



ABS Marine Services Limited

Investor Presentation



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Company Overview

ABS Marine Services: Navigating Excellence, Delivering Trust

ABS Marine Services Limited, (ABS, The Company) Established in 1992 & headquartered in Chennai, has evolved as a leading force in the maritime industry. Specializing in Ship Management, Vessel Ownership, Marine Services, and Port Services, the company provides comprehensive solutions. It also has an international presence delivering services through offices strategically positioned in Mumbai, Kochi, Singapore and satellite office in Kakinada.

Committed to excellence, ABS emphasizes creative freedom and professionalism to deliver timely and comprehensive services to maritime organizations worldwide. The company's success is underlined by its efficient operations, leveraging local knowledge from regional offices, ensuring adept negotiations and compliance with diverse regulatory frameworks.

As a dynamic and influential player, ABS Marine Services Limited continues to shape the future of the maritime sector with its unwavering commitment to excellence.

ABS has been executing third party technical management and crew management for over 3 decades, focusing on safety and energy conservation onboard and ashore.



30+

Years
Experience

4

Business
Verticals

Team Size

- **55** shore staff
- **500** floating staff onboard
- **2,000** floating staff in pool

10

Strategic
Contract with
Government
Authorities

36

Vessels Under
Management

5

Owned Ships

1

Long Term
Chartered-in
Ship

FY24

ROE: 20.10%
ROCE: 18.67%

FY24

(In ₹ Lakhs)

Revenue: 13,515.68
EBITDA: 4,467.33
PAT: 2,541.19



ABS Core Values: Pioneering Progress, Grounded In Pillars



Sustainability



Innovation



Strategy



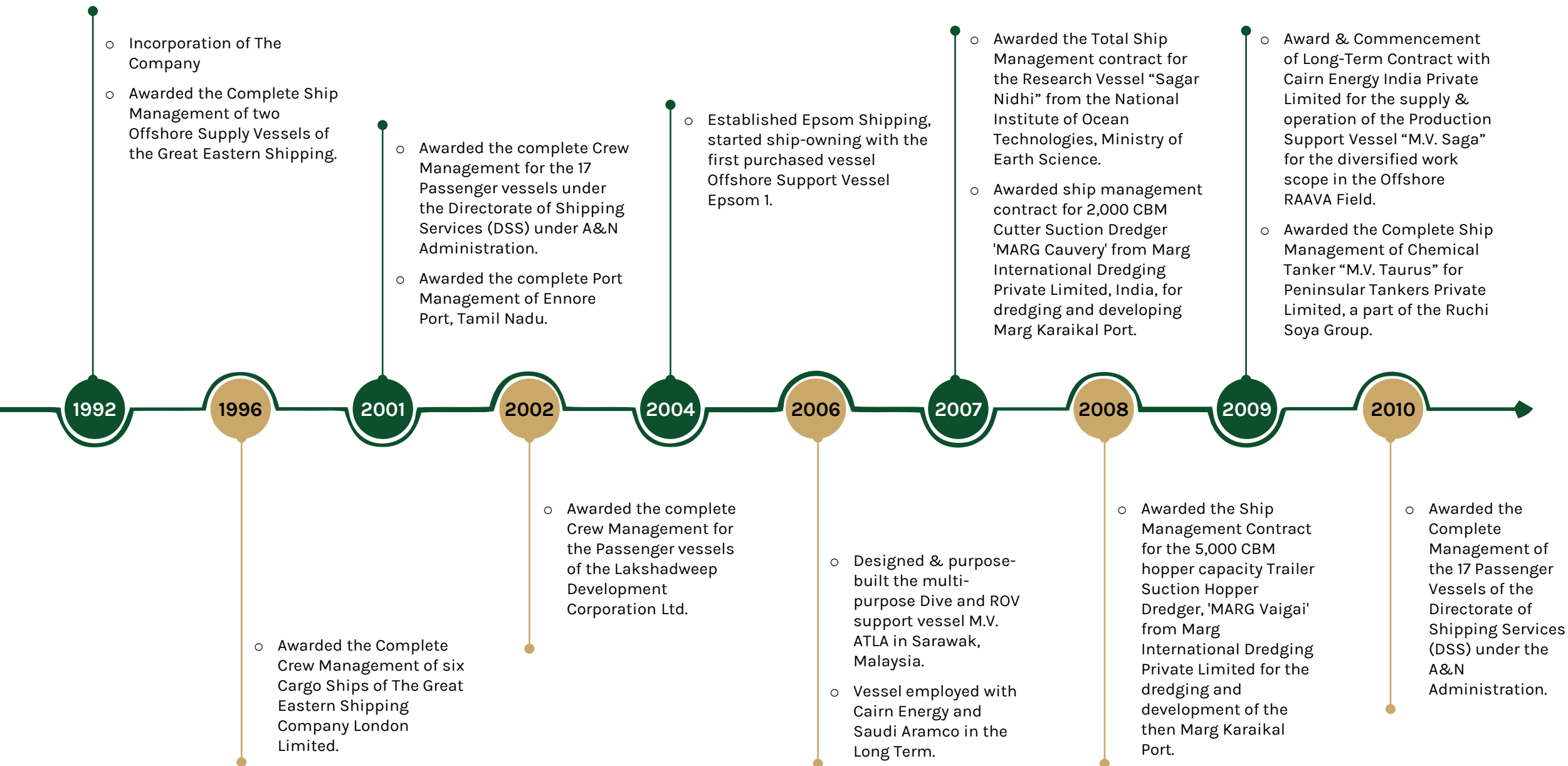
Performance



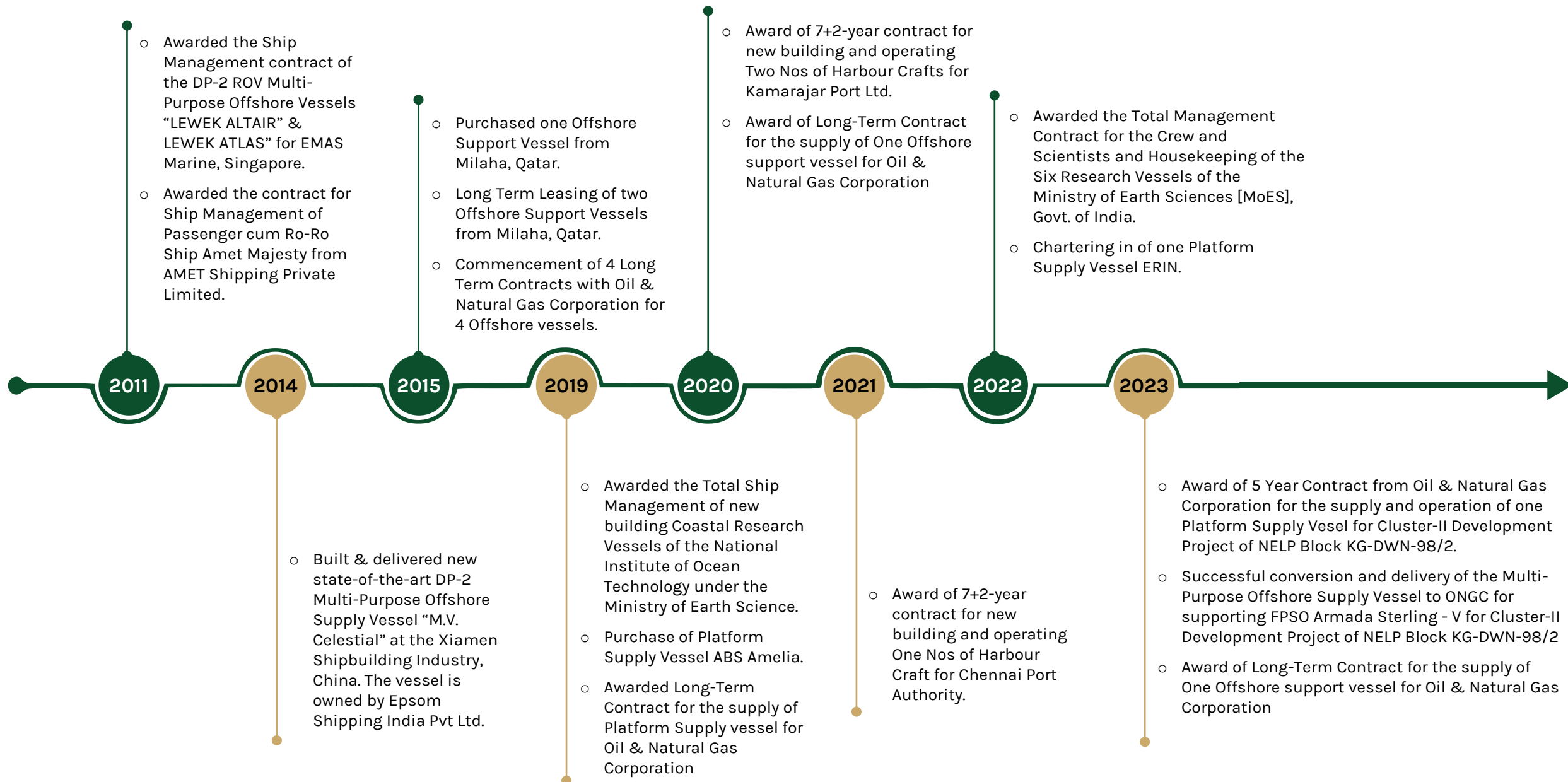
Trust, Integrity, Honesty



Journey Of Excellence: Key Events & Milestones



Journey Of Excellence: Key Events & Milestones



A Mark Of Trust, A Seal Of Excellence



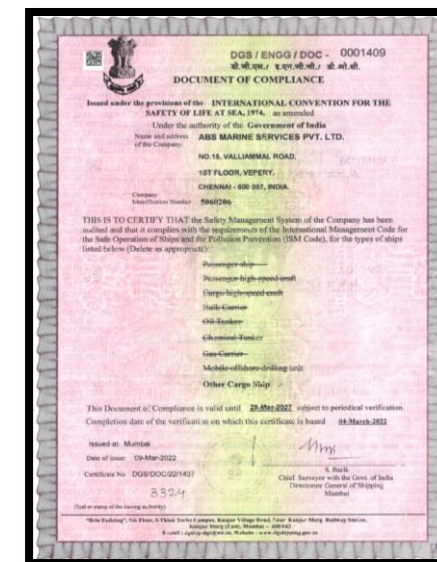
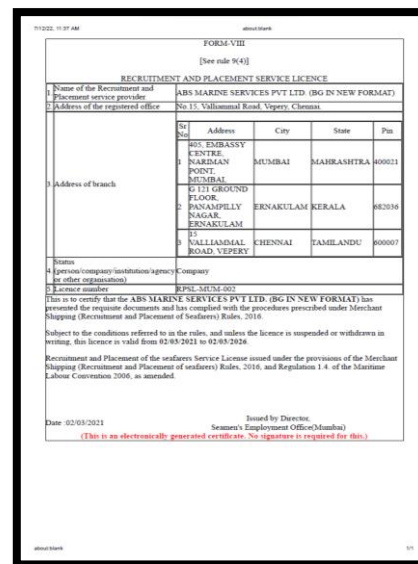
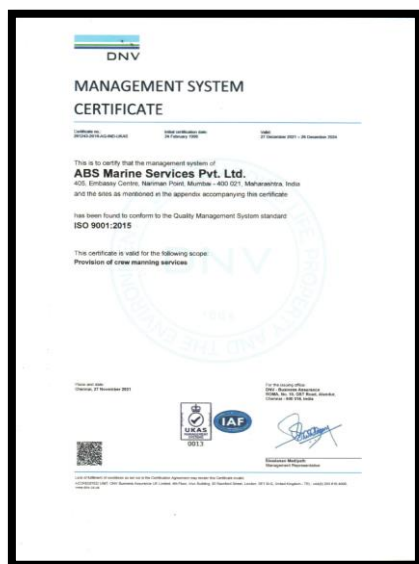
ISO 9001:2015



RPS/MLC License
No:RPSL-MUM-002



Document of compliance
Indian Flag
“Other Cargo Ship”



Previous Certifications

DG Shipping / Indian Flag

- Document of Compliance - Passenger Vessel
- Document of Compliance - Chemical Tanker

Lloyd's Register / Qatar Flag

- Document of Compliance - Other Cargo Ship

Det Norske Veritas/ Common Wealth of Dominica Flag

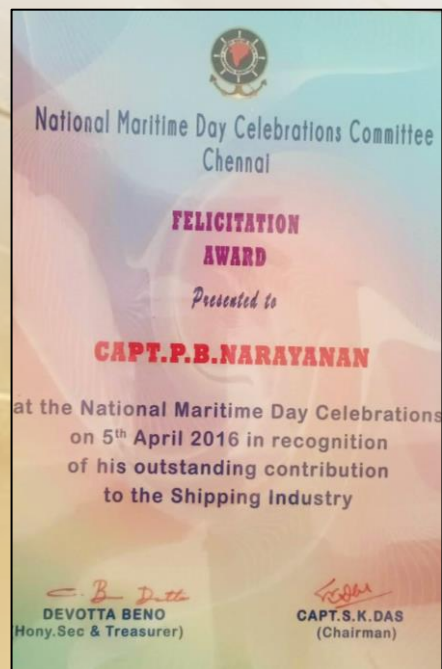
- Document of Compliance - Other Cargo Ship

Excellence Certified: Recognitions & Accolades



2016

National Maritime Day Celebrations on 05/04/2016-Award Presented to Capt PB Narayanan, Managing Director of the Company for Outstanding contribution to the Shipping Industry



2017

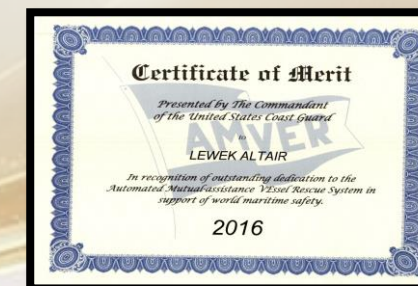
Indywood Excellence Awards-Presented to Capt PB Narayanan, Managing Director of the Company - Under the Category- INDYWOOD Maritim Excellence Awards Entrepreneurship



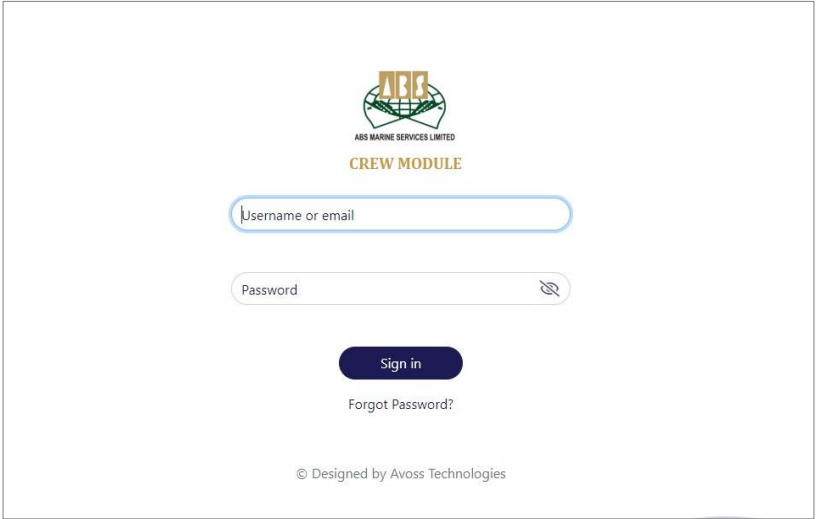
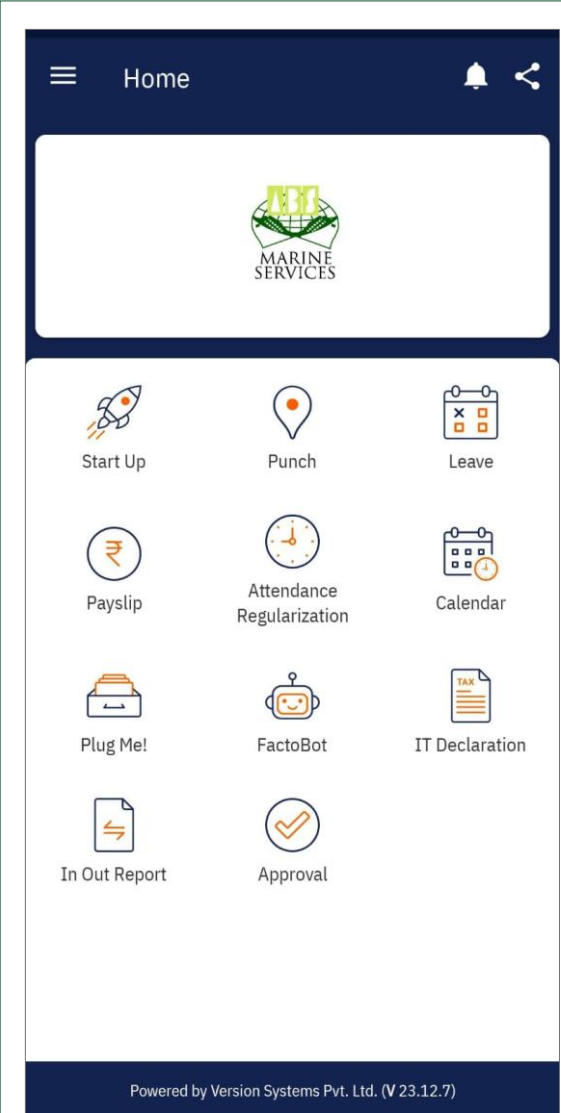
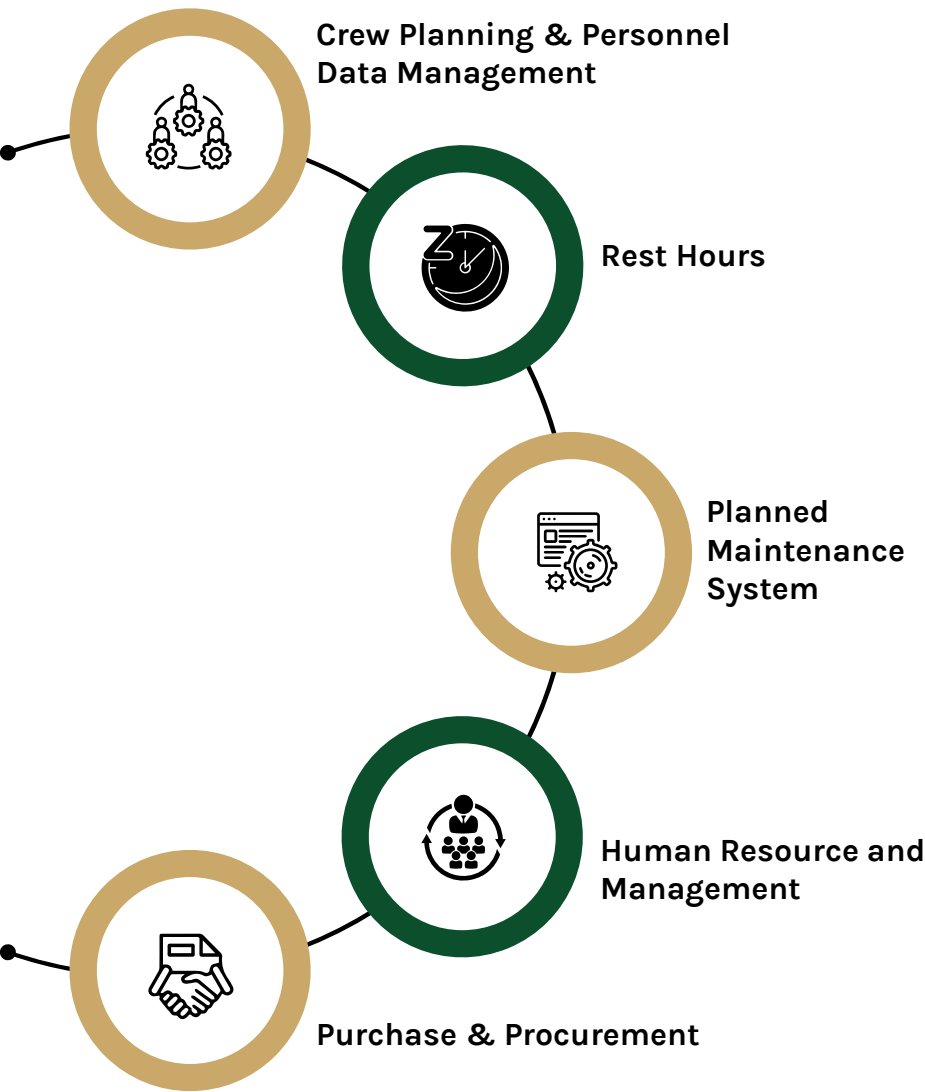
2018

Automated Mutual- Assistance Vessel Rescue System. Certificates and Flags were handed out by the US Consul General Robert Burgess to the participating shipping companies
Three of their managed vessels were part of this program:

- MV Lewek Altair
- MV Lewek Atlas
- MV Hutbay



ABS Marine Services' offices are seamlessly connected through cutting-edge satellite and land-based communication systems, supported by advanced specialized software in:



Trusted By Industry Giants: Marquee Clients

Government Organisation	Shipping Companies	Port Authorities
Andaman & Nicobar Administration LAKSHADWEEP DEVELOPMENT CORPORATION LIMITED एनटीपीसी NTPC National Institute of Ocean Technology TCI Seaways Coastal Shipping in India NCPOR NATIONAL CENTRE FOR POLAR AND OCEAN RESEARCH पृथ्वी विज्ञान मंत्रालय MINISTRY OF EARTH SCIENCES	THE GREAT EASTERN SHIPPING CO. LTD. EMAS Offshore Limited United Shipping aban Aban Offshore Limited Bourbon Marine Services Greenmar SANMAR ELCOME united offshore services	karaikal port சென்னை துறைமுக ஆணையம் CHENNAI PORT AUTHORITY चेन्नई बंदरगाह प्राधिकरण ISO 9001 : 2015 & ISPS Compliant KPL
Marine Contractor		
	NAFTOGAZ GROUP ओएनजीसी ONGC Oil and Natural Gas Corporation Limited FLYING FIRE SERVICES एनटीपीसी NTPC Bharat Petroleum	
Oil & Gas Majors		
	CAIRN Energy for India IndianOil LNG OCS People, Process & Integrity	

Top 10 Clients Contributes Around 90% Revenue



Glimpse Of Vessels Operated By ABS

ABS Owned Vessels



ABS Rohini



ABS Danika



ABS Dhruva

Chartered In Vessel



MV Erin

Epsom Shipping India Private Limited Owned Vessels (ABS Group Company)



ABS Anokhi



MV Celestial

Glimpse Of Research Vessels



Sagar Nidhi



Sagar Anveshika



Sagar Sampada



Sagar Kanya



Sagar Tara



Sagar Manjusha

ABS Fleet Composition Overview

Sr. No	Type of Vessel	Number of Vessel	Owned / Managed / Chartered
1	DP Anchor Handling Towing Supply Vessel	1	Owned & Total Management
2	DP Multi Purpose Platform Supply Vessel	1	Owned & Total Management
3	DP Multi Purpose Offshore Support Vessel	1	Chartered & Total Management
4	Harbour Crafts	3	Owned & Total Management
5	DP Ocean Research Vessels	2	Total Management
6	Coastal Research Vessels	3	Total Management
7	Fishery Oceanographic Research Vessel	1	Total Management
8	Bulk Carriers	4	Crew Management
9	Oil Tankers	10	Crew Management
10	Passenger Vessels	10	Crew Management



Management Overview



Captain P.B. Narayanan
Managing Director

- Captain P.B. Narayanan is a Master Mariner with 15+ years at sea, 5 years in commercial vessels.
- After honing his Operational and Ship Management skills at sea, he shifted ashore, refining his managerial and commercial acumen with a Ship Management Company. In October 1992, he founded ABS Marine Services.
- Under his visionary leadership, ethical business practices, and expertise, the company has experienced substantial growth and now stands at the forefront of Ship Management, Marine Services, and Project Management.



Captain Jeevan Krishnan Sanjeevan
Whole Time Director

- Captain Jeevan Krishnan Sanjeevan is a Master Mariner with 12 years sailing experience onboard various types of ships including, bulk carriers, oil tankers, gas carriers and offshore vessels.
- He joined ABS Marine Services in 2016 as Manager (Operations).
- He brings to the forefront his eye for detail and knowledge gained from sailing on various types of vessels.



Ms. Arathi Narayanan
FICS Director & Chief Financial Officer

- Ms. Arathi Narayanan is an honours' graduate in law, postgraduate in Maritime Law - University of Southampton.
- She oversees administrative & legal affairs, while implementing system change by leveraging technology to suit the need.
- She is currently Honorary Vice Chairman - ICS East India Branch (2023-2025) & Honorary Vice President - WISTA India (2023-2024). Awards: WISTA India Personality of the Year - 2022



Mrs. Shreelatha Narayanan
Non Executive Director

- Mrs. Shreelatha Narayanan is a Post graduate Diploma holder in Special Education.
- She has been actively involved with CSR activity even before the concept came to the fore.
- Her involvement in social service has fetched her the National Women Achievers Award in Social Service.
- She is also a B-link (Be the link) awardee for her service to children with learning disabilities.



Mr. Surilisubbu Vasudevan
Independent Director

- Mr. S. Vasudevan is a Fellow Member of the Institute of company secretaries of India and holds a Post Graduate in Commerce and a Chartered Financial Analyst (CFA).
- He also holds a L.L.B. Degree, and a Post Graduate in Law -M.L (International Law and Constitution) from The Department of Legal Studies University of Madras. Currently doing PhD (Corporate Restructuring –Mergers and Acquisitions)from Vels University Chennai.



Ms. Leona Ambuja
Independent Director

- Ms. Leona Ambuja is a Commerce Post Graduate from Osmania University.
- Worked as Audit In-charge from 2012 to 2020 in a Chartered Accountants firm based at Hyderabad.
- Currently working as Deputy Manager – Finance, in iLabs Hyderabad Technology Centre Private Limited situated at Hyderabad.
- She has enriched experience in Statutory and Internal Audit of Private Organizations, banks and public sector companies and Preparation of project reports for Fund raising – Private equity, bank loans and capital markets as well as Debt and structured financing etc;



Mr. Chellasamy Rajendran
Independent Director

- Mr. Chellasamy Rajendran, holds a Diploma in Civil Engineering from Director of Technical Education, Guindy, Tamil Nadu.
- He has rich experience and deep knowledge in all the key areas of civil engineering viz., structural design, planning and construction of works, project management, maintenance of prestigious buildings, e-governance, administration, contract and financial management.

Key Managerial Personnel: Leadership Excellence



Captain Oniel. V Dhir
Chief Executive Officer

- Captain Oniel V Dhir, a Master Mariner with vast experience on Cargo ships, Container ships and Bulk Carriers, he has worked in various esteemed companies like V Ships Monte Carlo, Denholm Ship Management Hongkong and Torvald Klaveness Norway.
- With 30 years of experience in various capacities in the Offshore Industry, he brings his expertise to ABS Marine Services Limited as Chief Executive Officer.



Mr. Rajkumar Vigneshwar
Chief Technical Officer

- Mr. Rajkumar Vigneshwar, a Chief Engineer with 15 years experience on Tankers and Bulk Carriers.
- He is responsible for the technical supervision of vessels. He is also in charge of Quality, Safety & Environmental systems.



Mr. V.V Anantha Narayanan
Finance Head

- Mr. V.V. Anantha, a finance professional and a member of ICAI, holds a postgraduate degree in Commerce.
- He possesses expertise in Accounting, Financial Planning and Analysis, Capital Structuring, and Compliance matters.



Business Overview

Business Verticals : Diversifying Business Avenues

Ship
Management

Marine
Services

Ship
Owning

Port
Services



Ship Management: Excellence in Crew & Technical Management



- ABS, with over 30 years of experience in vessel management, is dedicated to ensuring the safest and most efficient operations possible.
- They prioritize compliance with regulations, aiming to meet the requirements of shipowners, flag states, port states, class societies, charterers, and other stakeholders, in accordance with IMO's International Safety Management Code.
- Offering a comprehensive suite of management services, including vessel operations, crew recruitment and management, technical supervision, catering & housekeeping, agency coordination, they cater to diverse needs of the Shipping industry.
- Managing a fleet of over 30 vessels spanning various sectors such as Offshore Vessels for the Oil & Gas Sector, Research Vessels for the Government of India, Bulk Carriers, Gas Tankers, Oil Tankers for private shipping companies, Passenger Vessels, High-Speed Crafts for Government agencies, and Harbour Crafts for Ports, they ensure comprehensive support.
- Crew management is a focal point, with an emphasis on selecting, developing, and managing highly qualified professionals essential for safe and efficient operations.
- Their seafarer pool comprises more than 2,000 highly qualified professionals, selected through a rigorous process to meet and exceed market standards.
- The company boasts high retention rates, attributed to decades of experience in managing all aspects of the recruitment process, ensuring a skilled and stable workforce.

Steadfast Tradition, Dynamic Future: Ship Owning Resilience



Ship owning has been a long tradition and still remains the core business.

ABS presently own 5 vessels comprising of:

- DP-2 Multipurpose Offshore Supply Vessel
- Anchor Handling Towing Supply Vessel
- Harbour Crafts

In the medium term, the policy will be twofold:

1. To carefully broaden the existing sectors of the ship owning business according to market fundamentals.
2. To look at other shipping areas that could fit into the existing system.

Marine services: Navigating Excellence Across the Maritime Spectrum

Chartering

ABS boasts extensive industry knowledge, spanning from seasoned Master Mariners to experts in fields like Vessel Sale & Purchase, Offshore Vessel Coordination, and Contract Negotiations. This wealth of expertise, coupled with a fleet of modern, well-maintained vessels and a flexible management structure, guarantees optimal outcomes for clients. They also have extensive experience in the Chartering and Commercial Management of third-party vessels.

Ship Inspections, Survey and Certificate Liasoning

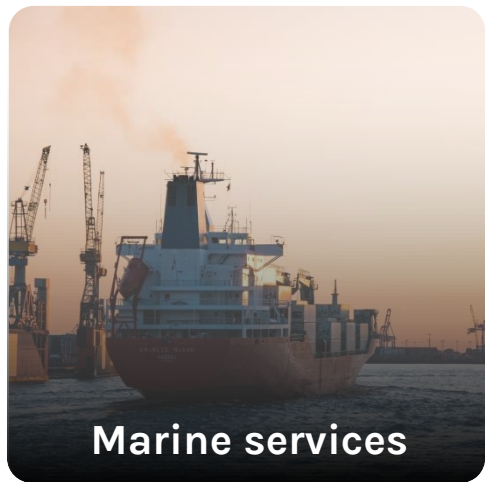
Ship inspections services comprise of a thorough visual check on the vessel's physical structure and condition, testing of critical machinery and safety equipment, as well as a comprehensive review of its documentation and certificate history. This is needed at the time of Pre-purchase, Charterers Pre-hire, Pre-Port State Control, Incident investigation & Cargo holds.

New Build & Ship Conversion Supervision

ABS offers end-to-end expertise in new builds and ship conversions, providing support from design to delivery. With a focus on vessels like DP-2 Offshore Supply Vessels, Workboats, and Harbour Crafts, they conduct feasibility studies, advanced design work, and retrofit designs to enhance vessel efficiency. Their collaboration with naval architects and classification societies ensures adherence to project requirements and industry standards.



Marine services: Navigating Excellence Across the Maritime Spectrum



Ship Sale & Purchase

ABS specializes in ship sale and purchase services, leveraging their expertise since 2002. With a vast network and market experience, they assist buyers and sellers in navigating the market. They conduct thorough inspections, providing transparent assessments of asset conditions, including necessary investments. ABS empowers clients with comprehensive information for informed decision-making.

Dry Dock Service

Dry-docking is a crucial aspect of vessel maintenance, required every 5 years. The company ensures efficient dry-docking by engaging stakeholders, minimizing costs, and maintaining high quality. Proper maintenance ensures crew safety, environmental protection, and vessel longevity, covering hull, machinery, electrical systems, and safety equipment.

Single Point Mooring (SPM) Services

ABS specializes in Single Point Mooring (SPM) services, facilitating the handling of liquid cargo for tanker ships offshore. They excel in inspection, repair, and maintenance (IRM) of SPM facilities, ensuring reliability, availability, and Class certification retention. Their services cover operations & maintenance, hose management, emergency pipeline repairs, and interface management, providing comprehensive solutions for tanker operations.



Expanding Operations With Expertise In Catering, Housekeeping, & Global Supply Chains

Catering Management

ABS excels in ship catering management, ensuring smooth operations with high sanitation standards, efficient paperwork, global supplier alliances, meticulous planning, stringent vetting processes, data-driven menu planning, and monthly assessments.

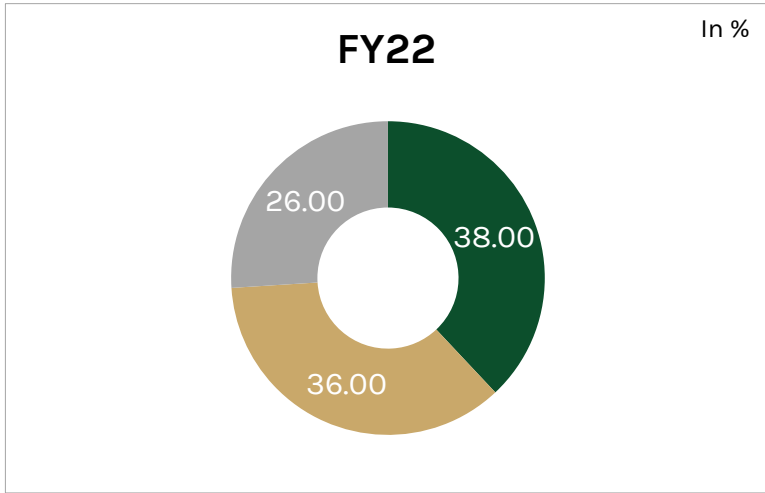
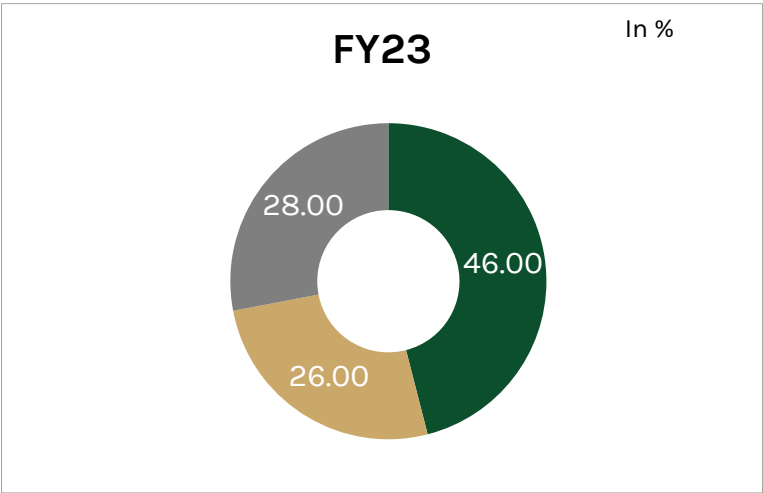
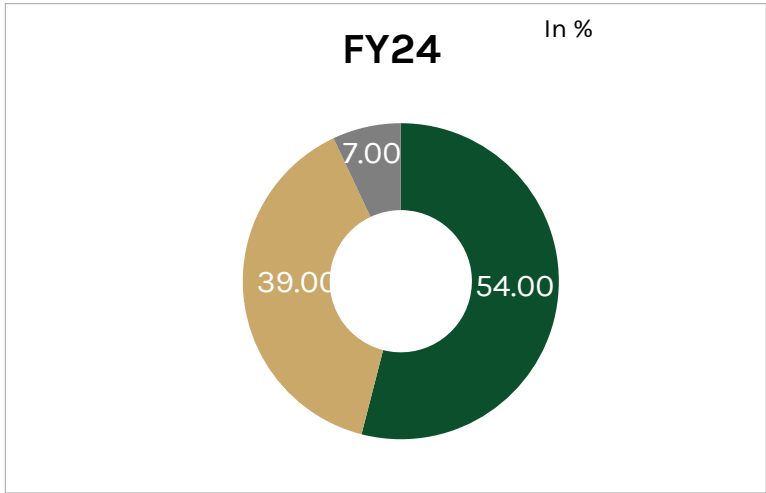
Housekeeping Management

ABS hires skilled housekeeping stewards for various tasks, ensuring cleanliness and orderliness on ships, ensuring a comfortable and hygienic environment for all on board.

Quality Supply Chain

ABS provides a quality supply chain for ships worldwide, utilizing a network of vetted suppliers and ensuring high standards in provisions, bond, and catering equipment delivery.

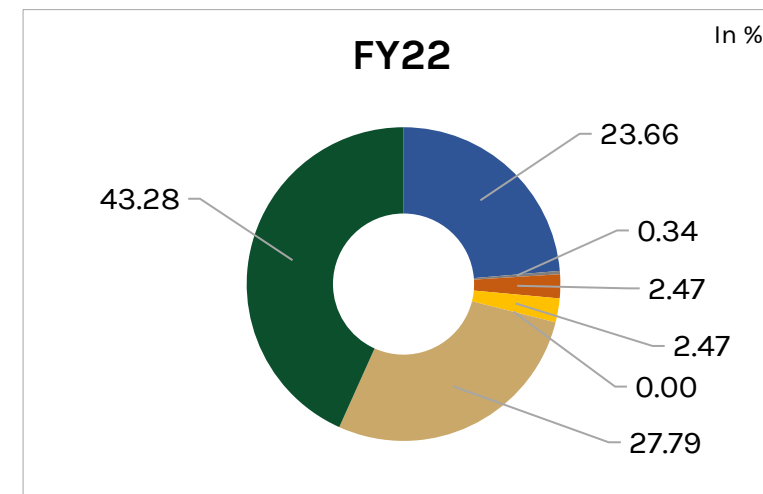
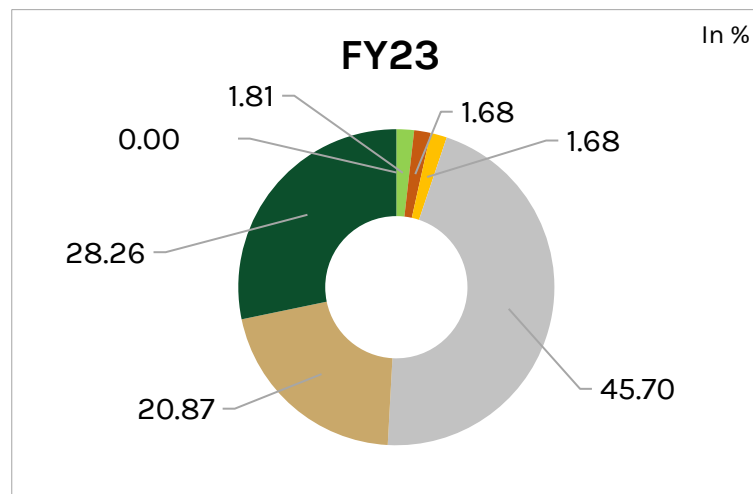
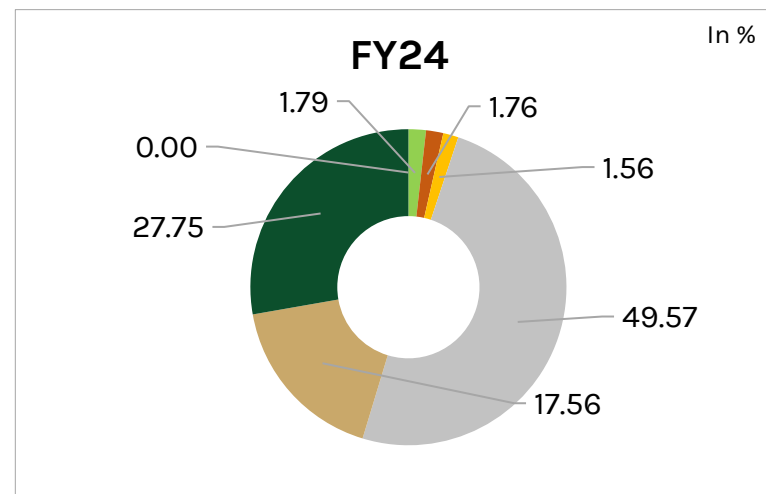
Contracts Wise Revenue Breakup



■ Government ■ Public Sector Undertakings ■ Others

In ₹ Lakhs			
Particulars	FY24	FY23	FY22
Government	7,449.35	5,291.37	3,117.04
Public Sector Undertakings	5,346.34	2,930.15	2,989.64
Others	1,006.21	3,159.20	2,177.29
Total	13,801.89	11,380.72	8,283.97

Revenue Breakup From Owned & Existing Vessels



■ ABS-AMELIA
 ■ ABS ROHINI
 ■ ABS DHRUVA
 ■ ABS DHANIKI
 ■ ERIN
 ■ ABS - ANOKHI
 ■ CELESTIAL

In ₹ Lakhs

Particulars	FY24	FY23	FY22
ABS-AMELIA	0.00	0.00	977.37
ABS ROHINI	109.78	109.49	14.09
ABS DHRUVA	108.19	101.84	101.84
ABS DHANIKI	95.79	101.84	101.84
ERIN	3041.18	2,770.59	0.00
ABS - ANOKHI	1077.41	1,265.30	1,148.25
CELESTIAL	1702.78	1,712.85	1,787.80
Total	6135.13	6,061.90	4,131.19



Industry Overview

Maritime Sector Of India

India is the 16th largest maritime country in the world and the Indian maritime sector contributes to around 95% of the India's trade by volume and 70% by value.

The Indian government has introduced various fiscal and non-fiscal incentives to promote enterprises involved in ports, inland waterways, and shipbuilding.

Launched in March 2021, this vision outlines over 150 initiatives to accelerate and coordinate the development of India's maritime sector, developed in consultation with public and private stakeholders.

In 2017, the Sagar Mala Program was initiated with a focus on port-led development and logistics-intensive industries. This program entails a significant investment of \$123 billion across 415 projects, targeting port modernization, connectivity enhancement, industrialization, and coastal community development.

Foreign Direct Investment (FDI) is encouraged in the maritime sector, with 100% FDI allowed under both government and automatic routes.

India boasts 12 major ports and 200 non-major/intermediate ports, with Jawaharlal Nehru Port Trust being the largest major port and Mudra the largest private port.

Deendayal Port leads in cargo handling, followed by other major ports like Paradip, JNPA, Visakhapatnam, Mumbai, Chennai, SMP Haldia, Kamarajar, NMPA, VOC, Cochin, Mormugao, and SMP Kolkata.

Public-private partnership projects worth approximately \$5 billion (INR 40,000 Cr) are underway, with 33 operational projects and 25 projects under implementation, contributing to the sector's growth and development.

India is one of the world's top 5 ship recycling countries.

India is the 3rd largest globally in terms of ship recycling by tonnage.

Source: <https://www.investindia.gov.in/sector/ports-shipping>

Economic Horizon Overview

- India is strategically located on the world's leading shipping routes with a coastline of over 7,500 km.
- Most cargo ships that sail between East Asia and America, Europe and Africa pass through Indian territorial waters.
- India comprises a significant size maritime sector with 12 Major and 200+ Non-Major Ports situated along its 7,500 km long coastline and a vast network of navigable waterways.
- Ports in India handle approximately 95% (by volume) and 68% (by value) of India's external trade.
- India has 12 over government-owned ports and about 200 minor and intermediate ports.

Investment Opportunities

- Ministry of Ports, Shipping and Waterways has awarded 31 projects of more than ₹ 14,600 crore on PPP till FY25 and look forward for an enthusiastic response from the stakeholders.
- The percentage of cargo handled at all Major Ports through PPP operators is targeted to be 85% by year 2030.
- By 2030, all the Major Ports are to be made fully self-sustainable on electricity.

Government Initiative

- The Finance Minister proposed to double the ship recycling capacity of ~4.5 million light displacement tonnes (LDT) by 2024; this is expected to generate an additional ~1.5 lakh employment opportunities in India.
- India has plans to invest US\$ 82 billion in port projects by 2035.
- In Union Budget 2023-24, the total allocation for the Ministry of Shipping was US\$ 1,813.16 million (Rs. 2,218.74 crore).

Source: IBEF

Traffic Handled At Major Ports In India

(In Thousand Tonnes)

Ports	April To November Traffic		% Change In Traffic
	2023*	2022	
SMP, Kolkata			
Kolkata Dock System	11,422	10,843	5.34
Haldia Dock Complex	31,847	30,878	3.14
Total (SMP, Kolkata)	43,269	41,721	3.71
Paradip	92,919	84,213	10.34
Vishakhapatnam	53,605	48,553	10.41
Kamarajar (ENNORE)	30,053	29,077	3.36
Chennai	34,625	32,267	7.31
V.O.Chidabaranar	27,202	24,702	10.12
Cochin	23,782	21,951	8.34
New Mangalore	28,573	25,900	10.32
Mormugao	12,587	10,538	19.44
Mumbai	44,351	41,410	7.10
Jnpa	56,435	53,570	5.35
Deendayal	87,772	93,335	-5.96
Total	5,35,173	5,07,237	5.51

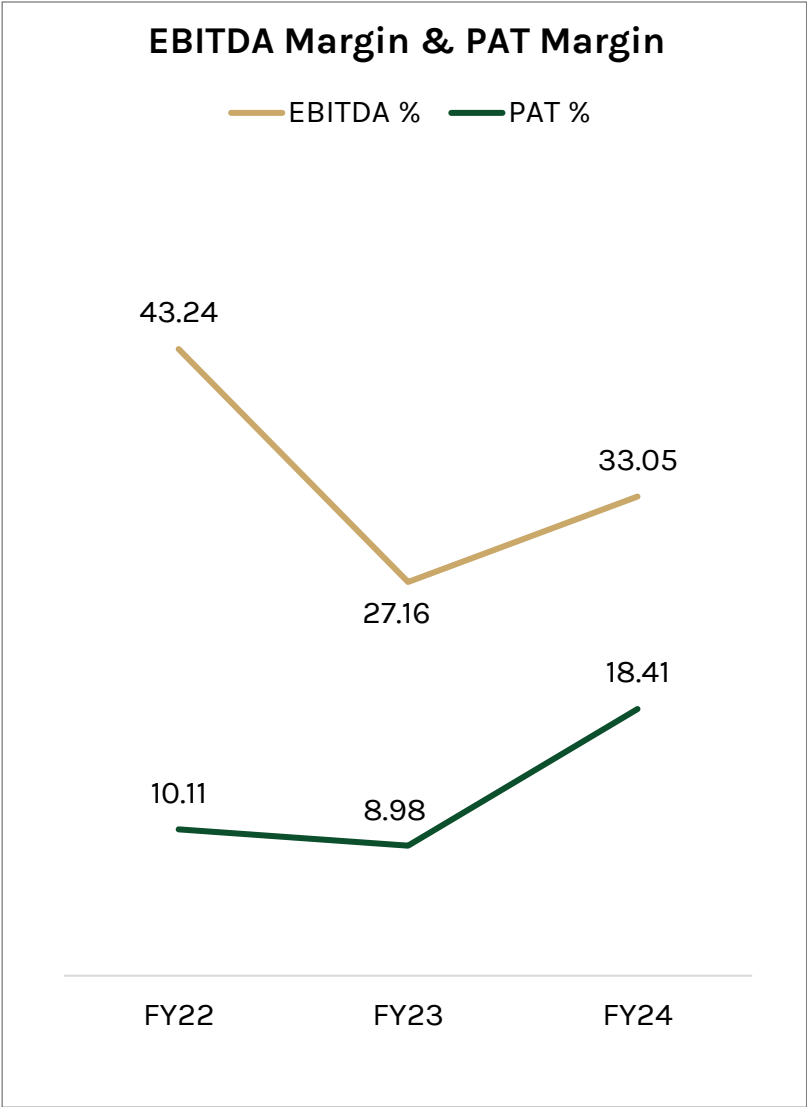
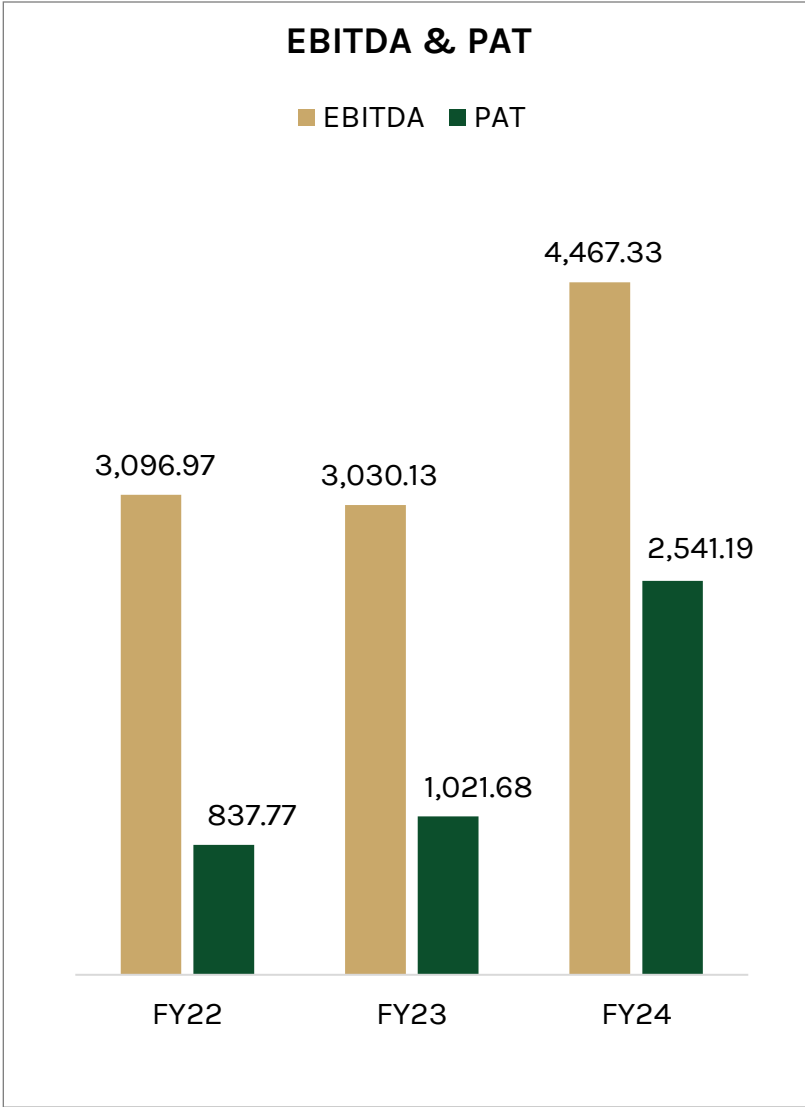
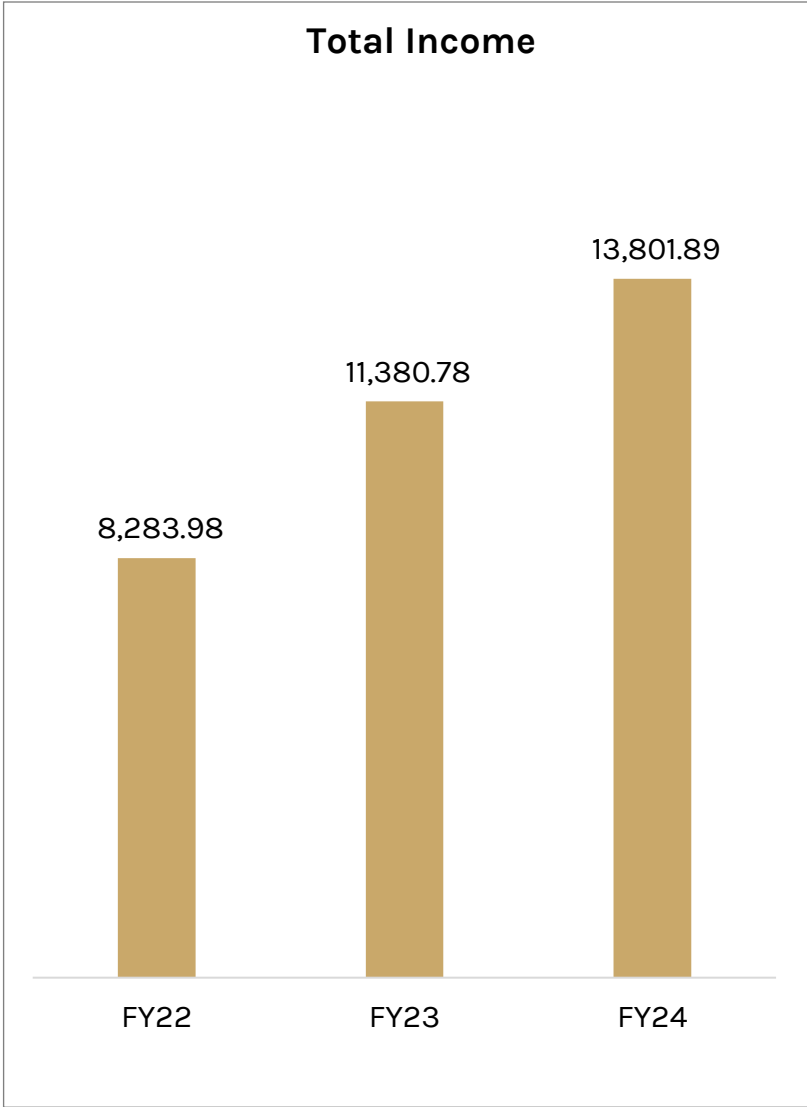
Source: [Indian Port Association](#)

(During April To November, 2023* Vis-a-vis April To November, 2022)

Financial Overview



Consolidated Key Financial Highlights



All Amount In ₹ Lakhs & Margins In %

Consolidated Profit & Loss Statement

In ₹ Lakhs

Particulars	FY24	FY23	FY22
Revenues	13,515.68	11,157.51	7,163.01
Other Income	286.22	223.27	1,120.97
Total Income	13,801.89	11,380.78	8,283.98
Direct Expenses	7,787.38	7,387.33	4,160.00
Employee costs	623.27	631.27	566.67
Other expenses	923.92	332.05	460.34
Total Expenditure	9,334.57	8,350.65	5,187.01
EBITDA	4,467.33	3,030.13	3,096.97
EBIDTA (%)	33.05	27.16	43.24
Finance Costs	483.81	474.97	450.25
Depreciation	1,351.23	1,327.17	1,625.26
PBT	2,632.28	1,227.99	1,021.46
Tax	91.09	206.31	183.68
PAT	2,541.19	1,021.68	837.77
Minority Interest	185.78	68.94	28.34
Total Comprehensive Income	2,355.41	952.74	809.43
NPM (%)	18.41	8.98	10.11

Consolidated Balance Sheet

In ₹ Lakhs

Equities & Liabilities	FY24	FY23	FY22
Equity	1,800.00	1.00	1.00
Reserves	9,917.39	9,351.42	8,369.01
Net Worth	11,717.39	9,352.42	8,370.01
Minority Interest	964.84	779.06	710.12
Non Current Liabilities			
Non Current Borrowings	2,681.96	2,897.41	4,427.08
Long Term Provision	78.37	87.29	72.13
Other Non Current Liabilities	0.75	0.75	0.75
Total Non Current Liabilities	2,761.08	2,985.45	4,499.96
Current Liabilities			
Short Term Borrowings	1,886.01	1,968.88	1,687.69
Trade Payables	499.60	1,693.30	901.83
Short Term Provisions	328.09	19.57	16.29
Other Current Liabilities	323.99	753.82	477.38
Total Current Liabilities	3,037.69	4,435.57	3,083.19
Total Liabilities	18,480.99	17,552.50	16,663.28

Assets	FY24	FY23	FY22
Non Current Assets			
Fixed assets	8,179.05	8,585.36	9,138.83
Long Term Loans and Advances	959.80	911.91	1,393.14
Good will on consolidation	1.40	1.40	1.40
Deferred Tax Assets (Net)	975.32	264.81	169.52
Other Non Current Assets	2,068.62	2,366.49	20.23
Total Non Current Assets	12,184.19	12,129.97	10,723.12
Current Assets			
Current Investment	1,055.00	533.16	3,082.45
Trade receivables	3,205.90	2,421.30	1,266.48
Cash & Bank Balance	705.73	1,824.86	1,158.19
Short term loan and advances	1,330.18	643.21	433.04
Total Current Assets	6,296.81	5,422.53	5,940.16
Total Assets	18,480.99	17,552.50	16,663.28

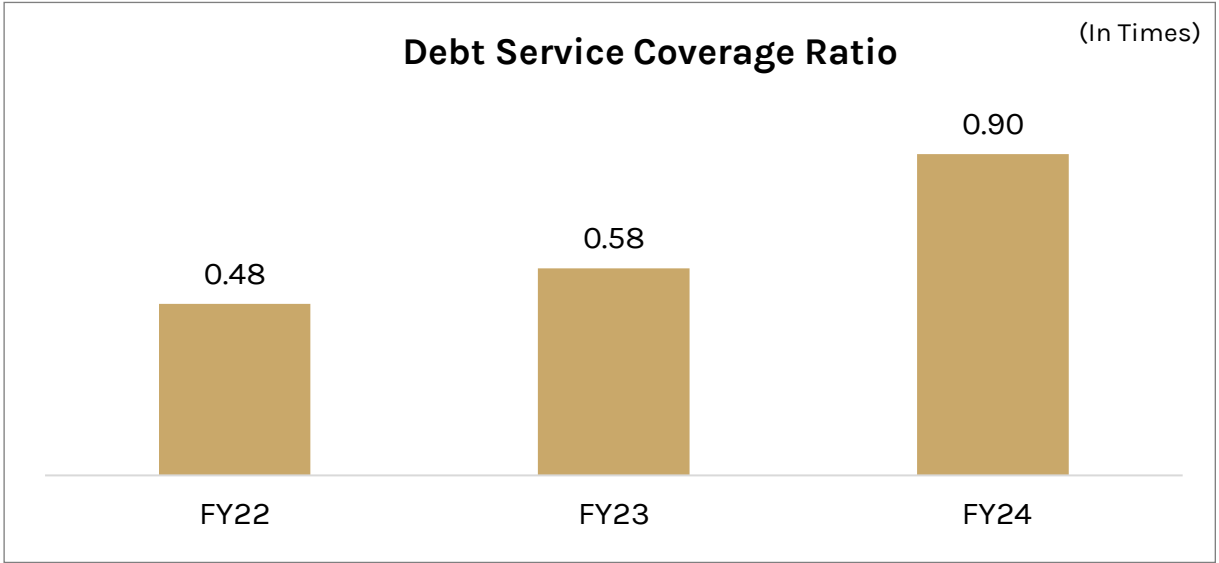
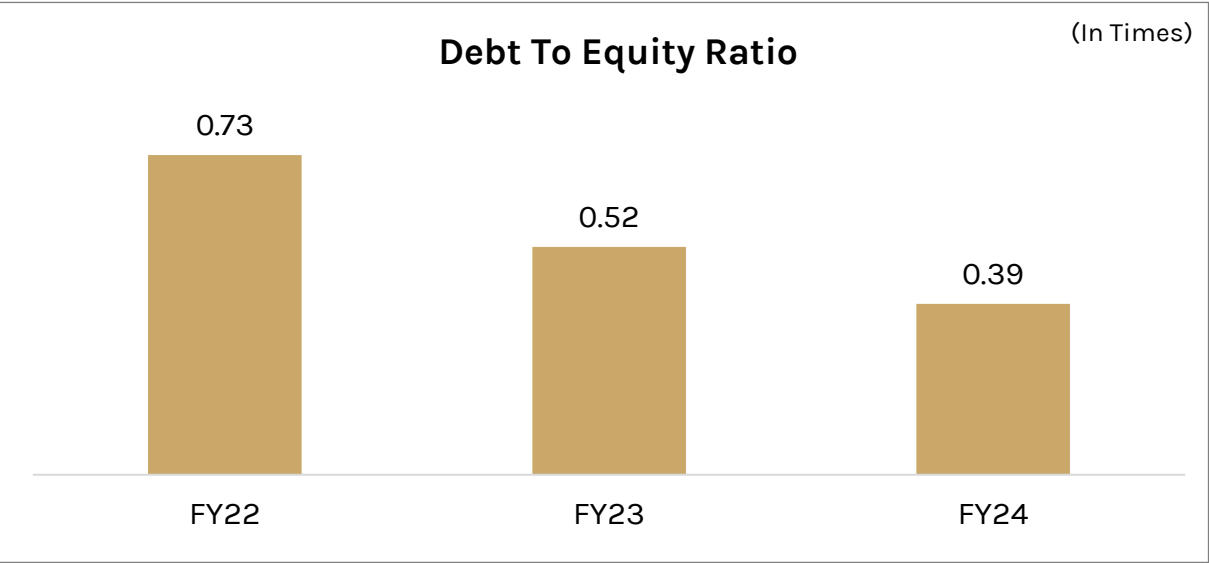
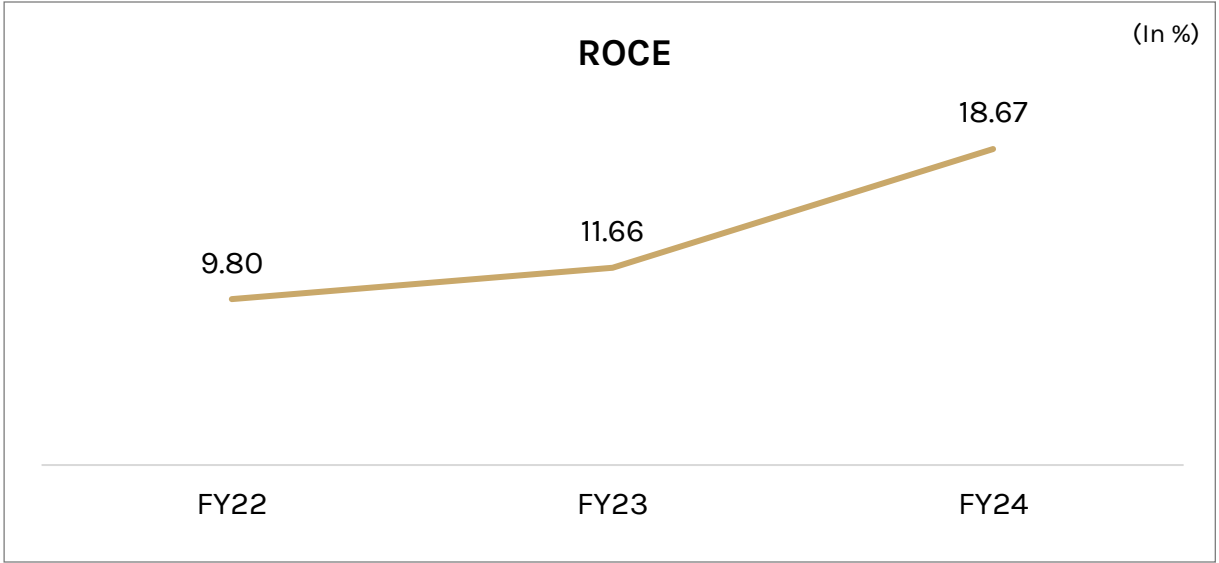
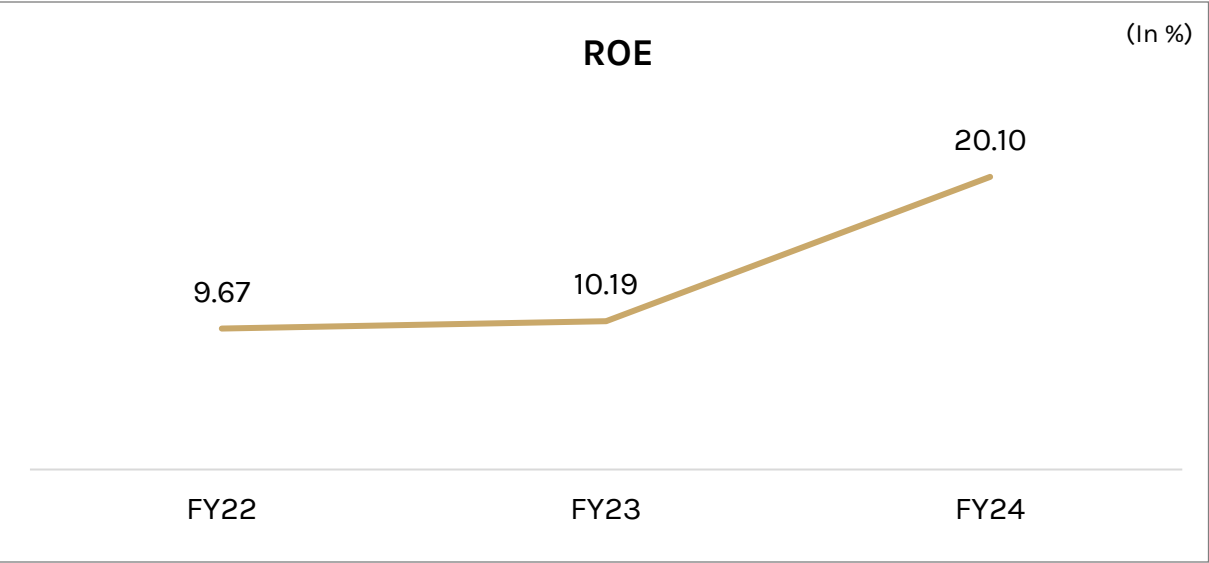
Consolidated Cashflow Highlights



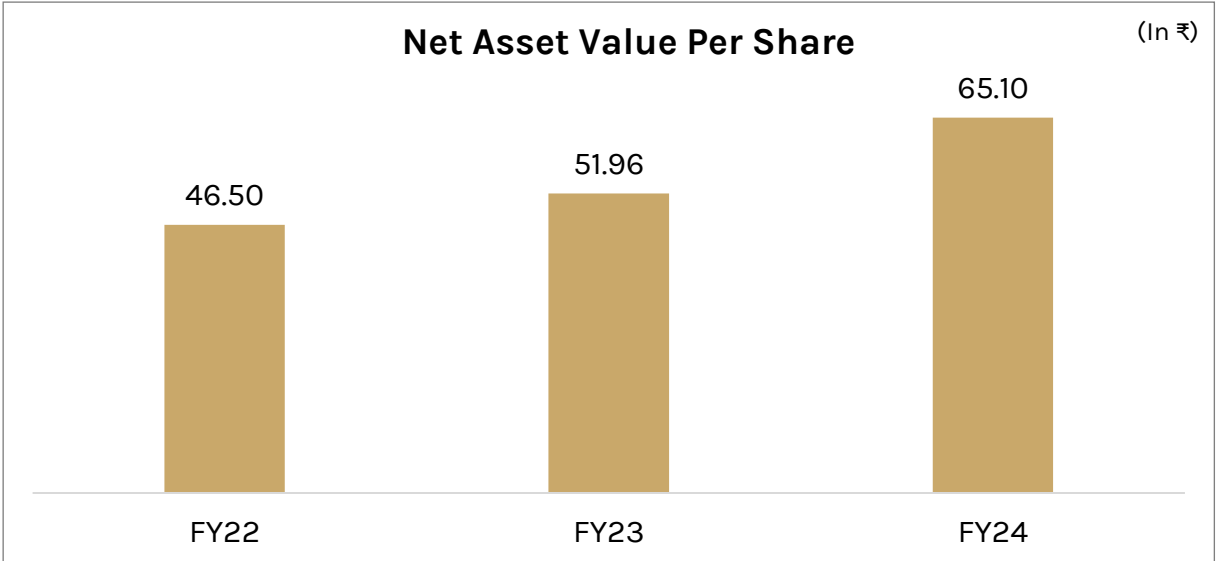
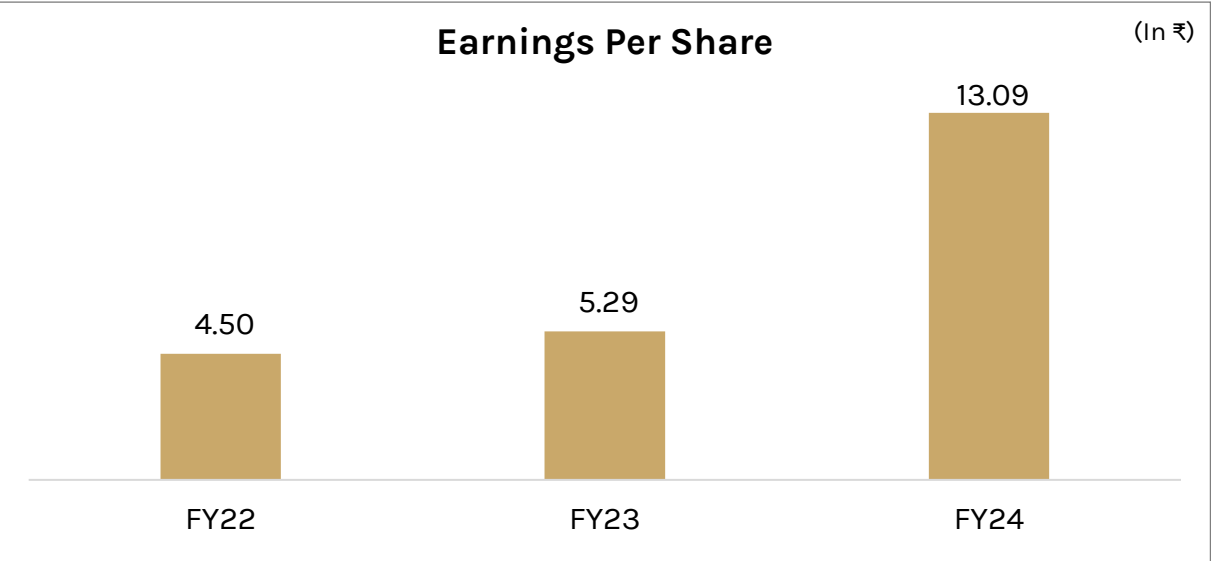
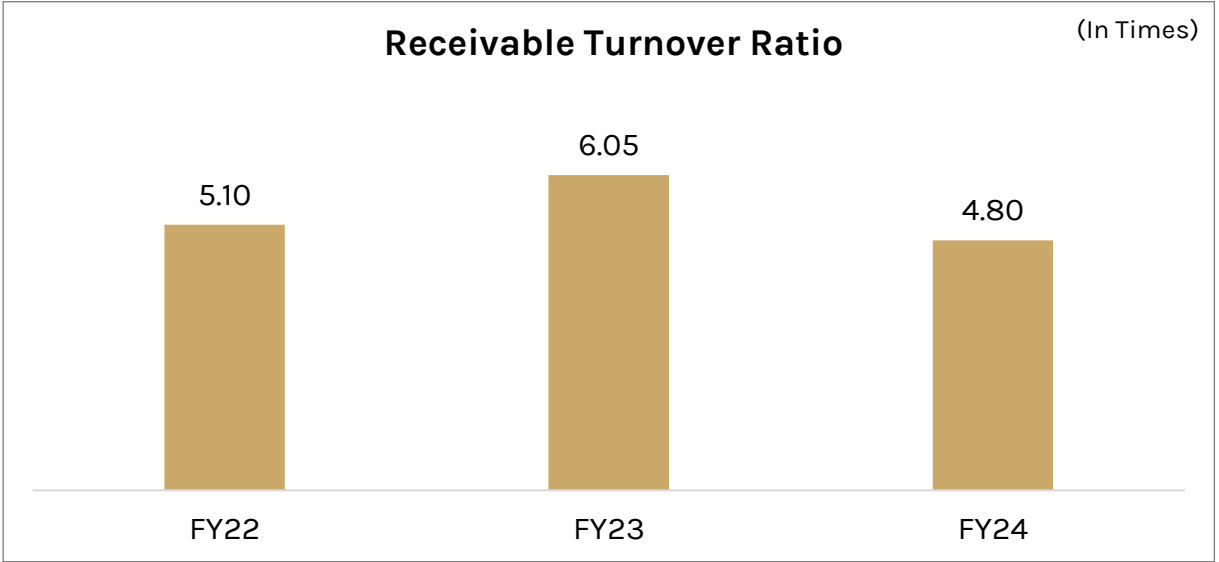
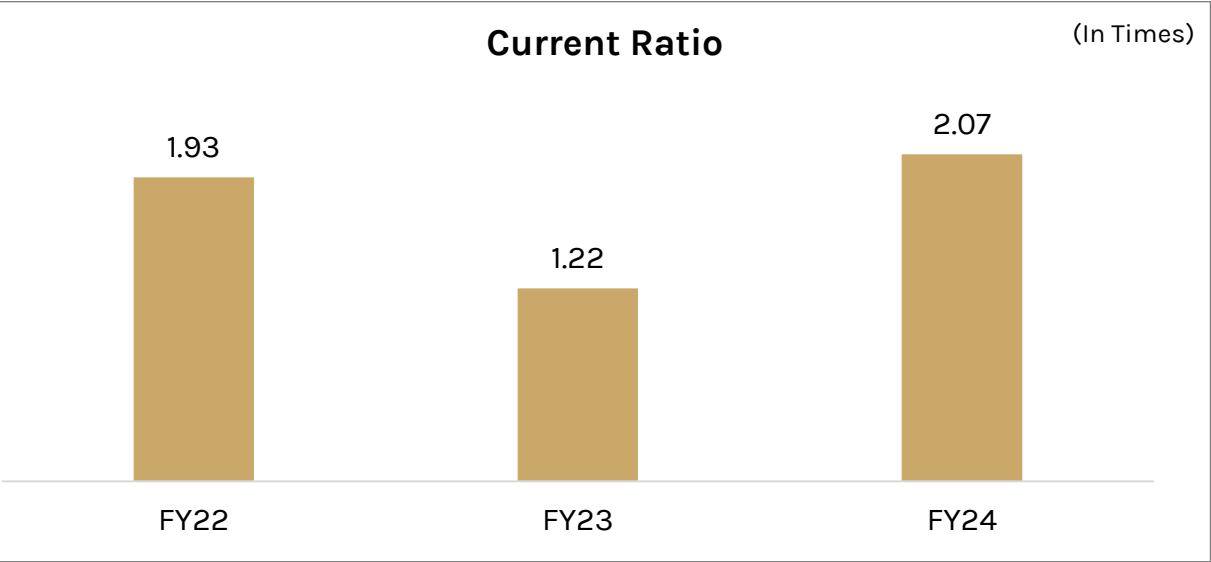
In ₹ Lakhs

Particulars	FY24	FY23	FY22
Cashflow from Operations	1,155.66	464.95	1,517.70
Cashflow from Investments	(1,517.79)	1,941.21	1,470.03
Cashflow from Financing	(782.14)	(1,723.44)	(2,897.55)
Net Cash Flow	(1,144.27)	682.73	90.19

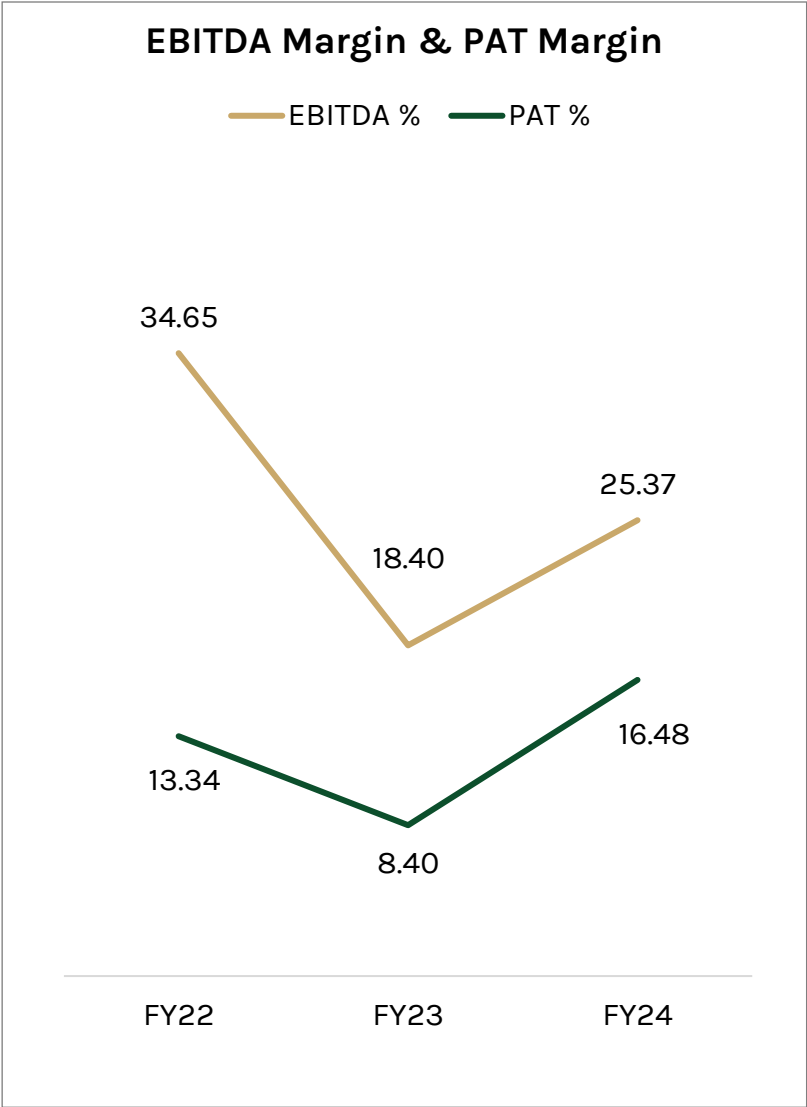
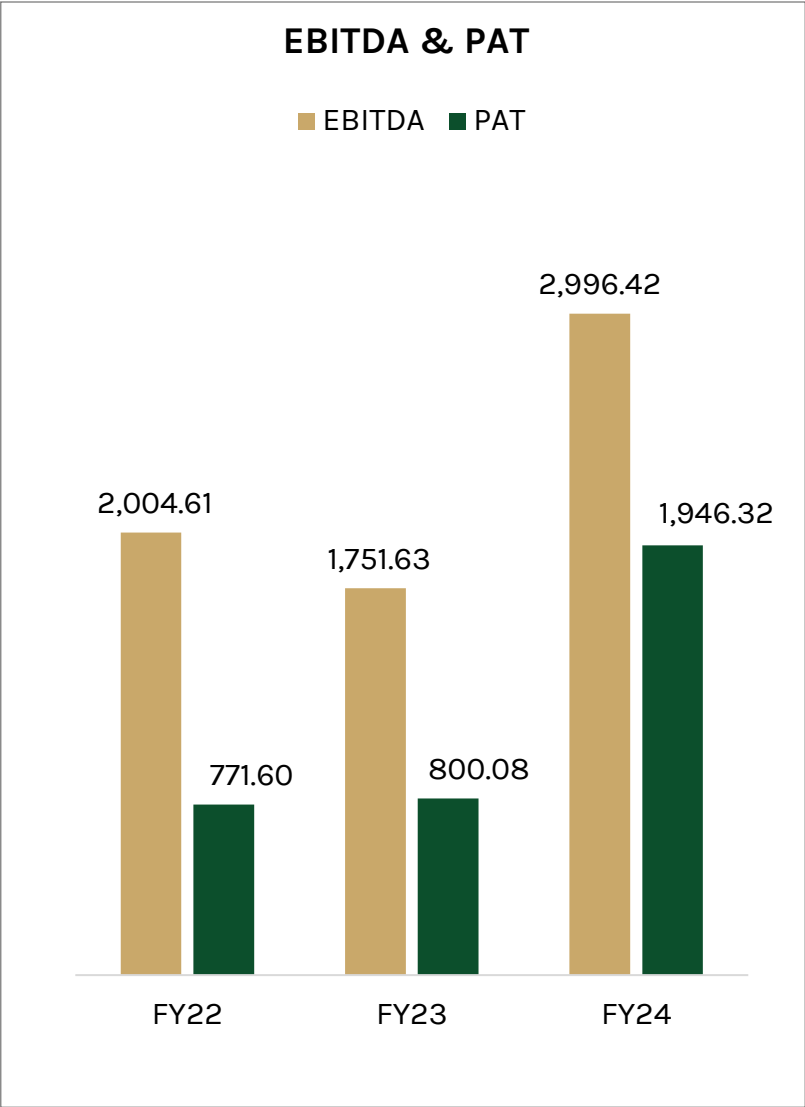
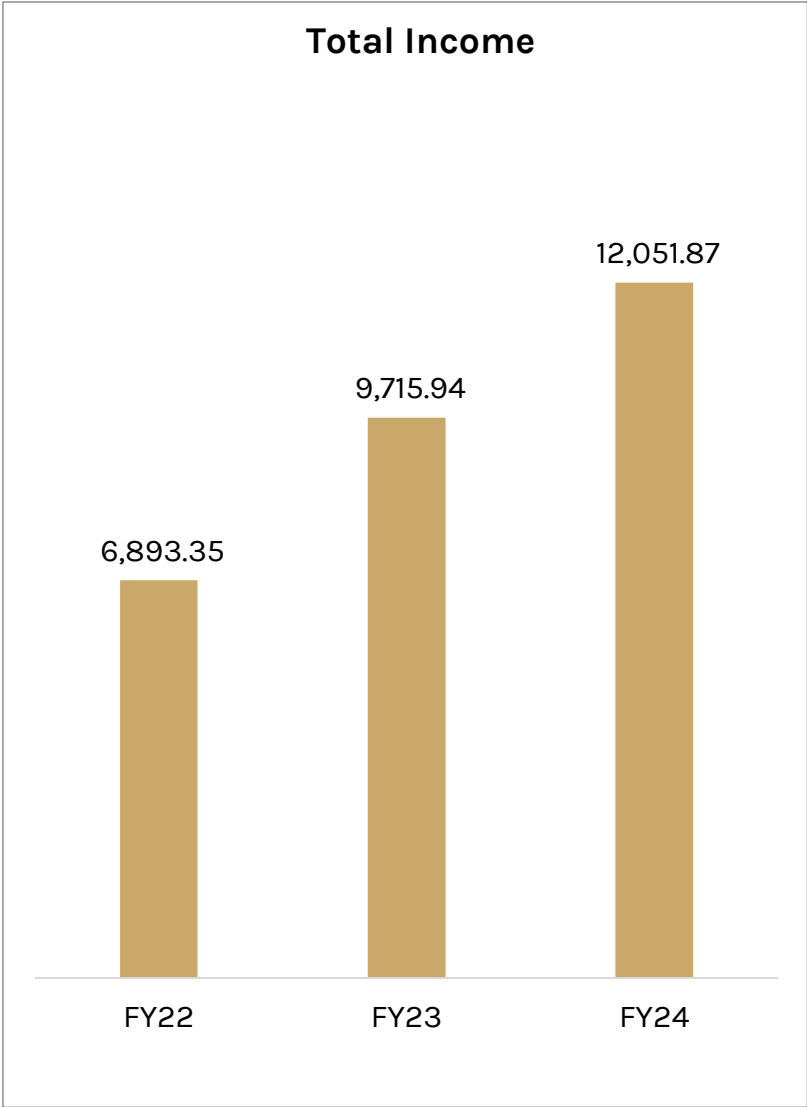
Consolidated Key Ratios



Consolidated Key Ratios



Standalone Key Financial Highlights



All Amount In ₹ Lakhs & Margins In %

Standalone Profit & Loss Statement

In ₹ Lakhs

Particulars	FY24	FY23	FY22
Revenues	11,812.90	9,521.51	5,784.59
Other Income	238.97	194.43	1,108.76
Total Income	12,051.87	9,715.94	6,893.35
Direct Expenses	7,750.75	7,184.87	4,051.17
Employee costs	584.58	531.69	460.00
Other expenses	720.11	247.75	377.57
Total Expenditure	9,055.44	7,964.31	4,888.74
EBITDA	2,996.42	1,751.63	2,004.61
EBIDTA (%)	25.37	18.40	34.65
Finance Costs	165.62	150.46	238.75
Depreciation	537.34	542.74	751.77
PBT	2,293.46	1,058.43	1,014.09
Tax	347.14	258.35	242.49
PAT	1,946.32	800.08	771.60
NPM (%)	16.48	8.40	13.34

Standalone Balance Sheet

In ₹ Lakhs

Equities & Liabilities	FY24	FY23	FY22
Equity	1,800.00	1.00	1.00
Reserves	10,567.27	10,419.94	9,619.86
Net Worth	12,367.27	10,420.94	9,620.86
Non Current Liabilities			
Non Current Borrowings	506.49	762.10	641.82
Deferred Tax Liability	0.00	422.07	468.41
Long Term Provision	69.59	78.51	63.34
Other Non Current Liabilities	0.75	0.75	0.75
Total Non Current Liabilities	576.83	1,263.43	1,174.32
Current Liabilities			
Short Term Borrowings	1,270.39	365.79	608.08
Trade Payables	487.90	1,625.03	1,083.73
Short Term Provisions	367.82	22.16	16.29
Other Current Liabilities	310.54	710.55	447.76
Total Current Liabilities	2,436.65	2,723.53	2,155.86
Total Liabilities	15,380.75	14,407.89	12,951.05

Assets	FY24	FY23	FY22
Non Current Assets			
Fixed assets	952.04	3,381.08	3,731.54
Long Term Loans and Advances	959.80	868.73	1,325.09
Non-Current Investment	6,525.29	2,405.16	2,405.16
Deferred Tax Assets	32.47	0.00	0.00
Other Non Current Assets	2,068.62	2,366.50	20.23
Total Non Current Assets	9,532.41	9,021.46	7,482.02
Current Assets			
Current Investment	1,055.00	533.16	3,082.45
Trade receivables	2,909.05	2,555.04	1,425.28
Cash & Bank Balance	290.27	1,158.48	614.63
Short term loan and advances	588.21	1,139.74	346.66
Total Current Assets	4,842.53	5,386.42	5,469.02
Total Assets	15,380.75	14,407.89	12,951.05

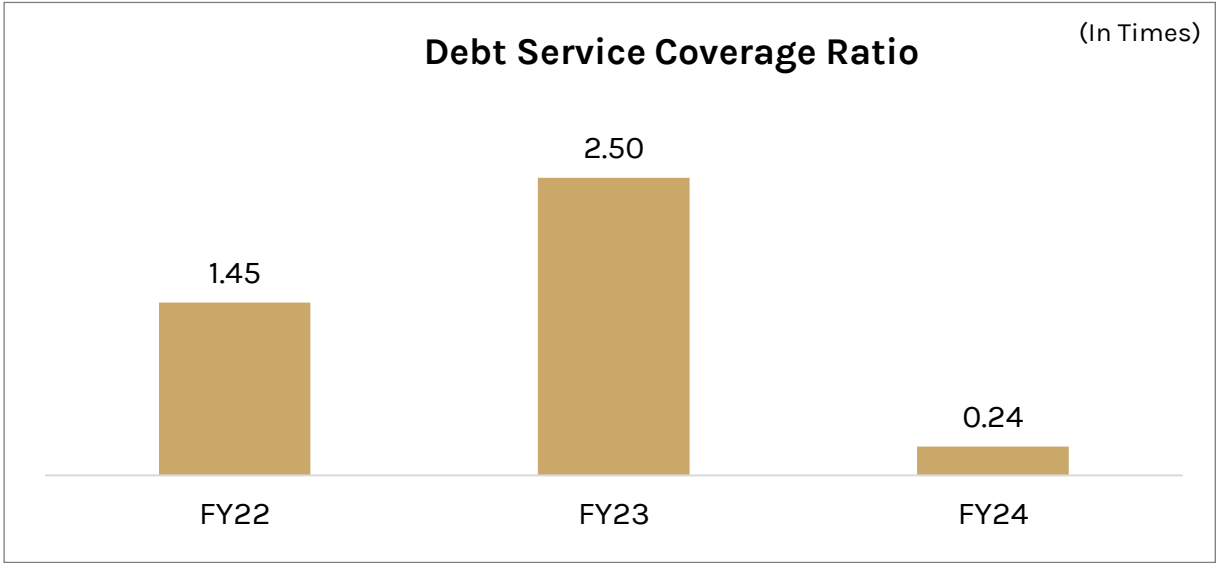
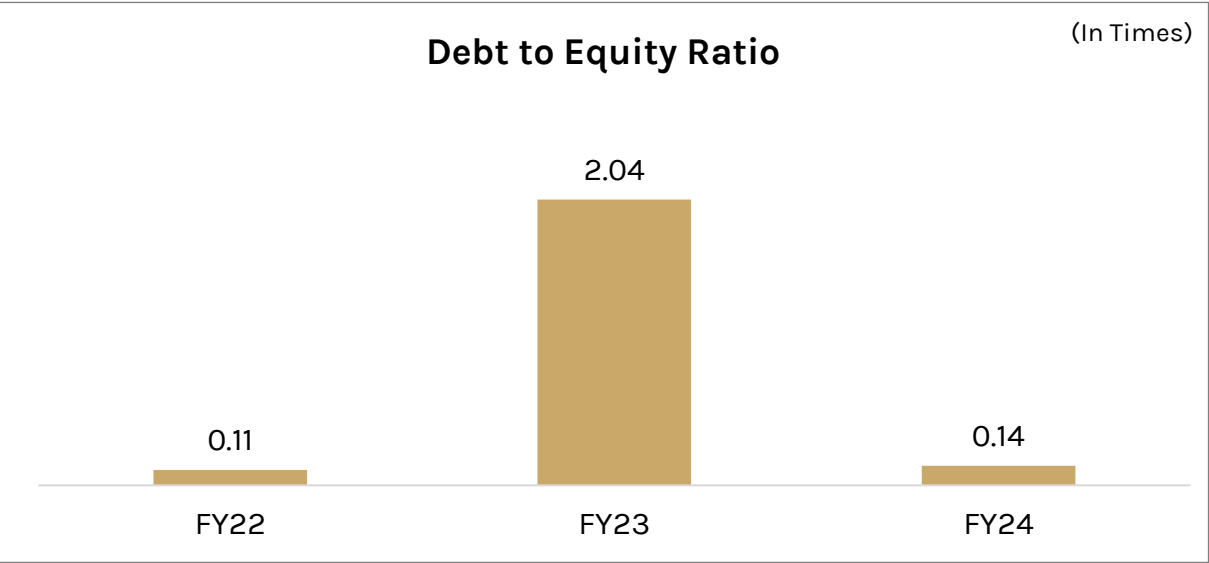
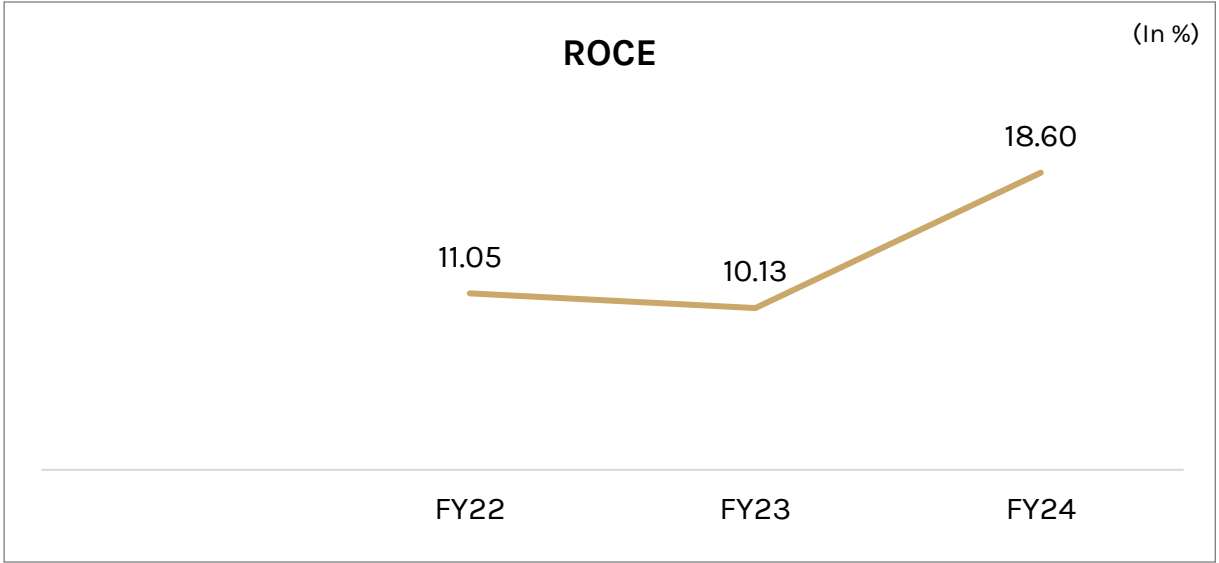
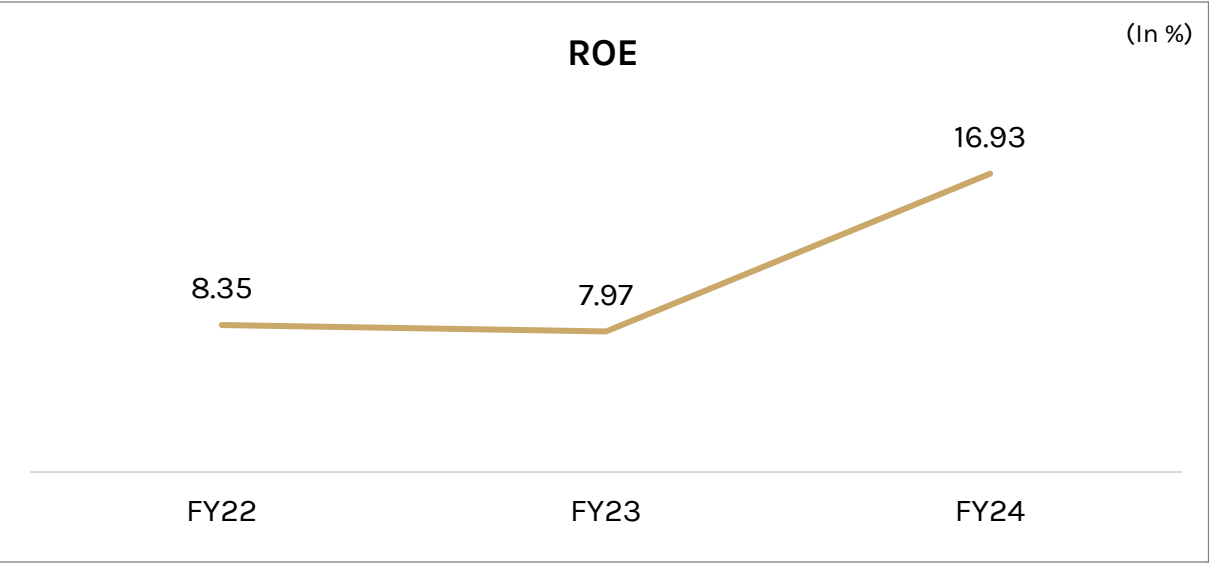
Standalone Cashflow Highlights



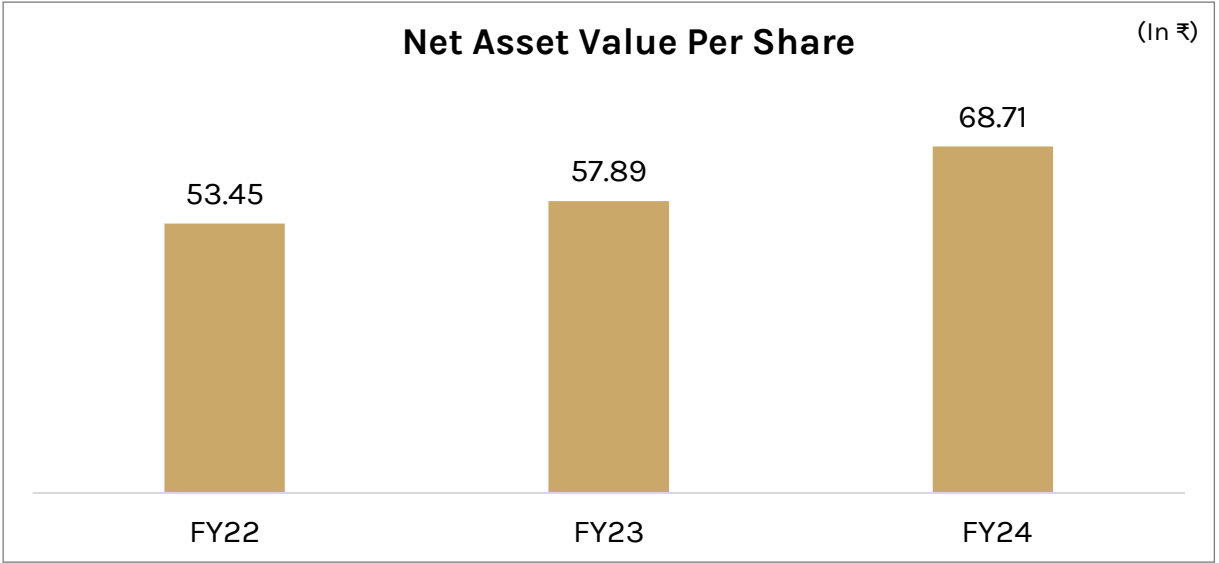
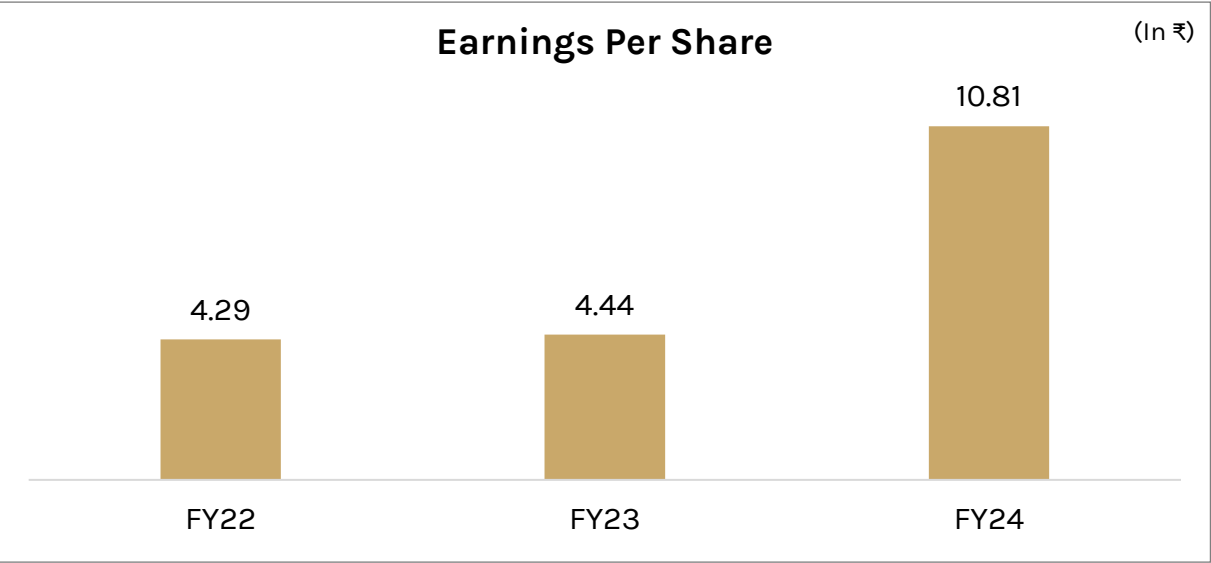
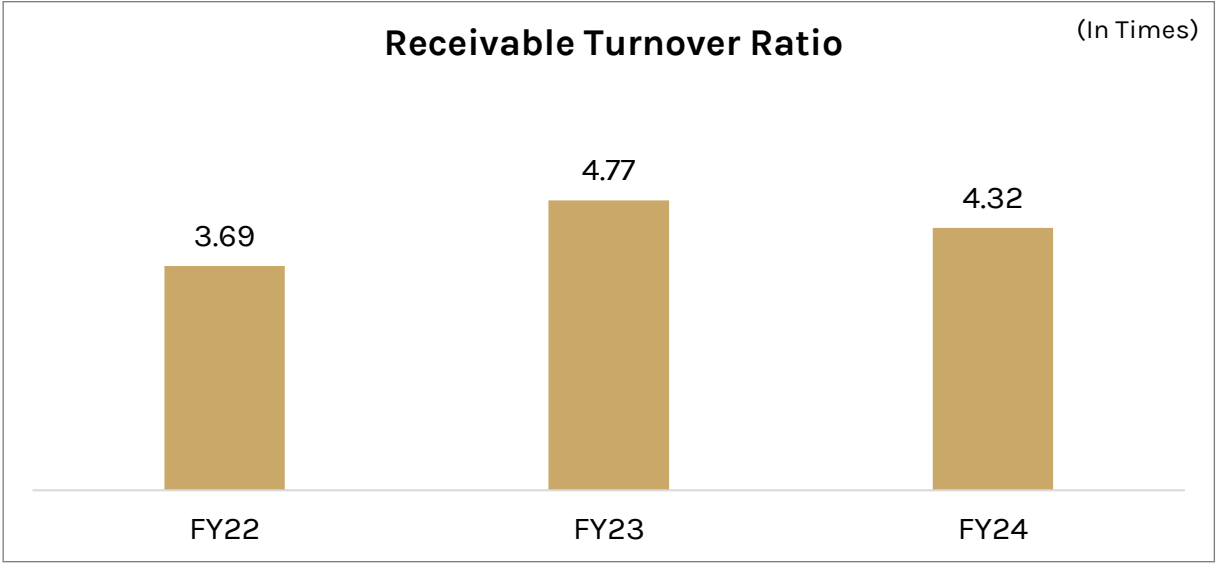
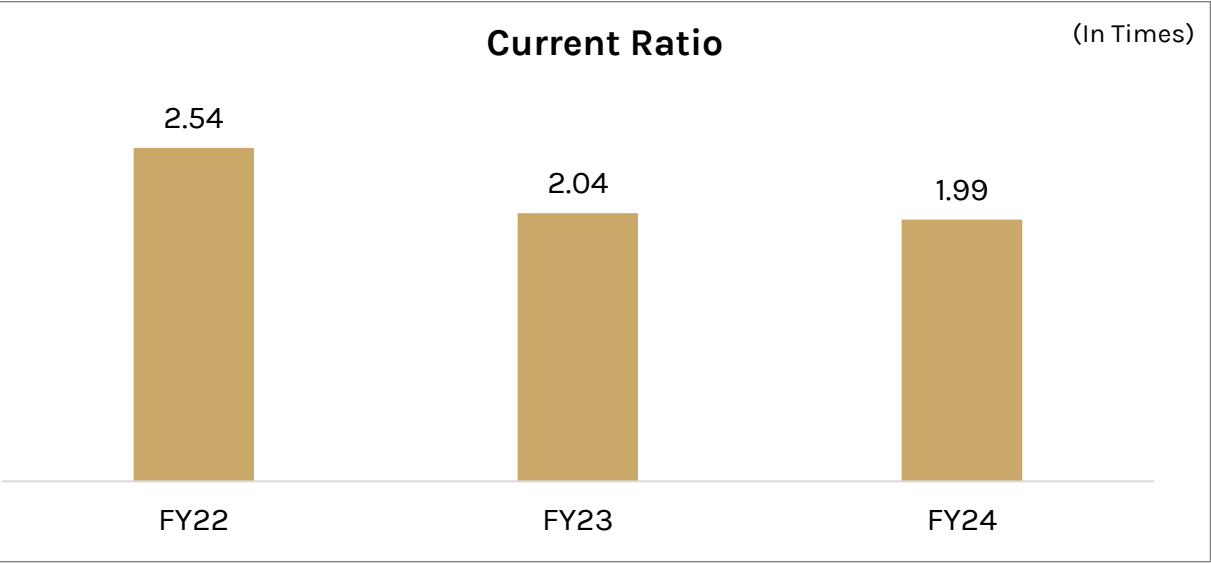
In ₹ Lakhs

Particulars	FY24	FY23	FY22
Cashflow from Operations	2,344.43	(1,690.41)	685.50
Cashflow from Investments	(2,684.65)	2,530.24	1,482.66
Cashflow from Financing	(383.11)	(272.48)	(2,039.95)
Net Cash Flow	(723.33)	567.36	128.21

Standalone Key Ratios



Standalone Key Ratios

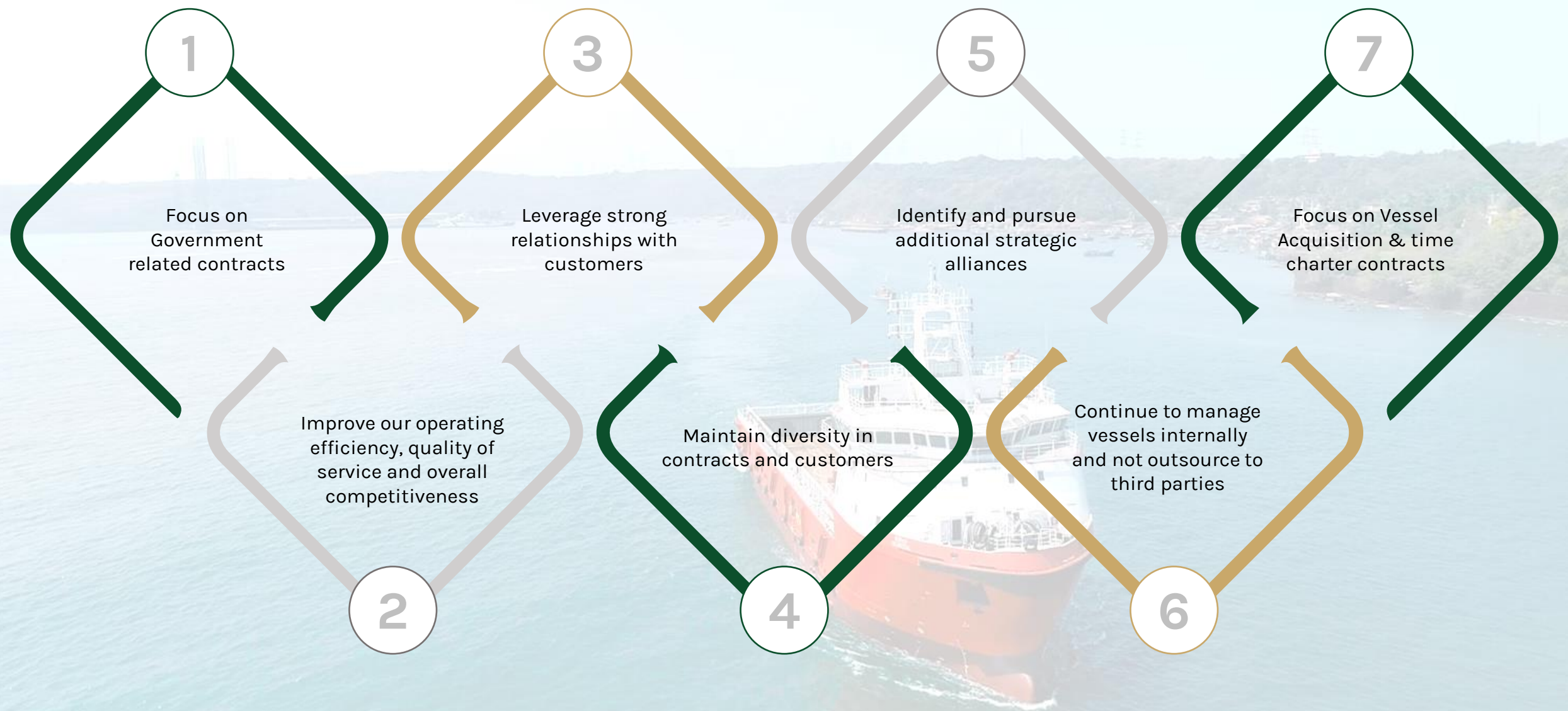




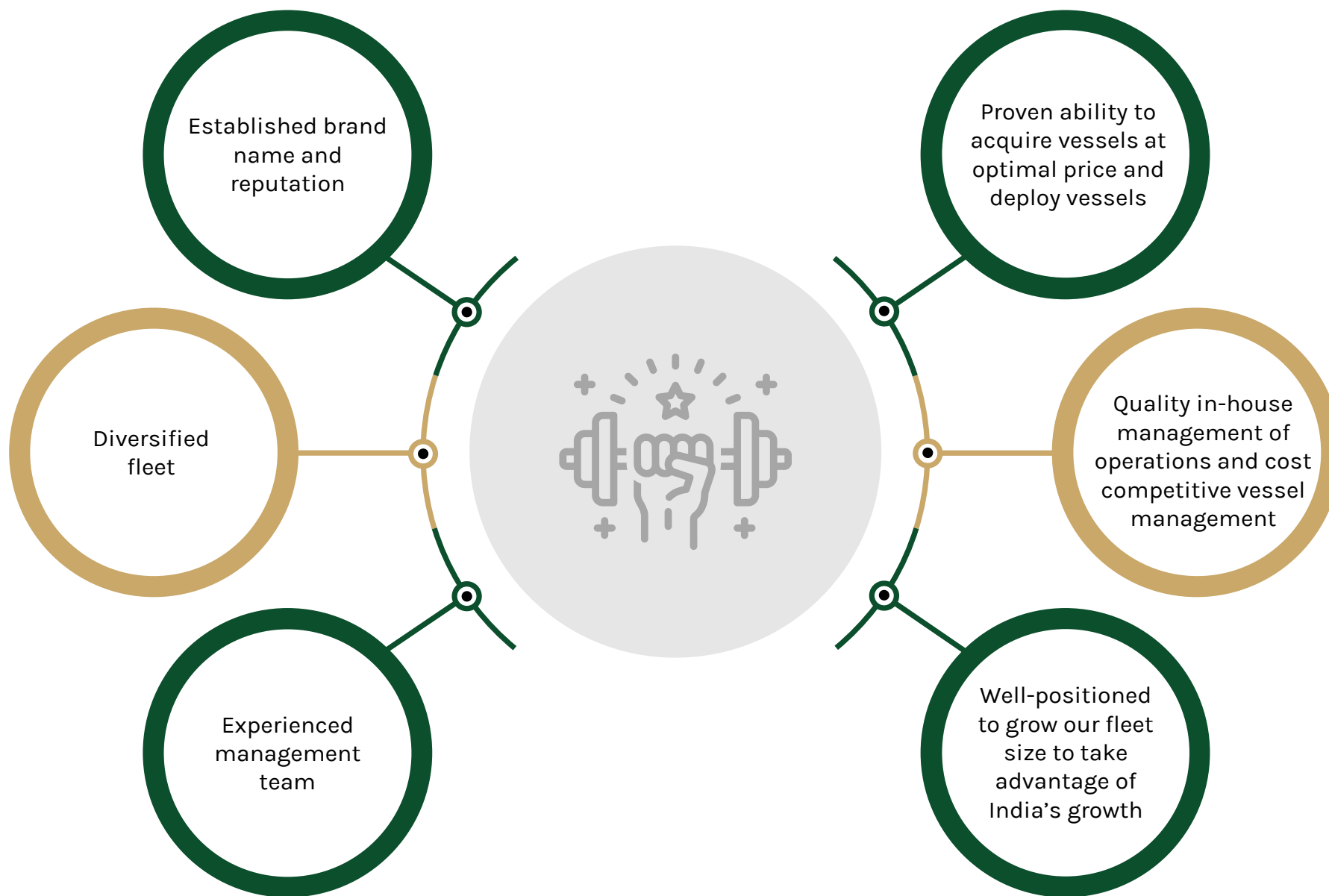
The Way Forward

- With high energy prices, focus on energy security and energy transition, it is expected that both Oil & Gas and Renewable energy activity will continue at a high level going forward.
- We will refocus on higher value vessels to increase fleet yields - Purchasing of specific types of vessels to expand the fleet
- Invest in Offshore Supply Vessel(s)
- Invest in Bulk Carrier(s)
- Supplement fleet with chartered vessels.
- Maximise returns through increased utilisation and rates in the rising market
- Increase incomes through Efficient Ship Management Services.
- Increase the focus on growth in Fire & Safety Services across India.
- Capital management balancing investment in growth with future returns for shareholders





Pillars of Success: Unveiling Strengths



Issue Overview



Issue Highlights



Fresh Issue	Up To 65,50,000 Equity Shares
Face Value	₹ 10/- Each
Issue Size	₹ 91.70 Cr - ₹ 96.28 Cr
Price Band	₹ 140 - ₹ 147
Lot Size	1,000 Equity Shares
Issue Period	
Anchor Bidding	May 09, 2024
Issue Opens	May 10, 2024
Issue Closing	May 15, 2024
Offer Structure	
QIB Anchor	Up To 18,41,000 Equity Shares
QIB	Up To 12,28,000 Equity Shares
NII	Up To 9,22,000 Equity Shares
RII	Up To 21,49,000 Equity Shares
Market Maker	Up To 4,10,000 Equity Shares

Pre Issue Equity Shares	1,80,00,000 Equity Shares	
Post Issue Equity Shares	2,45,50,000 Equity Shares	
Post Issue Implied Market Cap	360.88 Crores	
Pre Issue Holding		
Promoter & Promoter Group	1,55,70,000 Equity Shares	86.50%
Public	24,30,000 Equity Shares	13.50%
Post Issue Holding		
Promoter & Promoter Group	15,570,000 Equity Shares	63.43%
Public	89,80,000 Equity Shares	36.57%
Listing On	NSE Emerge	

Issue Proceeds

Particulars	₹ In Lakhs
Gross Proceeds From The Issue (At Upper Band)	Up To
Less: Issue Related Expenses	[●]
Net Proceeds Of The Issue To Our Company	[●]

Utilization Of The Net Proceeds

Acquisition Of Offshore Vessel	Up To 5,500
Funding Working Capital Requirements	Up to 2,500
General Corporate Purposes	[●]

Utilization Of Issue Proceeds



- Acquisition of offshore vessel [●] %
- Funding the capital expenditure [●] %
- General Corporate Purposes [●] %

Issue Intermediaries

Book Running Lead Manager



GYR Capital Advisors Private Limited

Registrar To The Issue



Purva Sharegistry (India) Private Limited

Legal Advisor To The Issue



Yana Attorneys And Legal

Bankers To The Issue



ICICI Bank Limited

Bankers To The Company



State Bank of India Limited



HDFC Bank Limited

Statutory Auditor And Peer Review Auditor

N.C. Rajagopal & Co

Market Maker



Giriraj Stock Broking Private Limited

Commodity Mandi Private Limited

Underwriter To The Issue



GYR Capital Advisors Private Limited

IR, PR Agency & Designing Partner



Kirin Advisors Private Limited

Thank You



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