



कोचीन शिपयार्ड लिमिटेड COCHIN SHIPYARD LIMITED



पत्तन, पोत परिवहन
एवं जलमार्ग मंत्रालय
MINISTRY OF
PORTS, SHIPPING
AND WATERWAYS



52nd Annual General Meeting – September 30, 2024

Contents

- 01 CSL Overview
- 02 Ship Building Portfolio
- 03 Ship Repair Portfolio
- 04 Infrastructure Augmentation
- 05 CSL - Strategic & Advanced Solutions
- 06 Order Book Position
- 07 Sustainable Goals - CSL
- 08 CRUISE 2030
- 09 Human Capital
- 10 Financial Performance





CSL Overview

CSL AT A GLANCE

BUSINESS VERTICALS



Ship Building

Commenced 1978, Around 180 vessels
 (Defence, Commercial, Offshore)



Ship Repair

Commenced 1981. More than 2500 projects
 executed (Defence, Commercial, Offshore)



C- SAS

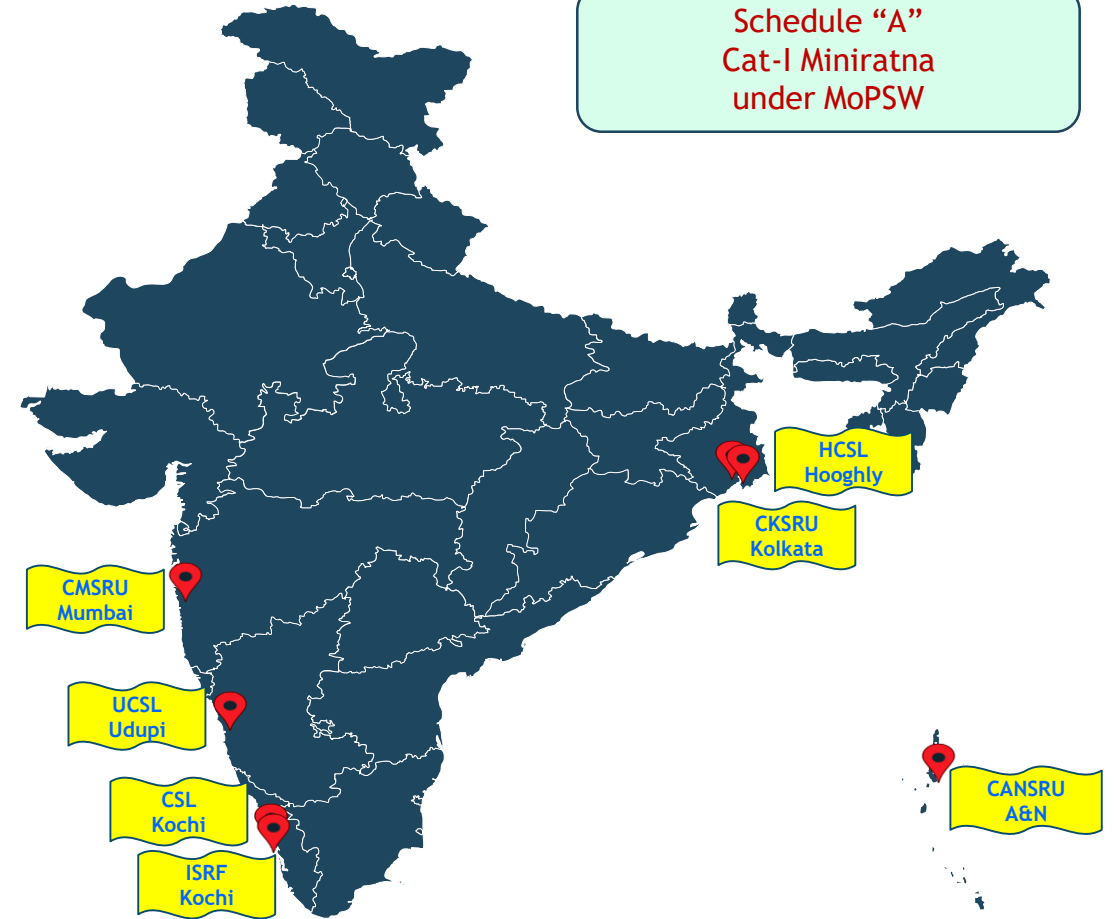
Incorporated 2021. Services & Solutions in
 areas of Strategic & Advanced Technologies



METI

Marine Engineering Training Institute. DGS
 approved GME residential course

Schedule "A"
 Cat-I Miniratna
 under MoPSW



PAN INDIA PRESENCE

Two wholly owned subsidiaries

Hooghly Cochin Shipyard Limited Howrah, West Bengal



- ✓ New state-of-the-art ship building facility, inaugurated in August 2022
- ✓ Investment of Rs. 227 Crs.
- ✓ Current Projects include Multi purpose vessels, Hybrid Electric Passenger Ferries etc.

Udupi Cochin Shipyard Limited Udupi, Karnataka



- ✓ Yard taken over by CSL in Sep 2020 through the IBC Process
- ✓ Commenced operations in July 2021
- ✓ Investment of Rs. 118 Crs.
- ✓ Current Projects include ASTDS Tugs, Modern Fishing vessels, Future Proof Dry Cargo Vessels etc.

Three Ship Repair Units Operational across India

CSL Mumbai Ship Repair Unit (CMSRU)

Hughes Dry Dock, Mumbai Port



- ✓ Commenced operations in January 2019
- ✓ Investment of Rs. 70 Crs.
- ✓ Clocked a turnover of around Rs. 150 Crs. in FY 2024

CSL Andaman & Nicobar Ship Repair Unit (CANSRU)

Marine Dockyard, Port Blair



- ✓ To develop ship repair ecosystem in the A&N Islands
- ✓ Commenced ship repair activities in Nov 2021
- ✓ Clocked a turnover of around Rs. 100 Crs. in FY 2024

CSL Kolkata Ship Repair Unit (CKSRU)

Netaji Subash Dry Dock, SMPT



- ✓ To cater to the Ship repair needs of the east coast of India
- ✓ Investment of Rs. 40 Crs.
- ✓ Commenced operations in October 2019
- ✓ Clocked a turnover of around Rs. 37 Crs. in FY 2024.

Board of Directors



Shri Madhu Sankunny Nair

Chairman and Managing Director



Shri Bejoy Bhasker
Director (Technical)



Shri Jose V J
Director (Finance) & CFO



Shri Sreejith K Narayanan
Director (Operations)



Shri Rajesh Kumar Sinha IAS
Part-time official (Nominee) Director



Shri Biju Prabhakar IAS
Part-time official (Nominee) Director



Smt. Amrapali Prashant Salve
Non-official (Independent) Director



Shri Nahar Singh Maheshwari
Non-official (Independent) Director



Shri Ashok Sharma
Non-official (Independent) Director



Shri Venkatesan M
Non-official (Independent) Director



Shri Abhijit Biswas
Non-official (Independent) Director



Long service and experienced senior management backed by a strong pool of experienced professionals



Effective independent board driving corporate governance framework



Experienced Naval Architects, Engineers, Draftsmen for Ship Designing



Diverse mix of experience and global expertise

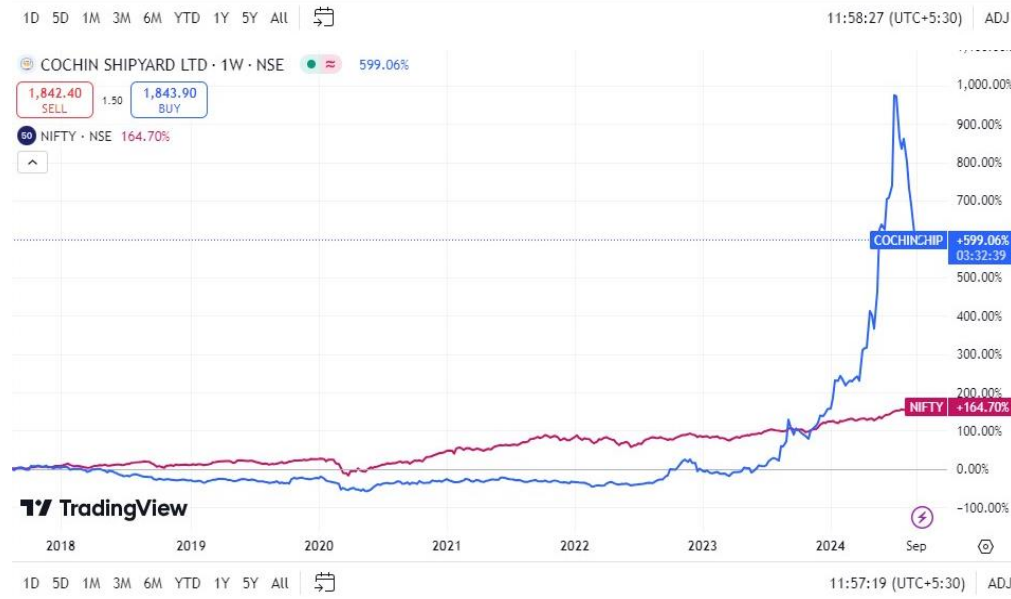
Significant enhancement of shareholders value



Performance of CSL equity shares in comparison to SENSEX and NIFTY

Listed in BSE and NSE since August 2017

- ✓ Shareholding – Govt – 72.86% and Public – 27.14%
- ✓ Present Market Capitalisation – Rs. 45,000 Cr. (Approx.)



IPO Market Cap (Aug 2017) – Rs. 6,000 Cr. (Approx.)

Present Market Cap – Rs. 45,000 Cr. (Approx.)

Corporate Actions Post IPO

- ✓ Buyback – Dec 2018 – Rs. 200 Cr.
- ✓ Split – Jan 2024 – 1:2; 1 Share split in to 2 Shares



Ship Building Portfolio

SHIPBUILDING (SB) PORTFOLIO

Commercial

- ❖ Oil Tankers
- ❖ Bulk Carriers
- ❖ Multi Purpose Vessels
- ❖ Container Vessels
- ❖ Passenger Vessels
- ❖ Ro-Pax Vessels
- ❖ Electric Passenger Ferries
- ❖ Fishing Vessels
- ❖ Autonomous Vessels
- ❖ Dredgers
- ❖ Tugs



Offshore

- ❖ Platform Supply Vessels
- ❖ Anchor Handling/Tug Supply Vessels
- ❖ Specialized Support Vessels
- ❖ Geotechnical Research Vessel
- ❖ Deck Cargo/Jacket Launch Barges
- ❖ Commissioning Service Operation Vessels
- ❖ Service Operation Vessels



DEEP SEA SUPPLY



TROMSOFFSHORE



TIDEWATER



NORTH STAR

Defense

- ❖ Indigenous Aircraft Carrier
- ❖ Anti Submarine Warfare Shallow Water Craft
- ❖ Next Generation Missile Vessels
- ❖ Technology Demonstration Vessel
- ❖ Fast Patrol Vessels
- ❖ Floating Border Outpost Vessels



SB COMMERCIAL PORTFOLIO



Oil Tankers



Bulk Carriers



Passenger Vessels



Hydrogen Fuels Feeder Container Vessels



Hopper Suction Dredgers



Zero Emission Autonomous Cargo Ferries

SB OFFSHORE PORTFOLIO



Platform Supply Vessels



Geo Technical Research Vessels



Commissioning Service Operations Vessels



Anchor Handling Vessels



Buoy Tender Vessels

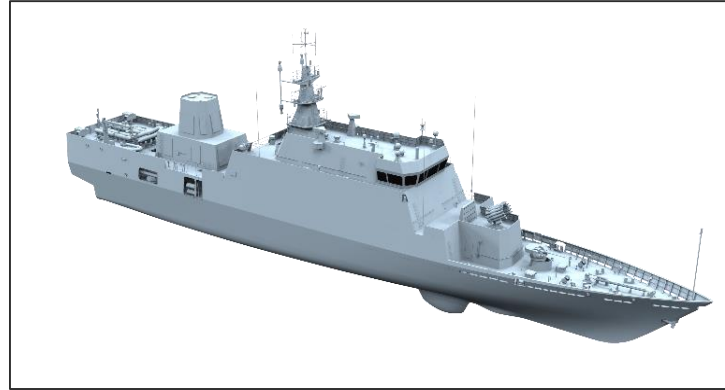


Service Operations Vessels

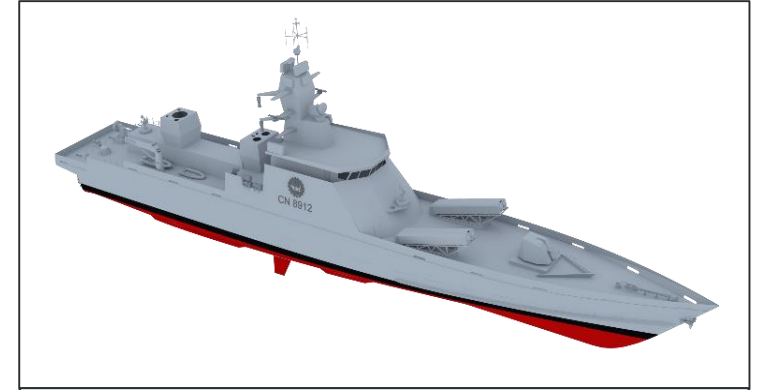
SB DEFENCE PORTFOLIO



Indigenous Aircraft Carrier



Anti-Submarine Warfare SW Corvettes



Next Generation Missile Vessels



Technology Demonstration Vessel



Floating Border Outposts



Fast Patrol Vessels

PRODUCT QUALITY

Built to Global standards



Integrated Management System

- **ISO 9001:2015** (Quality Management)
- **ISO 45001:2018** (Occupational Health & Safety Management)
- **ISO 14001:2015** (Environmental Management)
- **GreenCo : Gold Rating**





Ship Repair Portfolio

SHIP REPAIR



40+

Years of experience

Pioneers in Ship Repair
since 1981

2500+
Projects

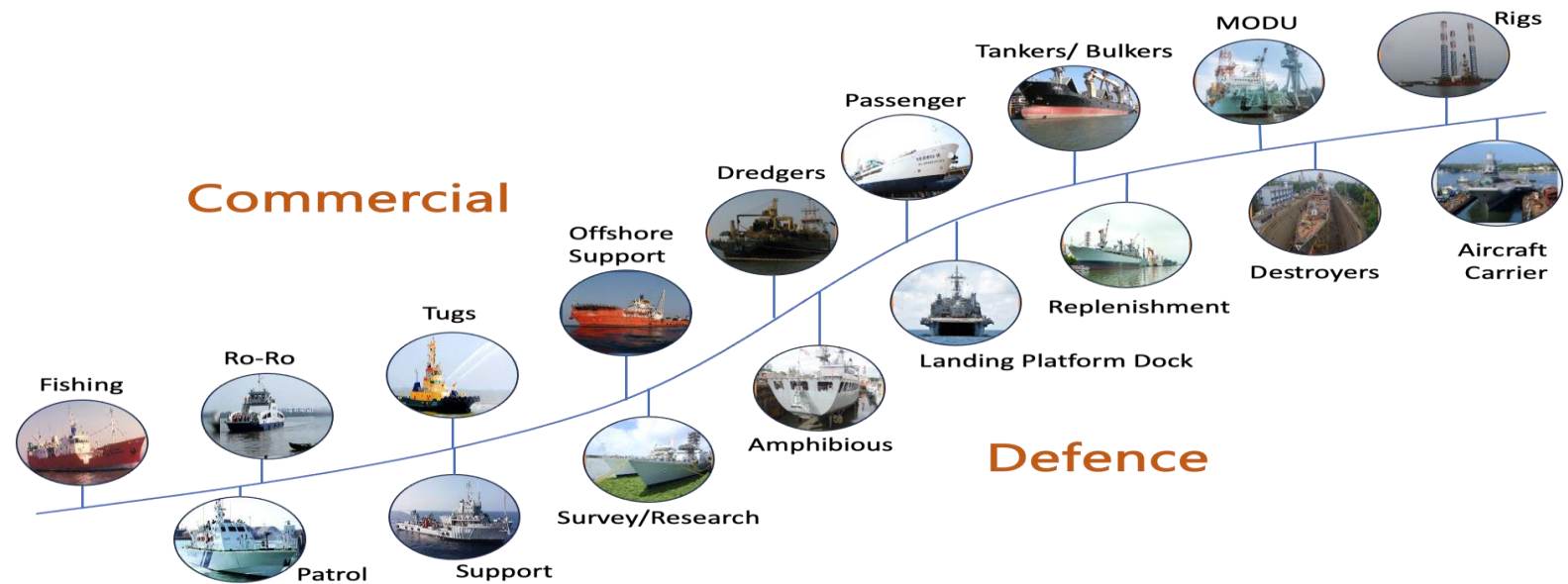
Market Leader of Ship Repair
and Conversions in India

100 +
Clients

Long Term MoUs with key clients
(UTLA, A&N , DCI, SNC etc.)

“Largest & most accomplished Ship Repairer in India”

- Dry-dock and Afloat repair and conversions
- Only Indian with Aircraft Carriers refit experience
- Holds More than 45 % of Indian Ship Repair Market Share.
- 5 dedicated Ship Repair Units pan India.
- Long term maintenance support
- Selected to lead the Ship Repair Cluster Development Initiative of the Govt. of India.
- Master Ship Repair Agreement (MSRA) with US Navy for repair of US Naval Ships





Infrastructure Augmentation

INFRASTRUCTURE AUGMENTATION

8

Dry Docks

6000 T

Ship Lift

4 km

Quays

5

Slip Ways

Capital Investments of
Rs 3000 Cr.
Fully implemented



New Large Drydock 310 Mtr - with 600T crane



Maritime Park at Kochi



International Ship Repair Facility



CSL – Strategic & Advanced Solutions

C-SAS – New Technology/ Sustainable Solutions



India's 1st
Hydrogen Fuel Cell Electric Vessel



India's 1st
High Endurance Autonomous
Underwater Vehicle for DRDO



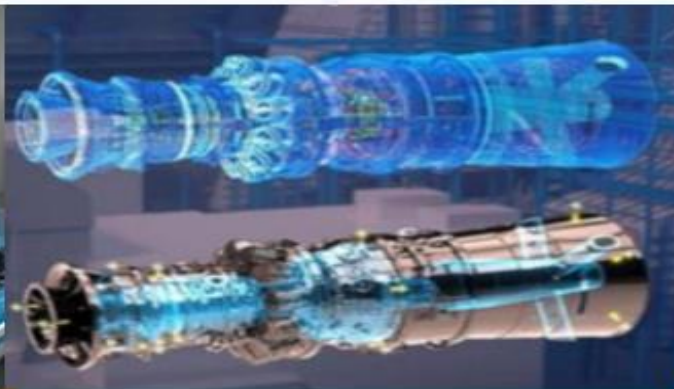
Submersible Temperature
Measurement System for DRDO



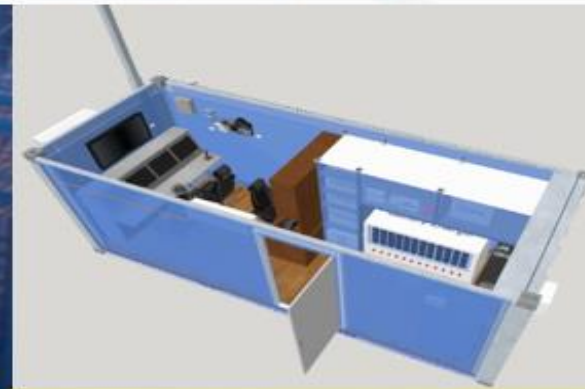
Fully Indigenous
Autonomous Surface Vessel
(Pilot Project)



IPMS Upgradation
For Naval Vessel



Digital Twin
On INS VIKRANT



Launch Control Station
HEAUV



USHUS
Nurturing Aspirations
Marine Start-up Engagement program
of Cochin Shipyards Ltd
USHUS
Marine Start-Up Programme
Inaugurated by
HON'BLE MINISTER, PSW

Autonomous - Zero Emission Vessel



- Will undergo Extensive Testing in Norway for 2 Years
- Fully Unmanned Operation after 2 Years
- Ferrying trailer containers across the Oslo Fjords



Autonomous Surface Vessel Pilot Project

SWAYAT

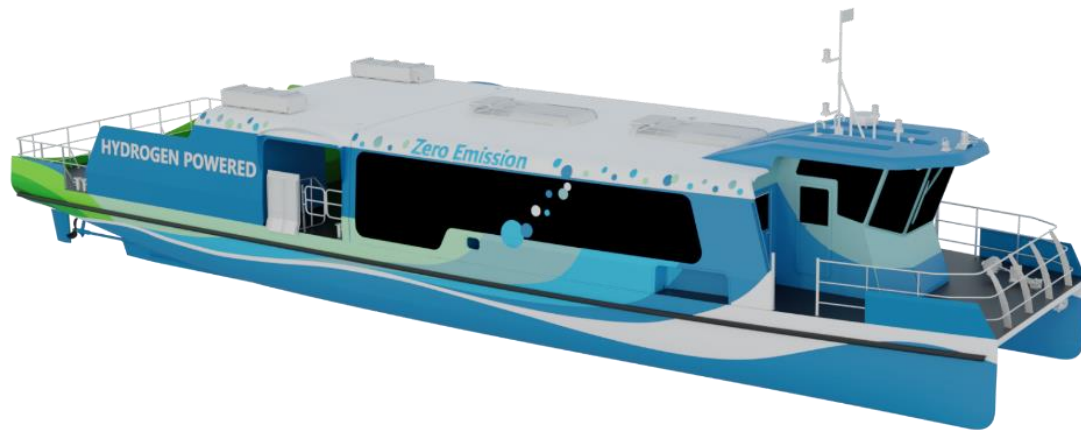


KPIT



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

H₂ Fuel Cell Vessel



- 100 Passenger Ferry Boat
- Fully Indigenised 'Home Grown Technology'
- 2 x 25 kWh H₂ Fuel Cell, 6 kWh Solar Plant

Electric Catamaran Ferry



- Air conditioned passenger area for 50 pax
- Design Speed – 9 Knots
- Fast Charging LTO Battery of ~ 120 kWh



Order Book Position

Robust Order Book of ~INR 22,550 crores

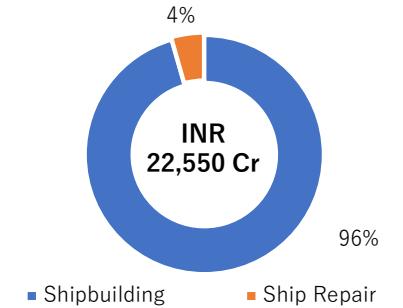
SN	Project Category	Vessels	Order Value (~ INR Cr)
1	Defence	15	15,000
2	Commercial – Domestic	18	1,200
3	Commercial – Export	14	3,300
Total Order Book of Projects		47	19,500

Ship Repair Order - ~INR 1000 Cr.

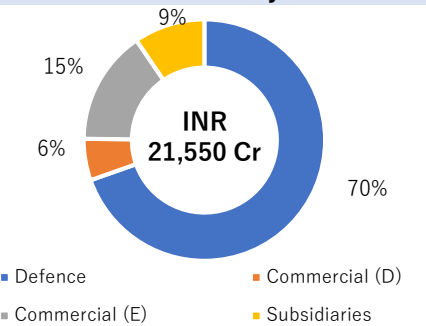
SN	Subsidiaries Order Book	Order Value (INR Cr)
1	Hooghly Cochin Shipyard Limited (HCSL)	150
2	Udupi Cochin Shipyard Limited (UCSL)	1,900
Total Order Book of Subsidiaries		2,050

The Order Value indicates balance amount of orders to be recognized

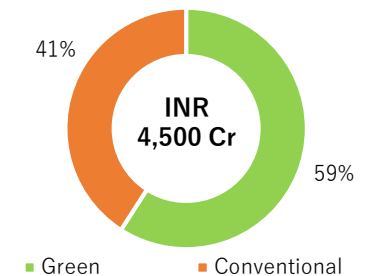
Total Orderbook Position



Major share from Defence Projects



Green compliment Commercial Segment



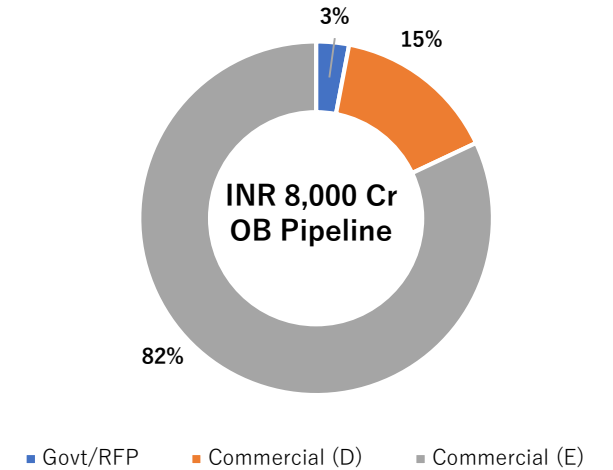
Shipbuilding Order Pipeline / Possibilities of ~INR 8,000 crores

SN	Govt. / RFP Stage	Order Value (~ INR Cr)
1	Govt. Projects	200
Total Order Pipeline of Defence Projects		200

SN	Commercial (Domestic) Pipeline	Order Value (~ INR Cr)
1	Vessels for Domestic clients	1,200
Total Order Pipeline of Commercial (Domestic) Projects		1,200

SN	Commercial (Export) Projects	Order Value (~ INR Cr)
1	Vessels to foreign clients	6,600
Total Order Pipeline of Commercial (Export) Projects		6,600

Order Book Pipeline



Other project proposals – RFI/Mid Stage amounting to INR 30,000 crores



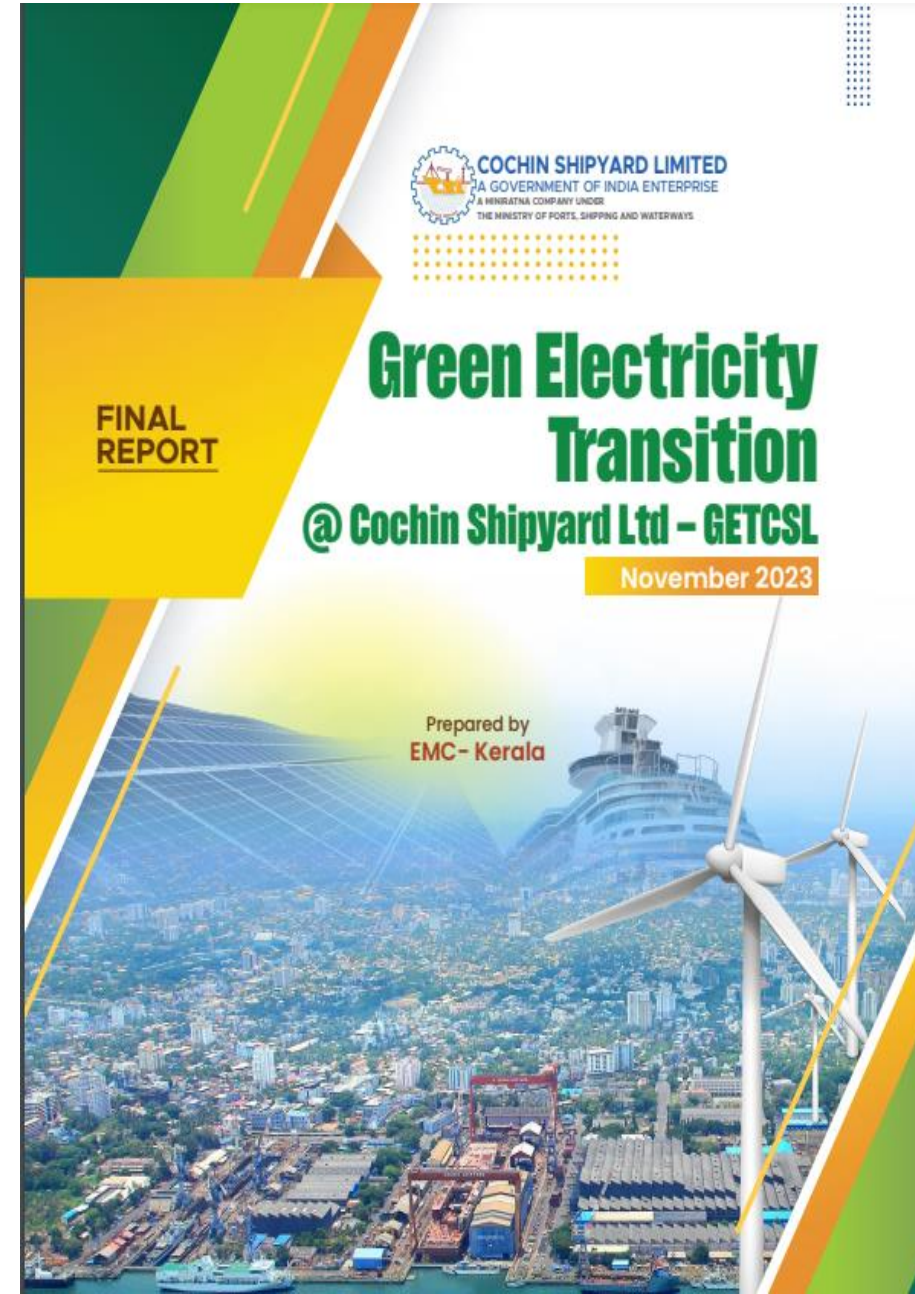
MAKE IN INDIA

Sustainable Goals - CSL



CSL awarded **GREENCO GOLD** Rating

- Committed to **reduce carbon footprint**
- Target operations on **100% Green Energy**
- Energy Management Centre, Kerala onboarded for detailed study to enable shifting to **100% green energy**
- Combination of solutions envisaged -
 - ✓ Rooftop Solar PV Plant
 - ✓ Wind Plant Installation
 - ✓ Ground Mounted PV Plant
- 16.7 acres for wind and solar plants being identified
- Targeted Project Timeline: 3 years



Corporate Social Responsibility

Transforming our communities

CSR Admin Structure

Board

- Tier I – Board of Directors

CSR Committee

- Tier II – Composed of Board Members

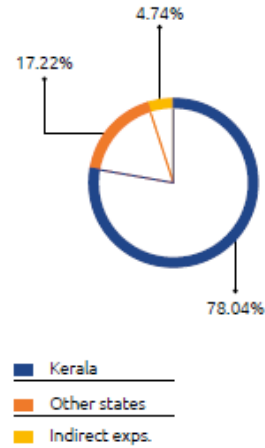
Executive Committee

- Tier III – Consisting of six cross functional executives

CSR SO FAR
Rs. 125+ Crore
800+ Projects

FY 2023-24

CSR Spent - Region wise



₹ **14.44** crores

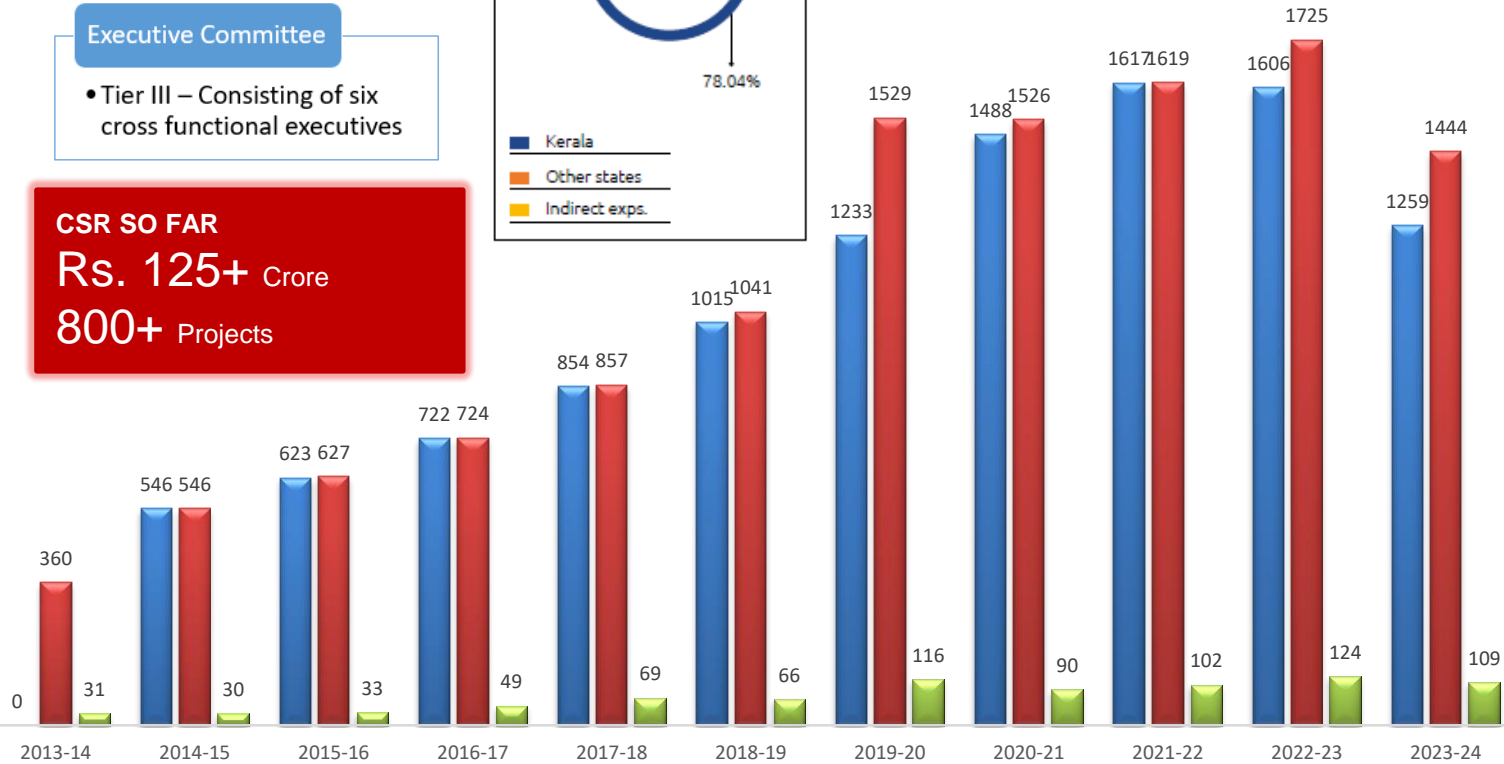
CSR expenditure

Health & Nutrition

Theme for the year 2023-24

109

Projects undertaken



■ Statutory under Companies Act ■ CSR Actual Spent ■ No. of Projects

Value in Rs. Lakhs



Enhancing Rural Sanitation: Upgraded Facilities for 50 Families in Karumallur, Aluva.



Empowering Neurodiversity: Unlocking Potential Through Skill Development.



Bridging Gaps: Skilling the Underprivileged Across Kerala for a Brighter Future.



Preserving Green Spaces: Maintenance of Subhash Bose Park at the Heart of Kochi City.



Empowering Health and Hope: New Dialysis Center at Ernakulam General Hospital.



Nurturing Joy and Wellness: 'Poombatta' Children's Recreation Center at Ernakulam General Hospital.



CRUISE 2030

CSL Revenue & profit Unlock through Integrated Strategic Excellence



Key Objectives

- ✓ Growth Strategy
- ✓ Operational Excellence
- ✓ Need for Long Term Strategy Roadmap envisaged in 2017.
- ✓ Boston Consulting Group (BCG) engaged in March 2019.
- ✓ Rs 15000 ~ 18000 Cr revenue opportunity identified across various levers.
- ✓ Roadmap with stepped targets for 2022, 2025 and 2030 finalised.
- ✓ Business Development re-organised with focus on Key Accounts.
- ✓ Project Management Organisation formed.



MAKE IN INDIA

Human Capital

Human Capital

Cultural Competencies of CSL



TEAMING



EXECUTION
EXCELLENCE



CONSTRAINT
BREAKING



CONTINUOUS
LEARNING

Investment for Growth & Success

- Leadership accelerated programs viz., YOCDP, SCDP, training in IIMs & other premium institutions
- Igniting Minds
- Mentoring
- Knowledge sharing portal
- Employee Welfare Crowd Funding Scheme – “Cochin Shipyard Employees Parivar Parirakshan Yojana” (SEPPY)
- CSL Sayam Prabha Scheme (CSPS)
- AOTS (Association for Overseas Technical Cooperation and Sustainable Partnerships) Training in Japan



Best Manpower

- About 2100+ permanent employees
- About 2200+ employees on contract and training
- About 3200+ Sub Contract Staff
- Harmonious industrial relations
- Policy of participative management with Trade Unions
- Appropriate representation of SC/ST/OBC/EWS, PwBD and Minority Employees

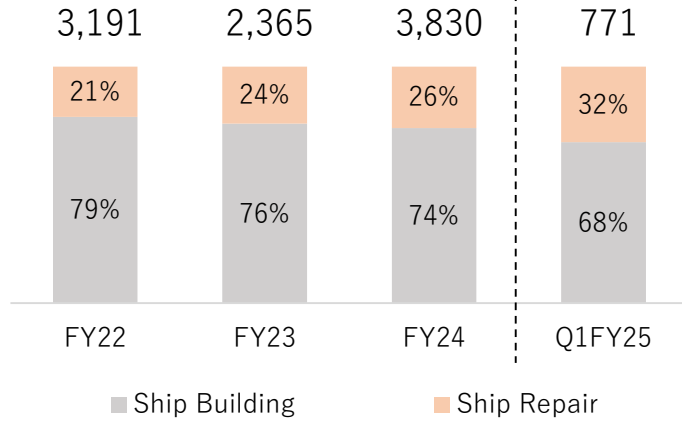


Financial Performance

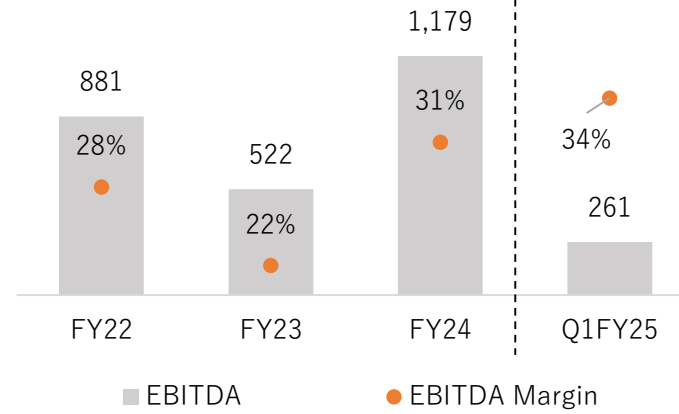
Key Financial Parameters

All figures in INR crores unless stated otherwise

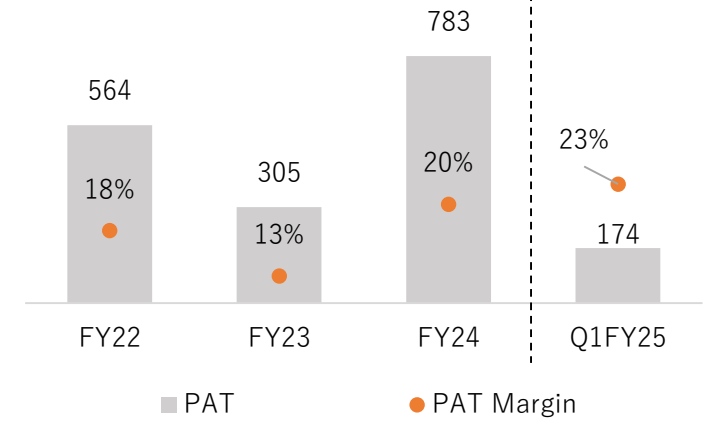
Revenue



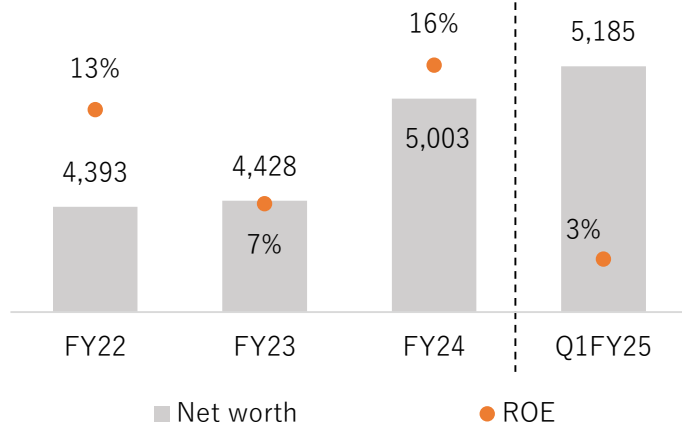
EBITDA & Margin



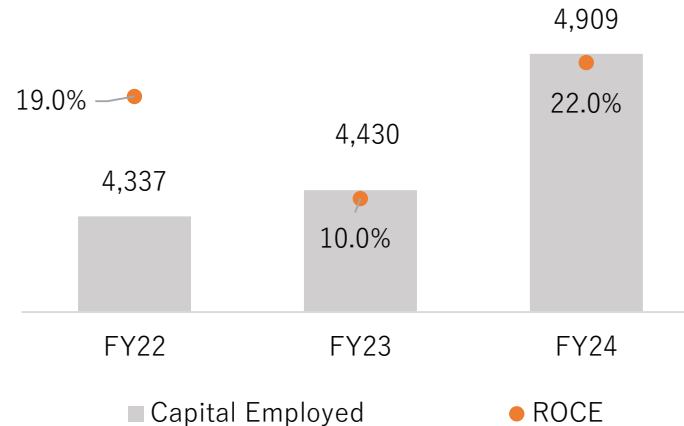
PAT & Margin



Net worth & ROE



Capital Employed & ROCE



D / E



Data for Q1FY25 not annualized

Thank You

