



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			<i>To be decided</i>

* 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%

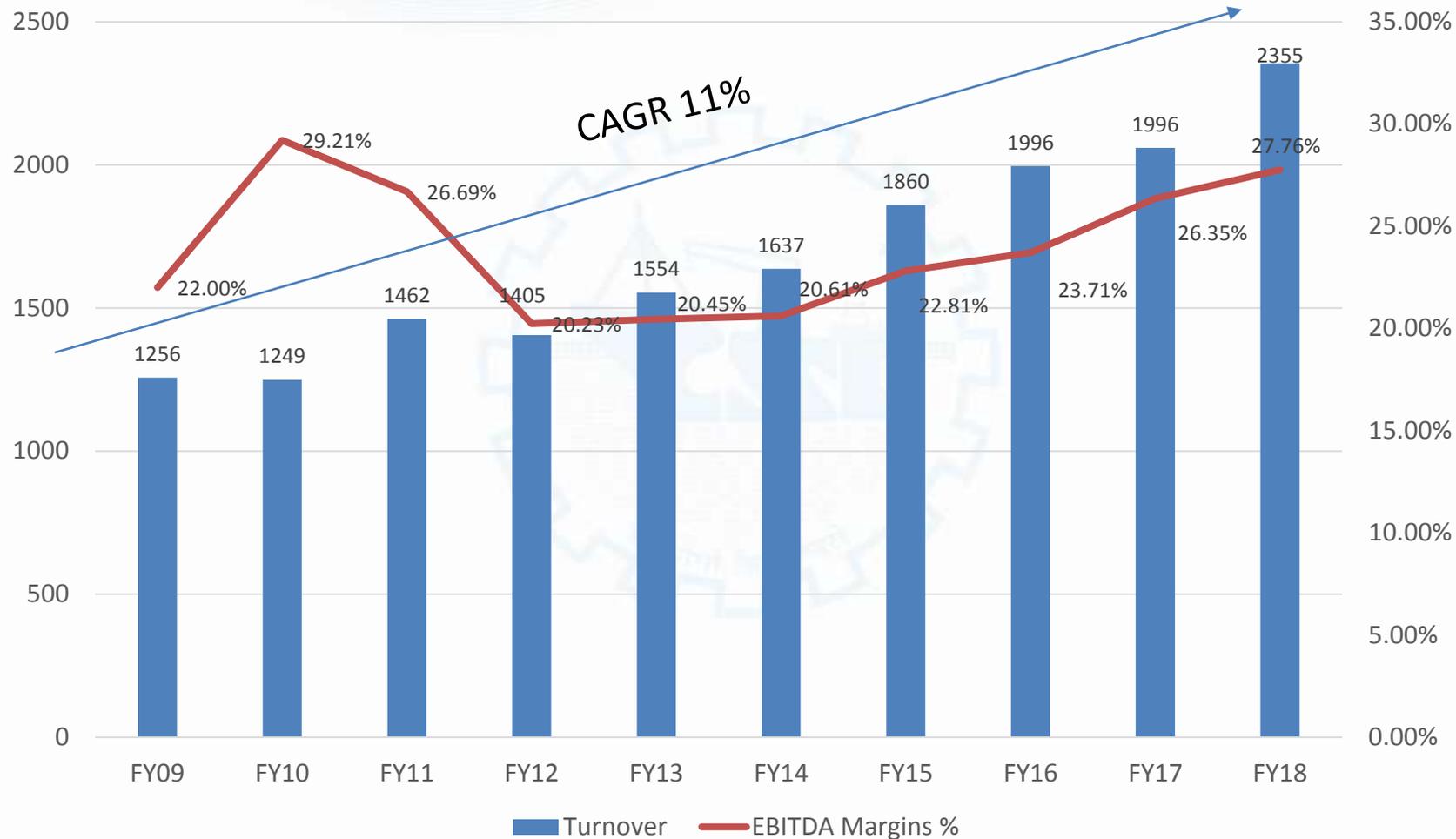
KEY FINANCIAL PARAMETERS



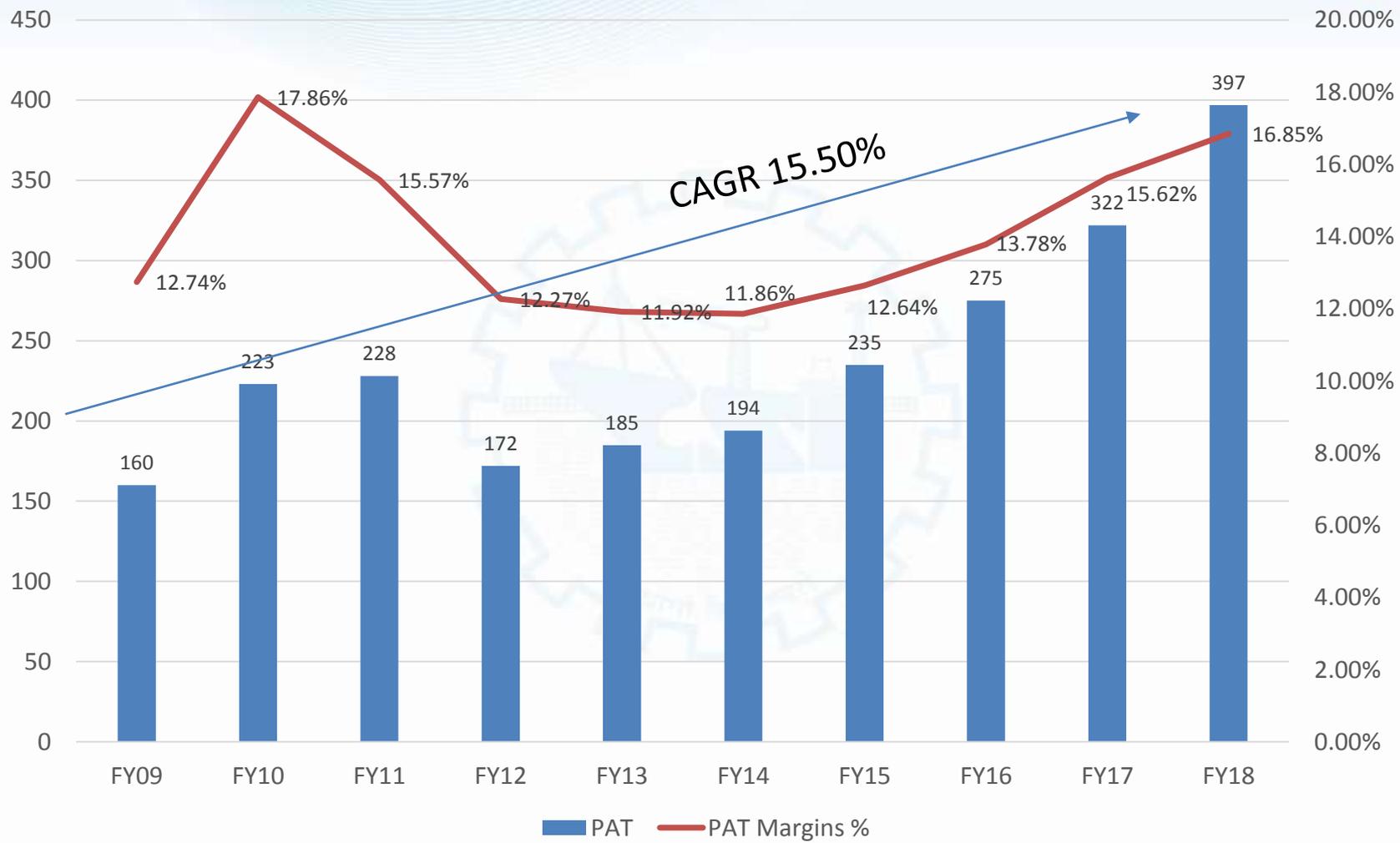
Particulars (INR cr)	FY18	FY17
Networth	3256	2029
Book value / share (Rs)	240	179
Net Debt	123	123
EBITDA (%)*	28	26
EPS (Rs)	31.03	28.39

* Includes other income but excludes one off items

TURNOVER (RS CR) & EBITDA MARGINS



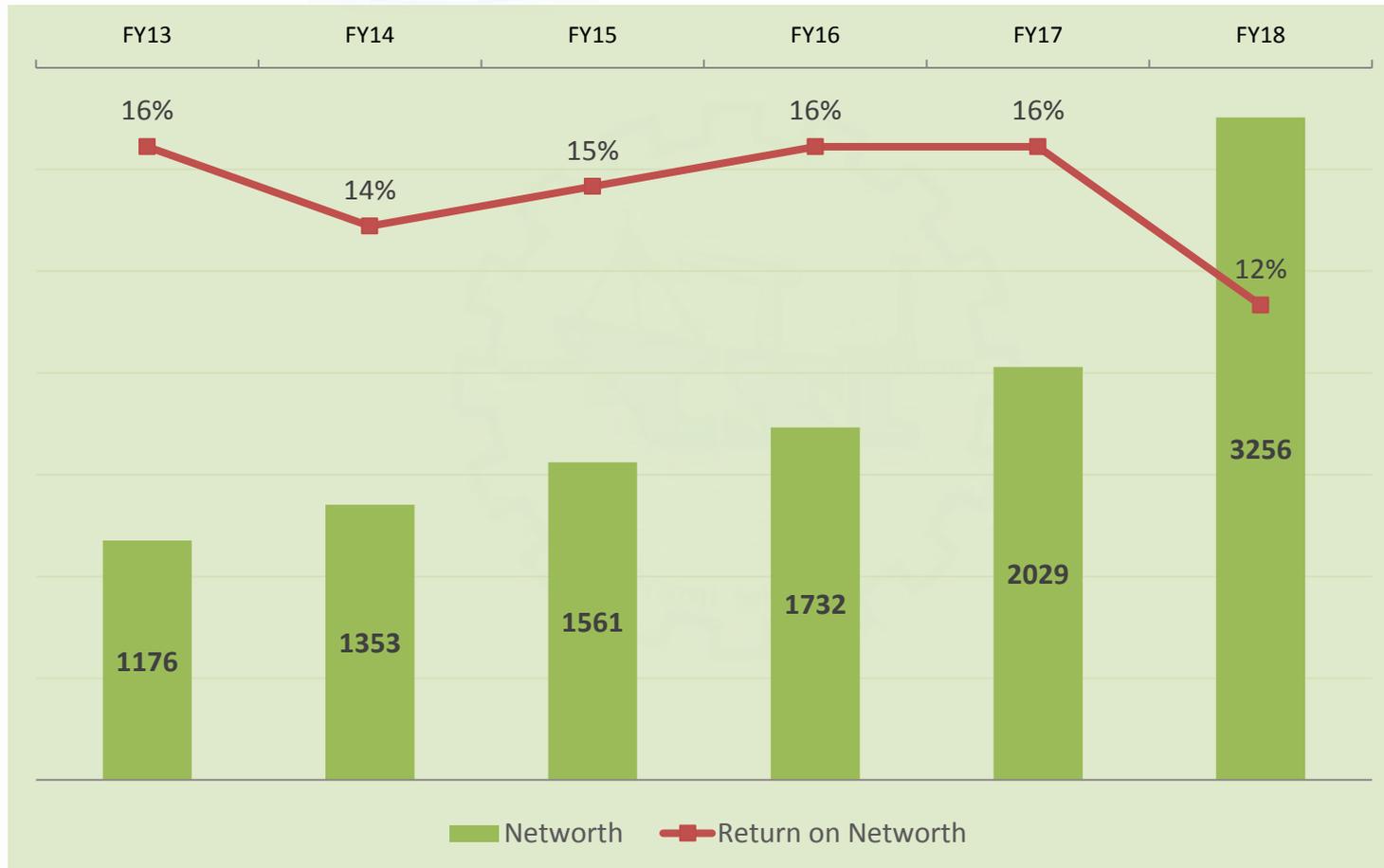
PROFIT AFTER TAX (Rs Cr.) & PAT MARGINS (%)



RETURN EFFICIENCIES



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

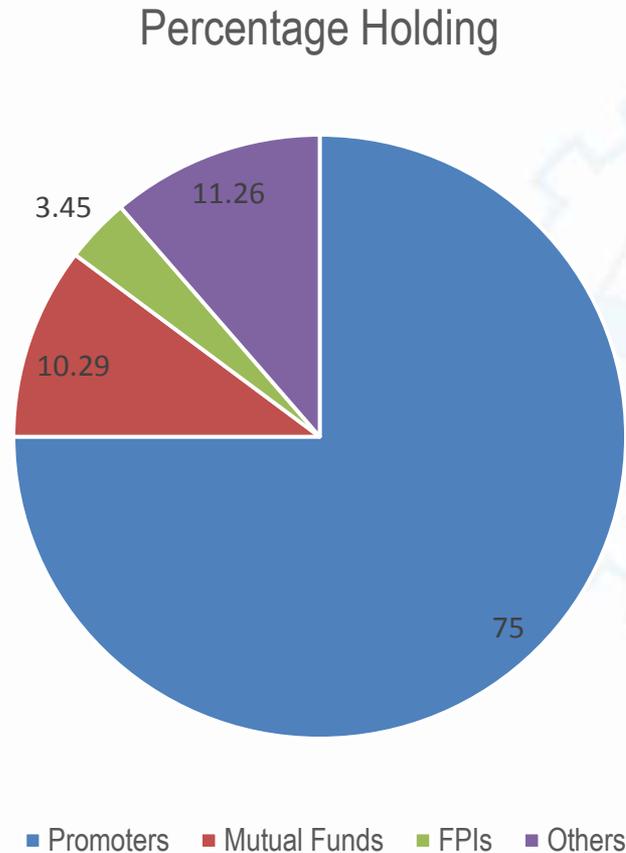


Debt Equity Ratio **0.04**



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 of 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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