

**EARNINGS RELEASE – Q4 RESULTS FY 2017 – 18**  
**Q4 FY'18 HIGHLIGHTS**

Turnover reaches **2074 Crs** | Net sales up by **24.6%** | EBITDA grows by **11.2 %**

**Business Highlights**

- Secured and favorably placed with new orders worth Rs. **620** crores in its Engineering Products segment
  - Enhanced manufacturing capacity to **265,000** MTPA in the Engineering Segment
  - Launched Skipper Water Tanks in North India
- Engaged M/S Vector Consultancy for process implementation & boosting sales in the Polymer segment

*Awarded:*

- The most prestigious ET Bengal Corporate Awards, for the Highest Job Creator 2018
  - 3 Prestigious honors in the World HRD Congress :
    - a) Times Ascent, Dream Company's to Work - Best Manufacturing Company
    - b) Times Ascent, Dream Company's to Work-- All Sector , all company's--- All India Rank - 33
    - c) ET Now, Rise With India - Dream Company's to work

**Kolkata, May 17th, 2018: Skipper Limited** (BSE: 538562) and NSE (Symbol: SKIPPER), is one of the world's leading manufacturers for power transmission & distribution structures and a prominent manufacturer of Telecom, Railway and Solar structures. Skipper is also a significant player in water infrastructure of India. The company announced its results for the fourth quarter ended 31<sup>st</sup> March 2018.

All figures in INR Crore, unless specified

12M FY'18	12M FY'17		Q4 FY'18	Q4 FY'17
<b>2,073.72</b>	1,664.60	<b>Net Sales</b>	<b>592.85</b>	564.42
<b>302.55</b>	272.20	<b>EBITDA</b>	<b>108.58</b>	101.01
<b>45.91</b>	31.57	<b>Depreciation</b>	<b>11.35</b>	10.03
<b>78.45</b>	67.08	<b>Interest</b>	<b>23.93</b>	13.60
<b>2.19</b>	3.16	<b>Other Income</b>	<b>0.79</b>	0.83
<b>180.39</b>	176.72	<b>Profit Before Tax (PBT)</b>	<b>74.08</b>	78.22
<b>62.63</b>	52.51	<b>Tax</b>	<b>24.73</b>	20.06
<b>117.76</b>	124.21	<b>Profit After Tax (PAT)</b>	<b>49.35</b>	58.16

Note: Q4 & 12M FY'17 numbers are restated as per IND AS

**Performance Highlights – Q4 FY'18**

- **Net Sales:** Rs 592.85 crores as against Rs. 564.42 crores in the previous year quarter, up by 5.0%
- **Operating EBITDA** ( Net Of Forex Income) Rs. 274.93 Crore (13.26%) for FY 2017 – 18 as against Rs.219.57 Crore (13.19%) for FY 2016 - 17
- **EBITDA:** Rs 108.58 crores as against Rs 101.01 Crores in the previous year quarter, up by 7.5%, **Execution of high value contracts led to higher EBITDA margins of 18.3% during the quarter**
- **PBT :** Rs. 74.08 crores as against Rs 78.22 crores in the previous year quarter
- **PAT :** Rs 49.35 crores against Rs 58.16 crores in the previous year

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### Q4 FY'18 HIGHLIGHTS

#### Performance Highlights – 12M FY'18

- **Net Sales:** Rs. 2,073.72 crores as against Rs. 1,664.60 crores in the previous year, up by 24.6%.
- **EBITDA :** Rs 302.55 crores as against Rs 272.20 Crores in the previous year, up by 11.2%.
- **EBITDA margins at 14.6% during the year.**
- **PBT :** Rs 180.39 crores as against Rs 176.72 crores in the previous year, up by 2.1%.
- **PAT :** Rs 117.76 crores against Rs 124.22 crores in the previous year.

#### Key Business Highlights

**Turnover reaches 2074 Crs:** First time in the company's records, Skipper touched an annual Turnover of Rs.2074 Crs.

**Secured New Orders:** The Company has secured and favorably placed with new orders worth Rs.620 crores during Q4 FY'18 spread across power transmission & distribution structures and other engineering products like Telecom Towers & Solar structures from projects of Power Grid Corporation of India Limited (PGCIL) , SEBs and other players . Skipper also bagged orders from Latin America, Europe & South East Asia. The company's engineering products order book to sales is well diversified between domestic and international orders. Closing Order Book stood at Rs. 2,627 Crores.

**Enhanced manufacturing capacity to 265,000 MTPA:** The company further strengthened its manufacturing capacity by adding more 35000 MTPA in its Engineering products division.

**Engaged Vector Consultancy:** Skipper is very excited to engage Vector Consultancy for boosting sales and distribution of its Polymer pipes business across India. Vector implements the principals of Theory of Constraints and has worked with many reputed brands across different sectors in India. The PVC piping sector is going through a transformation post implementation of GST with competition having heated up between the organized players. With Vector's help, Skipper will be able to further streamline its supply chain as well as establish stronger ties with its Channel Partners

**Skipper Water Tank Launch:** The company has announced the launch of cutting edge water storage solutions, Skipper Tanks, which ensures highest standards of hygiene at a reasonable cost. The Five layer water tanks, is an innovation that offers fivefold protection. The company confirmed its first phase of launch, which starts from the North Indian market. Production will commence from the Sikandrabad Unit; which has a manufacturing capacity of 1968 MTPA. The in-house quality lab ensures its strength, flexibility and toughness and levels of UV resistance. The tanks come in Three, Four and Fiver Layers and are available in wide range of sizes i.e. 500, 750, 1000, 1500 & 2000 Ltrs, in 5 distinct color shades i.e. Red, Green, White, Blue & Golden. In comparison to other brands SKIPPER Tank is more dimensionally compact; this makes it easy to move.

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### **Awards:**

- Skipper bagged the most prestigious **ET Bengal Corporate Awards**, for the **Highest Job Creator 2018** in the category of companies over Rs.1000 crs and above. The event took place in Taj Bengal, Kolkata on 16<sup>th</sup> Mar, 2018.
- The company won 3 most important honors in this year's World HRD Congress. The process of shortlisting went through couple of months, post which the winners were announced between 15<sup>th</sup> to 17<sup>th</sup> of February, 2018 in Taj Lands End, Mumbai.

Skipper got felicitated with:

- 1) Times Ascent, Dream Company's to Work-- Best Manufacturing Company
- 2) Times Ascent, Dream Company's to Work-- All Sector , all company's--- All India Rank - 33
- 3) ET Now, Rise With India - Dream Company's to work

### **DIRECTOR SPEAK**

*"We are pleased with the strong and consistent performance delivered by our colleagues at all levels of the company, demonstrated by the achievement of our highest ever annual turnover of Rs.2074 Crs." said Mr. Sharan Bansal, Director Skipper Limited. "Our core T&D business continues to deliver robust growth and we are pleased that we have closed the year as per our projection with a significant growth in sales by 24.6% (Y-o-Y). Our other manufacturing products like Telecom Towers, Solar Structures and Railway Electrification structures too have fared well as per our expectations.*

*Mr. Bansal also added "Apart from growing our business in India we are focusing on a strong international network. The recent depreciation of rupee VS the US Dollar opens up fresh new opportunities for us in the export markets. Fresh orders from Latin America, Europe, South East Asia coupled with strong pipeline of favorable orders give us a good visibility of order book position and confidence of a strong performance going forward".*

*Skipper is a focused company with loyal partners, determined employees, industry-leading economic potential, along with incredible brand equity, and products adding to the national infrastructure, all built over the last three decades" said Mr. Devesh Bansal, Director Skipper Limited. "While the company made notable a progress during the year, I firmly believe we can accelerate that progress in the future. We are constantly in the process of forming a more process oriented path to greater performance in sales, transactions, margins and new products. Our association with Vector Consultancy to boost sales and operational efficiency of Skipper Pipes is a step forward.*

*"We at Skipper believe in executing the fundamentals while introducing consumer-meaningful innovation across the business. Skipper Water Tank is a great example of that pledge. I am sure, the future will be meaningful at Skipper" added Mr. Bansal.*

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### ABOUT SKIPPER LIMITED

*Skipper Limited established in 1981 is one of the leading companies in the Power Transmission & Distribution and the Polymer pipes & fittings segment. With over 35 years of domain knowledge it is largest in India and tenth globally basis the manufacturing capacity. 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 25 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 serve both the agricultural as well as plumbing sectors.*

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

#### **For further information please contact:**

Aditya Dujari – Investor Relations

E-mail: [aditya.dujari@skipperlimited.com](mailto:aditya.dujari@skipperlimited.com)

Tel: 033- 2289 2327/5731/5732

#### **Media Contact:**

Kalyan Saha

Senior Manager – Brand & Corporate Communications

Email Id: [kalyan.saha@skipperlimited.com](mailto:kalyan.saha@skipperlimited.com) / Mobile No: +91 983069777