

Skipper Limited Gross Revenue Crosses Rs 1,000 Crores in first nine months;

9M FY'16 Highlights

Net sales up by 22%

Operating Profit (PBT) grows by 53%

Operating EBITDA grows by 23%

Guwahati PVC plant commissioned ; Looks at commissioning two more PVC plants within Q4 FY'16

Kolkata, February 1, 2016: Skipper Limited (BSE: 538562) and NSE (Symbol: SKIPPER), one of the world's leading manufacturers for power transmission & distribution structures and a significant player in water infrastructure of India , announced its results for the third quarter and nine months ended 31st December, 2015.

Financial Highlights - (Rs in Crores)

Particulars	Q3 FY'16	Q3 FY'15	9M Fy'16	9M Fy'15
Net sales	361.57	322.68	939.62	770.76
Operating EBITDA	49.49	47.42	127.70	104.46
Operating PBT	28.91	25.61	72.52	47.48
PAT	18.70	17.06	59.01	58.91

Note: Operating EBITDA (W/o other income) and Operating PBT are calculated without considering income/loss from forex forward contracts

Performance Highlights – YTD (9M FY'16)

- Achieved a **sales growth of 22 %** over the previous year corresponding period. The net sales of the company increased to Rs 939.62 crores from Rs 770.76 crores
- Continuously falling commodity prices restricted value growth, even though sales volumes have increased.
- **Multifold increase in export revenues**, in line with the company's target to achieve a higher export share of about 40% in total revenue.
- **Operating EBITDA rose by 22 %** over the previous year corresponding period. The operating EBITDA increased to Rs 127.70 Crores from Rs 104.46 Crores
- **Consistent Operating EBITDA margin** (W/o considering Forex and Other income) **at 13.6%**.
- **Operating PBT** increased to Rs 72.52 Crores from Rs 47.48 Crores, registering a **growth of over 53%** over the previous year corresponding period.

PVC products capacity expansion

Skipper's PVC business has been registering almost 100% growth and has already captured a significant share of the Eastern India market. After the Ahmedabad plant launch in Q1 FY'16, the company sets its foot in to the North Eastern India by commissioning its manufacturing plant in Guwahati on December 2015. The plant is one of its kinds in the whole of North East. The state-of-the-art manufacturing unit has come up at Kamrup district near the airport to produce plumbing and agri pipes. The plant will have a manufacturing capacity to produce 4,000 MTPA.

Currently the total capacity of the PVC Pipes & fittings division is 29,000 MTPA and work is in full momentum for the upcoming PVC pipe manufacturing at Sikandrabad near NCR, and Hyderabad, the company expects to get it commissioned by Q4 FY'16 and is targeting to end the year with an installed capacity of 40,000 MT. The company also has plans to take the total capacity to **100,000 TPA by FY 2019**, addressing the need of the Country for superior quality of PVC pipes and products.

Order Book

The company's current Engineering products **order book position stands at approx. INR 2,400 Crores (March 2015)**. International orders make up about 45% out of this and the rest are domestic. The company's rightful prerogative of strengthening its business presence in overseas markets, namely in Africa, Europe, North America and Lat-Am region, resulting in healthy growth in both top line and bottom line. For 2015-16, the Company has over INR 1,150 crores worth of export orders and is targeting to enter newer geographies.

Further, the company has participated and submitted tenders worth over Rs 3,000 crores during the current financial year and expects to see a significant portion of those getting converted into the order books.

Awards & Accolades

Skipper has recently added one more accolade to its credentials; the company has recently been awarded and recognized as the "Best Industry in Water Resource Sector" in India by Central Board of Irrigation and Power.

MANAGING DIRECTOR and DIRECTOR SPEAK

"We are proud to announce a Rs.1000 crore gross turnover in the first 9 months with our asset light & low capex business structure. In the backdrop of conducive government policies in the power sector, Skipper Limited has witnessed a 22% revenue growth in the first nine months of the financial year. We have recently installed one of India's largest steel galvanizing plant and commissioned our first PVC plant in the North East market which are milestones to manufacture products of global demand. Our focus remains on providing products and services catering to the need of the hour for the power industry in India."

- **Mr. Sajan Kumar Bansal, Managing Director, Skipper Limited**

"Our constant efforts to expand and deliver products of global demand are evident from our results. A multifold increase in Sales and exports has proven our efforts of being a market leader in the Power transmission sector. Skipper limited will keep focusing on both national & international markets by expanding our manufacturing capacity in the upcoming quarter."

- **Mr. Sharan Bansal, Director, Skipper Limited**



EARNINGS RELEASE – Q3 & 9M RESULTS FY 2015 - 16**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 30 years of domain knowledge it is ranked third 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 20 countries with presence across sub-segments such as towers, EPC, monopoles and poles. The company has been recently recognized as one of the fastest growing Transmission Tower companies in India on various forums.

Skipper Limited is a regional powerhouse in the PVC pipe business for Eastern India. Under the brand name of 'Skipper', the company manufactures premium quality PVC pipes 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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