



SEC/48/2017-63

September 08, 2023

**The Manager  
Compliance Department  
BSE Limited  
Phiroze Jeejeebhoy Tower  
Dalal Street  
Mumbai – 400 001**

**The Manager  
Compliance Department  
The National Stock Exchange of India Ltd.  
Exchange Plaza  
Bandra – Kurla Complex, Bandra (East)  
Mumbai – 400 051**

**Scrip Code/ Symbol: 540678/COCHINSHIP**

Dear Sir/Madam,

**Subject: Presentation in the “Antique Defence Conference”**

1. Please find attached herewith the presentation being made by Cochin Shipyard Limited (CSL) in the “Antique Defence Conference” organized by Antique Institutional Equities Investment Trust of India (ITI Group) on September 08, 2023. Please note that the Company will be participating through virtual mode and will be referring to publicly available documents for discussions.
2. The above is for your information and record please.

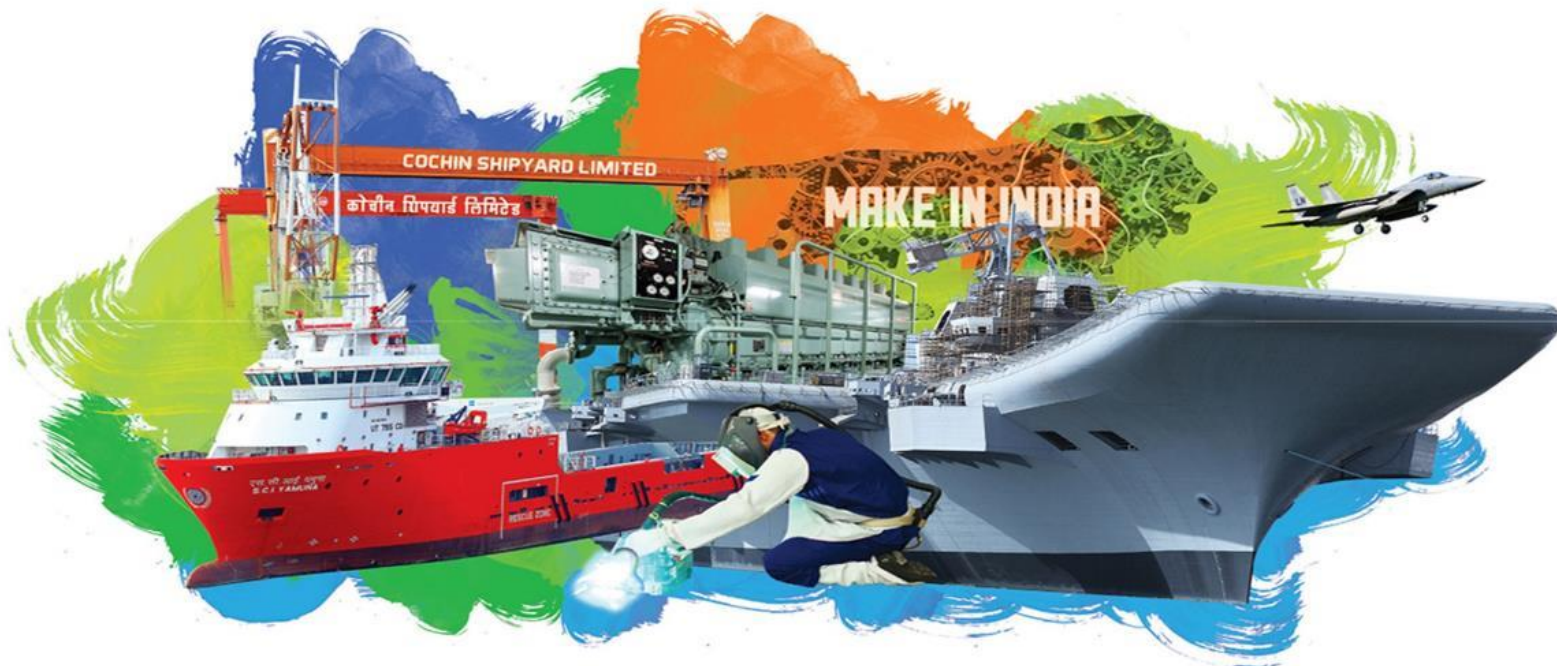
Thanking you,

**For Cochin Shipyard Limited**





# Cochin Shipyard Limited



आत्मनिर्भर  
भारत अभियान

Investor Presentation

## Contents

- Important Operational Events for Q1FY 2023
- Financial Performance Q1FY 23
- Infrastructure Augmentation
- Novel & Green Initiatives
- 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, containing the text.

# IMPORTANT OPERATIONAL EVENTS FOR Q1 FY 2024

## Highlights – Shipbuilding

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- Delivered one Electric Hybrid 100 Pax Water Metro boat to Kochi Metro.
- Udupi Cochin Shipyard Limited (UCSL) flagged off five Deep-Sea Tuna Long Liner cum Gill Netter Fishing vessels under PMMSY for Kerala beneficiaries.
- Naval Ship Repair Yard (Karwar), Indian Navy, signed Multiple Refit Contract (MRC) with Cochin Shipyard Limited for Water Jet Fast Attack Crafts refits.
- Launched one Electric Hybrid 100 Pax Water Metro boat for Kochi Metro.
- Laid keel for 8 nos. of HS Eco Freighter 7000 DWT Multipurpose Vessels being built for HS Service GmbH & Co. KG, Germany.
- UCSL launched one no. of Purse Seiner Vessel being built for GKS Marine Exports Private Limited. This vessel was delivered on August 30, 2023.



## Highlights – Shipbuilding

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- 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.
- Udupi Cochin Shipyard Limited (UCSL), a wholly owned subsidiary of CSL, bagged an international order from M/s. Wilson Shipowning AS, Norway, for Design and Construction of 6 Nos. new generation diesel electric 3800 DWT general cargo vessel 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.
- Received order for 6 No of Hybrid Electric Catamaran Passenger Vessels forIWAI
- Cochin Shipyard Limited upgraded to 'Schedule A' Company

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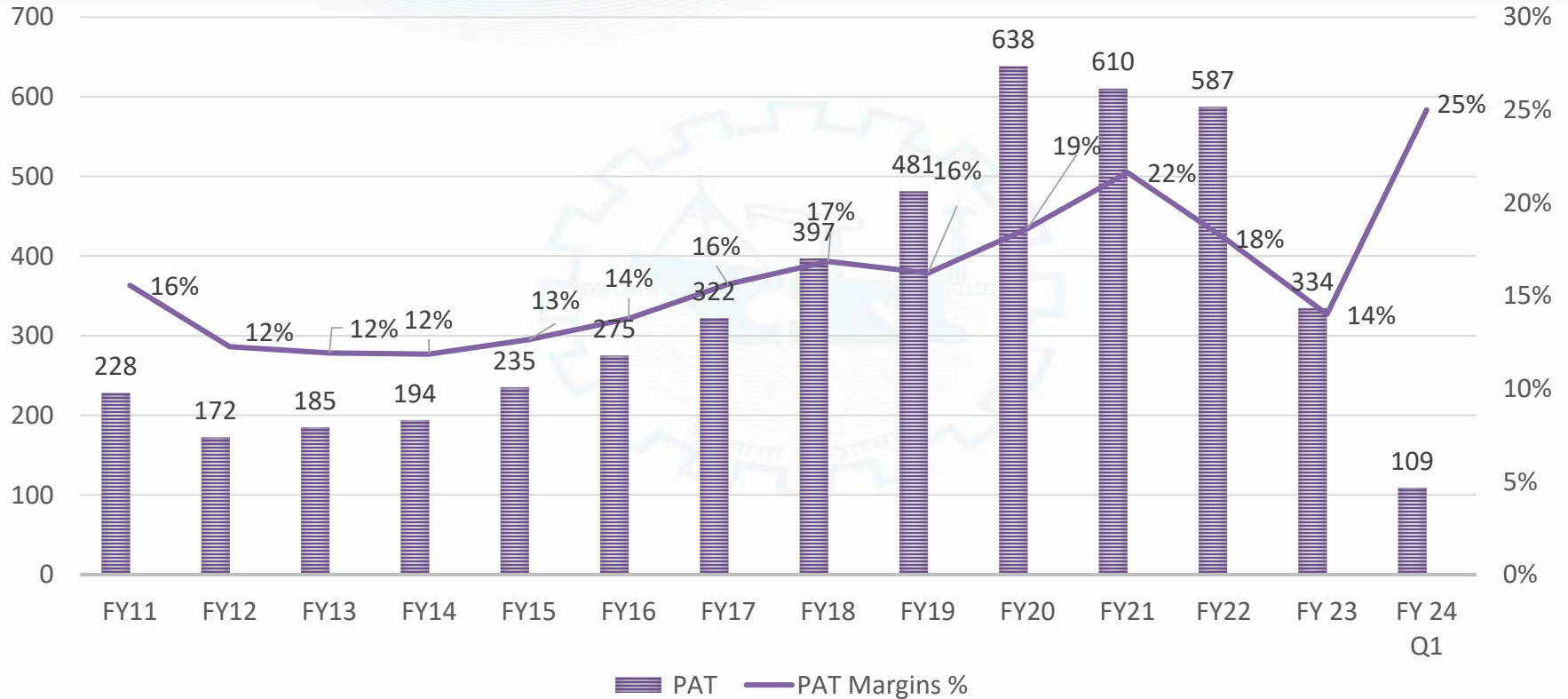
# FINANCIAL PERFORMANCE Q1FY24

# Financial Highlights

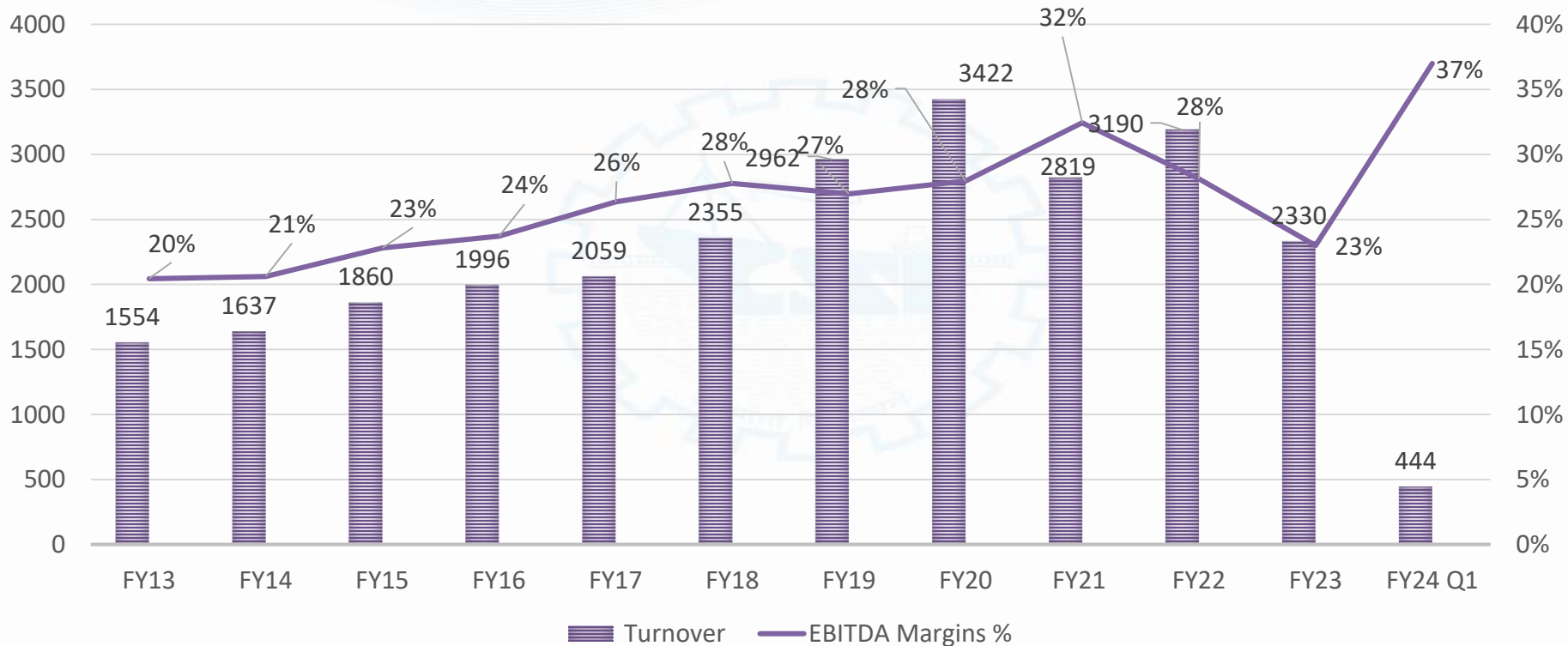
Particulars	Standalone					Consolidated	
	FY 24 Q1	FY 23 Q1	QoQ %	FY 23 Q4	FY 23	FY 24 Q1	FY 23
Turnover (Rs Crs)	444.14	439.72	1%	576.97	2,330.46	475.86	2,364.55
Profit Before Tax (Rs Crs)	145.12	65.41	122%	58.31	448.51	137.36	418.44
Profit After Tax (Rs Crs)	109.41	48.91	124%	47.34	334.49	98.65	304.71
EPS (Rs)	8.32	3.72	124%	3.60	25.43	7.50	23.16
PAT Margins (%)	25%	11%	121%	8%	14%	21%	13%
EBIDTA	166.30	91.08	83%	65.12	533.39	162.79	522.31
*EBITDA (%)	37%	21%	81%	11%	23%	34%	22%



# Profit After Tax (Rs. Crores) and PAT margins (%)



# Turnover (Rs Crs) & EBITDA Margins(%)



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# **STATUS OF VESSELS UNDER CONSTRUCTION**

# Status of vessels under construction

1200 PAX  
Vessels for A& N  
Administration

SH23 & SH24: 2 vessels

Launching done undergoing outfitting below deck 3 in quay

Hybrid Electric  
Catamaran Hull  
Vessels for  
KMRL

BY123-145: 23 vessels

9 vessels delivered, 14 vessels under various stages of construction

Planned to complete by June 2024

# Status of vessels under construction

ASW SCW  
Corvette for  
Indian Navy

BY523-530: 8 vessels

BY523-525: Vessel No.1,2 & 3 :- Launching planned in Nov 2023

BY526-527: Vessel No.4 & 5 :- Keel laying planned in Nov 2023

BY528-530: Vessel No.6,7 & 8 :- Advanced stage of block fabrication

7K Multipurpose  
Vessel for  
European Clients

SH29-36: 8 vessels

Block fabrication in progress

Vessel No.1 & 2 Keel laying planned in Nov 2023

# Status of vessels under construction

Commissioning  
Service Operation  
Vessels

BY151-152: 2 vessels

Fabrication commencement in Sep 2023

12000 Cu. M.  
Trailer Suction  
Hopper Dredger

SH37: 1 vessel

Fabrication commencement in Sep 2023

Hydrogen Fuel  
Cell Vessel

Pilot Project. BY150: 1 vessel

Construction in progress, Completion in Sep 2023

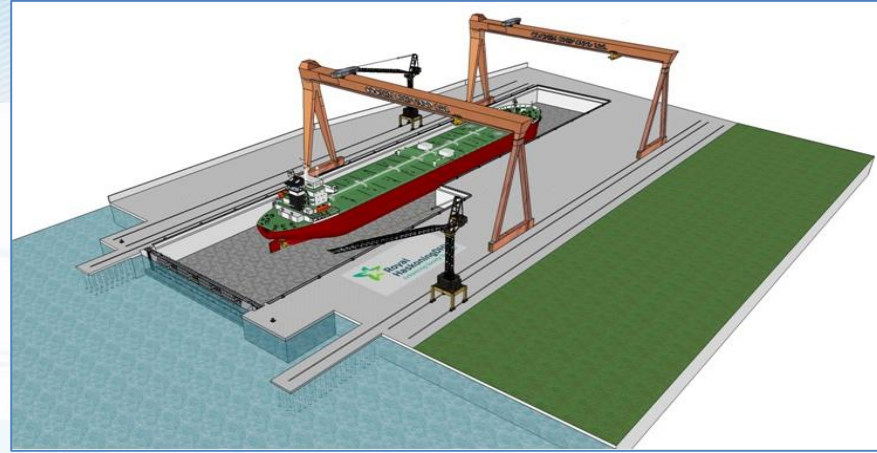


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# INFRASTRUCTURE AUGMENTATION

# 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 Cr.

Expenditure incurred till date

Rs. 968.89 Cr.

Physical Progress till date

77 %

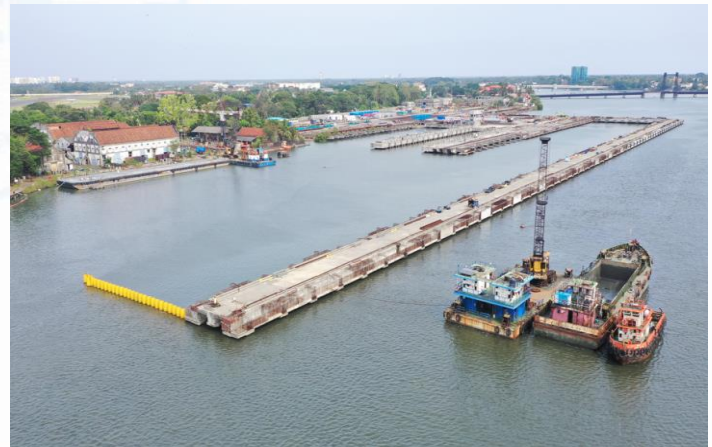
Target Completion:

31 Dec 2023



# International Ship Repair Facility (ISRF) Project

Land Area	Marine area	
16.254 ha	16.15 ha.	
<ul style="list-style-type: none"><li>➤ Shiplift - 130 m LOA x 25 m Beam, Capacity:- 6000 T</li><li>➤ Transfer System</li><li>➤ 06 Work stations</li><li>➤ 1.25 Km Berth</li><li>➤ Floating gate</li><li>➤ 4 nos. Cranes</li></ul>		
Project Cost: Rs. 970 Crs.		
Expenditure incurred till date	Rs. 662.80 Cr.	
Physical Progress till date	79 %	
Completion:	Dec 2023 (Ship Lift & two work stations)	June 2024 (Allied works)



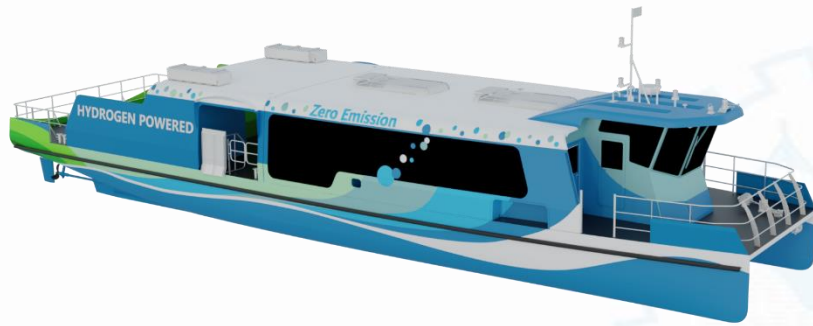
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# **NOVEL & GREEN INITIATIVES**



# 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 IWAI



- 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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# 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

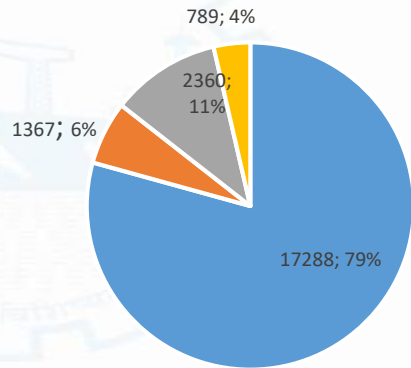
1.	1200 Pax cum 1000 Ton Cargo Vessel for A&N Admn.	2	291
2.	Hybrid Electric Aluminium Catamaran Hull Vessels for KMRL	14	30
3.	Trailer Suction Hopper Dredger for DCI	1	917
4.	Hybrid Electric Catamaran Passenger Vessels for IWAI	8	129
Total			1367

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

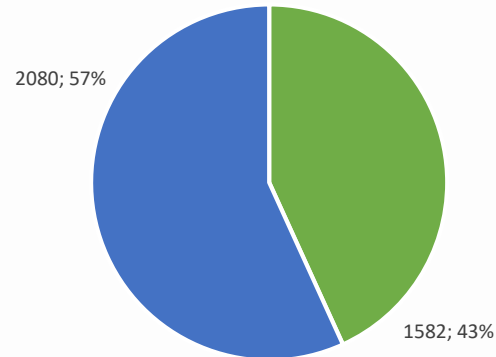
## Subsidiaries

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
- Commercial - Export
- Subsidiaries
- Green Vessels
- Conventional Vessels

**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

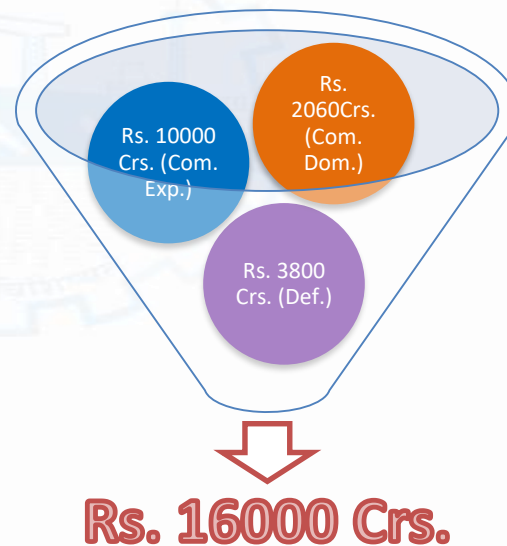
Sl. No.	Project	Approx. Order Value (Rs. Crs.)
1.	Vessels to European clients	10,000
Total		<b>10,000</b>

### 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**