



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

---

## INVESTOR PRESENTATION

Q1 FY'25 Results

30<sup>th</sup> July 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



Largest manufacturer of T&D structures in India



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



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

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

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

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

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

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



**Sajjan Kumar Bansal**  
Managing Director



**Sharan Bansal**  
Director



**Devesh Bansal**  
Director



**Siddharth Bansal**  
Director



**Yash Pall Jain**  
Director



## 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



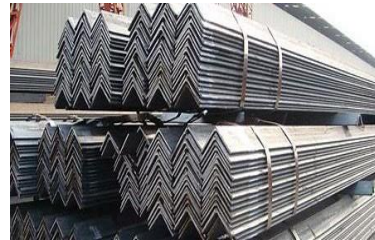
Power Transmission Tower



Railway Structures



Power Distribution Poles



MS & High Tensile Angles



Monopoles



Test Station



Telecom Tower



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

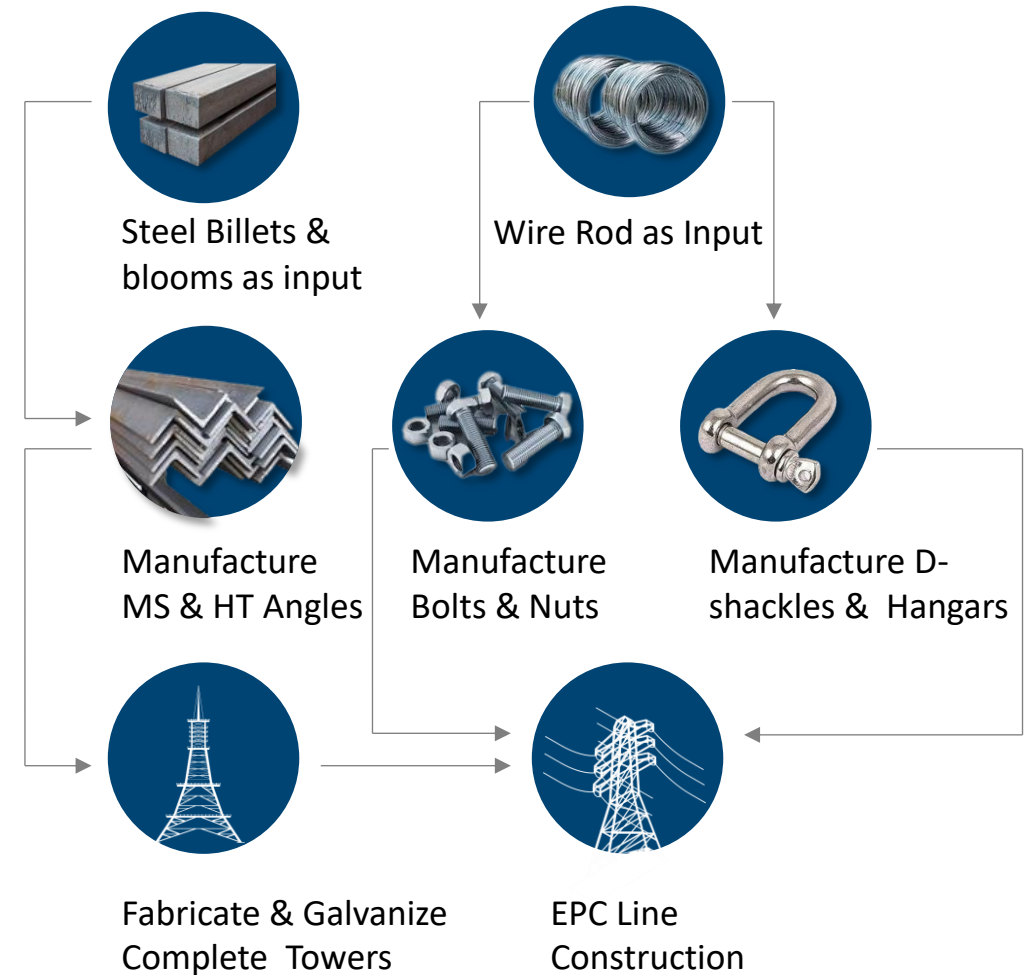
- The company strategically locates its plants in the East, ensuring access to adequate power supply, proximity to Kolkata port, and cost-effective labor.

## 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

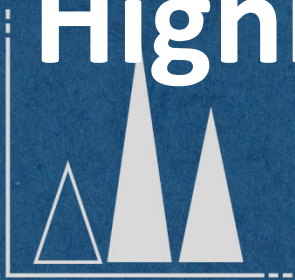
Highest tower of **120m** height with **1200kV** in India

**Optimum efficiency** designs

Dedicated in-house R&D center



# Performance & Financial Highlights – Q1'25





**Mr Sharan Bansal, Director**

*“ I am thrilled to share that our company has achieved outstanding performance in Q1 FY25. Our revenue and profitability (PAT) have doubled compared to the same quarter last year, and our export revenue has also shown remarkable growth, doubling in size. Our strong execution in the engineering and infrastructure segments has been a key driver of our success.*

*During the quarter we secured new orders totaling ₹7,650 million from PGCIL, SEB, and export markets in the Middle East and Africa, bringing our closing order book to ₹58,440 million. Our capability to execute high-voltage power transmission and distribution projects gives us a competitive edge, offering superior margins in a market with limited competition and have become the preferred supplier and EPC contractor for PGCIL’s high-voltage transmission projects, securing nine contracts in the past 12-15 months . On international front we continue to gain traction in the Asia Pacific, Middle East, and North American markets. Our order pipeline remains robust at ₹180,000 million, driven by domestic and global renewable integration projects.*

*To support our growth, we are increasing our engineering capacity by 75,000 MTPA to reach a total of 375,000 MTPA with a capital expenditure of ₹2,000 million, focusing on improved profitability and capital return ratios. Looking ahead, we are committed to achieving a 25% CAGR growth over the next two years while enhancing our bottom-line profitability.*

*Our team’s dedication and expertise are key to driving this success, and I am confident in our ability to deliver continued value to our stakeholders.*

*Thank you for your ongoing support and trust”.*

## Revenue Performance Highlights

- Company registered its best ever first quarter revenue of Rs 10,917 million on back of strong execution in Engineering and Infrastructure major business segments.
- Achieved an 97% increase in revenue, nearly doubling last year quarterly performance
- The engineering business doubled its revenue, reaching Rs 8,286 million over the previous year quarter, driven by strong execution; Export share in overall engineering revenue stood at 30 % in Q1 '25
- Exports Revenue almost doubled, reaching Rs 2,510 million from Rs 1,274 million in the same quarter last year
- Infra segment Continues to outperform with strong execution with revenue increasing to Rs 1,679 million against Rs 98.5 million, achieving a staggering growth of 1,604% over previous year quarter period

## Operational & Financial Performance Highlights

- EBITDA increased to Rs 1,047 million against Rs 601 million, up by 74 %; margins stood at 9.6 % for the current quarter
- Finance cost as % of sales improved to 4.7 % against 5.1 % in previous year quarter
- Robust growth in bottom line – PAT doubled to Rs 324 million against Rs 162 million in previous year quarter ; PAT Margin improved to 3.0 % of sales.

# Consolidated Financial Performance Q1 FY'25



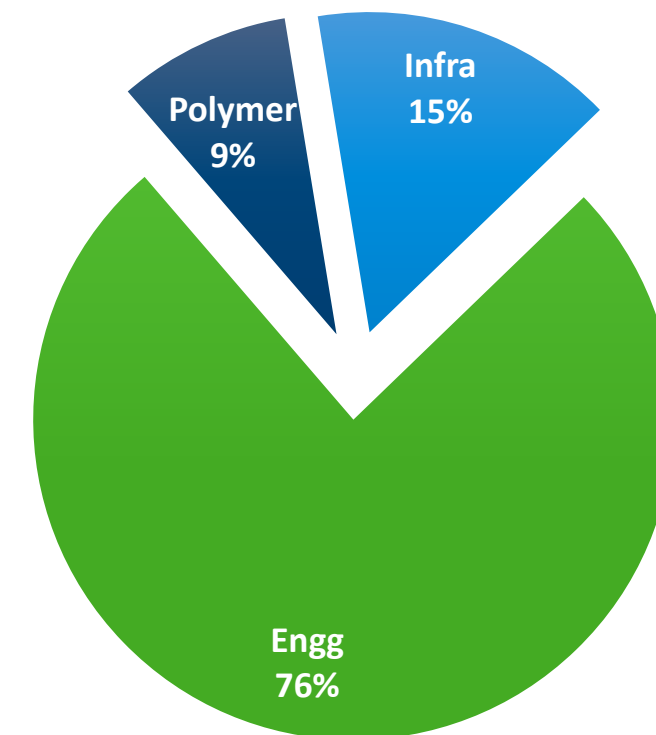
Rs in Mn

Sl	Profit & Loss Summary	Q1 FY'25	Q1 FY'24	YoY Change %	Q4 FY'24	QoQ Change %
1	Revenues	10,917.4	5,545.8	96.9%	11,535.1	-5.4%
2	Reported EBITDA	1,046.7	601.4	74.0%	1,085.4	-3.6%
	<b>EBITDA Margins (%)</b>	<b>9.6%</b>	<b>10.8%</b>	<b>-120 Bps</b>	<b>9.4%</b>	<b>+20 Bps</b>
3	(+) Other Income	33.6	14.5		30.0	
4	(-) Depreciation	145.1	124.3		136.8	
5	(-) Finance Cost	512.5	281.0		515.2	
	<b>Finance cost as % to Revenue</b>	<b>4.7%</b>	<b>5.1%</b>	<b>-40 Bps</b>	<b>4.5%</b>	<b>+20 Bps</b>
6	(+) Share of Profit / (Loss) of JV	8.3	22.3		12.6	
7	Profit Before Tax (2+3-4-5+6)	431.0	233.0	85.0%	476.0	-9.4 %
	<b>PBT Margins (%)</b>	<b>4.0%</b>	<b>4.2%</b>	<b>-20 Bps</b>	<b>4.1%</b>	<b>-10 Bps</b>
8	Tax	106.8	70.4		★ 224.4	
9	Profit / Loss After Tax (7-8)	324.2	162.5	99.5%	251.6	28.9 %
	<b>PAT Margins (%)</b>	<b>3.0%</b>	<b>2.9%</b>	<b>+10 Bps</b>	<b>2.2%</b>	<b>+80 Bps</b>

★ 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.

# Segment Report

Segment	Profit & Loss Summary	Q1 FY'25	Q1 FY'24	Change %
Engineering Products	Net Sales	8,286.2	4,165.1	98.9%
	EBITDA	911.5	503.9	80.9%
	<i>% of Sales</i>	<b>11.0%</b>	<b>12.1%</b>	
Polymer Products	Net sales	952.3	1,282.2	-25.7%
	EBITDA	42.8	94.9	-54.9%
	<i>% of sales</i>	<b>4.5%</b>	<b>7.4%</b>	
Infra Projects	Net sales	1,679.0	98.5	1,604.2%
	EBITDA	92.4	2.6	3,519.6%
	<i>% of sales</i>	<b>5.5%</b>	<b>2.6%</b>	
Total	Net sales Total	10,917.4	5,545.8	96.9%
	EBITDA Total	1,046.7	601.4	74.0%
	<i>% of Sales</i>	<b>9.6%</b>	<b>10.8%</b>	



Revenue Mix – Q1 FY'25

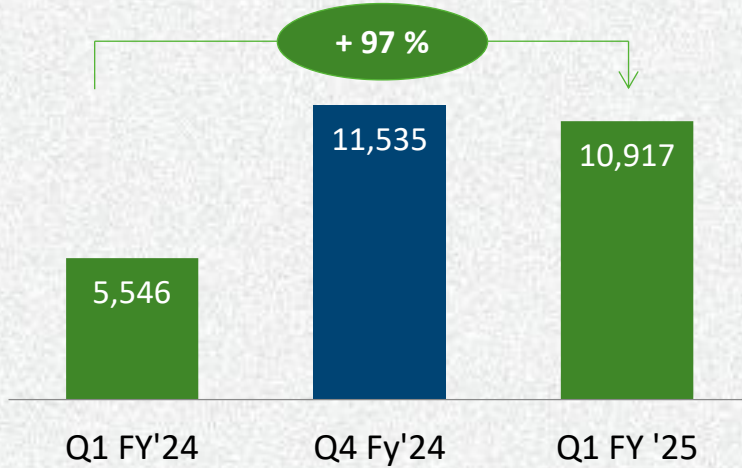
Note: Segment EBITDA includes allocation of un-allocable expenditure in pro-rata share of Sales and Capital Employed in their respective segment

# Key Performance highlights

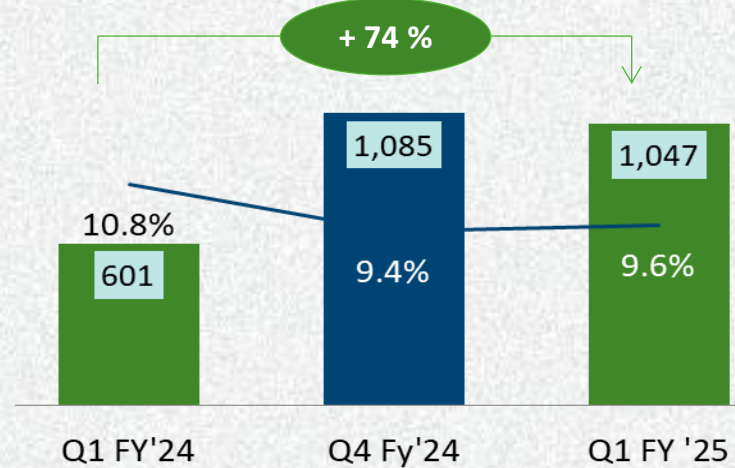
Rs in Million

Stand Alone - Revenue

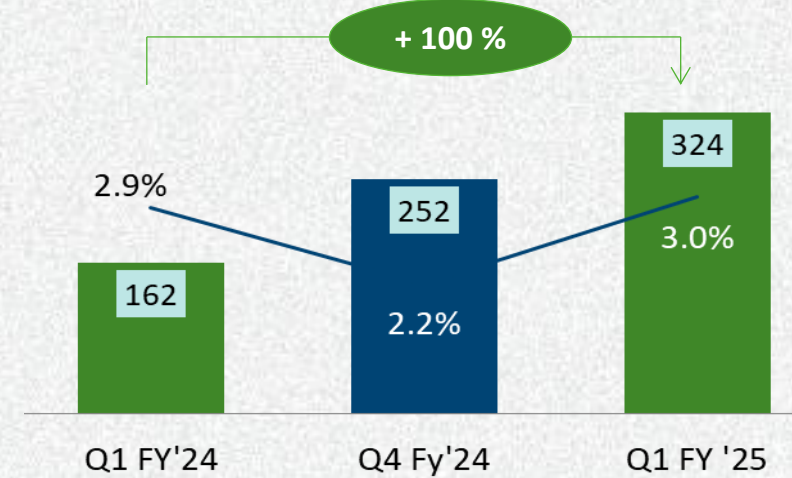
Rs in Mn



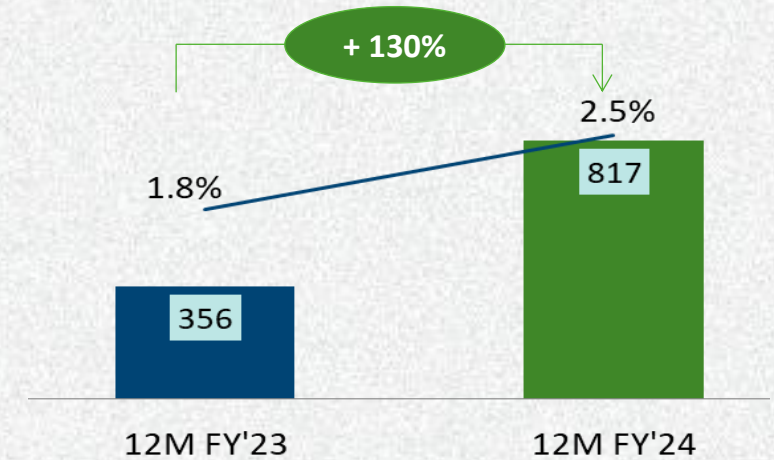
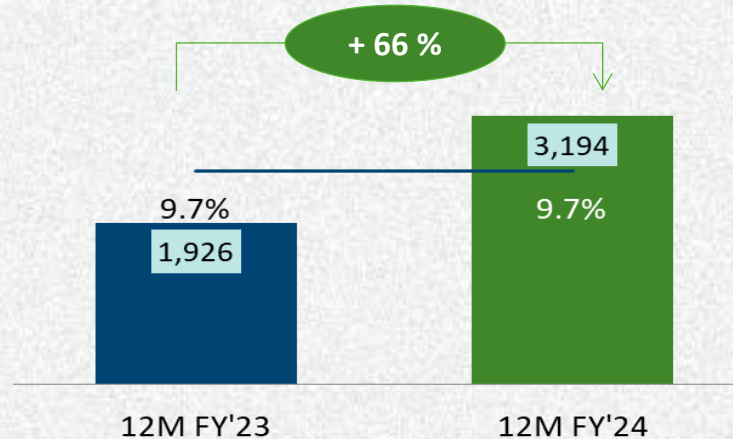
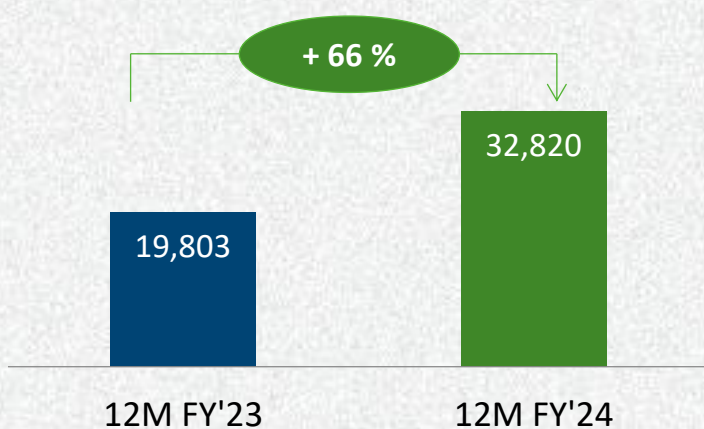
EBITDA & Margin



PAT & Margin



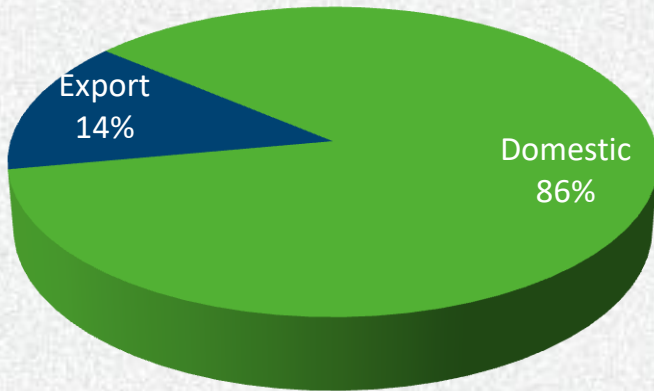
FY'24 Vs FY'23



# Order Book Pie

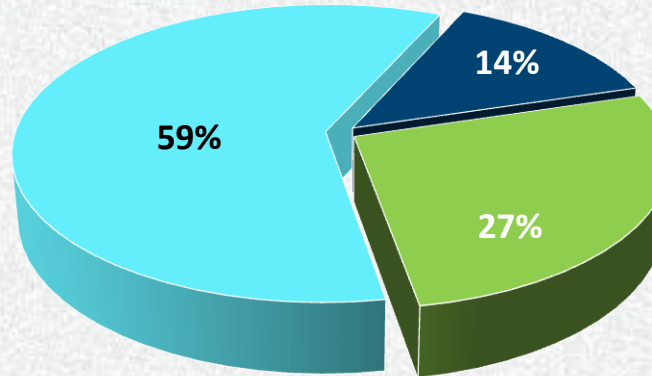
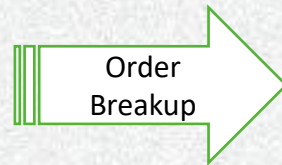
## Current Order Book Composition (June'24)

Total Order Book  
Rs 58,440 million



■ Domestic ■ Export

Segment Break up

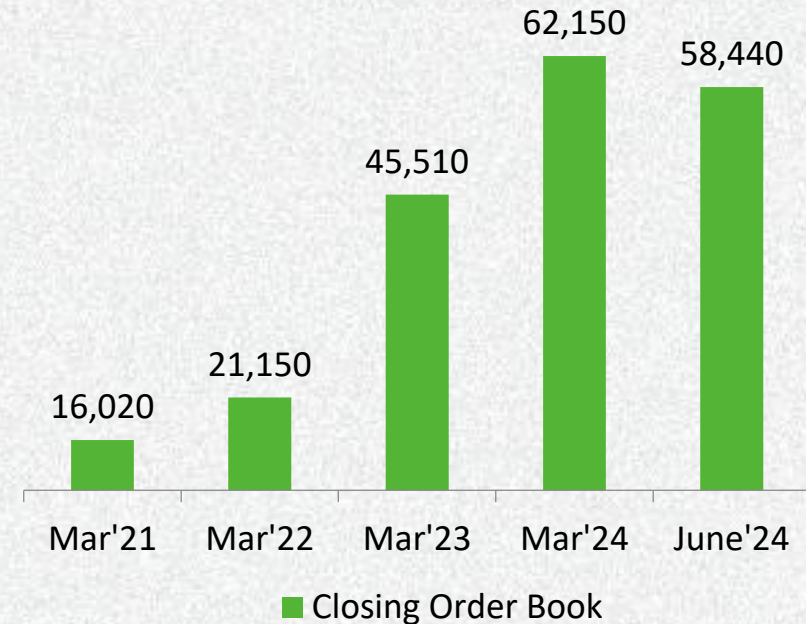


■ T&D ■ Export ■ Non T&D Domestic

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

## Closing Order Book Trend

Rs in Million





# Order Book Highlights – 30<sup>th</sup> June 2024

## Order Book Highlights

The company has secured new orders totaling **Rs 7,650 million** during the quarter, with substantial contracts from PGCIL, SEB's and export markets in Middle East and Africa

Share of non-T&D products, including Railways and Telecom, in the overall order book stood at **27 %**.

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 current closing order book stands at high level of

**Rs 58,440 million.**

Order Book to Engineering & Infra segment Sales at **2.1 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

Secured 9 prestigious projects with them during the past year

Engineering products exports have now established a strong foothold in the Asia Pacific, Middle East and Latin American regions

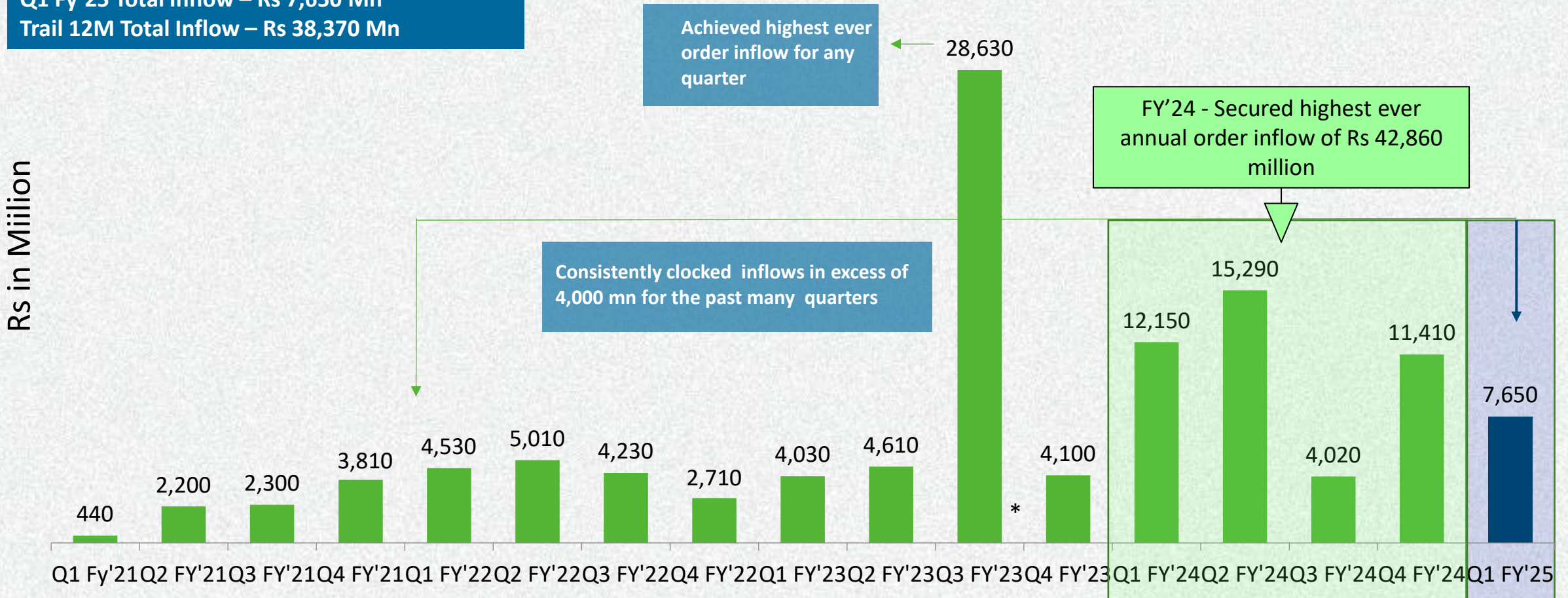
The company has a robust bidding pipeline, actively pursuing projects worth **Rs 115,000 million** on the international front and about **Rs 65,000 million** domestically.

Gaining strong enquiry and traction in the high potential developed markets of North America and Europe, previously dominated by Chinese / Turkish Players



# Order Inflow Trend

**Q1 Fy'25 Total Inflow – Rs 7,650 Mn**  
**Trail 12M Total Inflow – Rs 38,370 Mn**



# Strong Bidding Pipeline

**Strong Bidding Pipeline of 180,000 Million as on 30<sup>th</sup> June 2024;  
International – 115,000 Mn & Domestic - 65,000 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 and BSNL 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.

## 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.

## Confidence-Boosting Certifications

Certified by prominent international organizations, enhancing confidence and credibility.

## Established Market Presence

Working with over 150 Global EPC players

## 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.



# 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

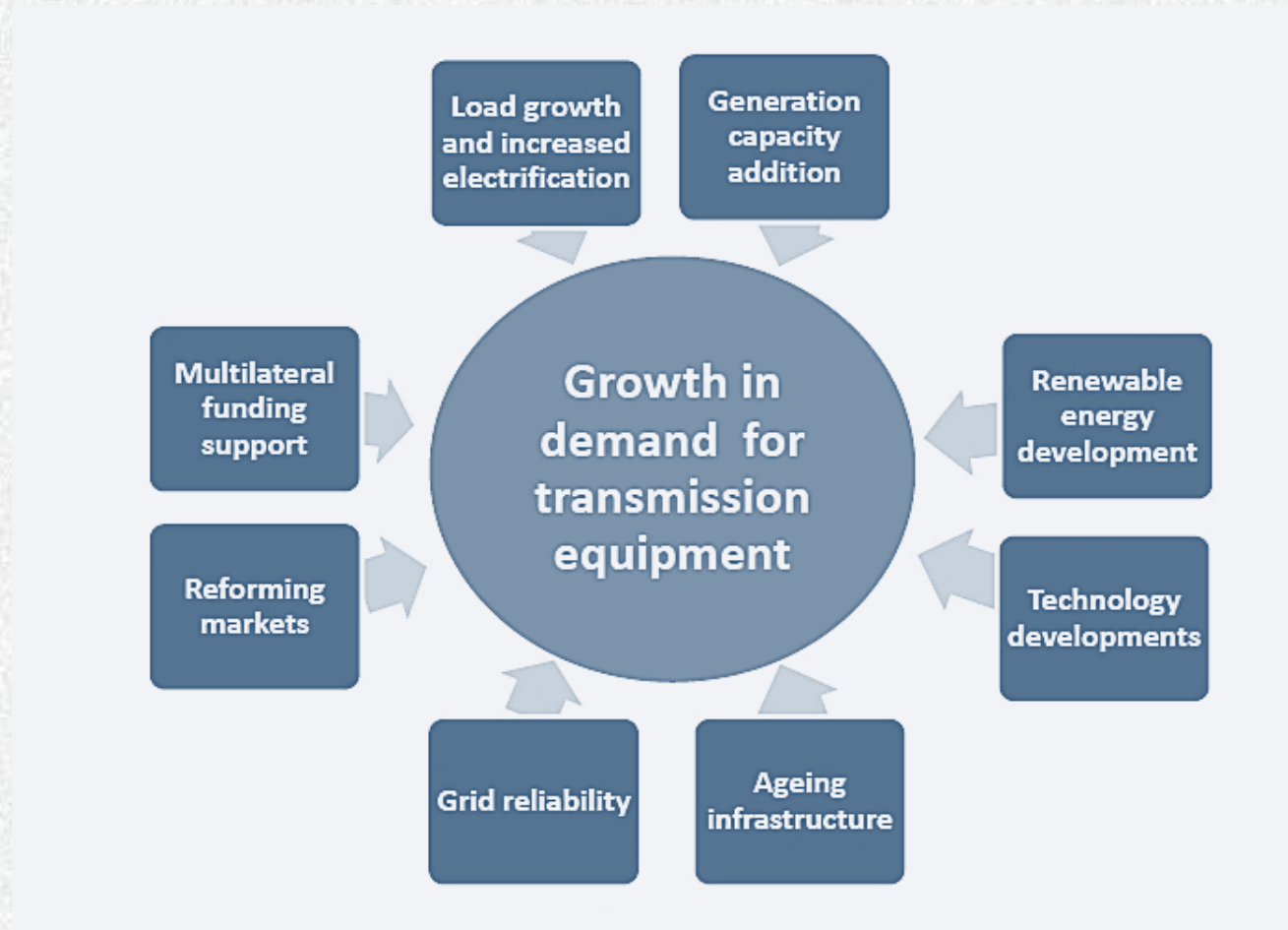
## USA

## 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 line 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 enables bidirectional power flows
- Rooftop solar and local sources need support

## Grid Resilience

- Transmission upgrades enhances 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 towards this opportunity

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

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

Draft National Electricity Plan (NEP) has envisaged investment of around Rs.4.76 trillion in the power transmission network during the five-year period from FY23 to FY27.

Total of 1,23,577 ckm of transmission lines and 7,22,940 MVA of transformation capacity has been targeted for addition in the FY23-FY27 period.

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



CLEAN ENERGY

## The world has to add or replace 50 million miles of transmission lines by 2040, IEA says

### 'Investment of \$12 T Needed to Treble Renewable Energy Capacity by 2030'



**New Delhi:** At least \$12 trillion is required to create new infrastructure over the next six years for tripling global renewable energy capacity by 2030, COP28 president Sultan Al Jaber said on Friday.

Addressing the annual Petersberg Climate Dialogue, Al Jaber said the energy transition will not happen without significant investment and a level-up in climate finance. He said the four key priorities to level up climate finance are

infrastructure, technology, people and the Global South. "On infrastructure, we need to invest at least USD 6 trillion over the next six years to meet our 2030 target of 11TW of renewable energy capacity.

And we need to spend a similar amount to upgrade outdated or non-existent grids," the COP28 president said.

World leaders reached a historic agreement at COP28 in Dubai last year to triple global renewable energy capacity by 2030. — PTI

SPECIAL REPORT

## NEP Envisages Rs.4.76 Trillion Capex In Power Transmission

Venugopal Pillai January 30, 2024

### Govt to push for more RE connectivity at state level

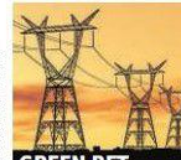
SHREYA JAI  
New Delhi, 8 July

The power ministry is planning to push states to connect the upcoming renewable energy (RE) projects to the state's grid and not with the national grid, a move aimed to improve state-level power transmission infrastructure and facilitate the integration of RE capacities across all the regions.

Senior government officials have indicated that the current inter-state transmission system (ISTS) waiver given to RE projects when they connect to the national grid might be "relooked" at in the next financial year. As the cost of connecting to the state's grid is lower than connecting to the national grid, this would be beneficial for RE project developers and bring down the cost of green energy in the country, the officials said.

As more transmission projects come at intra-state level, the government is hoping it will bolster private investment in state power infrastructure.

In 2019, the ministry of power had announced a waiver for solar and wind power projects on ISTS charges. ISTS is levied on a project when it is connected to the national power grid of India to supply electricity anywhere in India. The ISTS charges could range from



#### GREEN BET

- ▶ Cost of connecting to state grids lower than connecting to the national grid
- ▶ Move may bring down the cost of green energy
- ▶ May bolster private investment in state power infrastructure

₹1 to ₹2.5 per unit.

Since 2019, the tariff of RE projects has fallen sub ₹2, partially because of the waiver.

The Centre has extended the waiver till June 2025.

It has also included other RE sources such as pumped hydro, battery storage, green hydrogen, offshore wind etc. to the list of the waived projects.

"States will be pushed to connect new RE projects to their own grid, rather than the national grid. There is a need for transmission capacity enhancement at the end of states. As most RE projects

were coming in Western region, the transmission capacity there has become constrained. New lines need to be built in other regions too," said a senior official requesting anonymity.

A lot of upcoming projects in the Western Region are facing a crunch of sub-stations to connect to the national grid. This also delays their waiver compensation factoring which they had decided the tariff of the said project, said an industry executive.

Sector observers said the cost of connecting to the national grid comes to upwards of ₹1.5 crore per unit while for connecting to the state grid ₹80-90 lakh. According to industry estimates, there are around 20 projects planned under the ISTS network worth ₹80,000 crore. Officials citing the National Electricity Plan said that ₹4.7 trillion worth of transmission projects are required by 2027, which would include ₹3.1 trillion investment at national (inter-state level) and balance at intra-state level.

According to official and industry estimates, there is a requirement of 35-gigawatt (Gw) transmission capacity enhancement between West and North, 20 Gw each between West and South and West and East.

## CEA estimates Rs 2.4 lakh crore cost for Inter State Transmission System to integrate 500 GW renewable energy by 2030

This includes Rs 2.16 lakh crore as the cost of setting up the ISTS for 268 GW on-shore renewable energy capacity and Rs 28,100 crore as the cost of setting up the ISTS for 10 GW offshore wind energy capacity.

### Gujarat plans ₹96,000-crore transmission infra push

M Ramesh  
Chennai



Gujarat Energy Transmission Corporation (GETCO) will spend ₹86,000 crore over the next 8 years in building transmission infrastructure within the State for evacuating the growing renewable energy capacity in the State, Jai Prakash Shivhare, Managing Director, Gujarat Utpa Vikas Nigam Ltd - the parent company of GETCO - said. He was speaking at the Global Wind Day event held in Delhi.

Later, speaking to business-line, Shivhare pointed out that much of the wind and solar capacities were coming up in sparsely populated areas such as Kutch and northern Gujarat, whereas the consumption

**POWERING UP.** Between 2024-25 and 2030-31, Gujarat expects to add 22,546 MW of wind and 24,694 MW of solar power

centres were in Ahmedabad, Morbi, Rajkot and Vadodara.

#### BIG PLANS FOR RE

Gujarat today has 11,823 MW of wind and 14,182 MW of solar, totalling 26,005 MW. Between 2024-25 and 2030-31, the State expects to add 22,546 MW of wind and 24,694 MW of

solar, which will take the total RE capacity to 73,245 MW. During these 7 years, it also expects to add 2,458 MW of coal (in 2028-29) and 1,620 MW of hydro capacities. As such, there is a need to build adequate transmission capacity in the State. "If you apply for connectivity, we guarantee

that we will give you connectivity," Shivhare said.

He told business-line that GETCO has been spending around ₹4,000 crore every year on transmission infrastructure, so in the next 8 years it would only have to spend more. Noting that GETCO is a profitable and under-leveraged company, he said the Gujarat government is examining raising loans for the projects.

#### ₹367 UNIT STORAGE COST

Meanwhile, the State has completed two tenders for battery based energy storage — in March and June — and has got levelised costs of storage of ₹4.43 and ₹3.67 a kWhr, respectively. Each tender is for 250 MW of capacity, but the second has a green shoe option for an equal capacity. Two

companies, Indgrid and Gensol, have bagged the projects in the first tender and Gensol in the second.

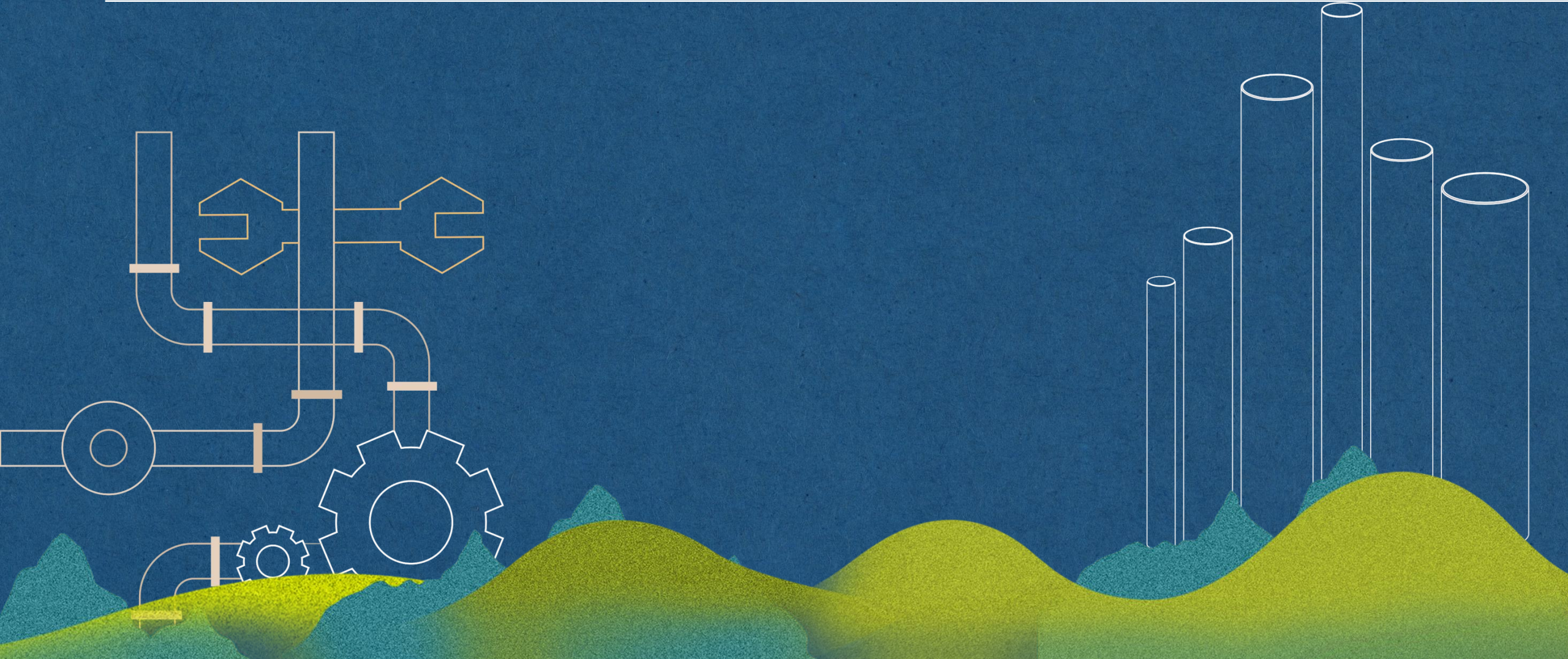
GETCO will pay ₹4.48 lakh and ₹3.73 lakh per MW per month to the companies. The input energy will be supplied by GUVNL. The companies are expected to maintain the battery storage system so that the storage loss does not exceed 15 per cent. The storage companies are to supply electricity for two hours each in the morning and evening peak periods.

At present, Gujarat is meeting the morning and evening peak demand by using gas-based power plants, where the per-unit cost works out to ₹8.5 and ₹9 a kWhr. Battery-stored wind and solar works out considerably cheaper, Shivhare said.

### Scaling Up Transmission, Hydro Policy in Power Min's 100-Day Plan

# 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 **33,000 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.

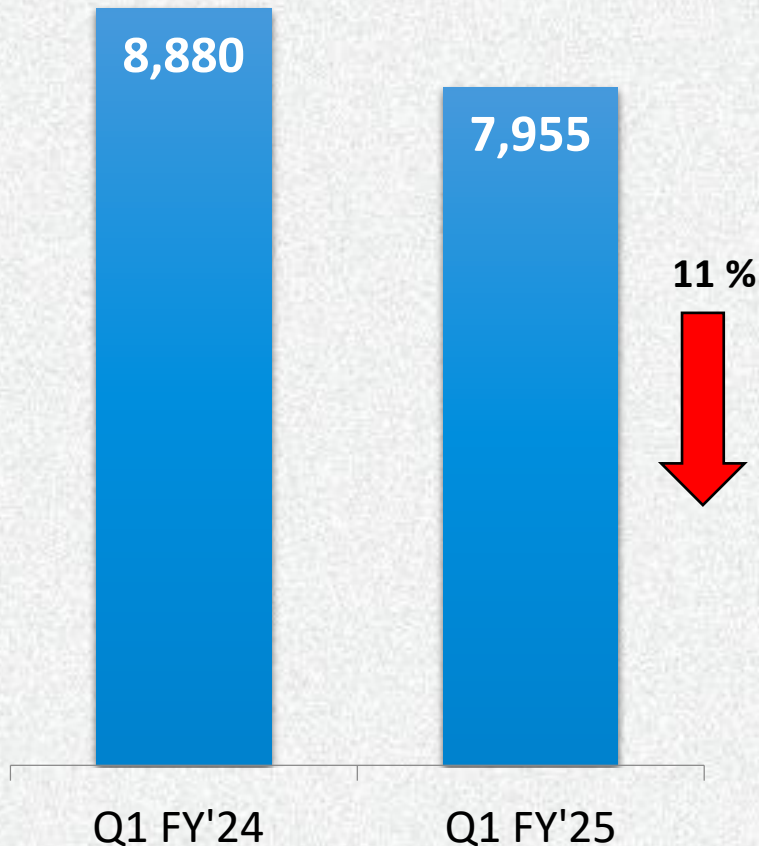
**Added** more products into our portfolio offerings; HDPE Pipes, CP Bath Fittings & Accessories and Water storage tanks, all of them garnered strong response from marketplace.

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

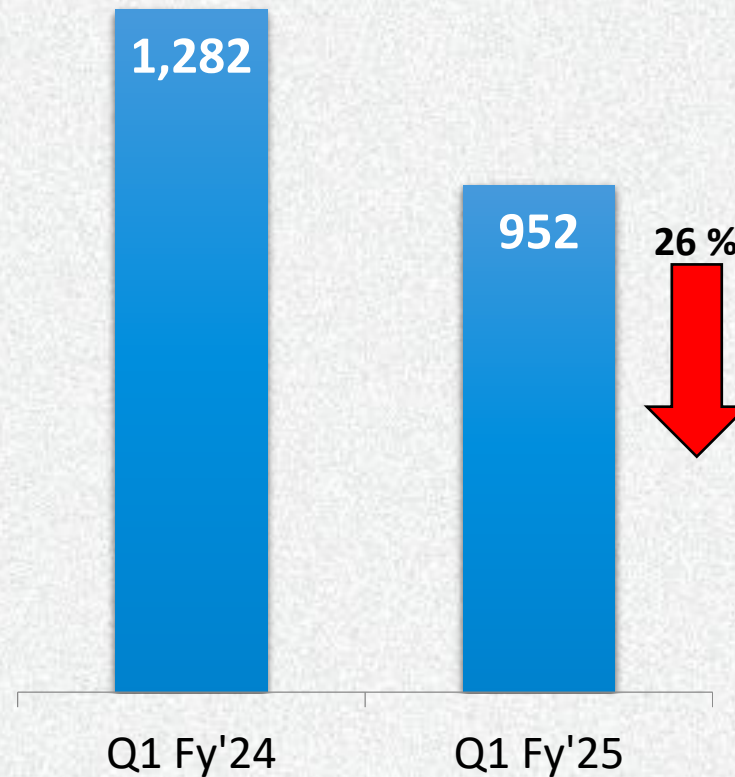
**The business is set for rampant growth over the coming years.**

# Polymer Highlights

### Sales Tonnage (MT)



### Revenue (Rs in Mn)



The Q1'25 performance was impacted on account of :

- Elections in Q1 this year significantly affected project sales and had a lesser impact on retail sales
- Despite the challenges, Retail sales grew by about 20%
- Management expects to make up and partially recover the loss of revenue in Q2 next quarter

# 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 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.

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.



# Skipper Pipes – 100% Lead Free Campaign



**SKIPPER FOR LIFE**



CERTIFIED TO NSF / ANSI 14



**SKIPPER PIPES**  
**100% LEAD FREE**

Toll Free: 1800 889 9779

[www.skipperpipes.in](http://www.skipperpipes.in)

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

# Skipper Pipes – 100% Lead Free Campaign



- 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**".

# Performance Guidance – FY'25

## Revenue

- **Exceeded Guidance** : Q1 Fy'25 revenue growth surged by 97% against our full year guidance of 25% , showcasing our strong performance and effectiveness in driving business success.
- **Continued growth trajectory** : 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.
- Our capability to execute power T&D projects at the highest voltage level set us apart, offering a competitive advantage due to limited competition. These projects offer superior margins compared to lower voltage lines.
- 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 abhiyaan – 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

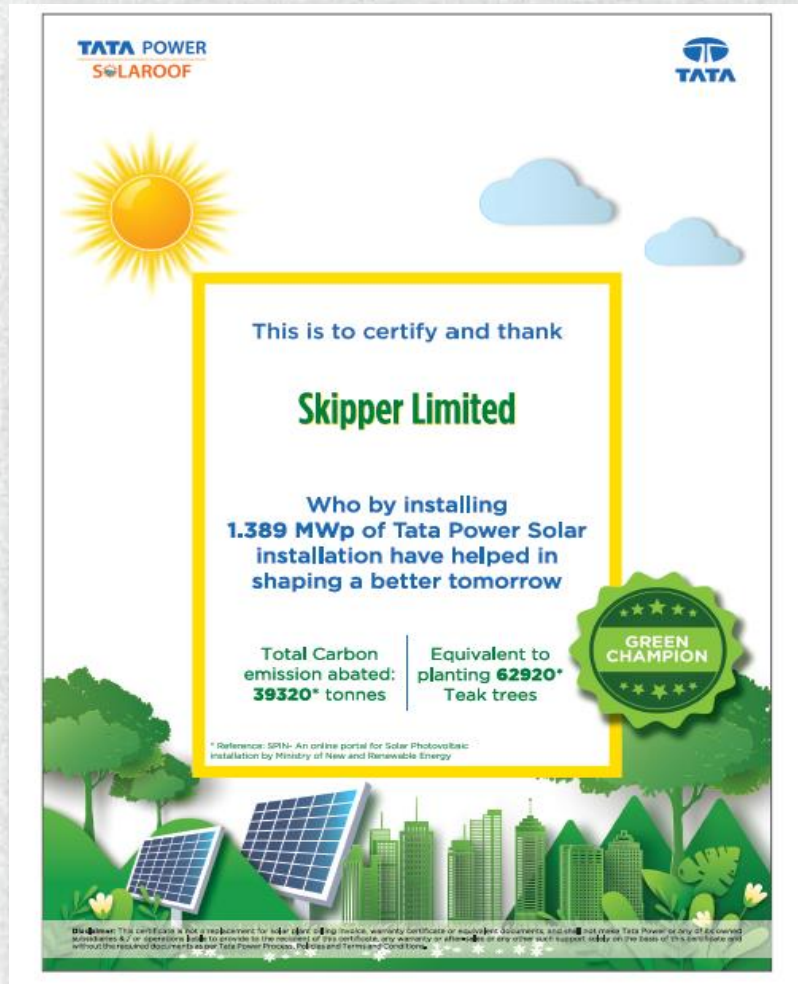
Clean Fuel for Furnace Operation-FO replaced with LPG in Jangalpur, April 2022

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

## DISCLAIMER

This Investor Presentation has been prepared by Skipper Limited for investors, solely for informational purposes. The information contained herein has been prepared to assist prospective investors in making their own evaluation of the Company and does not purport to be all-inclusive or to contain all of the information a prospective or existing investor may desire. In all cases, interested parties should conduct their own investigation and analysis of the Company and the data set forth in this information. Skipper makes no representation or warranty as to the accuracy or completeness of this information and shall not have any liability for any representations (expressed or implied) regarding information contained in, or for any omissions from, this information or any other written or oral communications transmitted to the recipient in the course of its evaluation of the Company. This Information includes certain statements and estimates provided by the Company with respect to the projected future performance of the Company. Such statements, estimates and projections reflect various assumptions by management concerning possible anticipated results, which assumptions may or may not be correct. No representations are made as to the accuracy of such statements, estimates or projections. Prospective investors will be expected to have conducted their own due diligence investigation regarding these and all other matters pertinent to investment in the Company. This presentation may contain statements that are not historical facts, referred to as “forward looking statements.” The corporation’s actual future results may differ materially from those suggested by such statements, depending on various factors including statements contained in the Company's filings with the Stock Exchanges and our reports to shareholders. The Company does not undertake to update any written or oral forward-looking statements that may be made from time to time by or on behalf of the Company

# Thank you

For any queries please contact:

**Aditya Dujari** (GM – Finance & Investor Relations)

Skipper Limited 3A, Loudon Street, 1St Floor, Kolkata 700 017

E-Mail: [aditya.dujari@skipperlimited.com](mailto:aditya.dujari@skipperlimited.com)

Tel: + 91 33 2289 2327/5731 Mobile: 9830806906