



Date: 09 August, 2018

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

The Manager
BSE Limited
Phiroze Jeejeebhoy Towers, Dalal Street
Mumbai- 400 001

NSE Scrip Name- SKIPPER / BSE Scrip Code- 538562

Re: Submission of Investors Presentation for first quarter results for Financial Year 2018-19

Dear Sir,

We are forwarding herewith Investors Presentation for first quarter results for Financial Year 2018-19.

Kindly take the same on record.

Thanking you,
Yours faithfully,

For Skipper Limited

A handwritten signature in blue ink that reads 'Manish Agarwal'.

Manish Agarwal
Company Secretary & Compliance Officer

Encl: As above

SKIPPER LIMITED

Regd. Office : 3A, Loudon Street, 1st Floor, Kolkata - 700 017
CIN : L40104WB1981 PLC033408 Phone : 033 2289 2327 / 5731 / 5732, Fax : 033 2289 5733
Email : mail@skipperlimited.com, Website : www.skipperlimited.com



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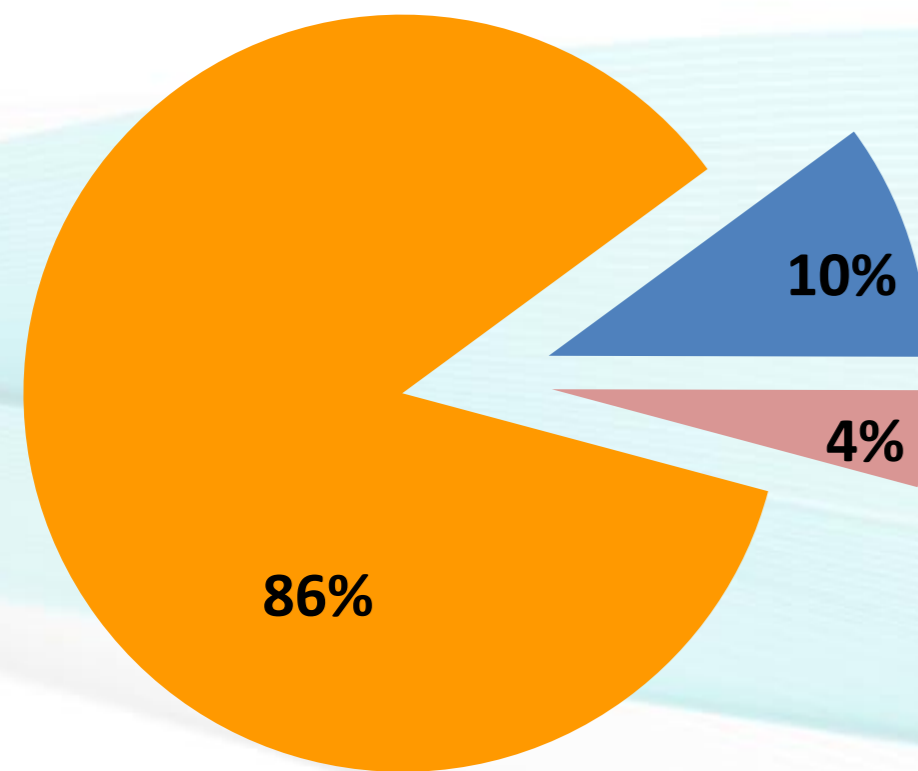
Investor Update – Q1 FY'19





- ❖ Incorporated in 1981, Skipper Limited is the Flagship company of the S.K. Bansal Group.
- ❖ One of the world's largest Integrated Transmission Tower manufacturing companies with Angle Rolling, Tower, Accessories & Fastener manufacturing and EPC line construction .
- ❖ Largest manufacturer of T&D structures in India and among top 10 globally .
- ❖ One of the largest & the fastest growing Polymer Pipes & Fittings in India .
- ❖ 4 power grid approved Transmission tower & poles manufacturing plants with a combined engineering capacity of 2,65,000 MTPA
- ❖ Awarded as "Largest Tower Supplier" by PGCIL & "Best Industry in Water Resources sector" by Central Board Of Irrigation And Power .
- ❖ Total workforce of 2,450+ members .

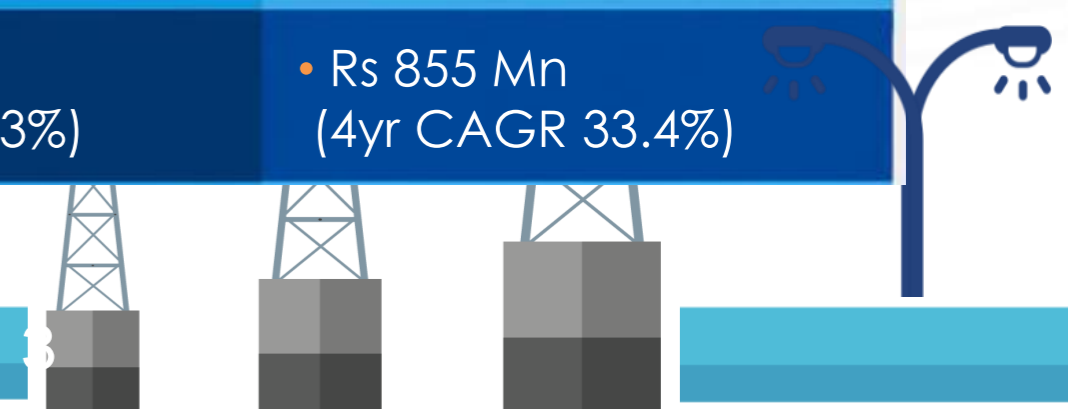




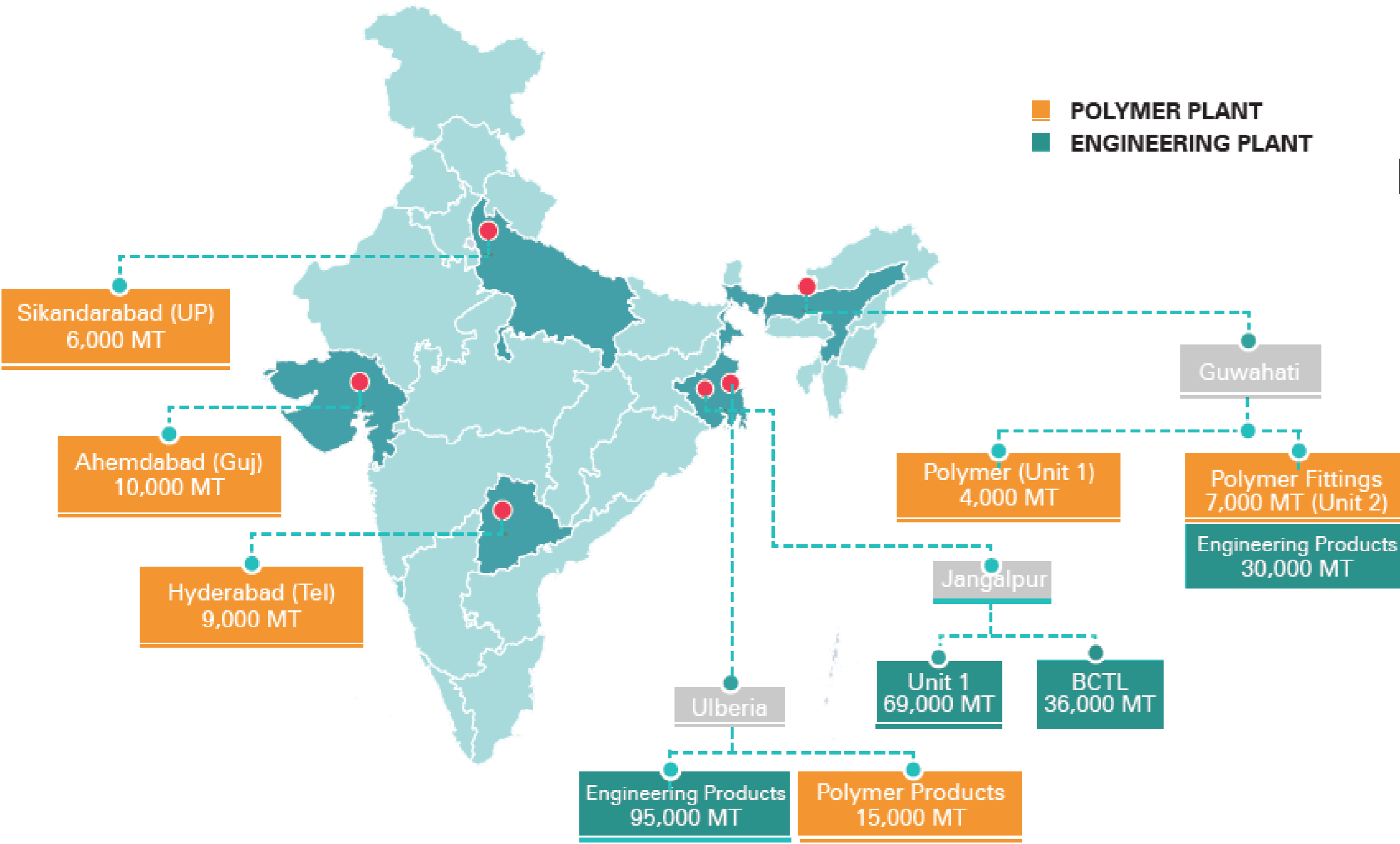
■ Engineering Products ■ Polymer products
■ Infra Projects

Based on FY'18 Annual Financial numbers

	Engg Products	Polymer Products	Infra Projects
Capacity (MTPA):	265,000	51,000	
Product Range	<ul style="list-style-type: none"> • Power Transmission Tower • Power Distribution Poles • Monopoles • MS & High Tensile Angles • Solar Structures • Fasteners • Tower Accessories • Railway Structures 	<ul style="list-style-type: none"> • UPVC Pipes • CPVC Pipes • SWR Pipes • HDPE Pipes • Fittings 	<ul style="list-style-type: none"> • Transmission Line EPC • Underground Utility laying by HDD • Water EPC
Highlights	<ul style="list-style-type: none"> • Ranks among the world's leading transmission tower manufacturer and Largest in India 	<ul style="list-style-type: none"> • Strong Dealership Network: • Aggressive Capacity expansion plan: to become a pan India player 	<ul style="list-style-type: none"> • Recently forayed as part of forward integration activity. • Targeting high margin business
Net Sales	<ul style="list-style-type: none"> • Rs 17,782Mn (4yr CAGR 16.8%) 	<ul style="list-style-type: none"> • Rs 2,100Mn (4yr CAGR 37.3%) 	<ul style="list-style-type: none"> • Rs 855 Mn (4yr CAGR 33.4%)



Our Plants



Polymer capacity expansion under asset light approach
Satellite manufacturing units to cater different zones of the country





OUR PRODUCTS HAVE MADE A POSITIVE DIFFERENCE IN MAJOR PARTS OF THE WORLD!

SOUTH AMERICA

Peru, Colombia, Chile

EUROPE

UK, Germany, Spain

AFRICA

Kenya, Egypt, Ghana, Nigeria, Zambia, Sierra Leone

Guinea, South Africa, Botswana

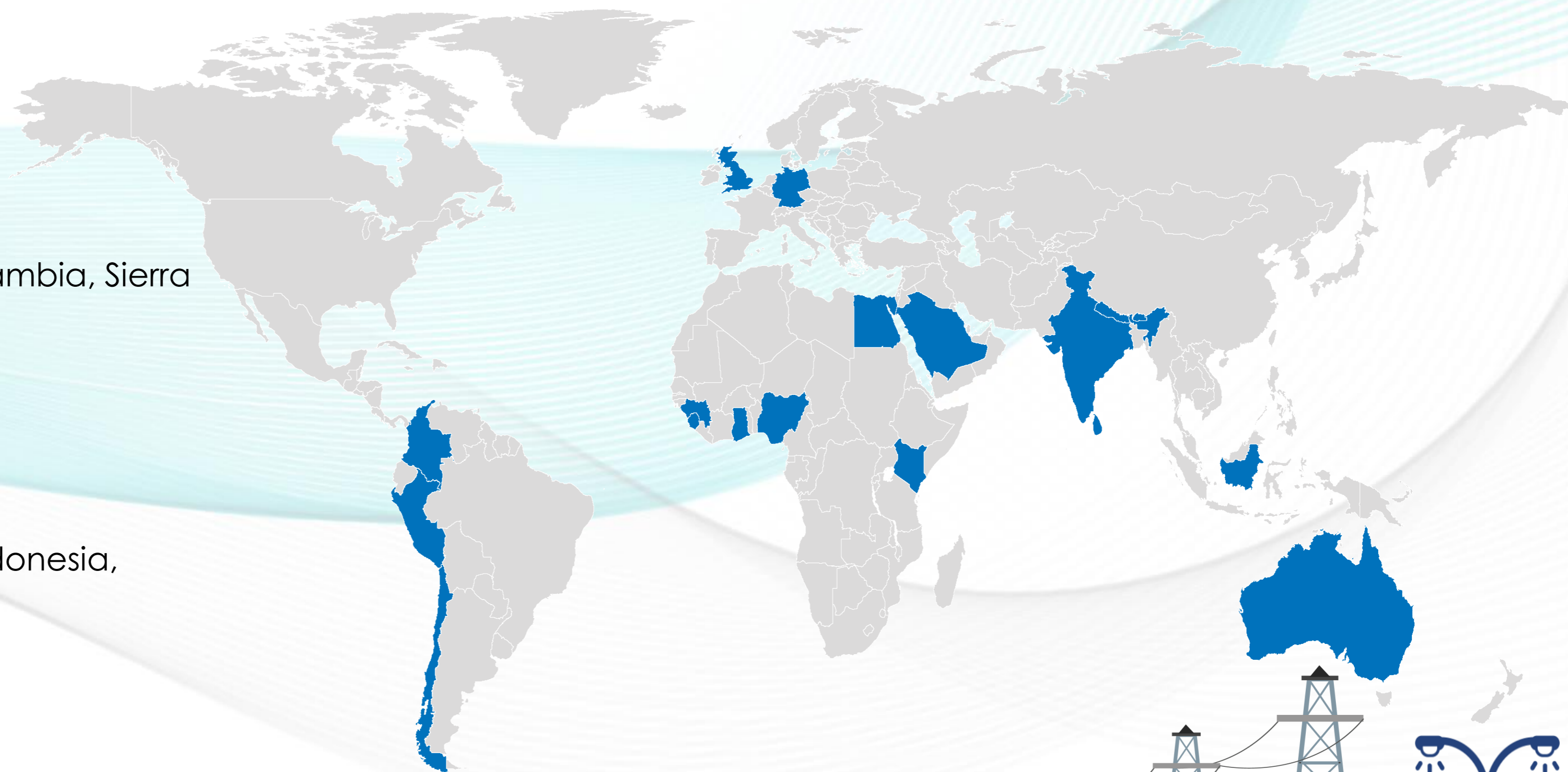
MIDDLE EAST

Jordan, Saudi Arabia, UAE

SOUTH AND SOUTH EAST ASIA

Nepal, Bangladesh, Sri Lanka, Indonesia, Philippines

AUSTRALIA

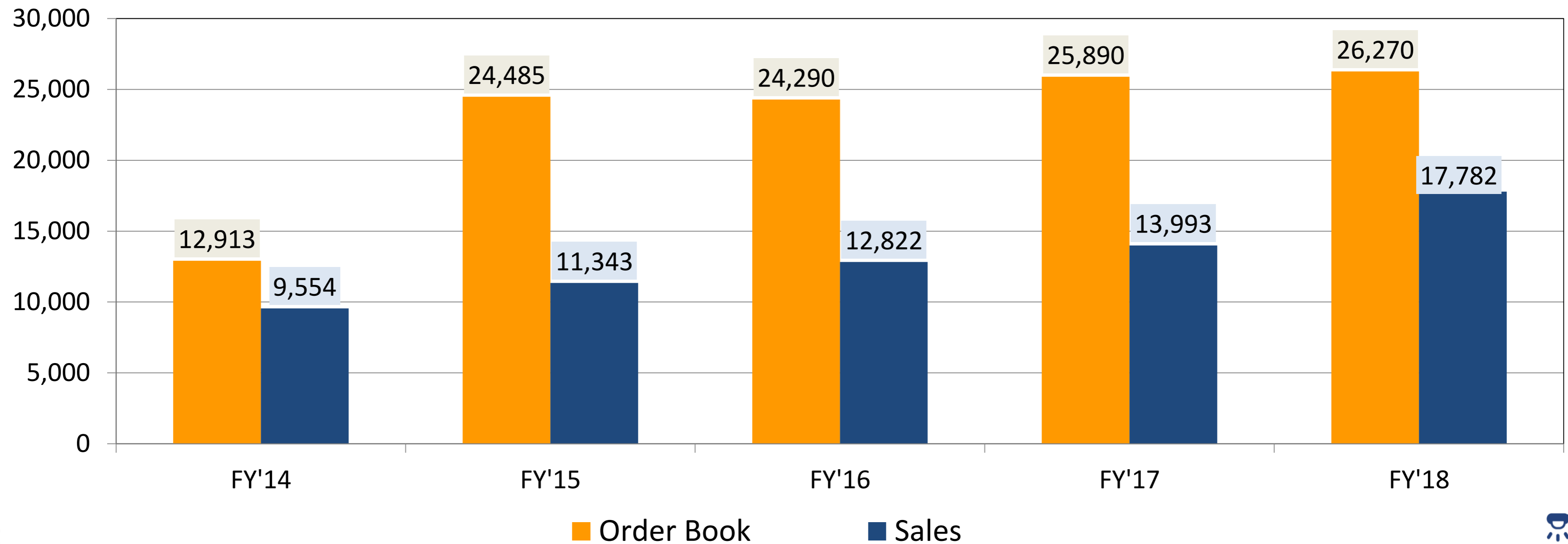


Total Order Book Size: 26,270 Million
Diversified Order Book (March 2018)



Growing Engineering Order Book Size

Rs in Mn





Engineering Products Sector Outlook & Growth Drivers





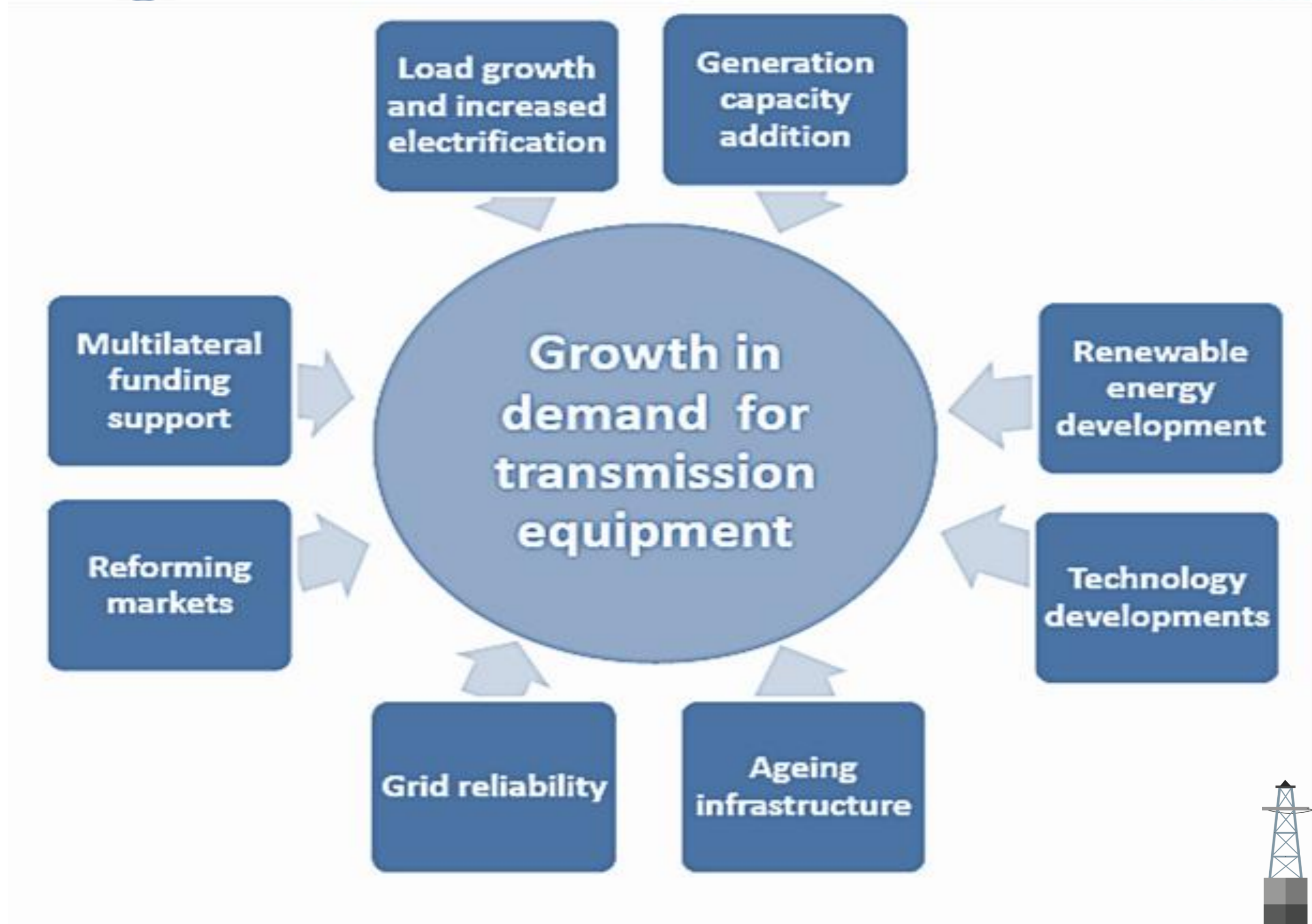
Global electricity demand is expected to increase by 71.1% from 20,140 TWh in 2013 to approximately 34,460 TWh by 2040 at an average of 2.6% per year.

Generation Capacity : Growth in global installed capacity by 71.5% from 6,163 GW in 2014 to approximately 10,570 GW by 2040, with the generation mix increasingly shifting toward clean sources of energy.

According to World Energy Outlook 2015, **a total of US\$19.7 trillion investments are expected to flow in the power sector** between 2015 and 2040, averaging US\$760 billion per year.

Power T&D

- Additional power transmission lines will be required to facilitate the evacuation as utilities and governments across the world develop new generation projects.
- The global electric power transmission network is set to expand from 5.5 million CKM (2016) of High voltage transmission line to 6.8 million CKM by year 2020
- India will account for the second largest share, with 21.6 per cent.





\$1trn Investment in global T&D

Global T&D sector is projected to attract investment of over \$1trillion over the next 5-6 years.

- ❑ Mounting demand for power in Asia and Africa;
- ❑ Increasing demand for clean energy;
- ❑ cross-border power networks, especially in Europe and Africa;
- ❑ and transmission systems across underdeveloped areas.

India Transmission capex estimated at INR2.6t (+49%) in the 13th Plan (2018-2022e)

Power-evacuation constraints and high T&D losses have attracted the attention of policy-makers for more investment in transmission infrastructure to match the investment in power generation

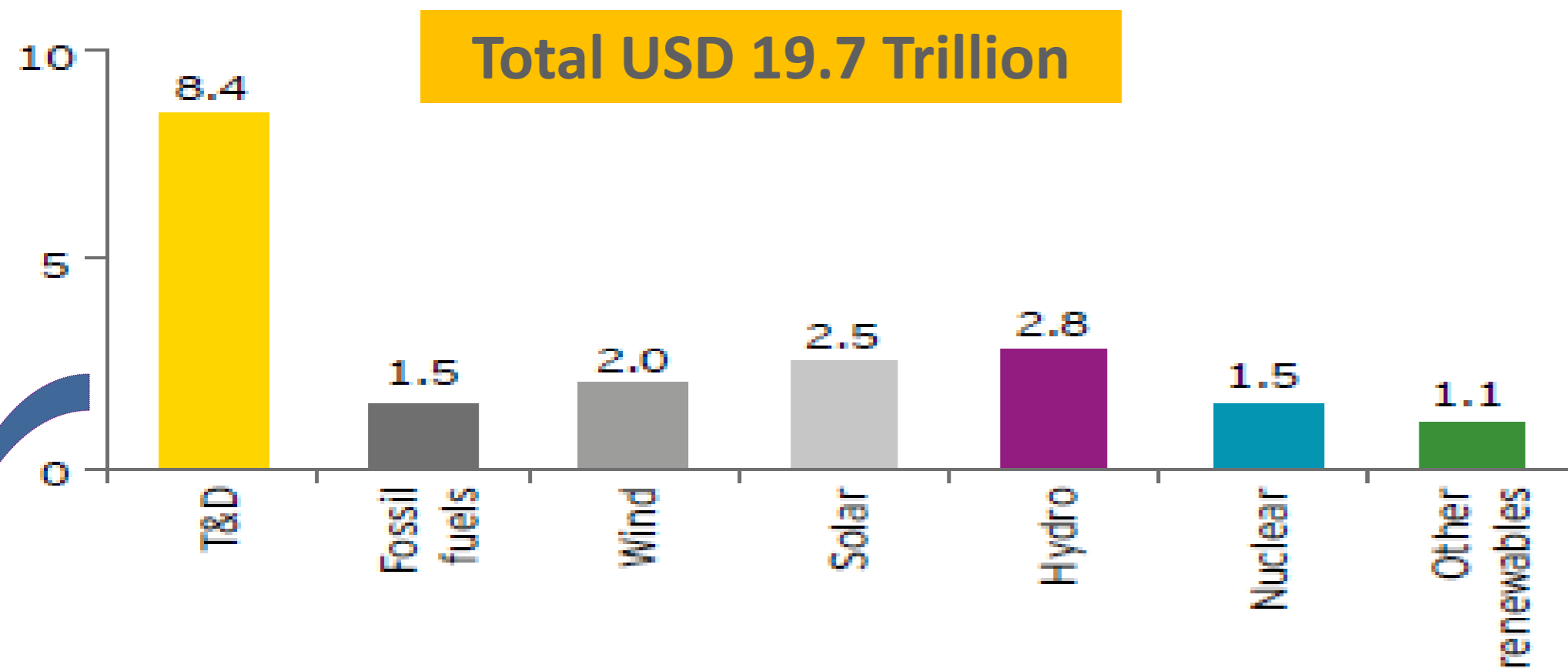
- ❑ Under-investments in power transmission vis-à-vis generation finally catching up;
- ❑ Increased government focus on transmission and rising demand;
- ❑ Grid shifts to higher voltages and new technologies;
- ❑ States to drive spending;
- ❑ Integration of Renewable Energy Project.



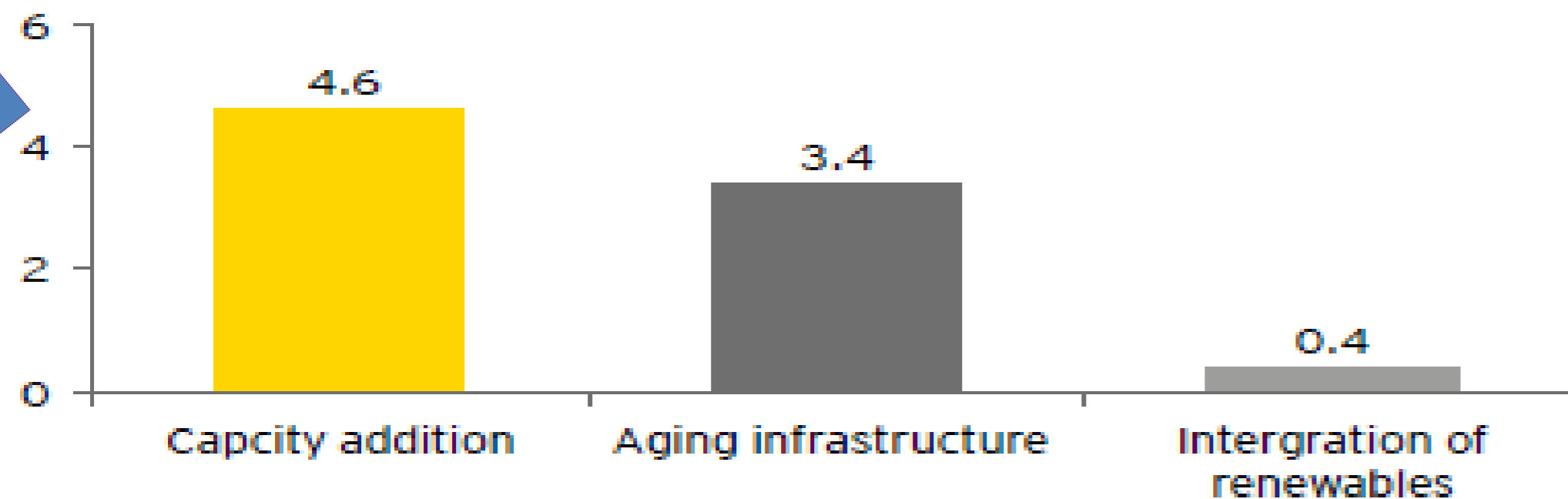


Global Power Sector Investments (2015-40)

Global Investment in Power Sector Policies



Global T&D Investment Policies



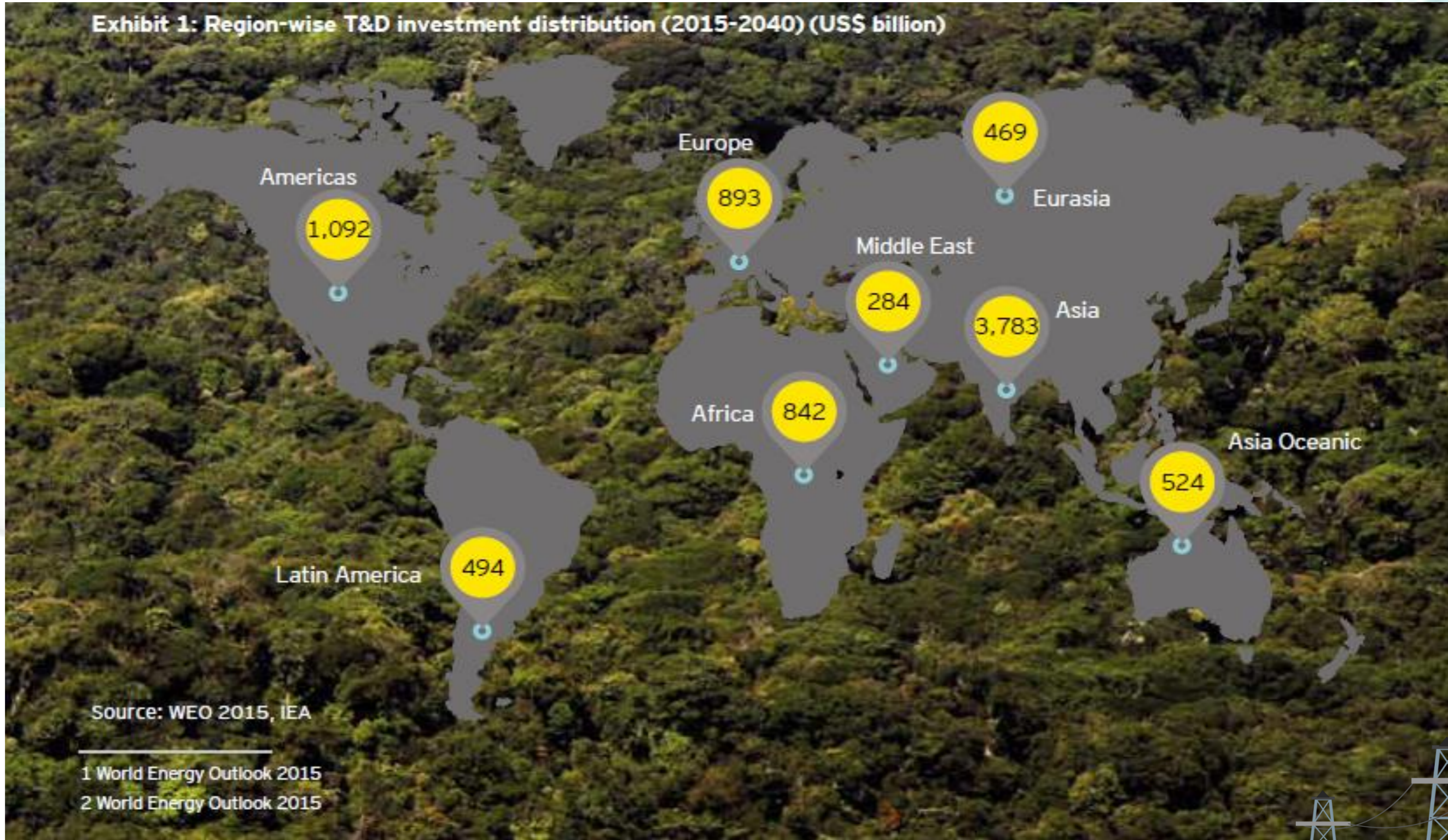
\$8.4 trn Investment in global T&D

Global T&D sector is projected to attract investment of over \$1trillion over the next 5-6 years. The investment in T&D infrastructure will be essentially attributable to requirement for New Infra

- ❑ Requirement for New infrastructure in emerging economies;
- ❑ Refurbishment of ageing infrastructure in developed nations;
- ❑ Mounting demand for power in Asia and Africa;
- ❑ Increasing demand for clean energy;
- ❑ cross-border power networks, especially in Europe, Africa and South East Asia;
- ❑ and transmission systems across underdeveloped areas.



According to World Energy Outlook (WEO) 2015, a total of US\$ 8.4 trillion investments are expected to flow in the global T&D investments between 2015 and 2040, averaging US\$320 billion per year.



India: Exponential power transmission sector opportunities

- Power-evacuation constraints and high T&D losses have attracted the attention of policy-makers for more investment in transmission infrastructure to match the investment in power generation
- Under-investments in power transmission vis-à-vis generation finally catching up
- Dedicated schemes of Rs 1.09 lakh cr for 24x7 power in rural and urban areas
- An unprecedented Rs 1 lakh cr allocated by the central government for the national transmission grid

- In each Transmission Line project (excluding substations), portion of towers is about 40%. Conductors and Insulators are about 40% and EPC is about 20%
- The government's increasing focus on transmission reflected in the total line capacity addition from 2,57,481 Ckm in the 11th Plan to 3,64,921 in the 12th Plan and 4,70,515 ckm in the 13th plan.
- India Transmission capex estimated at INR 2.6 trillion (+49%) in the 13th Plan.
- More than 100,000 ckm of transmission lines at 220 kV and above is expected to be added during 13th plan period

Transmission sector capacity addition (Ckm)

9th Plan	10th Plan	11th Plan	12th Plan (upto March '17)
1,52,269	1,98,407	2,57,481	3,67,851



India: Exponential power transmission sector opportunities

- Establishment of dedicated green energy transmission corridors to cater to the massive renewable power generation target of 1,75,000 MW by 2022
- Growing interest in tariff-based competitive bidding (TBCB) by several private sector giants such as Sterlite, Essel and Adani
- Growing inclination by the SAARC to develop robust transmission grid connections for ease of power trade between the nations

Sizeable projects in Pipeline or currently under bidding are:

- Rs 10,000 cr transmission investments in India's northeast under the NERPSIP programme
- Rs 25,000 cr 800 KV HVDC Raigarh Pugalur Transmission project
- Rs 40,000 cr Plus Green Corridor Projects (Lines being built in Western region catering to Renewable power sources)





Engineering Products

Non T&D Products – Emerging Growth
Driver

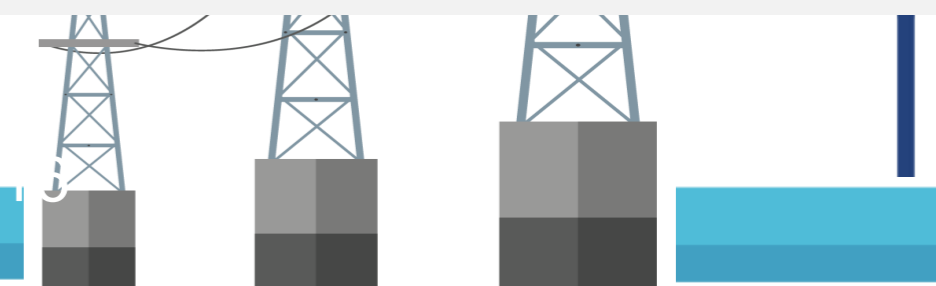




Railway Electrification

- Indian Railways has prepared an action plan to electrify 38,000 km route in next four years at a total capital outlay of over Rs 35,000 crores.
- The pace of electrification has been increased to achieve 100 per cent electrification of broad gauge (BG) rail routes.
- The national transporter has set a target to electrify 6,000 km route in 2018-19. In 2019-20, 7,000 km route will be electrified, while in 2020-2021 and the next year, the target is of 10,500 km route each.
- Also, several projects worth in excess of Rs 40,000 crores are lined up to connect capital cities of five north eastern states and areas bordering China, Myanmar and Bangladesh with the rest of the country. Being an East India player we are logistically well placed to target these large upcoming opportunities.

The company is gearing up to sharpen its focus on Railway Electrification (EPC) projects and has also received the core approval from railways for manufacturing different types of overhead wiring support structures.

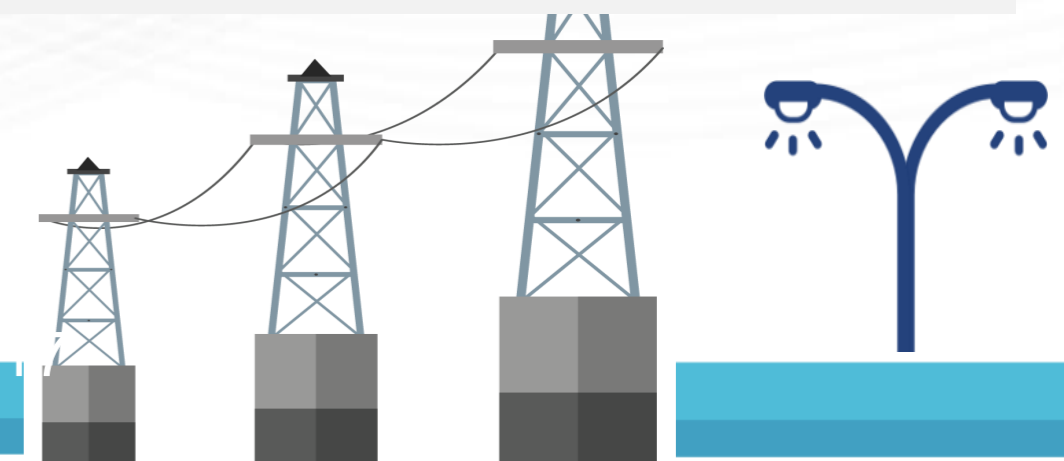




Telecom Tower

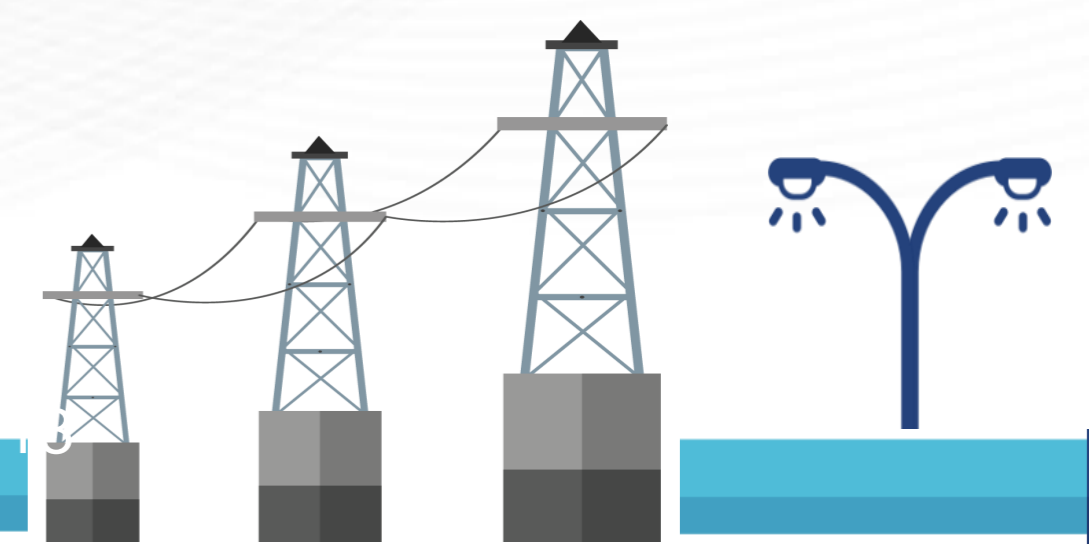
- India's Telecom tower industry requires a massive investment of Rs 20,000 crore in the next few years to keep pace with the burgeoning growth in data on mobile and advent of new technologies.
- The need for constant expansion in 4G mobile services and a future stride towards new technologies including 5G, artificial intelligence, internet of things to drive the growth.
- Multi-fold growth of data will necessitate the installing of around 100,000 mobile towers across the country in the near future.

Skipper is the favored institutional partner for major companies in the Telecom sector across the world. With strategic partnership with the industry majors like Ramboll, Denmark positions it as a leading player in the category.





Polymer Business Brand Architecture Overhaul



Partnering with Vector Consulting Group

Profile:

Vector Consulting Group assists companies to achieve quantum improvements in operational performance, sales and profits beyond the industry benchmarks, through the deployment of Theory of Constraints (TOC) solutions and thinking.

With a team of more than 100 consultants, Vector has worked with more than 100 companies such as M&M, Tata Steel, Bajaj Electricals, Pidilite, L&T, Jindal Steel, TVS Motors etc and has successfully undertaken more than 120 implementations/projects.

Vector has won several international awards for excellence of its projects in Supply Chain and Operations Category.

Skipper Pipes has partnered with Vector Consulting Group, a leading management consulting firm in India to exponentially increase its market share at retailer level as well as to help transform its Supply chain operation and to gain unprecedented decisive competitive advantage over its peers.

Engagement Objective



- To **increase market share** of Skipper Pipes in India
- To build a **robust sales organization** and **strong distribution network**
- Enabling processes through “**pull**” **based replenishment system** to ensure high availability of products at distributors level and lower inventory in the company supply chain.
- Processes & Strategies to establish **stronger ties with our channel partner**
- Developing association and partnership with the trade influencers through a **long term loyalty program** across the relevant product range.

Empowering Supply Chain Transformation

Partnering Benefits

Exponential Sales Growth & Gain in Market Share

Robust Processes & Systems in place to improve profitability

Consistent availability of entire range of products at billing points

Improvement in working capital cycle and reduction of inventory days

Gain of more output from the current capacity

Improvement in ROI to dealers and distributors

Only **Polymer Pipe Company in India** to implement **Theory of Constraints (TOC)** Solutions and thinking in Organized manner to empower its **Supply Chain Processes and Systems**

Polymer – Steps to Overhaul

Structural & Strategic changes been implemented to achieve the objective :

- **Restructuring of dealer and influencer margins and incentives to promote trade.**
- **Restructuring of channel network to allow massive expansion of presence**
- **Change in Brand Spending Strategy to support this expansion drive**

Impact visible in performance of Q1 FY'19

- Strong growth in Polymer Revenue, Up by over 45% qoq
- Fast territorial penetration and Increased availability of Skipper product range at retailer level
- Contraction in Operating margins on account of increased spending on Brand Building and dealer incentives

Revision in Outlook for FY'19

- Strong Growth projected in Qty and Revenue
- With Management focused to expand reach & Market Share, Margins to remain contracted with positive bias over the next 3-4 quarter
- Working towards building a Strong Retail Presence



Performance Update

Q1 FY'19





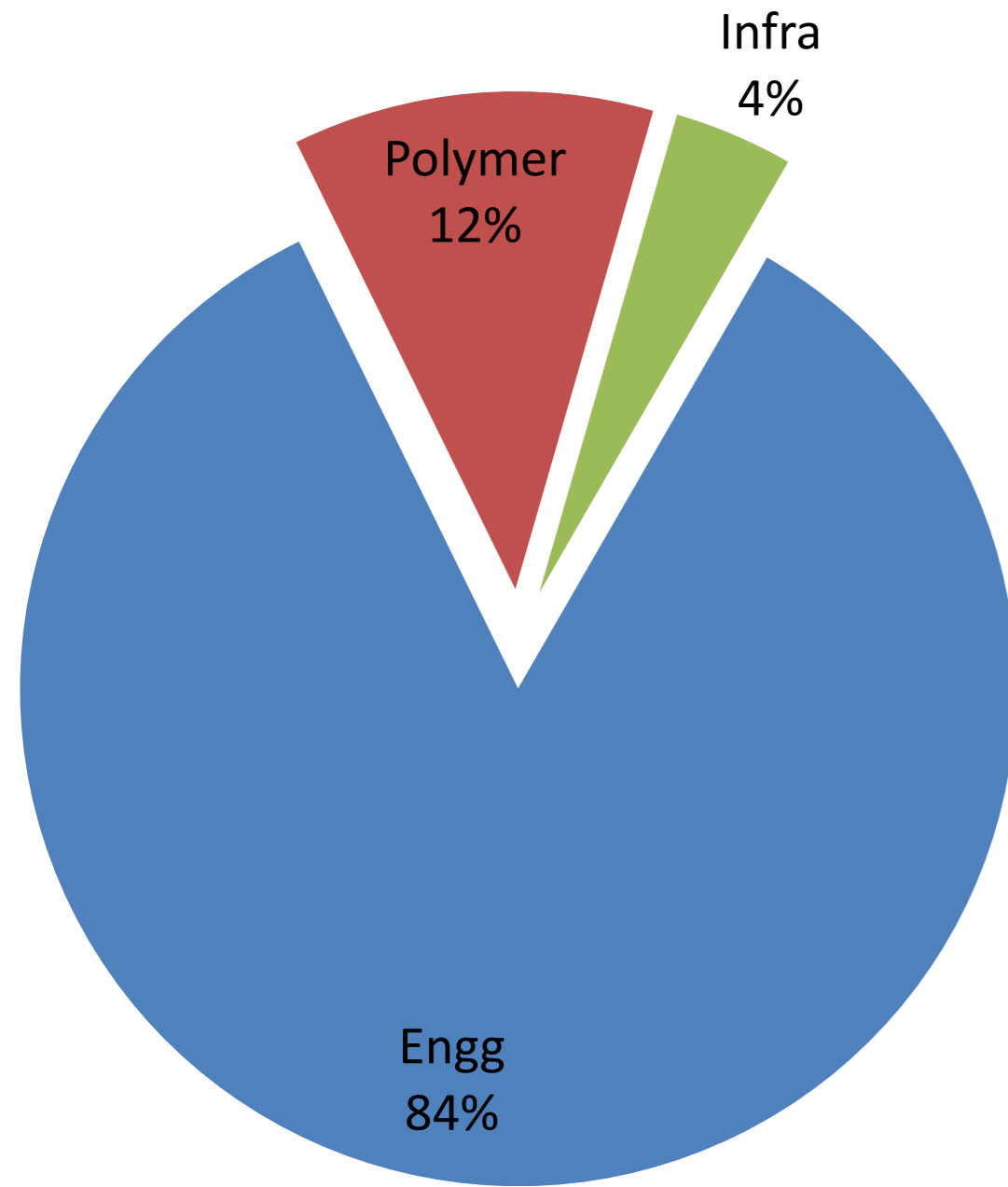
Rs in Mn

Sl. No	Profit & Loss Summary	Q1 FY'19	Q1 FY'18	Change %
1	Net Revenue (Excl Excise Duty)	4,787.0	3,988.3	20.0%
2	Operating EBITDA (without Forex)	508.4	406.7	25.0%
	% of Net Revenue	10.6%	10.2%	
3	Depreciation	115.2	107.5	
4	Interest Expenses	274.0	168.6	
5	Other Income	3.2	7.5	
6	Operating PBT (2-3-4+5)	122.4	1,38.2	-11.5%
7	Forex Gain / Loss	(58.6)	109.4	
8	Profit Before Tax (Reported PBT) (6+7)	63.8	247.6	
9	Tax	18.8	87.8	
10	Profit After Tax (Reported PAT) (8-9)	45.0	1,59.8	



Segment Performance Q1 FY 19

Rs in Mn



Revenue Mix – Q1 FY'19

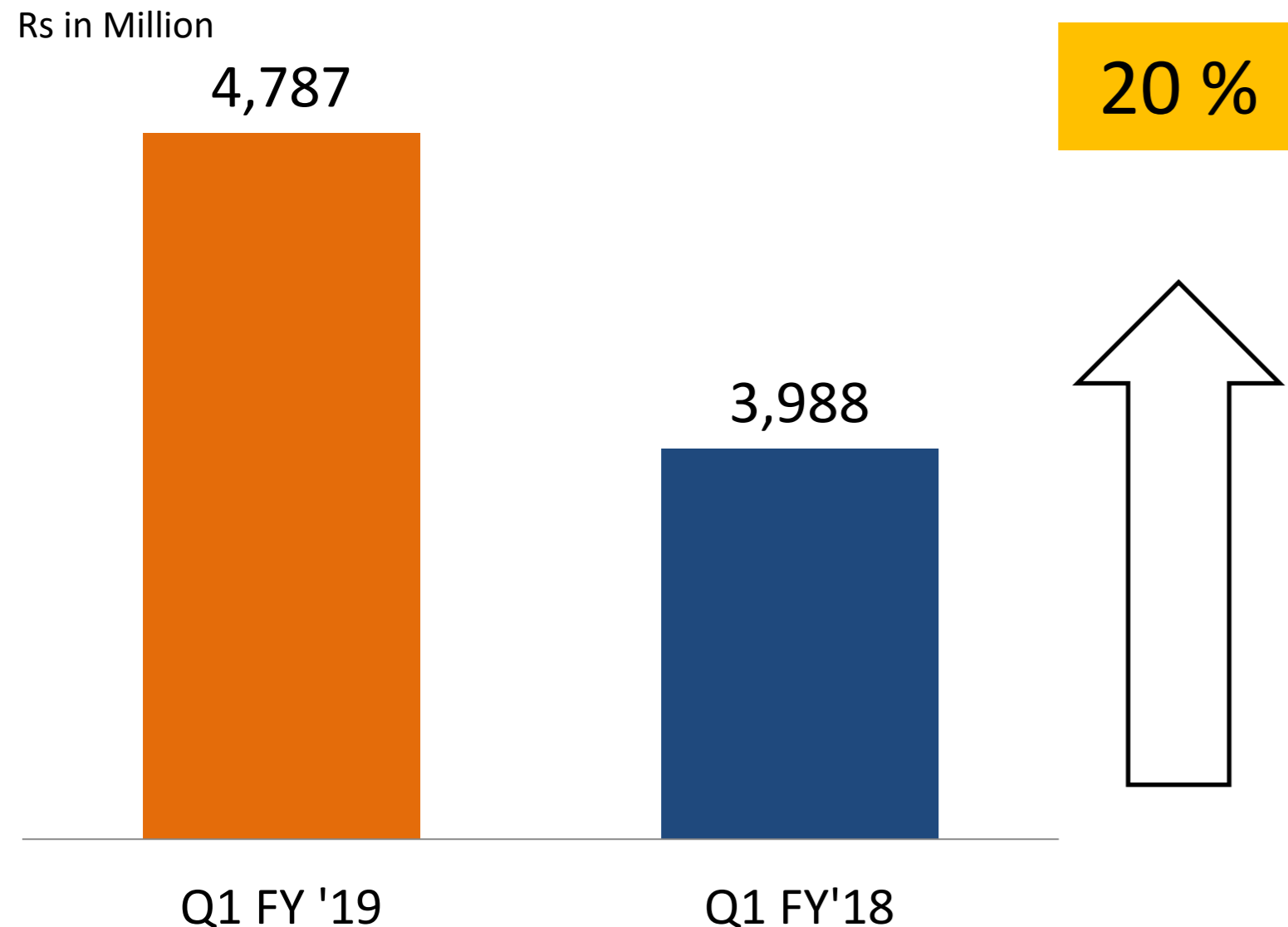
Segment	Financial Summary	Q1 FY 19	Q1 FY 18	Change %
Engg Products	Net Revenue	4,040.9	3,361.2	20.2%
	EBITDA (without Forex)	478.1	340.6	40.4%
	% of Revenue	11.8%	10.1%	
PVC Products	Net Revenue	560.9	384.3	46.0%
	EBITDA (Without Forex)	6.5	35.8	-81.8%
	% of Revenue	1.2%	9.3%	
Infra Projects	Net Revenue	185.2	242.8	-23.7%
	EBITDA (without Forex)	23.8	30.3	-21.3%
	% of Revenue	12.9%	12.5%	
Total	Net Revenue Total	4,787.0	3,988.3	20.0%
	EBITDA Total (Without Forex)	508.4	406.7	24.1%
	% of Revenue	10.6%	10.2%	

Note: Segment EBITDA is net of Forex and includes allocation of un-allocable expenditure in pro-rata share of sales in the respective segment



Performance Highlights

Revenue Performance



□ Engg Segment Revenue grew to Rs 4,041 mn, Up by 20%, led by -

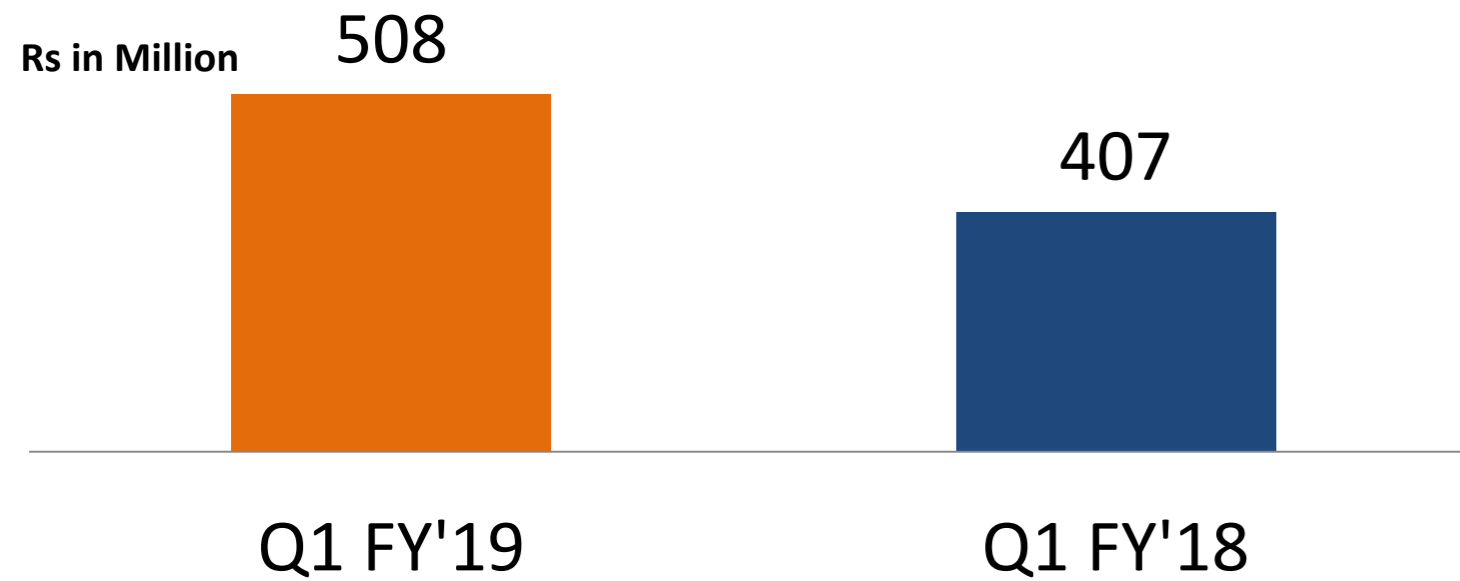
- **Strong Volume execution**
- **Rising share of Non T&D products – Like Telecom Towers, Railway and Solar Structure.**

□ Polymer Segment revenue grew to Rs 561 mn, up by 46%, led by

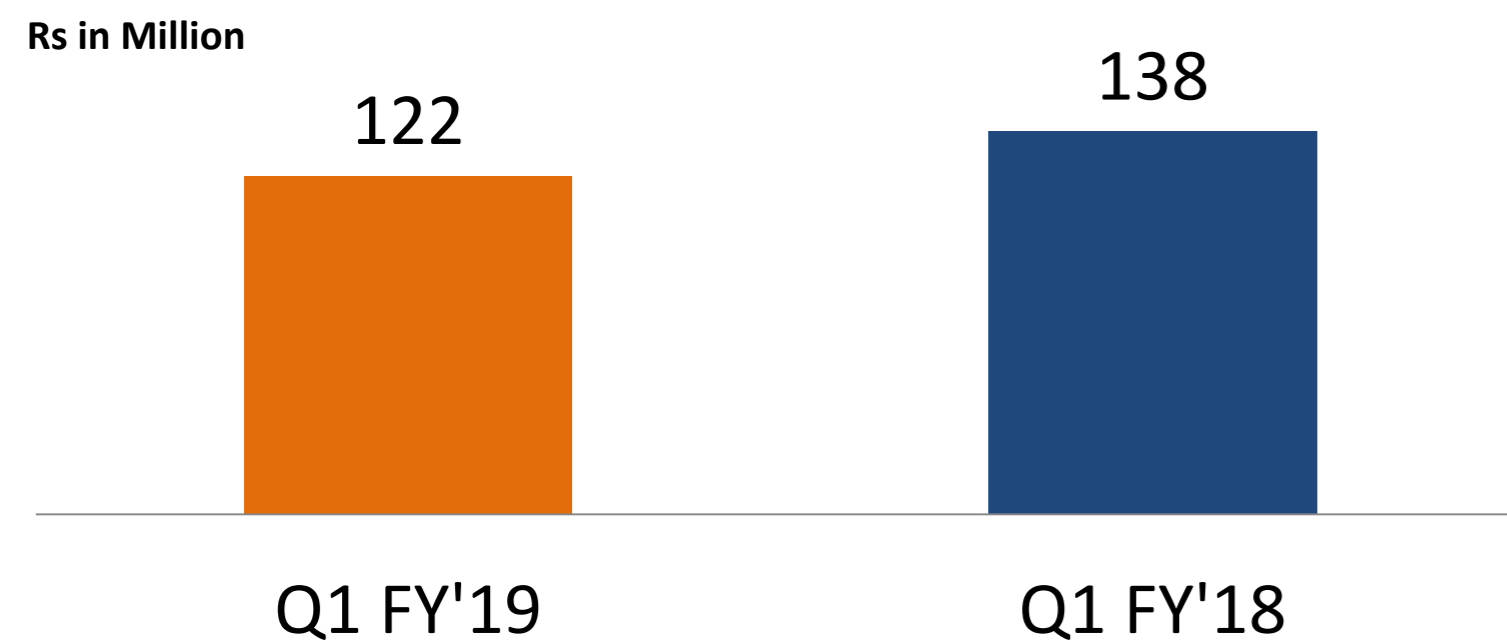
- **Entered into new territories**
- **Strong processes been implemented by Vector Consultancy; helped in streamlining of Supply chain & build stronger ties with Channel partner.**

Performance Highlights

Operating EBITDA (without Forex) ★



Operating PBT (without Forex) ★



- ❑ Operating EBITDA increased to Rs 508 mn, up by 25%
- ❑ Operating EBITDA margins of 10.5% during the quarter, growth impacted due to -
 - Higher incidence of Fixed price T&D contracts during the quarter.
 - Increasing penetration cost in newer markets for Polymer products

- ❑ Operating PBT of Rs 122 mn, down by 11 %
- ❑ High interest cost impacted profitability, on account of -
 - High Inventory built up on account of subsequent supply obligation
 - Temporary increase in Debtor collection period

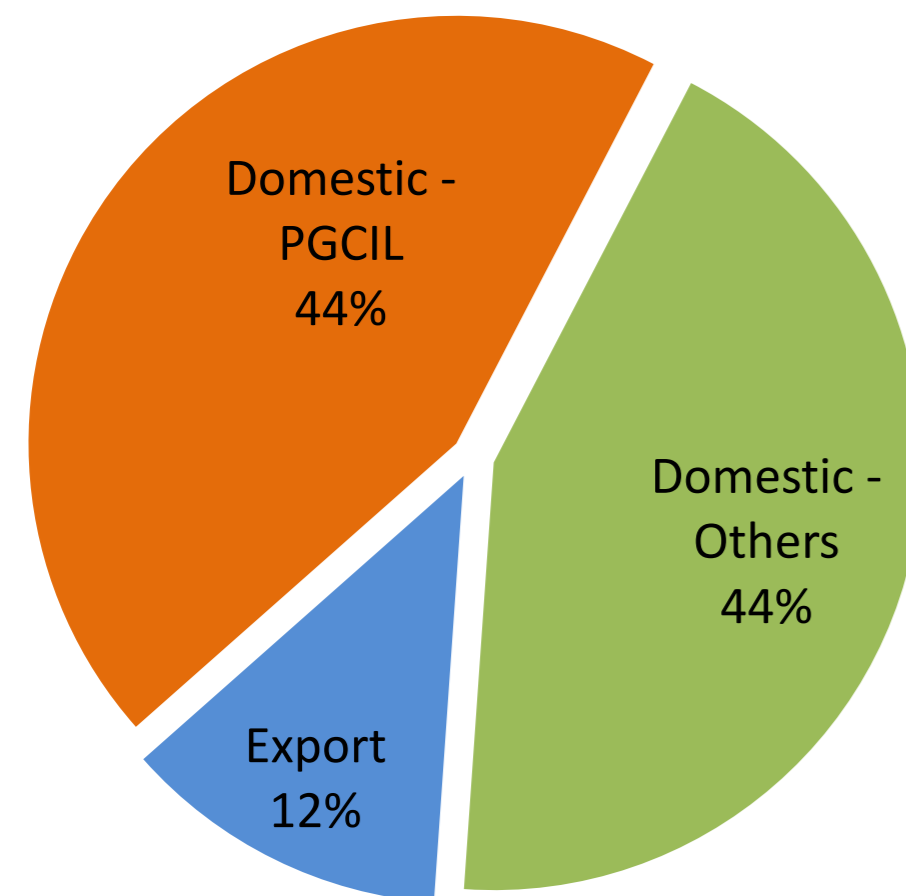
★ Note : Derivatives gain/loss on MTM basis has resulted in increase of profitability numbers of the previous year corresponding quarter and decrease in profitability of the current year quarter. Thus all comparative growth numbers are required to be calculated excluding impact of forex gain/loss for better understanding and analysis on like to like basis.



Engineering Products – Order Inflow (April – June 2018)

- **Order Intake of Rs 225 Crores in Q1 FY'19 for engineering products supply from Power Grid Corporation of India Limited (PGCIL), SEB's & Telecom Companies and for various supplies across Africa, South America & South East Asia.**
- Order Book well diversified between Power Grid, Domestic SEB / Private players and International
- **Gained entry into the newer market geographies; bagged orders in the countries of Panama & Paraguay**
- **Cleared SIRIM audit; Now enables the company to export to the Malaysian market.**

Order Mix – March 2018



- The company expects growth to remain strong and gain further pace with increased participation opportunities from Power Grid, SEBs, TBCB projects, Renewable projects , Exports and Infrastructure push in North East & East India.
- The company's strategy to enrich and diversify its product portfolio will also enable it to tap the growing opportunities in the sector like Railways, Solar & Telecom
- The recent rupee devaluation will makes us more competitive in the export markets and will bring more opportunities on our way.



Awards

Recent Felicitations



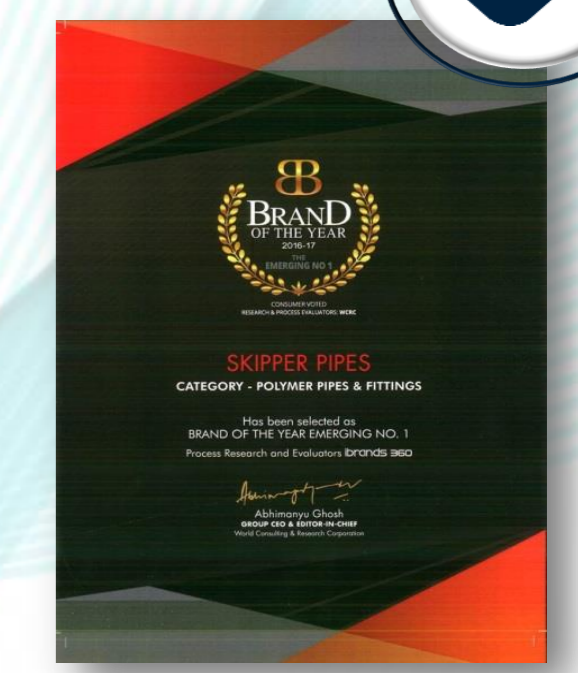
AWARD:
THE LARGEST TOWER SUPPLIER FOR 3rd CONSECUTIVE YEAR
GIVEN BY:
POWER GRID CORPORATION OF INDIA LTD. (PGCIL)



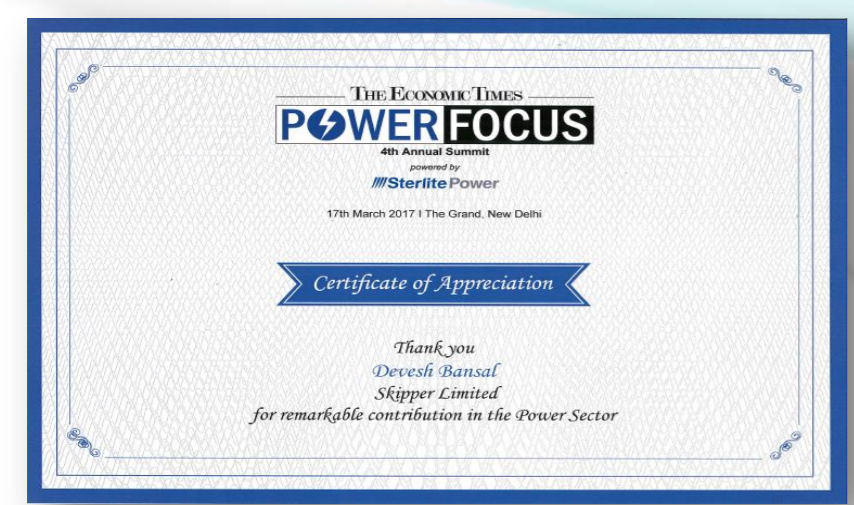
AWARD:
EMERGING POWER EPC PLAYER
GIVEN BY:
EPC WORLD



AWARD:
GLOBAL HR EXCELLENCE
GIVEN BY:
WORLD HRD CONGRESS



AWARD:
NO. 1 EMERGING BRAND IN POLYMER PIPES & FITTINGS
GIVEN BY:
WCRC



AWARD:
MOST VALUABLE CONTRIBUTION TO POWER INDUSTRY
GIVEN BY: ET EDGE



AWARD:
STAR PERFORMER AWARD FOR THE YEAR 2015-16
GIVEN BY: EEPC INDIA



AWARD:
THE BEST POLYMER BRAND
GIVEN BY:
CONSTRUCTION TIMES



AWARD:
MOST ETHICAL COMPANY
GIVEN BY:
WORLD CSR DAY



Thanks



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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