

Date: 8<sup>th</sup> August, 2016



The Secretary  
National Stock Exchange of India Limited  
Exchange Plaza, 5<sup>th</sup> Floor,  
Plot No. C/1, G Block  
Bandra Kurla Complex, Bandra (E)  
Mumbai- 400 051

The Secretary  
The Bombay Stock Exchange Limited  
Phiroze Jeejeebhoy Towers, Dalal Street  
Mumbai- 400 001

**NSE Scrip Name- SKIPPER / BSE Scrip Code- 538562**

Dear Sir,

Re.: Revised Investor Presentation for Q1 for FY 16-17

With reference to our earlier letter dated 08.08.2016 regarding Investor Presentation for Q1 for FY 16-17. We are forwarding herewith revised Investor Presentation for Q1 for FY 2016-17.

Kindly take the same on record.

Thanking you,  
Yours faithfully,

For Skipper Limited



Arbind Kumar Jain  
Company Secretary



**Investor Update - Q1 FY'17**



# Skipper: About us

- Incorporated in 1981, Skipper Limited is the Flagship company of the S.K. Bansal Group

- Manufactures:

**Transmission Towers & Poles**

**Tubular Poles**

**Monopoles**

**PVC / CPVC Pipes**

**& Fittings**

**Solar Structures**

- One of the world's largest Integrated Transmission Tower manufacturing companies with Angle Rolling, Tower, Accessories & Fastener manufacturing and EPC line construction

- Our Transmission Tower manufacturing capacity is among the top 3 in India and among the top 10 in the world

- Largest producer of Plastic Pipes & Fittings in West Bengal, the fastest growing and second largest in Eastern India

- 6 manufacturing plants located across India

- Awarded as the “Fastest growing Transmission Tower manufacturing company in India” and “Largest Tower Supplier” to PGCIL

- Awarded as "Best Industry in Water Resources sector" by Central Board Of Irrigation And Power

- Total workforce of 1600+ members



## Key Market Snapshot

Particulars	Amount
* Share price (INR)	156
* Market Cap (INR Mn)	15,961
FY16 Net Sales (INR Mn)	14,624
FY16 EBITDA (INR Mn)	2,193
FY16 PAT (INR Mn)	951
FY16 Networth (INR Mn)	3,778
FY16 Debt (INR Mn)	4,682

\* As per NSE share price as on 5<sup>th</sup> August 2016

## Growth Highlights

### 3yr CAGR (FY13-16)

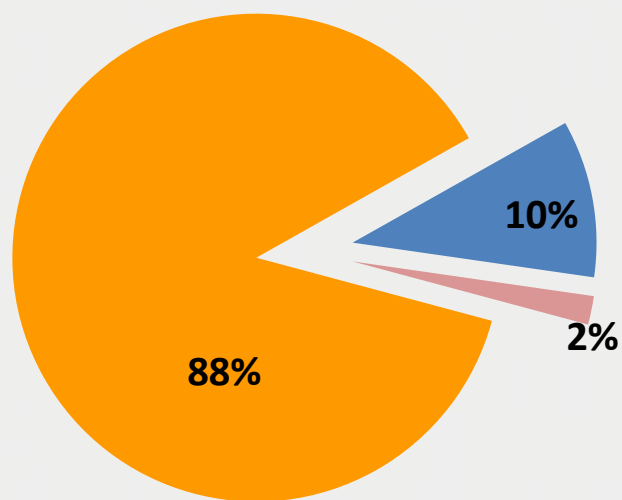
- Revenue – 18%
- EBITDA - 37%
- PAT - 72%
- Order Book - 65%

### FY'16 Highlights

- Operating Margins - 13.8%
- EBITDA Margins – 15.0%
- Debt by Equity - 1.24
- Interest Coverage - 3.51



# Skipper: Business Segments



- Engineering Products
- Polymer products
- Infra Projects

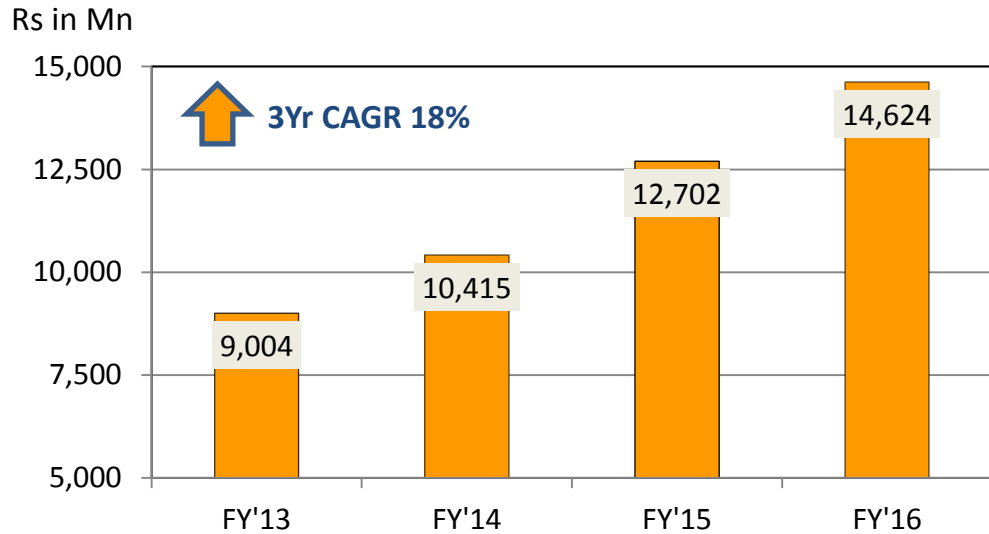
Based on FY'16 Annual Financial numbers

	Engg Products	Polymer Products	Infra Projects
<b>Capacity (MTPA):</b>	200,000	41,000	
<b>Product Range</b>	<ul style="list-style-type: none"> <li>• Power Transmission Tower</li> <li>• Power Distribution Poles</li> <li>• Monopoles</li> <li>• MS &amp; High Tensile Angles</li> <li>• Fasteners</li> <li>• Tower Accessories</li> <li>• ERW Pipes</li> </ul>	<ul style="list-style-type: none"> <li>• UPVC Pipes</li> <li>• CPVC Pipes</li> <li>• SWR Pipes</li> <li>• Fittings</li> </ul>	<ul style="list-style-type: none"> <li>• Transmission Line EPC</li> <li>• Underground Utility laying by HDD</li> <li>• Water EPC</li> </ul>
<b>Highlights</b>	<ul style="list-style-type: none"> <li>• Ranks among the world's leading transmission tower manufacturer and Top 3 in India</li> </ul>	<ul style="list-style-type: none"> <li>• Strong Dealership Network:</li> <li>• Aggressive Capacity expansion plan: to become a pan India player</li> </ul>	<ul style="list-style-type: none"> <li>• Recently forayed as part of forward integration activity.</li> <li>• Targeting high margin business</li> </ul>
<b>Net Sales</b>	<ul style="list-style-type: none"> <li>• Rs 12,822 Mn (3yr CAGR 15.4%)</li> </ul>	<ul style="list-style-type: none"> <li>• Rs 1,525 Mn (3yr CAGR 46.9%)</li> </ul>	<ul style="list-style-type: none"> <li>• Rs 277 Mn (3 yr CAGR 17.1%)</li> </ul>

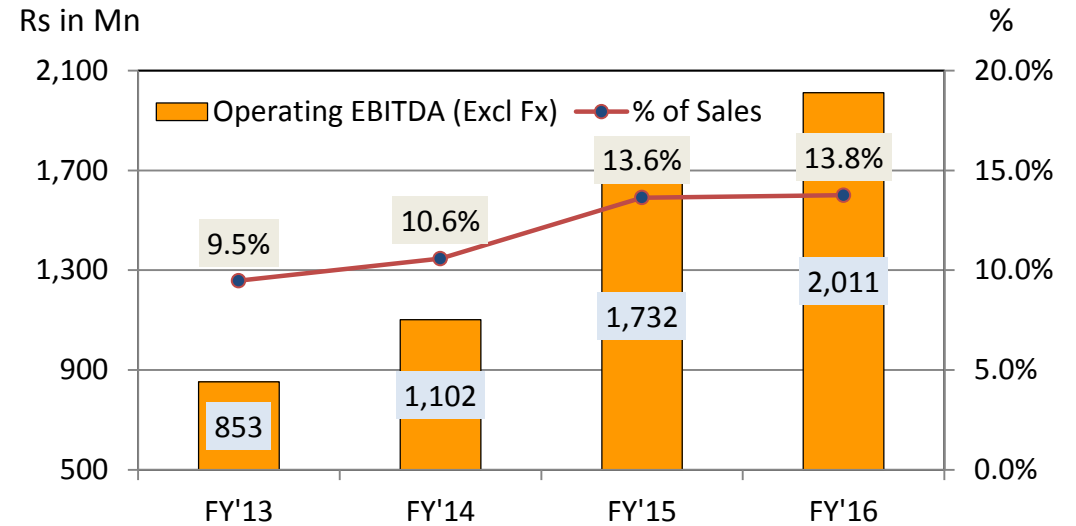




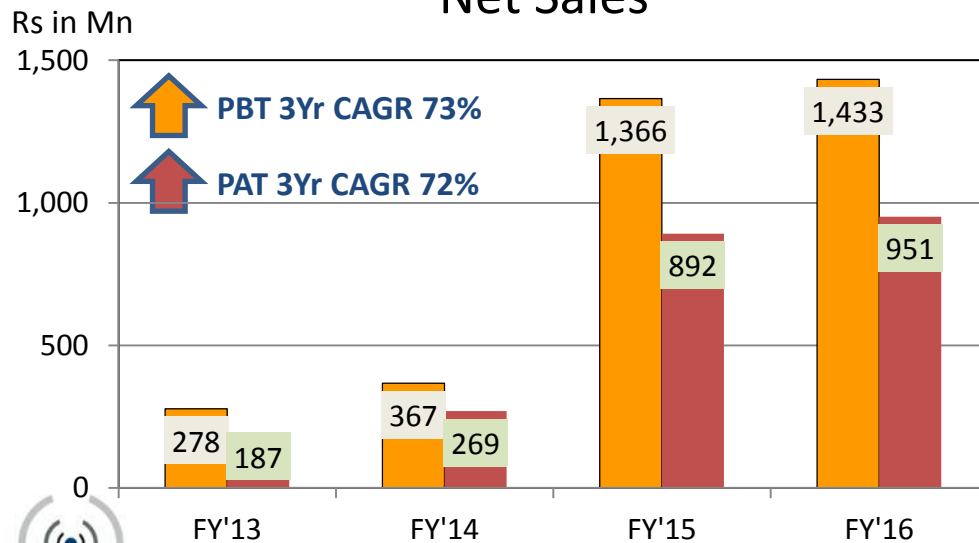
# Revenue & Profitability Trends



Net Sales

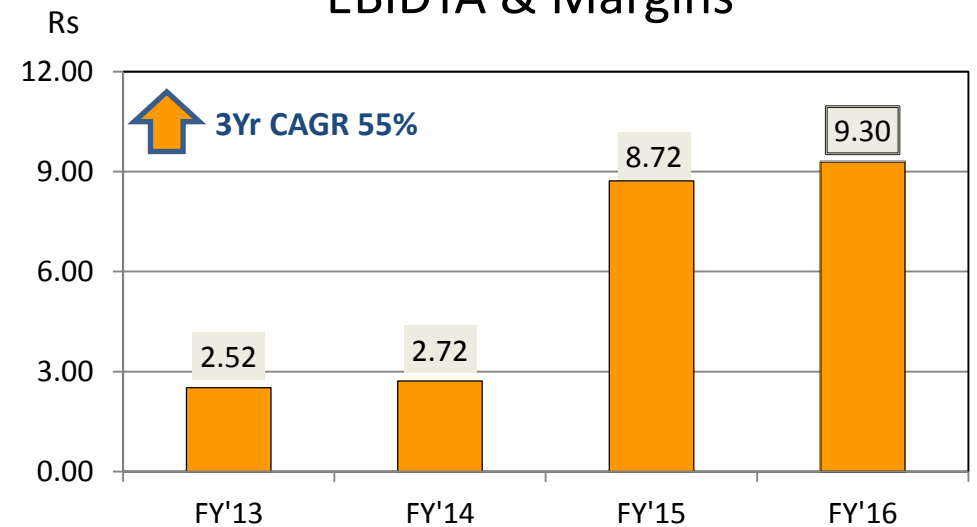


EBIDTA & Margins

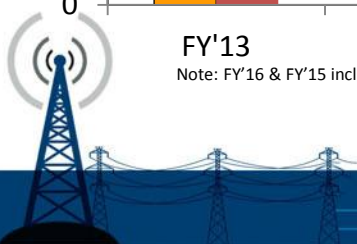


PBT & PAT

Note: FY'16 & FY'15 includes income from Fwd contracts of Rs 1,814 Mn & Rs 4,201 Mn respectively

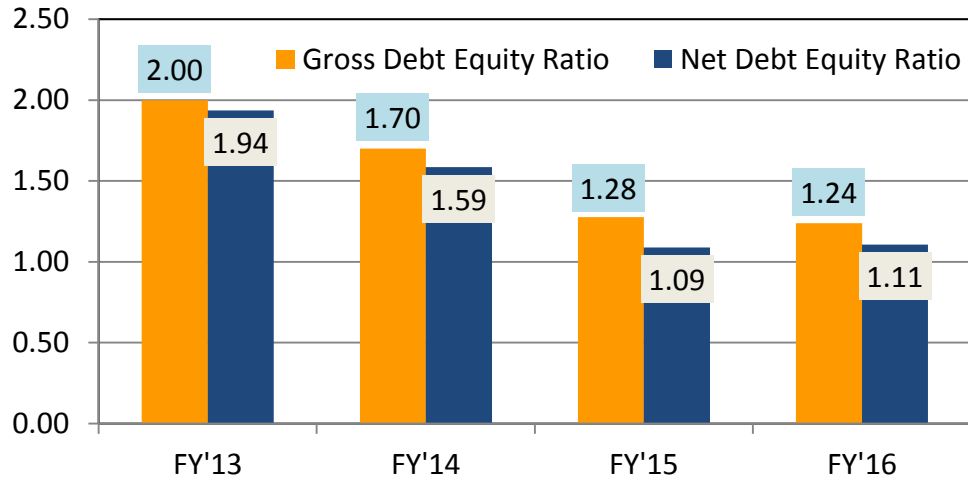


EPS ( FV Rs 1/-)

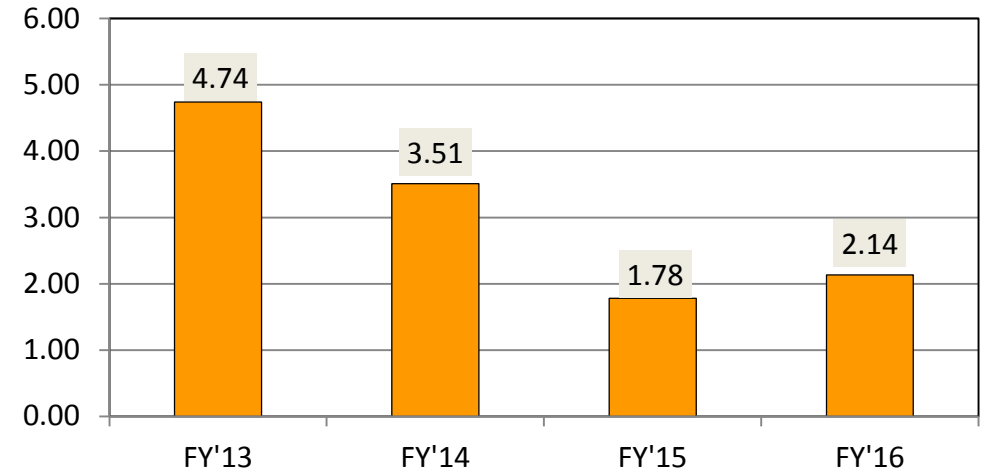


# Performance & Leverage Ratio

Times (X)

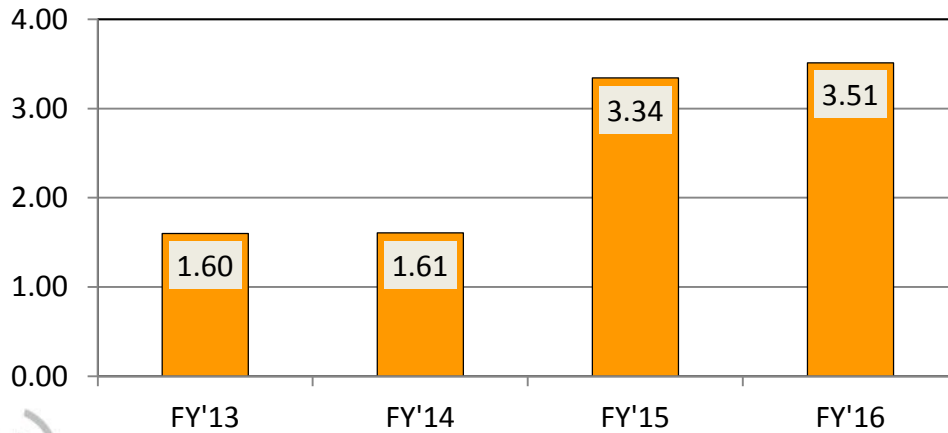


Times (X)



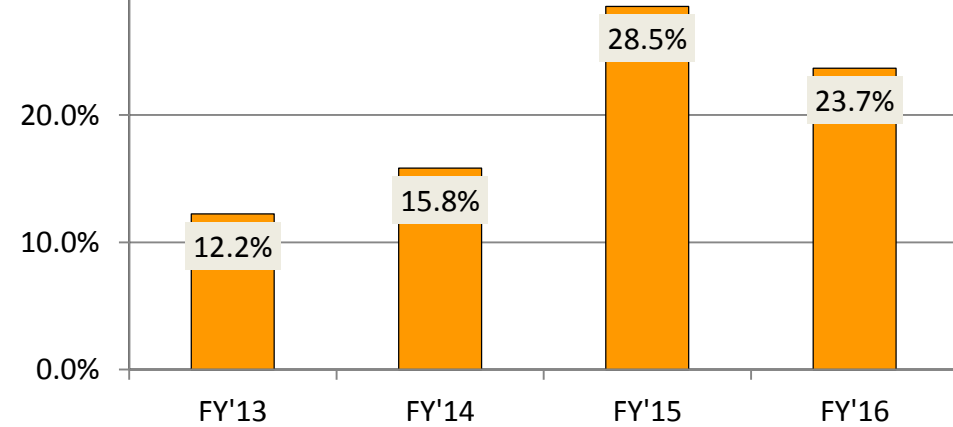
## Debt Equity

Times (X)



## Debt / EBITDA

30.0%



## Interest Coverage

## ROCE



# Performance Update

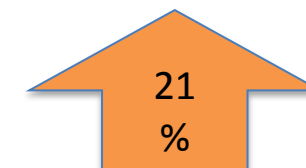
Q1 FY'17



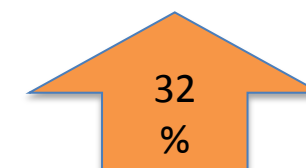


# Financial Performance - Q1 FY'17

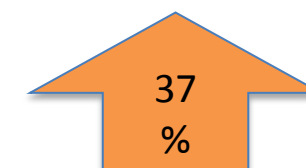
Sl. No	Profit & Loss Summary	Q1 FY 17	Q1 FY 16	Change %
				YoY
1	Net Sales	<b>2,826.3</b>	2,344.2	20.6%
2	Operating EBITDA	<b>407.5</b>	353.4	15.3%
	% of Sales	<b>14.4%</b>	15.1%	
3	Depreciation	<b>67.5</b>	58.8	
4	Interest Expenses	<b>160.2</b>	147.3	
5	Other Income incl. Interest Income	<b>7.8</b>	6.1	
6	Operating PBT (2-3-4+5)	<b>187.6</b>	153.5	22.2%
	% of Sales	<b>6.6%</b>	6.6%	
7	Income from Fwd Contracts	<b>14.9</b>		
8	PBT (6+7)	<b>202.5</b>	153.5	31.9%
9	Tax	<b>65.3</b>	53.3	
10	PAT (8-9)	<b>137.2</b>	100.2	36.9%



**Net Sales**



**PBT**



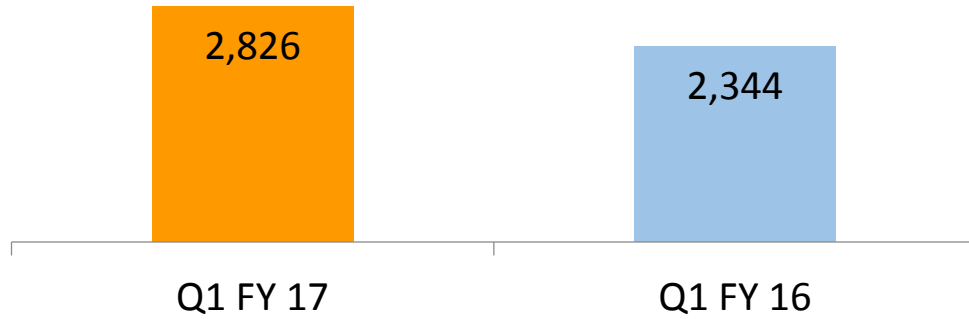
**PAT**

Note: Operating EBITDA (W/o Other Income) & Operating PBT excludes income from forward contracts

# Financial Highlights - Q1 FY'17

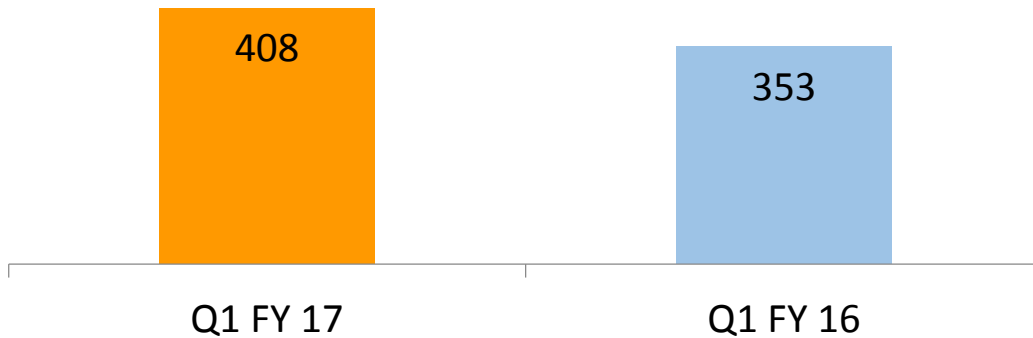
Rs in Mn

## Net Sales



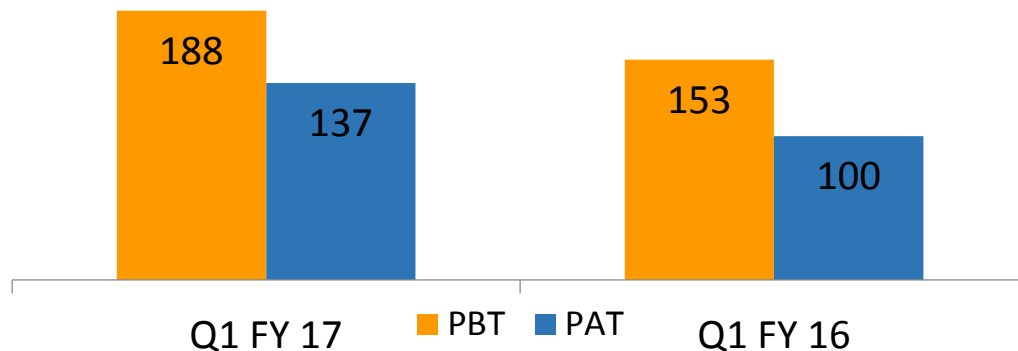
- Net Sales increased by 21%
- Strong Volume Execution, led to growth.

## Operating EBITDA (W/o Forex & Other Income)



- Operating Profit grown by 15%
- EBITDA Margin of 14.4%

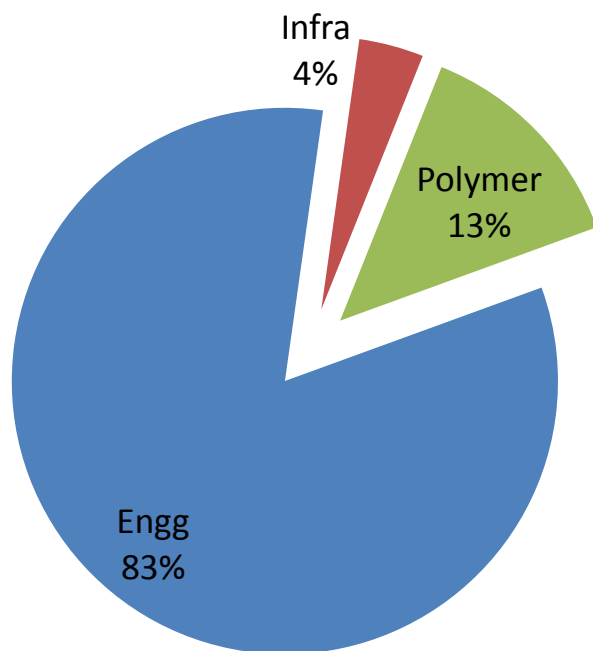
## PBT & PAT



- Profit Before Tax grown by 32%
- Profit After Tax grown by 37%

# Segment Performance - Q1 FY'17

Rs in Mn



## Revenue Mix – Q1 FY'17

Segment	Profit & Loss Summary	Q1 FY 17	Q1 FY 16	Change %	12M FY 16
Engg Products	Net Sales	2,339.8	1,928.7	21.3%	12,821.6
	EBITDA	351.2	295.6	18.8%	1,789.0
	% of Sales	15.0%	15.3%		13.9%
PVC Products	Net Sales	378.3	332.7	13.7%	1,525.3
	EBITDA	41.8	38.6	8.5%	174.9
	% of Sales	11.1%	11.6%		11.5%
Infra Projects	Net Sales	108.2	82.8	30.7%	276.6
	EBITDA	14.4	19.3	-25.3%	47.3
	% of Sales	13.3%	23.3%		17.1%
Total	Net Sales Total	2,826.3	2,344.2	20.6%	14,623.5
	EBITDA Total	407.5	353.4	15.3%	2,011.1
	% of Sales	14.4%	15.1%		13.8%

Note: Segment EBIDTA calculation excludes Income from Forward Contracts & Other Income and includes allocation of Un-allocable expenditure expenses in pro-rata share of sales in the respective segment.



# Business Developments

**New Manufacturing unit in North East:** The Company's board has approved setting up a new Manufacturing unit in Guwahati, Assam with a capacity of 30,000 MT of Engineering Products and 7,000 MT of CPVC and UPVC Fittings.

This unit is to be commissioned by the end of the current financial year (March'17). The total investment outlay for the project is estimated at Rs. 700 million.

## **The Key rationales behind the project are as follows:**

- To tap the growing demands of T&D products in the North East region on account of large upcoming PGCIL & BOO projects;
- To manufacture high value CPVC & UPVC fittings; to feed all our existing pipe units across the country;
- To take advantage of all the available Tax exemptions, Incentives and other associated benefits extended by Centre and State for setting up manufacturing units in the region;
- To improve on our margin deliverance; The plant margin profile will be a couple of percentage points higher than our existing average commanded margins due to focus on manufacturing higher value added products and its associated tax benefits and incentives.

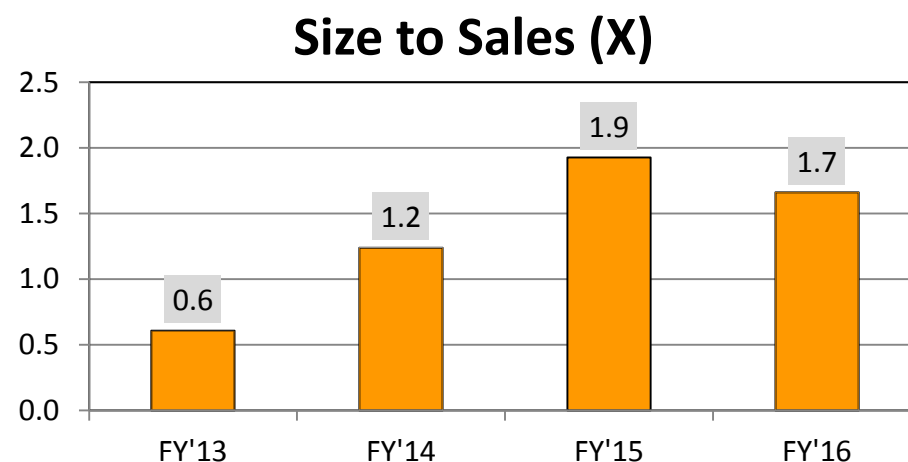
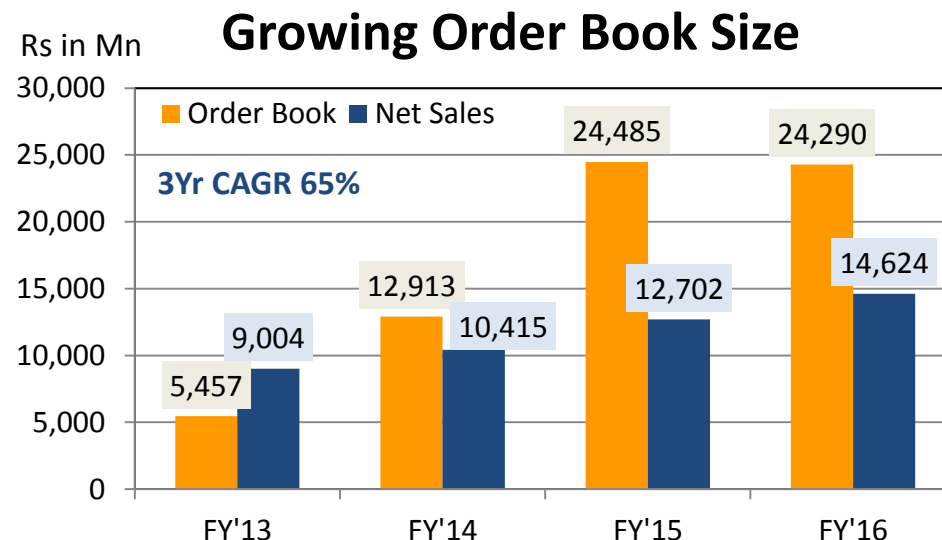
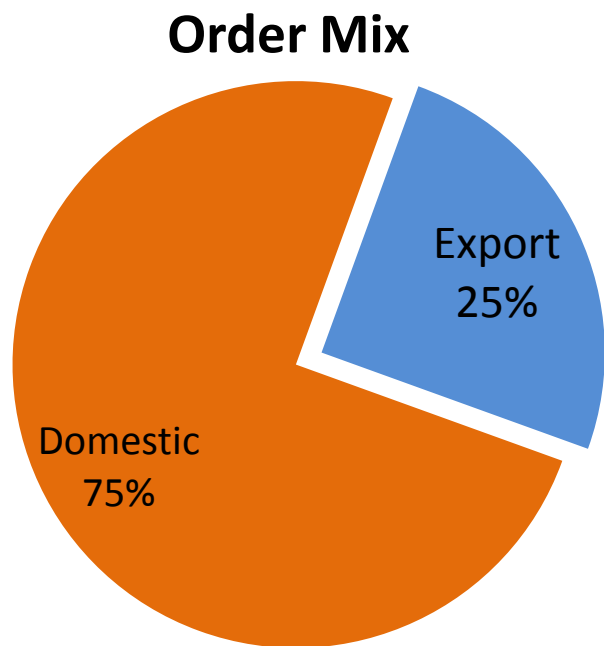


# Business Developments

- ❑ During the quarter, company ventured into Southern India market by setting up its fifth PVC **manufacturing unit in Hyderabad of 6,000 MTPA** under its asset light model to increase its total manufacturing size to 41,000 MTPA. The unit having a capacity to produce both Plumbing and Agriculture pipes will target the growing demands of the entire southern region states like Andhra Pradesh, Telangana, Tamil Nadu, Karnataka and Kerala.
- ❑ During the quarter, the company **gained entry into the newer market geographies of Asia & Africa** by bagging new orders for Engineering products in the countries of Kenya, Cameroon, Congo, Ghana & Malaysia. The company is increasingly focusing on developing new market geographies to further expands its international reach.
- ❑ The company recently got **Power Grid approval for its Distribution Pole Business**; enabling to tap the large potential Pole requirements for upcoming Power Grid DMS projects in the North Eastern region of the country.



# Skipper: Diversified Order Book (March 2016)



The sector has started witnessing uptick in both ordering and execution and the company expects growth to remain strong and gain further pace with increased participation opportunities from Power Grid, SEBs, TBCB projects, Renewable projects & Exports.

# Awards & Accolades

- ❑ Featured in D&B's acclaimed publication 'India's Top 500 Companies' (2016 edition). Dun & Bradstreet (D&B) is the world's leading provider of global business information, knowledge and insight.
- ❑ Won the prestigious "Largest Tower Supplier" award by Power Grid Corporation of India Ltd. (PGCIL) in the Tower Supply category
- ❑ Awarded and recognized as the "Best Industry in Water Resource Sector" in India by Central Board of Irrigation and Power.
- ❑ Awarded with "Star Performer Award 2013-14" from EEPC India in the large enterprise category.
- ❑ Accorded with coveted status of Two Star Export House by the Ministry of Commerce and Industry, Government of India.
- ❑ Proud entrant to the NSE elite club of India's Top 500 companies by market capitalization as on 31st March 2016.





# Proud Moments



*PGCIL CMD Mr. IS Jha and Director (Operations & Projects) Mr. RP Sasmal handing over the award of **“Largest Tower Supplier”** to Mr. Sharan Bansal, Director, Skipper Limited.*



*His excellency Mr. Keshari Nath Tripathi, Hon'ble Governor of West Bengal handing over the award of **“Star Performer”** to Mr. Sajjan Kumar Bansal, MD and Mr. Devesh Bansal, Director*



*Her Excellency the Union Minister of Water Resources Shrimati Uma Bharti handing over the award of **“Best Industry in Water Resource Sector”** to Mr Siddharth Bansal, Director, Skipper Limited.*



# Thank you

Disclaimer: This Investor Presentation has been prepared by Skipper Limited for investors, solely for informational purposes. The information contained herein has been prepared to assist prospective investors in making their own evaluation of the Company and does not purport to be all-inclusive or to contain all of the information a prospective or existing investor may desire. In all cases, interested parties should conduct their own investigation and analysis of the Company and the data set forth in this information. Skipper makes no representation or warranty as to the accuracy or completeness of this information and shall not have any liability for any representations (expressed or implied) regarding information contained in, or for any omissions from, this information or any other written or oral communications transmitted to the recipient in the course of its evaluation of the Company. This Information includes certain statements and estimates provided by the Company with respect to the projected future performance of the Company. Such statements, estimates and projections reflect various assumptions by management concerning possible anticipated results, which assumptions may or may not be correct. No representations are made as to the accuracy of such statements, estimates or projections. Prospective investors will be expected to have conducted their own due diligence investigation regarding these and all other matters pertinent to investment in the Company. This presentation may contain statements that are not historical facts, referred to as “forward looking statements.” The corporation’s actual future results may differ materially from those suggested by such statements, depending on various factors including statements contained in the Company’s filings with the Stock Exchanges and our reports to shareholders. The Company does not undertake to update any written or oral forward-looking statements that may be made from time to time by or on behalf of the Company.

**For any queries please contact :**

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