



# Indian Shipbuilding Opportunities



**KRS** Infra Ventures Pvt. Ltd.

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## Introduction of Indian Shipbuilding Sector

Shipbuilding is that unlike other manufacturing industries which predominantly follow make-to-stock inventory model, shipbuilding is an order-driven industry where each vessel is custom built on receipt of the shipbuilding order. Thus, building an order book is essential for growth and sustenance of the shipbuilding industry. Order book growth for commercial ships is largely driven by the growth in world trade and commerce, which spurs demand for new ships. The



The evolving environment-friendly international regulations also trigger demands for replacement of old ships. Shipbuilding also provides opportunity for ancillary industries to grow thus providing multiplier effect to the marine manufacturing segment boosting economy and employment.

Currently, the maximum size of the vessels, which can be built in India by Indian Shipyards 1,10,000 DWT which is increasing the capacity to built vessels up to 3,00,000 DWT vessels with the help of International tie up for design and major parts Imports. The current order book, out of total 188 ships, 111 are with public sector



yards and 77 are with private sector yards amounting to 123.68 thousand DWT and 48.06 thousand DWT respectively.

The growth in demand for shipbuilding in India is expected to emerge from the above schemes for the coastal shipping and Inland water. Another potential area of interest is the defence market and deep sea fishing segment. As per a published report, the Indian Navy's perspective plan aims to increase the Indian Defence fleet from the present 137 to 200 nos. by 2027. In addition the Commercial Vessels requirement by Indian Government as well Private Shipping Companies as well Ports Service Tub Boats etc. offer wider Shipbuilding Opportunities to Shipbuilders like you.

In addition the Recycling / conversion of current fleet is also considered by few Shipping Companies for aged ships. This offer additional opportunities for Global Shipyards to grab.

As you aware Ship repair Business required expertise and offer opportunities for midsize Shipyards. As you aware currently Indian Shipyards working to maximum capacity and this open opportunities to global player like you to participate in Indian Ship-Repair Business as well create the sourcing Hub for Ancillary needs.





## KRS MARKETING Partnership Proposal

### Marketing Requirements

Handling business opportunities in India require various steps and Marketing Partnership will help you to understand the practice and management to work in India. Considering the promotion before official participation in business, few steps like promotion, introducing own product range to manage the requirement development accept our standard products or services, advance preparation of participation in Indian Opportunities, management of local vendor team, if required for joint participation, handling tenders, offers, negotiations, contract management support etc., the list is ongoing and KRS Infra Ventures Pvt. Limited ensure that our experience being in this trade from last three decades offer you wider experience base in INDIA.

### Marketing Proposal

The KRS Group herewith introduce KRS Infra Ventures Pvt. Limited herewith offers the marketing partnership to your organization to promote you and yours associates interest in Indian Infrastructure Sector with following ways:

- ▶ Informing Business Opportunities in India for business scope of your organization.
- ▶ Promoting your organization with introducing and presenting details to various clients in Government

and Private Sector and follow-up for acquisition formalities (tendering process, finalization of business, all assistance during implementation & after sales etc.)

- ▶ Informing the current scenario of market in view of Government Policies, Procurements plans etc.
- ▶ Advising the strategies required during promotion for successful business opportunities .

The partnership terms will require discussions to finalize, which will be second step after receiving your principal approval and suggest you to work on following options for understanding:

- ▶ Marketing Partnership Joint Venture-which means "KRS Infra Ventures" will be offering all Marketing support in India and your organization handle the technical & commercial need of the projects targeted and rest terms & conditions of arrangement will decided after in principal approval of partnership.
- ▶ Exclusive Agent in INDIA-KRS will be offered exclusive Agency Agreement for 3 years minimum to develop and managing business opportunities for your organization and terms & conditions of this agreement will be discuss after principal approval of working.



## KRS Infra Ventures Private Limited

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