

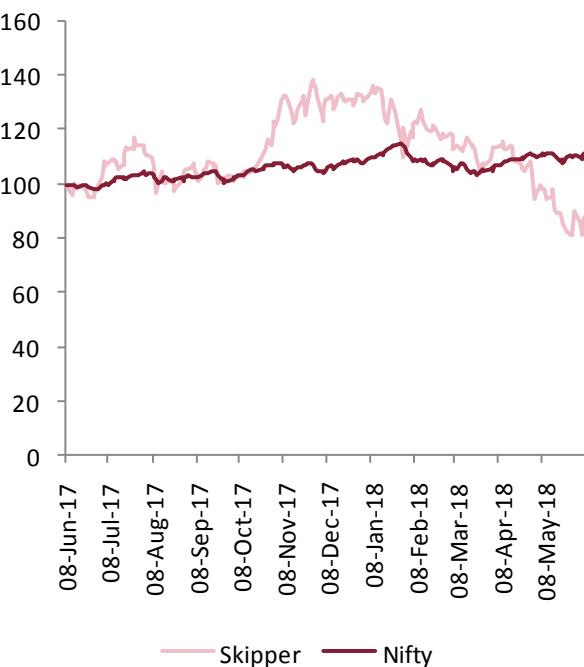


## INITIATING COVERAGE

|               |            |               |            |
|---------------|------------|---------------|------------|
| <b>CMP</b>    | <b>185</b> | <b>Rating</b> | <b>BUY</b> |
| <b>Target</b> | <b>282</b> | <b>Upside</b> | <b>52%</b> |

## STOCK DETAILS

|                               |  |
|-------------------------------|--|
| BSE Code                      | 538562   |
| NSE Code                      | SKIPPER  |
| Market Cap (Rs bn)            | 18.9   |
| Sector/Index                  | Construction & Engineering/<br>S&P BSE Small Cap |
| Year End                      | March  |
| 52 w.High/Low                 | 293/159  |
| Avg. Monthly Turnover (Rs mn) | 187.3  |
| Listed on                     | BSE/NSE  |
| Shares in Issue (mn)          | 102.6  |
| BSE Sensex                    | 35,693   |
| NSE Nifty                     | 10,843   |



| SHAREHOLDING PATTERN |        |        |
|----------------------|--------|--------|
| %                    | Mar-18 | Dec-17 |
| Promoter             | 70.2%  | 70.4%  |
| FII/DII              | 17.1%  | 16.1%  |
| Others               | 12.7%  | 13.5%  |

## CONSOLIDATED FINANCIALS

| Rs in bn      | FY17  | FY18  | FY19E | FY20E |
|---------------|-------|-------|-------|-------|
| Total Revenue | 16.6  | 20.7  | 24.1  | 27.7  |
| EBIDTA        | 2.7   | 3.0   | 3.4   | 3.9   |
| EBIDTA(%)     | 16.4% | 14.6% | 14.0% | 14.2% |
| PAT           | 0.3   | 1.2   | 1.4   | 1.8   |
| EPS (Rs.)     | 12.14 | 11.43 | 13.81 | 17.61 |
| P/E (x)       | 15.2  | 16.2  | 13.4  | 10.5  |

Source: Company, Indsec Research

Skipper Ltd is one of the world's leading manufacturers for Transmission & Distribution Structures (Towers & Poles) in its Engineering Products segment and is also a leading and respected brand in the Plastic Water Pipes sector as well as trusted partner for executing critical Infrastructure EPC projects. Skipper's market reach spans across 20 countries around the globe from South America, Europe, Africa, the Middle East, South and Southeast Asia and Australia. Within India, we are a preferred manufacturer of choice for our customers pan India, from J&K to Tamil Nadu and from North East India to Gujarat.

## Investment Rationale

**Engineering Products (T&D) Segment – to continue to be the skipper of the pack:** Over the years, Skipper has evolved to be a manufacturing centric company primarily focused on transmission tower manufacturing rather than EPC. In terms of operations, the company is seeing a comparatively robust performance given the challenging scenario in the market primarily on account of macro policy changes like GST. PGCIL has always been a major contributor to the orders in this segment and contributes ~44% to the total order book of Rs. 26.3bn. Given the macro environment and the internal capabilities of the company, we expect this segment to post a CAGR of 13.2% over the period of FY18-20E, while the order book is expected to post a CAGR of 11.0% over the same period.

## Polymer Products – aim to build capabilities and garner market share:

Skipper is the largest PVC pipes manufacturer in West Bengal with one of the largest capacities in Eastern India. The company has a cumulative production capacity of 51,000 TPA, with the utilization rate of 50%, which was lower on account of uncontrollable macro changes such as the GST. In terms of numbers, the revenue from this segment has grown at a robust CAGR of 37.3% over FY14-18 to Rs. 2.1bn. This segment contributes 10% to the total topline, and considering the improving macro scenarios it is expected to clock a growth rate in line with its historical CAGR going ahead. Given the initiatives the company is taking to build capabilities, we expect this segment to post a CAGR of 35.0% over the period of FY18-20E, with the share of the total pie expected to be in the range of 10-12%.

**Forward Integration – through Infrastructure Projects:** Skipper is a fully integrated global infrastructure Engineering, Procurement and Construction (EPC) major. It offers integrated solutions across tower design, tower testing, manufacturing, and onsite construction. In terms of numbers, this segment has grown at a robust CAGR of 33.4% to Rs. 0.9bn, backed by swift execution of projects which again exhibits the benefits of forward integration which the company enjoys. Although, this segment is still considered to be a non-core segment, as there are no aggressive measures in place to scale up business. However, this segment plays a significant role in giving Skipper an all-round edge. The company has orders worth ~Rs. 2bn, which are to be executed over a period of 18-24 months, thus indicating strong revenue visibility as well. In light of this, we expect the revenue to clock a CAGR of 10.0% over FY18-20E, with the order book continuing to showcase revenue visibility in the range of 18-24 months.

**Growing Exports – to help deleverage the domestic business:** Exports currently form 16% of the total order book as on FY18. Considering the recent devaluation of the rupee, one could expect a better inflow of orders from international waters, and the share of the pie of export will also go up in the region of 25%. The domestic demand looks promising, but the demand for electricity and power arising from countries like Botswana, Kenya, LATAM region, etc., is also expected to propel the exports towards new highs, which will in turn reduce the dependence on domestic orders. We expect Export orders to grow at a CAGR of 38.7% over FY18-20E, and expect their share to be in the region of 25%.

**Valuation:** Skipper Limited is one of the world's largest Integrated Transmission Tower manufacturing companies with Angle Rolling, Tower, Accessories & Fastener manufacturing and EPC line construction. It is the Largest manufacturer of T&D structures in India and among top 10 globally, and is also one of the largest & the fastest growing Polymer Pipes & Fittings in India. The company has 4 power grid approved Transmission tower & poles manufacturing plants with a combined engineering capacity of 2,65,000 MTPA, and has also been awarded as "Largest Tower Supplier" by PGCIL & "Best Industry in Water Resources sector" by Central Board Of Irrigation And Power. We expect the Topline to grow at CAGR of 15.5% over FY18-FY20E to Rs. 27.7bn, while EBITDA is expected to grow at CAGR of 13.9% with margins expected to be at 14.2%. At CMP of Rs 185 the stock is trading at 13.4x and 10.5x on our earnings of Rs. 13.81 and Rs. 17.61 for FY19E and FY20E respectively. With the likely growth in the Power T&D and Polymer segments, we expect Skipper to capitalize on the opportunities present in both the International and domestic markets. The company has capex in line for capacity expansion in certain product ranges like the fittings, CPVC business & HDPE business along with regularly scheduled maintenance capex. In terms of relative valuation, the company does not have any exact peer when taking the business model into consideration, but we've taken EPC players in the T&D business like Kalpataru Power Transmission (KPTL) & KEC International which on an average trade at 16x FY20E P/E multiple. We believe that given the likely tailwinds in the international markets on account of rupee devaluation and the ramp up in orders from the domestic segment, Skipper could trade at similar valuations going ahead. Further, Skipper has historically traded at a one year forward range of 16-18x. Hence, we assign a target PE multiple of 16x for the stock on our FY20E earnings of Rs. 17.61, post which we arrive at a target of Rs. 282; which implies an upside of 52% from the current levels. We assign a BUY call on the stock.

JIMEET M. SHAH, CFA

jimeets@indsec.co.in

+91 22 61146109

INDSEC SECURITIES AND FINANCE LTD.

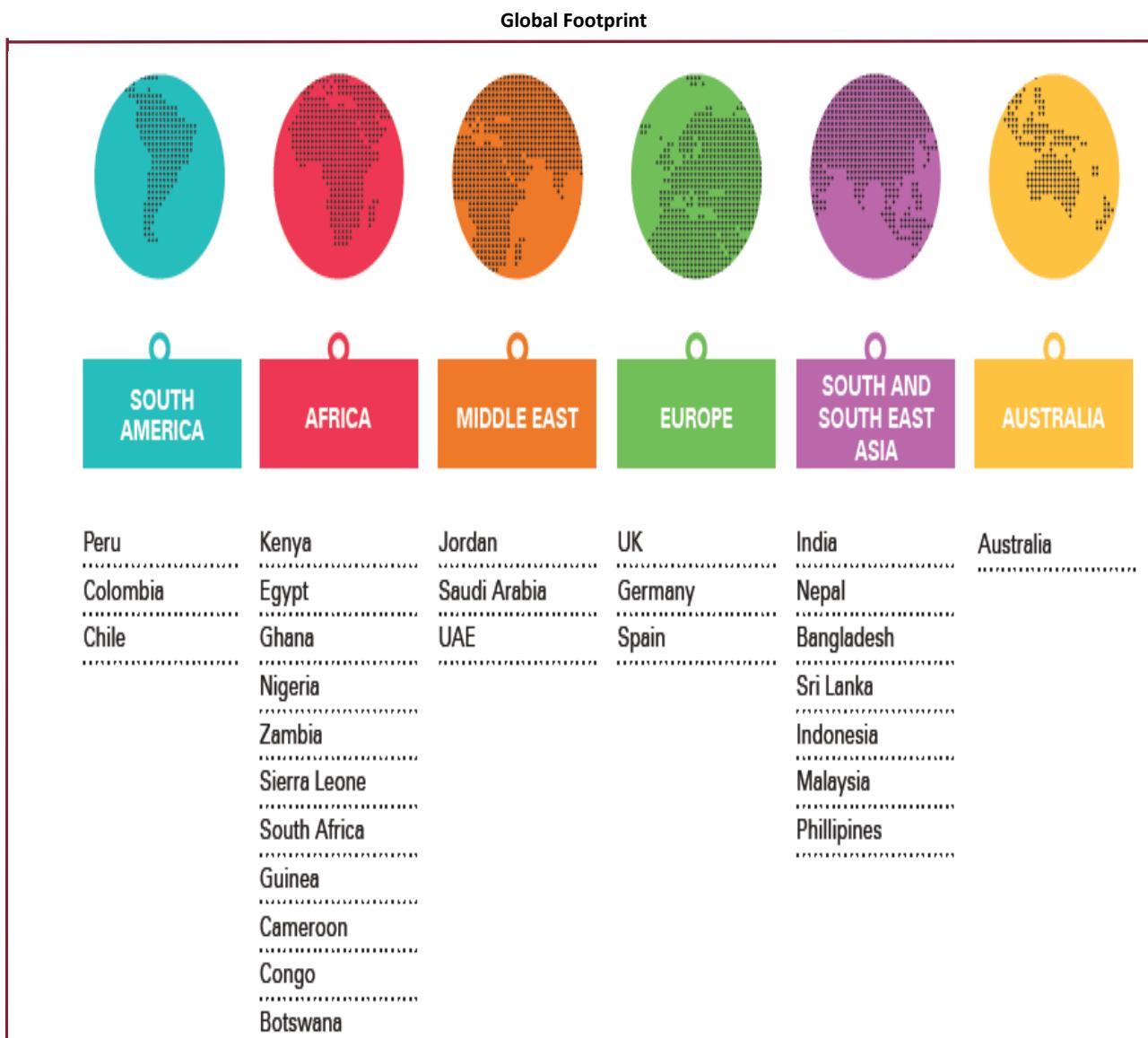
---

**Table of Contents**

|    |                                |       |    |
|----|--------------------------------|-------|----|
| 1. | Investment Summary             | ..... | 1  |
| 2. | Company Background             | ..... | 3  |
| 3. | Skipper in Charts              | ..... | 5  |
| 4. | Industry Overview              | ..... | 6  |
| 5. | Key Investment Rationales      | ..... | 9  |
| 6. | Valuation & Risk to Call       | ..... | 14 |
| 7. | Financial Performance Analysis | ..... | 15 |
| 8. | Financials                     | ..... | 16 |
| 9. | Disclaimer                     | ..... | 17 |

#### About the Company:

- ⇒ Established in 1981, Skipper Ltd has evolved into a pioneer in the manufacturing of T&D structures (towers & poles) through its “Engineering Products” segment. The company also caters to plastic water pipes sector through its “Polymer Products” segment and is a respected player in the space. Leveraging their manufacturing prowess, the company has also entered the EPC Infra space along with the help of partners, thus making them a completely integrated player.
- ⇒ Skipper has over 35 years of domain knowledge and are the largest manufacturers of T&D structures in India and among the top 10 globally. The company is also one of the fastest growing Polymer pipe manufacturing companies in India, with a distribution network spanning across the country with 3500+ channel partners.
- ⇒ The company has 3 state-of-the-art manufacturing plants in the eastern part of India, one in Jangalpur & one in Uluberia (near Kolkata) which have an installed capacity of **200,000 MTPA**. The company also has a manufacturing plant in Palasbari (near Guwahati) which was commissioned in March 2017 having a capacity of **30,000 MTPA**. Further, another **35,000 MTPA** was added to the Engineering products capacity to take the total installed capacity to **265,000 MTPA**.
- ⇒ Skipper’s polymer products segment has a state-of-the-art technological manufacturing capacity of **51,000 MTPA**, and this coupled with their customized workshop layout enables them efficiently utilize the resources for production.



*Source: Company, Industry & Indsec Research*

### Engineering Products Segment

- Over the years, Skipper has evolved into being one of the largest players in the Power T&D manufacturing space in India, and amongst the top 10 globally with presence in business segments like Towers, Tubular Poles, Monopoles and integrated services (EPC). This well rounded presence gives them control over the value chain- i.e. from manufacturing to EPC. Apart from a strong domestic presence the company has also established a significant global footprint in over 30 countries across South America, Europe, Africa, the Middle East, S.E. Asia and Australia.
- Skipper currently has 4 Power Grid approved Transmission tower & poles manufacturing plants with a combined engineering capacity of **265,000 MTPA**. The company has gradually built this up capacity from **175,000 MTPA in FY15** to the current capacity of 2.65 lac MTPA. The current utilization rate of these facilities is ~90%, and the company will incur further capex in lieu of steady expansions going ahead.
- Product Offerings include: The current product offerings include Power Transmission towers, power distribution poles (swaged, high mast & octagonal), transmission line monopoles, telecom towers, mild steel & high tensile angels, fasteners, tower accessories, etc. This division currently contributes ~86% to the total revenue (as on FY18).

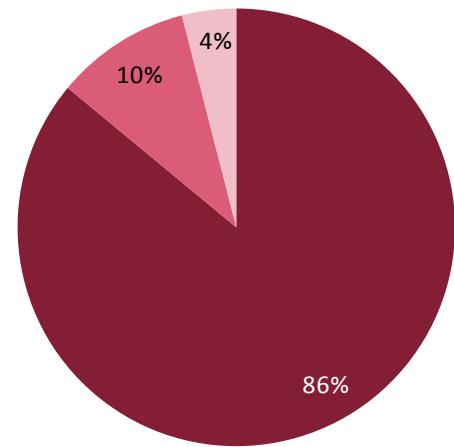
### Polymer Products Segment

- Under the polymer business umbrella the company manufactures, brands and supplies polymer pipes & fittings. Although the company is still a relatively smaller player in this segment they are already the largest the PVC pipes manufacturer in West Bengal with one of the largest capacities in Eastern India. The output under this segment caters to the agricultural as well the plumbing industry with the **current mix standing at 65:35 (Agri: Plumbing)**.
- Just like in the case of Engineering Products, the company has gradually built up its capacities in this division from **12,500 MTPA in FY15** to **51,000 MTPA in FY18**, with a utilization rate of ~50%. FY18 was a muted year for the company in this segment with GST and RERA proving to be hurdles which in turn led to lower utilization of capacities.
- Product Offerings include: The current product offerings include CPVC Pipes & Fittings (DURASTREAM), UPVC pipes, SWR Pipes & Fittings, Column Pipes, Casing Pipes, Ribbed Strainer Pipes, Agriculture pipes, etc. This division contributes ~10% to the total revenue (as on FY18).

### Infrastructure Projects Segment

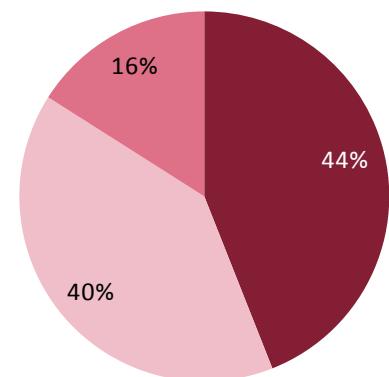
- To take their manufacturing presence a step further the company forayed into the EPC space, thus becoming a fully integrated global infra EPC major. Their integrated solutions include tower design, tower testing, manufacturing and onsite construction. Skipper has a dedicated vertical line for EPC construction with a specialized skill set to execute turnkey transmission projects up to 800 kV HVDC for various utilities.
- The ongoing projects include: 400 kV D/C Rapp at Kota for PGCIL, 400 kV D/C in Kanpur for PGCIL, 400 kV D/C at Alipurduar for PGCIL, 220/132 kV Dc/Sc lines for UP Power transmission, 800 kV HVDC at Pugalur for PGCIL. This division currently contributes ~4% to the total revenue (FY18).

### Segmental Revenue Share\*



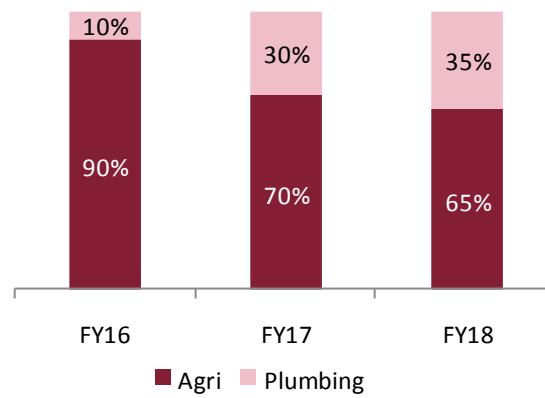
■ Engineering Products ■ Polymer Products  
■ Infrastructure Projects

### Engineering Products Order Book Pie\*

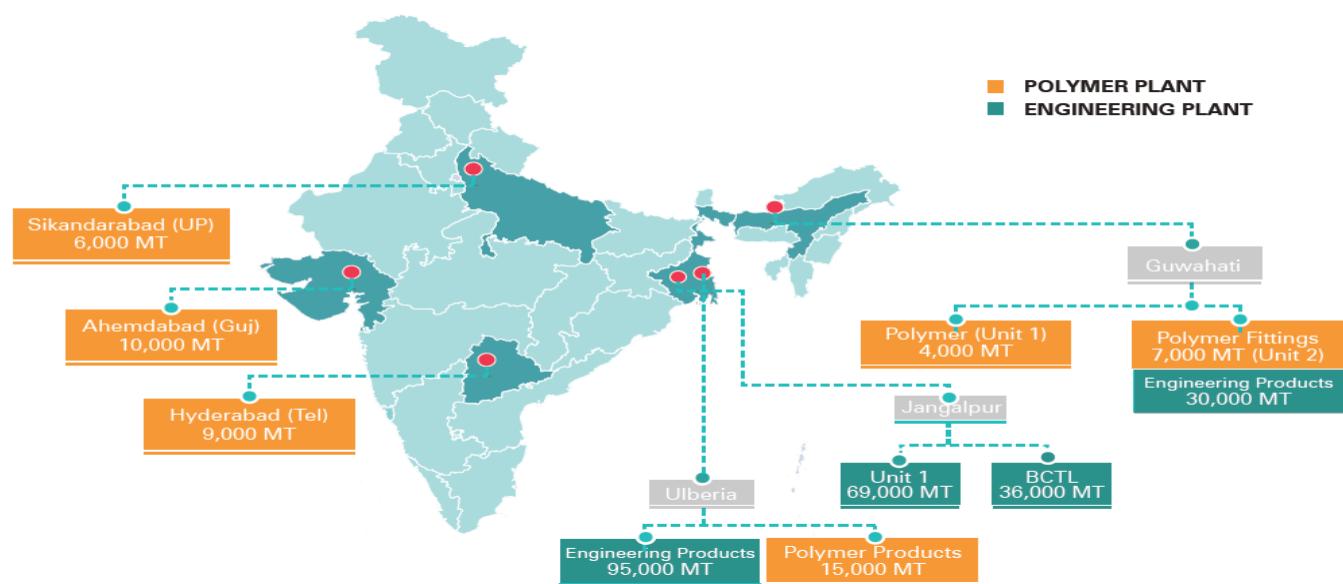


■ PGCIL ■ SEB's & Others ■ Exports

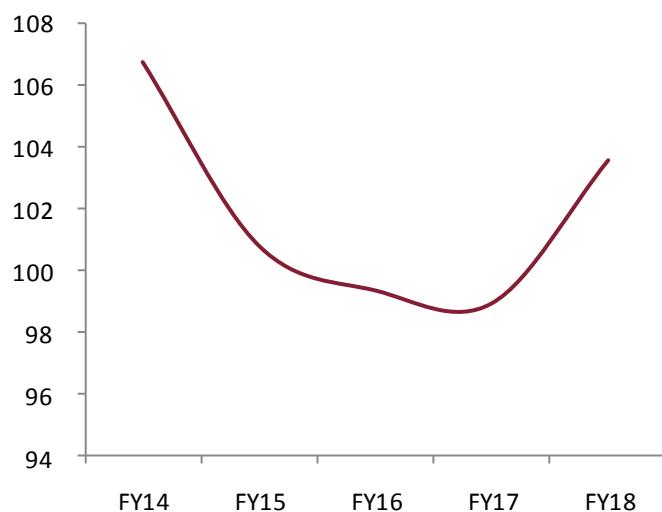
### PVC Pipes addressable market Break-up



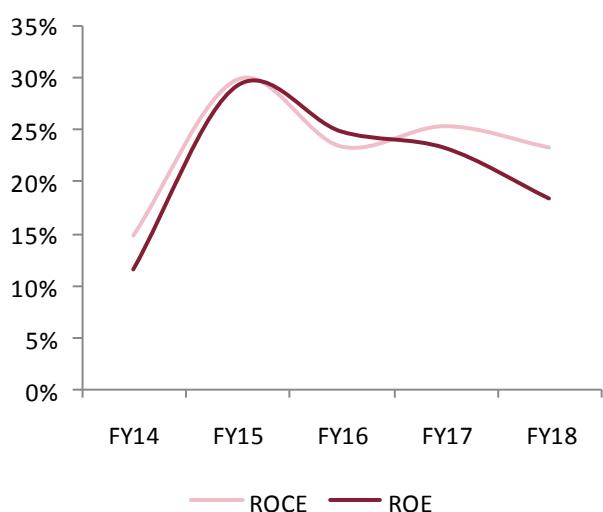
### Skipper in Charts



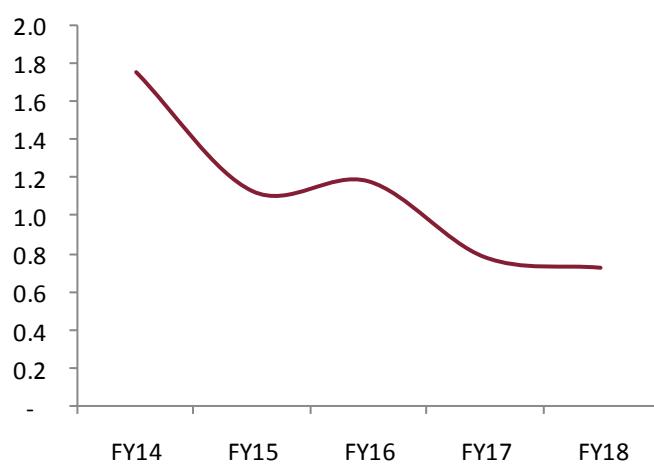
### Working Capital Days



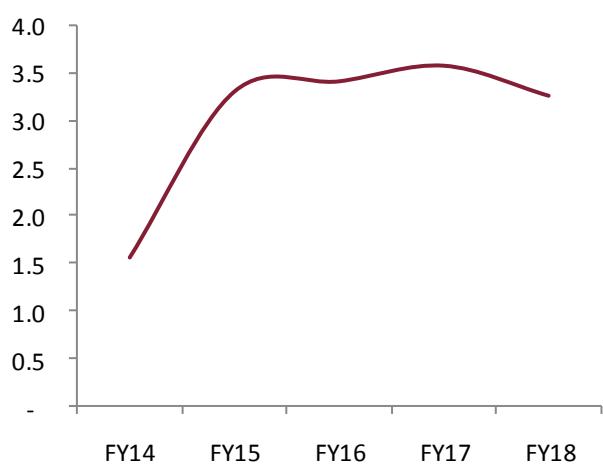
### Return Ratios (in %)



### Debt Equity Ratio



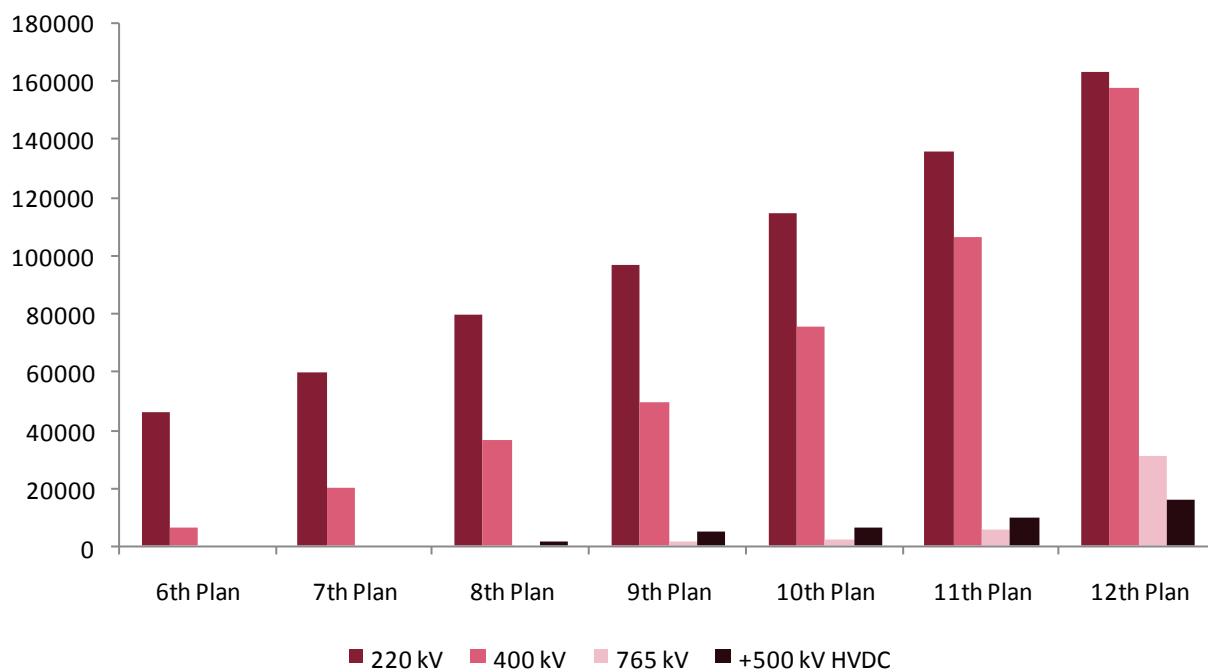
### Interest Coverage Ratio



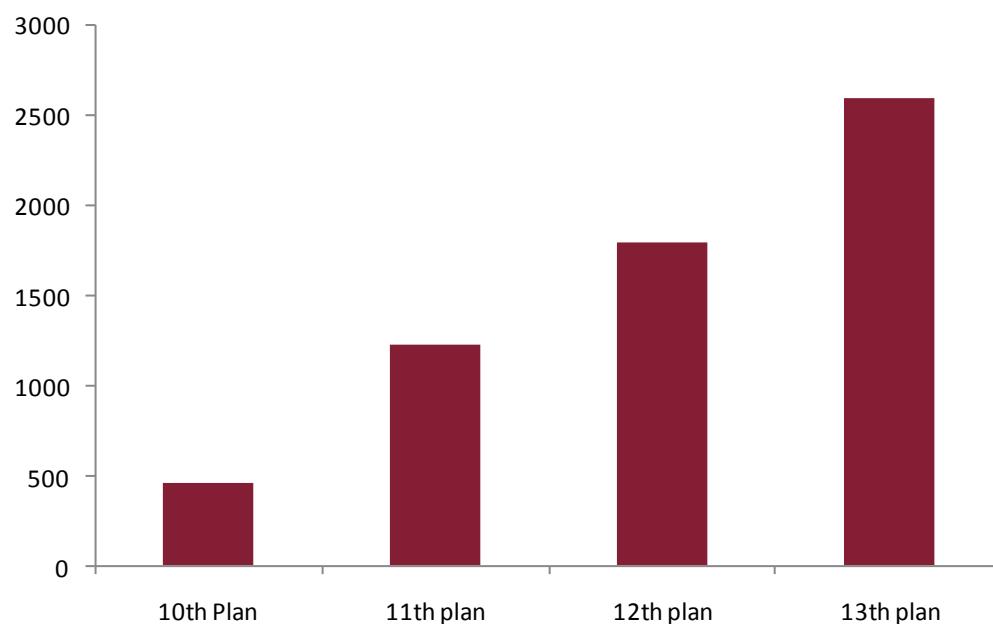
## Industry Watch –Power Transmission & Distribution (India)

- India's Power Transmission networks are the vital cog in the entire power value chain, as the growth of the entire power sector is contingent on the development of a robust and a non-collapsible transmission network. Over the decades, the total power capacity has witnessed a commendable growth with over **329,204 MW of capacity installed in India**. The Indian power sector has contributed significantly to the India growth story and continues to be on an accelerated growth path, as the Indian Government continues to exert significant thrust and has embarked on numerous initiatives to ensure and fulfill its dream of providing Electricity for ALL. Efforts are being undertaken to create a very facilitative environment that is conducive for the growth of this sector, including evacuation of Solar Power. With dedicated efforts aimed at creating proper systems and structures, the T&D infrastructure seems to be evolving and marching in the right direction. Huge investments have been planned and massive network interconnectivity is envisaged, with a focus on affordability & reliability, including substantial outlays by the State sector for expanding the intra-state transmission infrastructure, in addition to PGCIL's annual capital outlay.
- The transmission sector has taken up several initiatives in order to expand the grid resource efficiently. For instance, to reduce Right Of Way (ROW) requirements for transmission lines, 765kV transmission voltage is increasingly being adopted. This is due to the fact that a single-circuit 765 kV line can carry as much power as three single-circuit 500 kV lines, three double circuit 345 kV lines, or six single-circuit 345 kV lines, reducing the overall number of lines and rights of way required to deliver equivalent capacity.
- India has witnessed a massive capex generation over the past decade and the country's transmission capex is now catching up. This positions the T&D focused players in a sweet spot in terms of order inflows. **There is an estimated Rs. 2,600bn capex till 2022 which gives strong growth visibility for T&D players. Of this capex, Rs. 1,400bn is allocated towards transmission and Rs. 1,200bn in transformation.** Over 60% of the total spend is likely to come from states with Rs. 1,000bn of spending in inter regional grid capacity, Rs. 1,300bn in intra-regional grid capacity and Rs. 300 bn in distribution (sub 220KV) systems. In terms of Inter regional grid capacity, India is expected to add another 46GW during the five-year period from 2017-22.
- At the end of FY 2018, PGCIL has a CWIP of ~Rs. 380 bn which it expects to be executed over the next four years. Such an order book depicts the sustained robustness of growth for the T&D EPC companies. While PGCIL capex over the next few years will remain the mainstay for the T&D companies, newer opportunities in terms of intrastate transmission projects and renewables are expected. With SEB balance sheets improving post UDAY, there is renewed hope of increased capex within states.
- Except for West Bengal and Orissa, all the other states are part of UDAY. Of these, 16 DISCOMs aggregating to Rs. 3,200bn (approximately 80% of total DISCOM debts) have gone for restructuring of loans. The scheme has already yielded savings of nearly Rs. 120bn to the state power distribution companies. Over 85% UDAY Bonds have been issued leading to less rate of interest for DISCOM's. As a result, there have been tangible improvements as ATC losses, which have come down to 22% (as

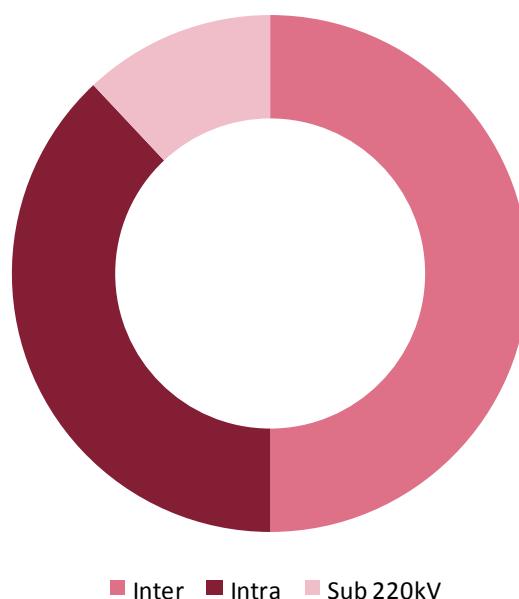
**Growth in Transmission Sector (in CKM)**



Power Transmission Capex (Rs. In bn)



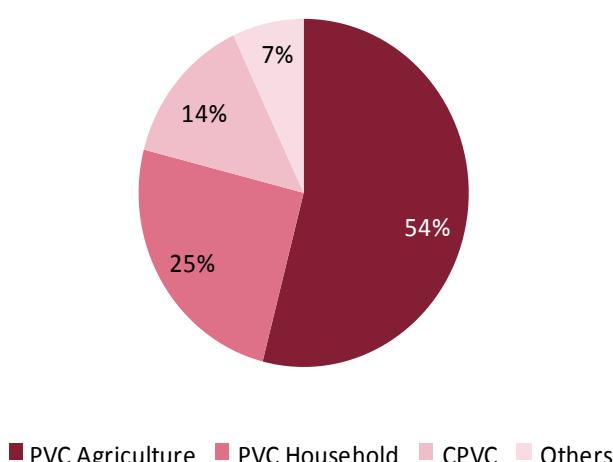
Break up of T&amp;D Spend



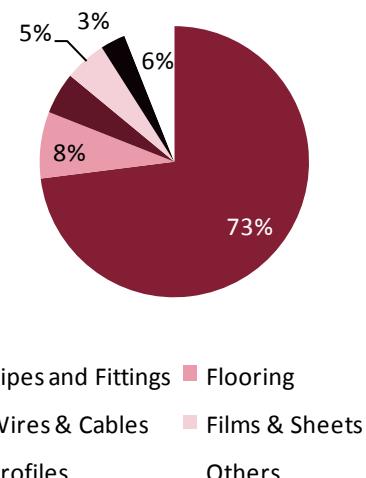
## Industry Watch – PVC Pipes & Fittings

- The overall Indian Pipe Industry capacity estimated at 5 mn MTPA, of this the plastic pipe segment constitutes 35% of the overall capacity. The Indian plastic pipes industry with a capacity of 2mn MTPA is worth Rs. 220 bn and has grown at a 15% CAGR in the FY 2010-15 period and is expected to continue this pace over FY 2015-20E. This growth will be driven by the shift from the unorganized segment and government focus on irrigation as well as low cost housing projects. India Plastic Pipes industry remains a fairly organized industry, in comparison to other building product companies. The organized industry enjoys 60% market share in the Agricultural/MIS and PVC segments each, while the CPVC segment which is purely household has 80% organized market share. With reforms like GST and demonetization, the organized sector is expected to grow faster than the overall industry and capture market-share from the unorganized industry.
- In India, the demand for PVC pipes & fittings is expected to be driven by the following sectors:
  - Agriculture-** This sector is a vital cog in India's economy, as it is still the principle means of earning a livelihood for the majority of the rural population. Citing this, the govt. has emphasized on bringing additional land under irrigation. In FY17, ~Rs. 1,872bn was spent towards rural, agricultural and allied sectors, which is ~20% over FY16's allocation. In the Union Budget, the govt. has estimated an outlay of ~Rs. 14,340bn on rural livelihood and infra.
  - Infrastructure –** Under this, the govt. is focusing on rural water and sanitation infra, which could well turn out to be a huge market for PVC pipes, and in turn boost the demand for PVC. The development of smart cities could further give impetus to future demand.
  - Housing-** Affordable Housing was assigned the infrastructure status in FY18, post which the demand for the same from the middle-income group in India is expected to rise. The Govt. is taking initiatives to bridge the demand-supply gap. With higher building construction activities, the potential demand for PVC is set to go up. The concept of green buildings has seen considerable traction over the years, and PVC being recyclable, less energy intensive and long-living will see demand in this sub-segment.
  - Allied-** Apart from the above mentioned segment, PVC also has applications in the allied segments like Packaging, FMCG, Pharma and retail. With the expected growth in these segments in the coming years, the demand for PVC is also set to grow sequentially.

**India Plastics Pipes Market (Rs. 220bn)**



**PVC Applications in India**



## Investment Rationale

### 1. Engineering Products (T&D) Segment – to continue to be the skipper of the pack.

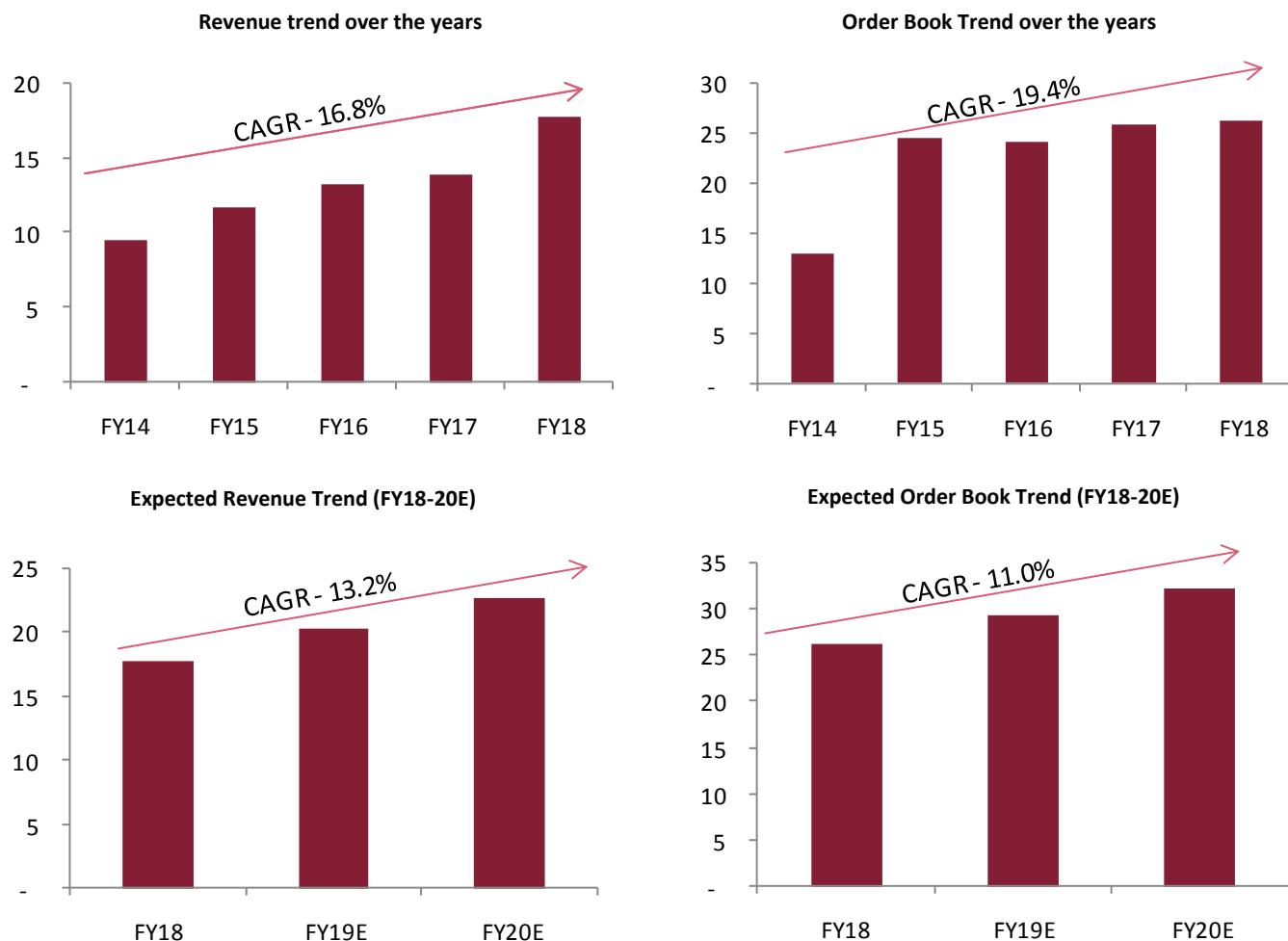
The Indian Power T&D industry has historically been very under-invested, however in recent years it has witnessed higher capex contributions from the govt through PGCIL. Post the slowdown in FY13-14, this sector has started to gain traction from FY16, which are signs of revival. Given the govt thrust via UDAY scheme and Electricity for All, this sector is expected to gain even higher traction, which augurs well for players like Skipper.

Over the years, Skipper has evolved to be a manufacturing centric company primarily focused on transmission tower manufacturing rather than EPC. It was the first company in India to manufacture and supply 800 kV transmission towers to PGCIL. The company is one of the lowest cost producers of transmission tower in the world. Skipper is also one of the first players to get into transmission monopoles production with that particular market gaining traction in recent times.

In terms of operations, the company is seeing a comparatively robust performance given the challenging scenario in the market primarily on account of macro policy changes like GST. PGCIL has always been a major contributor to the orders in this segment and contributes ~ 44% to the total order book of Rs. 26.3bn. The ordering in TCB was lukewarm in FY18 as compared to previous years, but the same is expected to swing back in FY19, and with PGCIL planning to tie up with SEB's to build intrastate transmission projects, the outlook for the industry looks positive. From a macro perspective, govt. schemes like UDAY, Saubhagya, IPDS, DDUGJY are also proving to be opportunities waiting to be explored.

**In terms of numbers, the revenue from this segment has grown at a robust CAGR of 16.8% over FY14-18 to Rs. 17.8bn, with the order book clocking a CAGR of 19.4% for the same period to Rs. 26.3bn (1.5x trailing book to bill). This segment contributes 86% to the total topline, and will continue to be the flagship segment of the company going ahead as well.**

Given the macro environment and the internal capabilities of the company, we expect this segment to post a CAGR of 13.2% over the period of FY18-20E, while the order book is expected to post a CAGR of 11.0% over the same period.



Source: Company, Indsec Research

| Product                       | Variants  |
|-------------------------------|---|
| <b>Transmission Towers</b>    | Ranging from 66kV to 800 kV<br>Indian & International material & grades<br>BSEN, ASTM, GOST             |
| <b>Poles</b>                  | Swaged Poles<br>High Mast Poles<br>Conical Poles<br>Commercial, Residential, Municipal & Industrial Use |
| <b>Monopoles</b>              | Application in Transmission & Telecom Towers  |
| <b>Distribution Poles</b>     | Street Lighting, Telecom Aerial Cabling<br>Power Distribution lines, Signboards                         |
| <b>Angles &amp; Fasteners</b> | Bolts, Nuts, Washers, etc.  |

## 2. Polymer Products – to aim to build capabilities and garner market share.

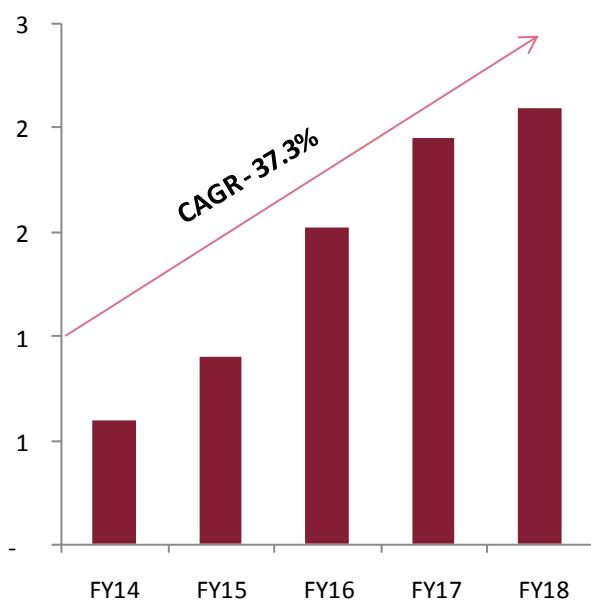
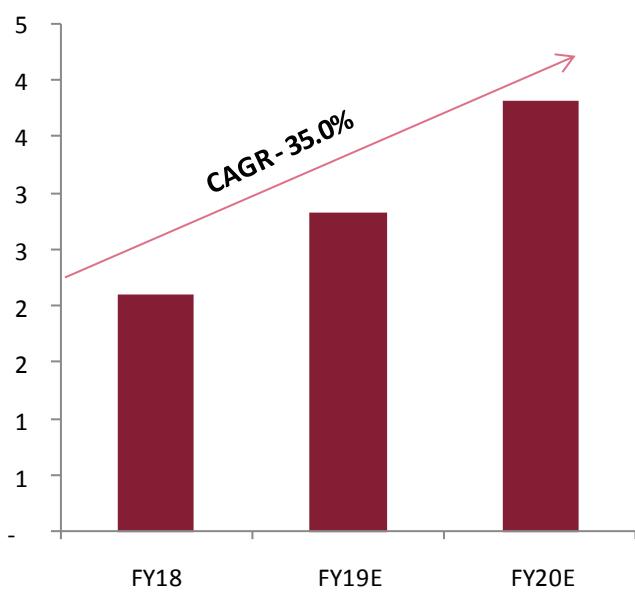
Skipper is the largest PVC pipes manufacturer in West Bengal with one of the largest capacities in Eastern India. The company has a cumulative production capacity of 51,000 TPA, with the utilization rate of 50%, which was lower on account of uncontrollable macro changes such as the GST. From the technological angle, the company has tie-ups with Sekisui of Japan for CPVC compound and Wavin Group of The Netherlands for advanced plumbing solutions. These partnerships open up the prospects of premium brand positioning and product differentiation. Going ahead, the company plans to capitalize on the healthy growth rate it has been achieving over the years, and increase its share of revenue from this segment.

Further, the company in FY18 has engaged Vector Consulting Group to aid them in improving the performance of this division. Vector is a reputed organization which has assisted many companies across different sectors in India to achieve significant improvements in the operational performance. The aim is to build a strong sales organization which can quickly increase their reach and make their products available across the country. The operations will be managed through a full-based replenishment system, which will ensure high availability at distributors with lower inventory in the company's supply chain. Vector's role is to aid in setting up and developing a strong association with plumbers & contractors through a long term royalty program across relevant product range.

In FY18, the polymer business witnessed stagnancy owing to GST and the aftereffects of demonetization which was reflected in the overall tepid growth for FY18. The pipes & fittings primarily cater to the needs of the agricultural sector and the ratio of agri to plumbing currently stands at 65:35. Going ahead, there will be emphasis on increasing the share of the plumbing business due to slightly higher margins and the fittings are also utilized which is also a high margin product category. The idea mix going ahead would be 50:50.

In terms of numbers, the revenue from this segment has grown at a robust CAGR of 37.3% over FY14-18 to Rs. 2.1bn. This segment contributes 10% to the total topline, and considering the improving macro scenarios it is expected to clock a growth rate in line with its historical CAGR going ahead.

**Given the initiatives the company is taking to build capabilities, we expect this segment to post a CAGR of 35.0% over the period of FY18-20E, with the share of the total pie expected to be in the range of 10-12%.**

**Revenue trend over the years (Rs. In bn)**

**Expected Revenue Trend (Rs. In bn)**


#### Pipes & Fittings Product Portfolio

| Product           | Variants   |
|-------------------|--|
| Plumbing & Sewage | CPVC Pipes & Fittings by DURASTREAM CPVC Compound<br>UPVC - Lead free Pipes & Fittings<br>SWR Pipes & Fittings |
| Borewell          | Column Pipes<br>Casing Pipes<br>Ribbed Strainer Pipes  |
| Agri              | UPVC Agri Pipes  |

*Source: Company, Indsec Research*

### 3. Forward Integration – through Infrastructure Projects:

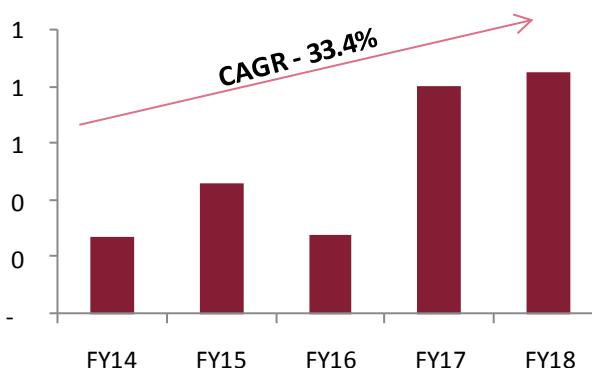
Skipper is a fully integrated global infrastructure Engineering, Procurement and Construction (EPC) major. It offers integrated solutions across tower design, tower testing, manufacturing, and onsite construction. The company possesses a dedicated vertical for EPC line construction, with a specialized skill set to execute turnkey transmission projects up to 800 kV HVDC for various utilities. The Company is also engaged in Horizontal Directional Drilling (HDD) which facilitates the faster installation of underground utilities, eliminating the need for surface excavation.

The Company is a pioneer of trench-less technology service in India. It provides Trenchless horizontal drilling for the installation of Telecoms cable networks, HT/LT Power cable networks, water & sewerage pipelines and oil and gas pipelines, among others. Using state-of-the-art equipment, we have accomplished successful projects across India.

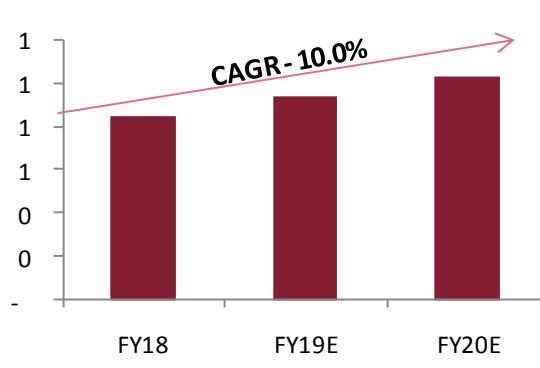
In terms of numbers, this segment has grown at a robust CAGR of 33.4% to Rs. 0.9bn, backed by swift execution of projects which again exhibits the benefits of forward integration which the company enjoys. Although, this segment is still considered to be a non-core segment, as there are no aggressive measures in place to scale up business. However, this segment plays a significant role in giving Skipper an all-round edge. The company has orders worth ~Rs. 2bn, which are to be executed over a period of 18-24 months, thus indicating strong revenue visibility as well.

**In light of this, we expect the revenue to clock a CAGR of 10.0% over FY18-20E, with the order book continuing to showcase revenue visibility in the range of 18-24 months.**

Revenue trend over the years (Rs. In bn)



Expected Revenue trend (Rs. in bn)



#### How Forward Integration works



Source: Company, Indsec Research

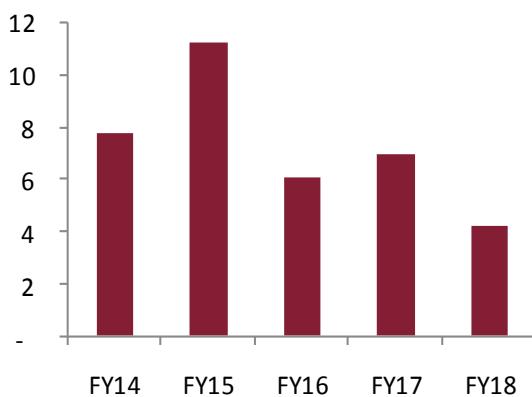
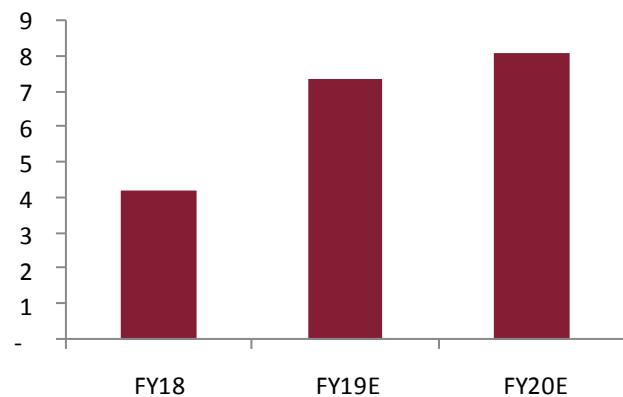
**Brief EPC Projects Portfolio**
**Key Projects Handled by Skipper**

|  |  |
|--|--|
| <p><b>1)</b> 400 kV D/C Rapp (7&amp;8) – Kota (Part A) Transmission Line for PGCIL</p> <p><b>2)</b> 400 kV D/C Allahabad – Kanpur Transmission Line for PGCIL</p> <p><b>3)</b> 400 kV D/C Jigmeling – Alipurduar (India Portion) Transmission Line for PGCIL</p> <p><b>4)</b> 220/132Kv Dc/Sc Lines Against Package – 2 Of Tender Specification No Td 400/15 for UPPower Transmission.</p> <p><b>5)</b> 220/132Kv Dc/Sc Lines Against Package – 3 Of Tender Specification No Td 400/15 for UP Power Transmission.</p> <p><b>6)</b> 800Kv HVDC Raigarh – Pugalur Package – 09 for PGCIL</p> | <p><b>1)</b> 400 kV D/C Panchkula – Patiala Transmission Line for PGCIL</p> <p><b>2)</b> Partial work as allotted for Tower Package - A4, Islampur- Saharsa Section Inabensa for PGCIL.</p> <p><b>3)</b> Partial work as allotted for Tower Package – A7 for Gorakhpur Gomti River Inabensa for PGCIL</p> <p><b>4)</b> 400 kV D/C Quad Bhadla (Jaisalmer) to Bikaner Transmission Line for RRVPN</p> |
|--|--|

**4. Growing Exports – to help deleverage the domestic business :**

Apart from being a strong domestic player in the T&D segment, Skipper also enjoys a strong presence in the overseas T&D market and is increasingly focusing on developing new market geographies to further expand its international reach. In recent years, the Company gained entry into the newer market geographies of Asia and Africa by bagging new orders in Botswana, Kenya, Tanzania, Cameroon, Congo, Ghana, Philippines and Malaysia.

Exports currently form 16% of the total order book as on FY18. Considering the recent devaluation of the rupee, one could expect a better inflow of orders from international waters, and the share of the pie of export will also go up in the region of 25%. The domestic demand looks promising, but the demand for electricity and power arising from countries like Botswana, Kenya, LATAM region, etc., is also expected to propel the exports towards new highs, which will in turn reduce the dependence on domestic orders. We expect Export orders to grow at a CAGR of 38.7% over FY18-20E, and expect their share to be in the region of 25%.

**Export Orders Historical Trend (Rs. In bn)**

**Export Orders Historical Trend (Rs. In bn)**

*Source: Company, Indsec Research*

**Valuation and Recommendation :**

Skipper Limited is one of the world's largest Integrated Transmission Tower manufacturing companies with Angle Rolling, Tower, Accessories & Fastener manufacturing and EPC line construction. It is the Largest manufacturer of T&D structures in India and among top 10 globally, and is also one of the largest & the fastest growing Polymer Pipes & Fittings in India. The company has 4 power grid approved Transmission tower & poles manufacturing plants with a combined engineering capacity of 2,65,000 MTPA, and has also been awarded as "Largest Tower Supplier" by PGCIL & "Best Industry in Water Resources sector" by Central Board Of Irrigation And Power.

In FY18, the company reported a robust growth in their topline despite challenging macro environments in the T&D sector; however growth in the Polymer products segment was muted on account of GST. Going ahead, the T&D segment is expected to post steady growth driven by domestic as well as international order flows. The Polymer products segment is expected to post a robust growth on back of several initiatives, which the company has taken and we also expect the company to garner market share in this segment. The Infrastructure projects segment contributes marginally to the overall company's business portfolio, and the same is expected to continue as no active efforts are being taken to scale up said business.

In terms of numbers, the topline for the company has grown at a CAGR of 18.8% for the period FY14-18 to Rs.20.7bn, while the EBITDA has grown at a CAGR of 28.7% for the same period to Rs. 3.0bn with OPM standing at 14.6%. Skipper's bottom line has grown at an impressive CAGR of 44.6% for the FY14-18 period to Rs. 1.2bn with net margins coming in 5.7%. To support the impressive margin profile, Skipper also earns impressive return ratios with ROCE clocking 23.4% and ROE coming in at 18.5% for FY18.

**We expect the Topline to grow at CAGR of 15.5% over FY18-FY20E to Rs. 27.7bn, while EBITDA is expected to grow at CAGR of 13.9% with margins expected to be at 14.2%. At CMP of Rs 185 the stock is trading at 13.4x and 10.5x on our earnings of Rs. 13.81 and Rs. 17.61 for FY19E and FY20E respectively. With the likely growth in the Power T&D and Polymer segments, we expect Skipper to capitalize on the opportunities present in both the International and domestic markets. The company has capex in line for capacity expansion in certain product ranges like the fittings, CPVC business & HDPE business along with regularly scheduled maintenance capex. In terms of relative valuation, the company does not have any exact peer when taking the business model into consideration, but we've taken EPC players in the T&D business like Kalpataru Power Transmission (KPTL) & KEC International which on an average trade at 16x FY20E P/E multiple. We believe that given the likely tailwinds in the international markets on account of rupee devaluation and the ramp up in orders from the domestic segment, Skipper could trade at similar valuations going ahead. Further, Skipper has historically traded at a one year forward range of 16-18x. Hence, we assign a target PE multiple of 16x for the stock on our FY20E earnings of Rs. 17.61, post which we arrive at a target of Rs. 282; which implies an upside of 52% from the current levels. We assign a BUY call on the stock.**

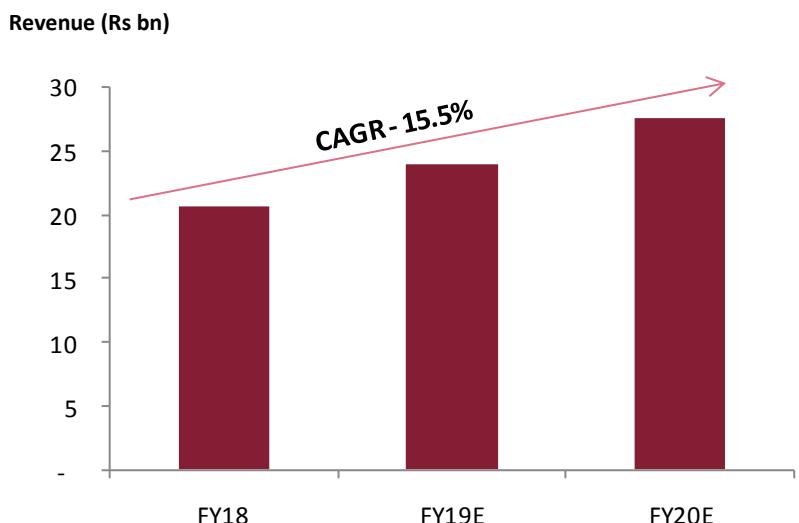
**Risk to Call:**

**Forex Volatility—** A considerable chunk of the company's revenue comes from across the Indian border, which exposes the company to foreign exchange volatility risk.

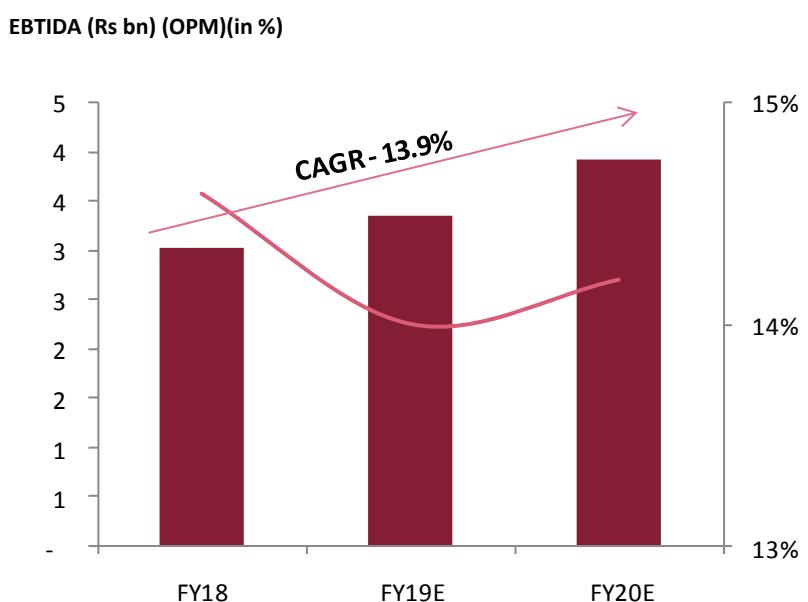
**Slowdown in PGCIL tendering—** PGCIL contributes close to 45% to the total order book of the company, and any slowdown in PGCIL tendering could further affect the growth of the company.

**Execution Risk—** The company's reputation and callback from the customers depends on the quick and timely execution of the projects by them. Any delays in executions could pose a severe threat to their order flows.

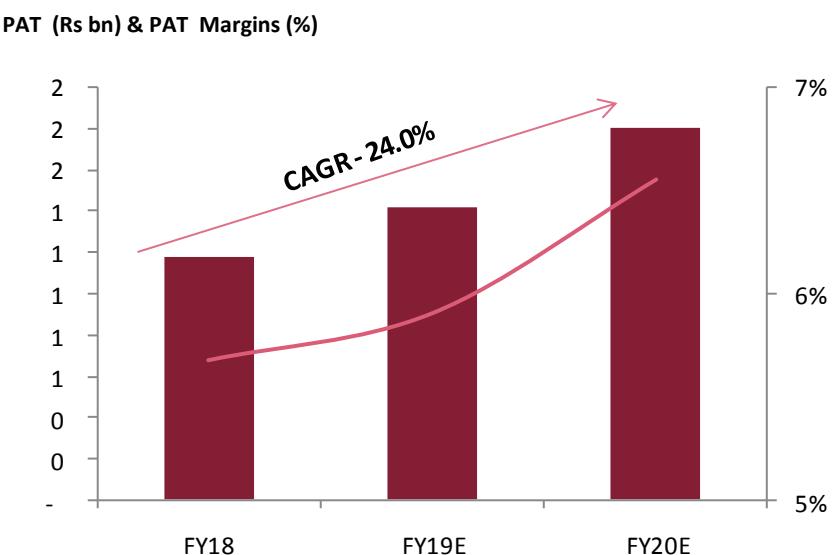
**The Topline is expected to grow by 15.5% CAGR between FY18-20E to Rs. 27.7bn on the back growth in Power T&D and Polymer Products segment.**



**EBITDA is expected to grow by 13.9% CAGR between FY18-20E to Rs. 3.9bn while OPM is expected to be 14.2%.**



**PAT is expected to grow by 22.1% CAGR between FY18-20E to Rs. 1.8bn while NPM is expected to be in the region of 6.55%.**



Source: Company & Indsec Research

| SUMMARY INCOME STATEMENT                    |              |              |              |               |               |               |               |
|---|--------------|--------------|--------------|---------------|---------------|---------------|---------------|
| (in mn)                                     | FY14         | FY15         | FY16         | FY17          | FY18E         | FY19E         | FY20E         |
| Revenue from Operations                     | 10,426       | 13,554       | 15,501       | 16,646        | 20,737        | 24,067        | 27,655        |
| Cost Of Revenues (incl Stock Adj)           | 7,600        | 8,797        | 9,485        | 10,908        | 13,246        | 15,463        | 17,699        |
| <b>Gross Profit</b>                         | <b>2,826</b> | <b>4,756</b> | <b>6,016</b> | <b>5,738</b>  | <b>7,491</b>  | <b>8,604</b>  | <b>9,956</b>  |
| Employee Cost                               | 274          | 341          | 500          | 745           | 934           | 1,143         | 1,383         |
| Other Operating Expenses                    | 1,439        | 1,838        | 2,885        | 2,271         | 3,532         | 4,091         | 4,646         |
| <b>EBITDA</b>                               | <b>1,113</b> | <b>2,577</b> | <b>2,631</b> | <b>2,722</b>  | <b>3,025</b>  | <b>3,369</b>  | <b>3,927</b>  |
| Other Income                                | 21           | 17           | 52           | 32            | 22            | 26            | 30            |
| Net Interest Exp.                           | 605          | 583          | 570          | 671           | 784           | 834           | 781           |
| Depreciation                                | 151          | 220          | 241          | 316           | 459           | 502           | 551           |
| Exceptional Items                           | 0            | 0            | 0            | 0             | 0             | 0             | 0             |
| <b>PBT</b>                                  | <b>378</b>   | <b>1,791</b> | <b>1,872</b> | <b>1,767</b>  | <b>1,804</b>  | <b>2,099</b>  | <b>2,625</b>  |
| Tax   | 98           | 474          | 482          | 525           | 626           | 639           | 814           |
| <b>Profit After Tax</b>                     | <b>280</b>   | <b>1,317</b> | <b>1,390</b> | <b>1,242</b>  | <b>1,178</b>  | <b>1,421</b>  | <b>1,812</b>  |
| <b>EPS</b>                                  | <b>2.72</b>  | <b>8.72</b>  | <b>9.30</b>  | <b>12.14</b>  | <b>11.43</b>  | <b>13.81</b>  | <b>17.61</b>  |
| SUMMARY BALANCE SHEET                       |              |              |              |               |               |               |               |
| (in mn)                                     | FY14         | FY15         | FY16         | FY17          | FY18E         | FY19E         | FY20E         |
| <b>Assets</b>                               |              |              |              |               |               |               |               |
| Net Block                                   | 3,385        | 3,513        | 3,852        | 4,968         | 5,209         | 5,323         | 5,521         |
| Capital WIP                                 | 83           | 35           | 399          | 144           | 16            | 150           | 150           |
| Intangible Assets under development         | -            | -            | -            | -             | -             | -             | -             |
| Other Non current Assets                    | 21           | 31           | 22           | 156           | 29            | 29            | 29            |
| Long term loans and advances                | -            | -            | -            | 8             | 9             | 9             | 9             |
| <b>Current Assets</b>                       |              |              |              |               |               |               |               |
| Current Investment                          | -            | -            | -            | -             | -             | -             | -             |
| Inventories                                 | 2,290        | 2,282        | 2,500        | 3,682         | 5,623         | 6,396         | 7,198         |
| Trade receivables                           | 2,318        | 3,758        | 3,724        | 3,722         | 5,164         | 5,934         | 6,667         |
| Cash and Bank Balances                      | 263          | 561          | 498          | 249           | 176           | 324           | 612           |
| Short-term loans and advances               | 455          | 458          | 907          | 39            | 36            | 66            | 76            |
| Other Current Assets                        | -            | -            | -            | 940           | 1,174         | 1,319         | 1,440         |
| <b>Total Current Assets</b>                 | <b>5,326</b> | <b>7,059</b> | <b>7,629</b> | <b>8,632</b>  | <b>12,173</b> | <b>14,039</b> | <b>15,993</b> |
| <b>Current Liabilities &amp; Provisions</b> |              |              |              |               |               |               |               |
| Trade payables                              | 1,563        | 2,415        | 2,124        | 2,892         | 4,903         | 5,539         | 6,213         |
| Other current liabilities                   | 626          | 1,277        | 938          | 886           | 956           | 966           | 932           |
| Short-term provisions                       | 25           | 208          | 193          | 5             | 1             | -             | -             |
| <b>Total Current Liabilities</b>            | <b>2,214</b> | <b>3,900</b> | <b>3,255</b> | <b>3,782</b>  | <b>5,861</b>  | <b>6,504</b>  | <b>7,145</b>  |
| <b>Net Current Assets</b>                   | <b>3,112</b> | <b>3,159</b> | <b>4,374</b> | <b>4,850</b>  | <b>6,312</b>  | <b>7,535</b>  | <b>8,848</b>  |
| <b>Total Assets</b>                         | <b>6,602</b> | <b>6,736</b> | <b>8,648</b> | <b>10,126</b> | <b>11,575</b> | <b>13,046</b> | <b>14,557</b> |
| <b>Liabilities</b>                          |              |              |              |               |               |               |               |
| Share Capital                               | 102          | 102          | 102          | 102           | 103           | 103           | 103           |
| Reserves and Surplus                        | 2,209        | 2,936        | 3,713        | 5,219         | 6,270         | 7,691         | 9,503         |
| <b>Total Shareholders Funds</b>             | <b>2,312</b> | <b>3,039</b> | <b>3,815</b> | <b>5,321</b>  | <b>6,373</b>  | <b>7,794</b>  | <b>9,606</b>  |
| Money Received against warrants             | -            | -            | -            | -             | -             | -             | -             |
| <b>Total Debt</b>                           | <b>4,062</b> | <b>3,431</b> | <b>4,504</b> | <b>4,154</b>  | <b>4,613</b>  | <b>4,663</b>  | <b>4,363</b>  |
| Long Term Provisions                        | -            | 2            | 13           | 24            | 44            | 44            | 44            |
| Other Long Term Liabilities                 | 10           | -            | -            | 2             | 6             | 6             | 6             |
| Net Deferred Tax Liability                  | 218          | 265          | 315          | 626           | 539           | 539           | 539           |
| <b>Total Liabilities</b>                    | <b>6,602</b> | <b>6,736</b> | <b>8,648</b> | <b>10,126</b> | <b>11,575</b> | <b>13,046</b> | <b>14,557</b> |

| SUMMARY CASH FLOW STATEMENT       |              |                |              |                |              |              |                |
|-----------------------------------|--------------|----------------|--------------|----------------|--------------|--------------|----------------|
| (in mn)                           | FY14         | FY15           | FY16         | FY17E          | FY18E        | FY19E        | FY20E          |
| PBT                               | 367          | 1,366          | 1,433        | 1,767          | 1,804        | 2,060        | 2,625          |
| Depreciation & Amortisation       | 151          | 220            | 241          | 316            | 459          | 502          | 551            |
| Other Adjustments                 | 622          | 612            | 589          | 664            | 784          | 834          | 781            |
| (Inc) / Dec in Working Capital    | (85)         | (121)          | (1,157)      | (412)          | (1,372)      | (908)        | (861)          |
| Taxes                             | (48)         | (338)          | (455)        | (452)          | (626)        | (639)        | (814)          |
| <b>Cash from Ops.</b>             | <b>1,007</b> | <b>1,738</b>   | <b>651</b>   | <b>1,883</b>   | <b>1,049</b> | <b>1,850</b> | <b>2,283</b>   |
| Capital Expenditure & investments | (316)        | (316)          | (919)        | (797)          | (571)        | (750)        | (750)          |
| <b>Cash from Investing</b>        | <b>(316)</b> | <b>(316)</b>   | <b>(919)</b> | <b>(797)</b>   | <b>(571)</b> | <b>(750)</b> | <b>(750)</b>   |
| Issue of Share capital            | -            | -              | -            | -              | -            | -            | -              |
| Net Borrowings                    | (181)        | (566)          | 853          | (304)          | 459          | 50           | (300)          |
| Others                            | (602)        | (576)          | (565)        | (671)          | (784)        | (834)        | (781)          |
| Issuance of Dividend              | (11)         | (18)           | (160)        | (172)          | (194)        | (194)        | (194)          |
| <b>Cash from Financing</b>        | <b>(794)</b> | <b>(1,160)</b> | <b>128</b>   | <b>(1,147)</b> | <b>(518)</b> | <b>(978)</b> | <b>(1,274)</b> |
| Extraordinary receipts/payment    | -            | -              | -            | -              | -            | -            | -              |
| <b>Net Change in Cash</b>         | <b>(103)</b> | <b>261</b>     | <b>(140)</b> | <b>(61)</b>    | <b>(41)</b>  | <b>122</b>   | <b>259</b>     |
| BF Cash                           | 128          | 25             | 286          | 146            | 15           | 8            | 156            |
| <b>END Cash</b>                   | <b>25</b>    | <b>286</b>     | <b>146</b>   | <b>15</b>      | <b>8</b>     | <b>156</b>   | <b>444</b>     |
| SUMMARY RATIOS                    |              |                |              |                |              |              |                |
|                                   | FY14         | FY15           | FY16         | FY17           | FY18         | FY19E        | FY20E          |
| <b>Profitability</b>              |              |                |              |                |              |              |                |
| Return on Assets                  | 3.1%         | 8.4%           | 8.0%         | 8.9%           | 6.8%         | 7.3%         | 8.3%           |
| Return on Capital                 | 14.9%        | 29.9%          | 23.5%        | 25.4%          | 23.4%        | 23.0%        | 24.2%          |
| Return on Equity                  | 11.6%        | 29.3%          | 24.9%        | 23.3%          | 18.5%        | 18.2%        | 18.9%          |
| <b>Margin Analysis</b>            |              |                |              |                |              |              |                |
| Gross Margin                      | 27.1%        | 35.1%          | 38.8%        | 34.5%          | 36.1%        | 35.8%        | 36.0%          |
| EBITDA Margin                     | 10.6%        | 16.4%          | 14.6%        | 16.4%          | 14.6%        | 14.0%        | 14.2%          |
| Net Income Margin                 | 2.6%         | 6.8%           | 6.3%         | 7.5%           | 5.7%         | 5.9%         | 6.6%           |
| <b>Short-Term Liquidity</b>       |              |                |              |                |              |              |                |
| Current Ratio                     | 1.3x         | 1.3x           | 1.3x         | 1.4x           | 1.4x         | 1.4x         | 1.6x           |
| Quick Ratio                       | 1.3x         | 1.2x           | 1.3x         | 1.4x           | 1.4x         | 1.4x         | 1.5x           |
| Avg. Days Sales Outstanding       | 81           | 104            | 90           | 82             | 91           | 90           | 88             |
| Avg. Days Inventory Outstanding   | 80           | 63             | 61           | 81             | 99           | 97           | 95             |
| Avg. Days Payables                | 55           | 67             | 51           | 63             | 86           | 84           | 82             |
| <b>Long-Term Solvency</b>         |              |                |              |                |              |              |                |
| Total Debt / Equity               | 1.8x         | 1.1x           | 1.2x         | 0.8x           | 0.7x         | 0.6x         | 0.5x           |
| EBITDA / Interest Expense         | 1.6x         | 3.3x           | 3.4x         | 3.6x           | 3.3x         | 3.4x         | 4.3x           |
| <b>Valuation Ratios</b>           |              |                |              |                |              |              |                |
| EV/EBITDA                         | 20.6x        | 10.1x          | 10.5x        | 8.4x           | 7.7x         | 6.9x         | 5.8x           |
| PER                               | 68.0x        | 21.2x          | 19.9x        | 15.2x          | 16.2x        | 13.4x        | 10.5x          |
| P/B                               | 8.2x         | 6.2x           | 5.0x         | 3.6x           | 3.0x         | 2.4x         | 2.0x           |

## INDSEC Rating Distribution

**BUY** : Expected total return of over 25% within the next 12 months.

**ACCUMULATE** : Expected total return between 10 to 25% within the next 12 months.

**REDUCE** : Expected total return below 10% within the next 12 months.

**SELL** : Expected total return is below the market return within the next 12 months.

**NEUTRAL**: No investment opinion on the stock under review.

## DISCLOSURE

### BUSINESS ACTIVITIES:

Indsec Securities and Finance Limited (ISFL) is a corporate member of BSE in Equity, WDM segment and of NSEIL in Equity, WDM, Futures & Options and Currency Derivative segments. ISFL is also a Depository Participant of the National Securities Depository Limited (NSDL) and a SEBI registered Portfolio Manager. ISFL has also secured membership of the MCX Stock Exchange in Currency Derivative Segment. With this setup ISFL is in a position to offer all types of services in the securities industry.

Since inception company's focus has been on research. In view of its research capabilities ISFL focused mainly on institutional business and is today empanelled with most of the local financial institutions, insurance companies, banks and mutual funds. ISFL has grown from being a medium size broking outfit to become one of the largest capitalized Indian broking company offering the complete range of broking services.

ISFL was incorporated on 28th July 1993 and doesn't have any associates/ subsidiaries. ISFL is a registered Portfolio Manager under SEBI (Portfolio Managers) Regulations, 1993 vide registration No. INP000001892.

### DISCIPLINARY HISTORY:

- No material penalties / directions have been issued by the SEBI under the securities laws, SEBI Act or Rules or Regulations made there under
- No penalties have been imposed for any economic offence by any authority.
- No material deficiencies in the systems and operations of the Company have been observed by any regulatory agency.
- There are no pending material litigations or legal proceedings, findings of inspections or investigations for which action has been taken or initiated by any regulatory authority against the Company or its Directors, principal officers or employees or any person directly or indirectly connected with the Company.

### DECLARATION:

- ISFL does not have any financial interest in the subject company (ies);
- ISFL does not have actual or beneficial ownership of 1 % or more in the subject company (ies);
- ISFL does not have any material conflict of interest in the subject company(ies) at the time of publication of this document;
- ISFL has not received any compensation from the subject company (ies) in the past twelve months;
- ISFL has not managed or co-managed public offering of securities for the subject company (ies) in the past twelve months;
- ISFL has not received any compensation for investment banking or merchant banking or brokerage services or any other service from the subject company (ies) in the past twelve months;
- ISFL has not received any compensation or other benefits from the subject company (ies) or third party in connection with this document;
- None of the research analysts have served as an officer, director or employee of the subject company (ies);
- ISFL has not been engaged in the market making activity for the subject company (ies);

### GENERAL TERMS AND CONDITION/ DISCLAIMERS:

This document has been issued by ISFL and is for informational purposes only and is not intended as an offer or solicitation for the purchase or sale of security.

This document has been prepared and issued on the basis of publicly available information, internally developed data and other sources believed to be reliable. However, we do not guarantee its accuracy and the information may be incomplete and condensed. Note however that, we have taken meticulous care to ensure that the facts stated are accurate and opinions given are fair and reasonable, neither the analyst nor any other employee of our company is in any way responsible for its contents. The Company's research department has received assistance from the subject company (ies) referred to in this document including, but not limited to, discussions with management of the subject company (ies). All opinions, projections and estimates constitute the judgment of the author as of the date of this document and these, including any other information contained in this document, are subject to change without notice. Prices and availability of financial instruments also are subject to change without notice. While we would endeavor to update the information herein on reasonable basis, we are under no obligation to update or keep the information current. Also, there may be regulatory, compliance, or other reasons that may prevent us from doing so.

Securities recommended in this document are subject to investment risks, including the possible loss of the principal amount invested. Any decision to purchase/sale securities mentioned in this document must take into account existing public information on such security or any registered prospectus. The appropriateness of a particular investment, decision or strategy will depend on an investor's individual circumstances and objectives. The securities, instruments, or strategies discussed in this document may not be suitable for all investors, and certain investors may not be eligible to purchase or participate in some or all of them. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved).

This document is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject the company to any registration or licensing requirement within such jurisdiction. Further, this document is not directed or intended for distribution to the US taxpayers covered under US Foreign Account Tax Compliance Act (FATCA) provisions. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction

This is just a suggestion and the company will not be responsible for any profit or loss arising out of the decision taken by the reader of this document. Any comments or statements made herein are those of the analyst and do not necessarily reflect those of the company. No matter contained in this document may be reproduced or copied without the consent of the company. Any unauthorized use, duplication, redistribution or disclosure is prohibited by law and will result in prosecution. The information contained in this document is intended solely for the recipient and may not be further distributed by the recipient. The Company accepts no liability whatsoever for the actions of third parties.

The research analyst(s) of this document certifies that all of the views expressed in this document accurately reflect their personal views about those issuer(s) or securities. **Analyst's holding in the stocks mentioned in the Report:-NIL**

| CONTACT DETAILS     |  |  |                     |
|---------------------|--|--|---------------------|
| Management          | Designation                                  | Email ID   | Direct No. (+91-22) |
| Nandkishore Gupta   | Managing Director                            | <a href="mailto:ngupta@indsec.com">ngupta@indsec.com</a>           | 6114 6101/02        |
| Research Team       | Designation [Sectors Covered]                | Email ID   | Direct No. (+91-22) |
| Milan Wadkar        | Head - Institutional Equities                | <a href="mailto:milanw@indsec.co.in">milanw@indsec.co.in</a>       | 6114 6105           |
| Hiral Keniya        | Research Analyst (Auto, Auto Ancs & Midcap)  | <a href="mailto:hiralk@indsec.co.in">hiralk@indsec.co.in</a>       | 6114 6116           |
| Jimeet M. Shah, CFA | Research Analyst (Cap Good, Infra& Midcap)   | <a href="mailto:jimeets@indsec.co.in">jimeets@indsec.co.in</a>     | 6114 6109           |
| Ayush Jain          | Research Associate (Banking, Pharma& Midcap) | <a href="mailto:ayushjain@indsec.co.in">ayushjain@indsec.co.in</a> | 6114 6140           |
| Kimberly Paes       | Research Associate (FMCG, Textiles & Midcap) | <a href="mailto:kimberlyp@indsec.co.in">kimberlyp@indsec.co.in</a> | 6114 6111           |
| Malay Shah          | Research Associate (Cement & Midcap)         | <a href="mailto:malays@indsec.co.in">malays@indsec.co.in</a>       | 61146115            |
| Deepesh Panchawala  | Technical Analyst                            | <a href="mailto:deepeshp@indsec.co.in">deepeshp@indsec.co.in</a>   | 6114 6138           |
| Institutional Sales | Designation                                  | Email ID   | Direct No. (+91-22) |
| Parag Shah          | Sales Trader                                 | <a href="mailto:parags@indsec.co.in">parags@indsec.co.in</a>       | 6114 6133           |
| Aashish Parekh      | Asst. Sales Trader                           | <a href="mailto:aashishp@indsec.co.in">aashishp@indsec.co.in</a>   | 6114 6134           |

For additional information please contact: [research@indsec.co.in](mailto:research@indsec.co.in), or visit us at [www.indsec.co.in](http://www.indsec.co.in)

Indsec Securities & Finance Ltd, 301/302, "215 Atrium", "A" Wing, Andheri-Kurla Road, Chakala, Andheri (East), Mumbai - 400 093

Telephone: +91 22 6114 6114 / 6114 6100, Fax: +91 22 6114 6180 / 86