

## Shakti Pumps Reported Robust Financial Performance in Q1FY23 Revenue Surged by 63% YoY; Solar EPC Revenue Up by 120% YoY

**Pithampur, Madhya Pradesh (India), 14 July, 2022** – Shakti Pumps (India) Limited (herein referred to as “SPIL”), a leading manufacturer of energy efficient solar pumps, stainless-steel submersible pumps, pressure booster pumps, pump-motors, controllers, inverters and others, today announced the financial results for the quarter ended 30<sup>th</sup> June, 2022.

**Speaking about the performance, Mr. Dinesh Patidar, Chairman & Managing Director, Shakti Pumps (India) Limited said,** “I am pleased to announce that Shakti Pumps has achieved yet another strong quarter and registered a sharp revenue jump of more than 60% YoY. Solar EPC business reported 120% YoY growth during the quarter with the sales volume of 6,439 pumps in Q1FY23 as compared to 3,014 pumps in Q1FY22. Our export business also grew by 21.5% YoY to reach Rs 407 million from Rs 335 million in Q1FY22. Delay in monsoon in some parts of the country has also benefitted us as the demand of our solar pumps has gone up during the period. All these have contributed to the strong topline and ultimately enabling us to post 69% YoY growth in operating profits.

I am delighted to share that during the quarter the company achieved another milestone through our continuous R&D efforts and received its first ever patent for creating ‘A Unidirectional Solar Water Pump with Grid-tied Power Generation’ system. This is one of its kind technologies which ensures efficient performance by utilising solar panels to help feed extra power to the grid. We as a company through this first patent, has again displayed our commitment to go for innovation and develop highly efficient products to meet India’s irrigation and pumping requirements.”

He further added, “We expect the momentum to continue going forward as solar power is the need of the hour and various state governments are now allocating budget towards this direction to contribute to build an environment friendly product and reduce their power distribution & transmission cost. KUSUM Phase 2 is making strong progress which would generate a steady growth for us. In addition to that, we also feel that our major R&D focus would enable us to capture strong footprints in the retail market as well. As the raw material prices have been softening, and with the increase in the retail and export revenue mix, operating margin is expected to improve going forward.”

## Key Financial highlights of the Quarter (Consolidated):

Particulars (Rs Million)	Q1FY23	Q1FY22	YoY	Q4FY22	QoQ	FY22	FY21	YoY
Net Sales	2,545	1,563	62.8%	3,846	(33.8%)	11,785	9,297	26.8%
EBITDA	213	126	69.2%	363	(41.1%)	1,105	1,421	(22.2%)
EBITDA Margin	8.4%	8.1%	32 bps	9.4%	(104 bps)	9.4%	15.3%	(591 bps)
Profit Before Tax	117	65	81.0%	286	(59.0%)	823	1,112	(26.0%)
Profit After Tax	87	73	19.8%	220	(60.2%)	648	756	(14.2%)
PAT Margin	3.4%	4.7%	(123 bps)	5.7%	(228 bps)	5.5%	8.1%	(263 bps)
Diluted EPS (Rs.)	4.8	4.0	19.6%	12.0	(60.3%)	35.3	41.1	(14.3%)

## Performance Highlights:

### Q1FY23

- Revenue from Operations reported a strong jump of 62.8% YoY at Rs 2,545 million as compared to Rs 1,563 million reported in Q1FY22
- EBITDA at Rs 213 million as against Rs 126 million in Q1FY22, grew significantly by 69.2% YoY
- EBITDA margin was at 8.4% as compared to 8.1% in Q1FY22
- PBT grew by 81.0% YoY to Rs 117 million from Rs 65 million in Q1 FY22
- PAT at Rs 87 million grew by 19.8% YoY as against Rs 73 million in Q1FY22. The PAT growth during the quarter was muted on account of negative tax expense of Rs 8 million due to tax reversal in Q1FY22 as compared to Rs 30 million tax expenses in Q1FY23

### Highlights

- SPIL showcases its R&D Prowess and received its maiden patent for creating 'A Unidirectional Solar Water Pump with Grid-tied Power Generation' system. As per the provisions of the Patents Act, 1970, the patent holds a validity of 20 years from the date of filing of the patent.
- SPIL has received the prestigious "The Machinist Shopfloor of the year Award 2022" on 17<sup>th</sup> June, 2022 in "Excellence in Innovation category" by "Machinist Magazine", India's Premium B2B Magazine for the Manufacturing industry backed by The Economic Times (part of The Times of India Group). The company has received this award on account of some path-breaking innovations it has done in the field of solar pumps, motors and related categories, backed by its superior R&D infrastructure.
- The Company has invested Rs. 75 Lacs in its wholly owned subsidiary i.e. Shakti Green Industries Private Limited (SGIPL) during the quarter. The consolidated investment is at Rs. 12.6 million after subscribing aforesaid equity shares. SGIPL is in the business of manufacturing of EV Chargers, EV Motor and controllers.

## About Shakti Pumps (India) Limited

Initially set up as a partnership firm in 1982, and later converted into public limited company in 1995, Shakti Pumps (India) limited (SPIL) is engaged in manufacturing of solar pumps, energy efficient stainless-steel submersible pumps, pressure booster pumps, pump-motors, and others. SPIL is the only company having in-house manufacturing of a whole range of products including Variable Frequency Drives, Structures, Motors, Inverters etc. for solar pump installation. The company has two manufacturing facilities of 500,000 pumps per annum capacity located at Pithampur, Madhya Pradesh (India).

It is one of the largest Indian Solar pumping company and commands dominant share of ~30%+ in PM Kusum scheme. SPIL has developed a highly advanced in-house R&D Team & Infrastructure over last few years which can produce innovative solutions for its customers also backed by robust backend support. It has a fully automatic Electronic & Control plant with Japanese technology, having the production capacity of 200,000 Variable Frequency Drive (VFD) and Solar Inverters per annum.

SPIL has a wide range of products and offers more than 1,200 product variants across all categories having varied applications from agricultural, building services, power, oil & gas, metals & mining and others. It has wide-spread presence across domestic market through its 500 + dealers, 400+ service centers and 18 state-based marketing branches and sells all its products under “Shakti” Brand. The company has presence over 100 + countries globally and exist across all continents worldwide.

For more details, please visit: <https://www.shaktipumps.com/>

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