



SEC/48/2017-63

February 14, 2019

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

Dear Sir/Madam,

1. We are enclosing herewith presentation to investors containing financial and physical progress updates.
2. We request you to kindly inform your members accordingly.

Thanking You,

Yours faithfully,

For Cochin Shipyard Limited

V. Kala
Company Secretary
& Compliance Officer



Financial Overview





FINANCIAL HIGHLIGHTS (Rs Crs)

Particulars	FY 19 Q3	FY 18 Q3	% Increase	FY 19 April-Dec	FY 18 April-Dec	% Increase	FY 18
Turnover	716.42	615.04	16.48%	2174.55	1754.52	23.94%	2355.12
Profit Before Tax	196.95	176.06	11.87%	590.44	463.26	27.45%	604.86
Profit After Tax	129.72	113.76	14.03%	383.67	305.13	25.74%	396.75
EPS	9.58	8.37	14.46%	28.26	24.37	15.96%	31.03
	Not Annualized	Not Annualized		Not Annualized	Not Annualized		Annualized

REVENUE MIX (Rs Cr.)

Quarterly Performance



Particulars (Rs cr)	FY 19 Q3	FY 18 Q3	YoY %	FY 19 Q2	FY 19 April-Dec	FY 18 April-Dec	YoY %	FY 18
Shipbuilding	552.07	407.71	35.41%	462.06	1468.52	1228.32	19.56%	1731.85
Ship Repair	164.35	207.33	(20.73%)	337.34	706.03	526.20	34.18%	623.27
Turnover	716.42	615.04	16.48%	799.40	2174.55	1754.52	23.94%	2355.12
Other Income	49.74	51.01	(2.49%)	55.81	163.14	154.99	5.26%	189.16
Total Income	766.16	666.05	15.03%	855.21	2337.69	1909.51	22.42%	2544.28

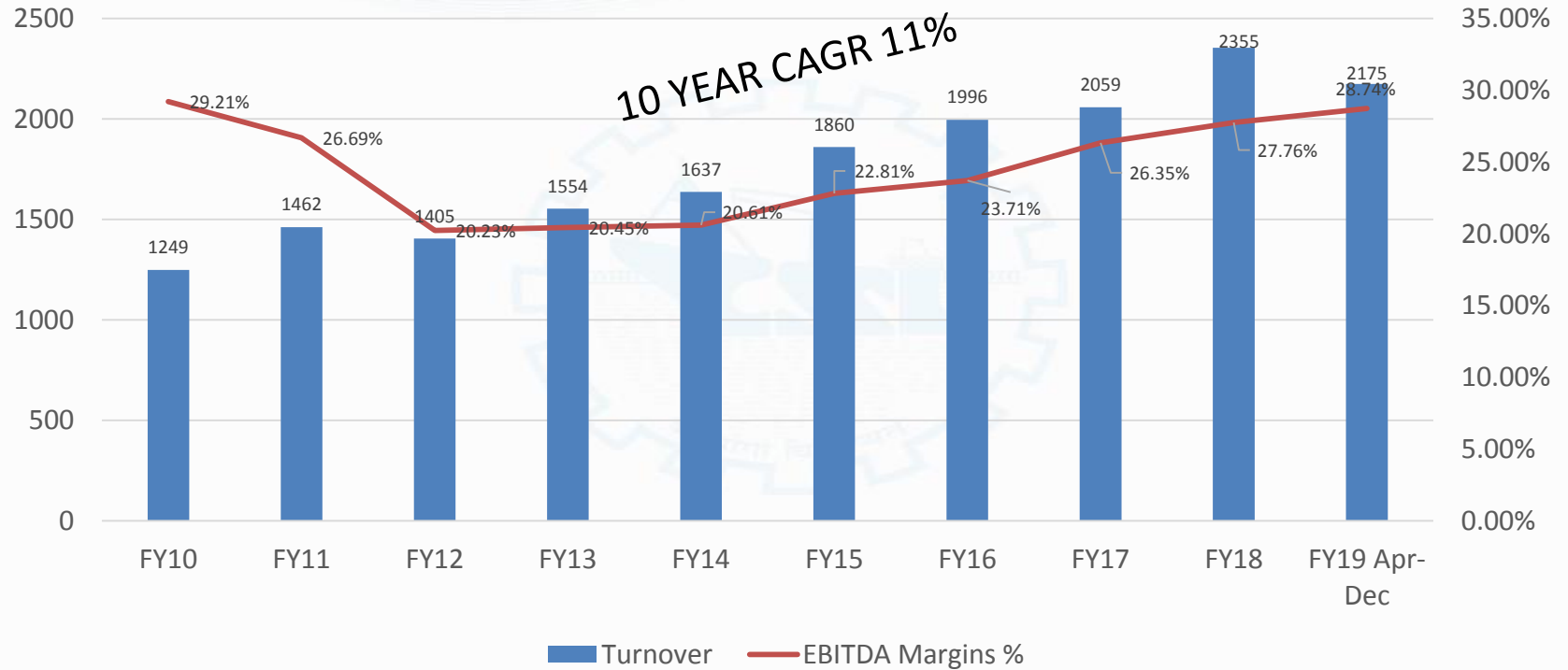
KEY FINANCIAL PARAMETERS



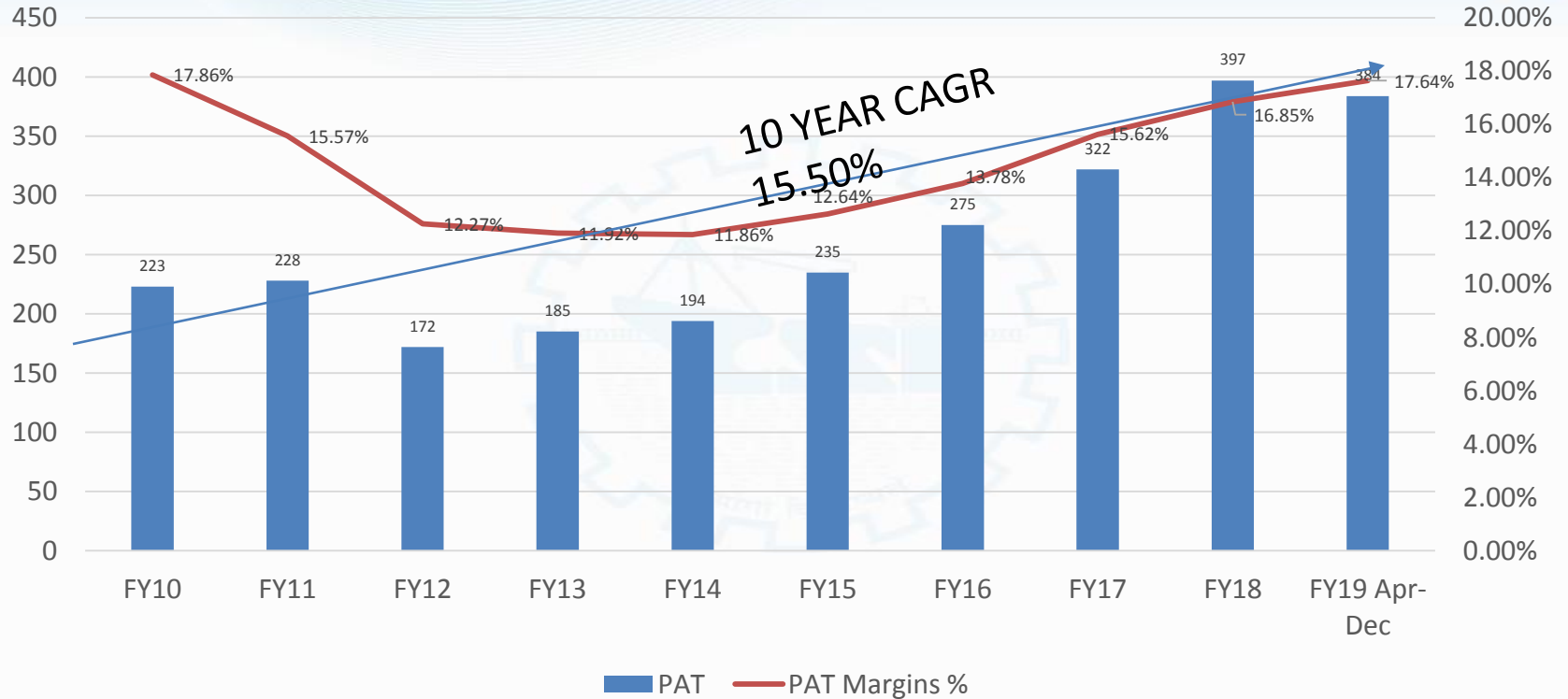
Particulars (INR cr)	FY19 Q3	FY18 Q3	FY19Q2	FY 19 April-Dec	FY 18 April-Dec	FY18
Networth	3237.68	3166.90	3307.58	3237.68	3166.90	3255.86
Book value / share (Rs)	246.14	232.97	243.32	246.14	232.97	239.51
Net Debt	123.00	123.00	123.00	123.00	123.00	123.00
EBITDA (%)*	29.06%	30.60%	30.51%	28.74%	27.53%	27.76%
EPS (Rs)	9.58	8.37	10.86	28.26	24.37	31.03
PAT Margins (%)	18.11%	18.50%	18.47%	17.64%	17.39%	16.85 %

* Includes other income but excludes one off items

TURNOVER (RS CR) & EBITDA MARGINS



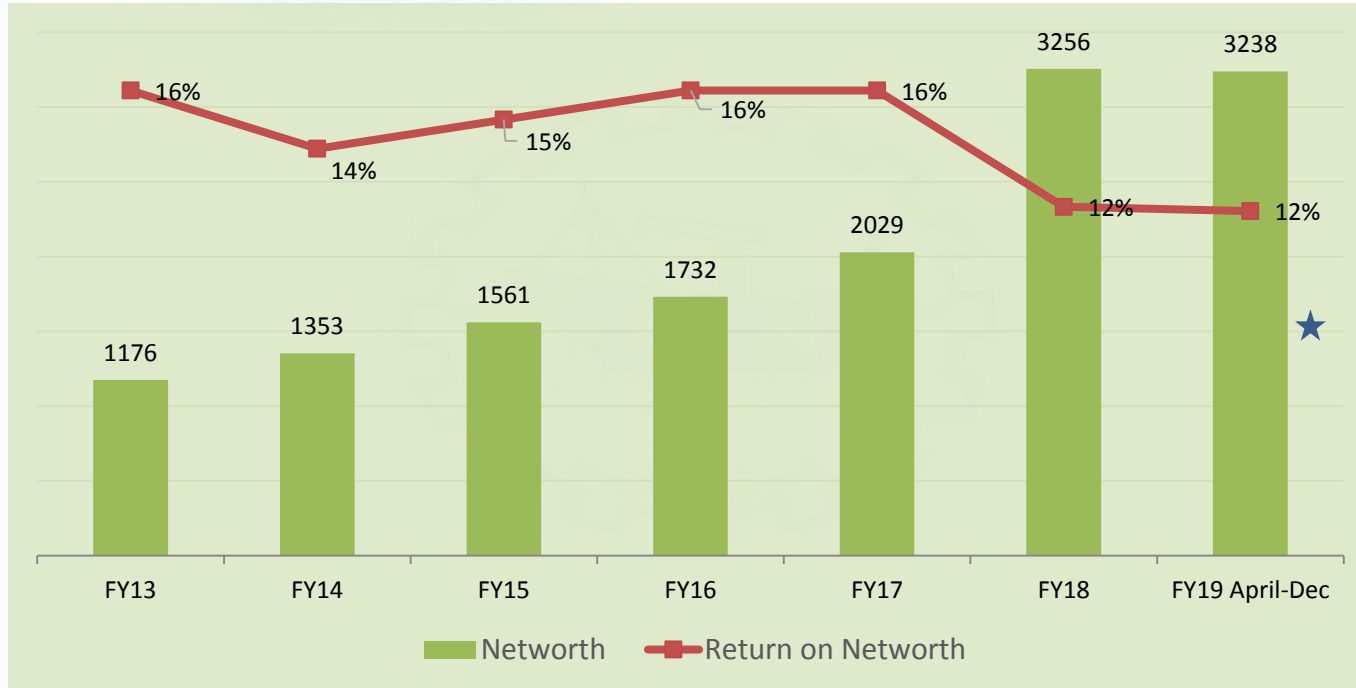
PROFIT AFTER TAX (Rs Cr.) & PAT MARGINS (%)



RETURN EFFICIENCIES



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



Debt Equity Ratio **0.04**

★ **Not annualised**



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	403.00
2	Technology Demonstration Vessel for DRDO	1	365.00	129.14
3	500 Pax cum 150 Ton Cargo Vessels for A&N Administration	2	480.01	210.11
4	1200 Pax cum 1000 Ton Cargo Vessels for A&N Administration	2	824.08	725.97
5	Fishing Vessels for Tamil Nadu Fishermen (under the scheme of Dept. of Fisheries, Tamil Nadu)	16	13.04	10.95
6	Ro-Ro & Ro-Pax Vessels	10	102.60	96.84
7	Others	5	31.30	31.30
	Total (INR)		4664.03	1607.31
<u>Contracts to be signed*</u>				
1	ASW SCW Corvette for Indian Navy	8		5392.00
2	IAC – Phase III			To be decided



Cochin Shipyard Limited

**Investor Presentation
(Physical Progress updates)
(Q3 FY19) – Feb 19**

HIGHLIGHTS: FY19 – Q2

SHIP BUILDING



28 April 2018



14 Aug 18



Works progressing on 500 Pax cum 150 T Cargo vessels (2nos) for A&N Administration.

HIGHLIGHTS: FY19 – Q2

SHIP BUILDING



13 June 17



Block erection commenced for 1200 Pax cum 1000 Tonne Cargo vessels (1 nos) on 07 Jan 19.



07 Jan 19



Feb 19

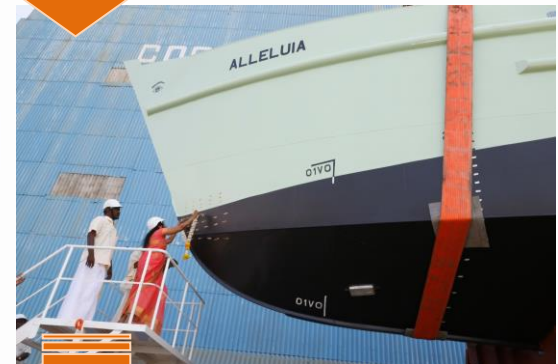
HIGHLIGHTS: FY19 – Q2

SHIP BUILDING



Fishing Vessels

- Series of 16 Nos fishing vessels being built under Blue Revolutions scheme of GoI, for Fisheries Department, Tamil Nadu progressing as per schedule. One vessel completed.



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.

HIGHLIGHTS: FY19 – Q2

SHIP REPAIR



- Repairs onboard MODU Sagar Bhushan of ONGC completed, including the accident repairs. Vessel sailed off in Nov 2018.
- Repeat Order from ONGC – MODU Sagar Vijay arrived CSL. Repairs progressing
- CSL has bagged order repairs of tanker MT Suvarna Swarajya for Shipping Corporation of India after long years.
- INS Sagardwani sailed off after major repairs. Project cost – Rs. 77 Crores approx.





EXPANSION PROJECTS

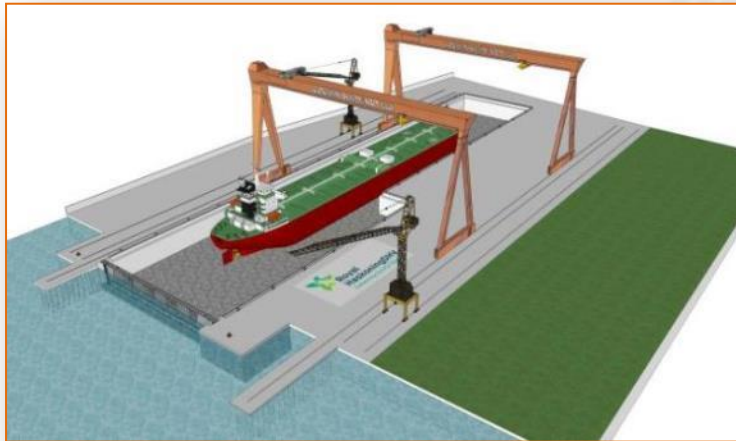
OVERVIEW

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**



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.
- ✓ 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**

Overall Status:

- ✓ Major equipment – Shiplift & transfer system procurement action in progress.
- ✓ Procurement of cranes and other equipments in progress
- ✓ Project Progress – 28% completed



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. **Tendering completed. Civil construction works awarded in Jan 19. Equipment procurement in progress**
- Targeting commencement of Operations by April 2020.

GEOGRAPHICAL EXPANSIONS

SHIP REPAIR AT PORTS



Mumbai Port Trust

- Final agreement signed with Mumbai Port Trust in Oct 2018 for 'Development, Management and Operations' of Ship Repair Facility at Indira Dock.
- *Operations commenced in 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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