



# SEAMEC LIMITED

A member of **MMG**  
MM AGRAWAL GROUP

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**SEAMEC/NSE/PRESENTATION/SMO/1402/2024**

**February 14, 2024**

**National Stock Exchange of India Limited  
Exchange Plaza  
Plot No. C/1, G Block,  
Bandra-Kurla Complex,  
Bandra (East)  
Mumbai - 400 051**

**Trading Symbol: "SEAMECLTD"**

**Sub:** Investor Presentation of the Investor Meet of SEAMEC LIMITED ('the Company')

**Ref:**

- a. Regulation 30 (read with Schedule III -Part A) of Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations')
- b. ISIN: INE497B01018

Dear Sir / Madam,

Pursuant to our intimation letter SEAMEC/NSE/INVESTOR/SMO/0902/2024 dated February 09,2024, kindly note that the Board of Directors of the Company at its meeting held on Monday, February 12, 2024 have *inter alia* considered and approved Unaudited Standalone & Consolidated Financial Results for the quarter ended December 31,2023.

Enclosed is the Investor Presentation in this regard.

The above is made available on the Company's website i.e. <https://www.seamec.in/>

This is for your information and record.

Yours Faithfully,

For **SEAMEC LIMITED**

**SACHIDANAN**  
MOHANTY  
DA MOHANTY  
Date: 2024.02.14  
07:58:42 +05'30'

**S.N. Mohanty**

**President – Corporate Affairs, Legal and Company Secretary**

Please visit us at : [www.seamec.in](http://www.seamec.in)





**SEAMEC LIMITED**

Investors Presentation | Q3 FY24



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SEAMEC LIMITED



## Quarterly Update

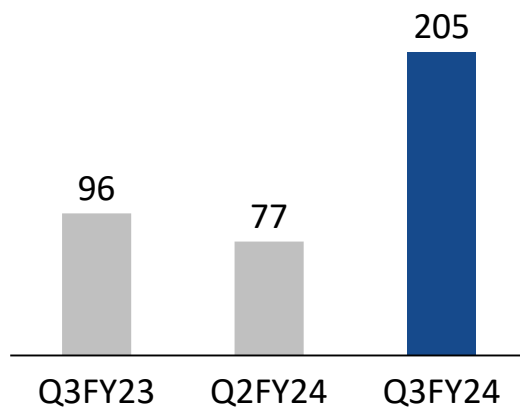
# Standalone Financial Highlights of Q3 FY24



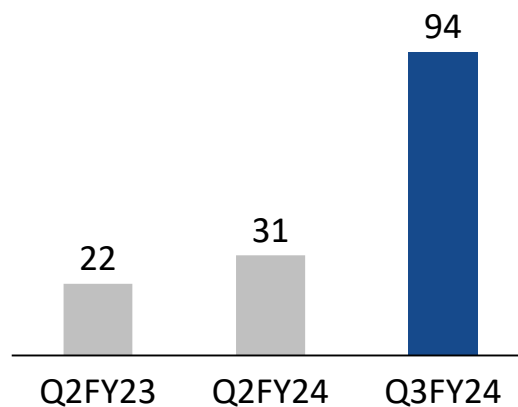
SEAMEC LIMITED

Quarterly

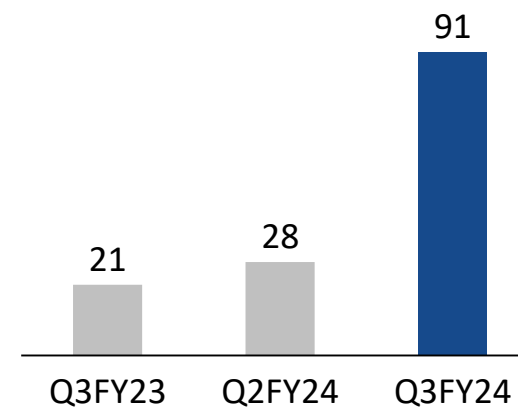
## Revenue



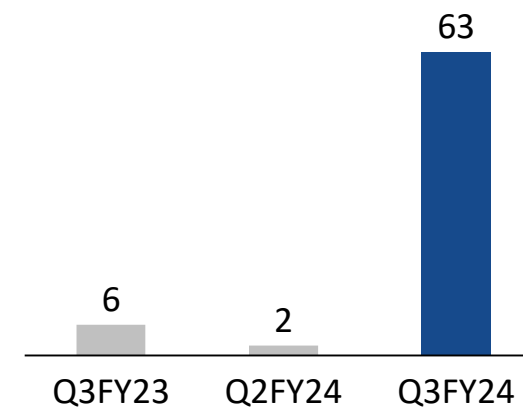
## EBITDA



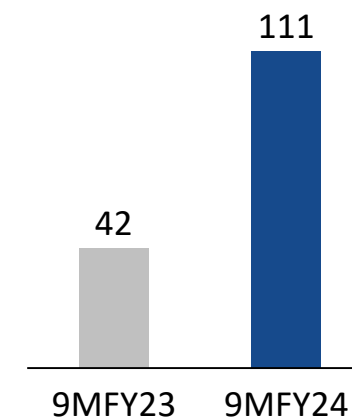
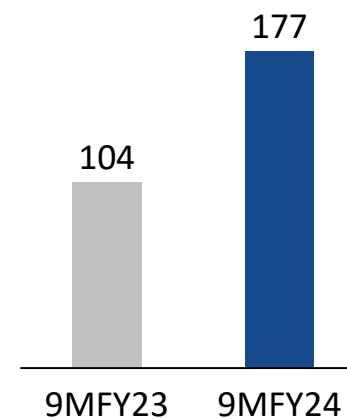
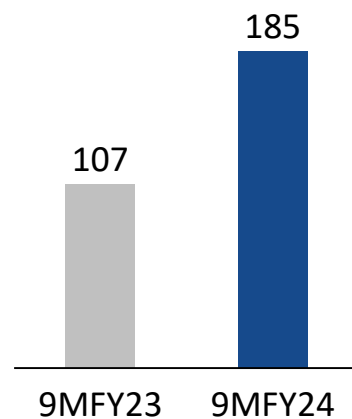
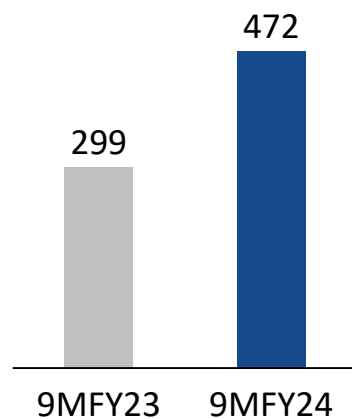
## Cash Profit



## PAT



Year-to-Date



# Standalone Financial Highlights of Q3 FY24

Rs. In crore

| Particulars                            | Q3 FY24      | Q3 FY23      | Y-o-Y%       | Q2 FY24      | Q-o-Q%       |
|----------------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Revenue</b>                         | <b>205.2</b> | <b>95.9</b>  | <b>114%</b>  | <b>77.0</b>  | <b>167%</b>  |
| Operating Expenses                     | 111.2        | 73.7         |              | 46.0         |              |
| <b>EBITDA</b>                          | <b>94.0</b>  | <b>22.2</b>  | <b>324%</b>  | <b>31.0</b>  | <b>203%</b>  |
| <b>EBITDA Margin</b>                   | <b>45.8%</b> | <b>23.1%</b> |              | <b>40.3%</b> |              |
| Finance Cost                           | 3.1          | 1.1          |              | 3.1          |              |
| <b>Cash Profit</b>                     | <b>90.9</b>  | <b>21.1</b>  | <b>331%</b>  | <b>27.9</b>  | <b>225%</b>  |
| Depreciation                           | 26.3         | 18.4         |              | 25.9         |              |
| <b>Profit Before Exceptional Items</b> | <b>64.6</b>  | <b>2.7</b>   | <b>2294%</b> | <b>2.1</b>   | <b>2993%</b> |
| Exceptional Profit/(Loss)*             | 0.0          | 0.0          |              | 0.0          |              |
| <b>Profit After Exceptional Items</b>  | <b>64.6</b>  | <b>2.7</b>   | <b>2294%</b> | <b>2.1</b>   | <b>2993%</b> |
| Tax Impact                             | 1.5          | -3.7         |              | 0.0          |              |
| <b>Profit After Tax</b>                | <b>63.2</b>  | <b>6.4</b>   | <b>889%</b>  | <b>2.1</b>   | <b>2923%</b> |

## Revenue

**YoY-** Increase in revenue due to deployment of Seamec Paladin and Barge which were idle in Q3FY23, higher deployment rate of Seamec Princess and new acquisition of Seamec Swordfish.

**QoQ** – Deployment of Seamec Princess, Seamec Glorious (Barge) and Seamec III which were off hire during Q2FY24 being monsoon season.

## EBITDA

**YoY** – The increase in overall vessel utilization and addition of new vessel Seamec Swordfish has resulted in Higher EBITDA compared to Q3 FY23. Also other Income is higher by Rs. 7 crore.

**QoQ** – Re-deployment of Seamec Princess, Seamec III and Seamec Glorious (Barge) which were off hire during Q2FY24.

# Standalone Financial Highlights of 9M FY24

Rs. In crore

| Particulars                            | 9M FY24      | 9M FY23      | Y-o-Y%      |
|----------------------------------------|--------------|--------------|-------------|
| <b>Revenue</b>                         | <b>472.4</b> | <b>299.2</b> | <b>58%</b>  |
| Operating Expenses                     | 287.8        | 192.1        |             |
| <b>EBITDA</b>                          | <b>184.7</b> | <b>107.2</b> | <b>72%</b>  |
| <b>EBITDA Margin</b>                   | <b>39.1%</b> | <b>35.8%</b> |             |
| Finance Cost                           | 7.5          | 3.2          |             |
| <b>Cash Profit</b>                     | <b>177.2</b> | <b>104.0</b> | <b>70%</b>  |
| Depreciation                           | 78.1         | 65.7         |             |
| <b>Profit Before Exceptional Items</b> | <b>99.1</b>  | <b>38.3</b>  | <b>159%</b> |
| Exceptional Profit/(Loss)*             | 13.0         | 0.0          |             |
| <b>Profit After Exceptional Items</b>  | <b>112.1</b> | <b>38.3</b>  | <b>193%</b> |
| Tax Impact                             | 1.5          | -3.6         |             |
| <b>Profit After Tax</b>                | <b>110.7</b> | <b>41.9</b>  | <b>164%</b> |



## Revenue

Increase in revenue is due to addition of Swordfish and Seamec Glorious Barge combined with higher deployment of Seamec Paladin and Princess in 9MFY24 compared to 9MFY23.



## EBITDA

**YoY** – Increase in EBITDA due to addition of Seamec Glorious Barge and Swordfish as well as increase in deployment days of Seamec Paladin and Seamec Princess.

Improvement in EBITDA Margins was both due to new acquisitions and higher deployment days in 9M FY23

## Key Financial Ratios



**Rs. 232 Cr**  
Gross Debt



**0.1 X**  
Net Debt/Equity



**12%**  
ROCE



**Rs. 88 Cr**  
Net Debt



**0.4 X**  
Net Debt/EBITDA



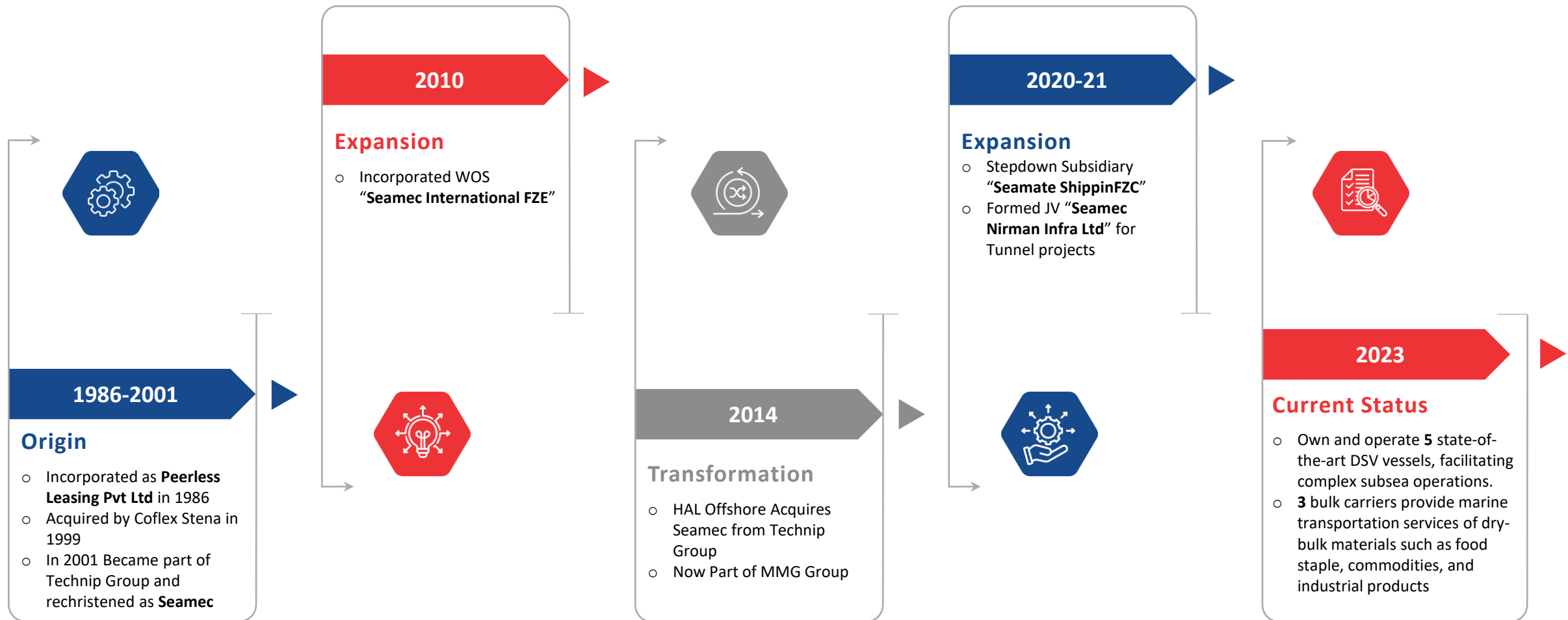
**14%**  
ROE



SEAMEC LIMITED



## Company Overview





## Visionary Leadership

- Under a dynamic leadership of Mr. Sanjeev Agarwal - Chairman of MMG, we have earned a reputation of a reliable and preferred player in Offshore Oilfield and Main Fleet shipping industry



## Acquisition of Asian Pearl in 2020

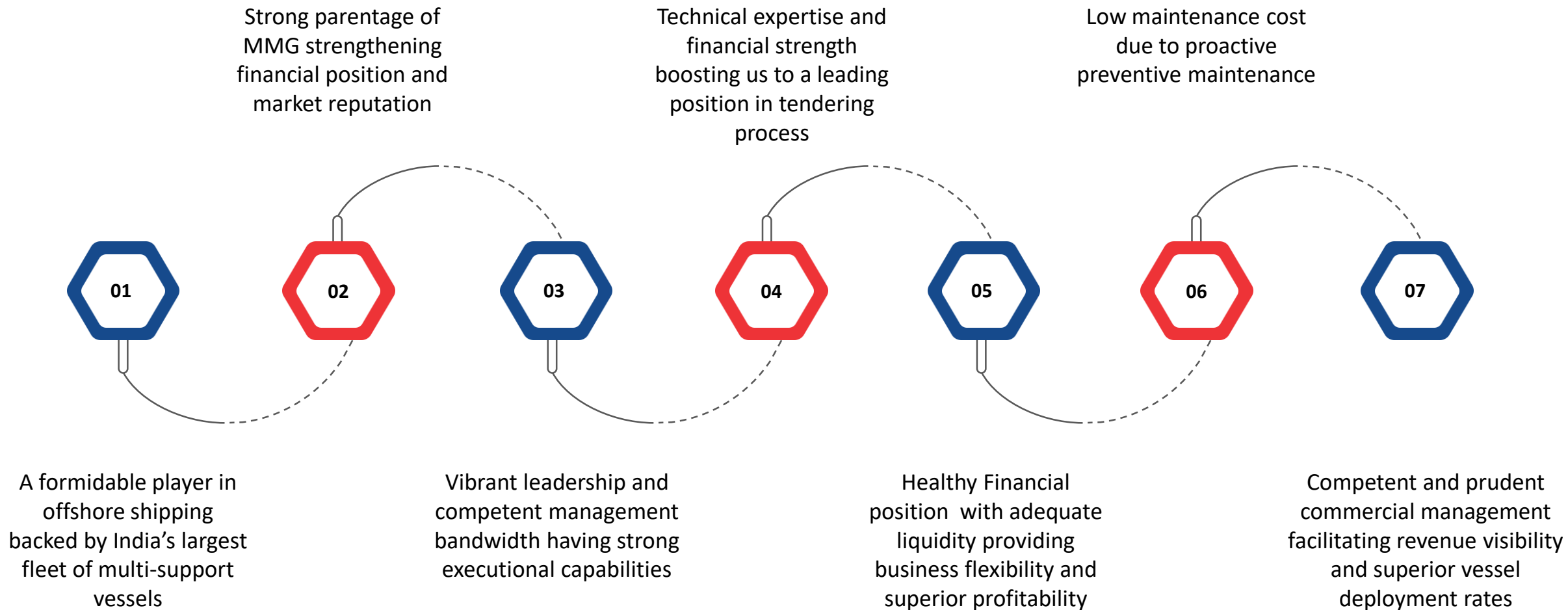
- Under a joint venture agreement between Seamec International FZE and Arete Shipping DMCC, a new bulk carrier Asian Pearl joined a group fleet strength in 2020.
- It is operated under newly formed subsidiary 'Seamate Shipping FZC' and the acquisition has further strengthened our main fleet business



## Our Subsidiaries

- Incorporated in 2010, our wholly owned subsidiary Seamec International FZE, is actively engaged in providing bulk transportation services, and currently operates two bulk carriers.
- We recently established a step down subsidiary Seamate Shipping FZC by forming a strategic joint venture with Arete Shipping DMCC to further expand our bulk carrier operations.
- Set-up a JV with M/s. Nayavridhi Infra LLP by name Seamec Nirman Infra Limited to diversify into tunnel and other EPC contracts.
- SEAMEC UK Investments Limited is the wholly owned subsidiary of SEAMEC Limited and was incorporated in March 2023 to explore business opportunities in UK & Europe Region

# Key Competitive Strengths





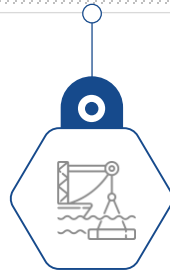
## IMR Operations

- Carrying out Inspection, Maintenance, and Repair (IMR) of pipelines, single buoy Mooring, spooling, free span corrections, risers, platforms, PLEMS, and other subsea construction



## ROV Operations

- Supporting Remotely Operated Vehicles (ROVs) through unique Dynamic Positioning System (DP)
- Facilitating safe and unmanned subsea operations where human presence is not viable



## Subsea Construction

- Undertaking operations such as subsea pipelaying, mooring and de-mooring, installation of risers, and Grouting



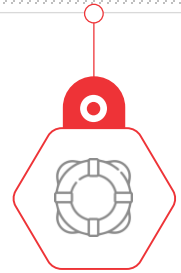
## Pollution Control

- Facilitating pollution control activities through schemers, pollution control booms, and dispersant arms



## Fire Fighting

- Supporting sub-sea fire fighting operations through fire fighting I and II equipment mounted on our vessels



## Rescue Operations

- Undertaking Rescue Operations by engaging dracon scoop, scramble nets, rescue bucket, and UKOOA

# Our Marquee Clients



SEAMEC LIMITED

## Oilfield Services



James Fisher and Sons plc  
Marine Services Worldwide



## Bulk Carrier Services



## Complying with QHSE Standards

We acknowledge our responsibility towards ensuring environmental sustainability and operational safety and strictly adhere to Quality, Health, Safety, Environmental (QHSE) standards.

**We are fully compliant with:**

**ISO 9001:2015**

**ISO 14001:2018**

**ISO 45001:2018**

## Marine Management System

Our robust Marine Management System (MMS) provides seamless connect between onshore office staff and vessel operators, ensuring and strengthening operational safety.

**Adhering to regulatory requirements, we also carry extensive offshore safety audits of our entire fleet twice a year, ensuring the adequacy of our marine safety operating systems.**





## Utilizing Low Sulphur Content Diesel

Compliant with IMO regulations  
Regularly furnishes fuel consumption report to the Flag State as per IMO guidelines

## Adhering to Ballast Water Management (BWM) Regulations

All vessels fully compliant as per applicable standards.  
Compliant with BWM regulations to prevent degradation of the marine ecosystem

## Comprehensive Waste Management procedures

Compliant with Maharashtra Pollution Control Act  
Ensures proper disposal of e-waste accumulated on vessels through compliant vendors

## Minimizing Plastic Use

Implemented 'Single-Use Plastic' policy to minimize plastic use and identify alternatives to plastic in all its operations

## Lowering Consumption of Electricity and Paper

Conserving energy by ensuring economic and optimum use of electricity  
Minimizing use of paper to bare minimum through well placed operational procedures



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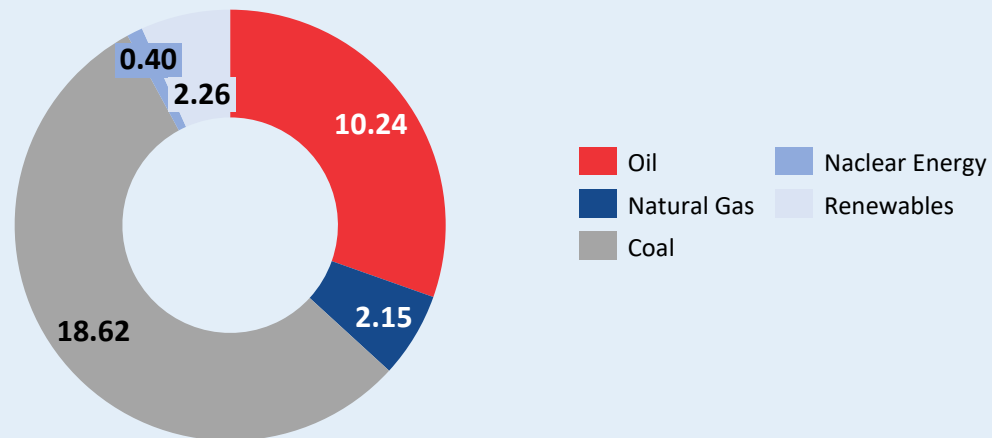
# Indian Industry Landscape

Indian offshore oilfield industry provides critical support to the country's Oil & Gas sector which plays a key role in Indian economic development.

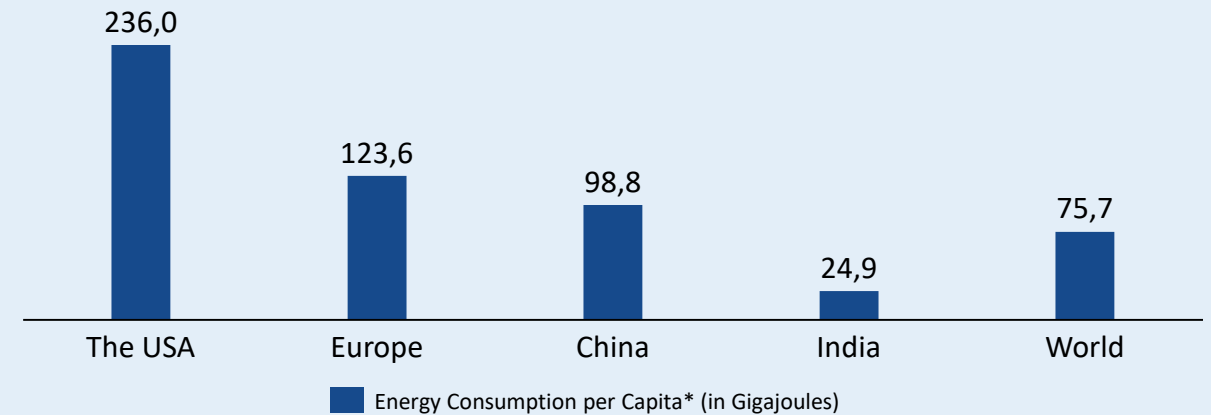
## India's share in global oil consumption lower than that of US and China

- India: 3rd largest oil consumer globally after the United States and China with ~36% of the country's energy demand met by Oil & Gas
- Despite being 3rd largest globally, India's per capita energy consumption stands significantly lower than the USA, China and global average, underscoring huge growth potential in energy consumption moving forward

Fuel-wise Energy Consumption India-2019#



Country-wise Per capita Energy Consumption^



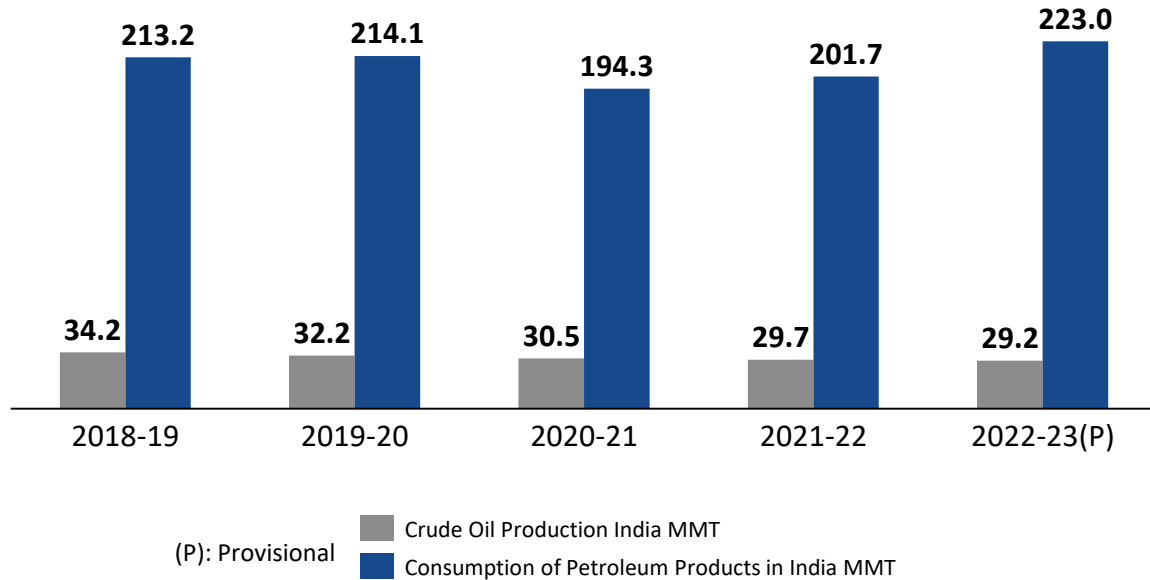
\*Energy comprises all commercially traded fuels including both fossil and renewable sources

#^Source: [BP Statistical Review of World Energy 2020](#)

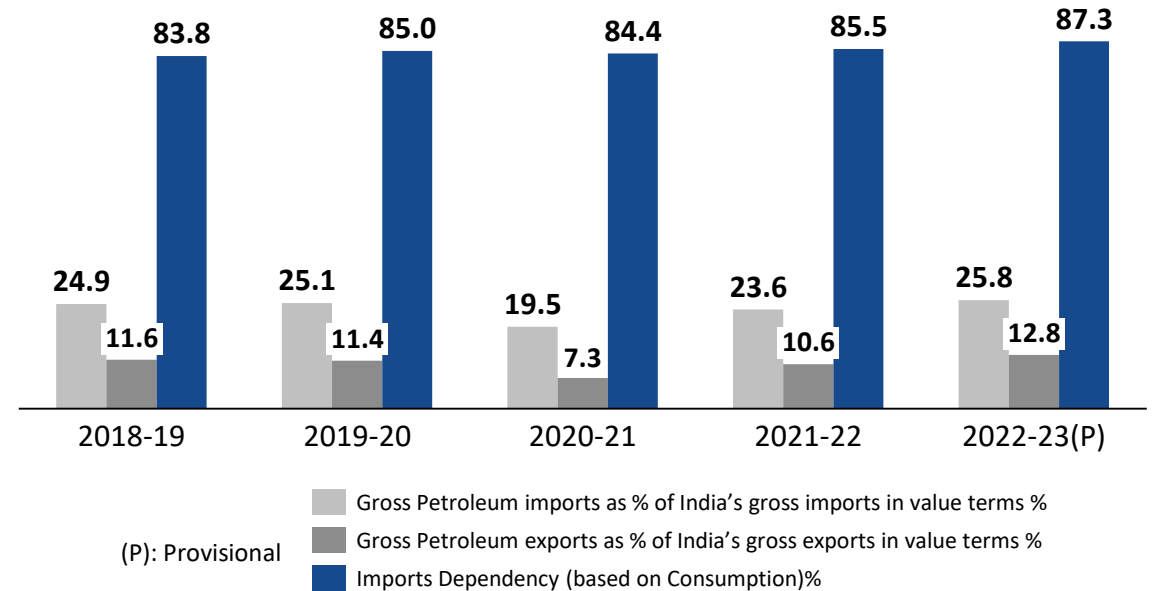
## Current Oil Industry Dynamics

Fuelled by the fast growth in GDP, the rising demand for fuel has resulted in India importing almost 87% of its domestic consumption in FY 2022-23.

### Production and Consumption - INDIA



### Imports, Exports & dependency for petroleum - INDIA



Source: PPAC Ready reckoner, Annual (2022-23), accessed 31/07/2023

Source: PPAC

## Growth Drivers for Indian Oil and Gas Industry

### Growing Demand

- Oil demand in India is projected to register a 2x growth by 2045.
- Diesel demand in India is expected to double to 163 MT by 2029-30, with diesel and gasoline covering 58% of India's oil demand by 2045.
- Natural gas consumption in India is expected to grow by 25 Bn cubic metres (BCM), registering an annual growth of 9% until 2024.
- In February 2023, India's oil demand rose to a 24-year high, which resulted due to a boost in the industrial activity. It was the 15th consecutive year-on-year rise in demand.

### Increasing Investments

- India aims to commercialize 50% of its SPR (strategic petroleum reserves) to raise funds and build additional storage tanks to offset high oil prices.
- In May 2022, ONGC announced plans to invest US\$ 4 billion from FY22-25 to increase its exploration efforts in India.

### Supportive FDI Guidelines

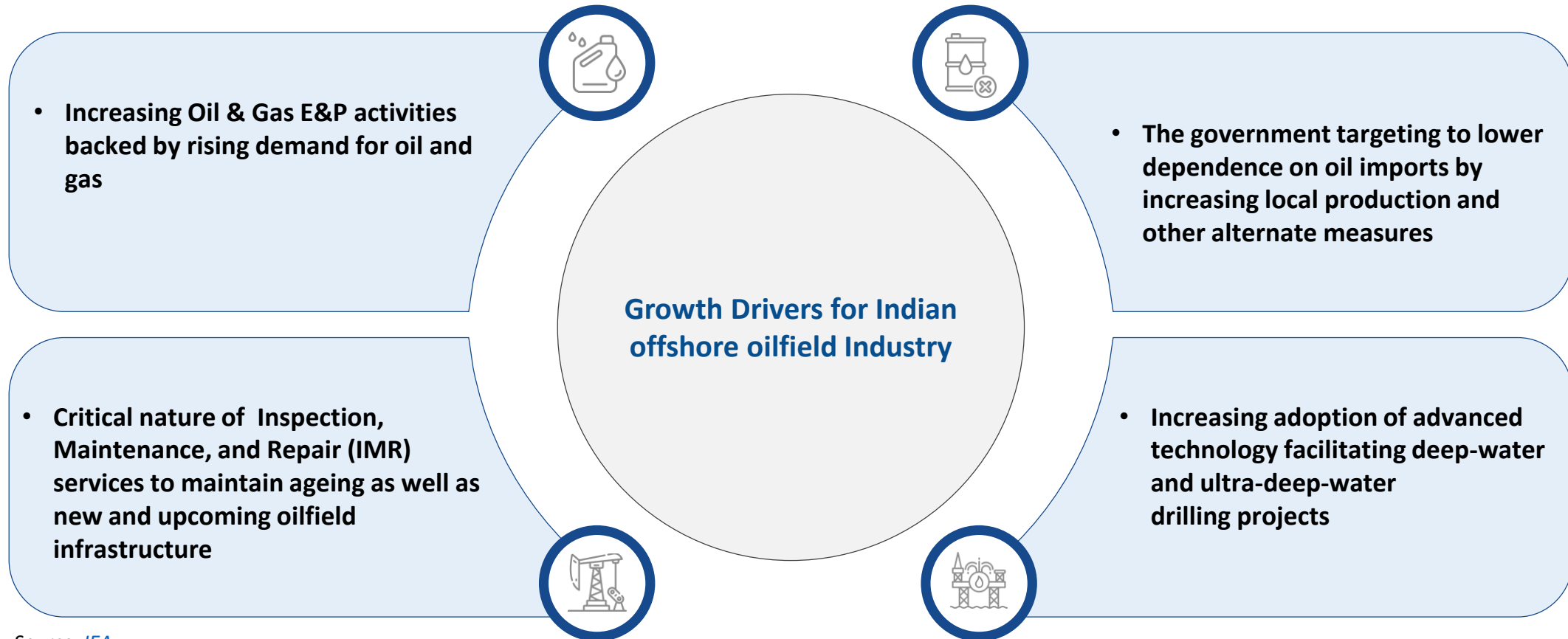
- In July 2021, the Department for Promotion of Industry and Internal Trade (DPIIT) approved an order allowing 100% foreign direct investments (FDIs) under automatic route for oil and gas PSUs.
- The Government has allowed 100% Foreign Direct Investment (FDI) in upstream and private sector refining projects

### Policy Support

- In Union Budget 2022-23, the customs duty on certain critical chemicals such as methanol, acetic acid and heavy feed stocks for petroleum refining were reduced.
- In September 2021, India and the US agreed to expand their energy collaboration by focusing on emerging fuels.

[Source: IBEF](#)

Indian offshore oilfield services industry is well poised to grow in the backdrop of the rising energy demand of the country.

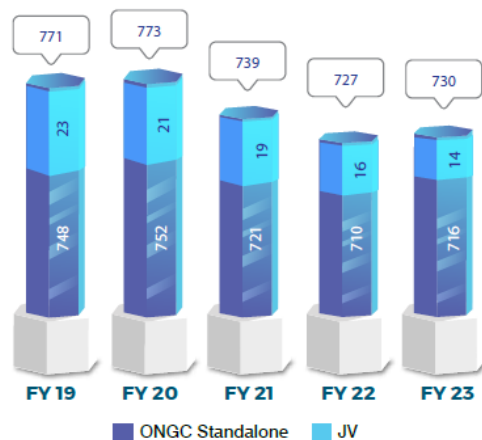


Source: [IEA](#)

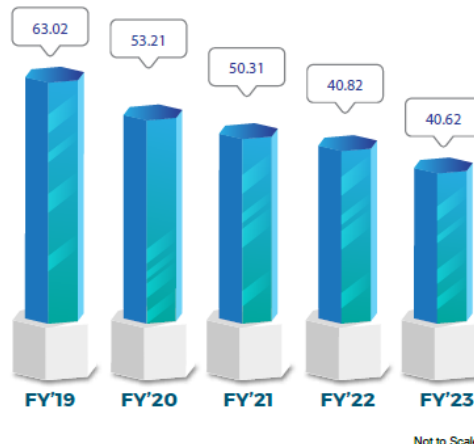
Backed by robust demand for oil and natural gas, Indian oilfield services market is forecasted to grow at a CAGR of over 7% to surpass \$ 2.84 billion by 2027.

Source: [Techsciresearch Report](#)

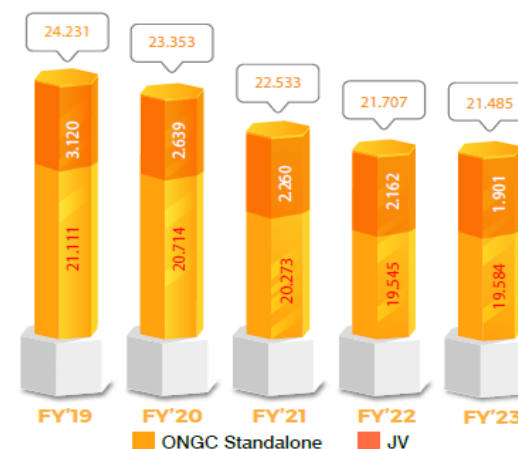
Reserves (2P) MMTOE



Reserve Accretion (2P) MMTOE



Crude Oil Production (MMT)



## Discoveries during FY23

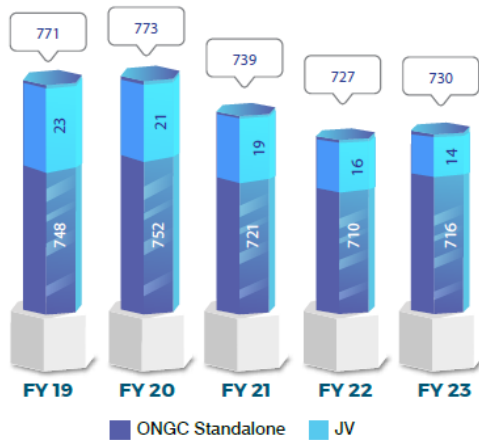
| Sr. No. | Basin/ Block         | Discovery well                   | Acreage                       | Discovery Type | Hydrocarbon Type |
|---------|----------------------|----------------------------------|-------------------------------|----------------|------------------|
| 1       | KG Onland            | Mandapetta-60 (MSDL)             | Mandapeta PML                 | Pool           | Gas              |
| 2       | KG Onland            | Malleswaram-22 (MSAD)            | Malleswaram PML               | Pool           | Gas              |
| 3       | KG Onland            | Karugolumill-1 (KML-AA)          | Godavari Onland PML (7 years) | Pool           | Gas              |
| 4       | Bengal Onland        | Kankpul-1 (WBON5-4-NA-E)         | NELP WB-ONN-2005/4            | Prospect       | Gas              |
| 5       | KG Offshore          | Kesanapalli West Deep-7 (KWD-AC) | Vainateyam PML                | Pool           | Oil & Gas        |
| 6       | KG Offshore          | GS-15-22(GS-15-AU)               | Vainateyam PML                | Pool           | Gas              |
| 7       | Assam Shelf          | Hatipoti-1 (NGAE)                | Mekeypore-Santak-Nazira PML   | Prospect       | Oil & Gas        |
| 8       | Mumbai Offshore (SW) | MBS171HAA-1 (MBS171HAA-A) Amrit  | OALP: MB-OSHP-2017/1          | Prospect       | Gas              |

Source: #ONGC annual report

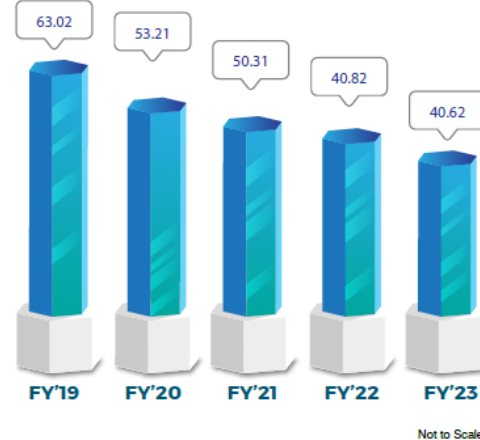
# ONGC – A Key Oil & Gas Player

India has signed contracts for ten oil and gas exploration blocks offered under the recent Open Acreage Licensing Policy (OALP-VIII) bid round. ONGC emerged as the dominant player in the OALP-VIII bid round, securing seven out of ten blocks

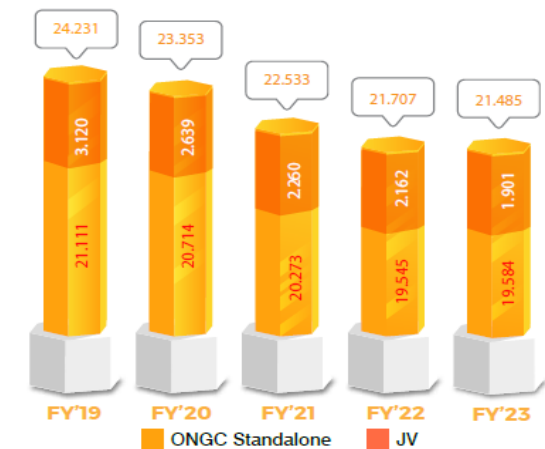
Reserves (2P) MMTOE



Reserve Accretion (2P) MMTOE



Crude Oil Production (MMT)



## Discoveries during FY23

| Sr. No. | Basin/ Block         | Discovery well                   | Acreage                       | Discovery Type | Hydrocarbon Type |
|---------|----------------------|----------------------------------|-------------------------------|----------------|------------------|
| 1       | KG Onland            | Mandapetta-60 (MSDL)             | Mandapeta PML                 | Pool           | Gas              |
| 2       | KG Onland            | Malleswaram-22 (MSAD)            | Malleswaram PML               | Pool           | Gas              |
| 3       | KG Onland            | Karugolumill-1 (KML-AA)          | Godavari Onland PML (7 years) | Pool           | Gas              |
| 4       | Bengal Onland        | Kankpul-1 (WBON5-4-NA-E)         | NELP WB-ONN-2005/4            | Prospect       | Gas              |
| 5       | KG Offshore          | Kesanapalli West Deep-7 (KWD-AC) | Vainateyam PML                | Pool           | Oil & Gas        |
| 6       | KG Offshore          | GS-15-22(GS-15-AU)               | Vainateyam PML                | Pool           | Gas              |
| 7       | Assam Shelf          | Hatipoti-1 (NGAE)                | Mekeypore-Santak-Nazira PML   | Prospect       | Oil & Gas        |
| 8       | Mumbai Offshore (SW) | MBS171HAA-1 (MBS171HAA-A) Amrit  | OALP: MB-OSHP-2017/1          | Prospect       | Gas              |

Source: #ONGC annual report



SEAMEC LIMITED



**SEAMEC: Strong Asset Portfolio**

- Diving Support Vessels are specialized ships designed to facilitate offshore diving operations quipped with dedicated facilities for divers, advanced diving equipment, and control systems
- DSVs provides services, which include S.B.M maintenance removal and installations, Platform, Riser and Pipeline repairs, Subsea constructions and Maintenance operations & deployment of ROV



**SEAMEC II**

**Built Year: 1982**

**Procurement Year: 1993**

**Gross Tonnage: 4,503**



**SEAMEC III**

**Built Year: 1983**

**Procurement Year: 1993**

**Gross Tonnage: 4,327**



**SEAMEC PRINCESS**

**Built Year: 1984**

**Procurement Year: 2006**

**Gross Tonnage: 11,121**



**SEAMEC PALADIN**

**Built Year: 2008**

**Procurement Year: 2021**

**Gross Tonnage: 5,648**



**SEAMEC SWORDFISH**

**Built Year: 2007**

**Procurement Year: 2023**

**Gross Tonnage: 5,372**

- Offshore Support Vessels (OSVs) are specially designed ships for the logistical servicing of offshore platforms and subsea installations, from installation through the full-service life of offshore fields
- They are integral to getting supplies and materials where they need to go, as well as building and repairing offshore equipment. Their versatility means they can be built for just about any type of project
- We added SEA Diamond to our fleet portfolio in December



## **SEA DIAMOND**

**Built Year: 2011**

**Procurement Year: 2023**

**Gross Tonnage: 1,922**

- A barge is a specialized watercraft designed for transporting goods and commodities on navigable waterways such as rivers and canals.
- Its distinctive flat-bottomed structure allows it to navigate shallow waters, making it well-suited for inland transportation.
- One of the key features of barges is their significant cargo capacity, ranging from a few hundred to several thousand tons. This makes them highly cost-efficient for transporting bulk cargo



## **SEAMEC GLORIOUS (BARGE)**

**Built Year: 2006**

**Procurement Year: 2021**

**Gross Tonnage: 8,950**

- Bulk carriers are specialized vessels designed for the efficient transportation of large quantities of dry bulk cargo, including commodities like coal, iron ore, and grains.
- We own and operate three main fleet shipping bulk carriers of varying tonnage capacities, positioning us to capitalize opportunities in changing market conditions.
- SEAMEC GALLANT and SEAMEC NIDHI are operated under our wholly-owned subsidiary “Seamec International FEZ” and ASIAN PEARL is operated under our Step Down Subsidiary – “SEAMATE Shipping FZC”



**SEAMEC GALLANT**

**Built Year: 2011**

**Procurement Year: 2017**

**Category: Handymax**

**Gross Tonnage: 32,289**



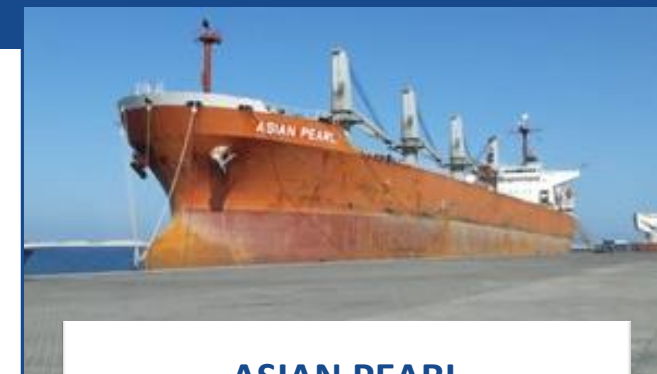
**SEAMEC NIDHI**

**Built Year: 2010**

**Procurement Year: 2018**

**Category: Supramax**

**Gross Tonnage: 56,755**



**ASIAN PEARL**

**Built Year: 2003**

**Procurement Year: 2020**

**Category: Handymax**

**Gross Tonnage: 27,989**



SEAMEC LIMITED



**Experienced  
Management Team**



**Mr. Sanjeev Agrawal**  
**Chairman**

**Qualification:** Masters in Commerce, Masters of Business Administration from Coca-Cola University, Atlanta, USA

**Experience:** Mr. Sanjeev Agrawal is one of the founder of MMG Group. Over the last 24 years, he has played an instrumental role in successfully scaling and diversifying group's business interests in various fields including Off-shore vessels for complex subsea activities, Food & Beverages, Education, Hospitality and Real Estate.

## Board of Directors

**Mr. Surinder Singh Kohli**  
**Independent Director**

42+ years experience in the banking industry. He has been a Chairman and MD of Punjab & Sind Bank, Punjab National Bank and IIFC Ltd.

**Mr. Deepak Shetty IRS (Retired)**  
**Independent Director**

Retired Civil Servant with Government of India. Extensive experience of 36+ years in Maritime, Indirect Tax & Civil Aviation Administration, Legal, Law Enforcement. Has served as DG of Shipping, Ministry of Shipping, GoI.

**Mr. Subrat Das**  
**Director**

28 + Yrs in Finance, Accounts and Taxation & Legal, with core strength of related field.

**Mrs. Ruby Srivastava IRS (Retired)**  
**Independent Woman Director**

Retired Civil servant in the Government of India, with more than 35 years experience of overall experience. During her illustrious career, she had many coveted posts, including Director Finance and Chief Financial Officer of Nuclear Power Corporation of India Ltd. She was superannuated in the rank of Principal Chief Commissioner Income Tax.

## Key Management

**Mr. Naveen Mohta**  
**Whole Time Director**

20+ Yrs in Industry Experience with Expertise in Operations & Commercials in offshore fleets

**Mr. Vinay Kumar Agarwal**  
**Chief Financial Officer**

25 + Yrs in Finance & Accounts financial governance and compliance, and lead new initiatives to effectively manage business objectives.

**Mr. S. N Mohanty**  
**President - Corporate Affairs, Legal & CS**

30+ Yrs experience in corporate affairs, Compliance, Corporate Governance, legal, Commercial, Procurement, HR & Other areas



**SEAMEC LIMITED**

**For further information, please contact:**

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Website: [www.seamec.in](http://www.seamec.in)

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**For more information**

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**Thank You**