



ABS Marine Services Limited

H1 FY26 Investor Presentation



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H1 FY26

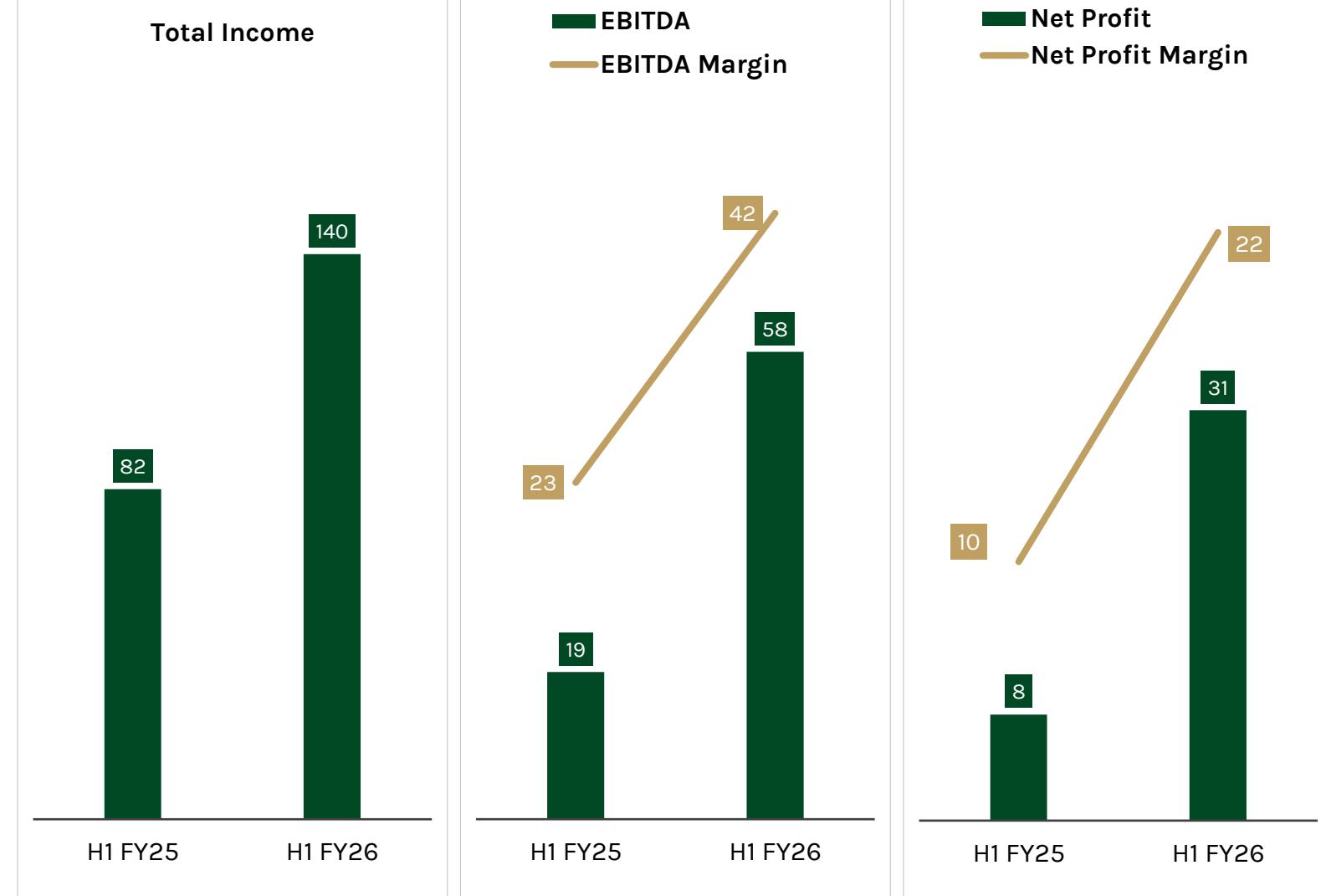
Key Financial & Operational Highlights

H1 FY26 Consolidated Profit & Loss Statement



(In ₹ Cr)

Particulars	H1 FY25	H1 FY26
Revenues	80.05	136.04
Other Income	1.93	3.50
Total Income	81.98	139.53
Employee costs	3.35	3.99
Other expenses	59.59	77.22
Total Expenditure	62.94	81.21
EBITDA	19.04	58.32
Finance Costs	2.60	12.87
Depreciation	6.09	12.81
PBT	10.34	32.64
Tax	2.24	1.31
Net Profit	8.10	31.33
EPS	3.45	12.62



All Figures In ₹ Cr & Margin in %

H1 FY26 Key Operational Highlights



~4,424 Tons

Received Delivery of Offshore Vessel – AM PASSION

- **Vessel Name:** AM PASSION
- **Type:** Dynamic Positioning (DP2) Offshore Well Stimulation Vessel
- **Built Year:** 2022



₹3.79 Cr

Bagged Port Services Project at Deendayal Port

- **Awarding Authority:** Deendayal Port Authority
- **Scope of Work:** Deployment of qualified fire service personnel for the Fire Brigade section
- **Contract Duration:** 3 years
- **Contract Type:** Port Services

USD 20.67 million

AM PASSION Deployed Under Schlumberger Charter

- **Contract Partner:** Schlumberger Asia Services Limited, Hong Kong
- **Contract Type:** Charter hire of Offshore Well Stimulation Vessel
- **Tenure:** 3 years firm + 3 years optional extension starting from 24 June 2025

₹26.70 Cr

Secured Offshore Charter Contract from L&T

- **Client:** Larsen & Toubro Limited, India
- **Agreement Type:** Charter hire of Offshore Supply Vessel
- **Tenure:** Commencing October 2025; 120 days firm + 56 days optional extension
- **Contract Value:** ₹26.70 Cr (including GST and extensions)
- **Vessel Type:** DP2 Platform Supply Vessel

Management's Comment On H1 FY26 Performance



P.B. Narayanan
Managing Director

"The first half of FY26 has been a remarkable period of progress for ABS Marine, marked by strategic wins, fleet expansion, and continued operational excellence. Our performance during the period reflects the growing strength of our business model and our focus on building a modern, resilient, and customer-driven maritime enterprise. We enhanced our offshore capabilities with the addition of our DP2 Offshore Well Stimulation Vessel, AM Passion, which has already been deployed under a long-term charter with a leading global energy company. We also broadened our port services portfolio through a new engagement with the Deendayal Port Authority for firefighting and safety operations and secured a charter contract from Larsen & Toubro for a DP2 Platform Supply Vessel. These achievements highlight our strong execution capabilities and long-standing trust among blue-chip PSU and private clients. The industry environment remains highly encouraging, with rising offshore exploration, deepwater investments, and government-led programs such as Sagarmala and Maritime Vision 2030 driving large-scale port and marine infrastructure development. These initiatives align perfectly with our core strengths and open up significant opportunities across offshore logistics, port operations, and specialized marine services. With a healthy order book, efficient fleet utilization, and clear focus on technology, sustainability, and disciplined execution, we are confident of sustaining our growth momentum and delivering long-term value."



*Three Decades of Trusted Maritime
Excellence, Expanding into the
Future*





ABS Marine: Powered By Legacy, Driven By Values



ABS Marine Services Limited, (ABS, The Company) Established in 1992 & headquartered in Chennai, provides marine and offshore services across four key segments— Ship Management, Vessel Ownership, Marine Services, and Port Services. Its offerings include offshore vessel chartering, crew and technical management, shipbuilding supervision, port operations, housekeeping, catering, and marine logistics. The company has a presence in Mumbai, Kochi, Kakinada, and Singapore, in addition to its Chennai headquarters, and serves a wide range of clients including government bodies, oil & gas companies, port authorities, and private shipping firms.

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.

The company got listed on NSE Emerge platform on 21st May 2024



Foundation Built On Experience, Scale & Performance

	30+ Years Experience		4 Business Verticals		Team Size <ul style="list-style-type: none">• 80 shore staff• 500 floating staff onboard• 2,000 floating staff in pool		10 Strategic Contract with Government Authorities		36 Vessels Under Management		9 Owned Ships
	1 Long Term Chartered-in Ship		Consolidated FY25 Revenue: ₹180 Cr EBITDA: ₹55 Cr Net Profit: ₹27 Cr		Consolidated FY25 ROE: 12% ROCE: 10%						



Three Decades Of Maritime Excellence: Year-by-year Milestones



1992
Incorporated; secured first ship management contract with Great Eastern Shipping.

1996
Took over crew management of 6 cargo ships from Great Eastern (London).

2001
Won crew management for 17 A&N passenger vessels; began Ennore Port operations.

2002
Awarded crew management for Lakshadweep Development Corporation vessels.

2007
Took over *Sagar Nidhi* research vessel; began managing MARG Cauvery dredger.

2006
Built ROV/Dive support vessel *M.V. ATLA*; deployed for Cairn & Saudi Aramco.

2004
Launched ship-owning arm Epsom Shipping; acquired first offshore support vessel.

2008
Managed MARG Vaigai trailer suction hopper dredger for Karaikal Port

2009
Signed long-term OSV contract with Cairn Energy (*M.V. Saga*); managed chemical tanker for Ruchi Soya.

2010
Renewed complete crew management for 17 A&N vessels.

Three Decades Of Maritime Excellence: Year-by-year Milestones



2011

Managed DP2 vessels *LEWEK ALTAIR* & *LEWEK ATLAS* for EMAS; added Ro-Ro ship *Amet Majesty*.

2014

Delivered DP2 OSV *M.V. Celestial*, built in China for Epsom Shipping.

2015

Acquired 1 and leased 2 OSVs from Milaha (Qatar); began 4 ONGC contracts.

2019

Took over NIOT research vessels; acquired *ABS Amelia*; signed ONGC PSV contract.

2023

Awarded 5-year ONGC Cluster-II contract; converted OSV for FPSO support; won additional ONGC vessel contract.

2024

Signed ₹10.23 Cr Chennai Port patrol boat contract; entered ₹197 Cr Schlumberger charter; contracted 2 new DP2 OSVs.

2025

Took delivery of *OCEAN DIAMOND* & *EMERALD* (DP2 OSVs); started ONGC & Alphard contracts worth ₹48.6 Cr; contracted 2 more DP2 OSVs for FY26.

2022

Took over total management (crew, scientists, housekeeping) of 6 MoES research vessels; chartered PSV *ERIN*.

2021

Secured harbour craft contract with Chennai Port Authority.

2020

Won 7+2-year harbour craft contract with Kamarajar Port; secured another ONGC OSV supply contract.

Corporate Structure Backed By Strategic Subsidiaries



ABS Marine Services Limited

ABS Marine Singapore Pte. Limited

- **Status:** Wholly Owned Subsidiary
- **Country:** Singapore
- **Incorporation Date:** July 07, 2010
- **Nature of Business:** Ship owning, operations & management
- **Shareholding:** 100% held by ABS Marine Services Limited

Epsom Shipping India Private Limited (ESIPL)

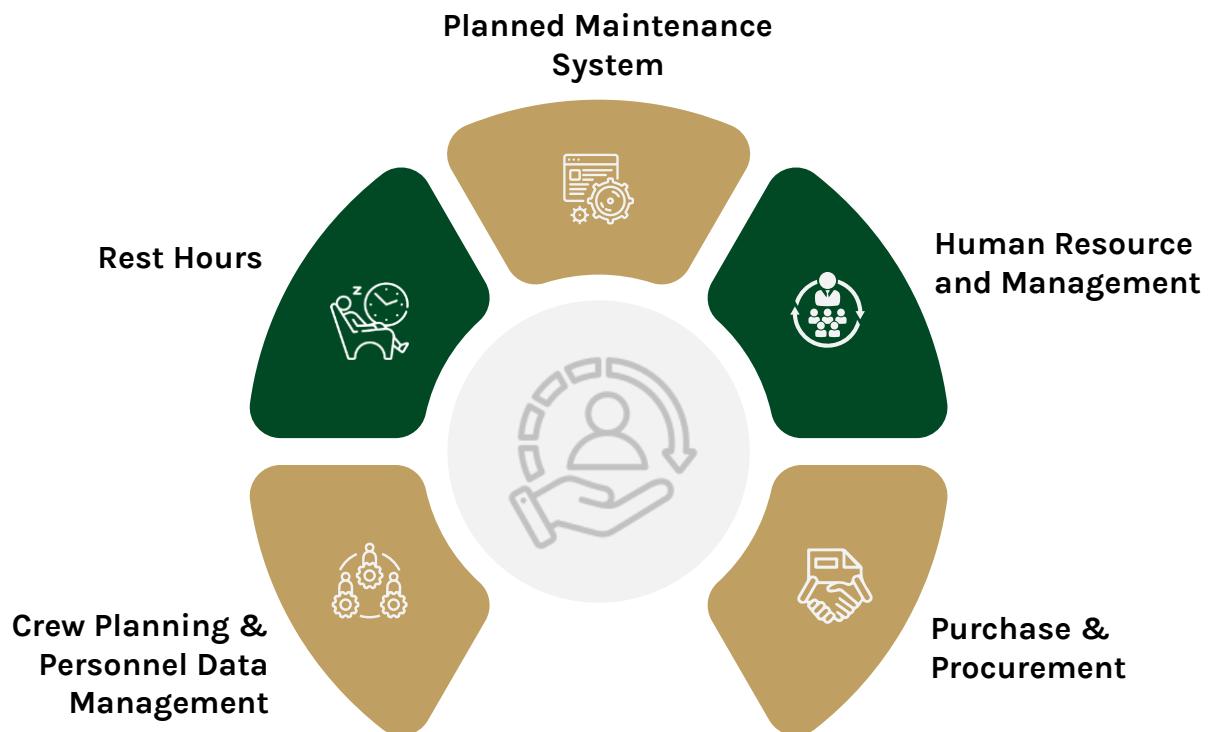
- **Status:** Majority-owned Subsidiary
- **Country:** India
- **Incorporation Date:** February 03, 2004
- **Nature of Business:** Charter hire services
- **Shareholding Structure:**
 - ABS Marine Services Limited - 78.18%
 - Capt. P B Narayanan - 21.82%



Excellence In Maritime Operations



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



A Mark Of Trust, A Seal Of Excellence



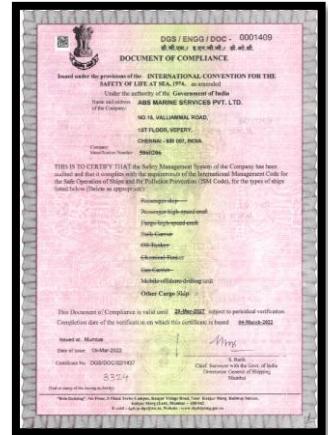
ISO 9001:2015
ISO 14001:2015
ISO 45001:2018



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



Business Overview

*Diversified Marine Services Across the
Entire Value Chain—from Offshore to Port*



Ship Management

- End-to-end technical & crew management for 36+ vessels
- Covers offshore support vessels, tankers, passenger crafts, bulk carriers, research ships
- 2,000+ certified seafarers; strong safety, compliance & retention focus
- Full-service model: vessel ops, crew, catering, housekeeping, agency coordination



Ship Owning

- Owns 9 ships including DP-2 OSVs, AHTS, Harbour Crafts
- Asset-backed business model ensures revenue stability
- Focused on expanding high-value fleet to meet rising offshore demand
- Long-term charters with PSUs and energy majors



Marine Services

- Vessel chartering, ship sale & purchase, dry dock coordination
- Expertise in ship conversion & new-build supervision
- Specialized in Single Point Mooring (SPM) operations for tankers
- Offers full-cycle vessel support – from design to operational deployment

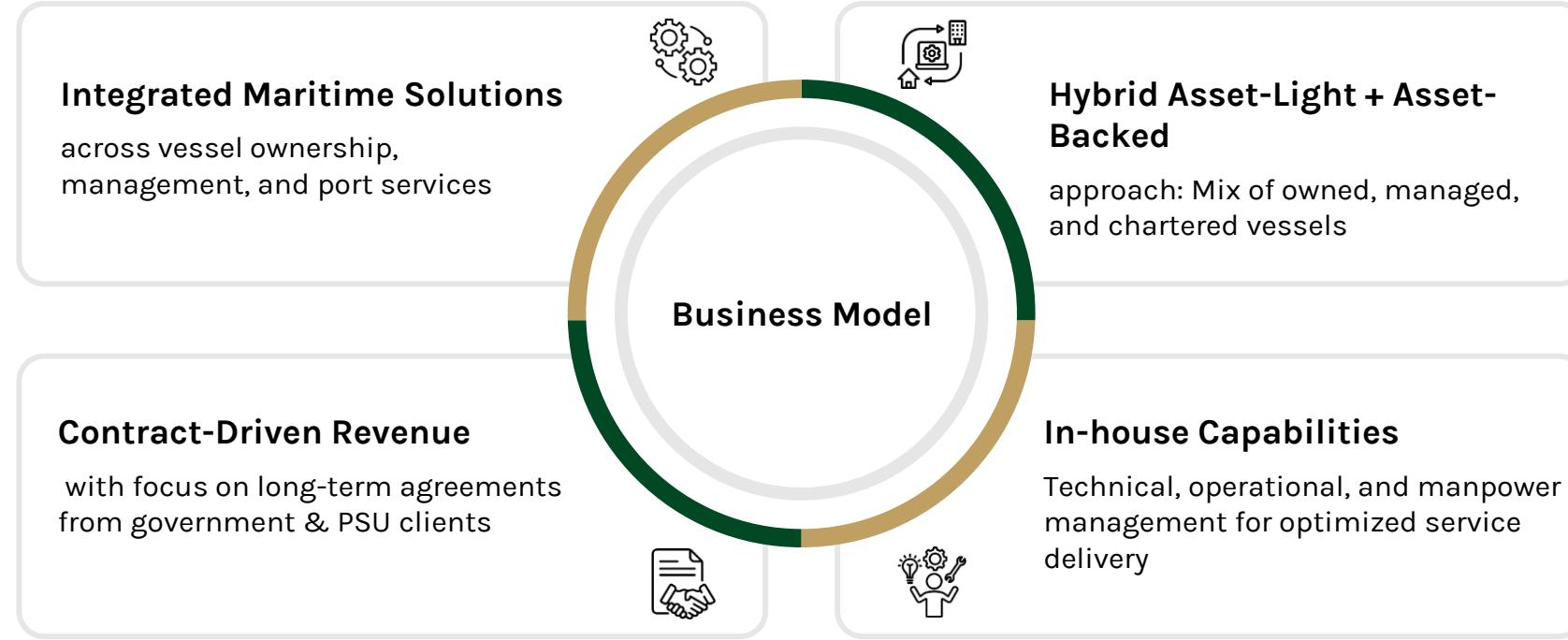


Port Services

- Partner to major ports including Chennai, Visakhapatnam, Kamarajar
- Services include pilot boat ops, mooring, patrolling, firefighting & oil spill response
- Backed by skilled manpower and fit-for-purpose fleet
- Enhancing India's port infrastructure efficiency and safety



ABS Marine – Business Model & Revenue Streams



Key Revenue Streams

Source	Details
Vessel Charters	Income from long/short-term deployment of offshore support & harbor crafts
Ship Management	Technical and crew management of third-party vessels across multiple types
Marine Services	Includes chartering, inspections, dry docking, SPM ops, and ship conversions
Port Services	Support services like mooring, patrolling, firefighting, and spill response
Onboard Services	Catering, housekeeping, and global supply chain provisioning

Trusted By Industry Leaders Across Sectors

Government Organisation	Shipping Companies	Port Authorities	Marine Contractor	Oil & Gas Majors
 <p>Andaman & Nicobar Administration</p>	 <p>LAKSHWADEV DEVELOPMENT CORPORATION</p>	 <p>THE GREAT EASTERN SHIPPING CO. LTD.</p>	 <p>United Shipping</p>	 <p>NAFTOGAZ GROUP</p>
 <p>एनटीपीसी NTPC</p>	 <p>National Institute of Ocean Technology NIOT NATIONAL INSTITUTE OF OCEAN TECHNOLOGY CHENNAI, INDIA</p>	 <p>SANMAR</p>	 <p>ELCOME</p>	 <p>IndianOil LNG</p>
 <p>NCPOB NATIONAL CENTRE FOR POLAR AND OCEAN RESEARCH</p>	 <p>united offshore services</p>	 <p>Bourbon Marine Services Greenmar</p>	 <p>आगरा नियंत्रित ONGC Oil and Natural Gas Corporation Limited</p>	 <p>OCS People, Process & Integrity</p>
 <p>TCI Seaways Coastal Shipping in India</p>	 <p>EMAS EMAS Offshore Limited</p>	 <p>aban aban Offshore Limited</p>	 <p>karaikal port</p>	 <p>slb</p>
 <p>ALPHARD GROUP Expertise in action.....</p>	 <p>KPL</p>	 <p>சென்னை துறைமுக ஆணையம் CHENNAI PORT AUTHORITY சென்னை வெள்ளூர் பிராதிகரண் ISO 9001 : 2015 & ISPS Compliant</p>	 <p>एनटीपीसी NTPC</p>	

Top 10 Clients Contributes Around 90% Revenue

Operational Visibility Through Long-Term Contracts

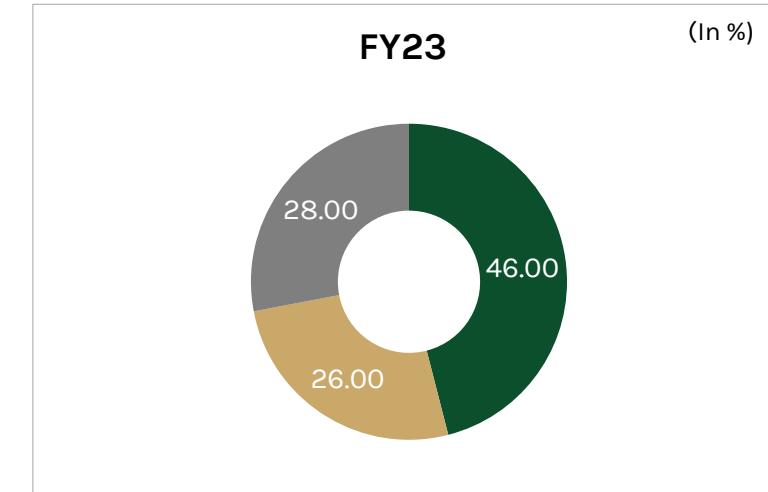
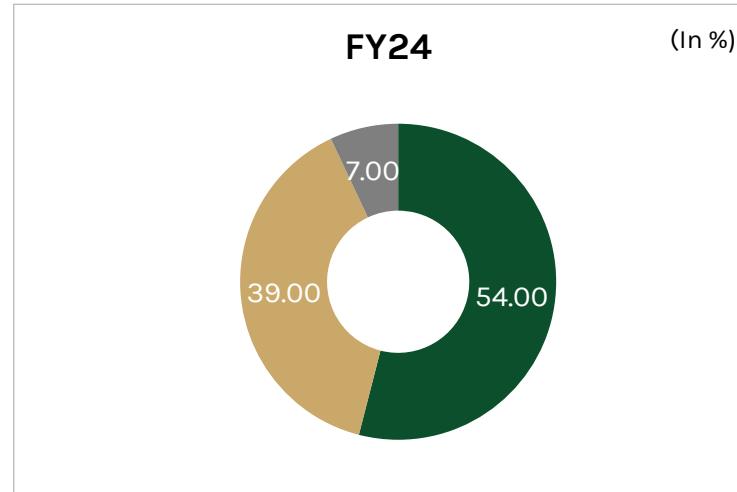
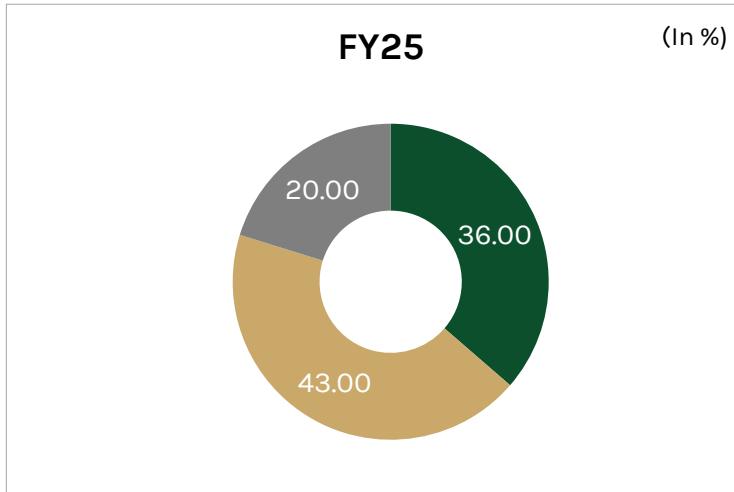


Over ₹350 Cr in Strategic Contracts Secured

Offshore Vessel Charters				Port Contracts			
Client	Vessel / Purpose	Contract Value	Tenure	Port Authority	Project Scope	Contract Value	Duration
ONGC	ABS Anokhi - Offshore Supply Vessel	₹102 Cr	3 years	Chennai Port	New high-speed patrol boat supply	₹10.23 Cr	5 years
ONGC	Ocean Diamond - DP2 Vessel	₹27.97 Cr	184 days	Visakhapatnam Port	Fire tender services with O&M support	₹7 Cr	5 years
Alphard (ONGC end client)	Emerald - DP2 Platform Supply Vessel	₹20.60 Cr	158 days	Deendayal Port	Fire personnel + harbor support vessel	₹3.79 Cr	3 years
Schlumberger Asia	Celestial - Well Stimulation Vessel	₹197 Cr	Long-term charter				



Contracts Wise Revenue Breakup Data Required



■ Government ■ Public Sector Undertakings ■ Others

Particulars	FY25	FY24	FY23
Government	62.16	74.49	52.91
Public Sector Undertakings	74.15	53.46	29.30
Others	35.03	10.06	31.59
Total	171.34	138.01	113.80



*Strategically Built Fleet to Serve
India's Evolving Offshore Needs*

ABS Marine 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



Glimpse Of Vessels Operated By ABS Marine



ABS Rohini



MV Erin



Emerald
DP-2 Platform Supply Vessel



ABS Danika



ABS Anokhi



Ocean Diamond
DP-2 Platform Supply Vessel



ABS Dhruva

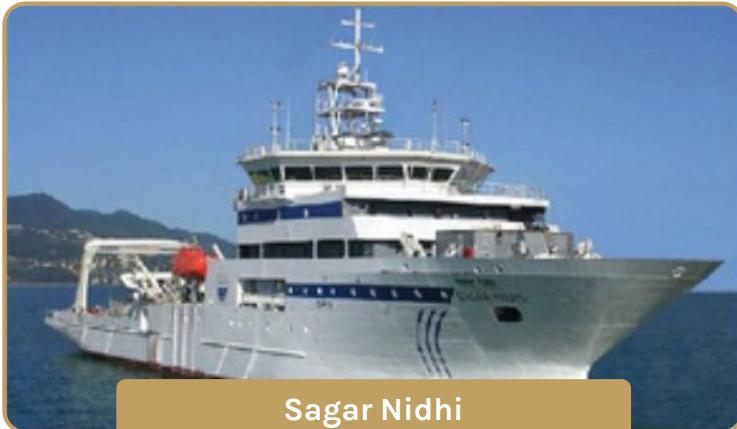


MV Celestial

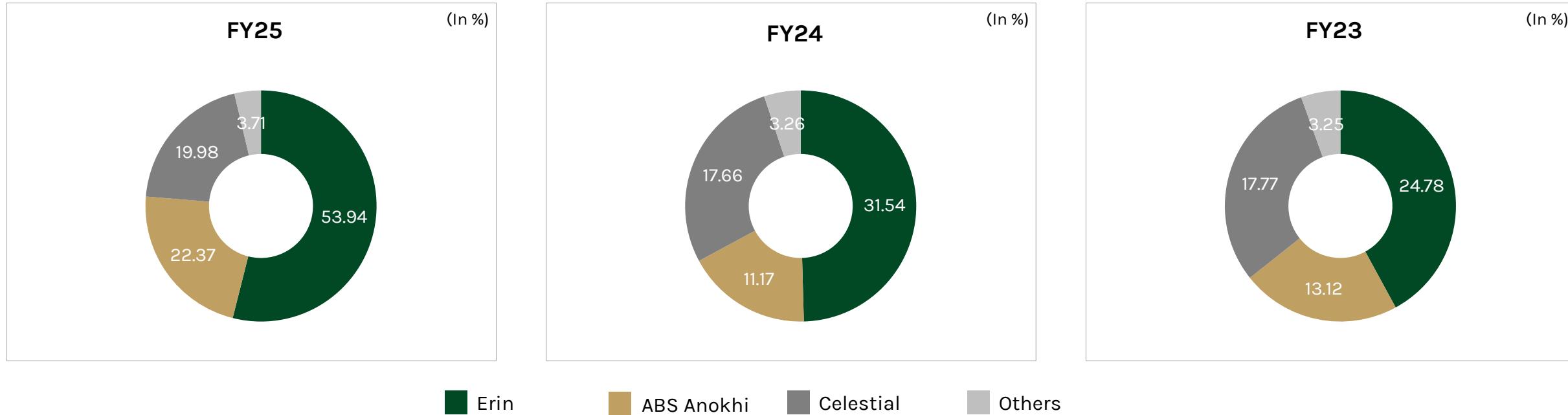


ABS Revati New Built High
Speed Patrol Boat

Glimpse Of Research Vessels



Revenue Breakup From Owned & Existing Vessels



Particulars	FY25	FY24	FY23
Erin	52.01	30.41	27.71
ABS - Anokhi	21.57	10.77	12.65
Celestial	19.26	17.03	17.13
Others	3.58	3.14	3.13
Total	96.42	61.35	60.62

*Marine and Offshore Services Gaining
Momentum in a Growing Economy*



Offshore Energy: A Vital Contributor To Global Supply



- Offshore oil production: 28.4 million barrels/day
 - ~28% of global output (out of 102 million bpd)
- Offshore gas production: 115 billion cubic feet/day (Bcf)
 - ~30% of global supply (out of 393 Bcf)

Offshore remains a critical and stable component of global energy supply

- Total E&P spend since 2023: ~\$600 billion
 - Of which \$210 billion allocated to offshore fields
- Greenfield project sanctioning in 2024:
 - \$110 billion total (+6% YoY)
 - South America: \$37B (+64%)
 - Asia: \$21B (+33%)
 - North America: \$14B (+33%)
 - Africa: \$6B (+17%)

Offshore investments are rising steadily across continents



- 550 MODUs (mobile offshore drilling units) on contract in 2024
 - Breakdown: 408 jackups, 82 drillships, 60 semisubs
 - Marketed utilization: 88%
- ~2,600 offshore wells drilled globally
- Though 2024 saw one of the **slowest discovery years in two decades**,
 - 80% of new discoveries were offshore, mostly deepwater

Offshore remains central to exploration despite short-term volatility

- 2024 oil demand: 103 Mn BPD (~30% of global energy demand)
 - Increase of 1 million bpd from 2023
 - Driven by **aviation and petrochemicals in emerging economies**

Source: Rystad Energy April 2025

India's Maritime Sector: Key Industry Highlights



Strategic Trade Enabler

~95% of India's trade by volume and 70% by value is transported via sea

Network includes 12 major and 200+ minor ports along a 7,516.6 km coastline



Vision 2047: Maritime Transformation Roadmap

- **Amrit Kaal Vision 2047** builds on Maritime India Vision 2030
- Focus on **global-standard ports, inland water transport, coastal shipping, and sustainable practices**
- Plan to **add 1,000 ships** over 10 years via joint public-private ownership
- Aim to **reduce foreign freight outgo by at least one-third** by 2047

Growing Cargo Volume

Major ports handled **817.97 million tonnes** of cargo in FY24, a **4.45% increase** from FY23 (784.31 MT)

Merchandise exports reached **US\$ 451 billion** in FY23, up from US\$ 417 billion in FY22

Government-Backed Infrastructure Expansion

- **6 new mega ports** planned under the National Perspective Plan for Sagarmala
- **100% FDI** allowed under the automatic route for port/harbour construction & maintenance
- **10-year tax holiday** for enterprises developing, maintaining, and operating ports & waterways

Operational Efficiency Measures

Government is improving port productivity via **mechanization, deepening drafts, and speedier evacuations**



*A Leadership Team with Deep
Industry Roots and Strategic Vision*

ABS Marine: Strategic Leadership Council



**Captain P.B.
Narayanan**

Managing Director
35+ Years of Experience

**Founder | Visionary Mariner | Marine
Project Strategist**

- Master Mariner with 15+ years at sea and 5 years on commercial vessels
- Founded ABS Marine in 1992 after transitioning ashore
- Built the Company into a leader in Ship Management, Marine Services, and Project Management
- Known for ethical leadership and strategic growth



**Captain Jeevan Krishnan
Sanjeevan**

Whole-Time Director
12+ Years of Experience

**Sailing Expert | Execution-Focused
Leader | Operations Head**

- Master Mariner with extensive experience on bulk carriers, oil tankers, gas carriers, and offshore vessels
- Joined ABS Marine in 2016 as Manager (Operations)
- Brings strong operational expertise and execution focus to marine services



**Ms. Arathi
Narayanan FICs**

Director
15+ Years of Experience

**Legal Strategist | Governance &
Admin Lead | Maritime Law Expert**

- Law graduate with postgraduation in Maritime Law (University of Southampton)
- Leads legal, administrative, and governance functions
 - Chairman – ICS East India
- Awarded WISTA India Personality of the Year – 2022



**Mrs. Shreelatha
Narayanan**

Non-Executive Director
20+ Years of Experience

**CSR Advocate | Special Education
Supporter | Social Impact Leader**

- Holds Postgraduate Diploma in Special Education
- Leads CSR efforts with a focus on child welfare and learning disabilities
- Winner of National Women Achievers Award and B-link Award for social service

Key Managerial Personnel: Leadership Excellence



Captain Oniel. V Dhir

Chief Operating Officer
30+ Years of Experience

- Led operations in global shipping companies across cargo, container, and bulk carriers
- Brings strong leadership in offshore marine services and vessel management



Leona Ambuja

Independent Director
12+ Years of Experience

- Specializes in finance, internal audits, and regulatory compliance
- Deputy Manager - Finance at iLabs Hyderabad



Mr. Rajkumar Vigneshwar

Chief Technical Officer
15+ Years of Experience

- Oversees vessel operations with a focus on safety, quality, and compliance
- Specializes in technical supervision of tankers and bulk carriers



Mr. Surilisubbu Vasudevan

Independent Director
25+ Years of Experience

- Expert in corporate law, governance, and financial restructuring
- Holds CFA, LLB, ML, and pursuing PhD in Corporate Restructuring



Mr. V.V. Anantha Narayanan

Chief Financial Officer
20+ Years of Experience

- Expert in financial planning, capital structuring, and regulatory compliance
- ICAI member with a postgraduate degree in commerce



Mr. Chellasamy Rajendran

Independent Director
35+ Years of Experience

- Veteran in civil engineering, project execution, and infrastructure planning
- Experienced in public works, contract management, and e-governance

*Financial Performance Driven by
Recurring Revenues and Operational
Scale*

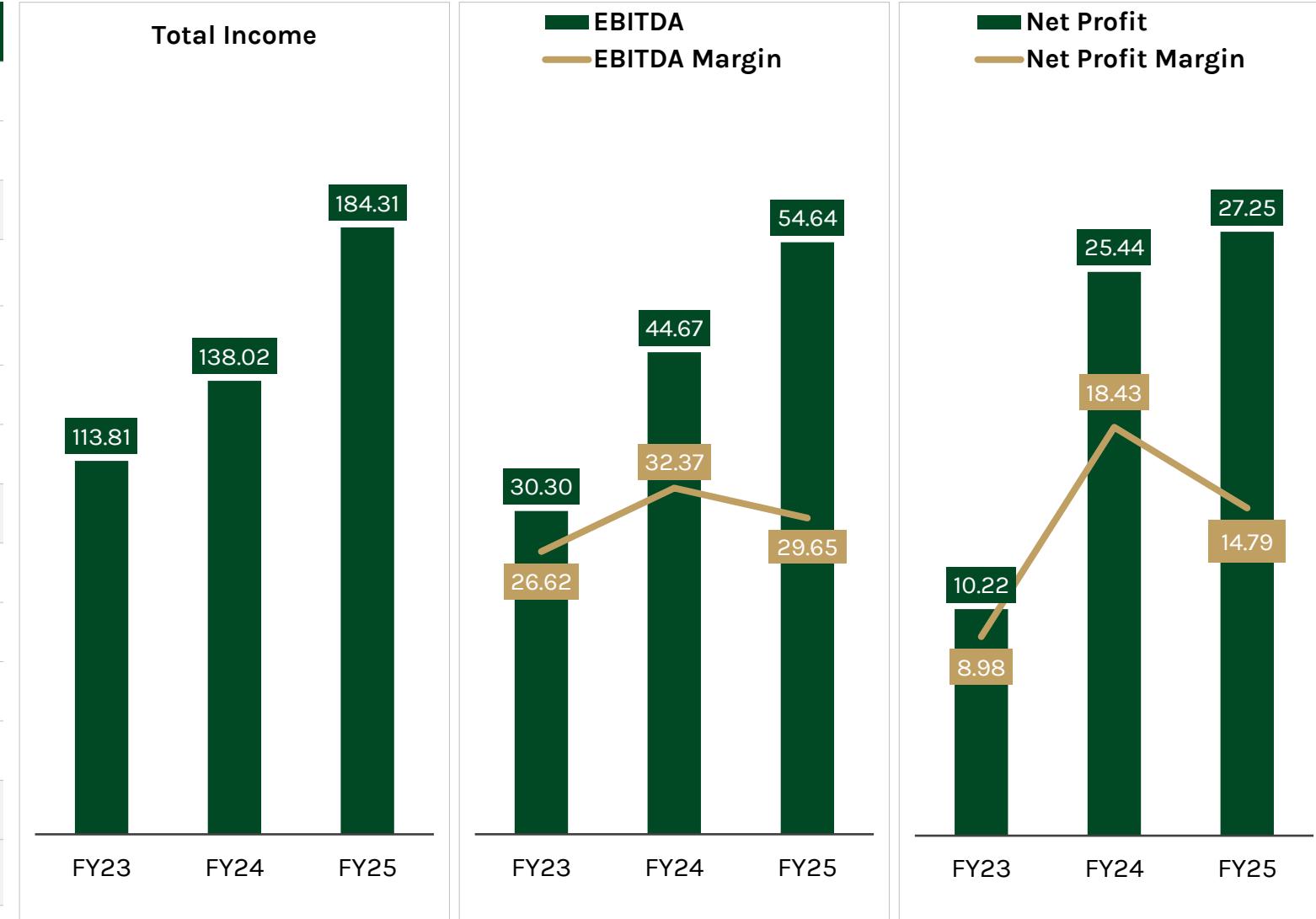


Consolidated Profit & Loss Statement



(In ₹ Cr)

Particulars	FY25	FY24	FY23
Revenues	179.85	135.16	111.58
Other Income	4.46	2.86	2.23
Total Income	184.31	138.02	113.81
Raw Material Expenses			
Employee costs	7.70	6.23	6.31
Other expenses	121.97	87.11	77.19
Total Expenditure	129.67	93.35	83.51
EBITDA	54.64	44.67	30.30
Finance Costs	5.56	4.84	4.75
Depreciation	12.57	13.51	13.27
PBT	36.52	26.32	12.28
Tax	9.26	0.88	2.06
Net Profit	27.25	25.44	10.22
Total Comprehensive Income	27.13	27.30	9.53
EPS	11.44	13.09	5.29



All Figures In ₹ Cr & Margin in %

Consolidated Balance Sheet



Equities & Liabilities	FY25	FY24	FY23	Assets	FY25	FY24	FY23
Equity	24.55	18.00	0.01	Non Current Assets			
Reserves	205.90	99.33	93.60	Fixed assets	183.38	81.96	86.02
Net Worth	230.45	117.33	93.61	Non Current Investments	0.00	0.00	0.00
Minority Interest	9.77	9.65	7.79	Other Non Current Financial Assets	10.03	9.60	9.09
Non Current Liabilities				Deferred Tax Assets (Net)	7.79	9.75	2.61
Non Current Borrowings	138.70	26.83	28.98	Other Non Current Assets	8.00	20.69	23.66
Lease Liabilities	0.00	0.00	0.00	Total Non Current Assets	209.20	121.99	121.38
Deferred Tax Liability	0.00	0.00	0.00	Current Assets			
Long Term Provision	1.11	0.78	0.87	Trade receivables	55.52	32.06	24.21
Total Non Current Liabilities	139.81	27.61	29.85	Cash & Bank Balance	121.98	7.06	18.25
Current Liabilities				Other Current Financial Assets	45.57	23.85	10.14
Current Borrowings	39.71	18.86	19.69	Current Tax Assets (Net)	0.00	0.00	0.00
Trade Payables	4.41	5.00	15.31	Other Current Assets	0.00	0.00	0.00
Short Term Provisions	1.40	3.28	0.20	Total Current Assets	223.08	62.97	52.60
Other Current Liabilities	6.73	3.23	7.54	Total Assets	432.27	184.96	173.98
Total Current Liabilities	52.25	30.37	42.73				
Total Liabilities	432.27	184.96	173.98				

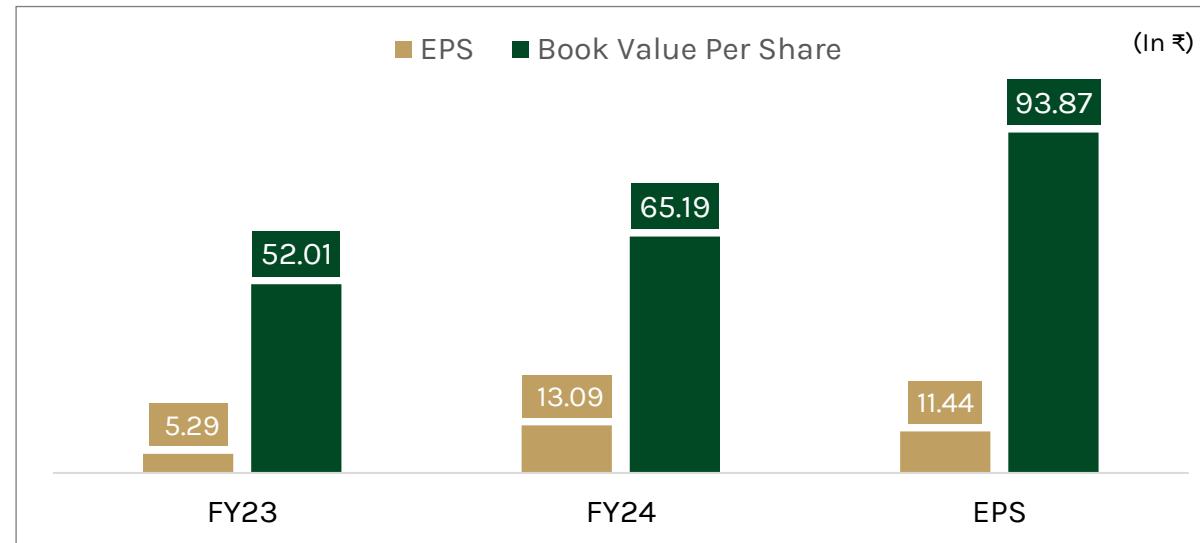
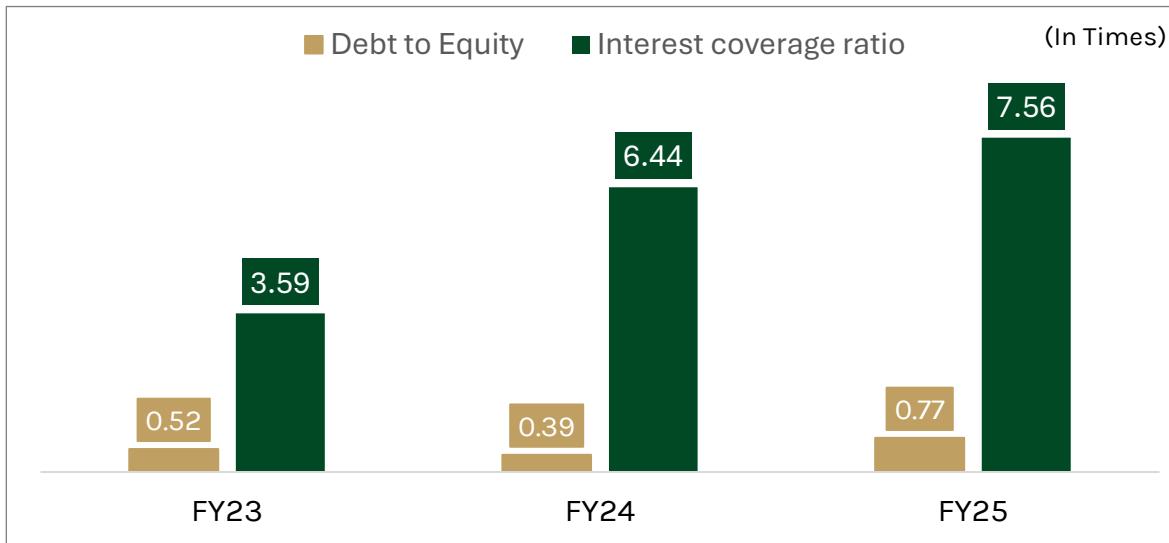
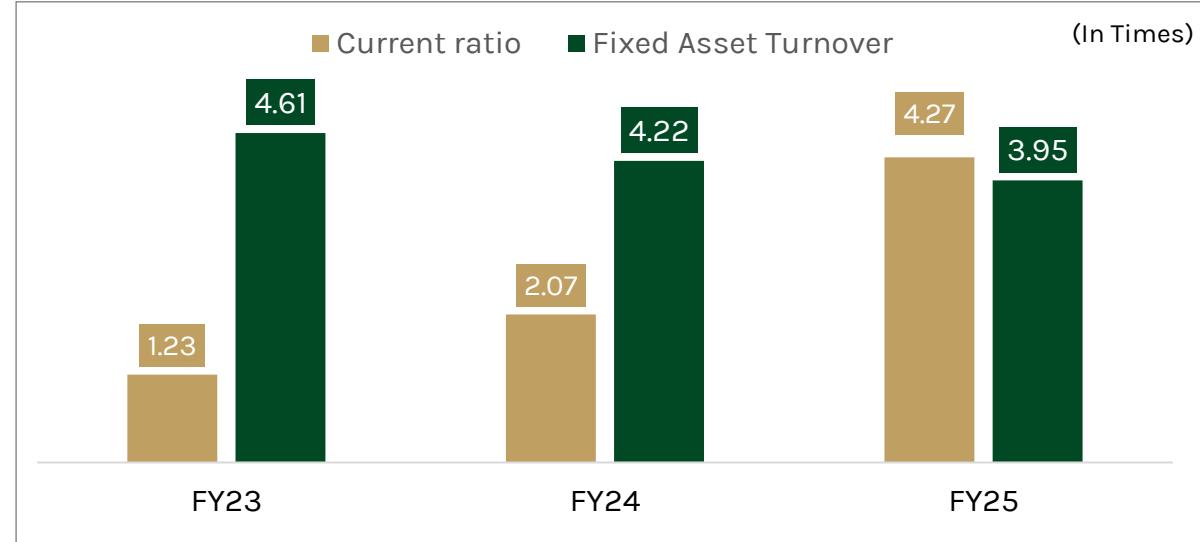
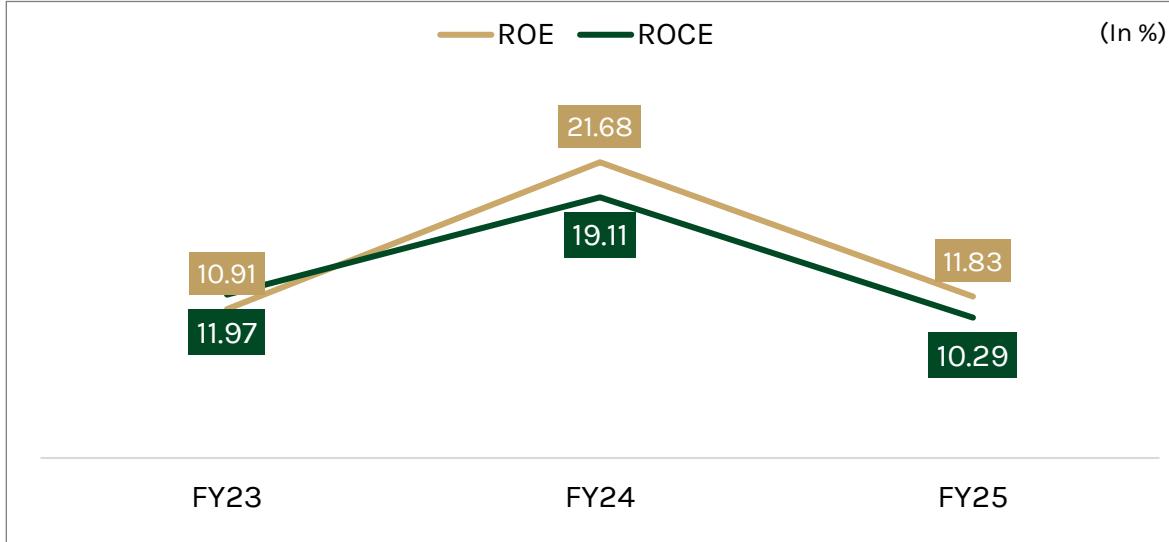
Consolidated Cashflow Highlights



(In ₹ Cr)

Particulars	FY25	FY24	FY23
Cashflow from Operations	44.89	10.73	4.65
Cashflow from Investments	-234.56	-15.18	19.41
Cashflow from Financing	192.53	-6.99	-17.23
Net Cash Flow	2.87	-11.44	6.83

Consolidated Key Ratios



Stock Data



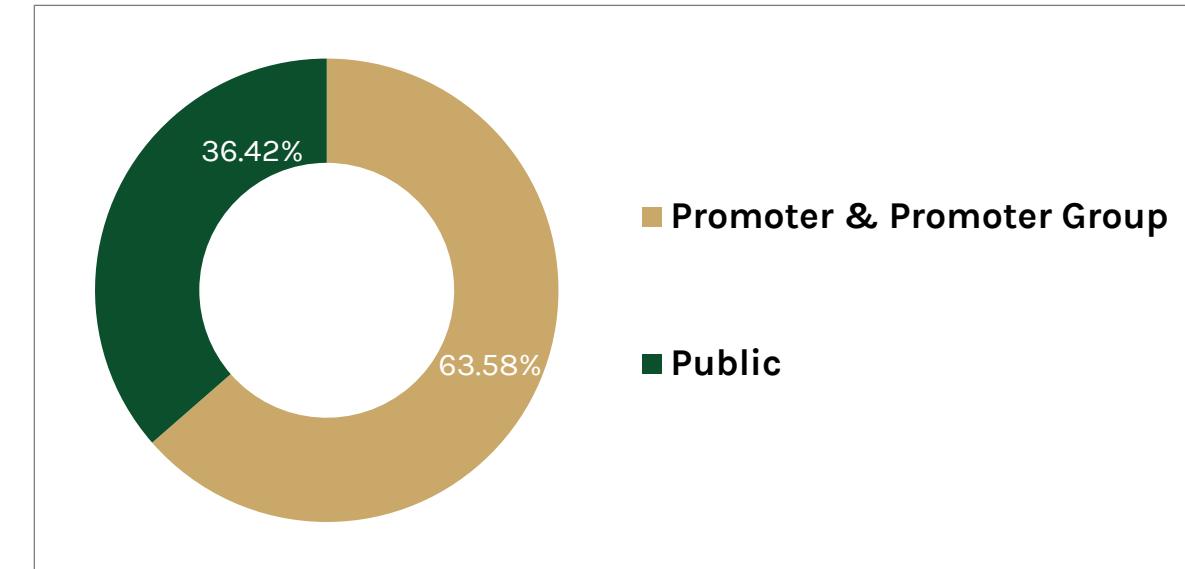
Stock Information

As on 11-12-2025

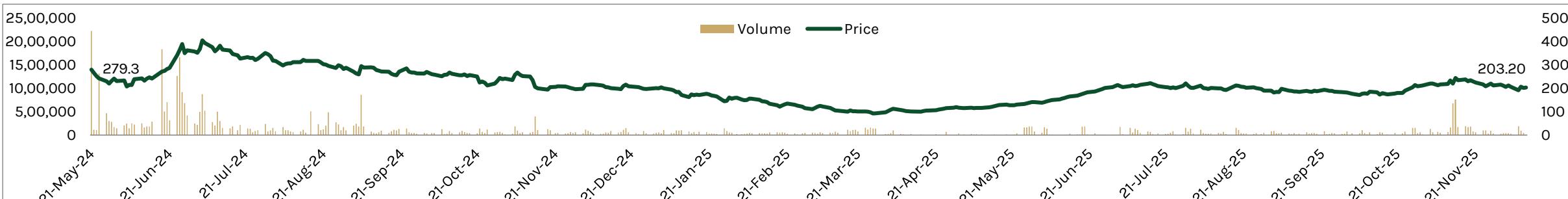
NSE Code	ABSMARINE
ISIN	INE0QRV01016
Share Price ₹	203.20
Market Capitalization ₹ Cr	498.86
No. of Share Outstanding	2,45,50,000
Face Value ₹	10.00
52 Week High ₹	259.00
52 Week Low ₹	92.10

Share Holding Pattern

As on 30-09-2025



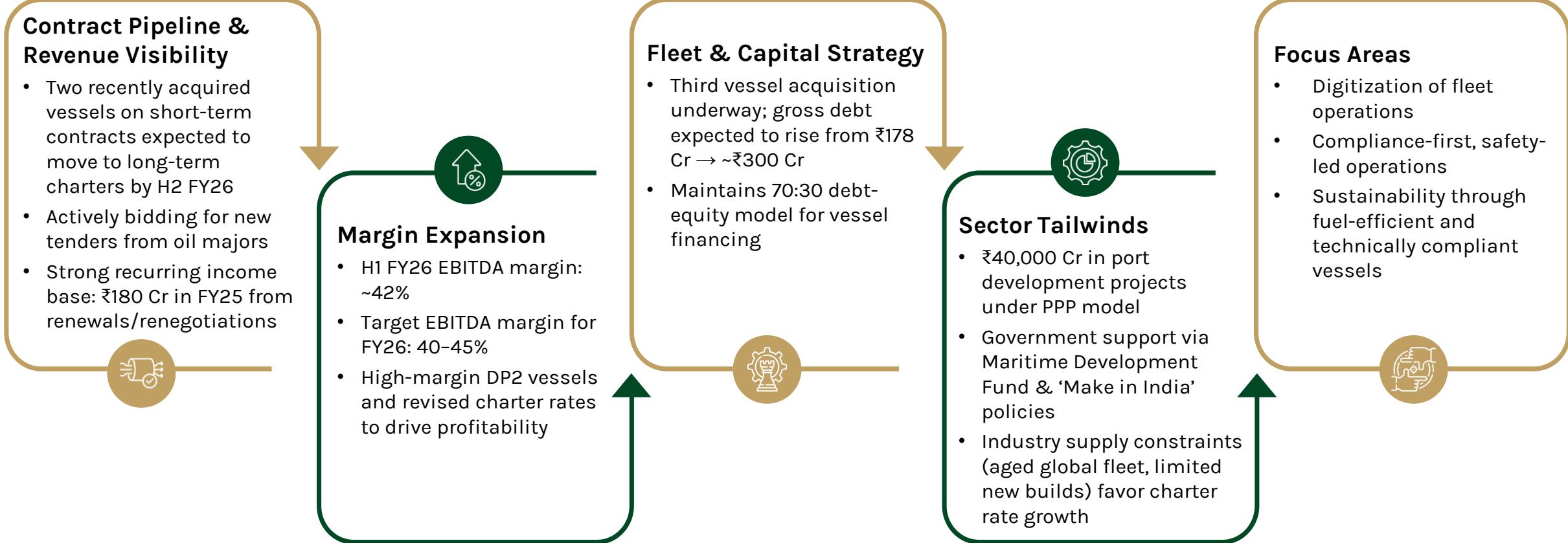
Share Performance From 21st May 2024



Focused on Scalable Growth Through Asset Optimization and Contract Expansion



Strategic Growth Plan – FY26 & Beyond



Vessel Acquisition

- Vessel Type:** DP2 Specialized Offshore Vessel
- Delivery:** Received in April 2025
- Operational Focus:** To be deployed for upcoming offshore projects / charter opportunities

Investment Rationale



3+ Decades of Maritime Experience

Trusted partner in ship management, logistics & offshore services.



Integrated Service Model

End-to-end marine solutions across vessel ownership, operations & support.



Stable Revenue from Government Contracts

Strong ties with Indian Navy, Coast Guard, ONGC & major ports.



Diverse Revenue Streams

Chartering, ship repairs, crew management & logistics.



Ready for Scalable Growth

Positioned to benefit from defense, offshore & port sector demand.



Fleet & Operational Strength

Owns & manages multi-type vessels with 24x7 control center.



Expert In-House Team

Skilled mariners & engineers ensure high-quality service delivery.



Proven Financial Resilience

Consistent performance backed by operational efficiency.



Thank You



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