

KNOWLEDGE MARINE & ENGINEERING WORKS LIMITED

Ship Builders, Repairers, Charterers and Marine Contractors CIN: L74120MH2015PLC269596

Ref: KMEW/BSE/2022-23/Reg 30/19 **Date:** 19th November, 2022

To,BSE Limited,
PhirozeJeejeebhoy Towers
Dalal Street, Fort Mumbai- 400001

Scrip Code	Symbol	ISIN
543273	KMEW	INEOCJD01011

SUB: <u>Intimation under Regulation 30 of SEBI (Listing Obligations and</u> Disclosure Requirement) Regulations, 2015 - **Investor Presentation**

Dear Sir/Madam,

Pursuant to regulation 30 of the SEBI (Listing Obligation and Disclosure Requirement) Regulations, 2015, please find enclosed herewith a copy of Investor Presentation of the Company on the Un-audited Standalone and Consolidated Financial Results for the halfyear ended 30th September, 2022.

The investor Presentation may also be accessed on the website of the Company at www.kmew.in.

You are requested to kindly take the above information on your records.

Thanking You,

Yours Faithfully, For, Knowledge Marine & Engineering Works Limited



Kanak Kewalramani Director & CFO DIN: 06678703

Encl: a/a







Knowledge Marine & Engineering Works Ltd. (BSE: 543273)





Earnings Presentation H1 FY2023

KMEW Investment Case



Key Services

- Dredging across east and west coast of India
- Conducting hydrographic surveys
- Pilotage services
- Security / Patrolling services
- Ship mooring services
- Repair, refit services of naval and merchant ships
- Providing technical solutions for maintenance and operations of vessels
- Shipbuilding

Major Customers

Domestic Contracts

- Deendayal Port Trust
- Haldia Port Trust
- Kolkata Port Trust
- Paradip Port Trust
- Vizag Port Trust
- Mangrol Fishing Harbour (by DCI)

International Contracts

 Kaladan Multi-Modal Transit Transport Project (KMTTP), Sittwe, Myanmar (by Ministry of External Affairs)

Orderbook



loyees

Revenue growth prospects with EBITDA margins of 28.6%+ on a sustainable basis

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

Revenue and cash flow predictability due to long contract tenures > 3 years

Net cash positive of Rs.14.2 crores

Return on capital employed of 79%

Prudent business model with capex investment only post contract wins





H1 FY2023 Highlights



Consolidated Financial Highlights

Operational Highlight

Total Income

Rs. 123.1 crores *Growth: 534%*

Net Profit

Rs. 23.8 crores *Margin: 19.4%*

Gross Profit

Rs. 40.0 crores *Margin: 32.5%*

Net Cash

Rs. 14.2 crores

EBITDA

Rs. 35.2 crores *Margin: 28.6%*

Total CFO

Rs. 28.7 crores
EBITDA/CFO: 123%

Dredging

Rs. 120.1 crores *Growth: 560%*

Other Ancillaries

Rs. 2.57 crores

Growth: 168%

Vessel Utilisation

100%

- H1 FY22 Dredging Completed: 1.55 million m³
- Order Book: Up by 149% on YoY basis to Rs. 209 crores as of 30 Sept 22 compared to Rs. 83.80 crores

Management Commentary



Commenting on the performance, Sujay Kewalramani, Chief Executive Officer, said:

"I am pleased to announce that the Company has delivered its best ever financial performance in H1 FY23. During the period, KMEW delivered Revenues from Operations of Rs. 122.7 Crores, which is 6x growth on a y-o-y basis. EBITDA was Rs. 35.2 Crores as compared to Rs. 7.9 Crores in H1 FY22 with EBITDA margin of 28.6%. Our Net Profit was Rs. 23.8 Crores compared to Rs. 4.5 Crores last year, which is a jump of more than 5x. KMEW has a net cash position of Rs. 14.2 Crores as on 30 September 2022 and is well positioned to fund our future growth plans. Prudent working capital management has also contributed to meaningful free cash flows that supports our strategic initiatives. KMEW continues to maintain a strong order book of Rs. 350 Crores having an average tenure of more than 3 years, of which projects worth Rs. 209 Crores are under way.

Our enhanced brand equity owing to recent project executions, adequate current asset base and our financial jurisprudence will provide us with the leverage to bid for new projects. We, at KMEW see this growth phase promising for our future. Our commitment to serve the interests of the nation and our stakeholders are our prime focus. We are excited to continue with the same trend into our next fiscal period and remain confident of delivering accelerated growth and increasing stakeholder prosperity."

Note: KMEW is planning to raise Rs. 39.6 Crores by issuing 565,000 equity shares at an issue share price of Rs. 700 on a preferential basis. The preferential issuance is subject to the shareholder approval at an extraordinary general meeting (EGM) on 9 December 2022

Successful Track Record of Delivering on Contracts



- First Dredging contract from Kolkata Port for Rs. 23 crores
- Conversion Hopper Barge River Pearl 2 into Self Propelled **Grab Dredger**
- · Commissioning of River Pearl 1 at Kolkata Port

2017

 Commissioning of River **Pearl 3 at Vizag Port** for **5 years**

 Induction of Trailing Suction Hopper **Dredger River Pearl 4** at Kolkata Port under a contract of 5 years worth Rs. 87 crores

2019

- Listing on BSE SME platform in March 2021
- International Contract from Ministry of External Affairs for dredging work at Sittwe, Myanmar
- Contact worth Rs. 9 crores for River Pearl 06 & 7 undertaking Mooring launching services
- Acquisition of RP 11 and RP 12 to deploy for dredging contacts
- Contract by Dredging Corporation of India for Mangrol Fishing Harbour for a tenure of 1 year worth 68 crores

2021

H1 2023

2015

Incorporated

2016

- First government contract from Kolkata Port for Rs. 21 crores
- Contract from Kandla Port for salvage and fabrication of new Walkway

2018

Commissioning of River Pearl 2 at Kolkata Port

2020

- Completion of 1 Million m³ of Dredging at **Kolkata Port**
- Completion of two and **half years** of deployment of River Pearl 1 and 2
- · Contract for security and patrolling of Vizag Port worth Rs. 5 crores

2022

- Establishment of **Overseas branch** at Yangon, Myanmar
- Deployment of Trailing Suction Hopper Dredger River Pearl 8 in **Myanmar**
- Deployment of River Pearl 06 & 7
- · Contract by Vizag Port for a tenure of 3 years for patrolling worth Rs. 2 crores for River Pearl 9
- Contract by **Deendayal Port** for marine service boat worth Rs.10 crores for River Pearl 10

Growth Strategies



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

National Waterways Contracts

- Indian inland waterways has a network of 111 National Waterways consisting of rivers, canals and creeks
- One the few companies who are eligible to participate in the tenders for the National Waterways Contracts

Ship Building and Ship Scrapping

- New vertical of construction of ships and other floating vessels in partnerships with shipyards
- Leverage existing relationships with key Government agencies to cater to their fleet requirements
- Plans to start new vertical of ship scrapping, and to monetise the dismantled scrap
- Exploring opportunities to make the vertical self sustainable

Fishing Harbour

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

H1 FY2023 River Pearl Updates



100% Uptime

1 2 3 4

- RP 1 and RP 2: Kolkata Port
- RP 3: Vizag Port
- **RP 4**: Kolkata Port

Constructed and Deployed



- **RP 5**: Vizag Port
- RP 06 & RP 7: Deendayal Port
- RP 8: Sittwe, Myanmar
- RP 11: Mangrol Fishing Harbour

Under Construction



- RP 9: Awarded a contract by Vizag Port for a tenure of 3 years, extendable by 2 additional years for patrolling services under International Ship and Port Facility Security Code (ISPS) compliance
- RP10: Awarded a contract by Deendayal Port for a tenure 5 years, extendable by 2 years for marine service boat
- RP 12 : Under repair for future contracts



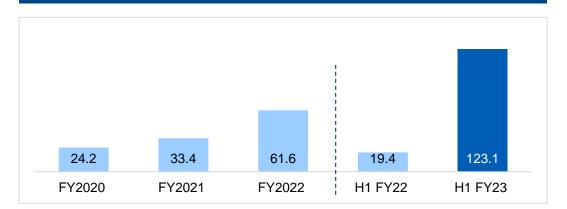


Dredging Equipment

H1 FY2023 Annual Performance Trends



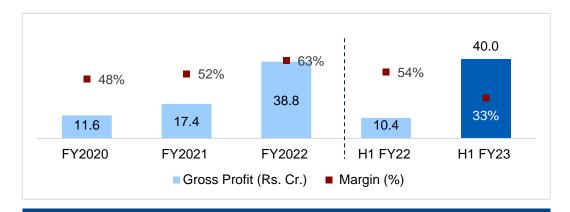




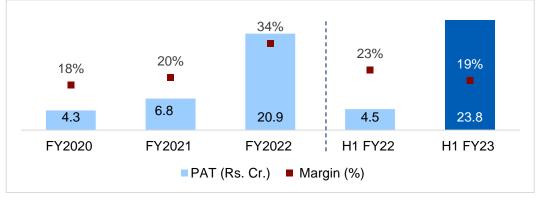
EBITDA and Margins



Gross Profit and Margins



PAT and Margins



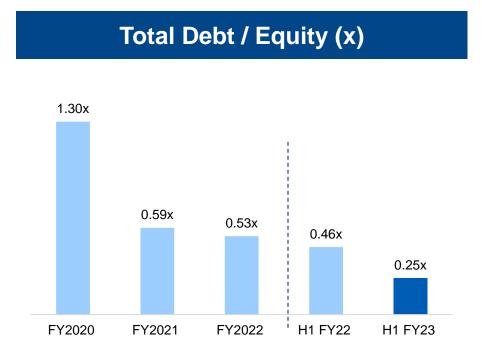
Rs. Crores

Leverage Profile



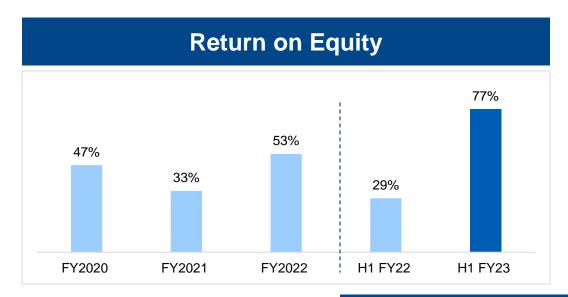
(Rs. Crores)	Sep-22	Sep-21
Short Term Debt	8.4	4.7
Long Term Debt	9.8	10.5
Total Debt	18.2	15.3
Cash and Cash Equivalents	32.4	9.7
Net Debt / (Net Cash)	(14.2)	5.6
Equity	73.6	33

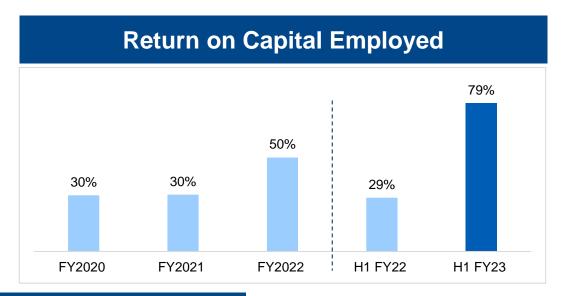
 All existing debt facilities are aligned with the contract tenure of specific fleets and KMEW typically repays the debt before completion of tenure of any contract

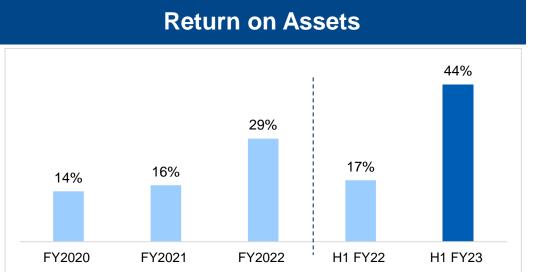


Key Return Ratios









Rs. Crores

Income Statement



(Rs. Crores)	12M FY20	12M FY21	12M FY22	H1 FY22	H1 FY23
Revenue from Operations	23.9	33.3	61.1	19.2	122.7
Other Income	0.3	0.1	0.5	0.3	0.4
Total Income	24.2	33.4	61.6	19.4	123.1
Expenses					
Cost of Operating Expenses	12.6	16.0	22.8	9.0	83.1
Employee Benefit Expenses	1.6	2.0	2.7	1.1	1.8
Finance Cost	1.1	1.7	2.5	0.8	0.9
Depreciation and Amortisation Expenses	1.5	2.1	2.4	1.1	2.1
Other Expenses	2.0	2.2	3.2	1.4	3.0
Total Expenses	18.9	23.9	33.6	13.4	90.9
Total Profit / (Loss) before Exceptional item and Tax	5.3	9.5	28.0	6.0	32.2
Exceptional Item	0.0	0.0	0.0	0.0	0.0
Total Profit / (Loss) before Tax	5.3	9.5	28.0	6.0	32.2
Net Current Tax Expenses	1.1	2.6	7.1	1.5	8.4
Total Profit / (Loss) after Tax	4.3	6.8	20.9	4.5	23.8

Balance Sheet



Liabilities	H1 FY22	H1 FY23	Assets	H1 FY22	H1 FY23
Equity and Liabilities Equity			Assets Non-Current Assets		
Equity share capital	10.2	10.2	Tangible assets	26.7	50.6
Other Equity	20.9	60.7	Intangible assets	0.0	0.0
Non-controlling interest	2.3	2.6	Capital work-in-progress	6.6	13.6
The second secon			Investments	0.3	6.7
Total Equity	33.5	73.6	Total Non - Current Assets	33.5	70.8
Non-Current Liabilities			Current Assets		
Borrowing	10.5	9.8	Inventories	0.4	0.5
Deferred tax liabilities (Net)	2.3	3.7	Financial assets	0.1	0.0
Long term Provisions	0.0	0.0	Trade receivables	3.4	11.7
Long term i Tovisions	0.0	0.0	Cash and cash equivalents	9.7	28.9
Total Non Current Liabilities	12.8	13.5	Short-term loans and advances	0.0	0.0
			Other current assets	7.4	11.0
Current liabilities					
Borrowings	4.7	8.4			
Trade payables	0.7	17.3			
Other current liabilities	0.3	1.6			
Provisions	2.5	8.4			
Total Current Liabilities	8.2	35.7	Total Current Assets	21.0	52.1
Total Equity & Liabilities	54.5	122.9	Total Assets	54.5	122.9

Rs. Crores

Dredging Services Overview



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

Excavation of the material from the sea/riverbed



Transportation of the loosened material using dredger



Deposition of dredged material to spoil area

3

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

- Kolkata Port
- Haldia Port

Dredging Marine Assets: Project Overview



	Customers	Location	Geography	Service	Value	Tenure (Years)
	Kolkata Port Trust	West Bengal (East Coast)	Domestic	Maintenance Dredging	Rs. 23 crores Rs. 87 crores	5 5
Water of benefiting	Ministry of External Affairs, Myanmar	Myanmar (East Coast)	International	Capital Dredging	Rs. 118 crores*	2.5+2
	Dredging Corporation of India	Mangrol Fishing Harbour (West Coast)	Domestic	Capital Dredging/ Fishing Harbour	Rs. 67.9 crores	1





^{*(}Contact value is expected to increase due to variation in awarded quantity)

Myanmar Project Highlights



Project Overview	
Description	Dredging and providing maintenance on Access Channel and Port basin at Sittwe Port, Myanmar and Kaladan River for Shipping and Navigation in KMTTP, Myanmar
Total Contract Size	Rs. 118 Crores (Contact value is expected to increase due to variation in awarded quantity)
Project Commencement	January 2022
Project Tenure	Capital Dredging upto January 2023 Maintenance Dredging for 2 years starting January 2023
Project Partner	KMEW (Lead Partner) and Sahara Dredging
Deployed Vessel	River Pearl 8

Strategic Importance of Sittwe Port, Myanmar for India

- Situated at the mouth of Kaladan river and is financed by India as a part of the Kaladan Multi-Modal Transit Transport Project, which is a collaboration between India and Myanmar
- Deep underwater port on the Bay of Bengal and will enhance the transport infrastructure between southwestern Myanmar and north-eastern India
- Goods can be transported from Kolkata to Sittwe port and then to Mizoram
- Provides an alternative route to North-East India with the rest of the country and minimize use of narrow Siliguri corridor thereby shortening the travel time by 75%
- The port is of geo-strategic importance from defense point of view and national security for India

Dredging Marine Assets: Constructed and Deployed



Vessel	Description	Vessel Speed (Knots)	Gross / Net Vessel Tonnage	Year Built / Builder	Dimension (L x B x D) mts	Loaded Draft (mts)	Engine Make	BHP/RPM
River Pearl 2	Grab Hopper Dredger at Kolkata Port	6	622 / 201	2016 Dhanotra Engg Works	51.0 x 12.0 x 3.6	3.1	Cummins	325 x 2
River Pearl 4	Trailing Suction Hopper Dredger 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
River Pearl 8	Trailing Suction Hopper Dredger at Sittwe Port, Myanmar	12	2,326 / 698	2004 Cochin Shipyard	69.9 x 14.6 x5.4	4.6	Catterpillar	1,000 x 2 / 2,200
River Pearl 11	Self Propelled Hopper deployed at Mangrol port	8	613 / 184	2017	48.6 x 13.0 x 2.75	2.75	Cummins KT-1150	450 x 2 / 1800 x 2

Dredging Marine Assets: Under Repair



River Pearl 12





Description	Backhoe Dredger
Year of Build	2010
Dimension (Length x Breadth X Depth)	36 x 11 x 2.5 Meters
Loaded Draft	1.7 Metre
Gross / Net Vessel Tonnage	238 / 77

Dredging Industry Dynamics



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

Port Ancillary Services: Overview



Hydrographic	
survey	

 The science of measurement and description of features which affect maritime navigation, marine construction, dredging, offshore oil exploration/offshore oil drilling and related activities

Repair and Refit

- Provides repair, refit and maintenance services
- Caters to predominantly naval and merchant ships
- Includes routine maintenance, repair and surveys to major steel renewal, engine replacement, total machinery overhaul and extensive damage repair

Pilotage services

 Providing on-board assistance to the captains of ships and other seaborne vessels to help them enter and leave the port and with any other manoeuvres within the port waters thereby ensuring their safety

Technical Solutions

 Provides technical solutions related to maintenance and operations of vessels

Patrolling services

 Patrolling patrol service at a coastal area for security, observation and defense

Shipbuilding

- Involves the building of large sea-going vessels, usually of steel although other materials can also be used, including wood and composites
- Shipbuilding and ship repairs, both commercial and military, are referred to as "naval engineering"

Ship Mooring

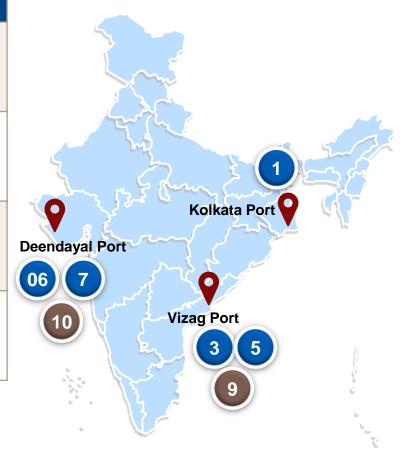
- A procedure to anchor the ship to a fixed or floating element and keep it connected during loading or unloading operations
- Safe mooring must withstand several forces, such as wind, the current, the tide and waves

Critical services to support core port activity

Port Ancillary Services: Project Overview



Customers	Location	Geography	Service	Value	Tenure (Years)
Kolkata Port Trust	West Bengal (East Coast)	Domestic	Survey and Pilotage	Rs. 21 crores	7
Vizag Port Trust	Andhra Pradesh (East Coast)	Domestic	Pilotage Services and Patrolling Speed Boat	Rs. 5 crores Rs. 5 crores Rs. 2 crores	5 5 3+2
Deendayal Port Trust	Gujarat (West Coast)	Domestic	Mooring Launches	Rs. 9 crores	5+2
Deendayal Port Trust	Gujarat (West Coast)	Domestic	Service Boat	Rs. 10 crores	5+2



- Operational Asset
- # Under Construction Asset

Port Ancillary Crafts: Constructed and Deployed



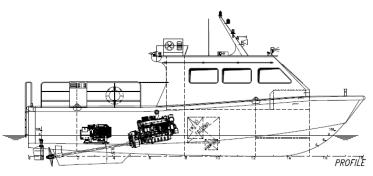
Vessel	Description	Vessel Speed (Knots)	Gross / Net Vessel Tonnage	Year Built / Builder	Dimension (L x B x D) mts	Loaded Draft (mts)	Engine Make	BHP/RPM
River Pearl 1	Survey-cum-pilot boat at Kolkata	12	113 / 34	2017 Katale Shipyard	24.5 x 5.5 x 3.0	1.3	Cummins	600 x 2
River Pearl 3	Pilot Boat at Vizag Port	14	35 / 10	2019 Wadia Shipbuilders	15.6 x 4.2 x 2.3	1.3	Scania	350 x 2 / 2,300
River Pearl 5	Fast Patrol Boat for Coastal & Port Security at Vizag Port	20	33 / 10	2021 Synergy Shipbuilders	14.8 x 4.4 x 2.2	0.9	Cummins	455 x 2 / 2,100
River Pearl 06	Mooring Launches 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
River Pearl 7	Mooring Launches 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

Port Ancillary Crafts: Assets Under Construction



River Pearl 9

Speed Patrol Boat for Coastal & Port Security to be deployed at Vizag Port



Description	Speed Patrol Boat
Expected Completion / Builder	Dec 2022 / Synergy Shipyard, Goa
Dimension (Length x Breadth X Depth)	13.1 x 3.8 x 1.9 Meters
Loaded Draft	1 Metre
Vessel Speed	15 Knots
Main Engine Make	Weichai
BHP / RPM	326 x 2

River Pearl 10

Service Boat for various marine services to be deployed at Deendayal Port Trust



Description	Service Boat
Expected Completion / Builder	Dec 2022 / Synergy Shipyard, Goa
Dimension (Length x Breadth X Depth)	21.0 x 7.2 x3.0
Loaded Draft	2.4
Vessel Speed	11 Knots
Main Engine Make	Cummins

Board of Directors





Saurabh Daswani Managing Director





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Ashish M Mohandas Independent Director



Kanak Kewalramani Whole Time Director and CFO



C

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Sandeep Zaveri Independent Director



Jagat Jiban Biswas
Non Executive Director

Au

Audit Committee



Nomination & Remuneration Committee



Stakeholder Relationship Committee



Indicates Chairman of the Committee

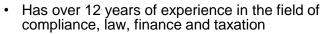
Key Management Team





- Responsible for overall management of the organization with over 6 years of experience
- Area of expertise include budgeting and cost control
- Commerce Graduate from Gujarat University and also an Inter CA and CS and a Post Graduate Diploma in Business Administration from Symbiosis

Saurabh Daswani Managing Director



- Qualified Company Secretary from the Institute of Company Secretaries of India
- A Bachelorette from State Law College, Bhopal (MP) and Post Graduate Diploma in Business Administration from Symbiosis

Kanak Kewalramani Whole Time Director and CFO



- Over 15 years of experience in ship building, repairing, marine and dredging industry
- Prior experiences include L&T Shipbuilding, Mercator and Adani Ports
- Masters and Bachelors in Naval Architecture and Marine Engg. from University of New Orleans

Sujay Kewalramani
Chief Executive Officer



- Over 12 years of experience in the field of dredging at various major ports of India
- Track record of executing contracts over Rs. 1,000 crores in last 12 years
- Masters and Bachelors in Marine Mechanical Engg. from University of New Orleans

Dinesh KewalramaniChief Operations Officer



- Over 7 years of experience in the field of ship building, repairing, refitting, testing, docking and dock-planning of marine craft
- Bachelors in Mechanical Engg. from Indus Engineering of Technology and Engg., Ahmedabad

Pinkesh Kewalramani Chief Technical Officer



- Over 2.5 years of experience in the field of corporate and allied laws
- Qualified Company Secretary from the Institute of Company Secretaries of India
- Bachelors in Commerce (Hon's) from Calcutta University and also an Inter CA

Ritika Sharma
CS and Compliance Officer

Disclaimer



This presentation contains statements that contain "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Knowledge Marine & Engineering Works Limited ("KMEW" or the Company) future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Knowledge Marine & Engineering Works Limited undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

For further information, please

Knowledge Marine & Engineering Works Limited

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Director & CFO Churchgate Partners

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