



**SKIPPER**  
Limited



GOODNESS  
LEADS



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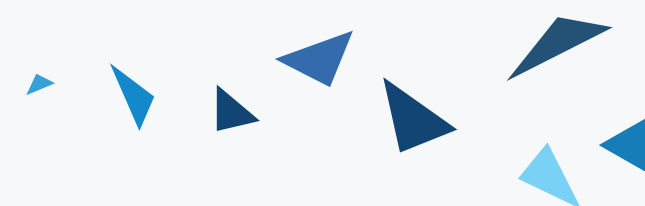
# GOODNESS LEADS

The intentions inside shape the actions outside! When we operate from a place of integrity, quality and big heartedness, we make a lasting difference in the world.

When goodness leads, great results follow!



# LEADING AHEAD WITH GOODNESS



Established in 1981, Skipper Limited today is a USD 300 million company.

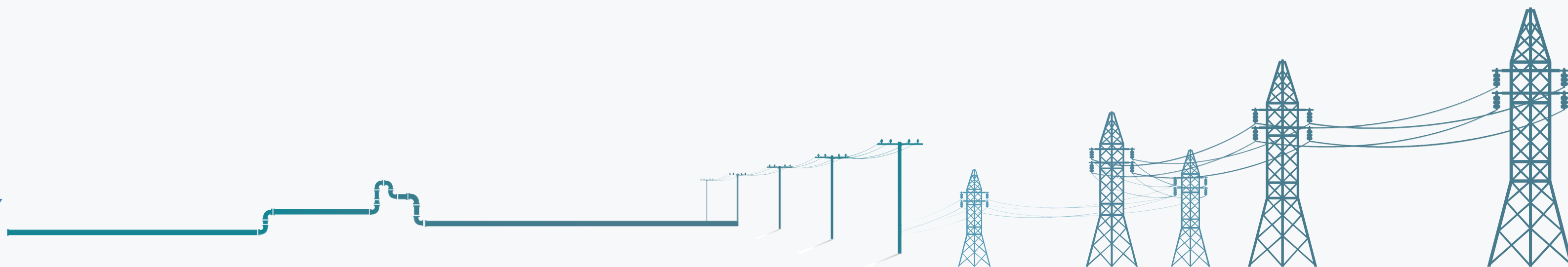
**Skipper Limited** is the largest manufacturer of Transmission & Distribution structures in India and among the top 10 globally.

It is also a national powerhouse in the Polymer Pipes & Fittings business, and manufactures premium quality products under the brand name **Skipper Pipes**, which serves both the agricultural and plumbing sectors.



The Largest Tower  
manufacturer in India

THE SKIPPER STORY

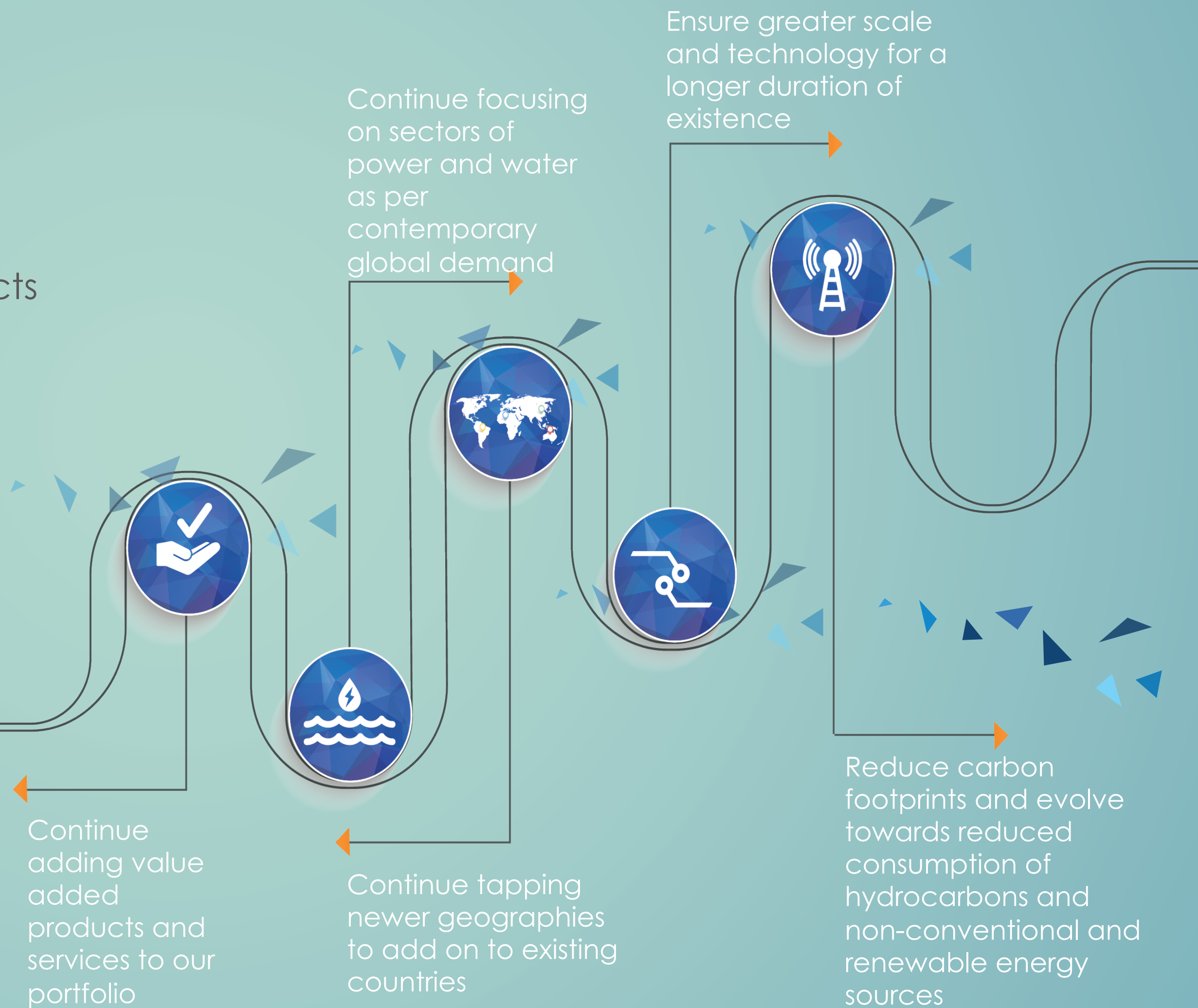


# VISION

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

# MISSION

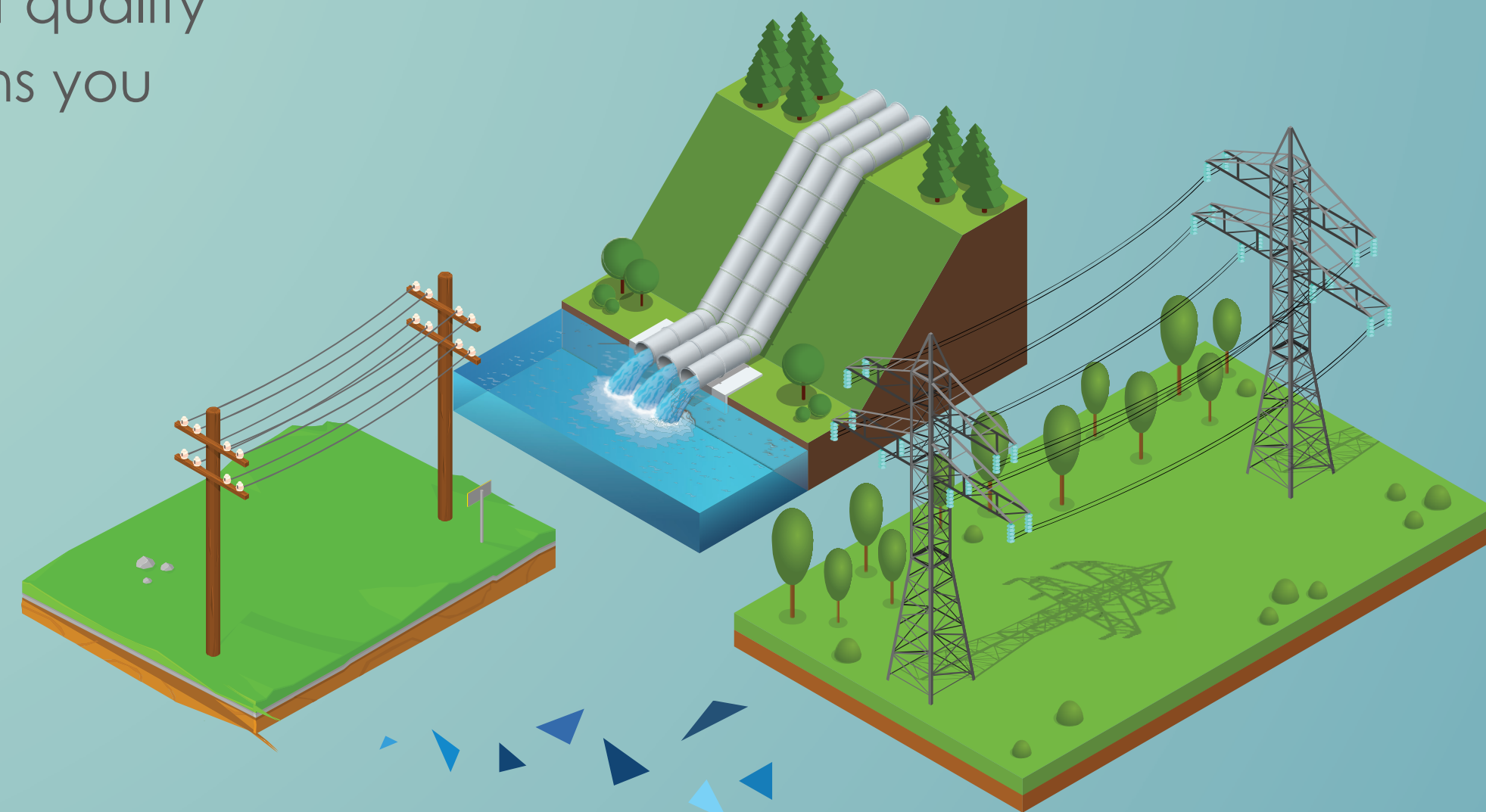
Our mission is guided by our intent of making a difference and maintaining our respected place in the industry.





# ALWAYS A GOOD BET

At Skipper, our products are a true reflection of our goodness within. We employ the highest standards of manufacturing procedures and perform stringent quality checks, so that they do justice to the expectations you have from us.



OUR QUALITY PRODUCTS

# EMPOWERING INDIA WITH **A HEART OF GOODNESS** ENGINEERING DIVISION

Our engineering division is dedicated in lighting up our world and powering it ahead towards a brighter future!

- Power Transmission Towers
- Power Distribution Poles (Swaged, High Mast and Octagonal)
- Transmission Line Monopoles
- Telecom Towers / Monopoles
- Mild Steel and High Tensile Angles
- Fasteners & Tower Accessories
- Railway Electrification Structures
- Solar Structures

## OUR PRODUCTS

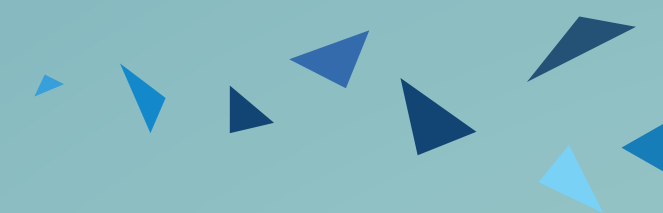


Transmission Towers



High mast





# OUR PRODUCTS



Fasteners



Angles



Lighting Poles



Solar Module Mounting Structures



Railway Structures



Monopoles





# ENRICHING THE NATION WITH A VISION TO DO GOOD POLYMER PIPES & FITTINGS

Polymer division helps bring the most crucial resource nearer to where it's needed!

- 100% Lead Free UPVC Pipes & Fittings
- CPVC Pipes & Fittings
- SWR Pipes & Fittings
- Borewell Pipes ( Casing Pipes , Column Pipes & Ribbed Strainer Pipes)
- Agriculture rigid pipes & fittings, Underground drainage pipes
- HDPE Pipes & Overhead Tanks
- CPVC & UPVC Solvent cement

## OUR PRODUCTS



CPVC Pipes & Fittings



UPVC Pipes & Fittings





Rigid Pipes



SWR Pipes



Our Product Basket



Casing Pipes



Column Pipes



# STRONGER FOUNDATIONS TO A BETTER TOMORROW

## INFRASTRUCTURE DIVISION

With our Infrastructure division we are helping shape our world the good way!

- Transmission Line EPC
- Railway Electrification
- Underground Utility Laying by HDD  
(Horizontal Directional Drilling)
- Water EPC

## OUR SERVICES



Transmission Line EPC



HDD Services



# BRINGING THE GOOD TOGETHER

## BACKWARD INTEGRATION

We believe that all good things should integrate together to create something exceptional.

Hence, when it comes to Power Transmission Towers & Poles, Skipper undertakes each and every activity in the entire value chain from Angle Rolling to Fabrication & Galvanising, Proto Assembly, Load Testing and even EPC line construction.

Skipper's backward integration enables cost optimisation, swifter time-to-market, high quality control, timely dispatch, superior customer service, and a much lower exposure to commodity price fluctuations...



# CORE COMPETENCIES

## OUR VALUE CHAIN

- **CONTEMPORARY TECHNOLOGY:**  
Possesses automated state-of-the-art equipment
- **VALUE ENGINEERING:**  
Engineering and design excellence helps optimize product and process costs
- **ONE STOP SHOP:**  
In house availability of products, accessories and technical services
- **SUPPORT SYSTEM:**  
Strategic plant locations in East enables adequate power availability, proximity to Kolkata port and cost-effective labor
- **SCALE:**  
Power Grid approved and ISO certified plants with large manufacturing capacities enables to participate in large project size orders





# AS GOOD AS IT GETS OUR **BIGGEST MILESTONES**

When the goodness comes from inside, the results reflect on the outside!

## MILESTONES



# AS GOOD AS IT GETS OUR **BIGGEST MILESTONES**

## MILESTONES

**2006**

- Crossed **1 Bn INR** rev
- Got PGCIL approval for **400 kV** tower unit (the highest, that time)
- Tie-up with Rambol, Denmark the **world's largest tower designing company**

**2007**

Entered into value addition of steel tubes as Scaffoldings

**2008**

Started process of conversion of tower production process from manual to Automated CNC

**2009**

- Got India's first order for **800kV transmission tower**
- Commissioned **1<sup>st</sup> PVC unit in Uluberia** and India's first double sided tube GI plant

**2010**

1<sup>st</sup> major Tower company in India to enter into backward integration by setting up Angle Rolling mills



# AS GOOD AS IT GETS OUR **BIGGEST MILESTONES**

## MILESTONES

**2013**

- Crossed **10 Bn INR revenue**
- Alliance agreement with South America's largest TSO for exclusive supply to their transmission

**2015**

- Crossed **14 Bn INR revenue**
- BSE (2014) and NSE listing
- New PVC plants at Gujarat & Assam
- Sekisui Chemicals Co., Ltd. of Japan Tie up.

**2016**

- Crossed **16 Bn INR revenue**
- Won "The Best Industry in water Resources sector"
- Commissioned new PVC plant in UP & Telangana

**2017**

- Second Guwahati Plant was launched in Palashbari
- Awarded "Largest Tower Supplier " by PGCIL for the second time

**2018**

- JV with Metzerplas (Israel) for Micro-irrigation products
- Ventured into Solar Mounting Structure and Railway Electrification Sector
- Won for the 3rd time "The Largest Tower Supplier Award" from PGCIL



# MASTERS OF SPREADING GOODNESS

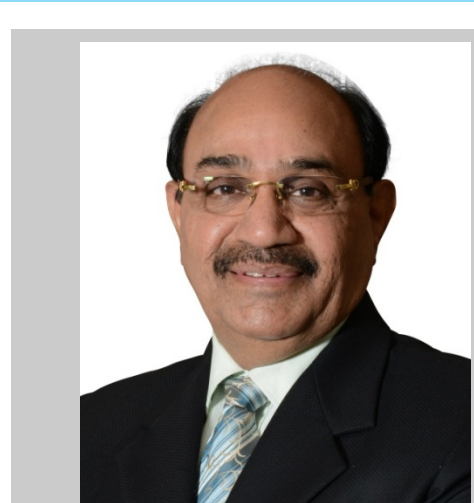
## OUR **MANAGEMENT**

The root of our inherent goodness lies with our management. They have been the catalysts of our growth and success and have inspired us to aim for the highest pinnacle of success while remaining true to our core values.





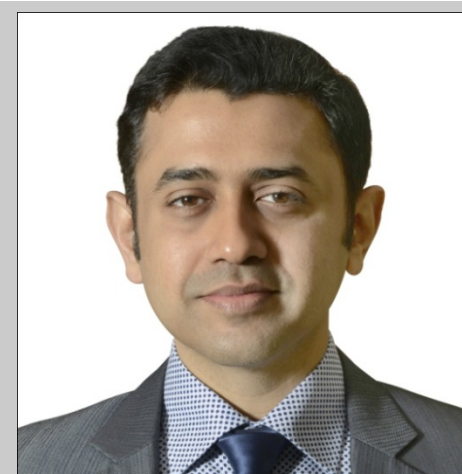
# WHOLE TIME DIRECTORS



**Mr. Sajan Kumar Bansal**

*Managing Director*

He is the driving force behind the company's exponential growth since the beginning of the new millennium. Under his visionary leadership, the company has grown from a single unit, single product manufacturer to multi-unit, multi product manufacturing, ranging from Steel to Polymer.



**Mr. Sharan Bansal**

*Director*

A mechanical engineering graduate, he is heading the Tower manufacturing and EPC business of the company. He's taken the company to a leadership position in this industry.



**Mr. Devesh Bansal**

*Director*

With a Master's in International Business degree under his belt, he is heading the Tubes and Tubular products divisions of the company. He is also responsible for the group's upstream expansions.



**Mr. Siddharth Bansal**

*Director*

Heading the company's first diversification into non steel products, he is responsible for the Polymer product manufacturing divisions. He has a degree in Entrepreneurship from University of Illinois, USA.



**Mr. Yash Pall Jain**

*Director*

He is a B.com graduate from Punjab University and has an experience of over 35 years in various leading Industrial houses. In his corporate career he has held several responsible and important portfolios.



# INDEPENDENT DIRECTORS



**Mr. Amit Kiran Deb**

*IAS (Retd.), Chairman*

He has held several responsible and important portfolios in the West Bengal State Government, before finally retiring as Chief Secretary and Tourism Secretary. He has profound knowledge and experience in various industries.



**Mr. Joginder Pal Dua**

*Ex CMD - Allahabad Bank*

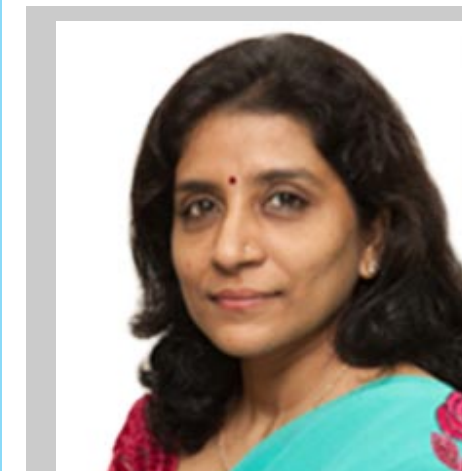
He has been with Allahabad Bank for 5 years and retired as Chairman of (B.I.F.R.). He has held several portfolios in reputed banking organizations and was on the governing board of several education institutions.



**Sri Pramod Kumar Shah**

*C.A*

He is a Fellow member of the Institute of Chartered Accountants of India and has 35 years of experience in practicing accountancy with an expertise in the area of internal audit. He has graduated with a Bachelor's Degree in Commerce from Calcutta University.



**Mrs. Mamta Binani**

*Immediate Past President ICSI*

She is one of the leading Practicing Company Secretary from Eastern India and her professional career includes 17 years of experience in corporate consultation & advisory.



**Mr. Ashok Bhandari**

*C. A.*

He has profound experience in working with different industries. He has held various notable positions in different sectors and finally retired as the CFO in Shree Cement Limited, a B.G. Bangur Company.

# FROM GOOD TO BETTER OUR COMMITMENT TOWARDS EXCELLENCE

For us at Skipper, excellence is not an ideal – it's our way of life. We have always preferred good quality over quantity and we strive to keep up our high standards not just in our products but in the people we employ, the customer service we provide and the goals we set for global growth.



OUT COMMITMENT TOWARDS EXCELLENCE



# A GOOD ROUND OF APPLAUSE FOR OUR AWARDS & QUALITY CERTIFICATIONS

- Bureau of Indian Standards (ISI)
- ISO 9001, ISO 14001, ISO 18001
- Power Grid Corporation of India Limited (PGCIL)
- Egyptian Electricity Transmission Company (EETC)
- Bhutan Power Corporation
- Major State Electricity Board of India (SEBs)
- Budcentral-Certificate of Conformity
- Kenya Transmission Company (KETRACO)
- Transmission Company of Nigeria (TCN)
- National Grid Corporation of Philippines (NGCP)
- Ministry of Railways (RDSO)
- Damodar Valley Corporation
- Saudi Electric Company
- The Jordanian Electric Power Company Ltd., Amman-Jordan
- RETIE, Colombia
- UKSEPRO
- LAPEM
- Transmission Corporation of Andhra Pradesh Limited (APTRANSCO)
- Odisha Power Transmission Corporation Limited (OPTCL)
- The Karnataka Power Transmission Corporation Limited (KPTCL)
- The Canadian Welding Bureau (CWB)
- CE – Europe





# RECENT AWARDS



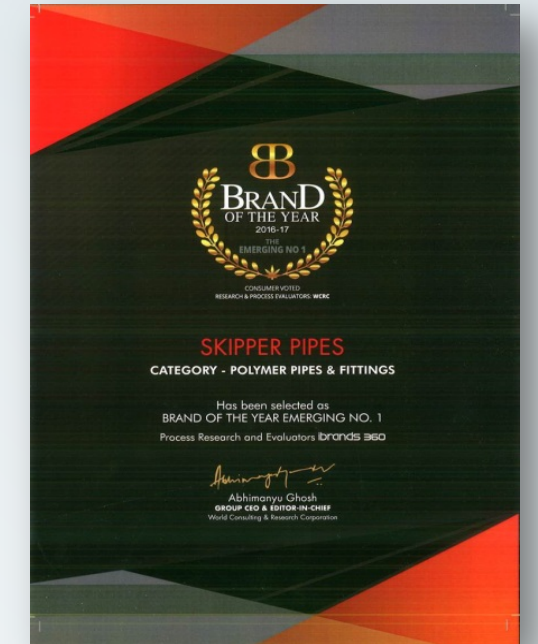
**AWARD:**  
THE LARGEST TOWER SUPPLIER  
FOR 3<sup>rd</sup> CONSECUTIVE YEAR  
**GIVEN BY:**  
POWER GRID CORPORATION  
OF INDIA LTD. (PGCIL)



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



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



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



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



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

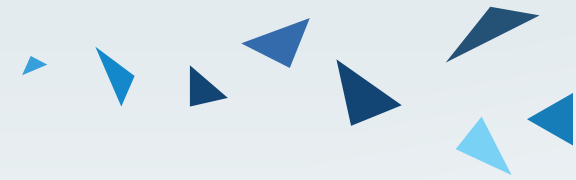


**AWARD:**  
THE BEST POLYMER BRAND  
**GIVEN BY:**  
CONSTRUCTION TIMES



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





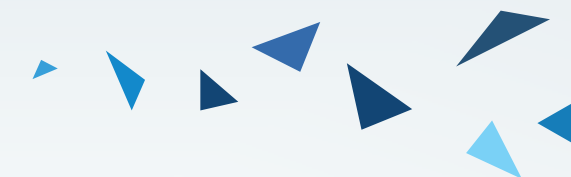
# POLYMER PRODUCTS CONFORMING TO QUALITY CERTIFICATIONS



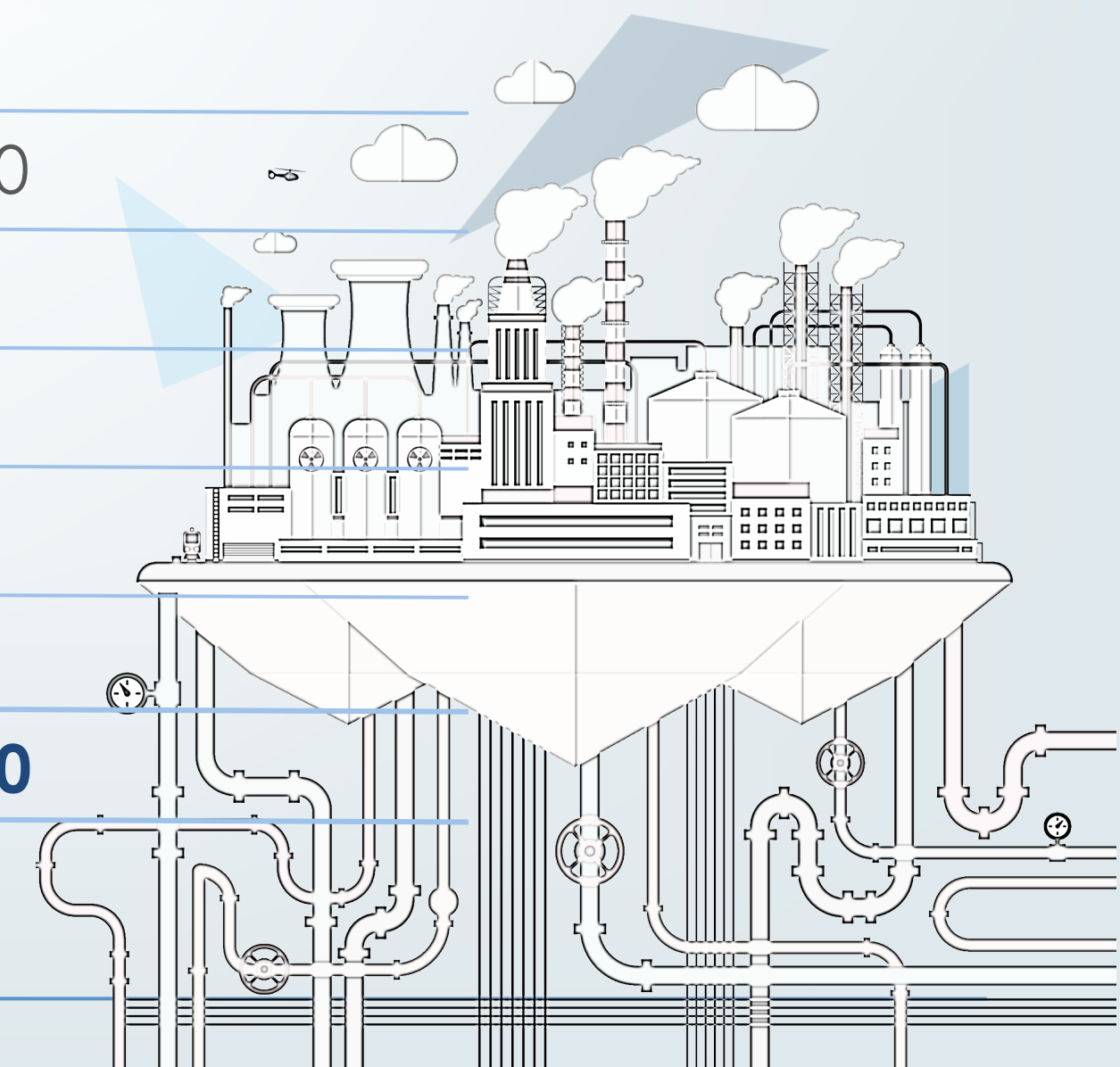
- ASTM D-1785, ASTM D-2467, ASTM D-2846,
- ASTM F-493, NSF (CPVC PIPES)
- IS: 12818
- IS: 13592      ○ IS: 14735
- IS: 4985      ○ IS: 10124
- IS: 15778      ○ IS: 14182



# OUR CAPACITIES

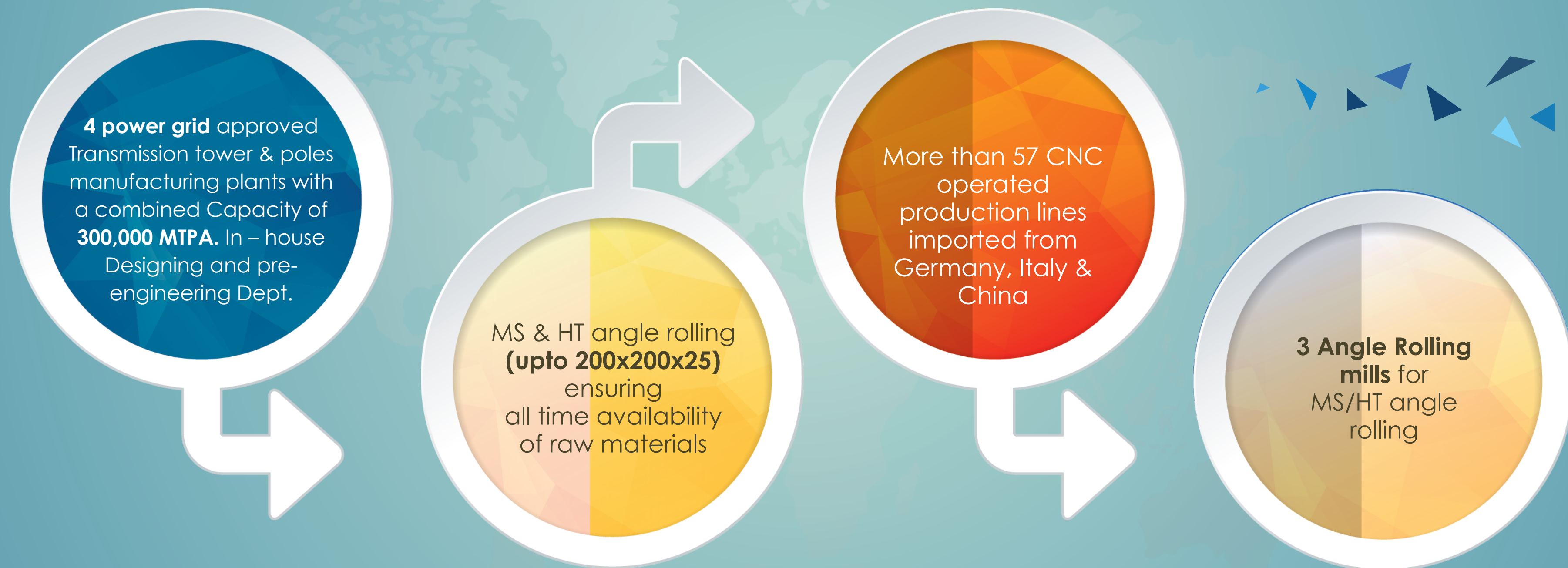


Location	Engineering Product (MTPA)	PVC Pipes & Fittings Products (MTPA)
Uluberia – Kolkata (WB)	1,30,000	15,000
Unit 1 – Kolkata (WB)	104000	
BCTL – Kolkata (WB)	36,000	
Ahmedabad - Gujarat		10,000
Guwahati 1 - Assam		4,000
Guwahati 2 - Assam	30,000	7,000
Sikandrabad - UP		6,000
Hyderabad - Telengana		9,000
<b>Total - Capacity</b>	<b>3,00,000</b>	<b>51,000</b>





# A GOOD LOOK AT OUR **FACILITY HIGHLIGHTS**



# A GOOD LOOK AT OUR **FACILITY HIGHLIGHTS**

7 in house galvanising units with plant size up to 14 mtr and an annual galvanising capacity of handling over **2.5 lakh MT.**

Plans of setting up several satellite Manufacturing hubs for polymer pipes to have a Pan – **India presence within 3 years.**

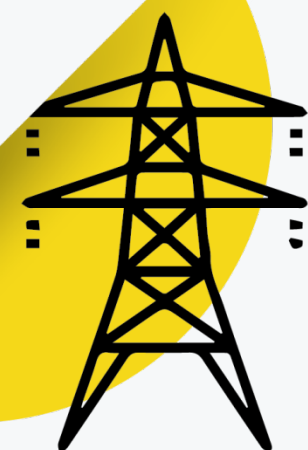
Skipper Pipes plans to increase the manufacturing capacity to **1,00,000 MTPA**

Exclusive 7000 MTPA Capacity of Polymer fittings in Guwahati.



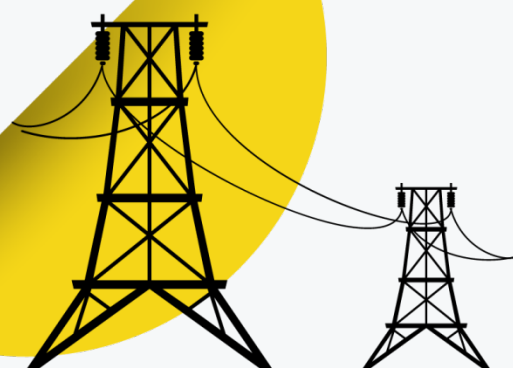
# A GOOD LOOK AT OUR **SCALE & SIZE**

01



India's largest and among the world's largest Integrated Transmission Tower manufacturing companies.

02



Delivered transmission tower supply projects with detailed customization and critical specifications.

03



Amongst the largest manufacturers of Lighting and Distribution poles in India and pioneers of setting up Monopoles in the country

# A GOOD LOOK AT OUR **SCALE & SIZE**

04



A fully integrated global EPC major. Services include tower design, tower testing, manufacturing, and onsite construction.

05



Massive distribution network across pan India with over 5000+ touchpoints for polymer pipe business.

06



End- to- end integrated Tube solution provider from black tube rolling to galvanizing of tubes to tubular fabrication.



# BEING TECHNOLOGICALLY GOOD

## IT- ENABLED

The information technology wing captures information exhaustively on a real time basis. Every commercial transaction including purchase, production, inventory control, sales invoicing are carried out on various ERP platforms, diligently inducted into everyday process by the company.

Not only that our HR systems too are automated for easy employee experience. Special software called Adrenalin is implemented for single integrated solution for creating multiple business processes.

### A GOOD LOOK AT OUR TECH FACILITIES

- SAP
- CCTV Coverage of our plants
- Adrenalin
- Lighthouse ERP
- Live video Conferencing



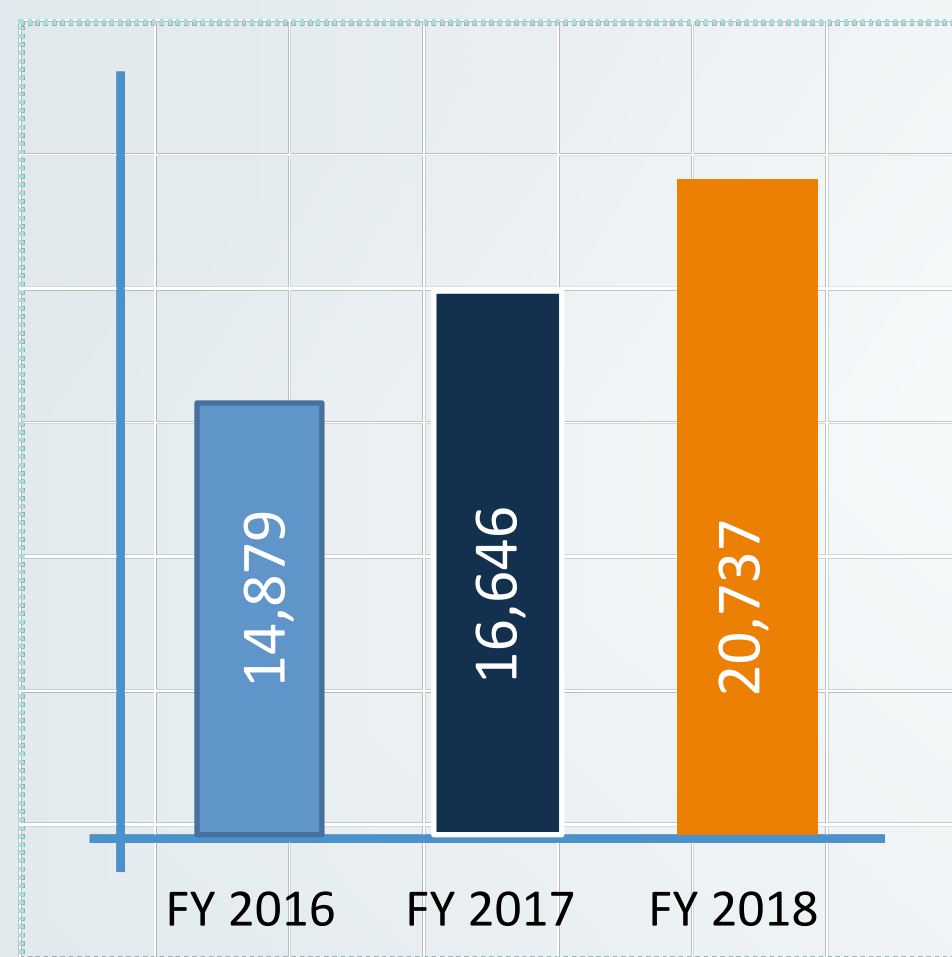
# RISING UP A GOOD GRAPH OUR FINANCIALS

Due to a strong bottom-line focused approach, Skipper has consistently out-performed in the market place over several quarters with an industry best EBIDTA and Revenue growth. Our focus is to be consistently good at improving upon our margins and optimizing our operations costs.

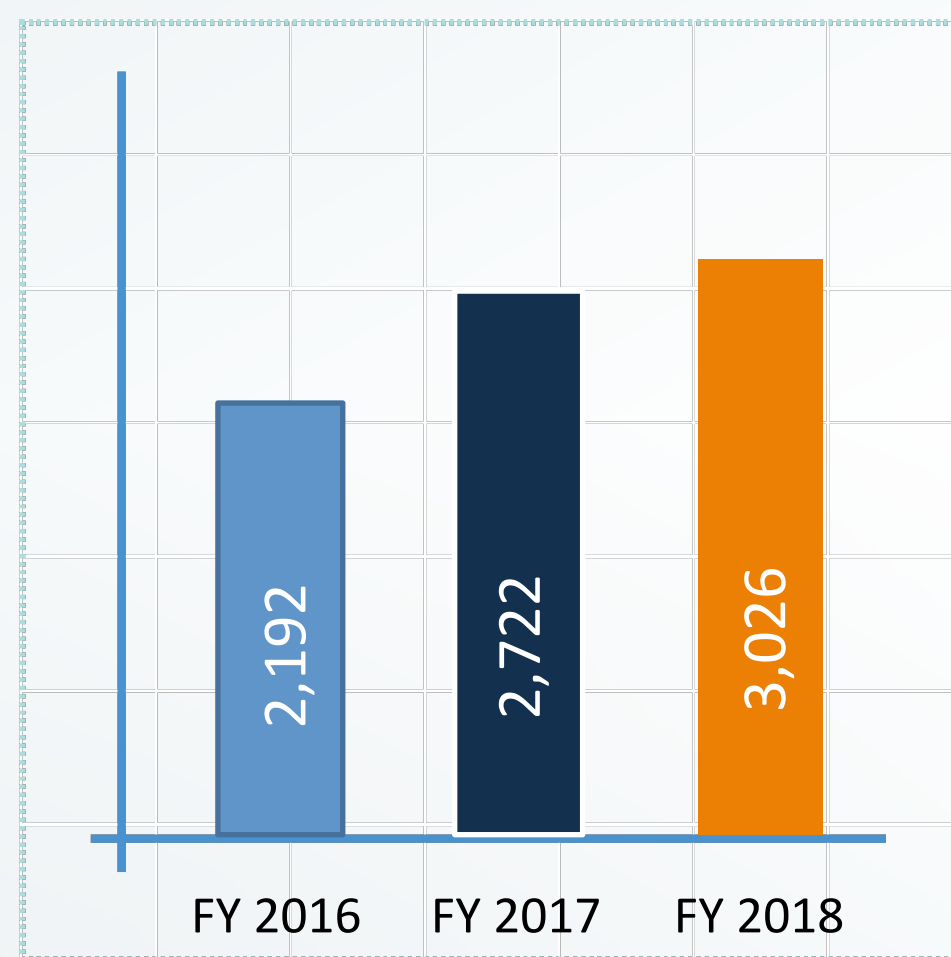




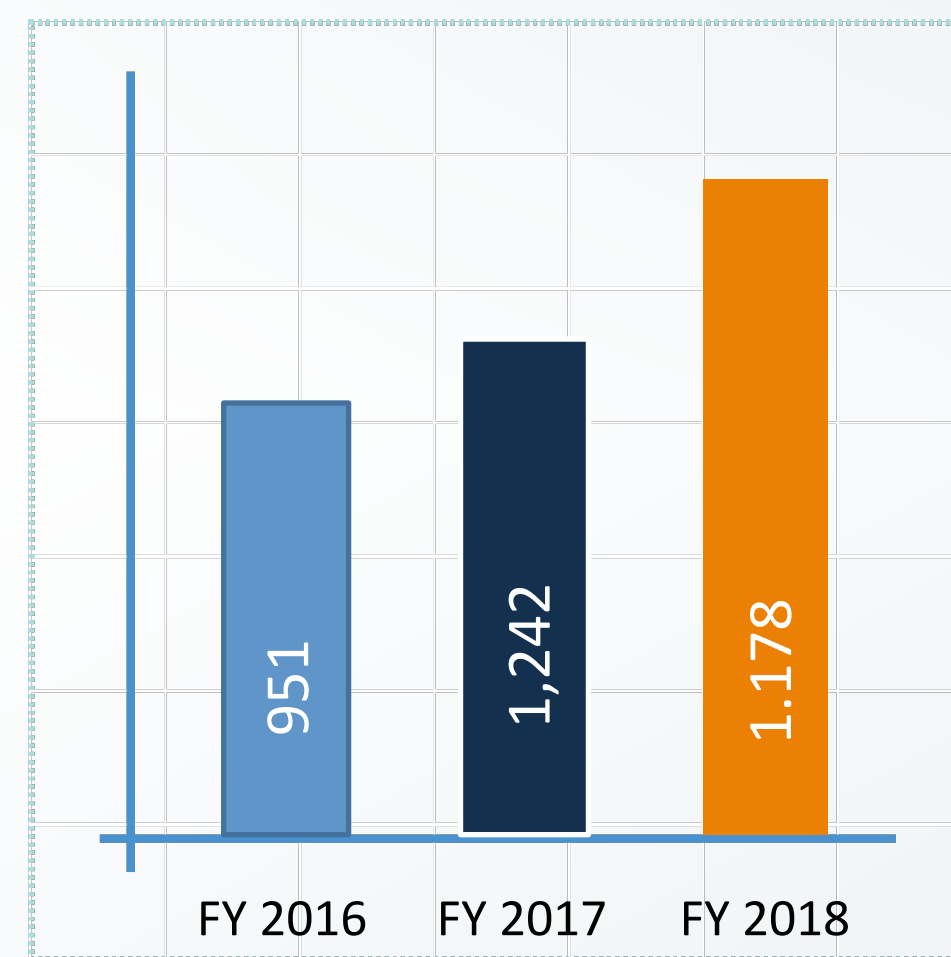
# FINANCIAL GRAPH



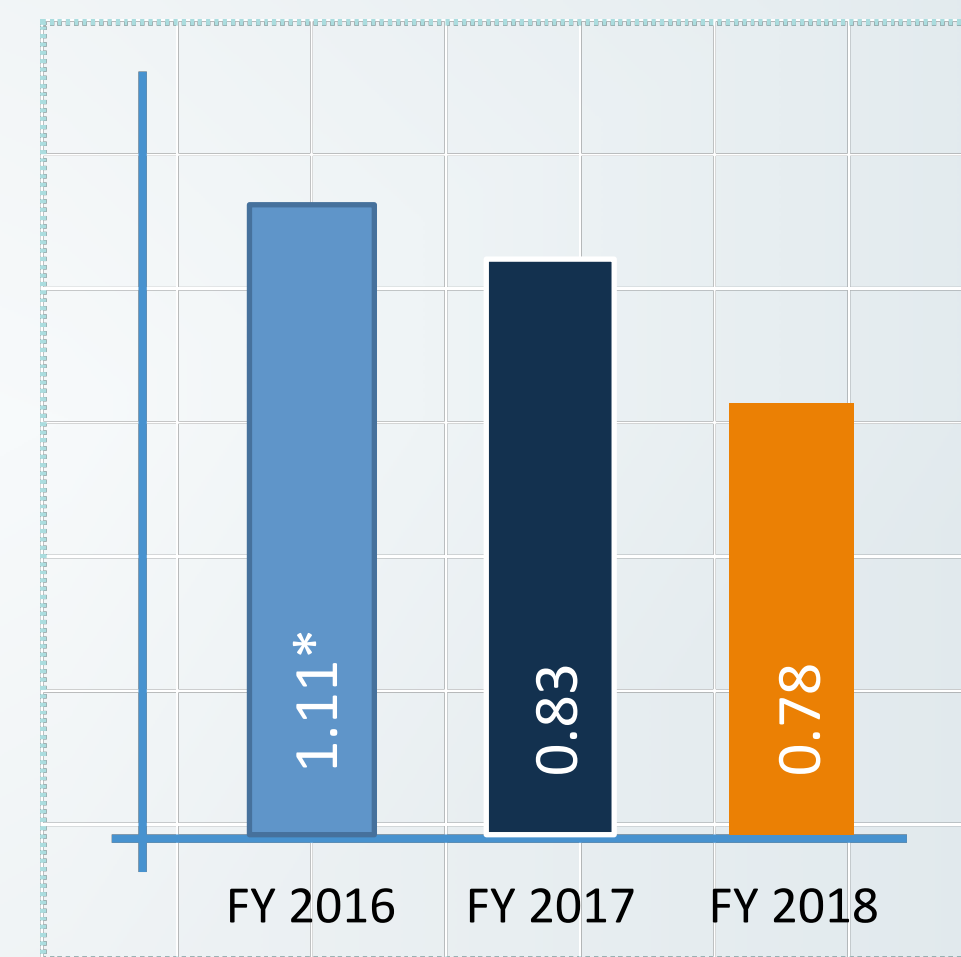
NET SALES (Rs. Million)



OPERATING EBIDTA (Rs. Million)



PROFIT AFTER TAX (Rs. Million)



DEBT EQUITY (X)

# OUR MARKET REACH

Being good at what we do has made us the preferred supply partner to Global Utilities and EPC Contractors around the world!

On the other hand, the reach for our Polymer pipes and fittings division is rapidly spreading across India.





# OUR PRODUCTS HAVE MADE A POSITIVE DIFFERENCE IN MAJOR PARTS OF THE WORLD!

## SOUTH AMERICA

Peru, Colombia, Chile

## EUROPE

UK, Spain

## AFRICA

Kenya, Egypt, Ghana, Nigeria, Zambia, Sierra Leone

Guinea, South Africa, Botswana

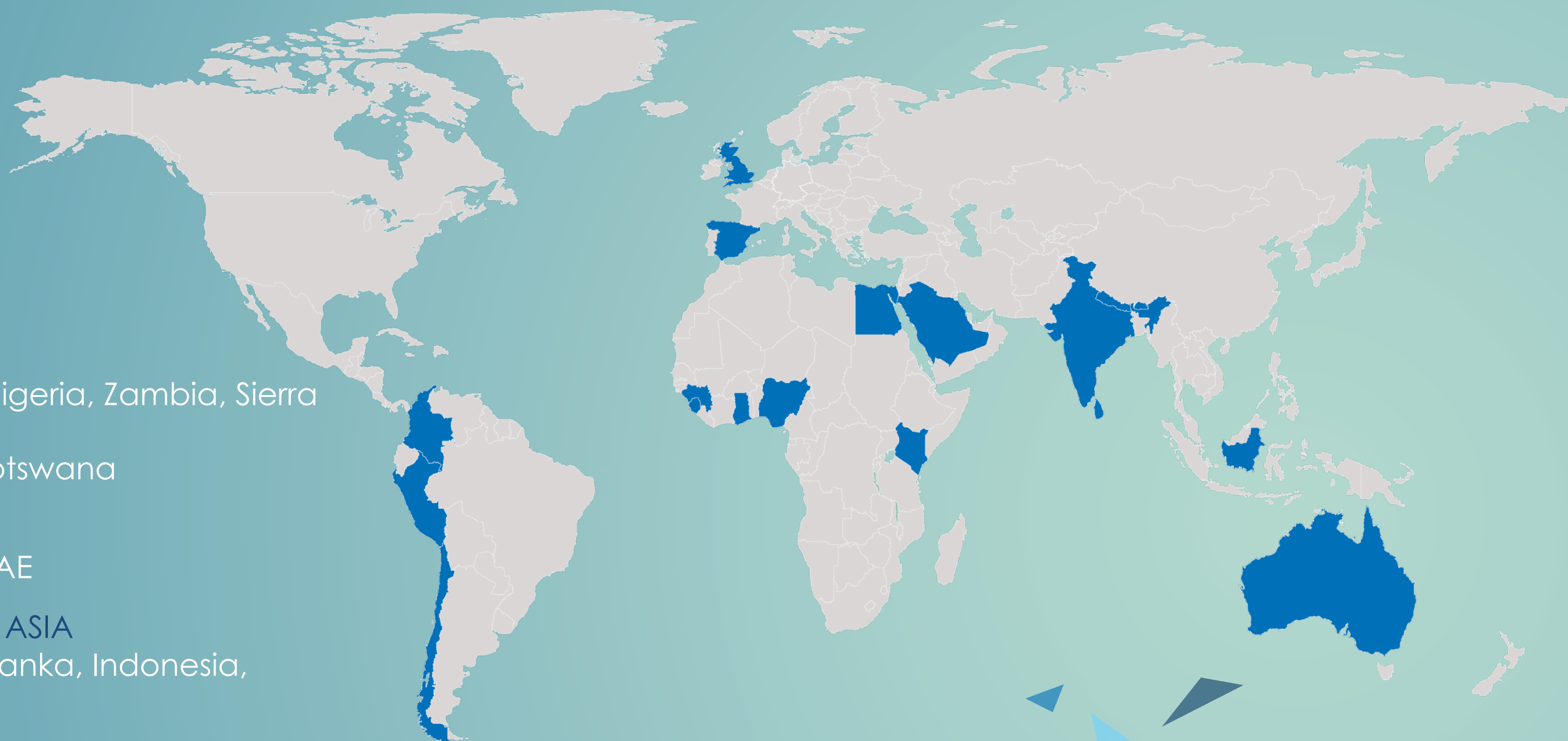
## MIDDLE EAST

Jordan, Saudi Arabia, UAE

## SOUTH AND SOUTH EAST ASIA

Nepal, Bangladesh, Sri Lanka, Indonesia, Philippines

## AUSTRALIA



# IN PURSUIT OF A GOOD WORLD

## CSR ACTIVITIES

Doing good is a choice, and we at Skipper have made that choice.

We have made it our mission to not only build and enrich the infrastructure in our world, but also the lives thriving in it.

Because we believe, it's not true success until you've made the world around you at least a bit better than yesterday!





# EDUCATION

Several initiatives were adopted and implemented on the education front, such as distribution of books, improvement in infrastructure and facilities in schools. We also launched a key initiative Beti Padhao Abhiyaan which sponsored education of more than 1100 girl child in Kolkata. These were aimed at allowing better access to quality education, and enabling extra-curricular activities for holistic development of students and teachers.



# HEALTH

Skipper Foundation initiated several activities to increase the health inbox of the villages in proximity of the plants. Initiatives such as providing of safe drinking water and health check up camps were under taken.



# THANK YOU



## **Registered Office**

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