



FABEMEND ENGINEERING PRIVATE LIMITED

"Crafting Excellence in Shipbuilding and Repair"



ABOUT US

We proudly boast many years of expertise in basic **shipbuilding and waterfront structures**. Our journey began with constructing blocks for naval ships, completed in collaboration with **GRSE**, and **fabricating hulls, pontoons, and gangways for various clients**.

Initially operating in rented spaces and as subcontractors, we have now established **our own waterfront shipyard by the bank of River Hooghly**. This facility is **dedicated to shipbuilding and repair activities**, catering to the growing demand for constructing ship hulls in the East Indian market.

OUR VISION

"To become a leading East Indian shipyard trusted for quality ship building, repair, and waterfront structures."

OUR MISSION

"To leverage our waterfront shipyard to become a leading provider of high-quality ship building and repair services in Eastern India."

PROBLEMS



Skilled Labor Shortage

- According to **the National Skill Development Corporation**, **only 20% of the required skilled workforce** is available, leading to project delays and increased labor costs.



Infrastructure Deficiency

- A report by **the Indian National Shipowners' Association (INSA)** states that **60% of Indian shipyards** need substantial upgrades to compete internationally.



Maintenance of Standards

- As per a report by the Indian Register of Shipping, **50% of Indian shipyards struggle to meet the stringent standards** required for global markets.



SOLUTIONS



Infrastructure Upgrade

Our waterfront shipyard is **including modern fabrication tools and automated systems**, to improve efficiency and meet global standards.



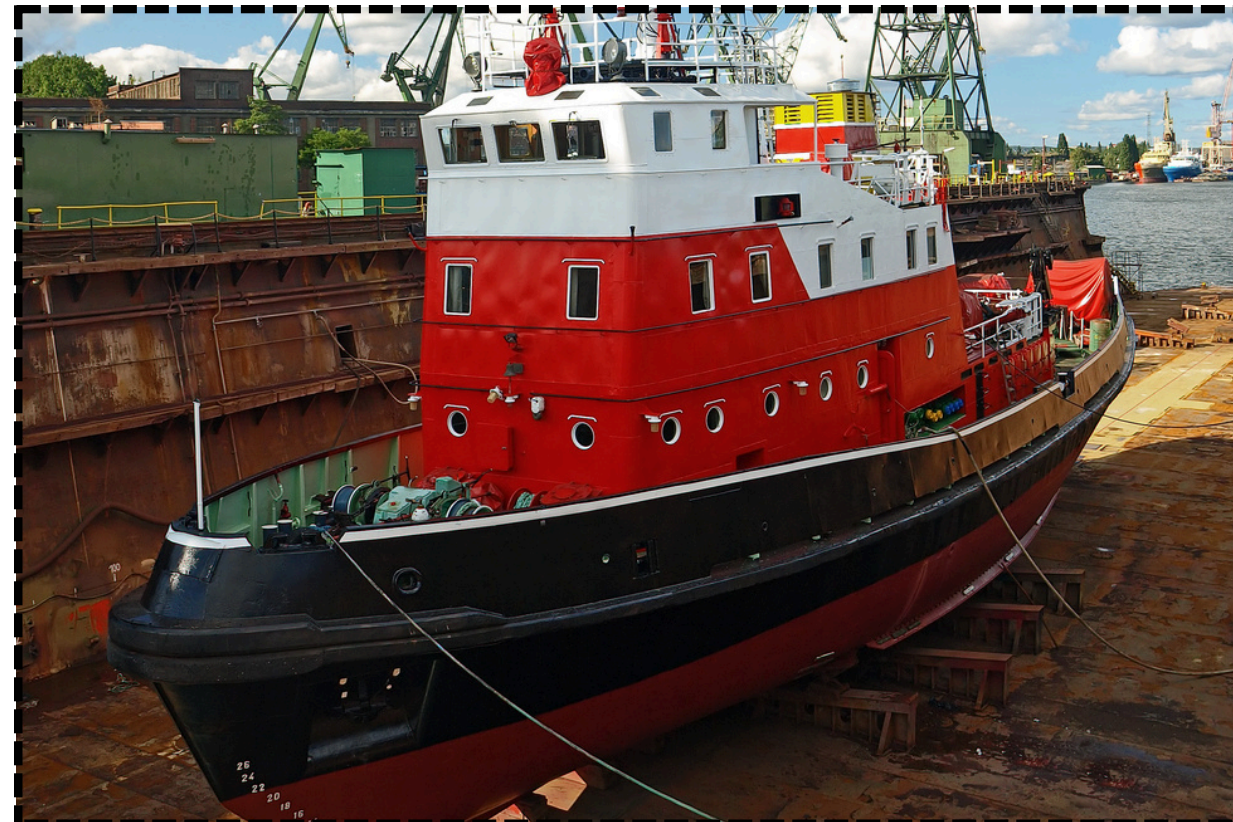
Quality Assurance

We adhere to stringent **quality control measures at every stage of the shipbuilding and repair process**, ensuring our products meet international maritime standards.



Competitive Edge

By specializing in the **manufacture of various ship parts and small ships**, we **cater to niche markets, offering customized solutions** that meet specific client needs.



OUR USP



Integrated Services

- Comprehensive shipbuilding and repair services.



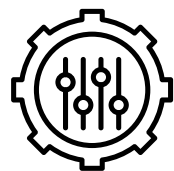
Skilled Workforce

- Continuous training ensures precision and expertise.



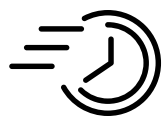
Strategic Location

- Waterfront shipyard on River Hooghly for easy access.



Customization

- Tailored solutions for various ship parts and small ships.



Timely Delivery

- Efficient project management for on-time completion.



TARGET MARKET



Garden Reach Shipbuilders & Engineers Ltd. (GRSE)

- GRSE accounts for approximately **20% of our market share**, providing consistent projects for Indian Naval ships.



Inland Waterways Authority of India (IWAI)

- Responsible for inland water transport development, they contribute to **about 15% of our business through regular maintenance and new water carrier builds.**



Shipping Corporation of India (SCI)

- As the largest shipping company in India, SCI projects account for **about 5% of our business, focusing on small ship manufacturing and repairs.**



Hooghly Cochin Shipyard Ltd.

- A significant contributor, offloading substantial projects to our shipyard, covering around 10% of our market.





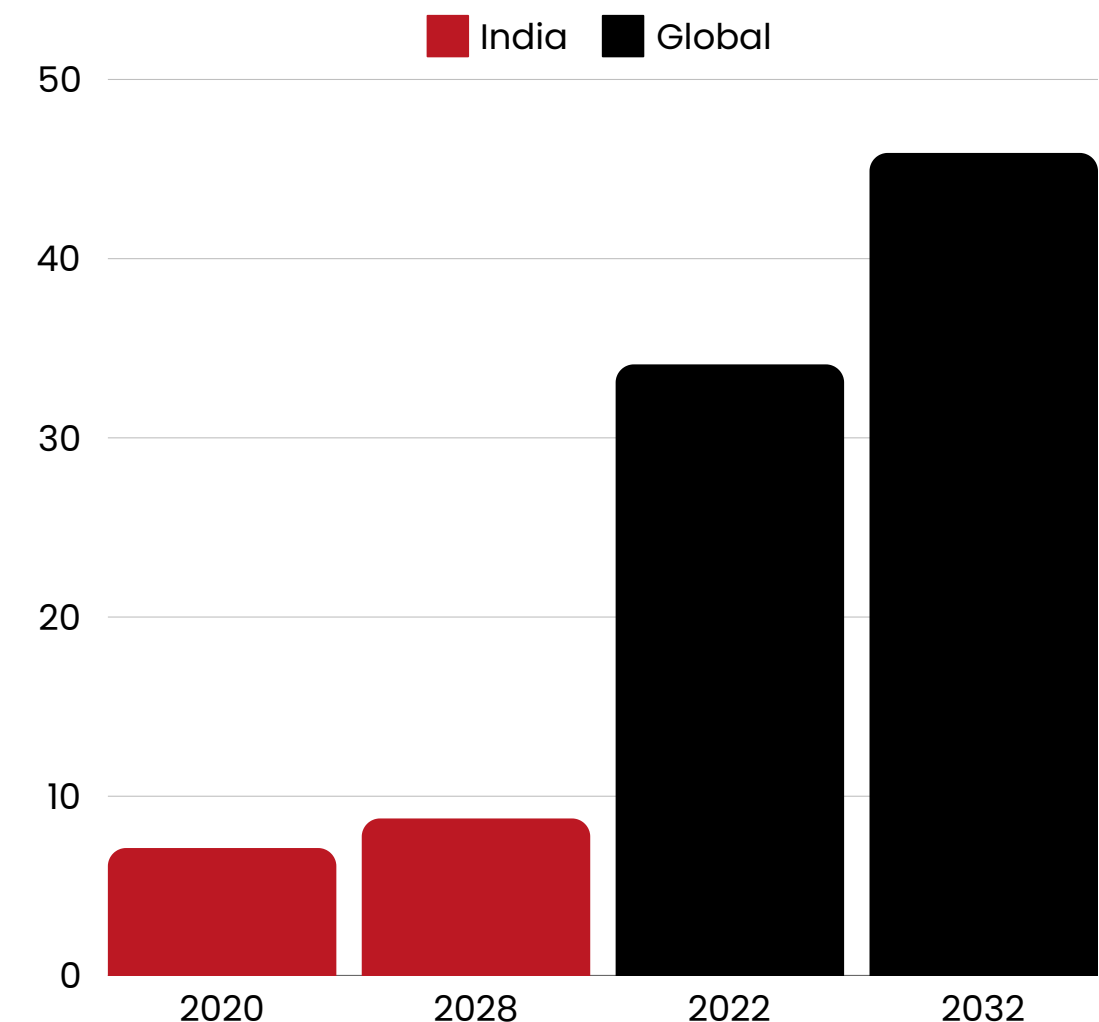
MARKET SIZE

- In 2019–20, India’s shipbuilding and ship repairing industry had a market size of **USD 7.11 billion**.
- It is estimated to reach **USD 8.76 billion by 2028**, growing at a CAGR of approximately **4.57%**.

Source: shipmin

- The global ship repair and maintenance service market was **valued at \$34.1 billion in 2022**.
- It is projected to reach **\$45.9 billion by 2032**, with a revenue **CAGR of 3.2%** during the forecast period.

Source:reportsanddata





REVENUE MODEL

01

Contract Shipbuilding

- Revenue from **building ships and ship parts under contracts with government agencies** and private companies.

02

Ship Repair Services

- Income from **repairing and maintaining ships, tugs, and barges** for both government and private clients.

03

Custom Manufacturing

- Profits from **manufacturing customized ship parts and small ships** for niche markets.

04

Leasing Waterfront Facilities

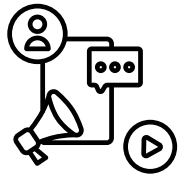
- Earnings from **leasing our waterfront facilities** for docking and maintenance.

G2M STRATEGY



Segmented Targeting

- Focus on key segments: **government contracts (40% market share)**, **private shipowners (30%)**, and **commercial shipping companies (20%)**.



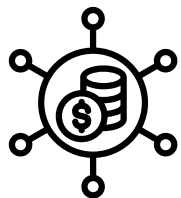
Strategic Alliances

- Partner with industry **leaders like GRSE, IWAI, and Hooghly Cochin Shipyard Ltd.** to secure a steady pipeline of projects.



Digital Marketing

- Invest in a **robust online presence, including SEO-optimized website, social media engagement**, and targeted ads.



Client Retention Programs

- Implement loyalty programs and regular check-ins to ensure **high client satisfaction, aiming for a 90% retention rate**.



SOCIAL IMPACT

Economic Impact

- Generates employment for skilled and unskilled labor.
- Local Economy Boost through demand for materials and services.

Environmental Impact

- Eco-friendly shipbuilding and repair processes.
- Strict environmental regulations to minimize emissions and waste.

Social Impact

- Supports local communities through infrastructure.
- Ensures high safety standards, protecting workers and the environment.



AIM TO SCALE UP

Year 1: Infrastructure Enhancement

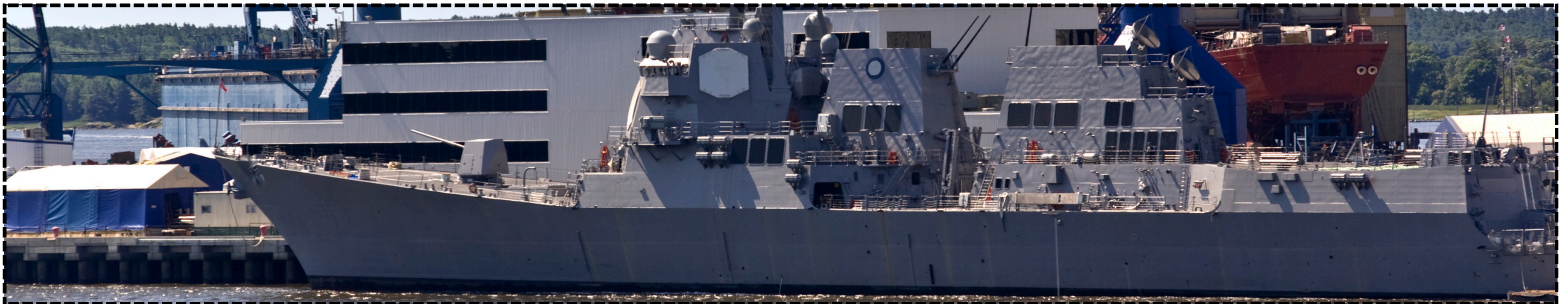
- **Upgrade shipyard facilities** to meet international standards.
- **Invest in advanced technology** for efficient shipbuilding processes.

Year 2: Market Expansion

- Increase market **share in government contracts by 15%** through targeted proposals and strategic alliances.
- Expand services to **include small ship manufacturing** for niche markets.

Year 3: Diversification of Services

- Develop **customized ship parts manufacturing** to cater to specific client needs.
- Enhance **leasing of waterfront facilities** for additional revenue.



Competitive Advantages

| Feature/Aspect | Our Company | Tebma Shipyards Limited | Shoft Shipyards Private Limited | Western India Shipyards Limited |
|------------------------------------|-------------|-------------------------|---------------------------------|---------------------------------|
| Integrated Services | ✓ | ✓ | ✓ | ✓ |
| State-of-the-Art Facilities | ✓ | ✗ | ✗ | ✗ |
| Skilled Workforce | ✓ | ✓ | ✓ | ✓ |
| Strategic Location (River Hooghly) | ✓ | ✗ | ✗ | ✗ |
| Strong Partnerships | ✓ | ✗ | ✗ | ✗ |
| Customization of Ship Parts | ✓ | ✗ | ✗ | ✗ |
| Quality Assurance (ISO Certified) | ✓ | ✗ | ✗ | ✗ |
| Timely Delivery | ✓ | ✓ | ✓ | ✓ |
| Sustainable Practices | ✓ | ✗ | ✗ | ✗ |
| Customer-Centric Approach | ✓ | ✓ | ✓ | ✓ |
| Leasing Waterfront Facilities | ✓ | ✗ | ✗ | ✗ |
| Digital Presence | ✓ | ✗ | ✗ | ✗ |

OUR TEAM



**MR. SAMYA
CHAKRAVARTY**

Director

Experience : MBA FINANCE
Experience : 25 Years'
Experience in
Manufacturing Industry



**SOURJA
CHAKRAVARTY**

Managing Director

Experience : B.E , MECH
Experience : 14 Years'
Experience in Ship Building
/ Repairing industry

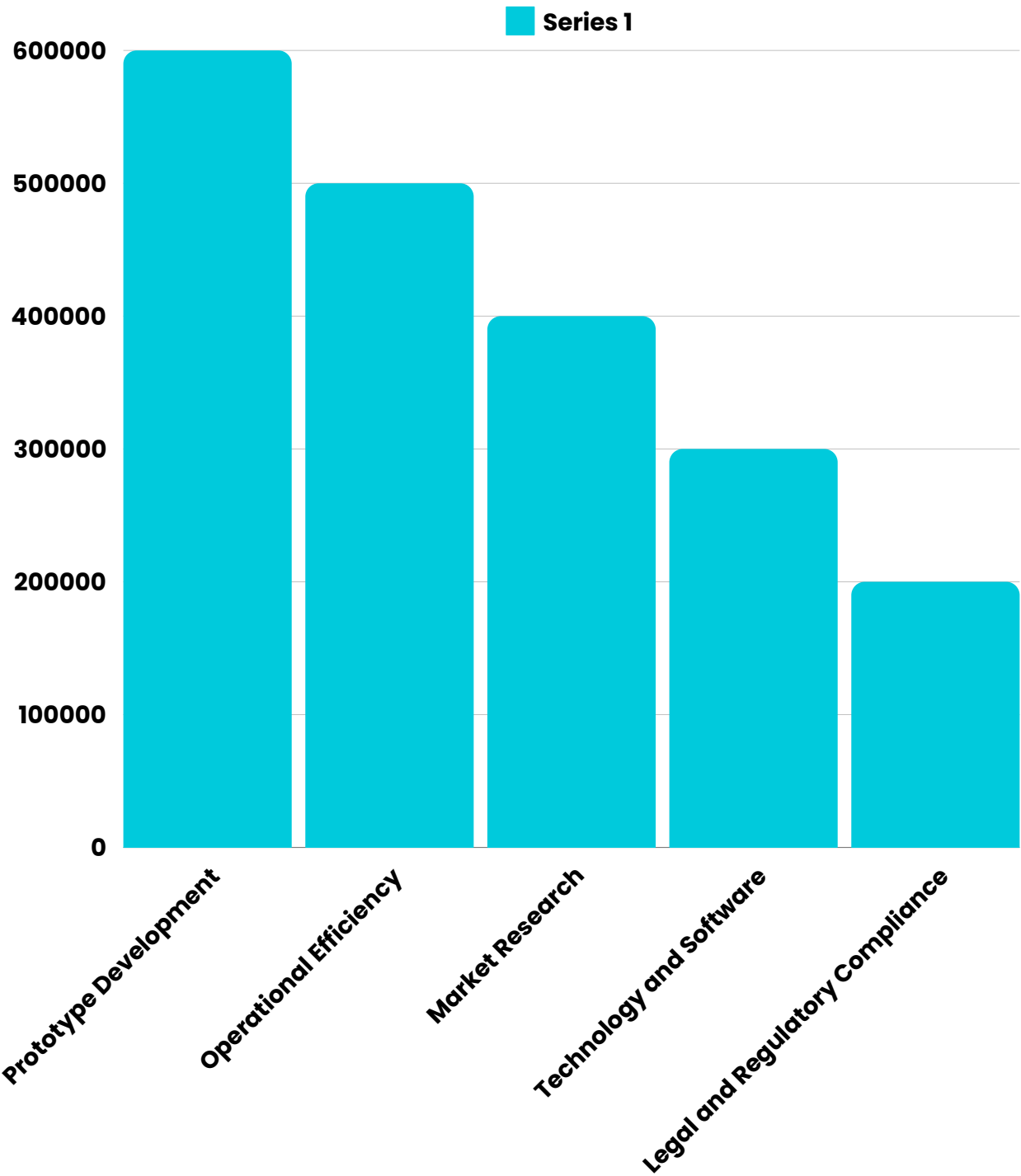


**MAYURAKSHI
CHAKRAVARTY**

Director

Experience : MBA HR
Experience : 15 Years'
Experience in Industry

FUND UTILIZATION



| Particulars | Milestone - 1 | | Milestone - 2 | | Milestone - 3 | | Total |
|---------------------------------|---------------|----------|---------------|----------|---------------|----------|-----------|
| | Jul-24 | Aug-24 | Sep-24 | Oct-24 | Nov-24 | Dec-24 | |
| Prototype Development | 1,50,000 | 1,50,000 | 1,00,000 | 1,00,000 | 50,000 | 50,000 | 6,00,000 |
| Operational Efficiency | 1,50,000 | 1,00,000 | 1,00,000 | 1,00,000 | 25,000 | 25,000 | 5,00,000 |
| Market Research | 1,00,000 | 1,00,000 | 50,000 | 50,000 | 50,000 | 50,000 | 4,00,000 |
| Technology and Software | 1,00,000 | 50,000 | 50,000 | 50,000 | 25,000 | 25,000 | 3,00,000 |
| Legal and Regulatory Compliance | 50,000 | 50,000 | 50,000 | 50,000 | | | 2,00,000 |
| Total | 5,50,000 | 4,50,000 | 3,50,000 | 3,50,000 | 1,50,000 | 1,50,000 | 20,00,000 |



OUR CONTACT



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