

## EARNINGS RELEASE Q2 FY'20 HIGHLIGHTS

### Business Highlights

- Bagged new orders worth Rs. **667 Crs** in its Engineering Products segment in Q2
  - The Closing Order Book stood at **Rs.2380 Crs**
  - Strong Bidding Pipeline of Rs.3870 Crs

**Kolkata, November 13, 2019: Skipper Limited** (BSE: 538562) and NSE (Symbol: SKIPPER), one of the world's leading manufacturers for power transmission & distribution structures and a prominent manufacturer of Telecom, Railway and Solar Structures. Skipper is also a significant player in water infrastructure of India, announced its results for the second quarter of FY 20, ended 30<sup>th</sup> September 2019.

### Financial Performance

All figures in Million, unless specified

	Q2 FY 20	Q2 FY 19	H1 FY20	H1 FY19
Revenue	3132.5	5239.6	6518.2	10026.6
EBITDA	345.6	388	772.1	837.8
% Of Sales	11%	7.4%	11.8%	8.4%
Profit Before Tax (PBT)	20.3	38.3	140.4	102.1
Profit After Tax (PAT)	14.2	24.9	96.4	69.9

### Key Business Highlights

**Secured New Orders:** The Company has secured new orders worth Rs.667 crores during Q2 FY'20 for engineering products from projects of Power Grid Corporation of India Limited (PGCIL), State Electricity Boards and exports. The company's engineering products order book to sales is well diversified between domestic and international orders.

**Order book Position:** The closing Order book as on September 30<sup>th</sup> 2019 is valued to be Rs.2,380 Crs, which constitutes of 20% exports and 80% domestic orders. The company has a strong bidding pipeline of Rs.3,870 Crores and expects a substantial rise in the volume of international orders in the current fiscal.

**Bottomline Approach:** Skipper maintained a strict financial discipline focusing on the bottom-line and structuring the company to deliver sustainable results. Apart from the Polymer business the company has rolled out Theory of Constraints (TOC) in engineering sector too for strengthening internal processes and operational procedures to foster growth.

### DIRECTOR SPEAK

"Our key focus on improving our bottom line shows up this quarter, with an order intake of Rs.667 Crores, despite the fears of a global slowdown along with volatile domestic markets" said Mr. Sharan Bansal, Director Skipper Limited. During the quarter, we have seen significant traction on order booking in our domestic business. Combined with the International orders received in H1 FY 20, we have a fairly balanced and robust order book of Rs.2380 Crores, giving us the confidence to achieve our targets for FY 19 -20. We are hopeful to see a growth of 40% in revenues from international orders in the next 2 years.

Mr. Bansal also commented "At Skipper we remain committed to controlling our expenses and are well positioned to pursue our growth initiatives. We also look forward to building upon the solid foundation in place and delivering increased value to our customers and our shareholders".

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### **ABOUT SKIPPER LIMITED**

*Skipper Limited established in 1981 is one of the leading companies in the Power Transmission & Distribution and the PVC pipes 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 and poles. 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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