



- Yacht & Boat Sales
- Floating Infrastructure design, construction and installation
- Super Yacht Management & Maintenance (Globally)
- Refit, Retro-fitment & Restoration of Yachts and Boats
- Marina Development, Construction, Management
- Charter & Chandlery
- RYA Center and Sailing School
- Visiting Yacht Management
- Passenger Ferry Operations
- Ferry Terminal Management
- Sailing Events



SINCE 1994 : 30th years of Service

Company Overview

- Founded in 1994 and turned in Pvt. Ltd in year 2008
- INDIA's only fully integrated pleasure boating, Marina & Nautical Tourism Project company
- Dominant leader in yacht and boat service market with over 100 boats and yachts under its management
- Distributorship of over 15 leading marine hardware brands.
- Distributorship of 7 leading yacht and boat brands
- 175+ full-time employees
- Less than 1% employee attrition rate and over 95% client retention rate.
- Exclusive visiting yacht management agency specializing in large yacht management
- Owning Strong and Credible assets

Infrastructure

- 1500 Sq. Ft Office at Colaba, Mumbai
- 5000 Sq. Ft Workshop at Colaba, Mumbai : waterfront with 3 Mtr draft
- 100000 Sq. Ft Boat Yard at Ulve, Navi Mumbai : waterfront with 4 Mtr draft

CAGR : 05 Years

- Over 11 %

Strategic Investment Undertaken in SPV/JV

- 48% equity in Mandwa Port LLP : Mandwa Ferry Terminal Management
- 34% equity in M 2 M Ferry Services Pvt Ltd : Ro-Pax Ferry Services Mumbai – Mandwa and 02 Nos. Terminal Management
- 20% equity in Galle Marina Development Project, Sri Lanka



Swiss Challenge Proposal Accepted

- Mandwa Marina : 150 slips / 12 Acre area
- Ulve Boat Yard : 210000 Sq. Ft. Area

Marina Management Contract

- AHOY Marina at Goa : 244 Slips + 15 Acre land

Trade Association Membership

National

- Confederation of Indian Industry
- Indian Marine Federation

International

- Association of Yacht Support Services : UK Based
- Asia Pacific Super Yacht Association

Mission

- Dominant Leadership Position in all aspects of pleasure boating & marina sector in India & South Asia.
- Ensure not only customer satisfaction but help improve quality of life for customer, both for internal and external customers.
- Continuous development of right competencies in employees essential for providing total customer satisfaction through scientific training & work practices.
- Ensure sustainable growth and increase shareholders value.



Core Team : Team Has professional experience, years of global exposure & proven track record in sales & marketing, after sales service, global brand portfolio management, project planning and execution, boat and yacht manufacturing & refit, charter, events, Marina & special on water project development and execution along with sound commercial and financial acumen.

M
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Aashim Mongia

Founder & CEO
Arjuna Award Winner

Former World Champion in
Sport of sailing

Total Experience : 34 Years
Ex Indian Navy

B.Sc. (JNU)
Diploma in Super Yacht
Operations from U.K.

RYA Certified Master (200 T)



Bharati Mongia

Founder & Director

Full time working with Air
France As Head of Sales

Total Experience : 33 Years

M.B.A. (Jamnalal Bajaj)



Jitendra Rami

Director

Former Multiple Time National
Champion in Sport of sailing
Holds World Record for High
Altitude Sailing

Total Experience : 33 Years
Ex Indian Navy

M.B.A. (Symbiosis)
Diploma in Super Yacht
Operations from U.K.
Diploma in Labour Law.
Cross Functional Exposure in
Retail and H.R.M. (IT Industry)



Jamshed Maloo

Chief Technical Officer

Total Experience : 34 Years

Certified Marine Engineer
M.M.B. Certified Master
(Grade ii)

Key Milestones



5 Employees
& 1 yacht
management

Acquisition of
Major Brad
Portfolio

AYSS
membership

Formation of
Pvt. Ltd.
Company

100 Employees

APSA Founding
Member

AHOY Marina
Rights

Ulve Boat Yard
Functional

Suzuki OBM
Distributorship

ACR Dock
Distributorship

Mini Marina At
Kochi

Investment in
JV For Galle
Marina

Large tourism
infra order at
Tehri

Yamaha OBM
Distributorship

Umarsadi Gujarat
Fisheries Port Construction
Order

ICGS Dahanu Order

IWAI West Bengal Order

BCRF Foundation – Apr 2024

CIDCO Terminal – Dec 2024

Gateway Access Point – Feb
2025



1st Super yacht
Management

MY Kalizma &
MV San Domino
Refit

Gulf Craft
Distributorship
For all brands

ISAF Grade II
Event "MIMR"

Diversification
In Pontoon &
Marina Projects

Diversification
In Tourism
Projects

Investment in
Mandwa Port LLP

Investment with
M2M Ferry

Acceptance of
Ulve shipyard &
Mandwa Marina
Under Swiss Challenge

Cox OBM & Copper coat
Distributorship

175+ employees

M2M Ferry started
Services Aug 2020

Ronautica tie up
For Floating Concrete
Pontoon

Boat Yard & Workshops

Infrastructure

- 1500 Sq. Ft Office at Colaba, Mumbai
- 5000 Sq. Ft Workshop at Colaba , Mumbai : waterfront with 3 Mtr draft
- 100000 Sq. Ft Boat Yard at Ulve, CBD Belapur, Navi Mumbai : waterfront with 4 Mtr draft

Dry Dock Capabilities

- Up to 10 Mtr LOA / 12 Ton : at Colaba Workshop
- Up to 32 Mtr LOA / 110 Ton : at CBD Belapur Yard
- Up to 50 Mtr LOA / 500 Ton : Floating Dock

Workshops

- Carpentry
- Fabrication
- FRP Work
- Washing / Cleaning & Paint Work
- Electrical
- Engines and Genset repair & service
- Upholstery



Yacht Refit & Retrofitment

- Internal & External Hull Layout Modifications & Modernizations
- Interior Styling, Redecorations & Fit-outs
- Overhaul/ Installation of all types of modern machinery, equipment & systems
- Complete internal/ external and under-water paint-job
- Teak-decking, upholstery, carpets, varnishing and furniture
- Retro-fitment project delivery under RINA, MCA, ABS and IRS classifications

- **Major Projects**

- M/Y Kalizma (LoA - 165 feet)
- M/Y Ashena (LoA - 145 feet)
- M/V San Domino (LoA - 224 feet)
- S/Y My Way Forever (LoA – 70 feet, Sail Cat)
- S/Y Georgia (LoA – 145 feet, minor refit – 3rd largest sloop in the world)
- M/V Bagpiper (LoA – 42 feet)
- M/V Claudia Maria (61 Feet wooden dhow)
- S/Y Vivid (91 Feet LOA Sail Yacht)
- **MY Phoenix (39 Mtr : Final Stages of Planning)**

- **Infrastructure**

- Wet Berths : 35 Mtr x 1
- Hard Space : 26,000 sq. Mtr



India's First Ro-Pax Ferry Service



- 95 Mtr State of Art Double Ended Ferry
- 1000 Pax + 200 cars
- Services Started from August 2020
- Ops. & Mgmt. of 02 Nos World class Ferry Terminal at Mumbai & Mandwa



Passenger Port management



- 2.5 Million Annual Footfall (it was 850000 5 years ago)
- Hamptons of India
- Lifestyle bars, restaurants, café
- Shopping Complex
- Parking, Car Hire
- Passenger Convenience Stores
- Passenger Ferry Service
- Speed Boat and Yacht Hire Services
- ATM
- India's First Container Park "Beach Box"
- Ampitheater
- Water Sports

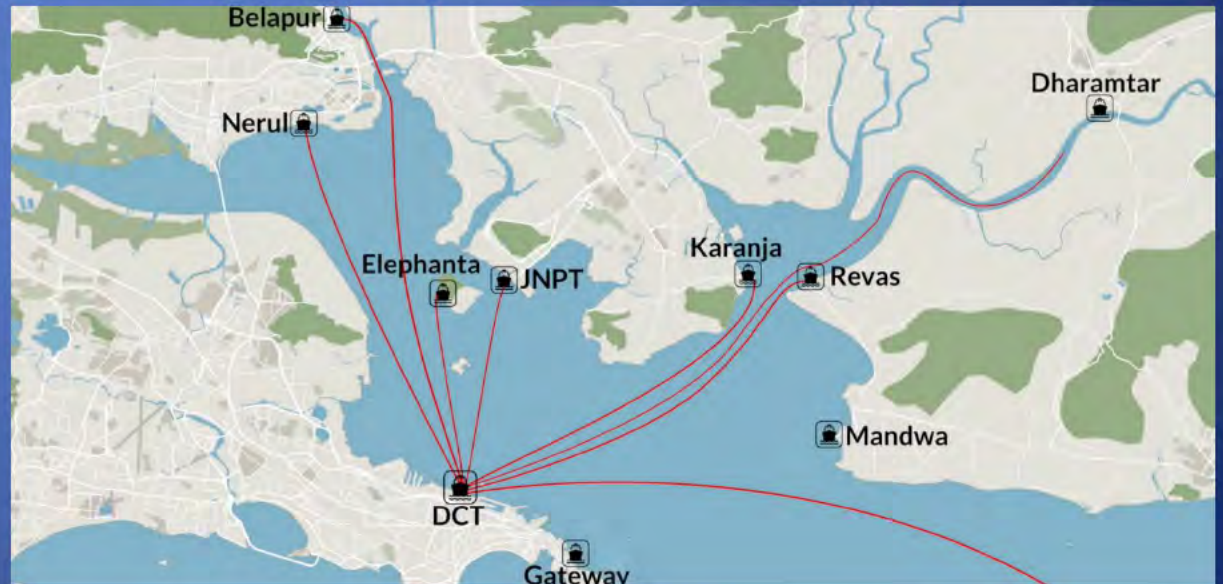
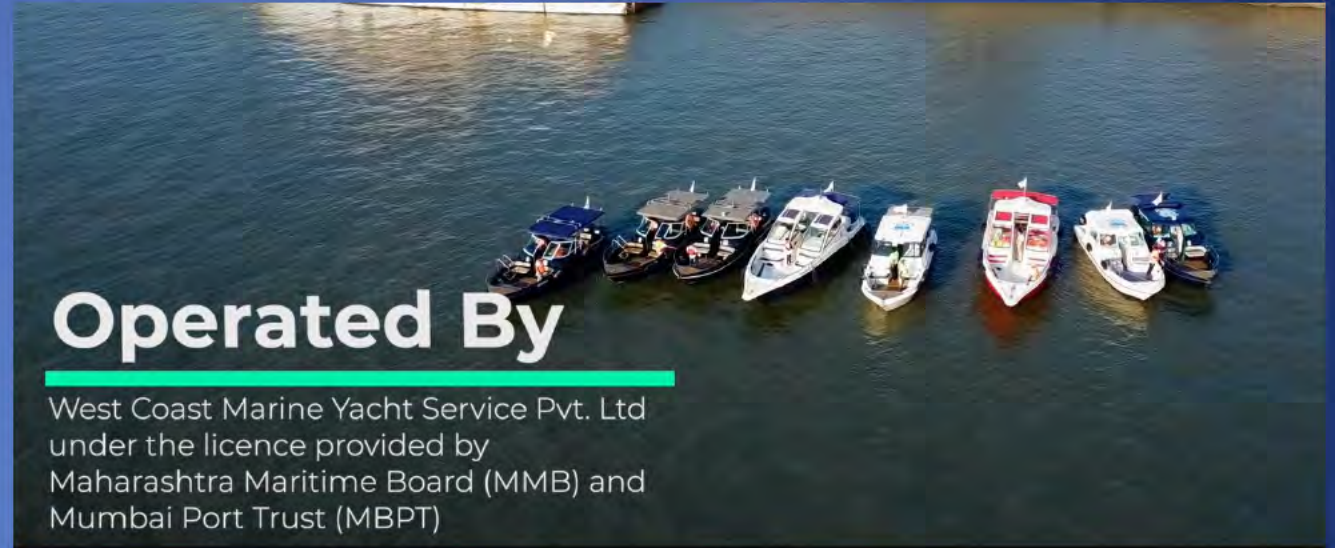
Transforming Mandwa Since 2014



MUMBAI WATER TAXI

Water Taxi Service

- Water taxi service was launched in Mumbai in Feb 2022 to provide smooth connectivity and boost tourism in India's financial capital.
- Got License to operate boats from DCT to Belapur, Elephanta island and JNPT.
- Successful operations in Phase 1 from CBD Belapur to Elephanta



LARGEST DEALERSHIPS PORTFOLIO



Motor Yachts



Sail Yachts



Ropes



Speed Boats



Clothing



Inflatable Boats



Sail Boat Hardware



Fenders



Marine Coatings



Flexi Deck Top



Out Board Motor



Sealants



Own Pontoon Sys

Marine AC Sys.



Yacht gangway,
pass rails, doors,
Cranes



Lighting



Marine Electrical



Genset



'0' Speed Gyro



Marine Fabric



Vessel Monitoring System



Key Clients in India - Projects

- Indian Navy
- Indian Coast Guard
- Indian Army
- Indian Customs
- Inland Waterways Authority of India (IWAI)
- Various Government Departments in : Tourism, Hydropower, Aviation, Disaster Relief, Passenger Ferry Services, Maritime Boards, Ports, Urban Development, Fisheries sectors.
- Large Private Enterprises & Shipyards
- Environmental Protection and Cleaning Agencies
- Amusement Parks
- Hotels and Resorts owners and operators
- Private Yacht Clubs, Yacht and Boat owners



Completed Projects : Floating Infrastructure

Portfolio of Completed Projects include work delivered by us between year 2007 to year 2023

Type of Water Bodies in which we have delivered projects

- River Mouth near Sea – point where river meets sea
- Back water
- Rivers
- Hydropower plants
- Large Dams / reservoirs
- Lake
- Ponds
- Port channels
- Creeks
- Inside breakwaters
- High water level variation area – Tehri (159 Mtr.)
- High Tidal Variation area – Umarsadi (ongoing 5.78 Mtr variation) – Mumbai (5.30 Mtr variation)

Our Project at Ratnagiri remained unaffected during cyclone “Tuktae” in year 2021 and project at Mundra remained Unaffected during cyclone “Biperjoy” in Year 2023

Type of Anchoring System Used

- Rope and Sinkers
- Chain and Sinkers
- Piles
- Self Moving Shore Arms (only company in India to design & use this system)
- Pre-tension anchoring system fully custom made – to cater for exceptionally high water level variation

We have projects design and calculations reports vetted and approved by IIT Madras / Maritime Boards / By empaneled and accredited Naval Architects. we deliver as per client specific requirements

States & UT Covered by our Projects

- A & N Islands
- Tamilnadu
- West Bengal
- Odisha
- Assam
- Uttrakhand
- Himachal Pradesh
- Telangana
- Maharashtra
- Goa
- Kerala
- New Delhi
- Silvassa
- Karnataka
- Gujarat

Marina & Pontoon Projects



We have delivered over 80 various projects across India

We provide Floating Solutions based on following pontoon system

- Aluminum Pontoon : own design and manufacturing
- HDPE Pontoon : own design and manufacturing
- Steel Pontoon : own design and manufacturing
- Floating Concrete Pontoon : Design and engineering , manufacturing by us in India / or any other place as required



RONÁUTICA
MARINAS

Ronautica Spain,
Technology Partner
40 years Experience

CLEAN HARBOUR INITIATIVES: Transforming Local Efforts into National Solutions

Mithi River Cleaning Project highlighted the need for community engagement and sustainable pollution control at the local level, driving broader environmental change.

Jaigad Seawater Intake Barrier Project demonstrated the importance of innovative solutions for coastal ecosystem conservation

Involvement in the Beach Cleanup 2019 project



Learning led
to foundation



BHARAT
CLEAN RIVERS
FOUNDATION

Mithi River Cleaning Project - Mumbai



INDIA NEWS

Bulli Bai case: Mumbai court refuses bail to all three accused

Updated on Jan 20 04:13 PM IST

WORLD NEWS

Not heavy viral load; studies say this is the reason why Omicron spreads so fast

Published on Jan 20 04:04 PM IST

UTTARAKHAND ASSEMBLY ELECTION

Uttarakhand polls: BJP announces list of 59 candidates, drops 10 sitting MLAs

Updated on Jan 20 04:10 PM IST

DELHI NEWS

MUMBAI NEWS

Mumbai: Aaditya Thackeray inaugurates Mithi river clean-up pilot project

The pilot project has begun from Vakola nullah in Bandra-Kurla Complex (BKC) and the entire project will be completed in 18 months



Mithi river cleaning project at BKC. (Satish Bate/HT PHOTO)

Published on Aug 06, 2021 10:30 PM IST

Garbage Removal Platform – Jaigad, JSW Energy Power Plant



1 Platform

Cube Size : 500 x 500 x 400 mm

Total Area : 32 Sq. Mtr

Garbage Removal Platform – Jaigad, JSW Energy Power Plant

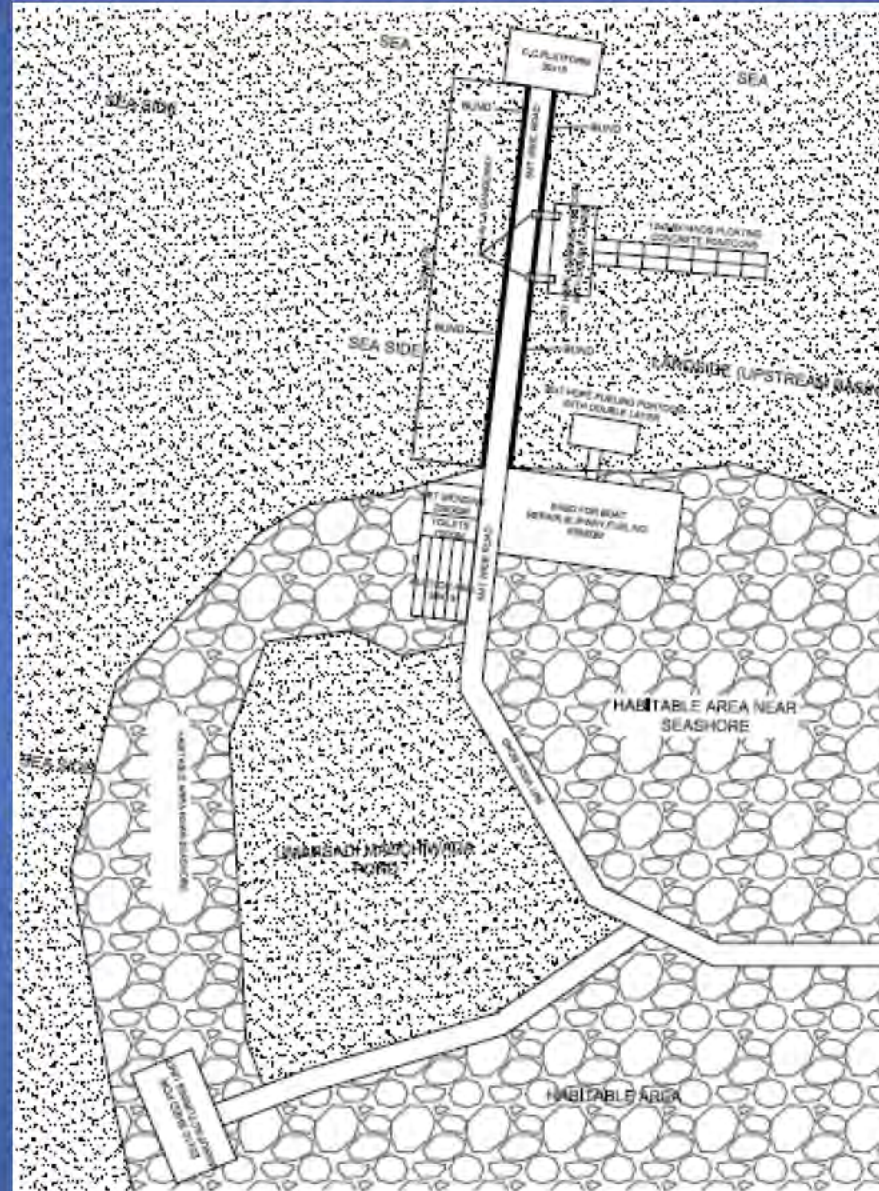


Ongoing Major Project

Umarsadi – Gujarat

Key Details

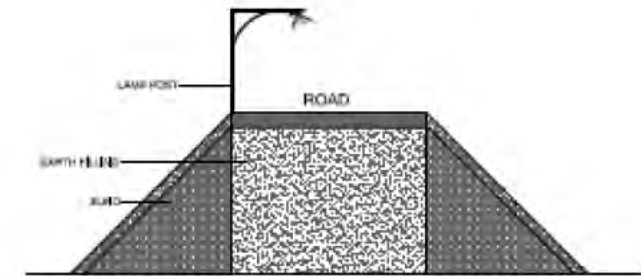
- Fishing Port in South Gujarat
- 400 Fishing Boats
- Construction of Bund cum Breakwater
- Construction of Hammer Head
- Floating Concrete Pontoon : 84 M x 5 M
- HDPE Pontoon – 700 Sq. Mtr.
- Aluminium Gangway : 03 Nos (14 M)
- Various Sheds for Boat repair
Fish auction, net repair, toilets Etc.



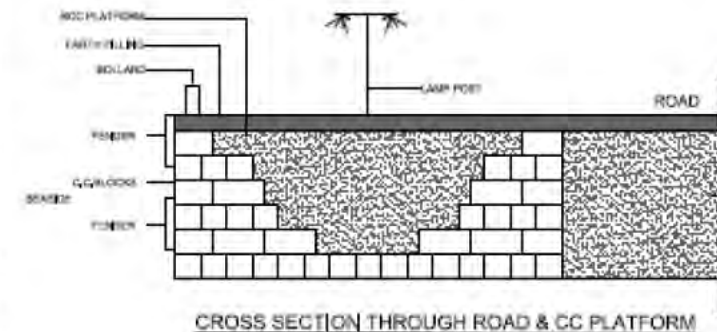
Concept Layout Umarsadi Fish Landing Centre



WEST COAST MARINE
YACHT SERVICES PVT LTD



CROSS SECTION THROUGH ROAD



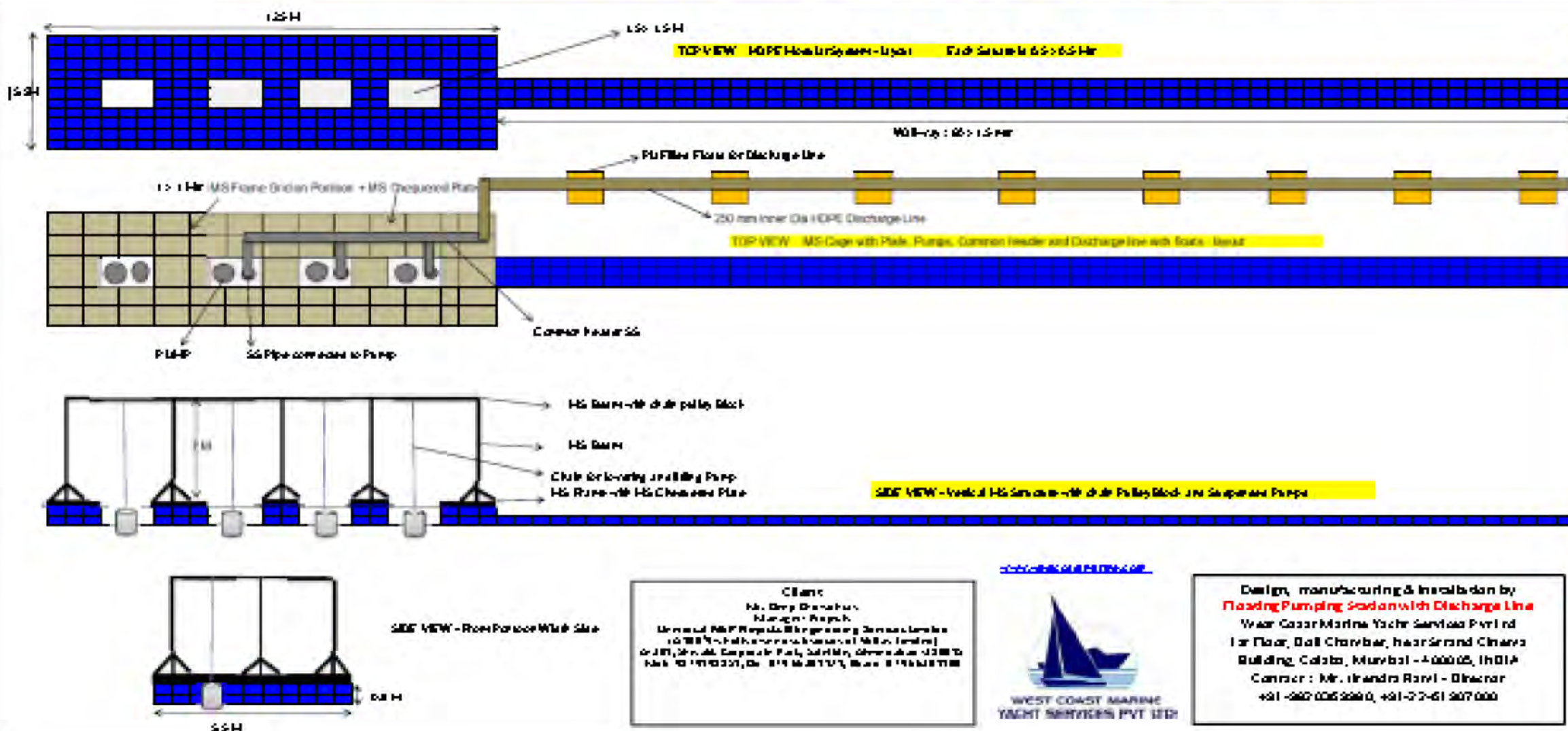
Note: Location & size is Indicative. It may change & vary during final execution

Umarsadi – Gujarat : 90% Work completed in 1 year



**WEST COAST MARINE
YACHT SERVICES PVT LTD**

REF ID: A58726



Mundra Project



Mundra Project

Before “Biparjoy” Cyclone



After “Biparjoy” Cyclone



Indian Coast Guard – Dahanu, Maharashtra - Completed



Indian Coast Guard – Dahanu, Maharashtra, Completed

Project Components

- Floating Concrete Pontoon : 12 Mtr x 4 Mtr x 02 Nos.
- HDPE Pontoon : 150 mtr. x 03 mtr. X 02 layer- Total 900 Sq. mtr.



*All our pontoons are designed approved by
Indian Institute of Technology (IIT)*

Indian Coast Guard – Dahanu, Maharashtra - Completed



Floating Concrete Pontoon Casting Yard – Thane, Maharashtra, India



Floating Concrete Pontoon Casting Yard – Thane, Maharashtra, India



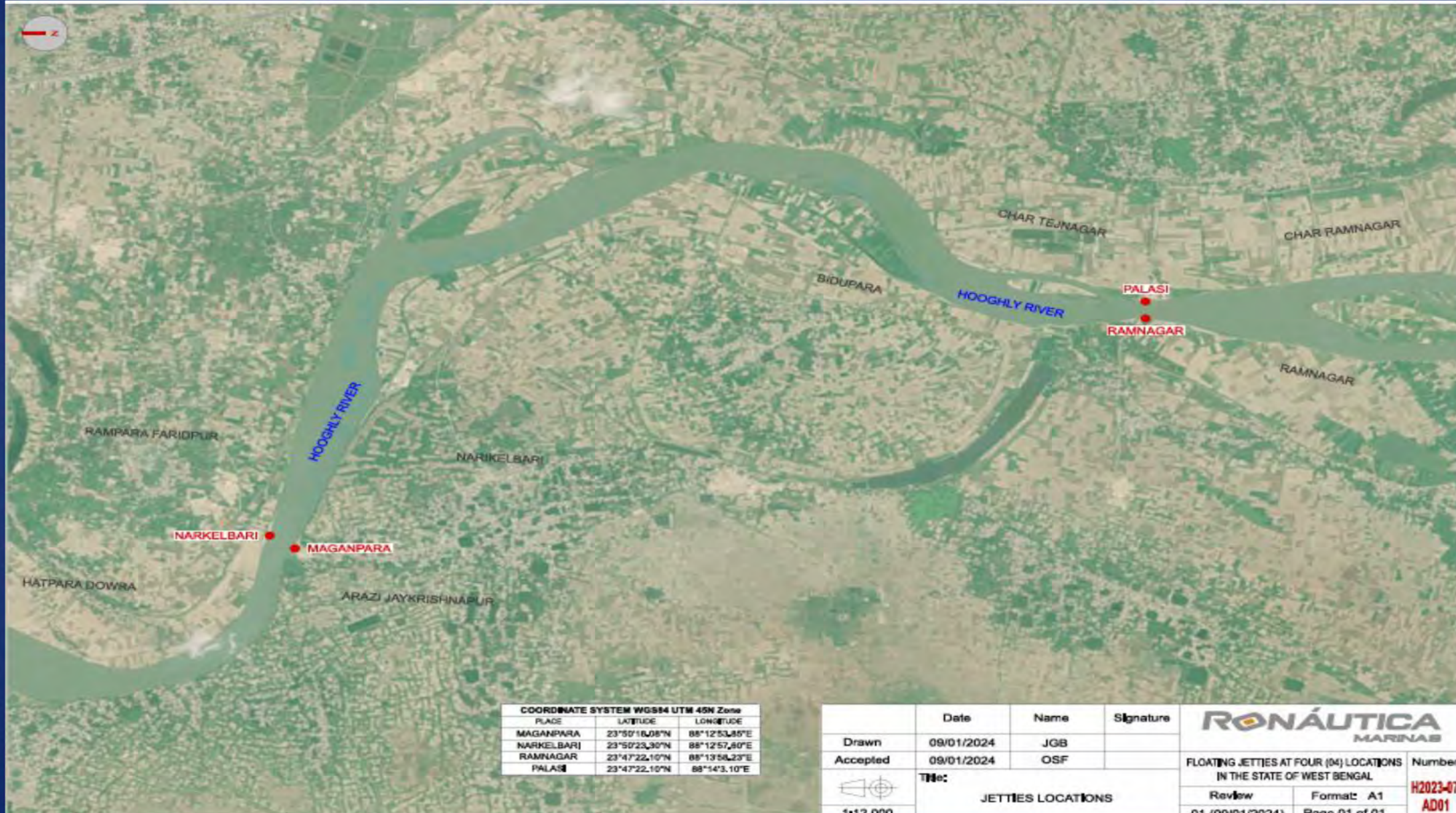
Floating Concrete Pontoon Casting Yard – Thane, Maharashtra, India



IWAI – West Bengal (04 locations), Completed



WEST COAST MARINE
YACHT SERVICES PVT LTD



IWAI – West Bengal (04 locations) - (Narkelbari, Maganpara, Palasi, Ramnagar)

- Project Component
-
- Floating Concrete Pontoon : 12 Mtr x 2.5 Mtr x 04 Nos. equipped with PVC roofing
- Total 04 Locations in West Bengal (Narkelbari, Maganpara, Palasi, Ramnagar)
- Total Floating Concrete Pontoon Size : 480 Sq.mtrs.
- HDPE Walkway: 9m Length x 2m Width x 0.8m height at each location
- Service & SOS Pedestal
- pontoons are designed approved by IIT Madras and certified by APAVE TIV INDIA PRIVATE LIMITED (formerly known as ABS INDUSTRIAL VERIFICATION (INDIA) PRIVATE LIMITED), ABS group is a member of the International Association of classification societies (IACS)



IWAI – West Bengal (04 locations) - (Narkelbari, Maganpara, Palasi, Ramnagar)



Gateway of India - Mumbai

- Project Component
-
- Floating Concrete Pontoon : 48m x 4m (units of 12m X 4.0m)
- Aluminium Gangway: Size 18 m x 1.5 m
- Service & SOS Pedestal
- pontoons are designed approved by IIT Madras and certified by APAVE TIV INDIA PRIVATE LIMITED (formerly known as ABS INDUSTRIAL VERIFICATION (INDIA) PRIVATE LIMITED), ABS group is a member of the International Association of classification societies (IACS)



HDPE Modular System Heavy Duty Usage



Product Performance Parameters : HDPE Cubes

ALL OUR PRODUCTS ARE CETTIFIED BY CENTRAL INSTITUTE OF PLASTIC ENGINEERING (CIPET) IN INDIA FOR BELOW PARAMTERS

Sr. No	Name of the Test	Test Method	Unit	Test result
1	Material Identification	ASTM D3418	-	High Density Polyethylene (HDPE)
2	MFI @190 DegC, 21.6 kg load	ASTM D1238	g/10min	9.48
3	Tensile Strength at Yield	ASTM D638	N/mm ²	19.2
4	Tensile Strength at Break	ASTM D638	N/mm ²	5.3
	Elongation at Break		%	238.5
5	Tensile Modulus	ASTM D638	N/mm ²	152.3
6	Compression Load Strength	ASTM D695	N/mm ²	18.1
7	Water Absorption Test	ASTM D570	%	0.04
8	Melting Point	IS 13360 Part-6/Sec,-10	°C	128-130
9	Izod Impact Strength	ISO 180	J/m	82.7
10	Drop Impact @1.2 mtr Height	IS 2798	-	No Sign of Failure
11	Visual Appearance after UV exposure for 100 hours	ASTM G154	-	No Colour Change



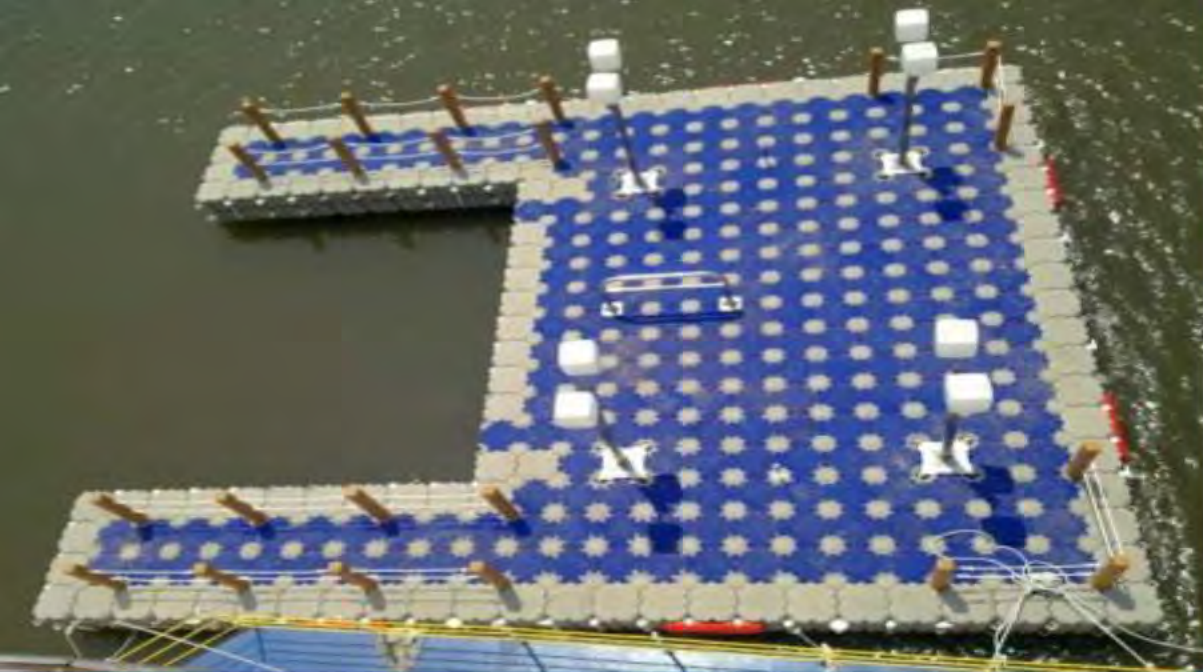
➤ FINGER JETTY FOR 2 BOATS
(11 mtr LOA & 15 mtr LOA)

Location : Bhira

➤ Area -75 Sq Mtrs

Year-2009





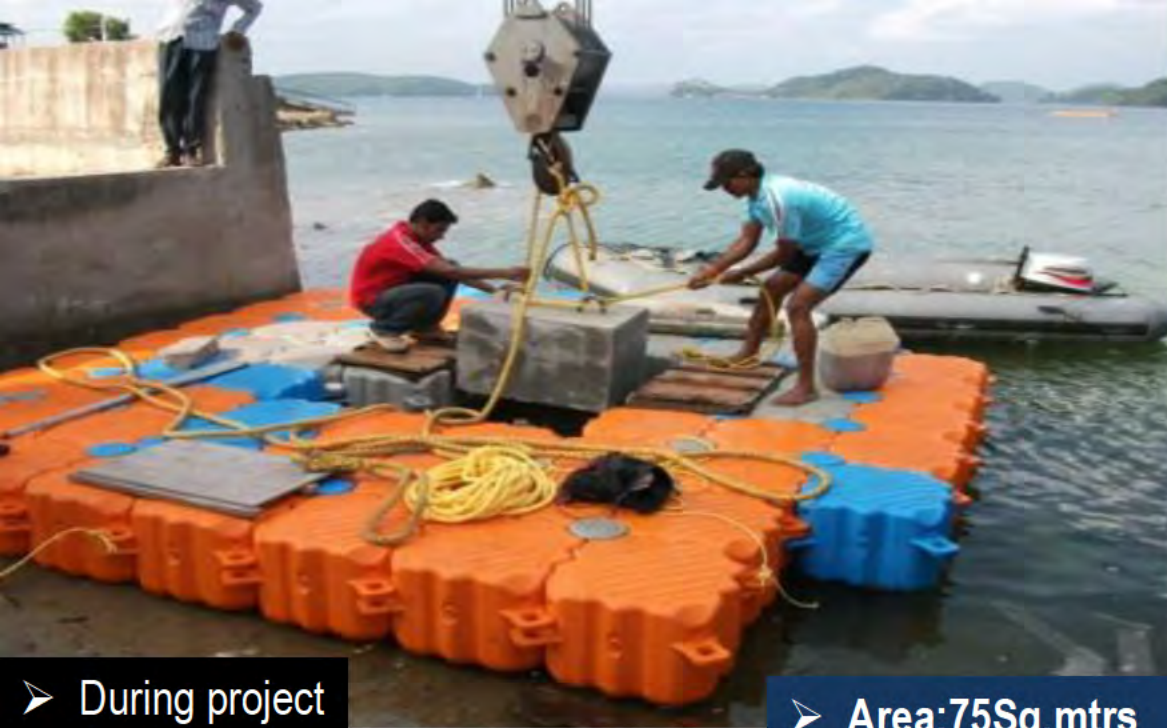
- Multi Boat Parking System ,
- Waiting Area for Casino Project-200 Sq.mtrs

Goa Pontoon projects

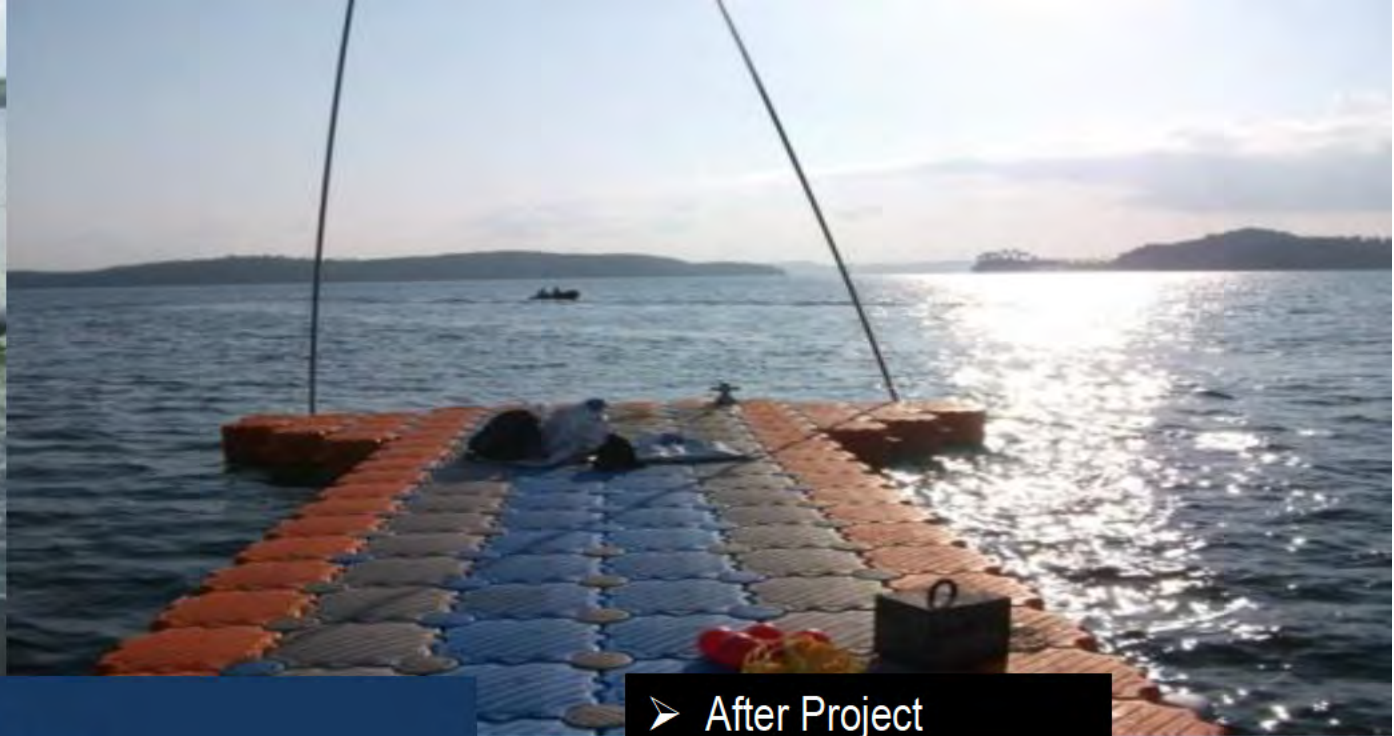
- Small Boat Berthing-17Sq mtrs

Year-2009





➤ During project



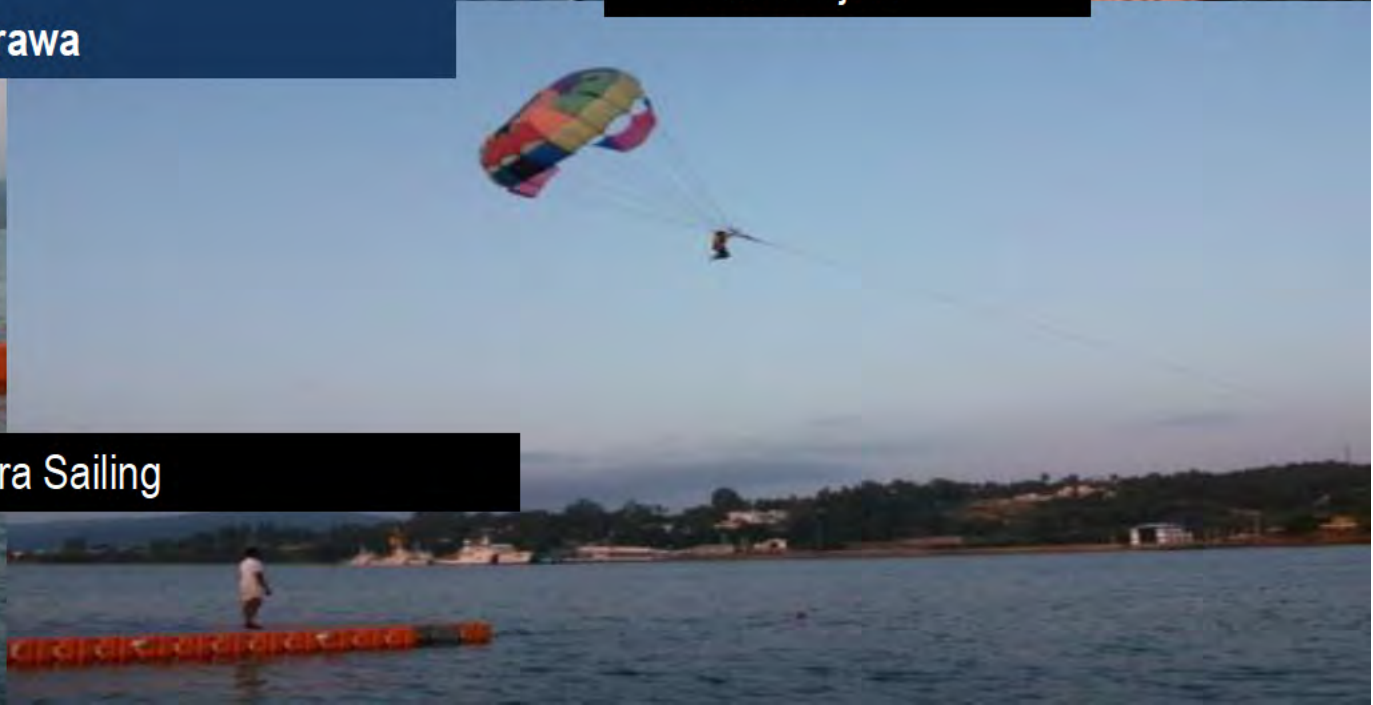
➤ After Project

➤ Area: 75 Sq. mtrs
➤ Location : INS Jarawa



➤ Ready for Para Sailing

Year-2010





➤ Mini Marina at Goa by West Coast MarineTeam

Total Area : 80 Sq Mtr

Facility : Drive on Dock for 4 Jet Ski and 3 Boat Parking

Anchoring System : Piling

Year-2010

Hyderabad-Hussain Sagar Lake



Year-2011

4th July 2011, WCMYS completes successfully one more project under its pontoon category



➤ Area : 70 Sq Mtr

➤ Design : with slope (Boat launch Ramp – Floating)

➤ Purpose : Multi boat parking system and a launch and recovery pontoon for sail boats & RIBs

MARINA AT INDIAN NAVAL ACADEMY, EZHIMALA, KERALA



BERTHING AND BOARDING PONTOON

UAPL Amusement Park, New Delhi

Total Area : 49 Sq Mtr
System : HDPE
Anchoring : Concrete Block
Rope and Pulley
Completed : June 2012
Capacity : 10 Boats / yachts



MARINA SET UP : SABARMATI WATERFRONT DEVELOPMENT

Project Completed : Dec 2012

As it Exist today

Concept



INR 11000 Cr Waterfront development Project



FISH CAGE : AT DIGHA AQUA FARM

SELF PROPELLED PONTOON AT NEW TOWN, ECO PARK, KOLKOTA







MARINA FOR FIC – KOCHI – INDIAN NAVY



ALUMINUM FLOATING PONTON WITH GANGWAY – MUMBAI – INDIAN NAVY

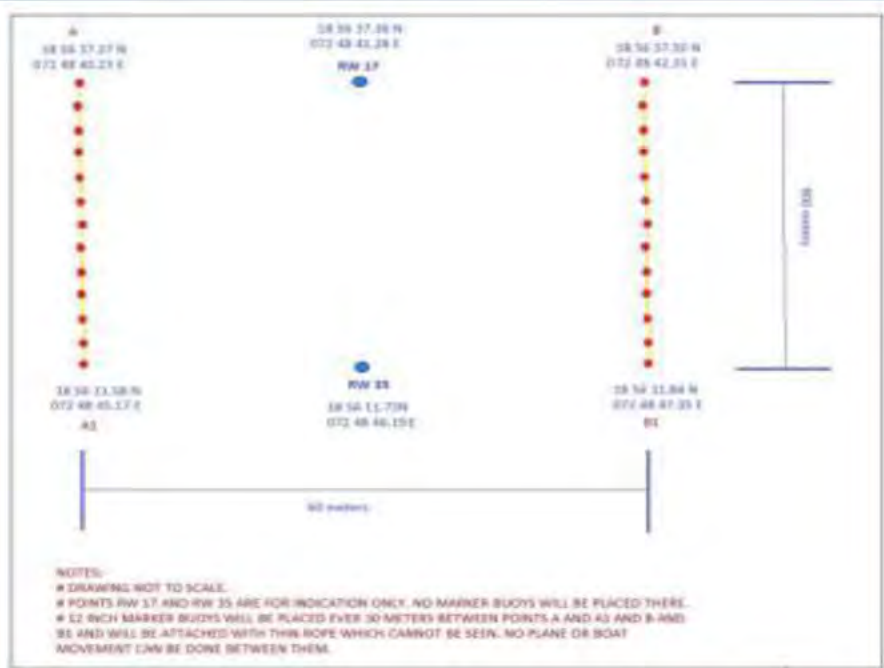




VERSOVA & MADH PUBLIC FERRY



1st Sea Plane Landing : Marine Drive, Mumbai



On Water Infrastructure for Sea Plane Landing

Location : Mumbai (December 2017)

Work : Design, Installation & Anchoring

- 800 Mtr x 60 Mtr Floating Runway
- 63 Mtr x 2 Mtr Walkway
- 8 Mtr x 4 Mtr Sea Plane Berthing Pontoon on 360° rotating swivel type anchoring
- Water Depth : 8 Mtr with 4.5 Mtr Tidal Variation
- Wind Speed : Up to 18 Knots



18 MTR. LOA : 80 SEAT AC RESTAURANT : TEHRI LAKE





16 MTR LOA : VEHICLE PASSENGER BARGE : TEHRI LAKE



At Tehri lake, Uttrakhand



FLOATING LOG HUT RESORT : TEHRI LAKE



FLOATING LOG HUT RESORT : TEHRI LAKE



CLUSTER DEVELOPMENT RENDERING



BEFORE



AFTER

Marina for Indian Customs

For Indian Customs : Floating Jetties with Gangway at Ratnagiri and Devgad

Total Area : 425 Sq Mtr

Gangway : 2 x 11 Mtr and 1 x 8 Mtr

Vessel Size : 20 Mtr LOA (50 Ton), 11 Mtr LOA (18 Ton)





Larji Dam : Himachal Pradesh



2 jetties:-

Each : 139 Sq. Mtr
Total : 278 Sq. Mtr

Danger Line:-

200 Mtr Long



Mysore : For Indian Army



Assam : Demo. For IWT/SDRF/NDRF and other government department



Nagpur — Baradwari Lake — Pagariya Group



Multi-utility Pontoon for Events & Performances

Location 1 – 360.75 Sq. Mtr

Location 2 - 394.25 Sq. Mtr

Location 3 – 337.25 Sq. Mtr

Waghchuda & Kuncha – Dadra & Nagar Haveli, Dudhni Lake, Silvssa



2 Jetties
Cube Size : 500 x 500 x 400 mm
Total Area : 240 Sq. Mtr

Multi Utility Berthing Dock and Drive On Platform for Jet Ski – Reliance Industries, Jamnagar

1 Integrated multi Utility Docking Platform
Jet Ski Drive On Dock : 03
Gangway Aluminium : 01
Cube Size : 500 x 500 x 400 mm
Total Area : 232.5 Sq. Mtr



Vadakara Sand banks — Kerala,



Tourist Boat Berthing Platform

Gangway Aluminium : 01 (10 x 1.5 Mtr)

Cube Size : 500 x 500 x 400 mm (removable top cover)

Total Area : 94 Sq. Mtr

Large Marina Projects..... on going

India : Mumbai

- 150 Slips at Mandwa
- Swiss Challenge Accepted
- Already operating Mandwa Ferry and Ro-Pax. Terminal

India : Goa

- 244 Slips at Panjim
- Public Hearing Scheduled date awaited from Goa Govt.

Sri Lanka : Galle & Colombo Port City

- We are a part of bidding consortium
- Technical Scrutiny is ongoing
- 50 slips to start and expand in future at Galle
- 200 + slips Marina at Colombo Port City



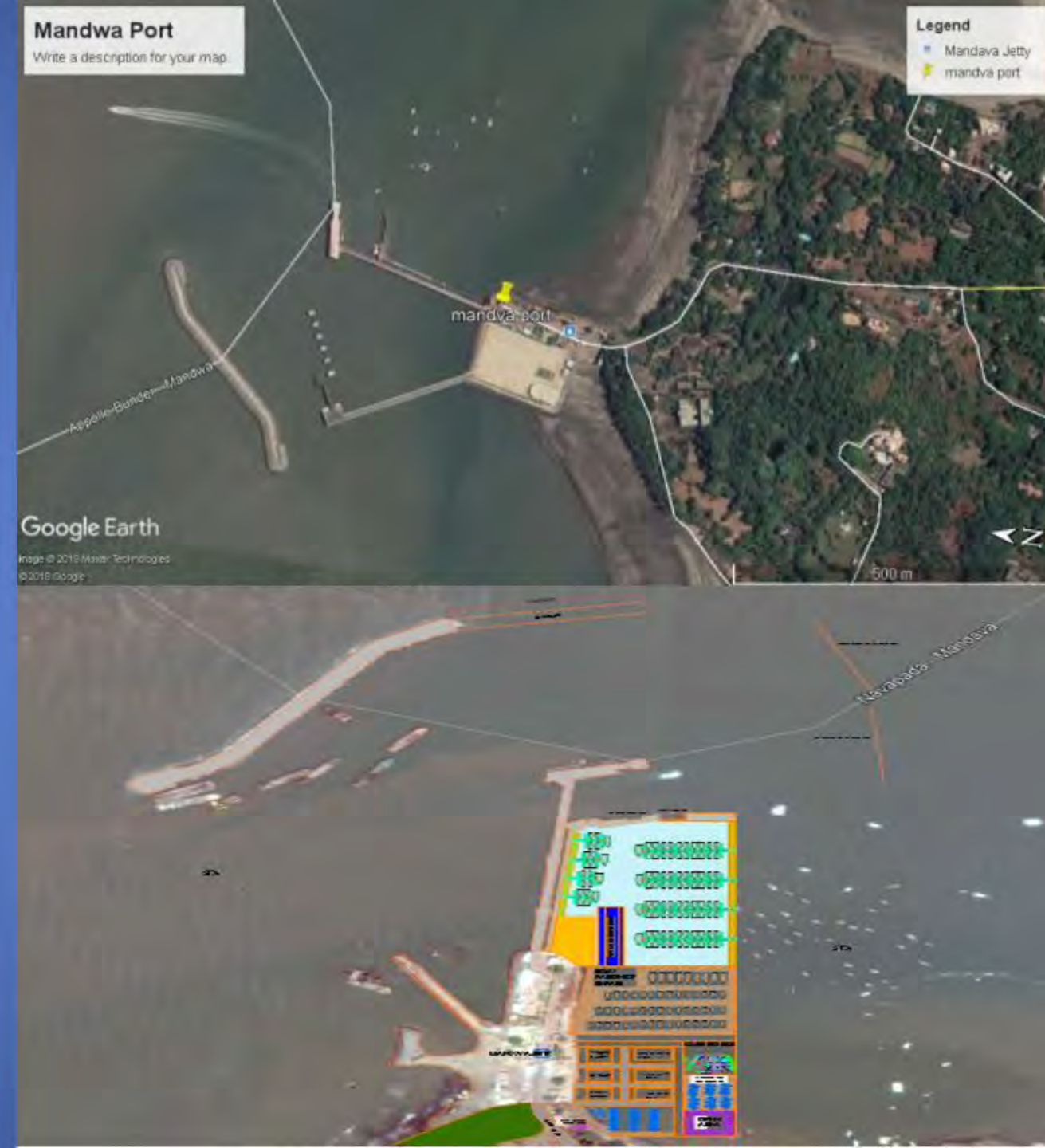
Mumbai : Mandwa Marina

Current Status

- Existing Passenger Ferry Terminal
- Operated & Maintained by us since 2015
- Annual footfall : 2.4 Million
- New Ro-Pax Terminal Opening in Oct 2019
- Ro-Pax terminal including 100 Mtr LOA Ro-Pax Ferry will be operated by us
- 8 NM Across Gateway of India
- Hampton of India
- 2000 + Super Rich have property here

Marina : Appx. Project Cost : INR 100 Cr.

- 150 Slips
- Swiss Challenge Accepted
- To accommodate up to 50 MTR LOA
- 4 Mtr Draft
- Dry Storage
- Maintenance Yard
- 25 Acre land will be available for landside development
- Mumbai already has 450 + privately owned Boats and yachts



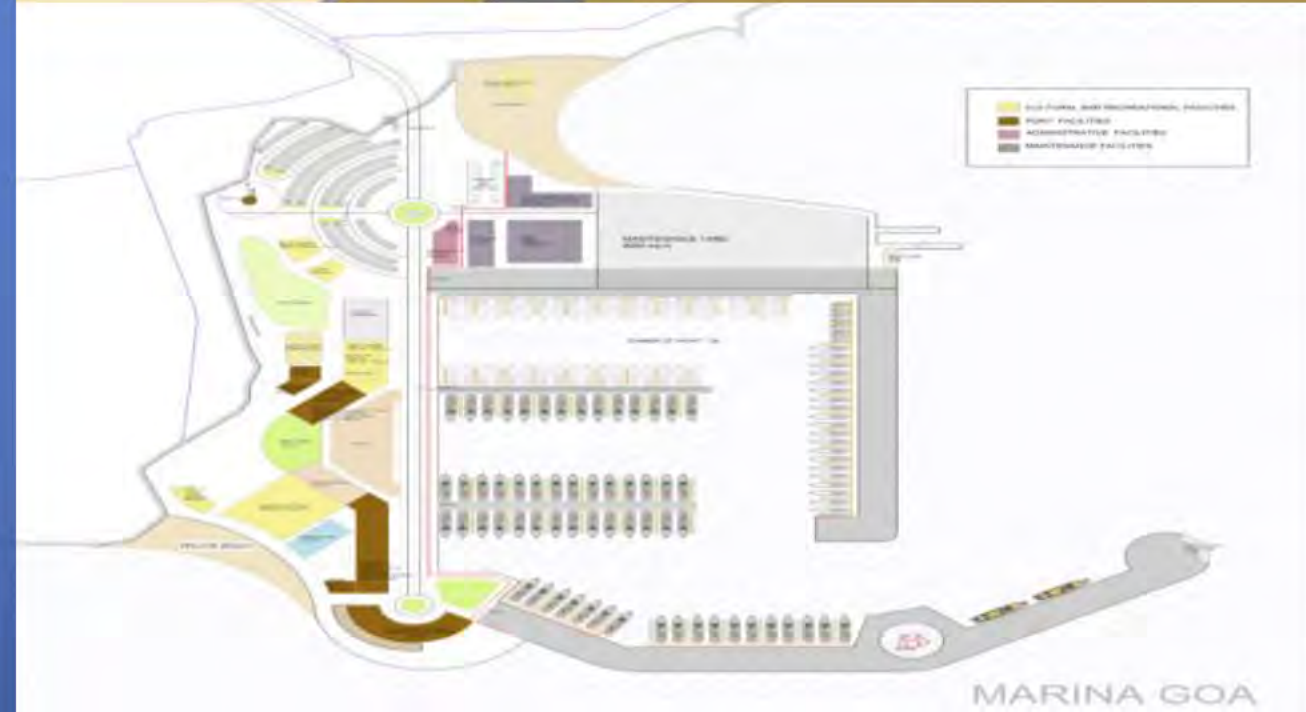
Goa : Ahoy Marina

Current Status

- TOR Issued by Ministry of Environment & Forest
- Public Hearing scheduled for 15 Sep 2019

Marina : Appx. Project Cost : INR 350 Cr.

- 244 Slips, 67500 Sq. Mtr. Water Basin and 67500 Sq. Mtr. Land reclamation in addition to available back up land in the heart of Goa.
- To accommodate up to 50 MTR LOA
- 4.5 Mtr Draft
- Dry Storage
- Maintenance Yard : 10000 Sq. Mtr with 600 Ton Travel Hoist
- Yacht Club
- Wellness Club
- Marina Club with restaurant and cafeteria integrated with banquet facilities
- Party Lawn, Luxury boutique Arcade
- Helicopter landing pads
- Children Game Zone
- Five Star Hospitality Suits and Studio based accommodation
- Business Centre , Goa Historical Museum
- Exterior Swimming Pool, Jacuzzi
- Outdoor Sports and Recreational Area
- Marine and Diving learning & trailing facilities
- Mini Shopping mall, with dedicated Marine chandlery Shop
- Environmental Training Centre
- Gardens, plazas & play grounds
- Adequate parking lots at multiple places



Galle Marina

Current Status

- Consortium led by us is sole bidder
- Technical Scrutiny of bid is on going
- Government will award on single bid basis
- 5 Mtr Draft available
- Well established and known destination for yacht visit

Marina : Appx. Project Cost : INR 100 Cr.



Thank you !



Most Suitable Partner & Trusted Name for 30 years

Contact Details

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Mr. Jitendra Rami

Director

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Office: +91-22-61907004 / 61907000

