



EARNINGS RELEASE – Q4 & 12M RESULTS FY 2016 - 17

FY'17 Highlights

Net sales up by **15%** | Operating EBITDA grows by **13%** | Profit after Tax (PAT) grows by **17%**

OPERATIONAL HIGHLIGHTS

Secures **new orders worth Rs. 500.21 Crores** from both national & international market
 Awarded “**Largest Tower Supplier**” by Power Grid Corporation of India Ltd. consecutively for the second year
 Awarded “**The Best Polymer Brand**” by Construction Times

Kolkata, May 15, 2017: Skipper Limited (BSE: 538562) and NSE (Symbol: SKIPPER), one of the world's leading manufacturers for power transmission & distribution structures and a significant player in water infrastructure of India, announced its results for the fourth quarter and twelve months ended 31st March 2017.

Financial Performance

All figures in INR Crore, unless specified

12M FY'17	12M FY'16		Q4 FY'17	Q4 FY'16
1,678.57	1,462.35	Net Sales	564.66	522.73
226.71	201.11	Operating EBITDA	74.87	73.41
13.5%	13.8%	Operating EBITDA - % of sales	13.3%	14.0%
31.55	24.12	Depreciation	10.02	6.33
61.10	57.00	Interest	12.37	15.54
3.13	5.17	Other Income	0.82	1.10
137.19	125.16	Operating PBT	53.30	52.64
19.33	18.14	Income from Forward Contracts	16.37	-
156.52	143.30	PBT	69.67	52.64
45.02	48.17	Tax	16.89	16.52
111.50	95.13	PAT	52.78	36.12

Note: Operating EBITDA(W/o other income) and Operating PBT are calculated without considering income/loss from forward contracts.

Performance Highlights – 12M FY'17

- **Net Sales:** Rs 1,678.57 crores as against Rs 1,462.35 crores in the previous year, up by 14.8%
- **Operating EBITDA :** Rs 226.71 crores as against Rs 201.11 Crores in the previous year, up by 12.7%
- **Operating EBITDA margins at 13.5% during the year.**
- **Profit Before Tax:** Rs 156.52 Crores as against Rs 143.30 crores in the previous year, up by 9.2%
- **Profit After Tax:** Rs 111.50 crores as against Rs 95.13 crores in the previous year, up by 17.2%

Performance Highlights – Q4 FY'17

- **Net Sales:** Rs 564.66 crores as against Rs 522.73 Cr in the previous year quarter, up by 8.0%.
- **Operating EBITDA :** Rs 74.87 crores as against Rs 73.41 Crores in the previous year quarter, up by 2.0%.
- **Profit Before Tax:** Rs 69.67 Crores as against Rs 52.64 Cr in the previous year quarter, up by 32.3%.
- **Profit After Tax :** Rs 52.78 crores against Rs 36.12 Cr in the previous year quarter, up by 46.2%.

Key Business Highlights

New Orders: In an announcement today, the company shared the news of securing fresh new orders worth **Rs. 500.21 Crores** in its Engineering & Infrastructure business segment. **The order value includes projects worth Rs.376.48 crores from national & Rs. 123.73 Crores from international markets for transmission tower supply.**

Order details

- India: Secured orders for supply of domestic Transmission Towers & EPC Line construction worth Rs.301.48 Crores from Power Grid Corporation of India Ltd (PGCIL) , *Transmission Corporation of Telangana Limited (TSTRANSCO)* & *from Power Transmission Corporation of Uttarakhand Limited (PTCUL)*
- Botswana & Philippines: The company further explores newer markets and secures orders worth Rs. 123.73 crores from South African & Southeast Asian territories
- Telecom Poles: The Company revisits manufacturing of Telecom Poles. It secured fresh orders for manufacturing of Telecom Poles worth Rs.75 Crores

Awards: Skipper has been honored with 4 distinguished awards for outstanding performance in Power & Water sector:

- Awarded **The Largest Tower Supplier** from Power Grid Corporation Of India Ltd, consecutively for the second year, in the Tower Supply category
- Honored for **Valuable Contribution to the Power sector** in Power Focus, organized by Economic Times
- Awarded **Best Polymer Brand** by Construction Times
- Awarded **Star Performer Award for the year 2015-16** in the product group -Other fabricated metal products excl machinery and equipment, Large Enterprise by EEPC India

Commenting on the release today, Mr. Sharan Bansal, Director, Skipper Limited said *“We have consistently delivered healthy margins with our sustained focus on profitability. We are happy that our top line has grown by over 15% and has been improving on the expected lines. Our new international orders clearly affirm our efforts to diversify the geographical spread of our Order Book. In our pursuit to diversify our geographic spread we started with far west like Peru, Chile & Columbia and now our network has grown to far east countries like Philippines. We are confident of maintaining our growth targets on the back of our robust order book and consistent focus on strengthening the bottom line.”*

Mr. Bansal also added *“Being recognized second time as the “Largest Tower Supplier “ in the Tower Supply category from PGCIL is a great accomplishment and reaffirms our mission to deliver our best every time”*

Also commenting on the occasion Mr. Devesh Bansal, Director, Skipper Limited, stated, *“At Skipper we have and will continue to create tangible value for our partners and stakeholders. In the last quarter we have spread our footprints across various geographies along with capacity expansion by setting up our second plant in Guwahati for both T&D and Polymer Products category.*

Mr. Bansal added we are an enterprise positioned to capture sustainable growth through a laser focus on innovating across our product portfolio, building strong brands, and leveraging unparalleled customer service through a wider network. We continue on our path to transform the global system and remain committed to our strategic actions for growth and service to the nation.”

ABOUT SKIPPER LIMITED

Skipper Limited established in 1981 is one of the leading companies in the Power Transmission & Distribution and the Polymer Products segment. With over 35 years of domain knowledge it is ranked among the largest in India and among top 10 globally basis the manufacturing capacity of its Engineering products division. Skipper differentiates its offerings with high quality but cost effective solution for infrastructure providers and telecom operators. Its international footprint spans across continents such as Latin America, Europe, and Africa and is spread across 20 countries with presence across sub-segments such as towers, EPC, monopoles and poles. Skipper Limited is a national powerhouse in the Polymer Pipe business. Under the brand name of 'Skipper', the company manufactures premium quality Polymer Pipes & Fittings which serves both the agricultural as well as plumbing sectors.

Skipper Limited is listed at BSE (538562) and NSE (Symbol: SKIPPER) in 2014 & 2015 respectively.

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