

Business Highlights

- Bagged New Orders worth Rs. 4,230 Million for engineering products
- The Closing Order Book stood at Rs. 22,160 Million
- Product Launch in the Polymer segment – Skipper Tanks “Marina”

Awards & Certifications

- Certified with Great Place to Work

Kolkata, January 25th, 2022: 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 third quarter of FY 22, ended 31st December, 2021.

Standalone Financial Performance - All figures in Million, unless specified

| Q3 Fy'22 | Q3 Fy'22 | Q3 FY '21 | Change % | 9M Fy'22 | 9M Fy'21 | Change % |
|-------------------------|----------|-----------|----------|----------|----------|----------|
| Revenue | 4,005.0 | 4,598.5 | -12.9% | 11,544.3 | 10,841.5 | 6.5% |
| EBITDA | 475.1 | 441.1 | | 1,061.5 | 1,009.2 | |
| % of Revenue | 11.9% | 9.6% | | 9.2% | 9.3% | |
| Profit Before Tax (PBT) | 136.0 | 171.3 | | 52.4 | 175.3 | |
| Profit After Tax (PAT) | 84.5 | 114.4 | | 34.9 | 120.0 | |

Key Business Highlights

Order book Position: Q3 Fy'22 order inflow Rs. 4,230 Million for engineering products supplies from several SEB's and for various export supplies. The closing Order book as on December 31, 2021 is valued to be Rs. 22,160 Million, which constitutes of 42% exports and 58% domestic orders. The company has a strong bidding pipeline of 38,000 Million International & 15,000 Million Domestic and expects a substantial rise in the volume of international orders in the current fiscal. Management expects the International business to grow exports to 50% of engineering revenue in current year (FY'22) and to 75 % in next 2 years.

Awards & Certifications:

- Great Place to Work: Skipper's efforts to implement a high – trust and high-performance culture across all its level has been recognized by Great Place to Work. This certification puts Skipper at par with the global benchmark in employee satisfaction and employee benefits validating its employee first approach.

Director Speaks

Commenting on the release Mr. Sharan Bansal, Director Skipper Limited said " At Skipper we are enthused with our new order wins worth Rs. 4,230 Million from our Engineering division, taking our year to date total order inflow to Rs. Rs. 13,770 Million – a growth of 279 % over the same period last year. Our closing order book stood at Rs. 22,160 million, which constitutes 58% domestic & 42% exports giving us confidence to deliver good growth in the coming quarters. These new orders will help us to further consolidate our position in the industry. Our success in this quarter is largely due to our breakthrough with 3-4 utilities in the Asia Pacific, Middle East and West African Market, which were earlier dominated by Chinese manufacturers. Raw material price volatility and global logistics bottle-necks for exports continue to be a challenge – however, we are taking adequate steps to mitigate these. The coming days are showing signs of rebound in the T&D sector in the domestic sector and continued newer geographical opportunities for us in the international space also, the upcoming 5G network rollouts will provide ample business opportunities for our products in the Telecom sector"

He also added "Our experience and excellence in various arenas, from plant operations & maintenance to resource management, coupled with our locational advantage have helped us to perform consistently. As a forward looking company we are focusing on various excellence initiatives to enhance safety, reliability, predictability, and profitability for all our business verticals. I am delighted to announce that Skipper Limited has been Great Place to Work-Certified™! It's a testimony of our efforts in building a High-Trust, High-Performance Culture™ in our organization. Our journey towards a robust corporate governance framework and practicing a growth culture is integral to our pursuit of long-term value creation for all stakeholders."

Mr. Devesh Bansal, Director, Skipper Limited commented " Skipper is constantly evolving and emerging as a significant player in the global Power T&D infrastructure. Our robust Order bidding pipeline of Rs. 38,000 Million in International & Rs. 15,000 Million in Domestic sectors will strengthen our order book position and consolidate its position as one of the market leaders. We also expect a decent order inflow in International business, positioned to grow by 50% of engineering revenue in the current year (FY '22) and to 75 % in the next 2 years. "

He further added "In our Polymer segment, we launched Skipper Tanks, named as Marina, which puts us in a pole position to develop our segment further, with scope of generating a healthy inflow of revenue from both retail and institutional segments. Marina is specifically designed with 4 & 3Layers of Foam insulation and is being made available in various capacities keeping in mind the diverse requirements in this segment. We also remain committed to fulfilling our promise to all stakeholders and creating lasting value for the nation and society."

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.

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