



Knowledge Marine & Engineering Works Ltd.

Investor Presentation

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Highlights of Order Book



Order Book Overview as on Date



| Customer Name | Asset Deployed | Duration of Contract | Awarded Contract Value (Rs. In Crores) | Balance Contract Value (Rs. In Crores) | Contract Start Date |
|---|---|----------------------|--|--|---|
| Vishakhapatnam Port Trust | Speed Patrol Boat | 5 Years | 3.40 | 1.75 | 24/03/2024 |
| Vishakhapatnam Port Trust | Speed Patrol Boat | 5 Years | 5.00 | 1.40 | 05/02/2022 |
| Deendayal Port Trust | Mooring Launches | 5 years | 9.12 | 2.27 | 14/12/2021 |
| Vishakhapatnam Port Trust | Speed Patrol Boat | 3 years | 1.87 | 0.19 | 03/01/2023 |
| Deendayal Port Trust | Service Boat | 5 years | 9.59 | 5.06 | 05/05/2023 |
| RKEC Projects Limited | Hopper Barge, Backhoe Dredger, & Grab Dredger | 2 Years | 39.90 | 39.90 | Expected to start post monsoon i.e. October, 2025 |
| Construction Major, Bahrain | Trailing Suction Hopper Dredger | 5 years | 83.00 | 60.52 | 01/03/2024 |
| EPC Major, Bahrain | Trailing Suction Hopper Dredger | 5 years | 66.37 | 56.37 | 01/03/2024 |
| Road and Bridge, Bahrain | Trailing Suction Hopper Dredger | 5 years | 41.51 | 41.51 | 01/03/2024 |
| Other Local Construction Companies, Bahrain | Trailing Suction Hopper Dredger | 5 years | 259.03 | 216.75 | 01/03/2024 |
| Paradip Port Trust | Speed Patrol Boat | 5 Years | 5.03 | 4.30 | 25/12/2024 |

| | |
|--|---|
| | On Hold as TSHD from Bahrain currently deployed in India for Gogha and Pondicherry Project. |
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Dredging Contracts

15

Strategic dredger assets

12

Port Ancillary Contracts

25

Robust port ancillary assets

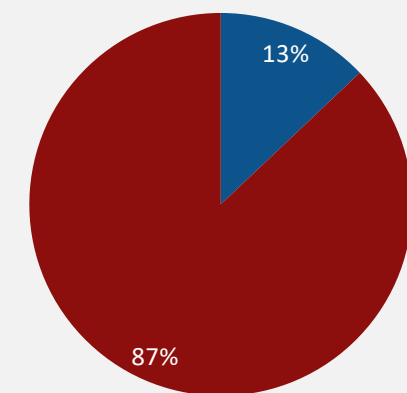
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Shipbuilding Contracts

Order Book Overview as on date (Cont...)



| Employer Details | Asset Deployed | Duration of Contract | Awarded Contract Value (Rs. In Crores) | Balance Contract Value (Rs. In Crores) | Contract Start Date |
|-------------------------------------|--|----------------------|--|--|--------------------------------------|
| Mumbai Port Authority | 15 Ton Bollard Pull Tugs | 7 Years | 34.49 | 33.06 | 31/05/2025 |
| Inland Waterways Authority of India | Cutter Suction Dredgers, Work Boats, Survey Boat | 3 yeas | 83.10 | 50.87 | 22/04/2024 |
| Inland Waterways Authority of India | Cutter Suction Dredgers, Work Boats, Survey Boat | 3 yeas | 62.00 | 43.64 | 15/10/2024 |
| Tuticorin Port | Speed Patrol Boat | 5 Years | 4.96 | 4.80 | 16/07/2025 |
| New Mangalore Port Authority | Speed Patrol Boat | 5 Years | 9.69 | 9.69 | Expected to start from November 2025 |
| Mumbai Port Authority | 1 No. Speed Patrol Boat, 1 No. VIP Speed Patrol Boat | 7 years | 16.33 | 16.33 | Expected to start from May 2025 |
| Dredging Corporation of India | Hopper Barge, Backhoe/Grab Dredger, Multicat Boat | 3 yeas | 15.06 | 13.25 | 22/10/2024 |
| Inland Waterways Authority of India | 3 Nos. Cutter Suction Dredgers, 3 Nos. Work Boats | 3 yeas | 124.94 | 105.29 | February, 2025 |
| Dredging Corporation of India | 1 No. Cutter Suction Dredger, 1 No. Work Boats | 3 yeas | 33.5 | 30.2 | Expected to start from October, 2025 |
| V.O. Chidambranar Port | 1 No. 60 Ton Bollard Pull Tug | 7 Years | 81.6 | 81.6 | Expected to start from May, 2026 |
| Dredging Corporation of India | 1 No. TSHD | 1 Year | 41.1 | 40.82 | Expected to start from Feb 2025 |
| Dredging Corporation of India | 1 No. Survey Boat | 3 Years | 10.77 | 10.34 | 04/07/2025 |

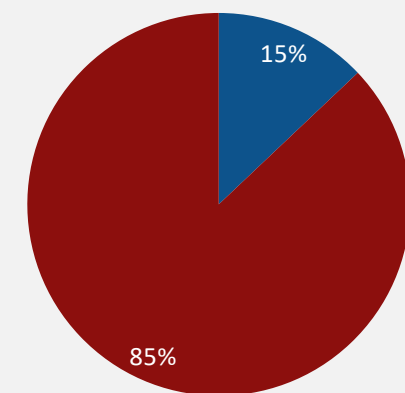


Completed Projects Balance Contract

Order Book Overview as on date (Cont...)



| Employer Details | Asset Deployed | Duration of Contract | Awarded Contract Value (Rs. In Crores) | Balance Contract Value (Rs. In Crores) | Contract Start Date |
|-------------------------------------|---------------------|----------------------|--|--|--|
| Inland Waterways Authority of India | Ship Building | 24 Months | 68.38 | 68.38 | 06/08/2027 |
| Dredging Corporation of India | Grab Hopper Dredger | 4 months | 6.14 | 6.14 | 10/09/2025 |
| Dredging Corporation of India | 1 No. TSHD | 3 months | 24.00 | 24.00 | 12/09/2025 |
| Deendayal Port Authority | 1 No. TSHD | 12 months | 40.33 | 40.33 | Expected to start from September, 2025 |
| TOTAL | | | 1180.26 | 1008.70 | |



Completed Projects Balance Contract

Orders in Pipeline



| Customer Name | Brief Particulars of Contract | Asset to be deployed | Duration of Contract | Estimated Value of the Contract (Rs. In Crores) | Status |
|--------------------------------------|---|---------------------------------|----------------------|---|---------------------------------|
| Dredging Orders in Pipeline | | | | | |
| Syama Prasad Mookerjee Port | Maintenance Dredging in the shipping Channel leading to Kolkata Dock System of Syama Prasad Mookerjee Port, Kolkata | Trailing Suction Hopper Dredger | 7 Years | 554.00 | Technical Evaluation in Process |
| New Mangalore Port | Maintenance Dredging | Trailing Suction Hopper Dredger | 1 Year | 70.00 | Bid submission in process |
| Mumbai Port | Capital Dredging | Backhoe and Barges | 1 Year | 90.00 | Bid preparation in process |
| JNPT (DCI) | Capital Dredging | Backhoe and Barges | 6 Months | 57.00 | Bid preparation in process |
| Deendayal Port Authority | Capital Dredging | TSHD | 1 Year | 300.00 | Bid preparation in process |
| Green Tugs Orders in Pipeline | | | | | |
| Jawaharlal Nehru Port Authority | Chartering of Green Tug (Green Tug Transition Programme Compliant) -02 Nos. 60 Ton BP Capacity New Battery Electric Tug | Green Tug | 15 Years | 816.00 | Bid submission in process |
| VOC Port Authority | Hiring of 1 No. 60t Bollard Pull Capacity Gtpp (Green Tug Transition Programme) Compliant battery Electric Green Tug | Green Tug | 15 Years | 367.09 | Technical Evaluation in process |
| Visakhapatnam Port Authority | Chartering of "Manning, operation, Maintenance and Complete Technical Management of Contractor Owned 01 nos. ASTDS-GTTP Tug | Green Tug | 15 Years | 367.09 | Bid submission in process |

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Dredging Orders in Pipeline

1071.00 Crs.

Value of Dredging Orders in Pipeline

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Green Tugs Orders in Pipeline

1550.18 Crs.

Value of Green Tugs Order in Pipeline

Orders in Pipeline (Cont...)



| Customer Name | Brief Particulars of Contract | Asset to be deployed | Duration of Contract | Estimated Value of the Contract (Rs. In Crores) | Status |
|--|---|----------------------|----------------------|---|---------------------------------|
| Port Ancillary Orders in Pipeline | | | | | |
| Deendayal Port Authority | Providing 4 Nos. ASTDS 60T BP Tugs at Tuna Tekra | 4 Nos. Tugs | 10 Years | 498.03 | Technical Evaluation in Process |
| Mormugao Port Authority | Supply, Manning, Operation And Maintenance Of One (01) Number Security Launch | Security Launch | 10 Year | 13.19 | Technical Evaluation in Process |
| Deendayal Port Authority | Hiring 01 no. of Patrolling Boat with Manning & Maintenance for Security Patrolling of Kandla OTB | Security Launch | 7 Years | 15.97 | Technical Evaluation in Process |
| New Mangalore Port Authority | Hiring of 1 No. RSV Type IV Security Patrol Boat | Security Launch | 5 Years | 8.76 | Technical Evaluation in Process |
| Shipbuilding Orders in Pipeline | | | | | |
| Inland Waterways Authority of India | Procurement of Amphibian Dredger | Ship building | 2 Years | 88.00 | Bid submission in process |
| Inland Waterways Authority of India | Procurement of Cutter Suction Dredgers & Ancillary Units (Work Boats + Accommodation Boats) | Ship building | 2 Years | 155.00 | Technical Evaluation in process |
| Inland Waterways Authority of India | Construction of 50 Pax hybrid electric passenger ferry | Ship building | 6 Months | 16.00 | Bid submission in process |
| Inland Waterways Authority of India | Construction of 10 Nos. 20 Pax hybrid electric passenger ferry | Ship building | 6 Months | 28.50 | Bid submission in process |
| Inland Waterways Authority of India | Construction of 3 Nos. Tugs and 6 Nos. Barges | Ship building | 2 Years | 62.00 | Bid preparation in process |
| TOTAL ORDERS IN PIPELINE | | | | 3,506.63 | |

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Port Ancillary Orders in Pipeline

535.95 Crs.

Port Ancillary Orders in Pipeline

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Shipbuilding Orders in Pipeline

349.50 Crs.

Value of Shipbuilding Orders in Pipeline

Future Growth Enablers



Future Projections



- KMEW has achieved a turnover of Rs. 200.70 Crores in FY 2024-2025 with an EBITDA Margins of 38.96% and PAT Margins of 23%.
- KMEW has achieved a turnover of Rs. 48.47 Crores in 1st Quarter of FY 2025-2026 with an EBITDA Margins of 41.13% and PAT Margins of 22%.
- KMEW has a strong track record on bid winning rate and expects to convert more than 50% of the bids in pipeline.
- With the Orders in Hand and Orders in Pipeline KMEW expects to achieve the minimum growth of 30-35% on year-on-year basis with minimum EBITDA Margins of 35-40% and PAT Margins of 20-25%.
- KMEW is planning to carry out a CAPEX of 600 plus Crores in the next two to three years for the recently awarded orders and the upcoming orders.



KMEW GROUP

Where Business is Passion

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