



Date: - 27/01/2024

To, The Secretary, Listing Department National Stock Exchange of India Ltd. Exchange plaza, BKC, Bandra (E) Mumbai - MH 400051.	To, The Secretary, Corporate Relationship Department BSE Limited P. J. Towers, Dalal Street Mumbai- MH 400001.
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REF: -(ISIN- INE908D01010) SCRIP CODE BSE-531431, NSE Symbol -SHAKTIPUMP

Sub.:Investor Presentation pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation which is also being uploaded on the website of the Company.

Kindly take note of the above.

Thanking You,

Yours Faithfully,
For Shakti Pumps (India) Limited

**Ravi Patidar
Company Secretary**

Encl.: As above

SHAKTI PUMPS (INDIA) LIMITED

CIN: L29120MP1995PLC009327

Regd. Office:-Plot No. 401, 402 & 413, Industrial Area, Sector - 3, Pithampur - Dist. Dhar 454774 (M.P.) INDIA.

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Shakti Pumps (India) Limited

Investor Presentation | January 2024

BSE: 531431
NSE: SHAKTIPUMP
ISIN: INE908D0101

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.

In particular, such statements should not be regarded as a projection of future performance of SPIL. It should be noted that the actual performance or achievements of SPIL may vary significantly from such statements.

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Investor Presentation

Financial Highlights



"Q3FY24 has been a breakthrough quarter for the company, as we recorded the highest ever numbers, both in terms of revenue and profitability. This robust performance is attributed to our strong order book, which we have secured over the last 6 months from the state of Haryana, Uttar Pradesh, Rajasthan, and Maharashtra (LOE). Notably, in December 2023, we received a new order for 6,408 Off-Grid Solar Photovoltaic Water Pumping Systems (SPWPS) amounting to Rs. 258.0 Crores from Haryana Renewable Energy Department. As on date, we have approximately Rs. 2,250 Crores worth of orders to be executed over the next 21 months, ensuring a sustained and strong growth momentum in the future.

We wish to emphasize that our primary focus continues to be on research and development, with a commitment to being recognized as a technology-driven company. The acquisition of four new patents brings our total secured patents to 11 out of the 29 filed. This affirmation not only validates our technological prowess but also instils confidence as we venture into the newly added Electric Vehicle (EV) segment within our portfolio. We are strategically planning for a capacity of 200,000 for motors and controllers catering to the EV sector.

PM KUSUM scheme, led by the government has big potential, as it is estimated that there are over 20 lakh solar pumps to be installed under Component B (Off grid pumps) till FY28. Additionally, under Component C (on grid pumps) we have 15 lakh solar pumps to be installed. With an average minimum rate of around Rs 3 lakh per pump, the total opportunity in this regard amounts to around Rs 1,050 billion. As a market leader in the industry, SPIL is poised for substantial growth in the upcoming years.

Our journey has been substantial, and it's attributed to our robust team, cutting-edge manufacturing facilities, and research and development capabilities. We will always remain committed to our stakeholders, and we strive to continually create value for them.

Anticipating a surge in orders, we foresee a positive impact on our business performance. With these encouraging advancements, we have confidence in consistently delivering strong results in the times ahead."

Recent Developments

ORDERS

COMPONENT B – Off-Grid Solar Photovoltaic Water Pumping Systems		# of Pumps	Order Value*	Execution Timeline ^
29 Dec 2023	Haryana Renewable Energy Department (HAREDA)	6,408	Rs. 258 Crores	90 days

PATENTS

Received **4 new patents** between November 2023 & January 2024 -

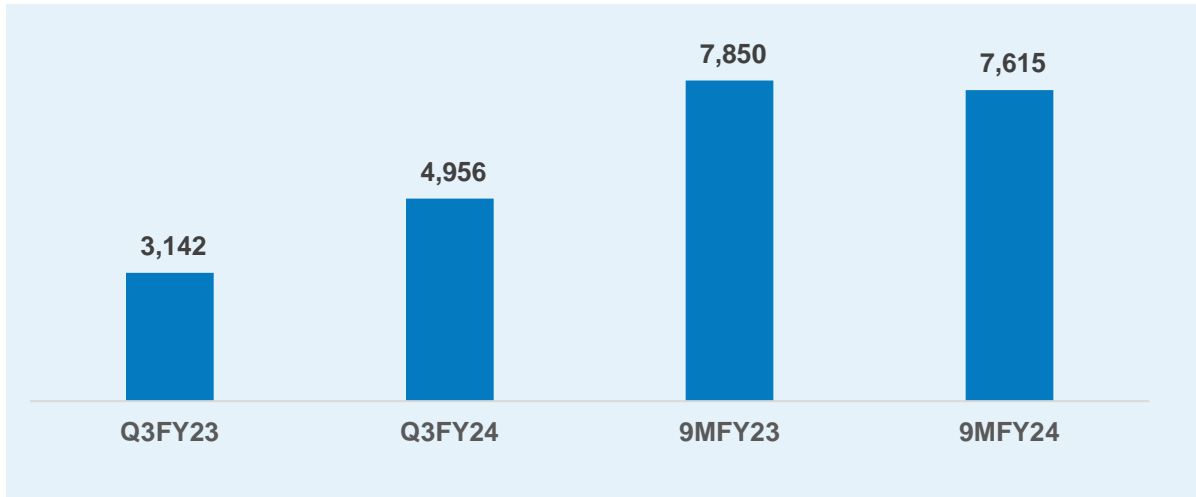
Date	Patent For	Remarks
16 Dec 2023	Helical Pump Assembly	An economically viable solution for efficiently pumping at the elevated pressures.
04 Jan 2024	Solar Flour Mills	Tackles electricity shortages in rural regions functioning independently through solar panels, cutting infrastructure expenses and sparing users from grid electricity bills.
10 Jan 2024	Surface Helical Pump Construction with Collinear Flow	Maintains consistent flow even when the RO membrane faces blockages, thereby elevating efficiency and reducing maintenance costs.
17 Jan 2024	Helical Pump Arrangement with Anti Vibration Coupling	A helical pump featuring an anti-vibration coupling designed to minimize vibrations at the motor shaft thereby increasing motor life and lowering maintenance costs.

Q3 & 9M FY24 Consolidated Income Statement

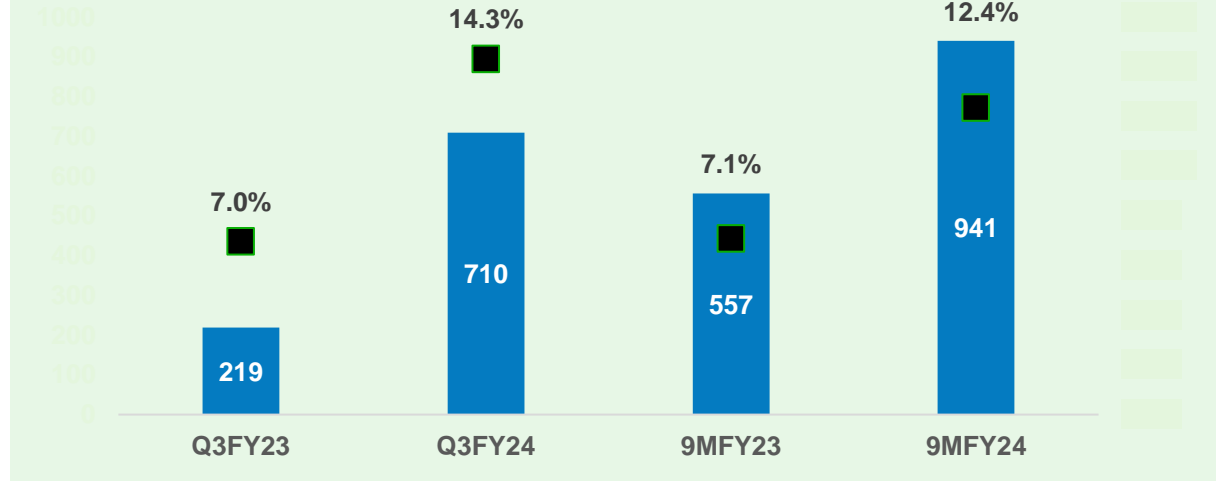
Particulars (Rs Mn)	Q3FY24	Q3FY23	YoY	Q2FY24	QoQ	9MFY24	9MFY23	YoY
Revenue from Operations	4,956	3,142	57.7%	1,528	224.4%	7,615	7,850	(3.0%)
EBITDA	710	219	224.2%	152	366.6%	941	557	69.0%
EBITDA Margins %	14.3%	7.0%	735 bps	10.0%	436 bps	12.4%	7.1%	527 bps
Finance Cost	48	34	43.1%	38	26.8%	117	151	(22.3%)
Depreciation and Amortization Expense	48	46	5.5%	48	0.3%	142	139	2.0%
Other Income	14	9	62.1%	8	87.6%	27	27	1.5%
PBT	628	148	323.0%	74	751.3%	708	293	141.9%
Total Tax	176	36	389.1%	15	1,063.2%	188	74	153.8%
PAT	452	112	301.8%	59	671.0%	521	219	137.9%
PAT Margins %	9.1%	3.6%	554 bps	3.8%	528 bps	6.8%	2.8%	405 bps
Cash Profit	500	158	216.5%	106	369.5%	663	358	85.0%
Basic EPS (INR)	24.6	6.1	301.8%	3.2	670.8%	28.3	11.9	137.8%

Quarterly Comparative Charts

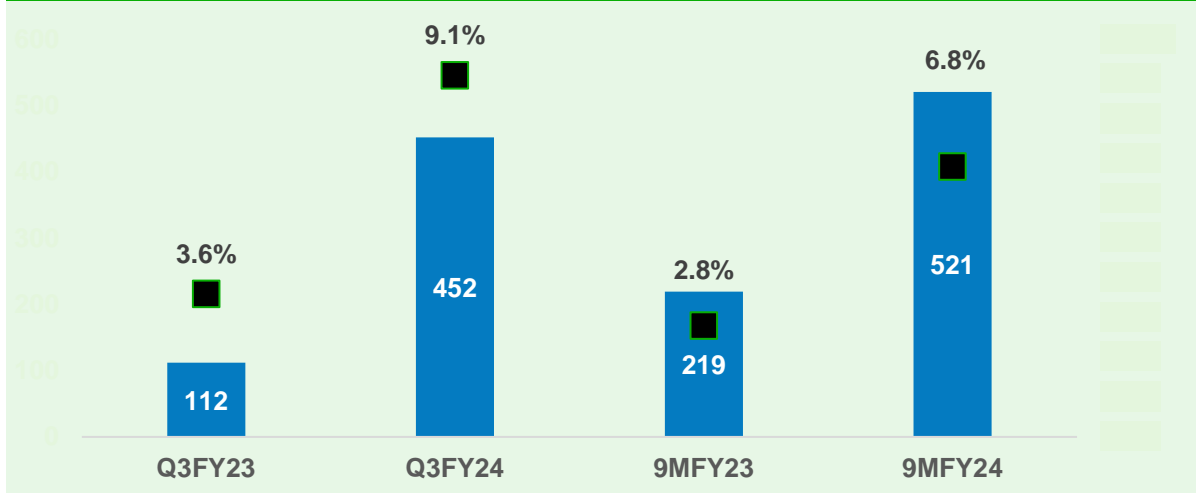
Revenue (Rs Mn)



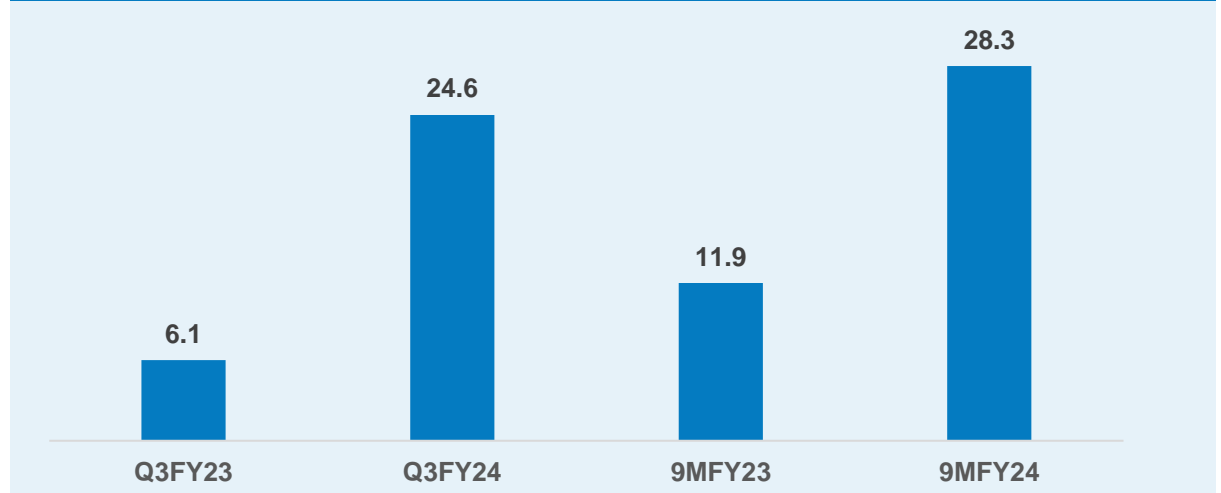
EBITDA (Rs Mn) and EBITDA Margin (%)



PAT (Rs Mn) and PAT Margin (%)



EPS (Rs)



Consolidated Income Statement

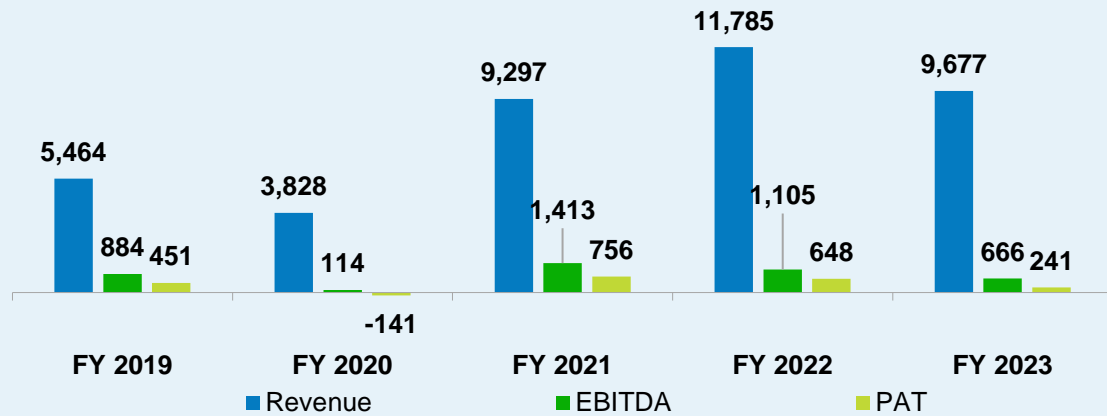
Particulars (Rs Mn)	FY20	FY21	FY22	FY23	9MFY24
Revenue from Operations	3,828	9,297	11,785	9,677	7,615
EBITDA	114	1,413	1,105	666	941
EBITDA Margins %	3.0%	15.2%	9.4%	6.9%	12.4%
Depreciation and Amortization Expense	172	184	186	184	142
Finance Cost	208	162	157	192	117
PBT	(225)	1,104	823	322	708
Total Tax	(84)	349	175	81	188
PAT	(141)	756	648	241	521
PAT Margins %	(3.7%)	8.1%	5.5%	2.5%	6.8%
Cash Profit	31	940	834	425	663
Basic EPS (INR)*	(7.7)	41.1	35.3	13.1	28.3

Consolidated Balance Sheet

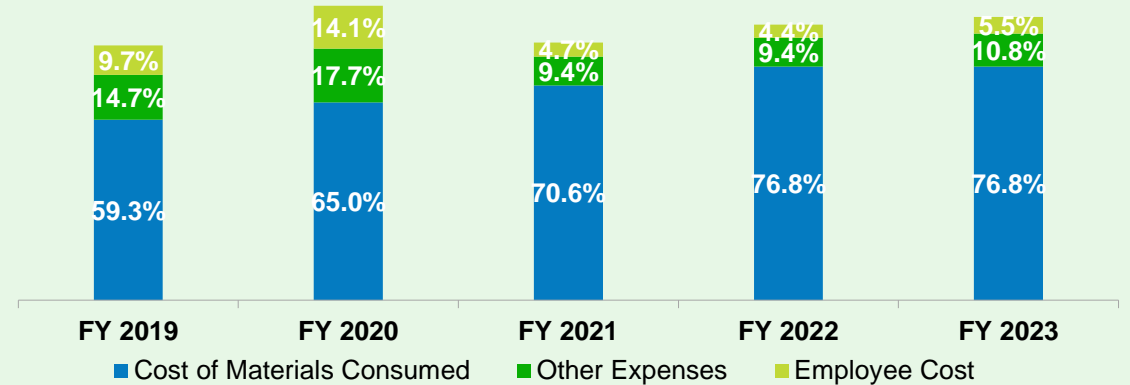
Particulars (Rs Mn)	Mar' 20	Mar' 21	Mar' 22	Mar' 23	Sep' 23
Assets					
Net Fixed Assets	1,539	1,481	1,463	1,481	1,599
Other Non Current Assets	170	214	48	152	327
Current Assets	3,698	5,009	7,126	5,620	6,624
Total Assets	5,406	6,705	8,637	7,253	8,550
Liabilities					
Net Worth	2,652	3,406	3,932	4,181	4,216
Other Non Current Liabilities	74	177	137	145	139
Term Loans	256	198	93	24	12
Working Capital Secured Loans	1,584	588	957	710	1,346
Current Liabilities	841	2,336	3,517	2,193	2,837
Total Liabilities	5,406	6,705	8,637	7,253	8,550

Key Financial Highlights

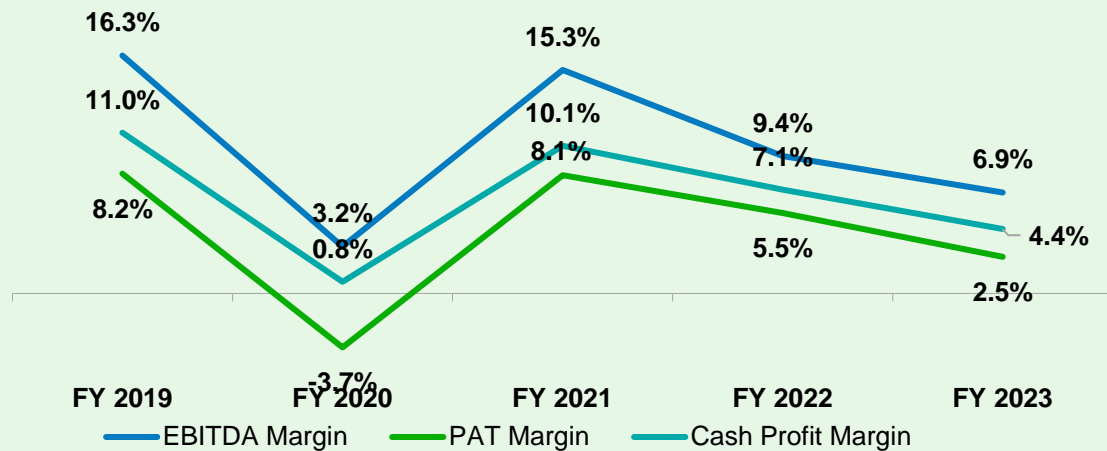
Revenue driven by improved demand of Solar pumps (Rs Mn)



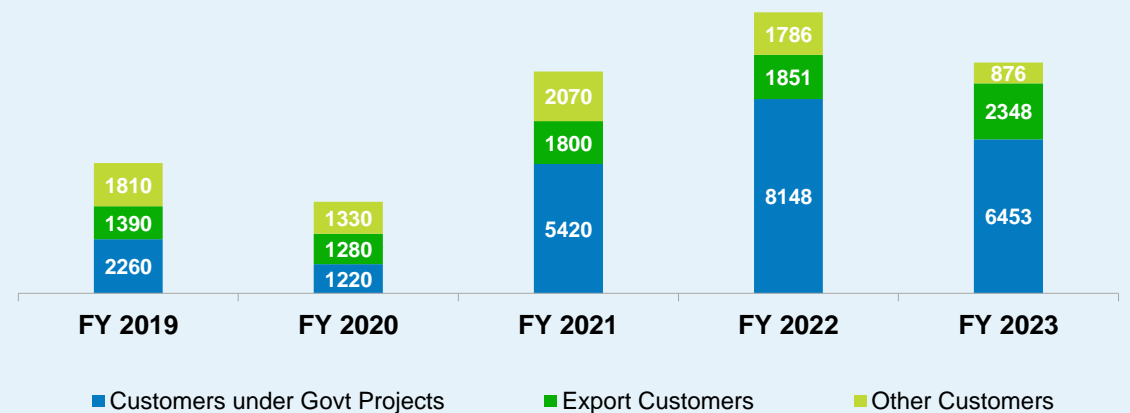
Break-up of Operating Costs as a % of Revenue



Margins showing some improvement, remained under pressures

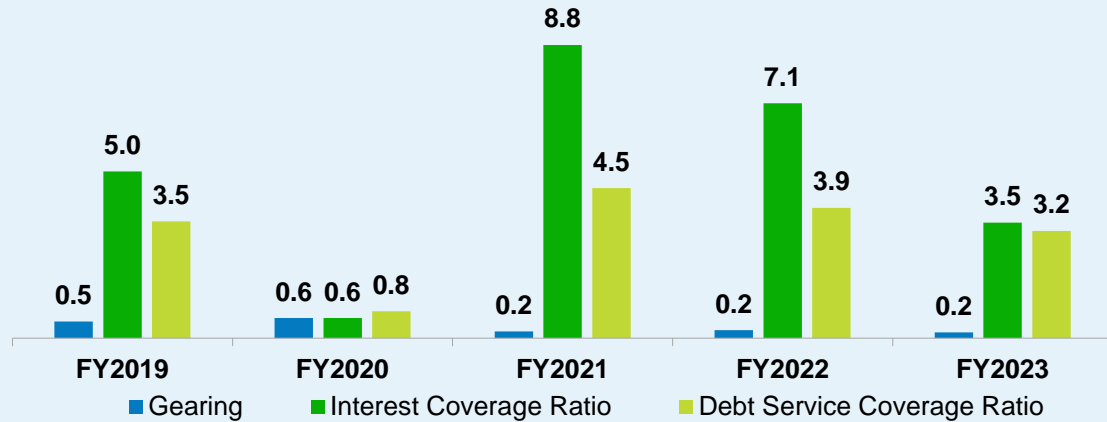


Customer-wise revenue (Rs Mn)

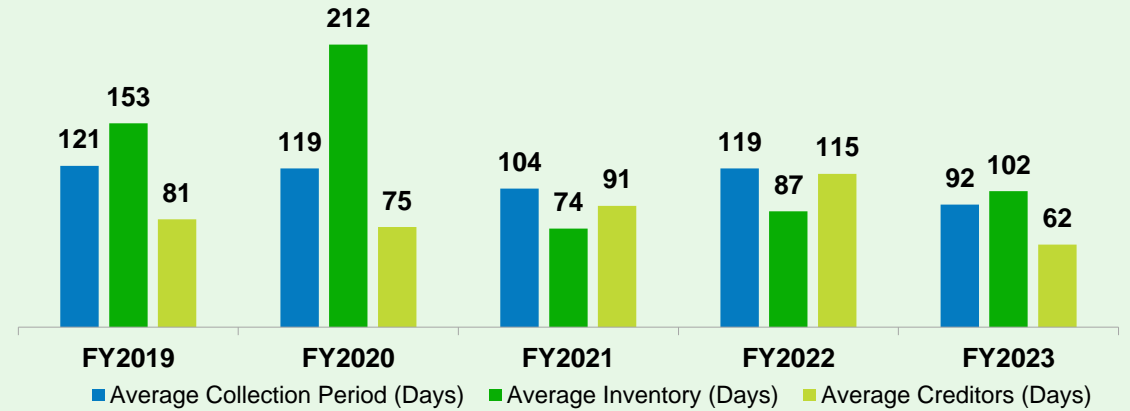


Key Financial Highlights – Key Ratios

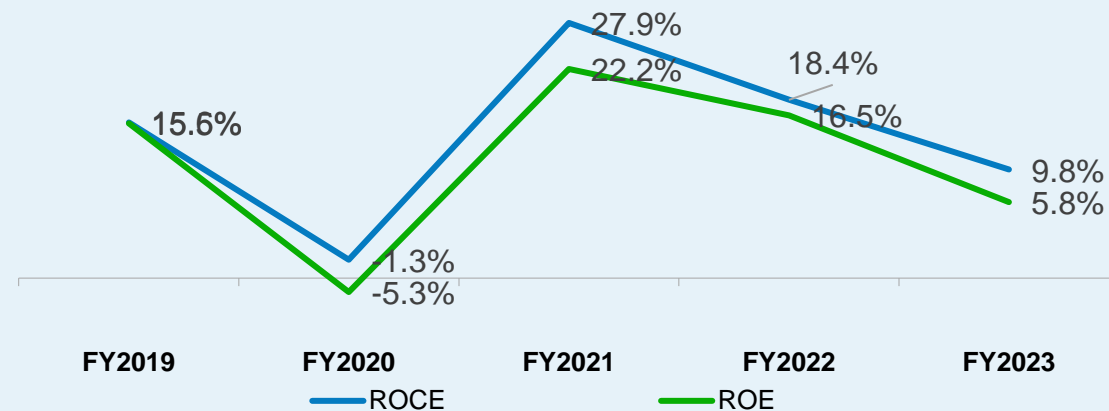
Optimum capital structure with high coverage ratio (x)



Improving working capital cycle



Return ratios





Investor Presentation

Business Overview
Pumping Growth



Company at a 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

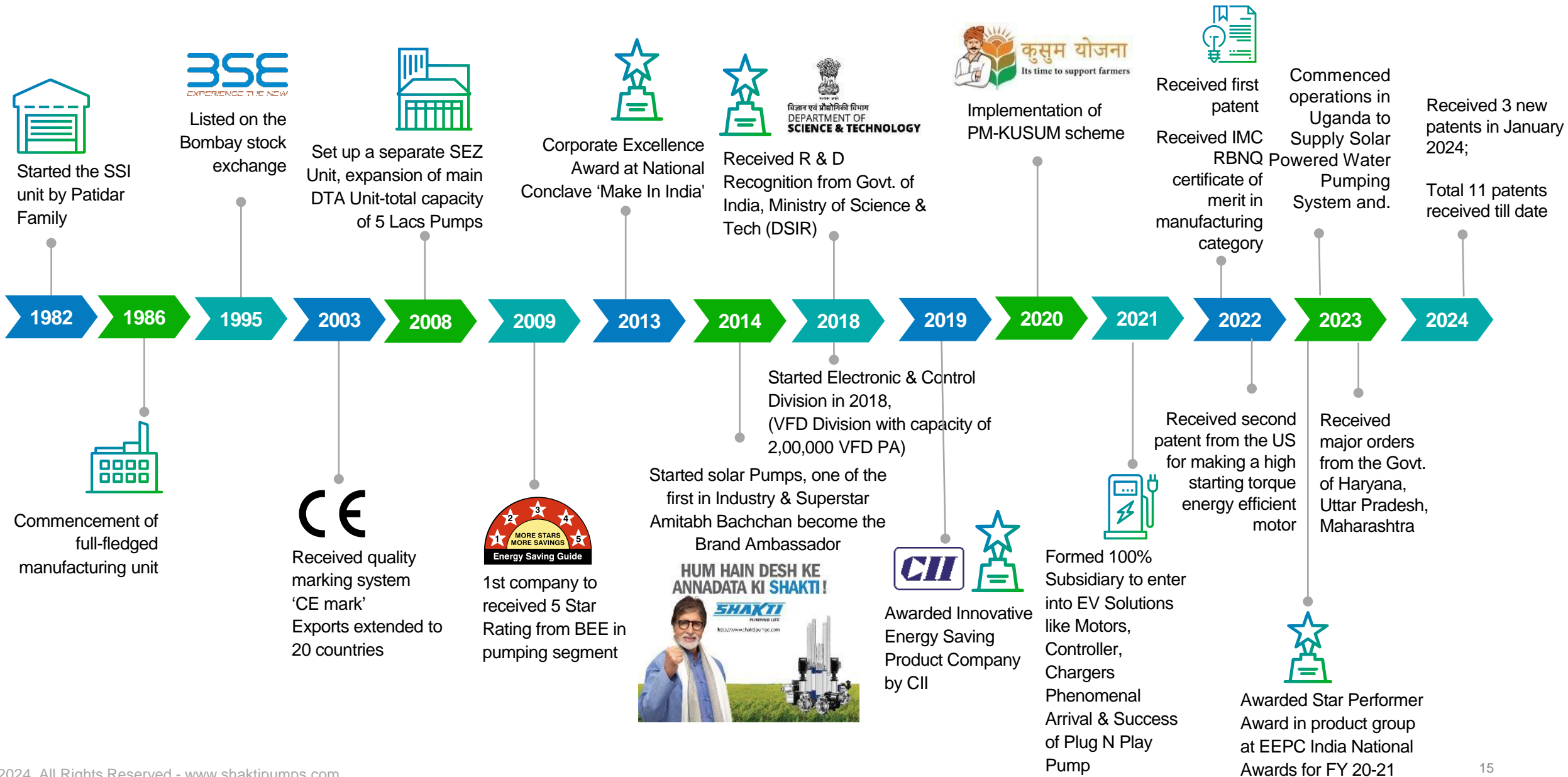


- **5,00,000 units of pumps** manufacturing facility located at Pithampur (MP), well supported by **advanced in-house R&D** and **robust backend support**
- **Only company with in-house manufacturing** of a whole range of products including Variable Frequency Drives, Structures, Motors, Inventors etc 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 24.2%** of revenue; accredited as “**Star Export House**” by the Government of India



Have been in the pumps business since last 4 decades



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

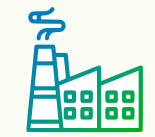
For agricultural needs like irrigation pumps, solar pumping solutions agricultural sprinkler system with pumps or with solar pumps



2

Industrial

used in industries for variety of purposes such as firefighting, 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

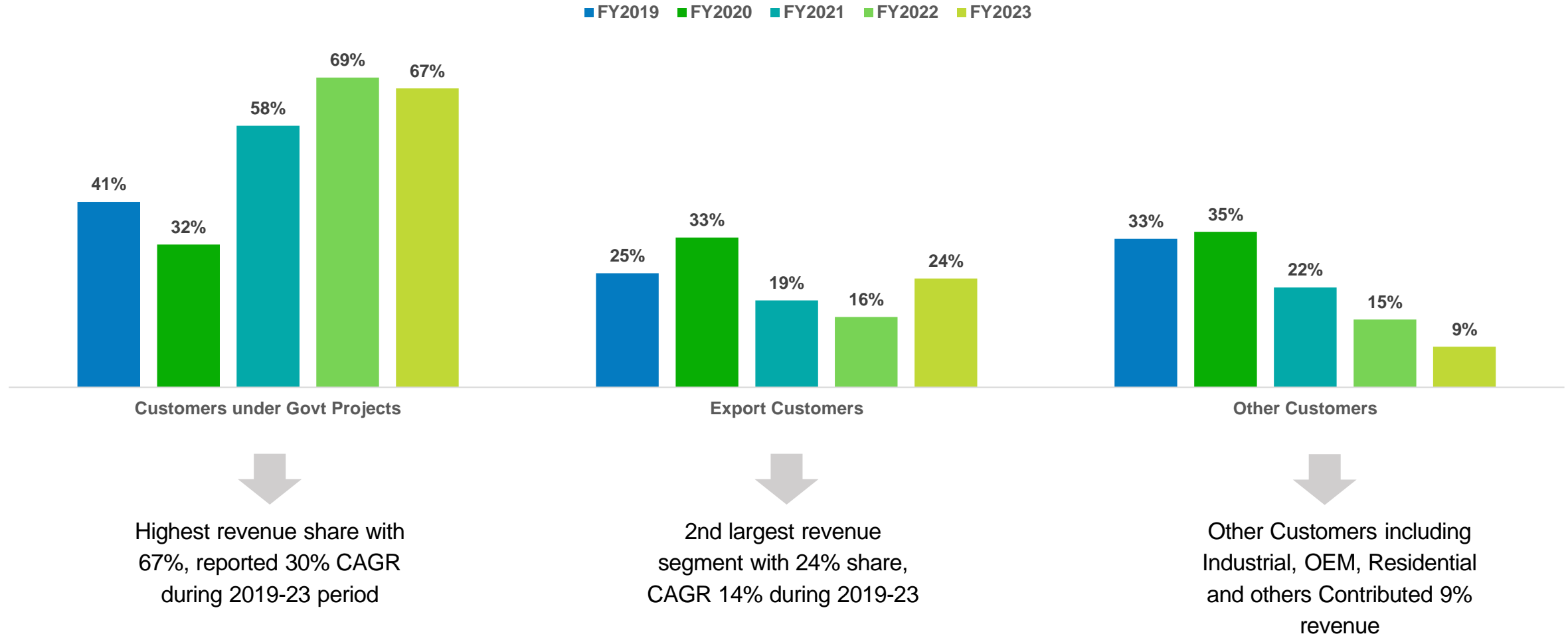
Sewage & Drainage

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



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



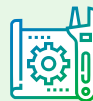
Backward Integrated - In-house manufacturing all the key components required for pumps and motor manufacturing



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 eleven patents till date**

3 Certifications & Approvals

UL Certificate



North American Component Certified



Certificate of Compliance



European Conformity Certified



ISO Certifications



ISI Mark Certification



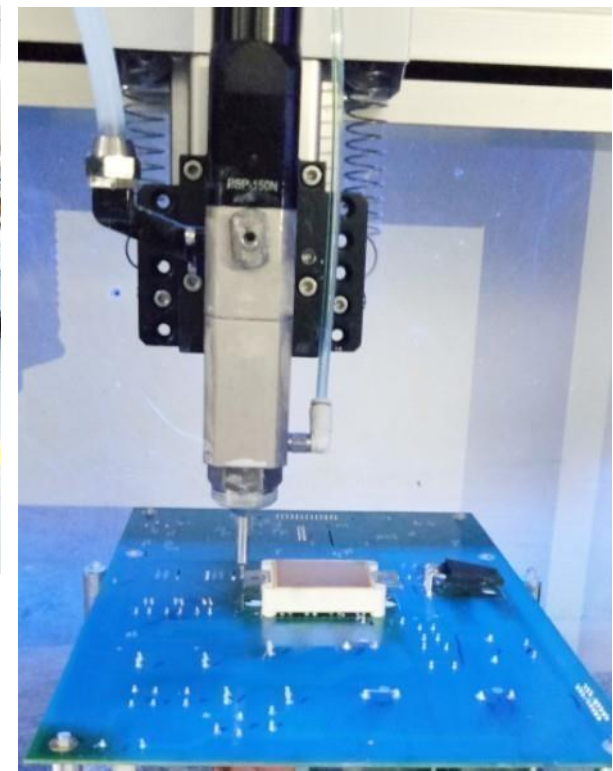
India's First 5 star rated pumps



Star Export House Certificate



High Tech Manufacturing Facilities - Defining global standards





Mr. Dinesh Patidar

Chairman

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. Ramesh Patidar

Managing 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. Sunil Patidar

Director

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



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.



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.

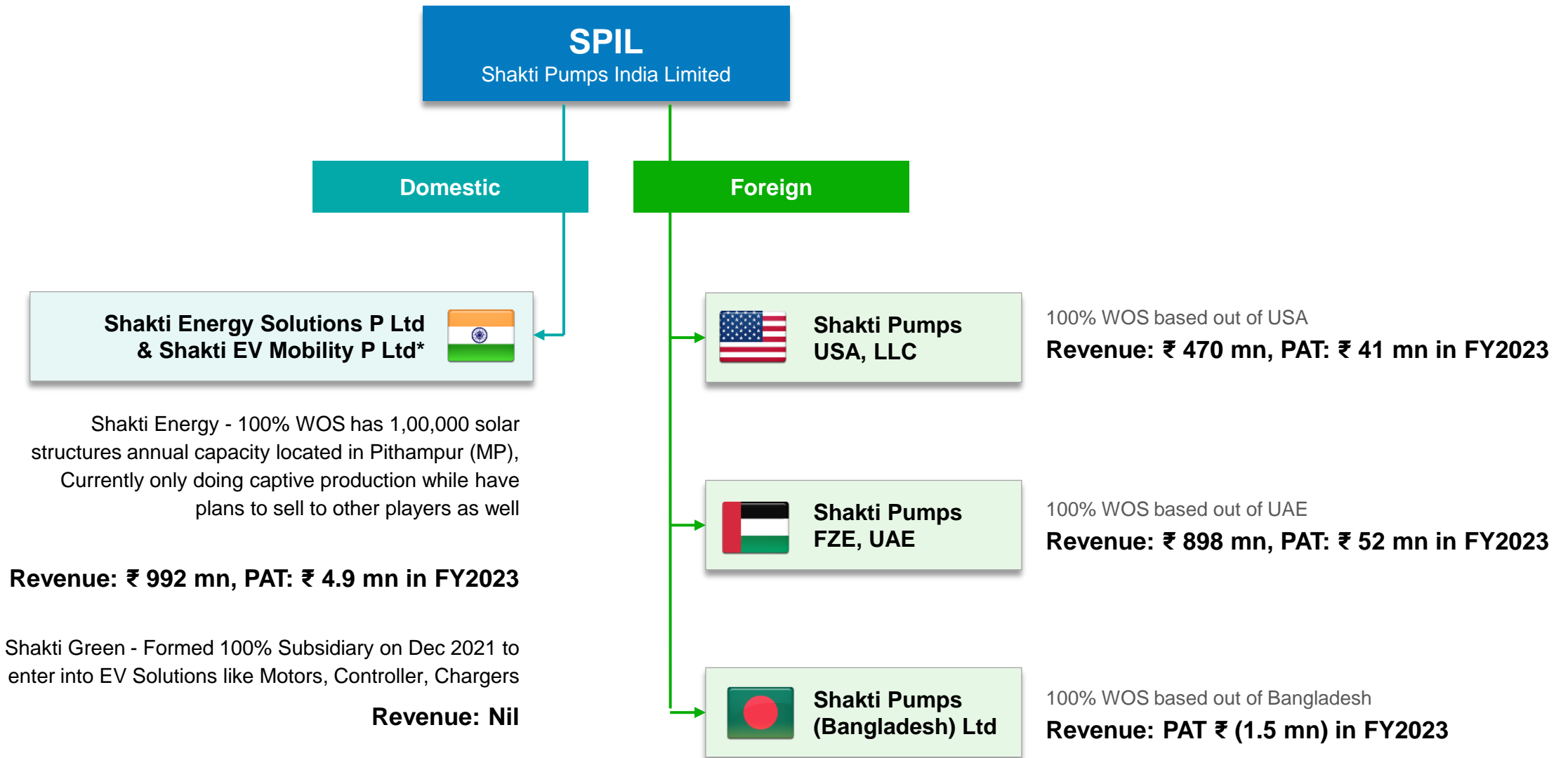


Prof . B M Sharma

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





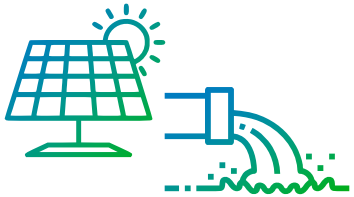
Investor Presentation

Key Drivers

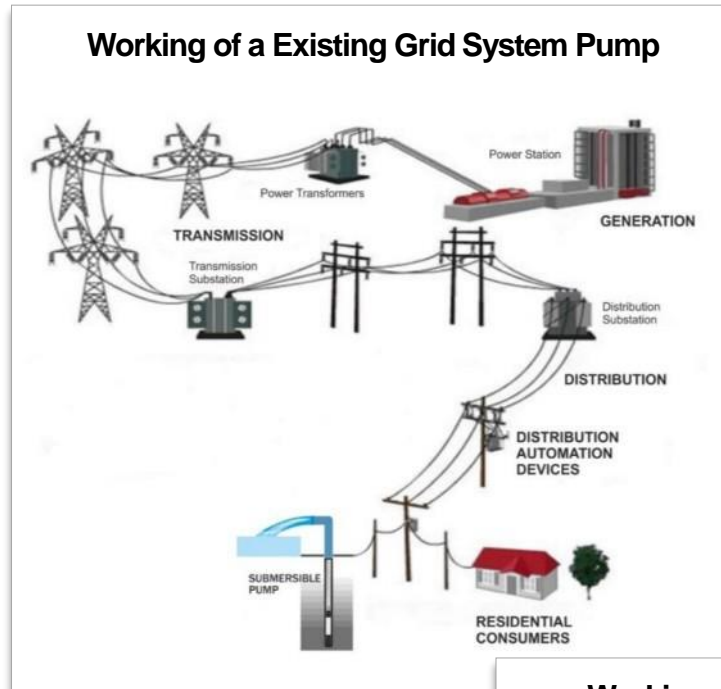
(to capture growing solar pumps and allied markets)



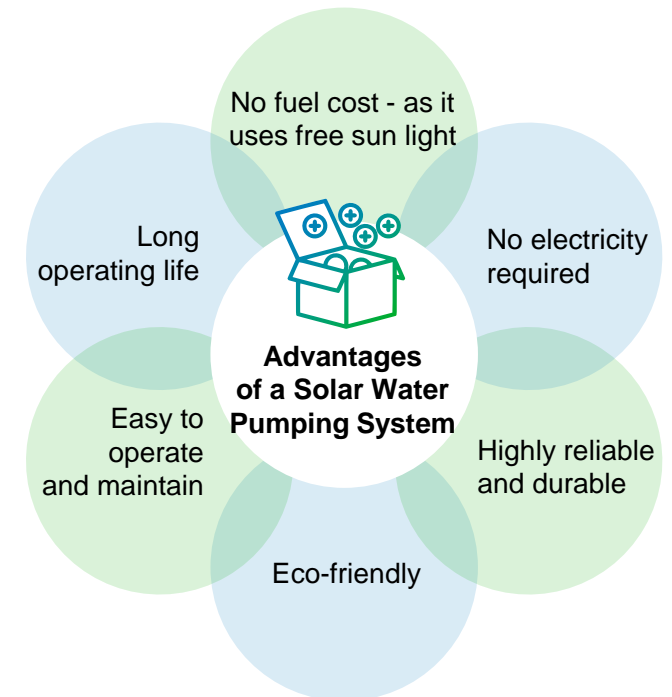
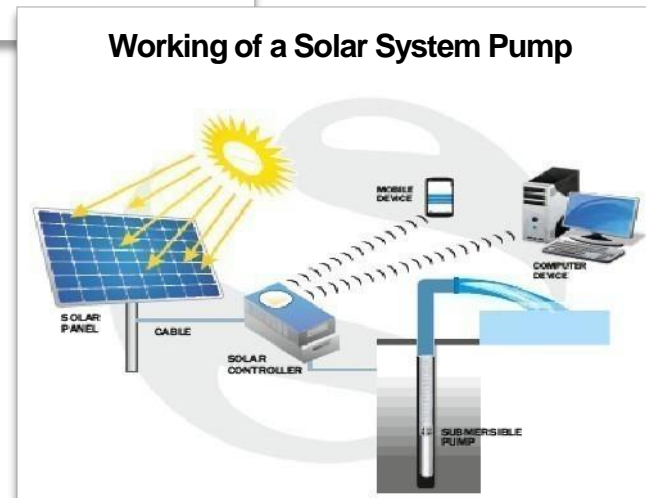
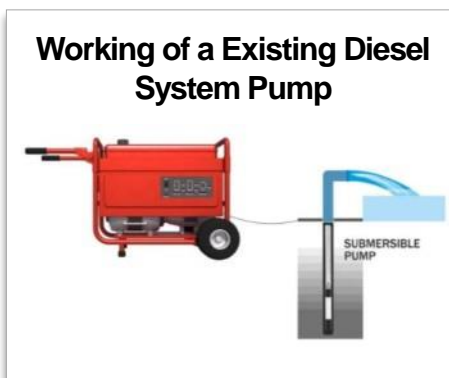
Why Solar Pumping Systems are need of hour?



- 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

To promote the green energy agenda

Target to setup 280 GW solar power capacity by 2030
(from 49.34 GW as on 31 Dec 2021)

Launched Various Schemes

Off Grid

Grid Connected

- Pradhan Mantri - Kisan Urja Suraksha Evam Utthaan Mahabhiyan (PM Kusum) scheme
- Atal Jyoti Yojana
- 7 million solar lamp scheme for School Going Children
- Off-grid and decentralized solar PV Application programme

- Setting up of Solar Parks and Ultra Mega Solar Power Project
- Solar rooftop programme
- Setting up of over 5,000 MW Solar Photovoltaic (SPV) power projects
- Central Public Sector undertaking scheme for setting up 12,000 MW SPV power projects by the government

Relevant Scheme for SPIL

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

Status as on 31.12.2023	KUSUM SCHEME
Particulars	# of Pumps
Size	12,23,721
Executed	2,84,607
SPIL*	68,779

Source: pmkusum.mnre.gov.in

***SPIL has qualified for 21 states where it commands dominant share of ~30%**

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%



[Farmer reviews regarding PM KUSUM scheme](#)

Other Benefits



Reduces dependency on grid power



Low electricity billing



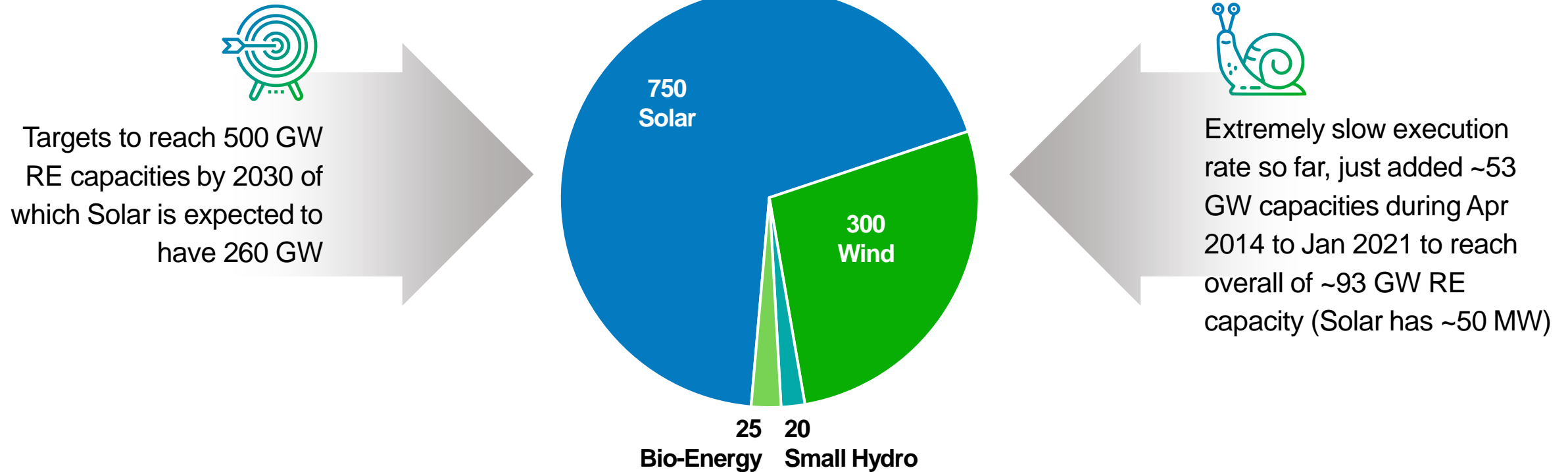
High yield with the introduction of micro irrigation



Additional income by selling surplus electricity to grid

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

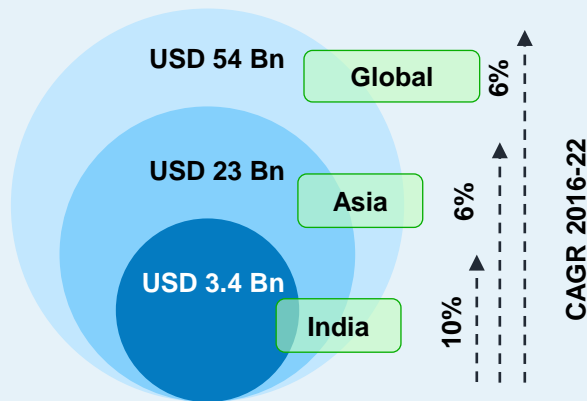
India Potential – Renewable Energy (RE) ~ 1,100 GW



- 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 (component B & C)

Particulars	KUSUM 1	KUSUM 2	KUSUM 3 & beyond
Solar Pumps * (Lakh nos.)	1.50	3.17	20.0 (under B) 15.0 (Under C)
Avg. Price (₹ Lakh)	-	-	2.75-3.00
Centre budget (₹ bn) @ 30% share	-	-	-
Market Size (₹ bn)	-	-	~1,050

Immense potential for SPIL commanding more than 30% market share; currently operating at just 40% Capacity Utilisation level

Total Sanctioned Standalone Pumps (Nos) – 857,917
(for Component B)

Recent Orders under PM KUSUM Scheme

ORDERS

COMPONENT B - Off-Grid Solar Photovoltaic Water Pumping Systems

		# of Pumps	Order Value* (Rs. Crores)	Execution Timeline
15 Sep 2023	Department of Agriculture, Uttar Pradesh	10,000	293.0	90 days ^
29 Dec 2023	Haryana Renewable Energy Department (HAREDA)	6,408	258.0	90 days ^

COMPONENT C - Grid Connected Solar Water Pumping Systems

07 Oct 2023	Ajmer Vidyut Vitran Nigam Limited	3,011	149.7	9 months ^
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LETTER OF EMPANELMENT (LOE)

COMPONENT B - Off-Grid Solar Photovoltaic Water Pumping Systems

19 Oct 2023	Maharashtra State Electricity Distribution Company Limited (MSEDCL)	50,000	1,550.0	24 months
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^ From work order received

Order as on date to be executed

~ 2,250.0

* Inclusive of GST

Regular addition of new products

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

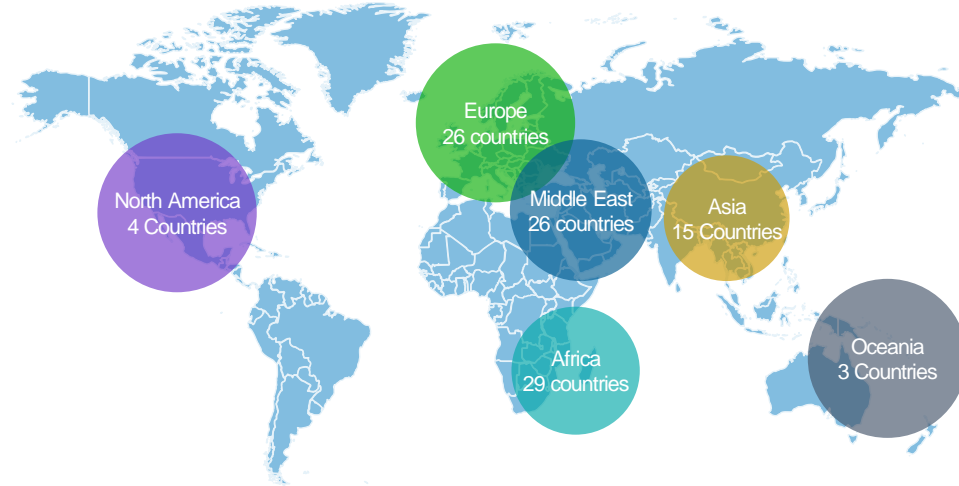
Automatic Structure	Universal Solar Pump Controller	Small Structure Pumps	EV Products
<ul style="list-style-type: none"> ▪ Inherent rotational property ▪ Panel can rotate as per sun's direction ▪ Can generated more than 30% power generation 	<ul style="list-style-type: none"> ▪ Can maximum utilize the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

Awarded 11 patent of 29 allied patents

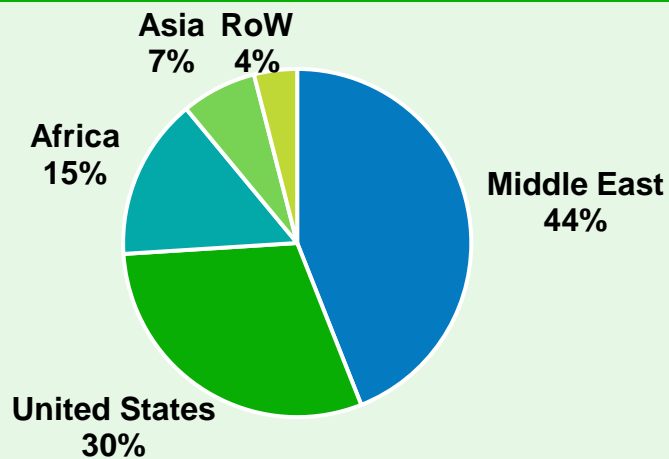
- On the back of advanced R&D team and infrastructure, SPIL filled for 29 patents
 - ✓ A Unidirectional Solar Water Pump with Grid-tied Power Generation' capabilities
 - ✓ High starting torque energy efficient motor
 - ✓ Inventing Switching Circuit To Start Single Phase Induction Motor
 - ✓ High Starting Torque Direct Line Operated Energy Efficient Motor (Shakti Slip Star Synchronous Run Motor - S4RM)
 - ✓ ADA Conversion Based Contactor Less Soft Starter
 - ✓ Electric Vehicle (EV) motor technology i.e. Stack Assembly For Permanent Magnet Rotor
 - ✓ Grinder Pump Assembly with Adjustable Impeller
 - ✓ Helical Pump Assembly
 - ✓ Solar Flour Mill
 - ✓ Surface Helical Pump Construction with Collinear Flow
 - ✓ Helical Pump Arrangement with Anti Vibration Coupling

Presence across Continents – Leading to Revenue & Margin expansion

Global Presence (100+ countries)



FY23 Export sales: Rs 2,348 mn, contributing 24.2% 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

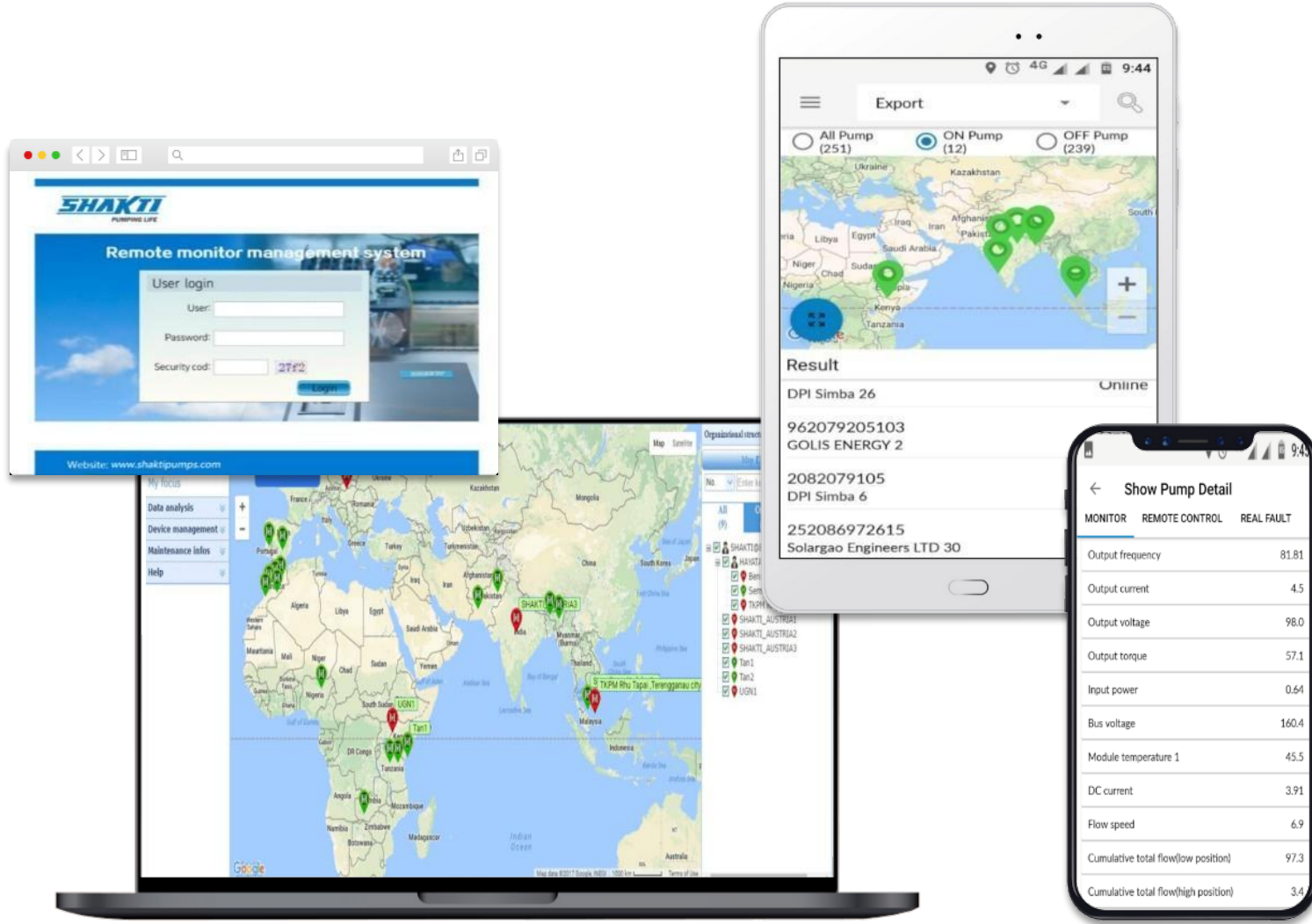
- Sells all its products under “Shakti” Brand
- One of the selected bidders among 5-7 L1 bidders for supplying pumps with 1-10 HP
- Farmers can opt to buy pumps from among these L1 bidders providing enough push for SPIL to make a strong and sustainable B2C brand
- Launching new products like **Small 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



Investor Presentation

Annexure

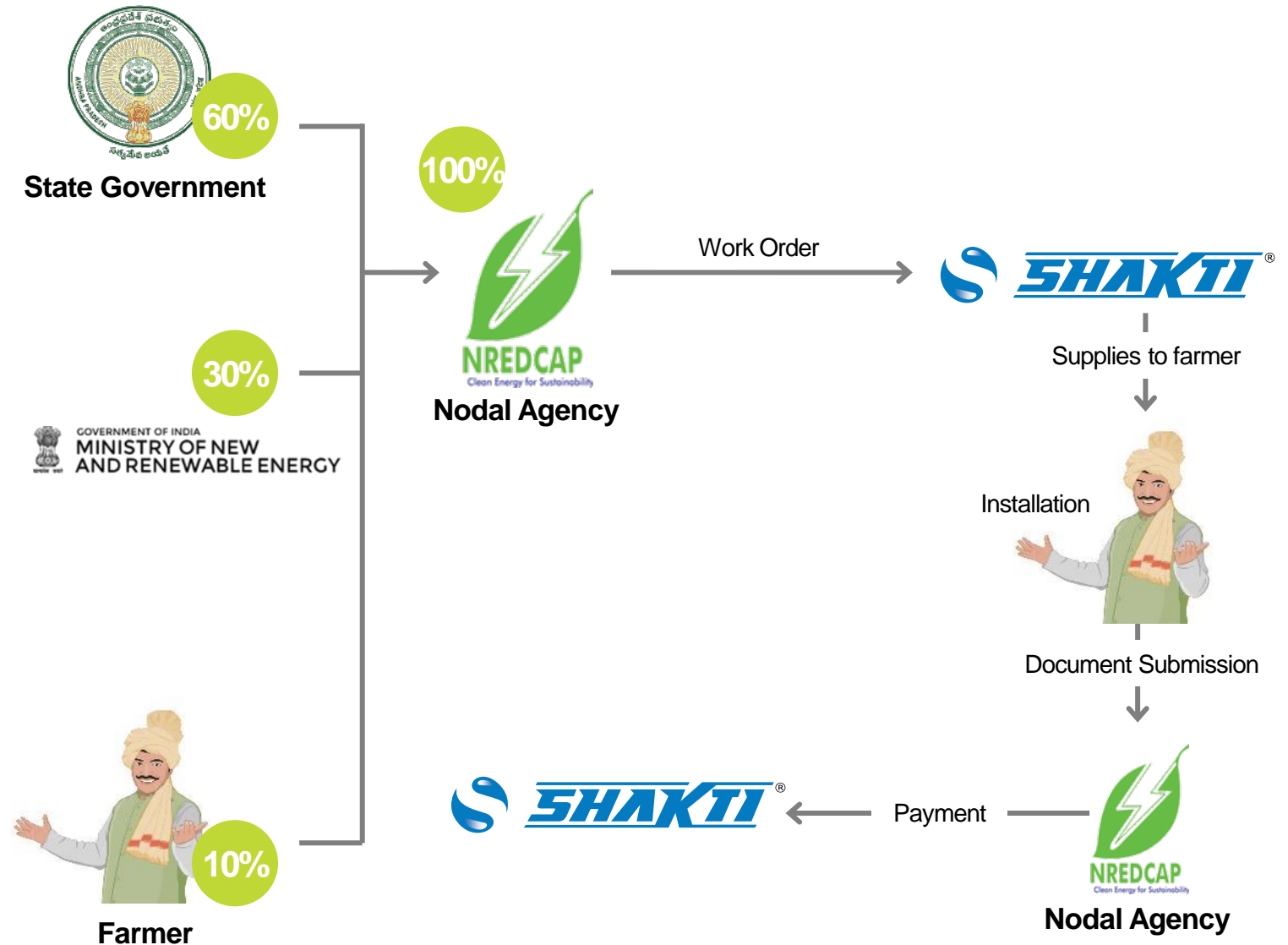


Project Execution Process (PM KUSUM Scheme)

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





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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Ernst & Young, LLP

Vikash Verma

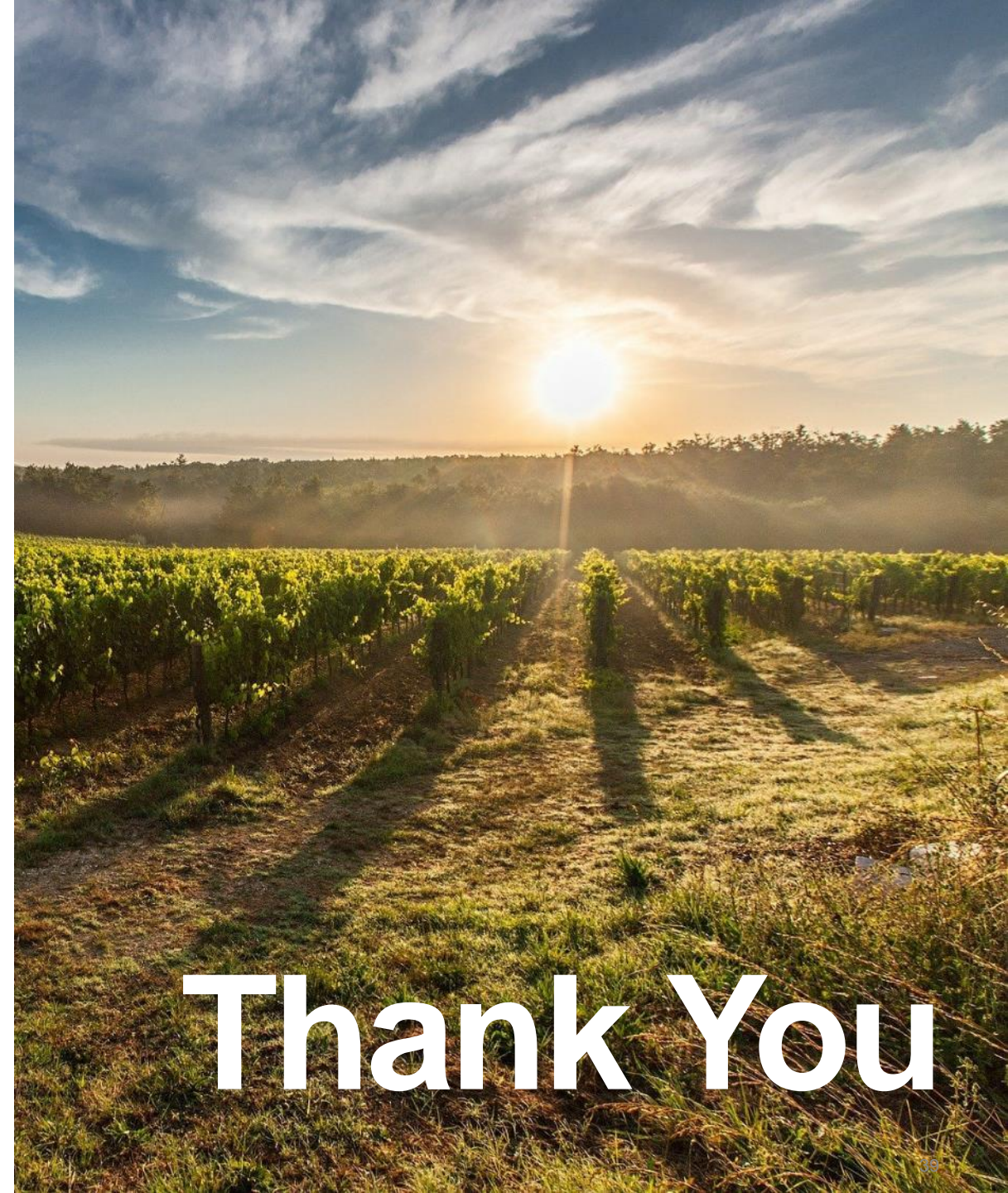
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Thank You