

Skipper to expand abroad

A STAFF REPORTER


Calcutta, May 15: Skipper Ltd, the Calcutta-based power transmission and telecom tower maker, is expanding its presence in the overseas market.

The company has secured orders worth Rs 123.73 crore from South Africa and South East Asia and is exploring more opportunities in the developing markets.

"In addition to the new domestic orders, our focus has been on developing the international business and securing more overseas orders. We have recently got orders from Botswana and the Philippines and we are exploring newer markets. Our international orders clearly affirm efforts to diversify the geographical spread of the order book," said Sharan Bansal, director of Skipper Ltd.

Within the country, the Power Grid Corporation of India and state transmission corporations of Telengana and Uttarakhnad have placed new orders worth

POWER-PACKED				
<i>Figures in Rs crore</i>				
	Q4 ended Mar		Year ended Mar	
	2016	2017	2016	2017
Net sales	522.7	564.6	1462	1678
PBT	52.6	69.6	143	156
PAT	36.1	52.7	95	111



Rs 376.48 crore for the supply of transmission towers and line construction.

"Our order book is Rs 2,600 crore and around 28 per cent of the book is export orders," Bansal said. The company aims to secure more projects in Latin America, South Asia, Africa and South East Asia.

"Some of the developing countries are now more open to sourcing from firms be-

yond China. This is a positive sign for Indian manufacturers," Bansal said. He added that while there are ample transmission projects planned within the country, diversification outside India would help the order book remain buoyant in the future.

The company has also secured orders worth Rs 75 crore for telecom poles from Reliance Jio. Besides transmission and telecom towers, the company also makes PVC pipes and polymer products. The company has appointed a consultant for business diversification. Railways and defence projects are on Skipper's radar.

Financial performance

Skipper has reported a fourth quarter net profit of Rs 52.73 crore, up 46 per cent over last year's profit of Rs 36.12 crore during the corresponding period. Sales were at Rs 564.66 crore during the quarter.

"Our profit was higher partly because of the Rs 16.37 crore income from forward contracts in this quarter," Bansal said.