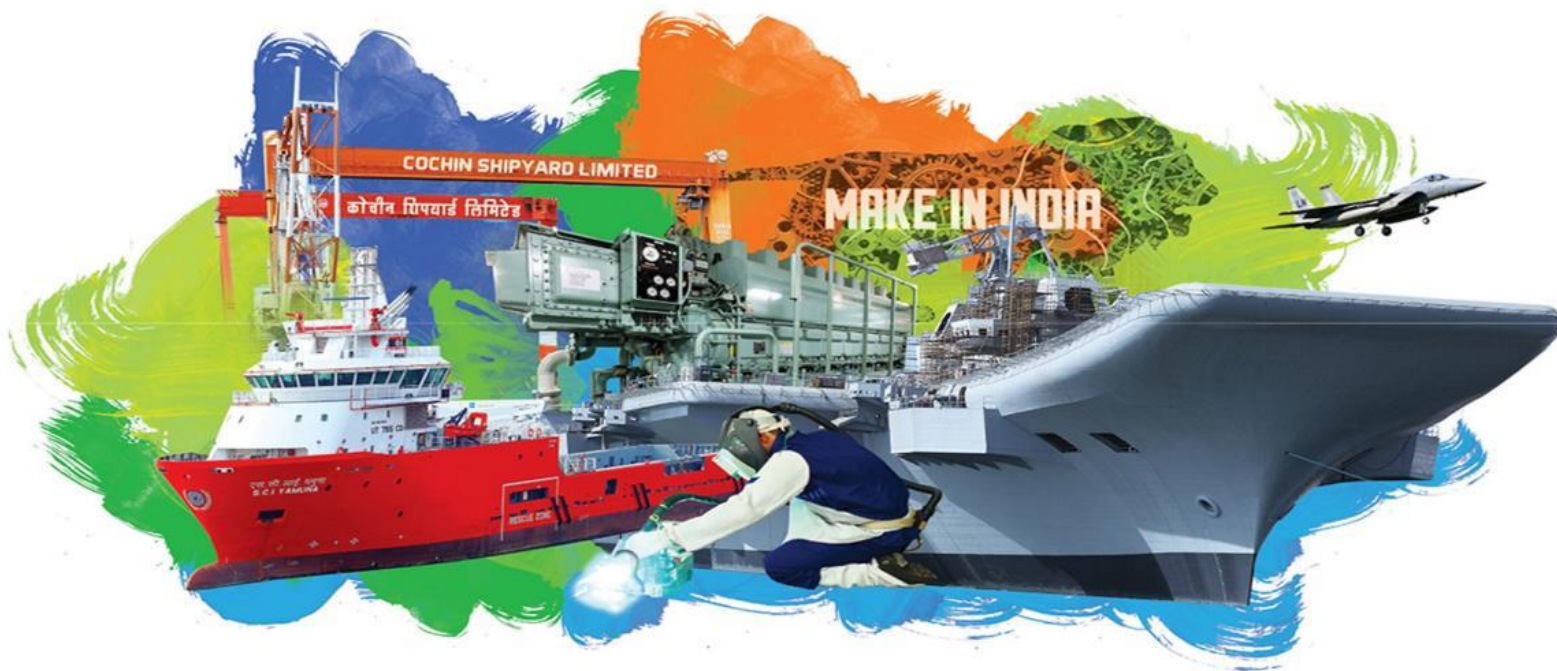




# Cochin Shipyard Limited



आत्मनिर्भर  
भारत अभियान

51<sup>st</sup> Annual General Meeting – September 28, 2023

## Contents

- Current Scenario
- Important operational events for FY 2023 & H1 FY 2024
- Financial Performance
- Infrastructure Augmentation
- Novel & Green Initiatives
- Corporate Social Responsibility
- Order Book Position

A background image of a lit sparkler with bright orange and yellow sparks flying against a dark background. A large blue rectangle is overlaid on the left side of the image.

# CURRENT SCENARIO

# CSL at a Glance

- Schedule A Cat-I Mini Ratna PSU (GoI – 72.86%)
- Technologically Strong
- Global Quality – Time Bound Deliveries
- Financially Stable
- Highly Experienced Senior Leadership
- Profit Making for last 28 years
- Young Workforce
- Consistently dividend paying for last 20 years



Ship Building	Ship Repair	C-SAS	METI
<ul style="list-style-type: none"><li>➤ Commenced in 1978</li><li>➤ Built more than 175 vessels for Defence, Commercial and Offshore</li><li>➤ Exported 47 vessels to various countries such as Norway, Europe, US, Middle East etc.</li></ul>	<ul style="list-style-type: none"><li>➤ Commenced in 1981</li><li>➤ More than 2500 vessels repaired for Defence, Commercial and Offshore including INS Viraat and INS Vikramaditya</li></ul>	<ul style="list-style-type: none"><li>➤ Formulated in 2021</li><li>➤ Aimed at positioning CSL as a knowledge company</li><li>➤ To provide services &amp; solutions in strategic &amp; advanced technologies</li></ul>	<ul style="list-style-type: none"><li>➤ DGS approved GME residential course for Marine Engineers</li></ul>

# Rapid Geographical Expansion - 7 Units/ Subsidiaries pan India

## CSL Kochi Units

- CSL Main yard & HQ, Kochi
- ISRF, Kochi

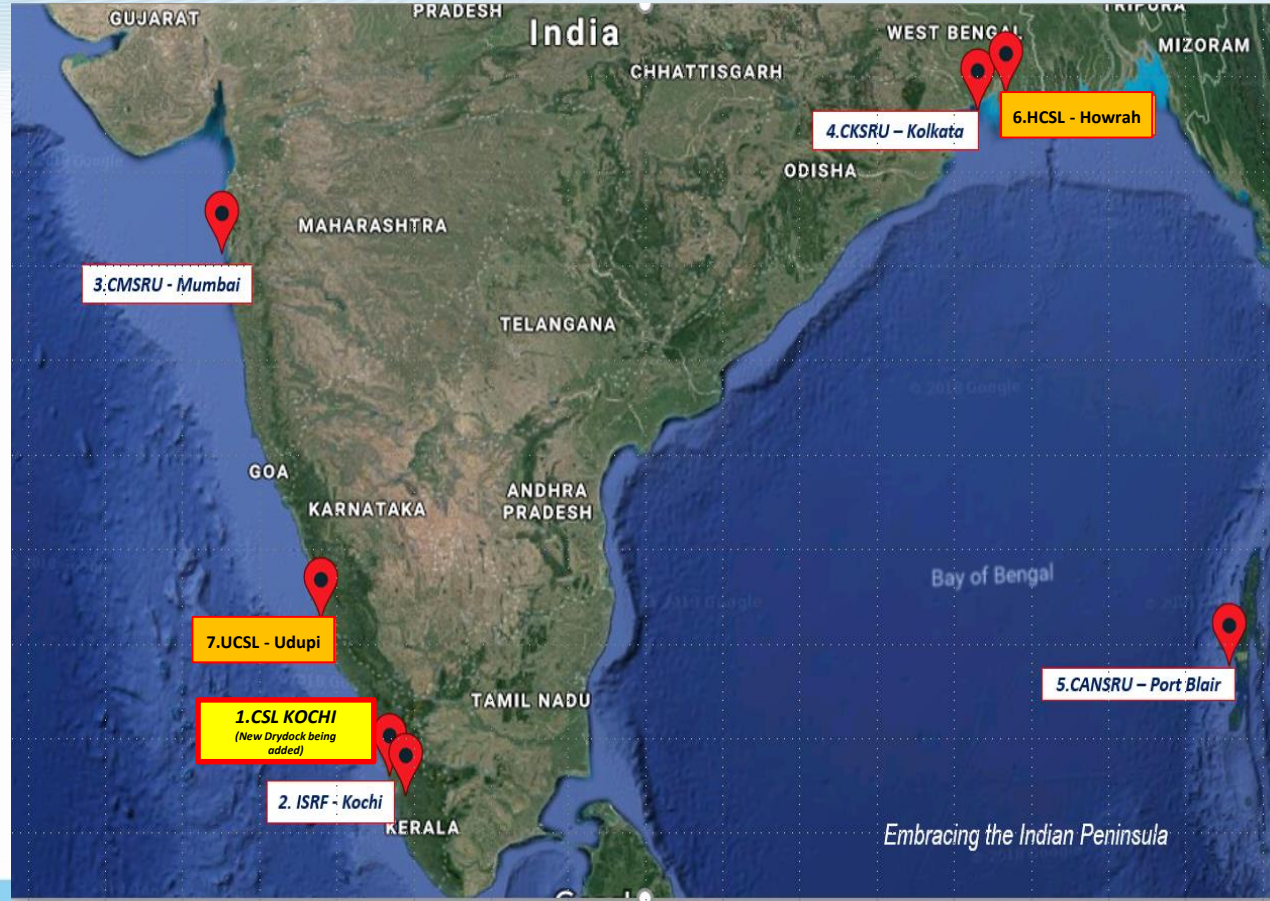
## Other Ship Repair Units (SRUs)

- CMSRU, Mumbai
- CKSRU, Kolkata
- CANSRU, Port Blair

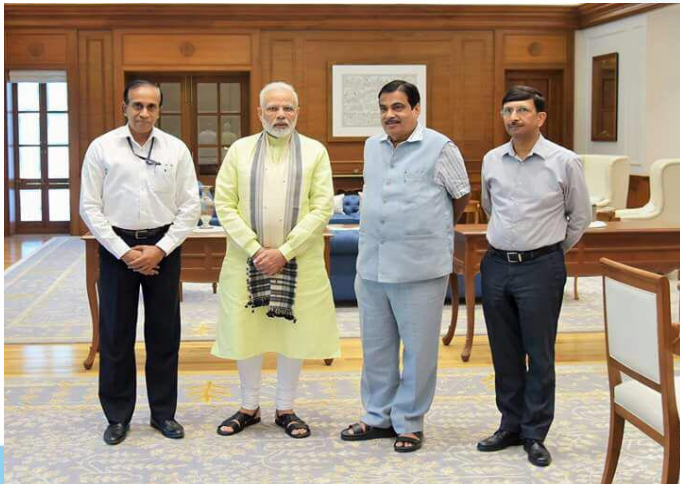
## Subsidiary Shipyards (100%)

- HCSL, Howrah, West Bengal
- UCSSL, Udupi, Karnataka

Ship Building & Ship Repair  
services across the  
East & West Coast of India



# Corporate Structure



## 12 Member Board of Directors

- ✓ CMD
- ✓ 4 Functional Directors (incl. CMD), 2 Official Directors
- ✓ 6 Independent Directors (including a woman director)

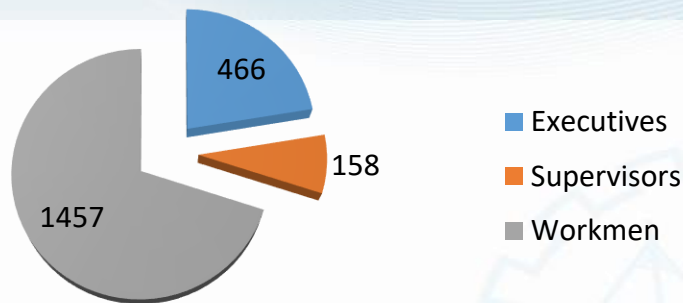


## Listed in BSE and NSE since August 2017

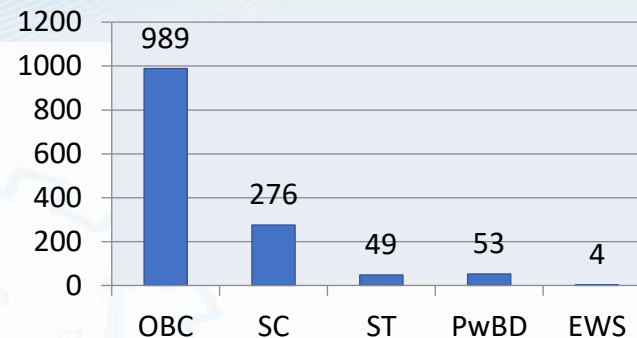
- ✓ Shareholding – Govt – 72.86% and Public – 27.14%
- ✓ Present Market Capitalisation – Rs. 14,500 Crs. (Approx.)

# MANPOWER

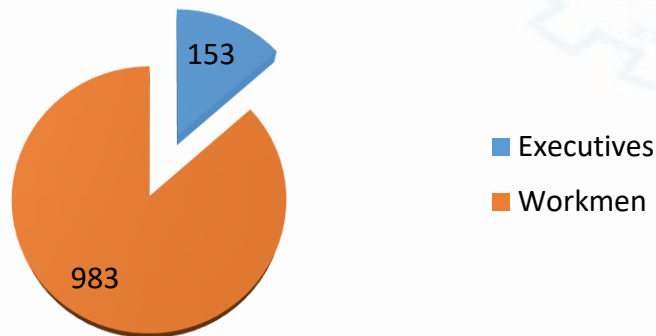
## Total Permanent Employees - 2081



## Representation of Various Groups



## Employees on Short term contracts - 1136



*About 2081 permanent employees.*

*About 2268 employees on contract and training.*

*About 5500+ workers of contractors daily.*

*Harmonious industrial relations.*

*Policy of participative management with Trade Unions.*

A background image of a lit sparkler with bright orange and yellow sparks flying against a dark background. A large blue rectangle is overlaid on the left side of the image, containing white text.

# **IMPORTANT OPERATIONAL EVENTS FOR FY 2023 & H1 FY 2024**



## Highlights – FY 2023

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### DELIVERY

- ✓ Final lot of 3 Floating Border Out-Post (FBOPs) Vessels out of total 9 to MHA, GOI.
- ✓ 7 Electric Hybrid 100 Pax Water Metro Boat to KMRL.
- ✓ One 500 Pax vessel for A&N Administration.
- ✓ 2 Autonomous Electric Barges for ASKO Maritime AS, Norway.  
{*Full-Electric Transport Ferries Powered by 1846 kWh capacity battery*}
- ✓ Hon'ble PM, Shri Narendra Modi, Commissioned first IAC "INS Vikrant".
- ✓ UCSL – One Tuna Longliner Cum Gillnetter Fishing Boat under "PMMSY" to the beneficiary from the state of Andhra Pradesh.
- ✓ UCSL – One training vessel to Directorate of Incubation and Vocational Training in Fisheries, Ramanathapuram, Tamil Nadu Dr. J. Jayalalithaa Fisheries University.

## Highlights – FY 2023

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### OTHERS

- ✓ Launched one 1200 Pax Cum 1000 MT Cargo Vessel for A&N Administration.
- ✓ 'Steel Cutting' of 3 Anti-Submarine Warfare Shallow Water Crafts (ASWSWCs) – being built for the Indian Navy (IN).
- ✓ 'Keel Laying' of 3 ASWSWC for Indian Navy.
- ✓ 'Steel Cutting' of 8 7000 DWT Multipurpose Vessels being built for a German Client.
- ✓ 'Steel Cutting' of H2 Fuel Cell 100 PAX Vessel.
- ✓ New state-of-the-art facility of HCSL was dedicated to the nation in August 2022.
- ✓ HCSL bagged its first shipbuilding order for constructing 1 Multi-purpose cargo Vessel (2200T) for JAK Logistics & Maritime Private Limited.
- ✓ UCSL – 'Steel Cutting' and 'Keel Laying' of two 62T Bollard Pull Tugs contracted for Ocean Sparkle Limited.
- ✓ UCSL – 'Steel Cutting' of two 70T Bollard Pull Tugs contracted for Polestar Maritime Limited.

### **DELIVERY**

- ✓ Four Electric Hybrid 100 Pax Water Metro boat to Kochi Metro.
- ✓ UCSL – One no. of Purse Seiner Vessel being built for GKS Marine Exports Private Limited.
- ✓ UCSL – Five Deep-Sea Tuna Long Liner cum Gill Netter Fishing vessels under PMMSY for Kerala beneficiaries.

### OTHERS

- ✓ Naval Ship Repair Yard (Karwar), Indian Navy, signed Multiple Refit Contract (MRC) with CSL for Water Jet Fast Attack Crafts refits.
- ✓ 'Keel Laying' of 8 nos. of HS Eco Freighter 7000 DWT Multipurpose Vessels being built for HS Service GmbH & Co. KG, Germany.
- ✓ CSL has been declared as L1 by the Indian Navy for MR/ Mid Life Upgrade of an Indian Naval Ship
  - The estimated contract value is around Rs. 300 crore (approx.) and the estimated duration is around 24 months.
  - The project involves modernization and upgradation of various systems and equipment on board the ship to enhance its operational capabilities.

## Highlights – H1 FY 2024

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### OTHERS

- ✓ 'Steel Cutting' of 2 Commissioning Service Operation Vessels (CSOV) being built for Pelagic Group, Cyprus.
- ✓ Received order for 6 Hybrid Electric Catamaran Passenger Vessels for IWAI.
- ✓ UCSL – Bagged an order from M/s. Wilson AS, Norway, for construction of 6 Nos. new generation diesel electric 3800 DWT general cargo vessels with an option for 8 more vessels
  - The estimated contract value is Rs.580 crore (Approx.) and will be completed within March 2026.
  - These vessels are intended for the transport of general cargo at inland as well as coastal waters of Europe.
- ✓ UCSL - 'Launching' of 62T Bollard Pull Tug contracted for Ocean Sparkle Limited.

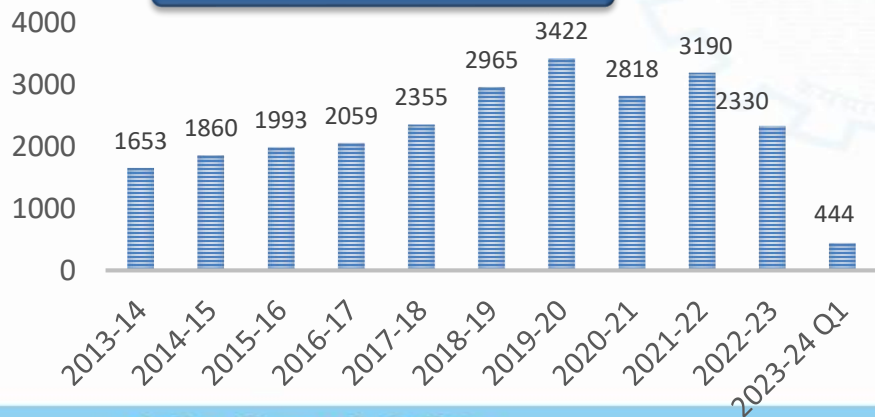
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# FINANCIAL PERFORMANCE

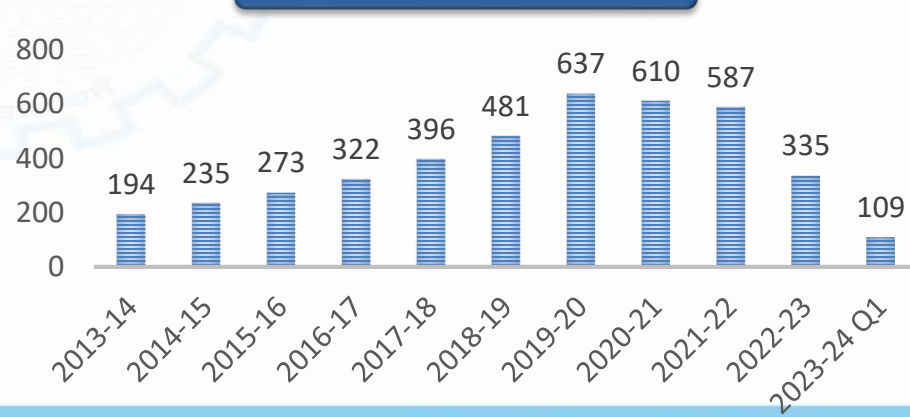
# Financial Highlights

Particulars	Standalone						Consolidated	
	FY 24 Q1	FY 23 Q1	QoQ %	FY 23	FY 22	YoY %	FY 23	FY 24 Q1
Turnover (Rs. Crs.)	444.14	439.72	1%	2,330.46	3,190.00	-27%	2,364.55	475.86
Profit Before Tax (Rs. Crs.)	145.12	65.41	122%	448.51	794.39	-44%	418.44	137.36
Profit After Tax (Rs. Crs.)	109.41	48.91	124%	334.49	586.57	-43%	304.71	98.65
EPS (Rs.)	8.32	3.72	124%	25.43	44.59	-43%	23.16	7.50
PAT Margins (%)	25%	11%	121%	14%	18%	-22%	13%	21%
EBIDTA (Rs. Crs.)	166.30	91.08	83%	533.39	895.28	-40%	522.31	162.79
EBITDA (%) (Including other income)	37%	21%	81%	23%	28%	-18%	22%	34%

Turnover (Rs. Crs.)



Profit After Tax (Rs. Crs.)



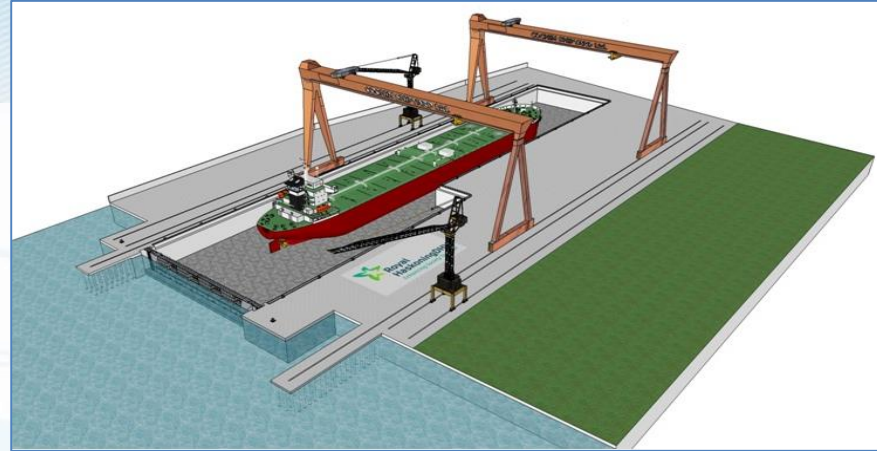
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# INFRASTRUCTURE AUGMENTATION



# New Dry Dock Project

- Dock Size: 310m x 75/60m x 13m (Stepped Dry Dock)
- Design Life: 100 Years
- Draught of vessel – upto 9.5 m
- 600 T , 75 T and 40T Cranes
- Largest dry dock in India
- Suitable for LNG vessels, Aircraft Carriers, Jack-up Rigs, Drill ships, Large Tankers & Merchant vessels.



Total Project Cost

Rs. 1,799.00 Crs.

Expenditure incurred till date

Rs. 1,033.00 Crs.

Physical Progress till date

81%

Target Completion:

31 Dec 2023



# International Ship Repair Facility (ISRF) Project

<b>Land Area</b>	<b>Marine area</b>	
16.254 ha	16.15 ha.	
<b>➤ Shiplift - 130 m LOA x 25 m Beam, Capacity:- 6000 T</b>		
<b>➤ Transfer System</b>		
<b>➤ 06 Work stations</b>		
<b>➤ 1.25 Km Berth</b>		
<b>➤ Floating gate</b>		
<b>➤ 4 nos. Cranes</b>		
<b>Project Cost</b>	<b>Rs. 970 Crs.</b>	
<b>Expenditure incurred till date</b>	<b>Rs. 701.12 Crs.</b>	
<b>Physical Progress till date</b>	<b>80%</b>	
<b>Completion:</b>	<b>Dec 2023 (Ship Lift &amp; two work stations)</b>	<b>June 2024 (Allied works)</b>

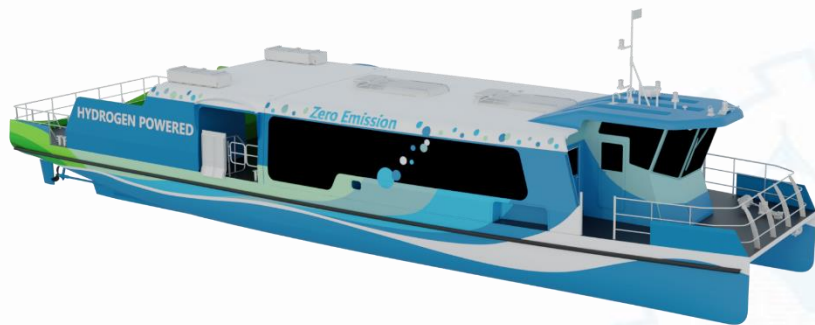


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# **NOVEL & GREEN INITIATIVES**

# Zero emission Green Vessels

## H<sub>2</sub> Fuel Cell Vessel Pilot Project by CSL



- 100 Passenger Ferry Boat
- Fully Indigenised 'Home Grown Technology'
- 2 x 25 kWh H2 Fuel Cell, 6 kWh Solar Plant
- Target Completion : **Sep 2023**

## Electric Catamaran Ferry 8 Nos. contracted by IWA



- Air conditioned passenger area for 50 pax
- Design Speed – 9 Knots
- Fast Charging LTO Battery of ~ 120 kWh
- Target Completion : **Dec 2023 – Nov 2024**



Review and Recommending Agencies



- Rs 50 Crores initial corpus
- Three types of funding
  - ❑ Seed Fund Scheme - Upto 50 L per start-up
  - ❑ Pilot Grant Scheme - Upto 100 L per start-up
  - ❑ Equity Investment

SWAYAT

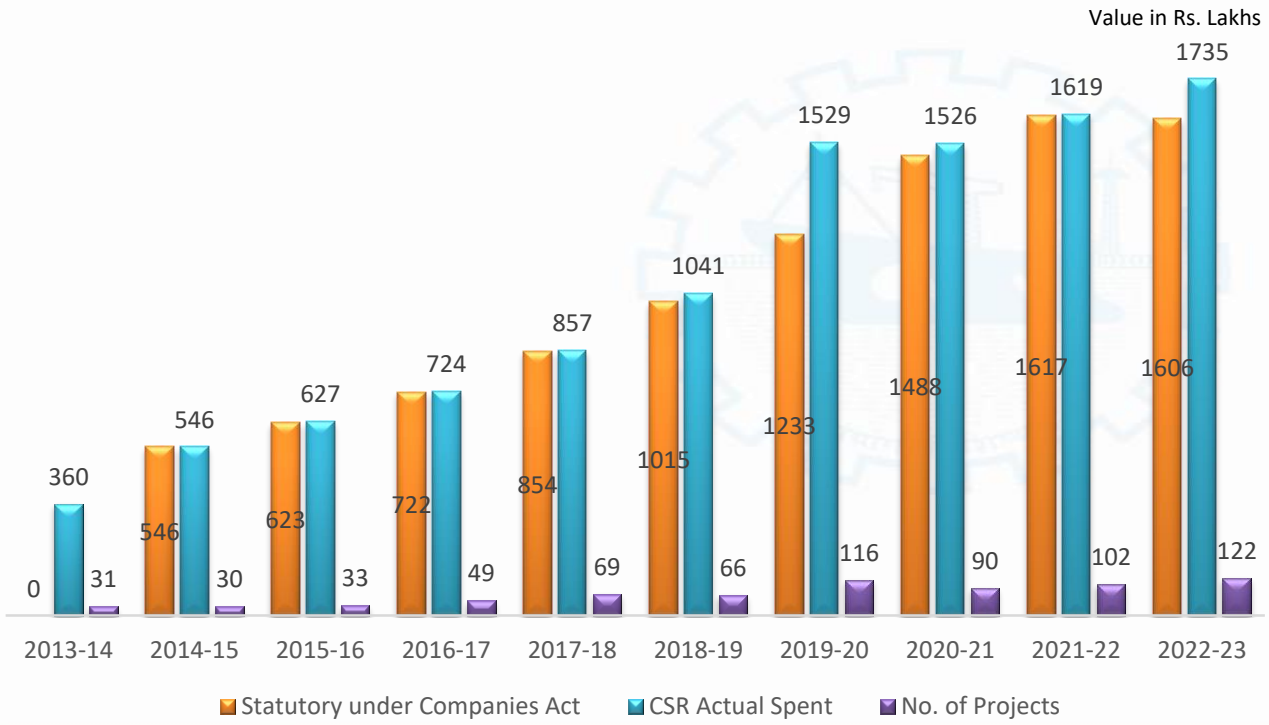


- Fully indigenous, IRS class approved scalable solution catering commercial and defence use cases
- 'Made in India & Made for the World'

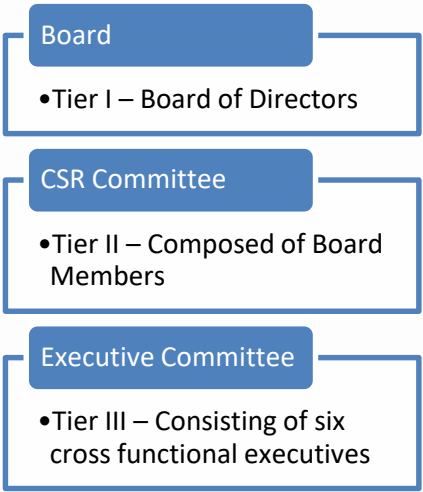
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# **CORPORATE SOCIAL RESPONSIBILITY**

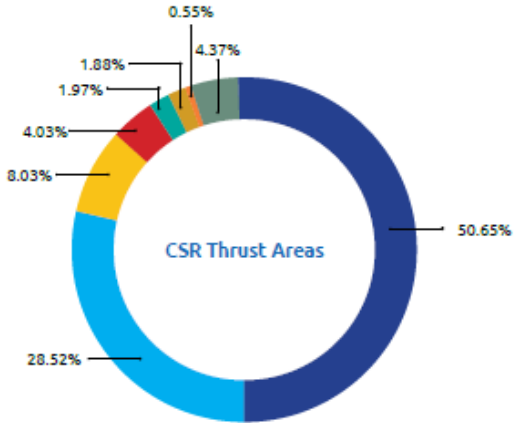
## Transforming our communities – CSR Performance over the years



## CSR Admn. Setup in CSL



## CSR FOR FY 2022-23



- Health & Nutrition
- Education
- Sports
- Rural Development
- Empowerment
- Indirect Expense
- Environment
- Culture





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# ORDER BOOK POSITION

# Shipbuilding Order Book Position (As on June 2023) – Rs. 22,000 Crs. (Approx.)

{ Healthy – Clear Visibility on Revenue }

(Rs. Crore)

Sl. No.	Project	No. of Vessels	Order Value*
1.	Post Commission works of Indigenous Aircraft Carrier - Phase III for Indian Navy	1	1678
2.	ASW SCW Corvette for Indian Navy	8	5806
3.	NGMV for Indian Navy	6	9804
Total			17288

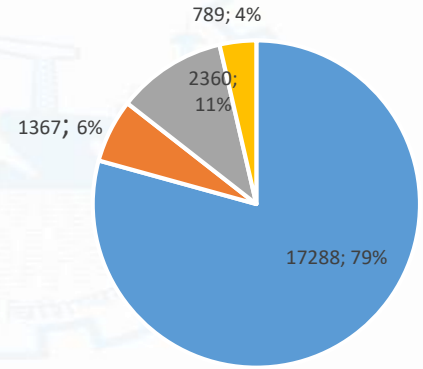
1.	1200 Pax cum 1000 Ton Cargo Vessel for A&N Admn.	2	291
2.	Hybrid Electric Aluminium Catamaran Hull Vessels for KMRL	14	30
3.	Trailer Suction Hopper Dredger for DCI	1	917
4.	Hybrid Electric Catamaran Passenger Vessels for IWAI	8	129
Total			1367

1.	7K Multipurpose Vessel for European Clients	8	830
2.	Commissioning Service Operation Vessels for European Clients	2 + (4 Option)	980 + (Options)
3.	Zero Emission Feeder Container Vessels for European Clients	2	550
Total			2360

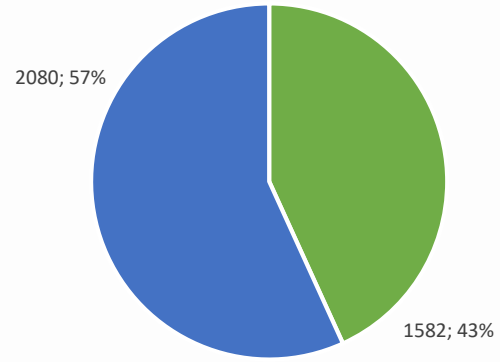
Subsidiaries

Sl. No.	Name of the Subsidiary	Order Value*
1.	Hooghly Cochin Shipyard Limited (HCSL)	34
2.	Udupi Cochin Shipyard Limited (UCSL)	755
Total		789

Total Order Book Position



Green compliment Commercial Segment



- Defence
- Commercial - Domestic
- Green Vessels
- Conventional Vessels
- Commercial - Export
- Subsidiaries

Ship Repair Orders – Rs. 700 Crs. (Approx)

\*The order value given in the above tables is the balance amount of orders to be recognised.

## Shipbuilding Order Pipeline/Possibilities – Rs. 16,000 Crs. (Approx.)

### Commercial – Export

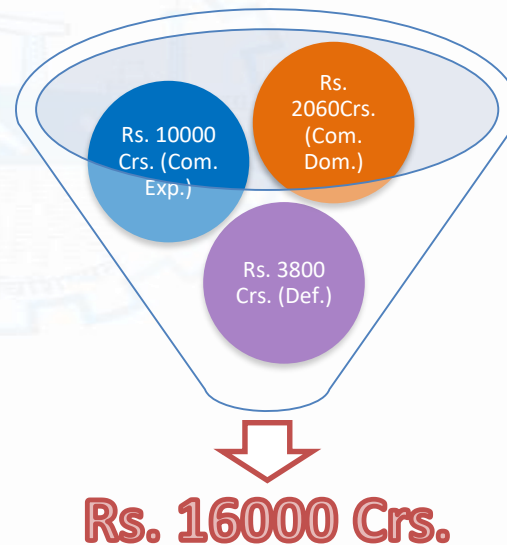
Sl. No.	Project	Approx. Order Value (Rs. Crs.)
1.	Vessels to European clients	10,000
Total		<b>10,000</b>

### Commercial – Domestic

Sl. No.	Project	No. of Vessels	Approx. Order Value (Rs. Crs.)
1.	Hybrid Electric Catamaran Passenger Vessels	30	360
2.	Tugs for Indian Ports under Green Tug Transition Programme (GTPP)	8	600
3.	Ocean Research Vessel	1	900
4.	Tugs	-	200
Total			<b>2060</b>

### Defence/ RFP Stage

Sl. No.	Project	No. of Vessels	Approx. Order Value (Rs. Crs.)
1.	Fast Patrol Vessels (FPV)	14	1400
2.	NG Offshore Patrol Vessels (NGOPV)	6	2400
Total			<b>3800</b>



**Advanced Stage**  
Rs. 6000 Crs.

**RFP Stage**  
Rs. 3800 Crs.

**RFI/Mid Stage**  
Rs. 84,000 Crs.



**THANK YOU**

