



GOODNESS
LEADS

A cluster of several small, light blue triangles pointing in various directions, located above the title.

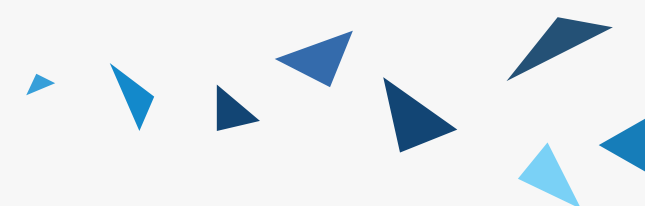
GOODNESS LEADS

The intentions inside shape the actions outside! When we operate from a place of integrity, quality and big heartedness, we make a lasting difference in the world.

When goodness leads, great results follow!



LEADING AHEAD WITH GOODNESS



Established in 1981, Skipper Limited today is a USD 300 million company.

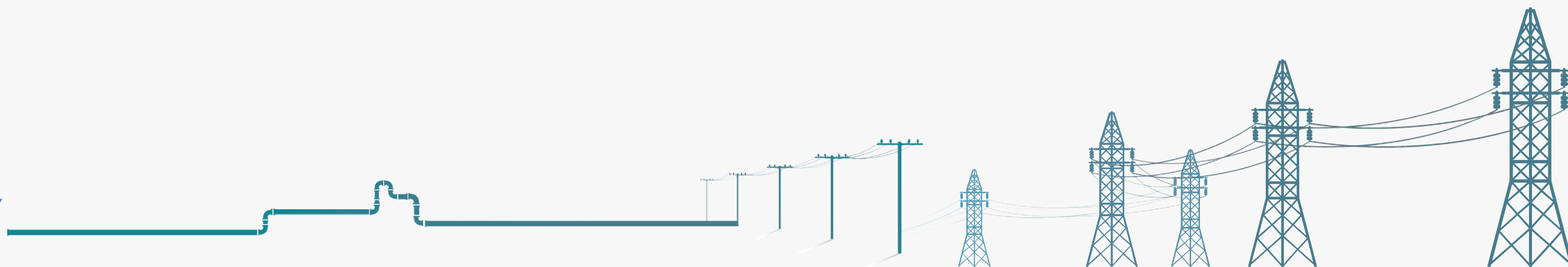
Skipper Limited is the largest manufacturer of Transmission & Distribution structures in India and among the top 10 globally.

It is also a national powerhouse in the Polymer Pipes & Fittings business, and manufactures premium quality products under the brand name **Skipper Pipes**, which serves both the agricultural and plumbing sectors.



The Largest Tower
manufacturer in India

THE SKIPPER STORY

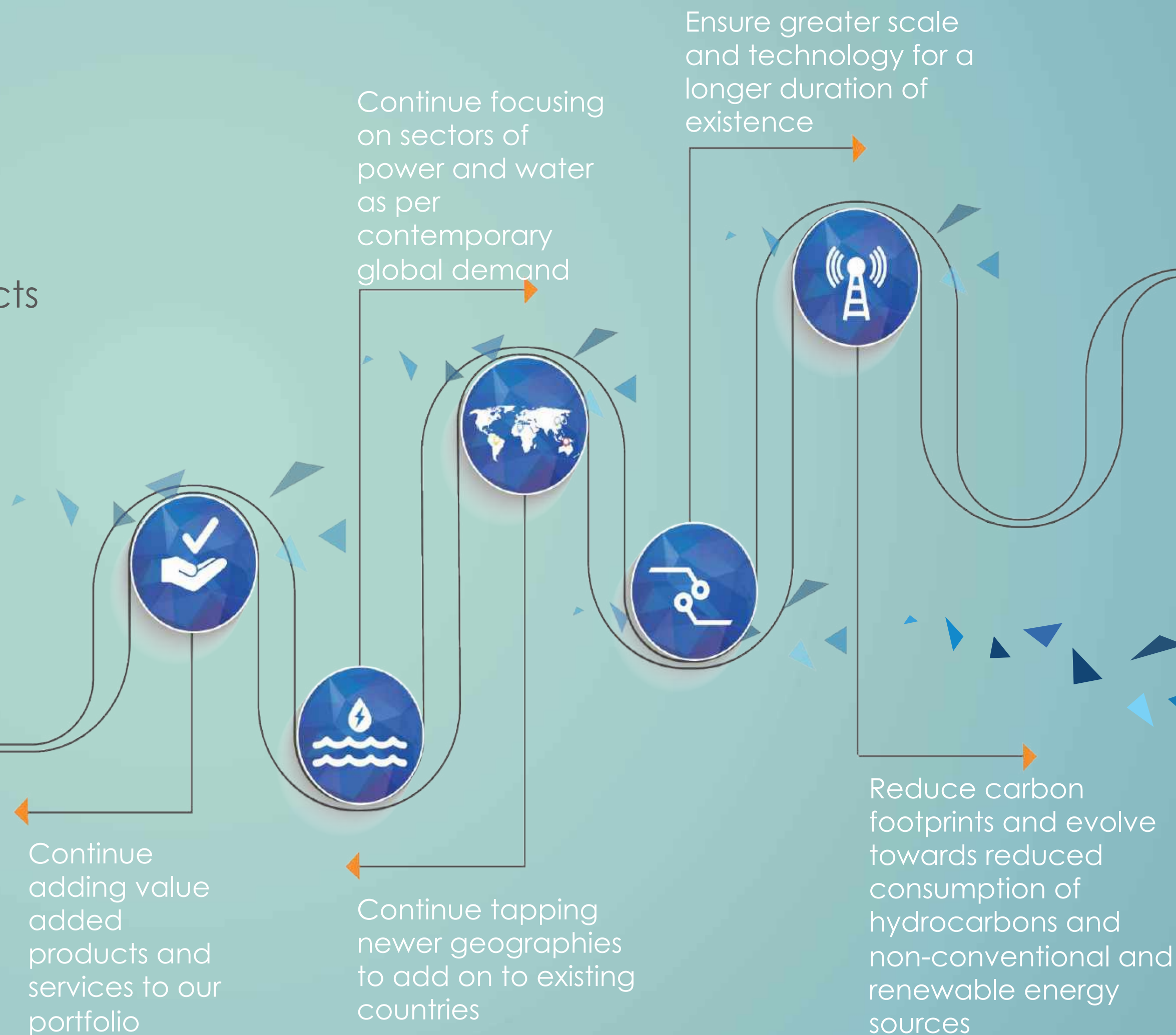


VISION

To produce world - class quality products ensuring robust National Infrastructure development and making India the preferred sourcing hub for Global Infrastructure needs.

MISSION

Our mission is guided by our intent of making a difference and maintaining our respected place in the industry.



ALWAYS A GOOD BET

At Skipper, our products are a true reflection of our goodness within. We employ the highest standards of manufacturing procedures and perform stringent quality checks, so that they do justice to the expectations you have from us.



OUR QUALITY PRODUCTS

EMPOWERING INDIA WITH A HEART OF GOODNESS

ENGINEERING DIVISION

Our engineering division is dedicated in lighting up our world and powering it ahead towards a brighter future!

- Power Transmission Towers
- Transmission Line Monopoles
- Light & Distribution Poles (Swaged, High Mast and Octagonal)
- Telecom Towers / Monopoles
- Railway Electrification Structures
- Mild Steel and High Tensile Angles
- Fasteners & Tower Accessories

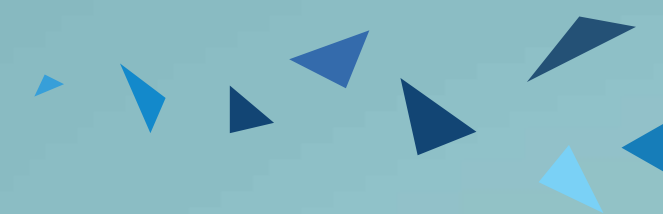
OUR PRODUCTS



Transmission Towers



Transmission Line Monopole



Lighting & Distribution Poles



Highmasts



Telecom Tower



Railway Structures



Angles



Fasteners



ENRICHING THE NATION A VISION TO DO GOOD

POLYMER PIPES & FITTINGS

Polymer division helps bring the most crucial resource nearer to where it's needed!

- 100% Lead Free UPVC Pipes & Fittings
- CPVC Pipes & Fittings
- SWR Pipes & Fittings
- Borewell Pipes (Casing Pipes , Column Pipes & Ribbed Strainer Pipes)
- Agriculture Rigid pipes & fittings, Underground drainage pipes
- HDPE Pipes & Overhead Tanks
- CPVC & UPVC Solvent cement
- Cisterns, Seat Covers and Bath fittings & accessories

OUR PRODUCTS



CPVC Pipes & Fittings



UPVC Pipes & Fittings



Rigid Pipes



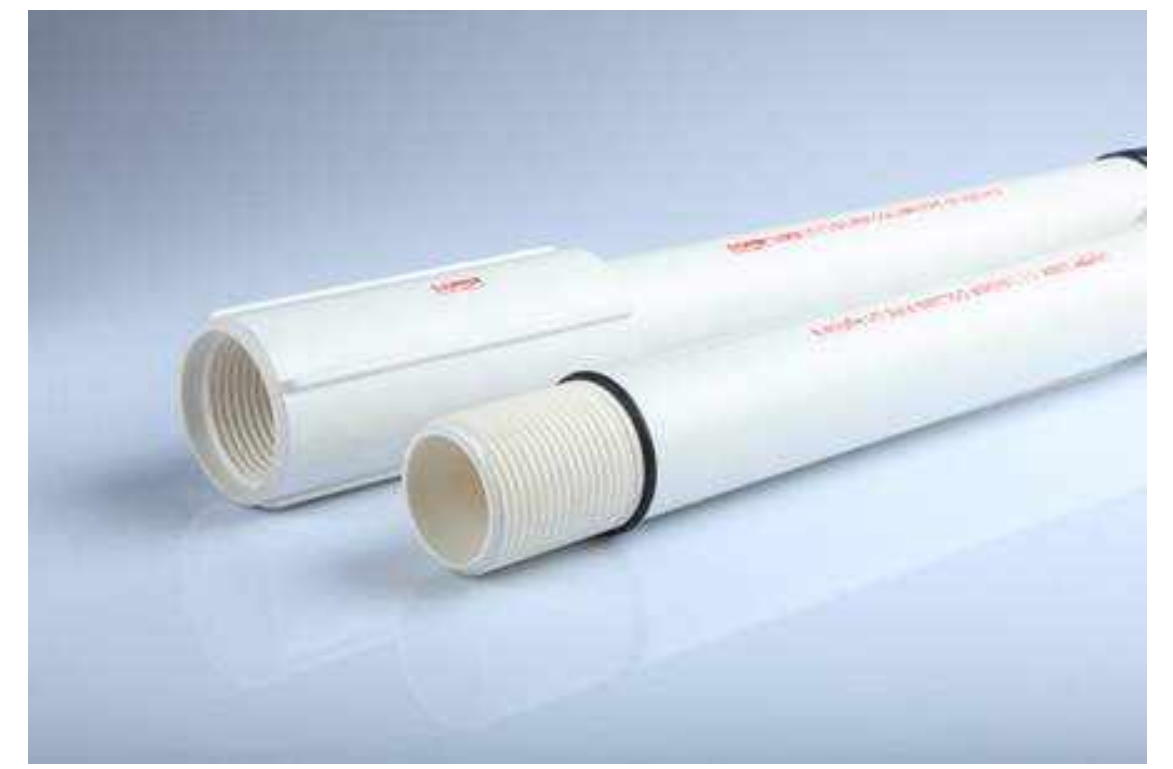
SWR Pipes



Our Product Basket



Casing Pipes



Column Pipes

STRONGER FOUNDATIONS TO A BETTER TOMORROW

INFRASTRUCTURE DIVISION

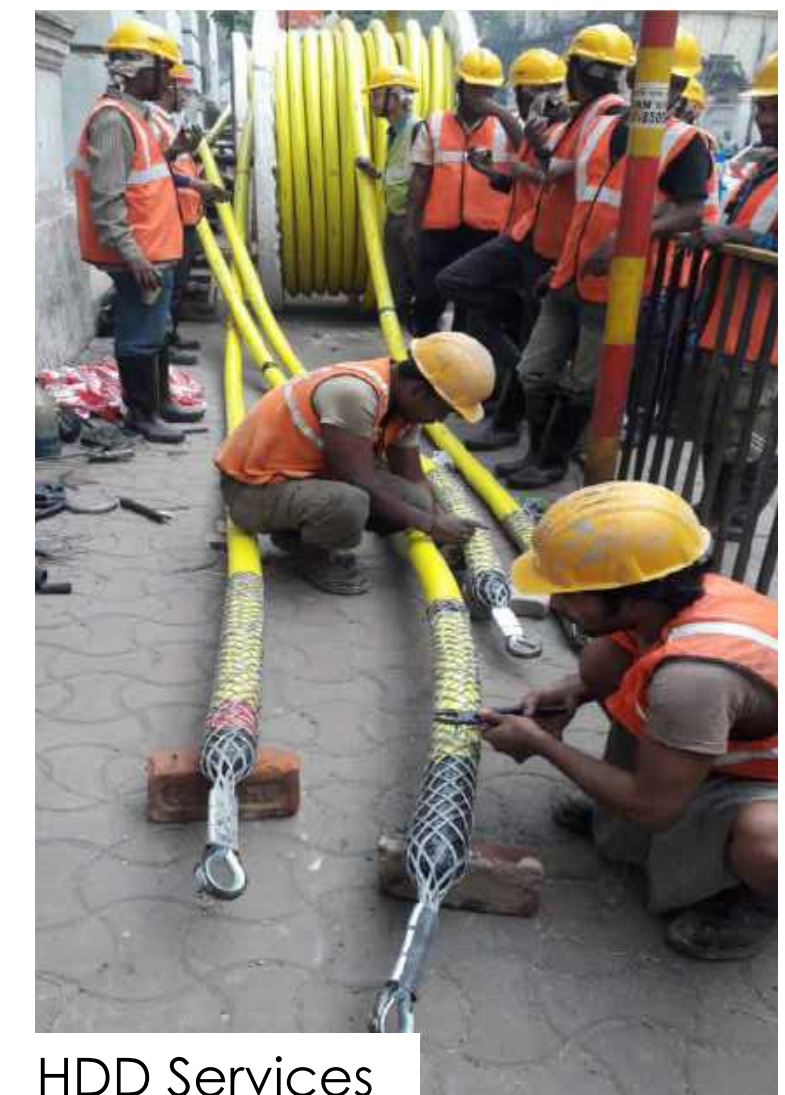
With our Infrastructure division we are helping shape our world the good way!

- Transmission Line EPC
- Railway Electrification
- Underground Utility Laying by HDD
(Horizontal Directional Drilling)
- Water EPC

OUR SERVICES



Transmission Line EPC



HDD Services

BRINGING THE GOOD TOGETHER

BACKWARD INTEGRATION

We believe that all good things should integrate together to create something exceptional.

Hence, when it comes to Power Transmission Towers & Poles, Skipper undertakes each and every activity in the entire value chain from Angle Rolling to Fabrication & Galvanising, Proto Assembly, Load Testing and even EPC line construction.

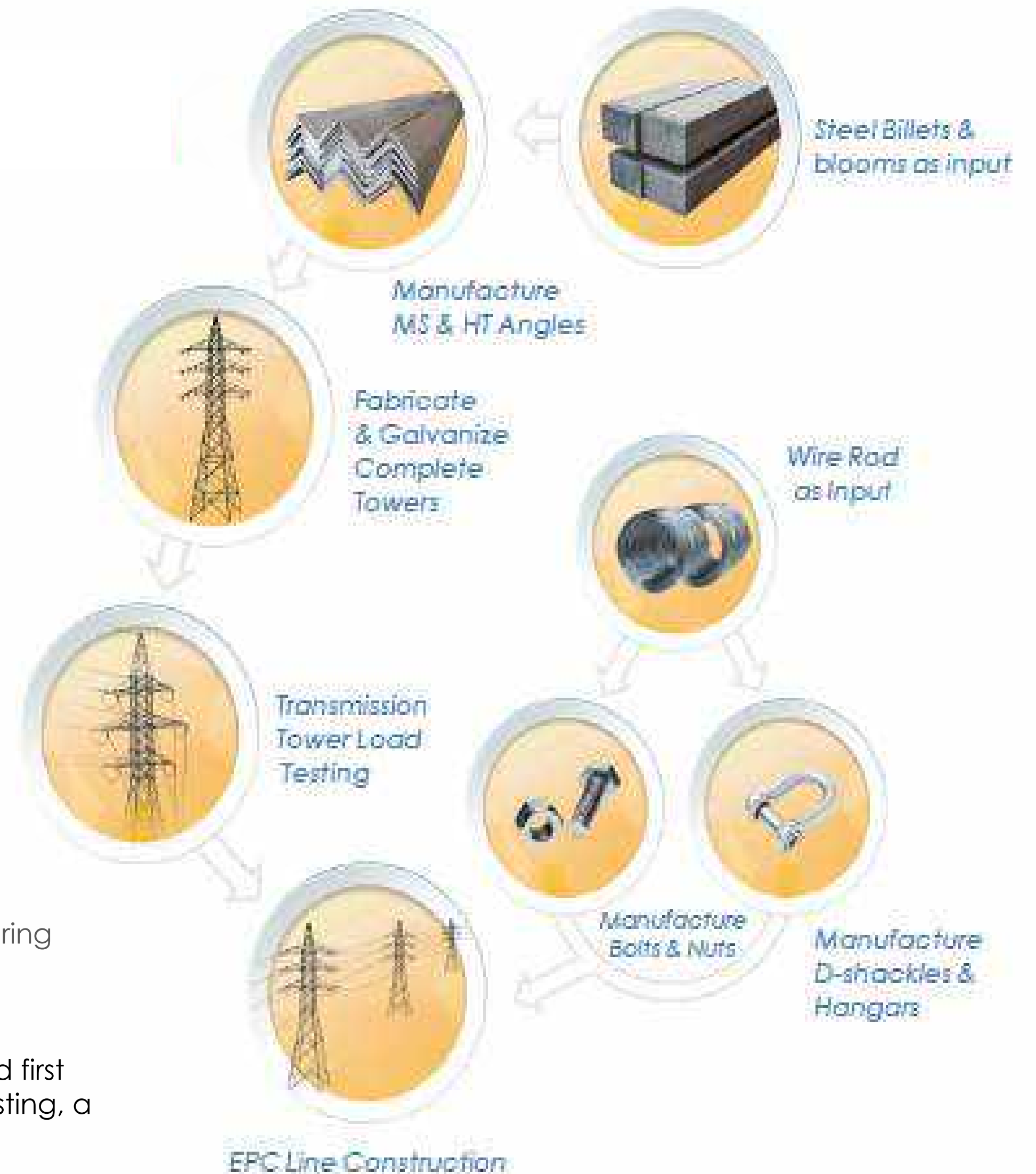
Skipper's backward integration enables cost optimisation, swifter time-to-market, high quality control, timely dispatch, superior customer service, and a much lower exposure to commodity price fluctuations...

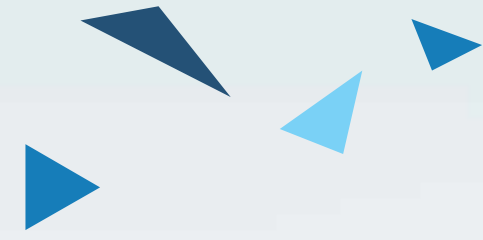


CORE COMPETENCIES

OUR VALUE CHAIN

- **CONTEMPORARY TECHNOLOGY:**
Possesses automated state-of-the-art equipment
- **VALUE ENGINEERING:**
Engineering and design excellence helps optimize product and process costs
- **ONE STOP SHOP:**
In house availability of products, accessories and technical services
- **SUPPORT SYSTEM:**
Strategic plant locations in East enables adequate power availability, proximity to Kolkata port and cost-effective labor
- **SCALE:**
Power Grid approved and ISO certified plants with large manufacturing capacities enables to participate in large project size orders
- **TEST BED:**
The Company's tower testing facility is one of the largest in India and first of its kind in Eastern India. The center is capable of full-scale load testing, a reliable tool for validating the structural design





FULLY INTEGRATED R&D CENTER

Skipper is among the handful in its sector to invest heavily in research and innovation. The Company's R&D department is approved by Dept. of Scientific and Industrial Research (DSIR), Govt. Of India.

The Center reinforcing the Company's strong commitment to innovative products and solution for its customers. The R&D Unit will not only facilitate in house load testing and proto type testing but will also help improve and customize the tower design resulting in customer satisfaction.





AS GOOD AS IT GETS OUR **BIGGEST MILESTONES**

MILESTONES

1981

☉ Our Company was incorporated as Skipper Investments Limited; we **began our journey by manufacturing Hamilton Poles.**

1990

☉ The Company's name was changed **to Skipper Steels Ltd** and it diversified into manufacturing towers and masts.

2001

☉ The Company set up an **LPG cylinder unit.**

2003

☉ **Tube mill** was set up.

2005

☉ Set up **its first galvanizing plant.**

AS GOOD AS IT GETS OUR **BIGGEST MILESTONES**

MILESTONES

2006

- ⦿ Crossed **Rs. 1 billion** in revenue.
- ⦿ Got Powergrid's approval for tower units and received the **first order of 400kV** towers (the highest voltage level at that time).
- ⦿ **Entered into a manufacturing tie-up with Ramboll, Denmark** - the world's largest tower designing company.

2008

- ⦿ Conversion of tower production process from manual to **automatic CNC**.

2009

- ⦿ Got **India's first order for 800kV transmission** towers from Power Grid Corporation of India Limited (PGCIL).
- ⦿ Commissioned **the Uluberia unit with first Polymer unit and India's first doubleside Tube GI plant..**

2010

- ⦿ Entered into **backward integration of two major product verticals** tubes and towers, by way of a Strip mill and Angle mill, respectively..



AS GOOD AS IT GETS OUR **BIGGEST MILESTONES**

MILESTONES

2011

- ⦿ Focus on broader and diversified product verticals.

2013

- ⦿ Crossed **Rs.10 billion** in revenue.
- ⦿ Alliance **agreement with South America's largest TSO** for exclusive supply to its transmission projects.

2015

- ⦿ Awarded '**Fastest Growing Transmission Tower Manufacturing Company**' award by CNBC TV-18.
- ⦿ Got listed **on NSE in May 2015**.
- ⦿ Entered into an alliance with **Sekisui Chemicals Co Ltd** of Japan.

2016

- ⦿ Won the '**Best Industry in Water Resources Sector**' award by CBIP.
- ⦿ Recognized as '**Star Performer**' by EEPC.
- ⦿ Recognized '**Largest Tower Supplier**' by PGCIL.
- ⦿ Became **one of India's pioneer companies in production of Transmission Monopoles**.
- ⦿ Commissioned **our first Transmission line EPC project** – 400 KV Punchkula Patiala for Powergrid Corporation.

AS GOOD AS IT GETS OUR **BIGGEST MILESTONES**

MILESTONES

2017

- ⦿ Emerged as the **largest manufacturer of T&D structures in India.**
- ⦿ Commissioned a second Guwahati plant in Palashbari.
- ⦿ Given **Largest Tower Supplier Award** by PGCIL (second time).

2018

- ⦿ Entered into a joint venture **with Metzerplas** for microirrigation products.
- ⦿ Ventured into new Product categories such as **railway electrification** etc.
- ⦿ Won the '**Largest Tower Supplier**' award from PGCIL For the third successive time.

2019

- ⦿ The company wins the prestigious **SKOCH Order** of Merit West Bengal.
- ⦿ **Best Employee Engagement Strategy** by ET Now.
- ⦿ Produced and Type Tested **India's first 765 KV monopole.**

2020

- ⦿ Dept. of Scientific and Industrial Research (**DSIR**), **Govt. Of India approves and recognizes In House R&D Center.**
- ⦿ **Ranked 14** in Dream Companies To Work For presented by ET Now.
- ⦿ The company commissioned **the largest Tower & Monopole Load Testing Station in India**, which is also one of the largest in the world.

FROM GOOD TO BETTER OUR COMMITMENT TOWARDS EXCELLENCE

For us at Skipper, excellence is not an ideal – it's our way of life. We have always preferred good quality over quantity and we strive to keep up our high standards not just in our products but in the people we employ, the customer service we provide and the goals we set for global growth.



OUR COMMITMENT TOWARDS EXCELLENCE

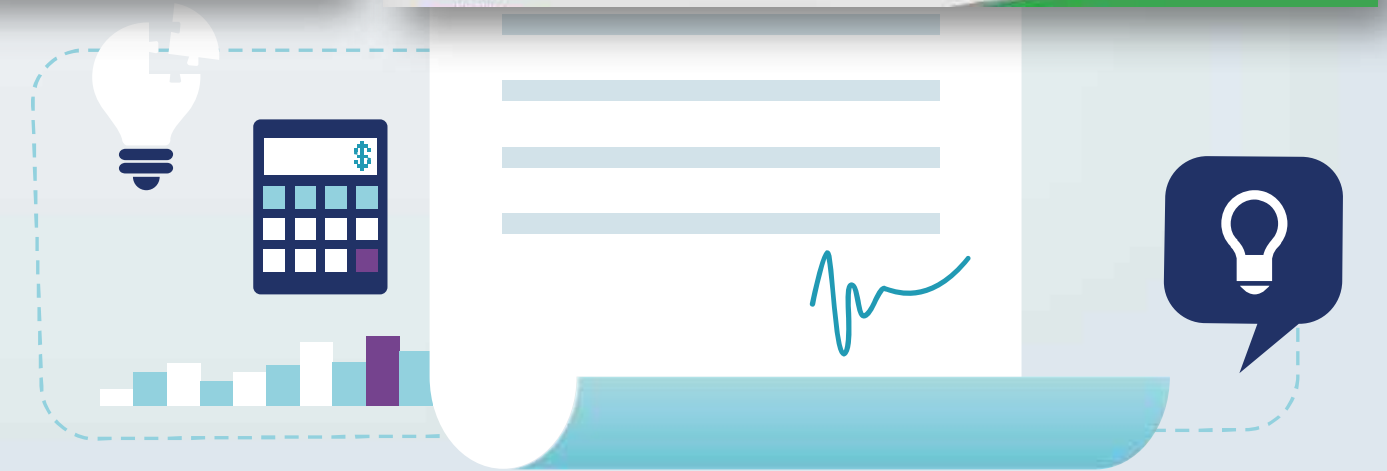
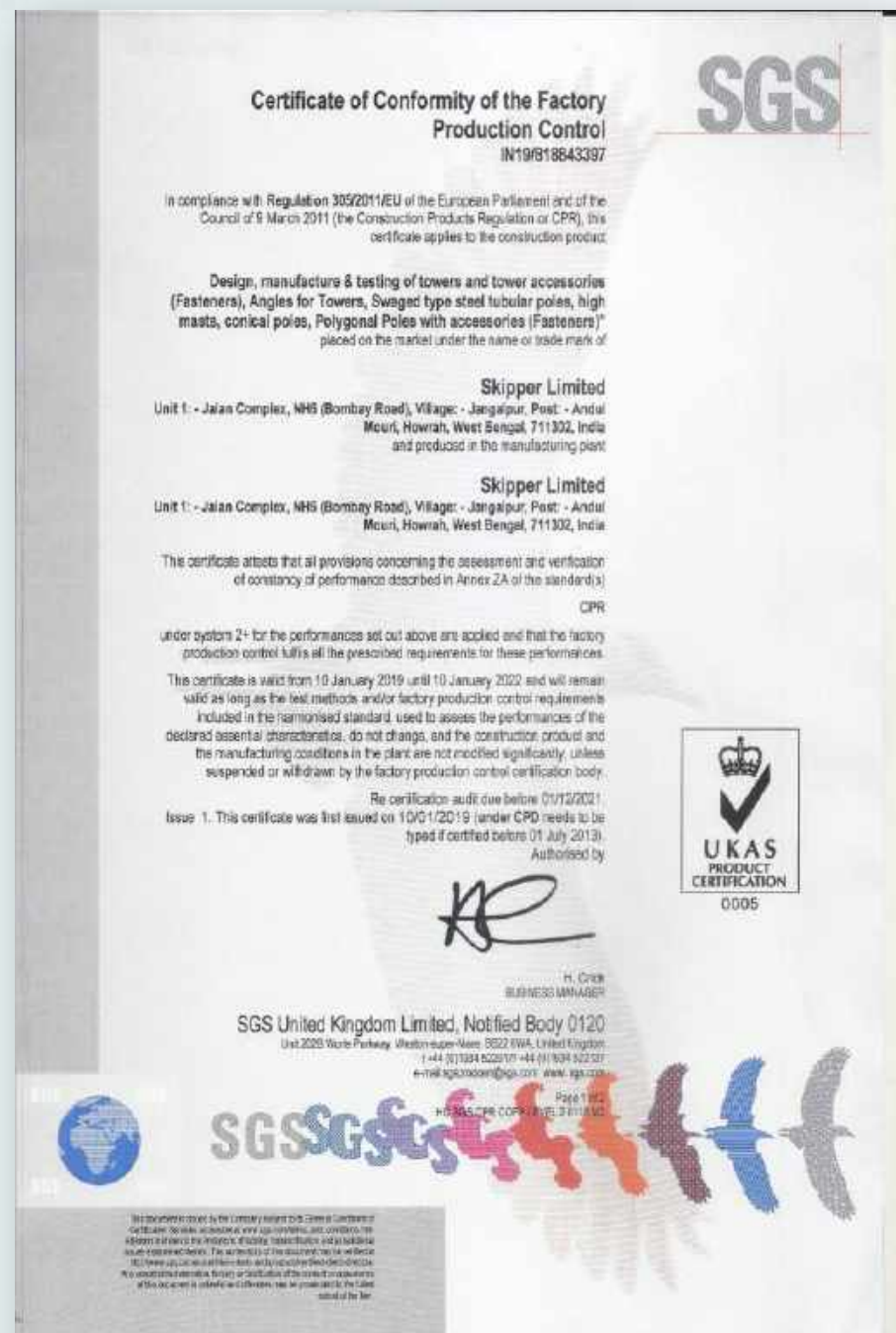
A GOOD ROUND OF APPLAUSE FOR OUR AWARDS & QUALITY CERTIFICATIONS

- Bureau of Indian Standards (ISI)
- ISO 9001, ISO 14001, ISO 18001
- Power Grid Corporation of India Limited (PGCIL)
- Egyptian Electricity Transmission Company (EETC)
- Bhutan Power Corporation
- Major State Electricity Board of India (SEBs)
- Budcentral-Certificate of Conformity
- Kenya Transmission Company (KETRACO)
- Transmission Company of Nigeria (TCN)
- National Grid Corporation of Philippines (NGCP)
- Ministry of Railways (RDSO)
- Damodar Valley Corporation
- Saudi Electric Company

- The Jordanian Electric Power Company Ltd., Amman-Jordan
- RETIE, Colombia
- UKSEPRO
- LAPTEM
- Transmission Corporation of Andhra Pradesh Limited (APTRANSCO)
- Odisha Power Transmission Corporation Limited (OPTCL)
- The Karnataka Power Transmission Corporation Limited (KPTCL)
- The Canadian Welding Bureau (CWB)
- CE – Europe



QUALITY CERTIFICATIONS



RECENT AWARDS



AWARD:
THE LARGEST TOWER SUPPLIER
FOR 3rd CONSECUTIVE YEAR
GIVEN BY:
POWER GRID CORPORATION
OF INDIA LTD. (PGCIL)



AWARD:
EMERGING POWER
EPC PLAYER
GIVEN BY:
EPC WORLD



AWARD:
GLOBAL HR EXCELLENCE
GIVEN BY:
WORLD HRD CONGRESS



AWARD:
NO. 1 EMERGING BRAND IN
POLYMER PIPES & FITTINGS
GIVEN BY:
WCRC



AWARD:
MOST VALUABLE
CONTRIBUTION TO POWER
INDUSTRY
GIVEN BY: ET EDGE



AWARD:
STAR PERFORMER
AWARD FOR THE YEAR
2015-16
GIVEN BY: EEPIC INDIA



AWARD:
THE BEST POLYMER BRAND
GIVEN BY:
CONSTRUCTION TIMES



AWARD:
MOST ETHICAL COMPANY
GIVEN BY:
WORLD CSR DAY

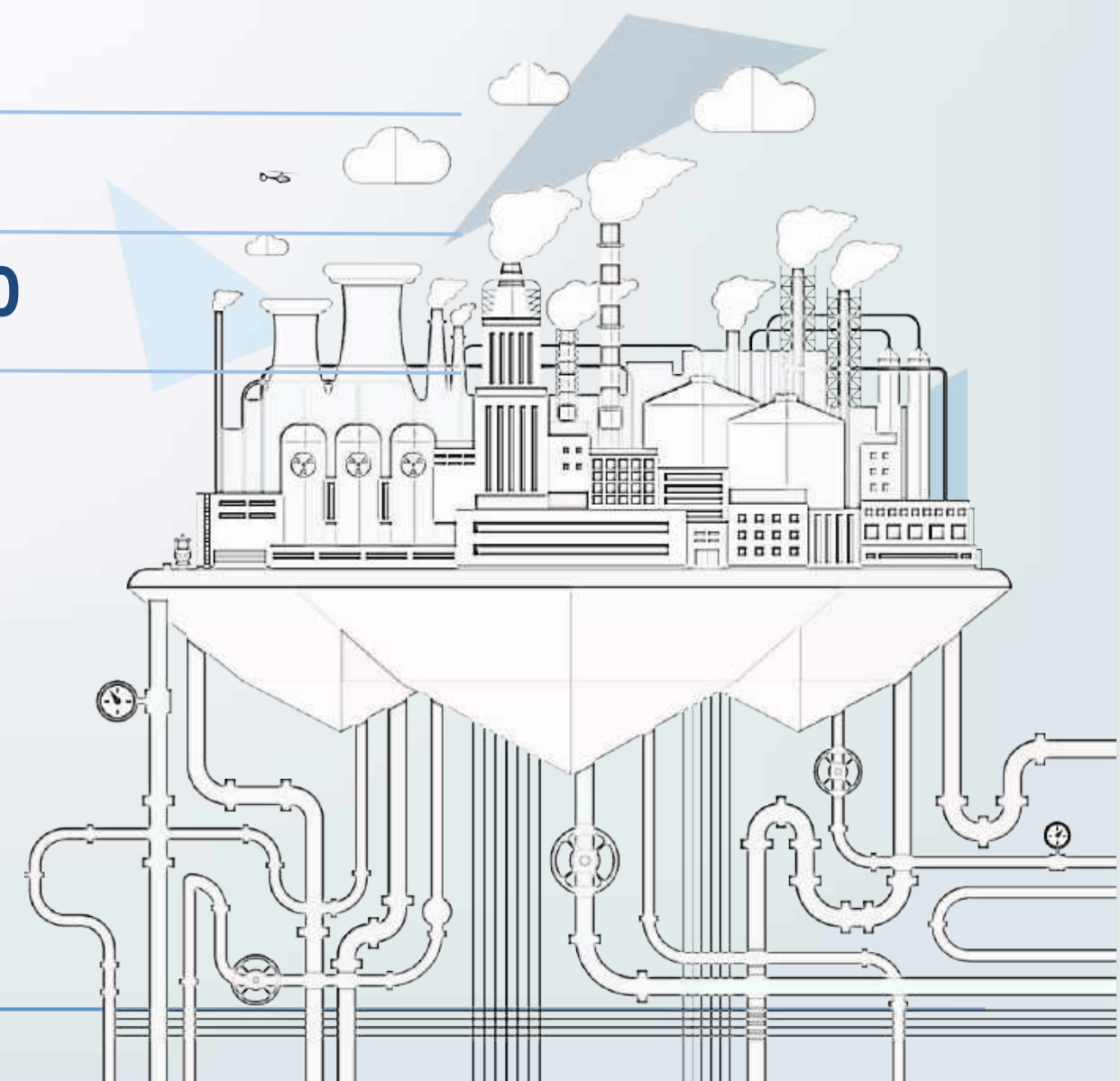
POLYMER PRODUCTS CONFORMING TO QUALITY CERTIFICATIONS



- ASTM D-1785, ASTM D-2467, ASTM D-2846,
- ASTM F-493, NSF (CPVC PIPES)
- IS: 12818
- IS: 13592 ○ IS: 14735
- IS: 4985 ○ IS: 10124
- IS: 15778 ○ IS: 14182

OUR CAPACITIES

Location	Engineering Product (MTPA)	PVC Pipes & Fittings Products (MTPA)
Uluberia – Kolkata (WB)	1,30,000	44,000
Unit 1 – Kolkata (WB)	104000	
BCTL – Kolkata (WB)	36,000	
Guwahati - Assam	30,000	7,000
Total - Capacity	3,00,000	51,000



A GOOD LOOK AT OUR **FACILITY HIGHLIGHTS**

4 power grid approved Transmission tower & poles manufacturing plants with a combined Capacity of **300,000 MTPA**. In – house Designing and pre-engineering Dept.

MS & HT angle rolling
(upto 200x200x25)
ensuring
all time availability
of raw materials

More than 57 CNC
operated
production lines
imported from
Germany, Italy &
China

DSIR Approved R&D
Center
and inhouse Transmission
Line Tower Testing Station

7 in house galvanising
units with plant size up
to 14 mtr and an
annual galvanising
capacity of handling
over **2.5 lakh MT.**

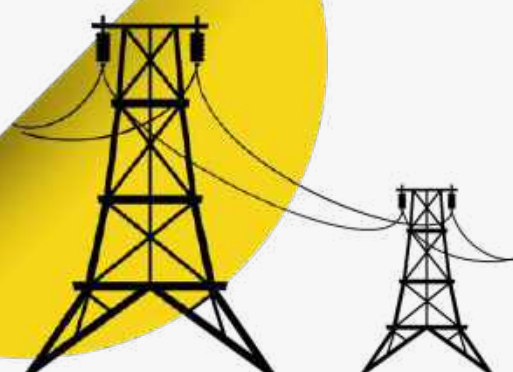
A GOOD LOOK AT OUR **SCALE & SIZE**

01



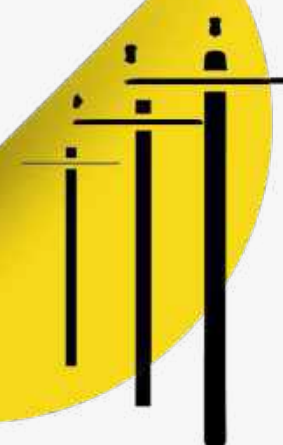
India's largest and among the world's largest Integrated T&D Structure manufacturing companies.

02



Delivered transmission tower supply projects with detailed customization and critical specifications.

03



Amongst the largest manufacturers of Lighting and Distribution poles in India and pioneers of setting up Monopoles in the country

A GOOD LOOK AT OUR **SCALE & SIZE**

04



A fully integrated global EPC major. Services include tower design, tower testing, manufacturing, and onsite construction.

05



Massive distribution network across pan India with over 5000+ touchpoints for polymer pipe business.

06



End- to- end integrated Tube solution provider from black tube rolling to galvanizing of tubes to tubular fabrication.

BEING TECHNOLOGICALLY GOOD

IT- ENABLED

The information technology wing captures information exhaustively on a real time basis. Every commercial transaction including purchase, production, inventory control, sales invoicing are carried out on various ERP platforms, diligently inducted into everyday process by the company.

Not only that our HR systems too are automated for easy employee experience. Special software called Adrenalin is implemented for single integrated solution for creating multiple business processes.

A GOOD LOOK AT OUR TECH FACILITIES

- SAP
- CCTV Coverage of our plants
- Adrenalin
- Lighthouse ERP
- Live video Conferencing

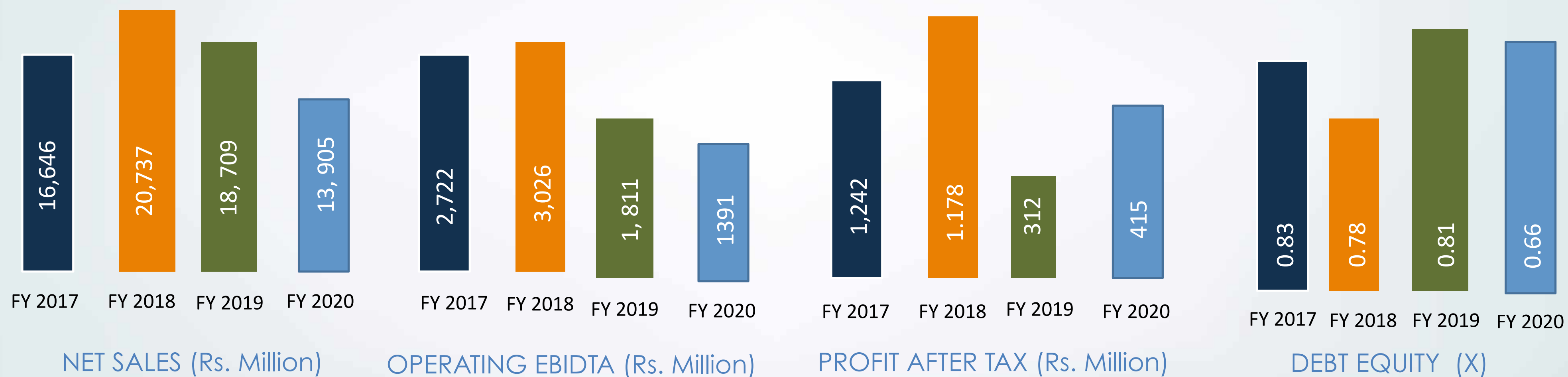


RISING UP A GOOD GRAPH OUR **FINANCIALS**

Due to a strong bottom-line focused approach, Skipper has consistently out-performed in the market place over several quarters with an industry best EBIDTA and Revenue growth. Our focus is to be consistently good at improving upon our margins and optimizing our operations costs.



FINANCIAL GRAPH



OUR PRESENCE

SOUTH AMERICA

Peru, Colombia, Chile, Paraguay,
Panama, Uruguay , Bolivia

EUROPE

UK, Spain

AFRICA

Kenya, Egypt, Ghana, Nigeria, Zambia, Sierra
Leone, Guinea, South Africa, Botswana, Angola

MIDDLE EAST

Jordan, Saudi Arabia, UAE, QATAR

SOUTH AND SOUTH EAST ASIA

Nepal, Bangladesh, Sri Lanka, Indonesia,
Philippines

AUSTRALIA



THANK YOU



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