

# Investor Presentation

November 2022



Shakti Pumps (India) Limited

[www.shaktipumps.com](http://www.shaktipumps.com)

BSE: 531431 | NSE: SHAKTIPUMP | ISIN: INE908D01010



# Disclaimer

This presentation and the following discussion may contain “forward looking statements” by Shakti Pumps (India) Limited (“SPIL” or the company) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of SPIL about the business, industry and markets in which SPIL operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond SPIL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of SPIL.

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Investor Presentation

# Financial Highlights



# Management Commentary on Performance

*We reported a revenue of Rs 4,708 million in H1FY23 compared to Rs 5,253 million in H1FY22. Our export business continues to deliver strong performance with revenue growth of 20.3% YoY to Rs 1,027 million in H1FY23. Solar EPC business reported a revenue of Rs 3,100 million as compared to Rs 3,470 million in H1FY22. We have kept on hold the execution of 12,000 solar pumps during the period under review and are in discussion with the Central Government for an upward price revision in the contracts under the KUSUM 2 scheme. This has impacted our Q2FY23 financial performance leading to a subdued revenue of Rs 2,163 million, as compared to Q2FY22 revenue. It is also pertinent to note that execution in KUSUM 1 scheme had picked up significantly since Q2FY22 post 2nd wave of COVID resulting in a robust performance for the company during the period.*

*Under the KUSUM 2 scheme, for the period January to September 2022, 68,427 solar pumps were installed, with us installing 21,475 solar pumps having an overall market share of around 31%. Had we initiated with the installation of these 12,000 additional solar pumps worth Rs 3,000 million secured by the State Government, our total execution would have been much higher. The order is currently on hold as we are negotiating an increase in contract price with the Central government to make it more financially viable for us. We are optimistic to commence the execution of these orders as we reach a conclusion with the Government on the same. Our marketing team is in constant contact with the farmers/customers, and we are pleased to inform that they trust our products because of our quality and superior after-sales service, and do not want to switch to any other brand.*

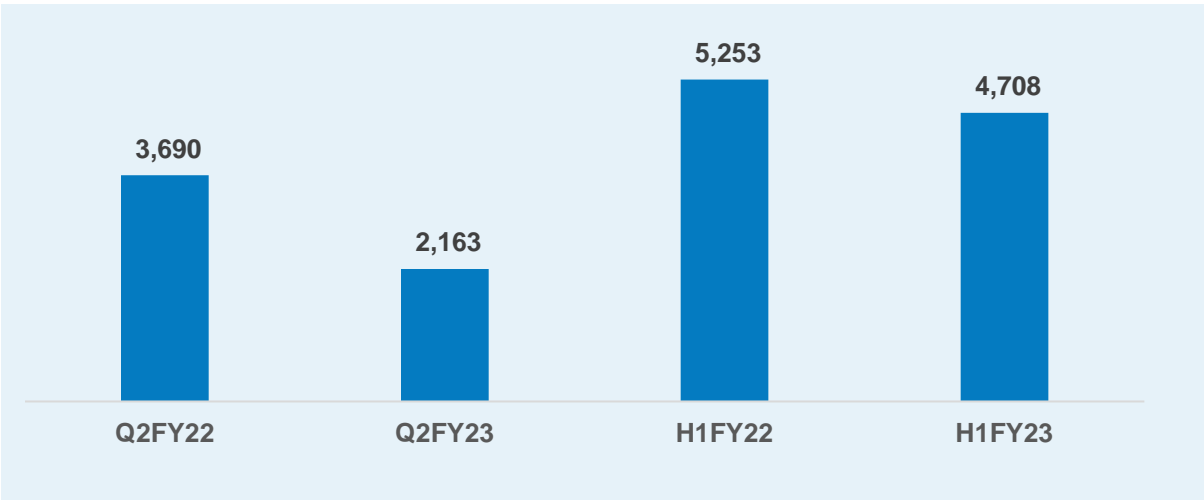
*During the July-September 2022 period, around 35,000 solar pumps were installed by several players, primarily MSME, who have made modest deliveries to gain market expertise. However, we believe that these smaller firms do not pose a threat to SPIL because of our extensive industry experience, in-house manufacturing capacity, technologically advanced products, strong backend support, and market acceptance. According to the official statistics, around 8 lakh pumps have been sanctioned under Component B, with 6.6 lakhs yet to be installed, suggesting a large market opportunity worth Rs. 165 billion for the players. Our focus on R&D has augured well, as we have received two patents during the current fiscal year, which would enable us to capture strong footprints in the retail market.*

# Q2 FY23 Consolidated Income Statement

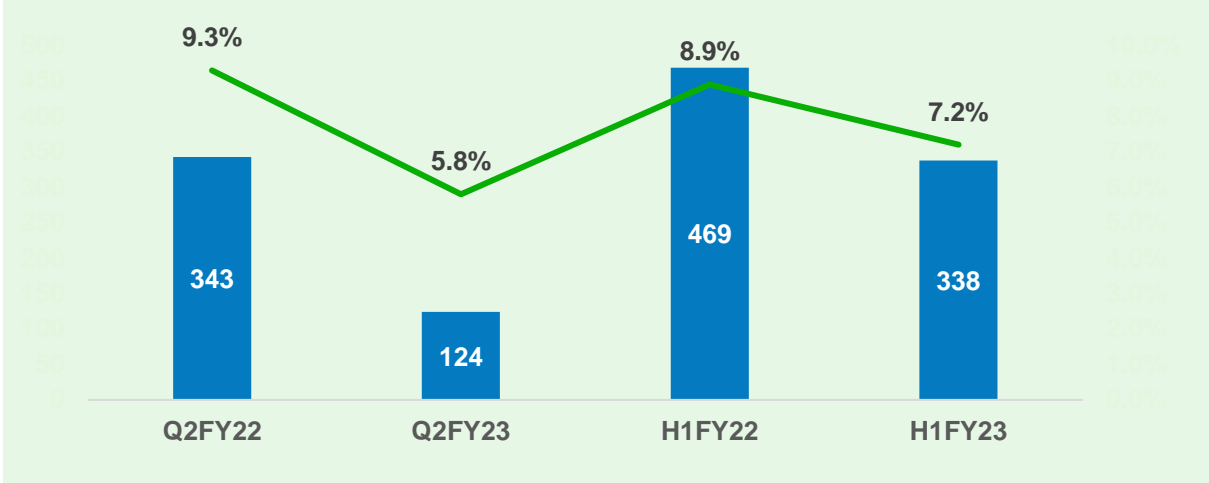
Particulars (Rs Mn)	Q2FY23	Q2FY22	YoY	Q1FY23	QoQ	1HFY23	1HY22	YoY
Revenue from Operations	2,163	3,690	(41.4%)	2,545	(15.0%)	4,708	5,253	(10.4%)
EBITDA	124	343	(63.7%)	213	(41.7%)	338	469	(27.9%)
<i>EBITDA Margins %</i>	5.8%	9.3%	(354 bps)	8.4%	(264 bps)	7.2%	8.9%	(175 bps)
Finance Cost	57	33	73.5%	60	(4.5%)	117	60	95.0%
Depreciation and Amortization Expense	47	47	0.1%	47	0.9%	94	94	0.1%
Other Income	7	8	(4.1%)	11	(33.0%)	18	20	(10.3%)
PBT	27	270	(90.0%)	117	(76.9%)	145	335	(56.8%)
Total Tax	8	62	(87.0%)	30	(73.0%)	38	54	(29.7%)
PAT	19	208	(90.9%)	87	(78.2%)	106	281	(62.1%)
<i>PAT Margins %</i>	0.9%	5.6%	(475 bps)	3.4%	(255 bps)	2.3%	5.3%	(308 bps)
Cash Profit	67	255	(74.0%)	134	(50.7%)	200	374	(46.5%)
Basic EPS (INR)	1.0	11.3	(90.9%)	4.8	(78.3%)	5.8	15.3	(62.0%)

# Quarterly Comparative Charts

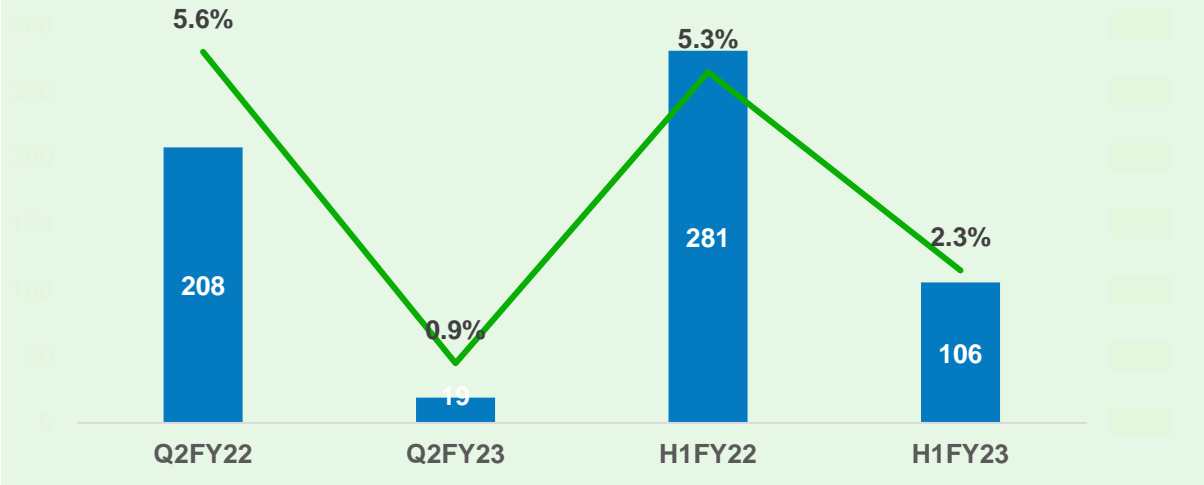
Revenue (Rs Mn)



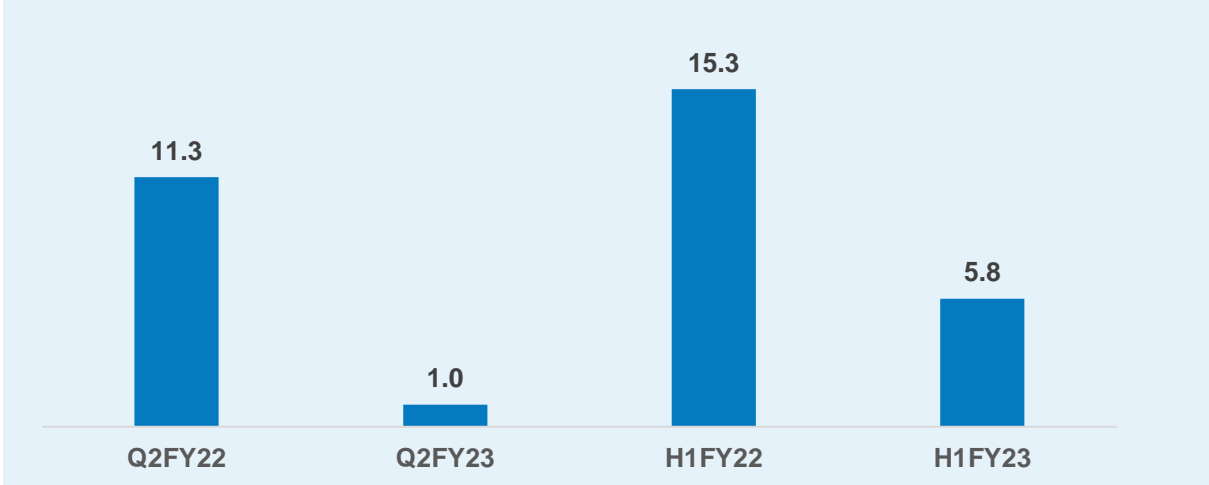
EBITDA and EBITDA Margin (%)



PAT and PAT Margin (%)



EPS (Rs)





# Consolidated Income Statement

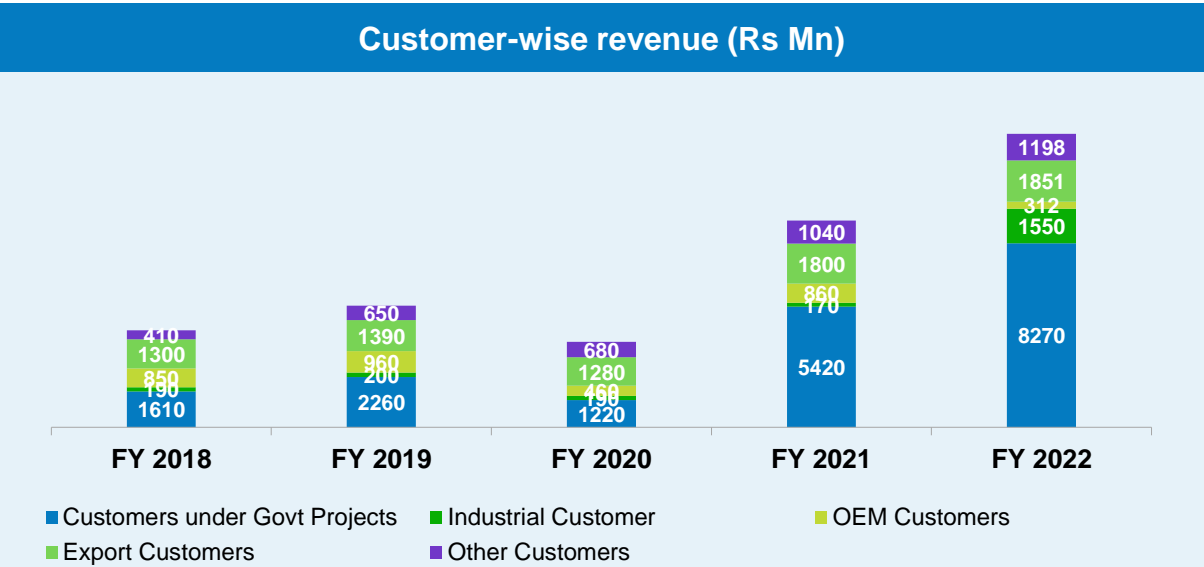
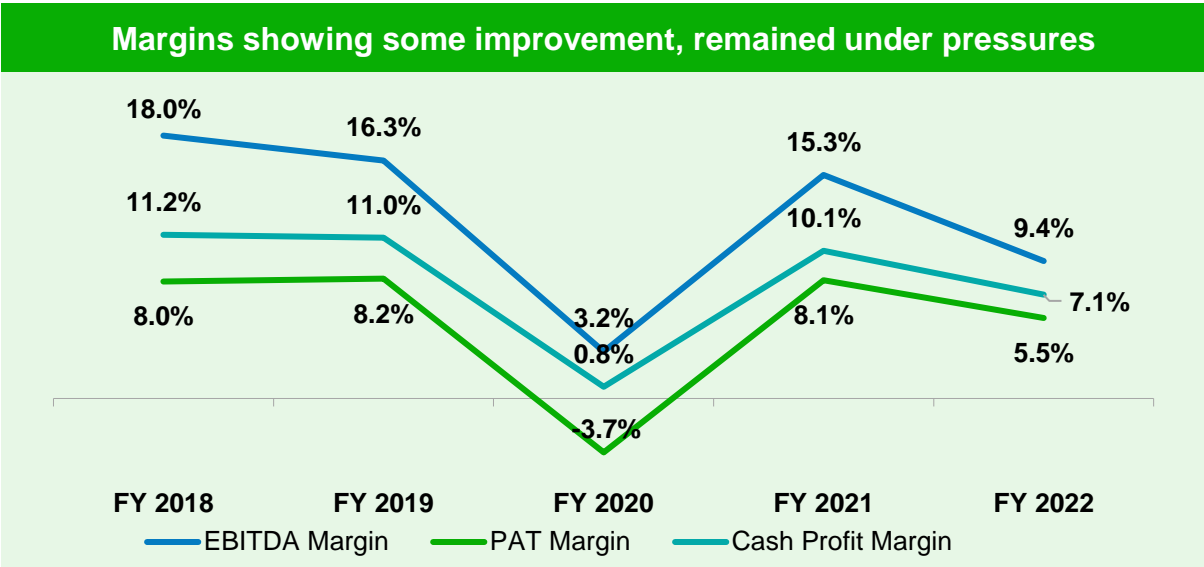
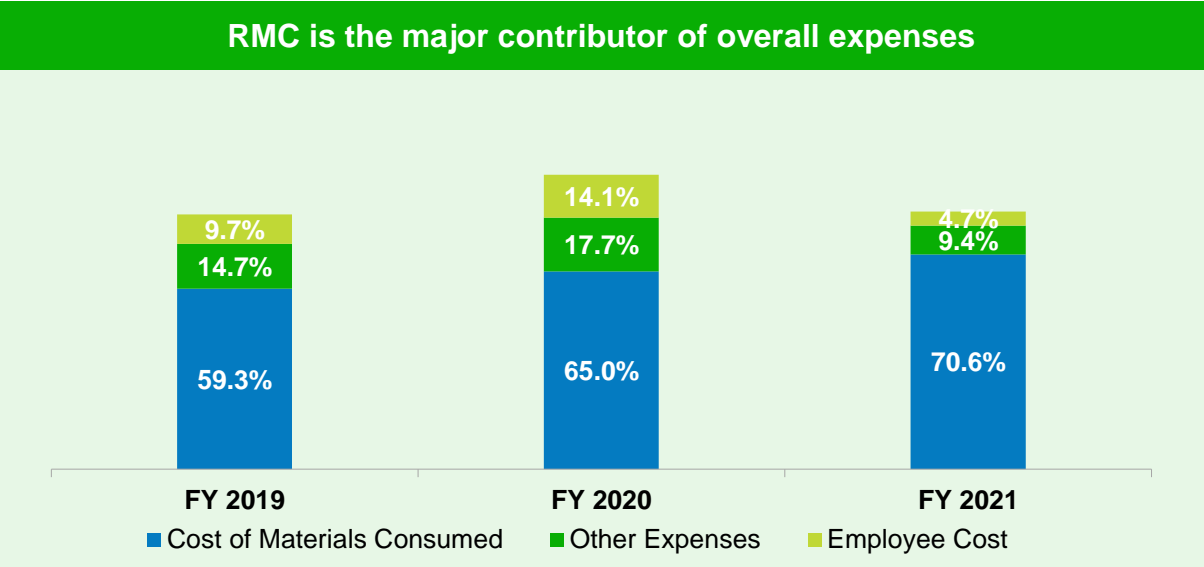
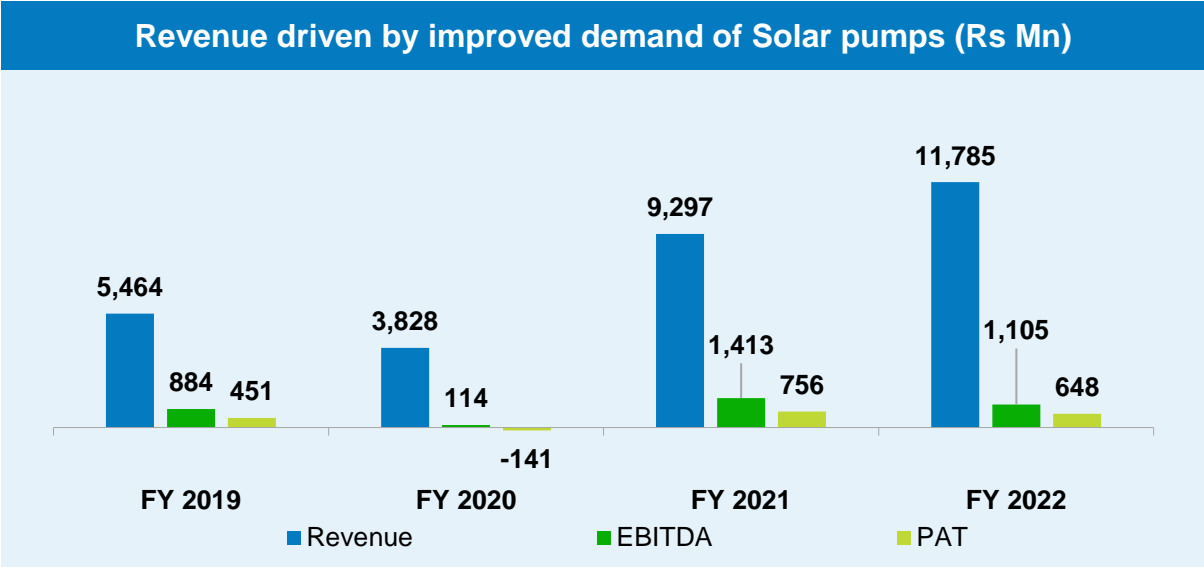
Particulars (Rs Mn)	FY19	FY20	FY21	FY22	H1FY23
Revenue from Operations	5,464	3,828	9,297	11,785	4,708
EBITDA	884	114	1,413	1,105	338
EBITDA Margins %	16.2%	3.0%	15.2%	9.4%	7.2%
Depreciation and Amortization Expense	150	172	184	186	94
Finance Cost	178	208	162	157	117
PBT	593	(225)	1,104	823	145
Total Tax	143	(84)	349	175	38
PAT	451	(141)	756	648	106
PAT Margins %	8.2%	(3.7%)	8.1%	5.5%	2.3%
Cash Profit	601	31	940	834	200
Basic EPS (INR)*	24.5	(7.7)	41.1	35.3	5.8



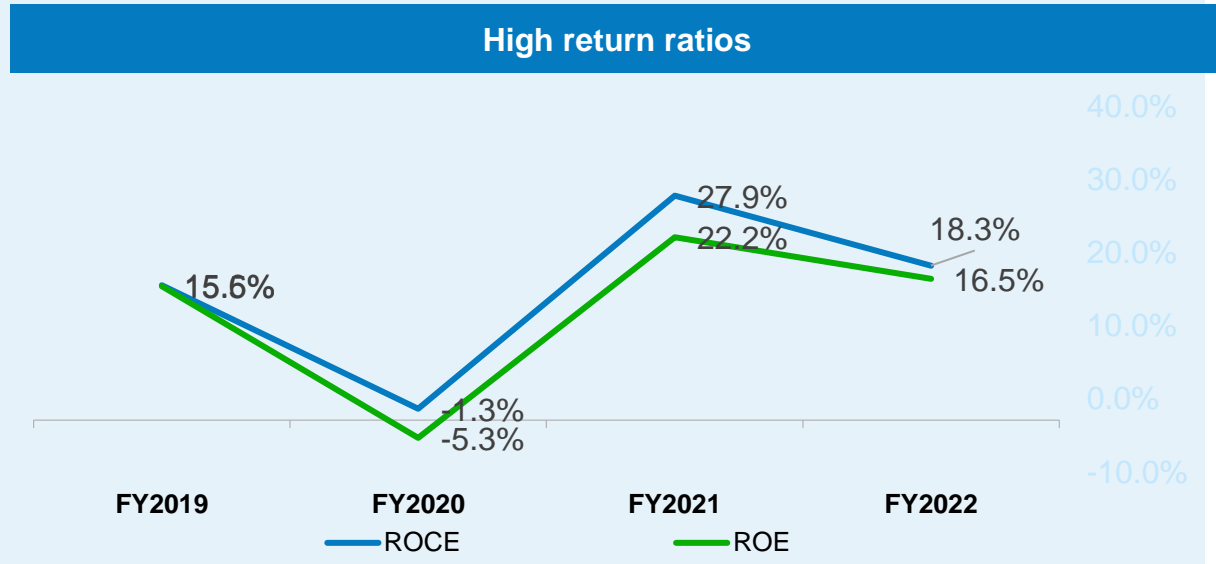
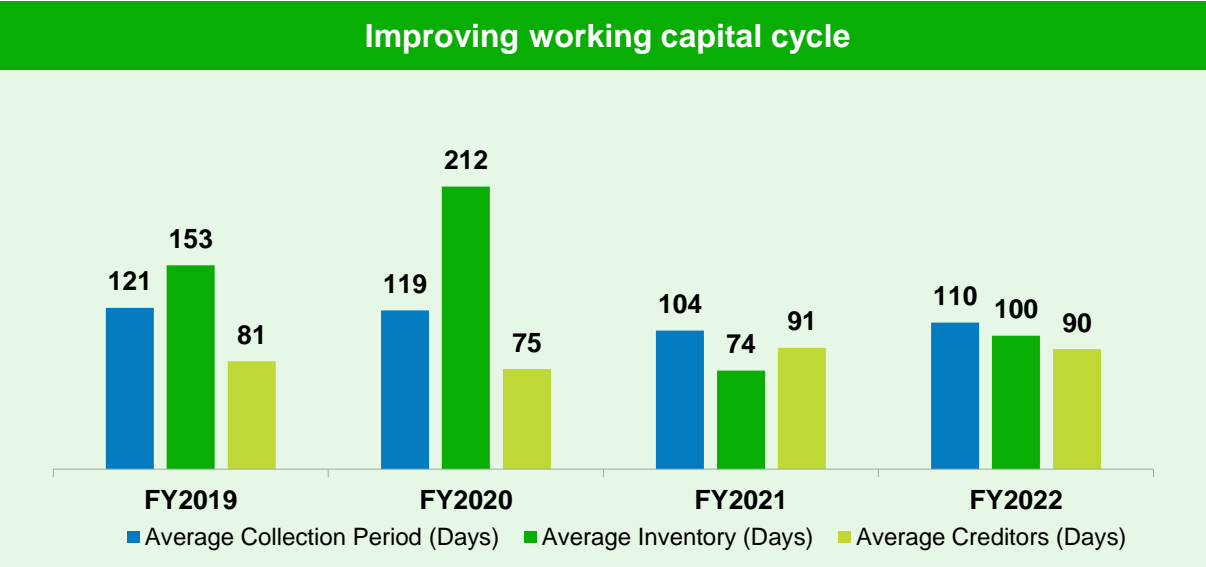
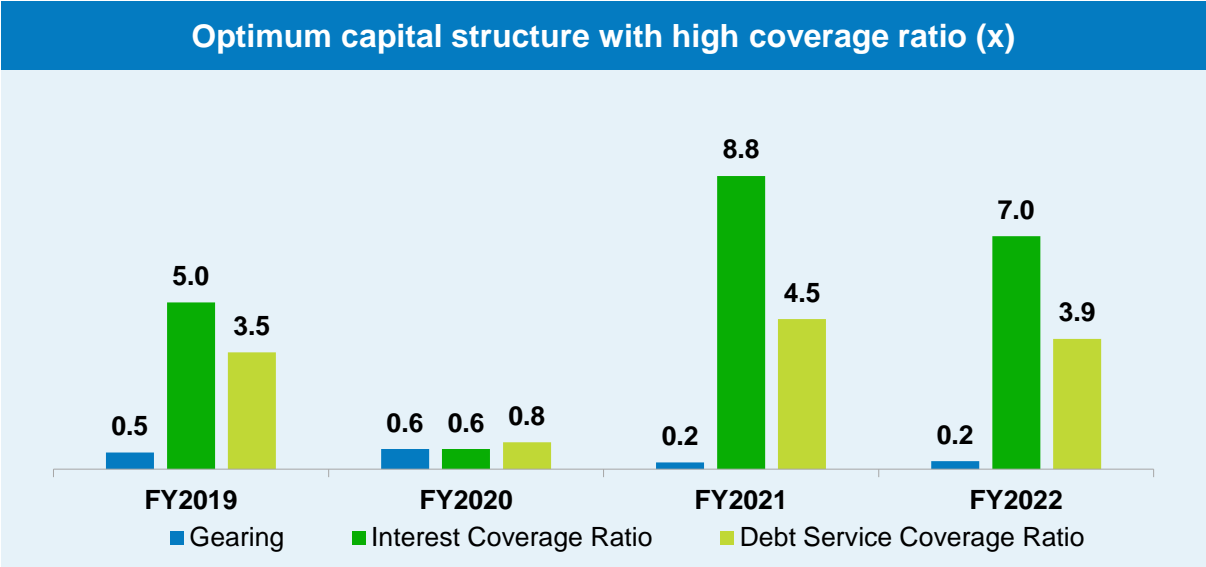
# Consolidated Balance Sheet

Particulars (Rs Mn)	FY19	FY20	FY21	FY22	H1FY23
<b>Assets</b>					
Net Fixed Assets	1,522	1,539	1,481	1,463	1,452
Other Non Current Assets	196	170	214	48	49
Current Assets	4,116	3,698	5,009	7,126	6,597
<b>Total Assets</b>	<b>5,834</b>	<b>5,406</b>	<b>6,705</b>	<b>8,637</b>	<b>8,099</b>
<b>Liabilities</b>					
Net Worth	2,904	2,652	3,406	3,932	4,022
Other Non Current Liabilities	163	74	177	137	137
Term Loans	213	256	198	93	67
Working Capital Secured Loans	1,484	1,584	588	957	1,125
Current Liabilities	1,069	841	2,336	3,517	2,748
<b>Total Liabilities</b>	<b>5,834</b>	<b>5,406</b>	<b>6,705</b>	<b>8,637</b>	<b>8,099</b>

# Key financial highlights – Showing strong numbers with overall improvement



# Key financial highlights – Other major ratios





Investor Presentation

# Business Overview

## Pumping Growth





# Company at glance

- Incorporated in 1982 and led by Mr. Dinesh Patidar, Shakti Pumps (India) Limited (SPIL) has made **strong presence in the pumps industry**
- Pioneer in manufacturing “**100% Energy Efficient Stainless-Steel Submersible Solar Pumps & Motors**”
- Holding dominant position with **~30%+ market share** in the domestic solar Pump Market under the PM KUSUM scheme

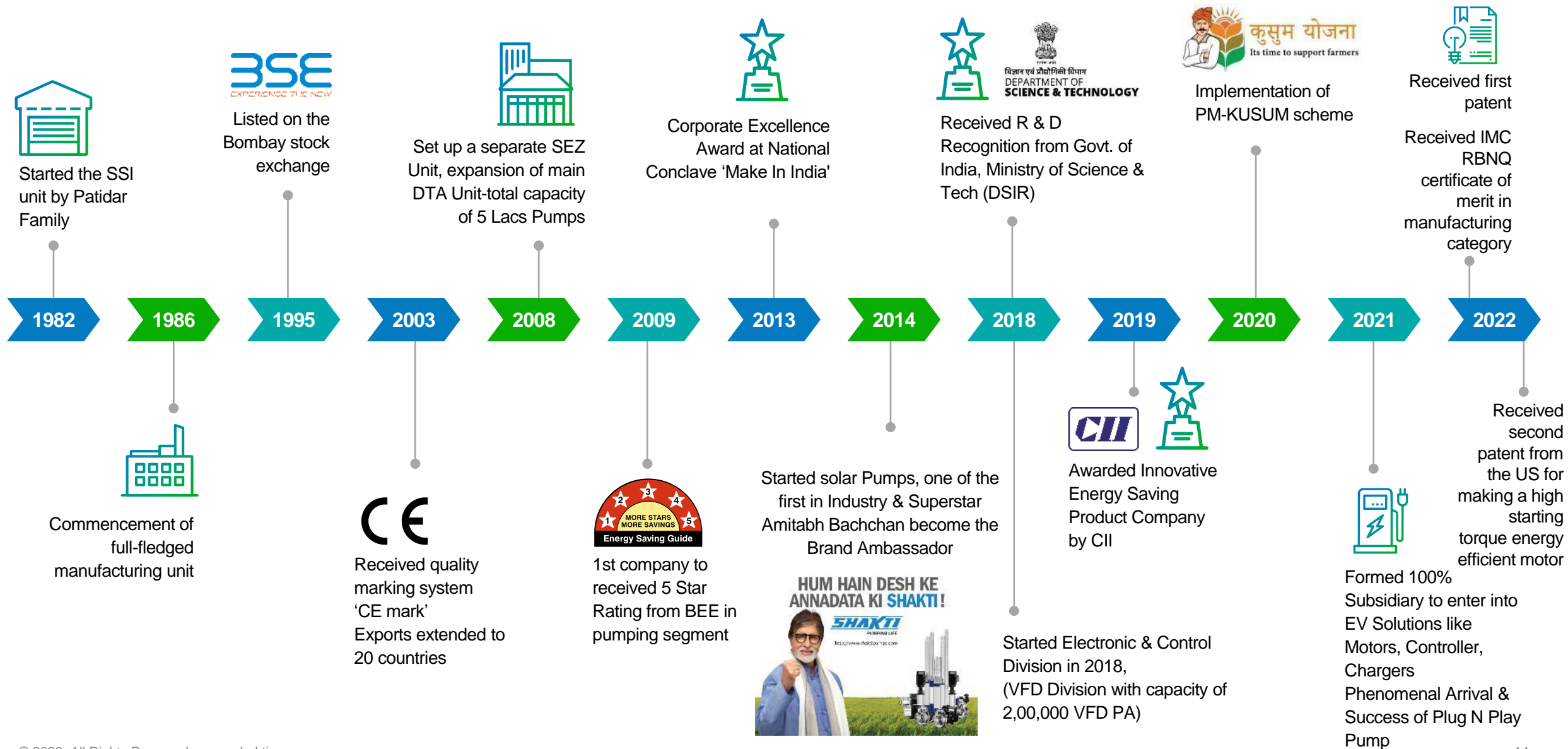


- **5,00,000 units of pumps** manufacturing facility located at Pithampur (MP), well supported by **advanced in-house R&D** and **robust backend support**
- **Only company with in-house manufacturing** of a whole range of products including Variable Frequency Drives, Structures, Motors, Inventors etc for solar pump installation
- Wide range of products having varied applications, offering more than **1,200 product variants**

- Products have **varied applications** from agricultural, building services, power, oil & gas, metals & mining and others
- **Diversified customer mix** from Government, Solar OEM players, industries etc resulting in low customer concentration mix; more than 1 Lakhs + pump installed
- **Export contributes ~15.7%** of revenue; accredited as “**Star Export House**” by the Government of India



# Have been in the pumps business since last 3 decades



# Diversified product range - Inhouse manufacturing of energy efficient products

## Shakti's Range of Product



## Key Differentiators



High quality energy efficient stainless steel Pumps



30-40% less energy consumption



~40% more output compared to cast iron pumps



Rust & corrosion free  
~ 2X life compare to cast Iron pumps



Indigenously developed VFDs.  
Economical substitute for imported materials



Inbuilt remote monitoring system

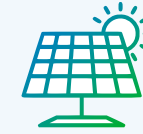


# Varied range of applications - Provide less dependency on any one sector



## Solar

Channel partner with MNRE with top notch 1A ratings, pumps ranging from 0.5 HP to 300 HP that are simple to operate with remote monitoring system offering 50-60% more discharge



1

## Domestic

For domestic needs of bungalows, high-rise buildings, housing complexes and apartment. ideally used for tasks such as water supply, over tank storage watering, gardens and fountains



4

## Agriculture

For agricultural needs like irrigation pumps, solar pumping solutions agricultural sprinkler system with pumps or with solar pumps



2

## Industrial

used in industries for variety of purposes such as fire fighting, sewage, heating & cooling of systems, washing, storage etc



5

## Commercial

Used in hotels, corporates, malls, high rises buildings, commercial premises where heavy pressure and boosting is required



3

## Sewage & Drainage

offers wide range of necessitates from draining flood water from various areas like basements, car parks, empty cesspools to managing sewage in a water treatment plant



6

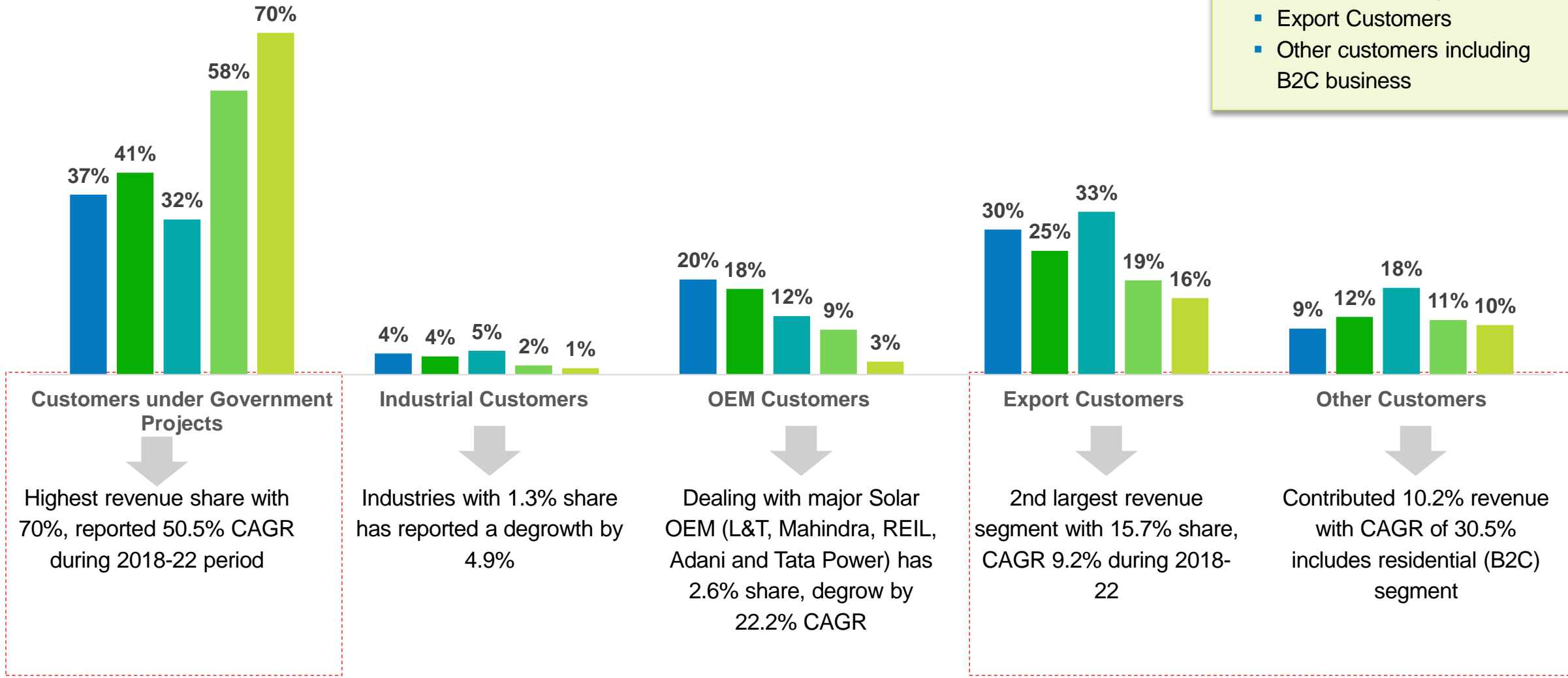


# Diversified customer mix – Reduces the customer concentration risk

■ FY2018 ■ FY2019 ■ FY2020 ■ FY2021 ■ FY2022

## Focussed area for SPIL

- Government Projects
- Export Customers
- Other customers including B2C business



# State-of-art manufacturing facilities – with strong backend support

## 1 World class manufacturing unit

### Main Unit (I)

Capacity:  
3,50,000 pumps  
per annum

#### Unit I – Main unit: (Total Area-16 acres)

- 4", 6", 8" & 10" Motor Manufacturing Plant
- Submersible & Industrial Pump Manufacturing Unit
- Solar structures
- High Tech R&D Unit

### SEZ Unit (II)

Capacity:  
1,50,000 pumps  
per annum

#### Unit II – SEZ Unit: (Total Area-3.15 acres)

- 100% stainless steel submersible pumps for exports
- Advanced and modern P&M to ensure superior quality matching global benchmarks

### E&C Unit

Capacity:  
2,00,000 VFDs  
per annum

#### Unit III - Electronic & Control unit (E&C) Part of Unit I

- Japanese technology based plant
- 200,000 Variable Frequency Drive (VFD) and Solar Inverters p.a. capacity
- Suppling power electronics products outside SKIL also

## 2 Additional facilities



**Backward Integrated** - In-house manufacturing all the key components required for pumps and motor manufacturing



Manufacturing **Solar Structures** for solar panel with 1,00,000 units structure capacities



**Computerised Testing Facility** to maintain high international standard



**Advanced R&D facilities** to develop innovative products to capture newer opportunities and the wing is supported by IIT Delhi under the Government of India's Advanced Invention Scheme



**Filled for 29 products patents** for its unique products and received **approval for first patent in Apr'22 and for second patent in Aug'22**

## 3 Certifications & Approvals

UL Certificate



North American Component Certified



Certificate of Compliance



European Conformity Certified



ISO Certifications



ISI Mark Certification



India's First 5 star rated pumps

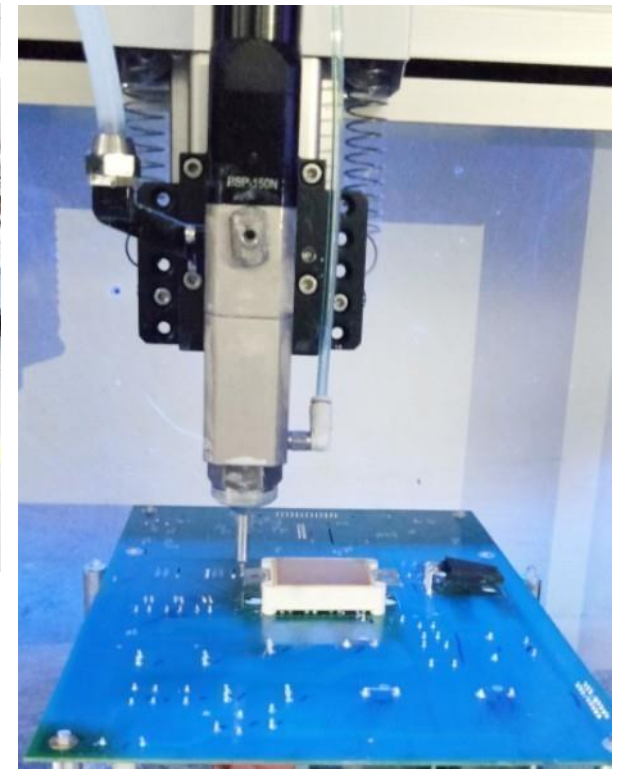


Star Export House Certificate





# High Tech Manufacturing Facilities - Defining global standards





# Experienced management team with robust corporate governance standards



**Mr. Dinesh Patidar**

*Managing Director*

A visionary, self-made industrialist and leader with a strong business acumen and knowledge in development of engineering products and management. More than 3 decades of experience and extensive business travels across the world helped him to adopt latest and best practices in business to develop a competitive edge.



**Mr. Sunil Patidar**

*Director*

Determined professional with innovative approach in people management and industrial relations ensuring all administrative and legal compliances.



**Mr. Ramesh Patidar**

*Executive Director*

A Graduate in Business Administration with having more than 18 years of experience in Shakti. Looks after international business development activities exploring and expanding new business opportunities across the world.



**Mr. Dinesh Patel**

*CFO*

A well qualified CA, ICWAI with over 11 years of work experience in accounts, finance, audit, direct & indirect taxation. He has also qualified the Professional Programme examination of The Institute of Company Secretaries of India (ICSI). He has worked with Mahindra & Mahindra Limited Ltd, Mahindra Two Wheelers Ltd, CASE New Holland Construction Equipment India Private Limited. Associated with Shakti Group since May 2018.



# Experienced management team with robust corporate governance standards



**Mr. Ravi Patidar**

*Company Secretary*

A Commerce graduate, and also hold the degree of L.L.B. He is an Associate Member of ICSI. He has over 10 years work experience in handling Secretarial work in listed Company, Public Limited Companies and various other matters.



**Dr Chinmay Jain**

*DGM - Electronics and Control*

An M. E. in electrical engineering from Indian Institute of Science, Bangalore, he has a Ph. D. degree from the Department of Electrical Engineering, IIT, Delhi. He has published close to 20 research papers in renowned international journals such as IEEE/IET transactions etc along with 9 patents in his bucket. His research interests and working area includes special motor design, power electronics, drives, power quality, grid interfaced solar PV systems and design of custom power devices.

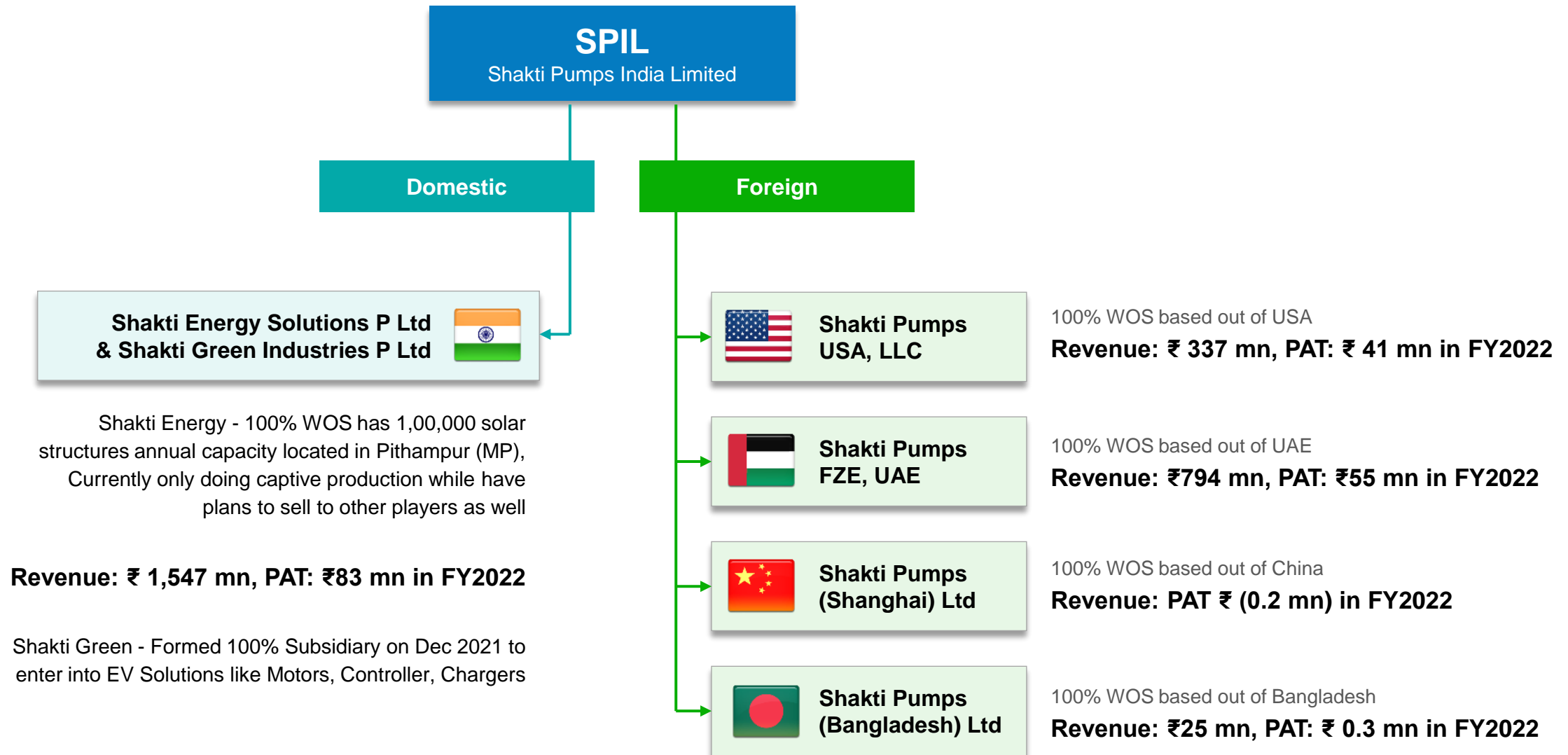


**Prof . B M Sharma**

*Overall Head (Operations & HR)*

Retired Professor, Department of Electrical Engineering, SGSITS Indore. A seasoned professional having rich experience spanning over 30 years in academics and industry with expertise in design and development of super efficient motors.

# Corporate Structure – Providing global presence





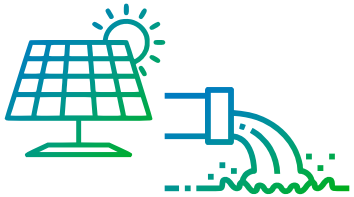
## Investor Presentation

### Key Drivers

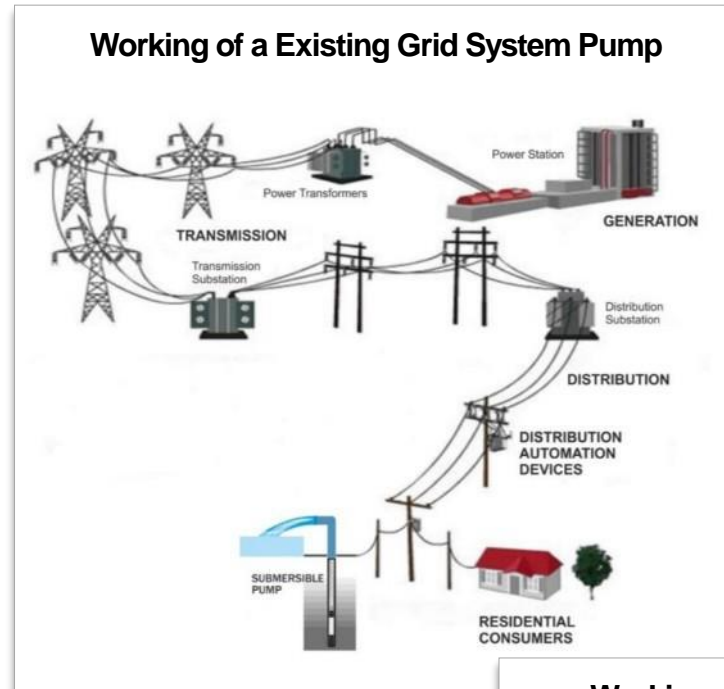
(to capture growing  
solar pumps and allied markets)



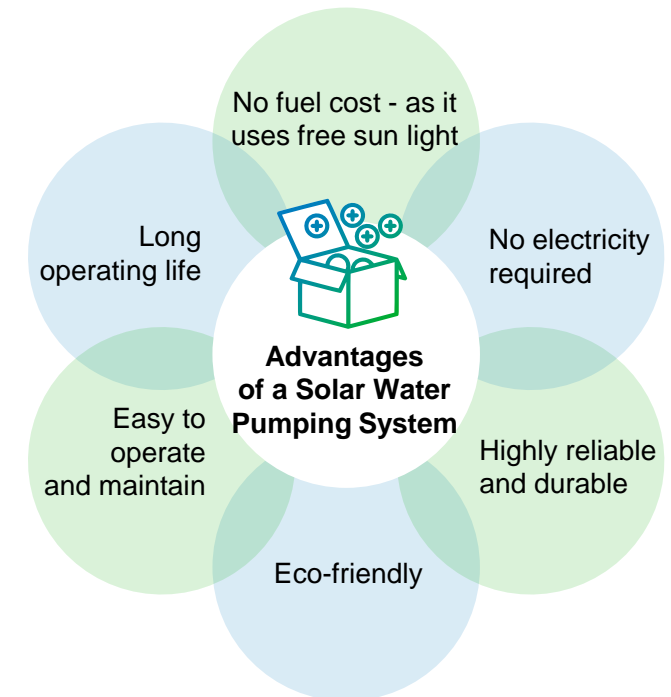
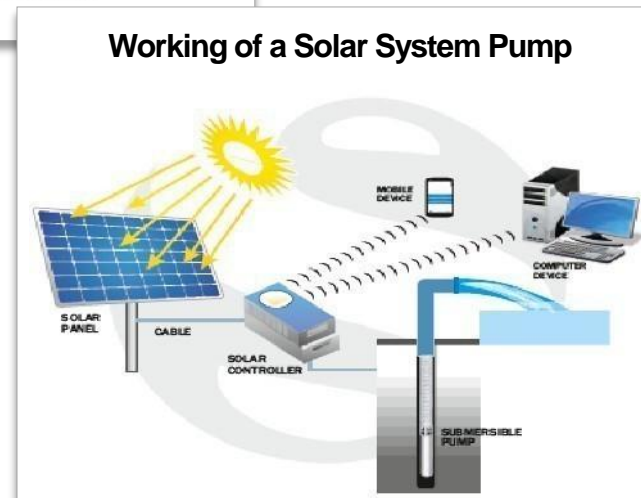
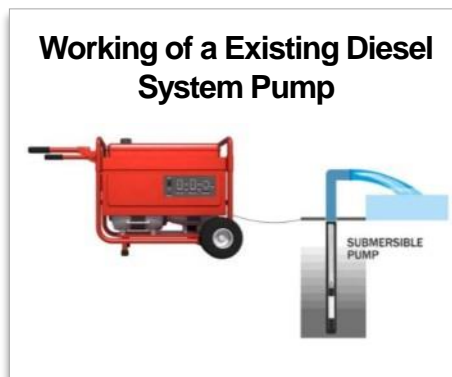
# Why solar pumping systems are need of hour?



- A solar-powered pump is a pump running on solar energy generated by photovoltaic panels or the radiated thermal energy available from collected sunlight as opposed to grid electricity or diesel run water pumps.
- The operation of solar powered pumps is more economical mainly due to the lower operation and maintenance costs and has less environmental impact than pumps powered by an internal combustion engine (ICE).
- On-grid or Off-Grid Solar Pumps are useful in both scenarios where there is grid power supply and no grid

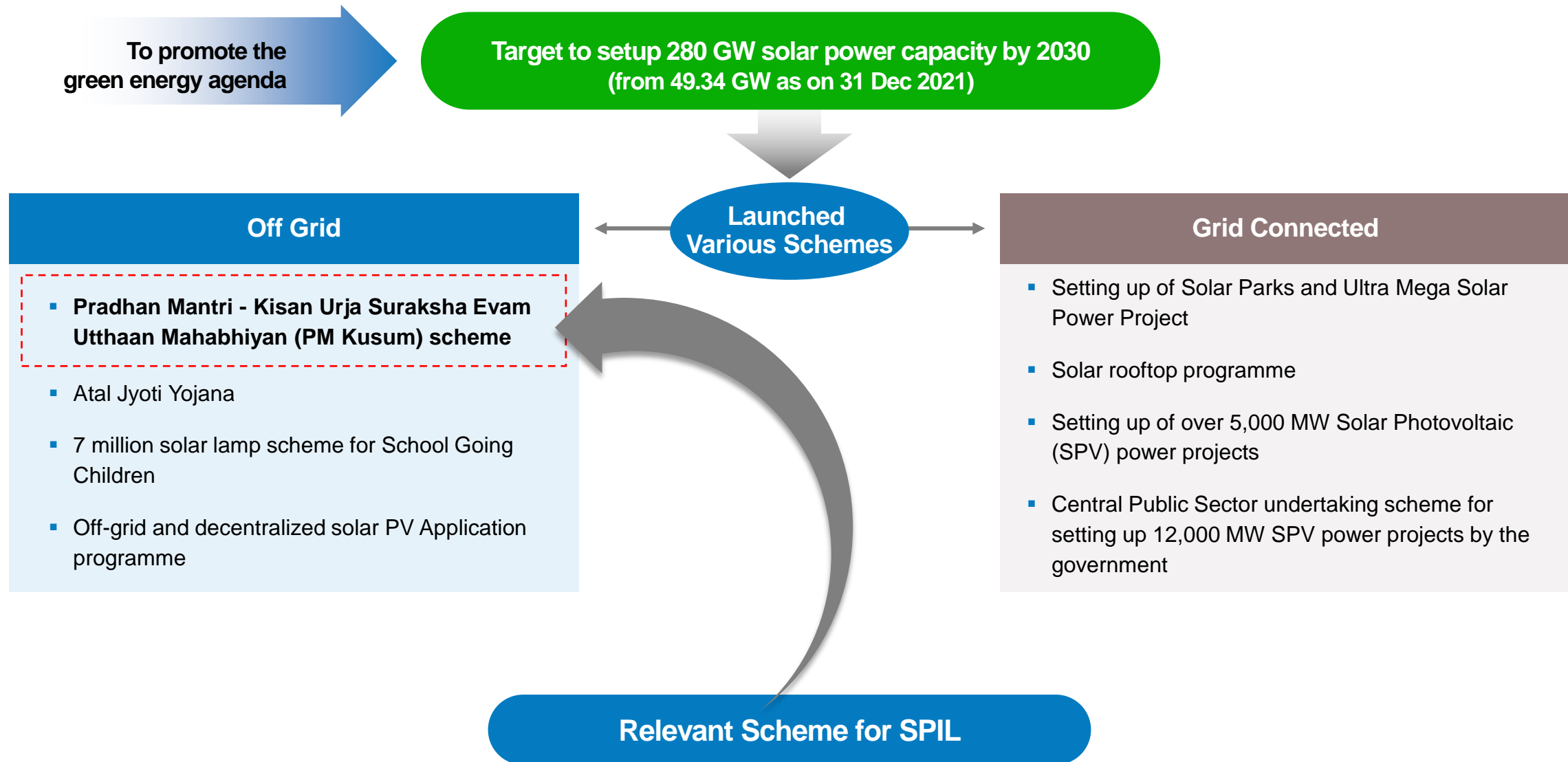


[PM speech on Solar pump](#)





# Government initiatives to support solar power generation



# Kusum - A initiative to transform agriculture sector

In FY 2018-19, a ₹480 bn budget was setup for 10 years period

Subsidy scheme to install new solar pumps and replace the existing electrical/diesel pumps to reduce the dependency of grid power



Component A	Addition of 10,000 MW solar power capacity with the installation of small plants of up to 2 MW capacity each
Component B	<p>Installation of 20 lakh solar-powered agricultural pumps (off-grid)</p> <ol style="list-style-type: none"> <li>Replacement of existing diesel pumps <ul style="list-style-type: none"> <li>Replacement demand is ~320 lakh pumps with ~220 lakh electric pump and ~100 lakhs diesel pumps</li> <li>Initial plan to replace 20 lakh pumps of the total 100 lakh diesel pumps (Achieved ~15% of target)</li> </ul> </li> <li>Farmers applied for electricity connection, but the request is still pending with the department</li> <li>Farmers want to terminate their electricity connections after getting it replaced with solar power</li> </ol> <p><b>Point 1 &amp; 2 constitute ~90% demand from component - B</b></p>
Component C	Solarisation of 15 lakh existing Grid-connected agriculture pumps (on-grid)

KUSUM SCHEME I (Market Mode)	<p>Size: 1,50,000 Pumps</p> <hr/> <p>Executed: ~78,940</p> <hr/> <p><b>SPIL: ~22,340</b></p>
KUSUM SCHEME II (Market Mode)	<p>Size: 3,17,000 Pumps (Expected)</p> <hr/> <p>Executed: 68,427 (Jan 2022 - September 2022)</p> <hr/> <p><b>SPIL: 21,475 (Jan 2022 – September 2022)</b></p>

# Kusum – Benefitting farmers to the core and slowing the base issues in the sector

State	State Nodal Agency	Project	Farmer Share	State Share	MNRE Share	Total
Rajasthan	RHDS - Jaipur	PM-KUSUM	40%	30%	30%	100%
Haryana	HAREDA - Panchkula	PM-KUSUM	25%	45%	30%	100%
Punjab	PEDA - Chandigarh	PM-KUSUM	15% - SC, 20% - Gen.	45%	30%	100%
Himachal Pradesh	SDSCO - Shimla	PM-KUSUM	15% - SC, 20% - Gen.	45%	30%	100%
Gujarat	GUVNL - Vadodara	PM-KUSUM	40%	30%	30%	100%
Madhya Pradesh	MPUVN - Bhopal	PM-KUSUM	35%	35%	30%	100%
Chhattisgarh*	CREDA - Raipur	SSY-5 & 6	5%	95%	-	100%
Maharashtra*	MSEDCL – Mumbai	(T-03 & T-04)	5% - SC/ST, 10% - Gen/OBC	95% 90%	-	100%



## Other Benefits



**Reduces dependency on grid power**



**Low electricity billing**



**High yield with the introduction of micro irrigation**

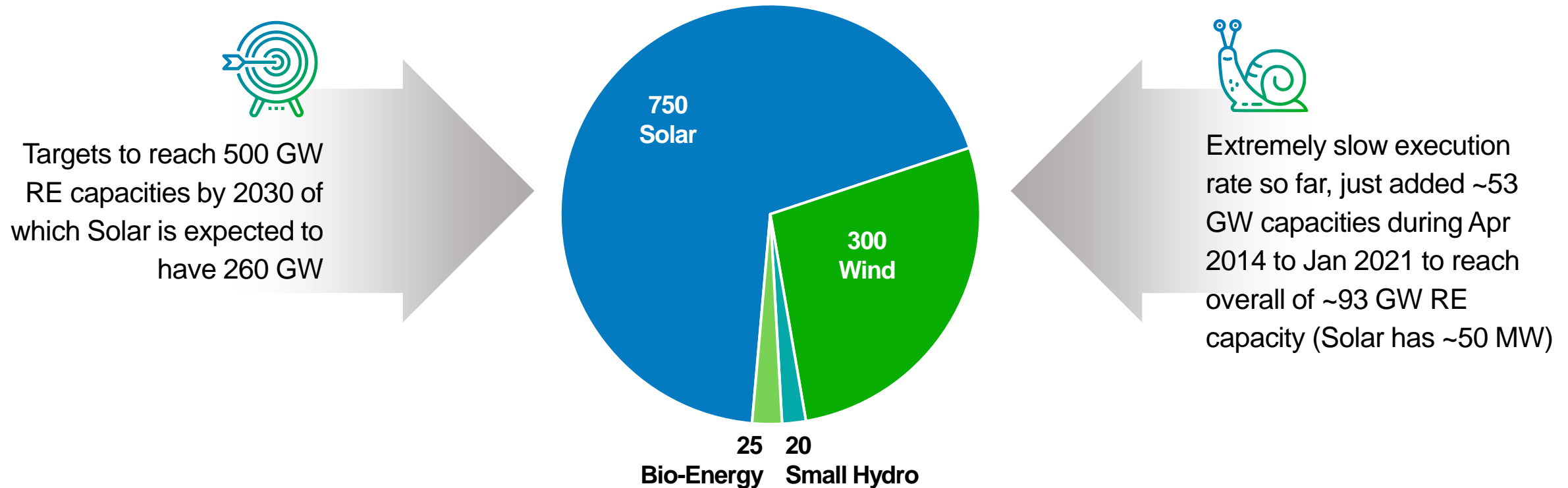


**Additional income by selling surplus electricity to grid**



# Kusum - Benefitting Government to move away from fossil to renewable sources

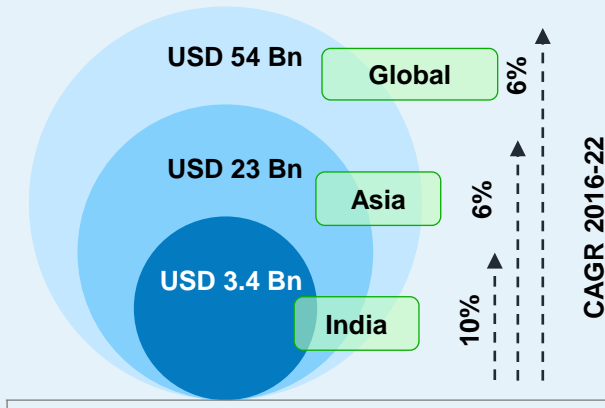
India Potential – Renewable Energy (RE) ~ 1,100 GW



- Low infrastructure cost for the government as compared to high cost of other power sources
- Help government to reduce the carbon emission to Net zero level by 2050

# Huge Addressable market for SPIL providing immense opportunities

## Large Headroom for Growth - Water Pump Market



India has **third largest regional market** for water pumps after MEA and China and fastest growing region with an estimated CAGR of over **10% during 2017-27**

- Global solar industry was valued at USD 50 bn in 2019 and is estimated to grow by 26% to reach USD 200 bn by 2026
- Installed solar photovoltaics (PV) power capacity in the world increased by 22% to 773.2 GW by the end of 2020, up from 635 GW in 2019
- Solar water pumping systems' market in India is estimated to grow at CAGR of more than 27% from FY2018 to FY2024
- Key growth drivers of the solar energy market are Government subsidies and tax rebates for solar panel installation and increased awareness of environmental degradation

## Solar Pumps in India – Market Size

Particulars	KUSUM 1	KUSUM 2	FY24E	FY25E
<b>Solar Pumps *</b> (Lakh nos.)	1.50	3.17	3.50	4.00
<b>Avg. Price</b> (₹ Lakh)	-	2.00	2.50	2.50
<b>Centre budget</b> (₹ bn) @ 30% share	-	17.0	-	-
<b>Market Size</b> (₹ bn)	-	60.0	87.5	100.0

**Immense potential for SPIL commanding more than 35% market share; currently operating at just 40% Capacity Utilisation level**

**Total Sanctioned Standalone Pumps to be Installed (Nos) – 807,124**  
(Component B Achievements as of 30.September.2022)

# Emphasizing on technological improvement to further drive future growth

## Regular addition of new products

- Providing innovative solutions through its advanced R&D support
- Some of recently developed innovative products are:

Automatic Structure	Universal Solar Pump Controller	Small Structure Pumps	EV Products
<ul style="list-style-type: none"> <li>▪ Inherent rotational property</li> <li>▪ Panel can rotate as per sun's direction</li> <li>▪ Can generated more than 30% power generation</li> </ul>	<ul style="list-style-type: none"> <li>▪ Can maximum utilize the solar power available at the site</li> <li>▪ Multiple applications like Water Pumping, Atta Chakki, Deep Freezer, Mobile Charging Port etc</li> </ul>	<ul style="list-style-type: none"> <li>▪ For farm land/small fields of ~1 acres area</li> <li>▪ Cost effective costing lesser than the larger structures (7.5 HP)</li> </ul>	<ul style="list-style-type: none"> <li>▪ Developing EV motors, chargers and controllers to cater to newly growing market</li> </ul>

## Awarded 2 patent of 29 allied patents

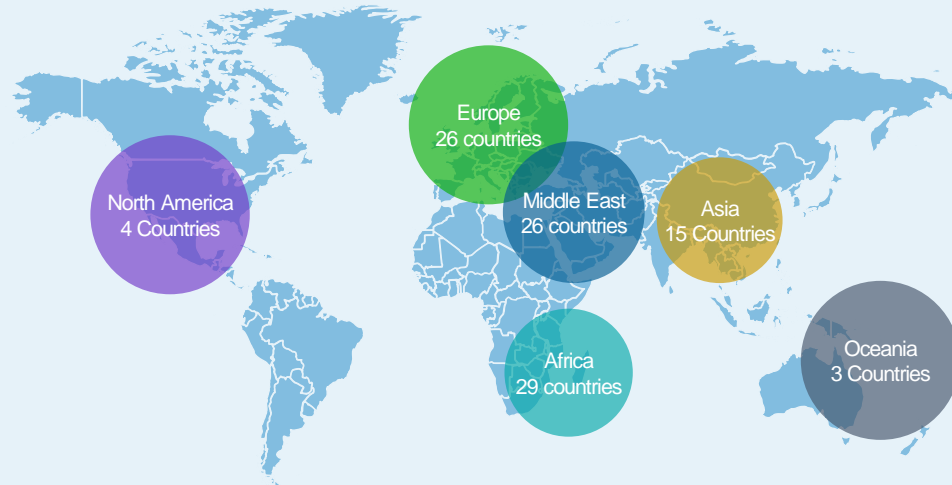
- On the back of advanced R&D team and infrastructure, SPIL filled for 29 patents
- Awarded first-ever patent for inventing 'A Unidirectional Solar Water Pump with Grid-tied Power Generation' capabilities
- Second patent received in Aug'22 from the US for making a high starting torque energy efficient motor



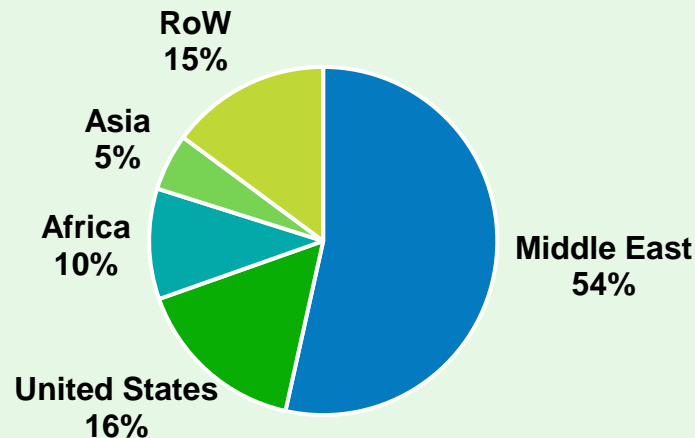


# Presence across continents – Leading to revenue & margin expansion

## Global Presence (100+ countries)



## FY22 Export sales: Rs 1,851 mn, contributing 15.7% in revenue



## Opportunities

- Segment reported a CAGR of 11.5% during 2018-21 expecting to perform better on the back of new orders which may translate into better overall margins as the segment has the strongest margin out of the other segments
- Secured contract worth USD 35.30 million from Government of Uganda for supplying solar-powered water pumping



- SPIL is also the part of International Solar Alliance (ISA) which have following demand:



- Aggregated demand for more than 2,70,000 solar pumps across 22 countries
- More than 1 GW of solar rooftop across 11 countries and
- More than 10 GW of solar mini-grids across 9 countries under its respective programmes

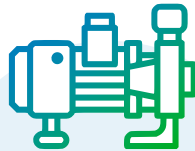
# Retail demand – Well supported by strong distribution network and new product launch

## High market penetration with strong distribution network



**500+**

Nos of Dealers  
in India



**1200+**

Product Variants



**400+**

Service Centre



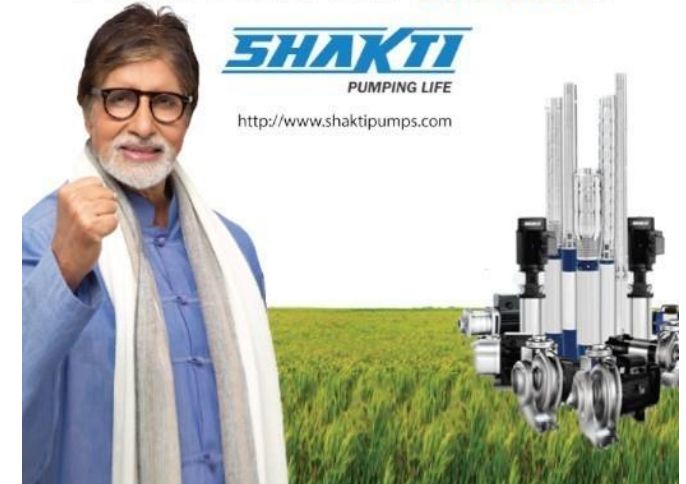
**18**

State-based  
Marketing Branch

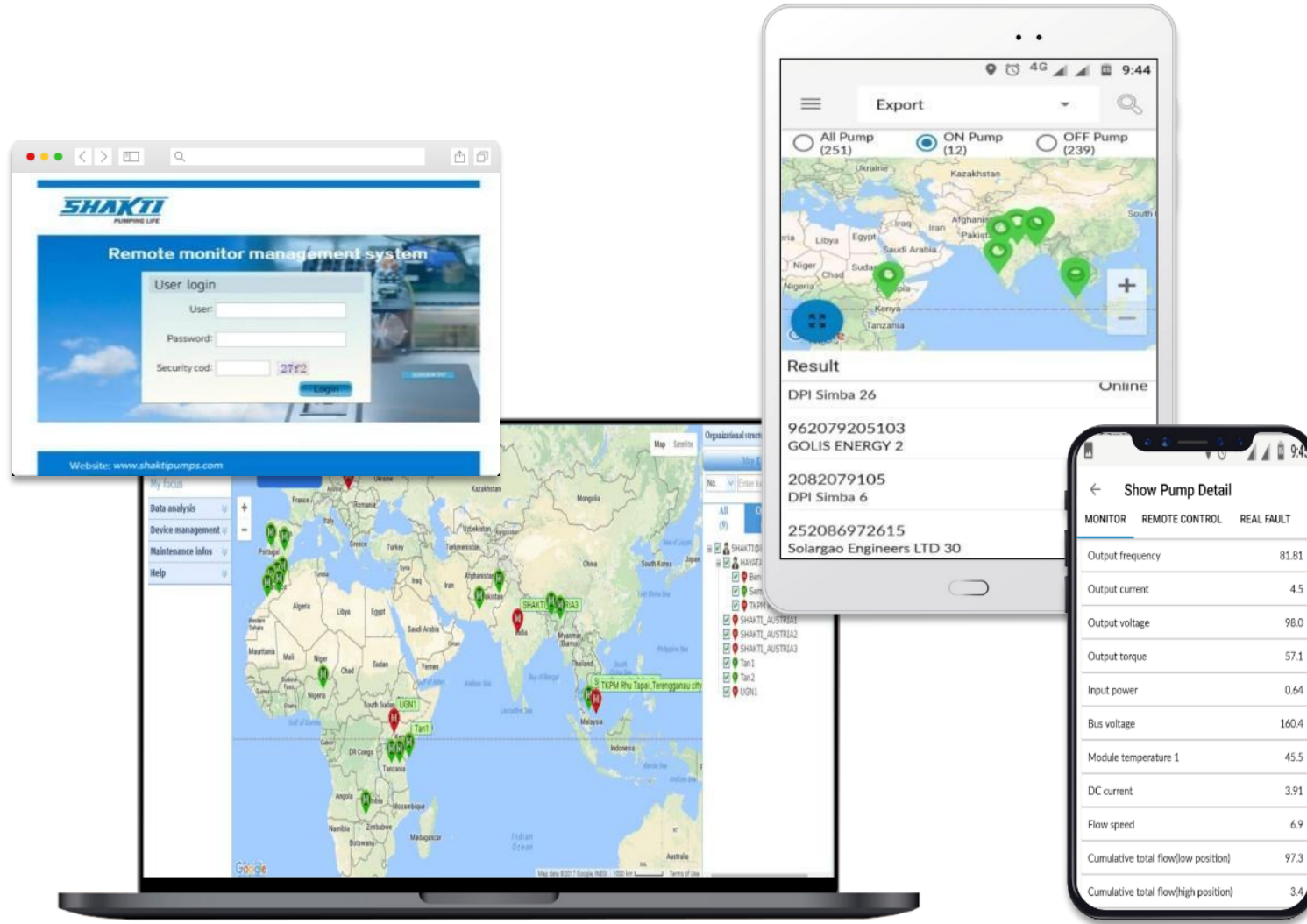
- Sells all its products under “Shakti” Brand
- One of the selected bidders among 5-7 L1 bidders for supplying pumps with 1-10 HP
- Farmers can opt to buy pumps from among these L1 bidders providing enough push for SPIL to make a strong and sustainable B2C brand
- Launching new products like **Small pumps structure** and **Universal solar pump controller**, which we believe can help the company to have better B2C customer share and can further improve margins

**HUM HAIN DESH KE  
ANNADATA KI SHAKTI!**

**SHAKTI**  
PUMPING LIFE  
<http://www.shaktipumps.com>



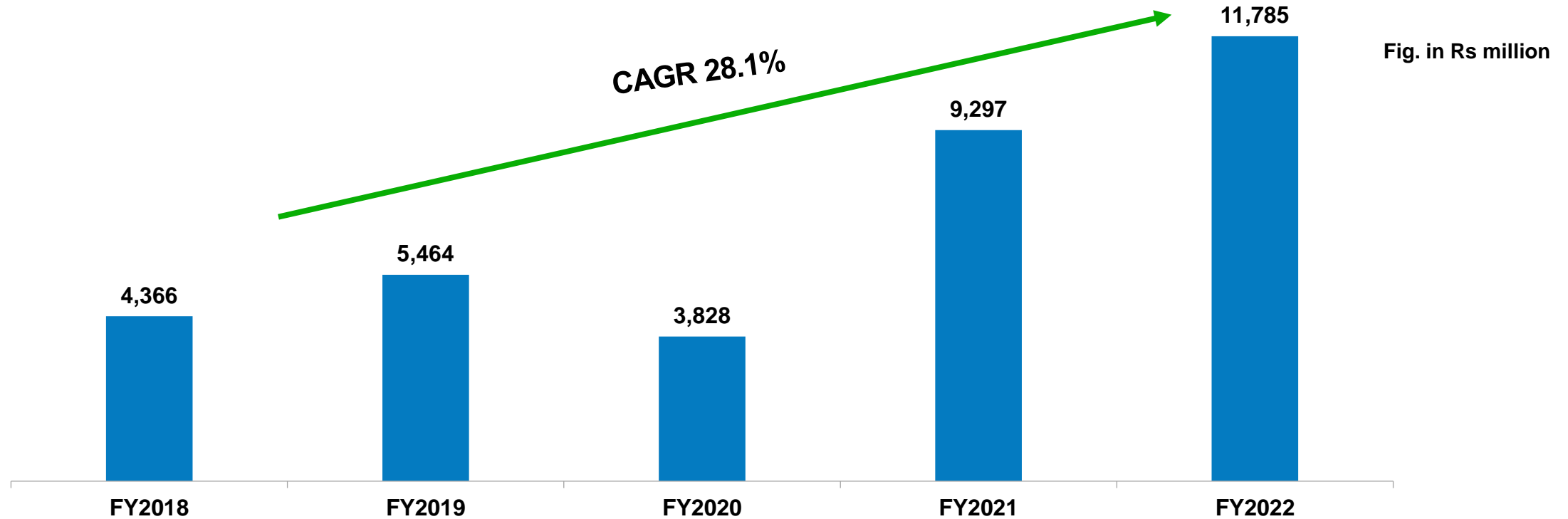
# Strong backend support to improve customer connect



- Availability of many field people who control any issues related to the pumps
- Technological advanced company's pumps can be remotely monitored through "Shakti Remote Monitoring System – Mobile App" with controls built inside the pumps
- Controller automatically switches the pump on and off protecting the equipment against dry run
- Provide 3 years backend support to farmers which has the average life of about 10-15 years



# Revenue grew by 1.3x in FY2022 compared to FY2021



Revenue is expected to report a strong growth underpinned by strong government initiatives, strong product portfolio and in-house R&D infrastructure to launch new and innovative solution for its diversified customer and application mix



Investor Presentation

# Annexure

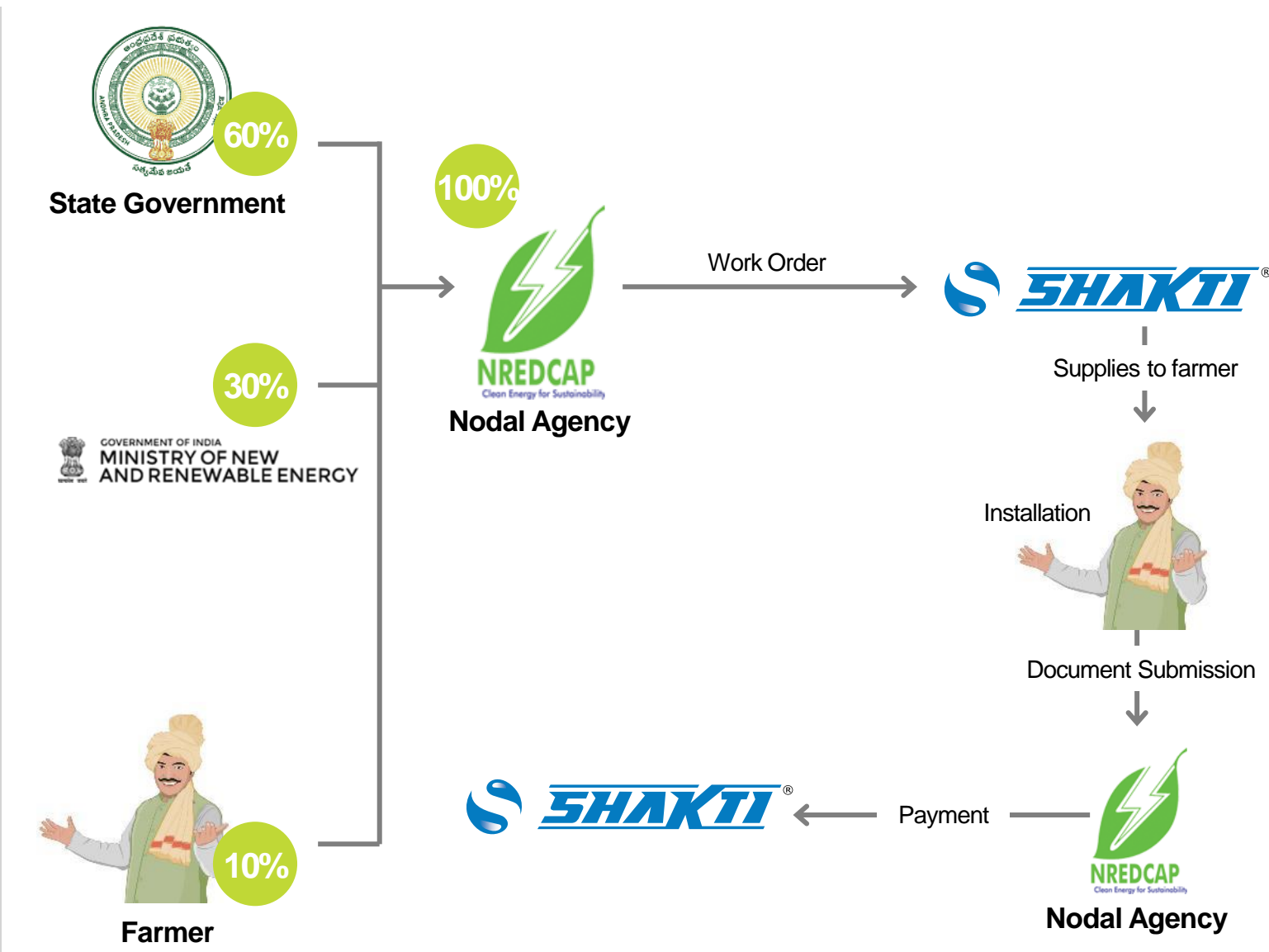


# Project Execution Process (PM KUSUM Scheme )

## General Mechanism

Respective Nodal Agency of each state looks after the activities for New & Renewable Energy sector:

- STEP 1:**  
Farmer submits interest for Solar equipment and contributes 10% to State Nodal Agency
- STEP 2:**  
MNRE contributes 30% to State Nodal Agency (MNRE is controlled by Central Govt.)
- STEP 3:**  
State Govt contributes 30% to 60% (including loan to farmer subsidized rates, if any) to State Nodal Agency
- STEP 4:**  
State Nodal Agency opens tender and issues work order to the bidder
- STEP 5:**  
Bidder supplies materials to farmers & completes installation
- STEP 6:**  
Bidder submits document to the Nodal Agency for release of payment against the work completed
- STEP 7:**  
Nodal Agency verifies the installation and releases the payment to the Bidder



# ESG Initiatives for Sustainable Growth of Business



## Environment Empathy

- The Company has diversified into solar energy operated pumps and rooftop products and have a cumulative installed capacity of over 612MW which manifest its commitments to green energy initiatives.
- The Company ensures sustainable use of resources and invests in sustainable technologies to reduce environmental footprint.



## Social Responsibility

- Installation of solar pumps and systems across multiple villages in India
- Adoption of school, free medical facilities & health camps for needy people
- Donation towards construction of Girl's Hostel building in Badwani Dhar (MP)



## Corporate Governance

- The Company is committed to sound principles of Corporate Governance with respect to all of its procedures, policies and practices.
- The governance processes and systems are continuously reviewed to ensure that highest ethical and responsible standards are being practiced by the Company.





## **Shakti Pumps (India) Limited**

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# Thank You