



**KMEW GROUP**  
Where Business is Passion

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# KNOWLEDGE MARINE & ENGINEERING WORKS LTD.

INVESTOR  
PRESENTATION  
For the FY 2025

# Safe Harbor



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# CEO's Insights & Reflections

As Knowledge Marine & Engineering Works Limited enters its 10th year, I am proud to reflect on how far we've come—and even more excited about where we are headed. FY 2025 was a defining year for us, marked by strong financial performance, asset and order driven strategic expansion that sets the stage for our next phase of growth.

We achieved a robust EBITDA margin of 42%, underscoring our operational efficiency and focused execution. Excellent PAT Margins of 27.31% which shows efficiency of Company's management in effective cost management against our peers. Our revenue surged by 23% year-over-year, reflecting the strength of our core services and increasing market confidence in our capabilities.

We successfully transitioned our subsidiaries into wholly owned entities, streamlining operations and enhancing value creation. A major highlight was the strategic acquisition of Kamal Marine & Engineering Works Private Limited, marking our formal entry into the shipbuilding and ship repair segment. This move diversifies our portfolio, opens new revenue streams, and enables us to serve a broader customer base, including the retail sector.

As we step into our 10th year of operations, we remain committed to scaling new heights with innovation, discipline, and a long-term vision. The journey so far has been both rewarding and transformative, and we are confident in our ability to continue delivering sustainable value to all our stakeholders.



**23%**  
Revenue Surged



**28%**  
PAT margin



**42%**  
EBITDA Margin

# Key Achievements

Achieved a remarkable milestone by Scaled up vessel size from 16 to 40, more than doubling our potential, a bold move towards higher capacity and unlocks greater efficiency.

1

KMEW, established a new entrance in Paradip, Tuticorin, New Mangalore, Mumbai, Patna, Jharkhand and Assam and thus reinforcing its strong presence across the nation's maritime landscape.

3

Disrupted market monopoly by securing a 60T Bollard Pull Tug, marking KMEW's strategic entry into the high-capacity tug segment.

5

Venturing into Shipbuilding and ship repairing business to Broaden the Business Scope

7

KMEW operates as a sole executor for its projects, without reliance on joint ventures or consortiums - demonstrating self-sufficiency, technical capability, and end-to-end execution strength.

9

An order-driven year marked by the successful acquisition of 11 high-value contracts totaling Rs. 43,832 Lakhs, fueling strong growth momentum.

2

Significantly expanded and diversified our dredging equipment portfolio, driving remarkable growth and strengthening our industry leadership.

4

Achieved seamless migration from BSE-SME to the Main Board of BSE and NSE, enhancing market presence and investor reach

6

Expanded asset base to Rs. 209.44 Cr, reflecting robust growth and continued investment in long-term value creation.

8

Achieved a market capitalization of Rs. 2,000 Crores, reflecting strong investor confidence and sustained growth.

10





# Entering a New Decade of Opportunity and Value Creation

Over the past decade, Knowledge Marine & Engineering Works Limited has grown from a small ship repair unit with a net worth of Rs. 1 lakh to a company with a net worth of Rs. 200 crore, One single small asset to 40 dredging and ancillary assets, 20 employees to 450 Plus employees today.

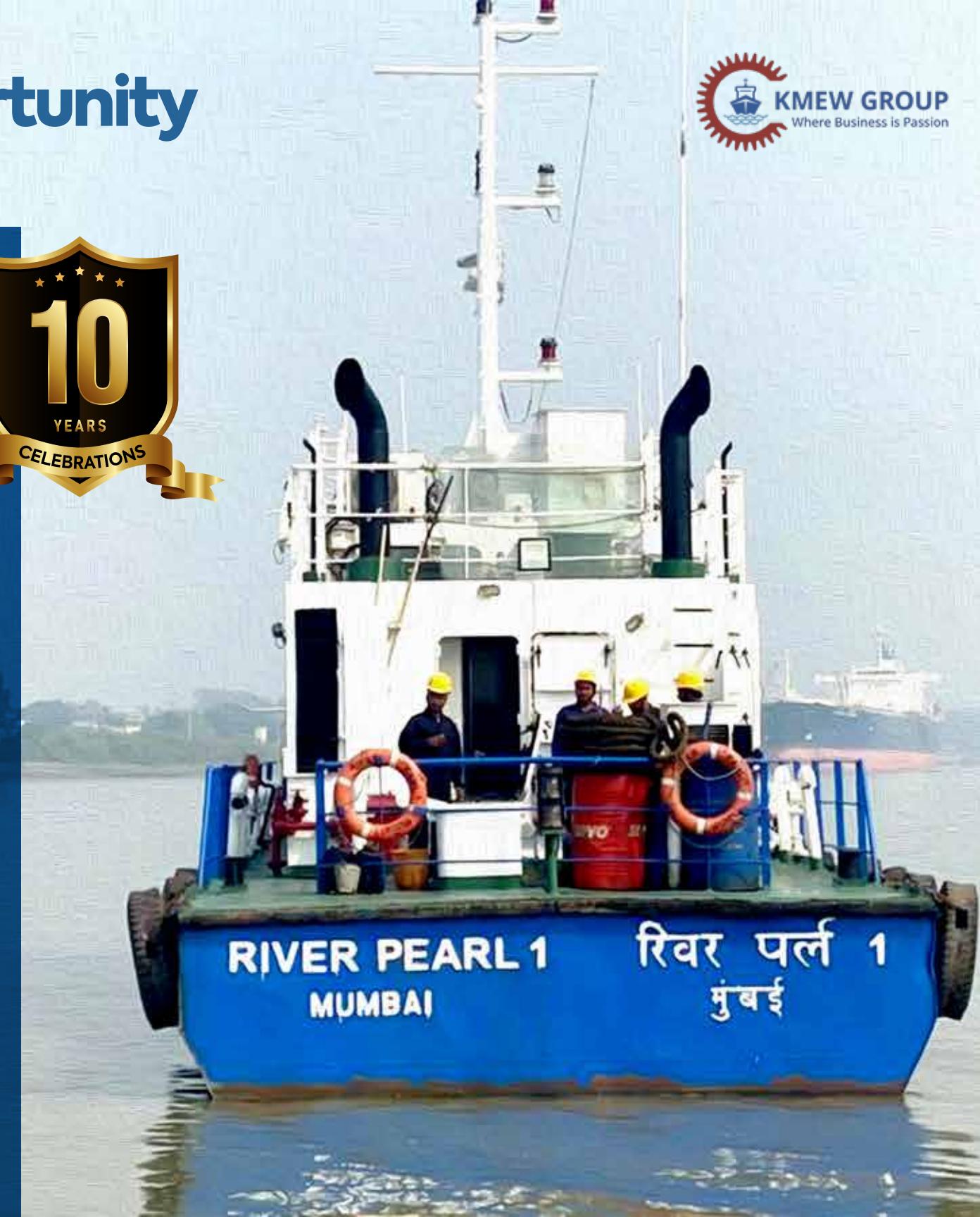
A journey has been started with an idea and vision to make KMEW as a global player in the field of marine services.

Started working with one port with a private client and today KMEW has established itself as a reliable player in marine infrastructure with a solid portfolio of dredging, port and engineering projects and owning and chartering of ancillary crafts and is working in various major ports, Government and PSUs.

The journey was not easy but due to strong management foresight, ideas and passion for business, KMEW could joint venture with existing players and today stands as a sole player with 1000 plus crores of order book and 40 versatile marine crafts.

Today, KMEW stands as a trusted and established name in the dredging and port services sector, backed by a strong track record, steady growth, a sustainable business model, healthy profit margins, and a reputation for delivering projects with precision and excellence.

KMEW is ready to take on new challenges, continuing to perform strongly and build its reputation as a reliable name in marine infrastructure. With a strong track record in dredging, port services, and engineering projects, the company focuses on adding value through innovation, new ideas, and wider scope.





# Entering into Ship Building

Navigating New Horizons:  
KMEW's Expansion into Shipbuilding and ship repairing

01

## Diversification of Revenue Streams:

Entering the shipbuilding sector allows KMEW to diversify its revenue streams, reducing dependency on ship building and dry docking of ships.

02

## Enhanced Market Positioning:

By this acquisition, KMEW is all poised up for in house ship building of ancillary crafts which will ultimately reduce the capex cost and improve the margins further.

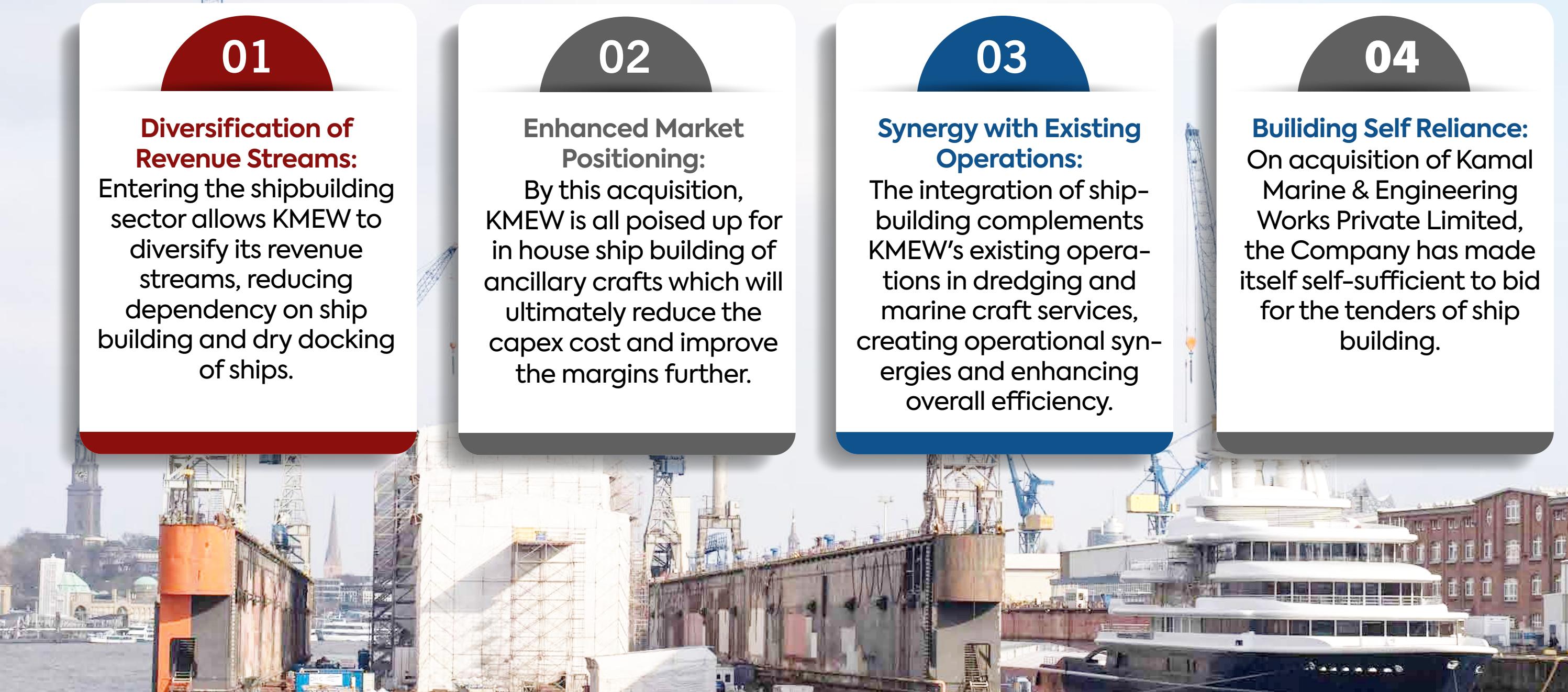
03

## Synergy with Existing Operations:

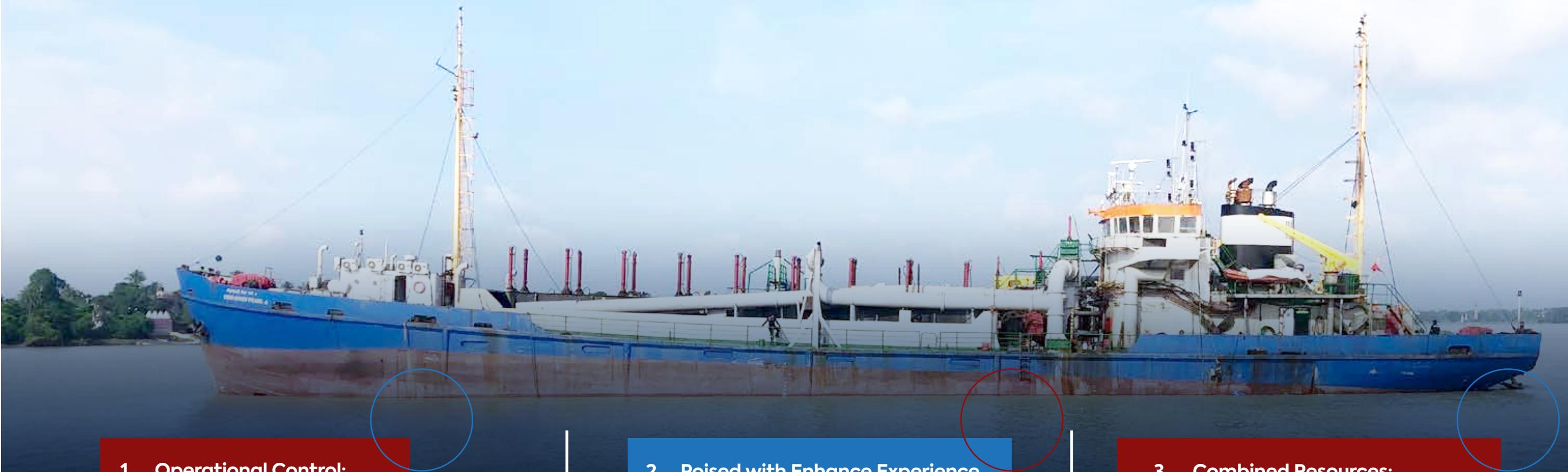
The integration of ship-building complements KMEW's existing operations in dredging and marine craft services, creating operational synergies and enhancing overall efficiency.

04

**Builidng Self Reliance:**  
On acquisition of Kamal Marine & Engineering Works Private Limited, the Company has made itself self-sufficient to bid for the tenders of ship building.



# Strategic Acquisition



## 1. Operational Control:

Acquiring full ownership of our subsidiaries allows for streamlined decision-making and the alignment of operations with our long-term strategic objectives. With these acquisitions KMEW is all ready to bid for the works with high values and experience.

## 2. Poised with Enhanced Experience

KMEW will get additional experience of dredging works by acquisition of shares in IPDPL and KIPPL. This will enable company to participate in higher value tenders.

## 3. Combined Resources:

On acquisition KMEW will be in a position to merge assets, expertise, and work experience. This integration also lowers operational costs.

# Future Growth Enablers

Bidding for only contracts with a target of minimum 35% EBITDA margins

The company has expressed interest in projects worth ~**Rs 2,000 cr**

Participated in various Ship Building Projects

Diversified Portfolio of Dredging Assets

Self Sufficient to Execute Dredging Contracts which requires versatile dredging equipment



# Order Book Overview as on Date (1/2)

(Rs. In Lakhs)



Customer Name	Nature of contract	Duration of Contract	Awarded Contract Value (Rs. In Lakhs)	Contract Start Date	Balance Contract Value As on May 30, 2025 (Rs. In Lakhs)
Vishakhapatnam Port Trust	Supply, manning, operation and maintenance of 1 no. pilot launch with steel hull on hire basis	3 years	344.92	December 7, 2023	197.44
Vishakhapatnam Port Trust	Supply, manning, operation and maintenance of one speed patrol boat on hire basis	5 years*	500.94	February 11, 2021	168.48
Deendayal Port Trust (erstwhile Kandla Port)	Hiring of 2 nos. steel hull mooring launches, crew and mooring gang in Vadinar	5 years	912.46	May 21, 2021	280.50
Vishakhapatnam Port Trust	Supply, manning and operation of high-speed patrol boat with 15 knots speed on hire basis	3 years	186.42	January 21, 2022	36.29
Deendayal Port Trust (erstwhile Kandla Port)	Hiring of service boat in Vadinar	5 years	959.13	January 27, 2022	561.64
RKEC Projects Limited	Development of fishery harbour in Gir, Somnath	2 years	3,985.00	March 17, 2023	3,770.20
Myanmar Port Authority	Dredging and channel improvement of Yangon river	1 year	4,074.00	May 23, 2024	407.40
Sand Mining, Bahrain	Supply of dredged marine sand in Bahrain	5 years	44,993.00	August 13, 2023	35,416.80
Paradip Port Trust	Supply of 1 no. 20 knots speed patrol boat along with manning crew on hire	5 years	502.14	November 14, 2023	491.83
Mumbai Port Authority	Hiring of two dock tugs	7 years	3,449.19	November 28, 2023	3,449.19
Inland Waterways Authority of India	Procurement for Fairway Maintenance of a 146 kilometre stretch of National Waterways - 1 (River Ganga)	3 years	8,310.05	March 8, 2024	6,221.11
Dredging Corporation of India Limited	Chartering of the Trailing Suction Hopper Dredger ("TSHD")	1 years	4845.55	February 04, 2025	4817.44



# Order Book Overview as on Date (2/2)

(Rs. In Lakhs)



Customer Name	Nature of contract	Duration of Contract	Awarded Contract Value	Contract Start Date	Balance Contract Value As on May 30, 2025
Inland Waterways Authority of India	Procurement for fairway maintenance on quantity based of a 74 km for National Waterways - 1 (Barh - Digha)	3 years	6,198.63	May 9, 2024	5,083.19
V.O. Chidambrar Port (erstwhile Tuticorin Port)	Supply, manning, operation and maintenance of one number of High Speed Patrol Boat (HSPB) of 20 knots speed or more on hire basis	5 years	496.65	June 12, 2024	496.65
New Manglore Port Authority	Hiring of 1 No. RSV Type IV Security Patrol Boat of Speed not less than 25 knots for a period of 5 Years	5 years	969.51	August 16, 2024	969.51
Mumbai Port Authority	Tender for hiring two patrol boats for 07 years	7 years	1,633.00	September 19, 2024	1,633.00
Dredging Corporation of India Limited	Dredging in alongside cargo berths, oil jetties and other shallow areas of a port by deploying Self Propelled Grab/Grab Hopper/Backhoe and/or hopper barges/tugs and salvaging of scrap and disposal of dredged material /scrap at designated yard/ dumping ground	3 years	1,506.48	October 1, 2024	1,364.85
Inland Waterways Authority of India	Procurement for fairway maintenance of Sultanganj – Mahendrapur (74 Km) & Mahendrapur–Barh (71 Km) stretches of National Waterway–1 (River Ganga)	3 years	12,494.00	October 25, 2024	10,584.11
Dredging Corporation of India Limited	Development & Maintenance of fairway width of 32 m and depth of 2.0 m for 6 months in each year in Barak River from Bhanga to Badarpur (10.5kms) by undertaking required dredging, bandalling, channel marking, river training etc. to ensure safe navigation of vessels	3 years	3,350.00	November 7, 2024	3,015.00
V.O. Chidambrar Port (erstwhile Tuticorin Port)	Supply, manning, operation and maintenance of 1 no 60T Bollard Pull and above highly manoeuvrable ASD tug to be built as per the ASTDS standard on hire basis	7 years	8,156.29	December 5, 2024	8,156.29
Dredging Corporation of India Ltd.	Conducting single beam & multi beam surveys	3 years	1077.04	Yet to start	1077.04
Total			1,08,944.40		88,197.96



# Tonnage Tax Scheme: A Game-Changer for KMEW

With the introduction Clause 226 of Income Tax Bill, 2025, the Inland Vessels are also included in Tax Tonnage Scheme (TTS). Thus, KMEW is now eligible for opt for this TTS.

Under tonnage tax scheme, Slab rates have been provided on the basis of Net Tonnage Blanket and Daily Income Rate as per Section 115VG of the Income Tax Act, 1961.

## Example:

As per this scheme, the tax is required to be paid on Deemed income and not on Actual Income. Suppose there is a qualifying ship having a net tonnage of 1,500 tons and operated 300 days a year.

In which case the deemed income per day :

First 1,000 tons = Rs. 70 per 100 tons = Rs. 700

Next 500 tons = Rs. 53 per 100 tons = Rs. 265

Total per day = Rs. 965

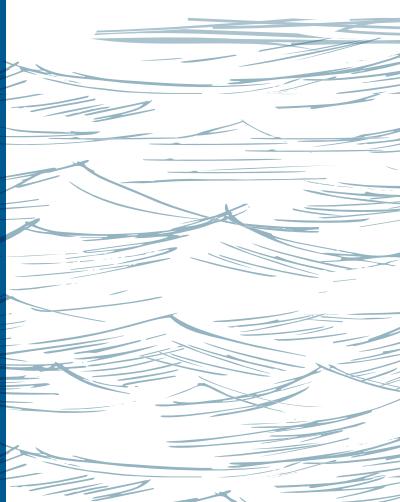
Annual income =  $Rs.965 \times 300 = Rs. 2.89$  lakh.

This deemed income of Rs. 2.89 lakh is taxed, not actual profits



## Conditions for opting TTS:

- Once opted the TTS Scheme, it shall remain in force for a period of 10 years
- If opt out or defaults in provisions of TTS Scheme, barred from re-entering the scheme for the next 10 years.
- 20% of Book Profit from the Business must be transferred Tonnage Tax Reserve Account.
- Such Profit must be utilized within 8 years for acquire a new ship or reinvest in qualifying shipping operations
- companies must fulfill minimum training obligations for trainee officers, as prescribed by the Director General of Shipping



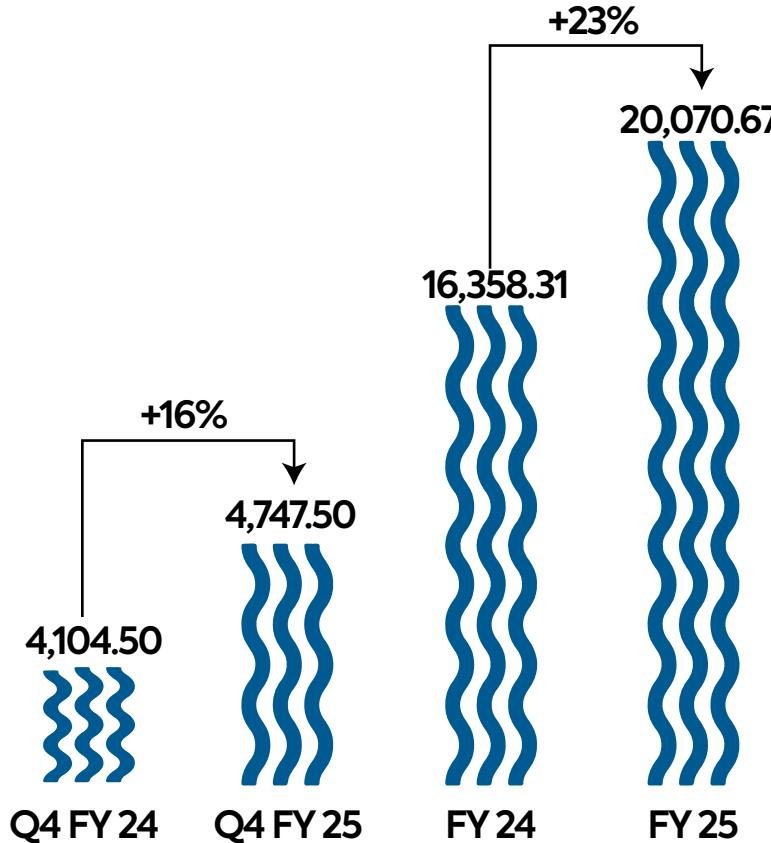
# FINANCIAL PERFORMANCE & ORDER BOOK HIGHLIGHTS



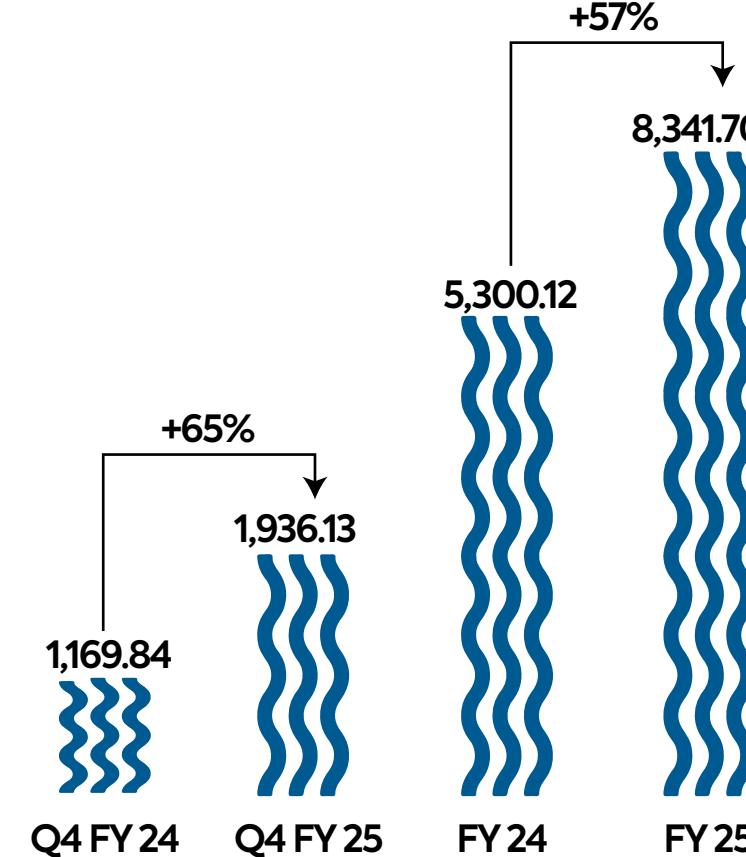
# Q4 FY25 Highlights

## CONSOLIDATED FINANCIAL HIGHLIGHTS

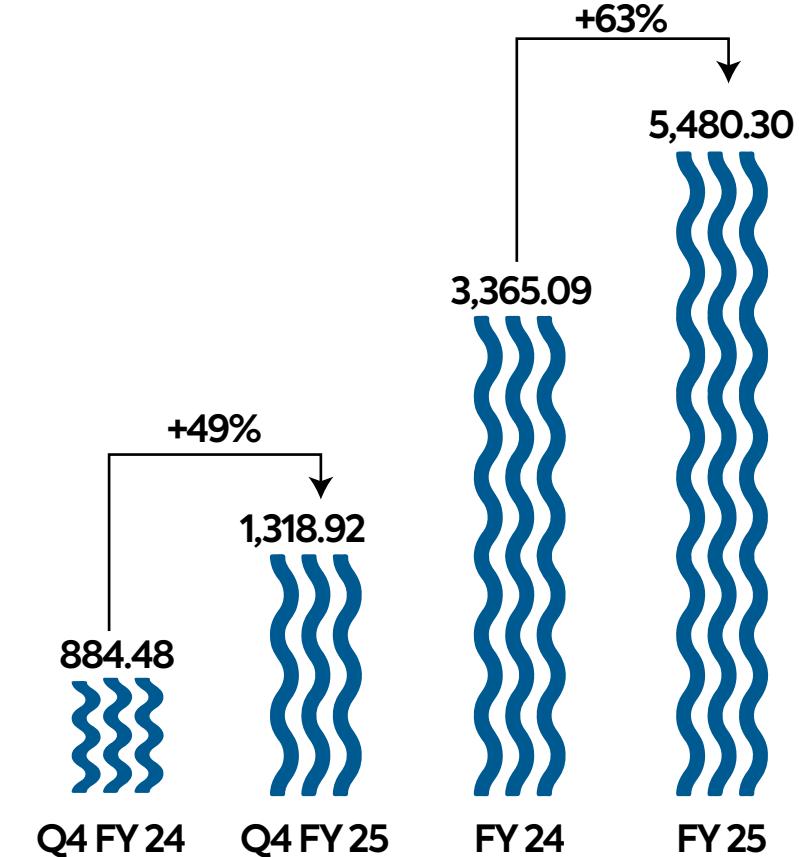
Revenue from Operations



EBITDA & EBITDA Margin%



PAT & PAT Margin %



## OPERATIONAL HIGHLIGHTS

Rs. **19193.32** lakhs  
Dredging

**96%**  
Of Revenue

Rs. **877.35** lakhs  
Other Ancillaries

**4%**  
Of Revenue

**100%**  
Vessel Utilisation

# Profit & Loss Statement – Q4 FY25



PARTICULARS	Q4 FY25	Q4 FY24	Y-o-Y	FY25	FY24	Y-o-Y
Revenue from operations	4,747.50	4,104.71	15.66	20,070.67	16,358.31	22.69
Other Income	268.07	184.33		520.19	312.57	
Cost of Material Consumed	1,859.23	2,326.06		9,509.84	9,873.81	
Employee Expenses	202.93	138.58		696.33	453.65	
Other Expenses	1,017.28	654.56		2,042.99	1,043.30	
EBITDA	1,936.13	1,169.84	65.50	8,341.70	5,300.12	57.39
EBITDA Margin (%)	40.78	28.50		41.56	32.40	
Depreciation	310.40	201.63		1,143.17	826.13	
EBIT	1,893.80	1,152.54	64.32	7,718.72	4,786.56	61.26
EBIT Margin (%)	39.89%	28.08%		38.46%	29.26%	
Finance Cost	258.02	166.65		978.79	393.84	
Exceptional Items	-	-		-	-	
Profit before Tax	1,635.78	985.89	65.92	6,739.93	4,392.72	53.43
Profit before Tax (%)	34.46%	24.02%		33.58%	26.85%	
Tax	316.86	101.41		1259.6	1027.63	
Profit After Tax	1,318.92	884.48	49.12	5,480.33	3,365.09	53.43
PAT Margin (%)	27.78%	21.55%		27.31%	20.57%	
EPS (As per Profit after Tax)	10.09	4.5		46.12	28.31	



# Balance sheet



PARTICULARS	CONSOLIDATED	PARTICULARS	CONSOLIDATED
	Year ended on 31.03.2025 Audited		Year ended on 31.03.2025 Audited
<b>Assets</b>		<b>EQUITY &amp; LIABILITIES</b>	
<b>Non-Current Assets</b>		<b>Equity</b>	
Property, Plant and Equipment	15,926.31	Equity Attributable to Owners of Parents	
Capital Work-in-progress	5,015.40	Equity Share Capital	1,080.10
Goodwill	0.09	Other Equity	20,665.04
Other Intangible Assets	2.24	<b>Total Equity Attributable to Owners of Parents</b>	<b>21,745.14</b>
<b>Total Non-Current Assets</b>	<b>20,944.04</b>	Non-Controlling Interest	243.41
<b>Non-Current Financial Assets</b>		<b>Total Equity</b>	<b>21,988.55</b>
Non-Current Investments	6,034.48	<b>Liabilities</b>	
Trade Receivables, Non Current	-	<b>Non- Current Liabilities</b>	
Other non-current financial assets	2.86	<b>Non- Current Financial Liabilities</b>	
<b>Total Non-Current Financial Assets</b>	<b>6,037.34</b>	Borrowings, Non-current	6,756.91
Other non-current assets	0.58	<b>Total Non-Current Financial Liabilities</b>	<b>6,756.91</b>
<b>Total Non-Current Assets</b>	<b>26,981.96</b>	Provisions, Non-Current	28.00
<b>Current Assets</b>		Deferred Tax Liabilities (Net)	825.55
Inventories	97.81	<b>Total Non-Current Liabilities</b>	<b>7,610.46</b>
Trade Receivables, Current	7,192.86	<b>Current Liabilities</b>	
Cash & Cash Equivalents	1,266.03	<b>Current Financial Liabilities</b>	
Bank Balance Other than Cash & Cash Equivalents	3,231.29	Borrowings, Current	6,591.09
Loans, Current	0.39	Trade Payable Non-Current	
Other Current Financial Assets	428.20	"(A) Total Outstanding dues of Micro Enterprises and Small Enterprises"	43.33
<b>Total Current Financial Assets</b>	<b>12,216.57</b>	"(B) Total Outstanding dues of other than Micro Enterprises and Small Enterprises"	2,255.01
Other Current Assets	674.20	<b>Total Trade Payable</b>	<b>2,298.34</b>
<b>Total Current Assets</b>	<b>12,890.77</b>	<b>Total Current Financial Liabilities</b>	<b>8,889.43</b>
<b>Total Assets</b>	<b>39,872.73</b>	Provisions, Current	315.38
		Current Tax Liabilities (Net)	1,068.91
		<b>Total Current Liabilities</b>	<b>10,273.72</b>
		<b>Total Liabilities</b>	<b>17,884.18</b>
		<b>Total Equity &amp; Liabilities</b>	<b>39,872.73</b>

# Cash flow Statement

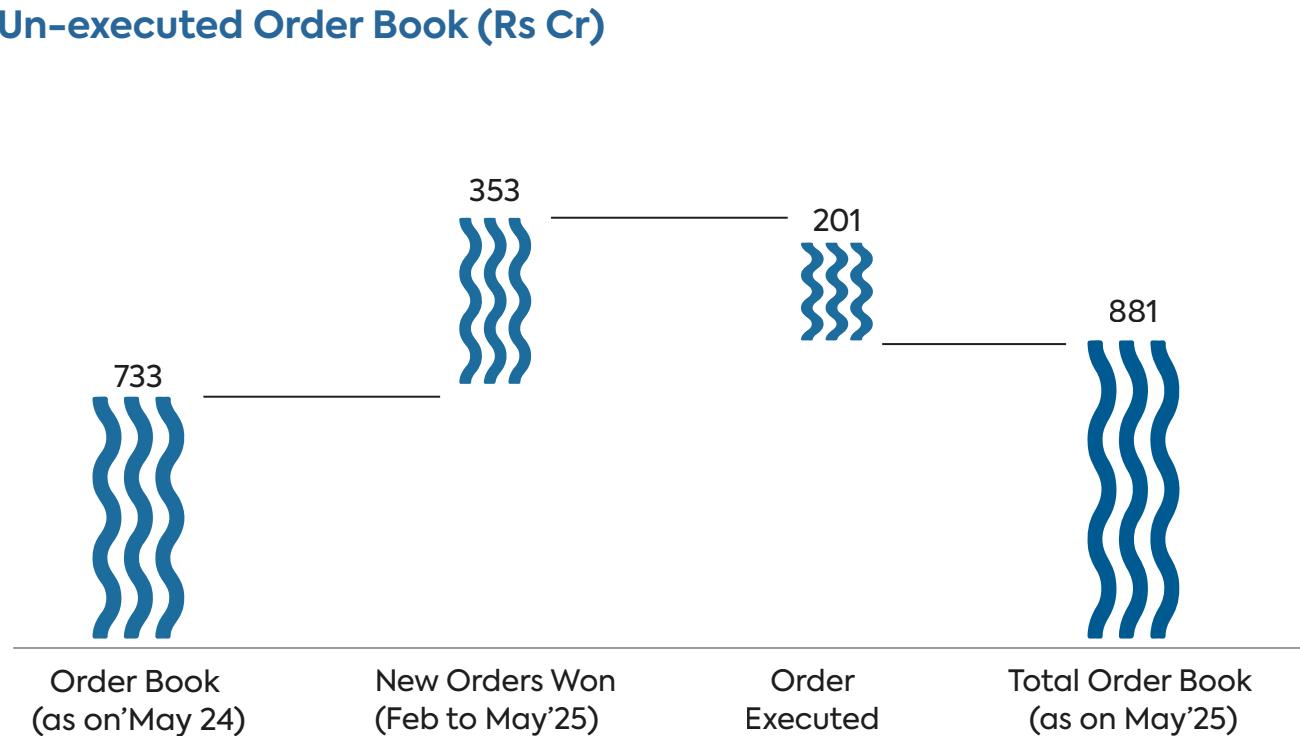


PARTICULARS	CONSOLIDATED	
	Year ended on 31.03.2025 Audited	Year ended on 31.03.2024 Audited
<b>Cash Flow From Operating Activities</b>		
Profit before Tax	6219.73	4,298.74
Adjustments for Non-Operating Items	1810.72	711.53
Operating Profit before Working Capital Changes	8030.96	5,010.27
Changes in Working Capital	-1222.96	-293.25
Cash Generated from Operations	6,808.00	4,717.02
Less: Direct Taxes paid	1024.07	881.19
Net Cash from Operating Activities	5783.93	3,835.83
<b>Cash Flow from Investing Activities</b>	<b>-12696.27</b>	<b>-7,185.59</b>
<b>Cash Flow from Financing Activities</b>	<b>6349.73</b>	<b>2,820.62</b>
Net increase/ (decrease) in Cash & Cash equivalent	-562.61	-539.13
Cash and cash equivalents at the beginning of the year	5059.92	5,599.05
Cash and cash equivalents at the end of the year	4497.31	5,059.92

# Order Book Insights: Repetitive Wins, Inland Waterways & TS HD Deployment

## KMEW: Robust Orderbook, Port Growth, and Domestic Expansion

### Un-executed Order Book (Rs Cr)



### KMEW higher value contracts and its execution

KMEW has achieved strategic wins in the IWAI project, marking a significant milestone in inland waterway development

Demand for TS HDs is growing on India's eastern and western coasts, driven by port expansion, inland waterways, and coastal projects

Successfully executing the Sand Mining in Bahrain

### Inland Waterway Authority Contract

~Rs. 270+ cr  
Total Order Book

KMEW secures major NW-1 stretches, emerging as a top IWAI dredging contractor.

~45%

successfully deployed 45% of its total assets for IWAI Project

180+

Backed by a dedicated team of 180+ crew members, technicians, and engineers, the project is progressing as planned.

# INDUSTRY DEVELOPMENTS: OPPORTUNITIES FOR KMEW



# Growth in Green Tug Services



## Green Tug Overview

The Green Tug Transition Program (GTTP) is a government initiative aimed at replacing diesel-powered harbor tugs with eco-friendly, zero-emission alternatives to reduce the maritime sector's carbon footprint.

### Phase 1 (2024-2027)

**Participation Ports** Jawaharlal Nehru Port, Deendayal Port, Paradip Port, V.O. Chidambaranar Port

**Estimated Investment** INR 1,000 Crores for green tug construction

**Long-Term Vision** Complete transition to green tugs by 2040, with 12 state-owned ports adopting eco-friendly fleets

**Market Growth** A key part of India's Maritime India Vision 2030 and Maritime Amrit Kaal Vision 2047

## KMEW's Focus on Green Tugs

The Green Tug Transition Program (GTTP) is a government initiative aimed at replacing diesel-powered harbor tugs with eco-friendly, zero-emission alternatives to reduce the maritime sector's carbon footprint.

### Strategic Presence

KMEW is already working in the participating ports of the Green Tug Transition Program (GTTP), giving it a foundation to capitalize on upcoming green tug opportunities.

### Growth Opportunities

With its established operations, KMEW can expand into the green tug sector, offering maintenance and operational services for eco-friendly fleets.

### Collaboration Potential

KMEW's existing relationships with ports provide an opportunity to collaborate with shipbuilders and green tech providers, enhancing its service offerings.

### Alignment with National Goals

By participating in the GTTP, KMEW contributes to India's sustainability efforts and Maritime India Vision 2030.





# Opportunities in India's Expanding 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 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.

# KMEW Strengthening NW-1 Projects



## 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.

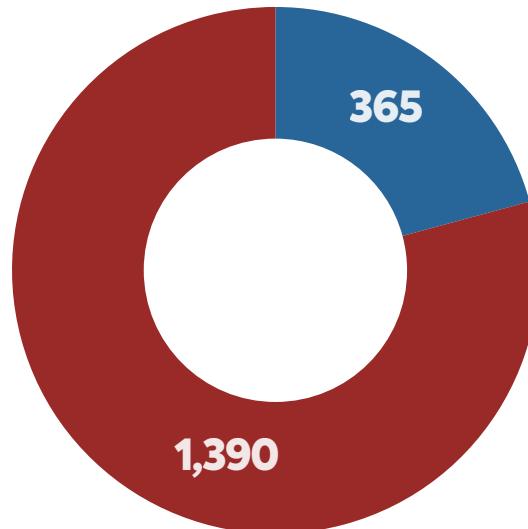
## Jal Marg Vikas Project (JMVP)

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.

## 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.

## KMEW's Share in the Jal Marg Vikas Project



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

Rs 270 Cr + Orderbook from Inland Waterways

# OUR ASSETS & SERVICES





# 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 Dredge

Backhoe Dredge 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 Dredger

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**



**Patrol Boat**



**Survey Boat**



**Mooring Boat**



**Tug Boat**



**Multi Cat Work 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 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

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 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 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

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



# ABOUT US



# Dredging 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

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

## Dredging Types

- Capital Dredging: Removal of sediments which have not been previously dredged.
- 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
- Yangon Port, Myanmar
- Kandla Port
- Inland Waterways



# Key Services

## Dredging

- Capital Dredging
- Maintenance Dredging

## Owning, Operating and Chartering of Port Ancillary Crafts

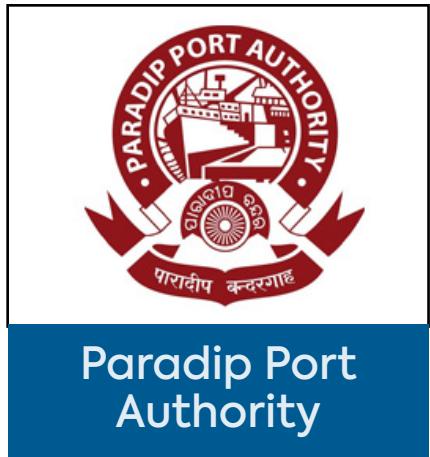
- Pilot Boats
- Fast Speed Patrol Boats
- Mooring Boats
- Service Boats
- Tugboat expansion

## Ship Building and Repair of Marine Crafts

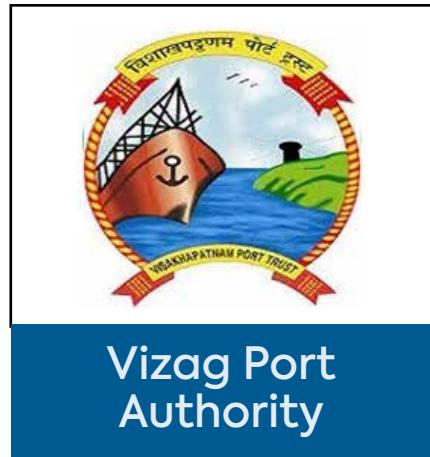
- Building Ships, Boats etc.
- Repair, refit services of marine Vessels



# Key Customers



Paradip Port Authority



Vizag Port Authority



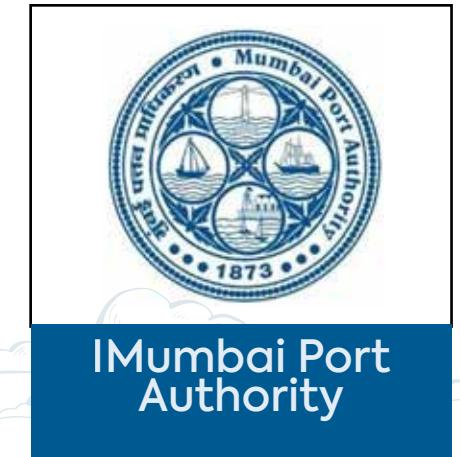
Dredging Corporation of India



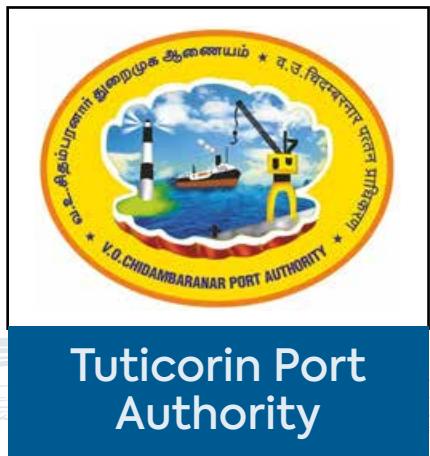
Myanmma Port Authority



Inland Waterway Authority of India



Mumbai Port Authority



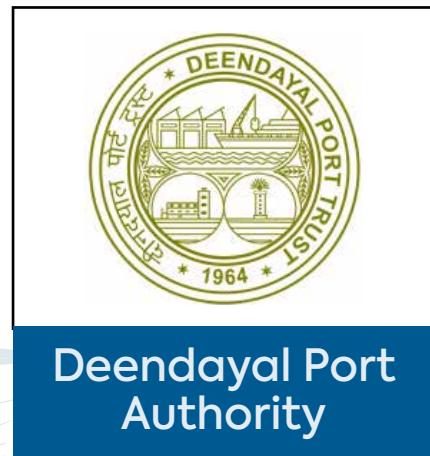
Tuticorin Port Authority



Haji Hasan Group



NASS Corporation



Deendayal Port Authority

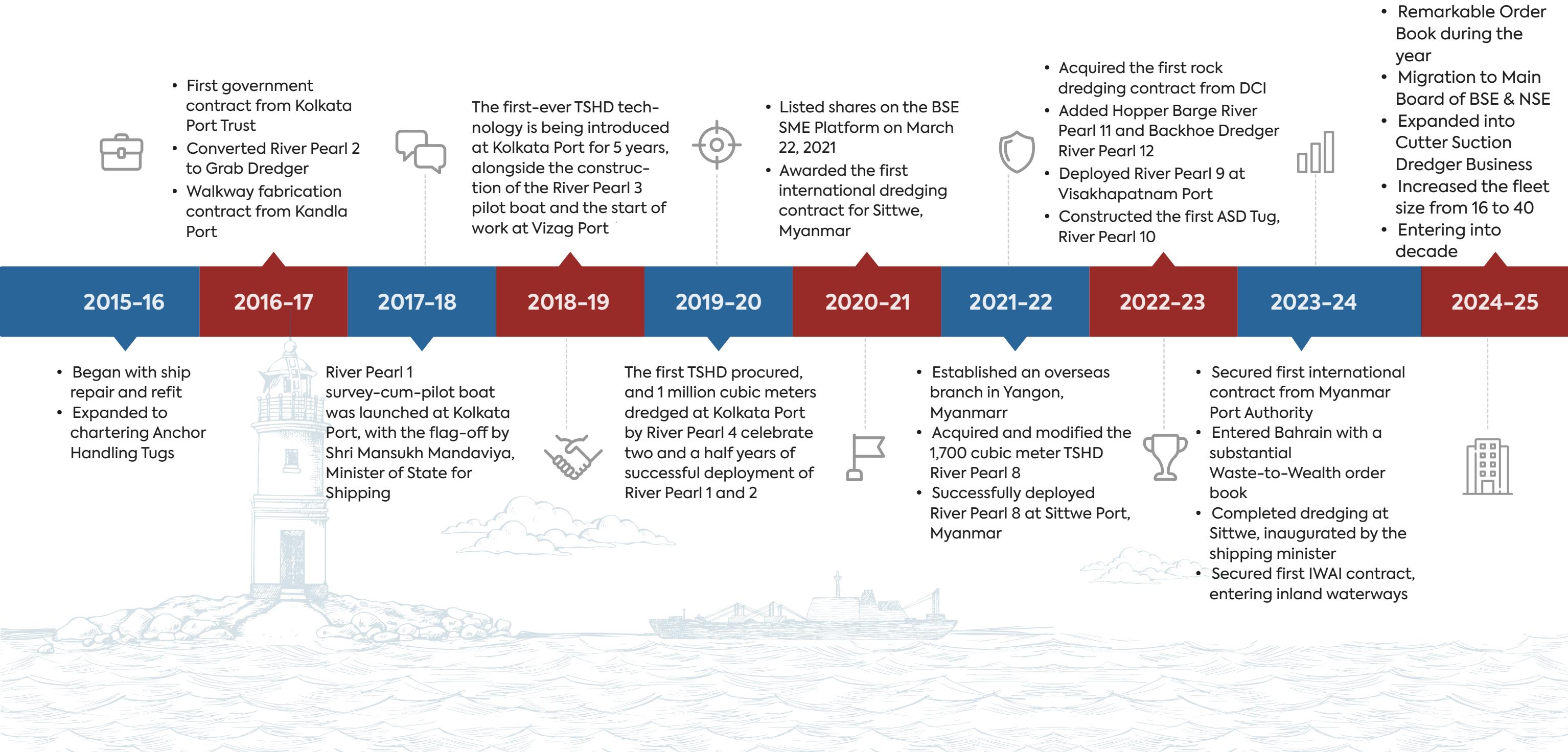


Kolkata Port Authority



New Mangalore Port Authority

# Sailing Through the Decade



# Executive & Board Roles: Promoters' Leadership in Action



## 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



## 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
- After graduating from T.S. Rajendra, Mumbai in 1978, cleared Competency Examinations on Nautical Sciences from DG (Shipping), India

# Leadership & Governance: Executive & Independent Oversight



## 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



## 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, & 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 & Financial Consultancy
- After graduating from T.S. Rajendra, Mumbai in 1978, cleared Competency Examinations on Nautical Sciences from DG (Shipping), India

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**KMEW GROUP**  
Where Business is Passion

**Knowledge Marine &  
Engineering Works Ltd.**

**Mrs. Kanak Kewalramani**

Director & Cheif Financial Officer

Kanak@Kmew.in