



**ITUS**

marine & transport  
solutions pvt. ltd.

Amphibious Boating Solutions | India

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Company Profile

# Overview

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- *ITUS Marine and Transport Solutions was established in 2019 to introduce amphibious boating solutions to the Indian Market. ITUS Marine is a subsidiary of the ITUS group that is primarily engaged in the provision of rescue training and rescue equipment sale/lease in India in partnership with HIVE Associates (Angel Investor)*
- *The high demand for amphibious vehicles in defense and rescue applications, coupled with commercial and leisure will drive the expansion of the global market at a CAGR of 7.7% in the next 7 years.*
- *Further, ITUS Marine are focusing on the following Markets*
  - *Sales/Lease to Central, State and Defense Forces.*
  - *Sales/Lease to PSU's and Government Undertakings*
  - *Sales /Lease to Ports, Coastal Installations, Tourism and Hotel Industry and HNI's*
  - *Long Term Marine Maintenance Contracts*
- *The amphibious vehicle market in India remains relatively under-penetrated when compared to advanced economies. Hence, the growth potential for amphibious vehicles in this region is tremendous in light of the following 3 push factors:*
  - *Push for GOI Initiatives of Aatma Nirbhar Bharat and Make in India.*
  - *India's 7,500 km coastline, lack of infrastructure and prohibitive costs of development.*
  - *Heavy forecasted expenditure in defense given the two-front border issues*
- *ITUS Marine has partnered with the global pioneer in amphibious boats - Sealegs and has exclusive partnership (Sales and Manufacturing Rights) for Sealegs boating solutions in India, Sri Lanka and Bangladesh. Developed in New Zealand, Sealegs is a pioneer and a world leader in the amphibious boating technology space.*
- *Sealegs boating solutions have been tested in difficult locations and adverse weather conditions around the world. The solution has proven its versatility, advantageous and has revolutionized the traditional boat launch and retrieval process. Sealegs is by far the most successful amphibious boat technology company in the world with over 1,500 boats delivered across the globe*

# Company Overview



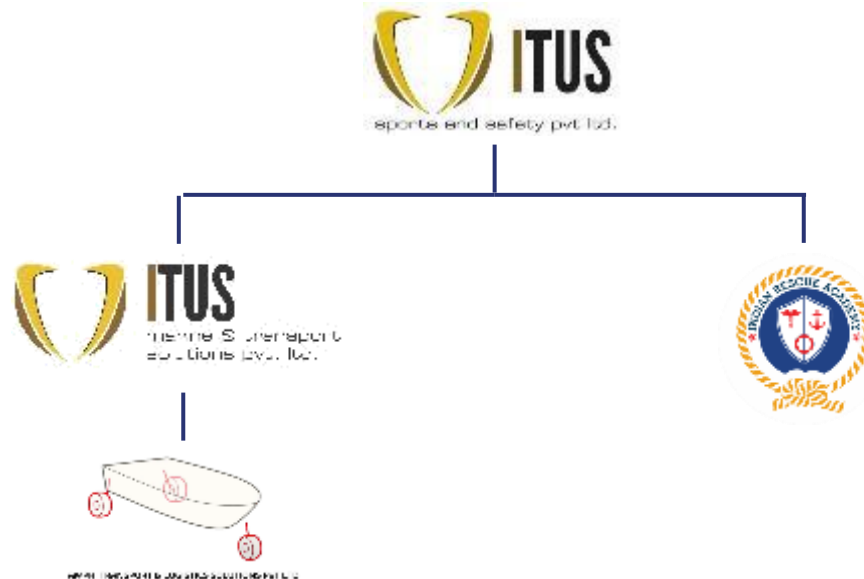
## ITUS Group

- ITUS Sports & Safety Solutions was established in 2013 to manufacture world class rescue equipment in India. It has an All-India customer base including MHA, SDRFs, State Fire Departments, Indian Army, Indian Navy etc. Originally this Company conducted sale for Sealegs in India
- ITUS Marine and Transport Pvt Ltd was created to differentiate the sale and lease of Sealegs in India from other businesses of the Group on receiving Angel Investment from Hive Associates LLP. ITUS Marine owns this SPV with established KOPT Vendors (JS Marine and Proactive Shipcare) for leasing of 9m Sealegs Boat, MV Arice which is owned by this entity.
- Advanced Rescue and Safety Academy Pvt Ltd trading under brand of Indian Rescue Academy is the approved training agency for NDRF and SDRF, Fire Departments. It has trained 12,000 rescuers in more than 13 states.

## ITUS Marine and Transport Solutions (ITUS Marine)

- ITUS Marine is currently engaged in the sale, lease and maintenance of Sealegs amphibious boats in the region. They have ongoing contracts with the coastal police of several states, the Kolkata Port Trust, the Ministry of Shipping etc. ITUS Marine owns Amphi Transport Logistics and Solutions which is in the business of Amphibious Fleet Leasing
- The company wants to gradually transition their business model from a distributor of Sealegs boats to a licensed manufacturer of Sealegs boats in India.
- ITUS Marine seeks an investor and partner in India to assist it in transitioning from a licensed distributor to a licensed manufacturer over the next two years.**

## ITUS Group Structure



### Current Operations

Distribution (Sale)

+

Leasing

+

Maintenance

### Proposed Operations

**Licensed Manufacturing**

+

Distribution (Sale)

+

Leasing

+

Maintenance

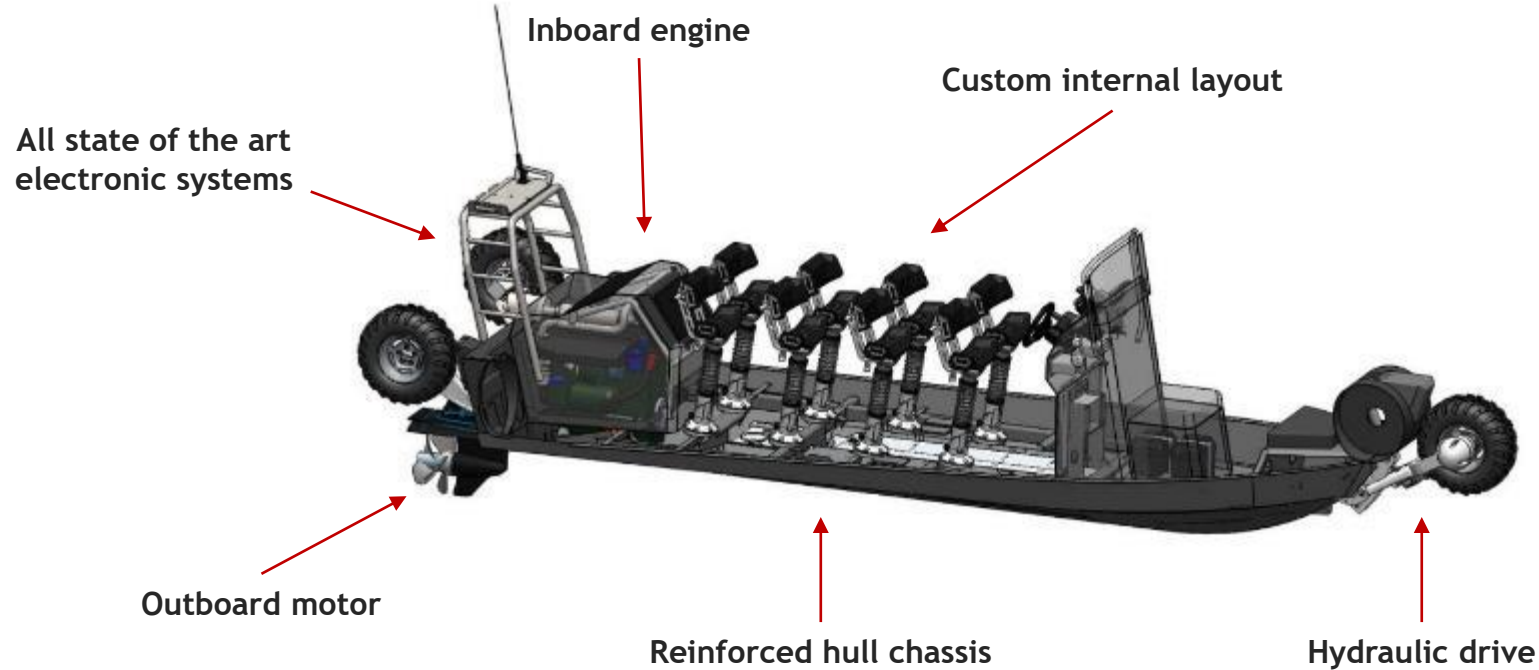


# Product Design and Features



Sealegs boating solutions have been tested in difficult locations and adverse weather conditions around the world. The solution has proven its versatility and advantage, and has revolutionized the traditional boat launch and retrieval process.

## Generic Sealegs Design



## Features

- Sealegs uses powerful motorized wheels which run off an on-board powerpack.
- The craft can be driven from a storage location, down a boat ramp or beach and into the water - all with the occupants remaining in the boat completely dry.
- Once the craft is afloat, the wheels lift up out of the water to be stored against the hull, and the boat is used as normal.
- When approaching land, the wheels are lowered back into position, and touch the bottom to drive the boat up onto land.



IRCLASS  
Indian Register of Shipping



# Product Portfolio



Sealegs manufactures boats of different sizes for various applications such as sport, commercial, leisure etc. Additionally, boats bigger than 9M are made on a bespoke basis based on customer requirements. A few of their most popular models are presented below with their specs:

	6.1m RIB	7.1m RIB	7.7m Cabin RIB	Interceptor 9000
Design				
Length Overall	6.13m	7.13m	7.74m	9.15m
Beam	2.46m	2.71m	2.61m	3.13m
Draft	0.41m	0.41m	0.42m	0.40m
Weight (Dry)	1,150kg	1,390kg	1,900kg	2,240kg
Deadrise	21°	21°	21°	23°
Maximum hp	115hp	150hp	200hp	300hp
Payload	500kg	700kg	500kg	500kg
Top Speed	On water- 35knots (65kph), Land 7.5kph	On water- 40knots (74kph), Land 7.5kph	On water- 43knots (80kph), Land 7.5kph	On water- 40knots (74kph), Land 7.5kph





6.1m RIB



9m Hydrasol RIB



7.7m RIB



12m Amphibious Pilot Boat



11m Amphibious Craft

# Sealegs Competitor Analysis



Sealegs is by far the most successful amphibious boat technology company in the world with over 1,500 boats delivered across the globe.

	<b>SEALEGS<sup>®</sup></b> BE AMPHIBIOUS	ASIS Boats with Orion Marine System	Senator Boats with Tectrax System
Boats built till date	✓ 1,500+	7	2
No of Wheels	3	4	3
Maximum Vessel Size Supported	✓ 14m	9.8m	8m
Max Sea State	Sea State 5	Sea State 5	Sea State 5
Max Speed	✓ 48 Knots	42 Knots	38 Knots
Drive Type	✓ Petrol & Electric Drive	Petrol Drive	Electric Drive
Electronic Drive Option	✓ Yes	No	Yes
Military Operators	✓ Yes	No	No
Workboat Operators	✓ Yes	No	No
Recreational Operators	Yes	Yes	Yes
Certifications	✓ Indian Register of Shipping, CE, USCG	CE, USCG	CE, USCG



# Product Applications



*In the Indian subcontinent, Sealegs primarily use case would be focused towards operations for defense, rescue and transport needs.*

## Defense and Security



## Search and Rescue



## Transport and Survey



## Recreation





# Experience



*The Company has been recognized by Hon Minister of Shipping and the Indian Ports Association for Innovative Ideas to improve efficiency and reduce recurring cost by using technology*

## Current Achievements

- Sanmar Marine uses amphibious crafts to replace jetty after 2004 Jetty collapse
- Sold 6m craft to Tamil Nadu Tourism Development Corporation in 2019
- Commenced Lease of 9m boat with Kolkata Port Trust in 2020 to replace the 'Floating Pilot Station' MV Ma Ganga and archaic bamboo walkway jetty operations
- Tender for 2 boats for Indian Navy under progress with Western Naval Command, Mumbai

**Mansukh Mandaviya** @mansukhmandviya · Oct 21

Congratulations to @KOPT\_Port for innovative introduction of 'Amphibious Boat' for pilot movement to ships. It promotes efficiency and reduces recurring cost to Port.

I appreciate the successful implementation of 'Idea Box Winter Challenge' as brainstormed in 'Chintan Shivir'.

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# Management Team



*ITUS Marine is steered by an expert leadership team of Veterans along with a young and talented management*



**Colonel V Deoskar, Director**

Col. Vishwas Deoskar has served for over 22 years in the Indian Armed Forces and now serves as an executive director to the ITUS group. Post retiring from the army, he worked in the capacity of chief recruiter at IBM and MIT University, Pune. Vishwas is an IIIT graduate and has completed his MBA from IIM. He is also a certified psychologist, recognized by the US psychology association and is currently pursuing his PhD.



**Lt Gen. Noronha, Director**

Lt. General Noronha retired as the Chief of Staff of the southern command after 40 years of distinguished and decorated service. He has extensive experience in the Indo-Pak and Indo-China border regions for counter terrorism and counter insurgency operations. He heads the defense projects at the ITUS group and will provide his guidance to ITUS Marine on closing all major defense contracts.



**Nikhil Laddha, Director**

Nikhil is the Director (Strategic Development) of ITUS Marine. Nikhil is entrusted with the responsibility of investor relations, go-to-market strategy, marketing, among others.



**Ankit Wagh, Director & CEO**

Ankit functions as the CEO of ITUS Marine and overlooks business strategy, finance, and overall quality control. Ankit is the founder of the ITUS group and has strong expertise in rescue & training operations.



**Amarpriti Singh, CTO**

Amarpriti heads the technology and engineering verticals at ITUS Marine. He is an engineering graduate from BITS Pilani and has over 10 years of experience in the fields of life saving products and precision bearings.



**Debangshu Das, COO**

Debangshu is the COO of ITUS Marine and has over 12 years of experience in the field of disaster management and marine operations. At ITUS Marine, he plays a key role in driving daily operations, sales and logistics.



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**Ankit Wagh, CEO**

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