SEC/48/2017-63

February 15, 2020

To **The Manager,** **Compliance Department,** **BSE Limited,** **Phiroze Jeejeebhoy Tower,** **Dalal Street,** **Mumbai – 400 001** **Scrip Code : 540678**	**To** **The Manager,** **Compliance Department,** **The National Stock Exchange of India Ltd.,** **Exchange Plaza,** **Bandra - Kurla Complex, Bandra (East)** **Mumbai – 400 051** **Scrip Symbol: COCHINSHIP**

Sub: Investor Presentation – Highlights of Q3 2019-20

Dear Sir/Madam,

The Investor Presentation on highlights of the third quarter of 2019-20 is enclosed herewith for the purpose of dissemination of information widely to the members.

Thanking you

Yours faithfully,

For Cochin Shipyard Limited

Company Secretary &
Compliance Officer

Cochin Shipyard Limited
Investor Presentation- Q3 2019-20

कोचीन शिपयार्ड लिमिटेड

Cochin Shipyard Limited
India's premier Shipyard

कोचीन शिपयार्ड लिमिटेड

Cochin Shipyard Limited

India’s premier Shipyard

Important operational events for Q3 2019-20

Highlights - Shipbuilding

- IAC Phase III contract signed on October 31, 2019;
- Delivered 4 x Fishing Vessels (Tuna Long Liner cum Gillnetter) for Tamil Nadu Fishermen;
- Launched 2 x RO-PAX Vessels for IWAI;
- Commenced steel cutting for 9 x Floating Border Outposts (FBOP)
- Launched 3 x Fishing Vessels (Tuna Long Liner cum Gillnetter) for Tamil Nadu Fishermen during the quarter.

Highlights – Ship Repair

Major Projects undertaken during the Quarter ended December 31, 2019

Major Vessels Sailed off

• WSV Samudra Nidhi	-	SCI/ONGC
• INS Jamuna	-	Indian Navy
• TUG Sarthi	-	Indian Navy
• GTV Samudra Sarvekshak	-	SCI
• M V Shanti Sagar IV	-	Adani Port & Dredging

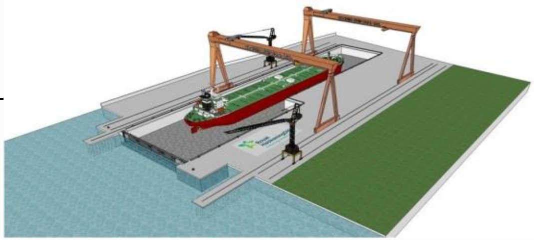
Major Vessels Under Repair

• M V Kalighat	-	SCI/ A&N
• M V Bharat Seema	-	SCI/ A&N
• ICGS Agrim	-	Coast Guard
• DCI Dredge Aquarius	-	DCI
• INS Sharda	-	Indian Navy
• M V Chuglam	-	SCI/ A&N
• WID Shanti Sagar 17	-	Adani Port & Dredging

Infrastructure Projects

New Dry-Dock

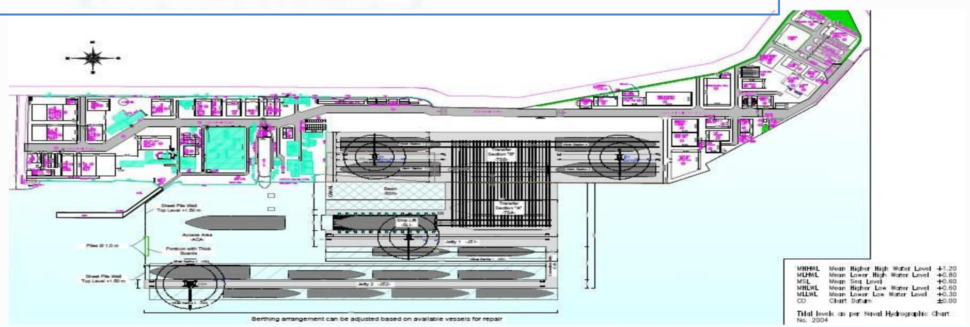
- 310 Mtr x 75/60 Mtr x 13Mtr & Other Allied Facilities
- Estimate - Rs 1799 crores # Phase 1 Targeted Completion : 2021-22
- Construction of Complex, Technology Intensive large vessels such as LNG Carriers, Offshore Drill ships, Aircraft Carriers, Offshore Rigs, Semi-submersibles etc.
- Status
  - Turnkey contract for construction awarded on Apr 27, 2018
  - Construction activities commenced on June 01, 2018.
  - 1369 nos of piles completed. Physical progress as on Dec 31, 2019 is 25%.
  - Contract for supply & commissioning of 600 T gantry crane issued on Mar 14, 2019.
  - Tendering for JIB cranes in progress.
- Cumulative expenditure as December 31, 2019 is Rs. 430.08 crores.



Infrastructure Projects

ISRF

- Shiplift : 130 Mtr x 27 Mtr x 6000 T with 6 work stations
- Estimate : Rs 970 crores # Phase 1 Target Completion : 2021-22
- Repair of 84 additional vessels a year. Increase in Repair throughput by around 70%
- Status
  - Construction works commenced on November 17, 2017. 91 % of piling work completed
  - Maritime Park set up adjacent to ISRF for OEM's & service providers inaugurated by Hon'ble Minister of State for Shipping, (independent charge) and Chemicals & Fertilisers, Shri Mansukh L Mandaviya on September 19, 2019.
- Cumulative expenditure as on December 31, 2019 is Rs. 375.23 crores.



Financial Overview

FINANCIAL HIGHLIGHTS

Rs Crs

Particulars	Standalone								Consolidated	
	FY 20 Q3	FY 19 Q3	QoQ %	FY 20 Q2	FY 20 April-Dec	FY 19 April-Dec	% increase	FY 19	FY 20 April-Dec	FY 19
Turnover (Rs Crs)	896.09	717.11	25%	972.87	2605.81	2177.16	20%	2965.60	2605.81	2965.60
Profit Before Tax (Rs Crs)	229.67	196.95	17%	262.56	678.71	590.44	15%	751.38	674.46	747.52
Profit After Tax (Rs Crs)	171.09	129.72	32%	207.57	498.91	383.67	30%	481.18	495.12	477.79
EPS (Rs)	13.01	9.58	36%	15.78	37.93	28.26	34%	35.72	37.66	35.47
PAT Margins (%)	19.09%	18.09%	6%	21%	19.15%	17.62%	9%	16%	19.00%	16.11%
*EBIDTA	198.39	158.39	25%	206.17	546.23	461.99	18%	572.55	544.15	570.03
EBITDA (%)	22.14%	22.09%	0.24%	21.19%	20.96%	21.22%	-1%	19.31%	20.88%	19.22%

* Excludes other income

REVENUE MIX

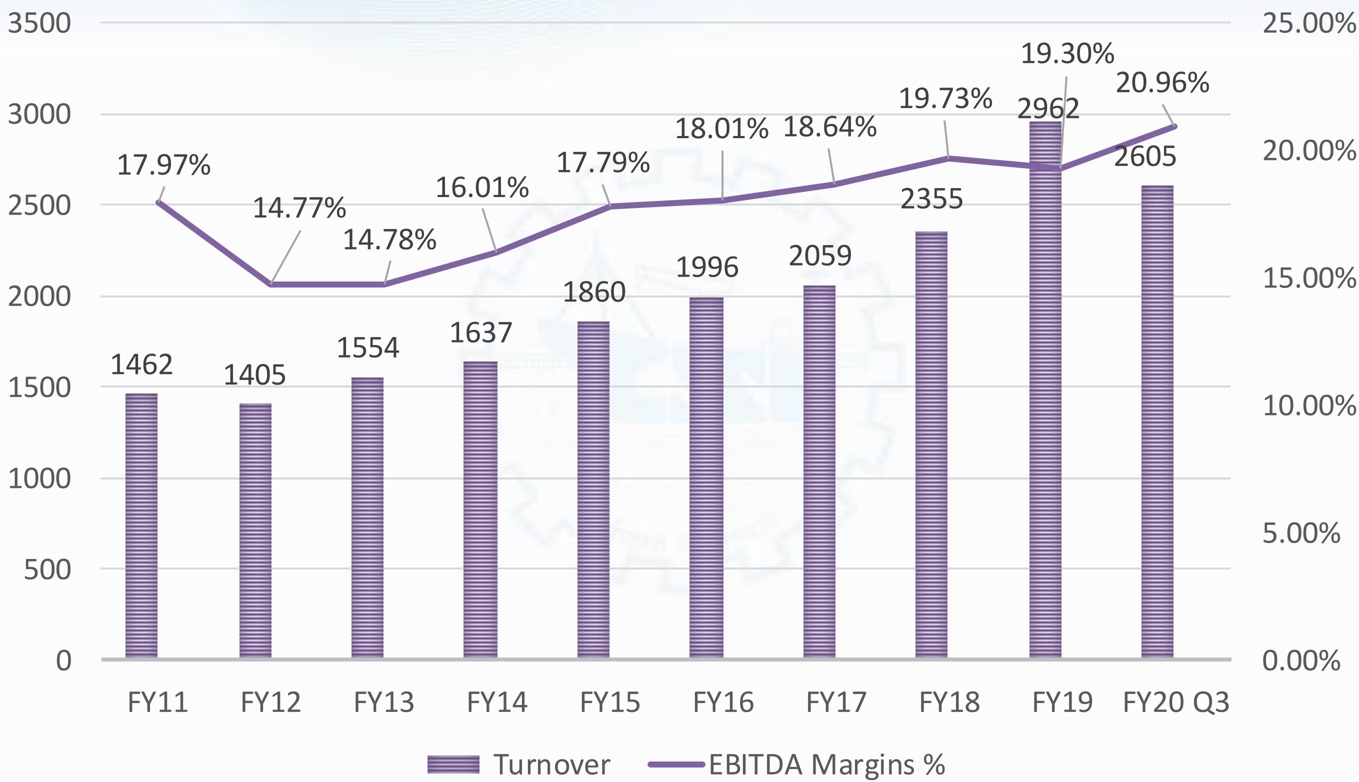
Rs Crs

Particulars	Standalone								Consolidated	
	FY 20 Q3	FY 19 Q3	QoQ %	FY 20 Q2	FY 20 April-Dec	FY 19 April-Dec	% increase	FY 19	FY 20 April-Dec	FY 19
Shipbuilding	747.35	552.42	35%	789.45	2139.71	1469.70	46%	2132.02	2139.71	2132.02
Ship Repair	148.73	164.69	-10%	183.42	466.10	707.47	-34%	833.58	466.10	833.58
Turnover	896.09	717.11	25%	972.87	2605.81	2177.16	20%	2965.60	2605.81	2965.60
Other Income	54.87	49.83	10%	79.64	202.51	162.91	24%	227.28	200.74	225.98
Total Income	950.95	766.94	24%	1052.51	2808.32	2340.07	20%	3192.89	2806.54	3191.59

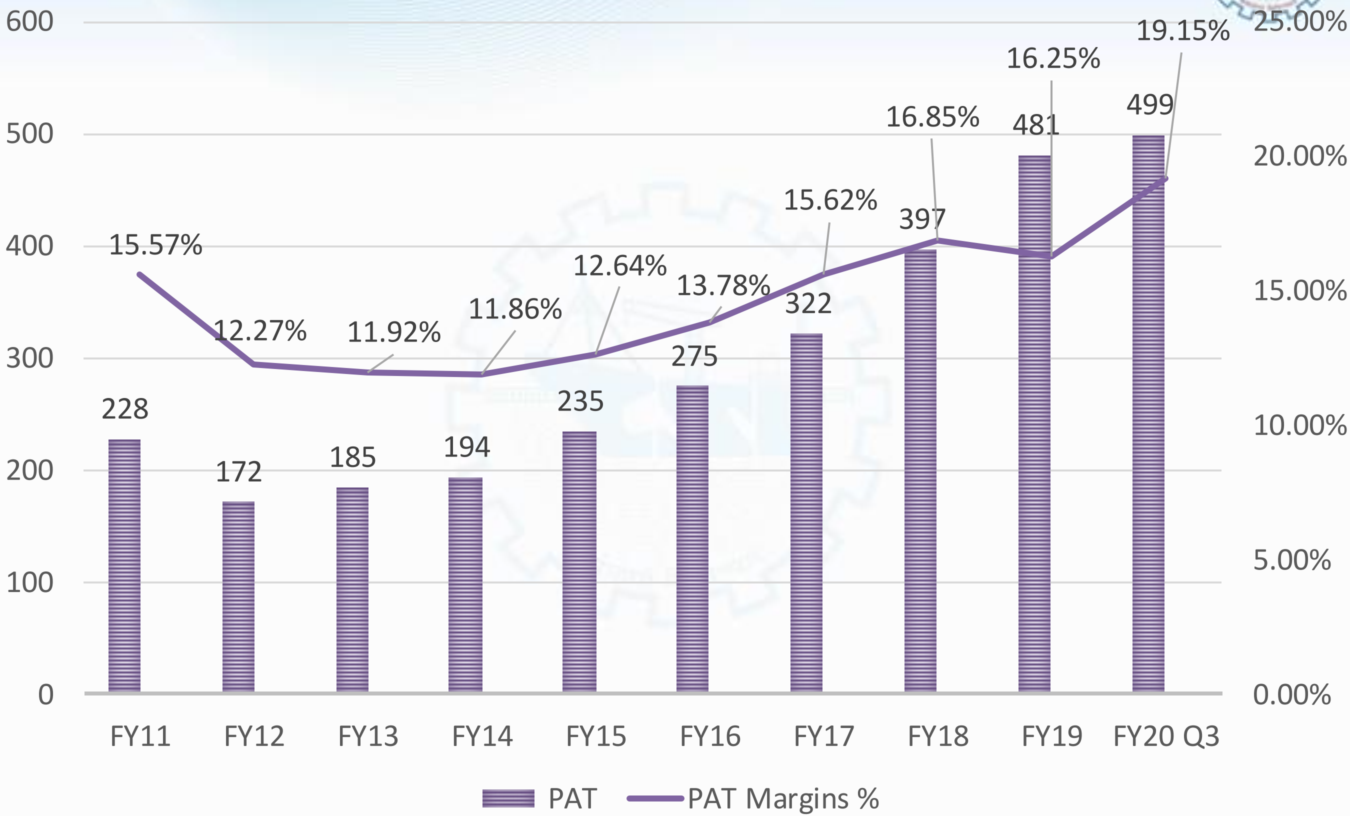
KEY FINANCIAL PARAMETERS

Particulars	Standalone			Consolidated	
	FY 20 April-Dec	FY 19 April-Dec	FY 19	FY 20 April-Dec	FY 19
Net worth (Rs Crs)	3596.41	3237.68	3332.08	3589.38	3328.64
Book value / share (Rs)	273.41	246.14	253.31	272.87	253.05
Net Debt (Rs Crs)	123.00	123.00	123.00	123.00	123.00

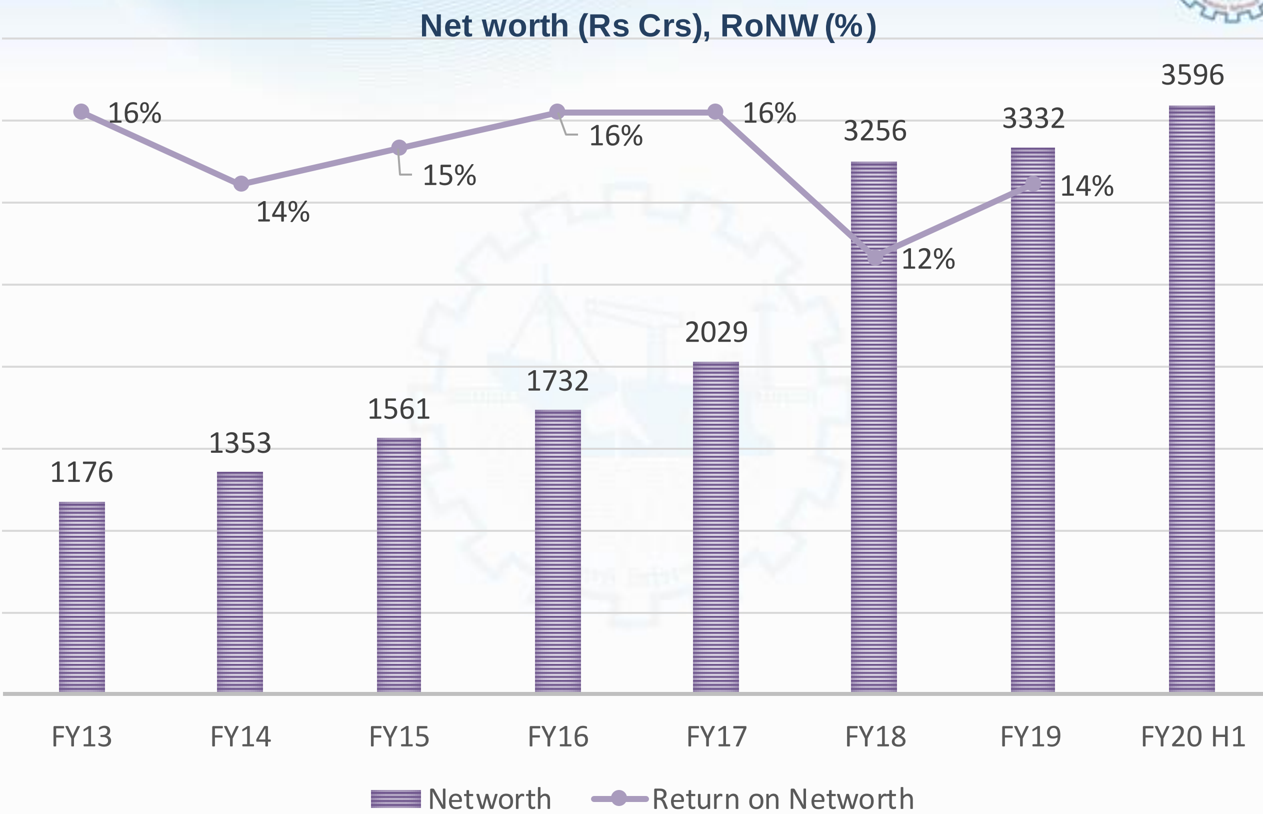
TURNOVER (Rs Crs) & EBITDA MARGINS(%)



PROFIT AFTER TAX (Rs Cr.) & PAT MARGINS (%)



RETURN EFFICIENCIES



CURRENT ORDER BOOK POSITION

Sl. No.	Project	Total No. of Vessels	Balance orders in hand (INR Cr)
1	Order from Indian Navy (IAC & ASW Corvette)	9	13341.75
2	Orders from GoI, MOS	14	604.92
3	Orders from GoI, MOD & MHA	10	379.70
4	Fishing vessels (TN Govt) & Other smaller vessels	6	20.85
5	Small passenger ferry (KMRL) & mini cargo vessels (Jindal Steel)	27	405.87
6	Ship Repair orders *		500.00
	Total (INR)		**15253.09**

* Approximate

THANK YOU