

ready. steady. go!





We are Ready - Over the past few years, we have grown and evolved in multiple ways. Today, we are well aligned and ready to meet India's growing need for power and water transmission. We are also better prepared to deepen our exports to other global emerging markets with similar needs. Our readiness to continue our solid track record of growth and value creation comes from:

- · a strong manufacturing capability
- well permeated geographical reach
- a complete and top notch product portfolio
- · best-in-class technologies and quality standard
- a highly capable management team backed by a highly motivated workforce
- a strong balance sheet with readily scalable access to capital
- advantage of being one of the lowest cost producers of our products













We are Steady-Our journey of progress is testimony to the core values held by Team Skipper. Our passion to perform is underpinned by the highest standards of governance that we benchmark ourselves to. This translates into having a robust corporate governance platform in terms of:

- our passionate adherence to our core values
- having a Board of Directors composed of eminent standard bearers of good governance
- being led by a dynamic management team that is well aligned to the interests of Skipper's customers, channel partners, employees and stakeholders
- our prudent use and management of our financial resources and capital
- our respect for complying with all the legal and regulatory framework that governs us
- low levels of leverage and an Asset-Light approach to new expansion
- strong relationships with our customer base













OUR MISSION

- To continue to add value-added products and services to its portfolio
- To continue to focus to sectors of power and water as per contemporary global demands
- To continue to tap newer geographies to add to the existing countries
- 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

We are set to GO! – Our ability to deliver consistent growth despite tough and turbulent economic cycles is testimony to the business principles and strategies we adhere to. We recognise that the need for our products and services will always be compelling, but may vary from one economic cycle to another. At Skipper, our Ready and Steady states ensure that we remain well grounded and are able to tap into the growth opportunities as they present themselves, both within lean and exuberant times. Going forward, the marketplace looks exciting and ripe with opportunities ready for the plucking. We are well positioned to capture these opportunities and deliver continuous growth and value creation. With a spring in our stride, we are set to GO!













ready. steady. go!

Our Vision

To produce world – class quality products ensuring robust National Infrastructure development and making India the preferred sourcing hub for Global Infrastructure needs.







Contents

01 **About** Skipper

- 11. Corporate Information
- 12. At a Glance
- 14. Business Highlights during FY2016
- 15. Financial Highlights
- 16. Managing Director's Message
- 20. Our Journey over the Years
- 22. Our Markets
- 23. Manufacturing Plants
- 24. Our Engineering Product Business
 - 24. Driving Growth through Exports
 - 26. Advancing Pioneer
- 28. Our Polymer Product Business
 - 28. Winning with our Brands
 - 30. Engaging with our Customers
- 32. Our Engineering Product Portfolio
- 34. Our Polymer Product Portfolio
- 36. Our Manufacturing Facilities
- 38. Board of Directors

02 Statutory Reports

- 40. Management Discussion & Analysis
- 62. Directors' Report
- 96. Corporate Governance Report

Financial Statements

- 110. Independent Auditor's Report
- 116. Balance Sheet
- 117. Statement of Profit and Loss
- 118. Cash Flow Statement
- 119. Notes to Financial Statement