

EARNINGS RELEASE
Q4 FY'18 HIGHLIGHTS

Business Highlights

- Total Orders worth Rs. **1333 Crs** secured in FY'18 - 19
- Bagged new orders worth Rs. **191 Crs** in its Engineering Products segment in Q4
 - The Closing Order Book stands at Rs. **2460 Crs**
 - The Operating EBITDA margins improved to **12%** in Q4
- Growth in revenue continues from the Non T&D Products i.e. Telecom Towers & Railway Structures

Awards

- The company wins the prestigious SKOCH Order of Merit

Kolkata, May 22nd, 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 fourth quarter ended 31st March 2019.

Financial Performance

All figures in Million, unless specified

| 12 FY'19 | 12 FY'18 | | Q4 FY'19 | Q4 FY'18 |
|----------------|----------|---|---------------|----------|
| 18708.7 | 20737.2 | Net Revenue | 4333.9 | 5928.5 |
| 1840.3 | 2749.3 | Operating EBITDA (Without Forex) | 526.7 | 1105.4 |
| 9.8% | 13.3% | % Of Sales | 12.2% | 18.6% |
| 429.9 | 1803.9 | Profit Before Tax (PBT) | 222.6 | 740.8 |
| 312.1 | 1177.6 | Profit After Tax (PAT) | 177.7 | 493.5 |

Key Business Highlights

Secured New Orders: The Company has secured new orders worth Rs.191 crores during Q4 FY'19 for engineering products from projects of Power Grid Corporation of India Limited (PGCIL), State Electricity Boards and others. The company's engineering products order book to sales is well diversified between domestic and international orders. The company has successfully set footprints in the international T&D market with countries like Panama, Paraguay, Philippines, Angola, Nepal & Bangladesh.

Order book Position: The company's order inflow stood at Rs.1,333 Crs for the year. The closing Order book as on 31st March 2019 is valued to be Rs.2,460 Crs, which constitutes of 13% exports and 87% domestic orders.

Growth in revenue from the Non T&D Products i.e. Telecom Towers & Railway Structures: The Company is gearing up to sharpen its focus on Railway Electrification (EPC) projects and has also received the core approval from railways for manufacturing different types of overhead wiring support structures. The Non T&D products contributed upto 18% of the Closing Order Book.

Bottomline Approach: Skipper maintained a strict financial discipline focusing on the bottom-line and structuring the company to deliver sustainable results. Post TOC implementation in the Polymer Division and observing an uptick the company is rolling out TOC in its Engineering division.

Award: Skipper wins the most coveted Skoch Order of Merit. Among the 30 best companies in 2017 - 18

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DIRECTOR SPEAK

Mr. Devesh Bansal, Director, Skipper Limited said, "We are happy that margins of both the Engineering & Polymer divisions of the company have rebounded well in Q4, braving the sectoral headwinds. We have maintained a healthy order book, which stood at Rs.2460 Crs as on 31st March 2019, well diversified between domestic and international markets.

He added, "The Railway and the Telecom Tower business continues to play a significant role in our growth and as expected the revenue contribution of the said products touched 18 % at the end of this fiscal. Moving forward, the key growth areas identified for the company include Power T&D Products, Railway and Telecom Structures along with other EPC services".

"Considering the volume of orders under bidding i.e. worth Rs.3820 crores including both international & domestic markets, we are confident to perform better in FY 20. We also remain positive on the current outlook of India as the new elected government is set to boost power availability & connectivity, implementing several Green Energy Corridor projects that will in turn, facilitate domestic investment and growth in the coming years". Mr. Bansal further commented.

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 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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