

Credentials

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Introduction

Anand V Sharma completed his B. Tech in Ocean Engineering and Naval Architecture from IIT Kharagpur in the year 2003. Since then he has been involved in advising shipyards, shipping companies, financial institutions in the shipbuilding sector, Shipping & Logistics and offshore oil field services sector namely drilling and supply vessels.

He is also a council member (Scholar) of Gerson Lehrman Group, a Management Consulting Platform and provides consultation to investors on Maritime Sector in India.

Mantrana Advisory, Mumbai

1. Market assessment for setting up an offshore supply base on the East Coast of India
2. Prepare a Report on **International Seminar on Shipbuilding** held in Ahmedabad, Gujarat.
3. Feasibility study for **container feeder service between Pipavav and Hazira**

i-maritime Consultancy, Mumbai

i-maritime is a leading maritime business consultancy firm in India. During my more than two and half years of experience in the firm, I executed 15 projects on research and consultancy to both Indian and foreign companies.

Experience: July-2005 to Oct-2007

1. Due Diligence for taking over a coastal shipping company
2. Advising one of the world's **leading private equity firm on Offshore Drilling & Logistics Sector in India.**
Team leader of a two member team and was responsible for all client interaction. The project required advisory service on contractual, market and upcoming requirement of drilling rigs and offshore logistics in India, and provide business intelligence. It also required an in depth analysis of the committed drilling program of E&P companies to estimate the future demand of Offshore drilling rigs in India.
3. Carried Due Diligence of a shipyard dedicated to **building Offshore Supply Vessels for investment by ICICI Ventures**
Team leader of a team of five member and two technical associates and was responsible for appraising our director of all the findings and assisting him during client interaction. Our responsibility was complete due diligence of company comprising technical, business, HR, commercial and financial due diligence.

4. Advisory Service for Preparing a Business plan on **Shipping Sector for a petroleum refinery**
Team leader of two member team, Advisory included demand supply assessment of tankers, factors that could influence the demand and supply scenario of tankers in future, and preparing entry strategy to the tanker shipping.
5. Techno-Commercial study for OKHA port
6. **Capacity Assessment of Major and Minor ports** in India for **World Bank**
Responsibility was for capacity assessment of Liquid and Gas commodities in Indian ports.
7. Advised a **Private equity player** for investing in **Towage industry** in India
This project involved conducting a market survey for a private equity player who wanted to invest in a company wanting to expand its towage services in India.
8. Identifying business opportunities for **the largest offshore drilling and logistics Company** in India and suggesting expansion strategy for the same.
Market study and forecast of requirement of drilling rigs and offshore supply vessels in India and develop an expansion strategy for the same.
9. **Prepared a Pre Feasibility report** for setting up **shipyard in Gujarat**
Team leader: preparing a Pre Feasibility Report for setting up shipyard in Gujarat. Work included identification of site with the help of technical consultant, preparing preliminary site layout, financials. The report was submitted to the government and client received an in principal approval for land and setting up shipyard.
10. Identification of a **shiprepair yard in India for takeover** by a Multinational Company
Team Leader of five member team comprising of external associates, Project involved all India survey of shiprepair industry and identified a location for setting up a ship repair yard or taking over of an existing shiprepair yard.
11. Commercial Opportunities for **Norwegian Marine equipment suppliers for Norwegian Embassy**
Carried out complete survey of the shipyards to get current market of equipments in India and their suppliers
12. **Market study and entry strategy**, through JV or Takeover, for a **leading heavy forging company of S Korea** supplying to shipyards and marine equipment manufacturers globally

Team leader of two member team, studied the current volume of heavy forging items used in India, and estimated the potential upside. Client was, then, advised with suitable strategy to Indian market.

13. Preparation of **Shipbuilding Subsidy report for Indian Shipbuilders Association & Shipyard Association** of India to be presented to Ministry.
14. Market Study for setting up Shipbuilding Facility in Gujarat for Parekh Marine
15. Co-Author of **India Shipbuilding Report -2006**,

Marine & Ship Design, Larsen & Toubro Ltd

Joined in the initial months of its inception and was associated with the firm for more than two years and worked extensively on the design & engineering of ships and on the business proposals for ship design projects.

Technical Proficiencies

Optimization of Main Dimensions, Development of Lines Plan, General Arrangement of Ship, Classification Drawings, Design and optimization of hull structure, Trim & Stability, Sub-division and Damage Stability, Longitudinal strength calculation, Ship Structural drawings, Nesting & Cutting Plans, production schedules, etc

Experience: - July-2003-July-05

Broad Job Responsibility

- 1) Project Leader in Design and Engineering of Coastal, Inland Vessels (Tugs, Barges, River Cruises etc.), Project management
- 2) Hull Design (Basic and detail design), including all type of naval architectural calculations
- 3) 3D modeling of hull in TRIBON and extraction of Class/Production drawings and nesting plan
- 4) Coordination with yard, Classification society and Statuary authority. Etc
- 5) To manage and execute inquiries and projects from various Ship Building companies.
- 6) Working on behalf of Shipping companies: -
 - a. Finalizing of General Arrangement of Ship as per requirements.
 - b. SWOT analysis of the project.
 - c. Preparation of Technical Specification for tendering purpose.
 - d. Pricing

Projects Undertaken

- 1) 18 Ton Bollard Pull Tug (Parekh Marine Agencies)
This was the first project to the company for complete design of ships to be built at a local shipyard in Gujarat. I was responsible for structural calculation and generation of classification drawings.
- 2) River cruise for Sunderbans (Vivada Inland Waterways, Kolkata)
Involved in the lines generation, scantling calculation, initial stability calculation. It was designed for 2m high wave condition. The vessel was intended for plying between Kolkata and Sunderbans at 11 knots speed, it had an endurance of 3 days. I was also involved in preparing technical proposal for identifying the shipyard on the behalf owners.
- 3) Bouy tender cum research vessel (Hindustan Shipyard Ltd, Visakhapatnam)
Involved in the detailed engineering of the vessels being built with the help of Tribon. I was responsible for generating nesting and cutting plans, bending plans and production drawings were generated and the production activity at the shipyard were coordinated.
- 4) Inland Petrol Vessel (Indian Navy)
Team member of the team preparing bid proposal containing General Arrangement Drawings, preliminary lines plan, initial weight estimation, etc for Hindustan shipyard. The design prepared by us was among a very few technically qualified designs.
- 5) Research and support vessel (DRDO) -100 m
Team member of the team preparing bid proposal containing General Arrangement Drawings, preliminary lines plan, Stability Calculation, etc.
- 6) 25 Ton Bollard Pull Tug
Lines generation, scantlings and General Arrangement of ship

Bharati Shipyard Ltd, Mumbai

Experience May-2002–June2002

- 1) Offshore Supply Vessel (Yard no –Y290)
Carried out launching calculation of OSV and the results post launch matched with the calculated values for an export order
- 2) 250 Men ferry craft for Indian Navy (Yard no- 287-288)
Prepared Trim & Stability Booklet for ferry craft being built for Indian Navy