

PIPAVAV

India's first

Pipavav Defence and Offshore is no ordinary company.

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We are one of the world's largest defence focused infrastructure.

There is much more to us than just revenues and profits. Your Company was built with a vision to effectively contribute to India's integrated defence capabilities. Complementing the strengths of the existing defence PSUs of the country, your Company's infrastructure was created for India to indigenously manufacture warships and other defence hardware.

At Pipavav Defence and Offshore, India comes first.

The government has recognised the need to strengthen the naval capabilities of the country. Your Company helps to meet that need by creating an infrastructure in India that could build warships like aircraft carrier, frigates, destroyers and submarines, amongst other class of ships.

The time was critical for India to build a naval defence infrastructure that was world-class in size, capabilities and execution.

Enter Pipavav Defence and Offshore.

After giving India its first private sea port, railways, logistics and SEZ, our promoters viz. SKIL Infrastructure Limited had the bold vision and commitment to build a mega infrastructure that would make India self-sufficient in building its own indigenous aircraft carrier, frigates, submarines and destroyers, besides other heavy engineering assets. Our production capacities will continue to complement the capacity of the defence PSUs.

Pipavav Defence and Offshore is India's first.

After careful planning and execution, Pipavav Defence and Offshore's infrastructure was dedicated to the nation by the Honourable Prime Minister Dr. Manmohan Singh in June 2010.

Your Company is India's first private sector company to get a licence from Government of India to build warships.

In May 2011, your Company bagged its first large order valued at Rs. 2,975 crores to build five warships viz. Naval Offshore Patrol Vessels for India.



**SKIL has many firsts
to its credit.**

Gujarat Pipavav Port Limited

India's first private sector port that gave leadership for many to follow.

Pipavav port is India's first private sector sea port built in 1996 on a Public Private Partnership basis (PPP) with the Gujarat Government. It was conceptualised and established when there was neither a policy nor precedent for such a type of partnership in the country. The first terminal of the port was built in record time. It's all weather deep water port located between Mumbai & Kandla and is one of the principal gateways on the west coast of India. SKIL sold its stake in Gujarat Pipavav Port Limited in 2005 to Denmark based A.P. Moller Group.

SKIL Infrastructure Limited, the promoter of Pipavav Defence and Offshore Engineering Company Limited, has always kept India first. It has provided thought leadership through several firsts for India, putting the country on the global map.

SKIL Infrastructure Limited ('SKIL'), promoted by Nikhil Gandhi and Bhavesh Gandhi, has been at the forefront in developing state-of-the-art infrastructure in India. Over the last 20 years our promoters have successfully built and provided thought leadership in building India's first private sea port, first post-independent railway on PPP model and conceptualised the first ever Special Economic Zone.

Pipavav Railway

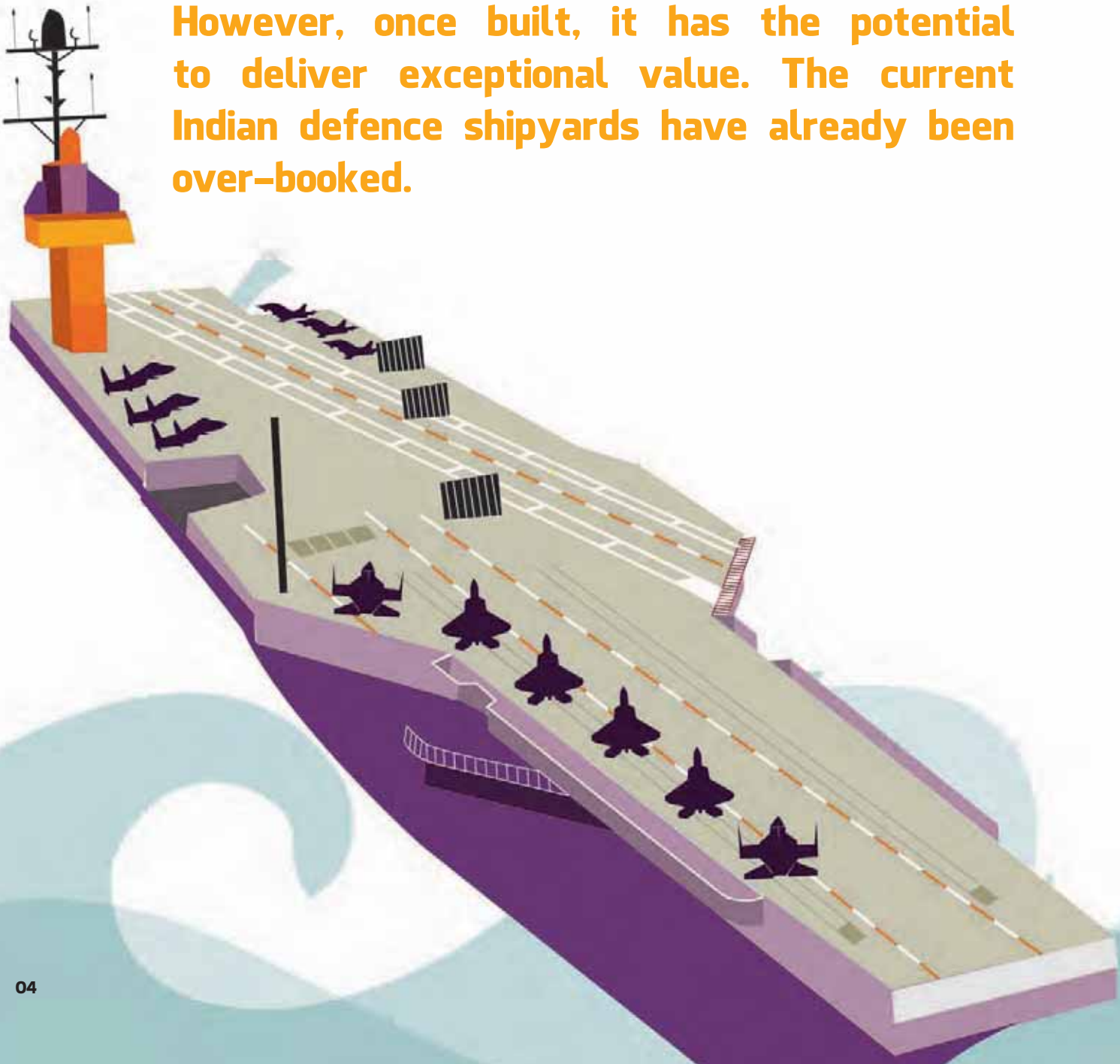
A partnership with the Indian railways, a first of its kind JV with the Ministry of Railways. It provided the first of its kind infrastructure in the country for gauge conversion and extension of the railway lines from Surendranagar to Pipavav. This is India's first post-independence 286 kms. long private railway line built under Public Private Partnership model. The first double stacker container trains were also introduced on the Pipavav-Jaipur route.

Special Economic Zone

Today SEZs are in vogue. SKIL conceived SEZ in the private sector at Khopta, about 15 kms. from JNPT known as Maha Mumbai SEZ (MMSEZ) and won the bid for the Navi Mumbai SEZ (NMSEZ), which will redefine urban infrastructure. SKIL provided, yet again, the thought leadership to India on developing the large special economic zones of tomorrow where the new India will work and live.

Since 2005, Reliance Group has joined both the SEZ projects and is controlling the development of both the projects. SKIL continues to own a minority stake in both the SEZ projects.

Defence is unlike any other business. Naval Defence manufacturing has a long business evolution cycle. The entry barriers are high. It takes considerable time just to plan the infrastructure that can empower the naval warship capability of a country. However, once built, it has the potential to deliver exceptional value. The current Indian defence shipyards have already been over-booked.





Understanding Defence

**State-of-the-art
Infrastructure**

**Strategic Key
Alliances**

**Efforts to secure
licence + Robust
Order Pipeline**

**Ahead of
the curve**



**The Business
Evolution
Cycle**

**High entry
barriers**



Infrastructure is the differentiator. India needed an infrastructure to manufacture the warships of tomorrow, conceptualised with the next hundred years in mind. Your Company took time. And built just that. The infrastructure that Your Company has built is not only massive in terms of the sheer size, but it is developed as a complete and holistic heavy engineering and integrated defence infrastructure base that ensures that it is not just the biggest, but one of the most integrated and best in technology as well.

Take a look at sheer size of the dry dock(s).

- ▶ It is one of the largest dry dock in the world measuring 662 x 65 sq. mtrs.
- ▶ After proposed conversion, the 2nd dry dock will also be amongst the largest in the world.

Your Company constructs vessels based on modular technology. This method of ship building reduces production time and enables simultaneous production of multiple ships. The state-of-the-art engineering complex builds the blocks which are then assembled at the land berths in mega blocks, which are then

Pipavav Defence and Offshore has built the largest defence focused infrastructure in India and one of the largest in the world. With modular construction capabilities that is unmatched today, it is the defence focused infrastructure for tomorrow, created yesterday and operational today.

lowered in the dry dock with the help of two Goliath Cranes capable of lifting mega blocks weighing upto 1200 tonnes in tandem to assemble the vessels.

The location at Pipavav on the western coast of India in the Gulf of Cambay is also strategic. It is just 150 nautical miles from Mumbai. It offers tremendous advantages of ability to expand further, if required. It is adjacent to Pipavav Port, railway and road infrastructure. It has the potential to attract and service the ship repair business from Dubai to Singapore sea route. Its other strategic locational advantages include natural breakwater, short navigation channel and deep draught that results in logistics cost savings.

Everyone at your Company felt proud on June 1, 2010. The Prime Minister of India, Dr. Manmohan Singh dedicated Pipavav Defence and Offshore's infrastructure to the nation. It was truly an 'India first' moment for everyone at Pipavav Defence and Offshore.

