



November 28, 2023

**BSE Limited**

Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Fort, Mumbai – 400 001

**Scrip Code: 543920**

Dear Sir/Madam,

**Sub: Investor Presentation on Half Yearly Financial Results of CFF Fluid Control Limited**

Pursuant to Regulation 30 and Regulation 46(2)(o) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit the Investor Presentation on Financial Results for the Half Year ended on September 30, 2023.

The same is also being made available on our Company's website - <https://cffdefensys.com/investors/disclosure-to-stock-exchange/>

Thanking You,

FOR CFF FLUID CONTROL LIMITED

**HITESH BIRLA**

Digitally signed by HITESH  
BIRLA  
Date: 2023.11.28 15:03:26  
+05'30'

**Hitesh Birla  
(CFO)**

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**CFF Fluid Control Limited  
(Formerly Known As CFF Fluid Control Private Limited)**

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# CFF

CFF Fluid Control Limited

# H1FY24

Indigenous solution for Aatmanirbhar Bharat

## Earnings Presentation



# Disclaimer

This presentation may contain certain forward-looking statements relating to CFF Fluid Control Ltd. (hereinafter referred to as “CFF Fluid Control Ltd.” or “Company”) and its future business, development and economic performance. These statements include descriptions regarding the intent, belief or current expectations of the Company, its subsidiaries and associates and their respective directors and officers with respect to the results of operations and financial condition of the Company, subsidiary or associate, as the case may be. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict.

Company assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise. Any forward looking statements and projections made by third parties included in this presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

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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

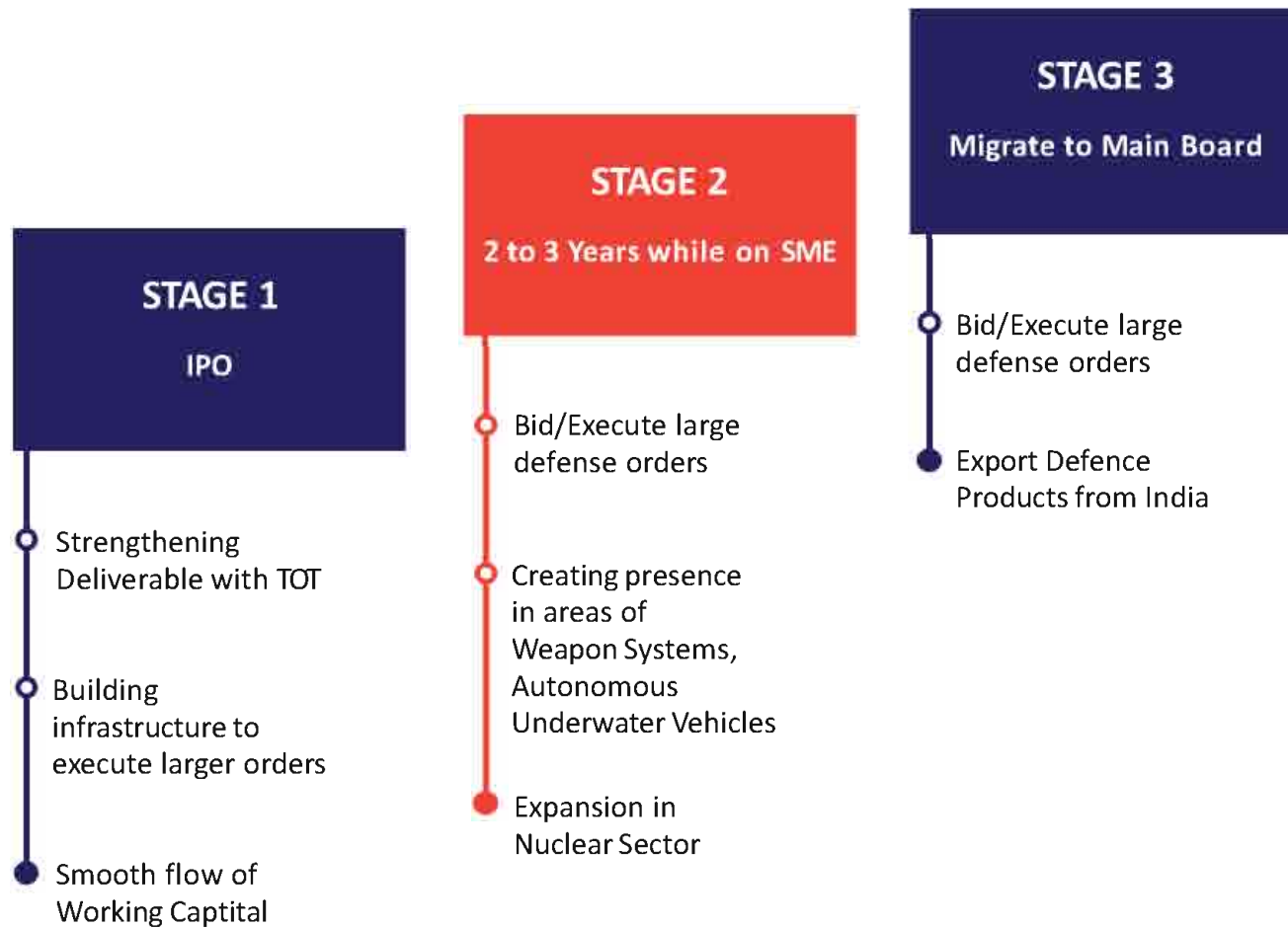
All Indian Navy dockyards  
and Defence shipyards

## Promoters

Sunil Menon

Gautam Makkar

# OUR VISION



# OUR STRENGTHS





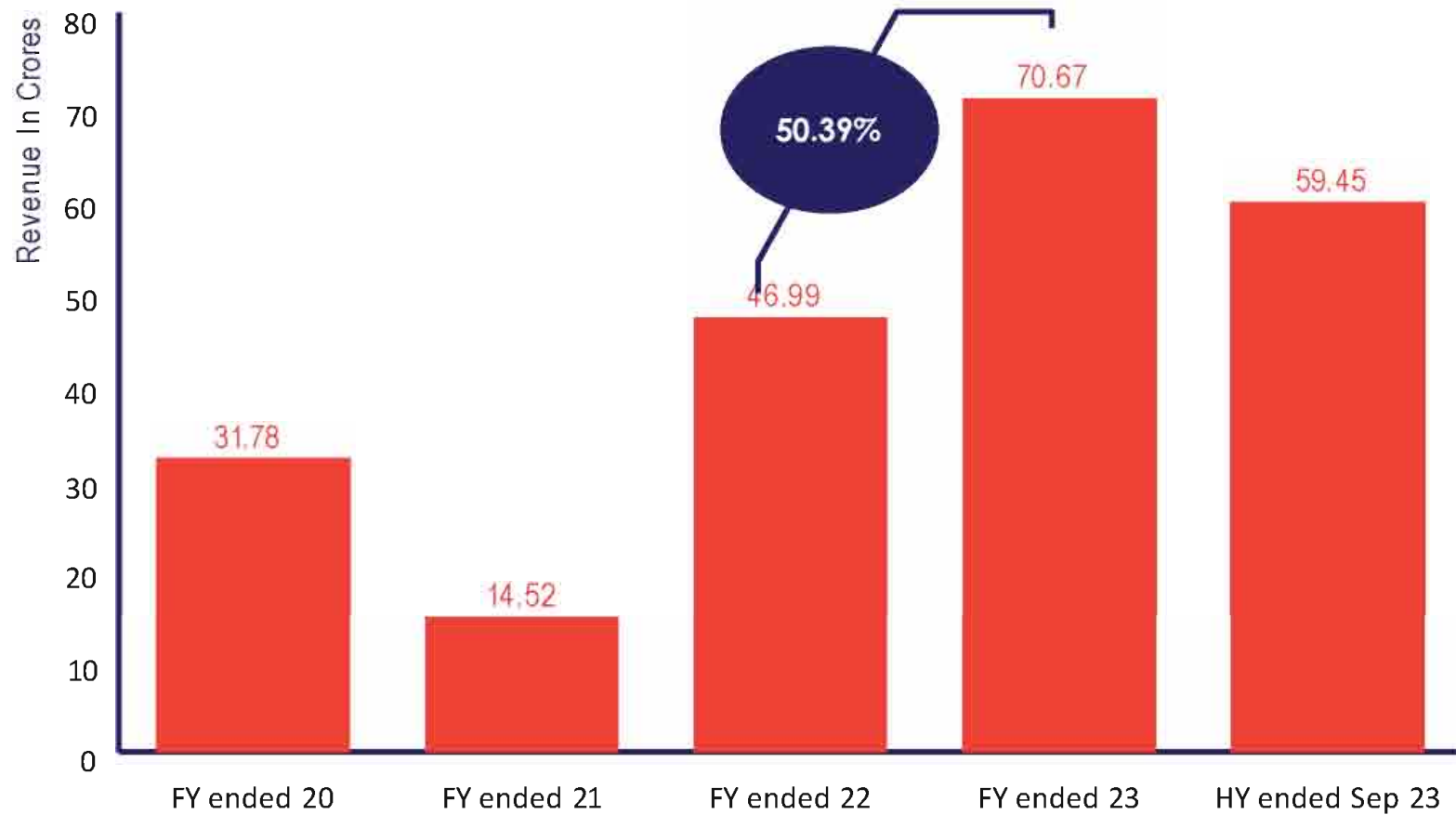
# ORDER BOOK

RS 113 CR. AS ON 30TH SEP'23

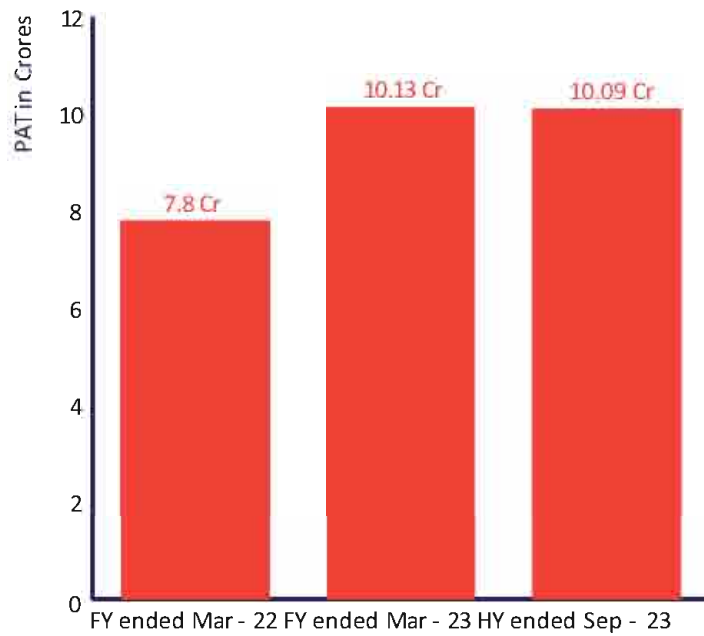


# FINANCIAL SUMMARY

## YoY Growth in Revenue



# FINANCIAL SUMMARY

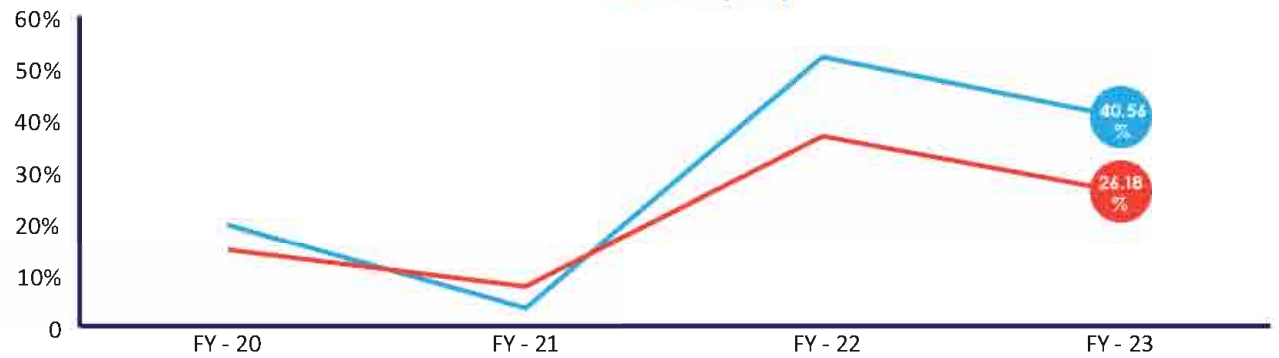


**PAT**

Already at 99.60% of FY23 in H1FY24



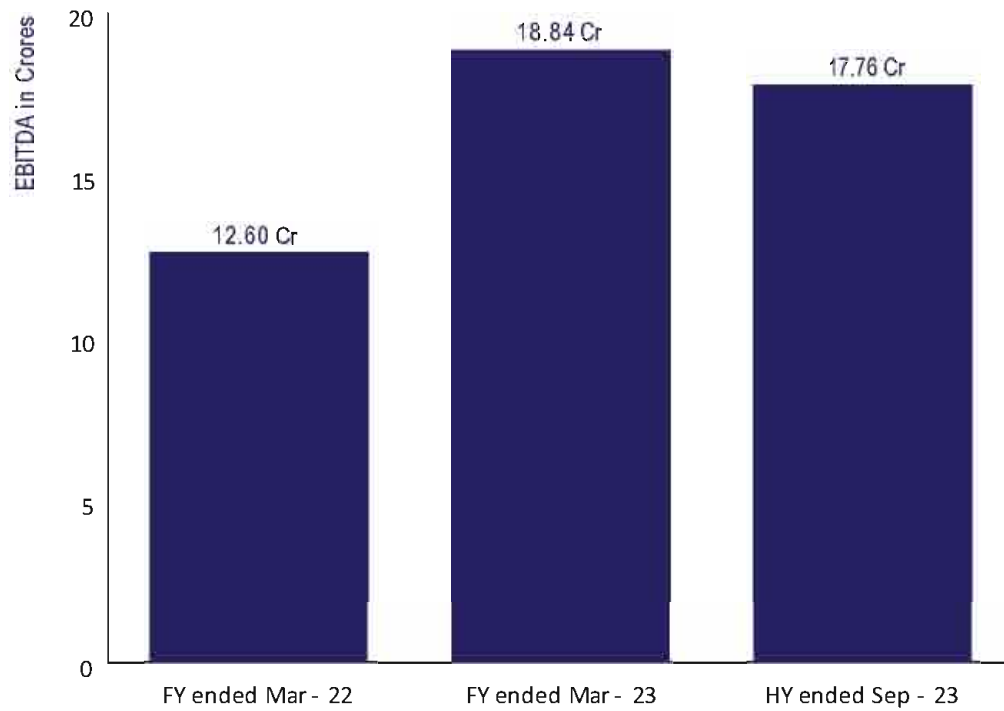
**Debt/Equity**



**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



DELHI CLASS



KAMORTA CLASS  
ASW CORVETTE



KALVARI CLASS



KILO CLASS



VISHAKHAPATNAM  
CLASS



MIRAGE



SSK CLASS



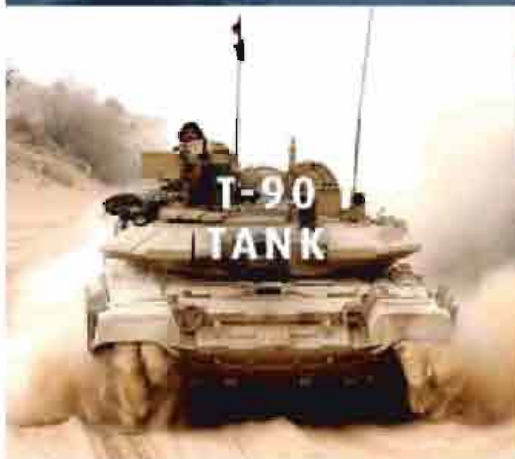
NILGIRI CLASS



SUKHOI  
SU-30MKI



SURVEY VESSEL  
LARGE



T-90  
TANK



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

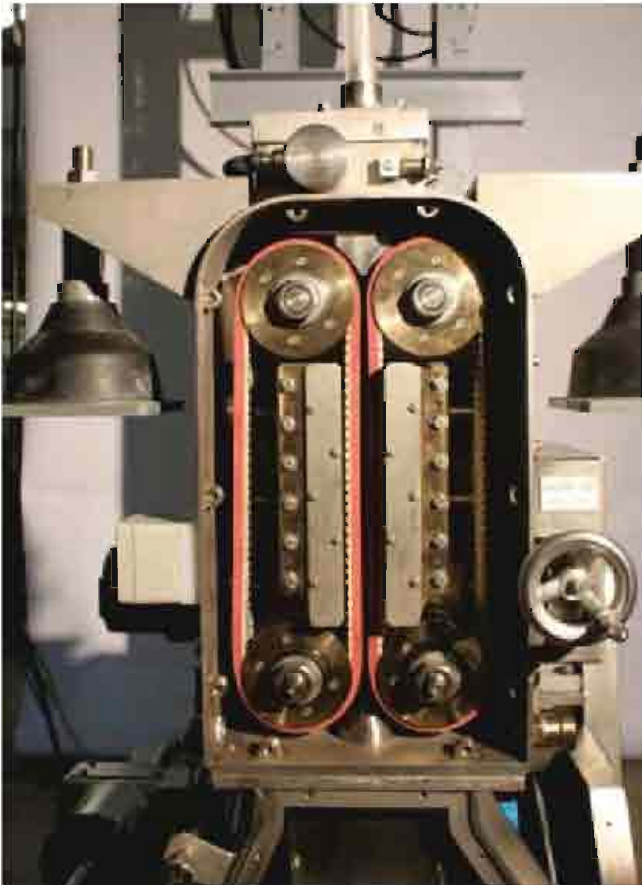




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# OUR PARTNERS

# OUR PARTNERS



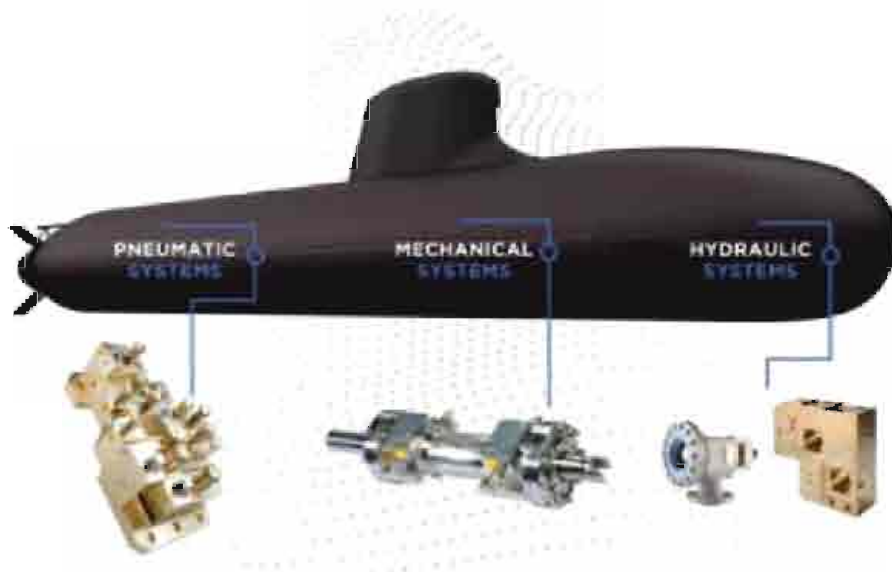
**NEREIDES**

## 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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