



KMEW GROUP

WHERE BUSINESS IS PASSION



Business

Who we are?

KMEW Group started its business in the year 2013 and today is considered as an established player in the small craft business segment. The Group in the last 5 years has evolved from a small ship repair unit to ship owning company. We have a lean team of 8 youngsters (A mix of Naval Architect, Marine Engineer, Mechanical Engineer, Company Secretary, Lawyer and Chartered Accountant) running the show on the ground. KMEW group has a total of 50 Onshore and Offshore employees.

What we do?

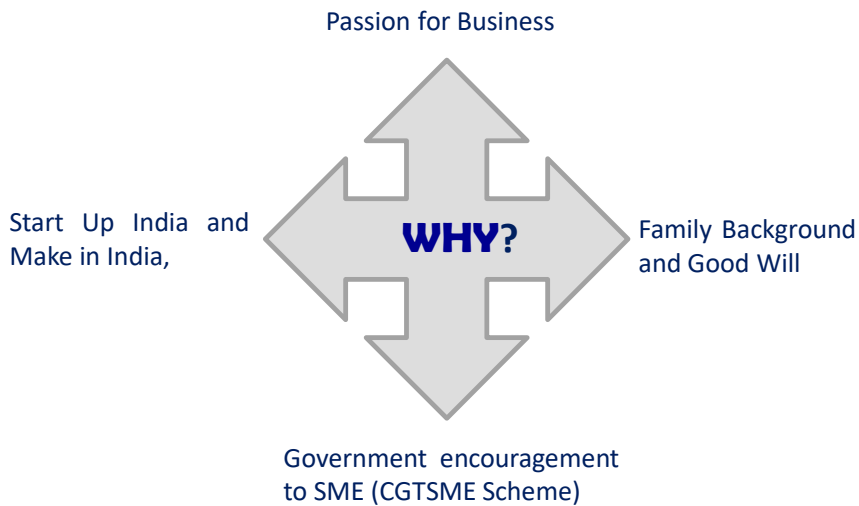
The Group has 2 Major Business segments including:

1. Owning and Hiring of Marine Crafts.
2. Repairs, Maintenance / Refits of Marine Crafts and Marine Infrastructure



Business

Why, Where and When did we start?



WHEN?

- 2014. Shift in Policy.
- Focus on Efficiency. BCG Report on Ports.
- Government should focus on Governance.



Ongoing Projects

Hiring of One No. Survey cum Pilot Launch to Kolkata Port Trust for 7 years

- Contract Value: Rs 21.69 Crores
- Contract Term: 7 Years
- Asset Value: Rs 5.85 Crores
- Type of Craft: Survey-cum-Pilot Launch
- Daily Charter Hire: Rs 92,000/-
- Age of Craft: Newly Built in 2017
- Activity: Conducting Hydrographic Survey of the Navigational Channel of Kolkata Port Trust round the year and Assistance in Pilotage Activity for Inbound and Outbound vessels at Kolkata Port





Ongoing Projects

Dredging of Lock and Approach Jetty and De Siltation of Grooves, Cambers of Lock Gates and Dry Dock Gates at KPD and NSD at Kolkata Port Trust for 5 years

- Contract Value: Rs 23.69 Crores
- Contract Term: 5 Years
- Asset Value: Rs 6.02 Crores
- Type of Craft: SP Grab Hopper Dredger
- Daily Charter Hire: Rs 1,44,000/-
- Age of Craft: Built in 2016
- Activity: Dredging along side Approach Jetty and Inside Locks with the help of 2 Nos. 75 Tons Crane and Grabs with a Hopper Capacity of 750 Cubic Meters





Ongoing Project

Supply, Manning, Operation and Maintenance of 1 No. Pilot Launch with Steel Hull on hire basis for a period of three (3) years and extendable by two (2) more years

- Contract Value: Rs 5.49 Crores
- Contract Term: 3 + 2 Years
- Asset Value: Rs 2.10 Crores
- Type of Craft: Pilot Launch
- Daily Charter Hire: Rs 30,129/-
- Age of Craft: Will be Newly Built by Feb - 2019
- Activity: Carrying Out Pilotage Activity for Inbound and Outbound Vessels at Visakhapatnam Port for a period of 5 years.





Ongoing Project

OUTSOURCING THE WORK OF MAINTENANCE DREDGING IN THE SHIPPING CHANNEL OF KOLKATA DOCK SYSTEM

- Contract Value: Rs 87.89 Crores
- Contract Term: 5 Years
- Asset Value: Rs 20.00 Crores
- Type of Craft: Trailing Suction Hopper Dredger
- Daily Charter Hire: Rs 5,85,947/-
- Age of Craft: Built in 1956, Rebuilt in 2019
- Activity: Dredging at Upper Reaches of Shipping Channel of Kolkata Port from Hugli Point to Phalta and Royapur to Moyapur comprising of total of 18.5 KM stretch





Dredgers

CSD – 3 (Cutter Suction Dredge)

- Year of Built: 2010
- Length Overall: 35.1 M
- Width: 9.5 M
- Depth: 2.46 M
- Cutter Power: 170 KW
- Suction Pipe Dia: 500 mm
- Discharge Pipe Dia: 500 mm
- Max Dredging Depth: 14.0 M





Dredgers

Meka 2 (Cutter Suction Dredge)

- Year of Built: 2013
- Length Overall: 42.0 M
- Width: 8.0 M
- Depth: 2.0 M
- Cutter Power: 170 KW
- Suction Pipe Dia: 600 mm
- Discharge Pipe Dia: 450 mm
- Max Dredging Depth: 18.0 M





Ongoing Project

Tender for renewal of steel plates & painting of various crafts/Tugs at Vizag and Kandla Port Trust

- Contract Value: Rs. 3.92 Crores and Rs 1.92 Crores
- Contract Term: 3 and 2 Years
- Asset Value: Rs 0.20 Crores
- Monthly Output: Rs 0.35 Crores
- Activity: Repairs & Maintenance of all the
- Marine Crafts of Kandla Port Trust at Steel Floating Dry Dock and in afloat condition under the supervision of Indian Register of Shipping.





Board Members

- Mr. Mukesh V. Daswani, Director; Born on 19th July 1958, residing at Mumbai, Mr. Daswani has a vast experience in the shipping industry. He has been involved in this sector for the past 25 years and is looking after the business promotion, as well as the operations of all the projects with his young and dynamic team of engineers, Naval Architects, and other support staff.

Mr. Daswani has completed his Bachelors in Electrical Engineering from MBM Engineering College, Jodhpur, in 1982 and is leading the team toward excellent performance in all the projects.

- Mrs. Kanak S. Kewalramani, Director; Born on 23rd June 1986, residing at Mumbai, Mrs. Kewalramani is a Company Secretary and has completed her bachelorette from State Law College, Bhopal (M.P.). Mrs. Kanak has 8 years of hands on experience in the field of compliance, law, compliances and finance. She is responsible for the entire finance, legal, and compliances of the company.
- Mr. Saurabh Daswani, Director; Born on 15th August 1992, residing at Mumbai, Mr. Daswani has completed his graduation from Gujarat University in the field of Commerce and is also an Inter CA and Inter CS. Saurabh has 4 years of hands on experience as a Cost Accountant. He is excellent in numbers and calculations, liaison with officers, and bringing more projects for the Company.



Total Asset Value

Owned Assets	INR Crore
Grab Dredger (River Pearl 2)	6.03
Pilot Boat (River Pearl 3)	2.10
Survey / Pilot Launch (River Pearl 1)	4.89
Trailing Suction Hopper Dredger (River Pearl 4)	20.21
Total Assets	33.23

Technically and Commercially Managed	INR Crore
Cutter Suction Dredger MEKA 3	18.00
Cutter Suction Dredger MEKA 2	6.00
Total Managed Asset Value	24.00



Projected Profit and Loss Account

(Amount in Crores)							
	Actual	Projected with Orders in Hand					
Particular	FY 18	FY 19	FY 20	FY 21	FY 22	FY 23	FY 24
Revenue	8.81	6.18	18.83	24.59	24.59	24.59	24.59
Direct Expenses	5.34	1.24	7.56	9.56	9.56	9.56	9.56
Admin	1.49	2.94	3.15	4.64	4.64	4.64	4.64
EBIDTA	1.98	2.00	8.12	10.40	10.40	10.40	10.40
Finance	0.11	0.26	0.88	0.72	0.56	2.19	1.66
Depreciation	0.13	0.46	1.26	1.51	1.51	1.51	1.51
PBT	1.74	1.28	5.97	8.17	8.33	8.44	8.39
Tax	0.59	0.30	1.79	2.45	2.50	2.53	2.52
PAT	1.15	0.98	4.18	5.72	5.83	5.91	5.87

Notes:

1. Projections have been made considering Projects in Hand.
2. No escalation is added in the revenue as well as expenses. As expenses are going to escalate with revenue
3. Company has bid for several other contracts but it has not been factored in the projections



Vision

Partial Dilution

KMEW Group is willing to dilute 20% stake in the parent company; Knowledge Marine and Engineering Works Limited at 7x multiple of the 2019-20 EBIDTA. This is at a 30% discount to the Market Standard.

30% of the investment will be utilized to reduce higher cost debt and 70% will go into future expansion of the company.

Future Plan

Knowledge Marine and Engineering Works Limited has already been converted into a public limited company from a private limited company.

Plan is to list the company and bring it on the Main Board within 24-36 Months. This is where the investor can have an exit at 2.5-3x the original investment amount.



Competition

Market Players	
Name	Business Segment
Ocean Sparkle	Harbour Tugs Only
Tag Offshore	Harbour Tugs Only
Pole Star	Harbour Tugs Only
Eastern Navigation	Survey/Pilot/Small Tugs
J S Marine	Survey/Pilot/Harbour Tugs
Sadhav Offshore	Survey/Pilot/Oil Spill Crafts
Samudra Dredging	Grab Dredger Only
Maldar Dredging	Grab Dredger Only



Co-ordinates

Group: KMEW Group, Mumbai, Maharashtra

Group Concerns:

- Kamal Marine & Engineering Works Pvt Ltd
- Knowledge Marine & Engineering Works Ltd
- KMEW Offshore Pvt Ltd
- Indian Ports Dredging Pvt Ltd
- Knowledge Infra Ports Private Limited

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