



Marine Electricals (India) Limited

B-1, Udyog Sadan-3, MIDC, Andheri (E), Mumbai-93, INDIA, Tel.: 91-22-40334300 Fax: 91-22-28364045 E-mail : info@marineelectricals.com
Website : www.marineelectricals.com CIN : L31907MH2007PLC176443 (Formerly known as Marine Electricals (I) Pvt. Ltd.)



Ref: MEIL/SEC/2020-21/62

Date: 29th September, 2020

The Manager
National Stock Exchange of India Ltd.
Exchange Plaza, C-1, Block- G,
Bandra Kurla Complex,
Bandra (East) Mumbai-400 051.
Fax No. 26598235/8237/8347.
Symbol: MARINE

Dear Sirs/Madam,

Subject: Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Investor Presentation.

You are requested to take the same on your record and oblige.

For Marine Electricals (India) Limited

Reesha

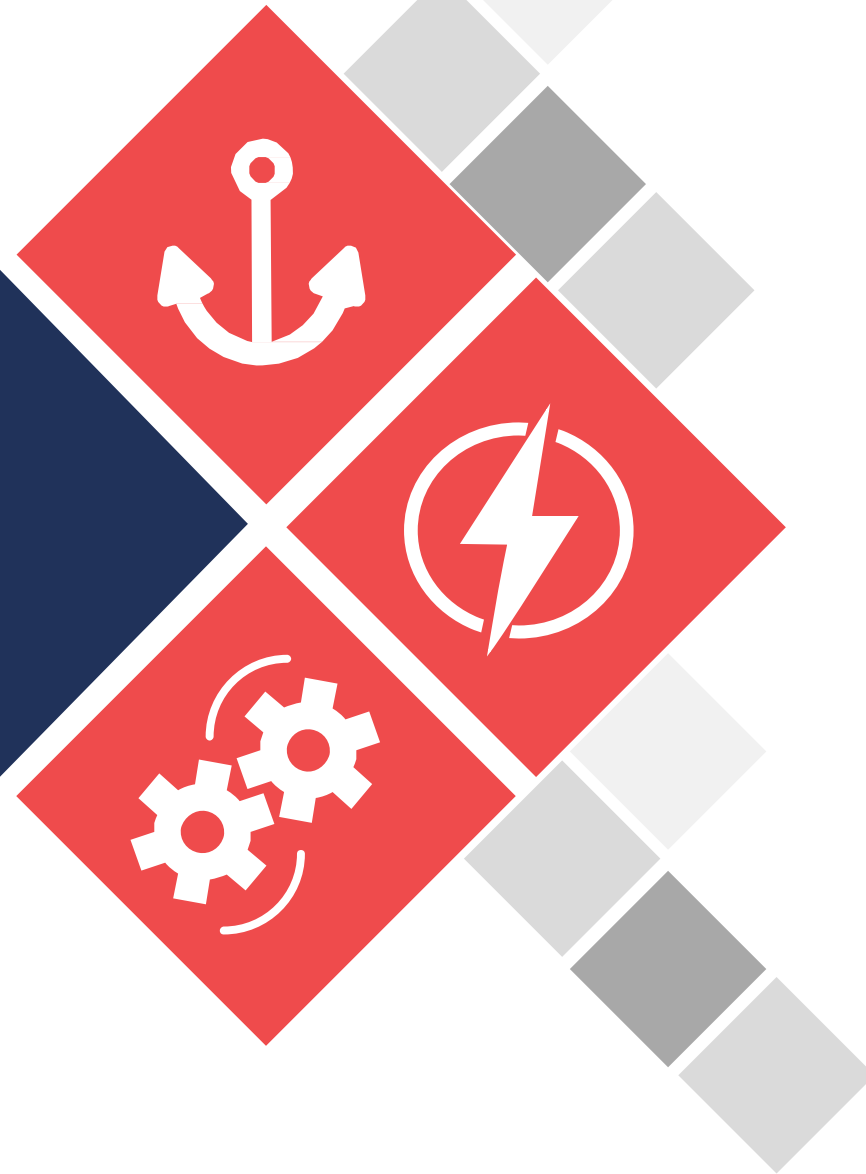
Reesha Ratanpal
Company Secretary and Compliance officer
ACS: 58695



Encl: As above

INVESTOR PRESENTATION

SEPTEMBER 2020



Agenda



Overview : An Integrated Electrical Solution Provider



Marine : Leader in providing electrical solutions



Industrial : Largest partner of Schneider in India



Strong Fundamentals & focused Growth Strategies



Financial Analysis



Marine Electricals...



Integrated Electrical & Automation Solution Provider

Offers entire range of Electrical Engineering Solutions of every size such as, Low & Medium Voltage, Energy Distribution, Industrial Automation, Building Management, Integrated Security, Electrical Propulsion etc.

Delivers Sophisticated Tailor made Solution

In-house Product designs, Manufacturing, Installation & Commissioning and After Sales Services

Significant Presence in Marine and Buildings & Industrials Segment

Marine : Naval vessels, Offshore Platforms, Cargo Vessels, Passenger Liners, Submarine
Buildings : All kind of Buildings including Data Centres, Airports, High rise buildings
Industries : Focuses on Power Plant, Automotive Industry, Pharmaceuticals, Oil & Gas, Chemicals

Largest partner of Schneider in India

Partnerships / Tie-up with other Global Electrical Players like Siemens, Orolia, Sperry Marine etc.

High Quality of Products & Solutions enable to Serve Marquee Clientele

Indian Navy, Shipyards, Deutsche Bank Data Centre, MRF, Tata Communications etc.

Strong support for clients across segments

Marine Segment



Naval Ship

Important role in achieving 'Make in India' for Navy

Supplying highly Reliable and critical products

Cargo Vessels

Working with Shipyards on electrical packages for Naval & Commercial Vessels

Expanding Scope to increase per ship share



Inland Vessel

Working with shipyards for large as well as inland vessels

To play role in upcoming electrical propulsion/ battery operated vessels



Industrial Segment



Data Centre

Supplier for the largest Data Centre in India

Helped in achieving Higher uptime and Safer operations

Industrial

Supplier for the USFDA Approved pharmaceutical units in India

Helped in achieving higher safety & lower operating cost



Large Building

Worked for marquee projects in Mumbai

Helped in Achieving easy modification and safety



Servicing with skilled team & wide geographical reach

+1,000



Manpower

Including 250+ Engineers and specialised team with Marine exp.

&

60+ Shared Services & Back-office Staff

6



Manufacturing Plants

Across Goa, Mumbai, Chennai and UAE & Italy

14



Service Centres across Coastal

locations in India ensures shorter Service Time for Clients

&

18 Sales & Rep Office across India and Middle East

Promoters with sound technical background



Vinay Uchil

Director

- Joined in the year 1995
- Actively look after **business development of Marine segment**, maintain business relations with Defence and **Finance function**
- Under his leadership, the Company has strengthen it's position by developing various capabilities and became Solution Provider
- Successfully led the Company to new heights with acquisitions and by expanding business into Industrial segment
- B.E. in Instrumentation & an PGDBA (Finance) from Narsee Monjee



Venkatesh Uchil

Managing Director

- Joined the firm in the year 2002
- Actively involved in **Procurement, Production & Technical areas**
- Played leading role in development **Building & Industries** segment
- Successfully achieved registration with **Nagpur Metro** for electrical and automation installation and now focusing on Mumbai Metro
- B.E. in Electronics & Telecommunications and PGDFBM from S.P. Jain

experienced & reputed board members

Shailendra Shukla

Non-executive Director

- Track record of handling commercial, operational and administrative roles at many global MNCs
- **Integrated Bridge & NavCom package for 1st indigeneous Aircraft Carrier in India**

Nikunj Mishra

Independent Director

- **Rear Admiral**, Mr. Mishra is B. Sc from JNU, B Tech - Naval College of Engg., PGDBM from IGNOU & M Tech - IIT Bombay
- **Served the Indian Navy** till 2011 & has won many accolades like the Nao Sena Medal

Tanuja Pudhinerkar

Non-executive Director

- She is a qualified M.D. in Obstetrics & Gynecology – 2002
- Worked as a consultant at well-known hospital Chains and currently runs and is a consultant at Oma Hospital, Chembur

Madan Pendse

Independent Director

- Having vast Finance & Accounting experience of 35 years, Mr Pendse was associated with **Mazagon Dock** for 28 years
- Qualified B.com. and MBA in Finance

Supported by well experienced management team



Rajiv Malhotra, COO

- Joined MEL in year 2006 as GM, Marine unit before that Served **the Indian Navy** for ~22 years
- Steered the Operational aspect of Marine business
- Created new partnerships with leading OEMs to provide Turnkey Solutions to Marine projects



Kamal Yadav, Global Sales

- Joined MEL in year 2018 to grow Commercial Marine business globally
- Sailed as the Captain for many shipping companies
- Track record of Business Development region-wise



Suresh Nair, Globus Solutions

- Joined MEL group in 2016 as CEO of UAE business
- 25+ yrs of experience in design and product development for Electrical Automation & Controls
- Worked with Shipping Companies across the globe



Shami Pujji, R&D

- Joined MEL as the Head of R&D in the year 2014
- Management graduate and B.E. having 40+ yrs of experience in Navy, Marine & Telecom
- Has been instrumental in developing a host of software solutions for the Indian Navy who commended for his out-of-box innovations



Navin Rao, Manufacturing Head

- Joined MEL in the year 2000 and is presently in-charge of production units in Goa
- Responsible for production planning, execution, inventory,, inspection and delivery
- Also, involved in liasoning with Authorities in Goa

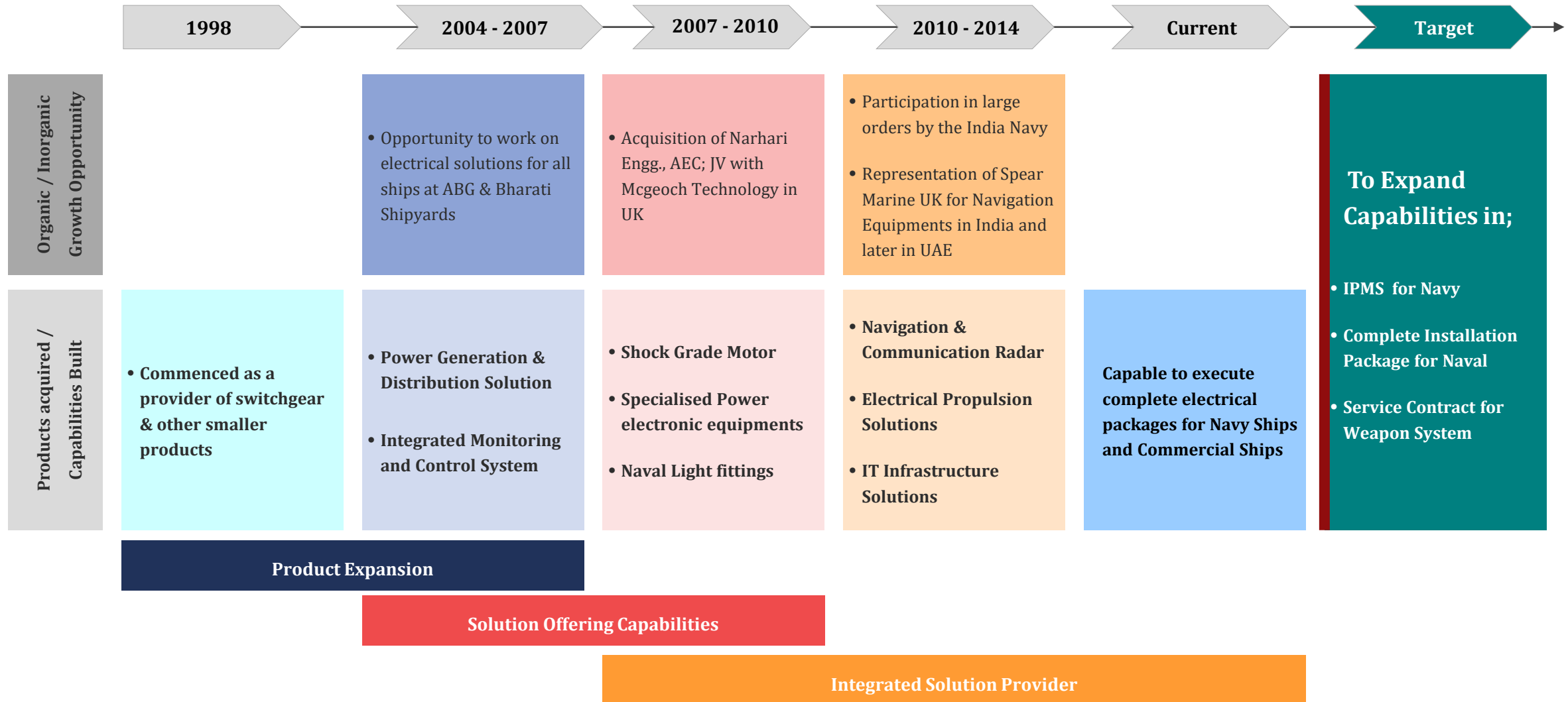


Vijay Gade, Quality Control

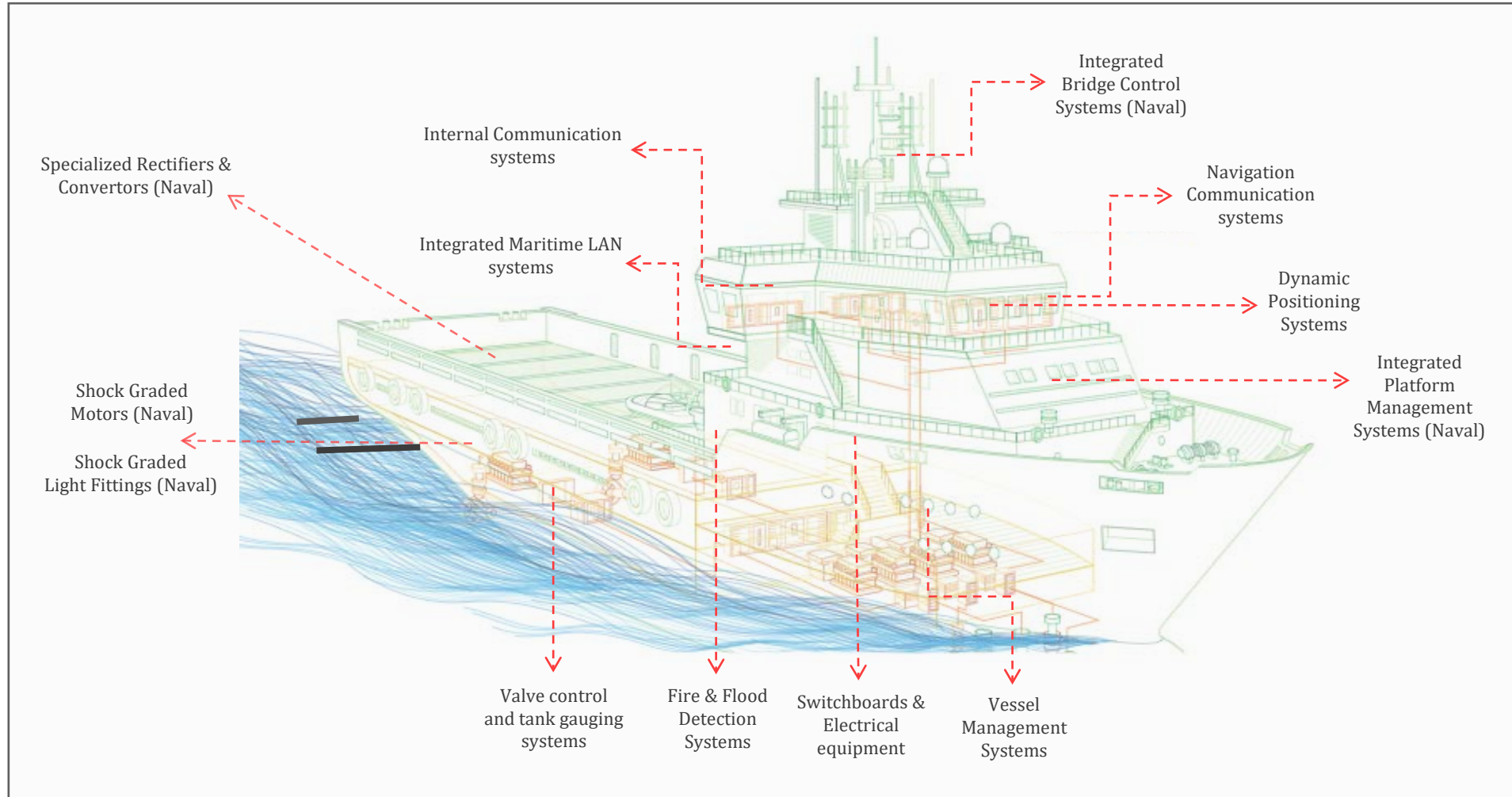
- 16+ yrs of experience in Automobile and Electrical Panel manufacturing industry
- Acumen in Quality Management Systems & Process



Engineering Capabilities in Marine built over years...



Offers Integrated Electrical Solution for all kind of ships



Global Partners / Tie-ups for specific systems / packages

Sperry Marine

Commercial and Naval Integrated Navigation systems

danelec

Electronic chart display & Info. system

HFIO
abrona

Integrated Platform Mgt. Systems

orolia

Resilient Positioning, Navigation and Timing solutions

navico

Recreational and commercial navigation & marine instruments

SAM Electronics
an iB communications company

Dynamic Positioning Systems

Strong Track-record of Naval & Commercial Vessels

Naval



Submarine

- Involved in supply to Scorpène-class vessels for India (Project 75) and indigenous Nuclear Submarine

Frigates

- Working on supply orders for INS Talwar, Tabar, Brahmaputra, Betwa and Beas
- Supplying equipment to Project 17A class ship (under-construction)

ASW Corvettes

- Working for orders from INS Kukri, Kuthar, Kora and Kirch
- To participate in recent orders to CSL and GRSE for 16 anti-submarine Corvettes



Aircraft Carrier

- Retrofitting electrical equipment onboard for INS Viraat
- Supplying equipment for INS Vikrant (under construction)

Indian Coast Guard

- Working on repair work for ICGS Samar, Sankalp and Vishwast class of ships
- Supplying to under construction vessels in GSL, GRSE

Survey Vessels

- Working on INS Jamuna, Darshak and Sarveshak
- To participate in recent orders to GRSE for 4 Survey Vessels

Commercial



Commercial Vessels

- Worked on various ships delivered by ABG, BSL, CSL shipyards and many other shipyards worldwide

Inland Vessels

- Worked on various orders in the past with prior experience in Electrical Propulsion Vessels

Well placed to capture opportunities

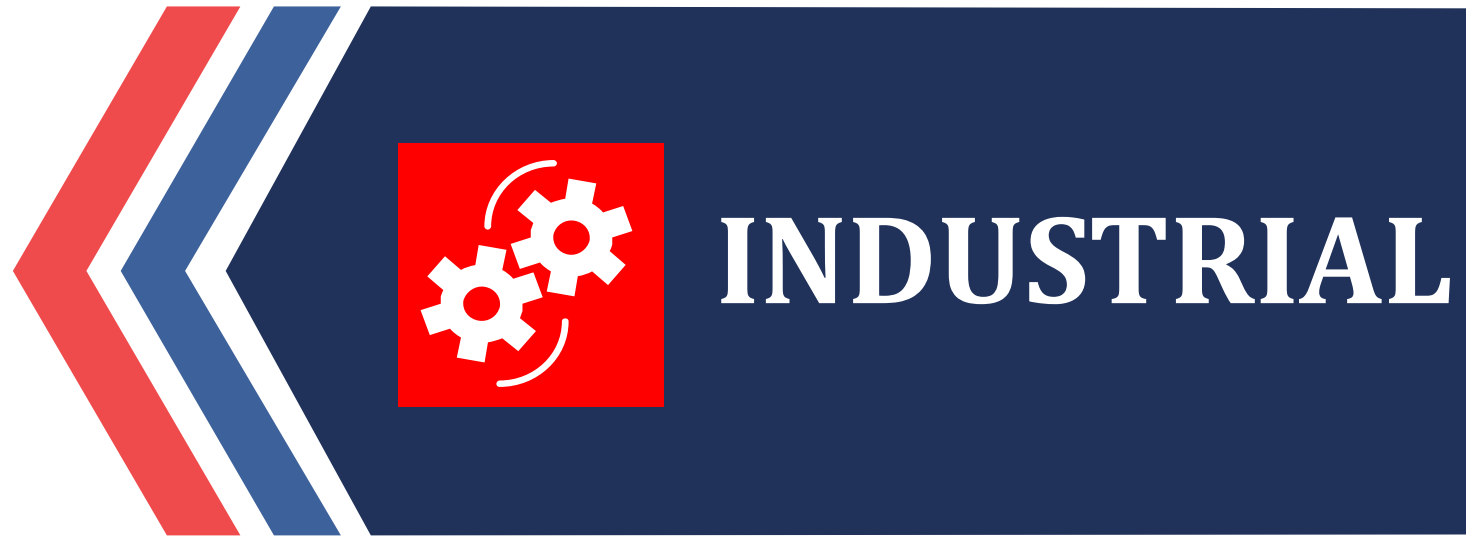
Defence Spending : On the cusp of Revival

- Increasing Government Focus and Initiatives to Transform India from **'Buyer's Navy' to 'Builder's Navy'**
- Indian Navy Indigenization Plan (INIP) to induct **128+ ships** in 10 years from existing fleet of 138 ships
- Already Placed an Order of **+34 vessels** in last 4 years with Shipyards; >>> translate in to **addressable market of ~ Rs. 1,800 Crs.** for Marine Electric
 - # **6 Submarine** : Project 75I to acquire 6 new submarines
 - # **16 ASW Corvette** order to CSL and GRSE
 - # **7 Frigates of 17A-class** to MDSL and GRSE till 2022
 - # **1 Destroyers 15 B** - ongoing to continue till 2024
 - # **4 Survey Vessels** order place to GRSE
- Strong Pipeline of New Ship Build – Ordering activity likely to continue

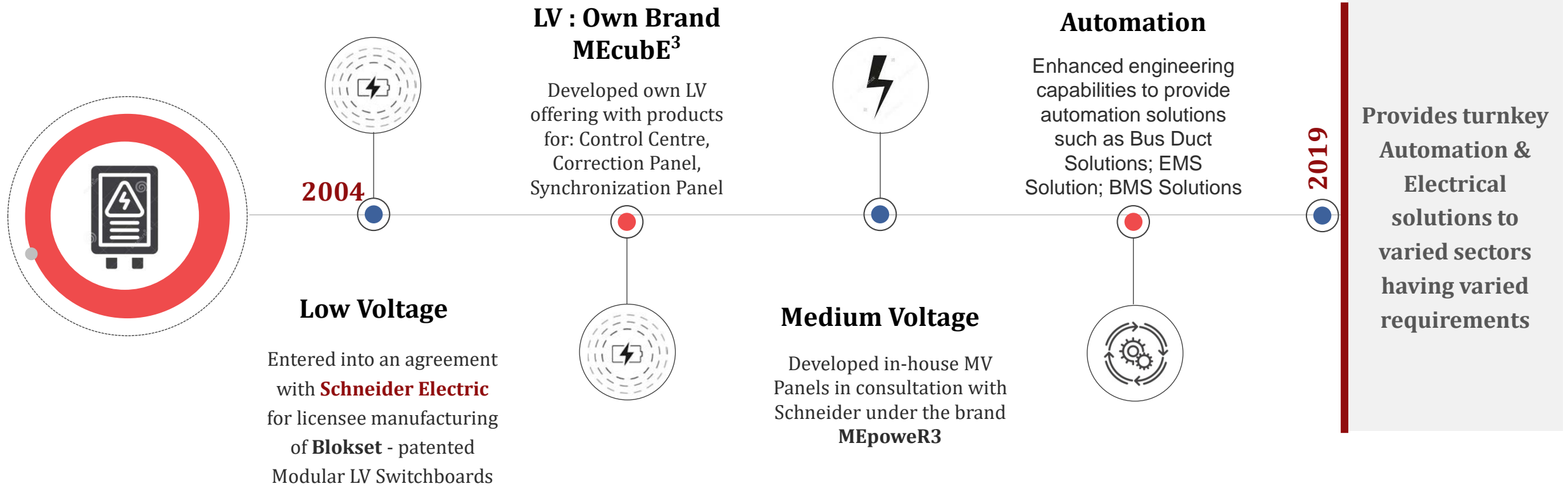
Improve shipping ecosystem infrastructure

- Government focus to improve shipping ecosystem to make transport by water more effective and efficient
- Multiple Programs launched with an objective to build / improve infrastructure required for the water transport
 - **Sagarmala** : Infrastructure development Includes construction of new ports, Port modernization coastal employment zone
 - **Inland Waterways** : Jal Marg Vikas Project creating National Waterways (NW); 8 NW taken up in FY18, another 30+ identified
 - **Island Shipping Infra** : More infrastructure development for Andaman & Nicobar and Lakshadweep islands
- Development of Infrastructure will give boost to **Commercial Ship Building** in India
- Indian Shipyards (Private and Public) expanding and increasing capacities with growing Order-book

Increasing Order-book of Clients (Shipyards) : Strong Growth Visibility of Marine Segment



Industrial : Journey to Turnkey Solution Provider



Largest Partner of Schneider Electric in India

Strengthening it's position across verticals...

Datacentres



- Achieved **leadership position** in Data Centres
- **Repeat orders** from marquee clients like Netmagic, Deutsche Bank, STT and other global companies entering India
- Indian Data Centre Market witnessing strong growth - expected to grow from US\$ 2.2 bn to US\$ 7 bn by 2020
- Strategy to strengthen position by adding capabilities & emerge as an Integrated Solution Provider with quality performance

Industrials



- Traditionally strong in **Pharma (USFDA requirement)**, **Automobile**; although not sector dependent
- Seeing growth in Steel, Cement and Chemical both in green-field and brown-field expansion
- **Clients with Repeat business** : Cipla, MRF, Huntsman & others

High rise Buildings



- Currently involved in the electrical works related to LV& MV panels and Automation system
- Shift from conventional cables to Busbars as it offers higher safety and lower life cycle cost especially for large complexes
- MEL's reference list: **Lodha World One, Lodha World Crest, Omkar Alta Monte**
- Looking to expand into high potential **Building Management Systems (BMS)**

... & exploring emerging opportunities

Metro Rails

Already bagged order from Nagpur
Metro Project worth Rs 6 crs;
Bidding for more cities like Pune
and Mumbai metro.



Ports

Vehicle traffic management system
Port management systems



Indian Railways

Electrical equipment and lights for
RCF and Railway infrastructure



Electric Vehicles

Charging Stations for Fast Charging



STRENGTHS & GROWTH AREAS

Uniqueness - Strengths

Leadership in Marine Business

~ 50% market share in electrical segment

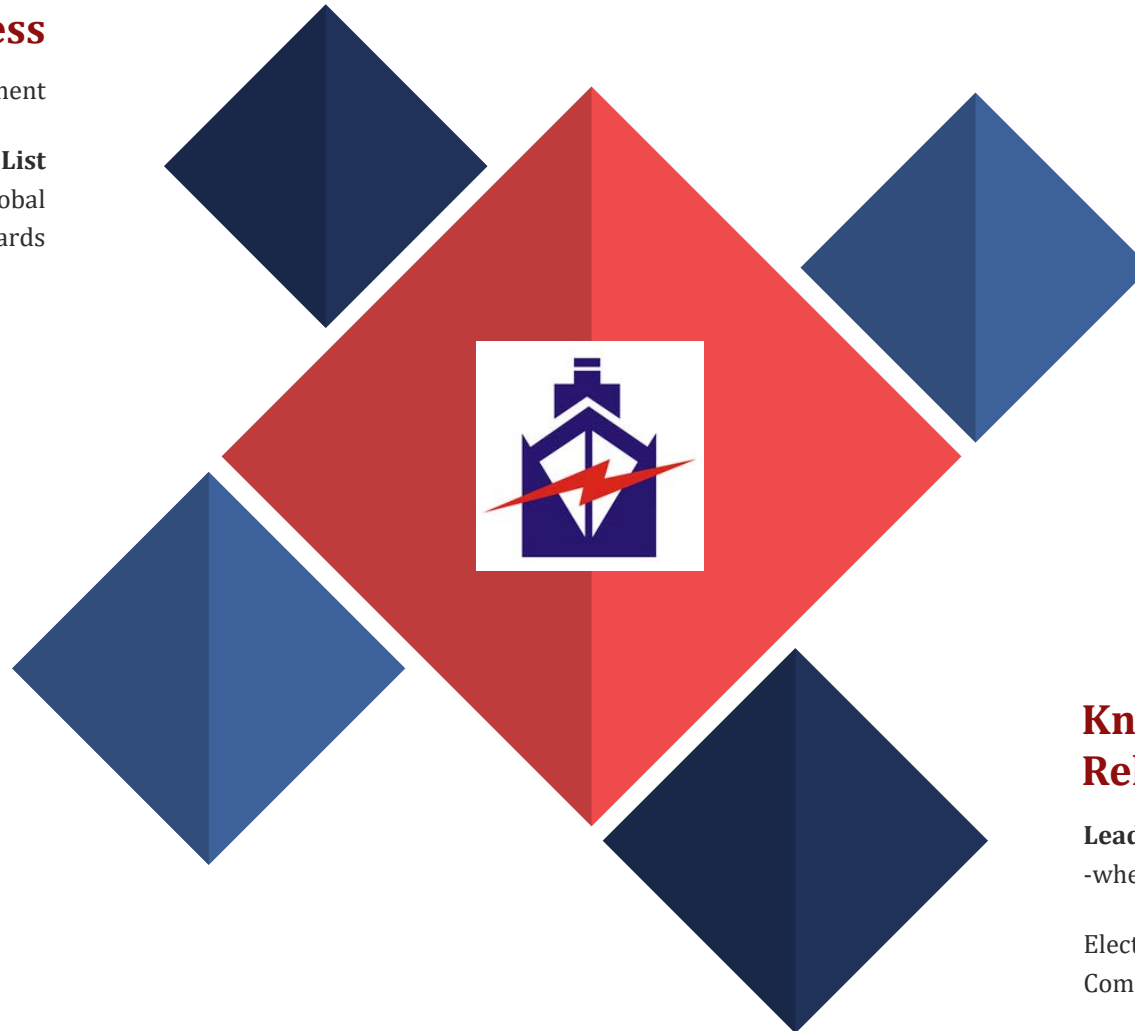
Tier - I electrical supplier & in Approved List of Vendor with Navy, Indian and Global Shipyards

High Entry Barrier in Marine

Vendor qualification requires **prior experience** of similar work, references etc.

Senior Team with **relevant experience** of working culture of Indian Navy & Shipyards

Service Infrastructure built across all major ports & Naval establishments



Largest Partner of Schneider Electricals in India

50% + market share in Schneider Electrical's Block Set Panels supplied in India

Maintain **Client Ownership** as experience Sales Team originates Orders and manage relationships thereafter

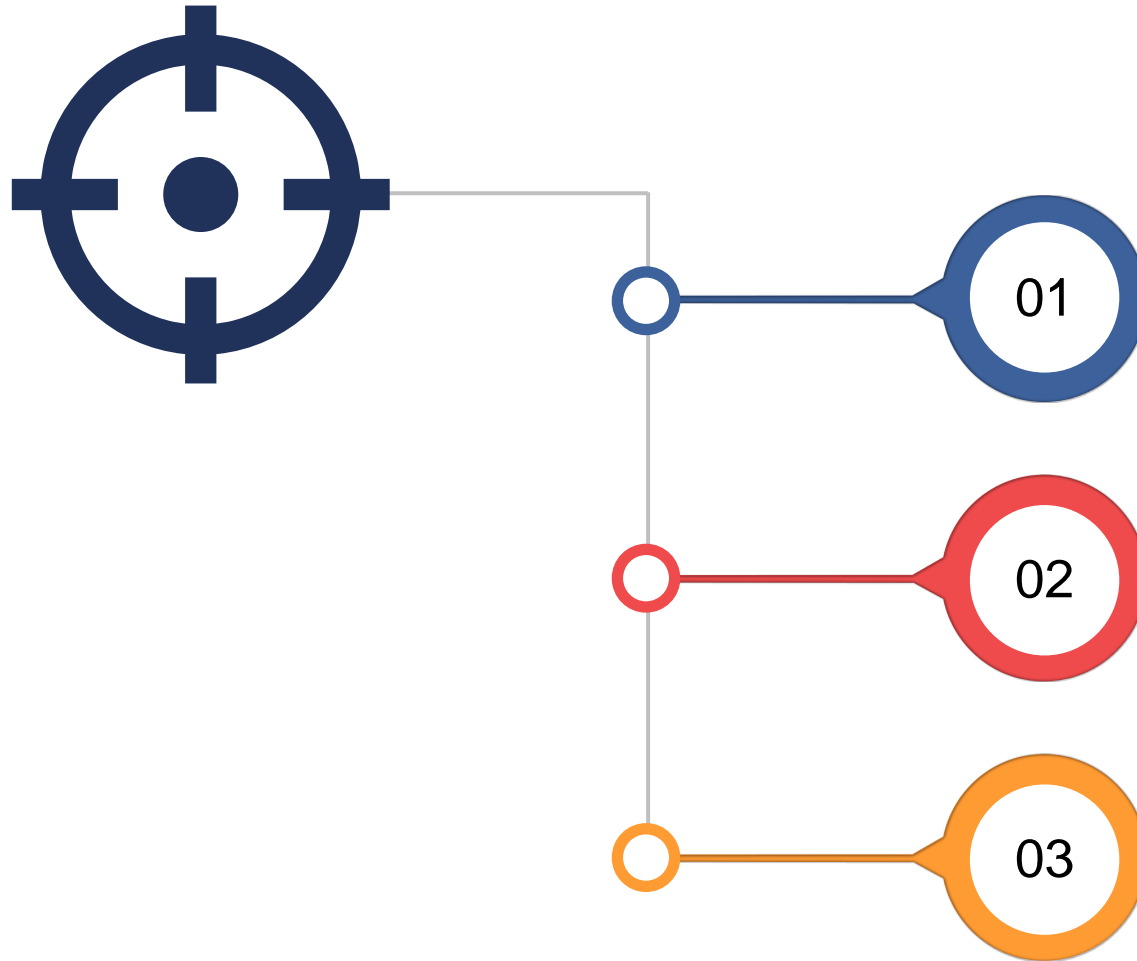
Repeat Orders from Clients testimony of Quality Performance, Timely Delivery and Strong relationship

Known Brand Name for most Reliable & Complex Solution

Leadership in fast growing DATA CENTRE -where undisturbed power is very crucial

Electrical Supplier for Plants of reputed Companies like MRF, Cipla, Asian Paints

The path of growth



Expanding Solution Offerings in Marine

- Providing IPMS for commercial ships, working on expanding it to Naval Ships
- Focusing on complete installation package for Naval Ships
- Targeting to receive Service Contract for Weapon Systems

Geographical Expansion in Industrials

- Entering South India with acquisition of Eltech Engineers
- Exploring acquisition opportunities to enter North & Eastern India

Strengthening Management bandwidth to handle higher Business volume

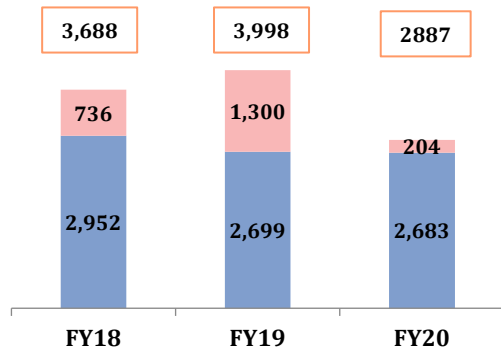
- Commander Malhotra joined as COO of Marine Division
- Adding experienced people at Senior / leadership position across function



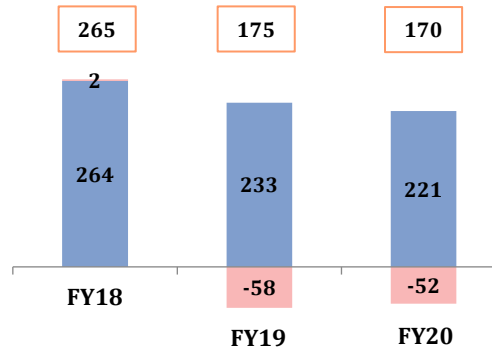
FINANCIALS

Consolidated Financial Highlights

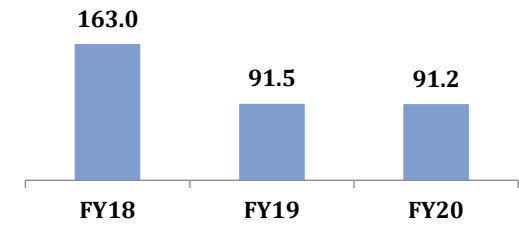
Revenue



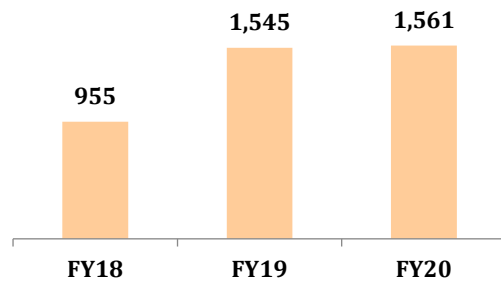
EBIT



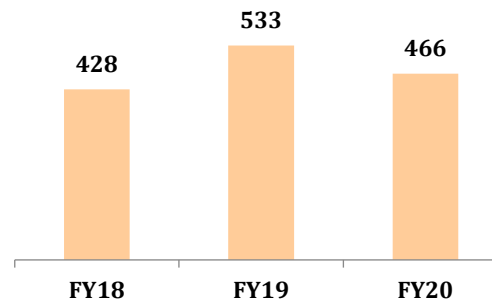
Net Profit



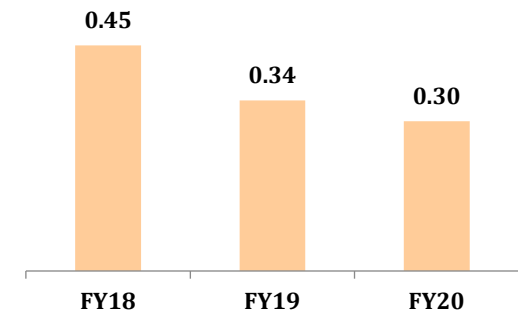
Net worth



Gross Debt



Gross Debt : Equity (X)



Consolidated Financial Highlights

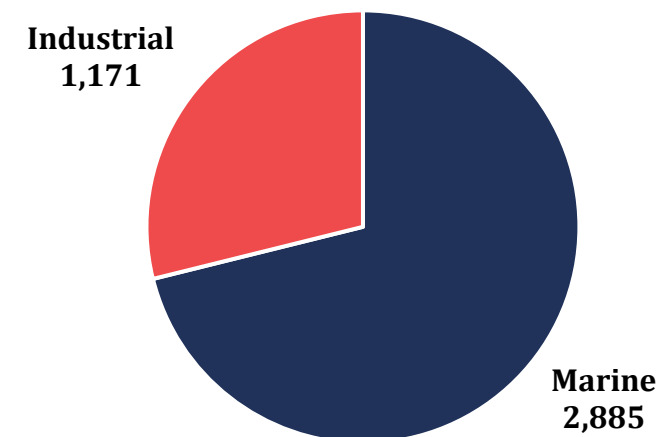
Rs mn	FY18	FY19	FY20
Revenue	3,689	3,998	2,887
<i>Solar</i>	736	1,300	204
Electricals	2,953	2,699	2,683
Raw material	2,865	3,222	2,052
Employee expenses	280	288	320
Other expenses	229	267	279
EBITDA	315	222	236
<i>EBITDA margin</i>	8.5%	5.5%	8.2%
Depreciation	52	49	69
Other income	30	40	48
Finance cost	65	84	101
Tax expense	64	37	22
PAT	163	92	91
<i>PAT margin</i>	4.4%	2.3%	3.2%

In FY 19 & 20, drop in earnings mainly due to Solar Segment registered net Loss of Rs. 59 mn & Rs. 52 mn respectively on account of Change in Duty structure of Solar Panels and Rupee Depreciation

Revenue `Prior to FY19 includes GST and hence not comparable to that extent

Order Book - Rs. 4,090 mn

As of May 31, 2020



Stand-alone Profitability Highlights

Rs mn	FY17	FY18	FY19	FY20
Revenue	2,094	2,877	3,232	2,077
<i>Solar</i>		736	1,300	204
Electricals	2,094	2,140	1,933	1,873
Raw material	1,534	2,250	2,688	1,512
Employee expenses	149	169	171	194
Other expenses	205	211	194	219
EBITDA	207	247	179	152
<i>EBITDA margin</i>	<i>9.9%</i>	<i>8.6%</i>	<i>5.5%</i>	<i>7.3%</i>
Depreciation	44	39	34	55
Other income	24	19	28	60
Finance cost	40	50	63	77
Tax expense	61	60	32	17
PAT	86	117	78	64
<i>PAT margin</i>	<i>4.1%</i>	<i>4.1%</i>	<i>2.4%</i>	<i>3.1%</i>

In FY 19 & 20, drop in earnings mainly due to Solar Segment registered net Loss of Rs. 59 mn & Rs. 52 mn respectively on account of Change in Duty structure of Solar Panels and Rupee Depreciation

Revenue Prior to FY19 includes GST and hence not comparable to that extent

Stand-alone Balance Sheet Highlights

Rs mn	FY19	FY20
Share capital	245	245
Reserves & Surplus	996	1,060
Networth	1,241	1,305
LT borrowings	110	84
Def tax liab	29	25
Total non current liabilities	139	109
ST borrowings	282	217
Trade payables	946	1,121
Other CL	181	148
ST provisions	14	21
Total current liabilities	1,423	1,507
Total Liabilities	2,803	2,921

Rs mn	FY19	FY20
Gross block	748	748
Less: Acc depre	295	350
Net block	453	398
Non current investments	123	129
LT Loans & Advances	39	92
Other non current assets	161	221
Inventories	324	558
Trade receivables	1,372	1,226
Cash and cash equivalents	142	116
ST loans & advances	347	397
Other current assets	4	5
Total current assets	2,189	2,302
Total Assets	2,804	2,921

In FY19 & FY20, High receivable is mainly on account of 1) Solar Project progress 2) in Electrical business - Significant Revenue booking (~ 40% of Annual Revenue) happens in Fourth quarter results in Higher receivables on year end.

In FY 20, increase in Inventory & Payable mainly due to Lockdown in last 15 days of March 20 resulted in to increase in Inventory.



Disclaimer

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Marine Eleactricals (India) Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Thank You



Marine Electricals Limited (NSE Symbol : MARINE)

🏠 B-1, Udyog Sadan - 3, MIDC, Andheri (East), Mumbai

☎ +91 22 2834 6076

✉ cs@marineelectricals.com

@ www.marineelectricals.com

■ [U31907MH2007PLC176443](https://www.bseindia.com/stocklist/stocklist.aspx?symbolcode=U31907MH2007PLC176443)