Cochin Shipyard Limited

Investor Presentation (Q1 FY19) – Aug 18

REVENUE MIX (Rs Cr.)
Quarterly Performance

Particulars (Rs. Cr)	FY 19 Q1	FY 18 Q1	YoY %	FY 18 Q4
Shipbuilding	454.39	398.25	14%	503.53
Ship Repair	204.34	158.00	29%	97.07
Turnover	658.73	556.25	18%	600.60
Other Income	57.58	38.81	48%	38.09
Total Income	716.31	595.06	20%	638.69

HIGHLIGHTS: FY19 – Q1
SHIP BUILDING

- Commenced Block erection of 500 Pax cum 150 T Cargo vessels (2 nos) for A&N Administration on 28 April 2018. Project at advanced stages. Scheduled for launching by end Sep 2018.

- Block fabrication of 1200 Pax cum 1000 Tonne Cargo vessels (2 nos) in advanced stages. Block erection to commence by Oct 2018.

HIGHLIGHTS: FY19 – Q1
SHIP BUILDING

- Secured order for construction of 10 nos. Ro-Ro and Ro Pax vessels for Inland Waterways Authority of India (IWAI) @ Rs. 102 Crores.
- Steel cutting ceremony for the vessels held on 10 Aug 18.

Other vessels

- Outfitting of equipments, pipes and electrical systems progressing onboard IAC. Trials commenced.
- Jobs onboard Technology Demonstration Vessels progressing.
- Works progressing on Fishing vessels

HIGHLIGHTS: FY19 – Q1

SHIP REPAIR

- 53 vessels handled since April 2019.
- 20 vessels are undergoing repairs presently at CSL.

- *INS Vikramaditya docked for refit. Project cost-Rs. 500 Cr. approx. Vessel repairs progressing on schedule.*
- *Other Defence vessel of order value of Rs. 100 Cr. Approx. Undergoing repairs at CSL.*
- *Repairs progressing onboard MODU Sagar Bhushan of ONGC. Scheduled Delivery – Nov 2018.*

ORDERBOOK – UPDATE (as on 13 Aug 18)

Sl. No.	Project	Total No. of Vessels	Total Value (INR Cr.)	Balance orders in hand (INR Cr.)
1	Indigenous Aircraft Carrier for Indian Navy	1	2848.00	616.00
2	Technology Demonstration Vessel for DRDO	1	365.00	142.00
3	500 Pax cum 150 Ton Cargo Vessels for A&N Administration	2	474.78	322.85
4	1200 Pax cum 1000 Ton Cargo Vessels for A&N Administration	1	819.22	765.97
5	Fishing Vessels for Tamil Nadu Fishermen (under the scheme of Dept. of Fisheries, Tamil Nadu)	16	13.00	13.00
6	Ro-Ro & Ro-Pax Vessels	10	102.60	102.60
	Total (INR)		**4622.60**	**1962.42**
Contracts to be signed*				
1	ASW SCW Corvette for Indian Navy	8		**5392.00**
2	IAC – Phase III			*To be decided*

** Doesn't include Coastal Security boat for MHA*

ANNUAL PERFORMANCE

REVENUE MIX (Rs Cr.)
Annual Performance

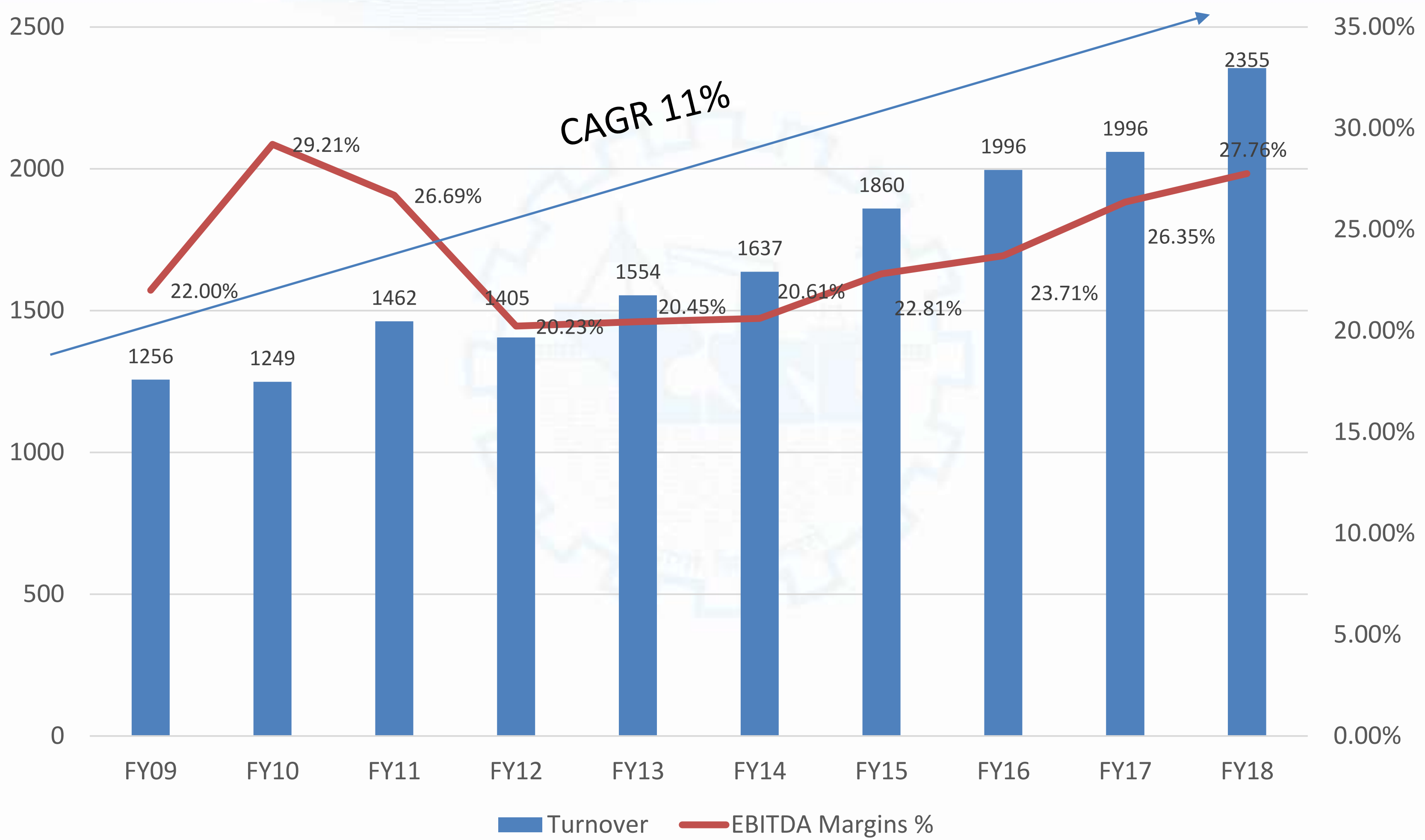
Particulars (Rs cr)	FY18	FY17	YoY %
Shipbuilding	1731.86	1515.82	14%
Ship Repair	623.27	543.05	15%
Turnover	2355.12	2058.87	14%
Other Income	189.16	158.63	19%
Total Income	2544.28	2217.50	15%

KEY FINANCIAL PARAMETERS

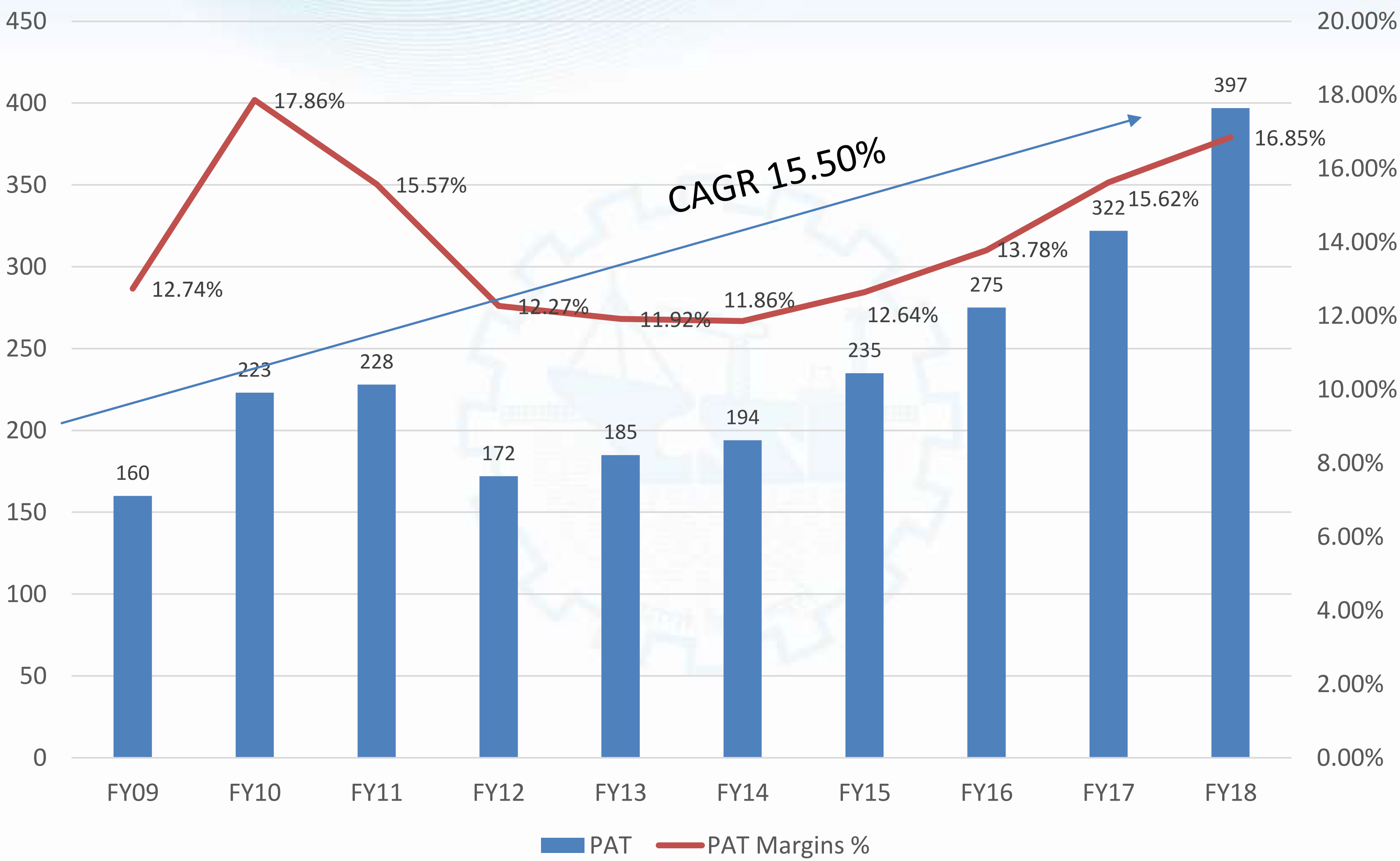
Particulars (INR cr)	FY18	FY17
Networth	***3256***	2029
Book value / share (Rs)	***240***	179
Net Debt	***123***	123
EBITDA (%)*	***28***	26
EPS (Rs)	***31.03***	28.39

*** Includes other income but excludes one off items**

TURNOVER (RS CR) & EBITDA MARGINS

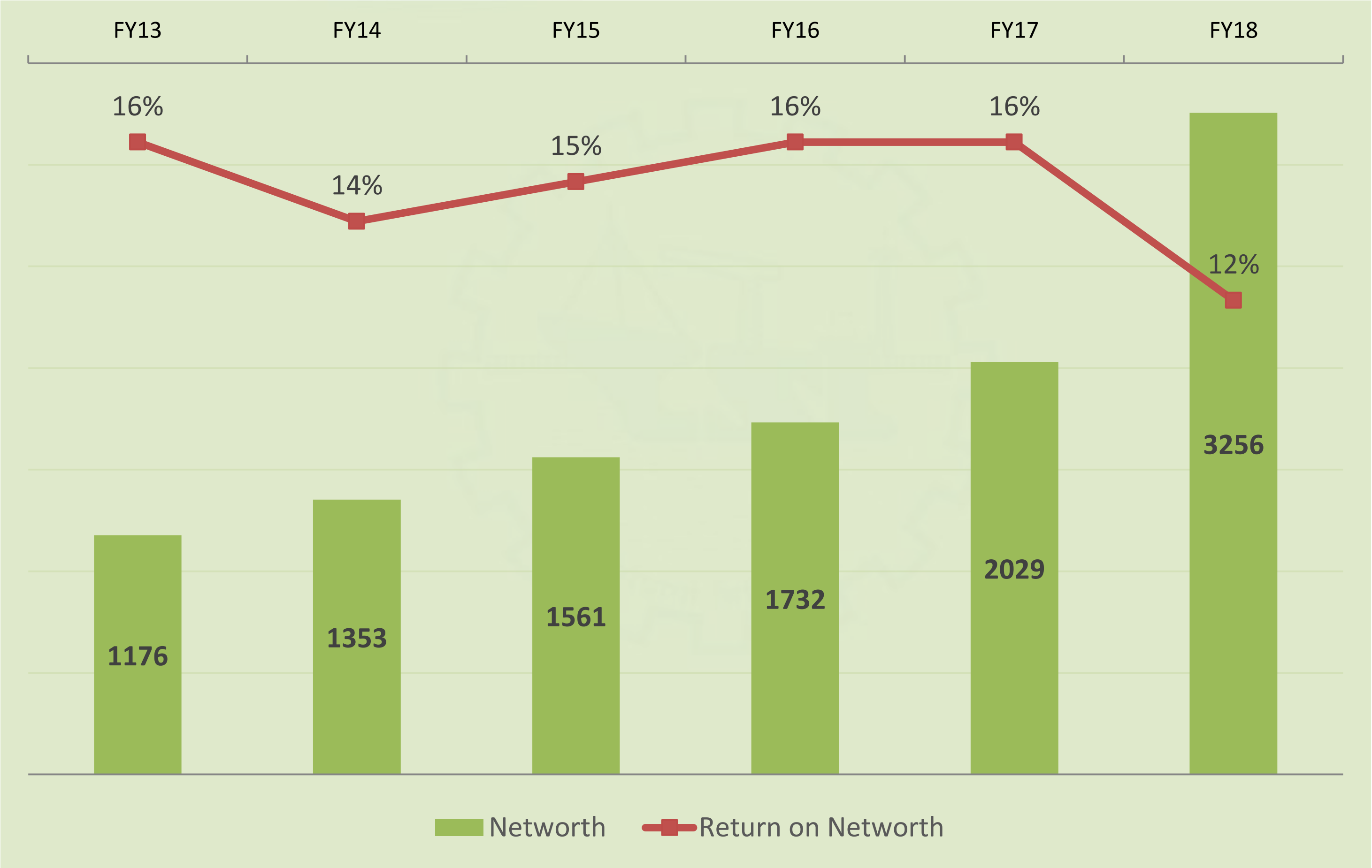


PROFIT AFTER TAX (Rs Cr.) & PAT MARGINS (%)



RETURN EFFICIENCIES

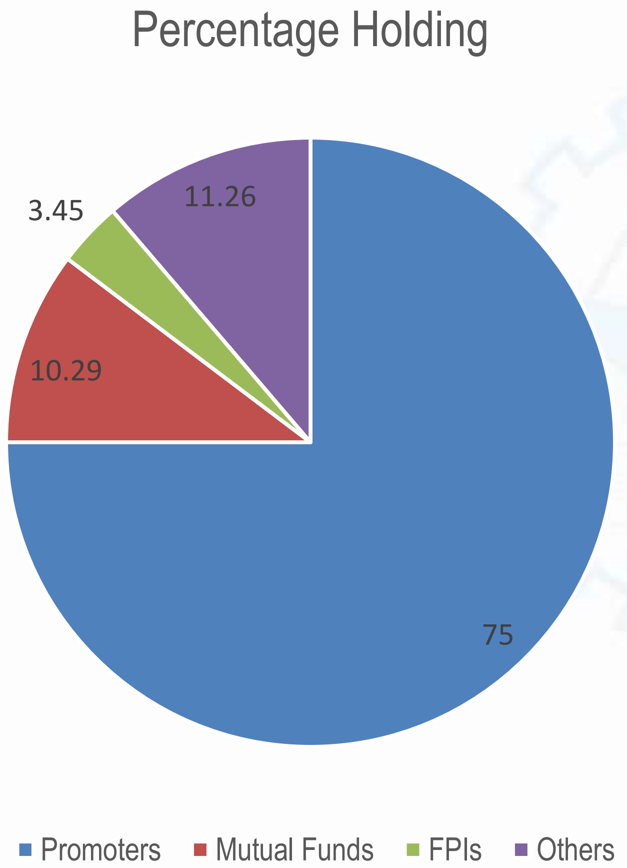
Networth (INR cr), Return on Networth (%)



Debt Equity Ratio 0.04

SHAREHOLDING PATTERN

SHAREHOLDING PATTERN
as on August 07, 2018



Top 5 Public Shareholders	FY18
Reliance MF	5.94%
HDFC MF	2.30%
Pinebridge Global Fund	2.00%
ICICI Lombard	0.81%
Aditya Birla Sunlife	0.62%

EXPANSION PROJECTS OVERVIEW

MAJOR EXPANSIONS
NEW LARGE DRYDOCK

Facility :

- ❑ Dock : 310m x 75/60m x 13m and other allied facilities
- ❑ **Estimate** : **Rs. 1799 Crores**
- ❑ **Target Completion : June 2021**

Present Status:

- ✓ Construction works of Plant and Machinery awarded to M/s. Larsen & Toubro Ltd on 27 April 18.
- ✓ Construction works commenced in May 18 after mobilisation of equipment and labour.
- ✓ 600T Gantry Crane under procurement.

MAJOR EXPANSIONS

INTERNATIONAL SHIP REPAIR FACILITY (ISRF)

Facility :

- ❑ **Shiplift:** 130m x 25m x 6000T with 6 workstations
- ❑ **Estimate** : **Rs 970 Crores**
- ❑ **Target Completion :** **Nov 2019**

Present Status:

- ✓ Major equipment – Shiplift & transfer system ordered on consortium of M/s. Broehl & M/s. IMG, Germany in Jan 17.
- ✓ Construction contract awarded to M/s. Simplex Infrastructures Limited, Kolkata in Oct 2017.
- ✓ Construction commenced on 17 Nov 17. Land and Marine Piling works in progress. Precast works in progress.

GEOGRAPHICAL EXPANSIONS

HOOGHLY COCHIN SHIPYARD LIMITED, KOLKATA

(JVC : CSL - 74% equity)

- Modern Small Ship building facility being set up at Nazirgunje in Kolkata
- Investment of Rs. 160 Cr. envisaged
- Contractors shortlisted
- Pre-bid meeting conducted. Tendering process progressing
- Construction activities to commence in Oct 2018. Targeting commencement o Operations in 18 months

GEOGRAPHICAL EXPANSIONS
SHIP REPAIR AT PORTS

Mumbai Port Trust

- MoU signed with Mumbai Port Trust in Jan 2018 for 'Development, Management and Operations' of Ship Repair Facility at Indira Dock.
- Formal Agreement to be signed shortly. Operations to commence in Oct 18.

Kolkata Port Trust

- MoU inked with Kolkata Port Trust in Mar 2018 for 'Development, Management and Operations' of Ship Repair Facility at Netaji Subhas Dock.
- Formal Agreement under discussion.
- Operations to commence after handing over of facility after civil works by KoPT.

Disclaimer

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These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors, some of which are beyond CSL's control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.

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Thank You…