



Date: 2nd May, 2024

The Manager
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C-1, Block-G
Bandra Kurla Complex, Bandra (E)
Mumbai- 400 051
Symbol- SKIPPER

The Manager
BSE Limited
Phiroze Jeejeebhoy Towers, Dalal Street
Mumbai- 400 001
Scrip Code- 538562

Subject: Investor Presentation on Standalone and Consolidated Financial Results for the quarter and year ended 31st March, 2024.

Dear Sir,

In compliance with the provisions of Regulation 30 read with Schedule III of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation in connection with audited Standalone and Consolidated Financial Results for the quarter and year ended 31st March, 2024.

Kindly take the same on record.

Thanking you,

Yours faithfully,
For Skipper Limited

Anu Singh
Company Secretary & Compliance Officer

Encl: As above



SEIZING THE **MULTI DECADE OPPORTUNITY**
Positioned to Power Growth in the Global
Transmission sector

INVESTOR PRESENTATION
Q4 & 12M FY'24 Results

2nd May 2024



Vision

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



Mission

1

To continue to add value-added products and services to its portfolio

2

To continue to focus on sectors of power and water as per contemporary global demands

3

To continue to tap newer geographies to add to the existing market

4

To ensure the greater scale and technology, the greater longevity of product, and introduce more efficient technologies for a longer duration of existence

5

To reduce carbon footprints, and evolve towards reduced consumption of hydrocarbons and nonconventional and renewable energy sources

Core Strengths

42+

Years of Excellence



India's largest and world's only Integrated T&D company having its own Structure rolling, manufacturing, Tower Load Testing Station & Transmission Line EPC



Awarded as "Largest Tower Supplier" by PGCIL & "Best Industry in Water Resources sector" by Central Board Of Irrigation And Power



2450+
Employees



Exporting to
60+
countries



Largest manufacturer of T&D structures in India



One of the largest & the fastest growing Polymer Pipes & Fittings in India

Inflection Point with Growth Ahead

Sustainable, diversified profitable businesses well-positioned to continue to generate compelling long-term growth

Strong Balance Sheet and **improving bottom-line** profitability driving growth

Confidence Boost with winning key projects puts us as **front runner** in key segments

Increase Export & Elevate Global position as **preferred manufacturer** of choice for our existing and new customers

International & domestic opportunities for growth in key segments – Power Transmission, Telecom, Railway and Polymer Pipes

Prudently-maintained balance sheet provides the foundation for **future success**

Management

Independent



Mr. Amit Kiran Deb
Chairman
Independent Director



Mrs. Mamta Binani
Independent Director



Mr. Raj Kumar Patodi
Independent Director



Mr. Ashok Bhandari
Independent Director



Sri Pramod Kumar Shah
Independent Director

Whole Time



Sajan Kumar Bansal
Managing Director



Sharan Bansal
Director



Devesh Bansal
Director



Siddharth Bansal
Director



Yash Pall Jain
Director

Core differentiators



Broad Based Portfolio

Diversified Products
delivering sustainable
growth

Transitioning with
focus on global market

Customization
facilities



Exciting Opportunities Ahead

Build on Long-Standing
Relationships with our
Customers

Integrated R&D for further
competitiveness
Strong Bidding Pipeline



Our Ability to Win

Winning projects
through competitive
offerings

Fueling growth through
a world-class talent
pool

Advantageous
plant locations



Enhanced Profitability

Operational
efficiencies &
margin expansion

Looking to
Deleverage

Repeat and referral
business from all
our clients

Product Portfolio

Engineering



Power
Transmission Tower



Power
Distribution Poles



Monopoles



Telecom
Tower



Railway
Structures



MS &
High
Tensile
Angles



Test
Station



Fasteners &
Tower
Accessories

Infrastructure



Transmission
Line EPC



Telecom
EPC



Coatings



Water EPC

Polymer



UPVC
Pipes



CPVC
Pipes



HDPE
Pipes



Fittings

Core Competencies

Modern Technology:

Automated State-of-the-Art Equipment

- The company utilizes cutting-edge automated equipment, representing the latest advancements in technology.

Value Optimization:

Engineering and Design Excellence

- Engineering and design excellence are prioritized to optimize both product quality and process costs.

End-to-end (Inclusive) Solutions:

In-House Availability of Products, Accessories, and Technical Services

- The company offers a one-stop shop experience by providing a wide range of products, accessories, and technical services in-house.

Strategic Support:

Proximity to Power, Port, and Skilled Labour

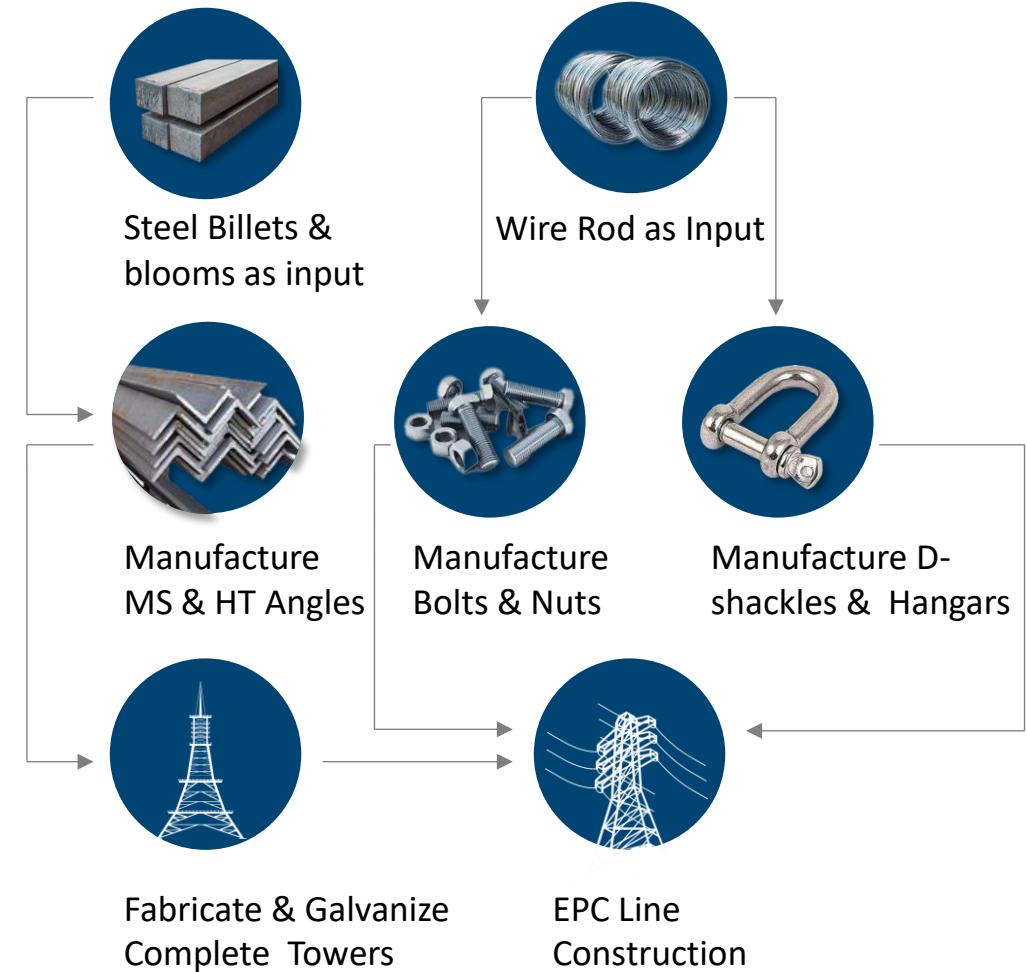
- The company strategically locates its plants in the East, ensuring access to adequate power supply, proximity to Kolkata port, and cost-effective labor.

Scalability:

Power Grid Approved and ISO Certified Large Manufacturing Capacities

- Power Grid approved and ISO certified plants possess significant manufacturing capacities, enabling participation in large-scale project orders.

Our Value Chain



R&D Capabilities



Leading through innovation

- We have strengthened our innovation capabilities backed by our talented designing and R&D teams. Our department is approved by DSIR, Govt. of India.
- We are assuring our clients by conducting prototype tests in our state-of-art test centers.

Tested towers & monopoles

765 kV S/C

Monopole

220 kV

D/C Tower

765 kV D/C

Tower

400 kV D/C

Monopole

500 kV D/C

Tower

Highest tower of **120m**
height with **1200kV** in India

Optimum
efficiency designs

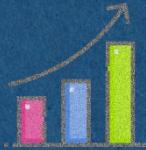
Dedicated in-house R&D center



Performance & Financial Highlights – Q4 & 12M'24



FY'24 – The year of Many Firsts



Registered its **best ever Annual revenue performance** – Rs 32,820 Mn , showcasing strong momentum across all major business segments



Achieved highest ever Quarterly revenue **Rs. 11,535 Mn** on back of strong engineering and Infra segment performance



Achieved highest ever Annual sales volume (32,189 MT) in polymer products business, registering 30% YoY growth



Achieved highest ever annual order inflow in company's history ; Secured new orders in excess of **Rs 42,860 million** during the year



The year end closing order book (31st March 2024) stands at **62,150 Mn** which is the highest ever in company's history and is well diversified across sector and segments



Highest ever year end bidding pipeline - Actively pursuing projects worth **Rs 108,300 Mn** on International front and about **Rs 59,000 Mn** on the Domestic front



Emerged as the Most Preferred Supplier & Contractor of PGCIL for their higher voltage 765 KV transmission line projects ;



Successfully concluded fund raising of Rs 2,000 Mn (approx) through right issue.

Secured 9 prestigious projects during the year with them.

Revenue Performance Highlights

- Company registered its best ever revenue quarter of Rs 11,535 million on back of strong performance across all its major business segments; achieved growth of 76 % over previous year quarter period.
- Engineering business segment achieved Revenue of Rs 7,010 million against Rs 4,974 million in the previous year quarter, registering a stupendous growth of 41% ; Export share in overall engineering revenue stood at 28 % in Q4 '24
- Infra segment achieved its highest ever quarter revenue of Rs 3,490 million against Rs 111 million on account of strong BSNL & other T&D project execution ; Achieved growth of 3,034 % over previous year quarter period

Operational & Financial Performance Highlights

- EBITDA increased to Rs 1,085 million against Rs 716 million, up by 52 %; margins stood at 9.4 % for the current quarter
- Focus continues on Bottom-line improvement ; Consolidated PBT increased to Rs 476 million against Rs 331 million in the previous year quarter, registering a growth of 44 % , PBT Margin stood at 4.1 % of sales.
- Finance cost as % of sales improved to 4.5 % against 4.8 % in previous year quarter
- Cash EPS per share increased to Rs 3.77 against Rs 1.58 previous year qtr, registering a growth of 139 %

Business Update– 12M FY'24



Revenue Performance Highlights

- Achieved its best ever annual revenue performance ; Revenue increased to Rs 32,820 million against Rs 19,803 million, registering a growth of 66 % against provided guidance of 25%.
- Engineering business segment achieved its best ever annual Revenue performance of Rs 22,310 million against Rs 15,238 million in the previous year period, registering a stupendous growth of 46% ; Export share in overall engineering revenue stood at 28%
- Registered highest ever Polymer Sales Volume; Sales qty increased to 32,189 MT against 24,823 MT in previous year period , registering a growth of 30 %

Operational & Financial Performance Highlights

- Our JV “Skipper – Metzer India LLP” (50:50) engaged in the business of manufacturing of drip and micro irrigation reported a PAT of Rs 140 Mn against Rs 57 Mn in the previous year, registering a stupendous growth of 145 % , The consolidated financial results (CFS) results includes our profit portion of the same.
- Maintained EBITDA margins at 9.7 % for Fy'24, matching the previous year's period.
- Consolidated PBT increased to Rs 1,285 million against Rs 499 million in the previous year; registering a stupendous growth of 157%.
- PBT margin to sales increased to 3.9 % of sales against 2.5 % in previous year , showcasing an improvement of 140 Bps
- Consolidated PAT increased to Rs. 817 million against Rs 356 Million in previous year period , registering a stupendous growth of 130 %. The PAT margin to sales improved to 2.5 % against 1.8 % in corresponding period.

Consolidated Financial Performance Q4 FY'24

Rs in Mn

SI	Profit & Loss Summary	Q4 FY'24	Q4 FY'23	YoY Change %	Q3 FY'24	QoQ Change %
1	Revenues	11,535.1	6,573.6	75.5%	8,015.8	43.9%
2	Reported EBITDA	1,085.4	716.0	51.6%	770.7	40.9%
	EBITDA Margins (%)	9.4%	10.9%	-150 Bps	9.6%	-20 Bps
3	(+) Other Income	30.0	17.8		22.5	
4	(-) Depreciation	136.8	114.0		134.8	
5	(-) Finance Cost	515.2	316.9		394.8	
	Finance cost as % to Revenue	4.5%	4.8%	-30 Bps	4.9%	-40 Bps
6	(+) Share of Profit / (Loss) of JV	12.6	28.5		26.9	
7	Profit Before Tax (2+3-4-5+6)	476.0	331.3	43.7%	290.5	64.0%
	PBT Margins (%)	4.1%	5.0%	-90 Bps	3.6%	+50 Bps
8	Tax	★ 224.4	94.1		85.9	
9	Profit / Loss After Tax (7-8)	251.6	237.2	6.1%	204.7	23.0%
	PAT Margins (%)	2.2%	3.6%	-140 Bps	2.6%	-40 Bps

★ Q4' FY 24 Tax number includes Rs 57 mn for closed assessment of previous years and Rs 14.80 mn on account of re-measurement of deferred tax liability, as the company has decided to opt for new regime with effect from 1st April 24.

Consolidated Financial Performance 12M FY'24

Rs in Mn

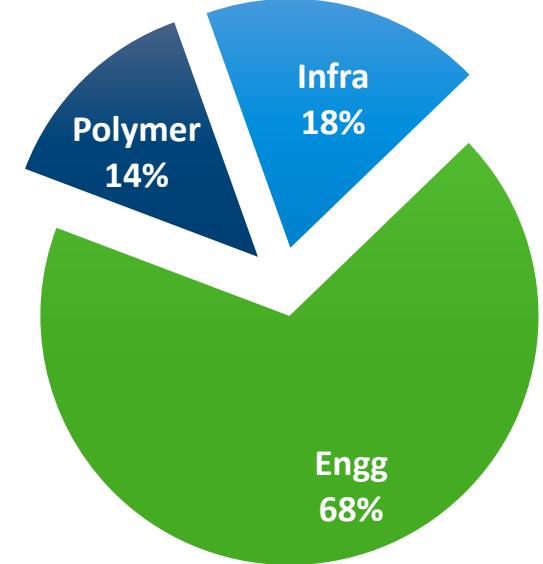


SI	Profit & Loss Summary	12M FY'24	12M Fy'23	Change %
1	Revenues	32,820.4	19,803.0	65.7%
2	Reported EBITDA	3,194.3	1925.5	65.9%
	EBITDA Margins (%)	9.7%	9.7%	
3	(+) Other Income	85.9	53.2	
4	(-) Depreciation	525.3	467.8	
5	(-) Finance Cost	1,539.9	1,040.1	
	Finance cost as % to Revenue	4.7%	5.2%	-50 Bps
6	(+) Share of Profit / (Loss) of JV	69.8	28.6	
7	Profit Before Tax (2+3-4-5+6)	1,285.0	499.4	157.3 %
	PBT Margins (%)	3.9 %	2.5%	+140 Bps
8 ★	Tax	468.3	143.7	
9	Profit / Loss After Tax (6-7)	816.7	355.7	129.6 %
	PAT Margins (%)	2.5 %	1.8%	+70 Bps

★ Note - 12M Fy'24 Tax number of includes Rs 57 mn for closed assessment of previous years and Rs 14.80 mn on account of re-measurement of deferred tax liability, as the company has decided to opt for new regime with effect from 1st April 24.

Segment Report

Segment	Profit & Loss Summary	Q4 FY'24	Q4 FY'23	Change %	12M FY24	12M FY'23	Change %
Engg Products	Net Sales	7,009.7	4,974.2	40.9%	22,310.4	15,238.6	46.4%
	EBITDA	810.3	640.0	26.6%	2,595.4	1,716.5	51.2%
	% of Sales	11.6%	12.9%		11.6%	11.3%	
PVC Products	Net sales	1,035.0	1,488.0	-30.4%	4,526.4	4,059.5	11.5%
	EBITDA	48.2	73.3	-34.3%	236.8	187.4	26.4%
	% of sales	4.7%	4.9%		5.2%	4.6%	
Infra Projects	Net sales	3,490.3	111.4	3,034%	5,983.6	505.0	1,085%
	EBITDA	226.9	2.7	8,390%	362.1	21.6	1,578%
	% of sales	6.5%	2.4%		6.1%	4.3%	
Total	Net sales Total	11,535.1	6,573.6	75.5%	32,820.4	19,803.0	65.7%
	EBITDA Total	1,085.4	715.9	51.6%	3,194.3	1,925.4	65.9%
	% of Sales	9.4%	10.9%		9.7%	9.7%	

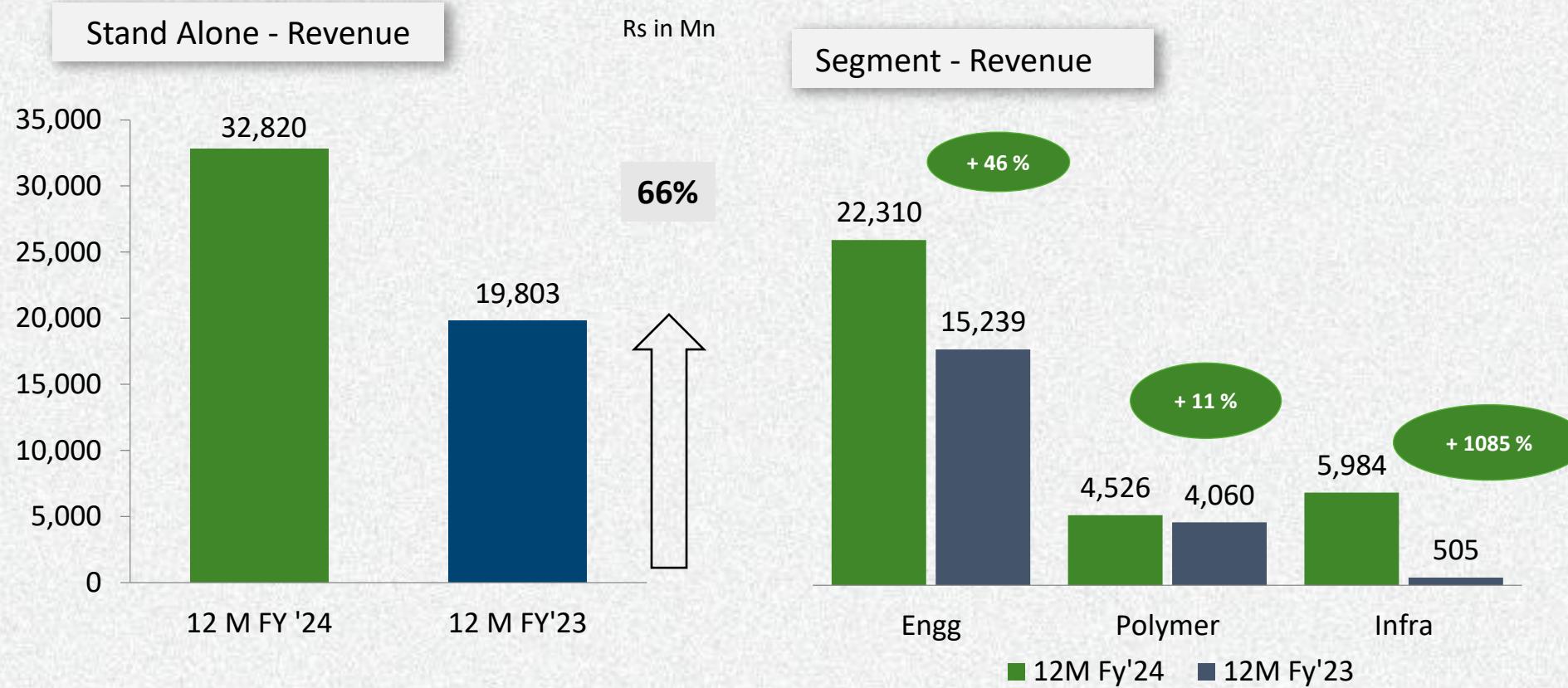


Revenue Mix – 12M FY'24

Note: Segment EBITDA includes allocation of un-allocable expenditure in pro-rata share of Sales and Capital Employed in their respective segment

Performance highlights – 12M Fy'24

Strong Revenue Performance across major business segments



- Achieved highest ever Stand Alone Revenue
- Registered best ever yearly revenue in Engineering and Infra Segment

Efficient Debt Management



Standalone Debt Details

	31.03.24	31.03.2023	Inc / (Dec)
Long Term Debt	3,008	1,919	1,089
Current Maturities of Long Term Debt	540	572	(32)
Total Long Term Debt	3,548	2,491	1,057
Short Term Debt	2,224	2,349	(125)
Gross Debt Level	5,772	4,840	932

- The short term debt reduced by Rs 125 million in spite of significant increase in business volume and growth
- Net working capital days has been brought down by 43 days to 88 days vs 131 days in Mar'23 on back of efficient working capital management
- Efforts continue on cash flow and balance sheet consolidation

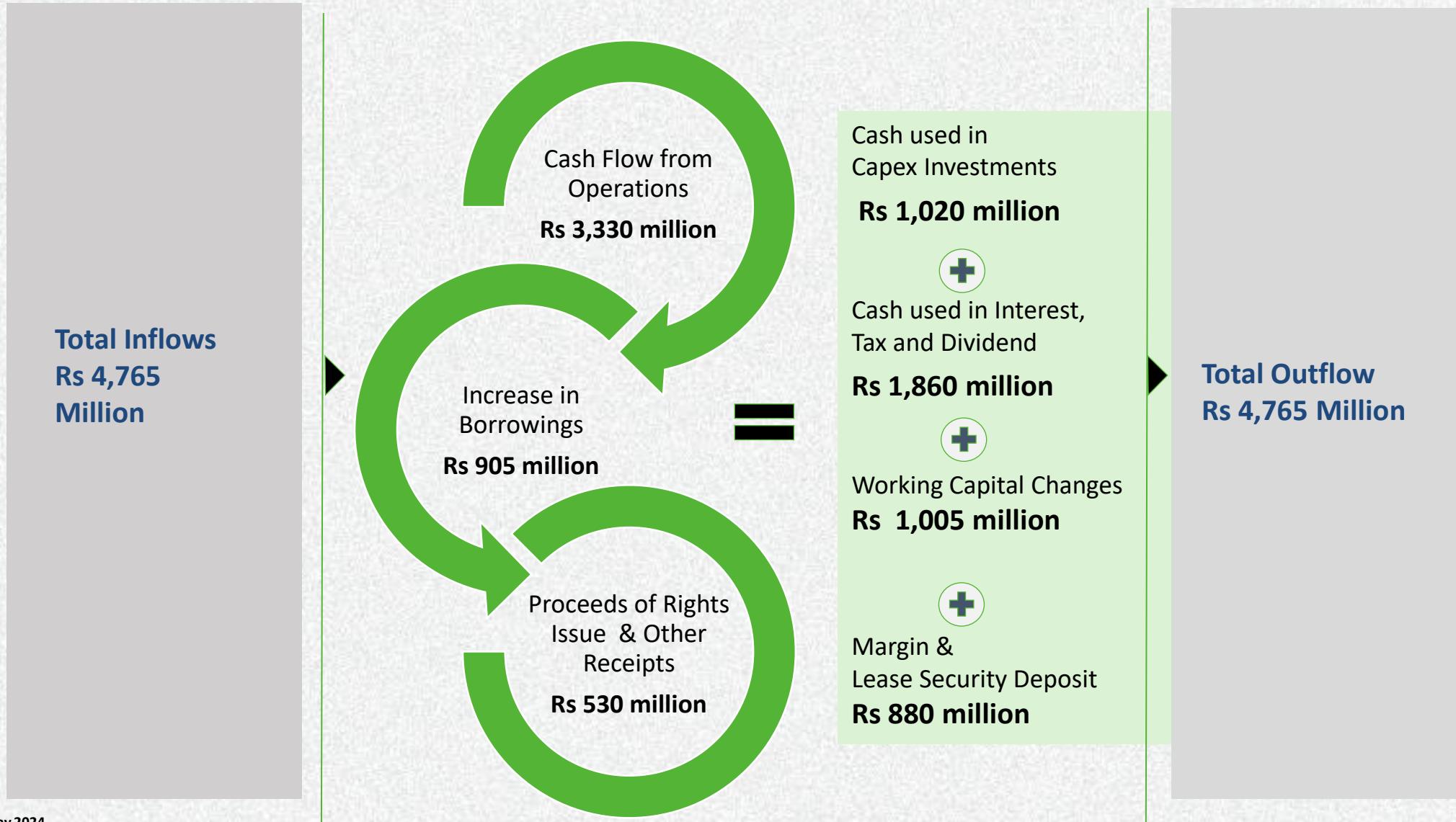
Stand Alone - Performance & Leverage Ratios



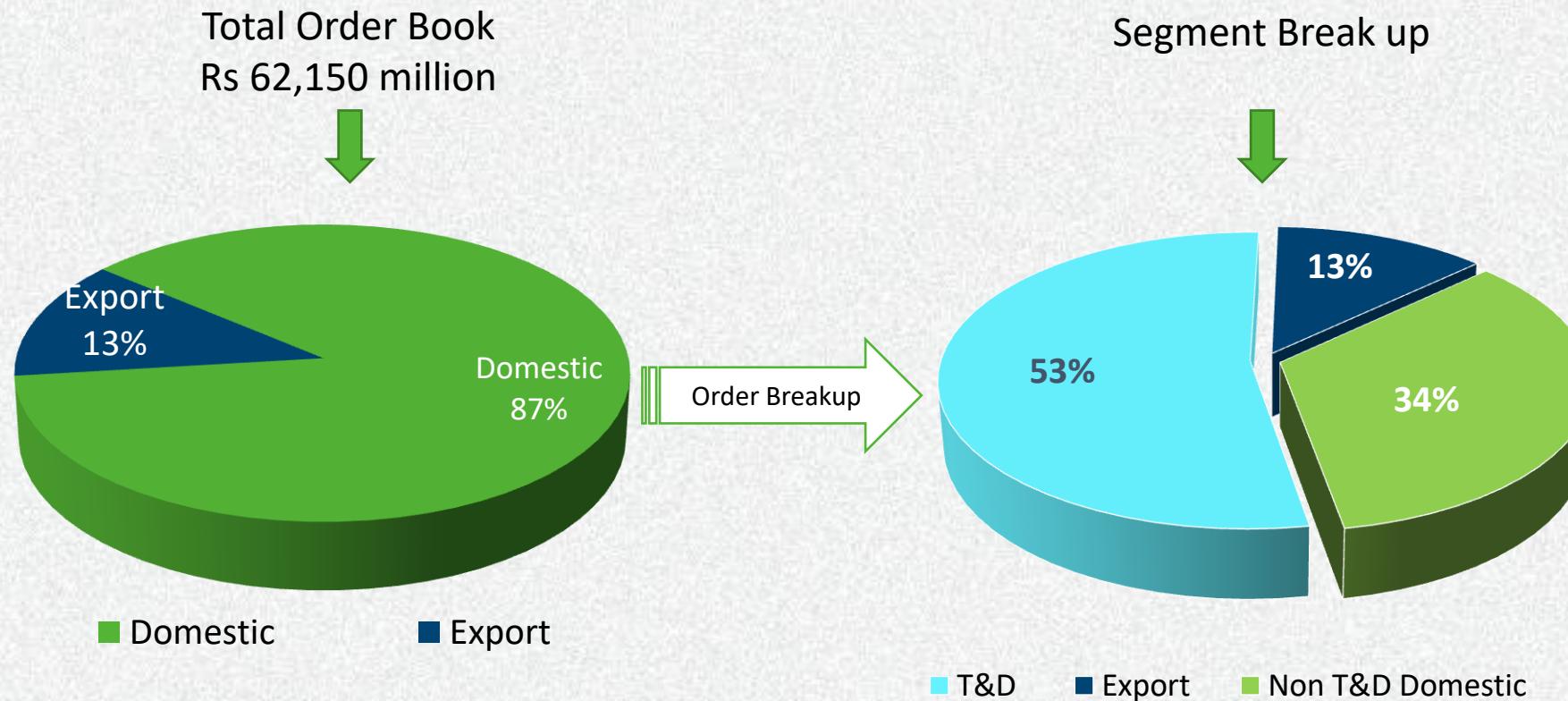
Particulars	31.03.24	31.03.23
Working Capital Ratios		
(+) Inventory Days	135	170
(+) Debtor Days	89	70
(-) Payable Days	136	109
Net Working Capital Days	88	131
Leverage Ratios		
Debt Equity (X)	0.65	0.63
Debt to EBITDA (X)	1.81	2.51
Performance Ratios		
ROCE (%)	18.8	12.1
ROE (%)	8.4	4.3

Stand Alone - Cash Flow & Utilization 12 M FY'24

SKIPPER
Limited



Current Order Book Composition



Non T&D Products includes - Telecom, Railways, Solar, Water EPC & other Steel Structural items

Order Book Highlights – 31st March 2024

Order Book Highlights

The company has secured new orders worth **Rs 11,410 million**, during the Quarter and highest ever YTD inflows of **Rs 42,860 Million**

Engineering products exports made inroads into high potential developed markets of North America, Asia Pacific, West Africa and Middle East, which were earlier dominated by Chinese / Turkish players -

Secured Intl order inflow in excess of **7,820 million** during the year.

Share of non-T&D products, including Railways and Telecom, in the overall order book stood at **34 %**.

The current closing order book stands at highest ever level of **Rs 62,150 million**.

Order Book to Engineering & Infra segment Sales at **2.2 X of Fy'24 sales** giving revenue visibility for the next 2-3 years

Emerged as the most preferred Supplier and contractor of PGCIL for their High Voltage transmission line projects

The company's strategic move to broaden its portfolio by increasing the proportion of non-T&D products, such as Railways and Telecom, has been yielding favorable results, helping to de-risk its exposure in T&D.

The company has a robust bidding pipeline, actively pursuing projects worth **Rs 108,300 million** on the international front and about **Rs 59,000 million** domestically.

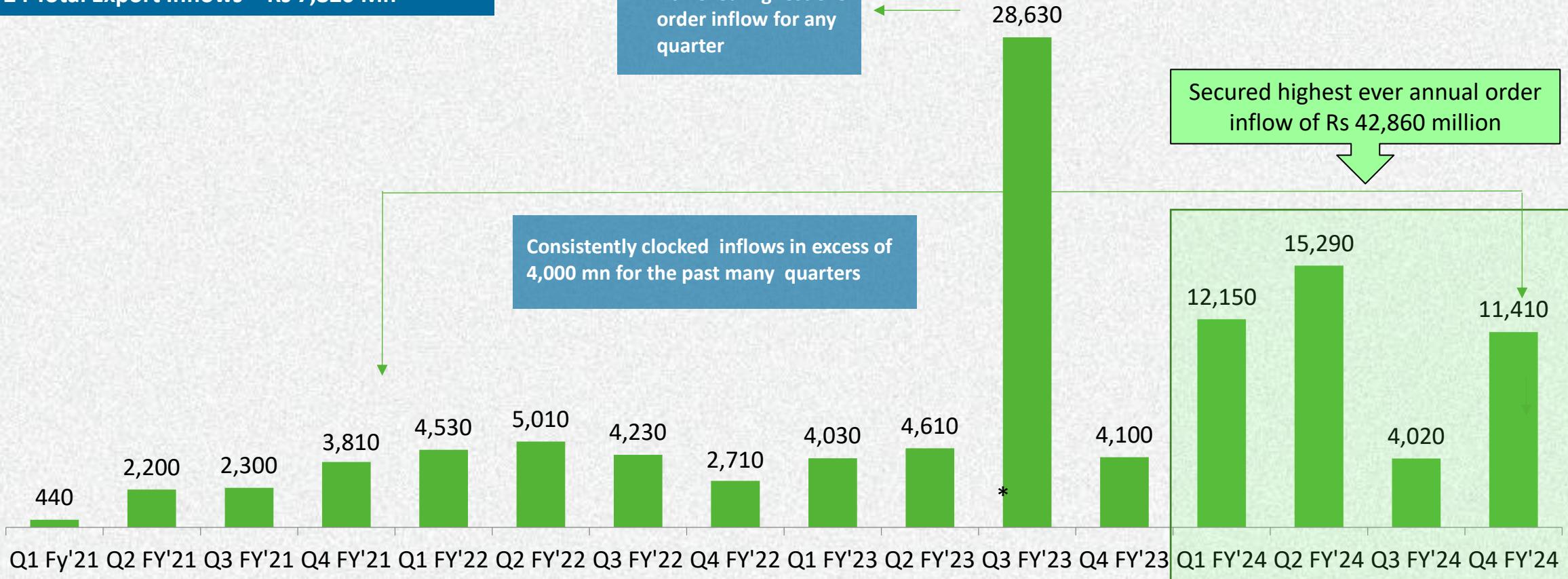
During the quarter secured significant size Domestic contracts from PGCIL and several other International T&D projects including Telecom



Order Inflow Trend

Fy'24 Total Inflow - Rs 42,860 Mn
FY'24 Total Export Inflows – Rs 7,820 Mn

Rs in Million



Strong Bidding Pipeline

**Strong Bidding Pipeline of 167,300 Million as on 31st March 2024;
International – 108,300 Mn & Domestic - 59,000 Mn**

- Expecting International Ordering & Execution to gain further pace in FY'25 ;
- In advanced Stages of negotiation to secure some good size International contract
- Large pent up demand in domestic & International T&D

INTERNATIONAL

- Growing global competitiveness; Focusing on international developed markets to drive the ordering growth;
- Majority of New Transmission lines are now getting built to cater renewables; leading to shorter execution cycle and faster supplies to meet project deadlines.

DOMESTIC

- Robust Bid Pipeline expected in domestic Power T&D up-to year 2030 on back of Government 500 GW renewable integration plan
- Domestic Tender Pipeline continues to stay strong ; MOP aims to complete 27,000 Ckm of ISTS line by 2024-25 under PM Shakti National Master Plan, facilitating power evacuation from generation projects
- Ahead of the rollout of the high speed 5G / 4G network, the government is set to give a massive push to telecom infrastructure across the country with plans to add 8 lac new mobile towers over the next 2 years
- Industry would get benefitted from Vodafone Idea's improved financial position and subsequent rollouts

Emphasizing Export Expansion

Increased Export Growth Potential

Targeting a significant increase in Engineering exports volume from developed markets in next 2 years

Favorable Business Climate

Post Covid India has emerged as a preferred sourcing location vis-a-vis other Asian Countries; creating new opportunities for us.

Established Market Presence

Working with over 150 Global EPC players

Enhanced Brand Positioning

Recent establishment of an R&D Centre and Tower Testing Station significantly improves brand positioning in export markets, positioning the company as a serious contender.

Global Recognition

Receiving initial orders and inquiries from various countries including Europe, Australia, Dominican Republic, Iraq, Kuwait, Canada and others

In-House Design Capability

Leveraging in-house design expertise and skilled professionals to deliver value-added and cost-effective design solutions, enhancing project bids.

Confidence-Boosting Certifications

Certified by prominent international organizations, enhancing confidence and credibility.



Global Footprints



South America

- Peru
- Brazil
- Colombia
- Chile
- Paraguay
- Panama
- Uruguay
- Bolivia
- Dominican Republic
- Trinidad and Tabago

Middle East

- Jordan
- Saudi Arabia
- UAE
- Qatar
- Oman
- Kuwait
- Iraq
- Bahrain

South and South East Asia

- India
- Nepal
- Bangladesh
- Sri Lanka
- Indonesia
- Philippines
- Malaysia
- Myanmar

Australia

New Zealand

Europe

- Finland

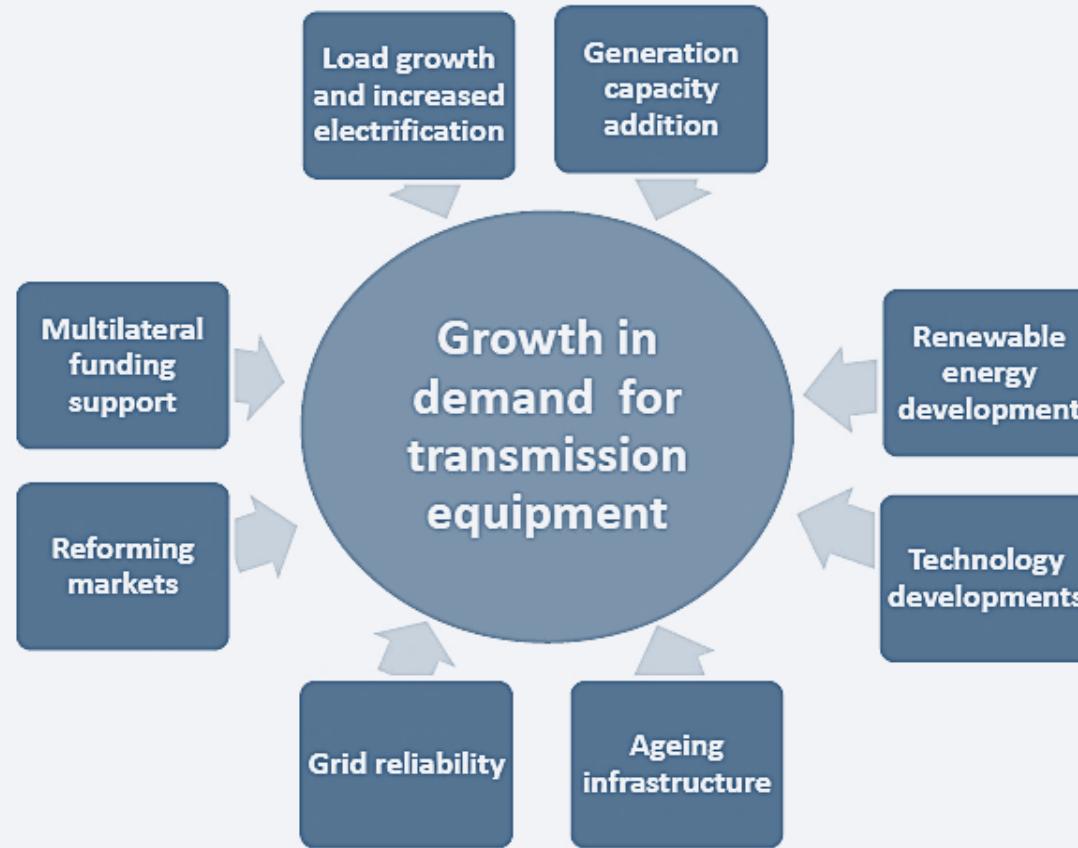
USA

Canada

Africa

- Kenya
- Egypt
- Ghana
- Nigeria
- Zambia
- Sierra Leone
- Guinea
- South Africa
- Botswana
- Burundi
- Angola
- Liberia
- Tanzania
- Togo
- Mali
- Uganda
- Senegal
- Niger
- Malawi
- Gambia
- Benin
- Cameroon
- Mozambique
- Rwanda
- Central African Republic
- Burkina Faso

Key Growth Drivers



Importance of New Transmission lines for Renewables

Resource Location

- Many renewable sources are in remote areas
- Transmission lines bridge the gaps to where energy is needed

Energy Reliability

- Renewables can be intermittent due to weather
- New lines help balance supply and demand

Grid Integration

- Existing grid infrastructure needs upgrading
- Transmission lines aid renewable energy distribution

Capacity expansion

- Transitioning to renewables strains existing lines
- New lines are vital for increased energy flow

Energy loss Reduction

- Modern lines are more efficient
- Reducing losses makes renewables cost effective

Decentralization

- Lines enable bidirectional power flows
- Rooftop solar and local sources need support

Grid Resilience

- Transmission upgrades enhance grid resilience
- Make utilities better prepared for extreme events

New transmission lines are a crucial part of our renewables energy future – They ensure reliable, efficient and wide spread renewable power supply

Optimistic Sector Outlook

The massive global and domestic focus and investment on building T&D infrastructure catering to Renewables will drive up the demand for setting up new transmission networks.

Post Covid India has emerged as a preferred sourcing location vis-a-vis other Asian Countries; creating new opportunities for us.

India's plans to generate and integrate 500 GW Of renewable energy sources by 2030 and construction of over 50,890 Ckm of new transmission lines with an capex outlay of Rs 2.4 Trillion

- India's Power Sector demand reached a record high level of 239.97 GW on 1st Sep-23
- Utilization levels in the thermal power sector rose to 72.2 percent in January 2024 and surpassed monthly highs of 2023

A new category of Bulk consumers would emerge as Ministry of Power recently allowed consumers with specified energy load and ESS to establish, operate and maintain their dedicated transmission infrastructure

Nation wide initiative of Smart meter projects covering 250 million household will give a big boost to power consumption in the country

Indian government is backing telecom infrastructure with plans to add 8 lac new mobile towers over the next 2 years

The reinstatement of the RODTEP Scheme in our Engineering Product business will increase our export competitiveness and perhaps improve our operational performance

Our global presence puts us in an advantageous position to act upon such opportunities in the coming years.

Polymer Products Business



Polymer Highlights

Leading manufacturer of polymer pipes and fittings, catering to both plumbing and agricultural sectors.

Cumulative Production Capacity of **62,000 TPA**

Largest manufacturer of PVC pipes in West Bengal and in Eastern India.

Only Polymer Pipe company in India to implement the **Theory of Constraints** (TOC) into its operation.

Growing National Presence with Over **31,000 Retail** sales touch points and planning to double the same over the next 2 years.

One of the **Country's most organized channel structure**, owing to its roots in the TOC way of working .

This has created a very good base for the brand to scale upon

Company on boarded two renowned cricketers **Mr. M.S.Dhoni** and **Mr. Chris Gayle** as Brand ambassadors. The duo will be promoting the brand across Indian markets.

Leveraging Scale Economies in Procurement of PVC & CPVC Resin Locally and Internationally.

Focusing on Plumbing Portfolio; **60:40** Revenue mix share of Plumbing: Agriculture.

Added more products into our portfolio offerings ; HDPE Pipes, CP Bath Fittings & Accessories and Water storage tanks, all of them garnered strong response from marketplace.

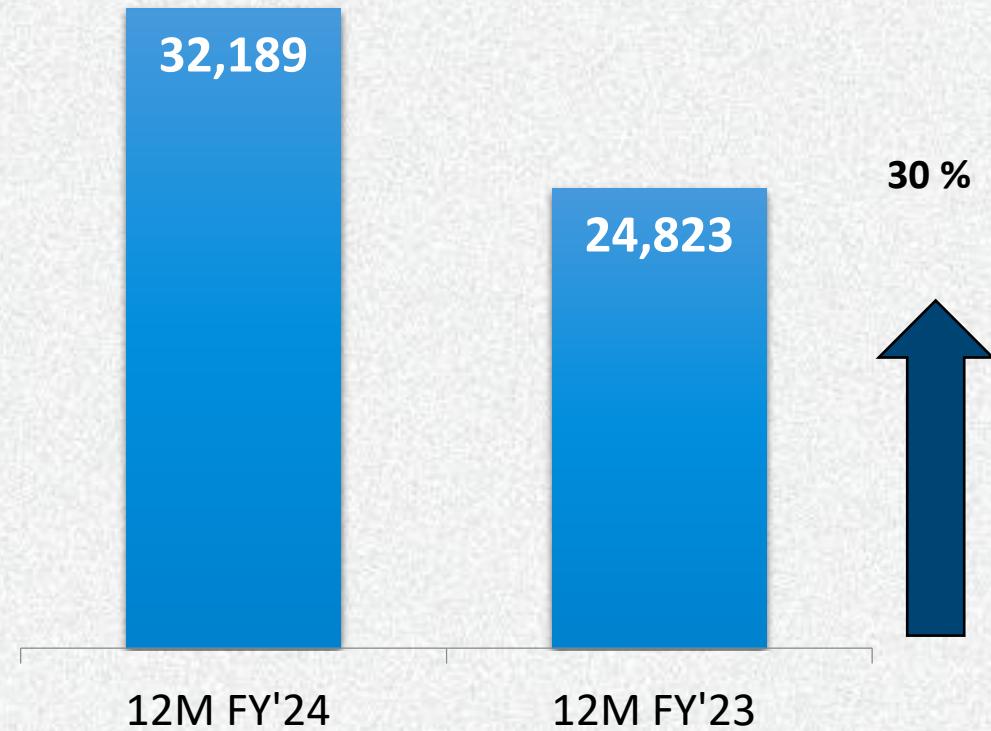
Fastest growing Polymer Brand in India with expanding reach and consistent market share gains taking shape.

The business is set for rampant growth over the coming years.

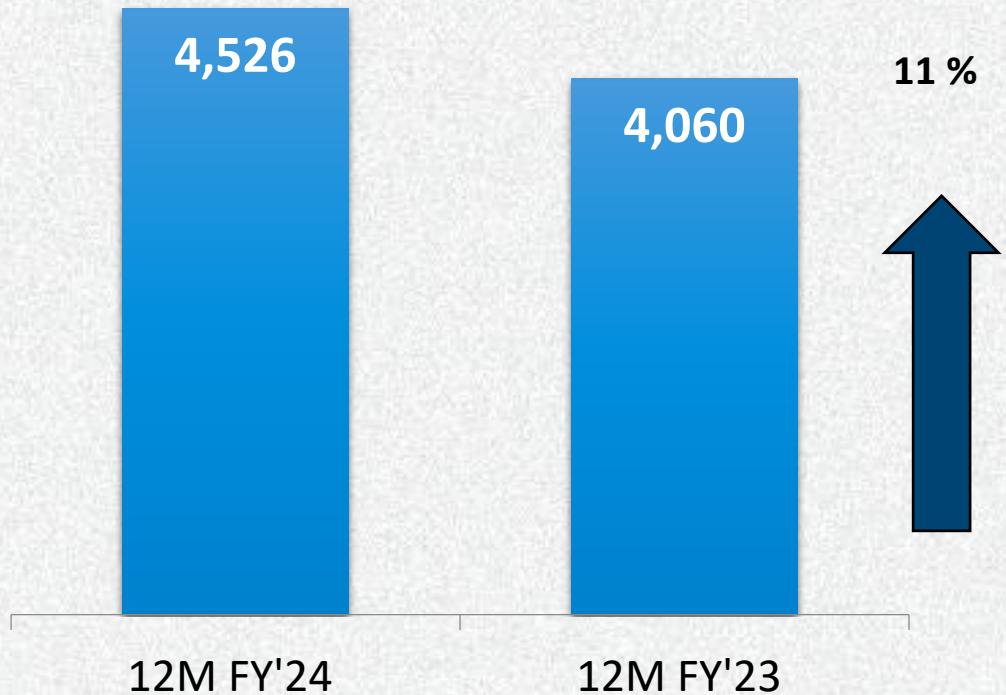
Polymer Highlights

Achieved Best ever Annual Revenue & Sales Tonnage Performance

Sales Tonnage (MT)



Revenue (Rs in Mn)



Polymer Growth Drivers

The PVC and Fittings market, estimated to be worth approximately Rs 300 billion in FY 2020, is predicted to reach Rs 500 billion by FY 2025, with a CAGR of 10.8%.

Growing PVC pipe demand in India fueled by government initiatives like "Housing for All," "Nal se Jal," AMRUT project, and Swachh Bharat Mission.

The recent announcement of the National Infrastructure Pipeline by the government further strengthens the country's infrastructure, providing support for the increasing demand for pipes and fittings.

Formalization of economy accelerating the shift from unorganized to organized players.

The Jal Jeevan Mission (JJM) initiative aims to provide tap water connections to all rural households by 2024, leading to a surge in demand for PVC pipes and fittings to facilitate water flow in every home.



Skipper Pipes – 100% Lead Free Campaign

Skipper
Limited



Skipper For Life



A photograph of a man with a mustache, wearing a blue and yellow zip-up hoodie, holding a large, cream-colored CPVC pipe horizontally across his chest. The pipe has the "SKIPPER CPVC PIPES" logo printed on it. Below the pipe, the text "SKIPPER PIPES" is written in large, bold, white letters, with "100% LEAD FREE" in a smaller, bold, white font underneath.

Toll Free: 1800 889 9779

www.skipperpipes.in

Skipper Pipes
have been
certified with
highest standard
of NSF 14.

Skipper Pipes – 100% Lead Free Campaign

Skipper
Limited



- Skipper Pipes brand campaign as India's safest pipes with Brand Ambassador MS Dhoni & Chris Gayle is paying rich dividends
- Awarded the **Green Pro Certification** by CII-IGBC (Indian Green Building Council). This certificate validates our efforts in striving towards a cleaner, more sustainable future
- Our Ad campaign that traversed across various mediums was awarded the "**Best Brand Campaign of the Year**" at the "**Times Brand Icons - East, 2023**".

Revenue

- **Exceeded Guidance :** Revenue growth surged by 66% against the projected guidance of 25% in Fy'24 , showcasing our strong performance and effectiveness in driving business success.
- **Continued growth trajectory :** Even with our elevated revenue base, we maintain ambitious plan for the future, aiming for a 25% CAGR over the next 2 years , underscoring our commitment to continued success.

Margins

- Operating margin to improve from current levels ; owing to benefit arising out of better quality contracts execution, Operational efficiencies and various improvement measures towards Increasing productivity and cost reduction initiatives at plant and site level.
- Focus continues towards improving bottom line profitability and capital return ratios

Capacity Expansion

- Enhancing engineering capacity by 75,000 MT , culminating in a robust total capacity of 375,000 MTPA , bolstering our capabilities to meet growing demand
- Steering a targeted capex of approx. Rs 2,000 million to fund this expansion, leveraging a balanced mix of debt and internal accruals for sustainable growth.

Social and Environment Initiatives



Skipper cares

Our company's journey towards contributing to society began long ago, and we have always believed that it's an integral part of our ecosystem. To ensure that our efforts are focused and effective, we have developed a CSR Framework in line with Schedule VII of the Companies Act, 2013. A dedicated CSR committee oversees the implementation of these initiatives and monitors their progress.

Beti Padhao abhiyan – Flagship Project
In 2017, we launched the Beti Padhao Abhiyan, inspired by the government's Beti Bachao, Beti Padhao Yojana. It has now become a flagship project. We annually select underprivileged girls from schools in Kolkata & Howrah and provide them scholarships based on their individual needs.

Infrastructure support to schools
We annually assist in school infrastructure development, including building maintenance, providing furniture for students and teachers, supporting electricity bill payments, hiring guest teachers, ensuring clean drinking water, and providing food for hostel children.

Environment sustainability
The project includes supporting the maintenance of two cremation ghats in Kolkata to prevent water and air pollution. Additionally, the Company has adopted a Traffic Theme Park in Nibra, Howrah, covering an area of 1,224 sqmt., and is responsible for its overall maintenance.

Animal welfare
The Company has partnered with the Calcutta Pinjrapole Society to provide care, maintenance, and food for old, sick, and abandoned cows. This includes the construction and upkeep of cow shelters and clinics.

Integrated village development
The Company has identified 100 villages in and around Dumma and has set a goal to empower them towards self-sustainability within a period of 3-5 years.
One Teacher School (OTS)
Ekal on Wheel Arogyam
Homeopathy clinic Training centres

Social and Environment Initiatives



Environmental, Social and Governance (ESG)

1.38 MW roof top solar plant in Uluberia is expected to generate 1605164 unit / Year (Average) and 40129109 KWH in 25 Years of clean energy. Set up in September 2022, is expected to reduce the carbon emissions of approx. 1360 MT/year

In Feb 2022, installed 90 KLD capacity STP to promote water conservation and explore opportunities for reusing of treated sewage water. Especially designed engineered bacteria have been used for treatment of generated sewage

Encapsulated GI process with integrated APCD arrangement in July 2022

Process Effluent Treatment facility (ETP unit Integrated with MBBR, Clarifier & Tertiary treatment Facilities) in January 2022

100s of Tree Plantation Initiatives at Skipper

Clean Fuel for Furnace Operation-FO replaced with LPG in Jangalpur, April 2022

RO water from STP treated water(20 KLD) for GI operation in August 2022

Water recirculation through Chiller & Cooling tower units HDPE in August 2022



Environmental, Social and Governance (ESG)



Recognition

Recognized Great place
to work 2 years
consecutively



AWARD:
THE LARGEST TOWER
SUPPLIER FOR 3rd
CONSECUTIVE YEAR **GIVEN**
BY:
POWER GRID CORPORATION



AWARD:
MOST VALUABLE
CONTRIBUTION TO
POWER INDUSTRY
GIVEN BY: ET EDGE



AWARD:
EMERGING POWER EPC
PLAYER GIVEN BY: EPC
WORLD



AWARD:
STAR PERFORMER AWARD
FOR
THE YEAR 2015-16
GIVEN BY: EEPC INDIA



AWARD:
GLOBAL HR
EXCELLENCE
GIVEN BY:
WORLD HRD



AWARD:
THE BEST POLYMER
BRAND
GIVEN BY:
CONSTRUCTION TIMES



AWARD:
NO. 1 EMERGING BRAND
IN POLYMER PIPES &
FITTINGS
GIVEN BY: WCRC



AWARD:
MOST ETHICAL
COMPANY
GIVEN BY:
WORLD CSR DAY

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Thank you

For any queries please contact:

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