



Date: 12 August 2021

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

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

NSE Scrip Name- SKIPPER/BSE Scrip Code- 538562

**Re: Press Release**

Dear Sir,

We are forwarding herewith Press Release on the financial performance of the Company for the first quarter ended 30 June 2021.

Kindly take the same on record.

Thanking you,

Yours faithfully,  
For Skipper Limited

  
Manish Agarwal  
Company Secretary & Compliance Officer

Encl: As above

**SKIPPER LIMITED**

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CIN : L40104WB1981 PLC033408 Phone : 033 2289 2327 / 5731 / 5732, Fax : 033 2289 5733  
Email : mail@skipperlimited.com, Website : www.skipperlimited.com

### Business Highlights

- Bagged New Orders worth Rs. 4,530 million for engineering products
  - The Closing Order Book stood at Rs. 19,400 Million
  - Exports contributed about Rs. 2,490 Million

### Awards & Certifications

- Skipper featured in "Top 500 Companies of India, 2021" by Duns & Bradstreet
- Certified with DAST Richtlinie 022 Certificate of Conformity by IFO Germany

**Kolkata, August 12th, 2021: Skipper Limited (BSE: 538562) and NSE (Symbol: SKIPPER),** is one of the world's leading manufacturers for Power Transmission & Distribution structures and a prominent manufacturer of Telecom and Railway structures. Skipper, also a significant player in Polymer Pipes & Fittings industry, announced its results for the first quarter of FY 22, ended 30<sup>th</sup> June, 2021.

**Standalone Financial Performance - All figures in Million, unless specified**

	Q1 FY'22	Q1 FY'21	Change %
Revenue	2,746.4	2,207.1	24.4%
EBITDA	167.1	90.5	84.7%
% of Revenue	6.1%	4.1%	
Profit / (Loss) Before Tax (PBT)	(141.6)	(185.9)	
Profit / (Loss) After Tax (PAT)	(93.2)	(118.9)	

### Key Business Highlights

**NABL accredited Tower & Monopole Testing Station:** Skipper started operations in its new Tower & Monopole Test Station located in Howrah (West Bengal). The testing station has been assessed and accredited in accordance with the standard ISO/IEC 17025:2017 "General Requirements for the Competence of Testing & Calibration Laboratories" by NABL.

**Order book Position:** Q1 FY'22 order inflow Rs. 4,530 Million for engineering products supplies from several SEB's and for various export supplies. The closing Order book as on June 30, 2021 is valued to be Rs. 19,400 Million, which constitutes of 31% exports and 69% domestic orders. The company has a strong bidding pipeline of Rs.45,000 Million and expects a substantial rise in the volume of international orders in the current fiscal. Management expects the International business share in order book to rise to 75% in next 2 years.

### Awards & Certifications:

- IFO Certification: IFO Germany, conducted an audit for Skipper Plants on 07.06.2021, and concluded the plants to be complied with applicable regulations. Skipper has been certified with DAST Richtlinie 022 Certificate of Conformity. The certification will boost company's entry into the European markets.
- Zendesk "Human Excellence Awards": Skipper Team was recognised for their tremendous hard work, and awarded in the category of "The Future of Work Borderless Organization" Award, at Zendesk "Human Excellence Awards" 2021.
- National Feather Awards: Skipper was voted "Dream Company To Work For" in the latest edition of National Feather Awards, which was held virtually on 29th April, 2021.
- Dun & Bradstreet: Skipper was featured among the "Top 500 Companies of India in 2021" in Duns & Bradstreet compilation of the top corporates of India. This acknowledgement will give Skipper a mileage in introduction to international markets.

**Vaccination:** As Covid 19 crisis continues to challenge us, the company stood committed to all the employees and stakeholders for their safety, security and well being. As an employee-first organisation, its not only trying to enhance the existing employee welfare schemes but also extended support to the family members of the employees who succumbed to it. In association with the Office of the District Health & Family Welfare Samiti, Govt. of West Bengal, the company vaccinated more than 2000+ floor staff. In another vaccination drive with ILS Hospitals the company vaccinated all its office employees. The vaccination initiative is being rolled out under its covid relief programme called #SkipperCares.

## **Director Speaks**

**Commenting on the release today, Mr. Sharan Bansal, Director Skipper Limited** said “Despite the spread of the Delta variant, the continued increase in Covid vaccination across the world is encouraging for the ultimate recovery of the global economy and the Power T&D industry. We witnessed a continued positive recovery in our engineering business with fresh inflow of orders worth Rs. 4,530 million, which includes international orders of Rs. 2,490 Million. Our export team achieved breakthrough with 2 major Utilities in the Asia Pacific Market, which were earlier dominated by Chinese. We are also hopeful to see a steady growth in our revenues from exports in the next 2years.

Along with the new orders this quarter, our closing order book along stands at over Rs.19,400 million, which constitutes of 61% domestic & 39% export. Though the current environment continues to remain challenging, with rising material prices and freight charges, we will continue to adapt and manage elements that are within our control and ensure that SKIPPER is well-placed to respond to any further market developments. Our performance and our positive outlook for the full year reflect the relevance of our innovation, the resilience of our business model, and the operational excellence of our teams.

**Mr. Devesh Bansal, Director, Skipper Limited** said, “Despite the downside risks posed by COVID, we remain optimistic and will continue to build a resilient tomorrow. The successful implementation of an all-inclusive Business Agility plan enabled us to manage pandemic restrictions effectively and also deliver competitive growth in the quarter. Our aggressive business development outreach in the Polymer Division further strengthened our position in the Polymer Pipes & Fittings industry. The macro side of the business looks greener with healthy inflow of revenue from both retail and institutional segments.

In the engineering segment we have a strong Bidding pipeline of Rs.45,000 million including both domestic and international orders. We got fresh orders of Telecom Towers from Qatar and tested 110 kV Direct Embedded Poles successfully for the first time in our in house test bed. Our encouraging results give us confidence that our efforts behind Faster, Stronger and Better business framework are working - as we invest in our products, supply chain and go-to market systems, capabilities and our society by integrating purpose into everything we do. In the near term, we remain focused on fulfilling our commitment towards our stakeholders while driving all levers of the business to mitigate the unprecedented market challenges.

## **ABOUT SKIPPER LIMITED**

Skipper Limited established in 1981 is one of the leading companies in the Power Transmission & Distribution and the Polymer segment. With over 40+ years of domain knowledge it is largest in India and tenth globally basis the manufacturing capacity. Skipper differentiates its offerings with high quality but cost effective solution for infrastructure providers and telecom operators. Its international footprint spans across continents such as Latin America, Europe, and Africa and is spread across 40+ countries with presence across sub-segments such as Towers, EPC, Monopoles, Poles and Railway Electrification Structures. Skipper Limited is a national powerhouse in the Polymer pipe business. Under the brand name of ‘Skipper’, the company manufactures premium quality polymer pipes & fittings, which serve both the agricultural as well as plumbing sectors. Skipper Limited is listed at BSE (538562) and NSE (Symbol: SKIPPER) in 2014 & 2015 respectively.

### **For further information please contact:**

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