

**Regd. Office:** A-901-905, 9th Floor, 215 Atrium, Andheri Kurla Road, Andheri (East), Mumbai 400 093, India Tel.: +91-22-6694 1800 • Fax: +91-22-6694 1818 • E-mail: contact@seamec.in • CIN: L63032MH1986PLC154910

#### SEAMEC/BSE/PRESENATION/SMO/1411/2024

November 14, 2024

BSE Limited Phirojee Jeejeebhoy Towers, Dalal Street, Mumbai – 400001

**Trading Symbol: 526807** 

**Sub:** Investor Presentation of the Investor Meet of SEAMEC LIMITED ('the Company')

Ref:

- a. Regulation 30 (read with Schedule III -Part A) of Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations')
- b. ISIN: INE497B01018

Dear Sir / Madam,

Pursuant to our intimation letter SEAMEC/BSE/INVESTOR/SMO/1111/2024 dated November 11 2024, kindly note that the Board of Directors of the Company at its meeting held on Tuesday, November 12, 2024 have *inter alia* considered and approved Unaudited Standalone & Consolidated Financial Results for the quarter and half year ended September 30,2024.

Enclosed is the Investor Presentation in this regard.

The above is made available on the Company's website i.e. <a href="https://www.seamec.in/">https://www.seamec.in/</a>

This is for your information and record.

Yours Faithfully,

For **SEAMEC LIMITED** 

S.N. Mohanty President - Corporate Affairs, Legal and Company Secretary















Investors Presentation | Q2 FY25

## **Safe Harbor Statement**





This presentation and the accompanying slides (the "Presentation"), which have been prepared by Seamec Limited (the "Company" or "Seamec"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

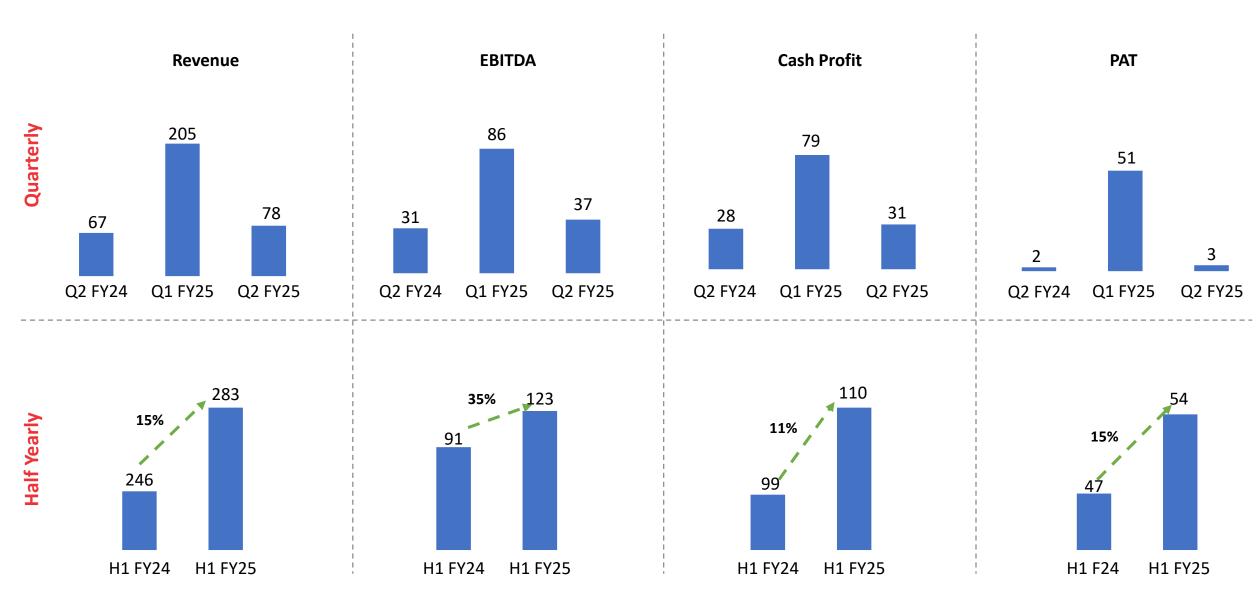
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# **Standalone Financial Highlights of Q2 and H1 FY25**





# **Standalone Financial Highlights of Q2 FY25**



Rs. In crore

Particulars	Q2 FY25	Q2FY24	Y-o-Y%	Q1Y25	Q-o-Q%
Revenue	101.7	77.0	32%	217.8	-53%
Operating Expenses	65.2	46.0		131.7	
EBITDA	36.6	31.0	18%	86.2	-58%
EBITDA Margin	35.9%	40.2%		39.5%	
Finance Cost	3.4	3.1		3.6	
Cash Profit	31.1	27.9	11%	79.1	-61%
Depreciation	28.1	25.9		27.6	
Profit Before Exceptional Items	5.1	2.0	149%	54.9	-91%
Exceptional Profit/(Loss)*	0.0	0.0		0.0	
Profit After Exceptional Items	5.1	2.0	149%	54.9	-91%
Tax Impact	2.0	0.0		3.4	
Profit After Tax	3.0	2.0	49%	51.5	-94%



#### Revenue

**YoY-** Increase in Revenue is mainly attributable to increase in deployment of Seamec II and increase in other income.

**QoQ** – Decline in Revenue is mainly on account of lower deployment of vessels due to cyclical nature of business.



## **EBITDA**

**YoY-** Mainly due to Higher deployment days in Seamec II and increase in Other Income during the quarter.

**QoQ** – With Seamec Princess, Swordfish and Glorious Barge undergoing dry dock, EBITDA was lower during the current quarter

# **Standalone Financial Highlights of H1 FY25**



Rs. In crore

Particulars	H1 FY25	H1FY24	Y-o-Y%
Revenue	319.5	267.2	20%
Operating Expenses	196.8	176.5	
EBITDA	122.7	90.7	35%
EBITDA Margin	38.4%	33.9%	
Finance Cost	7.1	4.4	
Cash Profit	110.2	99.3	11%
Depreciation	55.7	51.8	
Profit Before Exceptional Items	60.0	34.5	74%
Exceptional Profit/(Loss)*	0.0	13.0	
Profit After Exceptional Items	60.0	47.5	26%
Tax Impact	5.5	0.0	
Profit After Tax	54.5	47.5	15%



## Revenue

**YoY-** Increase in Revenue was led by higher deployment days in Seamec II, Seamec III and Seamec Princess.

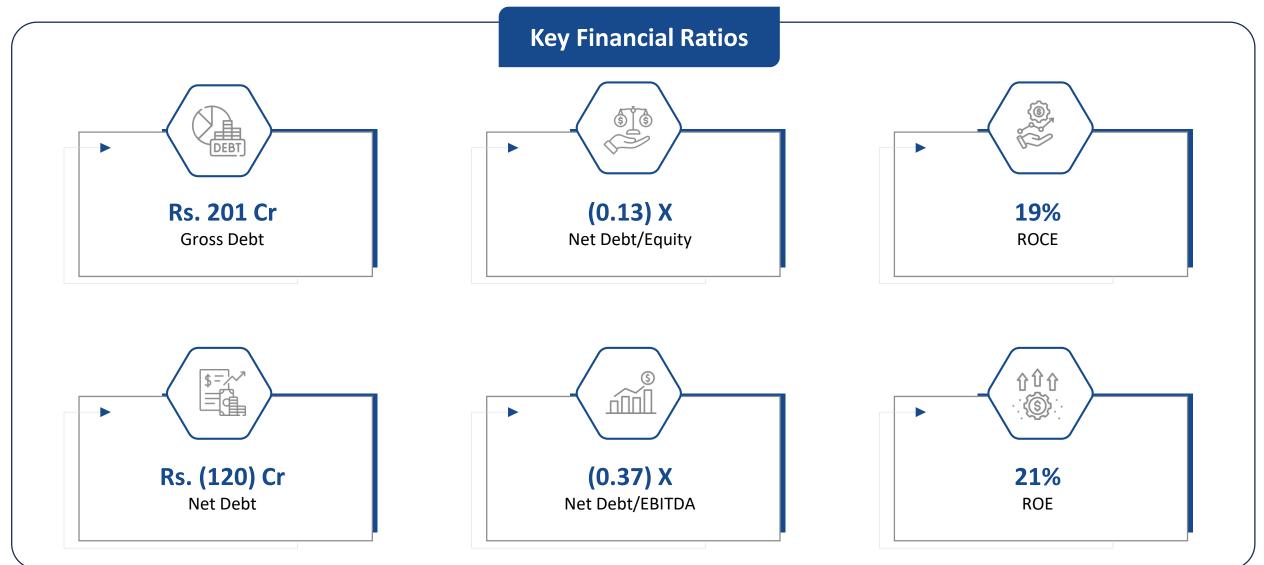


## **EBITDA**

**YoY-** Increased deployment days coupled with higher Charter rates of Swordfish resulted in EBITDA increase by 35%.

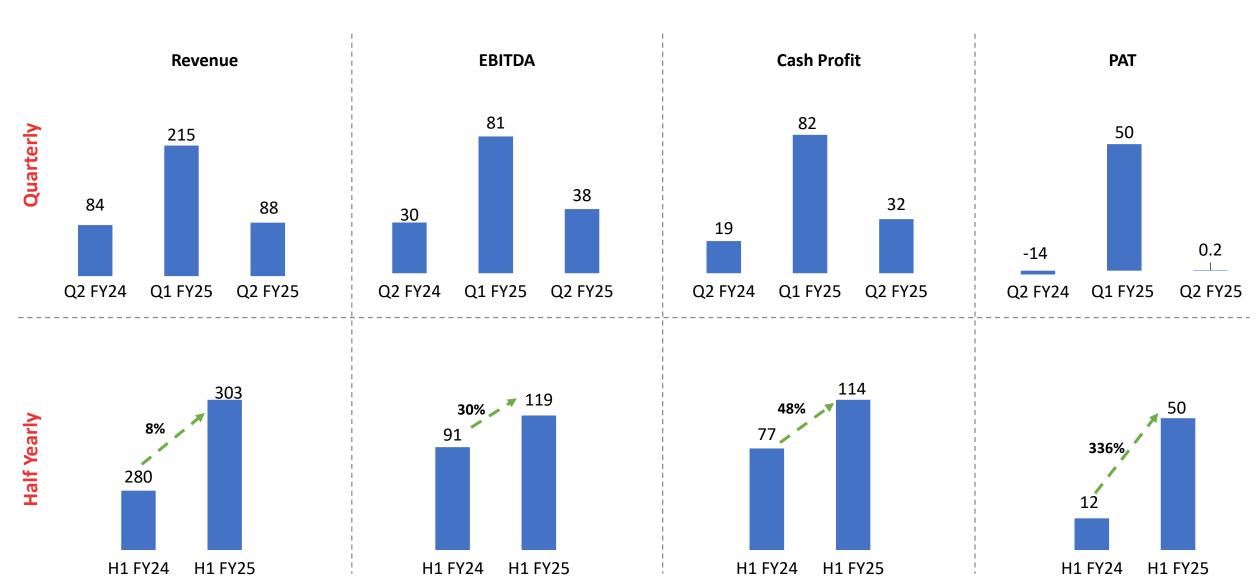
# **Standalone Financial Highlights of H1 FY25**





# **Consolidated Financial Highlights of Q2 and H1 FY25**





# **Consolidated Financial Highlights of Q2 FY25**



Rs. In crore

Particulars	Q2 FY25	Q2FY24	Y-o-Y%	Q1Y25	Q-o-Q%
Revenue	110.3	98.2	12%	222.9	-51%
Operating Expenses	724	68.2		142.2	
EBITDA	37.9	30.0	26%	80.7	-53%
EBITDA Margin	34.4%	30.6%		36.2%	
Finance Cost	4.0	10.9		3.9	
Cash Profit	31.8	19.0	68%	82.0	-61%
Depreciation	31.6	33.4		32.1	
Profit Before Exceptional Items	2.3	-14.3	-95%	44.7	116%
Exceptional Profit/(Loss)*	0.0	0.0		8.7	
Profit After Exceptional Items	2.3	-14.3	-96%	53.4	116%
Tax Impact	2.1	0.2		3.5	
Profit After Tax	0.2	-14.5	-100%	50.0	101%



## Revenue

**YoY-** Revenue increased mainly on account of incremental deployment days of Seamec II.

**QoQ** – Decline in Revenue is mainly on account of lower deployment of vessels due to advent of monsoon.



## **EBITDA**

**YoY-** Mainly on account of higher deployment days and profit in our FZE subsidiary post Sale of Loss making Vessel Seamec Nidhi.

**QoQ** – Overall reduction in vessel utilisation due to monsoon resulted in lower EBITDA during the quarter

# **Consolidated Financial Highlights of H1 FY25**



Rs. In crore

Particulars	H1 FY25	H1FY24	Y-o-Y%
Revenue	333.2	306.2	9%
Operating Expenses	214.6	215.3	
EBITDA	118.6	90.9	30%
EBITDA Margin	35.6%	29.7%	
Finance Cost	8.0	13.3	
Cash Profit	113.8	77.1	48%
Depreciation	63.7	65.6	
Profit Before Exceptional Items	47.0	11.9	294%
Exceptional Profit/(Loss)*	8.7	0.0	
Profit After Exceptional Items	55.7	11.9	368%
Tax Impact	5.6	0.4	
Profit After Tax	50.1	11.5	336%



## Revenue

**YoY-** Overall increase in deployment days led to increase in Revenue by 9% in H1 FY25 compared to H1 FY24.

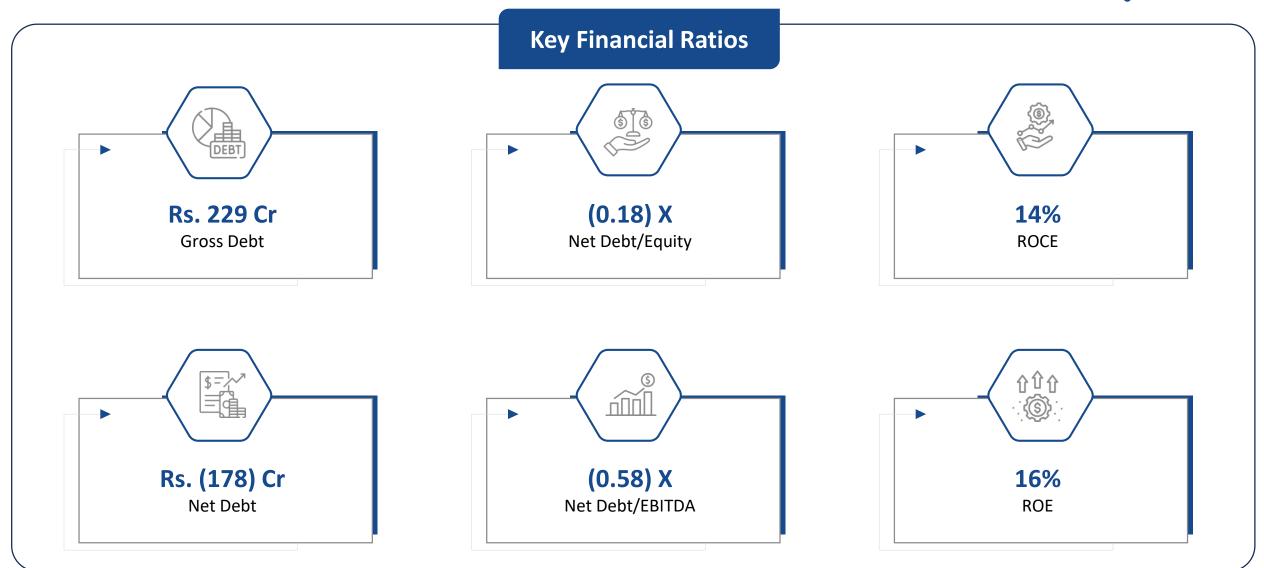


## **EBITDA**

**YoY-** Mainly on account of Increase in deployment days, higher Charter rates of Swordfish and incremental profit in subsidiary FZE.

# **Consolidated Financial Highlights of H1 FY25**

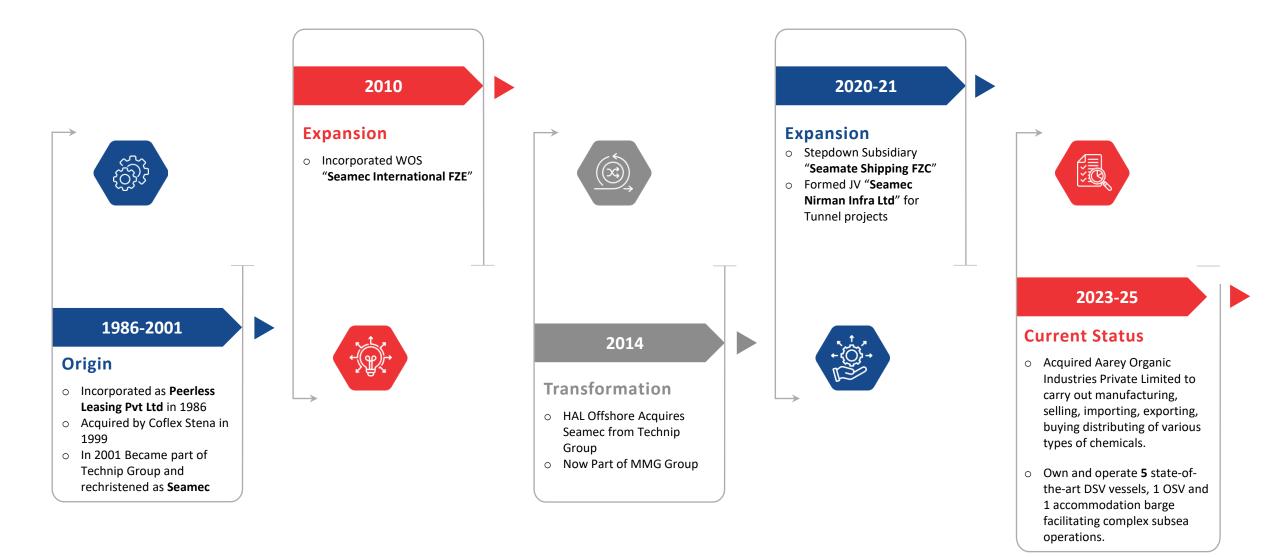






# **Our Journey**





# Company Overview



SEAMEC Limited is a leading provider of Diving Support Vessels (DSVs) and Offshore Support Vessels (OSVs) with a robust presence both in India and internationally. The company's fleet includes 5 DSVs, 1 OSV, and 1 Accommodation Barge, all equipped to meet diverse offshore needs. SEAMEC is committed to maintaining high standards, demonstrated by its ISM certification and ISO 31000:2018, ISO 45001:2018, ISO 9001:2015, and ISO 14001:2015 certifications.

#### Seamec International FZE

Incorporated in 2010, our wholly subsidiary Seamec owned **International FZE**, is actively engaged in providing bulk transportation services, and bulk currently operates two carriers.

#### Seamate Shipping FZC

We recently established a step down subsidiary <u>Seamate</u> <u>Shipping FZC</u> by forming a strategic joint venture with Arete Shipping DMCC to further expand our bulk carrier operations.

#### **Our Subsidiaries**

Seamec Nirman Infra Limited

Set-up a JV with M/s. Nayavridhi Infra LLP by name <u>Seamec</u> <u>Nirman Infra Limited</u> to diversify into tunnel and other EPC contracts.

#### Seamec UK Investments Ltd

It is the wholly owned subsidiary of Seamec Limited and was incorporated in March 2023 to explore business opportunities in UK & Europe Region

# Aarey Organic Industries Private limited

It is the wholly owned subsidiary of Seamec Limited and was acquired in May 2023.

## **Current Operations**

## 01 Offshore Shipping

Our fleet of multi-functional DSVs and support vessels, including SEAMEC II, SEAMEC III, SEAMEC PRINCESS, SEAMEC PALADIN, SEAMEC SWORDFISH, SEAMEC DIAMOND, and SEAMEC GLORIOUS, supports a wide range of offshore activities.

#### 02 Bulk Carrier Division

Managed through SEAMEC International FZE and SEAMATE Shipping FZC, operating two bulk carriers, SEAMEC GALLANT and ASIAN PEARL. SEAMEC NIDHI was sold in April 2024.

#### 03 Tunnel Construction

SEAMEC Nirman Infra Limited undertook the NATM Tunnel construction for the High-Speed Rail Project in Vapi, Gujarat, in a joint venture with Nayavridhi Infra LLP. With completion of 80% of the project, the company has withdrawn from the project with effect from July due to unavoidable circumstances.

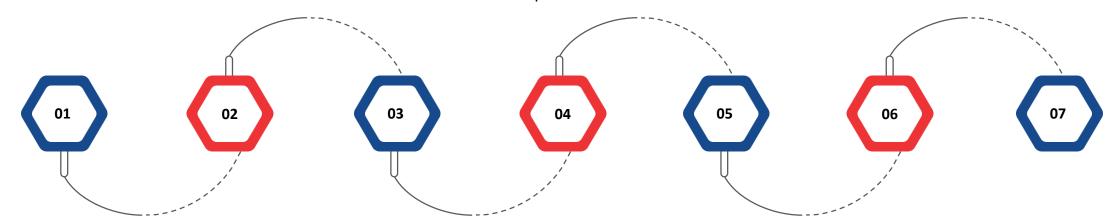
# **Key Competitive Strengths**



Strong parentage of MMG strengthening financial position and market reputation

Technical expertise and financial strength boosting us to a leading position in tendering process

Low maintenance cost due to proactive preventive maintenance



A formidable player in offshore shipping backed by India's largest fleet of multi-support vessels

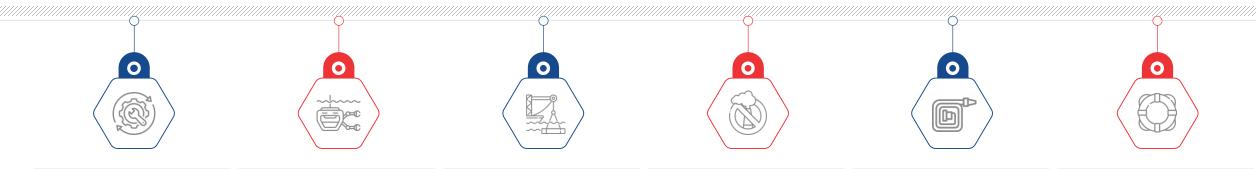
Vibrant leadership and competent management bandwidth having strong executional capabilities

Healthy Financial position with adequate liquidity providing business flexibility and superior profitability

Competent and prudent commercial management facilitating revenue visibility and superior vessel deployment rates

# **Broad Range of Services**





#### **IMR Operations**

 Carrying out Inspection, Maintenance, and Repair (IMR) of pipelines, single buoy Mooring, spooling, free span corrections, risers, platforms, PLEMS, and other subsea construction

#### **ROV Operations**

- Supporting Remotely Operated Vehicles (ROVs) through unique Dynamic Positioning System (DP)
- Facilitating safe and unmanned subsea operations where human presence is not viable

#### **Subsea Construction**

such as subsea pipelaying, mooring and de-mooring, installation of risers, and Grouting

Undertaking operations

#### **Pollution Control**

 Facilitating pollution control activities through schemers, pollution control booms, and dispersant arms

## **Fire Fighting**

 Supporting sub-sea fire fighting operations through fire fighting I and II equipment mounted on our vessels

#### **Rescue Operations**

Undertaking Rescue
 Operations by engaging
 dracon scoop, scramble
 nets, rescue bucket, and
 UKOOA

# **Our Marquee Clients**



#### **Oilfield Services**

























# **Promoting Environmental and Oceanic Sustainability**





Utilizing Low Sulphur Content Diesel

Compliant with IMO regulations

Regularly furnishes fuel
consumption report to the Flag
State as per IMO guidelines

Adhering to Ballast Water Management (BWM) Regulations

All vessels fully compliant as per applicable standards.

Compliant with BWM regulations to prevent degradation of the marine ecosystem

Comprehensive
Waste Management
procedures

Compliant with Maharashtra Pollution Control Act

Ensures proper disposal of ewaste accumulated on vessels through compliant vendors Minimizing Plastic Use

Implemented 'Single-Use Plastic' policy to minimize plastic use and identify alternatives to plastic in all its operations

Lowering Consumption of Electricity and Paper

Conserving energy by ensuring economic and optimum use of electricity

Minimizing use of paper to bare minimum through well placed operational procedures

# **Adhering to Highest Safety Standards**



## **Complying with QHSE Standards**

We acknowledge our responsibility towards ensuring environmental sustainability and operational safety and strictly adhere to Quality, Health, Safety, Environmental (QHSE) standards.

We are fully compliant with:

ISO 9001:2015

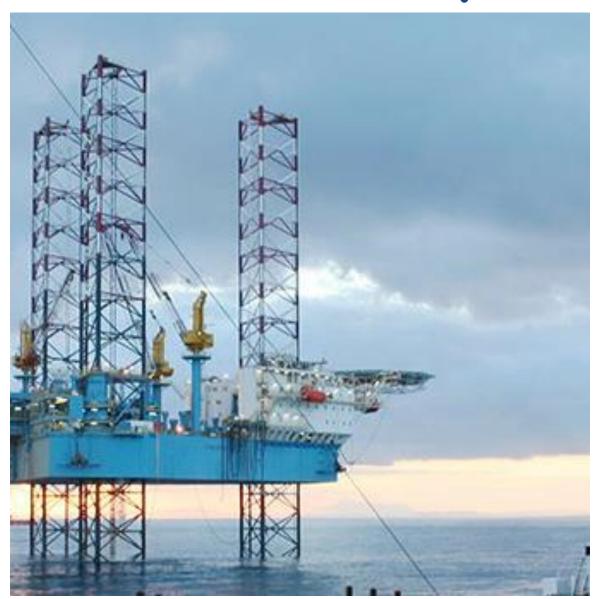
ISO 14001:2018

ISO 45001:2018

#### **Marine Management System**

Our robust Marine Management System (MMS) provides seamless connect between onshore office staff and vessel operators, ensuring and strengthening operational safety.

Adhering to regulatory requirements, we also carry extensive offshore safety audits of our entire fleet twice a year, ensuring the adequacy of our marine safety operating systems.





# **Asset Portfolio – Diving Support Vessels**



- Diving Support Vessels are specialized ships designed to facilitate offshore diving operations quipped with dedicated facilities for divers, advanced diving equipment, and control systems
- DSVs provides services, which include S.B.M maintenance removal and installations, Platform, Riser and Pipeline repairs,
   Subsea constructions and Maintenance operations & deployment of ROV



#### **SEAMEC II**

Built Year: 1982

**Procurement Year: 1993** 

**Gross Tonnage:** 4,503



#### **SEAMEC III**

Built Year: 1983

**Procurement Year: 1993** 

**Gross Tonnage:** 4,327



#### **SEAMEC PRINCESS**

Built Year: 1984

**Procurement Year: 2006** 

**Gross Tonnage:** 11,121

# **Asset Portfolio – Diving Support Vessels**





## **SEAMEC PALADIN**

Built Year: 2008

**Procurement Year: 2021** 

**Gross Tonnage:** 5,648



#### **SEAMEC SWORDFISH**

Built Year: 2007

**Procurement Year: 2023** 

**Gross Tonnage:** 5,372

# **Asset Portfolio – Offshore Support Vessels**



- Offshore Support Vessels (OSVs) are specially designed ships for the logistical servicing of offshore platforms and subsea installations, from installation through the full-service life of offshore fields
- They are integral to getting supplies and materials where they need to go, as well as building and repairing offshore
  equipment. Their versatility means they can be built for just about any type of project
- We added Seamec Diamond to our fleet portfolio in December



#### **Seamec Diamond**

Built Year: 2011

**Procurement Year: 2023** 

**Gross Tonnage: 1,922** 

# **Asset Portfolio – Barge**



- A barge is a specialized watercraft designed for transporting goods and commodities on navigable waterways such as rivers and canals.
- Its distinctive flat-bottomed structure allows it to navigate shallow waters, making it well-suited for inland transportation.
- One of the key features of barges is their significant cargo capacity, ranging from a few hundred to several thousand tons.
   This makes them highly cost-efficient for transporting bulk cargo



#### **SEAMEC GLORIOUS (BARGE)**

Built Year: 2006

**Procurement Year: 2021** 

**Gross Tonnage:** 8,950

## **Asset Portfolio – Bulk Carrier**



- Bulk carriers are specialized vessels designed for the efficient transportation of large quantities of dry bulk cargo, including commodities like coal, iron ore, and grains.
- We own and operate three main fleet shipping bulk carriers of varying tonnage capacities, positioning us to capitalize opportunities in changing market conditions.
- SEAMEC GALLANT is operated under our wholly-owned subsidiary "Seamec International FEZ" and ASIAN PEARL is operated under our Step Down Subsidiary – "SEAMATE Shipping FZC"
- SEAMEC NIDHI which was operated under our wholly-owned subsidiary "Seamec International FEZ" is sold on 6<sup>th</sup> April 2024.



**SEAMEC GALLANT** 

**Built Year: 2011** 

**Procurement Year: 2017** 

**Category:** Handymax

**Gross Tonnage: 32,289** 



#### **ASIAN PEARL**

Built Year: 2003

**Procurement Year: 2020** 

**Category:** Handymax

**Gross Tonnage: 27,989** 



## Future Outlook for India's Oil & Gas Sector



## **Crude Oil Consumption**

- **Forecast Growth:** CAGR of 4.59%, reaching 500 million tonnes by FY40 from 223 million tonnes in FY23
- Barrel Consumption:
- o FY22: 4.05 MBPD
- o 2030: 7.2 MBPD
- o 2050: 9.2 MBPD

#### **Diesel Demand**

- Projected Increase: Expected to double to 163 MT by 2029-30
- **Oil Demand Composition:** Diesel and petrol to cover 58% of oil demand by 2045













## **Natural Gas Consumption**

 Growth Forecast: CAGR of 12.2%, reaching 550 MCMPD by 2030 from 174 MCMPD in 2021

## **Energy Demand**

- **Growth Rate:** Faster than all major global economies
- Global Share: Projected to double by 2035

## **Refining Capacity**

- Additions by 2028: 56 MTPA to reach 310 MTPA domestic capacity
- **Future Plans:** Double refining capacity to 450-500 million tonnes by 2030



# Recent Developments and Investments in India's Oil & Gas Sector





Source: IBEF Data

# Offshore Support Vessel Market Overview (2022 - 2027)



# **Key Drivers**

## **Rising Demand**

Increased global need for oil and natural gas

#### **E&P** Activities

Higher investments in exploration and production

## **Advanced Technologies**

Innovations in deep-water and ultra-deep-water exploration

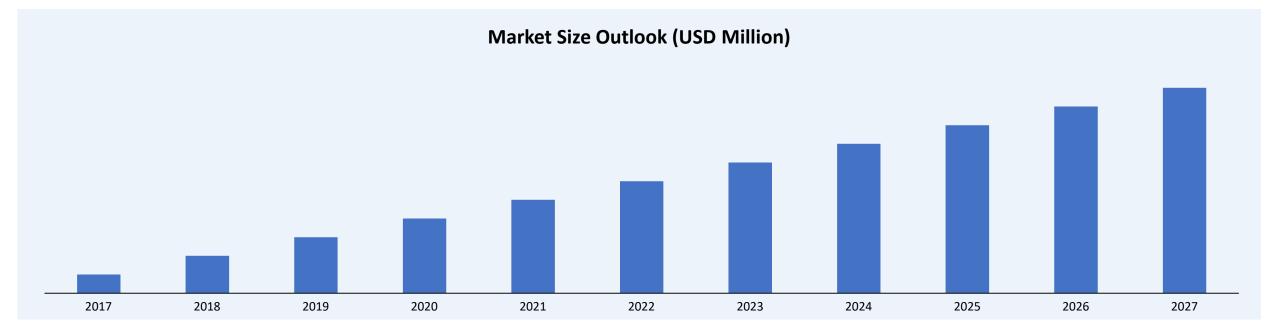
## **Industry Trends**

- Expansion of production capabilities.
- Enhanced supply chain resilience.
- Focus on energy security and resource extraction

## **Economic Impact:**

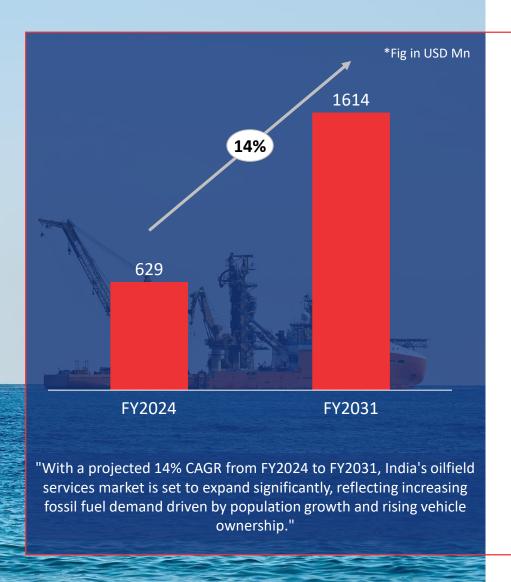
- Significant influence on global economic development.
- Shaping the future of energy production and consumption





# **Driving Growth in Offshore Oilfields**





## Why Offshore Exploration?

- Depletion of Onshore Reserves: As onshore oil reserves are exhausting; focus is shifting to offshore exploration.
- Higher Potential: Offshore oilfields present significant opportunities due to their lower depletion rates and greater production capacity.
- Increased Investment: There is a surge in investment in ultradeep and deepwater drilling.
- Support from Stakeholders: Both state and private entities are actively supporting efforts to unlock offshore resources.

#### **Strategic drivers for Offshore Exploration:**

- Oil Price Volatility: Rising fuel prices due to global crude oil price fluctuations and supply chain disruptions are encouraging the search for new reserves.
- Geographic Advantage: India's extensive coastline, encompassing 7,517 km, is well-suited for offshore drilling.
- Technological and Policy Support: Innovations in technology and supportive governmental policies are enhancing offshore exploration prospects.
- Future Energy Solutions: Offshore oilfields are expected to play a key role in fulfilling India's future energy requirements.

# **Indian Offshore Oilfield Industry**

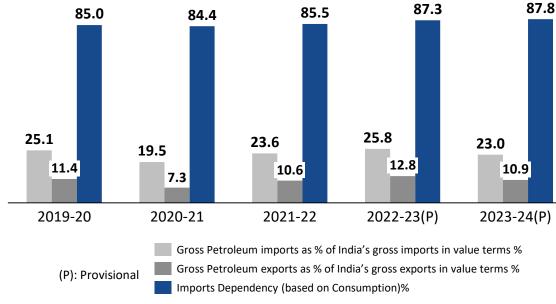


## **Current Oil Industry Dynamics**

India currently imports about 85% of oil and about 50% gas that it consumes. Fuelled by the fast growth in GDP, the rising demand for fuel has resulted in India importing almost 87% of its domestic consumption in FY 2022-23.

## **Production and Consumption - INDIA** 276.1 223.0 214.1 201.7 194.3 32.2 30.5 29.7 29.2 29.4 2020-21 2023-24(P) 2019-20 2021-22 2022-23(P) Crude Oil Production India MMT (P): Provisional Consumption of Petroleum Products in India MMT

# Imports, Exports & dependency for petroleum - INDIA



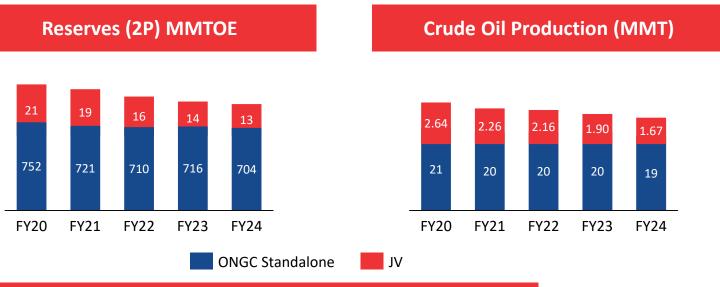
O24) Source: PPAC

# ONGC – A Key Oil & Gas Player

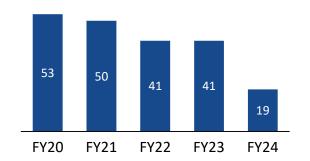


India has signed contracts for ten oil and gas exploration blocks offered under the recent Open Acreage Licensing Policy (OALP-VIII) bid round.

ONGC emerged as the dominant player in the OALP-VIII bid round, securing seven out of ten blocks



#### **Reserve Accretion (2P) MMTOE**



#### **Discoveries during FY24**

Sr. No.	Basin/ Block	Discovery well	Acreage	Discovery Type	Hydrocarbon Type
1	KG Onland	Gopavaram-21 (GMDL)	Srikatpalli-Pasarlapudi-24 & Gopavaram PML	Pool	Oil & Gas
2	KG Onland	South Mahadevapatnam-2 (SMA-AD)	Mahadevapatnam PML	Pool	Gas
3	A&AA	Chitabari-1 (GOAI_SUB)	Gojalia PML	Pool	Gas
4	A&AA	Tulamura-3 (TMAB)	West Tripura	Pool	Gas
5	A&AA	East Lakhibari-6 (ELDA)	East Lakhibari PML	Pool	Oil
6	Western Onland	West Amod-1 (CBONHP212A-A)	OALP : CB-ONHP-2021/2	New Prospect	Oil & Gas
7	Mumbai Offshore (SW)	MBS182HDA-1 (MBS182HDAA) "MUNGA"	OALP: MB-OSHP-2018/2	New Prospect	Oil & Gas
8	Mumbai Offshore (SW)	MBS181HCA-1 (MBS181HCA-A) "MOTI"	OALP: MB-OSHP-2018/1	New Prospect	Oil & Gas
9	Mumbai Offshore (SW)	ST-6 (ST-A)"Pukhraj"	Mid-South Tapti PML	New Prospect	Oil & Gas
10	Mahanadi Offshore (DW)	MDW-27 (MNDW181H-A-A) "Utkal"	MN-DWHP-2018/1	New Prospect	Gas
11	Mahanadi Offshore (DW)	MDW-26 (MNDW181H-B-A) "Konark"	MN-DWHP-2018/1	New Prospect	Gas

Source: #ONGC annual report



# **Experienced Management Team**





Mr. Sanjeev Agrawal Chairman

Qualification: Masters in Commerce, Masters of Business Administration from Coca-Cola University, Atlanta, USA

Experience: Mr. Sanjeev Agrawal is one of the founder of MMG Group. Over the last 26 years, he has played an instrumental role in successfully scaling and diversifying group's business interests in various fields including Offshore vessels for complex subsea activities, Food & Beverages, Education, Hospitality and Real Estate.

#### **Board of Directors**

#### Mrs. Ruby Srivastava IRS (Retired)

#### **Independent Woman Director**

Retired Civil servant in the Government of India, with more than 35 years experience of overall experience. During her illustrious career, she had many coveted posts, including Director Finance and Chief Financial Officer of Nuclear Power Corporation of India Ltd. She was superannuated in the rank of Principal Chief Commissioner Income Tax.

#### Mr. Raghav Chandra IAS (Retired)

#### **Independent Director**

Retired Civil Servant with Government of India, superannuated to the rank of Secretary. Holds expertise in the fields of Infrastructure, Sustainability and arts at National level. His extensive experience includes Highway development and management Housing and Urban Infrastructure development, Industrial Infrastructure and Public-Private Partnerships.

#### Dr. Amarjit Chopra

#### **Independent Director**

PHD on "NPA Management in Banks-A comparison of Public & Private Sector Banks in India" Holds about 50 Yrs Industry Experience and has held key positions on the Board of Bank of Baroda and Indian Bank as a Nominee of Government of India.

Member of Standing Committee on Corporate Laws since 3 years.

#### Mr. Naveen Mohta

#### Whole Time Director

20+ Yrs in Industry Experience with Expertise in Operations & Commercials in offshore fleets

#### Mr. Subrat Das

#### Director

28 + Yrs in Finance, Accounts and Taxation & Legal, with core strength of related field.

## **Key Management**

#### Mr. Rakesh Ayri

#### **Chief Executive Officer**

40 Yrs experience in Oil & Gas Industry, ship management, sea faring and entrepreneurship.

#### Mr. Vinay Kumar Agarwal

#### **Chief Financial Officer**

25 + Yrs in Finance & Accounts financial governance and compliance, and lead new initiatives to effectively manage business objectives.

#### Mr. S. N Mohanty

#### President - Corporate Affairs, Legal & CS

30+ Yrs experience in corporate affairs, Compliance, Corporate Governance, legal, Commercial, Procurement, HR & Other areas



#### For further information, please contact:

## **Registered & Corporate Office**

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Tel: (022) 6694 1800 Fax: (022) 6694 1818

Email: contact@seamec.in Website: www.seamec.in

#### For more information

Sunil Gupta

VP- Strategy & Investor Relations

Email :- <a href="mailto:sgupta@seamec.in">sgupta@seamec.in</a>
Phone :- +91 9811347372



#### **Investor Relations Advisors:**

## **Orient Capital (a division of Link Group)**

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