



40 YEARS OF CREATING  
#infinitepossibilities



**SKIPPER**  
Limited

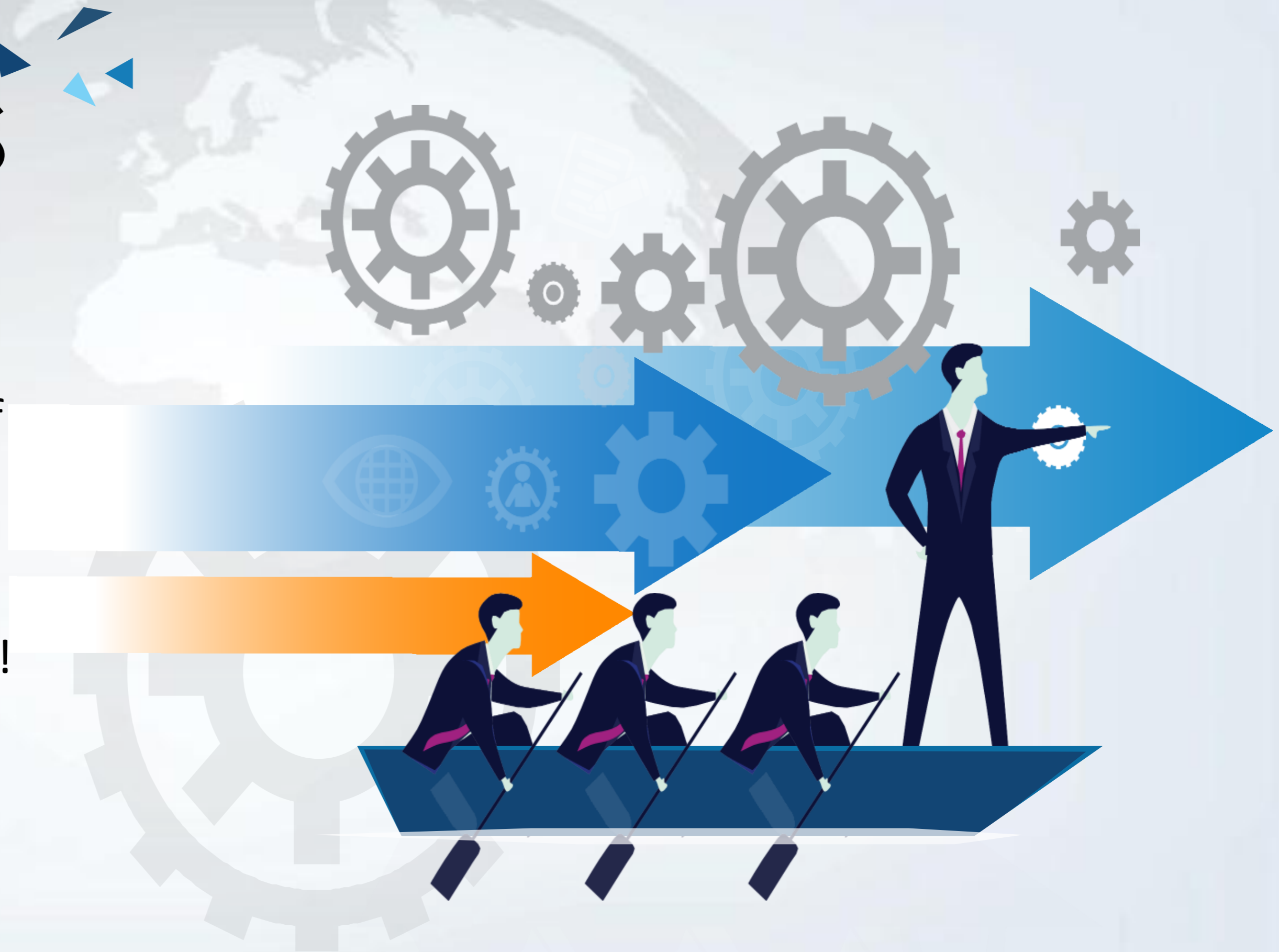


**GOODNESS  
LEADS**

# GOODNESS LEADS

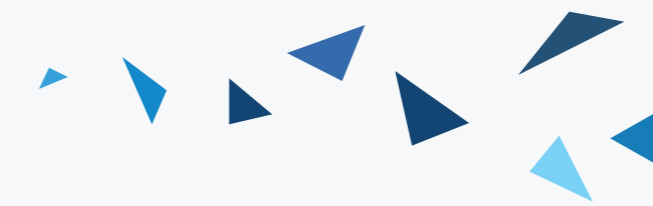
The intentions inside shape the actions outside! When we operate from a place of integrity, quality and big heartedness, we make a lasting deference in the world.

When goodness leads, great results follow!





# LEADING AHEAD WITH GOODNESS



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

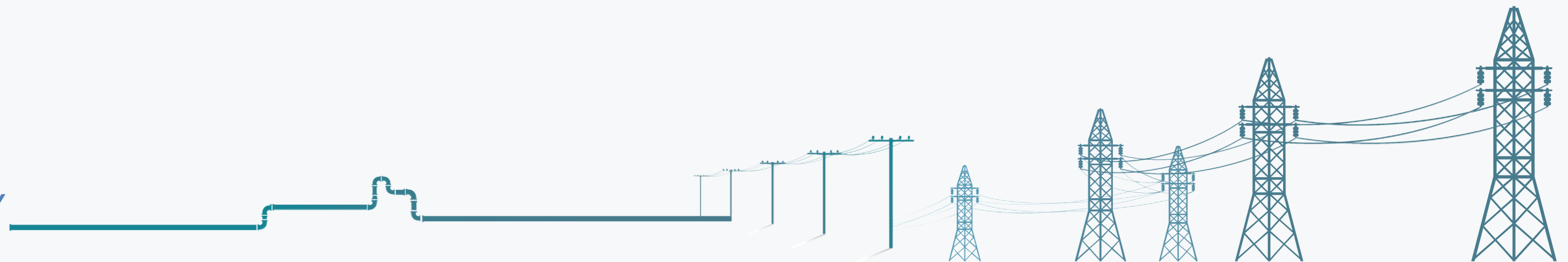
**Skipper Limited** is the largest manufacturer of Transmission & Distribution structures in India and among the top 10 globally.

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



# GOODNESS LEADS



## 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.



Continue adding value added products and services to our portfolio



Continue focusing on sectors of power and water as per contemporary global demand



Continue tapping newer geographies to add on to existing countries



Ensure greater scale and technology for a longer duration of existence



Reduce carbon footprints and evolve towards reduced consumption of hydrocarbons and non-conventional and renewable energy sources

# 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.





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

### OUR PRODUCTS



Transmission Towers



Transmission Line Monopole





Lighting & Distribution Poles



Highmasts



Telecom Tower



Railway Structures



Angles



Fasteners





# ENRICHING THE NATION 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 & Fitting
- Underground Drainage Pipes
- HDPE Pipes & Overhead Tanks
- CPVC & UPVC Solvent cement
- Cisterns, Seat Covers and
- Bath Fittings & Accessories

### 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

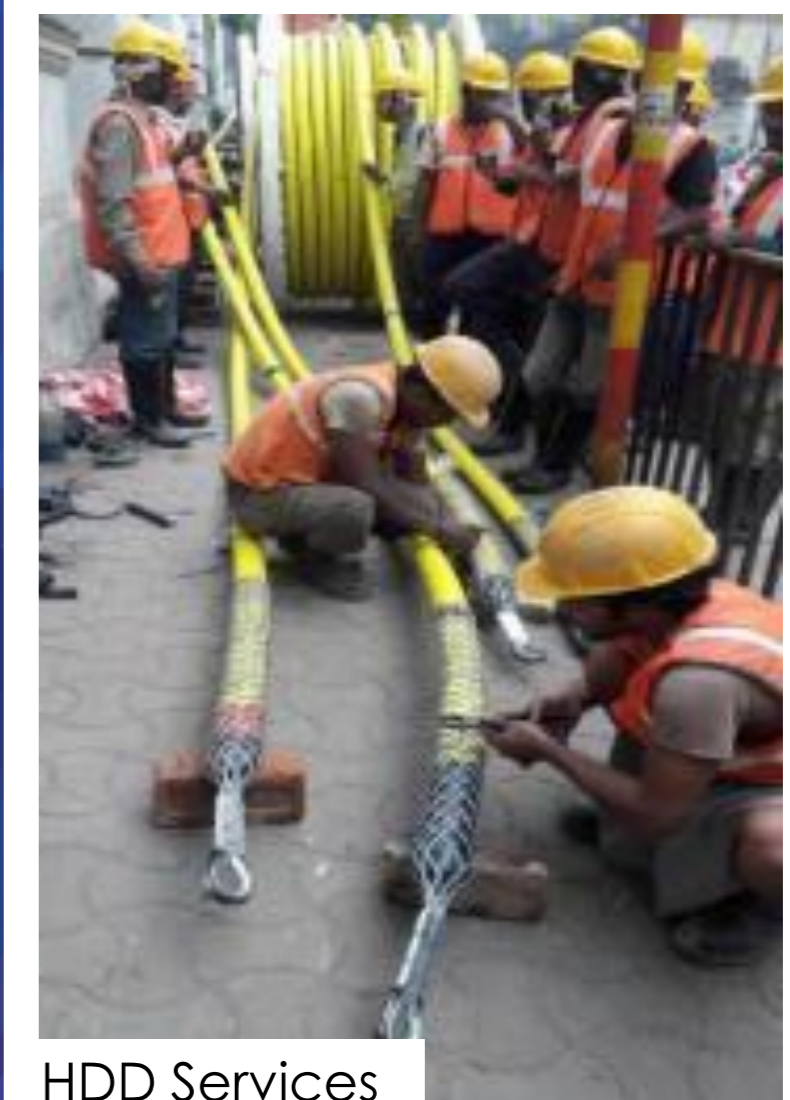
With our Infrastructure division we are helping shape our world the good way!

- 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...

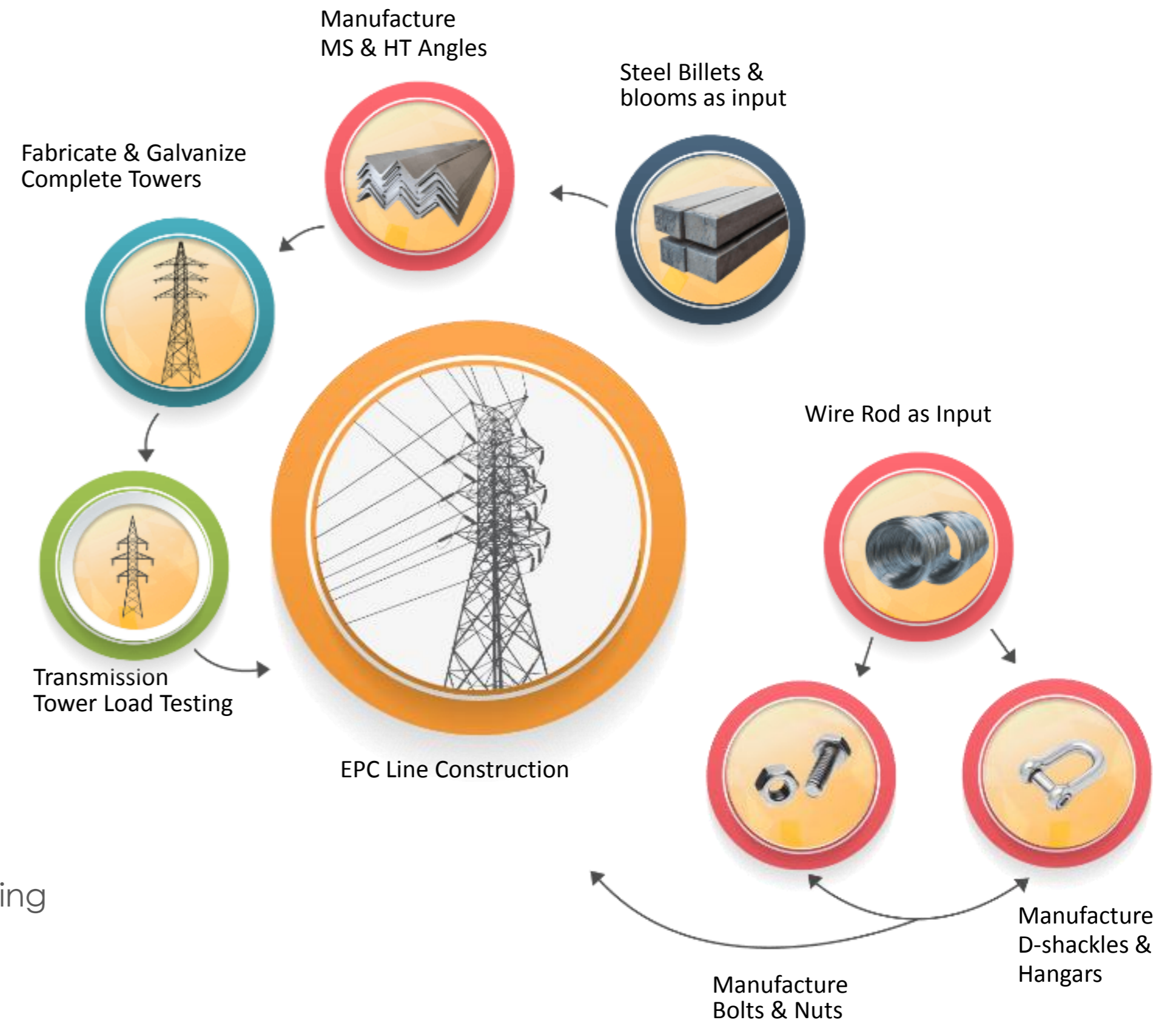


# CORE COMPETENCIES

## OUR VALUE CHAIN

Please click on the initial process to get to the next process

- 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
- TEST BED:**  
 The Company's tower testing facility is one of the largest in India and first of its kind in Eastern India. The center is capable of full-scale load testing, a reliable tool for validating the structural design





# FULLY INTEGRATED R&D CENTER

Skipper is among the handful in its sector to invest heavily in research and innovation. The Company's R&D department is approved by Dept. of Scientific and Industrial Research (DSIR), Govt. Of India.

The Center reinforcing the Company's strong commitment to innovative products and solution for its customers. The R&D Unit will not only facilitate in house load testing and proto type testing but will also help improve and customize the tower design resulting in customer satisfaction.



# Transmission Line **Tower Testing Station**

Skipper boasts of the largest Tower & Monopole Load Testing Station in India, which is also one of the largest in the world.

The state of art Transmission Line Tower Testing Station is spread across 14 acres of land in Howrah , WB

NABL Accredited Testing Laboratory (Certificate No. TC-9011)

One of the largest Testing facilities of India and first of its kind in Eastern India

Capable of Full scale load testing, a reliable tool for validating the structural design

The facility is designed to Test all kinds of Lattice Towers, Monopoles & Guyed Towers with World Class Parameters

Ultimate Destination for OHTL Contractors and Manufacturers for Prototype Testing





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

**1981**

- Our Company was incorporated as Skipper Investments Limited; we **began our journey by manufacturing Hamilton Poles.**

**1990**

- The Company's name was changed to **Skipper Steels Ltd** and it diversified into manufacturing towers and masts.

**2001**

- The Company set up an **LPG cylinder unit.**

**2003**

- **Tube mill** was set up.

**2005**

- Set up **its first galvanizing plant.**

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

**2006**

- Crossed **Rs. 1 billion** in revenue.
- Got Powergrid's approval for tower units and received the **first order of 400kV** towers (the highest voltage level at that time).
- Entered into a manufacturing tie-up with Ramboll, Denmark - the world's largest tower designing company.

**2008**

- Conversion of tower production process from manual to **automatic CNC**.

**2009**

- Got **India's first order for 800kV transmission** towers from Power Grid Corporation of India Limited (PGCIL).
- Commissioned the **Uluberia unit with first Polymer unit and India's first doubleside Tube GI plant..**

**2010**

- Entered into **backward integration of two major product verticals** tubes and towers, by way of a Strip mill and Angle mill, respectively..



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

## 2011

- Focus on broader and diversified product verticals.

## 2013

- Crossed **Rs.10 billion** in revenue.
- Alliance agreement with **South America's largest TSO** for exclusive supply to its transmission projects.

## 2015

- Awarded '**Fastest Growing Transmission Tower Manufacturing Company**' award by CNBC TV-18.
- Got listed on **NSE in May 2015**.
- Entered into an alliance with **Sekisui Chemicals Co Ltd** of Japan.

## 2016

- Won the '**Best Industry in Water Resources Sector**' award by CBIP. Recognized as '**Star Performer**' by EEPC.
- Recognized '**Largest Tower Supplier**' by PGCIL.
- Became **one of India's pioneer companies in production of Transmission Monopoles**.
- Commissioned our **first Transmission line EPC project** – 400 kV Punchkula Patiala for Powergrid Corporation.

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

## 2017

- Emerged as the **largest manufacturer of T&D structures in India.**
- Commissioned a second Guwahati plant in Palashbari.
- Given **Largest Tower Supplier Award** by PGCIL (second time).

## 2018

- Entered into a joint venture with **Metzerplas** for microirrigation products.
- Ventured into new Product categories such as **railway electrification** etc.
- Won the '**Largest Tower Supplier**' award from PGCIL For the third successive time.

## 2019

- The company wins the prestigious **SKOCH Order of Merit West Bengal.**
- **Best Employee Engagement Strategy** by ET Now.
- Produced and Type Tested **India's first 765 kV monopole.**

## 2020

- Dept. of Scientific and Industrial Re- search (**DSIR**), **Govt. Of India** ap- proves and recognizes In **House R&D Center.**
  - **Ranked 14** in Dream Companies To Work For presented by ET
  - Now.
- The company commissioned the **largest Tower & Monopole Load Testing Station in India**, which is also one of the largest in the world.



# 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.



# 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





# 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) | Polymer Pipes & Fittings Products (MTPA) |
|-------------------------|----------------------------|--|
| Uluberia – Kolkata (WB) | 1,30,000                   | 44,000                                   |
| Unit 1 – Kolkata (WB)   | 104000                     |  |
| BCTL – Kolkata (WB)     | 36,000                     |  |
| Guwahati- Assam         | 30,000                     | 7,000                                    |
| Total- Capacity         | 3,00,000                   | 51,000                                   |







# AWARDS & QUALITY CERTIFICATIONS

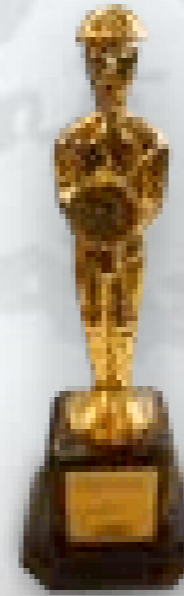




# RECENT AWARDS



**AWARD:**  
THE LARGEST TOWER SUPPLIER FOR  
3rd 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:** EEPIC INDIA



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



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



# A GOOD LOOK AT OUR FACILITY HIGHLIGHTS

**4 power grid** approved Transmission tower & poles manufacturing plants with a combined Capacity of **300,000 MTPA**. In – house Designing and pre-engineering Dept.

MS & HT angle rolling (**upto 200x200x25**) ensuring all time availability of raw materials

More than 57 CNC operated production lines imported from Germany, Italy & China

DSIR Approved R&D Center and inhouse Transmission Line Tower Testing Station

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

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

01



India's largest and among the world's largest Integrated T&D Structure 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.

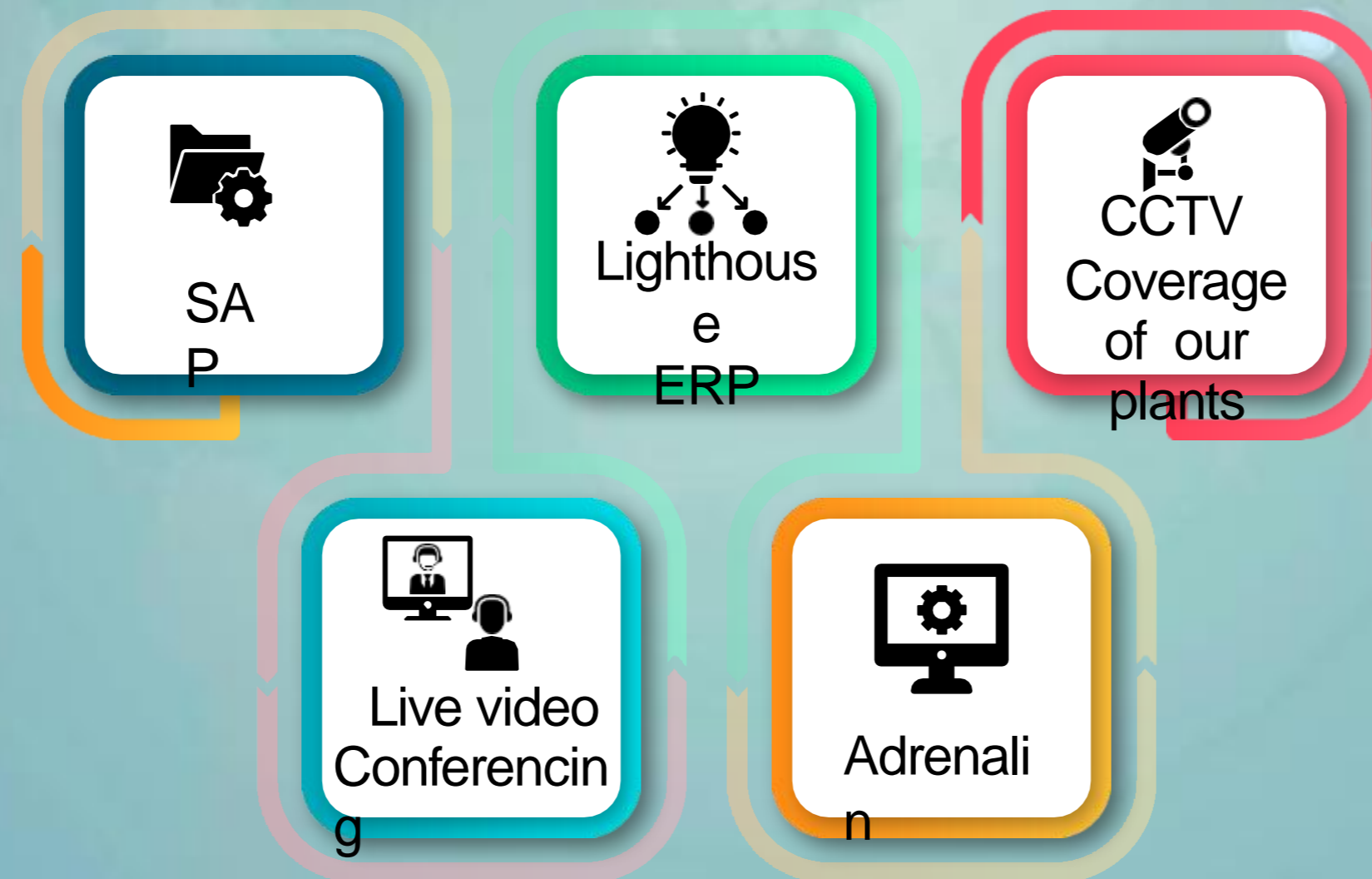
# BEING TECHNOLOGICALLY GOOD

## 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





# 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.



# OUR PRESENCE

Decades of thriving national & global spread of business to 40+ Countries

Establishing the template of a true entrepreneurial journey, Skipper Limited has grown from strength to strength in the last three-&-half decades as one of the leading & largest Indian companies in the Power Transmission & Distribution-segment with extensive global footprint.





# THANK YOU



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