deployed



Vessel	Description	Vessel Speed (Knots)	Gross / Net Vessel Tonnage (tons)	Year Built / Builder	Dimension (L x B x D) mts	Loaded Draft (mts)	Engine Make	BHP / RPM
 <p>RP-10</p>	Service Boat deployed at Deendayal Port	10.0	122 / 37	2023 Synergy Shipbuilders	21.0 x 7.2 x 3.0	3.0	Cummins	500 x 2 / 1,800
 <p>RP-21 & 22</p>	Work Boats (Supporting vessels used for dredging operations), deployed for River Ganga Project with IWAI	8.0	35 / 15	2024 Manufactured in China	17 x 3.6 x 1.8	1.3	Cummins	350 x 2 / 1,800
 <p>RP-14 (under const.)</p>	Fast Speed Patrol Boat for Coastal & Port Security to be deployed at Paradip Port	20	35 / 15	2024 Synergy Shipbuilders	14.8 x 4.4 x 2.10	0.9	Wei Chai	455 x 2 / 2,100
 <p>RP-15 and 16 (under const.)</p>	15 Ton Bollard Pull Tugs to be deployed at Mumbai Port	10.0	122 / 37	2024 Synergy Shipbuilders	21.0 x 7.2 x 3.0	3.0	Volvo Penta	500 x 2 / 1,800

Future Outlook





Policy Support

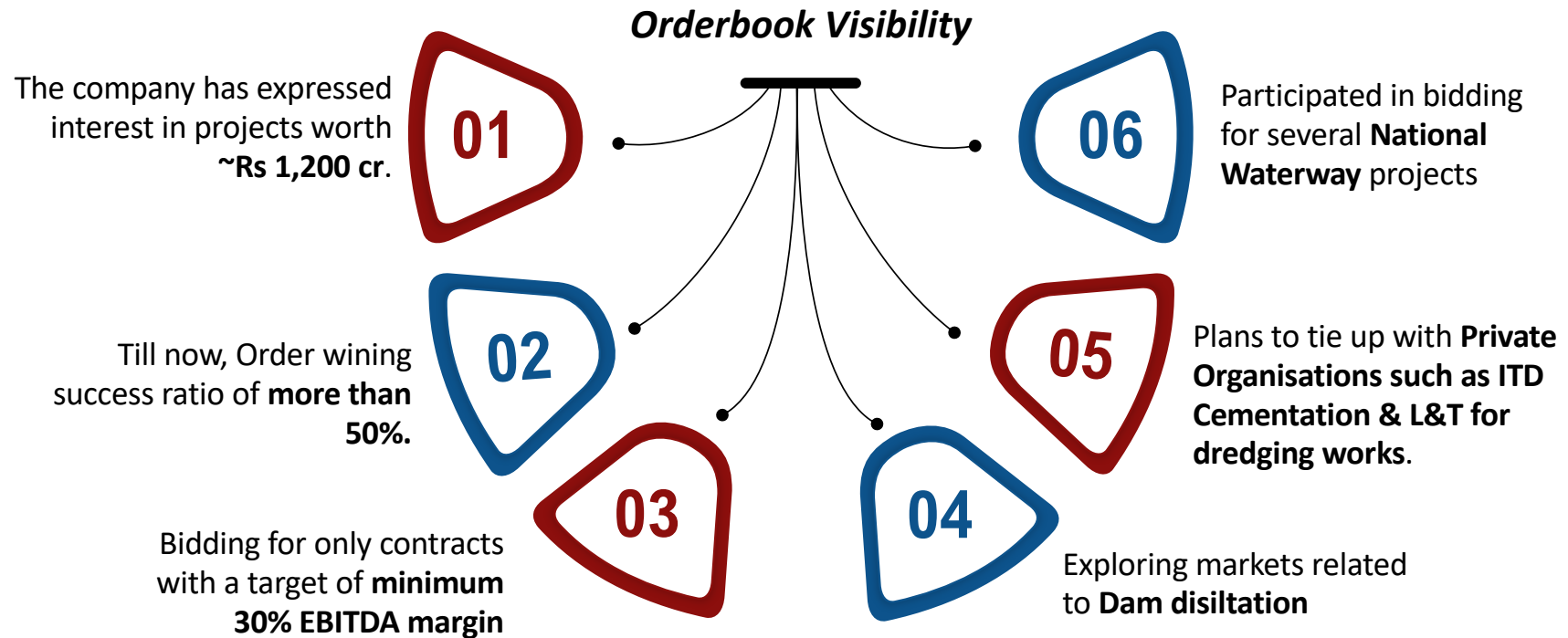
- Sagarmala, a project of Government of India (GOI) in 2015 to set up mega ports; **modernize ports and, develop Coastal Economic Zones**
- The new Shipbuilding Financial Assistance Policy for Indian shipyards provides **financial grant, to Indian shipyards for shipbuilding contracts**
- The draft Inland 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 & 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**

Order Book Visibility

Other Initiatives



Growth Strategies- New Segments



01

Cutter Suction Dredgers (CSDs)

- CSDs are hydraulic dredgers, have the ability to dredge nearly all kinds of soils and are used where the ground is too hard for trailing suction hopper dredgers
- Plans to tie up with a strategic partner to create a Special Purpose Vehicle (SPV) with the objective is to enter sand mining segment

02

National Waterways Contracts

- Indian inland waterways has a network of 111 National Waterways consisting of rivers, canals and creeks
- Several New Tenders have come up for different stretches of Ganga and Brahmaputra rivers

03

Fishing Harbour

- Plans of developing and operating fishing harbour
- In lieu of more opportunities, intends to bid for dredging contracts from fisheries departments

04

Dam & River Disiltation

- The company has strategic plans to engage in dam desiltation projects across multiple river.
- As rivers carry sediment downstream, it often includes sand, which is a valuable resource widely used in construction, manufacturing, and infrastructure development.

Management Team



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 2022-23 & 2023-24



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.

Management Team



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

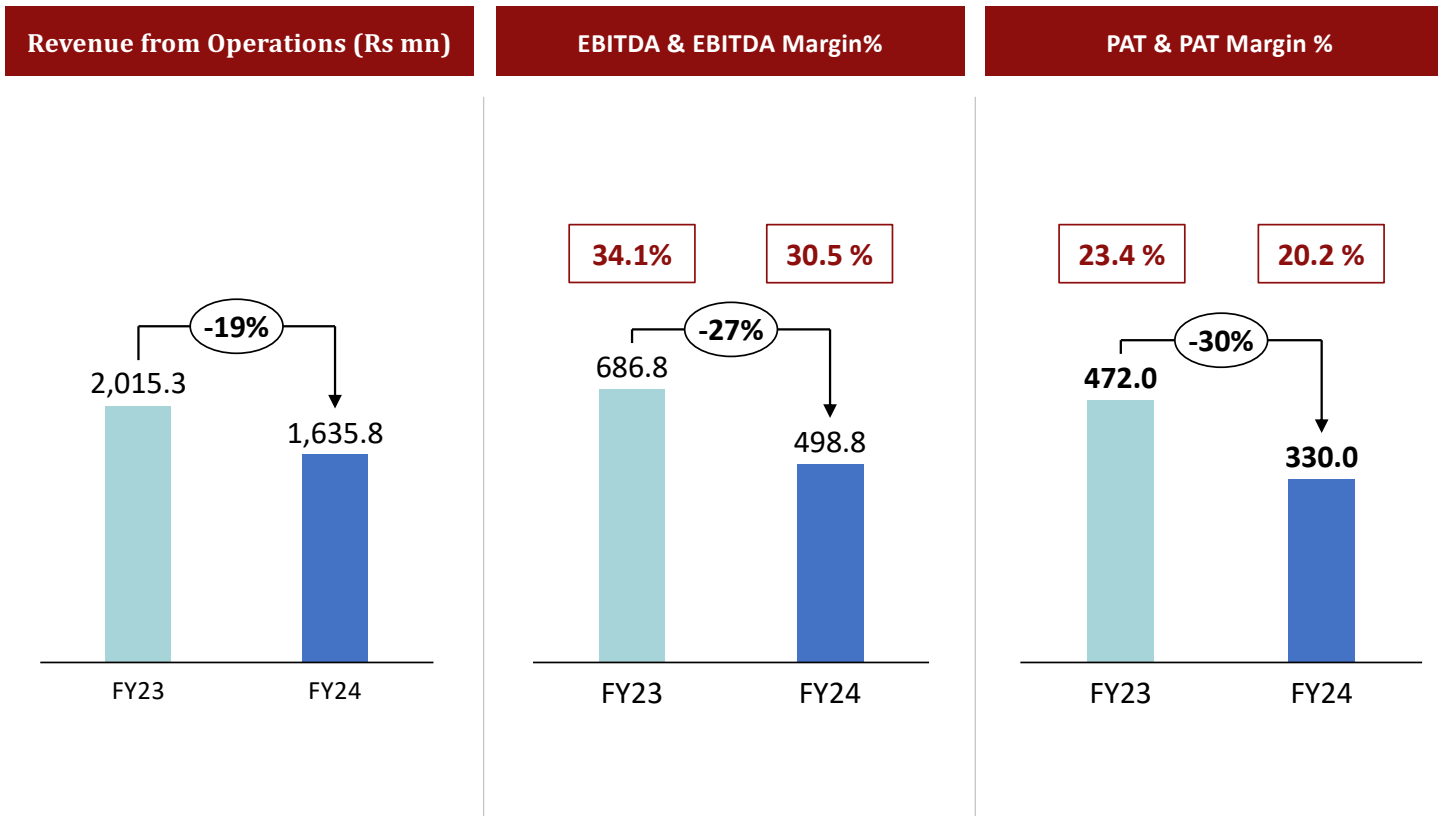
Financial Performance



FY24 Highlights



Consolidated Financial Highlights



Operational Highlight

Dredging Rs. 1,539.7 mn	% Of Revenue 94.1%
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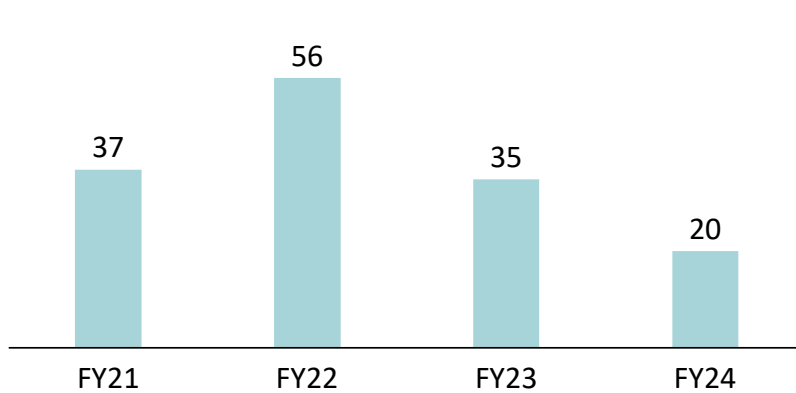
Other Ancillaries Rs. 96.0 mn	% Of Revenue 5.9%
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VESSEL UTILISATION 100%

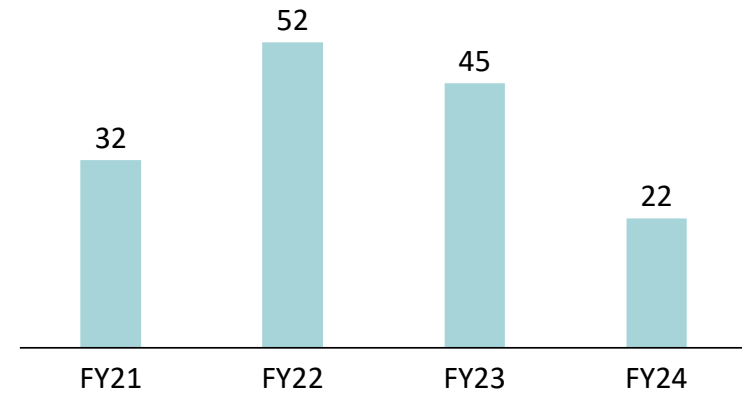
Key Ratios



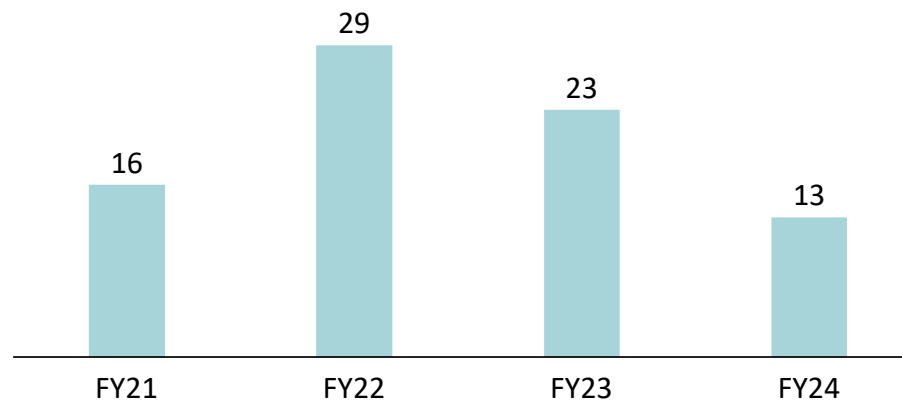
Return on Equity (%)



Return on Capital Employed



Return on Assets (%)

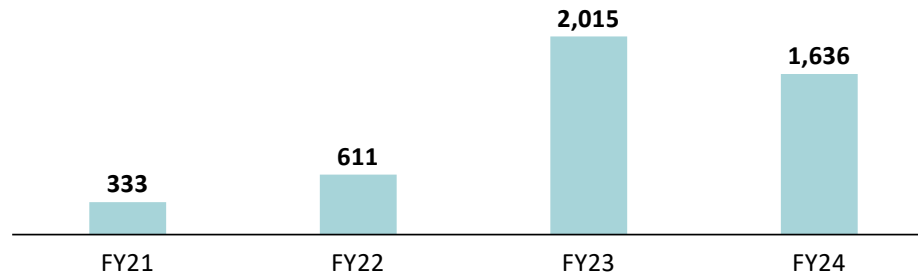


Historical Financial Highlights

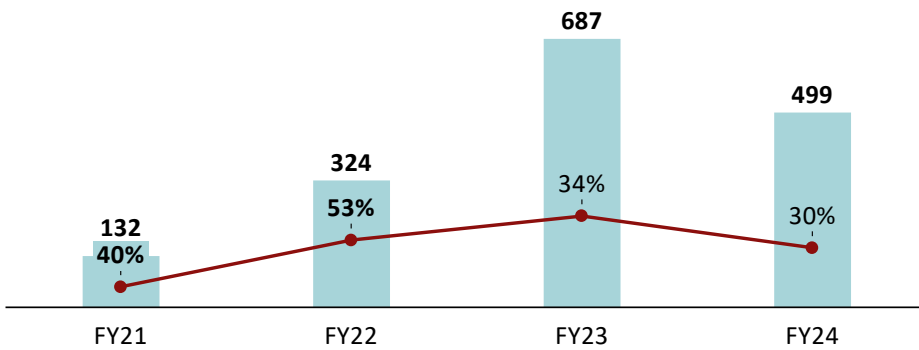


Revenue from Operations

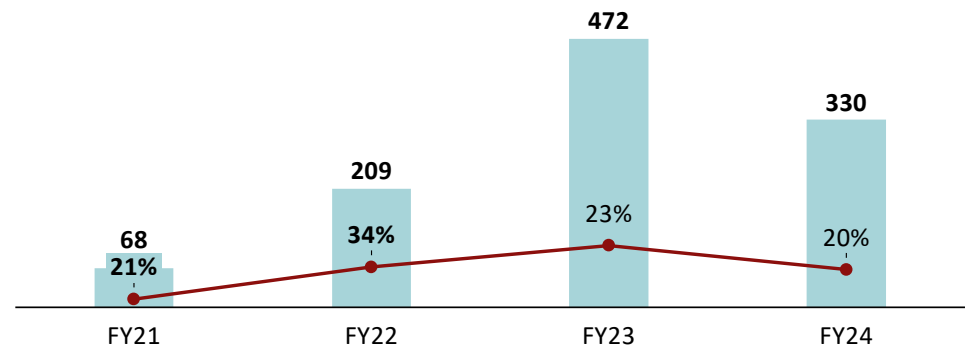
Rs in mn



EBITDA & EBITDA Margin (%)



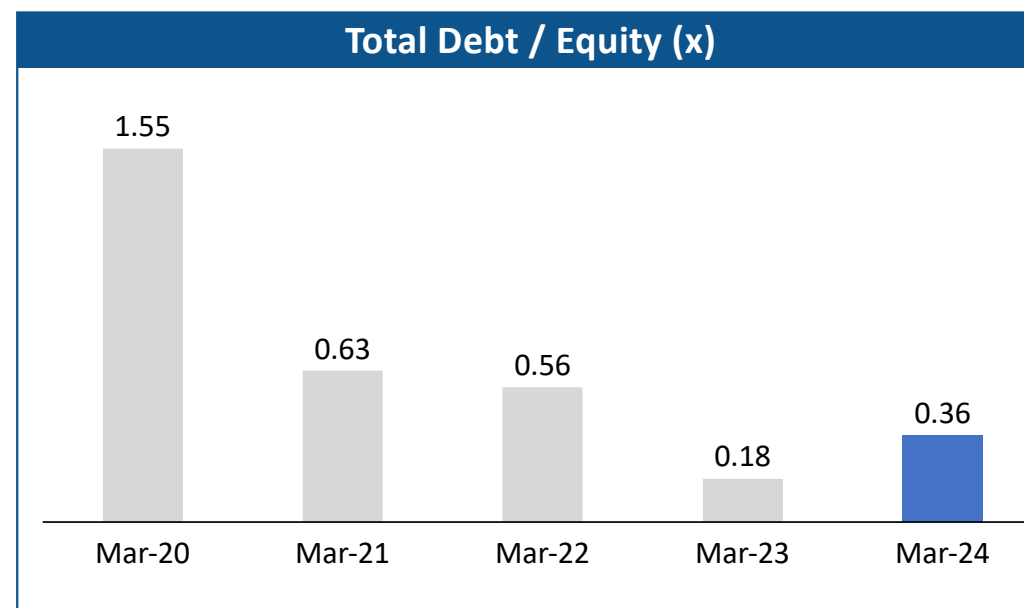
PAT & PAT Margin (%)



Leverage Profile



(Rs. mn)	Mar-24	Mar-23
Short Term Debt	184.5	199.3
Long Term Debt	417.5	42.1
Total Debt	602.0	241.4
Cash and Cash Equivalents	800.0	655.3
Net Debt / (Net Cash)	(198)	(413.9)
Equity	1,671	1,340



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 – FY24 & FY23



Particulars (Rs. Mn)	FY24	FY23	Y-o-Y %
Revenue from operations	1,635.8	2,015.3	-18.8%
Cost of Material Consumed	987.4	1,239.8	
Employee Expenses	45.4	39.4	
Other Expenses	104.3	49.2	
EBITDA	498.8	686.8	-27.4%
EBITDA Margin (%)	30.5%	34.1%	
Other Income	31.3	13.8	
Depreciation	60.8	43.6	
EBIT	469.3	657.1	-28.6%
EBIT Margin (%)	28.7%	32.6%	
Finance Cost	39.4	23.3	
Exceptional Items	0.0	0.0	
Profit before Tax	429.9	633.8	-32.2%
Profit before Tax (%)	26.3%	31.4%	
Tax	99.8	161.8	
Profit After Tax	330.0	472.0	-30.1%
PAT Margin (%)	20.2%	23.4%	
EPS (As per Profit after Tax)	30.6	45.3	

Balance Sheet



ASSETS (Rs. Mn)	Mar-24	Mar-23
ASSETS		
Non - Current Assets		
Property, plant and equipment	1,066.8	588.3
Right of Use Assets	0.0	0.0
Capital work-in-progress	120.4	81.0
Intangible Assets	0.0	0.0
Financial Assets		
(i) Investments	294.0	121.9
(iii) Other financial assets	0.0	0.0
Deferred Tax Assets	0.0	0.0
Non - Current Tax Assets	0.0	0.0
Other Non-Current Assets	0.0	0.0
Total Non - Current Assets	1,481.2	791.2
Current Assets		
Inventories	12.2	11.4
Financial Assets		
(i) Trade receivables	432.1	558.0
(ii) Cash and cash equivalents	506.0	559.9
(iii) Bank balances other than (ii) above	0.0	0.0
(iv) Loans	0.4	0.0
(v) Other Financial Assets	0.0	0.0
(vi) Investments	0.0	0.0
Other Current Assets	153.2	168.3
Income Tax Assets (Net)	0.0	0.0
Non-current assets held for sale	0.0	0.0
Total Current Assets	1,103.8	1,297.6
TOTAL ASSETS	2,585.1	2,088.8

Equity & Liabilities (Rs. Mn)	Mar-24	Mar-23
Equity		
Equity Share Capital	108.0	108.0
Other Equity	1,562.9	1,232.0
Total Equity	1,670.9	1,340.0
Minority Interest	25.6	26.2
Liabilities		
Non - Current Liabilities		
Financial Liabilities		
(i) Borrowings	417.5	42.1
(ii) Lease Liabilities	0.0	0.0
Provisions	2.1	1.6
Deferred Tax Liabilities, (net)	55.3	43.6
Other Financial liabilities	0.0	0.0
Other Non Current Liabilities	0.0	0.0
Total Non - Current Liabilities	474.9	87.3
Current Liabilities		
Financial Liabilities		
(i) Borrowings	184.5	199.3
(ii) Trade Payables		0.0
(a) total outstanding dues of micro enterprises and small enterprises	2.5	2.5
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	119.2	258.6
(iii) Other Financial Liabilities	0.0	0.0
(iii) Lease liabilities	0.0	0.0
Provisions	94.3	153.9
Current Tax Liabilities (net)	0.0	0.0
Other Current Liabilities	13.1	21.1
Total Current Liabilities	413.6	635.3
Total Equity and Liabilities	2,585.1	2,088.8

Cash Flow Statement



Cash Flow Statement (Rs. Mn)	Mar-24	Mar-23	Mar-22
Cash Flow from Operating Activities			
Profit before Tax	429.9	633.8	280.1
Adjustment for Non-Operating Items	71.2	53.6	45.5
Operating Profit before Working Capital Changes	501.0	687.3	325.6
Changes in Working Capital	-29.3	-326.5	82.6
Cash Generated from Operations	471.7	360.9	408.2
Less: Direct Taxes paid	-88.1	-148.7	-62.3
Net Cash from Operating Activities	383.6	212.2	345.9
Cash Flow from Investing Activities	-719.6	-227.5	-305.3
Cash Flow from Financing Activities	282.1	349.6	69.7
Net increase/ (decrease) in Cash & Cash equivalent	-53.9	334.2	110.4
Cash and cash equivalents at the beginning of the year	559.9	225.7	115.3
Effect of exchange rate changes on Cash & Cash Equivalent	0.0	0.0	0.0
Cash and cash equivalents at the end of the year	506.0	559.9	225.7

Company :



Knowledge Marine & Engineering Works Ltd
www.kmew.in

Mrs. Kanak Kewalramani
Director & Chief Financial Officer
kanak@kmew.in

Investor Relations Advisors :



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