



Date: 12<sup>th</sup> February, 2024

The Manager  
National Stock Exchange of India Limited  
Exchange Plaza, 5th Floor,  
Plot No. C-1, Block-G  
Bandra Kurla Complex, Bandra (E)  
Mumbai- 400 051  
**Symbol- SKIPPER**

The Manager  
BSE Limited  
Phiroze Jeejeebhoy Towers, Dalal Street  
Mumbai- 400 001  
**Scrip Code- 538562**

**Subject: Investor Presentation for the quarter ended 31st December, 2023**

Dear Sir,

In compliance with the provisions of Regulation 30 read with Schedule III of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation in connection with Unaudited Standalone and Consolidated Financial Results for the quarter ended 31<sup>st</sup> December, 2023.

Kindly take the same on record.

Thanking you,

Yours faithfully,  
For Skipper Limited

Anu Singh  
Company Secretary & Compliance Officer

Encl: As above



**SEIZING THE MULTI DECADE OPPORTUNITY**  
Positioned to Power Growth in the Global  
Transmission sector

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**INVESTOR PRESENTATION**  
**Q3 & 9M FY'24 Results**

12th February 2023



## Vision

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



## Mission

1

To continue to add value-added products and services to its portfolio

2

To continue to focus on sectors of power and water as per contemporary global demands

3

To continue to tap newer geographies to add to the existing market

4

To ensure the greater scale and technology, the greater longevity of product, and introduce more efficient technologies for a longer duration of existence

5

To reduce carbon footprints, and evolve towards reduced consumption of hydrocarbons and nonconventional and renewable energy sources

# Core Strengths

**41+**

Years of Excellence



India's largest and world's only Integrated T&D company having its own Structure rolling, manufacturing, Tower Load Testing Station & Transmission Line EPC



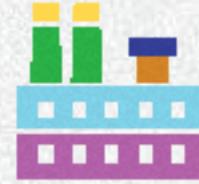
Awarded as "Largest Tower Supplier" by PGCIL & "Best Industry in Water Resources sector" by Central Board Of Irrigation And Power



**3000 +**  
Employees



Exporting to  
**55+**  
countries



Largest manufacturer of T&D structures in India



One of the largest & the fastest growing Polymer Pipes & Fittings in India

# Inflection Point with Growth Ahead

**Sustainable**, diversified profitable businesses well-positioned to continue to generate compelling long-term growth

Strong Balance Sheet and **improving bottom-line** profitability driving growth

Outlook – Expecting **25 % CAGR revenue growth** over next 3 years

Confidence Boost with winning key projects puts us as **front runner** in key segments

Increase Export & Elevate Global position as **preferred manufacturer** of choice for our existing and new customers

**International & domestic opportunities** for growth in key segments  
– Power Transmission, Telecom, Railway and Polymer Pipes

Prudently-maintained balance sheet provides the foundation for **future success**

# Management

## Independent



**Mr. Amit Kiran Deb**  
Chairman  
Independent Director



**Mrs. Mamta Binani**  
Independent Director



**Mr. Raj Kumar Patodi**  
Independent Director



**Mr. Ashok Bhandari**  
Independent Director



**Sri Pramod Kumar Shah**  
Independent Director

## Whole Time



**Sajan Kumar Bansal**  
Managing Director



**Sharan Bansal**  
Director



**Devesh Bansal**  
Director



**Siddharth Bansal**  
Director



**Yash Pall Jain**  
Director

# Core differentiators



## Broad Based Portfolio

Diversified Products  
delivering sustainable  
growth

Transitioning with  
focus on global market

Customization  
facilities



## Exciting Opportunities Ahead

Build on Long-Standing  
Relationships with our  
Customers

Integrated R&D for further  
competitiveness  
Strong Bidding Pipeline



## Our Ability to Win

India's largest and world's only end  
to end Integrated T&D company  
having its own Structure rolling,  
Design & Load Testing, Tower,  
Pole and fastener manufacturing  
and EPC

Our Plant Location in Eastern India  
and close proximity to port gives  
significant logistics cost advantage  
for both raw material as well as  
outward freight

Winning projects  
through competitive  
offerings



## Enhanced Profitability

Operational  
efficiencies &  
margin expansion

Looking to  
Deleverage

Repeat and referral  
business from all  
our clients

# Product Portfolio

## Engineering



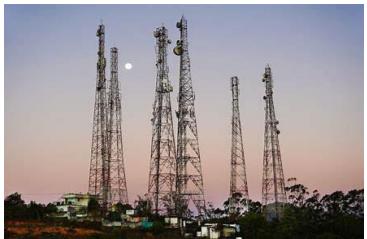
Power  
Transmission  
Tower



Power  
Distribution  
Poles



Monopoles



Telecom  
Tower



Railway  
Structures



MS &  
High  
Tensile  
Angles



Test Station  
and R&D  
Center



Fasteners &  
Tower  
Accessories

## Infrastructure



Transmission  
Line EPC



Telecom  
EPC



Railway  
Electrification



Water EPC

## Polymer



UPVC  
Pipes



CPVC  
Pipes



HDPE  
Pipes



Fittings

# Core Competencies

## Modern Technology:

### Automated State-of-the-Art Equipment

- The company utilizes cutting-edge automated equipment, representing the latest advancements in technology.

## Value Optimization:

### Engineering and Design Excellence

- Engineering and design excellence are prioritized to optimize both product quality and process costs.

## End-to-end (Inclusive) Solutions:

### In-House Availability of Products, Accessories, and Technical Services

- The company offers a one-stop shop experience by providing a wide range of products, accessories, and technical services in-house.

## Strategic Support:

### Proximity to Power, Port, and Skilled Labour

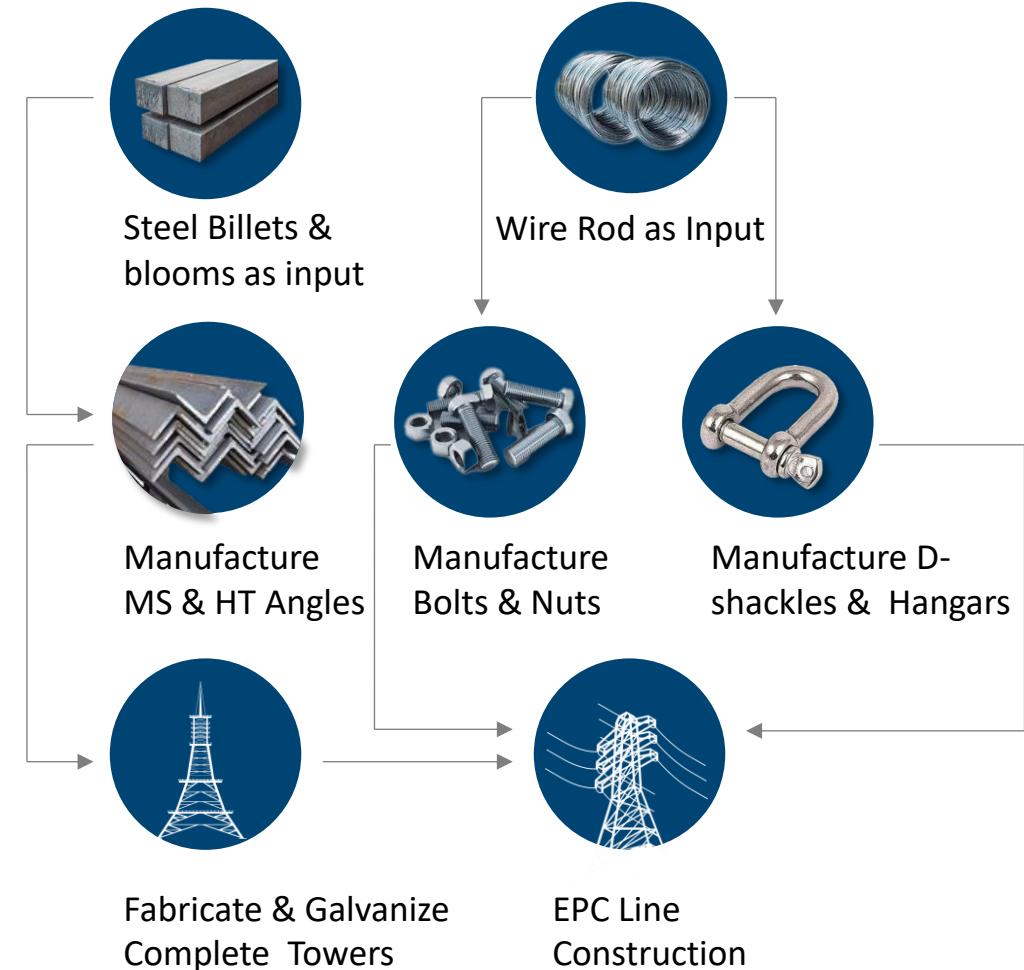
- The company strategically locates its plants in the East, ensuring access to adequate power supply, proximity to Kolkata port, and cost-effective labor.

## Scalability:

### Power Grid Approved and ISO Certified Large Manufacturing Capacities

- Power Grid approved and ISO certified plants possess significant manufacturing capacities, enabling participation in large-scale project orders.

## Our Value Chain



# R&D Capabilities



## Leading through innovation

- We have strengthened our innovation capabilities backed by our talented designing and R&D teams. Our department is approved by DSIR, Govt. of India.
- We are assuring our clients by conducting prototype tests in our state-of-art test centers.

## Tested towers & monopoles

**765 kV S/C**  
Monopole

**220 kV**  
D/C Tower

**765 kV D/C**  
Tower

**400 kV D/C**  
Monopole

**500 kV D/C**  
Tower

Highest tower of **120m**  
height with **1200kV** in India

Optimum  
efficiency designs

Dedicated in-house R&D center



# Performance & Financial Highlights – Q3 & 9M'24



## Revenue Performance Highlights

- Company registered its best ever revenue quarter of Rs 8,016 million on back of strong performance across all its major business segments; achieved growth of 80 % over previous year quarter period.
- Engineering business segment achieved Revenue of Rs 5,177 million against Rs 3,370 million in the previous year quarter, registering a stupendous growth of 54% ; Export share in overall engineering revenue stood at 20 % in Q3 '24
- Polymer business achieved its best ever third quarter revenue of Rs 1,086 mn against Rs 980 million on back of better volume growth, achieved growth of 11 % over previous year quarter period
- Infra segment achieved its highest ever quarter revenue of Rs 1,753 million against Rs 99 million on account of strong BSNL & other T&D project execution ; Achieved growth of 1,672% over previous year quarter period

## Operational & Financial Performance Highlights

- EBITDA increased to Rs 771 million against Rs 453 million, up by 70%; margins stood at 9.6 % for the current quarter
- Focus continues on Bottom-line improvement ; Consolidated PBT increased to Rs 291 million against Rs 118 million in the previous year quarter, registering a growth of 146 %
- PBT margin for the current year quarter at 3.6 % of sales against 2.7% in previous year quarter.
- Consolidated PAT increased to Rs.205 million against Rs 95 Million in previous year qtr period, registering a growth of 115 %
- Finance cost as % of sales improved to 4.9 % against 5.8 % in previous year quarter
- Cash EPS per share increased to Rs 3.29 against Rs 2.28 previous year qtr, registering a growth of 44 %

# Business Update—9M FY'24



## Revenue Performance Highlights

- Revenue of 9M Fy'24 increased to Rs 21,285 million against Rs 13,229 million in 9M FY'23, registering a growth of 61 %
- Engineering business segment achieved Revenue of Rs 15,301 million against Rs 10,264 million in the previous year first 9M period, registering a stupendous growth of 49% ; Export share in overall engineering revenue stood at 29 % in 9M '24
- Polymer business achieved its best ever 9M revenue performance ; Revenue increased to Rs 3,491 million against Rs 2,572 million, up by 36 %
- Polymer Sales Volume increased to 24,654 MT against 15,454 MT in previous year 9M period , registering a growth of 60 %

## Operational & Financial Performance Highlights

- EBITDA margins stood at 9.9 % for 9M Fy'24 against 9.1% in previous year period.
- Focus continues on Bottom-line improvement ; Consolidated PBT increased to Rs 809 million against Rs 168 million in the previous year period; registering a stupendous growth of 381%
- PBT margin of sales increased to 3.8 % of sales against 1.3 % in previous YTD period, showcasing an improvement of 250 Bps
- Consolidated PAT increased to Rs.565 million against Rs 119 Million in previous YTD period , registering a stupendous growth of 377 %. The PAT margin to sales improved to 2.7% against 0.9% in corresponding period.
- Finance cost as % of sales improved to 4.8 % against 5.5 % over previous YTD period
- Cash EPS per share increased to Rs 9.18 against Rs 6.68 in previous year period, registering a growth of 37 %

# Order Book Highlights – 31<sup>st</sup> Dec 2023

## Order Book Highlights

The company has secured new orders worth **Rs 4,020 million**, during the Quarter and 9M ' YTD inflows of Rs **Rs 31,450 Million**

Engineering products exports made inroads into high potential developed markets of North America, Asia Pacific, West Africa and Middle East, which were earlier dominated by Chinese / Turkish players

Share of non-T&D products, including Railways and Telecom, in the overall order book stood at **40 %**.

The current closing order book stands at **Rs 57,790 million**.

Order Book to Engineering & Infra segment Sales at **3.7 X of Fy'23 sales** giving revenue visibility for the next 3-4 years

Secured new product approvals in MENA and LATAM market, the region holds tremendous power T&D opportunity

The company's strategic move to broaden its portfolio by increasing the proportion of non-T&D products, such as Railways and Telecom, has been yielding favorable results, helping to de-risk its exposure in T&D.

The company has a robust bidding pipeline, actively pursuing projects worth **Rs 98,300 million** on the international front and about **Rs 52,000 million** domestically.

During the quarter secured significant size transmission tower export contracts from Middle East Asia and several other T&D projects both domestic and international including Telecom



# Successful Fund Raising – Rights Issue

- The company successfully concluded the issue of 1.03 crores partly paid up equity shares on right basis to the eligible shareholders @ Rs 194 per right share (including a premium of Rs 193/RE share) aggregating total of Rs 200 crores approx.
- The planned fund raise via right issue are in multiple calls - In First tranche the company raised approx. Rs 50 Crores (25% of value).
- The right issue received strong response from both existing shareholders as well as from other investors and witnessed participation from both domestic and foreign public shareholders
- The issue was oversubscribed approximately 1.77 (x) times.



**Mr Sharan Bansal, Director**

*"The success of our capital raise is a strong demonstration of the confidence that our existing shareholders and new shareholders have in the prospects of the company and underscore their belief in our abilities to leverage the growth opportunities offered by the sector. This infusion will help finance our growth ambition and will allow us to emerge with a stronger balance sheet and increased flexibility"*

# Consolidated Financial Performance Q3 FY'24



Rs in Mn

| SI | Profit & Loss Summary              | Q3 FY'24 | Q3 FY'23 | YoY Change % | Q2 FY'24 | QoQ Change % |
|----|------------------------------------|----------|----------|--------------|----------|--------------|
| 1  | Revenues                           | 8,015.8  | 4,448.5  | 80.2%        | 7,723.7  | 3.8%         |
| 2  | Reported EBITDA                    | 770.7    | 453.2    | 70.1%        | 736.9    | 4.6%         |
|    | EBITDA Margins (%)                 | 9.6%     | 10.2%    | -60 Bps      | 9.5%     | +10 Bps      |
| 3  | (+) Other Income                   | 22.5     | 12.2     |              | 18.8     |              |
| 4  | (-) Depreciation                   | 134.8    | 113.6    |              | 129.3    |              |
| 5  | (-) Finance Cost                   | 394.8    | 257.5    |              | 348.9    |              |
|    | Finance cost as % to Revenue       | 4.9%     | 5.8%     |              | 4.5%     |              |
| 6  | (+) Share of Profit / (Loss) of JV | 26.9     | 23.9     |              | 8.0      |              |
| 7  | Profit Before Tax<br>(2+3-4-5+6)   | 290.5    | 118.2    | 145.8%       | 285.5    | 1.8%         |
|    | PBT Margins (%)                    | 3.6%     | 2.7%     | +90 Bps      | 3.7%     | -10 Bps      |
| 8  | Tax                                | 85.9     | 23.2     |              | 87.7     |              |
| 9  | Profit / Loss After Tax (7-8)      | 204.7    | 95.1     | 115.3%       | 197.8    | 3.5%         |
|    | PAT Margins (%)                    | 2.6%     | 2.1%     | +50 Bps      | 2.6%     |              |

# Consolidated Financial Performance 9M FY'24

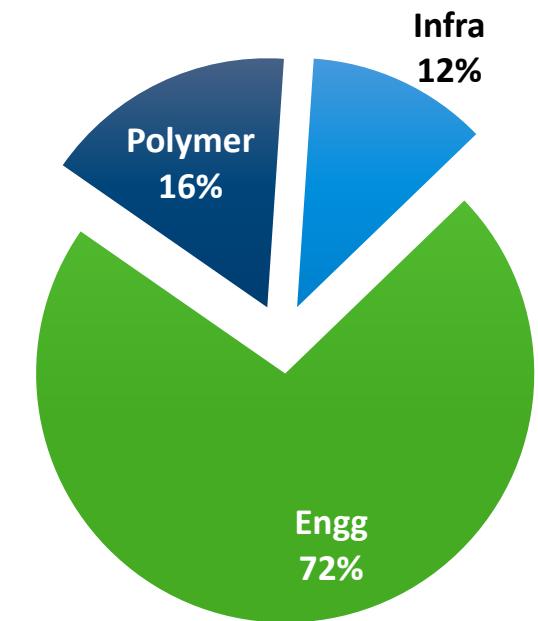
Rs in Mn



| SI | Profit & Loss Summary              | 9M FY'24 | 9M Fy'23 | Change % |
|----|------------------------------------|----------|----------|----------|
| 1  | Revenues                           | 21,285.4 | 13,229.4 | 60.9%    |
| 2  | Reported EBITDA                    | 2,108.9  | 1,209.5  | 74.4%    |
|    | EBITDA Margins (%)                 | 9.9%     | 9.1%     | +80 Bps  |
| 3  | (+) Other Income                   | 55.9     | 12.2     |          |
| 4  | (-) Depreciation                   | 388.5    | 353.8    |          |
| 5  | (-) Finance Cost                   | 1,024.6  | 723.2    |          |
|    | Finance cost as % to Revenue       | 4.8%     | 5.5%     |          |
| 6  | (+) Share of Profit / (Loss) of JV | 57.2     | 0.1      |          |
| 7  | Profit Before Tax<br>(2+3-4-5+6)   | 809.0    | 168.1    | 381.3%   |
|    | PBT Margins (%)                    | 3.8 %    | 1.3%     | +250 Bps |
| 8  | Tax                                | 243.9    | 49.6     |          |
| 9  | Profit / Loss After Tax (6-7)      | 565.1    | 118.5    | 376.8%   |
|    | PAT Margins (%)                    | 2.7 %    | 0.9%     | +180 Bps |

# Segment Report

| Segment        | Profit & Loss Summary | Q3 FY'24 | Q3 FY'23 | Change % | 9M FY24  | 9M FY'23 | Change % |
|----------------|-----------------------|----------|----------|----------|----------|----------|----------|
| Engg Products  | Net Sales             | 5,176.6  | 3,369.8  | 53.6%    | 15,300.7 | 10,264.3 | 49.1%    |
|                | EBITDA                | 611.8    | 405.3    | 51.0%    | 1,785.1  | 1,076.5  | 65.8%    |
|                | % of Sales            | 11.8%    | 12.0%    |          | 11.7%    | 10.5%    |          |
| PVC Products   | Net sales             | 1,086.2  | 979.8    | 10.9%    | 3,491.4  | 2,571.5  | 35.8%    |
|                | EBITDA                | 48.5     | 45.3     | 7.2%     | 188.7    | 114.1    | 65.4%    |
|                | % of sales            | 4.5%     | 4.6%     |          | 5.4%     | 4.4%     |          |
| Infra Projects | Net sales             | 1,753.1  | 98.9     | 1,672.0% | 2,493.3  | 393.6    | 533.4%   |
|                | EBITDA                | 110.4    | 2.6      | 4129.9%  | 135.2    | 18.9     | 615.3%   |
|                | % of sales            | 6.3%     | 2.6%     |          | 5.4%     | 4.8%     |          |
| Total          | Net sales Total       | 8,015.8  | 4,448.5  | 80.2%    | 21,285.4 | 13,229.4 | 60.9%    |
|                | EBITDA Total          | 770.7    | 453.2    | 70.1%    | 2,109.0  | 1,209.5  | 74.4%    |
|                | % of Sales            | 9.6%     | 10.2%    |          | 9.9%     | 9.1%     |          |

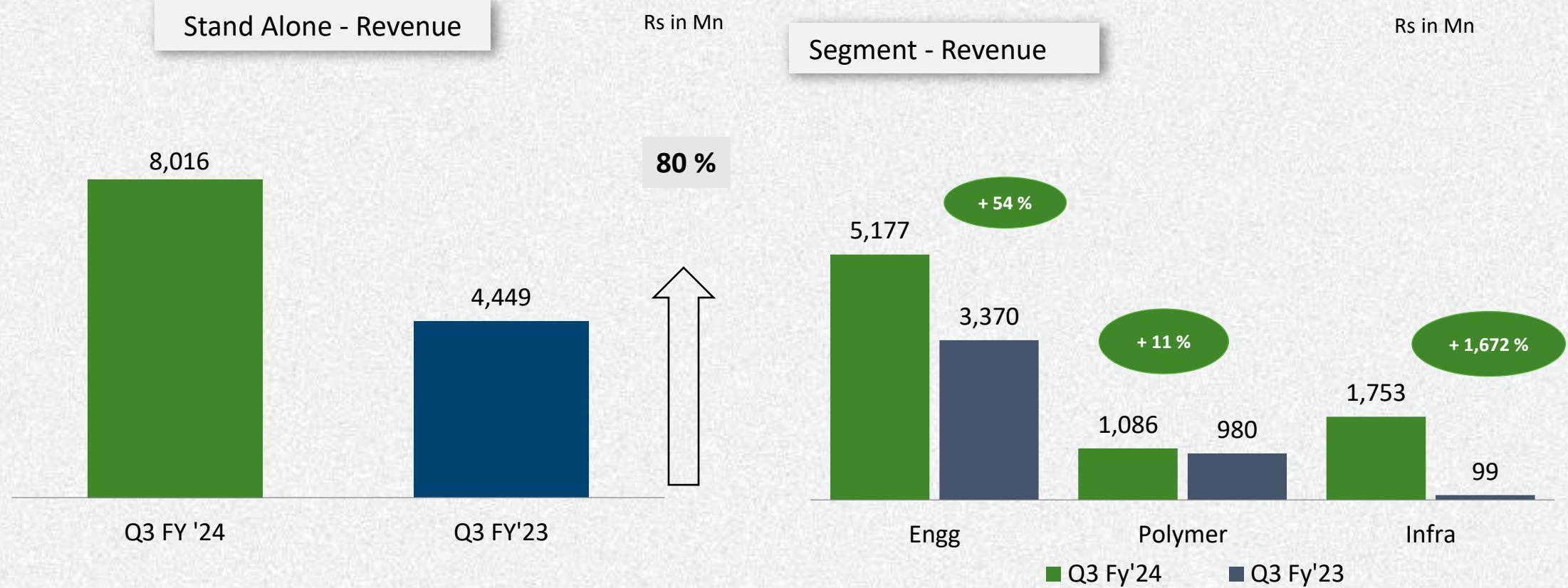


Revenue Mix – 9M FY'24

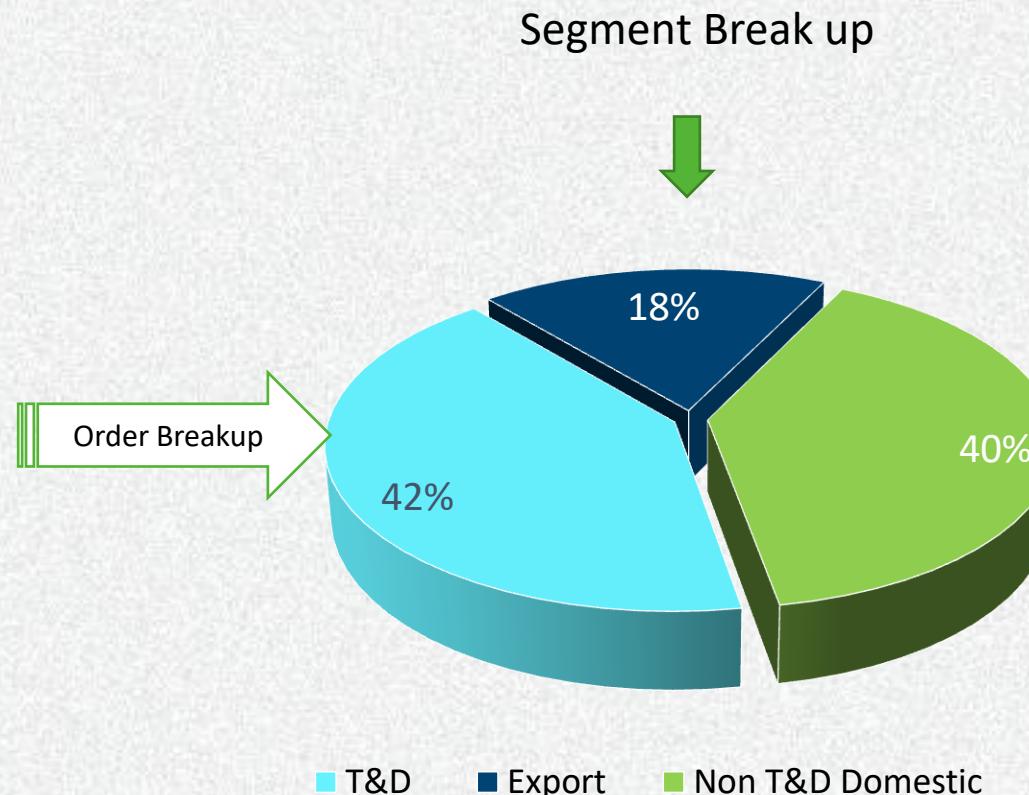
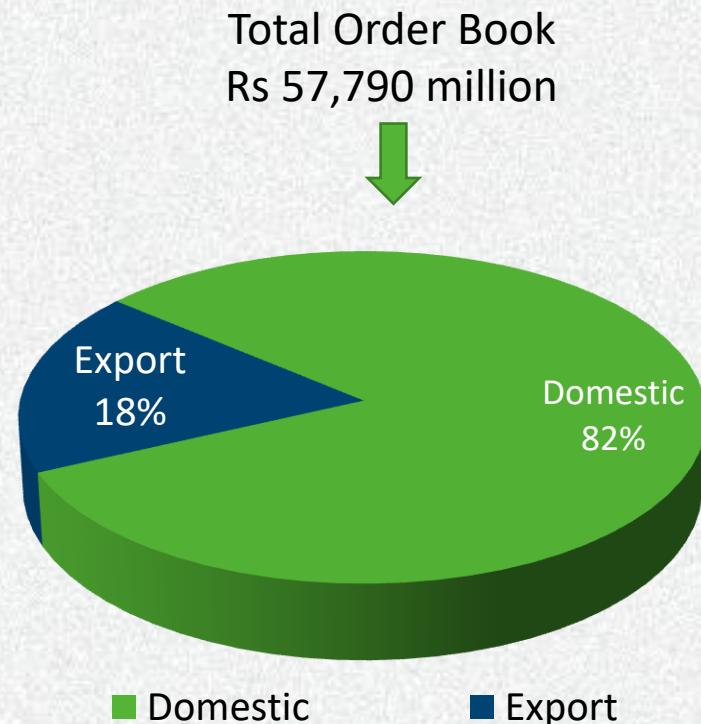
Note: Segment EBITDA includes allocation of un-allocable expenditure in pro-rata share of Sales and Capital Employed in their respective segment

# Performance highlights – Q3 Fy'24

## Strong Revenue Performance across major business segments



## Engineering Products – Current Order Book Composition



Non T&D Products includes - Telecom, Railways, Solar, Fasteners & other Steel Structural items

# Order Inflow Trend

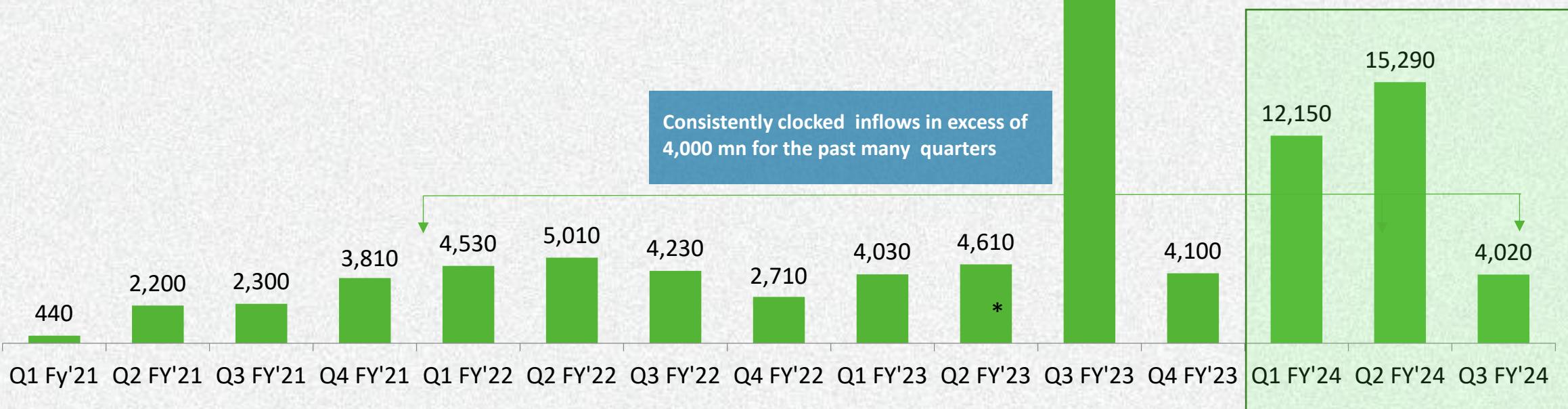
## 9M'24 YTD Inflow

- Total - Rs 31,450 Mn
- Exports - Rs 7,580 Mn

Achieved highest ever  
order inflow for any  
quarter

28,630

Rs in Million



\* In Q4 Fy'22 - Uncertainty towards international trade have loomed and commodity volatility were at its peak with Russia - Ukraine War, considering the situation company adopted a cautious in new order intake.

# Strong Bidding Pipeline



**Strong Bidding Pipeline of 150,300 Million as on 31<sup>st</sup> Dec 2023;  
International – 98,300 Mn & Domestic - 52,000 Mn**

- Expecting International Ordering & Execution to gain further pace in Q4 FY'24;
- In advanced Stages of negotiation to secure some good size International contract
- Large pent up demand in domestic & International T&D

## INTERNATIONAL

- Growing global competitiveness; Focusing on international markets to drive the ordering growth;
- Post Covid India has emerged as a preferred sourcing location vis-a-vis other Asian Countries ; global supply chain now actively looking for reducing their dependence on China is a great positive outcome of this crisis ; bringing more opportunities on our way
- Majority of New Transmission lines are now getting built to cater renewables; leading to shorter execution cycle and faster supplies to meet project deadlines.

## DOMESTIC

- Domestic Tender Pipeline continues to stay strong.
- Robust Bid Pipeline expected in domestic Power T&D up-to year 2030 on back of Government 500 GW renewable integration plan
- Ahead of the rollout of the high speed 5G / 4G network, the government is set to give a massive push to telecom infrastructure across the country with plans to add 8 lac new mobile towers over the next 2 years

# Emphasizing Export Expansion

## Increased Export Growth Potential

Targeting a significant increase in Engineering exports volume

## Favorable Business Climate

Post Covid India has emerged as a preferred sourcing location vis-a-vis other Asian Countries; creating new opportunities for us.

## Established Market Presence

Working with over 150 Global EPC players

## Enhanced Brand Positioning

Recent establishment of an R&D Centre and Tower Testing Station significantly improves brand positioning in export markets, positioning the company as a serious contender.

## Global Recognition

Receiving initial orders and inquiries from various countries including Europe, Australia, Dominican Republic, Iraq, Kuwait, Canada and others

## In-House Design Capability

Leveraging in-house design expertise and skilled professionals to deliver value-added and cost-effective design solutions, enhancing project bids.

## Confidence-Boosting Certifications

Certified by prominent international organizations, enhancing confidence and credibility.



# Global Footprints



## South America

- Peru
- Brazil
- Colombia
- Chile
- Paraguay
- Panama
- Uruguay
- Bolivia
- Dominican Republic
- Trinidad and Tabago

## Middle East

- Jordan
- Saudi Arabia
- UAE
- Qatar
- Oman
- Kuwait
- Iraq
- Bahrain

## South and South East Asia

- India
- Nepal
- Bangladesh
- Sri Lanka
- Indonesia
- Philippines
- Malaysia
- Myanmar

## Australia

## New Zealand

## Europe

- Finland

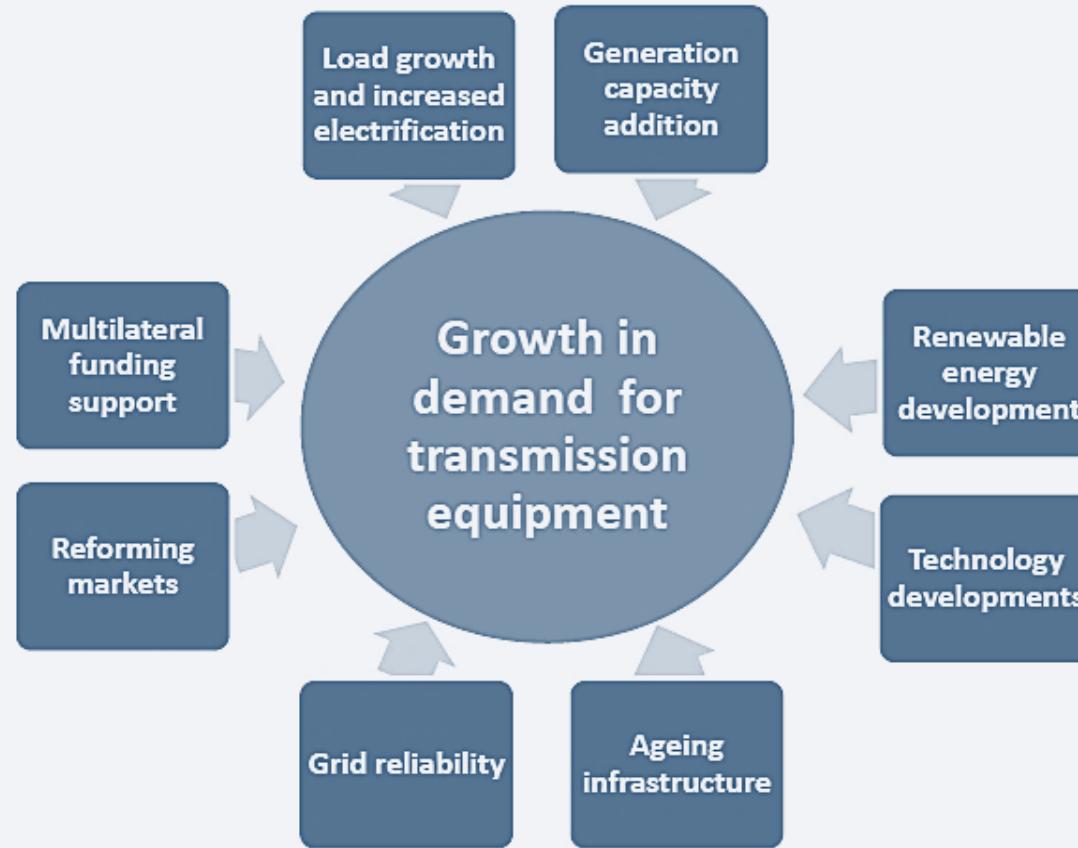
## USA

## Canada

## Africa

- Kenya
- Egypt
- Ghana
- Nigeria
- Zambia
- Sierra Leone
- Guinea
- South Africa
- Botswana
- Burundi
- Angola
- Liberia
- Tanzania
- Togo
- Mali
- Uganda
- Senegal
- Niger
- Malawi
- Gambia
- Benin
- Cameroon
- Mozambique
- Rwanda
- Central African Republic
- Burkina Faso

## Key Growth Drivers



# Importance of New Transmission lines for Renewables

## Resource Location

- Many renewable sources are in remote areas
- Transmission lines bridge the gaps to where energy is needed

## Energy Reliability

- Renewables can be intermittent due to weather
- New lines help balance supply and demand

## Grid Integration

- Existing grid infrastructure needs upgrading
- Transmission lines aid renewable energy distribution

## Capacity expansion

- Transitioning to renewables strains existing lines
- New lines are vital for increased energy flow

## Energy loss Reduction

- Modern lines are more efficient
- Reducing losses makes renewables cost effective

## Decentralization

- Lines enable bidirectional power flows
- Rooftop solar and local sources need support

## Grid Resilience

- Transmission upgrades enhance grid resilience
- Make utilities better prepared for extreme events

New transmission lines are a crucial part of our renewables energy future – They ensure reliable, efficient and wide spread renewable power supply

# Optimistic Sector Outlook

The massive global and domestic focus and investment on building T&D infrastructure catering to Renewables will drive up the demand for setting up new transmission networks.

Post Covid India has emerged as a preferred sourcing location vis-a-vis other Asian Countries; creating new opportunities for us.

India's plans to generate and integrate 500 GW Of renewable energy sources by 2030 and construction of over 50,890 Ckm of new transmission lines with an capex outlay of Rs 2.4 Trillion

- India's Power Sector demand reached a record high level of 239.97 GW on 1<sup>st</sup> Sep-23
- Utilization levels in the thermal power sector rose to 72.2 percent in January 2024 and surpassed monthly highs of 2023

A new category of Bulk consumers would emerge as Ministry of Power recently allowed consumers with specified energy load and ESS to establish, operate and maintain their dedicated transmission infrastructure

Nation wide initiative of Smart meter projects covering 250 million household will give a big boost to power consumption in the country

Indian government is backing telecom infrastructure with plans to add 8 lac new mobile towers over the next 2 years

The reinstatement of the RODTEP Scheme in our Engineering Product business will increase our export competitiveness and perhaps improve our operational performance

**Our global presence puts us in an advantageous position to act upon such opportunities in the coming years.**

# Empowering India's Future :

## Alignment with 2047 Viksit Bharat

### Ideas For The Vision **VIKSIT BHARAT @2047**



“ Today the goal of the country is  
Viksit Bharat, Sashakt Bharat!  
We cannot stop until this dream of a  
developed India is fulfilled.”

-Narendra Modi, Prime Minister

*Skipper Limited is in alignment with the visionary goals outlined in the government's 2047 Viksit Bharat initiative. India by virtue of increasingly becoming a global manufacturing and export hub will be in best position to capitalize on this growing opportunity.*

- *Peak power demand in the country is growing at approximately 9%*
- *For next 3 decade power demand is going to be more than supply*

*Source : Ministry of Power*

*Global transmission investment is expected to move to USD 1.1 trillion USD every year until 2050 if the world is to reach its net-zero goal.*

*Source : The Economist (Energy Transition Commission)*

# Polymer Products Business

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# Polymer Highlights

**Leading** manufacturer of polymer pipes and fittings, catering to both plumbing and agricultural sectors.

Cumulative Production Capacity of **62,000 TPA**

**Largest** manufacturer of PVC pipes in West Bengal and in Eastern India.

Only Polymer Pipe company in India to implement the **Theory of Constraints** (TOC) into its operation.

Growing National Presence with Over **31,000 Retail** sales touch points and planning to double the same over the next 2 years.

One of the **Country's most organized channel structure**, owing to its roots in the TOC way of working .

This has created a very good base for the brand to scale upon

Company on boarded two renowned cricketers **Mr. M.S.Dhoni** and **Mr. Chris Gayle** as Brand ambassadors. The duo will be promoting the brand across Indian markets.

**Leveraging** Scale Economies in Procurement of PVC & CPVC Resin Locally and Internationally.

Focusing on Plumbing Portfolio; **60:40** Revenue mix share of Plumbing: Agriculture.

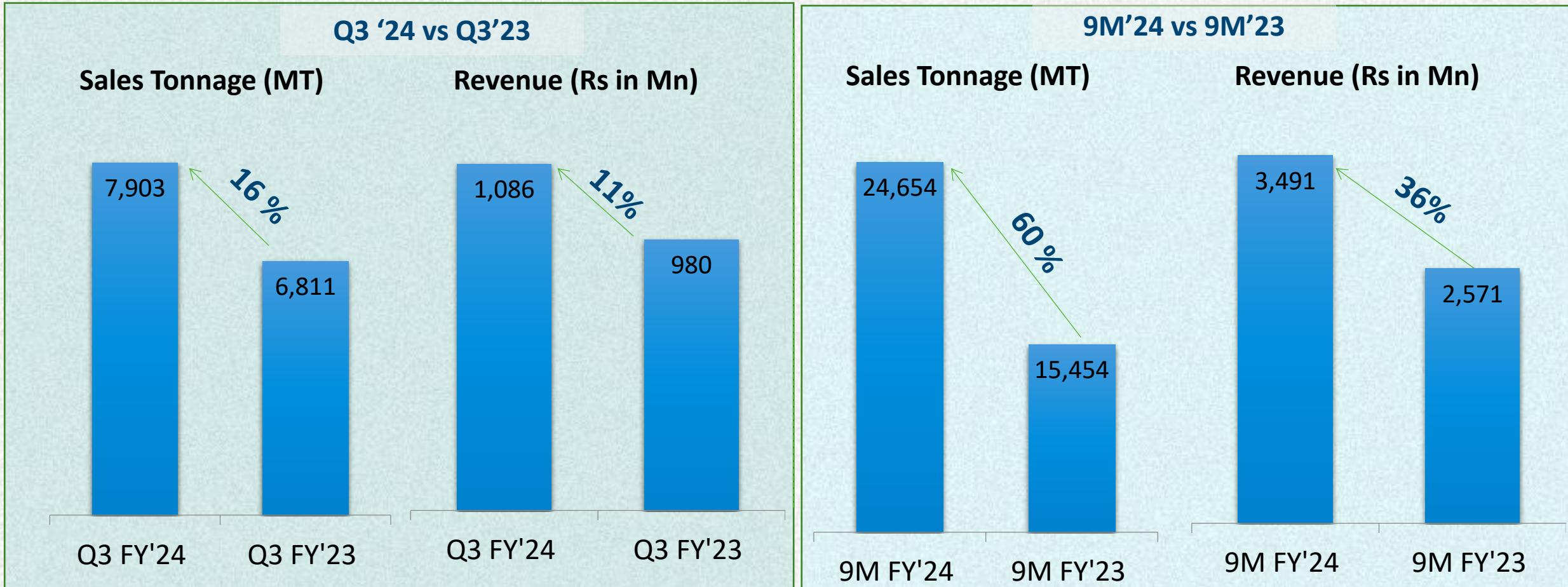
**Added** more products into our portfolio offerings ; HDPE Pipes, CP Bath Fittings & Accessories and Water storage tanks, all of them garnered strong response from marketplace.

**Fastest growing Polymer Brand in India with expanding reach and consistent market share gains taking shape.**

**The business is set for rampant growth over the coming years.**

# Polymer Performance Highlights

Achieved Best ever 3<sup>rd</sup> Quarter & 9M Revenue performance on back of strong volume growth



# Polymer Growth Drivers

The PVC and Fittings market, estimated to be worth approximately Rs 300 billion in FY 2020, is predicted to reach Rs 500 billion by FY 2025, with a CAGR of 10.8%.

Growing PVC pipe demand in India fueled by government initiatives like "Housing for All," "Nal se Jal," AMRUT project, and Swachh Bharat Mission.

The recent announcement of the National Infrastructure Pipeline by the government further strengthens the country's infrastructure, providing support for the increasing demand for pipes and fittings.

Formalization of economy accelerating the shift from unorganized to organized players.

The Jal Jeevan Mission (JJM) initiative aims to provide tap water connections to all rural households by 2024, leading to a surge in demand for PVC pipes and fittings to facilitate water flow in every home.



# Skipper Pipes – 100% Lead Free Campaign

**Skipper**  
Limited



Skipper For Life



A photograph of a man with a mustache, wearing a blue and yellow zip-up hoodie, holding a large, light-colored CPVC pipe horizontally across his chest. The pipe has the "SKIPPER CPVC PIPES" logo printed on it. Below the pipe, the text "SKIPPER PIPES" is written in large, bold, white letters, followed by "100% LEAD FREE" in a smaller, bold, white font.

Toll Free: 1800 889 9779

[www.skipperpipes.in](http://www.skipperpipes.in)

Skipper Pipes  
have been  
certified with  
highest standard  
of NSF 14.

# Skipper Pipes – 100% Lead Free Campaign

**Skipper**  
Limited



- Skipper Pipes brand campaign as India's safest pipes with Brand Ambassador MS Dhoni & Chris Gayle is paying rich dividends
- Awarded the **Green Pro Certification** by CII-IGBC (Indian Green Building Council). This certificate validates our efforts in striving towards a cleaner, more sustainable future
- Our Ad campaign that traversed across various mediums was awarded the "**Best Brand Campaign of the Year**" at the "**Times Brand Icons - East, 2023**".

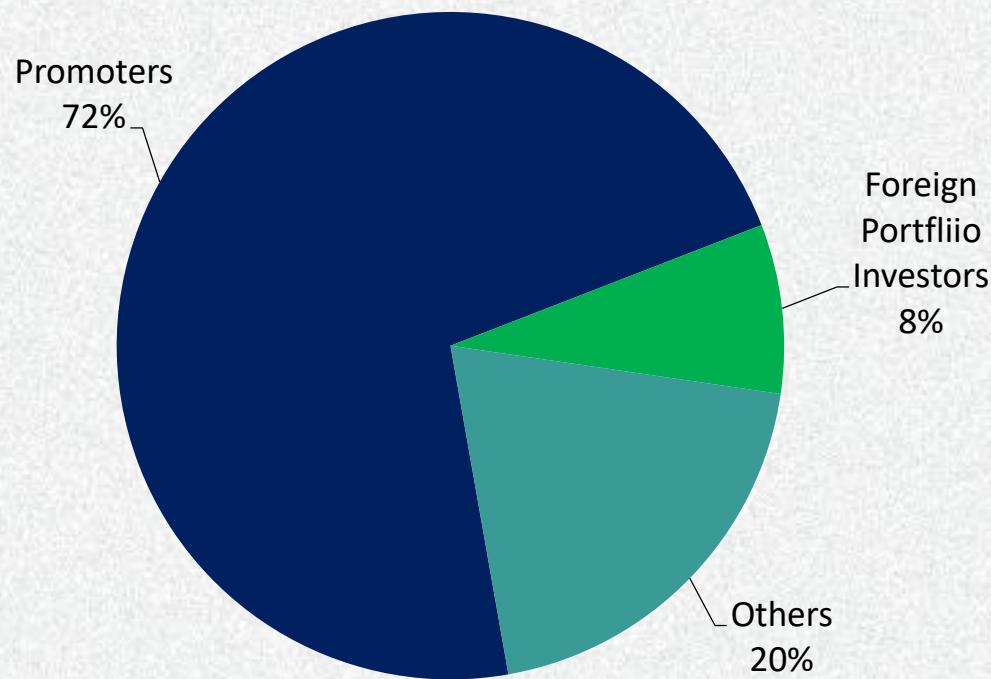
# Future Performance Outlook



- Company expects to clock revenue growth in excess of 25% CAGR for the next 3 financial year on back of buoyant market environment and future prospects, strong pending execution of engineering contracts and strong polymer segment performance
- Foresee a robust bidding pipeline in India upto year 2030 on back of 500 GW RE integration plan ; The RE expansion and integration plan will also bring other business opportunities to the company
- Robust International bidding pipeline for the next 10 years on back of global T&D spending increasing from US \$ 274 billion/year to US\$ 500 billion / Year by 2030.
- Diversification into international markets and sectors will help us to pick choose higher margin order coming our way and provide us an opportunity to be spoilt for choices across the sectors, aiding to continued better margin performance, improved bottom-line profitability and capital return ratios.
- Having built up the retail distribution network of Polymer business over the last few years, Skipper's Polymer pipes brand campaign is seeing excellent market acceptance and robust demand growth. Buoyed by the response company intends to increase its campaign spread to other geographies as well as open new markets in the next couple of quarters.
- The high growth trend in the polymer segment business will continue over the next few years, Company intends to increase its campaign spread to other geographies as well as open new markets in the forthcoming quarters
- Productivity and cost reduction initiatives at the plant and site level are expected to further improve efficiency in operations and aid to stable margins
- Focus continues on bottom line profitability and improvement in capital return ratios

# Shareholding Pattern

Shareholding pattern As on 31<sup>st</sup> Dec' 23



Major Shareholders

| Name                                               | %     |
|----------------------------------------------------|-------|
| Baillie Gifford - Pacific Horizon Investment Trust | 3.7%  |
| India Capital Growth Fund (ICGF)                   | 2.7 % |
| Ajay Upadhyaya                                     | 1.5%  |
| Crux Global Fund                                   | 1.0 % |

# Social and Environment Initiatives



## Skipper cares

Our company's journey towards contributing to society began long ago, and we have always believed that it's an integral part of our ecosystem. To ensure that our efforts are focused and effective, we have developed a CSR Framework in line with Schedule VII of the Companies Act, 2013. A dedicated CSR committee oversees the implementation of these initiatives and monitors their progress.

### Beti Padhao abhiyan –

#### Flagship Project

In 2017, we launched the Beti Padhao Abhiyan, inspired by the government's Beti Bachao, Beti Padhao Yojana. It has now become a flagship project. We annually select underprivileged girls from schools in Kolkata & Howrah and provide them scholarships based on their individual needs.

### Infrastructure support to schools

We annually assist in school infrastructure development, including building maintenance, providing furniture for students and teachers, supporting electricity bill payments, hiring guest teachers, ensuring clean drinking water, and providing food for hostel children.

### Environment sustainability

The project includes supporting the maintenance of two cremation ghats in Kolkata to prevent water and air pollution. Additionally, the Company has adopted a Traffic Theme Park in Nibra, Howrah, covering an area of 1,224 sqmt., and is responsible for its overall maintenance.

### Animal welfare

The Company has partnered with the Calcutta Pinjrapole Society to provide care, maintenance, and food for old, sick, and abandoned cows. This includes the construction and upkeep of cow shelters and clinics.

### Integrated village development

The Company has identified 100 villages in and around Dumma and has set a goal to empower them towards self-sustainability within a period of 3-5 years.  
One Teacher School (OTS)  
Ekal on Wheel Arogyam  
Homeopathy clinic Training centres

# Social and Environment Initiatives



# Environmental, Social and Governance (ESG)

In April 2022, installed 90 KLD capacity STP to promote water conservation and explore opportunities for reusing of treated sewage water. Especially designed engineered bacteria have been used for treatment of generated sewage

Clean Fuel for Furnace Operation-FO replaced with LPG in Jangalpur, April 2022

Process Effluent Treatment facility (ETP unit Integrated with MBBR, Clarifier & Tertiary treatment Facilities) in April / May 2022

Encapsulated GI process with integrated APCD arrangement in July 2022

RO water from STP treated water(20 KLD) for GI operation in August 2022

Water recirculation through Chiller & Cooling tower units HDPE in August 2022

1.38 MW roof top solar plant in Uluberia is expected to generate 1605164 unit / Year (Average) and 40129109 KWH in 25 Years of clean energy. Set up in September 2022, is expected to reduce the carbon emissions of approx. 1360 MT/year

100s of Tree Plantation Initiatives at Skipper



# Environmental, Social and Governance (ESG)



# Recognition

Recognized Great place  
to work 2 years  
consecutively



**AWARD:**  
THE LARGEST TOWER  
SUPPLIER FOR 3rd  
CONSECUTIVE YEAR **GIVEN**  
**BY:**  
POWER GRID CORPORATION



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



**AWARD:**  
EMERGING POWER EPC  
PLAYER GIVEN BY: EPC  
WORLD



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



**AWARD:**  
GLOBAL HR  
EXCELLENCE  
**GIVEN BY:**  
WORLD HRD



**AWARD:**  
THE BEST POLYMER  
BRAND  
**GIVEN BY:**  
CONSTRUCTION TIMES



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



**AWARD:**  
MOST ETHICAL  
COMPANY  
**GIVEN BY:**  
WORLD CSR DAY

## **DISCLAIMER**

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# **Thank you**

**For any queries please contact:**

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