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ANNUAL REPORT

15

DELIVERED

SUSTAINABLE
GROWTH 

GLOBALLY-
BENCHMARKED
QUALITY 

CUSTOMISED
SOLUTIONS 

ENDURING
VALUE 

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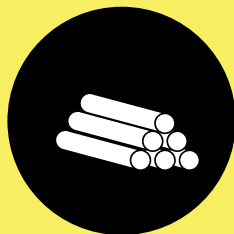
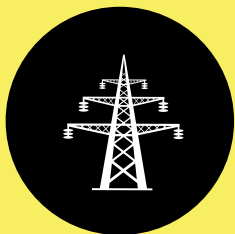
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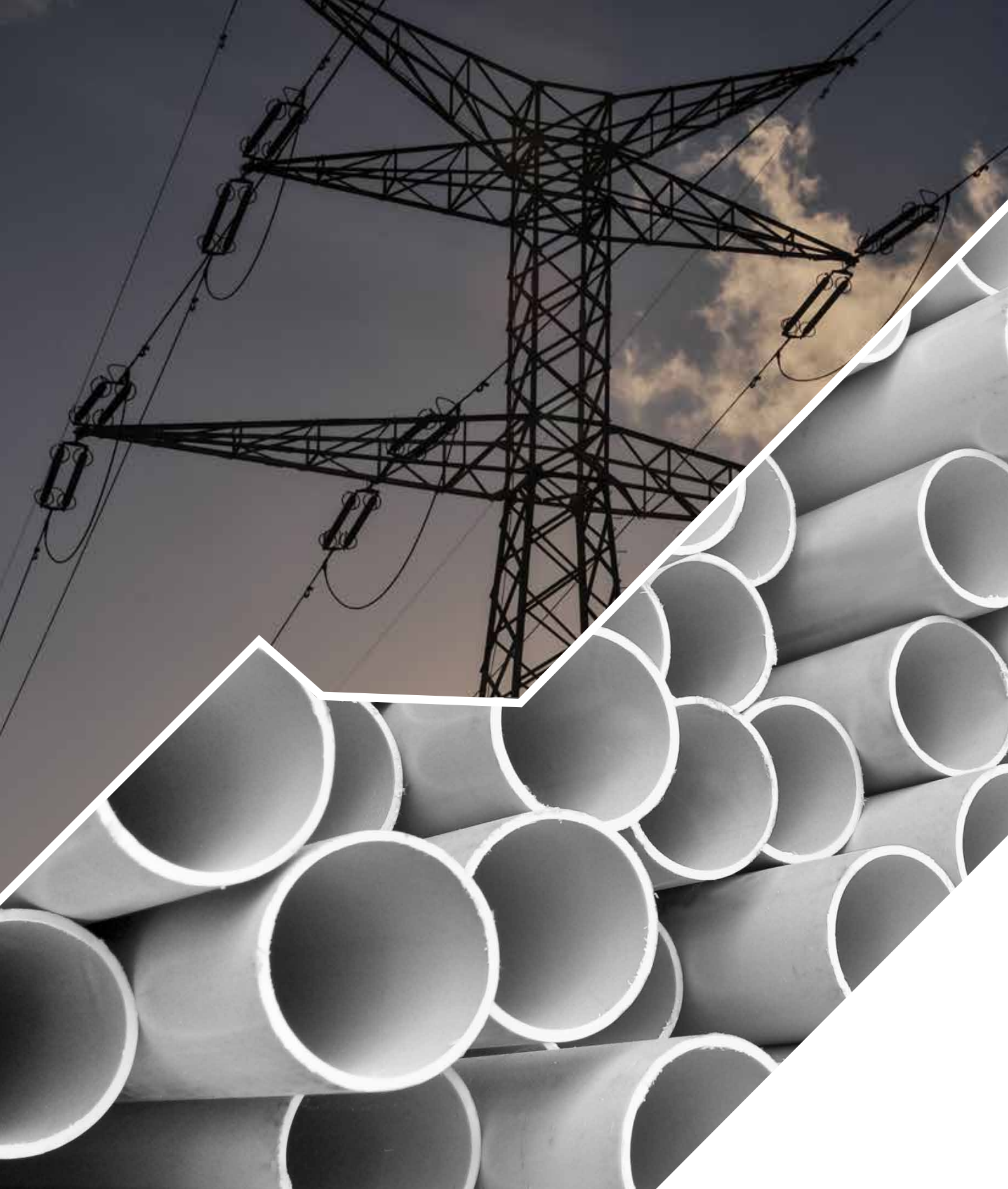
Forward Looking Statement

In this Annual Report, we have disclosed forward looking information to enable investors to comprehend our prospects and take investment decisions. This report and other statements – written and oral – that we periodically make contain forward looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward looking statements will be realised, although we believe we have been prudent in our assumptions. The achievements of results are subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind. We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future events or otherwise.



We are present in the delivery of the two most critical resources that define economic progress and social wellbeing for India and the world.

Power and Water.





We have emerged as one of India's fastest growing companies in these two sectors on the strength of our high quality standards and ability to customise products as per specific customer requirements.

The Company was awarded as the 'Fastest growing Transmission Tower Manufacturing Company' by CNBC TV-18.

The Company got listed on BSE in July 2014 and on NSE in May 2015.

In our Engineering products business we are fast evolving from a national to an international player of repute.

In our PVC products business, we are progressing from a zonal participant to a national brand.

Our vision is to be a billion dollar company by 2020 by strengthening our focus on these two businesses. Translating this overriding vision into a reality on ground is what kept us busy for most of FY 2014-15.

During the year, we created a portfolio of value-added products and enhanced our global presence in the Engineering products business.

We also strengthened our market leadership in eastern India to leverage more opportunities in the PVC products business. We are enhancing scale in water distribution infrastructure sector to cater to the western states of India.

The sectors in which we are present are considerably under-served in India and other parts of the emerging world. But with more government focus and investments, there are reasons for optimism.

This reality creates significant headroom for growth and drives our ambition to become a major core sector player, nationally and internationally.

With a credible track record of delivery.

A dynamic delivery model



For over three decades, we have strengthened our business model with a flexible and asset-light approach. There were headwinds along the way, but we persevered with a focus to meet and exceed customer expectations. The result is that today we have emerged as a turnkey solutions provider with superlative service excellence.

We are creating value for our customers by continuously innovating to upgrade the quality of our products, enhancing integration across all segments of operations and implementing strategies to drive future growth.

30 years+

Domain knowledge across towers and pipes industry

1st

Fastest growing and second largest water transportation brand in eastern India

Largest

Largest player in eastern India with unrivalled leadership for all T&D projects announced by the Government of India for east and northeast India

Top 3

Among the top three players in the T&D infrastructure sector of India



OUR REPUTATION

- One of the world's largest Integrated Transmission Tower manufacturing companies with Angle Rolling, Tower, Accessories & Fastener manufacturing and EPC line construction facilities
- Delivered transmission tower projects for our customers globally with detailed customisation and critical specifications
- End-to-end integrated Tube solution provider from black tube rolling to galvanising of tubes to tubular fabrication.
- Among the largest manufacturers of Lighting and Distribution poles in India, straddling the entire range from Swaged to Polygonal Poles
- One of the largest galvanising facilities in India
- Largest producer of PVC plastic pipes in West Bengal, India and the fastest growing and second largest organisation in eastern India
- PVC division has a widespread distribution network across the length and breadth of India
- Ability to respond to challenges with positivity and speed



OUR VISION

To be a billion dollar company by 2020 that is focused on producing industrialised, market oriented and finished products and services, with an increasing affinity to customer-centricity.



OUR MISSION

- To continue to add value-added products and services to its portfolio
- To continue to focus on sectors of power and water as per contemporary global demands
- To continue to tap newer geographies to add to the existing market
- To ensure greater scale and technology, greater longevity of product, introduce more efficient technologies for a longer duration of existence
- To reduce carbon footprints and evolve towards reduced consumption of hydrocarbons and non-conventional and renewable energy sources

OUR SERVICES

- EPC projects and trench-less drilling of oil and gas pipelines
- OFC and electric cables
- Hard rock drilling of river, canal and highway crossings

OUR MANUFACTURING FACILITIES

- We have three state-of-the-art manufacturing facilities - two at NH-6, Jalan Complex, Jangalpur, Howrah and a major one at NH-6, Uluberia, Howrah

OUR CAPACITIES

	Uluberia	Unit 1	BCTL	Total
Engineering Products *	70,000	69,000	36,000	175,000
PVC Products	12,500	-	-	12,500
TOTAL	82,500	69,000	36,000	187,500

*Engineering products capacities does not include manufacturing capacity of Steel Tube which is used for Job work and Hot Rolled Products which are used mainly for internal consumption.

OUR PRODUCT RANGE



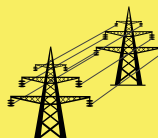
Engineering Products

Power Transmission Towers
Power Distribution Poles (Swaged, High Mast and Octagonal)
Transmission Line Monopoles
Mild Steel and High Tensile Angles
Fasteners
Tower Accessories
Galvanised and Black ERW Pipes



PVC Products

UPVC Pipes
CPVC Pipes
SWR Pipes
Fittings



Infrastructure Projects

Transmission Line EPC
Underground Utility
Laying by HDD (Horizontal Directional Drilling)
Water EPC

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Country export presence

3

State-of-the-art manufacturing facilities

4th

Among India's four largest manufacturers of galvanised steel poles

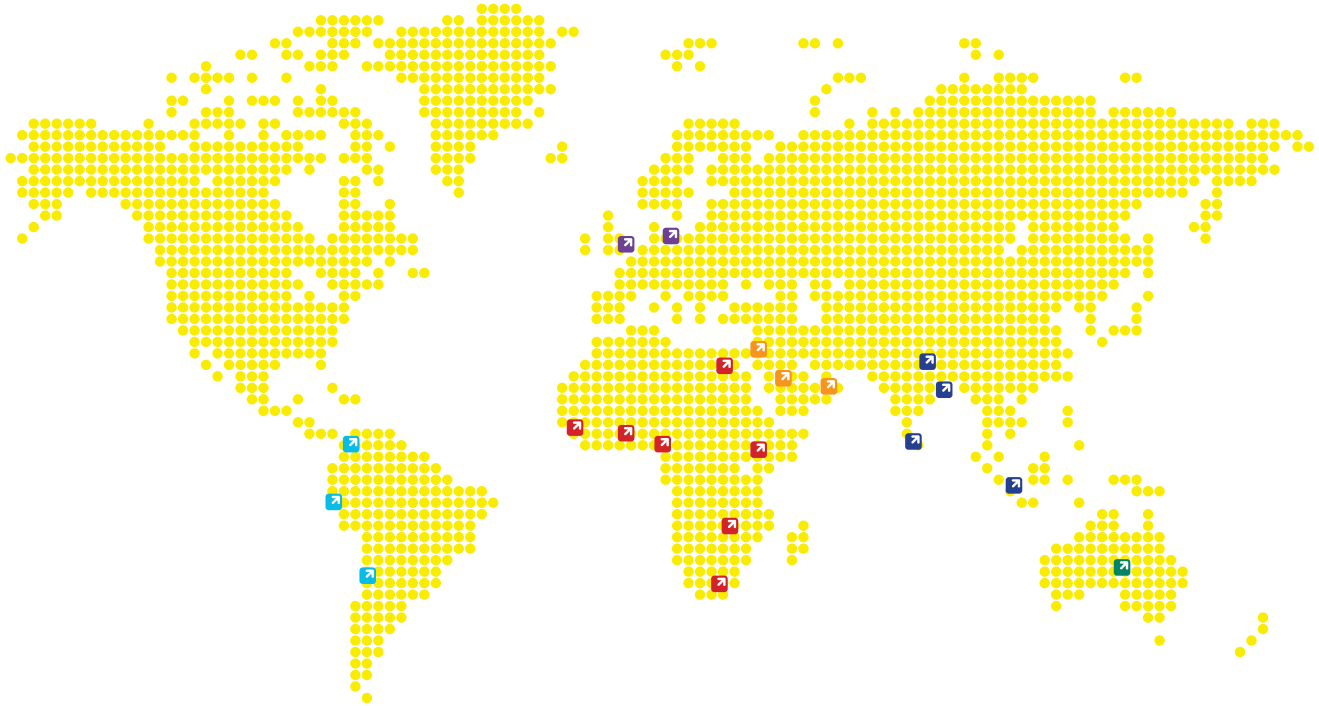
₹ 24.5 Bn

Order book as on 31st March, 2015

1600+

Skipper team members

OUR GLOBAL MARKETING FOOTPRINT



South America

Peru
Columbia
Chile



Middle East

Jordan
Saudi Arabia
UAE



Australia



Europe

UK
Germany



South and South-East Asia

Nepal
Bangladesh
Sri Lanka
Indonesia



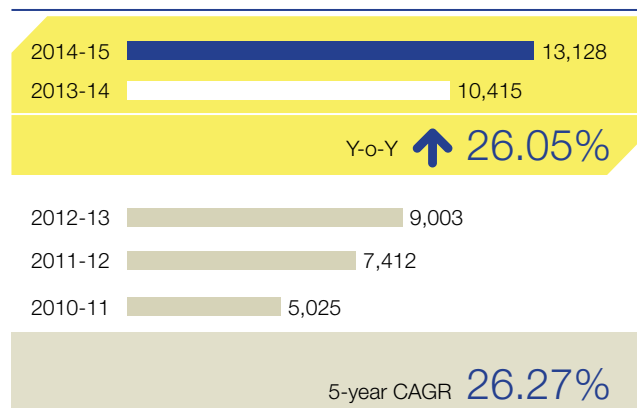
Africa

Kenya
Egypt
Ghana
Nigeria
Zambia
Sierra Leone Guinea
South Africa

Growing sustainably

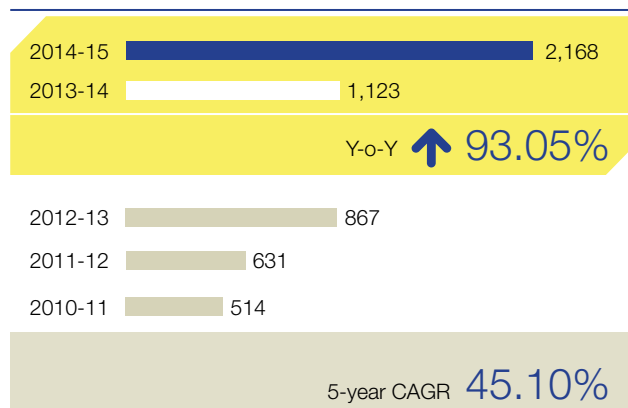
Net revenue

(₹ in Million)



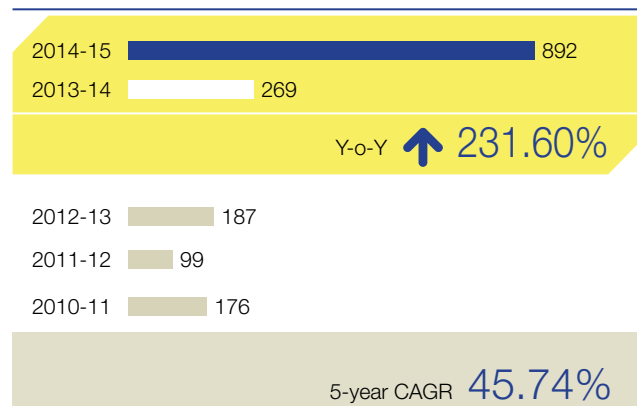
EBIDTA

(₹ in Million)



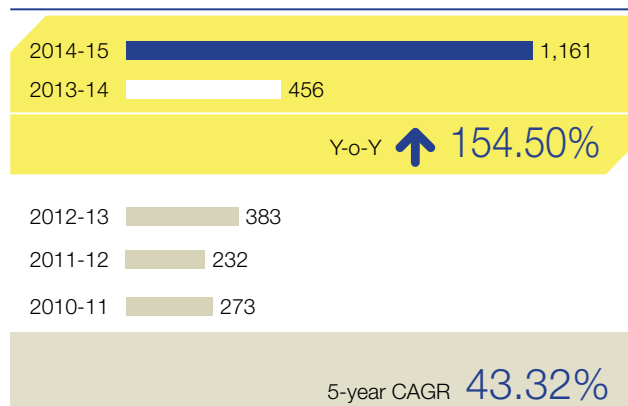
Profit after tax

(₹ in Million)



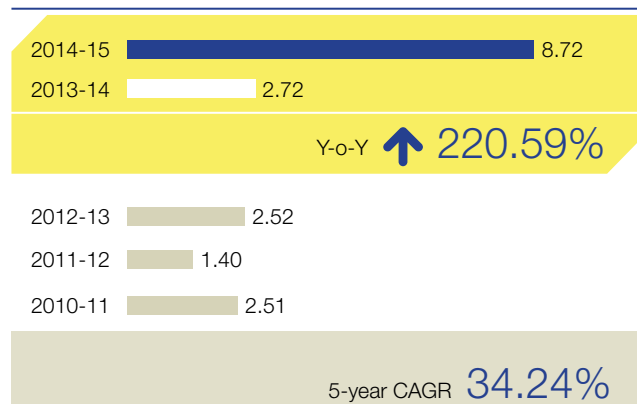
Operating cash flow

(₹ in Million)



Earning per share

(₹)



Book value per share

(₹)

