



CAPABILITY PRESENTATION

V.1

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The Management Team

Chairman: Maj-General S Dutta VSM (retd)

General Dutta is a qualified engineer and a successful corporate leader. His distinguished service in the army included special assignments with the US and Soviet armies. He has since been at the forefront of management development in industry, and was a member of the council for All India Management Association. He was a director of IPCL, India's largest petrochemical company, then a senior vice president of Reliance Industries Limited, and latterly senior vice president of Reliance ADAG where he was responsible for all its construction activities.

General Dutta is a passionate yachtsman, and was responsible for introducing many classes of sailing dinghy to India. He was a council member of the Yachting Association of India.

Managing Director: Gautama Dutta

Dutta is a former Olympic yachtsman and he commissioned and ran India's Olympic Sailing Centre at Bombay. As well as being a round-the-world yachtsman, he holds the high altitude sailing record for his exploits on Lake Deotal at 5480m.

Dutta is a director of Marine Solutions, one of India's leading yachting companies which, amongst other things, holds the dealerships for Ferretti, Pershing, Jeanneau, Sea Ray, and Mercury. He is a co-founder of the India Marine Federation, and is hugely knowledgeable about Indian boating matters in general.

Technical Director: Simon J Arrol CEng FICE

Arrol spent 15 years in the dredging industry, much of the time with the world's largest dredging company, Royal Bos Kalis Westminster Dredging NV. He was then managing director of Camper & Nicholsons Marinas Ltd for 16 years, responsible for a portfolio of 6 UK marinas and for consultancy and management assignments on 4 continents. He later spent 2 years in charge of development and operations at Island Global Yachting Dubai LLC. He has undertaken marina projects in 38 countries.

This Presentation

- Marina assignments by country.
- Featured marina projects.
- Urban waterfront regeneration projects.
- Concept masterplans.
- Yacht clubs.
- Boatyard operations.
- Marina expertise.
- Civil engineering expertise.
- Summary.

The projects featured in this presentation were all undertaken by Eng. Arrol (now technical director of Marina India) during the past 25 years.

Some photos are included for general illustrative purposes only and are library photos.

Marina assignments by country

- Antigua
- Argentina
- Belgium
- Bermuda
- China
- Cyprus
- Dominican Republic
- Egypt
- Finland
- France
- Germany
- Gibraltar
- Greece
- Grenada
- India
- Indonesia
- Ireland
- Italy
- Kuwait
- Lebanon
- Malta
- Mauritius
- Montenegro
- Oman
- Portugal
- Qatar
- Russia
- Sardinia
- Saudi Arabia
- Singapore
- Sri Lanka
- St Lucia
- Turkey
- Thailand
- United Arab Emirates
- United Kingdom
- Uruguay
- USA

Featured international marina projects

- Marina management contracts.
- Dubai Festival City.
- Palm Island, Dubai.
- Bander Al Rowdha, Oman.
- Grand Harbour Marina, Malta.
- Gosport Marina, UK.
- Port Louis, Grenada.
- Port Takola, Thailand.
- Port Gocek, Turkey.
- St Petersburg River Yacht Club, Russia.
- The Wave Muscat.
- The Pearl Qatar.
- Mauritius Marinas Study.

Marina management contracts



Bangor - UK



Dubai Festival City - UAE



Port Gocek - Turkey



Lagos - Portugal



Bander Al Rowdha - Oman



Grand Harbour Marina - Malta



Kilrush Creek - Ireland

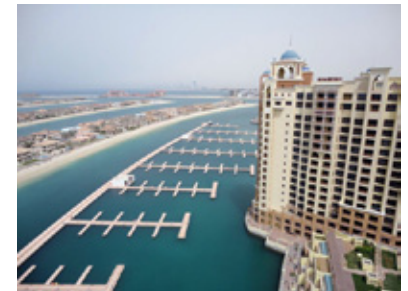
During the period
1988 – 2007.

Dubai Festival City



2004 – 2007: Concept & detailed design, tendering, and delivery, followed by management under contract.

Palm Jumeirah, Dubai



2005 – 2007: Concept design, technical studies (e.g. finite element analysis of deep water moorings), design development, financial projections, market analyses, and procurement.

Marina Bander Al Rowdha - Oman



2005 – 2007: Management under contract. Produced re-development and expansion masterplan.

Grand Harbour Marina - Malta



The marina was opened in 2005 by Her Majesty Queen Elizabeth II



1999 – 2006: Promoter, major shareholder/investor, lead designer, and managing director; international marketing; technical studies.

Gosport Marina - UK



1994 – 2001: Modernised and doubled the size of one of the UK's oldest marinas.

Port Louis - Grenada



2002 – 2006: Project initially known as Port George. Contract negotiator & concept designer.

Port Takola - Thailand



2009 - date: Marina development and operations consultant for 55HA Marina and mixed use project near Krabi.

Port Gocek - Turkey

“The most beautiful marina in the eastern Mediterranean”.



1999 – 2004: Part-design, commissioning, and marina management under contract.

St Petersburg River Yacht Club - Russia



2009 – date: Marina, marine works, and operations consultant.

The Wave Muscat



2005: Marina design review consultant.

The Pearl Qatar



2005: Marina design review consultant.

Mauritius Marina Development Study



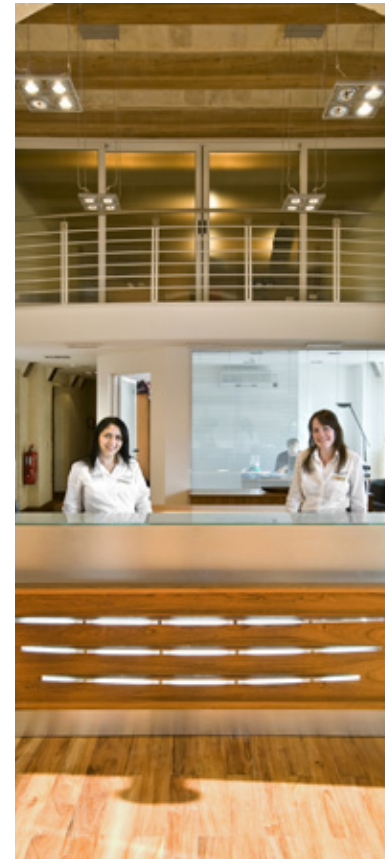
2012: Detailed study of the coastline of Mauritius and preparation of a report on the development of marinas, yachting, and waterfront real estate.

Urban waterfront regeneration projects

Featured examples:

- Cottonera Waterfront, Malta.
- Prince's & Victoria Docks, India.
- Penarth Marina, Wales.
- Puerto Madero, Argentina.

Cottonera Waterfront - Malta



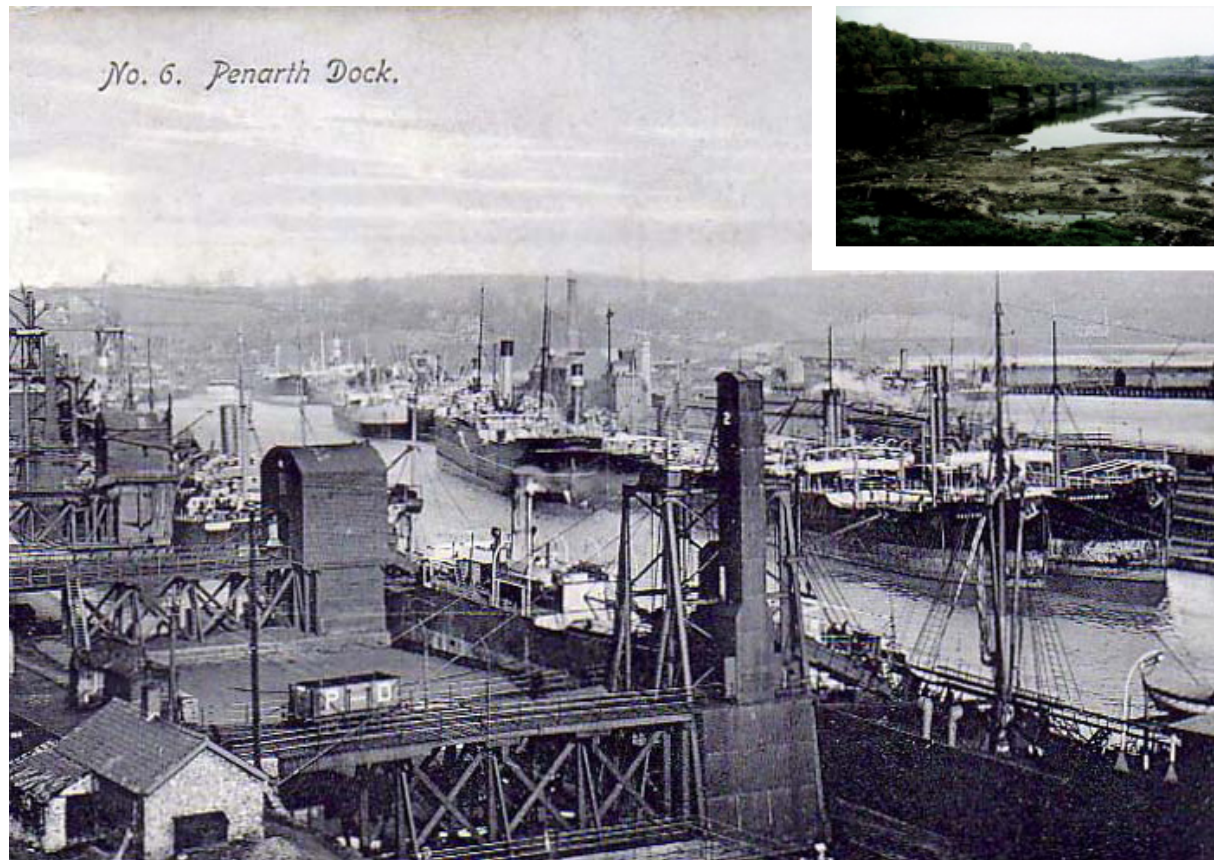
2001 – 2004: Identified & conceived lease and refurbishment of the Treasury building (built 1542) for Grand Harbour Marina.

Prince's & Victoria Docks - India



2007 – 2012: This mixed-use urban waterfront re-generation project in Mumbai was conceived on behalf of a heritage organisation wishing to save the docks from destruction.

Penarth Marina - Wales



1988 – 1992: Marina development and operations located at what was once the world's largest coal exporting dock. The yacht lock handles the 12.5m tidal range which is the second greatest in the world.

Puerto Madero – Argentina



1996 – 1998: Located in the centre of Buenos Aires, Puerto Madero has been at the centre of a mega urban regeneration project.



Marina India is trailblazing marinas in India.

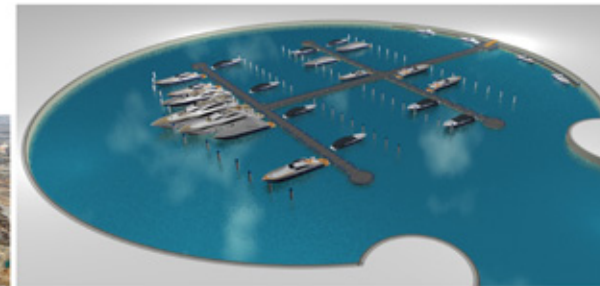
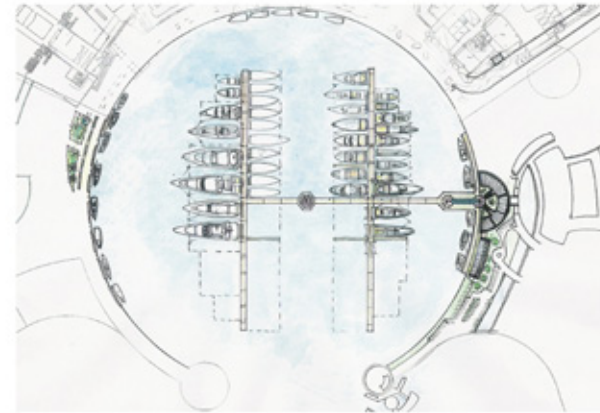
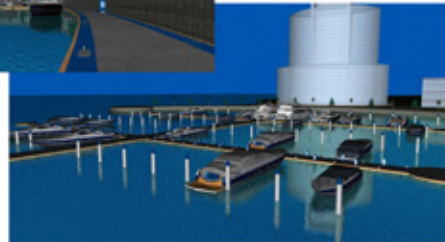
Concept Masterplans

Examples from:

- Dubai Festival City.
- Palm Jumeirah, Dubai.
- Marina village, Oman.
- Port George, Grenada.
- Goa, India.

In each case the principle marina elements were conceived by ARROL.

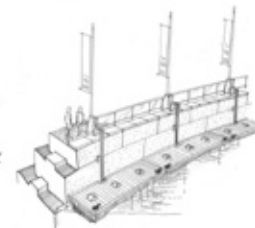
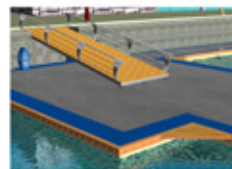
Dubai Festival City



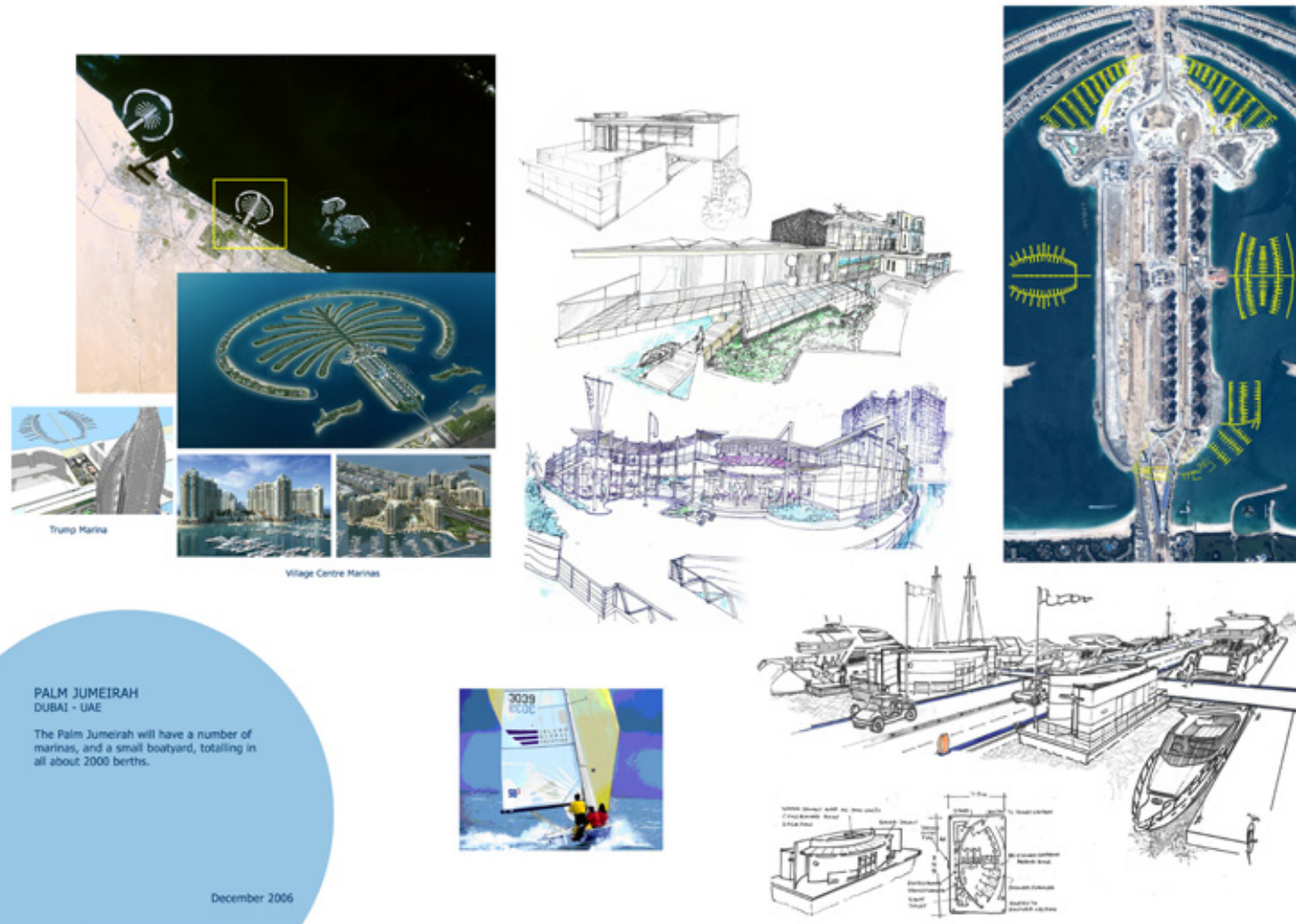
DUBAI FESTIVAL CITY DUBAI - UAE

The Festival Marina is located within a 240m diameter basin at the heart of the project, surrounded by the shopping centre and the Intercon, Crown Plaza and Four Seasons hotels. Berths are provided for yachts of 15m - 35m.

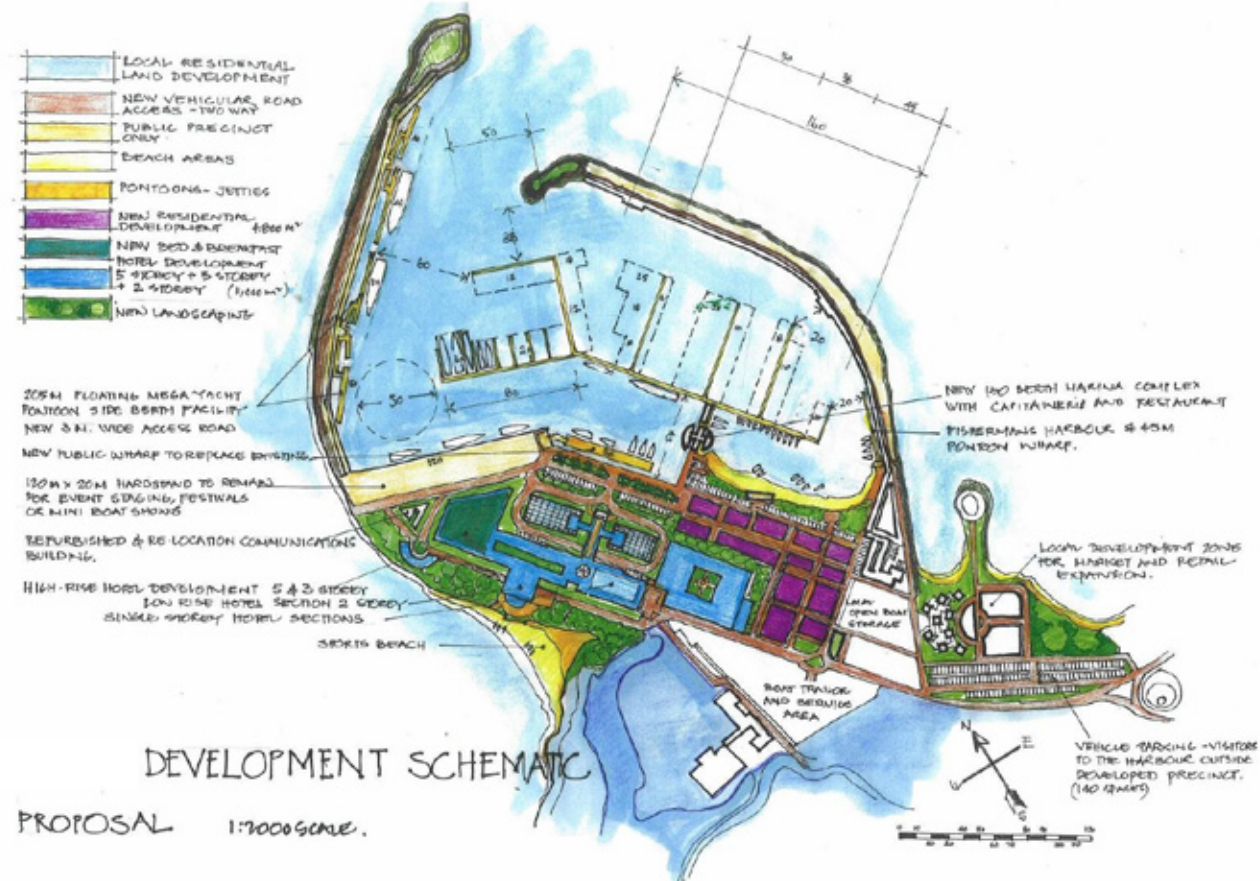
December 2006



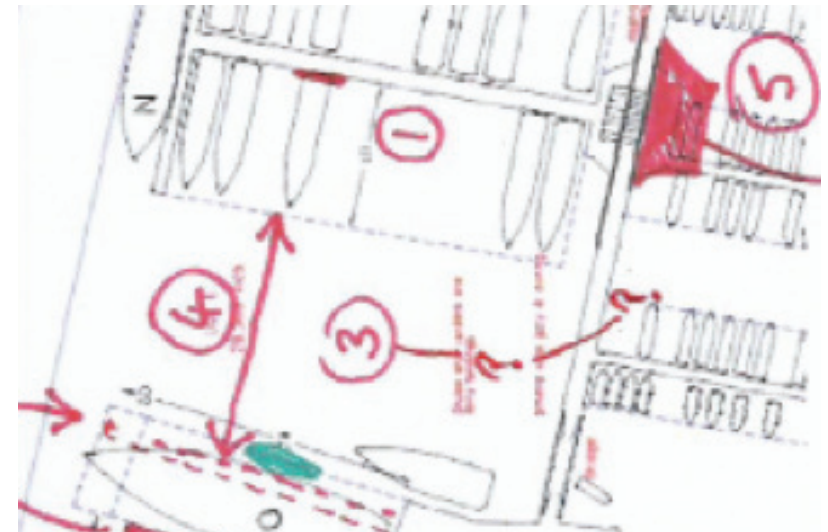
Palm Jumeirah, Dubai



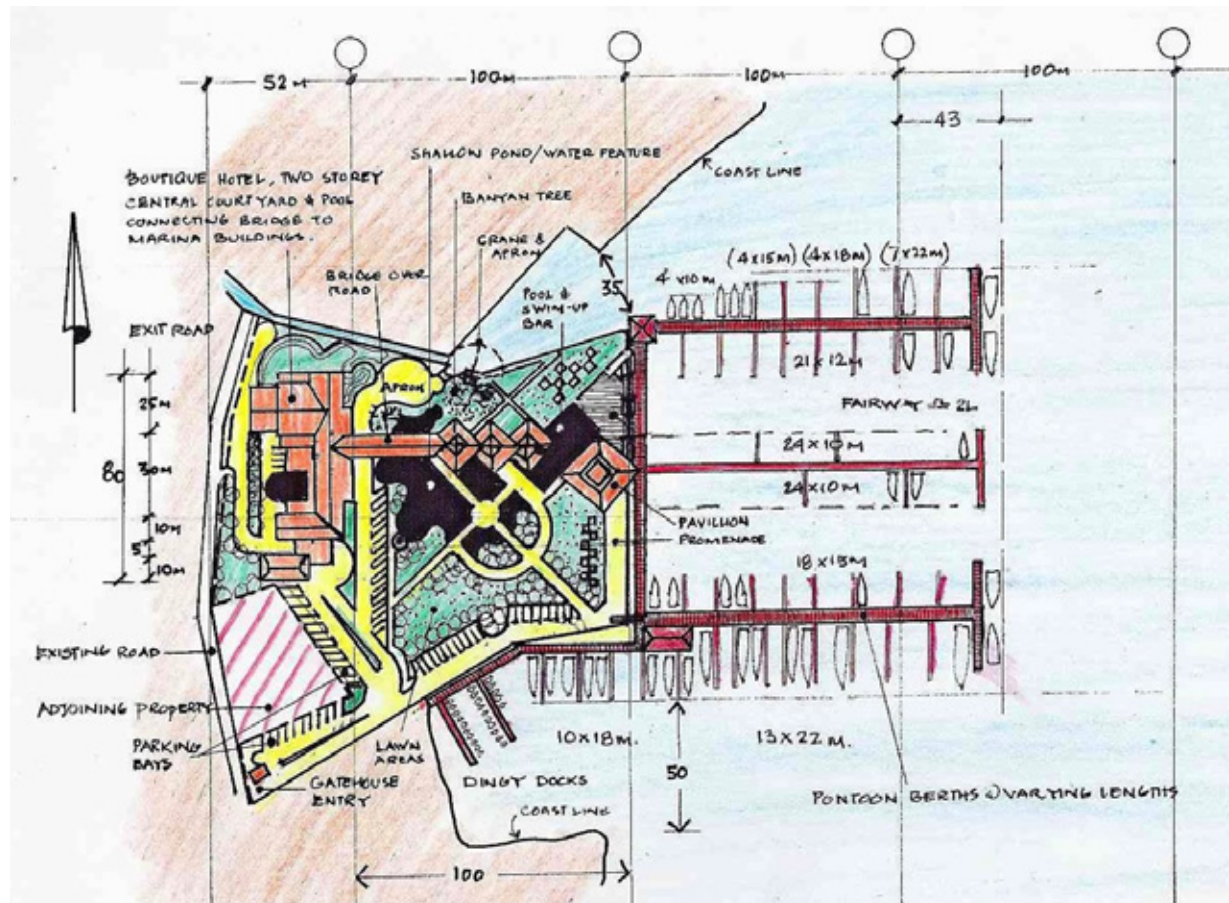
Marina village - Oman



Port George - Grenada



Goa - India



Yacht Clubs



A yacht club, with its numerous sailing and social activities, animates and adds value to the whole waterfront and the waterspace. (Above images are for general illustration purposes only.)

Boatyard operations



Experience of yacht yard design and operations.



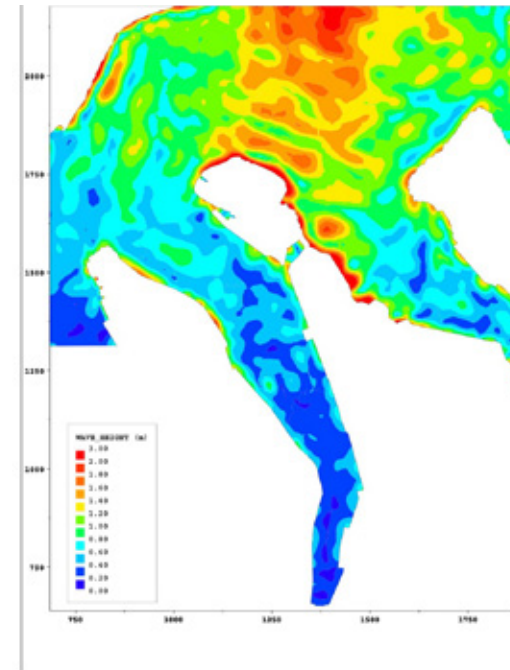
Experience of ship repair on slipways, dry-docks, & floating dry-docks.



The provision of technical services is essential for the growth of yachting.
Marina India's affiliate, Marine Solutions, currently operates a boatyard in Mumbai.

Marina expertise

- Site appraisal.
- Imaginative concept design & master-planning.
- Wet-berthing & moorings.
- Dry-berthing.
- Yacht yard & other support facilities.
- Contract documents & construction supervision.
- Operations management & administration.
- Specialist legal documentation.



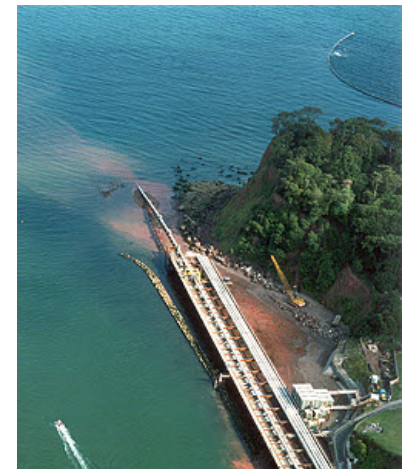
Experienced at collaborating with architects, engineers, regeneration agencies, property developers, planners & lawyers.

Civil engineering expertise

The technical director of Marina India has 17 years experience in the fields of:

- Dredging & land reclamation.
- Environmental criteria & impact assessment.
- Urban waterfront engineering.
- Quays, jetties, & ship moorings.
- Pipeline crossings & outfalls.
- Beaches, breakwaters & seawalls.
- Locks & other water control devices.
- Tenders, conditions of contract, & legal issues.
- Ship ownership & operations.
- Operation of support craft & fast boats.

The chairman of Marina India has many years experience of managing capital projects in India.



Summary

Marina India is the only company in the country having extensive in-house experience of all aspects of the design, development, and operation of yacht marinas and yachting businesses.

This experience is complemented by links with:

- **Marine Solutions** – the principle distributor and manager of luxury yacht brands in India. www.marinesolutions.in
- **Marinetek** – the exclusive manufacturer in India of the world-famous floating jetties, as used at more than 2,000 projects in 35 countries. www.marinetek.net
- **The Marina Manual** – the world's definitive publication for the safe and profitable administration, management, and operation of yacht marinas and yachting centres. www.marina-manual.com

THANK-YOU

