



CFF

CFF Fluid Control Limited

H1FY24

Indigenous solution for Aatmanirbhar Bharat

Earnings Presentation



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COMPANY OVERVIEW

CFF at a Glance



11+ years

Specialize in providing cutting edge defence tech.



Single Source

various equipment supplied in the P75 Class Submarine Program



ISO 9001:2015

Registered with MOD, Indian Navy, and Naval Group (France)

Company Overview

Company Name

CFF Fluid Control Ltd

Turnover & Profit

H1 Results

Revenue 59.45 Cr

Profit 10.09 CR

Mar 23 Results

Revenue 70.67 Cr

Profit 10.13 CR

Order Book

INR 113 Cr

CFF FLUID CONTROL LTD was established to provide cutting-edge technology and engineering solutions for the defence industry in India. Immediately after inception, a TOT agreement with Coyard SAS France led to the introduction of new-age fluid control and other mechanical equipment on the under-construction Submarine program of the Indian Navy.

Subsequently, under a framework agreement with the collaborator and Designer of the Submarine and various partners from around the world, we are able to provide technological solutions ranging from mechanical to electronics power and communication, locally under Make in India

From In House Design, Manufacturing, Overhaul, Repair, and Lifecycle Support, CFF is present in every phase of the deployment of the defence platform.

From being the first to indigenize equipment of Submarines to designing and constructing equipment for the stealthiest ships ever built in the country CFF has been in the forefront of the Make In India Movement.

Tie ups

NAVAL Group (France)

Nereides (France)

Issartel (France)

Operations

Khopoli (Mumbai)

Visakhapatnam

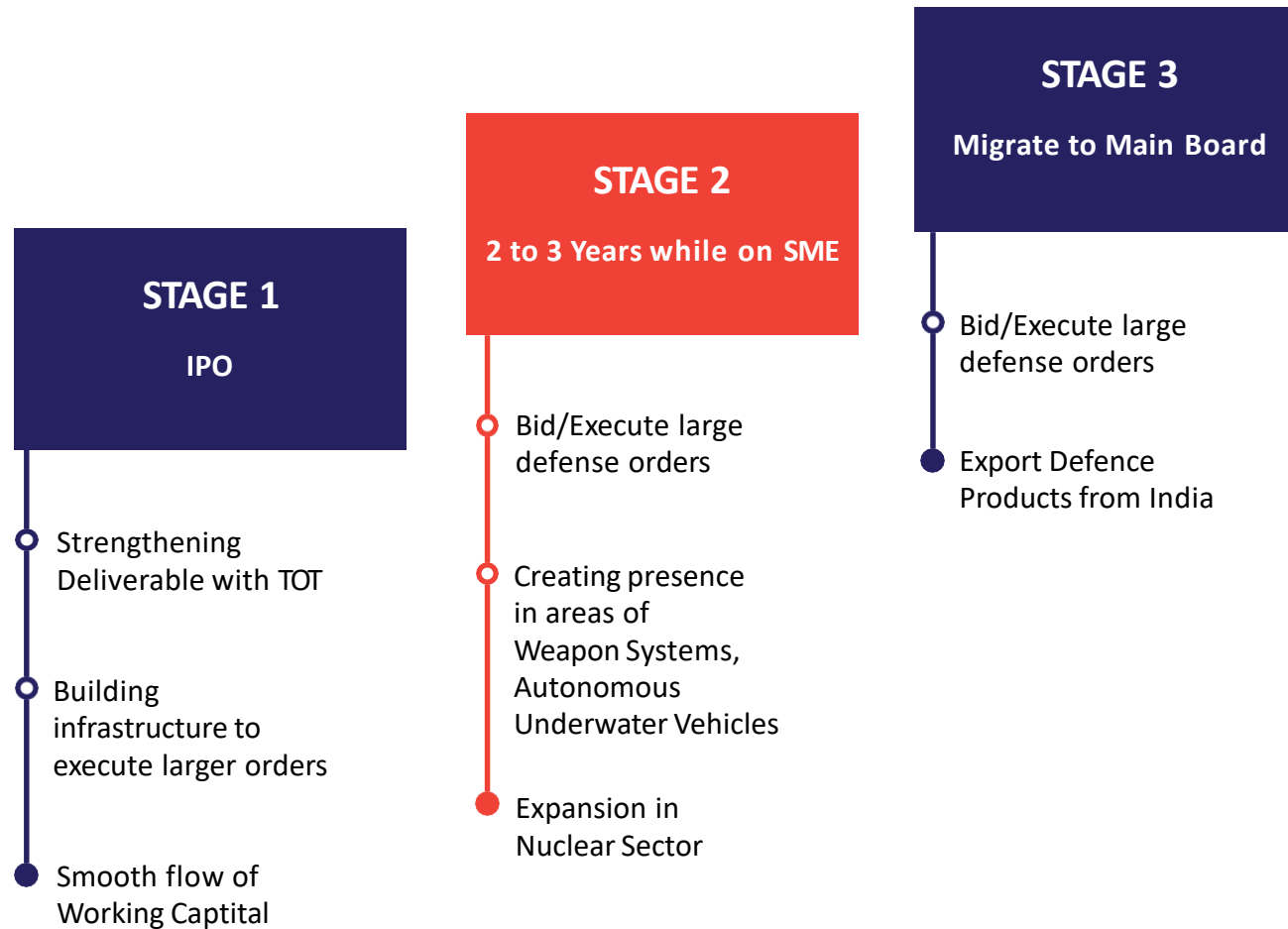
All Indian Navy dockyards
and Defence shipyards

Promoters

Sunil Menon

Gautam Makkar

OUR VISION



OUR STRENGTHS



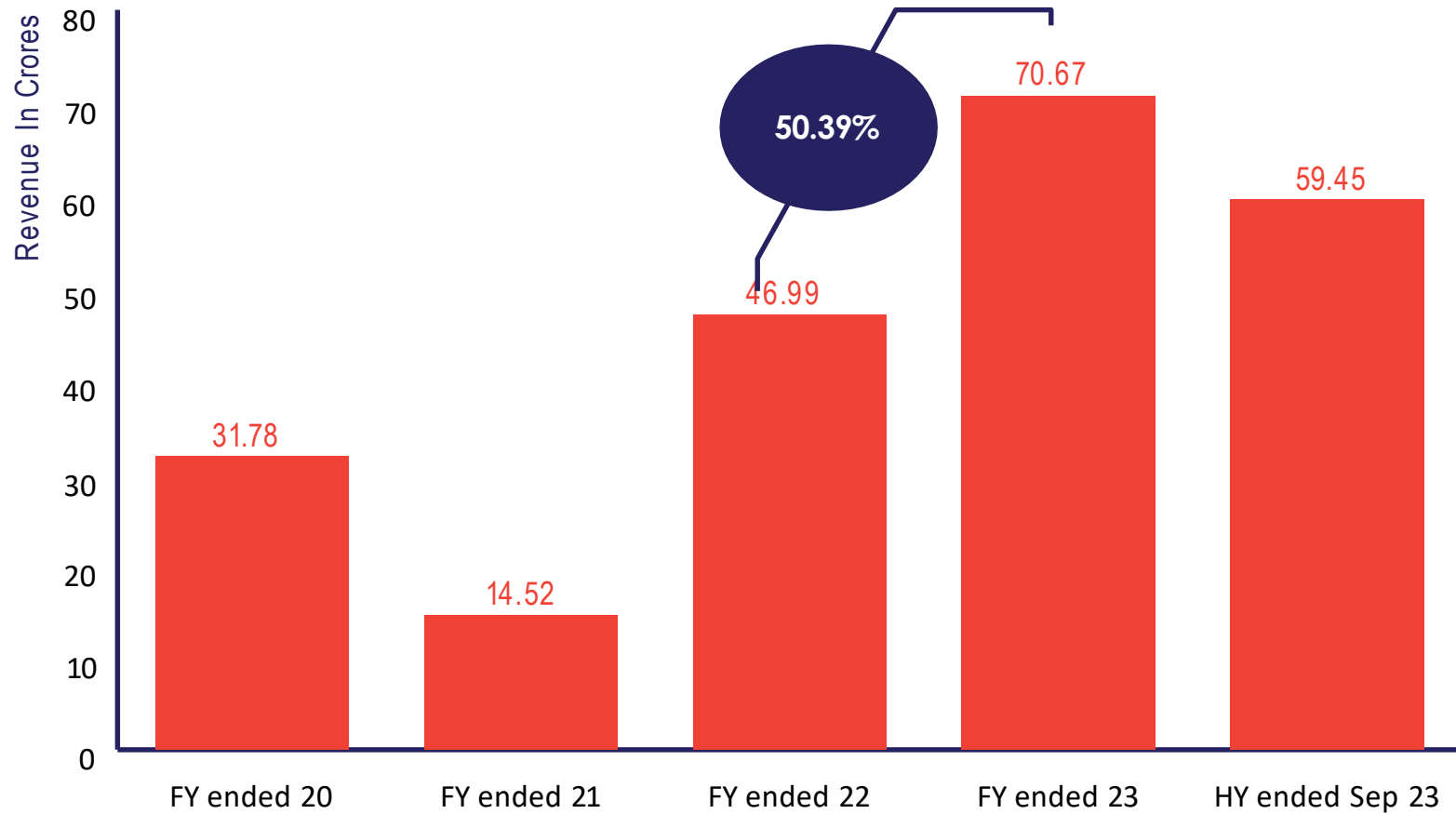
ORDER BOOK

RS 113 CR. AS ON 30TH SEP'23

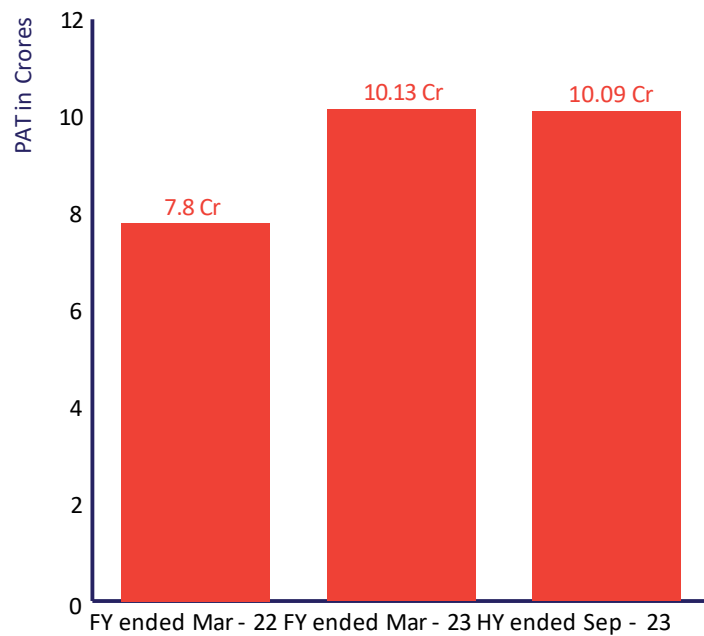


FINANCIAL SUMMARY

YoY Growth in Revenue

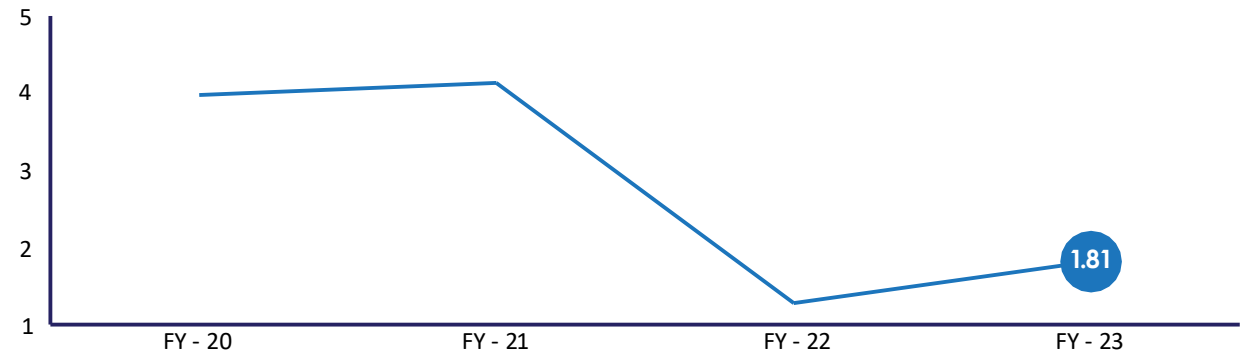


FINANCIAL SUMMARY

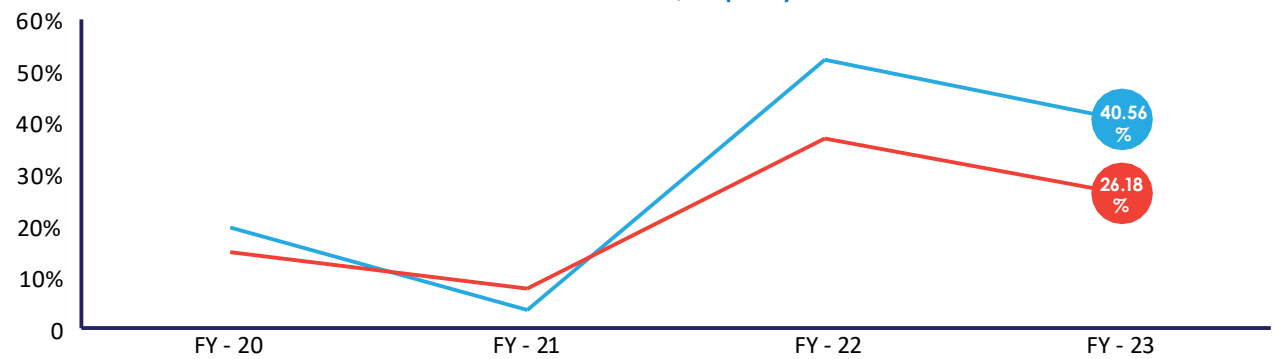


PAT

Already at 99.60% of FY23 in H1FY24

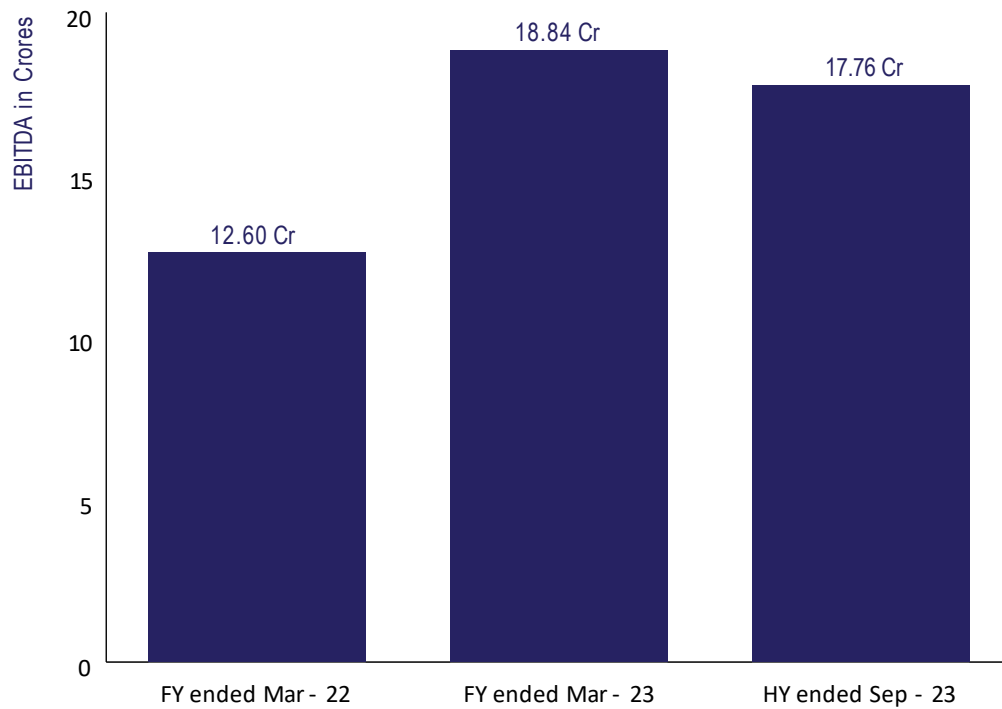


Debt/Equity



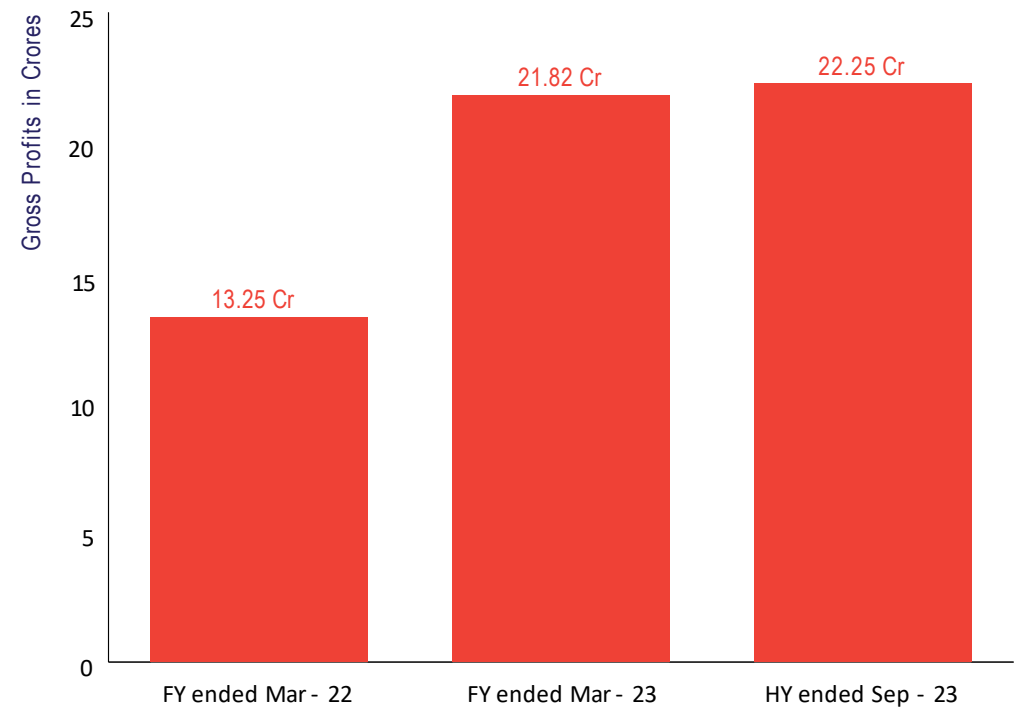
ROCE & ROE

FINANCIAL SUMMARY



EBITDA

Already at 94.25% of FY23 in H1FY24



Gross Profit

Already crossed FY23 GP in H1FY24

OUR STRENGTHS



Strong Leadership & Technical team with understanding of stringent Defense Standards.



Framework Agreement with Collaborator for P75 Class Submarine equipment & systems.



Single source for Various equipments for lifecycle of Indian Navy ships and submarines .



Repairs of Critical Equipment throughout life cycle of Submarines (30 years).



State of Art Manufacturing and Testing Facility in India.



Rapid Prototyping of equipment and systems as part of Make in India.



Design department equipped with latest technology for product development.



Protection of IP of clients and partners and strictly follow IPR & NDA.

CFF's Presence on various Indian Navy Platforms



KAMORTA CLASS
ASW CORVETTE



KALVARI CLASS



KILO CLASS



MIRAGE



SUKHOI
SU-30MKI



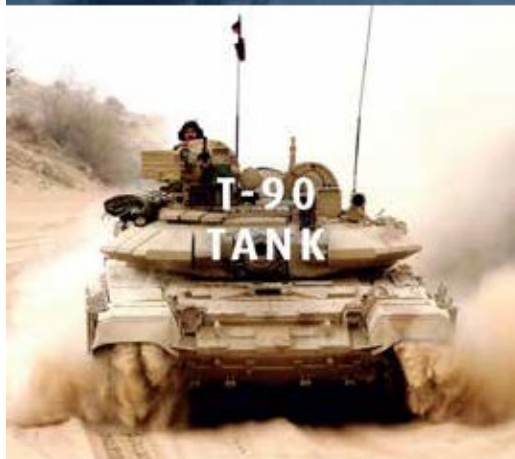
SSK CLASS



NILGIRI CLASS



SURVEY VESSEL
LARGE



TEJAS

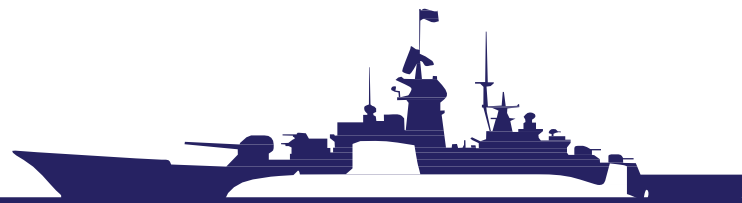
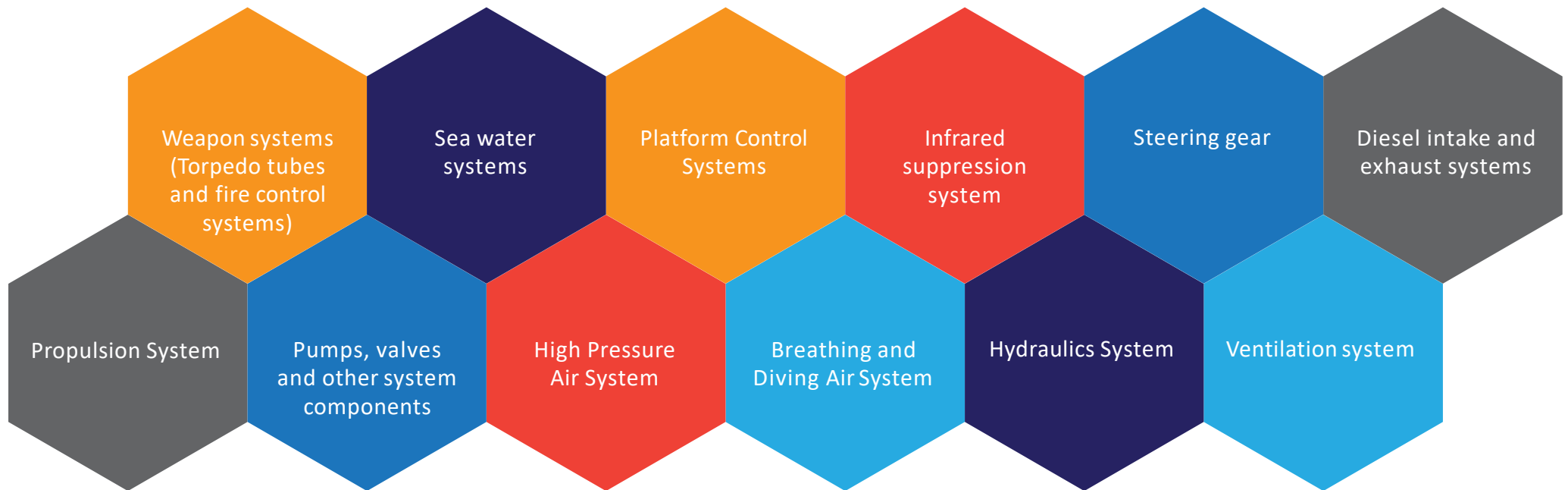


T-72
TANK



Naval Applications

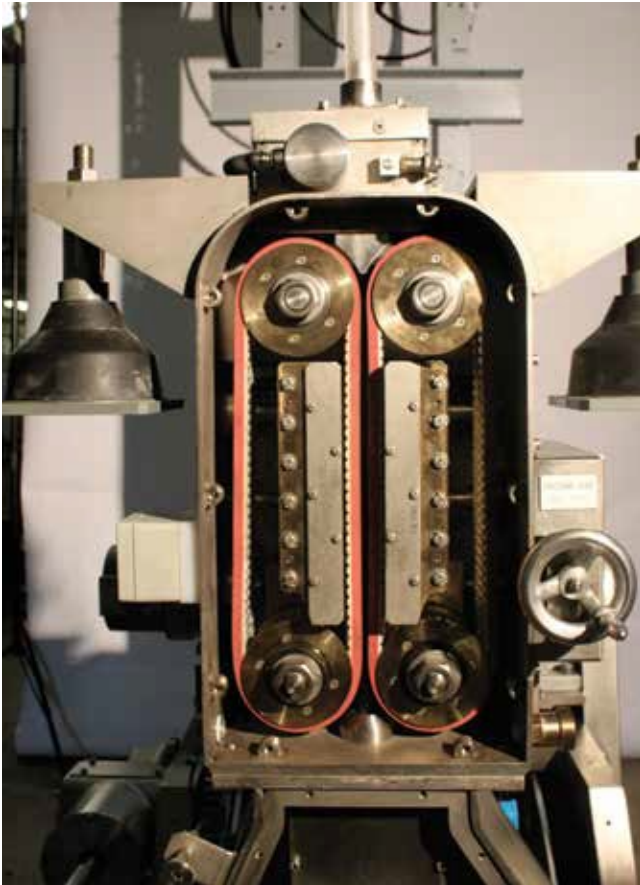
CFF covers manufacturing, integration & complete lifecycle support for a range of products, equipment & systems for Naval ship & submarine construction





OUR PARTNERS

OUR PARTNERS

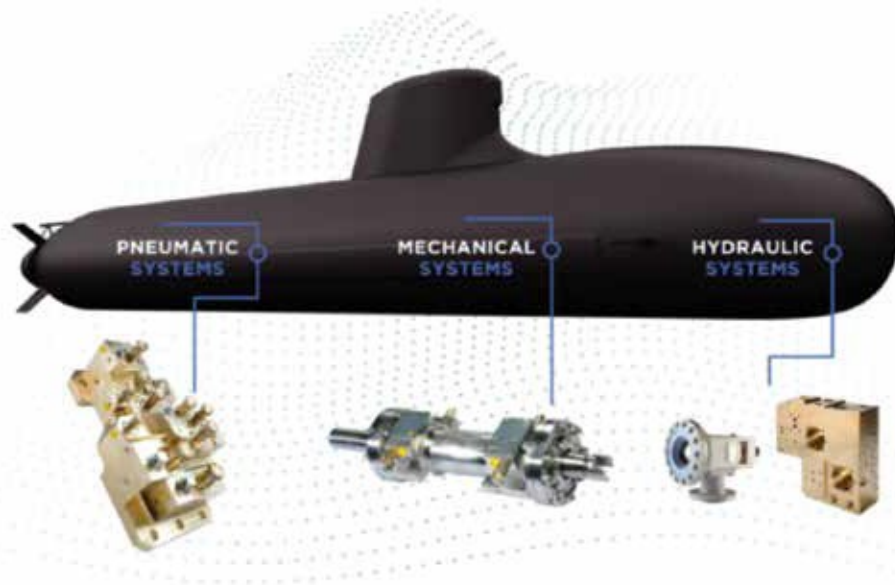


NEREIDES

Nereides, France

- CFF has PAC from Navy and undertakes installation, testing, commissioning and provides life cycle maintenance support for the equipment.
- Nereides specializes in underwater communication for submarines with unique technology.
- Company enjoys monopoly in the field.
- System very critical for submarine operations. It is the only mode of communication for submarine when dived.
- Equipment fitted on all 26 Indian submarines and will be installed on future platforms.
- With TOT CFF will indigenize the antennae and export to international markets.

OUR PARTNERS



ISSARTEL, France

- Issartel integrates equipment and systems for submarines and Energy sector.
- CFF will support equipment and systems of 6 scorpene submarines for 30 yrs through ISSARTEL.
- We cover complete range of submarine equipment (Mechanical, Hydraulic, Electric, Controls & Weapon).
- A min of two submarines will be in Short refit and one submarine will be under normal refit. Issartel manufactures equipment for spent fuel transportation and storage.



GROWTH STRATEGY

OUR GROWTH



1

Enablers

- Tie-ups with foreign defence companies to Make in India
- Advanced technologies made available in India



2

Opportunities

- P75 AS - 3 Submarines
- P75 I - 6 Submarines

OUR PROMOTERS



Sunil Menon

Aged 55 years is the founding Promoter and Managing Director of the company. Completed Diploma in Hotel Management, Catering and Nutrition from Board of Technical Education Delhi.

More than 30 years' experience in Businesses like defence and in engineering company. Made CFF from being a small components manufacturer to a company whose product and services portfolio includes Turnkey Projects integrating various platform systems.

Guiding force behind the growth and business strategy.

Gautam Makker

Aged 53 years is the founding Promoter and Non Executive Director of the company. Completed his Bachelor of Electrical Engineering from Poona University in the year 1991.

More than 25 years of experience in the fields of sourcing and providing solutions to defence, power and marine industry.

He is also a Managing Director in Flash Forge Private Limited and Airotech Profiles (India) Private limited.



CFF

CFF Fluid Control Limited



Investor Relations

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