

## EARNINGS RELEASE

### Q3 & 9M FY'21 HIGHLIGHTS

#### Business Highlights

- Revenue stood at Rs.4,599 Million, Profit After Tax (PAT) at Rs.114 Million
  - The Closing Order Book stood at Rs.15,990 Million
    - Order inflow of Rs. 2,300 Million
  - Strong Bidding Pipeline of Rs.40, 000 Million

**Kolkata, Monday, 19<sup>th</sup> January, 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 third quarter of FY 21, ended 31<sup>st</sup> December 2020.

#### Standalone Financial Performance

All figures in Million, unless specified

	Q3 FY 21	Q3 FY 20	Change %	9M Fy'21	9M Fy'20	Change %
Revenue	4,598.50	2,998.4	53.4	10,841.5	9516.5	13.9
EBITDA	441.1	347.2	27.1	1,009.2	1119.3	-9.8
% Of Revenue	9.6%	11.6%		9.3%	11.8%	
Profit Before Tax (PBT)	171.3	62.3	174.8	175.3	202.7	-13.5
Profit After Tax (PAT)	114.4	44.6	156.8	120.0	141	-14.9

#### 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:** Q3 Fy'21 order inflow Rs. 2,300 Million for engineering products supplies from several SEB's and for various export supplies. The closing Order book as on December 31st 2020 is valued to be Rs. 15990 Million, which constitutes of 33% exports and 67% domestic orders. The company has a strong bidding pipeline of Rs.40,000 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 50% in next 2 years.

**Skipper Polymer Growth:** Skipper maintained a strict financial discipline focusing on the bottom-line and structuring the company to deliver sustainable results. The Polymer segment of the company witnessed a sharp rise in revenue of 63% as compared to last year same period, in spite of the challenging pandemic situation.

**Skipper's preparedness to fight Covid 19:** Skipper has actively resumed the manufacturing process. In order to kick-start the deliveries, the company with its key associates have chalked out extensive catch-up plans for various locations and work fronts to ensure timely completion and avoid any slippages. Currently Skipper is functional at 75% of its manufacturing capacity, post phase wise resumption of work. Detailed SOPs / protocols have also been devised in compliance with the instructions/ guidelines issued by the Govt. of India.

## **DIRECTOR SPEAKS**

*Speaking on the occasion Mr. Sharan Bansal, Director Skipper Limited, said, "Despite adverse micro/macro economic factors Skipper has been able to register growth in both revenues and profits. With operations reaching normalcy, our closing order book stood at Rs.15990 million, which constitutes of 67% domestic & 33% export, with an order inflow of Rs.2300 million for engineering products supplies from several SEB's and for various export supplies. The Company is able to tide over the current challenging environment of rising raw materials and freight cost with its strong Balance Sheet, diversified portfolio and robust order book, which act as a bulwark against the economic cyclicity. We are also hopeful to see a steady growth in our revenues from exports in the next 2 years.*

*At Skipper we are constantly benchmarking ourselves to be best in class and in pursuing focused approach to be world-class fully integrated Power T&D company through development agenda coupled with strong strategic partnerships for business excellence and high governance standards. Through its integrated philosophy focusing on long-term value creation, Skipper is striving towards nation building and fueling sustainability and will continue to explore avenues of growth.*

*Commenting on the release today Mr. Devesh Bansal, Director, Skipper Limited said "We have been consistent in delivering performance with our sustained focus on the market growth thereby creating value for all our stakeholders. We are happy to share; there has been a significant rise of 63% yoy, from Rs.384 Million to Rs.626 Million in the revenues of Polymer Division, due to our concentrated efforts to streamline operations through implementation of TOC. At Skipper Limited our Focus in 2020 had been strengthening long term partnerships, expanding our global footprints and enhancing our customer centricity by supplying world class products at best possible rates.*

*Mr. Bansal further added "At Skipper Limited we believe actions reflect the ultimate destination of our transformed company – an enterprise positioned to capture sustainable growth through a laser focus on innovating across our product portfolio, building strong brands, and leveraging unparalleled customer service through a wider network. As we continue on our path to transform the global system, we remain committed to our strategic actions for growth and service to the nation."*

## **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 35 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 30+ 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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