



गार्डेन रीच शिपबिल्डर्स एण्ड इंजीनियर्स लिमिटेड Garden Reach Shipbuilders & Engineers Limited

(भारत सरकार का उपक्रम , रक्षा मंत्रालय)

(A GOVERNMENT OF INDIA UNDERTAKING, MINISTRY OF DEFENCE)

CIN NO. : L35111WB1934GOI007891

SECY/GRSE/BD-69/AM/02/19-20

06 June 2019

To,

National Stock Exchange of India Limited

Exchange Plaza, Plot No. C-1, Block G,

Bandra Kurla Complex, Bandra (E),

Mumbai – 400 051

Symbol: GRSE

BSE Limited

Floor-25, Phiroze Jeejeebhoy Towers,

Dalal Street, Fort

Mumbai – 400 001

Scrip Code: 542011

Dear Sir / Madam,

Sub: Intimation of schedule of Analysts' Meeting / Interactions - Reg 30

1. This has reference to our letter No. SECY/GRSE/BD-69/CA/AM/1/19-20 dated 01 Jun 2019 on the subject matter of 'Intimation of schedule of Analysts' Meeting / Interactions - Reg 30'.
2. In terms of Regulation 30 read with para A of Part A of Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are submitting herewith the Investor Presentation of the Financial Results of the Company for the quarter and year ended 31st March, 2019.
3. This is for your information and record.

Thanking You,

Yours faithfully,

For GARDEN REACH SHIPBUILDERS & ENGINEERS LIMITED

Sandeep Mahapatra
Company Secretary and Compliance Officer

गार्डन रीच शिपबिल्डर्स एण्ड इंजीनियर्स लिमिटेड Garden Reach Shipbuilders & Engineers Ltd.



INFINITE PASSION
MEETS UNWAVERING COMMITMENT



PRESENTATION TO ANALYSTS

06 JUN 2019



SEQUENCE OF PRESENTATION



- GRSE AT A GLANCE
- **BUSINESS PROFILE**
- MAJOR HIGHLIGHTS OF 2018-19
- **PRODUCTION HIGHLIGHTS OF 2018-19**
- NEW PRODUCT DEVELOPMENT IN BAILEY BRIDGE SEGMENT
- **INFRASTRUCTURE DEVELOPMENT**
- FINANCIAL PERFORMANCE AND HIGHLIGHTS



GRSE AT A GLANCE



GRSE AT A GLANCE



➤ **PREMIER WARSHIP BUILDING COMPANY OF THE COUNTRY**

➤ **1960 - TAKEN OVER BY GOVERNMENT OF INDIA**

➤ **1961 - BUILT FIRST INDIGENOUS WARSHIP - INS AJAY**

➤ **2006 – AWARDED MINIRATNA CATEGORY 1 STATUS**

➤ **1ST DEFENCE SHIPYARD TO DELIVER 100 WARSHIPS**

➤ **FIRST SHIPYARD IN COUNTRY TO EXPORT WARSHIP**

➤ **PROFIT MAKING AND DIVIDEND PAYING COMPANY**

➤ **GRSE IS A DIVERSIFIED COMPANY**



BUSINESS PROFILE



GARDEN REACH SHIPBUILDERS & ENGINEERS LIMITED – AT A GLANCE

MAJOR SHIPBUILDING PRODUCTS (# DELIVERED)



P-16A Frigate (3)



ASW Corvette (3)



Fleet Replenishment Tanker (1)



Offshore Patrol Vessel (1)



Missile Corvette (6)



Landing Ship Tank (5)



Inshore Patrol Vessels (8)



Water Jet Fast Attack Craft (14)



Landing Craft Utility (6)



Survey Vessel (6)



Hover Craft (6)



Fast Interceptor Boats (88)

WIDE VARIETY OF OFFERINGS WITH ESTABLISHED TRACK RECORD

MORE THAN 5100 BRIDGES SUPPLIED TO INDIAN ARMY, BRO & STATE GOVTS.



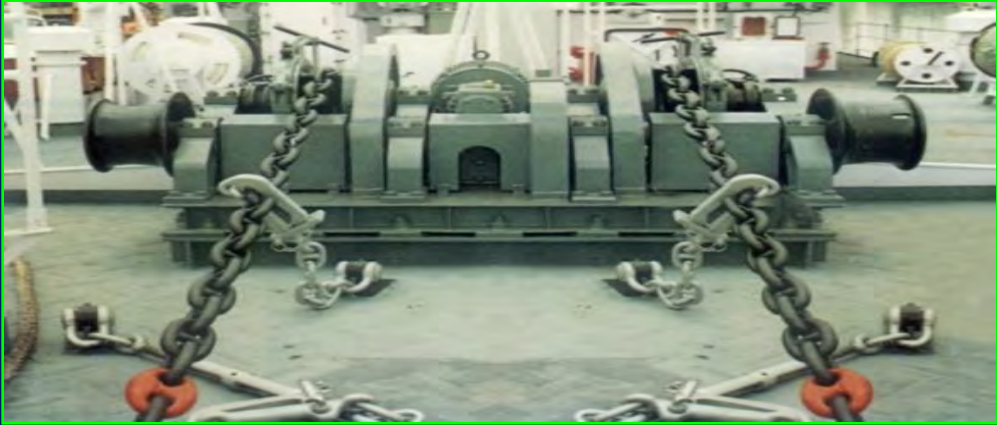
SUSPENSION BRIDGE



MAJERHAT BRIDGE KOLKATA



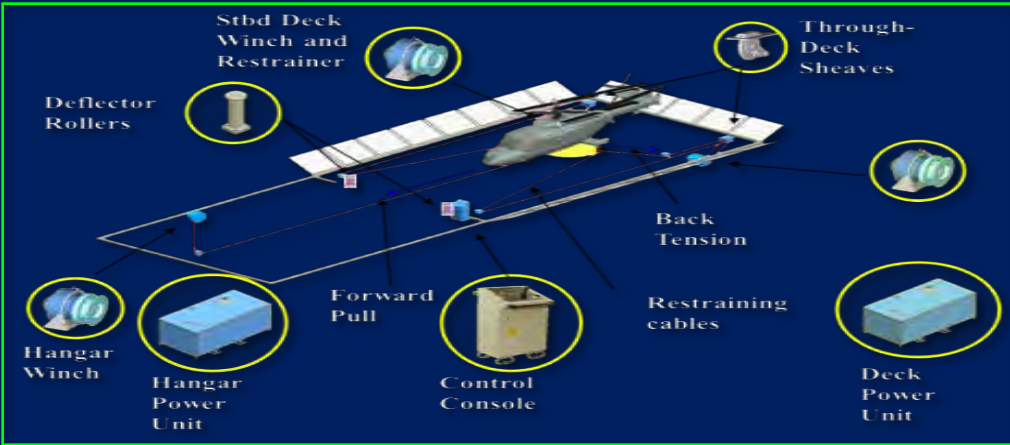
ENGINEERING PRODUCTS – DECK MACHINERY



CAPSTANS



HYDRAULIC DAVITS



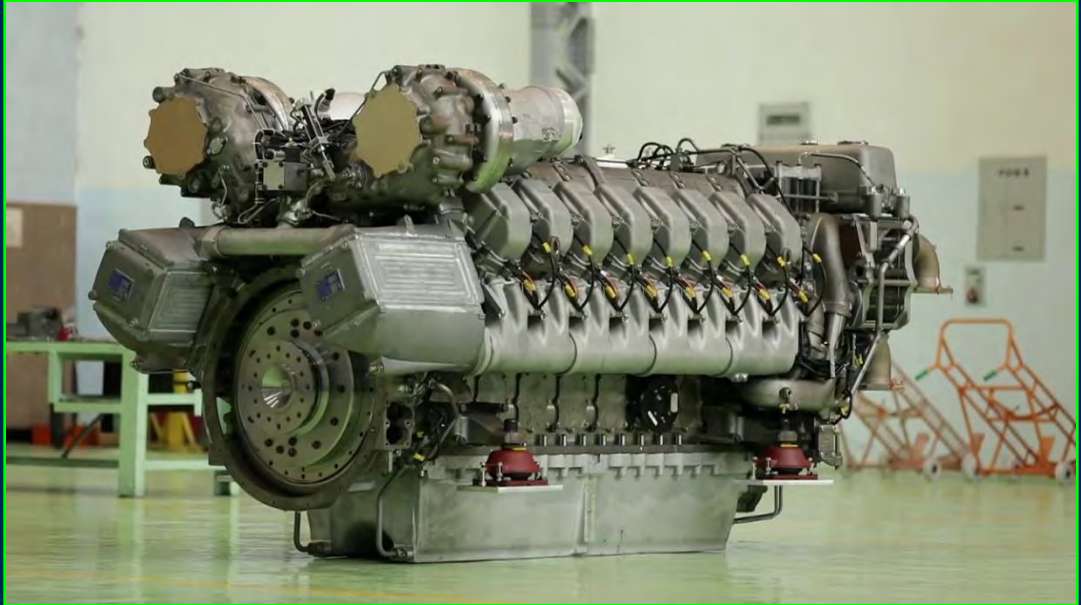
RAIL LESS HELO TRAVERSING SYSTEM



MARINE PUMPS



DIESEL ENGINE PLANT RANCHI





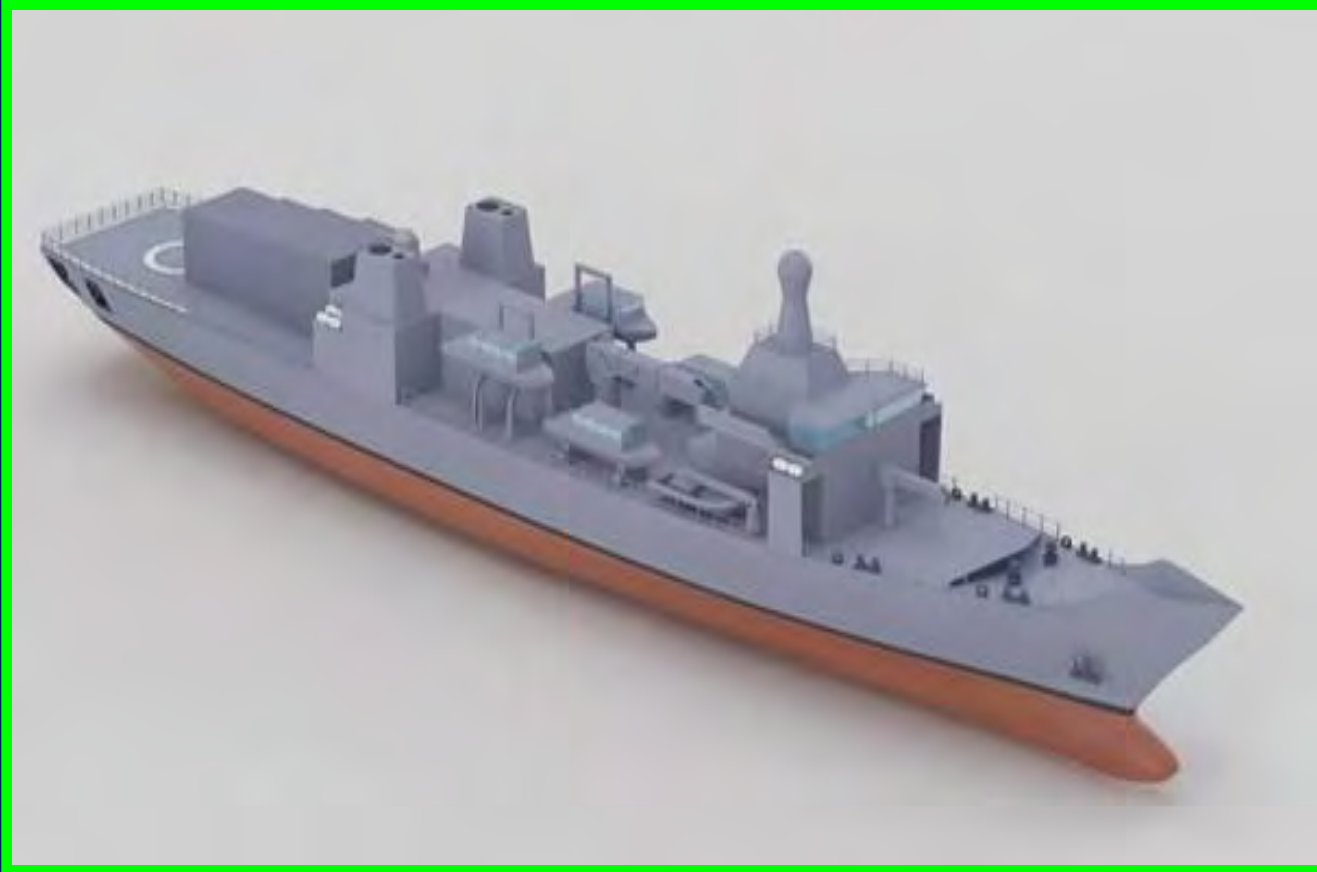
MAJOR HIGHLIGHTS OF 2018-19



NEW MAJOR ORDERS AWARDED



CONTRACT FOR 04 SURVEY VESSEL (LARGE) FOR INDIAN NAVY WITH ORDER VALUE Rs. 2435.15 Cr.



- LENGTH – 109 M
- TONNAGE – 3300 TON
- SPEED – 18 KNOTS
- ENDURANCE – 6500 NAUTICAL MILES
- ACCOMMODATION – 231 Nos CREW

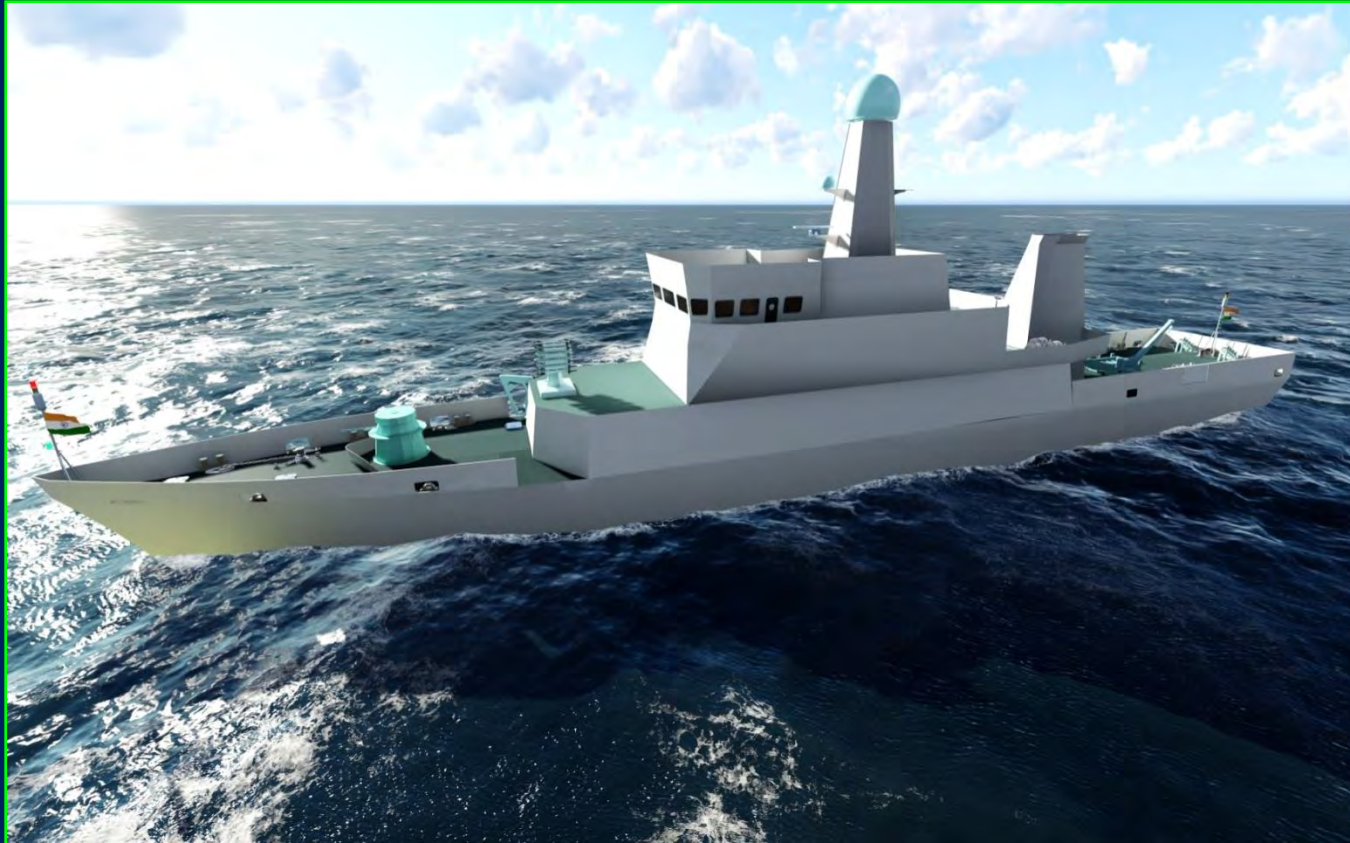
YARD	CONTRACTUAL DELIVERY
1 ST SHIP	OCT 21
2 ND SHIP	APR 22
3 RD SHIP	OCT 22
4 TH SHIP	APR 23



NEW MAJOR ORDERS AWARDED



CONTRACT FOR 08 ASW-SWC FOR INDIAN NAVY WITH ORDER VALUE Rs. 6311.32 Cr.



- LENGTH – 78 M
- TONNAGE – 750 TON
- SPEED – 25 KNOTS
- ENDURANCE – 1800 NAUTICAL MILES
- ACCOMMODATION – 57 Nos CREW

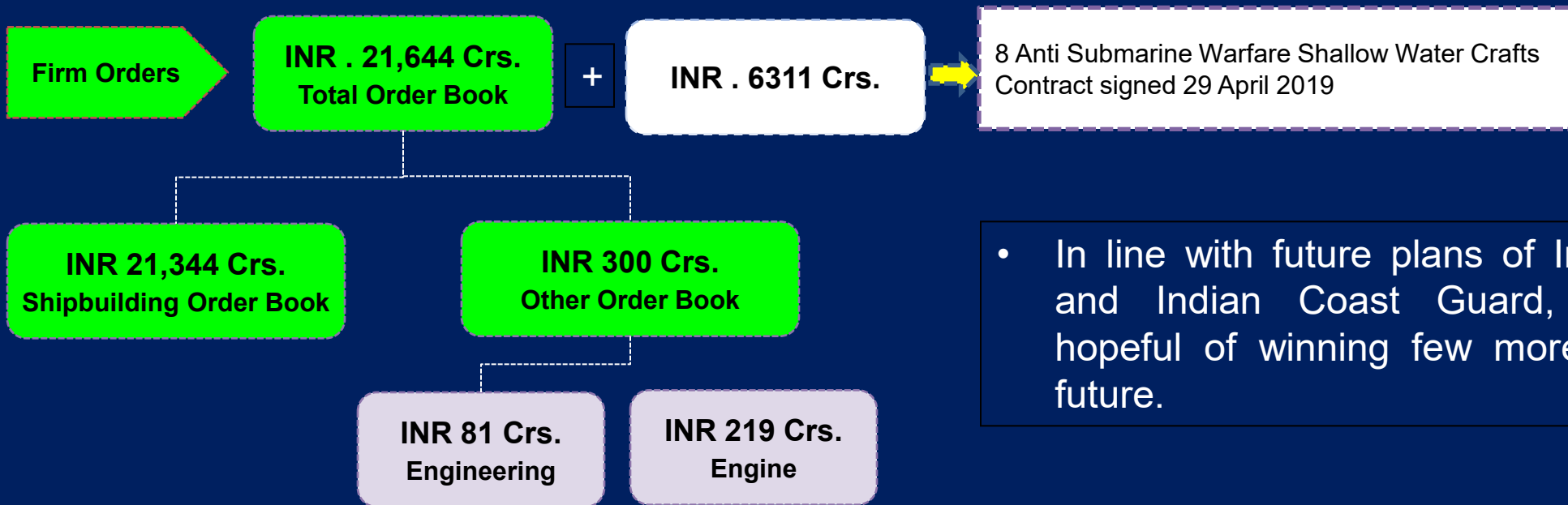
- DELIVERY FOR 1ST SHIP 42 MONTHS SCHEDULED IN OCT 22
- TWO SHIPS EACH YEAR THERE AFTER WITH LAST SHIP DELIVERY IN OCT 26



STRONG ORDER BOOK WITH POTENTIAL FOR GROWTH



Executable Order Book as on 31.03.2019



• In line with future plans of Indian Navy and Indian Coast Guard, GRSE is hopeful of winning few more orders in future.



ONGOING SHIPBUILDING PROJECTS



SL	PROJECT	NO OF SHIPS TO BE DELIVERED	FOR
1	ASW CORVETTE	01	INDIAN NAVY
2	LCU	02	INDIAN NAVY
3	FAST PETROL VESSEL	04	INDIAN COAST GUARD
4	MISSILE FRIGATES	03	INDIAN NAVY
5	SURVEY VESSEL LARGE	04	INDIAN NAVY
6	ASW (SHALLOW WATER CRAFT)	08	INDIAN NAVY
	TOTAL :	22	

07 WARSHIPS PLANNED TO BE DELIVERED IN CURRENT FINANCIAL YEAR 20



- **Central Design Office, GRSE has been recognised as “In-House R&D Unit” by Department of Scientific and Industrial Research (DSIR) Under Ministry of Science & Technology**
- **DSIR recognition qualifies GRSE for various recurring Tax Incentives**
- **An impetus for Design Office to focus on Applied Research and Naval Designs to develop cost effective and efficient products**



REPRESENTATIVE VOP OF A FRIGATE DURING BUILD PERIOD





PRODUCTION HIGHLIGHTS OF 2018-19



HIGHLIGHTS OF SHIPBUILDING



- DELIVERED 04 WARSHIPS TO INDIAN NAVY & INDIAN COAST GUARD
- **1ST SHIPYARD IN THE COUNTRY TO DELIVER 100 WARSHIPS**
- DELIVERED 08 WARSHIPS TO NAVY & ICG IN LAST 24 MONTHS
- **LAUNCHED 02 WARSHIPS**
- LAID THE KEEL OF 1ST FRIGATE OF P17A PROJECT
- **COMMENCED PRODUCTION OF 2ND FRIGATE OF P17A**
- COMMENCED PRODUCTION OF 1ST SURVEY VESSEL (LARGE)
- **DELIVERED 04 FLAT BOTTOMED VESSELS TO WEST BENGAL GOVT.**



HIGHLIGHTS OF ENGINEERING DIVISION



- DELIVERED 35 PORTABLE STEEL BRIDGES TO INDIAN ARMY, BRO, OTHER STATE GOVTS. AND COUNTRIES LIKE NEPAL & BHUTAN
- **INSTALLED TWO BAILEY BRIDGES OF 80 FT LENGTH EACH IN KOLKATA IN RECORD TIME OF 06 DAYS**
- DECK MACHINERY UNIT MANUFACTURED & DELIVERED 40 EQUIPMENT AND 08 MARINE PUMPS
- **DIESEL ENGINE PLANT RANCHI DELIVERED 03 ENGINES**



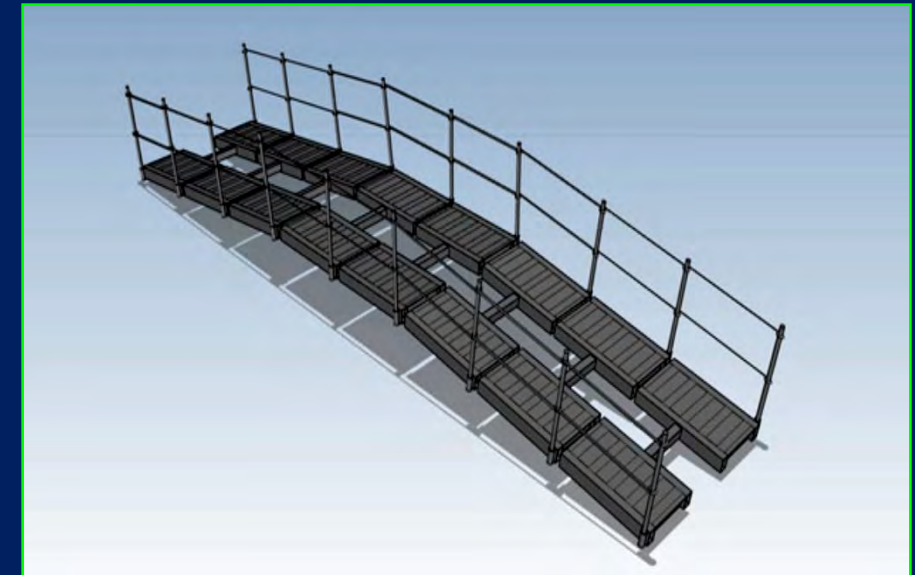
NEW PRODUCT DEVELOPMENT IN BAILEY BRIDGE SEGMENT



PORTABLE ASSAULT BRIDGE



- **BEING DEVELOPED FOR INDIAN ARMY**
- **CARBON FIBER REINFORCED POLYMER COMPOSITES**
- **SPAN – 30 FT ROAD WIDTH – 2.10 M**
- **BRIDGE WEIGHT – 180 KG FOR 30 FT**
- **TIME FOR BRIDGE ASSEMBLY < 60 MIN**
- **DESIGN COMPLETED AND MANUFACTURING IN PROGRESS**





DOUBLE LANE BRIDGE



- **MAXIMUM CLEAR SPAN – 140 ft**
- **CARRIAGE WAY – 7.5 m**
- **LOAD CLASS – IRC6, 70R / Class-A**
- **MODULAR CONSTRUCTION USING STRONGER PANEL**
- **TAKE CARE OF 2 WAY HASSLE FREE TRAFFIC**
- **PATENDED DESIGN OF GRSE AND FIRST OF ITS KIND IN INDIA.**





INFRASTRUCTURE DEVELOPMENT



PRIOR DEVELOPMENT



POST DEVELOPMENT

LENGTH - 170 M

WIDTH - 14 M

DEPTH - 6.46 M

CAPACITY – MEDIUM SIZE SHIPS



PRIOR DEVELOPMENT



UNDER REJUVENATION

LENGTH - 120 M

WIDTH - 20 M

DRY DOCK – 3 AT RBD



PRIOR DEVELOPMENT



WORK COMMENCED

LENGTH - 114 M
WIDTH - 14 M
DEPTH – 6 M
CAPACITY – MEDIUM SIZE SHIPS
(EDC END 2022)

SLIPWAY – 2 UNDER RENOVATION



PRIOR DEVELOPMENT



WORK COMMENCED

LENGTH - 165 M
WIDTH - 14 M
(EDC END 2022)



SIZE - 17 M X 8.5 M



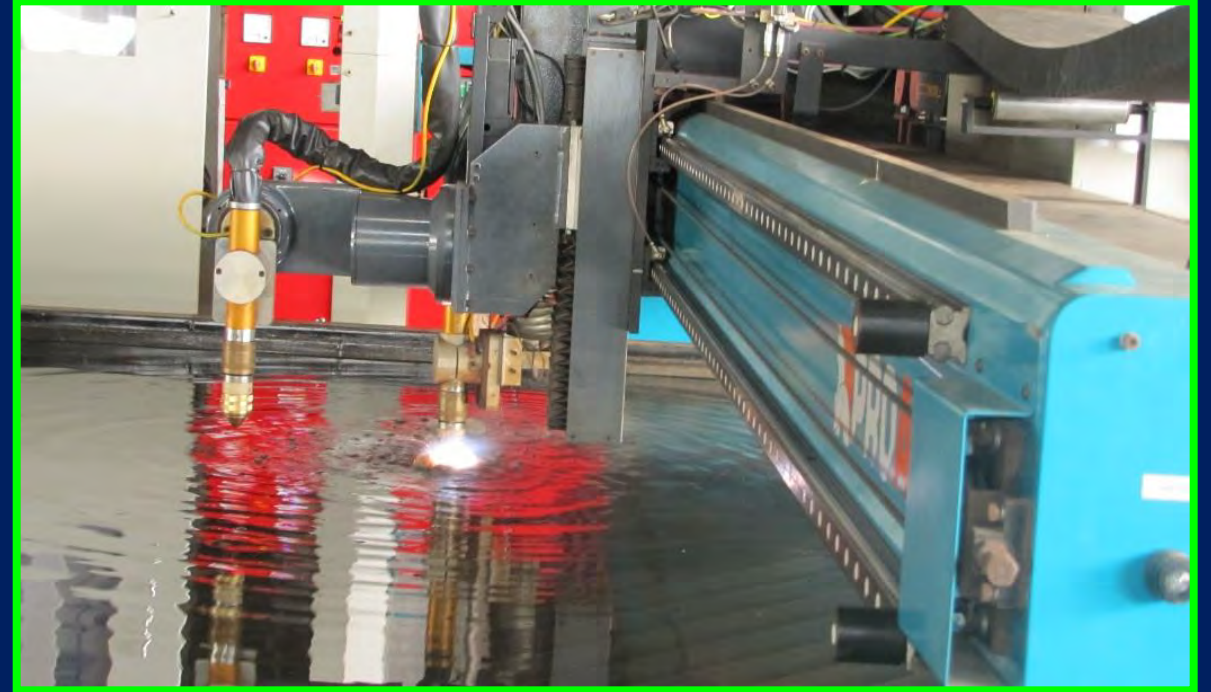
SIZE - 56 M X 25 M



SIZE - 90 M X 30 M



U/W CNC PLASMA PLATE CUTTING MACHINE - RBD



COMMISSIONED - COST Rs 4.14 Crs.



CNC PIPE BENDING MACHINE – MW



COMMISSIONED - COST Rs 3.84 Crs.

PIPE FLANGING MACHINE - MW



COMMISSIONED - COST Rs 2.63 Crs.



Virtual Reality Lab inaugurated on 7 Jul 18



- 3D Virtual Reality Laboratory has been set up at Design Office at cost of Rs 9 Crores
- VR Lab helps identification of design/ construction issues at early design stage

MOU WITH ELBIT UNMANNED SURFACE VESSEL



- MOU signed with Elbit Systems, Israel in Apr 2018
- A Game Changers in Maritime Security and Multi Mission capable product
- Indian Navy RFI published for procurement of USVs responded in Jul 2018
- Planned to achieve up to 60% Indigenous Content

LENGTH - 12 M
DRAFT (T) – 0.8 M
MAX SPEED – 34 KNOTS
ENDURANCE -4 DAYS



INSTALLATION OF INTEGRATED CCTV SYSTEM

Integrated CCTV system across all production unit of GRSE planned for commissioning by Aug 2019, aide to surveillance as well as productivity monitoring – Total

Cost 13.5 Crore



FINANCIAL PERFORMANCE AND HIGHLIGHTS



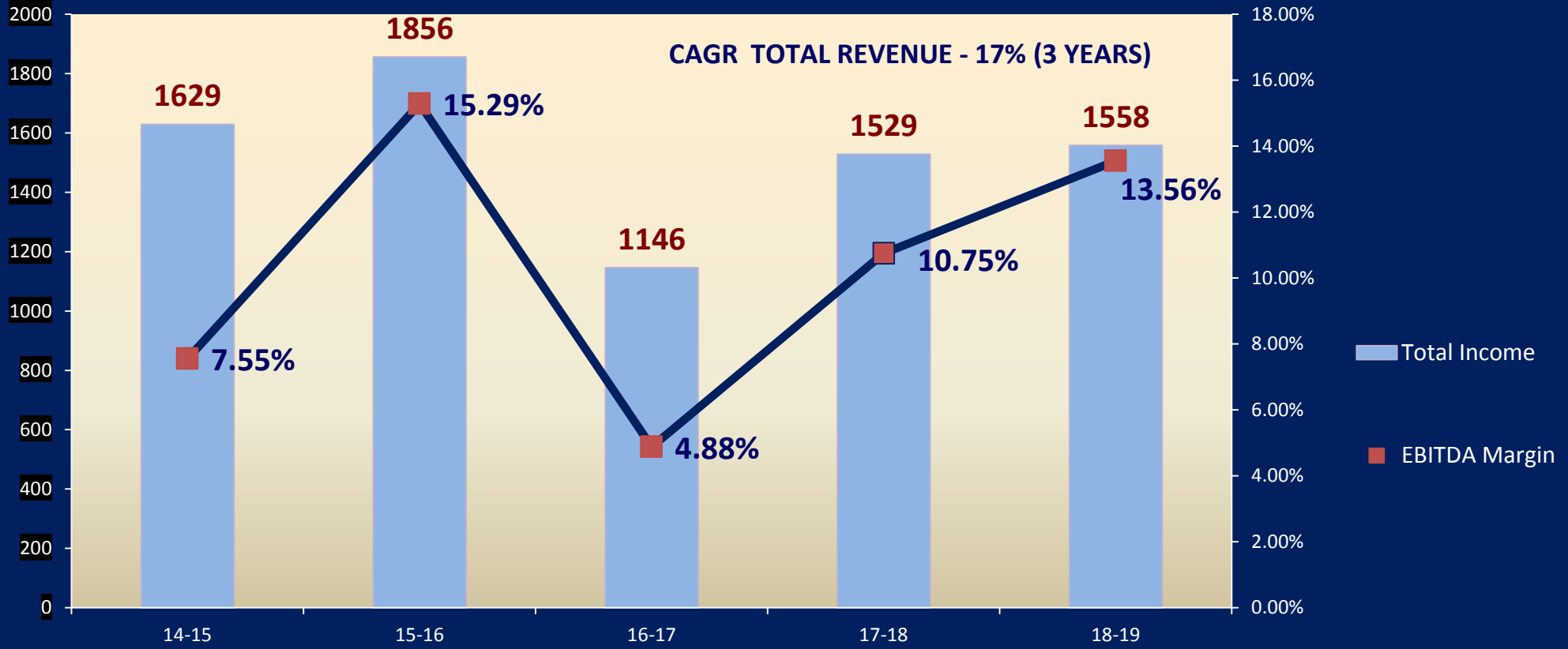
KEY FINANCIAL HIGHLIGHTS



PARTICULARS	FY 2019 (Rs / Cr.)	FY 2018 (Rs / Cr.)	Y-O-Y CHANGE %
TURNOVER	1386.42	1349.66	3 ↑
EBITDA	211	164	29 ↑
PBT	178.96	127.75	40 ↑
PAT	109.94	92.40	19 ↑
EPS (Rs/Share of Value Rs 10)	9.60	7.60	26 ↑
PAT (MARGIN) - % AGE	7.06	6.04	17 ↑
EBITDBA (MARGIN) - % AGE	13.56	10.75	26 ↑



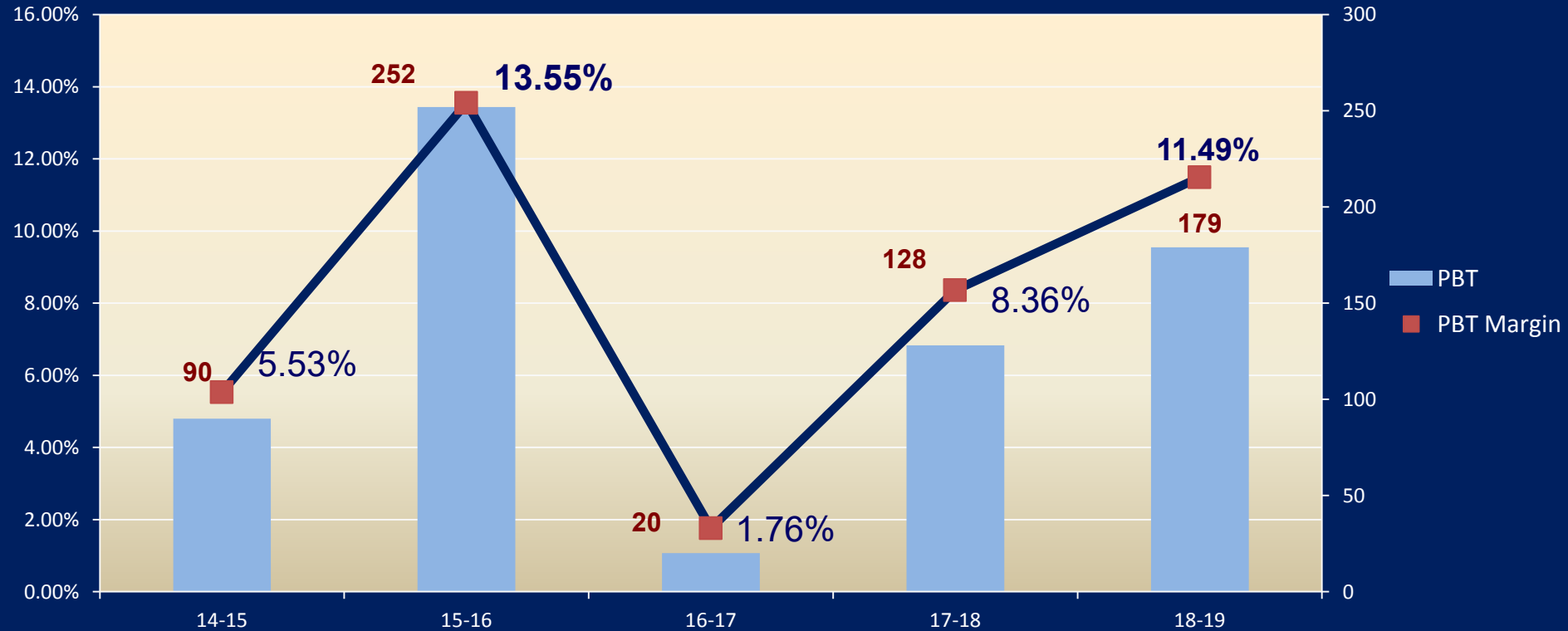
TOTAL REVENUE (Rs/Crs) to EBITDA MARGIN



Commencement of full construction of Advanced Frigate P-17A Project will further boost the revenues from FY 20 onwards



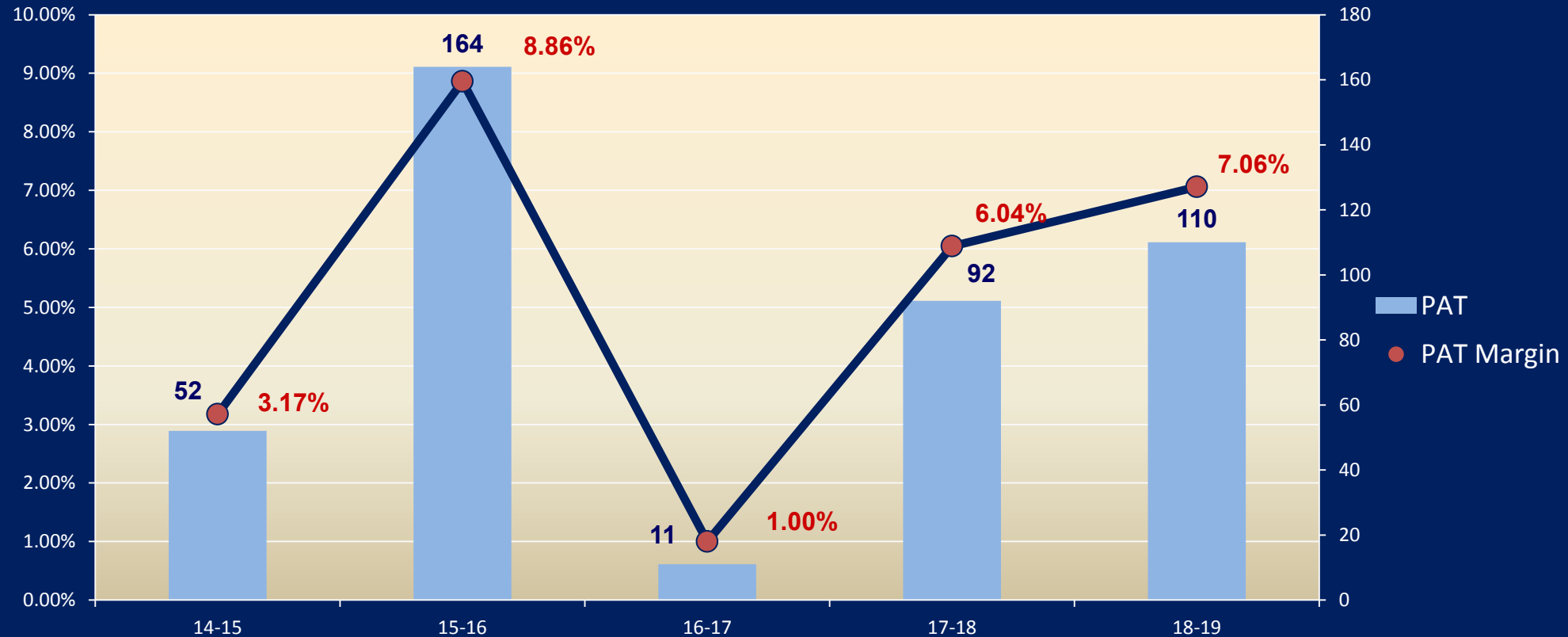
PBT (Rs / Crs) & PBT MARGIN



Improvement in PBT of 40 % over previous year is mainly due to construction of P17A Project with higher physical progress, delivery of other 4 ships, reduction on Revenue Expenditure through various administrative measures.



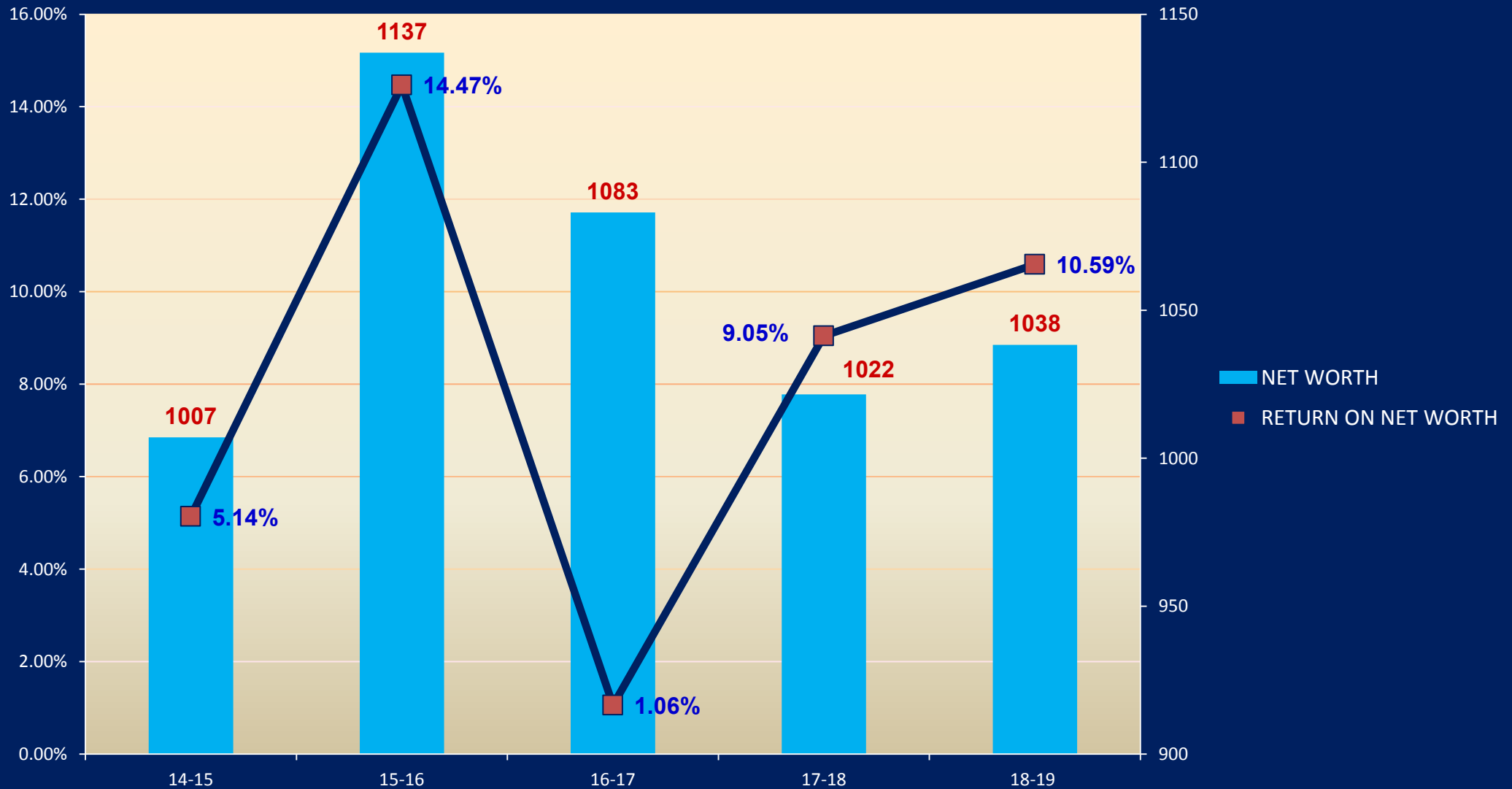
PAT (Rs / Crs.) & PAT MARGIN



Increase in PAT in current year is 19% over previous year mainly in line with increase in PBT and some impact on lower Deferred Tax.

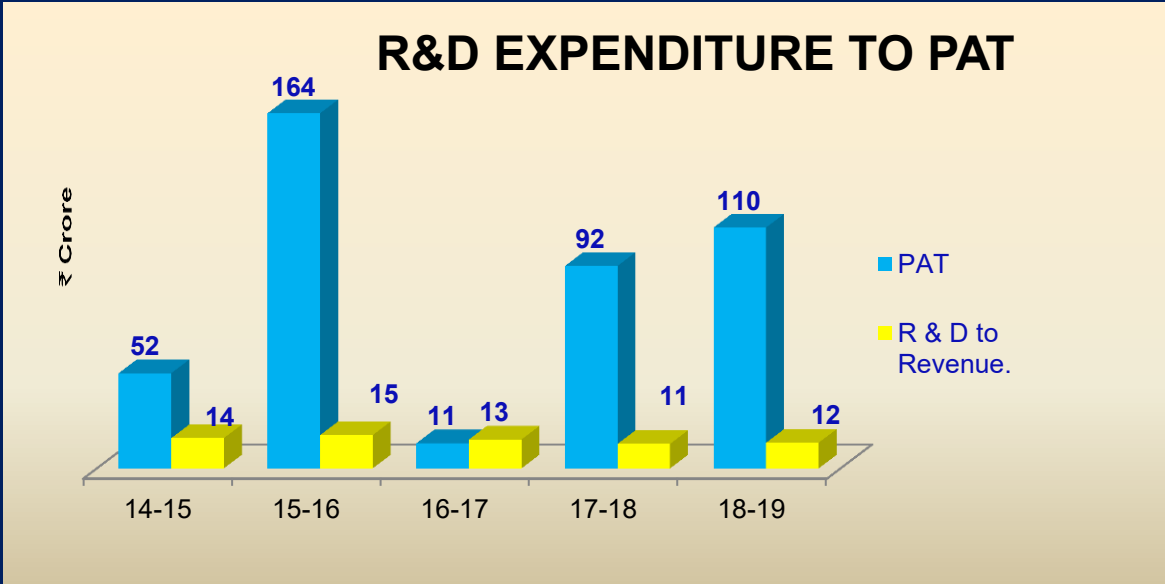


NET WORTH (Rs / Crs.) & RETURN ON NET WORTH



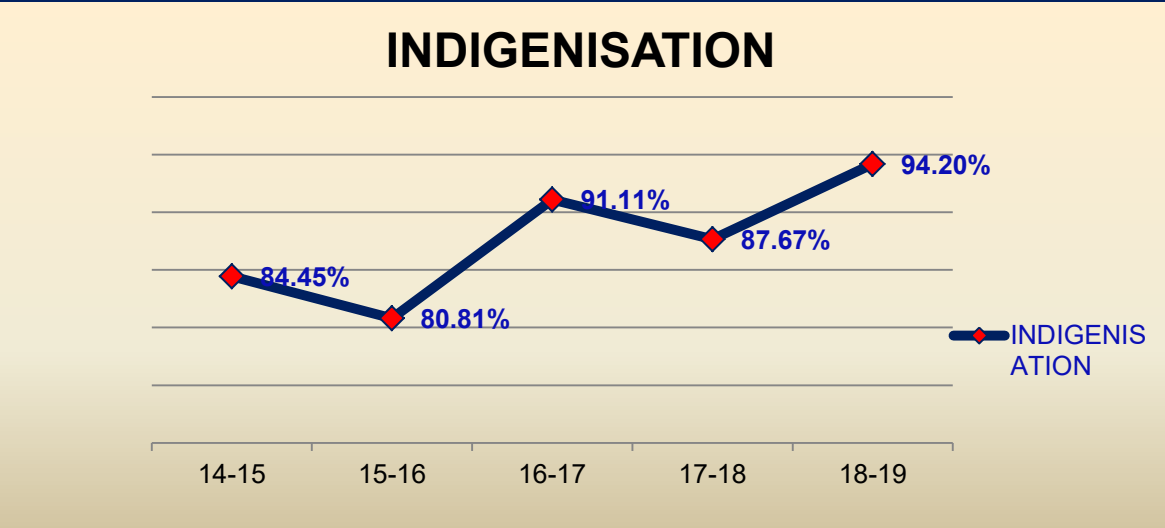


R&D EXPENDITURE AND INDIGENISATION



Item	2017-18	2018-19
R & D Exp. Rs/Crore	11.19	11.72
PAT Rs /Crore	92.40	109.94
% of R&D Exp. to PAT	12.11	10.66

Company spends on average 10% to 12% of PAT on R&D activities to enhance Indigenisation, Design Capability and Operational Improvements in form of reduced wastage and re-work in ship construction.



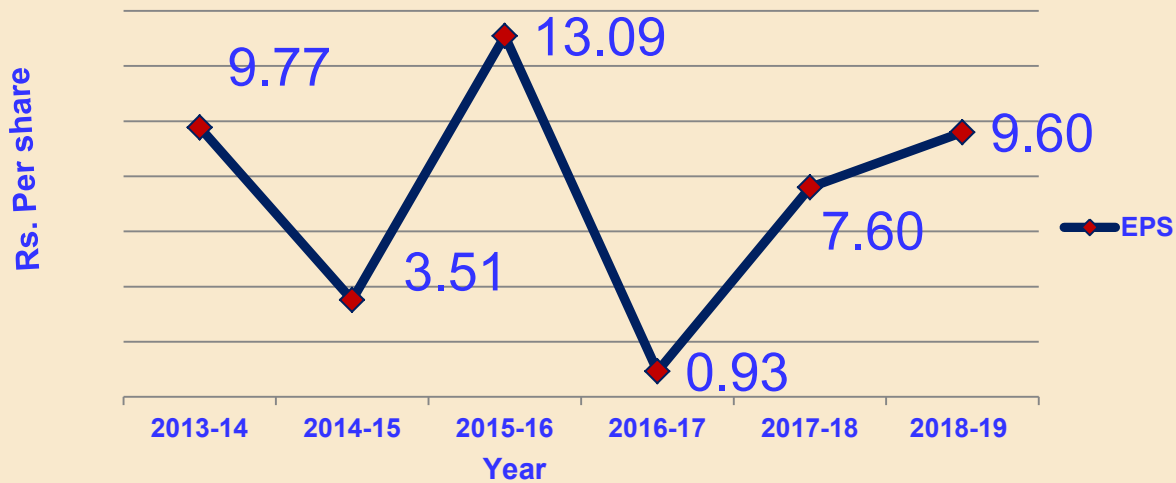
In line with Make in India Initiative and Import Substitution, Company achieved reasonably very high percentage of Indigenisation in warship building during the given period



FINANCIALS – EPS & DPS

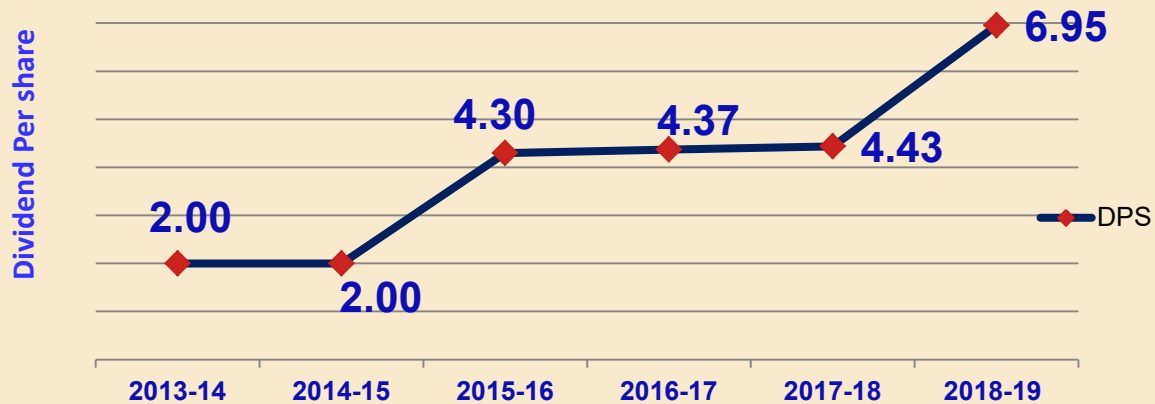


EPS



Improved Financial performance of FY 19 reflected 26% increase in Earning Per Share over FY 18.

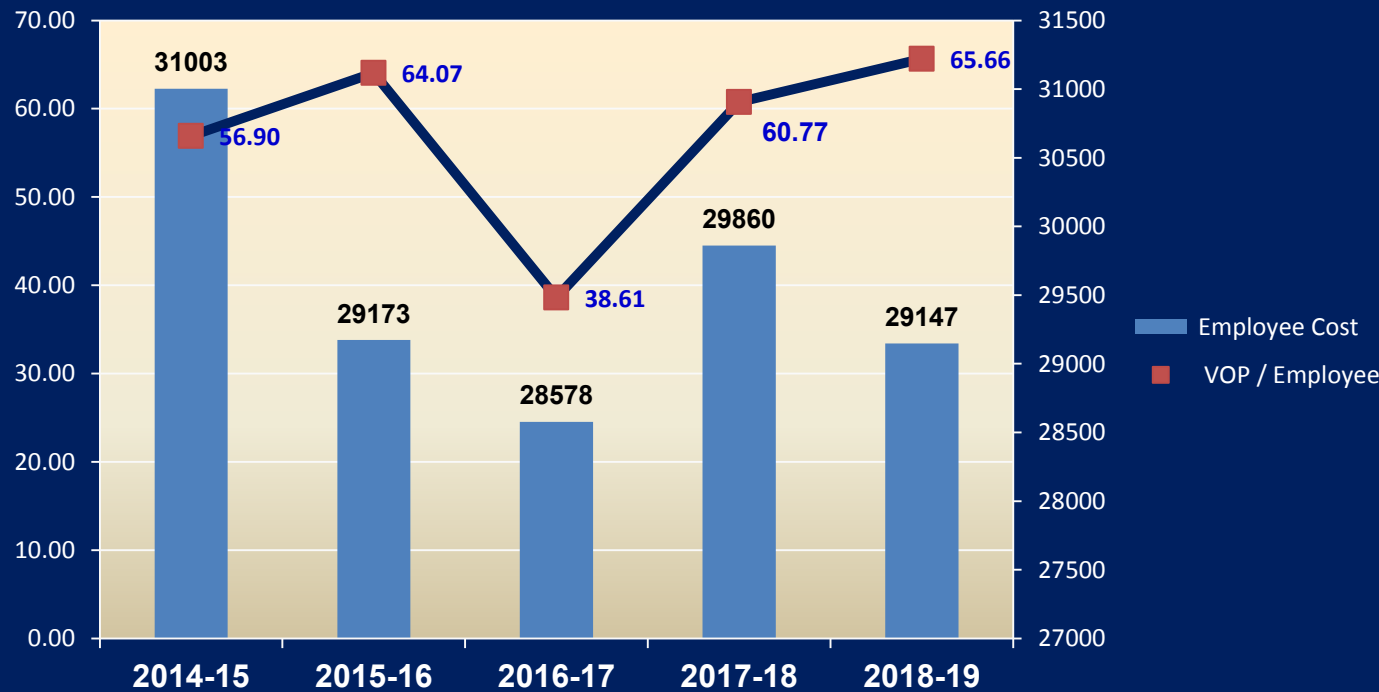
DPS



Dividend declared Rs. 6.95 per Equity Share against Rs. 4.43 per Equity Share in last year. Increase of 57 % over previous year.



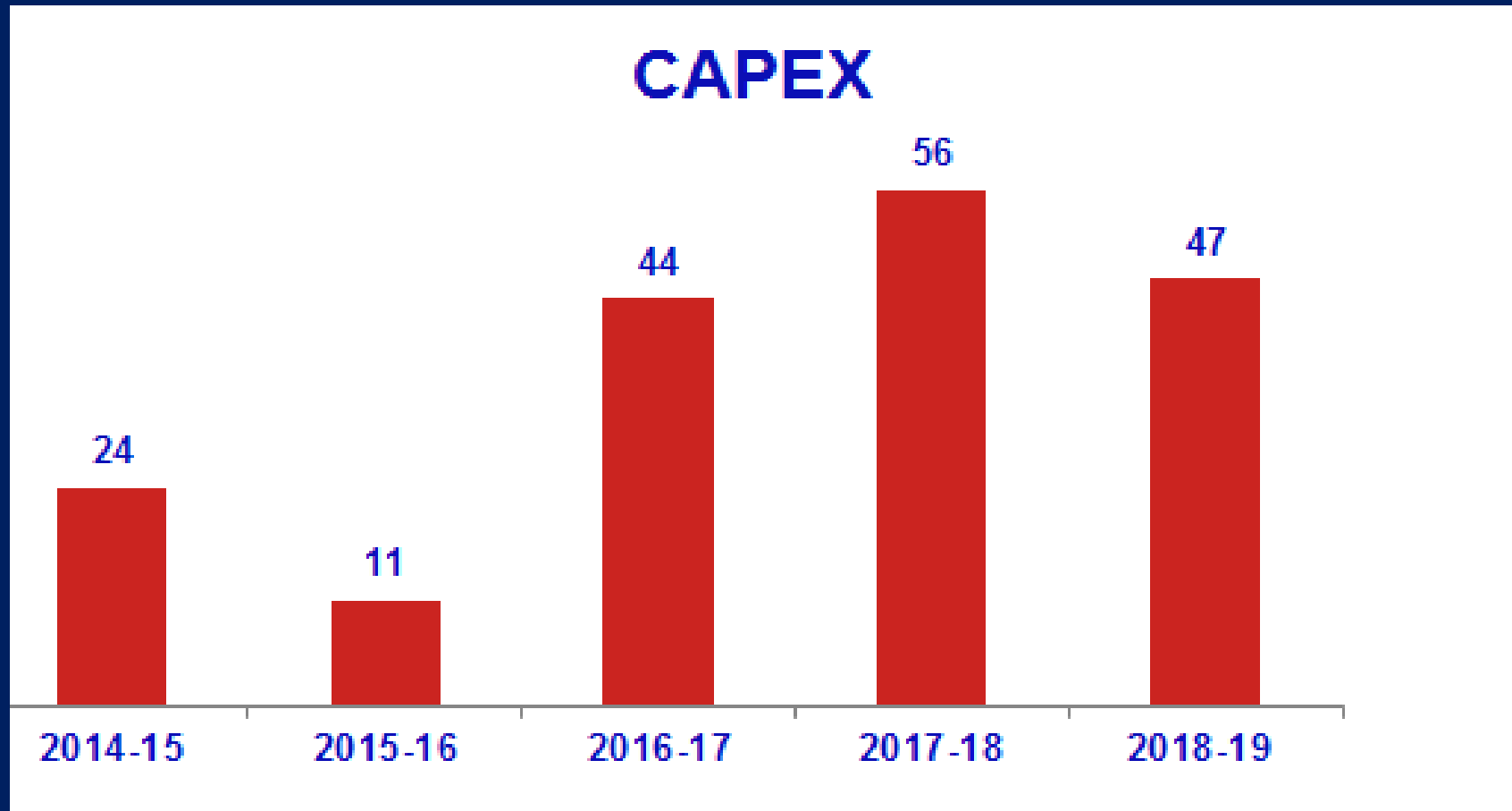
EMPLOYEE COST & VOP / EMPLOYEE



PARTICULARS	2014-15	2015-16	2016-17	2017-18	2018-19
NUMBER OF EMPLOYEES	2834	2592	2401	2214	2100
EMPLOYEE COST (Rs / Lakh)	31003	29173	28578	29860	29147
VOP / EMPLOYEE (Rs/ Lakh)	56.90	64.07	38.61	60.77	65.66



CAPITAL EXPENDITURE



Rs in
Crore

Shipyard plans to spend Rs. 200 to 250 Crs. in next 3 to 4 years on various Capital Projects mainly Modernization of existing Ship Building facilities at RBD and other Units to enhance the capabilities of Ships Constructions / Block Fabrication etc.



THANK YOU