



Date: 11 February, 2019

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

The Manager
BSE Limited
Phiroze Jeejeebhoy Towers, Dalal Street
Mumbai- 400 001

NSE Scrip Name- SKIPPER / BSE Scrip Code- 538562

Re: Press Release for third Quarter Results (FY 2018-19)

Dear Sir,

We are forwarding herewith Press Release for third quarter results for Financial Year 2018-19.

Kindly take the same on record.

Thanking you,
Yours faithfully,

For Skipper Limited

A handwritten signature in blue ink that reads 'Manish Agarwal'.

Manish Agarwal
Company Secretary & Compliance Officer

Encl: As above

SKIPPER LIMITED

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EARNINGS RELEASE

Q3 FY'18 - 19 HIGHLIGHTS

Business Highlights

- Secured new orders worth Rs. **506** crores in its Engineering Products segment
- The company witnessed significant growth in the Non T&D Products i.e. Telecom Towers & Railway Structures
 - Secured CE & SIRIM Marking approvals for supplying T&D products to Europe & Malaysia

Awards

- Wins special appreciation in ICC Social Impact Awards for CSR initiatives

Kolkata, February 11th, 2019: Skipper Limited (BSE: 538562) and NSE (Symbol: SKIPPER), is 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. The company announced its results for the second quarter ended 31st December, 2018.

Financial Performance

All figures in Million, unless specified

9M FY'19	9M FY'18	Profit & Loss Summary	Q3 FY'19	Q3 FY'18
14,374.8	14,808.7	Revenue (Net)	4,348.2	5,664.2
207.3	1,063.2	Profit Before Tax	105.2	450.2
134.5	684.2	Profit After Tax	64.6	292.0

Key Business Highlights

Secured New Orders: The Company has secured new orders worth Rs.506.30 crores during Q3 FY'18 – 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.

Growth in revenue from the Non T&D Products i.e. Telecom Towers & Railway Structures: The Company has already geared up to sharpen its focus on Railway Electrification (EPC) projects. Currently Skipper is working with all established EPC companies in the Railway business, and considering its large engineering base, it will soon be one of the largest manufacturer of Railway structures in India. Continuous investments by the telecom companies in strengthening the infrastructure will see approximately 100,000 new towers being set up in the coming year itself. A large part of this deployment is going to be in the east and north for which Skipper will be very strong contender.

Approvals: Skipper has bagged 2 approvals i.e. CE (for European countries) & SIRIM (for Malaysia) which allows it a better access to T&D business in the respective regions.

ICC Social Impact Awards: Indian Chamber of Commerce recognized the philanthropic activities of Skipper, in Social Impact Awards held in Kolkata on 11th January, 2019

EARNINGS RELEASE

Q3 FY'18 - 19 HIGHLIGHTS

DIRECTOR SPEAK

Mr. Sharan Bansal, Director, Skipper Limited said ““Our results for Q3 2018 – 19, were indicative of the general execution challenges in domestic T&D industry and also some liquidity challenges being faced in the infra sector ” said Mr. Sharan Bansal, Director Skipper Limited. “We are, however maintaining a high degree of optimism for the coming quarter, driven by strong sales from international territories and positive growth in the non T&D business. We are pleased with the recent order wins of Rs.506 Crs in the 3rd Quarter, including orders from PGCIL & other SEBs.

Mr. Bansal added “We are also constantly expanding our footprint to new geographical regions, and recently complied with CE and SIRIM marking which allows us entry in the European and Malaysian market respectively”. He also said “It’s our constant endeavor to improve our manufacturing capabilities, implement robust development programs and also remain strategically focused in making critical investments to support growth”.

Commenting on the release, Mr. Devesh Bansal, Director, Skipper Limited said “We are happy with the recent order inflows, as it continues to grow across all business verticals, especially from Railways. Currently we are working with all established EPC companies in the Railway business, and considering our large engineering base, we will soon be one of the largest manufacturers of Railway structures in India.”

Mr. Bansal further said “Considering the demand, it is estimated that India will need 100000 telecom towers to cater to the rising data demand by 2020, which will greatly benefit the Tower manufacturing companies. He also added that a large part of this deployment is going to be in the east and north for which Skipper will be a very strong contender. We see it as a major growth driver in the coming years”.

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.

Media Contact:

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