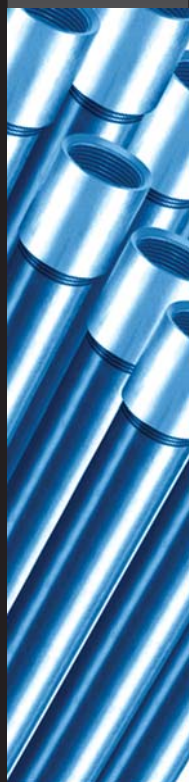


# SKIPPER

— Limited —



ANNUAL REPORT 2011-2012



## The Skipper Story

The story of Skipper Limited is the story of a company that has blazed a trail of phenomenal growth across several industries.

It is the story of a company that has successfully optimized its integrated value chain to consistently create a spectrum of quality managed products through a burgeoning production infrastructure.

It is the story of a company that is led by a passionate team determined to retain its customer focus, embrace its social and environmental responsibilities and reach out into domestic and overseas markets.

It is a story of a company destined to lead.

REVENUE

366 Cr  
2008

415 Cr  
2009

444 Cr  
2010

558 Cr  
2011

823 Cr  
2012

EBITDA

24.1 Cr  
2008

27.9 Cr  
2009

33.7 Cr  
2010

51.4 Cr  
2011

63.1 Cr  
2012

PAT

9.2 Cr  
2008

9.1 Cr  
2009

13.6 Cr  
2010

17.6 Cr  
2011

9.9 Cr  
2012

## THE \$KIPPER STORY

### Spectacular Growth

Skipper Limited, established in 1981, is the flagship company of SK Bansal Group. The company has grown in leaps and bounds clocking a record turnover of Rs 823 crores (USD 152 million) in 2012.

Skipper has scaled all internally-set targets in terms of sales, profits, volumes and the company's presence in domestic and international markets is growing rapidly.

Having expanded its production capacities, the company has vertically integrated its manufacturing processes, added products in existing ranges and introduced new product ranges across several categories.

The story of Skipper is the story of growth.



Hot-Rolled Products



ERW Steel Pipes



PVC Pipes & Fittings



SWR Pipes & Fittings



Poles



Transmission & Telecom Towers



Trenchless Drilling



Scaffolding Systems

## THE \$KIPPER STORY

### Products and Services

Skipper Limited produces a wide range of finely crafted quality-managed products and turnkey specialty services that meet industry standards.

With a robust quality assurance plan in place and with processes that use cutting edge technology, the products and services conform to domestic and international industry standards. Skipper Limited is also an ISO 9001:2000 certified company.

Quality is part of the company's work culture. Management mechanisms built into Skipper's processes continually raise the bar of quality consciousness.

The story of Skipper is the story of quality.





THE \$KIPPER STORY

Production Capacity

Skipper’s manufacturing facilities are located in West Bengal at Jangalpur (40,000 sq m) and Uluberia (150,000 sq m).

Over the years the company has consistently expanded its production capacity and is producing over 550 000 tpa today.

- Hot Rolled Products        215 000 tpa
- MS & GI Pipes                140 000 tpa
- PVC Pipes                      10 000 tpa
- Scaffoldings                  6 000 tpa
- Poles                            30 000 tpa
- Towers                         150 000 tpa

The story of Skipper is the story of expansion.

