

## EARNINGS RELEASE

### Q2 & H1 FY'21 HIGHLIGHTS

#### Business Highlights

- Revenue stood at Rs.4,036 Million, Profit After Tax (PAT) at Rs.124.5 Million
  - The Closing Order Book stood at Rs.17, 110 Million
    - Order inflow of Rs. 2,200 Million
  - Strong Bidding Pipeline of Rs.46, 500 Million
  - NABL Accreditation for Tower Testing Station

**Kolkata, Monday, October 19, 2020: 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 and Railway Structures. Skipper is also a significant player in water infrastructure of India, announced its results for the second quarter of FY 21, and ended 30<sup>th</sup> September 2020.**

#### Standalone Financial Performance

All figures in Million, unless specified

	Q2 FY 21	Q2 FY 20	Change %	H1 Fy'21	H1 Fy'20	Change %
Revenue	4,036.00	3,132.50	28.8	6243.1	6518.2	-4.2
EBITDA	477.6	345.6	38.2	568.1	772.1	-26.4
% Of Revenue	11.8%	11.0%		9.1%	11.8%	
Profit Before Tax (PBT)	190.0	20.3	835	4.1	140.4	-97.1
Profit After Tax (PAT)	124.5	14.2	775	5.6	96.4	-94.2

#### 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:** Q2 Fy'21 order inflow Rs. 2,200 Million for engineering products supplies from several SEB's and for various export supplies. The closing Order book as on September 30<sup>th</sup> 2020 is valued to be Rs. 17, 110 Million, which constitutes of 30% exports and 70% domestic orders. The company has a strong bidding pipeline of Rs.46, 500 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 is expected to witness a sharp rise in revenue 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 SPEAK**

*Commenting on the occasion Mr. Sharan Bansal, Director Skipper Limited, said “We are happy to announce a steady performance for the quarter despite sectorial challenges and the global havoc created by the pandemic. Our closing order book stood at Rs.17,110 million, which constitutes of 70% domestic & 30% export, with an order inflow of Rs.2200 million for engineering products supplies from several SEB’s and for various export supplies. Considering the volume of our strong bidding pipeline i.e. worth Rs.46,500 Million and a strong rebound expected in the domestic T&D sector, we maintain a high degree of optimism for the upcoming quarters. We are also hopeful to see a steady growth in our revenues from exports in the next 2 years as we expect orders from various newer geographies.*

*Mr. Bansal also added “Our in house Tower Testing station recently got accredited by NABL, which puts us in a favorable position in the bidding process amongst others. It’s our constant endeavor to improve our manufacturing capabilities, deploy mechanizations and automation initiatives across divisions to improve efficiency and remain strategically focused to a sustainable growth. We look forward to building upon the solid foundation in place and delivering increased value to our customers and our shareholders.”*

*Mr. Devesh Bansal, Director Skipper Limited commented, “With our current momentum, operations nearing pre covid levels and a robust order book pipe line, we aspire to register a significant organic growth in FY21.*

*Mr. Bansal also commented “With a rapidly changing global infrastructure, we believe in building exceptional partnerships and long-lasting associations by delivering excellence, across all our divisions. Given our deep commitment to be a responsible corporate citizen, we remain focused on driving diversity, CSR and sustainability as an inherent part of the way we operate.”*

## **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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