

Sales Profit

# Skipper Limited

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## COMPANY PROFILE

# TABLE OF CONTENT

CHAPTER	TITLE	PAGE NO.
<b>1</b>	<b>PREMIER FINDINGS</b>	<b>03 – 04</b>
<b>2</b>	<b>INDUSTRY INFORMATION</b>	<b>05 – 16</b>
2.1	Introduction	06 – 15
2.2	Trends, Challenges and Opportunities	16
<b>3</b>	<b>FUTURE GROWTH AND INDUSTRY SCENARIO</b>	<b>17 – 23</b>
3.1	Growth Drivers	18 – 22
3.2	SWOT Analysis	23

A person's hand is shown holding a pen, poised to write on a document. The document features several charts and graphs, including a bar chart and a pie chart. The entire scene is overlaid with a semi-transparent blue filter. In the background, a laptop and a smartphone are visible on a desk.

# 1. PREMIER FINDINGS

## PREMIER FINDINGS

- The global transmission and distribution structures market was valued at USD 9.96 billion in 2022 and is expected to reach USD 14.52 billion by 2026, growing at a CAGR of 7.8% during the forecast period 2022-2026. The Asia Pacific region is expected to dominate the market during the forecast period, owing to the increasing investments in the power sector and rising demand for electricity in countries such as China and India.
- Over the long term, the power transmission tower market is expected to have an elevation in the near future due to the aging power infrastructure in many countries and less access to electricity in several regions like Western and Central Africa and some South American countries.
- Smart technologies for grid transmission management create less need for infrastructure renovation for a long time, which makes a once-in-industry situation for transmission towers for a long time.
- The growing trend of renewable power integration at the global level places a tremendous opportunity for the power transmission tower market due to the increased demand for new power infrastructure when renewable power integration happens at a large scale.
- Middle-East and African regions are expected to have a significant market share due to the need for high power transmission capacity, which is far less than the demand.
- Double-circuit towers are used for double-circuit transmission line networks, which are strongly preferred in the power industry due to their various technical advantages. A double circuit transfers twice the power and is far less expensive to establish. The biggest advantage of the transmission line is that if one circuit goes out of service at a high load, one can load the other up to an emergency rating, and the customers would not know the difference.
- Power transmission towers are tall steel lattice structures that are erected to support the high-voltage conductors of overhead power lines from the generating station to the source substations and satellite substations. The power transmission tower market is segmented by structure type, number of circuits, and angle of deviation. The structure type is segmented into Waist Type Tower, Guyed-V-Tower, Tubular Steel Pole, Guyed Cross-Rope Suspension Tower, and Crossings.



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## 2. INDUSTRY INFORMATION (with similar companies of the industry)

## 2.1 Introduction (1/10)

- The industry is driven by the growing demand for electricity across the world, particularly in emerging economies such as India, China, and Brazil. Governments and utilities are investing heavily in transmission and distribution infrastructure to ensure a reliable and efficient power supply to meet the growing demand. Moreover, technological advancements such as smart grid technology and renewable energy integration are also driving the demand for transmission and distribution structures.
- The power generation industry is expected to see increased investment activity in the forecast period. Investments in microgrid technology, renewable energy, and other advanced technologies are expected to drive the market. According to the Global Innovation Report, the total capacity of microgrids is expected to reach 1.2 GW by 2024 in North America, with an annual revenue of \$4.2 billion. The United States Senate enacted a \$1.2 trillion infrastructure bill in August 2021, which includes financing to accelerate clean energy initiatives. The growing investment in power generation will drive the growth of the electric power generation, transmission, and distribution markets.
- Asia-Pacific was the largest region in the electric power generation, transmission, and distribution market in 2022. Western Europe was the second largest region in the electric power generation, transmission, and distribution market. The regions covered in the electric power generation, transmission, and distribution report are Asia-Pacific, Western Europe, Eastern Europe, North America, South America, Middle East, and Africa.
- However, the industry is also facing several challenges such as high capital costs, long lead times for project approvals, and environmental concerns related to land use and the impact of transmission lines on wildlife and habitats. The industry is also facing competition from alternative power transmission technologies such as underground cables.
- Overall, the transmission and distribution structures industry plays a critical role in ensuring a reliable and efficient power supply to meet the growing energy demand. It is expected to grow in the coming years, driven by increasing investments in power infrastructure and technological advancements in the sector.

## 2.1 Introduction (2/10)

- Established in 1981, Skipper Ltd. has today evolved into one of the world's leading manufacturers for Transmission & Distribution Structures (Towers & Poles) in its Engineering Products segment, a leading and respected brand in the Polymer sector as well as trusted partner for executing critical Infrastructure EPC projects. Skipper's market reach spans across 40+ countries around the globe from South America, Europe, Africa, the Middle East, South and Southeast Asia and Australia. Within India, we are a preferred manufacturer of choice for our customers pan India, from J&K to Tamil Nadu and from North East India to Gujarat.
- **Holistic Products that Add Value**
  - Skipper Limited is one of the world's largest integrated Transmission Tower manufacturing companies with Angle Rolling, Tower, Accessories & Fastener manufacturing and EPC line construction. Our manufacturing capacity is the largest in India and among the top 10 in the world. Skipper Limited is a national powerhouse in the Polymer Pipe business. Under the brand name of 'Skipper', the company manufactures huge range of premium quality pipes and fittings, which are used in different areas such as Plumbing, Sewage, Agriculture and Borewell sectors. Additionally, it is IT enabled and a number of operations are carried out on various ERP platforms. We are fast evolving from an Eastern region to a National Brand.
- Our Integrated manufacturing units, Focussed Management and Committed Production & Quality teams make us the no. 1 choice for all our customers across Products and Sectors.
- **Skipper means Commitment**
  - Skipper Limited creates value for its customers by continuously improving the quality of its products through innovation and sustained growth. Skipper has more than 35 years of domain knowledge across Various Engineering Products such as Transmission Towers, Poles, Railway Electrification Structures, Hot Rolled Sections, Polymer Pipes and Fittings.



## 2.1 Introduction (3/10)

### ▪ **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 goodnessleads, great resultsfollow!

### ▪ **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.

### ▪ **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.



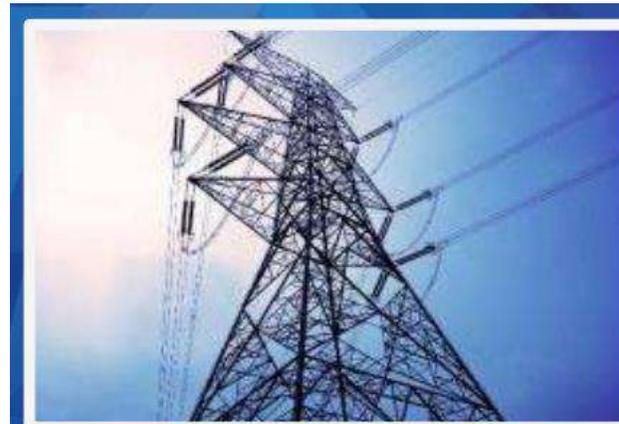
## 2.1 Introduction (4/10)

- 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.



## 2.1 Introduction – ENGINEERING DIVISION (5/10)

- EMPOWERING INDIA WITH A HEART OF GOODNESS
  
- 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



Transmission Towers



Transmission Line Monopole

## 2.1 Introduction (6/10)



Lighting & Distribution Poles



Highmasts



Telecom Tower



Railway Structures



Angles



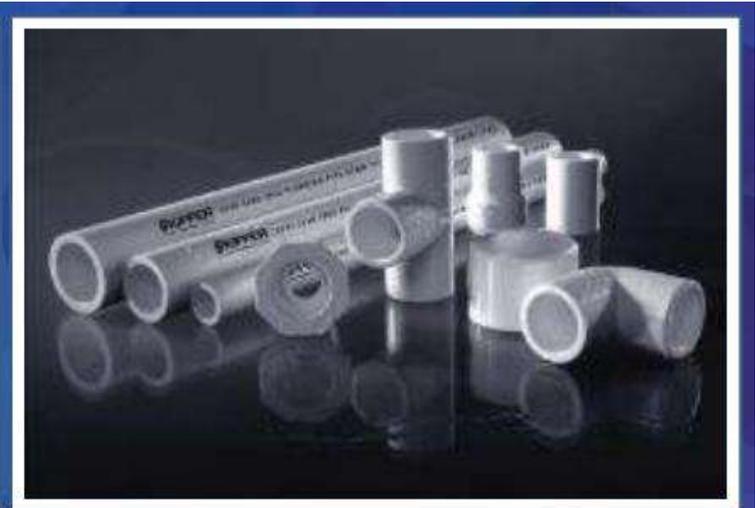
Fasteners

## 2.1 Introduction – POLYMER PIPES & FITTINGS (7/10)

- 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



CPVC Pipes & Fittings



UPVC Pipes & Fittings

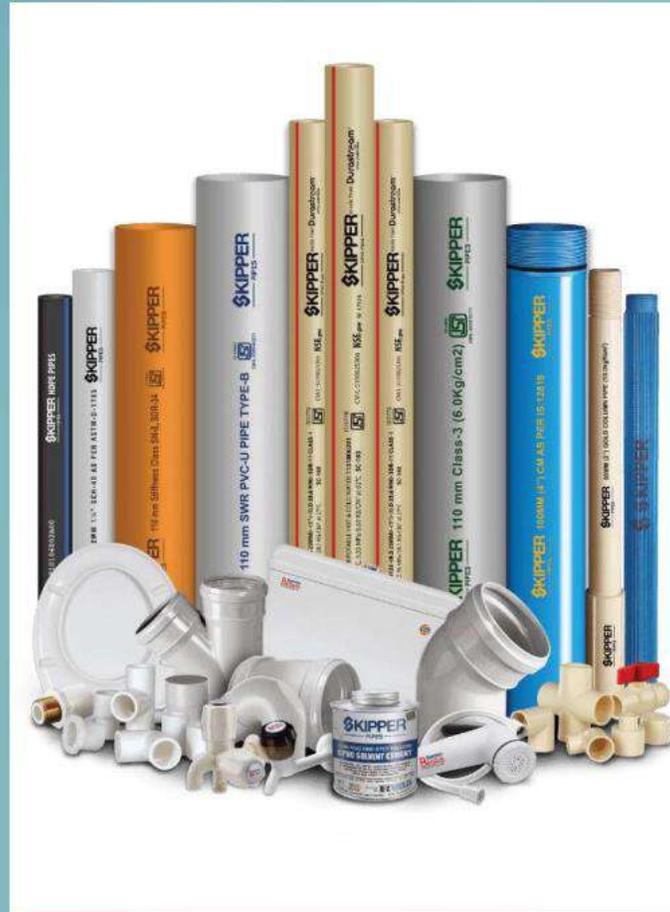
## 2.1 Introduction – POLYMER PIPES & FITTINGS (8/10)



Rigid Pipes



SWR Pipes



Our Product Basket



Casing Pipes



Column Pipes

## 2.1 Introduction – INFRASTRUCTURE DIVISION (9/10)

- POLYMER PIPES & FITTINGS
- STRONGER FOUNDATIONS
- TO A BETTER TOMORROW
- 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



Transmission Line EPC



HDD Services

## 2.1 Introduction –AWARDS & QUALITY CERTIFICATIONS (10/10)

- 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

## 2.2 Trends, Challenges and Opportunities



### TRENDS

- The Q2 order inflow stood at Rs.4,610 million and the YTD inflow at Rs 8,630 million for engineering products supplies.



### TRENDS

- With closing order book at Rs.21,630 million and an order bidding pipeline of around Rs.54,000 million (international) and Rs.51,000 million (domestic), skipper ltd. is confident of delivering a strong growth in the coming quarters.



### CHALLENGES

- high capital costs, project delays, and regulatory hurdles. The industry is also facing competition from alternative technologies such as underground cables and renewable energy solutions.



### OPPORTUNITIES

In spite of a challenging environment, Skipper's growth trajectory remains firm. All business's clusters are performing really well, aptly reflected in our Q2 FY23 performance.

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## 8. FUTURE GROWTH AND INDUSTRY SCENARIO

## 8.1 GROWTH DRIVERS (1/5)

- ✓ Skipper Limited is an Indian company that is engaged in the manufacturing of transmission and distribution structures such as towers, poles, and conductors, as well as engineering products such as transformers, solar products, and cables. The company caters to both domestic and international markets and has a presence in over 50 countries.
- ✓ The transmission and distribution industry in India, where Skipper Limited is headquartered, is witnessing significant growth due to increasing investments in the power sector, the expansion of the transmission and distribution network, and the growing demand for electricity. The government of India has set ambitious targets to increase the share of renewable energy in the country's energy mix, which is expected to further drive the growth of the transmission and distribution industry.
- ✓ Skipper Limited is well positioned to benefit from these growth drivers, as it has a strong presence in the Indian market and is also expanding its operations in international markets. The company has invested in advanced manufacturing technology and processes, which has helped it improve its production capacity, quality, and efficiency.
- ✓ However, the transmission and distribution industry is also facing several challenges such as high capital costs, project delays, and regulatory hurdles. The industry is also facing competition from alternative technologies such as underground cables and renewable energy solutions.
- ✓ Overall, Skipper Limited operates in a dynamic and growing industry, and is well positioned to capitalize on the growth opportunities. The company's focus on innovation and technology, along with its strong distribution network, gives it a competitive advantage in the market. However, it will need to continue to adapt to changing market trends and customer needs to maintain its position as a market leader in the transmission and distribution industry.

## 8.1 GROWTH DRIVERS (2/5)

**Increasing demand for power infrastructure:** The growing demand for electricity in India and other emerging economies is driving the need for new power infrastructure, including transmission and distribution structures. Skipper Limited is well-positioned to benefit from this trend with its portfolio of products and services.

**Government investments in power sector:** The government of India has set ambitious targets to increase the share of renewable energy in the country's energy mix, which is expected to further drive the growth of the transmission and distribution industry. Skipper Limited is likely to benefit from government investments in this sector.

**Growing focus on renewable energy:** The increasing focus on renewable energy is expected to drive demand for transmission and distribution structures to support the integration of renewable energy into the grid. Skipper Limited has a range of products and services to support this growing trend.

**Expansion into international markets:** Skipper Limited has a strong presence in over 50 countries and is continuing to expand into new markets. This will help the company diversify its revenue streams and reduce dependence on the Indian market.

## 8.1 GROWTH DRIVERS (3/5)

Investments in technology and innovation: Skipper Limited has invested in advanced manufacturing technology and processes, which has helped it improve its production capacity, quality, and efficiency. This will help the company remain competitive in the market and provide high-quality products and services to its customers.

Skipper Limited has several growth drivers that are expected to propel the company forward in the coming years. The company's focus on innovation, technology, and international expansion, along with the growing demand for power infrastructure and renewable energy, are likely to support its growth trajectory.

Industry competition: Skipper Limited faces competition from both local and international manufacturers of transmission and distribution structures. The company needs to maintain its competitive edge by offering quality products, competitive pricing, and efficient delivery times.

Demand for infrastructure development: The demand for electricity and infrastructure development in emerging economies presents an opportunity for Skipper Limited to grow its business. However, the company also faces challenges such as delays in project approvals, financing, and land acquisition.

## 8.1 GROWTH DRIVERS (4/5)

### ✓ **Political Factors:**

- ✓ Government policies and regulations: The transmission and distribution industry is heavily regulated, and changes in government policies and regulations can impact Skipper Limited's business. For example, changes in regulations related to tariffs, taxes, and environmental standards could impact the company's profitability.
- ✓ Political stability: Political instability or unrest in the countries where Skipper Limited operates could impact its operations and revenue.

### ✓ **Economic Factors:**

- ✓ Economic growth: Skipper Limited's revenue is closely tied to economic growth, as infrastructure development tends to increase during periods of economic expansion.
- ✓ Exchange rates: Skipper Limited operates in multiple countries, which exposes it to exchange rate risks. Fluctuations in exchange rates can impact the company's revenue and profitability.

### ✓ **Social Factors:**

- ✓ Increasing demand for electricity: The growing demand for electricity, particularly in emerging economies, is driving the need for new power infrastructure, including transmission and distribution structures.
- ✓ Workforce demographics: The workforce demographics are changing globally, with a greater focus on diversity and inclusion. Skipper Limited needs to adapt to these changes to attract and retain talent.

## 8.1 GROWTH DRIVERS (5/5)

### ✓ **Technological Factors:**

- ✓ Innovation and automation: Skipper Limited is investing in advanced manufacturing technology and processes to improve production efficiency and quality. This helps the company remain competitive in the market.
  - ✓ Adoption of renewable energy: The increasing focus on renewable energy is expected to impact the transmission and distribution industry, as companies and governments work to integrate renewable energy into the grid.
- ✓ Overall, Skipper Limited is impacted by political, economic, social, and technological factors. Changes in government policies and regulations, economic growth, and workforce demographics are among the key factors that impact the company. Innovation and automation, as well as the adoption of renewable energy, provide opportunities for the company to remain competitive and grow its business.

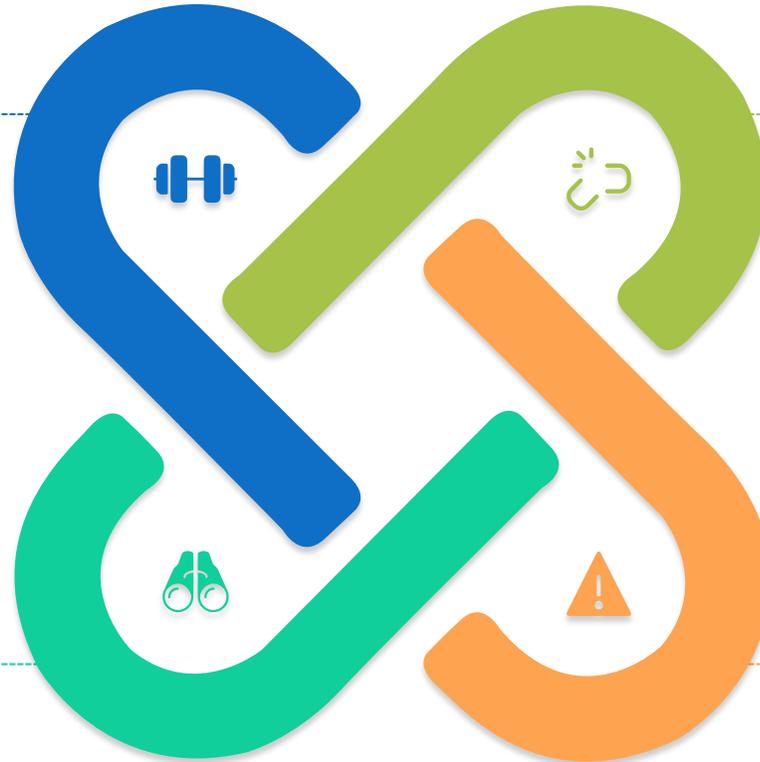
## 8.2 SWOT Analysis

### STRENGTHS

- Strong presence in both domestic and international markets
- Diversified product portfolio
- Focus on technology and innovation
- Strong distribution network

### OPPORTUNITIES

- Increasing demand for power infrastructure
- Expansion into international markets
- Growing focus on renewable energy: The increasing focus on renewable energy is expected to drive demand for transmission and distribution structures to support the integration of renewable energy into the grid.



### WEAKNESSES

- Dependence on a few key customers
- Exposure to regulatory risks
- Capital-intensive business: Skipper Limited requires significant capital expenditures to maintain and expand its operations. This makes the company vulnerable to fluctuations in the capital markets and changes in interest rates.

### THREATS

- Competition from alternative technologies
- Economic downturns
- Raw material price fluctuations: Skipper Limited's operations depend on the availability and cost of raw materials, such as steel and aluminum. Fluctuations in raw material prices can impact the company's profitability.



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THANK YOU