



EARNINGS RELEASE – Q2 & H1 RESULTS FY 2017 - 18

Q2 FY'18 Highlights

Net sales up by **32%** | Operating EBITDA grows by **20%** | Operating Margins at **13.2%**

Business Highlights

Secured new orders worth Rs 432 crores in its Engineering Products

| Tie-up with Metzerplas of Israel to make Drip Irrigation Systems | Power Grid approval received for new Guwahati engineering plant | Favorably placed to bag its first project for Railway Electrification.

Kolkata, November 23, 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 second quarter and six months ended 30th September 2017.

Financial Performance

All figures in INR Crore, unless specified

H1 FY'18	H1 FY'17		Q2 FY'18	Q2 FY'17
914.45	675.05	Net Sales	515.62	390.81
119.90	100.95	Operating EBITDA	68.28	56.95
13.1%	14.9%	Operating EBITDA - % of sales	13.2%	14.6%
22.80	13.93	Depreciation	12.05	7.17
36.89	34.48	Interest	20.03	16.60
1.08	1.52	Other Income	0.33	0.74
61.29	54.07	Operating PBT (excluding Notional Forex Gain)	36.53	33.91
61.29	66.00	Profit before Tax (PBT)	36.53	50.51
39.22	35.93	Operating PAT (excluding Notional Forex Gain)	23.24	22.37
39.22	43.86	Profit After Tax (PAT)	23.24	33.32
Note: Post IND AS adoption forex derivatives gain/loss are required to be reported marked to market. Q2 & H1 FY 17 restated number now includes Rs 16.60 crores and Rs 11.93 crores of Forex M2M notional gain - Operating EBITDA(W/o other income) and Operating PBT are calculated without considering Notional M2M forex gain. - Operating PAT are calculated without considering Notional M2M forex gain net of proportionate income tax				

Performance Highlights – Q2 FY'18

- **Net Sales:** Rs 515.62 crores as against Rs 390.81 crores in the previous year quarter, up by 31.9%
- **Operating EBITDA:** Rs 68.28 crores as against Rs 56.95 Crores in the previous year quarter, up by 19.9%
- **Operating EBITDA margins at 13.2% during the quarter.**
- **Operating PBT :** Rs 36.53 Crores as against Rs 33.91 crores in the previous year quarter, up by 7.7%
- **Operating PAT :** Rs 23.24 crores as against Rs 22.37 crores in the previous year quarter.

Performance Highlights – H1 FY'18

- **Net Sales:** Rs 914.45 crores as against Rs 675.05 Cr in the previous year, up by 35.5%.
- **Operating EBITDA :** Rs 119.90 crores as against Rs 100.95 Crores in the previous year, up by 18.8%.
- **Operating PBT :** Rs 61.29 Crores as against Rs 54.07 Cr in the previous year, up by 13.4%.
- **Operating PAT :** Rs 39.22 crores against Rs 35.93 Cr in the previous year, up by 9.1%.

Key Business Highlights

Secured New Orders : The company has secured new orders worth Rs 432 crores during Q2 FY'18 for engineering products supply from Power Grid Corporation of India Limited (PGCIL), Uttar Pradesh Power Transmission Corporation Limited (UPPTCL), Sterlite Power, Reliance Jio and for various supplies across Asia & Africa.

The company's engineering products order book to sales stands at 1.9x and is well diversified between domestic and international orders. The sector continues to witness uptick in both ordering and execution and the company expects growth to remain strong and gain further pace with increased participation opportunities from North East and East India states like Jharkhand, Bihar and Orissa.

Power Grid approval for new Guwahati Plant: The Company's newly built Guwahati plant having a capacity of 30,000 MT per annum for engineering products got approval from Power Grid Corporation of India Limited for supply of Galvanised Tower Structures/ Parts. This will now enable the company to actively support the various transmission projects being undertaken by Power Grid Corporation of India Limited in the North-East region under the NERPSIP scheme alongside large upcoming BOO projects in the region.

Focus on Railway Electrification Projects : The company is gearing up to sharpen its focus on Railway electrification and intends to increasingly start bidding for such projects in strategic alliance with local private players initially. The company is in the process of adding more manpower and building capacities to handle all future railways related projects. **The company has already started bidding for such projects and is favorably placed to bag its first package valuing Rs 160 million.**

Reduction in Average Cost of Debt : Considering various cost benefit initiatives and overall reduction in the interest cost by the banks, the average cost of debt to the company has come down to a level of 8% p.a.

Key Development

Tie-up with Metzerplas of Israel to make Drip Irrigation Systems:

The Company's board has given in-principal approval to form a JV with Metzerplas which is one of the largest and most specialised manufacturers of Drip Irrigation Solutions from Israel.

The Drip Irrigation business holds immense potential in India and is one of the focus sectors of the government. The current domestic industry size is estimated at over Rs 5,000 crores and under the Hon'ble Prime Minister's flagship scheme **Pradhan Mantri Krishi Sinchai Yojna (PMKSY)** which has been launched with the aim of extending irrigation cover –“**Har Khet ko Pani**” – and improving water use efficiency – “**Per Drop More Crop**” – in a focused manner and concentrating on source creation, distribution, management, field application and extension activities in the area of water management, we expect this sector to grow at a robust pace and for the JV to become a major player in it in the years to come.

Brief Profile of Metzerplas

Metzerplas is a long standing global group dedicated to developing and manufacturing high quality products for customers worldwide. Metzerplas brings advanced water management technology to the world of agriculture and is an innovative leader in design and production of irrigation systems worldwide. The company's drip irrigation products help the global food challenge by assisting growers to continue delivering produce in spite of increasing constraints such as limited water supply, high land values, harsh topography and rising global competition and commoditization.

With its wide selection of drip emitters – cylindrical, flat, pressure-compensated, anti-siphon and non-drain – Metzer irrigation solutions offer high performance and reliability and are suitable for every crop and budget. Metzer also provides its agronomic implementation expertise to help achieve successful long-term operation and increase the grower's profit.

DIRECTOR SPEAK

Commenting on the release today Mr. Sharan Bansal, Director said our top-line has grown by over 30% and continue to deliver healthy margins led by strong volume execution and rising commodity prices. We are confident that Skipper will continue to march on a higher growth trajectory in times to come on account of enhanced focus on infrastructure development in both domestic and international markets. During the quarter, we have seen significant traction on order booking specially from the North East. We are happy with our performance and order intake, especially keeping in mind the uncertainties that were associated with the implementation of GST. Considering the present bid position in projects, bids in pipeline and positive macro-economic developments in the Indian economy, we expect order position to improve going forward.

He further added, 'Our venture into new business of Railway Electrification has started delivering with an incoming order value of over Rs 16 Crores. We expect this momentum to continue due to enhanced focus on electrification by the government'.

Mr. Devesh Bansal, Director said we are happy that our revenue and margins of all our business divisions including Power Transmission & Distribution and Polymer Pipes are on the expected lines. In line with our strategy we have registered a decent 20% EBITDA growth with consistent margin of over 13% on the back of our expansion plans, judicious approach towards new orders and focused execution. Recently we also have entered into a joint venture with Metzerplas from Israel to manufacture Drip Irrigation systems considering high potential of micro irrigation system in India. Recent schemes launched by the Government like Pradhan Mantri Krishi Sinchai Yojana boosts the micro irrigation sector. Our key focus continues to position our Polymer Pipes division among the top national player.

He further added, 'At Skipper the objective is to produce world - class quality products ensuring robust national infrastructure development and supporting the governments 'Make in India' theme. We will continue to deliver high-quality products in the years to come.'

ABOUT SKIPPER LIMITED

Skipper Limited established in 1981 is one of the leading companies in the Power Transmission & Distribution and the PVC pipes 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.

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