

EARNINGS RELEASE

Q1 RESULTS FY 2018 – 19 HIGHLIGHTS

Net sales up by 20% | Operating EBITDA grows by 25%

Business Highlights

*Secured and favorably placed with new orders worth Rs. 225 Crores in its Engineering Products segment
The company expands footprint in Americas, securing new orders from Paraguay & Panama
Supplied Tubular Telecom Towers for the first time in African countries i.e. Niger & Uganda
Cleared SIRIM audit, to enter the Malaysian market
Reboot of Polymer business leading to a healthy growth in revenue*

Awarded:

*“The Most Iconic Brand” by Economic Times
“Asia’s Dream Companies To Work For” by World HRD Congress
Ranked no. 3 in Fortune Next 500 companies of India*

Kolkata, August 9th, 2018: 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, Railway and Solar structures. Skipper is also a significant player in water infrastructure of India. The company announced its results for the first quarter ended 30th June, 2018.

Financial Performance

All figures in INR Crore, unless specified

Particulars	Q1 FY'19	Q1 FY'18	Change %
Net Sales	478.70	398.83	20.0%
Operating EBITDA (Without Forex)	50.84	40.67	25.0%
Depreciation	11.52	10.75	
Interest	27.40	16.86	
Other Income	0.32	0.75	
Operating PBT (Without Forex)	12.24	13.82	
Forex Gain /Loss	5.86	10.94	
Profit Before Tax (Reported)	6.38	24.76	
Tax	1.88	8.78	
PAT	4.50	15.98	

Note: Operating EBITDA and Operating PBT are calculated without considering forex income or loss

Performance Highlights

- **Net Sales:** Rs 478.70 Crores as against Rs 398.83 crores in the previous year quarter , up by 20%
- **Operating EBITDA:** Rs 50.84 Crores as against Rs 40.67 Crores in the previous year quarter, up by 25%
- **Profit Before Tax:** Rs 6.38 Crores as against Rs 24.76 crores in the previous year quarter
- **Profit After Tax:** Rs 4.50 crores as against Rs 15.98 crores in the previous year quarter

Key Business Highlights:

Secured New Orders: The Company has secured new orders worth Rs.225 crores during Q1 of FY 18 – 19, spread across power transmission & distribution structures and other engineering products like Telecom Towers from projects of Power Grid Corporation of India Limited (PGCIL) , SEBs and other players .

Skipper expanded its reach in Americas by bagging orders from countries like **Paraguay & Panama**. For the first time in the company's history Tubular Telecom Towers were exported to African countries, Uganda & Niger. The company's engineering products order book to sales is well diversified between domestic and international orders.

Cleared SIRIM Audit: Skipper has recently cleared a SIRIM QAS International Sdn. Bhd. audit, which enables the company to export to the Malaysian market. SIRIM QAS International is an accredited certification, inspection and testing services provider under numerous bodies, including the National Accreditation Body, the Department of Standards Malaysia (STANDARDS MALAYSIA) and the United Kingdom Accreditation Service (UKAS) among others.

Reboot of Polymer Business: Skipper Limited turns out to be the only Polymer Products manufacturing company to roll out The Theory of Constraints (TOC) in an organized manner. The company has hired Vector Consultancy to implement the principals of TOC to strengthen its position in the sector. Vector Consulting Group is a management consulting firm which helps companies build unique operations and supply chain capabilities that can be leveraged as a competitive edge in the market. Vector has worked with several reputed brands across different sectors in India.

The implementation of structural changes such as overhaul of margins and incentives of the retailers /influencers, restructuring of supply chain and organized spending will lead to a promising growth of the division. Due to sound implementation of the above there has been some contraction in the margin profile of the product segment.

Awards

The Most Iconic Brand - Skipper Limited was awarded by the most read business daily, Economic Times. This award is given to companies who have achieved excellence in meeting quality standards and customer satisfaction in the respective industries.

Skipper has been **ranked no. 3** in Fortune Next 500 companies of India, which is a remarkable leap forward since last year. Not only that our organization has been rated as **#1 in Capital Goods** sectoral ranking.

Asia's Dream Companies To Work For – Skipper was awarded by World HRD Congress for being a people friendly employer and among the best in Asian region.

Commenting on the release today **Mr. Sharan Bansal**, Director, said “We focused on strengthening our order book with fresh orders worth Rs.225 Crores of engineering products. There is a sharp growth in Net sales by **20% and** Operating EBITDA by **25%** compared to last quarter. Our focus on market share, major cost reduction initiatives and efficiency improvements have been significantly enhanced and accelerated in the last few months. Apart from growing our business in India we are focusing on a robust international network. We are pleased with our entry into new countries like Paraguay & Panama, which is set to further consolidate our outlook in the Americas. Our current clearance from **SIRIM** gives us an access to the potential Malaysian market”.



Mr. Bansal also said “Considering the present bid position in projects, bids in pipeline and positive macro-economic developments in the Indian economy, we expect order position to further rise going forward in our T&D division”.

Mr. Devesh Bansal, Director, said “We are happy that all our business divisions including Power Transmission & Distribution and Polymer Pipes are on the expected lines of projections, considering various socio economic factors. The Polymer division has reported a strong growth of over 45% on topline quarter on quarter. Our key focus continues to position our Polymer Pipes division among the top national players. Our efforts to restructure our supply chain network and realign the brand spending of the division will massively expand the product availability and deliver healthy margin flow”.

Mr. Bansal further added, “I strongly feel some of our most difficult times are behind us, though GST & Demonetization has caused some initial disturbance however the aftermath of consumers choosing organised premium brands is clearly evident, therefore we look forward to a good year ahead.”

About Us

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 25 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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