



SEC/48/2017-63

October 31, 2018

To The Manager, Compliance Department, BSE Limited, Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai – 400 001 Scrip Code/Symbol: 540678/COCHINSHIP	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
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Subject: Investor Presentation

Dear Sir/Madam,

1. We are enclosing herewith the investor presentation for the quarter ended September 30, 2018 for the purpose of dissemination of information widely to the members.

For Cochin Shipyard Limited

V Kala

**Company Secretary &
Compliance Officer**





Cochin Shipyard Limited

Investor Presentation
(Q2 FY19) – Oct 18



Financial Overview





FINANCIAL HIGHLIGHTS (Rs Crs)

Particulars	FY 19 Q2	FY 18 Q2	% Increase	FY 19 April-Sep	FY 18
Turnover	799.40	583.23	37%	1458.13	2355.12
Profit Before Tax	232.29	146.81	58%	393.49	604.86
Profit After Tax	147.64	100.21	47%	253.95	396.75
EPS*	10.86	7.93	36%	18.68	31.03
	* Not Annualized	* Not Annualized		* Not Annualized	Annualized

REVENUE MIX (Rs Cr.)

Quarterly Performance- Segment wise



Particulars (Rs cr)	FY 19 Q2	FY 18 Q2	YoY %	FY 19 Q1	FY 19 April-Sep	FY 18
Shipbuilding	462.06	422.37	9 %	454.39	916.45	1731.85
Ship Repair	337.34	160.86	110%	204.34	541.68	623.27
Turnover	799.40	583.23	37%	658.73	1458.13	2355.12
Other Income	55.81	65.17	(14%)	57.58	113.39	189.16
Total Income	855.21	648.40	32%	716.31	1571.52	2544.28

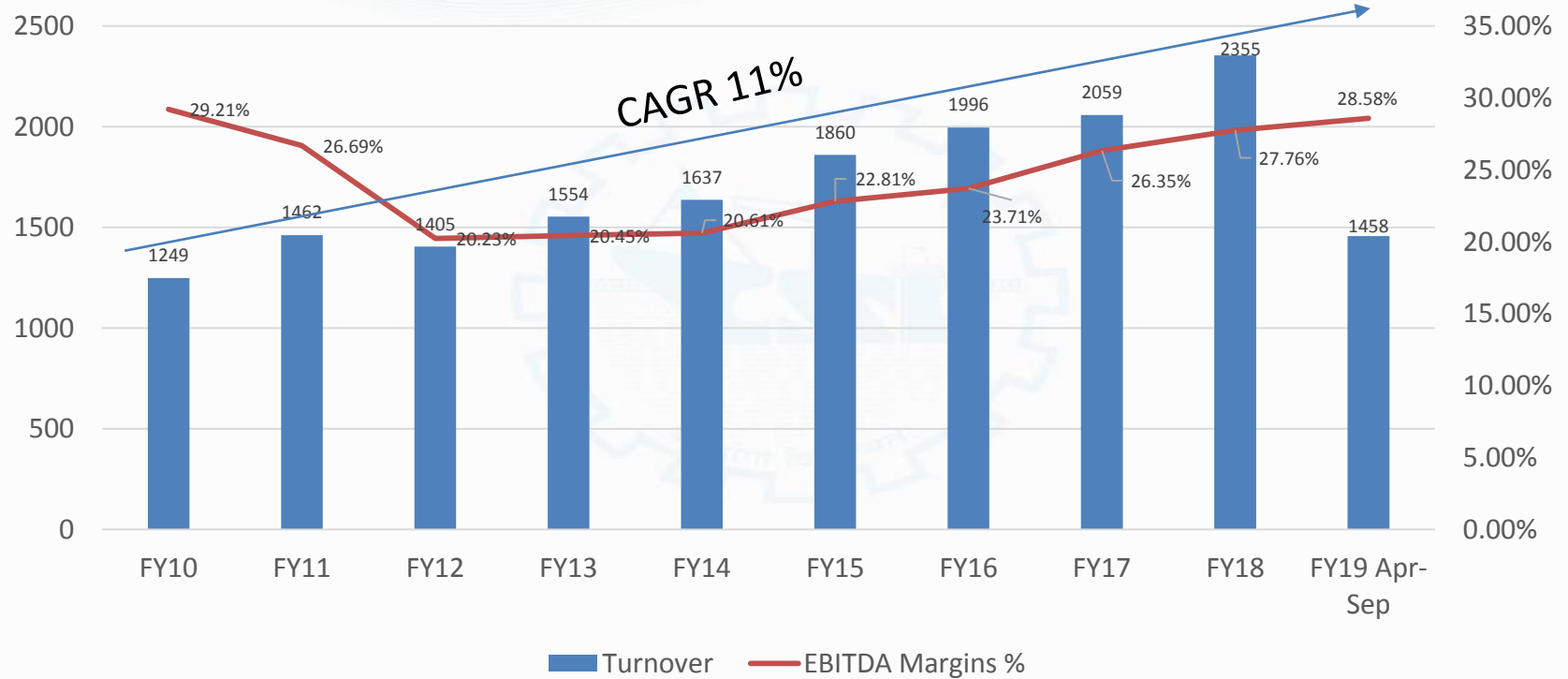


KEY FINANCIAL PARAMETERS

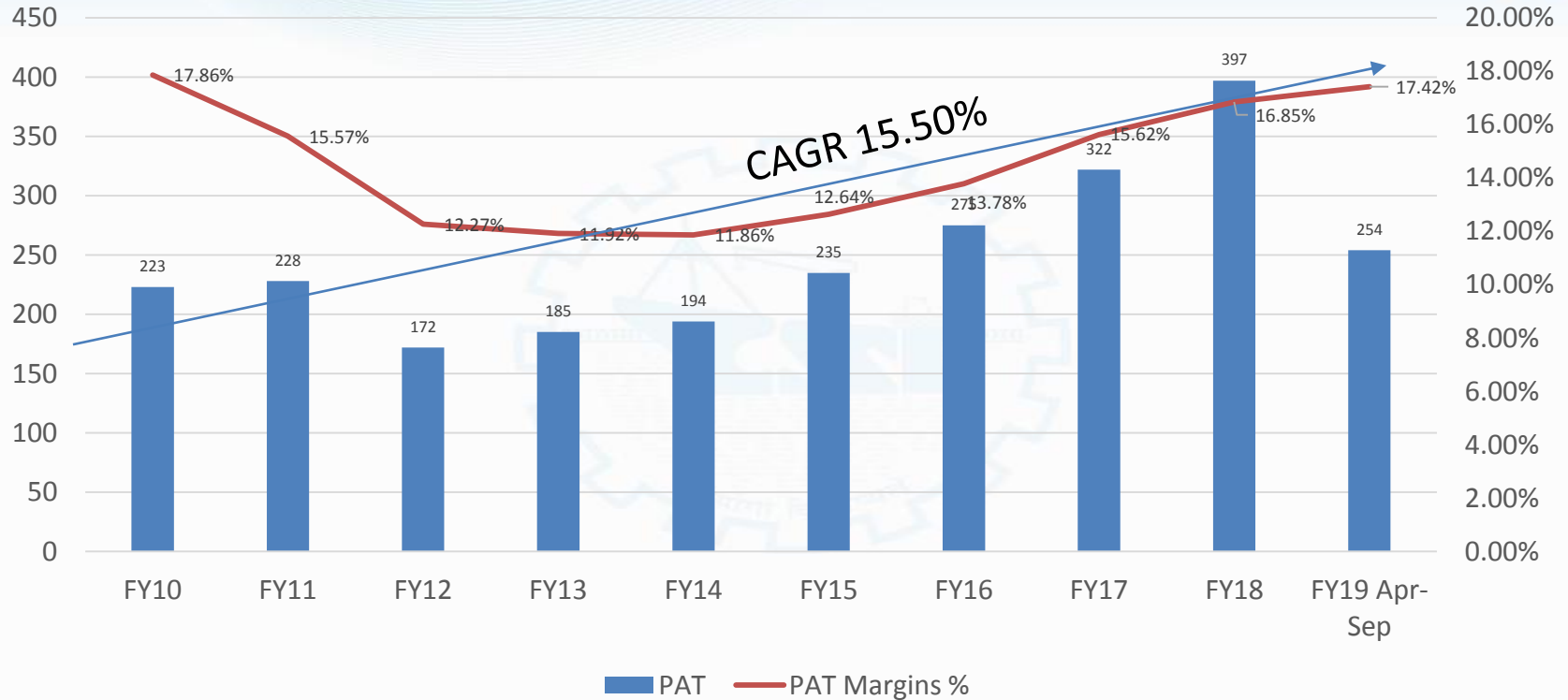
Particulars (INR cr)	FY19 Q2	FY18 Q2	FY19Q1	FY 19 April-Sep	FY18
Networth	3307.58	3052.66	3354.92	3307.58	3255.86
Book value / share (Rs)	243.32	224.57	246.80	243.32	239.51
Net Debt	123.00	123.00	123.00	123.00	123.00
EBITDA (%)*	30.51%	24.36%	26.23%	28.58%	27.76%
PAT Margins (%)	18.47%	17.18%	16.14 %	17.42 %	16.85 %

* Includes other income but excludes one off items

TURNOVER (RS CR) & EBITDA MARGINS



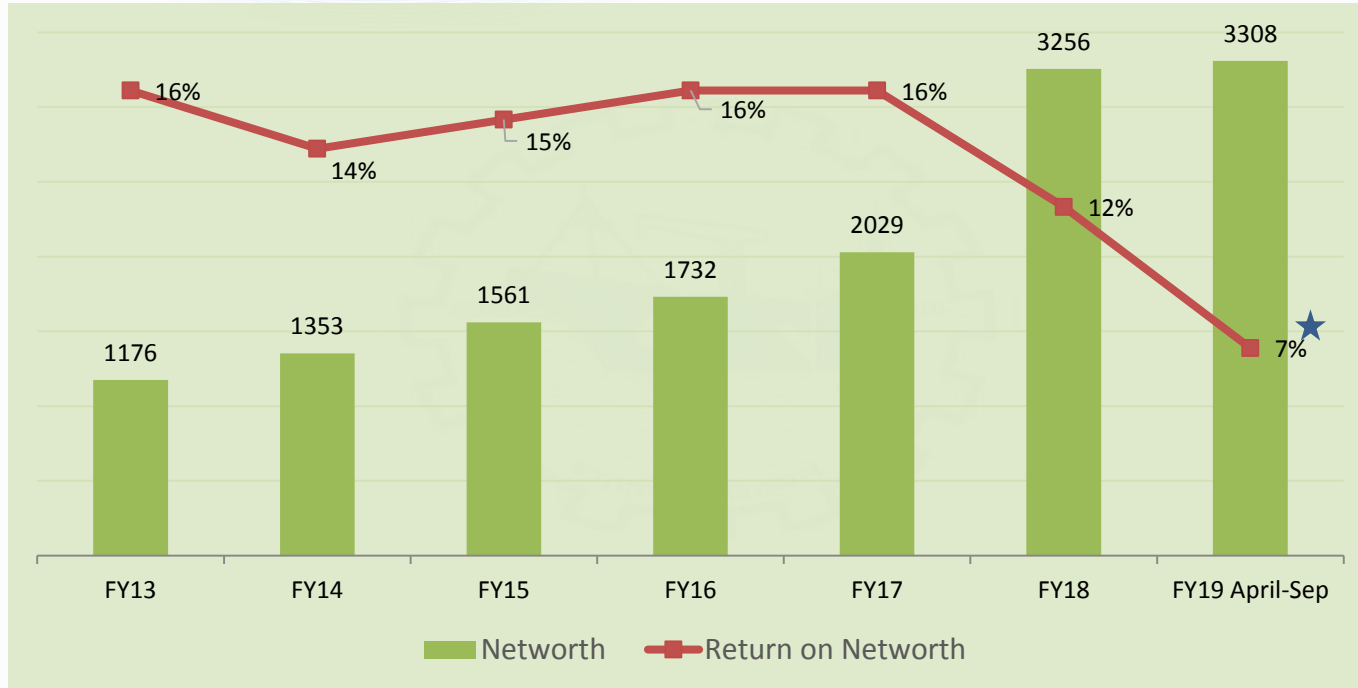
PROFIT AFTER TAX (Rs Cr.) & PAT MARGINS (%)



RETURN EFFICIENCIES



Net worth (INR cr), Return on Net worth (%)



Debt Equity Ratio 0.04

★ Not annualised



ORDERBOOK – UPDATE (as on 30 Sep 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	513.00
2	Technology Demonstration Vessel for DRDO	1	365.00	135.00
3	500 Pax cum 150 Ton Cargo Vessels for A&N Administration	2	477.70	265.00
4	1200 Pax cum 1000 Ton Cargo Vessels for A&N Administration	2	821.30	751.00
5	Fishing Vessels for Tamil Nadu Fishermen (under the scheme of Dept. of Fisheries, Tamil Nadu)	16	13.04	12.52
6	Ro-Ro & Ro-Pax Vessels	10	102.60	102.00
7	Others	5	31.30	31.30
	Total (INR)		4658.94	1809.82

Contracts to be signed*

1	ASW SCW Corvette for Indian Navy	8	5392.00
2	IAC – Phase III		<i>To be decided</i>

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



Operational Highlights



HIGHLIGHTS: FY19 – Q2

SHIP BUILDING



28 April 2018



14 Aug 18



500 Pax cum 150 T Cargo vessels (2nos) for A&N Administration launched on 30 Oct 2018. Schedule for delivery as per contract is in July '19 and Dec '19 .

HIGHLIGHTS: FY19 – Q2

SHIP BUILDING



13 June 2017



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



HIGHLIGHTS: FY19 – Q2

SHIP BUILDING



Other vessels

- 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. Design in advanced stages
- 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 – Q2

SHIP REPAIR



- *The refit of INS Vikramaditya completed successfully.*
- *Other defence vessels of order value of Rs. 100 Cr. approx. undergoing repairs*
- *Repairs onboard MODU Sagar Bhushan of ONGC, at final stages. Trials commenced Scheduled Delivery – Nov 2018.*





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**



Oct 2018

Ground Improvement/works progressing at site



Overall Status:

- ✓ Construction works of Plant and Machinery awarded to M/s. Larsen & Toubro Ltd on 27 April 18.
- ✓ Construction works commenced in May 18 and formal groundbreaking works started on 30 Oct 2018.
- ✓ 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**

Overall 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 in Nov 17.



Land and Marine piling progressing at site.



GEOGRAPHICAL EXPANSIONS

HOOGLHY 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. Tendering process progressing. Construction activities to commence by end Dec 18.
- Targeting commencement of Operations by 2020.

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 signed and site handed over to CSL on 20 Oct 18.* Operations to commence by Jan 2019.

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.

A&N Islands

- *MoU signed with A&N Administration in Sep 2018* for Operations and Management of Ship Repair activities at Marine Dockyard, Port Blair.
- Operations to commence after signing of formal agreement.

Disclaimer



This presentation and the following discussion may contain “forward looking statements” by Cochin Shipyard Limited (“Cochin” or “CSL” or the “Company”) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives are based on the current beliefs, assumptions, expectations, estimates and projections of the management of CSL about the business, industry and markets in which CSL operates.

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.

Such statements are not and should not be construed as a representation of future performance or achievements of CSL. In particular, such statements should not be regarded as a projection of future performance of CSL. It should be noted that the actual performance or achievements of CSL may vary significantly from such statements.

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