Date: - 27/04/2024

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.**

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

Investor Presentation | April 2024

BSE: 531431
NSE: SHAKTIPUMP
ISIN: INE908D0101

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.

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.

1 Financial Highlights

- Business Overview
- Segment Information
- Government Projects
- Exports and Other Segments
- Investment Rationale
- Annexures

Management Commentary on Performance

"FY24 has been a remarkable year for SPIL, as the company delivered its strongest performance ever in terms of Revenue and Profitability. This is well supported by our outstanding performance in both our government and export businesses which reported a revenue growth of ~52% and ~23% YoY respectively in FY24.

Our impressive order book, amounting to ~Rs. 2,400 Crores as of 31st March 2024, has expanded with the recent addition of three new orders worth Rs. 250.62 Crores from Haryana and Maharashtra, secured since the beginning of January 2024. SPIL remains optimistic about the continued expansion of its order book, driven by our persistent endeavours to enhance the prominence of solar pumps amidst the farming community.

During the quarter, the company successfully raised Rs. 200 Crores through a QIP, garnering subscription from two marquee mutual funds. A significant portion of these funds will be directed towards scaling up the production capacities of pumps/motors, inverters/VFDs, and supporting structures.

Our dedication to Research & Development remains unwavering, as we strive to define ourselves as an innovation-centric enterprise. This commitment is evidenced by two additional patents we have recently acquired, bringing our total to 13 patents obtained out of the 29 filed, thereby highlighting our technological ingenuity and R&D strength.

The Solar Pumps industry, spearheaded by PM KUSUM Scheme, is set for extensive growth with an estimated installation demand of over 14 lakh Off-grid and 35 lakh On-grid Solar Pumps. There are a large number of farmers in various states who have applied for electricity connections to irrigate their farms. Discoms to provide them the basic infrastructure has a cost involved plus the electricity has to be provided at an extremely subsidized rates which is further dent on the discoms financials. Despite this, many farmers are deprived with the electricity connections and their needs remain unmet. A shift to subsidized solar pumps, with ~60-70% of costs absorbed through state and central schemes, offers a viable solution for government. This initiative promises to balance the subsidies with savings in just 2-3 years while providing reliable power to farmers, steering towards sustainability and contentment.

Positioned strategically, SPIL is gearing up for robust and ongoing growth, ready to capitalize on the forecasted surge in orders and aptly position itself for prospective opportunities. With these encouraging developments, we maintain confidence in our ability to constantly deliver robust outcomes for all our stakeholders in the future."

Recent Developments – Q4FY24

ORDERS

COMPONENT B – *Off-Grid Solar Photovoltaic Water Pumping Systems*		# of Pumps	Order Value*	Execution Timeline ^
24 Feb 2024	Haryana Renewable Energy Department (HAREDA)	2,443	Rs. 84.30 Crores	90 days
13 Mar 2024	Haryana Renewable Energy Department (HAREDA)	2,130	Rs. 73.32 Crores	120 days
14 Mar 2024	Maharashtra Energy Department Agency (MEDA)	3,500	Rs. 93.00 Crores	120 days

PATENTS

*Received **2 new patents** between February 2024 & April 2024 -*

Date	Patent For	Remarks
23 Feb 2024	Impeller Seal Arrangement for Multistage Sheet Metal Casting	Enhances pump efficiency and enables effective fluid movement by minimizing friction losses between impeller and neck ring
27 Mar 2024	Methods & Apparatus for Soft Starting and Stopping a Motor	• Reduces mechanical stress by gradually ramping up motor speed, extending motor lifespan, and lowering maintenance costs • Ensures a smooth and controlled start-up, preventing sudden torque and mechanical shock

** Inclusive of GST ^ From work order received*

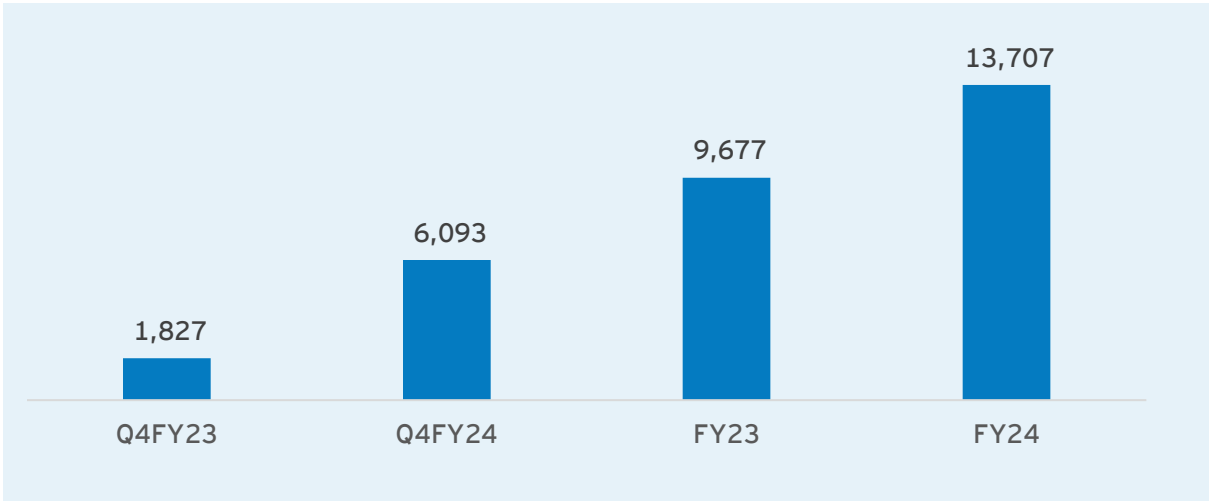
Q4 & FY24 Consolidated Income Statement

Particulars (Rs Mn)	Q4FY24	Q4FY23	YoY	Q3FY24	QoQ	FY24	FY23	YoY
Revenue from Operations	6,093	1,827	233.6%	4,956	22.9%	13,707	9,677	41.7%
EBITDA	1,307	109	1100.4%	710	84.2%	2,248	666	237.8%
EBITDA Margins %	21.5%*	6.0%	1,550 bps	14.3%	714 bps	16.4%	6.9%	952 bps
Finance Cost	77	41		48		195	192	
Depreciation and Amortization Expense	48	45		48		190	184	
Other Income	9	6		14		36	33	
PBT	1,190	30	3926.9%	628	89.7%	1,899	322	488.8%
Total Tax	294	7		176		482	81	
PAT	897	22	3888.0%	452	98.4%	1,417	241	487.2%
PAT Margins %	14.7%	1.2%	1,348 bps	9.1%	560 bps	10.3%	2.5%	784 bps
Cash Profit	945	67	1307.6%	500	89.0%	1,607	425	277.9%
Basic EPS (INR)	48.7	1.2	3888.5%	24.6	97.9%	76.9	13.1	485.8%

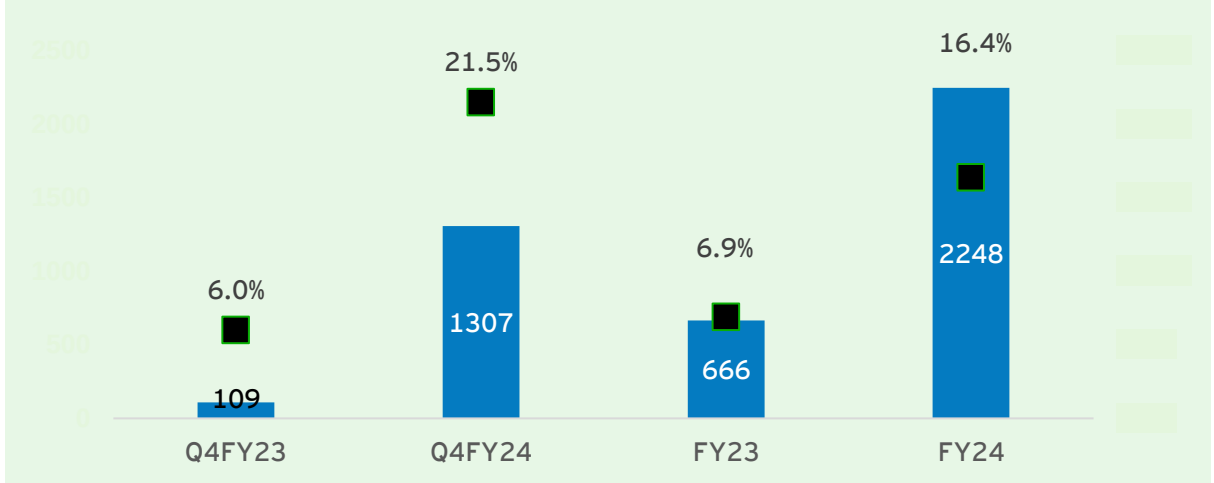
* EBITDA margin at 21.5% in Q4FY24 was largely driven by economies of scale and higher execution rate

Key Financials Charts

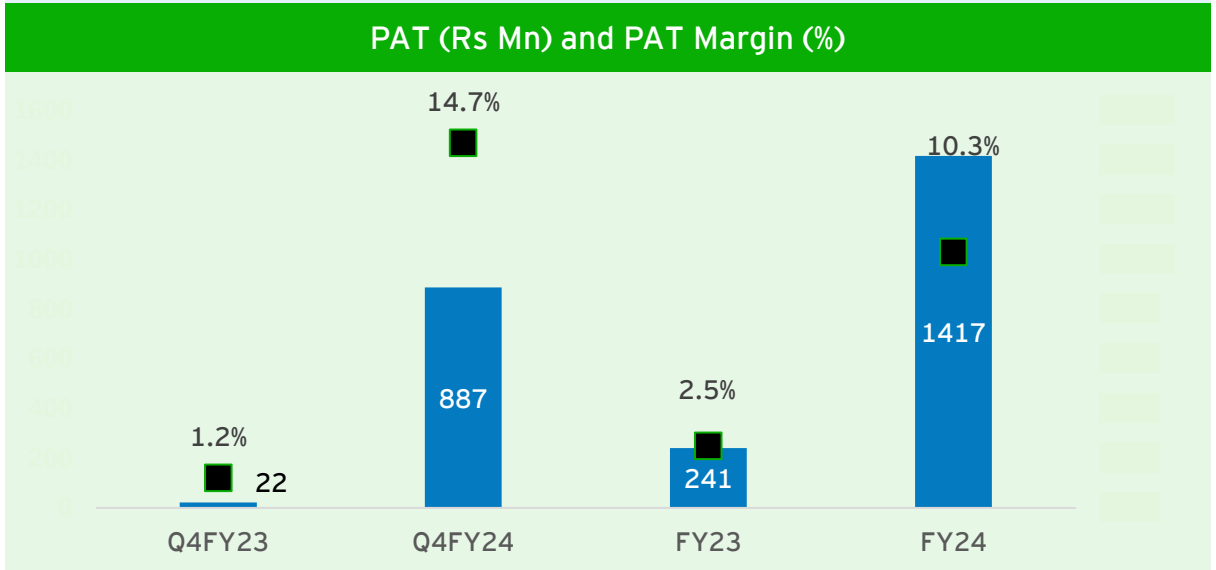
Revenue (Rs Mn)



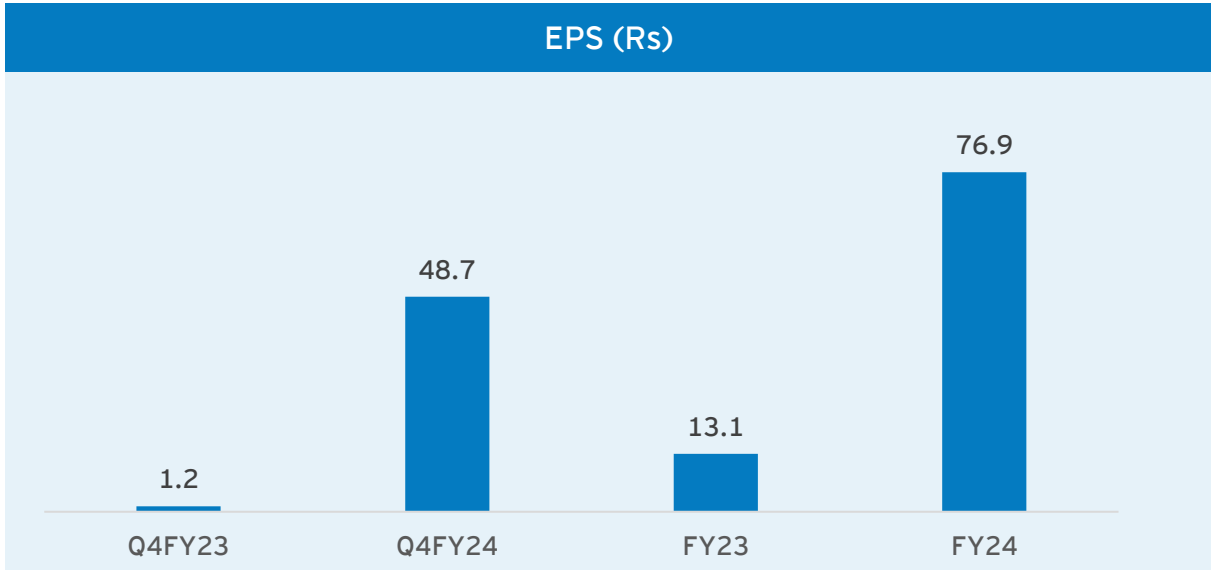
EBITDA (Rs Mn) and EBITDA Margin (%)



PAT (Rs Mn) and PAT Margin (%)



EPS (Rs)



Consolidated Income Statement

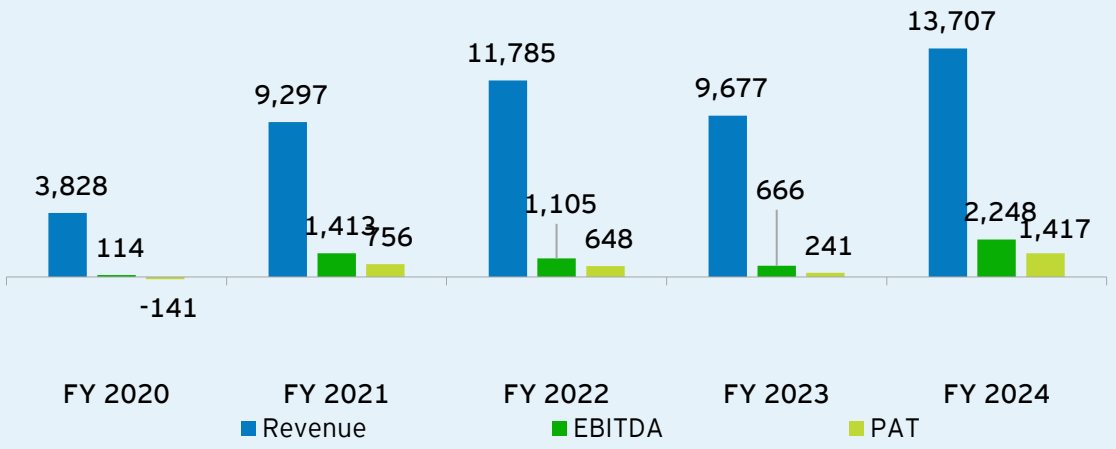
Particulars (Rs Mn)	FY20	FY21	FY22	FY23	FY24
Revenue from Operations	3,828	9,297	11,785	9,677	13,707
EBITDA	114	1,413	1,105	666	2,248
EBITDA Margins %	3.0%	15.2%	9.4%	6.9%	16.4%
Depreciation and Amortization Expense	172	184	186	184	190
Finance Cost	208	162	157	192	195
PBT	(225)	1,104	823	322	1,899
Total Tax	(84)	349	175	81	482
PAT	(141)	756	648	241	1,417
PAT Margins %	(3.7%)	8.1%	5.5%	2.5%	10.3%
Cash Profit	31	940	834	425	1,607
Basic EPS (INR)	(7.7)	41.1	35.3	13.1	76.9

Consolidated Balance Sheet

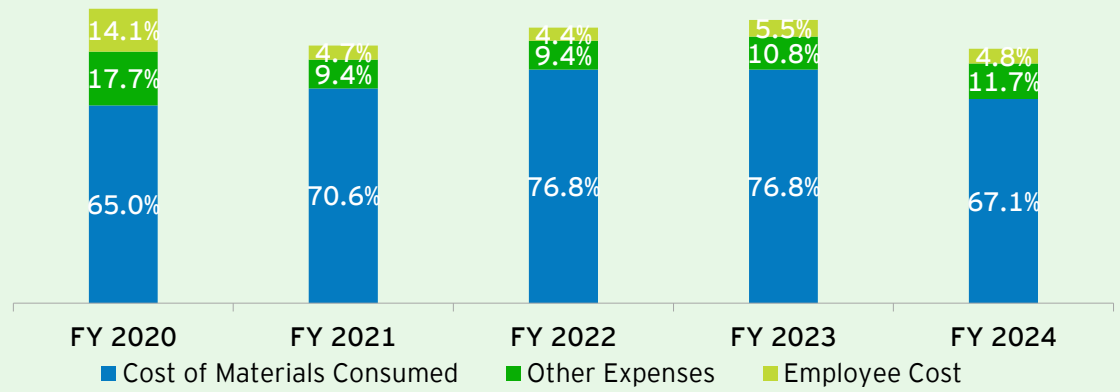
Particulars (Rs Mn)	Mar' 20	Mar' 21	Mar' 22	Mar' 23	Mar' 24
Assets					
Net Fixed Assets	1,539	1,481	1,463	1,481	1,878
Other Non-Current Assets	170	214	48	152	175
Current Assets	3,698	5,009	7,126	5,620	12,450
Total Assets	**5,406**	**6,705**	**8,637**	**7,253**	**14,503**
Liabilities					
Net Worth	2,652	3,406	3,932	4,181	7,557
Other Non-Current Liabilities	74	177	137	145	98
Term Loans	256	198	93	24	0
Working Capital Secured Loans	1,584	588	957	710	829
Current Liabilities	841	2,336	3,517	2,193	6,019
Total Liabilities	**5,406**	**6,705**	**8,637**	**7,253**	**14,503**

Key Financial Highlights

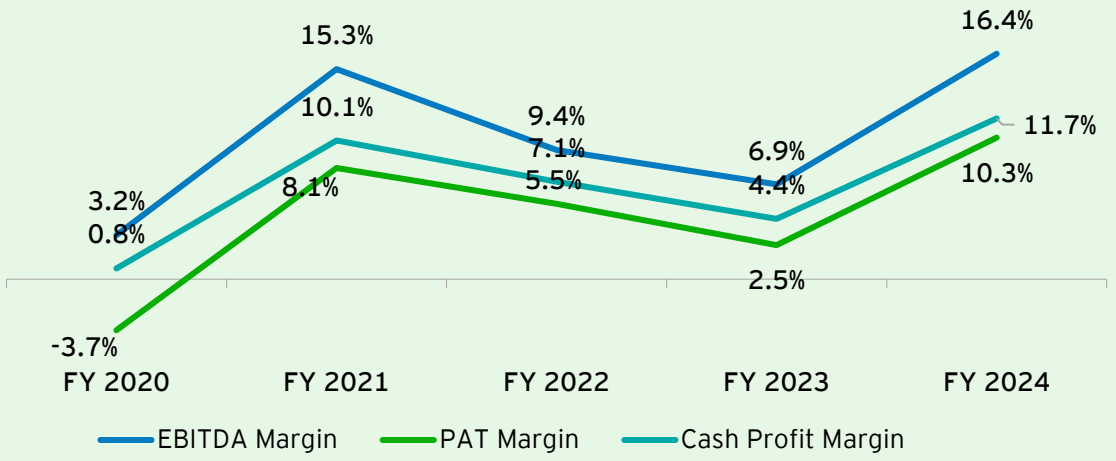
Revenue driven by improved demand of Solar pumps (Rs Mn)



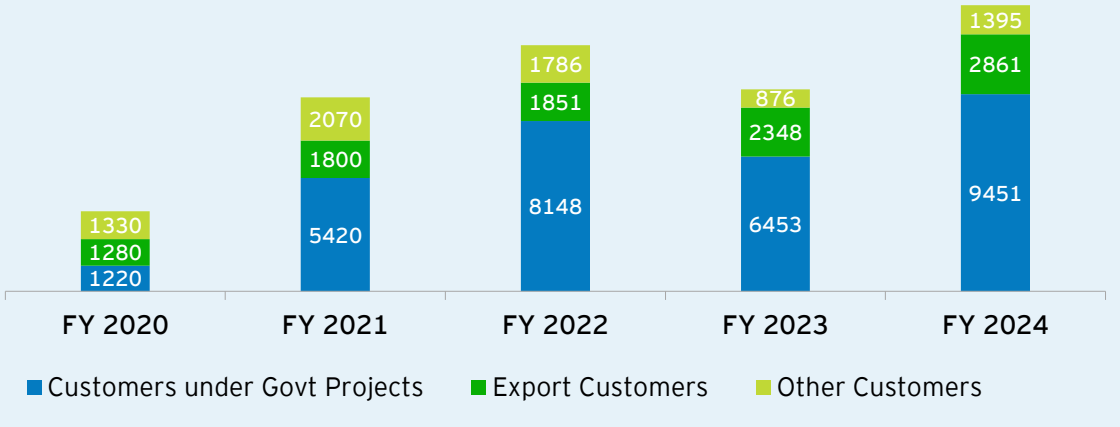
Break-up of Operating Costs as a % of Revenue



Margins showing some improvement, remained under pressures

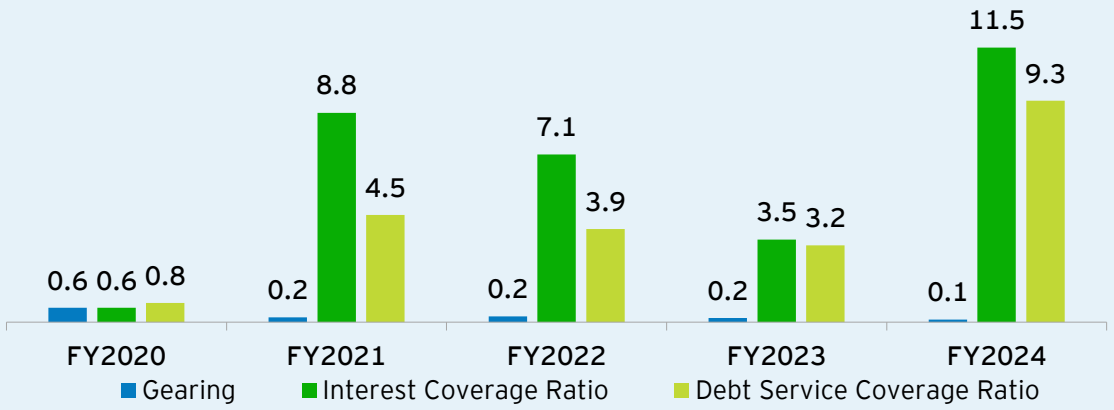


Customer-wise revenue (Rs Mn)

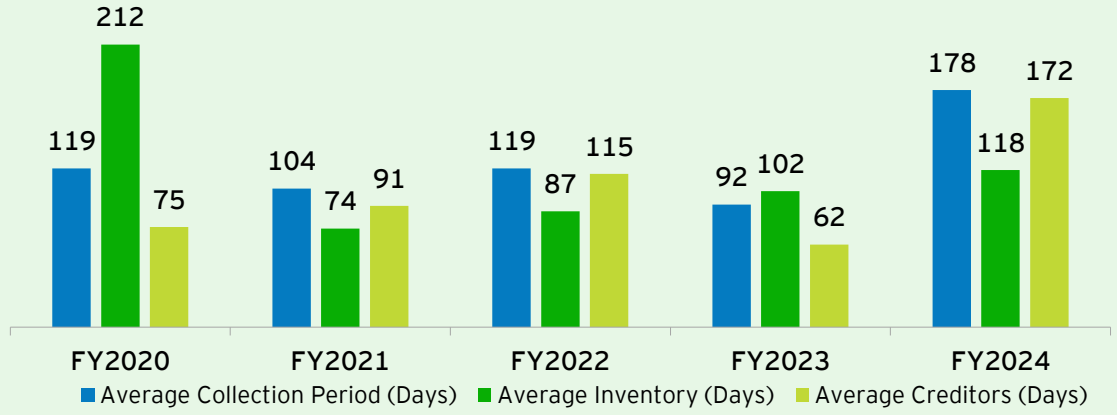


Key Financial Highlights – Key Ratios

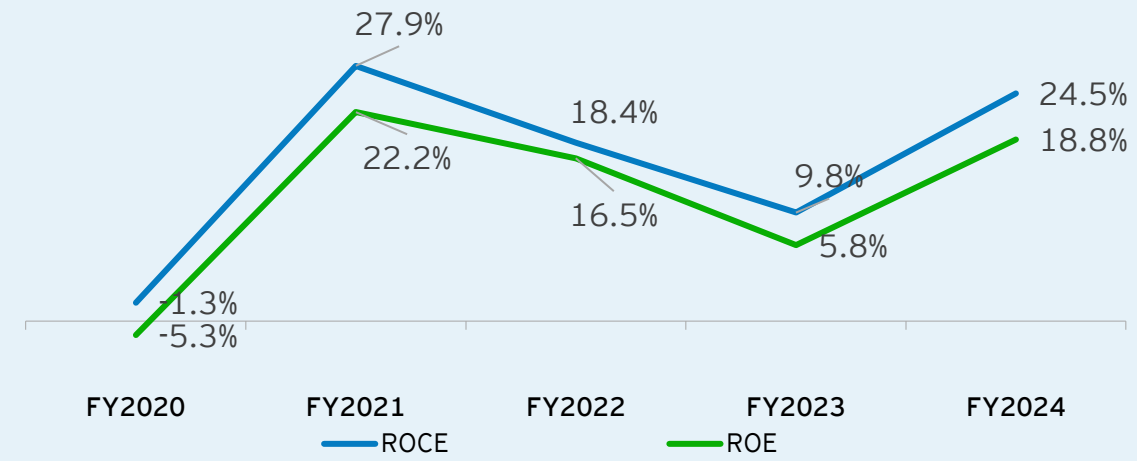
Optimum capital structure with high coverage ratio (x)



Improving working capital cycle



Return ratios



Financial Highlights

2 Business Overview

Segment Information

Government Projects

Exports and Other Segments

Investment Rationale

Annexures

Company at a Glance

- **Incorporated in 1982 and led by Mr. Dinesh Patidar**, Shakti Pumps (India) Limited (SPIL) an integrated player focused on manufacturing of fabrication technology-based solar / electricity operated submersible pumps in India
- SPIL is recognized as one of the leading domestic manufacturers in the Indian pump industry & holds dominant position with **~26%* market share** in the domestic solar Pump Market under the PM KUSUM scheme
- Pioneer in manufacturing "100% Energy Efficient Stainless-Steel Submersible Solar Pumps & Motors"

- **5,00,000 units of pumps** manufacturing facility located at Pithampur (MP), well supported by **advanced in-house R&D** and **robust backend support**
- With over four decades of experience, **13 patents granted** and continuous commitment to innovation
- **Only company with in-house manufacturing** of a whole range of products including Variable Frequency Drives, Structures, Motors, Inventors etc for solar pump installation

- 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 ~21%** of revenue in FY24; accredited as **"Star Export House"** by the Government of India

500+
Nos of Dealers in India

1,200+
Product Variants

400+
Service Centre

18
State-based Marketing Branch

*As on 31st March 2024

Been in the Pumps Business since last 4 Decades

1982 — Started the SSI unit by Patidar Family

1986 — Commencement of full-fledged manufacturing unit

1995 — Listed on the Bombay stock exchange

2003 — Received quality marking system 'CE mark' Exports extended to 20 countries

2008 — Set up a separate SEZ Unit, expansion of main DTA Unit-total capacity of 5 Lacs Pumps

2009 — 1st company to received 5 Star Rating from BEE in pumping segment

2013 — Corporate Excellence Award at National Conclave 'Make In India'

2014 — Started solar Pumps, one of the first in Industry & Superstar Amitabh Bachchan become the Brand Ambassador

2018 — Received R & D Recognition from Govt. of India, Ministry of Science & Tech (DSIR)

Started Electronic & Control Division in 2018, (VFD Division with capacity of 2,00,000 VFD PA)

2019 — Awarded Innovative Energy Saving Product Company by CII

2020 — Implementation of PM-KUSUM scheme

2021 — Formed 100% Subsidiary to enter into EV Solutions like Motors, Controller, Chargers Phenomenal Arrival & Success of Plug N Play Pump

2022 — Received first patent

Received IMC RBNQ certificate of merit in manufacturing category

Received second patent from the US for making a high starting torque energy efficient motor

Awarded Star Performer Award in product group at EEPC India National Awards for FY 20-21

2023 — Commenced operations in Uganda to Supply Solar Powered Water Pumping System and.

Received major orders from the Govt. of Haryana, Uttar Pradesh, Maharashtra

2024 — Successfully completed QIP Issue of Rs. 200 Crores

Received 5 new patents in 2024 till date;

Total 13 patents received till date

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 facilitates

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

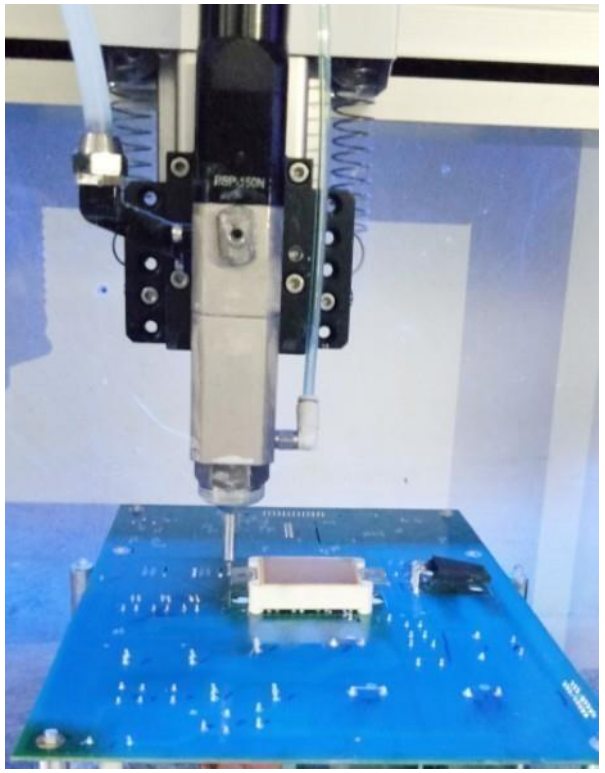
Advanced R&D facilities to develop innovative products to capture newer opportunities and the wing is supported by IIT Delhi under the Government of India's Advanced Invention Scheme

Filled for 29 products patents for its unique products and received **approval for thirteen 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



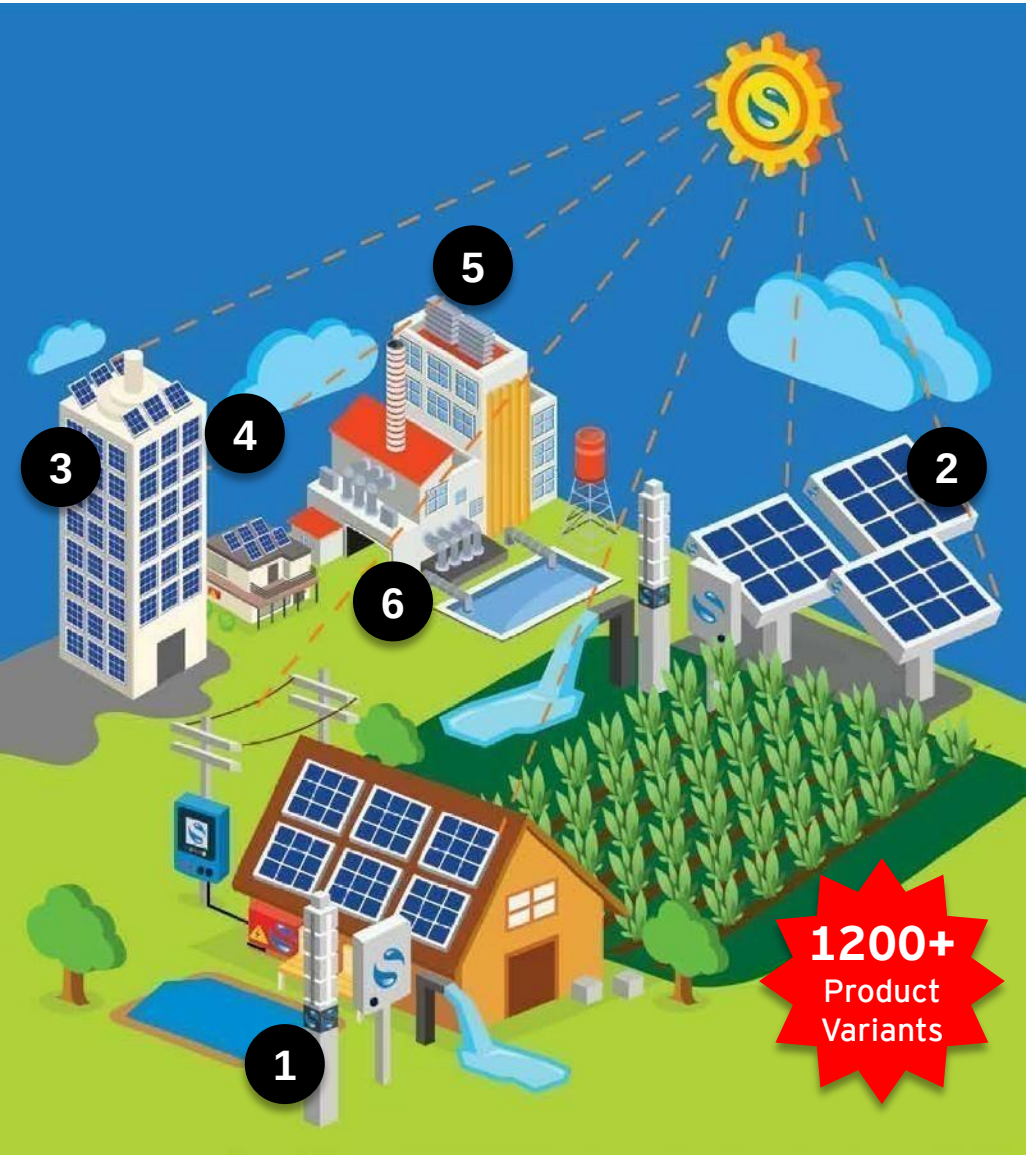
Diversified Product Range - Inhouse manufacturing of energy efficient products

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

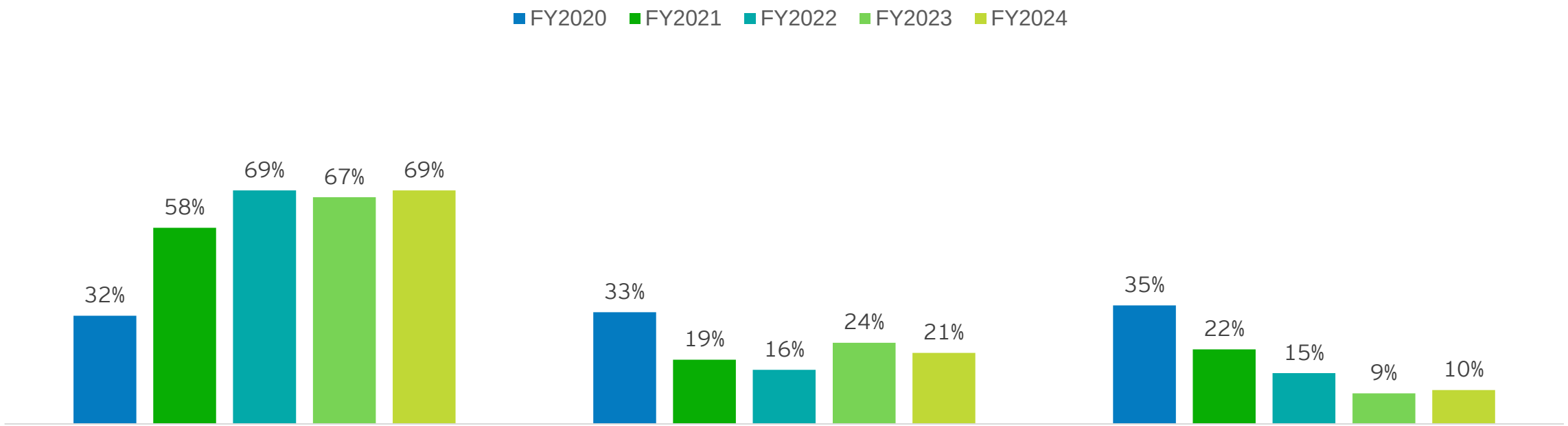
6

- Financial Highlights
- Business Overview
- 3 Segment Information
- Government Projects
- Exports and Other Segments
- Investment Rationale
- Annexures

Diversified Customer Mix – Reduces the customer concentration risk

Government Projects	**SPIL supplies solar pumps to farmers through various State Governments** • PM KUSUM Scheme (Component B & C) • Non PM KUSUM Scheme	69% Revenue Share in FY24
Exports	**SPIL supplies solar enabled water pumping systems along with industrial motors and pumps** • Presence in 100+ Countries	21% Revenue Share in FY24
Other Customers	**SPIL also supplies its pumps, motors & various other Equipments to customers like Industrial, OEM, Retail and Others**	10% Revenue Share in FY24

Diversified Customer Mix – Reduces the customer concentration risk



Highest revenue share with 69%, reported 66.8% CAGR during FY2020-24

2nd largest revenue segment with 21% share, CAGR 22.3% during FY2020-24

Other Customers including Industrial, OEM, Residential and others Contributed 10% revenue

Financial Highlights

Business Overview

Segment Information

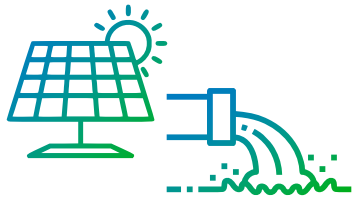
3.1 Government Projects

Exports and Other Segments

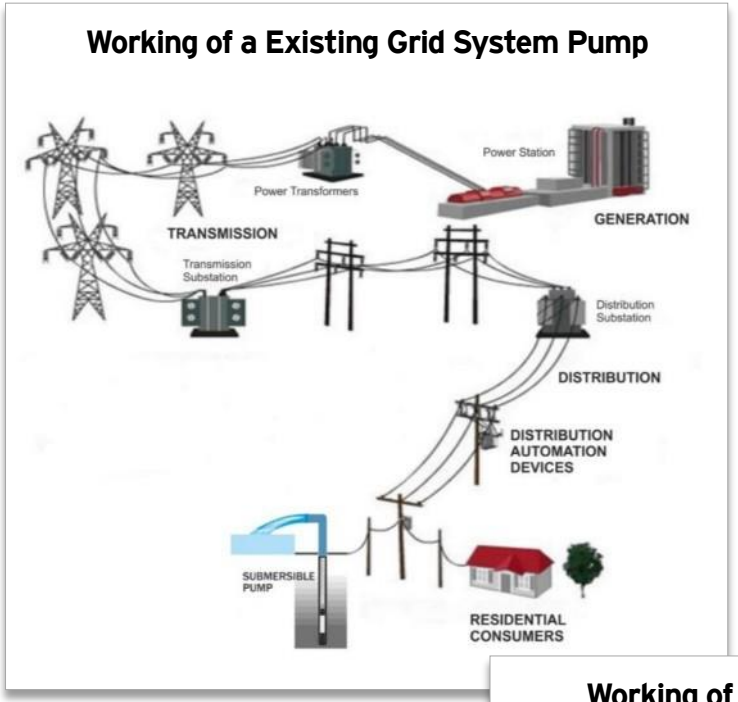
Investment Rationale

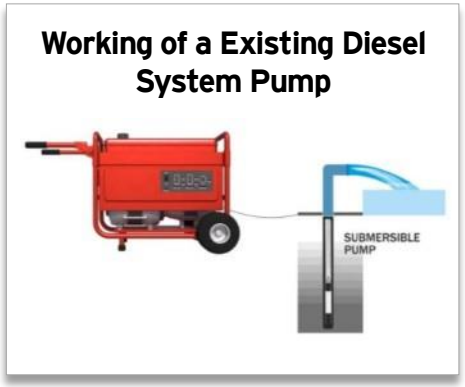
Annexures

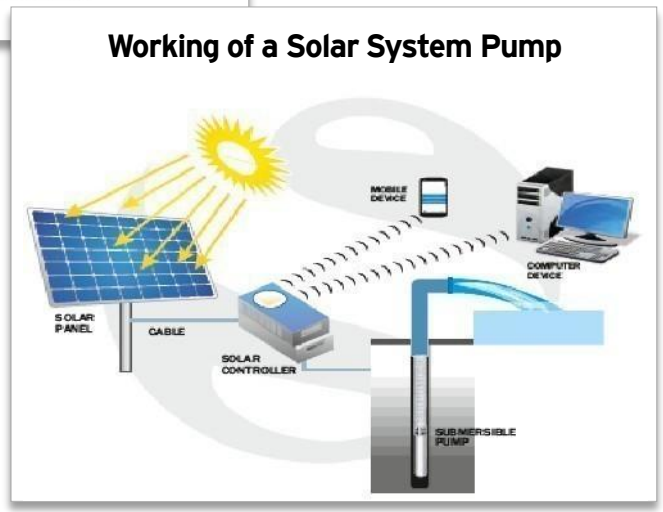
Why are Solar Pumping Systems the need of the hour?



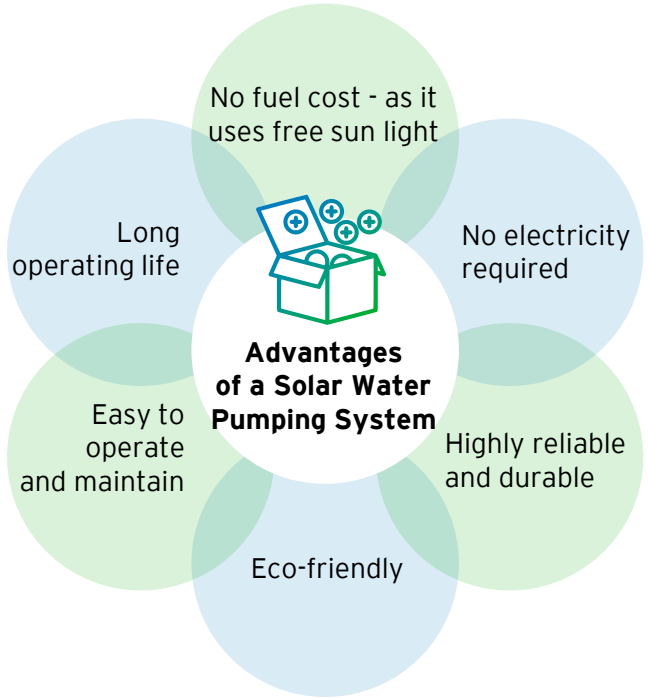
- A solar-powered pump is a pump running on solar energy generated by photovoltaic panels or the radiated thermal energy available from collected sunlight as opposed to grid electricity or diesel run water pumps.
- The operation of solar powered pumps is more economical mainly due to the lower operation 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

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

Grid Connected

- **PM KUSUM scheme *(Component C)***
- 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

Benefits

- 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

PM KUSUM - An initiative to transform the Agriculture sector

In FY 2018-19, a ₹480 bn budget was setup for a 10-year 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	Installation of 14 lakh Solar-powered Agricultural Pumps (Off-grid) • 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 Replacement of existing diesel pumps • Replacement demand is ~320 lakh pumps with ~220 lakh electric pump and ~100 lakhs diesel pumps
Component C	Solarisation of 35 lakh existing Grid-connected Agriculture Pumps (on-grid)

Solar Pumps – Market Size

Particulars	KUSUM 1	KUSUM 2	KUSUM 3 & beyond
Solar Pumps (Lakh nos.)	1.50	3.17	49.0 (Component B + C)
Avg. Price* (₹ Lakh)	-	-	3.00
Market Size (₹ bn)	-	-	1,470

**Avg. Price includes cost of Solar Panel*

PM KUSUM – Benefitting farmers to the core and slowing 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%

Progress under PM KUSUM

As on 31st March 2024

Amount Sanctioned by Central Government for PM Kusum Scheme *			
Particulars (Rs. Crores)	FY21	FY22	FY23
Rajasthan	52.1	153.5	247.6
Maharashtra	-	9.6	247.6
Haryana	51.3	161.1	138.0
Uttar Pradesh	15.3	13.7	82.3
Punjab	8.3	23.7	31.1
Jharkhand	16.1	-	20.0
Other States	13.4	44.4	34.7
Total	**156.4**	**406.0**	**801.4**

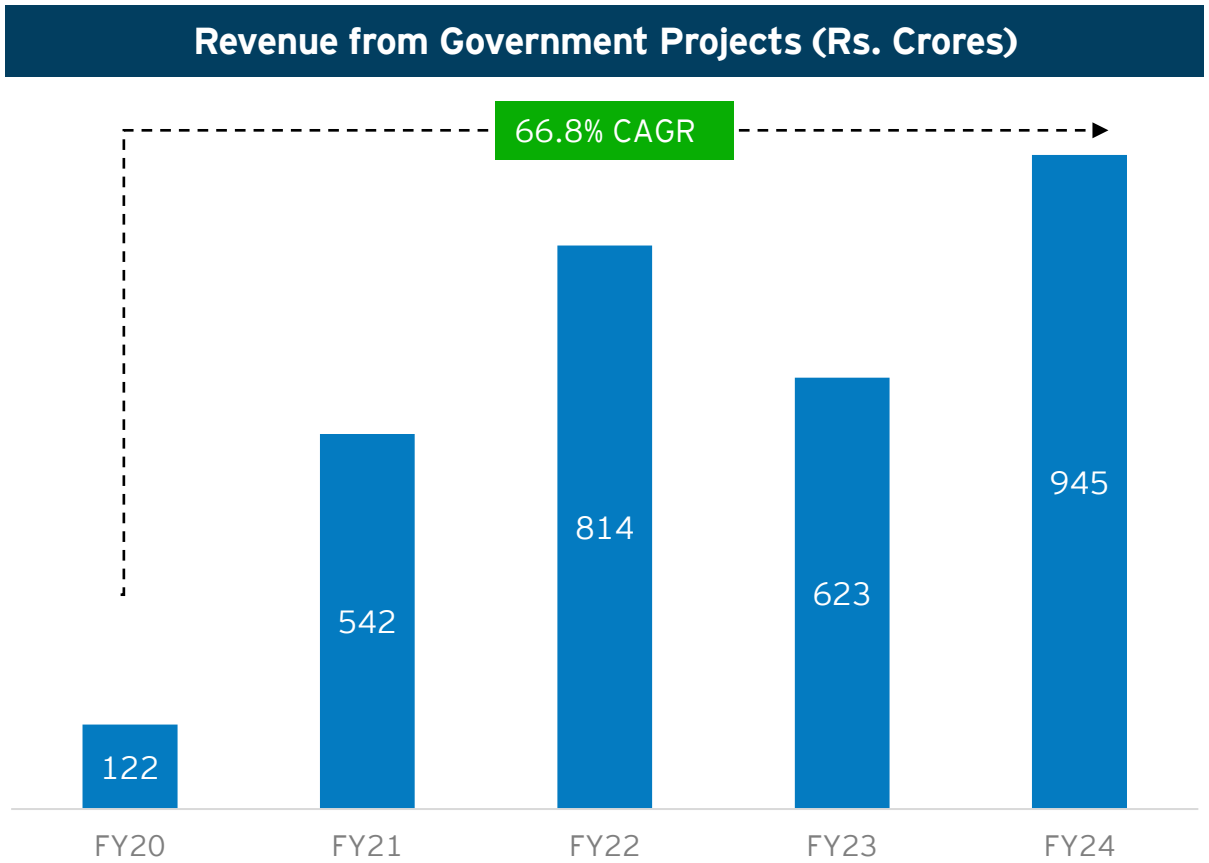
State	Installed Pumps under Component B ^ (Nos)
Maharashtra	84,020
Haryana	87,000
Rajasthan	65,479
Uttar Pradesh	32,212
Punjab	12,952
Jharkhand	12,985
Other States	20,027
Total	**3,14,675**

* Source: https://pib.gov.in/PressReleaseIframePage.aspx?PRID=1941148

^ Source: https://pmkusum.mnre.gov.in/landing.html

SPIL – Government Projects Performance

- Under Government Projects, SPIL provides submersible stainless steel pumps and energy efficient motors to the farmers
- Includes implementation and back-end support to farmers, helping them with improved efficiency and crop productivity



SPIL has ~26% domestic market share under PM KUSUM

Status as on 31.03.2024	KUSUM SCHEME
Particulars	# of Pumps
Size	12,94,787
Executed	3,14,675
SPIL	81,754

Source: pmkusum.mnre.gov.in

Financial Highlights

Business Overview

Segment Information

Government Projects

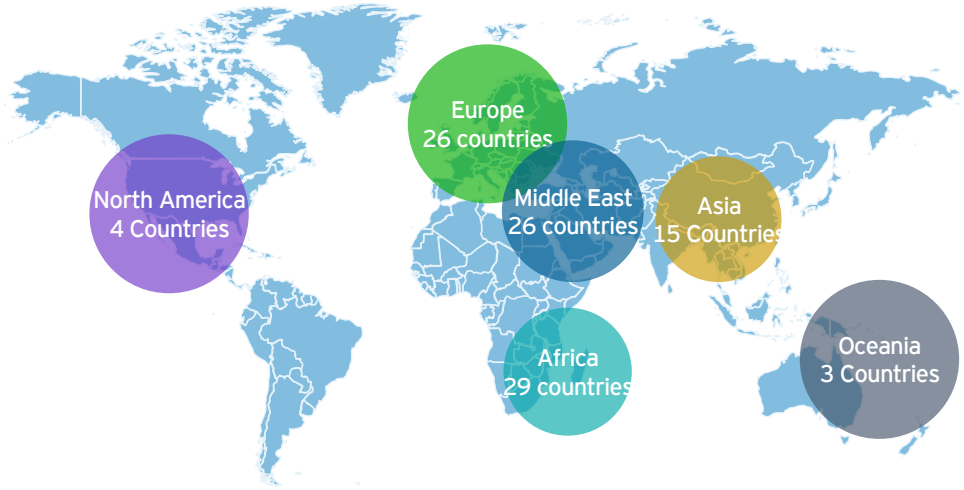
3.2 Exports and Other Segments

Investment Rationale

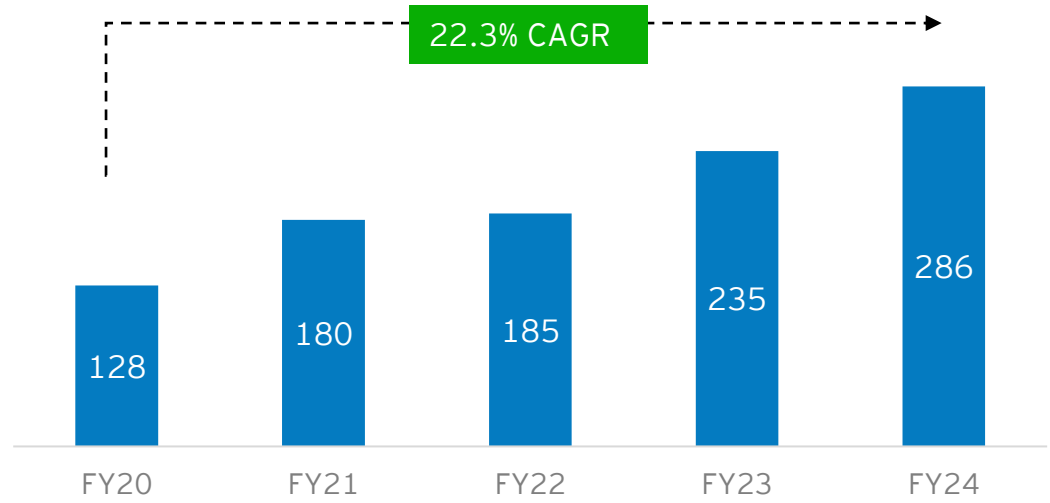
Annexures

Presence across Continents – Leading to Revenue & Margin expansion

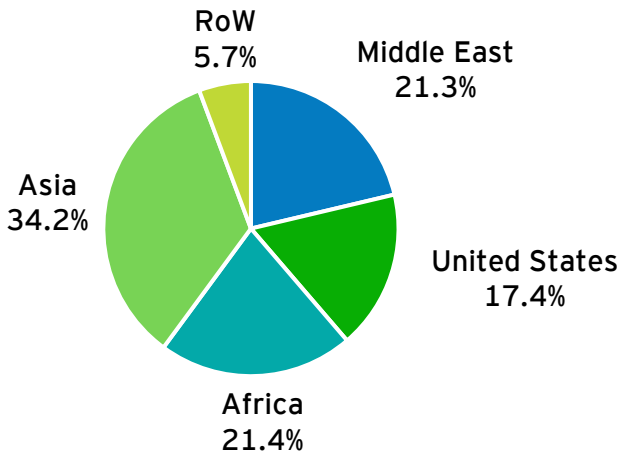
Global Presence (100+ countries)



Revenue from Exports (Rs. Crores)



FY24 Exports Revenue-mix

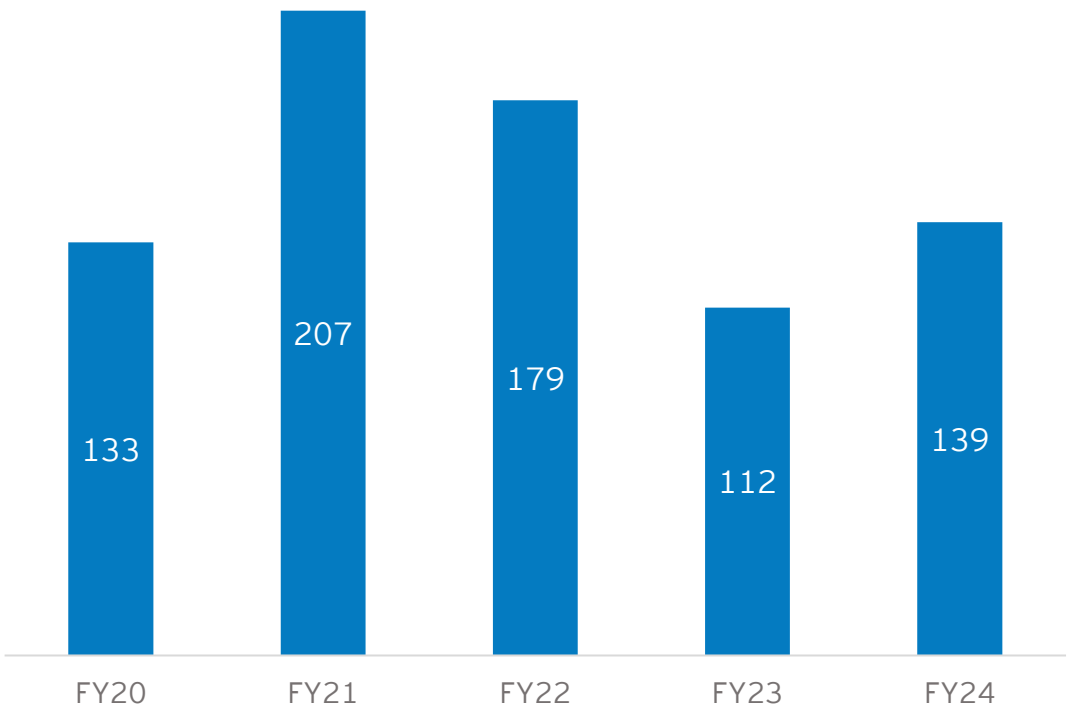


Updates

- 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

Other Businesses - Industrial, OEM, Retail & Others

Revenue from Other Businesses (Rs. Crores)



Other Businesses include

Industrial Customers

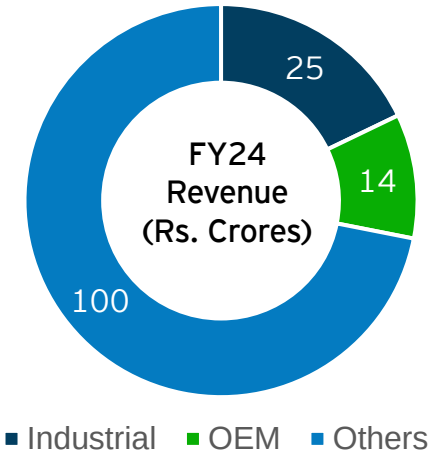
Our products are used in industries for variety of purposes such as fire-fighting, sewage, heating & cooling of systems, washing, storage, etc.

OEM Customers

Under this, the company sells its products to solar OEM players (L&T, Mahindra, REIL, Adani & Tata Power). However, SPIL is currently focusing less on this business and pushing their own sells into the market to gain the market opportunities

Other Customers

Our products are also used for domestic needs in bungalows, housing complexes, and for sewage purposes to drain flood water from basements, car parks, etc. The products are also used in hotels, corporates, malls, high rises buildings and commercial premises



New Businesses - Electric Vehicles Segment

- With a view towards incorporating Climate Change in its purview, **Shakti EV Mobility** was incorporated as a wholly-owned subsidiary by SPIL in December 2021
- The subsidiary is engaged in the **manufacturing and sale of EV motors, charging stations, battery management systems, electric control panels, smart electric control panels, VFDs and other items**
- SPIL Board has approved **investments of Rs. 114.3 crores in Shakti EV Mobility,** in one or more tranches over 5 years; The consolidated investment of SPIL in the subsidiary has now reached Rs. 32.00 Crores
- Shakti EV has **already catered to the two-wheeler and three-wheeler segments** and is in the process of testing and developing of other products
- Recently been granted a **patent for their ground-breaking invention** of **"Stack Assembly for Permanent Magnet Rotor".** This innovation is a significant advancement that promises to revolutionize the performance and efficiency of electric vehicles

Opportunity

The Electric Vehicle Industry is expected to reach **10 million** in Sales by 2030, growing at a of **49% CAGR** between 2022-30

- Financial Highlights
- Business Overview
- Segment Information
- Government Projects
- Exports and Other Segments
- 4 Investment Rationale
- Annexures

Why Shakti Pumps?

Strong Order Book

Total Order Book of

~Rs. 2,400 Crores

as on 31st March 2024

to be executed within next 18 months

Additional Orders Received During Q4FY24

~ Rs. 250 Crores

from

Haryana (Rs. 157.6 Crores)

Maharashtra (Rs. 93.0 Crores)

Emphasis on R&D and Technology

Providing innovative solutions through its advanced R&D support

Capabilities to manufacture all key components In-House, which has helped in Quality Control

Applied for **29** Allied Patents – Received **13** till date

Regular Addition of New Products

Strong Backend Support to improve Customer Connect

Pumps can be remotely monitored through "**Shakti Remote Monitoring System – Mobile App**"

Controller automatically switches the pump on and off **protecting the equipment against dry run**

Availability of many field agents who control any issues related to the pumps

Provide **3 years backend support to farmers** which has the average life of about 10-15 years

Strong Order Book

ORDER BOOK AS ON 31st March 2024

	Order Value* (Rs. Crores)
COMPONENT B - *Off-Grid Solar Photovoltaic Water Pumping Systems*	
Maharashtra State Electricity Distribution Company Limited (MSEDCL) & Maharashtra Energy Department Agency (MEDA)	1,590
Haryana Renewable Energy Department (HAREDA)	419
Department of Agriculture, Uttar Pradesh	241
COMPONENT C - *Grid Connected Solar Water Pumping Systems*	
Ajmer Vidyut Vitran Nigam Limited	150
Orders as on 31st March 2024 to be executed	~ 2,400.0

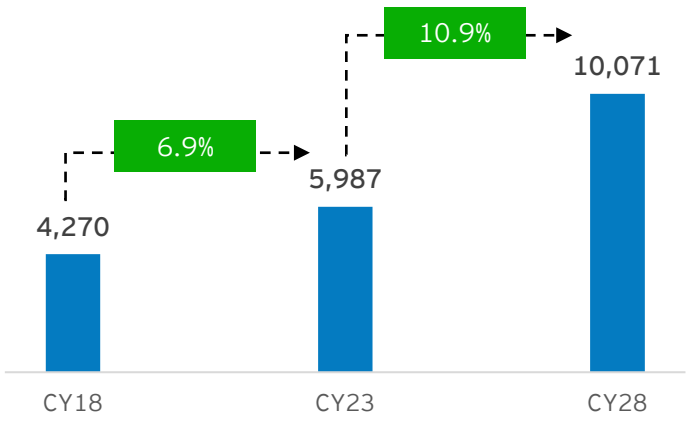
** Inclusive of GST*

Pumps Industry Market Size & Opportunity

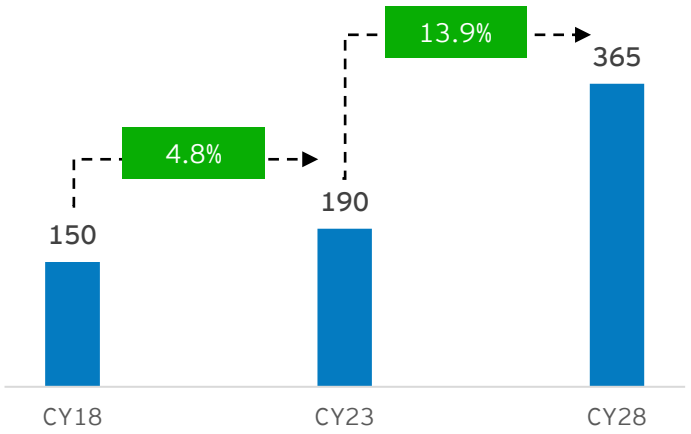
in Rs. Billion

Overall Pumps Market Size

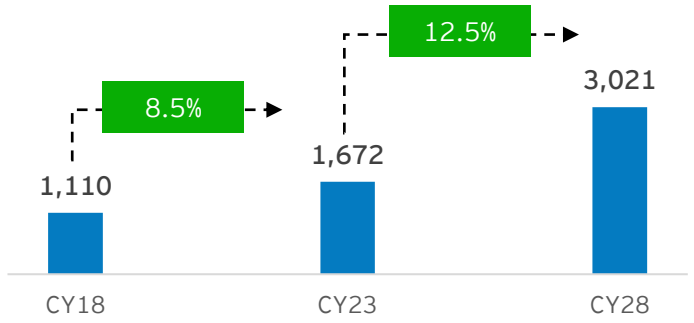
Global Industry

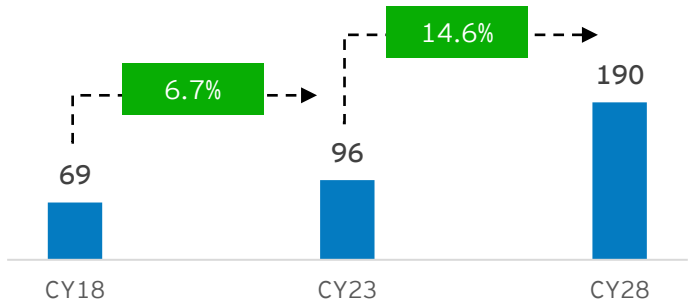


Indian Industry

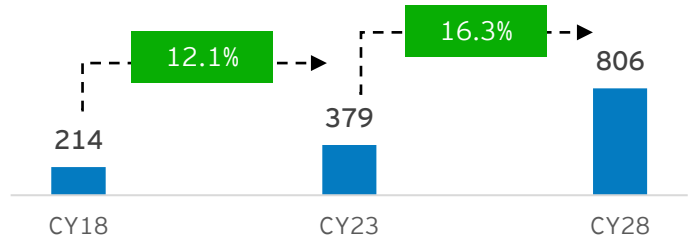


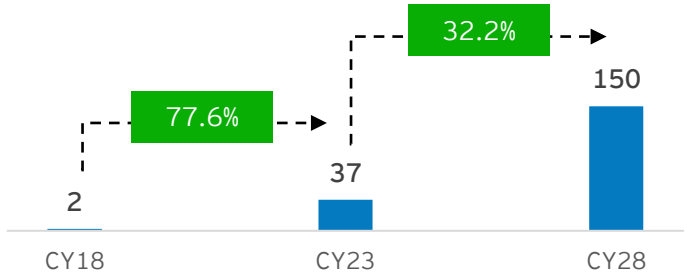
Submersible Pumps Market Size





Solar Pumps Market Size





SPIL has a ~26% Market Share* in PM KUSUM Scheme in volume terms

CAGR

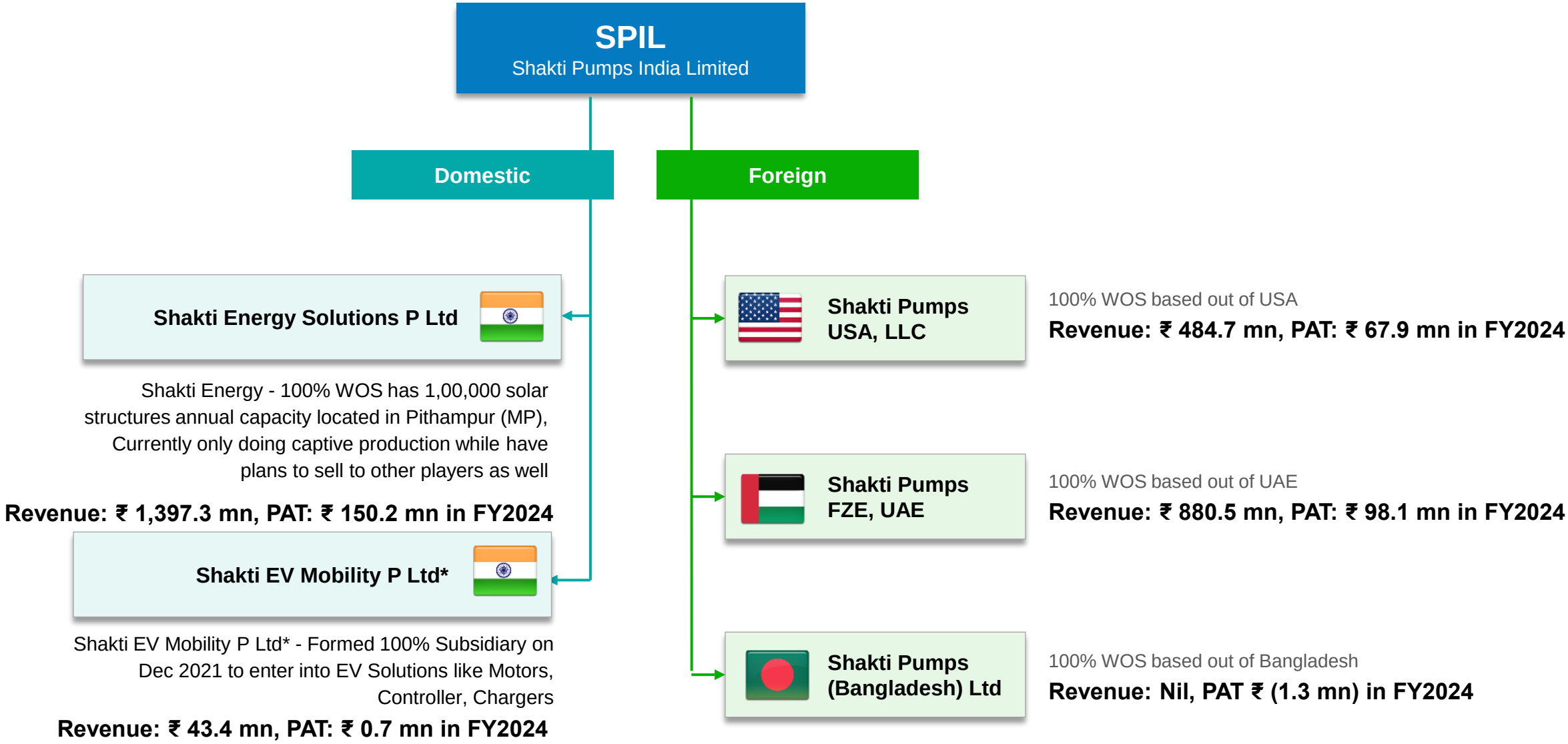
Source : TechSci Report titled "Indian Pump Industry Overview" dated March 11, 2024

**As on 31st March 2024*

- Financial Highlights
- Business Overview
- Segment Information
- Government Projects
- Exports and Other Segments
- Investment Rationale

5 Annexures

Corporate Structure – Providing Global Presence



** Formerly known as Shakti Green Industries P Ltd*

Experienced Management Team

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

Chief Financial Officer

A well-qualified CA, ICWAI with over 13 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

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

Chief Technical Officer

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.

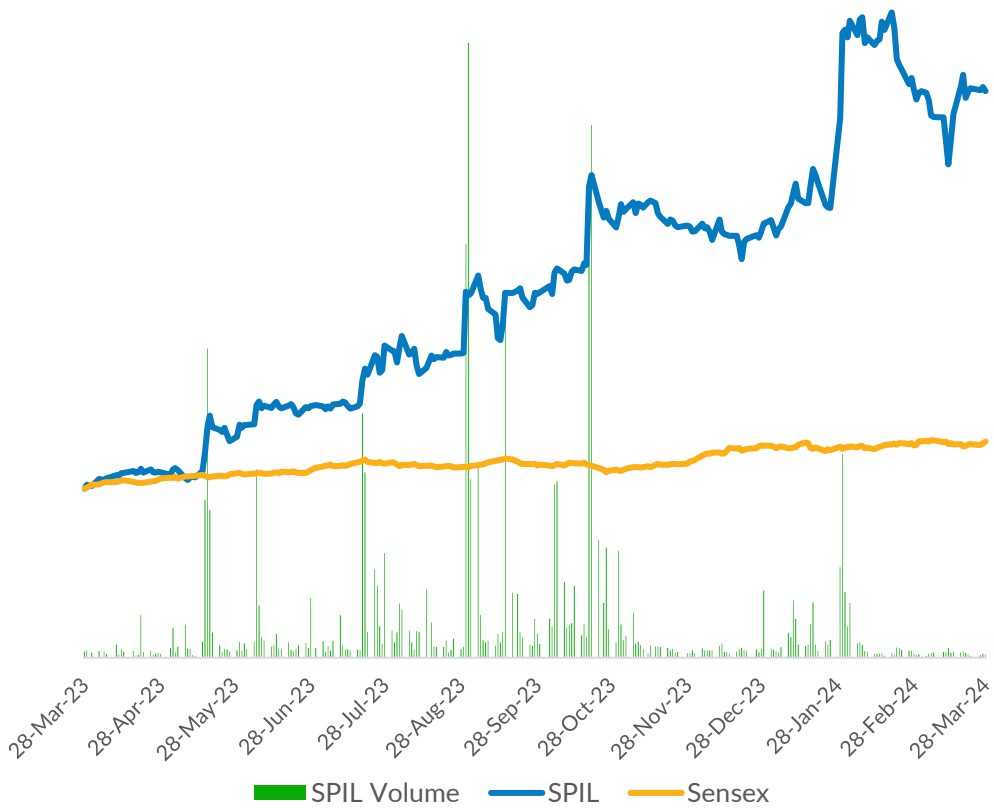
Prof . B M Sharma

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.

Stock Price Movement & Information

52-Week Stock Price Movement



Key Domestic Institutional Investors

LIC Mutual Fund
SBI Mutual Fund

Post completion of QIP Issue on 22nd March 2024

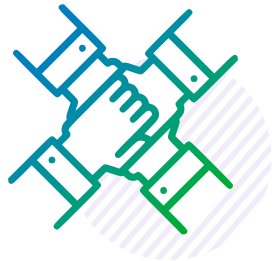
Stock Information as on 31st March 2024

BSE Ticker	531431
NSE Symbol	SHAKTIPUMP
Industry	Capital Goods (Solar Pumps)
Market Cap (in Rs. Crores)	2,671.9
% Free- float	48.4%
Free Float Market Cap (in Rs. Crores)	1,293.2
Shares Outstanding (Crores)	2.00
3M ADTV (Shares)	1,34,907
3M ADTV (in Rs. Crores)	17.61
52 Week Hi-Lo	1,604.3 - 391.8

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.

Project Execution Process (PM KUSUM Scheme)

General Mechanism

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

STEP1:
Farmer submits interest for Solar equipment and contributes 10% to State Nodal Agency

STEP2:
MNRE contributes 30% to State Nodal Agency (MNRE is controlled by Central Govt.)

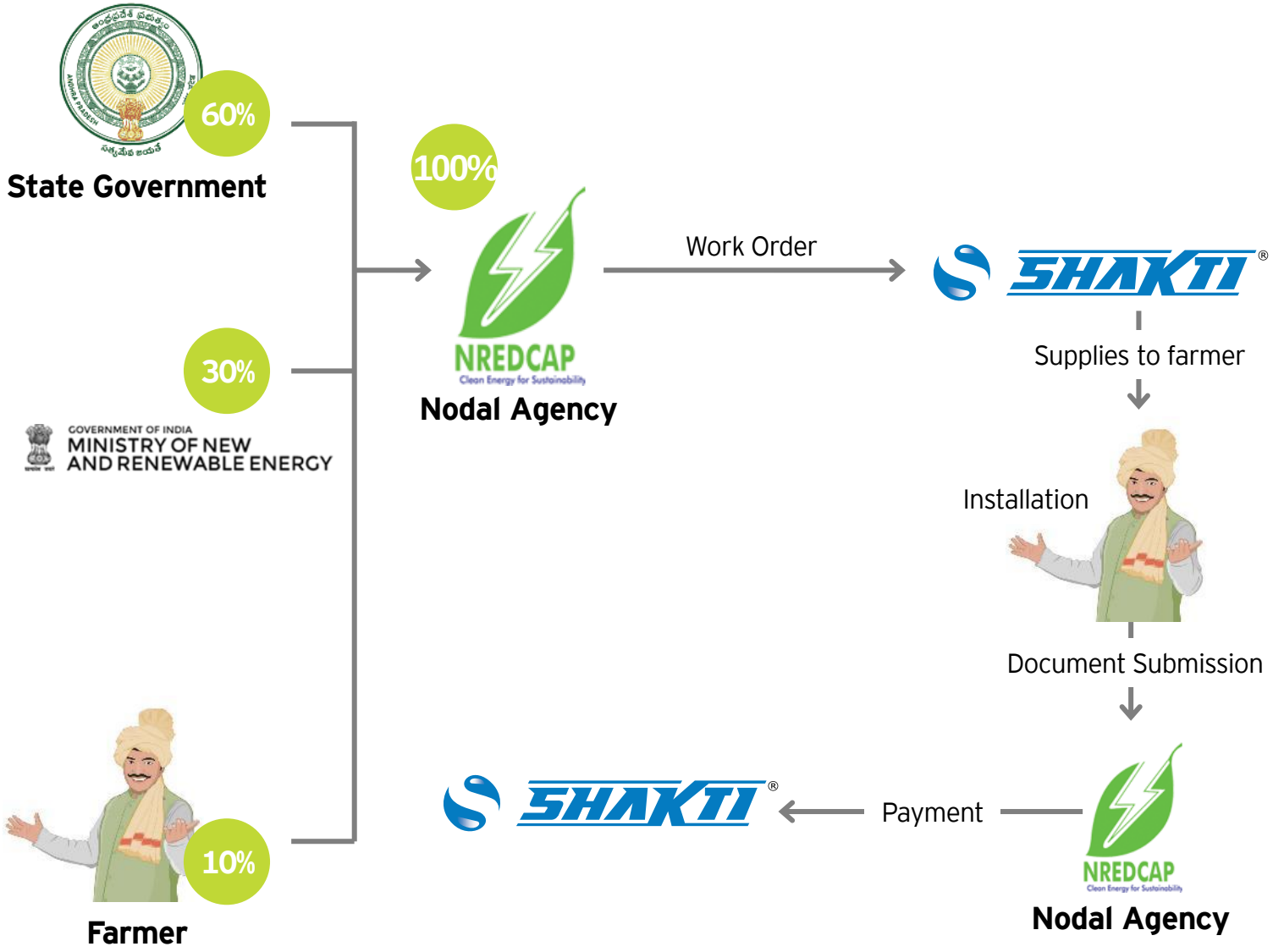
STEP 3:
State Govt contributes 30% to 60% (including loan to farmer subsidized rates, if any) to State Nodal Agency

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



THANK YOU

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