

# India's Momentum. Our Moment.

**#1**

Largest manufacturer of T&D structures in India and among top 10 globally.



Fastest growing Polymer Pipes & Fittings company in the country.

# India's Momentum.

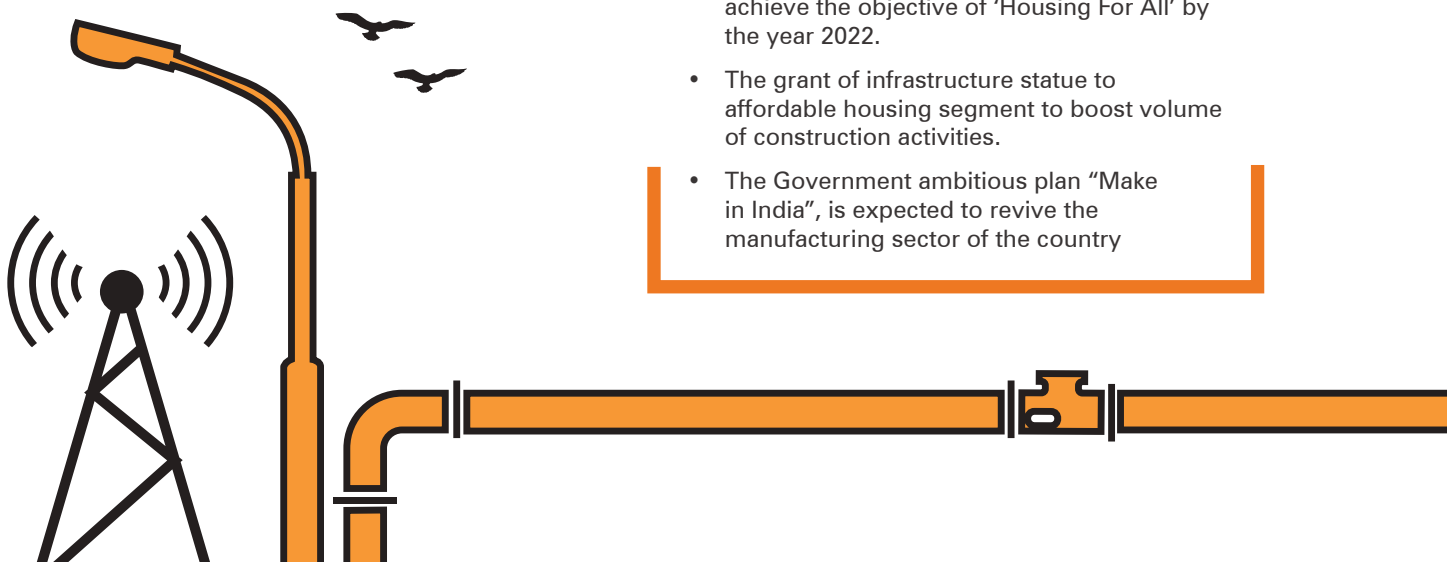
As the Indian market gathers momentum, the country's power and water transmission sector witnesses an unparalleled turnaround.

Policy makers have realised that India's rapid economic growth has increased the burden on its infrastructure, forcing them to concentrate on accelerating the development of key segments, namely power and water. As a result, the domestic power and water transmission sectors are witnessing transformational changes, with progressive policy-level interventions and the effective implementation of directives.

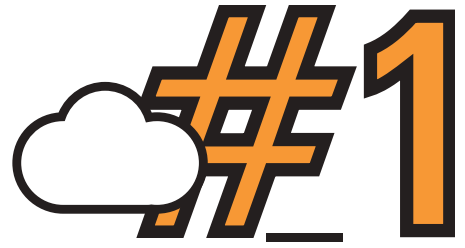
Globally, due to higher levels of economic growth, complemented by an anticipated shift towards renewable energy over the next few years, developing countries are likely to see a rapid increase in their power transmission needs. In India the shift is expected to be radical, with the government's target to install 175 GW of renewable capacity by 2022. This will take the share of renewable energy in power generation up from current 15% to 33% by FY22.

**The market has picked up momentum, as the following government policies and actions are propelling growth for power and water transmission.**

- The government's impetus on '24/7 Power for All by 2019' with a focus to achieve the electrification of all 18,452 un-electrified villages in India.
- The government's target to instal 175 gigawatts (GW) of green energy by 2022.
- The Ujjwal Discom Assurance Yojna (UDAY) scheme to turnaround the health of the state distribution entities, considered as the weakest link in the entire chain of power sector reforms.
- An increase in government spending on rural infrastructure, including irrigation, totaling ₹ 1.87 trillion. A 10% hike in farm credit target to ₹ 10 lac crore will improve credit flow in the agriculture sector.
- Swachch Bharat Gramin Mission to accelerate rural sanitation coverage across the country.
- Over 2.95 crore houses, to be constructed to achieve the objective of 'Housing For All' by the year 2022.
- The grant of infrastructure statue to affordable housing segment to boost volume of construction activities.
- The Government ambitious plan "Make in India", is expected to revive the manufacturing sector of the country



# Our Moment.

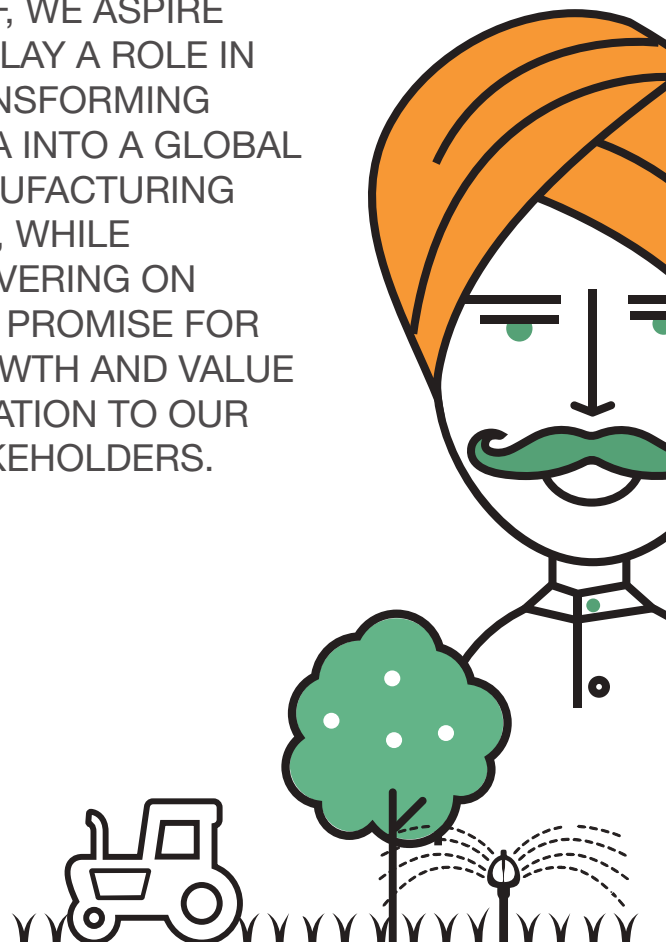


With this uptick in India's infrastructure needs, we recognise that our proficiency and experience for providing solutions in the power and water transmission sectors makes it OUR MOMENT to embody our true growth potential.

Our products cater to a growing economy's basic requirements – Power and Water. We believe that the need for our products and services will only remain to be compelling. At Skipper, we have created a strong foundation that will enable us to tap into these growth opportunities. We ensure that we are in the best position to continuously capitalise on newer opportunities, in innovative ways.

At Skipper, we envisaged this growth in opportunity ahead of time. Resultantly, over the years, we garnered a top-notch manufacturing prowess, with large productive capabilities involving advanced manufacturing techniques. We are constantly in pursuit of innovation, and have dedicated our resources to expanding our cutting-edge products and value-added propositions. We also believe that our substantial investments into engineering and production infrastructure will be the key contributors to our rise as a manufacturing powerhouse. Today, we are ready to meet India's growing needs for power and water transmission.

RIDING THE WAVE ON OUR OWN HOME TURF, WE ASPIRE TO PLAY A ROLE IN TRANSFORMING INDIA INTO A GLOBAL MANUFACTURING HUB, WHILE DELIVERING ON OUR PROMISE FOR GROWTH AND VALUE CREATION TO OUR STAKEHOLDERS.



# Contents

03

CORPORATE  
INFORMATION

04

AT A GLANCE

08

OUR PERFORMANCE  
HIGHLIGHTS

09

OUR KEY  
OPERATIONAL HIGHLIGHTS

10

PRODUCT SEGMENT:  
A SNAPSHOT

11

OUR PRESENCE

12

OUR MANUFACTURING  
FACILITIES

16

MANAGING DIRECTOR'S  
MESSAGE

20

OUR JOURNEY

22

REINFORCING  
OUR STRENGTHS

26

AUGMENTING  
ON GROWTH

30

CAPITALISING  
THE MOMENTUM

34

CORE COMPETENCIES

36

OUR ENGINEERING  
PRODUCT PORTFOLIO

38

OUR POLYMER  
PRODUCT PORTFOLIO

40

EPC PROJECTS

42

BOARD OF DIRECTORS

44

MANAGEMENT DISCUSSION  
AND ANALYSIS

70

DIRECTORS' REPORT

112

CORPORATE GOVERNANCE  
REPORT

130

FINANCIAL STATEMENTS



## BOARD OF DIRECTORS

### Chairman (Independent)

Mr. Amit Kiran Deb

### Managing Director

Mr. Sajan Kumar Bansal

### Wholetime Directors

Mr. Sharan Bansal

Mr. Devesh Bansal

Mr. Siddharth Bansal

### Independent Directors

Mr. Manindra Nath Banerjee

Mr. Joginder Pal Dua

Mrs. Mamta Binani

### Chief Financial Officer

Mr. Sanjay Kumar Agrawal

### Company Secretary

Mr. Manish Agarwal

## AUDITORS

Singhi & Co.

Chartered Accountants

161, Sarat Bose Road,

Kolkata-700026

Ph. +91 33 2419 6000

Email: [kolkata@singhico.com](mailto:kolkata@singhico.com)

Website: [www.singhico.com](http://www.singhico.com)

## BANKERS

Allahabad Bank

State Bank of India

Bank of Baroda

Punjab National Bank

Oriental Bank of Commerce

Corporation Bank

Bank of India

Union Bank of India

IDBI Bank

Syndicate Bank

Dena Bank

HDFC Bank

## REGISTERED OFFICE

3A, Loudon Street

Kolkata-700017, India

Ph. +91 33 2289 5731/32

Fax +91 33 2289 5733

Email: [mail@skipperlimited.com](mailto:mail@skipperlimited.com)

Website: [www.skipperlimited.com](http://www.skipperlimited.com)

## WORKS

### Jangalpur Unit (SL 1 & BCTL)

Jalan Complex, NH-6, Village: Jangalpur,

Post: Andul Mouri, Howrah, West Bengal-

711302

### Uluberia Unit

NH-6, Village: Madhabpur, Mahisrekha,

Post: Uluberia, Howrah, West Bengal- 711

303

### Ahmedabad Unit

Survey No.: 823,

Ahmedabad-Rajkot Highway, Rajoda, Bavla

Ahmedabad, Gujarat- 382220

### Guwahati Unit - 1

Lohia Industrial Estate,

659, O, Kahi Kuch Gaon

Mouza: Dakhin Rani

District- Kamrup, Assam- 781 017

### Guwahati Unit – 2

Village- Parlley

Mouza- Chayani

Revenue Circle- Palashbari

District- Kamrup Rural, Assam

### Sikandrabad Unit

Plot No.: 5, UPSIDC Industrial Area, G.T.

Road No. 91,

Sikandrabad, Bulandsahar,

Uttar Pradesh- 203206

### Hyderabad Unit

Survey No.: 296/7/8/9,

IDA Bollaram, Jinnaram,

Medak, Telengana- 502 325

## REGISTRAR & SHARE TRANSFER AGENT

ABS Consultants Private Limited

Stephen House

Room No.99, 6th Floor

4, BBD Bag (East)

Kolkata-700001

Ph. +91 33 2230 1043

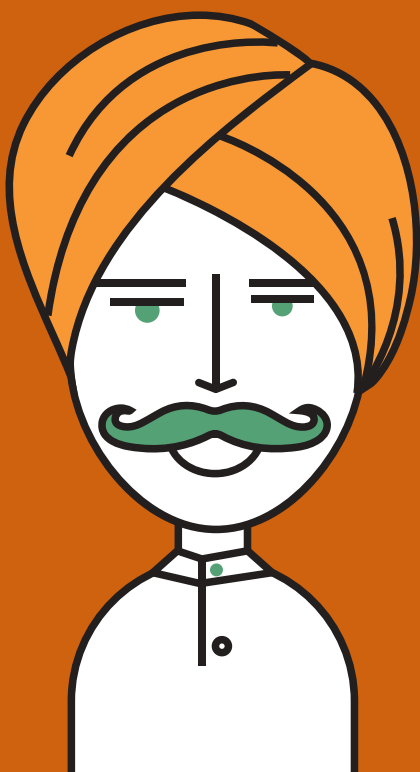
Fax +91 33 2243 0153

Email: [absconsultant@vsnl.net](mailto:absconsultant@vsnl.net)

# At a glance

Established in 1981, Skipper Limited has today evolved into one of the world's leading manufacturers for T&D structures (towers and poles) in its engineering products segment; a leading and respected brand in the plastic water pipes sector and a trusted partner for executing critical Infrastructure EPC projects.

With over 35 years of domain knowledge, we are the **largest manufacturer of T&D structures in India** and among top ten globally. We differentiate ourselves by offering high quality, yet cost effective solutions for the Transmission and Distribution Sector. We are also one of the **fastest growing Polymer Pipe manufacturing companies in India**. Our massive distribution network spans across the country with more than 3,500 channel partners.



8

Manufacturing Facilities  
in India

2,30,000

Engineering Product Capacity  
(MTPA)

51,000

Installed Capacity for  
Polymer Product Business (MTPA)

2,200+

Team Size



## Vision

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

## 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 the greater scale and technology, the greater longevity of product, and 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.



# Awards & Accreditation 2016-17



PGCIL's CMD Mr. IS Jha and Board of Directors handing award of 'The Largest Tower Supplier' to Mr. Sharan Bansal, Director



Mr. Piyush Goyal, Hon'ble Minister of Power and Mr. Babul Supriyo, Hon'ble MoS, Heavy Industries & Public Enterprise giving the award for 'Valuable Contribution to the Power Industry' to Mr Devesh Bansal, Director



Mr. Vijay Shrivare MoS for Water Resources and Water Conservation, Government of Maharashtra and Mr. Rahul Shewale Member of Parliament giving award for 'The Best Polymer Brand in Construction' to Mr. Vinod Abichandani, Sr. General Manager



Dr. Mahendra Nath Pandey, Hon'ble MoS for Human Resources Development handed award for 'Emerging EPC Player in Power Transmission of India' to Mr. Sushil Beriwal President (Projects) and Mr. Basant Bissa, AGM (Commercial).



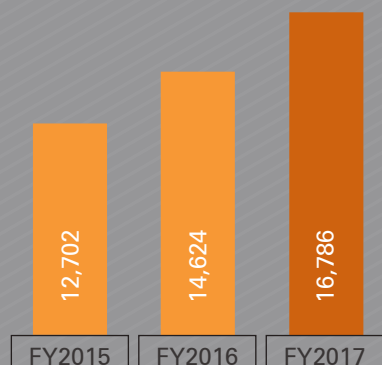


## Awards & Accreditation 2016-17

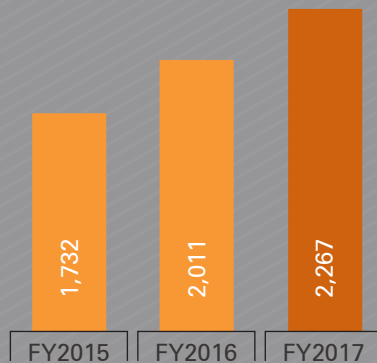
- Won the prestigious award for '**Largest Tower Supplier**' by Power Grid Corporation of India Ltd. (PGCIL) in the Tower Supply category for the second consecutive year.
- Awarded with Certificate of Appreciation for '**Valuable Contribution to the Power Industry**' by Economic Times.
- Awarded with '**India's Most Ethical Companies Award**' by Asian Confederation of Businesses and World Federation of CSR.
- Awarded in the category of '**Continuous HR innovation for Business Excellence**' in Global HR excellence awards, by World HRD Congress.
- Awarded and recognised as the '**Emerging EPC Player in Power Transmission of India**' by EPC World.
- Skipper polymer pipes awarded and recognised as the '**Emerging Brand of the Year 2016**' by World Consulting Research Corporation (WCRC), a leading Brand equity management and Consulting firm in India.
- Won the '**Star performer Award 2015-16**' by EEPC India in the large enterprise category.
- Awarded '**The Best Polymer Brand**' by Construction Times Builders.

# Our Performance Highlights

**Net Sales** (₹ in Million)

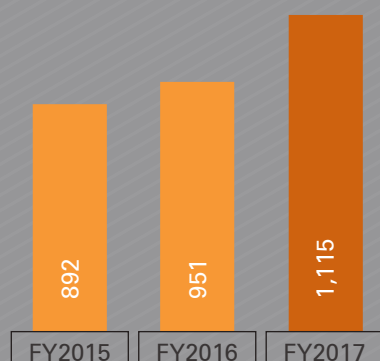


**Operating EBIDTA\*** (₹ in Million)

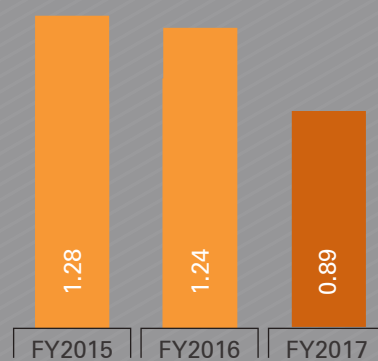


\* Excluding income from forward contracts

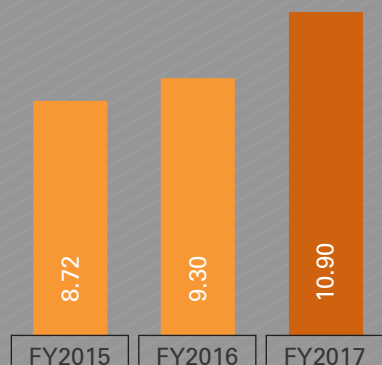
**Profit After Tax** (₹ in Million)



**Debt Equity** (x)



**EPS** (₹)



**ROCE** (%)

