

INVESTOR PRESENTATION 2025



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Agenda



Overview : An Integrated Electrical, Automation and Electronics Solution Provider



Marine : Leader in providing electrical and electronic solutions



Industrial : One of the Largest manufactures of LV and MV switchgears in India



Strong Fundamentals & focused Growth Strategies



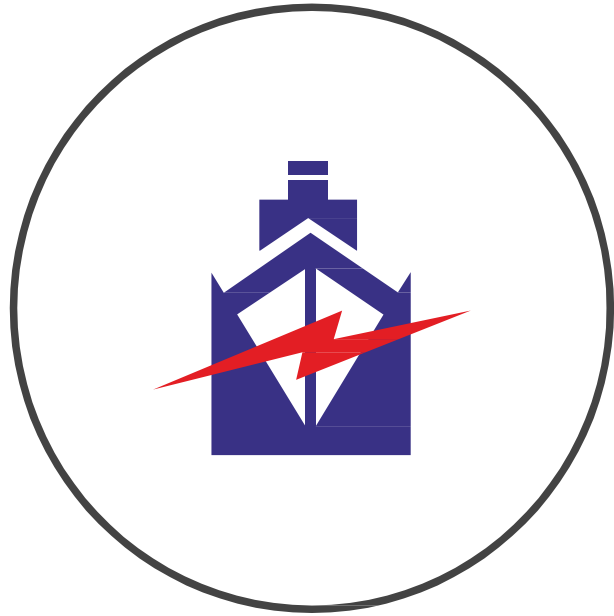
Financial Analysis



CORPORATE OVERVIEW



MARINE ELECTRICALS...



Established in 1978, and since then serving the market in diversified areas like Navy & Coast Guard, Commercial Ship Building yards, Industrial and Commercial, Establishments, Ports and Electric Vehicles

Marine Electricals is an integrated technical services provider in the field of electrical, automation, power electronics, information and communication technology solutions.

Offers comprehensive range of electrical switchgears like MV Panels, LV PCCs iMCCs and bus trunking solutions and automation solutions like remote monitoring and control systems, EMS and IBMS to name a few.

Manufactures and installs complete range of slow and fast EV chargers from 3.3KW to 240KW in addition to providing its inhouse App Bijlify and Charge point management system

Offers world-wide services with offices and service centres at over 14 key locations in India

Marine Electricals

www.marineelectricals.com



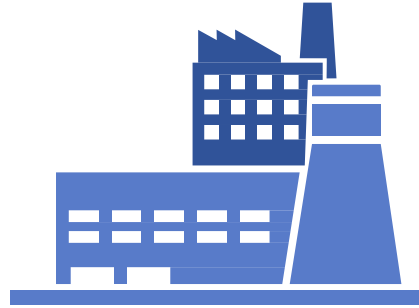
Servicing with skilled team & wide geographical reach



+1,300

Manpower

- 350+ engineers and specialised team with Marine exp.
- 60+ shared services & back - office staff
- 25% woman



8

Manufacturing Plants

Across Goa, Mumbai, UAE and Italy



14

Service Centres

Across coastal locations in India & 18 sales & representative office across India and Middle East.



Promoters with Sound Technical Background



Vinay Uchil

Chairman and Executive Director

- Joined the company in 1995
- Actively manage the Marine segment's business development, as well as maintain commercial relationships with the Defence and Finance functions
- Under his leadership, the company has strengthened its position by establishing new competencies and has evolved into a solution provider
- With acquisitions and corporate expansion into the industrial market, he successfully pushed the company to new heights
- PGDBA (Finance) and B.E. in Instrumentation from Narsee Monjee



Venkatesh Uchil

Managing Director

- Joined the company in 2002
- Actively engaged in the production, technical, and procurement domains
- Played an important role in the Datacenters, Construction & Industries sector's development
- successfully registered for automation and power distribution solutions in big projects related to building, datacenters, industry, energy infrastructure, commercial, and public transportation in large cities such as metros, etc
- B.E. in Electronics & Telecommunications and PGDFBM from S.P. Jain

EXPERIENCED & REPUTED BOARD MEMBERS



Shailendra Shukla

Executive Director

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



Tanuja Pudhierkar

Non-executive Non-Independent 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



Nikunj Mishra

Non-executive 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



Madan Pendse

Non-executive Independent Director

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

Marine Electricals

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Supported by a well experienced management team



Mr. Sunil Kumar Dalmia,
CFO (Chief Financial Officer)

- Experienced Chartered Accountant with 25+ years in finance, strategy, and compliance.
- Expertise in capital structuring, governance, and supporting large-scale business growth.
- Proven track record in stakeholder management, fundraising, and financial discipline.



Cdr. Rajiv Malhotra,
COO (Chief Operating Officer Marine Business)

- 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



Cpt. Kamal Yadav,
Vice President Marine 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



Cmde. S. K. Patel
Sr. Vice President Marine Business Development

- Joined Marine in 2019, as Sr. V.P. Business Development, Special Projects and Head Electrical-Marine Business.
- Has 25 years' experience in the Indian Navy including 6 years for shipbuilding in Russia, 10 years in the Western Fleet, retired as Principal Director Weapon Equipment at Navy HQ in 2008.
- Has 12 years' experience in the industry (L&T and Reliance)



Mr. Shami Pujji,
Vice President Marine Solutions

- 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 him for his out-of-the-box innovations



Mr. Navin Rao,
Vice President Marine (E&A) Business

- He joined Marine Electricals in 2000 and currently in charge of the Marine Business (Electrical and Automation) as well as the manufacturing plants in Goa
- His responsibilities include production planning, execution, inventory management, inspection, and coordination with authorities for timely delivery



Supported by a Well Experienced Management Team



Dr. T. K. Mani,

Head, Product R&D

- Joined Marine in 2019, as Head, Product R&D at Kochi. He has been Principal of reputed Engineering Colleges, in Kochi. He has a passion for product design. He is Head of Research and Development Centre, at Kochi
- Under his leadership, niche product developments are being steered for the Company



Dr Milind Dalvi,

CTO (Chief Technology Officer Industry)

- 30+ years of experience into Medium Voltage and Low Voltage Switchgear Design, Instrumental in R&D, testing of equipment with certifying laboratories like ASTA, KEMA, ASEFA and CPRI.
- Previously worked with companies like Schneider Electric & Crompton Greaves



Mrs. Stella D'Souza

GM - Procurement

- Joined in 1993, bringing long-standing experience to the role
- Responsibilities include overseeing procurement functions
- Tasked with managing supply chain activities
- Specifically handles procurement for all divisions of Marine Electricals



Mr. Deepak Vaidya,

VP Marketing Industry

- Highly focused and analytical, go getter Sales & Marketing professional
- Always on look out for new avenues, Strategies, methods and business models for enhancing business



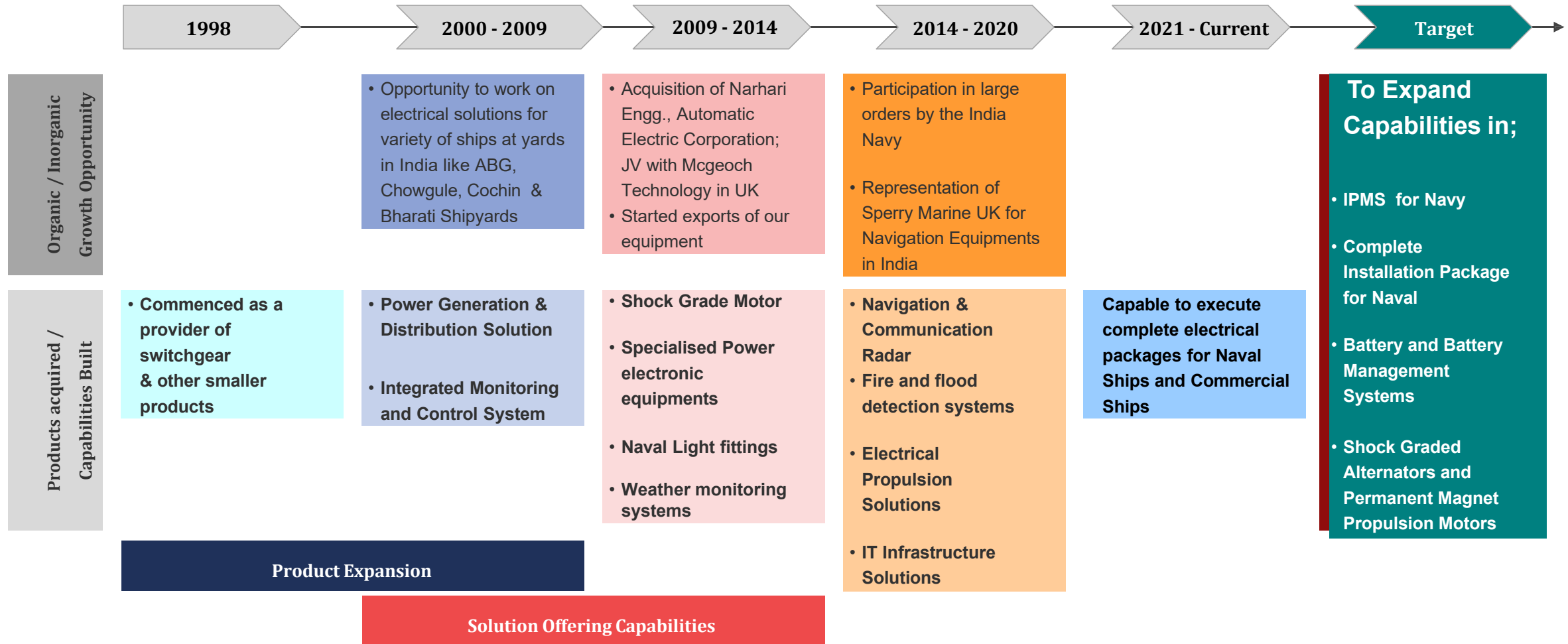
Our Business Verticals

- ◆ ***Defence & Marine Solutions***
- ◆ ***Industry Solutions***
- ◆ ***Vessel Traffic Management System***
- ◆ ***Electric Vehicle Charging Solutions***

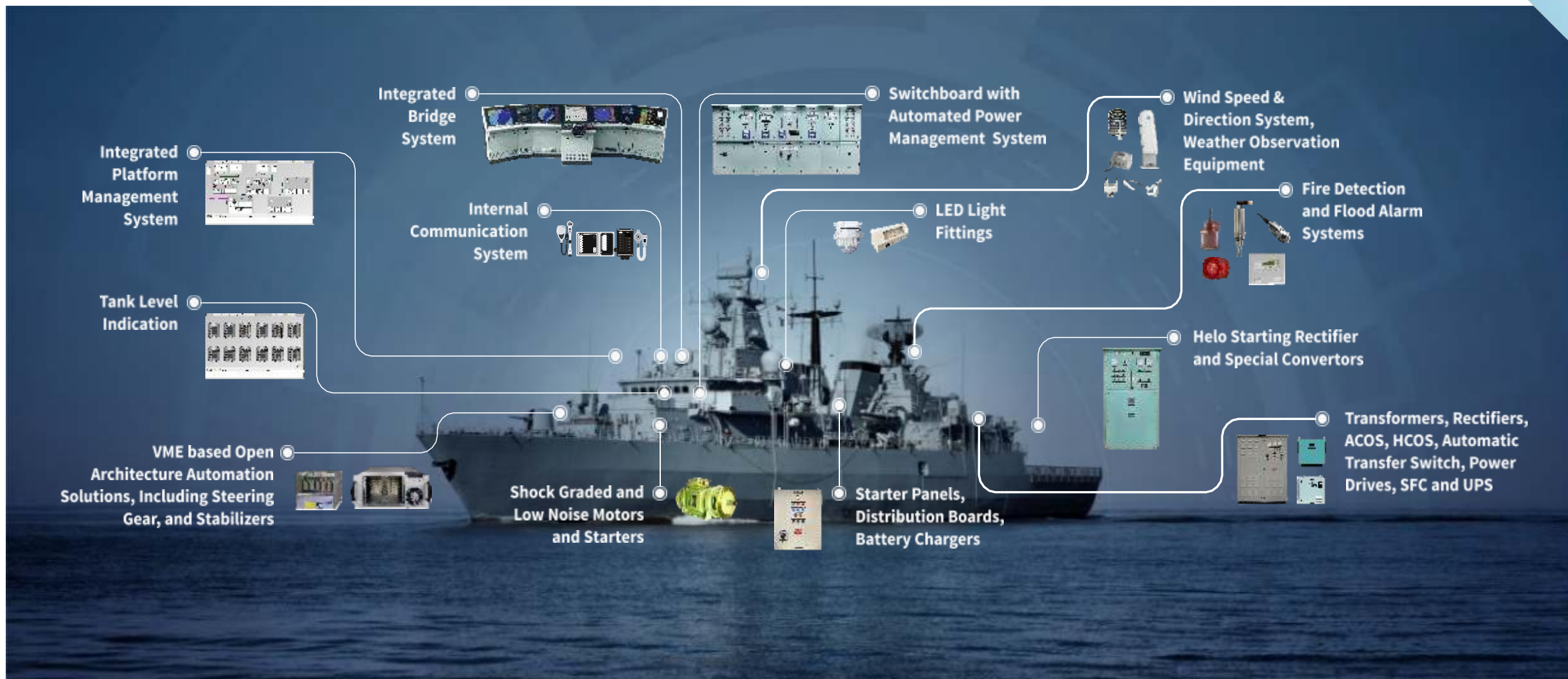


Defence & Marine Solutions

Engineering Capabilities in Marine Built Over Years



Defense Solutions



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Commercial Marine Solutions



Marine Electricals

www.marineelectricals.com



Our Major Customers : Marine Segment



Goa Shipyard LTD



COCHIN SHIPYARD LIMITED



Hindustan Shipyard Limited



Technologies



TITAGARH
L&T Shipbuilding



Shoft Shipyard
We Promise. We Deliver.



BANGLADESH NAVY



CHOWGULE
G·A·R·O·U·P
SINCE 1916



HEISCO



COLOMBO
DOCKYARD



Strong Track Record of Naval and Commercial Vessels

Defence



Submarine

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



Frigates and Destroyers

- Working on supply orders for INS Talwar, INS Tabar, INS Brahmaputra, INS Betwa and INS Beas
- Supplying equipment to Project 17A and P15B class ship



ASW Corvettes

- Working for orders from INS Kukri, INS Kuthar, INS Kora and INS Kirch
- Supplying equipment to CSL and GRSE for 16 anti-submarine Corvettes



Aircraft Carrier

- Retrofitted electrical equipment onboard for INS Viraat
- Supplied equipment for INS Vikrant



Indian Coast Guard

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



Survey Vessels

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

Commercial



Merchant

- Worked on various ships like Bulklers and tankers, Cargo vessels, Container vessels, Large gas carriers, Special vessels, Tugs etc.



Passenger

- Worked on various ships like Cruise, Ferry, Yachts etc.
- Supplying complete battery propulsion package to Battery operated ferries



Offshore

- Worked on various ships like Offshore Oil and Gas, Port
- Working of supplying complete propulsion package including batteries for battery electric tug as the government green port program

Marine Electricals

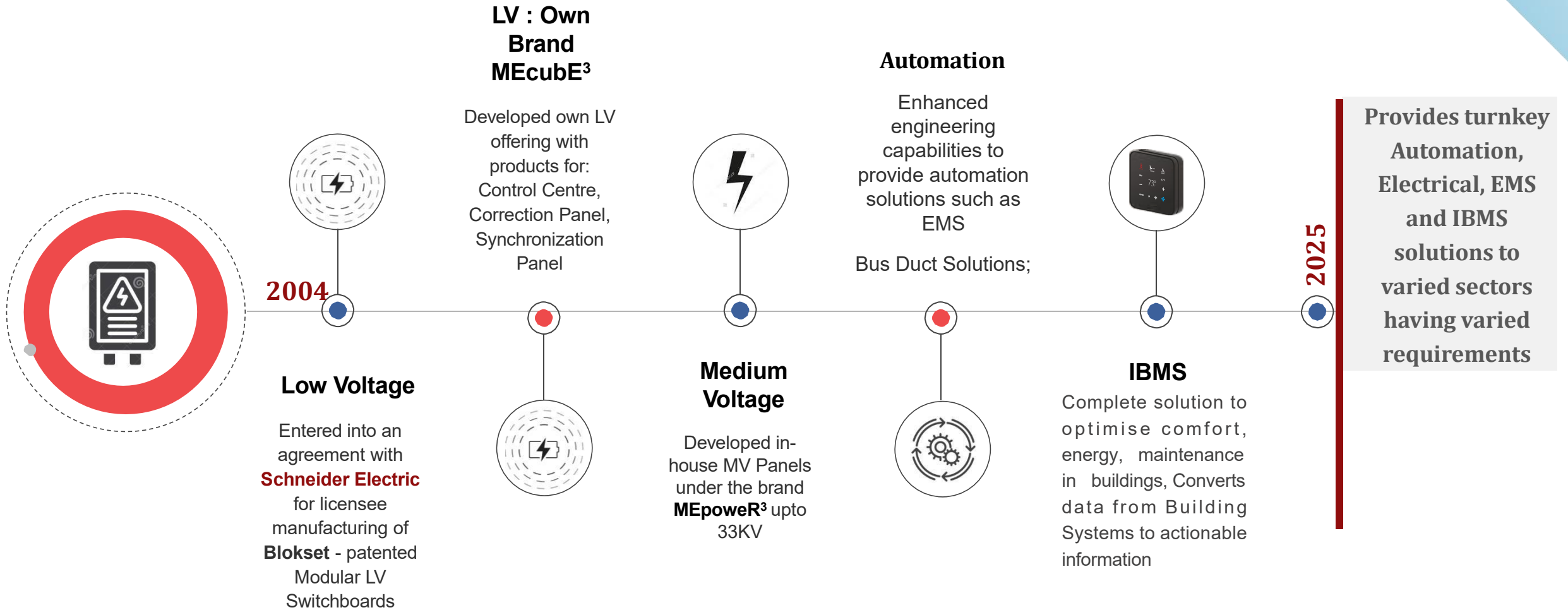
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Industry Solution



Industrial Solutions : Journey to Turnkey Solution Provider



Largest Partner of Schneider Electric in India

Marine Electricals

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Industry Solutions



MECUBE+
LV Switchboard



MEPOWER+
MV Switchboard



BLOKSET
LV Switchboard



MECONNECT+
Smart Connectivity Solutions
Energy Management Solutions



BUSDUCT



**INTEGRATED BUILDING
MANAGEMENT SYSTEM**

Our Major Customers : Industry Segment



OIL & GAS



Oiltanking



Metals



**AM/NS
INDIA**



Chemicals



**CHLORIDE
METALS**



Auto & Tyre



MRF



FMCG



Pharmaceutical



Dr.Reddy's



**ACG
CAPSULES**

Cipla



Infrastructure



Data Centers



colt



CtrlS



Microelectronics



Salcomp

JABIL



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Strengthening it's Position Across Verticals

Datacentres



- Achieved **leadership position** in Data Centres
- **Repeat orders** from marquee clients like Adani Connex, Web Werks, STT, Bridge Data Centres, Netmagic, PDG and other global companies like Equinix and BAM –DLR entering India
- Indian Data Centre Market witnessing strong growth
- Strategy to strengthen position by adding capabilities & emerge as an Integrated Solution Provider with quality performance

Industrial



- 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
 - Seeing growth in Steel, Cement and Chemical both in green-field and brown- field expansion
- Large projects in green field plants set up to build electronics like phones and semiconductor chips.

Clients with Repeat business : Cipla, MRF, Thermax & Bluestar

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**
- PROVIDING SOLUTIONS FOR high potential **Building Management Systems (BMS)**



Vessel Traffic Management System



Efficient Monitoring of Ports Worldwide



Xanatos Marine, with headquarters in the West Coast of Canada, was established in 1984 and has grown into one of the world's leading developers of Maritime Domain Awareness (MDA) systems based on the mission-proven TITAN software.

Over the past 30 years, Xanatos Marine has sold numerous systems globally. These systems and sensors include Coastal Monitoring Systems for National Security, Port/Harbour VTS and VTMISS Systems for safety, security and environmental stewardship, shore based AIS networks, and vessel based ECS systems.

Marine Electricals in 2023 has acquired majority ownership in Xanatos Marine, with the objective to cater to the large Indian Coast providing a indigenous solution. With India looking to be the manufacturing hub of the world, trading from India is set to increase multifold which would result in increasing requirement of ports and infrastructure. The government is also making it mandatory that all ports including small ports to have VTMS solutions. At present VTMS solutions is provided in only large PSU ports.

On take over of Xanatos has already successfully completed a VTMS project in Philippines and is expecting repeat orders for additional ports. In addition various bids have been put for ports in Africa, Asia and Europe which should fructify in the coming financial years

VTS SYSTEMS



MARITIME MGMT. SYSTEMS



CSS SYSTEMS



The background of the slide features a dark, grayscale image of an electric vehicle's charging port and a charging cable. The text is overlaid on the left side of this image. On the right side, there is a large, stylized graphic consisting of several light blue, rounded rectangular shapes arranged in a circular, flower-like pattern.

Electric Vehicle Charging Solutions

Lets Bijlify India

Covering every touchpoint of the EV Ecosystem



In-house
hardware
and
software
capabilities



Complete
turnkey
solutions for
end to end
project
management



Full range
of AC &
DC fast
chargers



OCPP
compliance



Customized
solutions for
commercial,
residential
and public
spaces



Smart,
Fast, Cost-
Effective



Pan India
Service
network

Marine Electricals

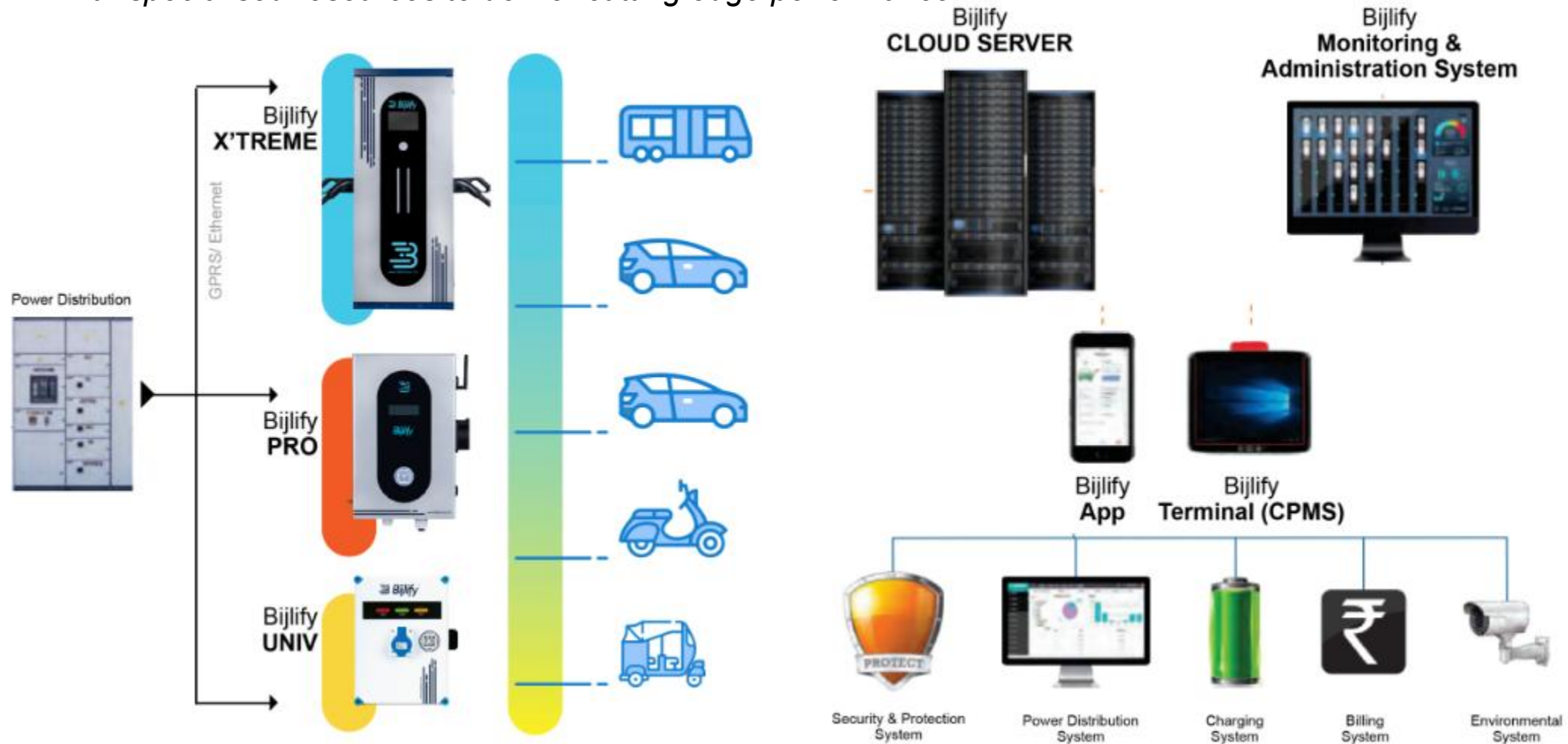
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Lets Bijlify India

Hardware + Software + UI & UX

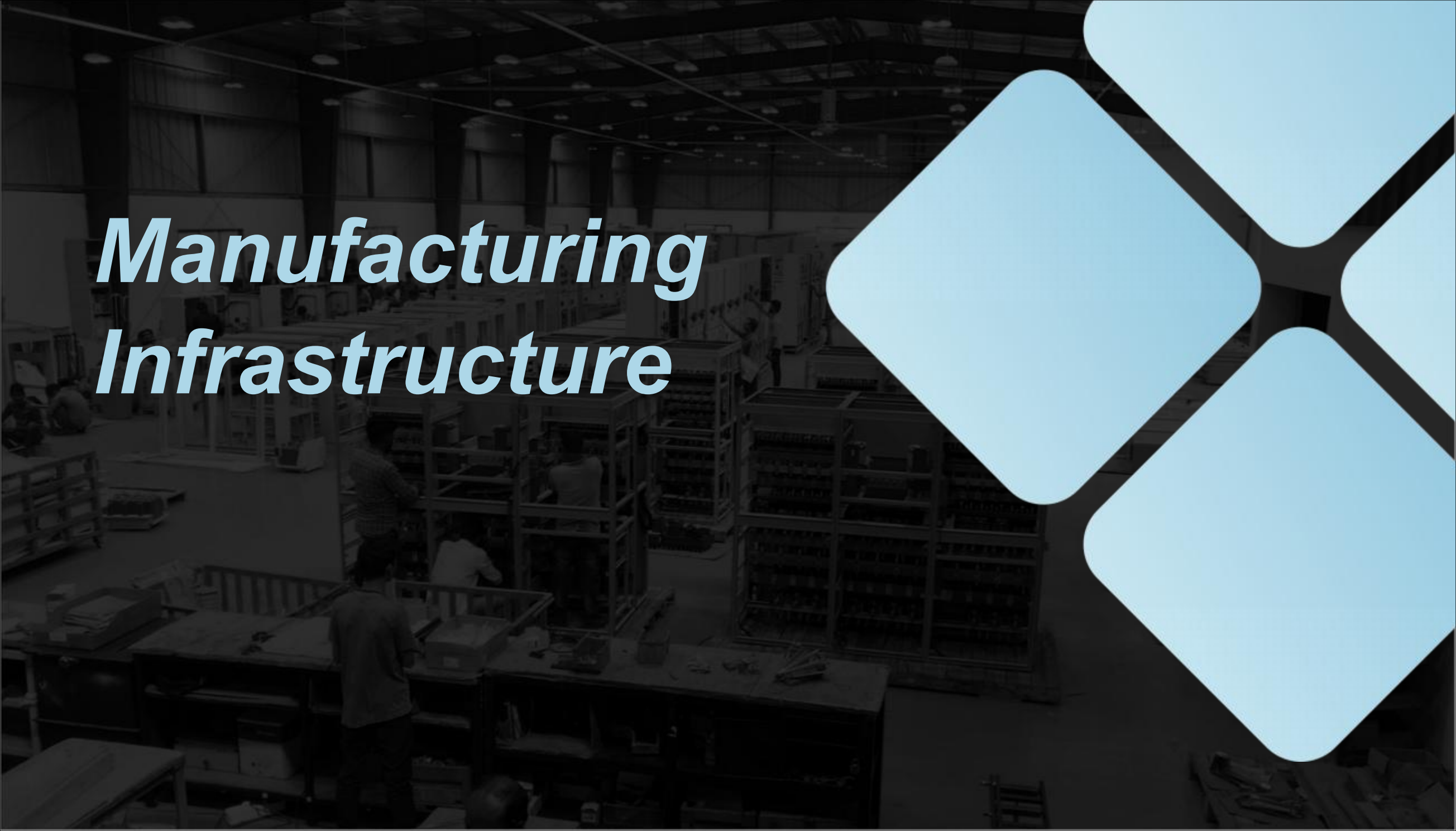
With specialised resources to deliver cutting edge performance.



Marine Electricals

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Manufacturing Infrastructure



Manufacturing Infrastructure



Corporate Office in Mumbai

Production Plants in Goa, Italy, UAE



Strengths & Growth Areas



Uniqueness - Strengths



Marine Electricals

Leadership in Marine Business

~ 50% market share for its product range with its customers in India in segment

Tier - I electrical and electronics supplier & in **Approved List of Vendors** with Indian Navy, Indian Coast Guard



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

Among the Largest manufacturer of switchgears

Largest Partner of Schneider Electrical's Block Set Panels supplied in India

Maintains Client Ownership as experienced Sales Team originates Orders and manage relationships thereafter

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

Providing Complete solutions like LV, MV panels, bus trunking solutions, EMS & IBMS and remote connectivity and monitoring solutions

Known Brand Name for Most Reliable & Complex Solution

Leadership in fast growing DATA CENTRE

- Where uninterrupted power is very crucial

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



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The Path of Growth



Financial Facts & Figures

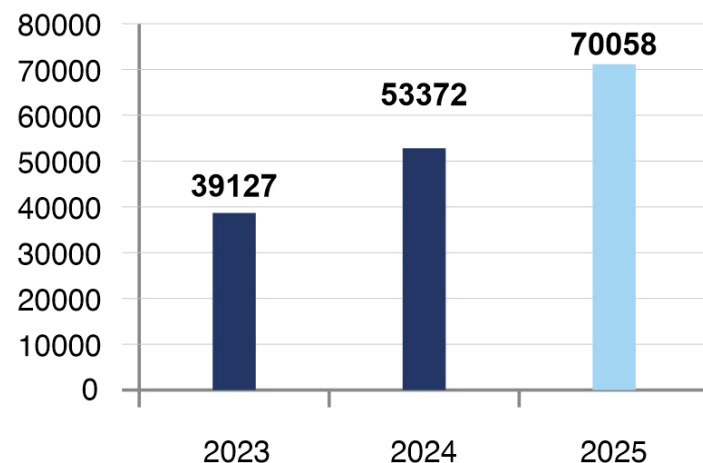


Financial Facts & Figures

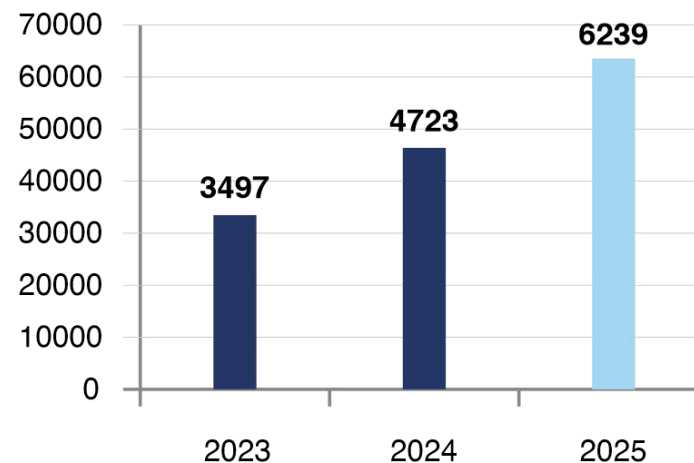
Listed Company in  NSE

Company Financials (Standalone)

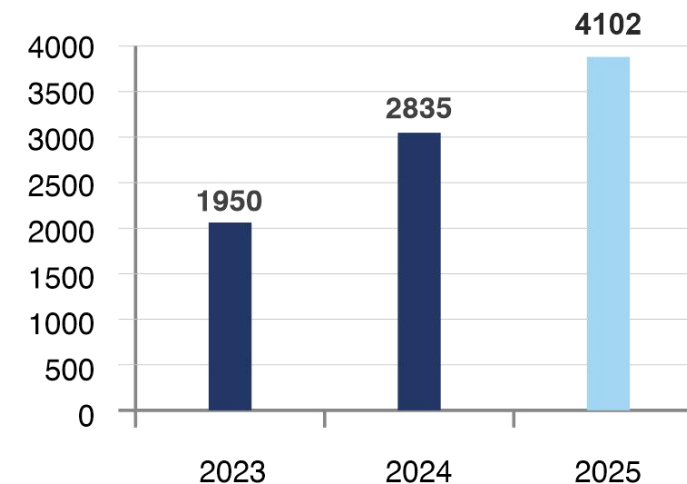
Revenue (₹ in Lacs)



EBITDA (₹ in Lacs)



PAT (₹ In Lacs)

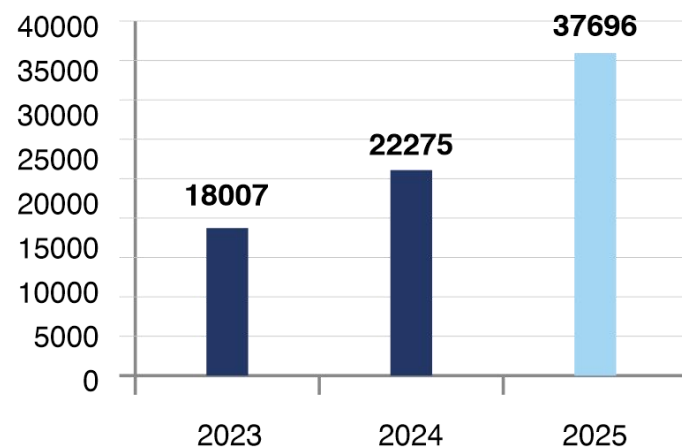


Financial Facts & Figures

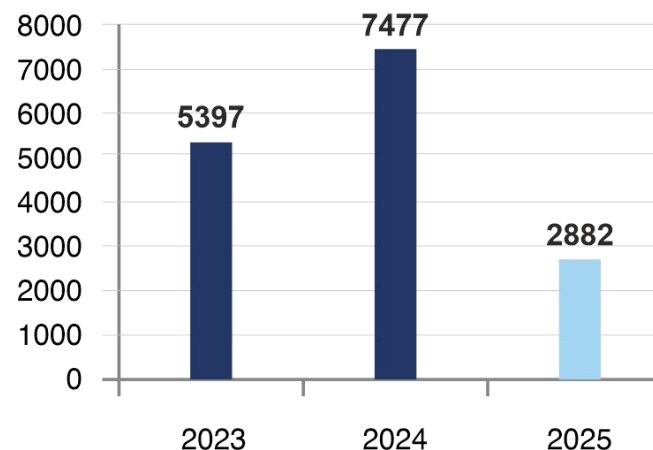
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Company Financials (Standalone)

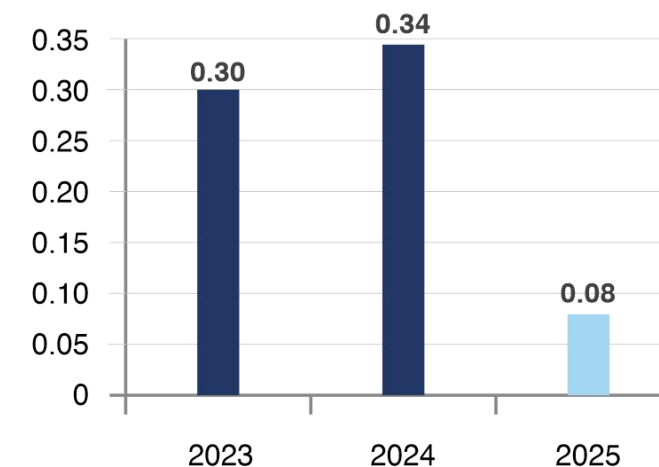
Net worth (₹ In Lacs)



Gross Debt (₹ In Lacs)



Debt Equity Ratio (in times)

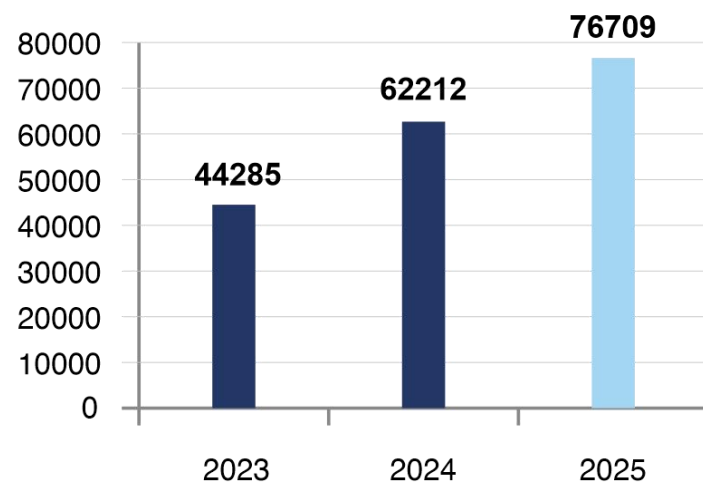


Financial Facts & Figures

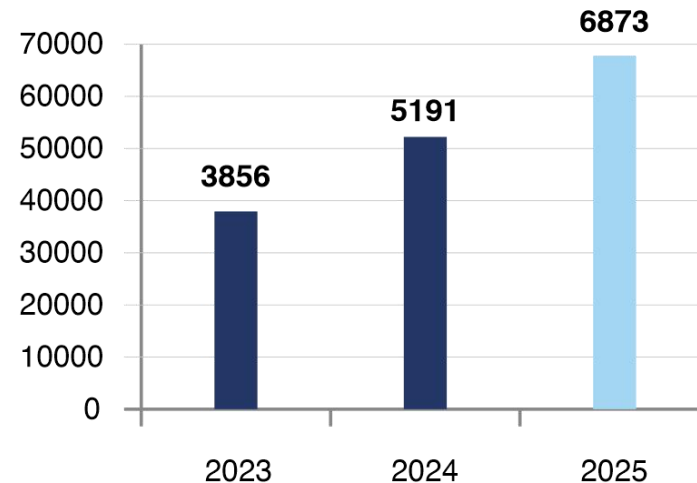
Listed Company in  NSE

Company Financials (Consolidated)

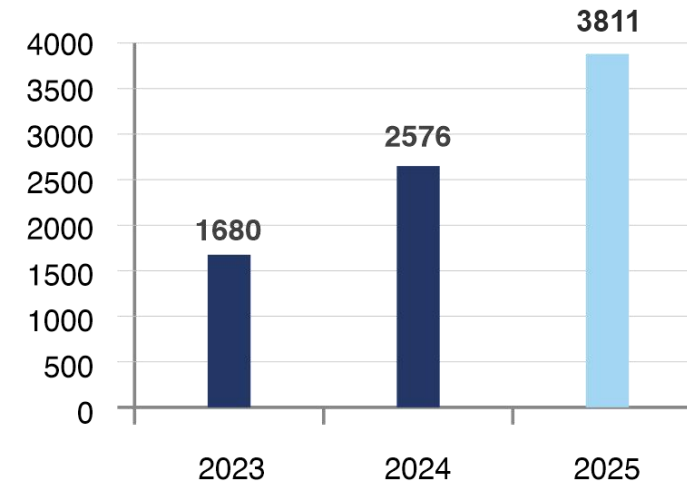
Revenue (₹ in Lacs)



EBITDA (₹ in Lacs)



PAT (₹ In Lacs)

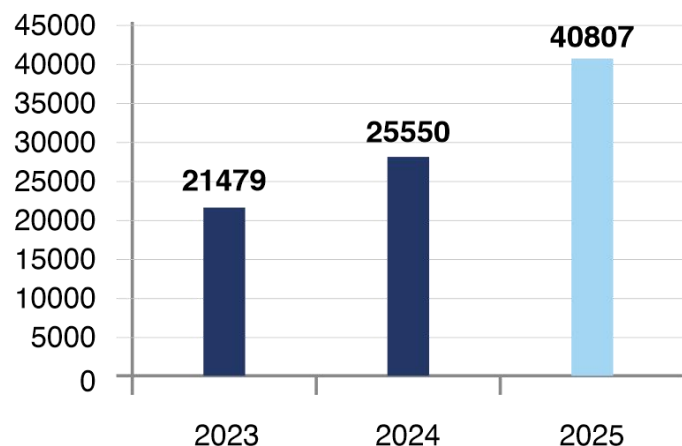


Financial Facts & Figures

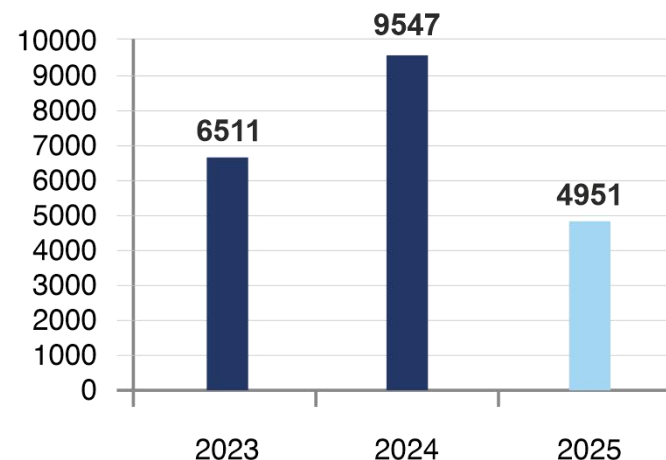
Listed Company in  NSE

Company Financials (Consolidated)

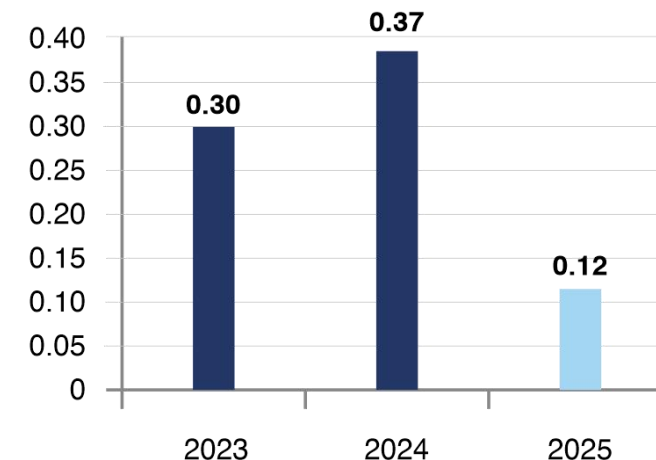
Net worth (₹ In Lacs)



Gross Debt (₹ In Lacs)



Debt Equity Ratio (in times)



Financial Facts & Figures

Listed Company in  NSE

Company Financials (Standalone)

	FY 2024-25	FY 2023-24	FY 2022-23
Income			
Revenue from operations	70,058.40	53,372.69	39,127.13
Expenses			
Cost of goods sold	52,385.54	40,870.61	29,620.54
Employee benefits expense	4,123.71	3,230.70	2,567.32
Other expenses	7,309.79	4,547.44	3,441.41
Total expenses	63,819.04	48,648.75	35,629.27
EBIDTA	6,239.36	4,723.94	3,497.86
Finance costs	1,157.60	1,040.05	862.15
Depreciation and amortization expense	1,145.56	670.33	612.57
Profit before tax	3,936.20	3,013.56	2,023.14
Other income	1,450.22	767.40	613.40
Profit before tax	5,386.42	3,780.96	2,636.54
Tax expense	1,284.08	945.74	685.92
Profit for the period	4,102.34	2,835.22	1,950.62

Company Financials (Consolidated)

(₹ In Lacs)

	FY 2024-25	FY 2023-24	FY 2022-23
Income			
Revenue from operations	76,709.53	62,212.07	44,285.44
Expenses			
Cost of goods sold	55,753.91	47,027.91	32,967.56
Employee benefits expense	5,722.99	4,502.03	3,449.89
Other expenses	8,362.04	5,504.87	4,011.15
Total expenses	69,838.93	57,034.81	40,428.60
Profit before share in associates	6,870.59	5,177.26	3,856.84
Share in profit / (loss) of associates	3.11	14.15	-
Finance costs	1,407.66	1,237.92	994.13
Depreciation and amortization expense	1,556.58	1,036.63	807.99
Profit before tax	3,909.45	2,916.86	2,054.72
Other income	1,331.79	715.15	452.57
Profit before tax	5,241.24	3,632.01	2,507.29
Tax expense	1,429.99	1,055.68	827.21
Profit for the period	3,811.25	2,576.33	1,680.08

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Thank You

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