



Date: 15<sup>th</sup> May, 2023

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  
Scrip Name- SKIPPER

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

**Subject: Investors Presentation for the quarter and year ended 31st March, 2023**

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 31<sup>st</sup> March, 2023.

In reference to our intimation dated 13<sup>th</sup> May, 2023, investor/analyst conference will be held on Tuesday, 16<sup>th</sup> May 2023 at 4 P.M. IST. The details of the conference call are enclosed herewith.

Kindly take the same on record.

Thanking you,

Yours faithfully,  
For Skipper Limited

Anu Singh  
Company Secretary & Compliance Officer

Encl: As above

**SKIPPER LIMITED**

*Regd. Office* : 3A, Loudon Street, 1st Floor, Kolkata - 700 017  
CIN : L40104WB1981 PLC033408 Phone : 033 2289 2327 / 5731 / 5732, Fax : 033 2289 5733  
Email : mail@skipperlimited.com, Website : www.skipperlimited.com



Rediscovering Roots  
**Embracing Triumph,  
Shaping Tomorrow**

**INVESTOR PRESENTATION**

**Q4 & 12M FY'23 Results**

15th May 2023



## 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

**41+**

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  
**50+**  
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**

Outlook - Expecting **25% CAGR revenue growth** over next 3 years

# Management

## Whole Time



**Sajan Kumar Bansal**  
Managing Director



**Sharan Bansal**  
Managing Director



**Devesh Bansal**  
Director



**Siddharth Bansal**  
Director



**Yash Pall Jain**  
Director

## 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



## Broad Based Portfolio

Diversified Products delivering sustainable growth

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Transitioning with focus on global market

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Customization facilities



## Exciting Opportunities Ahead

Build on Long-Standing Relationships with our Customers

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Integrated R&D for further competitiveness  
Strong Bidding Pipeline



## Our Ability to Win

India's largest and world's only end to end Integrated T&D company having its own Structure rolling, Design & Load Testing, Tower, Pole and fastener manufacturing and EPC

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Our Plant Location in Eastern India and close proximity to port gives significant logistics cost advantage for both raw material as well as outward freight

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Winning projects through competitive offerings



## Enhanced Profitability

Operational efficiencies & margin expansion

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Looking to Deleverage

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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 and R&D Center



Telecom Tower



Fasteners & Tower Accessories

## Infrastructure



Transmission Line EPC



Telecom EPC



Railway Electrification



Water EPC

## Polymer



UPVC Pipes



CPVC Pipes



HDPE Pipes



Fittings



# 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

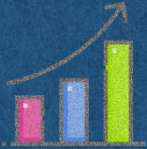
Dedicated in-house R&D center



# Performance & Financial Highlights – FY'23



# FY'23 – The year of Many Firsts



Registered its **best ever revenue quarter (Q4'23) – Rs.6,574 Mn**, showcasing strong momentum across all major business segments



Achieved highest ever Quarterly (**Rs. 1,488 Mn**) & Annual revenue (**Rs. 4,060 Mn**) performance in Polymer segment



Achieved highest ever Engineering exports sales and volume; Exports Revenue for the year stood at **Rs 7,230 million** registering **80% YoY growth**



Secured Our largest single order win valuing **Rs 25,700 million** from Bharat Sanchar Nigam Ltd. (BSNL) during the year under review



Achieved highest ever annual order inflow in company's history; Secured new orders in excess of **Rs 41,370 million** during the year



The year end closing order book ( 31st March 2023) stands at **45,510 million** 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 66,000 million** on international front and about **Rs 35,200 million** on the Domestic front



Ventured into Water EPC works; Secured first time order in **excess of Rs 1,000 million** for JJM (Jal Jeevan Mission) Projects

# FY'23 – The year of Many Firsts & Achievements

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- First Indian Pole manufacturer to successfully Design and Supply Transmission Monopoles structures to North America
- Successfully executed two transmission pole supply contracts with one of the biggest transmission utilities in Canada
- Successfully supplied large quantities of Towers to Largest ever Transmission line project being constructed in Australia – Project **Energy Connect** ,New South Wales, Australia
- Received first time orders from countries of Dominican republic , USA, Canada, Iraq & Kuwait during the year
- Tested and supplied Guyed towers for the first time
- 12 towers were tested in our in-house Test Station and R&D Centre in a month which is a record
- Supplied and installed the Tallest Flag Mast in the country measuring 418 feet at Attari border

# Positive Sector Development

**Restoration of RODTEP Scheme** in our Engineering Product business, will boost our export competitiveness and potentially improve our operational performance.

The company will get benefitted from **India and Australia free trade agreement (FTA)**, our engineering products are now eligible to enjoy preferential market access and duty structure, this will boost our export competitiveness and future growth prospects.

**Transmission System Plan for integration of over 500 GW RE capacity by 2030** entails connecting mega solar parks and wind power zone with National Grid System and will see an investment of Rs 2.44 tn in domestic transmission projects and construction of over 50,890 Ckm of new transmission lines.

**The Inter-state transmission system for evacuation and grid integration of 13 GW renewable energy from Ladakh**, spanning across 900 Ckm to be constructed with an investment of Rs 20,700 crores , This renewable energy transmission line project was put under the “green growth” priority sector in the recent budget announcement.

Initiatives undertaken in recent budget (Fy'24) announcement to boost affordable housing will help in igniting better demand for plumbing & sanitary pipes - The capital outlay for the **Pradhan Mantri Awas Yojana (PMAY)** housing project has been increased by 66pc on the year to over Rs790bn, and by 17pc for the **Jal Jeevan Mission drinking water project** to Rs700bn

# Business Update– Q4 & 12 M FY'23

## Revenue Performance Highlights

Strong revenue performance across major business segments in spite of inflationary cost push and geo-political related challenges; achieved growth of 19 % over previous year quarter and 16% growth in 12M period.

Export share in overall engineering revenue stood at 47% in 12M FY 23

## Operational Highlights

Focus continues on Bottom-line improvement; Operating PBT (Net of Forex) increased to Rs.713 million against Rs 113 million in Fy'22, registering 531 % YOY growth.

Stand Alone Operating EBITDA margins improved to 11.0 % in comparison to 8.7 % in Fy'22

Engineering Segment Operating EBITDA margins improved to 12.8 % in comparison to 10.7 % in Fy'22; Clocked the desired margin range now for the past many quarters.

Improvement continues on back of better quality contracts and Increased share of Engineering export business and parting away with majority of old legacy and CIF contracts aided to better margin performance in engineering business

Our JV “**Skipper-Metzer India LLP**” (50:50) engaged in the business of manufacturing of drip and micro irrigation systems has turned profitable and reported a PAT of Rs 57 million during the year and quarter, the consolidated Financial Results (CFS) results includes our portion of the same.

## Financial Improvement Highlights

Debt Equity Ratio improved to 0.63 (X) against 0.77 (X) in Fy'22

Net operating cash flow increased to Rs 2,842 million from Rs 173 million in Fy'22 on back of strong underline earnings and efficient working capital

Achieved significant reduction in Overall debtors in spite of higher sales ; Gross Debtor days improved to 70 days against 100 days in FY'22

# Consolidated Financial Performance Q4 FY'23

Rs in Mn

Sl	Profit & Loss Summary	Q4 FY'23	Q4 FY'22	YoY Change %	Q3 FY'23	QoQ Change %
1	Revenues	6,573.6	5,526.5	18.9%	4,448.5	47.8%
2	Operating EBITDA (without forex & JV)	660.3	604.9	9.2%	497.2	32.8 %
	Operating EBITDA Margins (%)	10.0%	11.0%		11.2%	
3	(+) Other Income	17.8	10.6		12.2	
4	(-) Depreciation	114.0	122.1		113.6	
5	(-) Finance Cost	316.9	254.1		257.5	
6	Operating Profit Before Tax (2+3-4-5)	247.2	239.3	3.3%	138.3	78.7%
	Operating PBT Margins (%)	3.8%	4.3%		3.1%	
7	Forex Gain / (Loss)	55.6	11.8		(44.0)	
8	Share of Profit / (Loss) of JV	28.5	(5.7)		23.9	
9	Profit Before Tax ( Reported PBT ) (6+7+8)	331.3	245.5	34.9 %	118.2	180%
10	Tax	94.1	(0.1)		23.2	
11	Profit After Tax (Reported PAT) (9-10)	237.2	245.6	-3.4 %	95.1	150 %

# Consolidated Financial Performance – 12M Fy'23

Rs in Mn

Sl	Profit & Loss Summary	12M FY'23	12M FY'22	Change %
1	Revenues	19,803.0	17,070.8	16.0%
2	Operating EBITDA (without Forex & JV)	2,168.0	1,487.8	45.7 %
	% of Revenue	11.0%	8.7 %	+230 Bps
3	(+) Other Income	53.2	40.1	
4	(-) Depreciation	467.8	484.9	
5	(-) Finance Cost	1,040.1	930.0	
6	Operating PBT (2+3-4-5)	713.3	113.0	531 %
7	Forex Gain / (Loss)	(242.5)	190.5	
8	Share of Profit / (Loss)of JV	28.6	(34.6)	
9	Profit / (Loss) Before Tax (Reported PBT) (6+7+8)	499.3	268.8	85.7 %
10	Tax	143.7	17.4	
11	Profit / (Loss) After Tax (Reported PAT) (9-10)	355.7	251.5	41.4 %

Note - Forex derivatives MTM loss (Rs – 242.5 mn) arising on account of sharp depreciation of rupee against USD has resulted mainly in decrease of profitability of the current year period and an increase in profitability number (Rs + 190.5 Mn) of previous year corresponding period . **The nature of impact is largely notional.**

Thus all comparative growth numbers are required to be calculated excluding impact of forex gain / loss for better understanding and analysis on like to like basis.



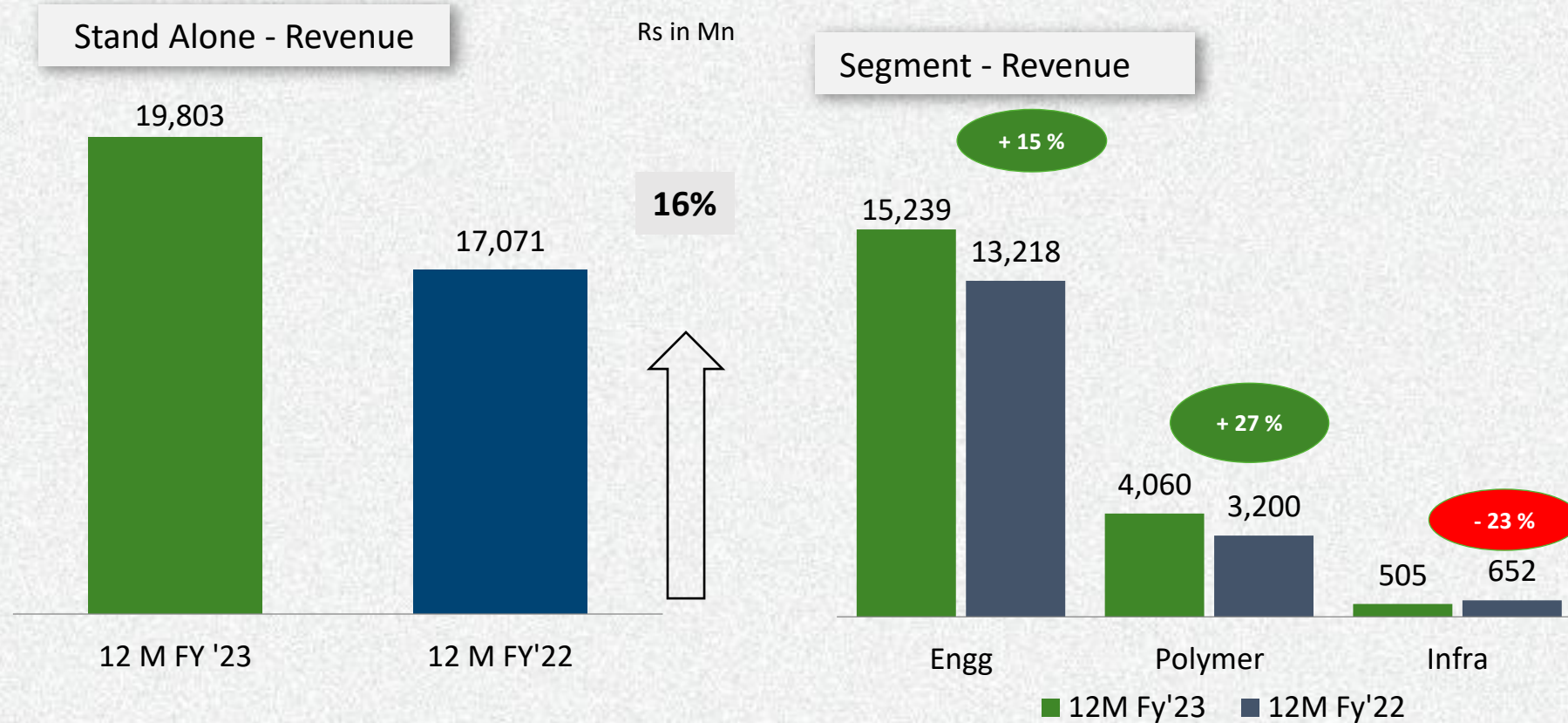
# Segment Report

Segment	Profit & Loss Summary	Q4 FY'23	Q4 FY'22	Change %	12M FY23	12M FY'22	Change %
<b>Engineering Products</b>	Net Sales	4,974.2	4,121.7	20.7%	15,238.6	13,218.50	15.30%
	EBITDA - Operating	579.5	535.0	8.3%	1,954.1	1,416.2	38.0%
	<i>% of Sales</i>	<i>11.7%</i>	<i>13.0%</i>		<i>12.8%</i>	<i>10.7%</i>	
<b>Polymer Products</b>	Net sales	1,488.0	1,177.2	26.4%	4,059.5	3,200.2	26.9%
	EBITDA - Operating	75.9	61.0	24.4%	193.5	110.1	75.8%
	<i>% of sales</i>	<i>5.1%</i>	<i>5.2%</i>		<i>4.8%</i>	<i>3.4%</i>	
<b>Infra Projects</b>	Net sales	111.4	227.6	-51.1%	505.0	652.2	-22.6%
	EBITDA- Operating	4.9	9.0	-45.6%	20.4	(-38.4)	
	<i>% of sales</i>	<i>4.4%</i>	<i>4.0%</i>		<i>4.0%</i>	<i>-5.9%</i>	
<b>Total</b>	Net sales Total	6,573.6	5,526.50	18.9%	19,803.0	17,070.8	16.0%
	EBITDA Operating - Total	660.3	605.0	9.1%	2,168.0	1,487.9	45.7%
	<i>% of Sales</i>	<i>10.0%</i>	<i>10.9%</i>		<i>11.0%</i>	<i>8.7%</i>	

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

# Performance highlights – 12M Fy'23

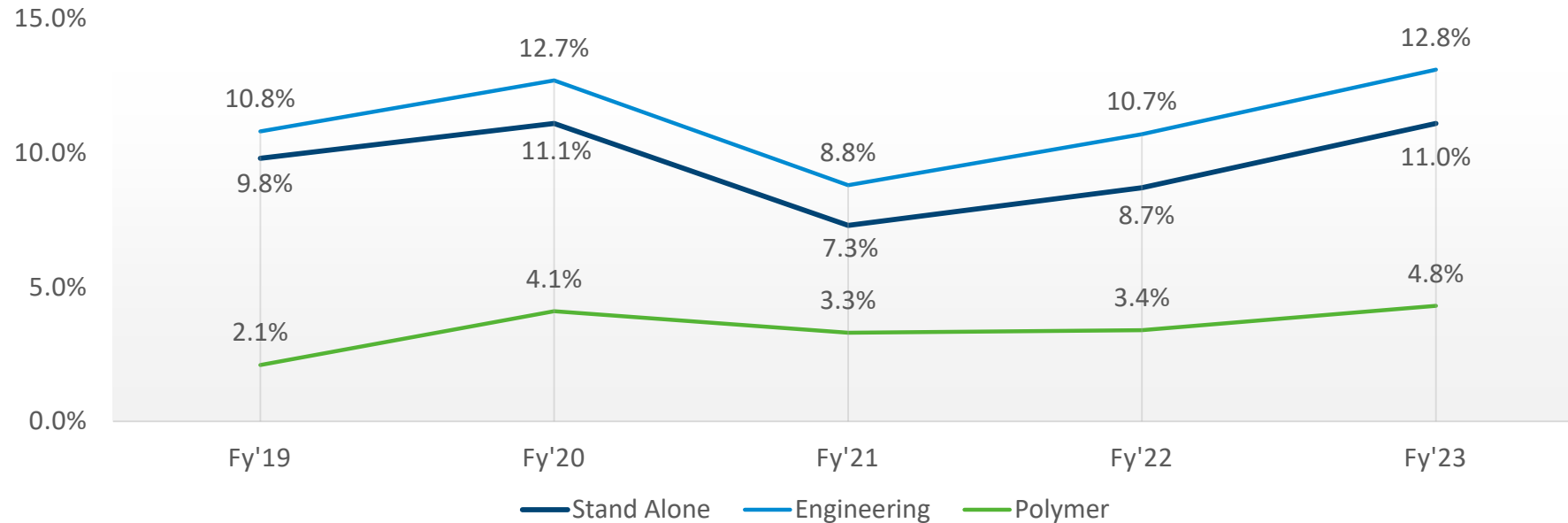
## Strong Revenue Performance across major business segments



- Achieved highest ever Engineering exports sales; Exports Revenue increased by 80% to Rs 7,230 Mn
- Revenue pie from Polymers products increased to 21 % of overall business

# Improvement Trends

## Consistent & Improved Operating Margin Performance



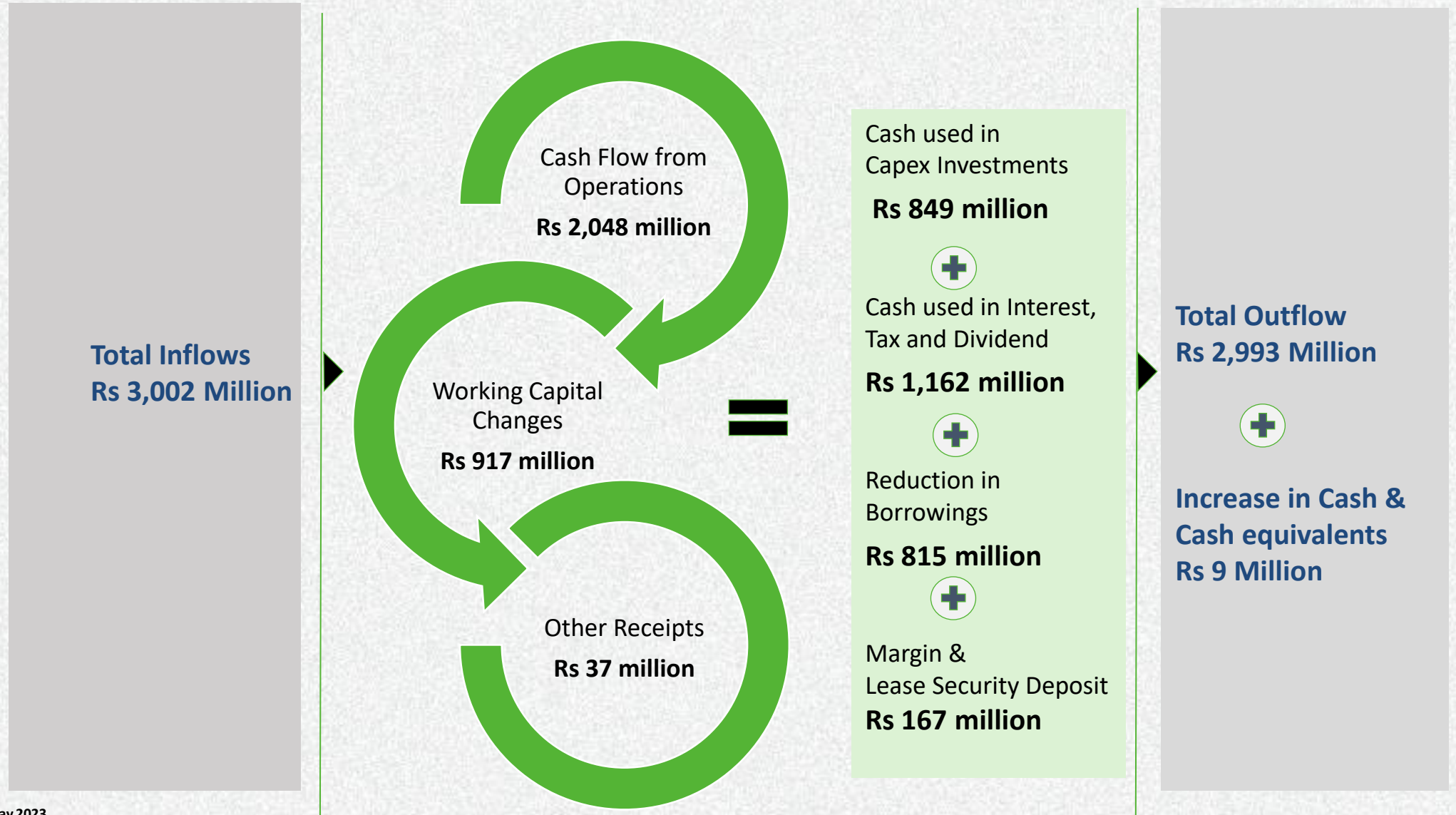
- Engineering margin have been improving and are back to their normal desired range of 12% - 13% , Going forth also, we see a consistent margin performance from this business on back of newer contracts getting executed and secured at elevated commodity price level and rising share of international business.
- Polymer segment attaining Scale and Size will get benefited from fixed cost getting rationalized over larger revenue base.
- Stand Alone Margins to get better with expected increase in engineering execution on both international and domestic front and stronger polymer & EPC segment performance going forth

## Standalone Debt Details

	31.03.2023	31.03.2022	Inc / (Dec)
Long Term Debt	1,919	2,120	(201)
Current Maturities of Long Term Debt	572	679	(107)
<b>Total Long Term Debt</b>	<b>2,491</b>	<b>2,799</b>	<b>(308)</b>
Short Term Debt	2,349	2,868	(519)
<b>Gross Debt Level</b>	<b>4,840</b>	<b>5,667</b>	<b>(827)</b>
<b>Debt Equity Ratio (X)</b>	<b>0.63</b>	<b>0.77</b>	<b>(0.14)</b>

- Gross debt reduced by Rs 827 million in spite of higher sales during the period, on account of better working capital utilization and better collection from debtors
- Overall Debtors reduced by Rs 855 million ; Debtors days improved to 70 days against 100 days in Fy'22
- Efforts continues on cash flow & balance sheet consolidation

# Cash Flow & Utilization 12 M FY'23



# Order Book Update – 31<sup>st</sup> March 2023

## Order Book Highlights

The company has secured new orders worth **Rs 4,100 million**, during the Quarter and highest ever YTD inflows of **Rs.41,370 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

Share of non-T&D products, including Railways and Telecom, in the overall order book has increased to **62%**.

The order book, as on March 31st, 2023, stands at **Rs 45,510 million**, and is well-diversified across various sectors and segments.

A Distinct advantage over its competitors with the incorporation of Design and Load testing scope in all new large T&D projects, thanks to the newly established R&D center.

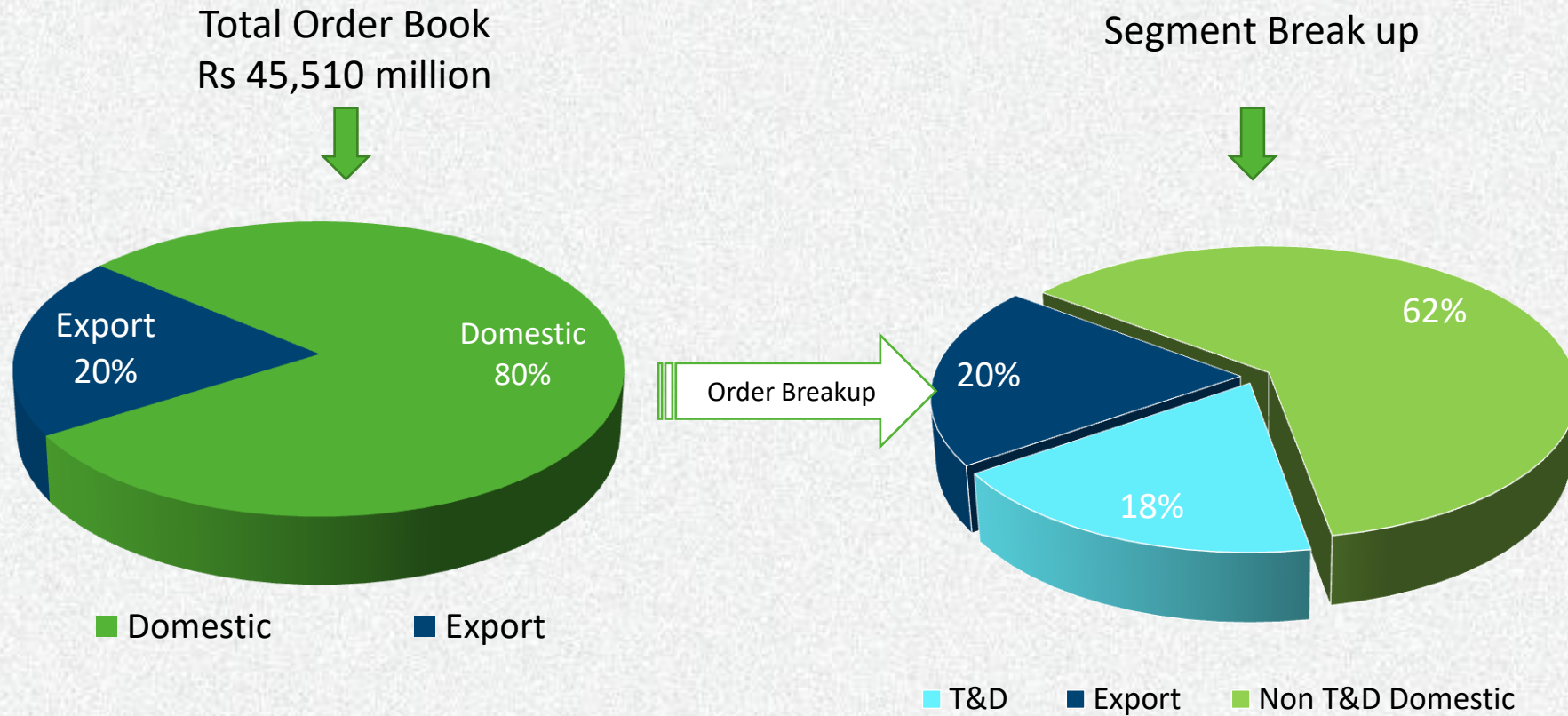
The company's strategic move to broaden its portfolio by increasing the proportion of non-T&D products, such as Railways and Telecom, has been yielding favorable results, helping to de-risk its exposure in T&D.

The company has a robust bidding pipeline, actively pursuing projects worth **Rs 66,000 million** on the international front and about **Rs 35,200 million** domestically.

Secured Our greatest single order victory, valued at **Rs 25,700 million**, came from Bharat Sanchar Nigam Ltd. (BSNL) for the supply and installation of ground-based telecom towers, as well as subsequent O&M for 5 years, extendable to 5 additional years, in India's uncovered villages under 4G saturation initiatives.

Management anticipates that international business will account for **75%** of the order book in the next two years.

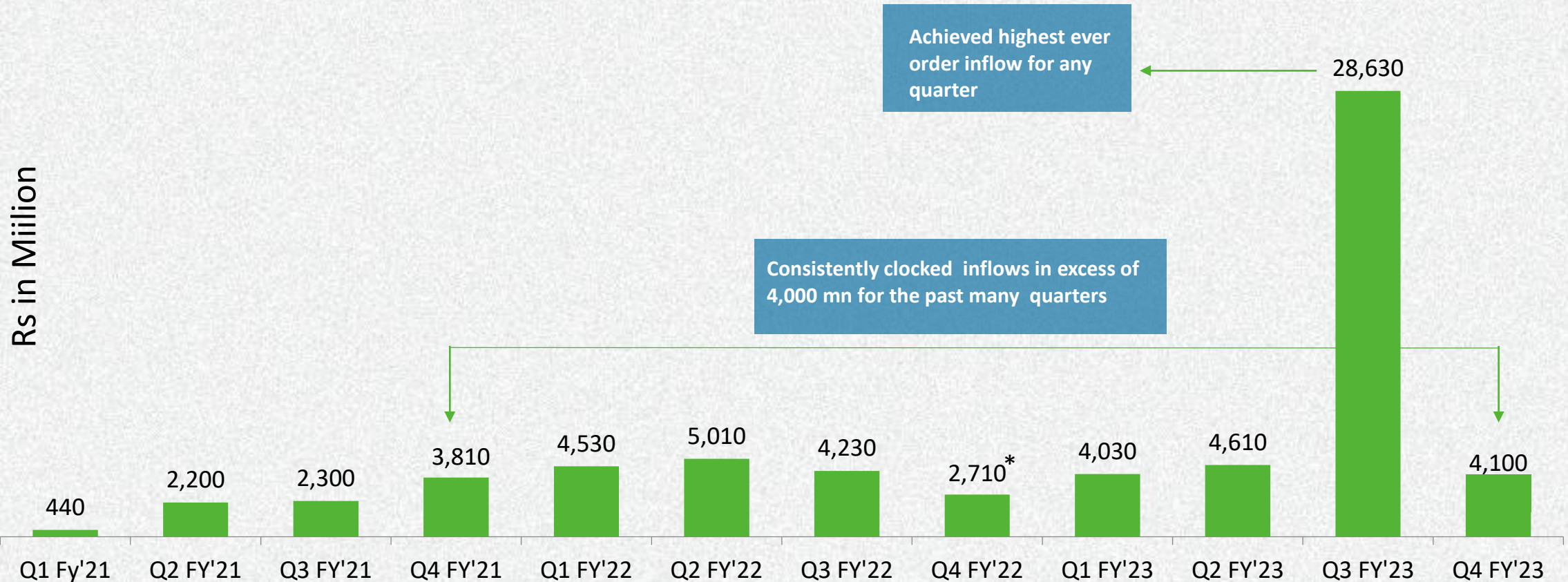
## Engineering Products Order Book Composition – March 2023



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

# Order Inflow Trend

FY '23 Total inflows - Rs 41,370 Mn  
FY '23 Export Inflow - Rs 6,940 Mn



\* In Q4 Fy'22 - Uncertainty towards international trade have loomed and commodity volatility were at its peak with Russia - Ukraine War, considering the situation company adopted a cautious in new order intake.



# Strong Bidding Pipeline

**Strong Bidding Pipeline of 101,200 Million as on 31<sup>st</sup> March 2023;  
International – 66,000 Mn & Domestic - 35,200 Mn**

- Expecting International Ordering & Execution to gain further pace in FY'24;
- In advanced Stages of negotiation to secure some good size International contract
- Large pent up demand in domestic T&D ; Ordering continues to remain muted

## INTERNATIONAL

Growing global competitiveness; Focusing on international markets to drive the ordering growth;

Post Covid India has emerged as a preferred sourcing location vis-a-vis other Asian Countries ; global supply chain now actively looking for reducing their dependence on China is a great positive outcome of this crisis ; bringing more opportunities on our way

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

The domestic T&D activities are showing signs of rebound, Tender Pipeline continues to stay strong.

Many tenders in the domestic T&D market which got postponed - now expected to be concluded in next few months.

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

# Emphasizing Export Expansion

## Increased Export Growth Potential

Targeting a significant increase in exports from 50% of Engineering revenue in FY'23 to 75% in the next couple of years (FY'25).

## 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.

## 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.

## Confidence-Boosting Certifications

Certified by prominent international organizations, enhancing confidence and credibility.

### International Certifications

Certification	Country
CFE/LAPEM	Mexico
CWB	Canada & USA
DEWA	Dubai
ROHAS	Malaysia
CE CERTIFICATION	Europe
ACHILLES/STATNET	Nordics
Saudi Electric Company	Saudi Arabia
The Jordanian Electric Power Company Ltd	Jordan
RETIE	Colombia
EETC	Egypt
BPC	Bhutan
KETRACO	Kenya
TCN	Nigeria
NGCP	Philippines
DAST	European Union

# Global Footprints



## South America

- Peru
- Colombia
- Chile
- Paraguay
- Panama
- Uruguay

## Middle east

- Jordan
- Saudi Arabia
- UAE
- Qatar

## South and South East Asia

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

## Europe

- UK
- Spain

## Africa

- Kenya
- Egypt
- Ghana
- Nigeria
- Zambia
- Sierra Leone
- Guinea
- South Africa
- Botswana
- Burundi
- Angola

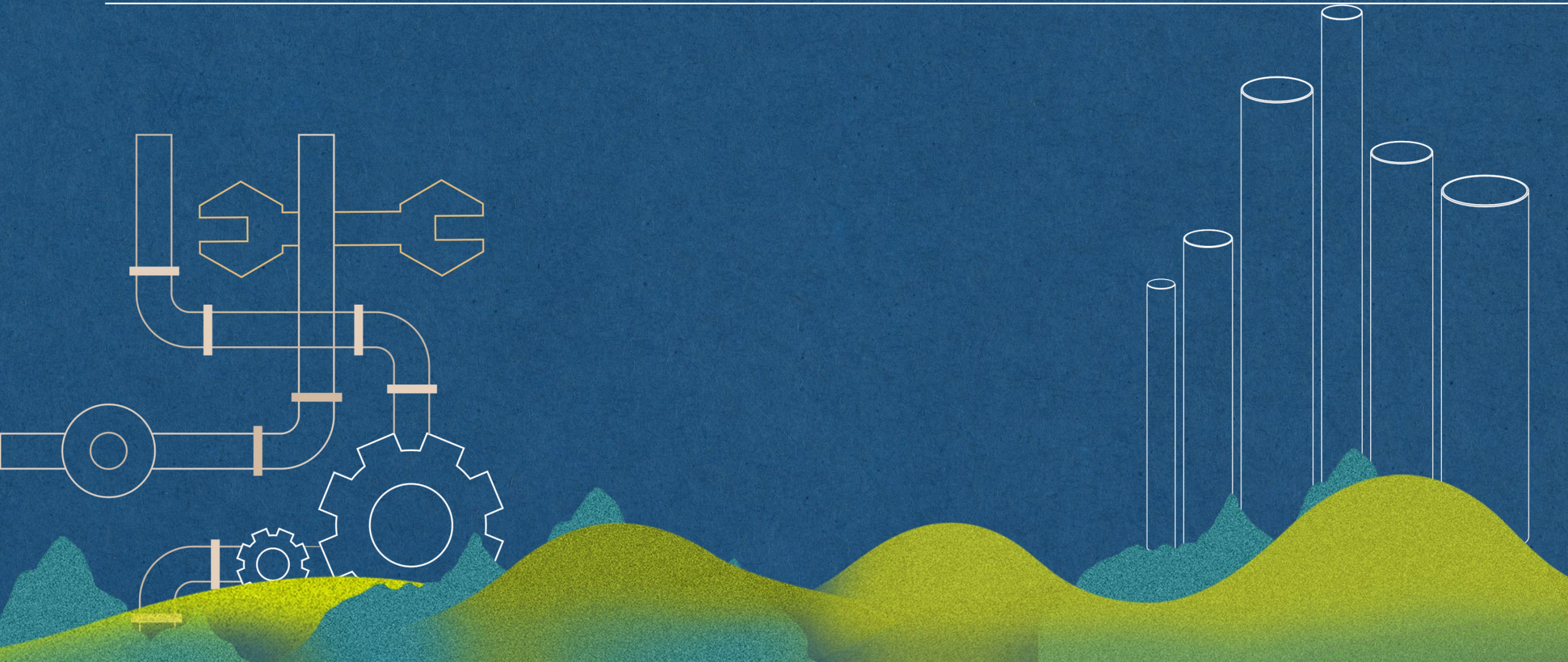
## Australia

## USA

## CANADA

# Polymer Products Business

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**Skipper is the only Indian polymer pipe company to implement Theory of Constraints (TOC) approach in an organized manner**

**Directed to empower the supply chain processes and systems**

Partnering benefits and improvement in ROI to dealers and distributors

Robust Processes & Systems in place to improve profitability

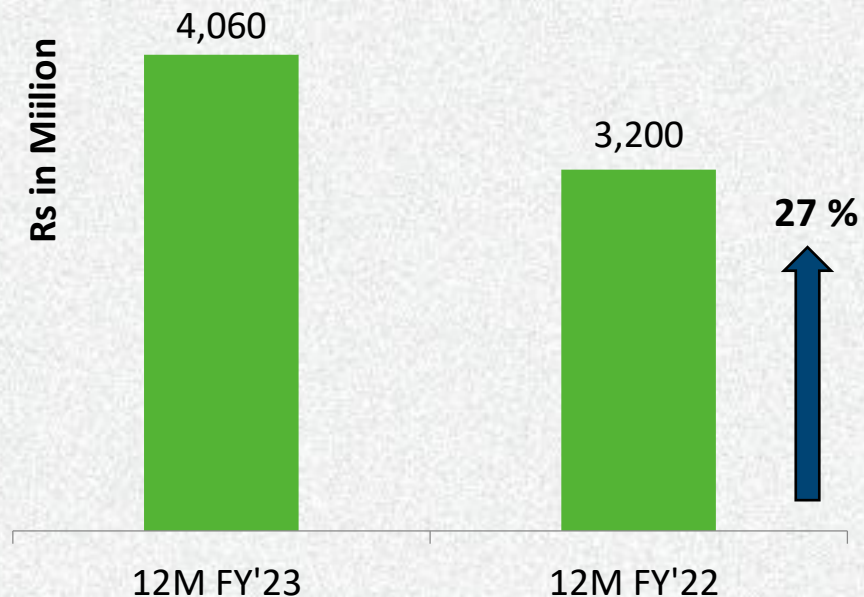
Consistent availability of entire range of products at billing points

Exponential Sales Growth & Gain in Market Share

Improvement in working capital cycle and reduction of inventory days

Gain of more output from the current capacity

Achieved Highest ever Annual Revenue performance on back of strong volume growth



Skipper Polymer Pipes is a growing National Brand with expanding reach and consistent market share gains taking shape, the business is set for rampant growth over the next couple of years.

## Major Highlights

- ❑ Only Polymer Pipe company in India to implement TOC into its operation with Growing National presence.
- ❑ Company on boarded two renowned cricketers Mr. Mahendra Singh Dhoni and Mr. Chris Gayle as Brand ambassadors. The duo will be promoting the brand across Indian markets.
- ❑ Engaging with more than 30,000 retail sales touch points across the country and planning to double the same over the next 2 years.
- ❑ 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
- ❑ Focus on Plumbing Portfolio; 70 :30 Revenue mix share of Plumbing: Agriculture

# 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.



# Skipper Pipes appoints Brand Ambassadors

**SKIPPER**  
PIPES

**SKIPPER FOR LIFE**

**SKIPPER PIPES**  
100% LEAD FREE

Toll Free: 1800 889 9779

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

NSF DW  
CERTIFIED TO NSF / ANSI 14

Skipper Pipes on boarded **M S Dhoni and Chris Gayle** as brand ambassadors to help raise awareness about safe water supply.

For Indians, Dhoni is not just a cricketing icon but also an embodiment of values such as trust, reliability, and resilience, which perfectly align with the values of Skipper Limited.

It is a well thought brand strategy to position ourselves as a leading player in the industry by associating with Skipper (or captain) of Indian cricket himself. On the other hand, Chris Gayle adds much needed humor to the campaign making it memorable for our audience in India.



# Skipper Pipes – 100% Lead Free Campaign



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

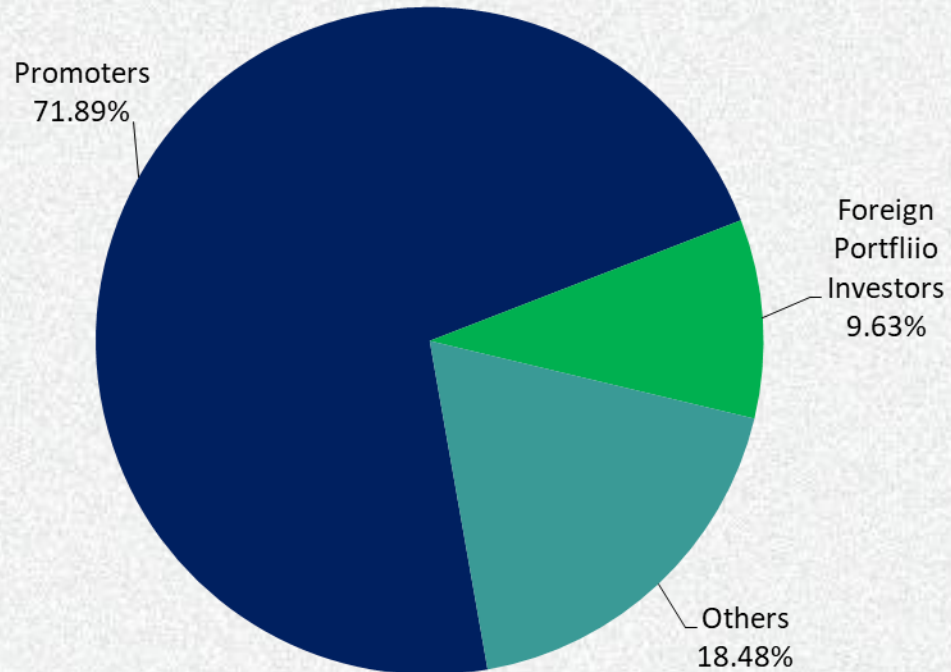
The campaign aims at creating awareness about 100% lead free and NSF 14 certified CPVC pipes for Indian households and the importance of using best in class lead free pipes for potable water solutions was very well appreciated across all the market place.

# Future Performance Outlook

- Company expects to clock revenue growth in excess of 25% CAGR for the next 3 financial years on back of strong pending execution engineering contracts and strong polymer segment performance ;
- Diversification into international markets and sectors will help us to pick choose higher margin order coming our way and provide us an opportunity to be spoilt for choices across the sectors, aiding to continued better margin performance, improved bottom-line profitability and capital return ratios.
- Continuing efforts to further strengthen the international T&D order book ; Expect good traction in International TL orders to continue, While pending domestic TL ordering bids are expected to start getting awarded by H1 '24
- Positioned to grow exports from existing 50% of Engineering revenue in current year (FY'23) to 75 % in next couple of year (FY'25).
- Productivity and cost reduction initiatives at the plant and site level are expected to further improve efficiency in operations and aid to stable margins
- Focus continues on bottom line profitability and improvement in capital return ratios

# Shareholding Pattern

## Shareholding pattern As on 31st March 23



## Major Institutional Shareholders As on 31st March 23

Name	%
Baillie Gifford - Pacific Horizon Investment Trust	4.3%
Ocean Dial Asset Management India (ICGF)	3.5 %
Crux Global Fund	0.9%
Dovetail India Fund	0.6%

# 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)

In April 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

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

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

Encapsulated GI process with integrated APCD arrangement in July 2022

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

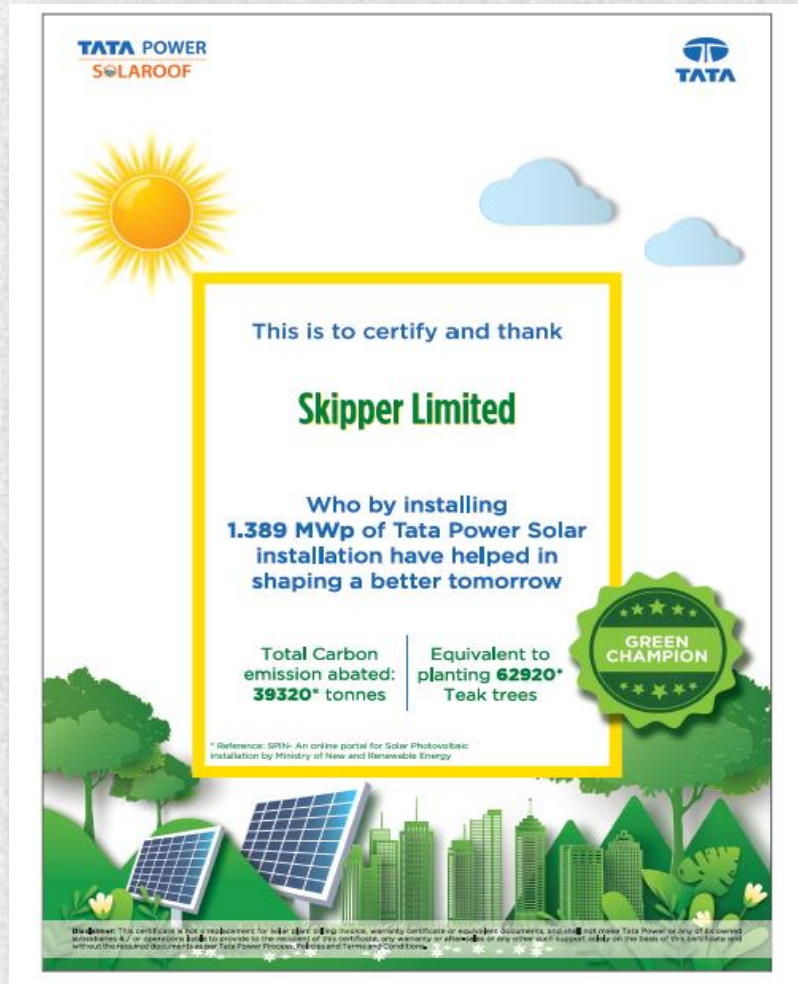
Water recirculation through Chiller & Cooling tower units HDPE in August 2022

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

100s of Tree Plantation Initiatives at Skipper



# 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

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# Thank you

For any queries please contact:

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# Centrum Broking Limited

Cordially invites you to a

## Conference Call

with the Management of



### Skipper Ltd

Agenda: Discussion on Q4FY23 & FY23 results and future outlook

#### Company Management

Mr. Sharan Bansal

Director

Mr. Shiv Shankar Gupta

CFO

Mr. Aditya Dujari

DGM Finance and IR

Express Login

[Diamond Pass Registration](#)

#### Conference Dial-In Numbers

Universal Dial-In:

+91 22 6280 1210 / +91 22 7115 8111

International Toll Free Numbers:

HongKong	+ 800964448
Japan	+ 00531161110
Singapore	+ 8001012045
UK	+ 08081011573
USA	+ 18667462133

Date:

Tuesday, 16 May 2023

Time:

04:00 PM IST

RSVP:

Centrum Broking Limited

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E-mail: [equityresearch@centrum.co.in](mailto:equityresearch@centrum.co.in)