



## SHAKTI PUMPS INDIA LIMITED

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Q4-FY19 / FY19 EARNINGS  
PRESENTATION

# Executive Summary



## Industries Catered



## Overview

- Established in 1982, Shakti Pumps (India) Ltd. (Shakti) is an India based stainless steel pump & motors manufacturer.
- Over the years, the company has developed more than 1,200 pump variants that supply water to communities, agricultural, industries, boosting water pressure in high-rises and hotels, aid in fire fighting and facilitate waste management schemes in rural and urban communities, amongst others.
- Manufacturing units are located at Pithampur (Indore, MP) domestic tariff area (DTA) and SEZ.
- Market Capitalization of the company is INR 7,285 Mn as on 31st March, 2019.

## Products

- Submersible pumps
- Submersible Motors
- Vertical Multistage Centrifugal Pumps
- Solar Pumps
- Waste Water Pump Hydro Pneumatic Booster System
- Immersible Pumps - SMTR Series
- Single shaft vertical multistage Pump - RO Series

## FY19 Financial Performance

Total Income	3 Year - CAGR
INR 5,502Mn ▲	26.31% ▲
EBITDA	3 Year - CAGR
INR 929Mn ▲	47.58% ▲
PAT	3 Year - CAGR
INR 451Mn ▲	244.82% ▲



# Company Overview

# About the Company

Shakti Pumps (India) Ltd. (Shakti), was founded in 1982 and is one of the few pioneers to produce 100% stainless steel submersible pumps and motors.

The company is a leading manufacturer of energy efficient Solar Pumping solutions, Stainless Steel pumps and motors.

The company has developed 1,200+ pump variants catering to almost all aquatic related sectors, like agriculture, water processing, industrial, construction, hospitality, households and horticulture.

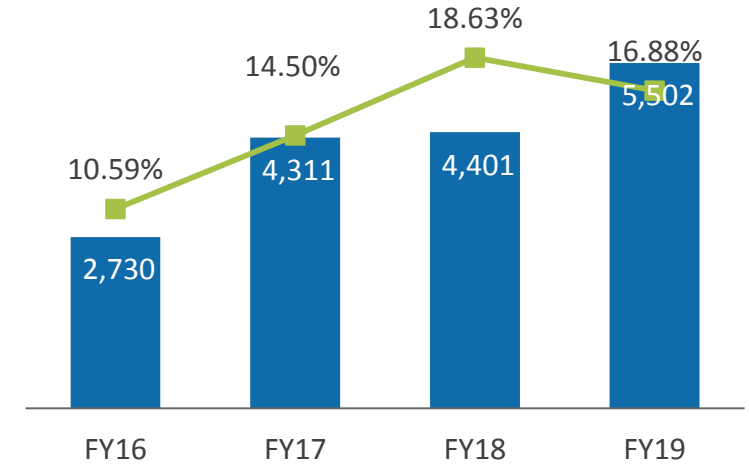
The Bureau of Energy Efficiency (BEE) has awarded Shakti with 5-star ratings for producing more than 360 pump models.

Shakti caters to the domestic market through a network of over 550 dealers, 18 marketing branches and 5 subsidiary companies.

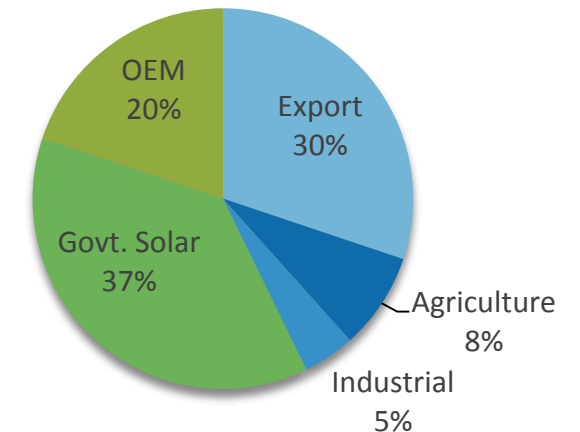
The company has also established subsidiaries in UAE, USA, China, Bangladesh and Australia and has been accredited as 'Star Export House' by the Government of India.

Shakti has two manufacturing units located at Pithampur in Madhya Pradesh with a combined capacity of 5,00,000 pumps.

**Total Revenue (INR Mn) and EBITDA Margins (%)**



**FY19 Segment-wise revenue breakup**



# Business Mix

**ONE STOP SOLUTION**  
for Pumping Application

**1,200+**  
Product  
Variants



## **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.



## **Agriculture**

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



## **Commercial**

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



## **Domestic**

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



## **Industrial**

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



## **Sewage**

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



# Financial Overview

# Financial Highlights

## ***Q4-FY19 Standalone Performance:***

- Total Income\*: INR 1,580 Mn
- EBITDA : INR 246 Mn
- EBITDA Margins: 15.56%
- Net Profit: INR 128 Mn
- PAT Margins: 8.10%
- Diluted EPS: INR 6.97 per share

## ***FY19 Standalone Performance***

- Total Income\*: INR 5,259 Mn
- EBITDA : INR 769 Mn
- EBITDA Margins: 14.62%
- Net Profit: INR 314 Mn
- PAT Margins: 5.97%
- Diluted EPS: INR 17.10 per share

## ***Q4-FY19 Consolidated Performance:***

- Total Income\*: INR 1,609 Mn
- EBITDA : INR 292 Mn
- EBITDA Margins: 18.15%
- Net Profit: INR 165 Mn
- PAT Margins: 10.25%
- Diluted EPS: INR 9.00 per share

## ***FY19 Consolidated Performance***

- Total Income\*: INR 5,502 Mn
- EBITDA : INR 929 Mn
- EBITDA Margins: 16.88%
- Net Profit: INR 451 Mn
- PAT Margins: 8.20%
- Diluted EPS: INR 24.52 per share

\* Includes other income

# Operational Highlights

- Under Section 35 (2A), the company got the benefit in the tax expenses due to the R&D expenses incurred.
- The Company started selling off-grid Solar Pumps to the farmers directly. Thus, they can directly purchase from the Company instead of waiting for Government aid.
- Company has successfully developed in-house solar structures which ultimately helped them to clear the backlog of pending order and faster delivery.
- Company installed 1,987 number of pumps during Q4-FY19.
- To boost the total turnover, the company started manufacturing Solar Variable Frequency Drives (VFDs) which operate with Solar as well as with grids.
- Company successfully installed 3.77 MW of Solar Rooftops.
- The Board has recommended dividend of INR 5/- per Equity Shares of face value of Rs. 10/- (i.e. 50%) for the year ended 31<sup>st</sup> March 2019.



# Q4-FY19 Standalone Income Statement (IND-AS)



PARTICULARS (INR Mn)	Q4-FY19	Q4-FY18	Y-o-Y	Q3-FY19	Q-o-Q
Revenue from Operations	1,576	1,244	26.7%	1,460	7.9%
Other Income	4	10	(60.0)%	1	300.0%
<b>Total Income</b>	<b>1,580</b>	<b>1,254</b>	<b>26.0%</b>	<b>1,461</b>	<b>8.1%</b>
Total Expenses	1,334	1,023	30.4%	1,229	8.5%
<b>EBITDA</b>	<b>246</b>	<b>231</b>	<b>6.5%</b>	<b>232</b>	<b>6.0%</b>
<b>EBITDA Margins (%)</b>	<b>15.56%</b>	<b>18.42%</b>	<b>(286) Bps</b>	<b>15.88%</b>	<b>(32) Bps</b>
Depreciation	38	35	8.6%	38	--
Finance Cost	45	42	7.1%	49	(8.2)%
<b>PBT</b>	<b>163</b>	<b>154</b>	<b>5.8%</b>	<b>145</b>	<b>12.4%</b>
Tax	35	71	(50.7)%	55	(36.4)%
<b>PAT</b>	<b>128</b>	<b>83</b>	<b>54.2%</b>	<b>90</b>	<b>42.2%</b>
<b>PAT Margins (%)</b>	<b>8.10%</b>	<b>6.62%</b>	<b>148 Bps</b>	<b>6.16%</b>	<b>194 Bps</b>
Other Comprehensive Income	3	1	200.0%	(1)	NA
<b>Total Comprehensive Income</b>	<b>131</b>	<b>84</b>	<b>56.0%</b>	<b>89</b>	<b>47.2%</b>
Basic / Diluted EPS (INR)	6.97	4.51	54.5%	4.90	42.2%

# FY19 Standalone Income Statement (IND-AS)

PARTICULARS (INR Mn)	FY19	FY18	Y-o-Y
Revenue from Operations	5,231	4,131	26.6%
Other Income	28	29	(3.4)%
<b>Total Income</b>	<b>5,259</b>	<b>4,160</b>	<b>26.4%</b>
Total Expenses	4,490	3,432	30.8%
<b>EBITDA</b>	<b>769</b>	<b>728</b>	<b>5.6%</b>
<b>EBITDA Margins (%)</b>	<b>14.62%</b>	<b>17.50%</b>	<b>(288) Bps</b>
Depreciation	149	139	7.2%
Finance Cost	167	136	22.8%
<b>PBT</b>	<b>453</b>	<b>453</b>	<b>--</b>
Tax	139	175	(20.6)%
<b>PAT</b>	<b>314</b>	<b>278</b>	<b>12.9%</b>
<b>PAT Margins (%)</b>	<b>5.97%</b>	<b>6.68%</b>	<b>(71) Bps</b>
Other Comprehensive Income	3	1	200.0%
<b>Total Comprehensive Income</b>	<b>317</b>	<b>279</b>	<b>13.6%</b>
Basic / Diluted EPS (INR)	17.10	15.15	12.9%

# Q4-FY19 Consolidated Income Statement (IND-AS)

PARTICULARS (INR Mn)	Q4-FY19	Q4-FY18	Y-o-Y	Q3-FY19	Q-o-Q
Revenue from Operations	1,596	1,308	22.0%	1,521	4.9%
Other Income	13	16	(18.8)%	1	NA
<b>Total Income</b>	<b>1,609</b>	<b>1,324</b>	<b>21.5%</b>	<b>1,522</b>	<b>5.7%</b>
Total Expenses	1,317	1,069	23.2%	1,249	5.4%
<b>EBITDA</b>	<b>292</b>	<b>255</b>	<b>14.5%</b>	<b>273</b>	<b>7.0%</b>
<b>EBITDA Margins (%)</b>	<b>18.15%</b>	<b>19.26%</b>	<b>(111) Bps</b>	<b>17.94%</b>	<b>21 Bps</b>
Depreciation	40	35	14.3%	38	5.3%
Finance Cost	47	43	9.3%	52	(9.6)%
<b>PBT</b>	<b>205</b>	<b>177</b>	<b>15.8%</b>	<b>183</b>	<b>12.0%</b>
Tax	40	77	(48.1)%	57	(29.8)%
<b>PAT</b>	<b>165</b>	<b>100</b>	<b>65.0%</b>	<b>126</b>	<b>31.0%</b>
<b>PAT Margins (%)</b>	<b>10.25%</b>	<b>7.55%</b>	<b>270 Bps</b>	<b>8.28%</b>	<b>197 Bps</b>
Other Comprehensive Income	(3)	1	NA	--	NA
<b>Total Comprehensive Income</b>	<b>162</b>	<b>101</b>	<b>60.4%</b>	<b>126</b>	<b>28.6%</b>
Basic / Diluted EPS (INR)	9.00	5.46	64.8%	6.87	31.0%



# FY19 Consolidated Income Statement (IND-AS)

PARTICULARS (INR Mn)	FY19	FY18	Y-o-Y
Revenue from Operations	5,464	4,366	25.1%
Other Income	38	35	8.6%
<b>Total Income</b>	<b>5,502</b>	<b>4,401</b>	<b>25.0%</b>
Total Expenses	4,573	3,581	27.7%
<b>EBITDA</b>	<b>929</b>	<b>820</b>	<b>13.3%</b>
<b>EBITDA Margins (%)</b>	<b>16.88%</b>	<b>18.63%</b>	<b>(175) Bps</b>
Depreciation	150	140	7.1%
Finance Cost	178	140	27.1%
<b>PBT</b>	<b>601</b>	<b>540</b>	<b>11.3%</b>
Tax	150	192	(21.9)%
<b>PAT</b>	<b>451</b>	<b>348</b>	<b>29.6%</b>
<b>PAT Margins (%)</b>	<b>8.20%</b>	<b>7.91%</b>	<b>29 Bps</b>
Other Comprehensive Income	--	--	NA
<b>Total Comprehensive Income</b>	<b>451</b>	<b>348</b>	<b>29.6%</b>
Basic / Diluted EPS (INR)	24.52	18.96	29.3%

# Historical Financial Overview

# Historical Standalone Income Statement

PARTICULARS (INR Mn)	FY16	FY17*	FY18*	FY19*
Revenue from Operations	2,638	4,094	4,131	5,231
Other Income	84	19	29	28
<b>Total Income</b>	<b>2,722</b>	<b>4,112</b>	<b>4,160</b>	<b>5,259</b>
Total Expenses	2,427	3,503	3,432	4,490
<b>EBITDA</b>	<b>295</b>	<b>609</b>	<b>728</b>	<b>769</b>
<b>EBITDA Margins (%)</b>	<b>10.84%</b>	<b>14.81%</b>	<b>17.50%</b>	<b>14.62%</b>
Depreciation	121	128	139	149
Finance Cost	140	160	136	167
<b>PBT</b>	<b>34</b>	<b>321</b>	<b>453</b>	<b>453</b>
Tax	14	103	175	139
<b>PAT</b>	<b>20</b>	<b>218</b>	<b>278</b>	<b>314</b>
<b>PAT Margins (%)</b>	<b>0.73%</b>	<b>5.30%</b>	<b>6.68%</b>	<b>5.97%</b>
Other Comprehensive Income	-	(6)	1	3
<b>Total Comprehensive Income</b>	<b>20</b>	<b>212</b>	<b>279</b>	<b>317</b>
Basic / Diluted EPS (INR)	1.07	11.87	15.15	17.10

\* As per IND-AS



# Standalone Balance Sheet (IND-AS)

PARTICULARS (INR Mn)	FY19	FY18	PARTICULARS (INR Mn)	FY19	FY18
<b>EQUITY AND LIABILITIES</b>			<b>ASSETS</b>		
<b>Equity</b>	<b>2,725</b>	<b>2,490</b>	<b>Non-Current Asset</b>	<b>1,670</b>	<b>1,363</b>
(a) Equity Share Capital	184	184	(a) Property, Plant and Equipment	1,263	1,181
(b) Other Equity	2,541	2,306	(b) Capital Work in Progress	3	-
			(c) Other Intangible Assets	18	6
<b>Non-Current Liabilities</b>	<b>261</b>	<b>269</b>	(d) Intangible Assets under Development	9	-
(a) Financial Liabilities			(e) Financial Assets		
(i) Borrowings	98	132	(i) Investments	181	102
(b) Provisions	46	37	(f) Non-Current Tax Assets (Net)	34	33
(c) Deferred tax liabilities (Net)	117	100	(g) Other Non-Current Assets	162	41
<b>Current Liabilities</b>	<b>2,435</b>	<b>1,727</b>	<b>Current Assets</b>	<b>3,751</b>	<b>3,123</b>
(a) Financial Liabilities			(a) Inventories	1,149	999
(i) Borrowings	1,484	913	(b) Financial Assets		
(ii) Trade payables	654	486	(i) Trade Receivables	1,724	1,518
(ii) Other Financial Liabilities	237	228	(ii) Cash and Cash Equivalents	14	77
(b) Provisions	1	1	(iii) Bank Balance Other than above	134	124
(c) Other Current Liabilities	59	74	(iv) Other Financial Assets	64	70
(d) Current Tax Liabilities (Net)	-	25	(c) Current Tax Assets (Net)	16	-
			(d) Other Current Assets	650	335
<b>GRAND TOTAL - EQUITIES &amp; LIABILITES</b>	<b>5,421</b>	<b>4,486</b>	<b>GRAND TOTAL - ASSETS</b>	<b>5,421</b>	<b>4,486</b>

# Historical Consolidated Income Statement

PARTICULARS (INR Mn)	FY16	FY17*	FY18*	FY19*
Revenue from Operations	2,642	4,290	4,366	5,464
Other Income	88	21	35	38
<b>Total Income</b>	<b>2,730</b>	<b>4,311</b>	<b>4,401</b>	<b>5,502</b>
Total Expenses	2,441	3,686	3,581	4,573
<b>EBITDA</b>	<b>289</b>	<b>625</b>	<b>820</b>	<b>929</b>
<b>EBITDA Margins (%)</b>	<b>10.59%</b>	<b>14.50%</b>	<b>18.63%</b>	<b>16.88%</b>
Depreciation	121	128	140	150
Finance Cost	143	165	140	178
<b>PBT</b>	<b>25</b>	<b>332</b>	<b>540</b>	<b>601</b>
Tax	15	116	192	150
<b>PAT</b>	<b>11</b>	<b>216</b>	<b>348</b>	<b>451</b>
<b>PAT Margins (%)</b>	<b>0.39%</b>	<b>5.01%</b>	<b>7.91%</b>	<b>8.20%</b>
Other Comprehensive Income	--	--	--	--
<b>Total Comprehensive Income</b>	<b>11</b>	<b>217</b>	<b>348</b>	<b>451</b>
Basic / Diluted EPS (INR)	0.58	11.78	18.96	24.52

\* As per IND-AS

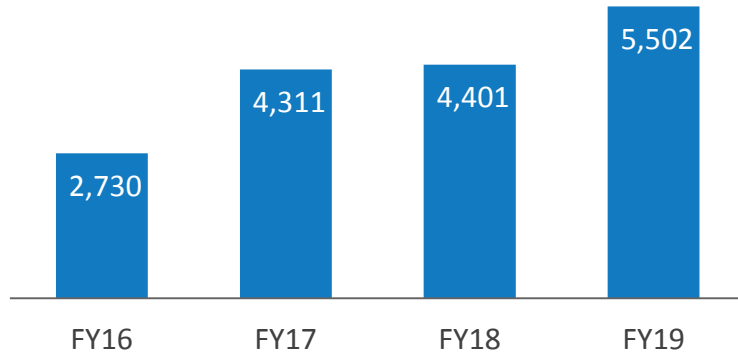
# Consolidated Balance Sheet (IND-AS)

PARTICULARS (INR Mn)	FY19	FY18	PARTICULARS (INR Mn)	FY19	FY18
<b>EQUITY AND LIABILITIES</b>			<b>ASSETS</b>		
<b>Equity</b>	<b>2,904</b>	<b>2,536</b>	<b>Non-Current Asset</b>	<b>1,718</b>	<b>1,314</b>
(a) Equity Share Capital	184	184	(a) Property, Plant and Equipment	1,383	1,205
(b) Other Equity	2,720	2,352	(b) Capital Work in Progress	112	2
			(c) Other Intangible Assets	18	6
<b>Non-Current Liabilities</b>	<b>377</b>	<b>284</b>	(d) Intangible Assets under Development	9	-
(a) Financial Liabilities			(e) Financial Assets		
(i) Borrowings	213	146	(i) Investments	-	-
(b) Provisions	46	38	(ii) Loans	-	26
(c) Deferred tax liabilities (Net)	118	100	(f) Non-Current Tax Assets (Net)	34	33
			(g) Other Non-Current Assets	162	42
<b>Current Liabilities</b>	<b>2,553</b>	<b>1,754</b>	<b>Current Assets</b>	<b>4,116</b>	<b>3,260</b>
(a) Financial Liabilities			(a) Inventories	1,356	1,161
(i) Borrowings	1,484	913	(b) Financial Assets		
(ii) Trade payables	721	498	(i) Trade Receivables	1,805	1,433
(ii) Other Financial Liabilities	260	229	(ii) Cash and Cash Equivalents	53	104
(b) Provisions	2	1	(iii) Bank Balance Other than above	137	153
(c) Other Current Liabilities	86	83	(iv) Other Financial Assets	66	70
(d) Current Tax Liabilities (Net)	-	30	(c) Current Tax Assets (Net)	6	-
			(d) Other Current Assets	693	339
<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>5,834</b>	<b>4,574</b>	<b>GRAND TOTAL - ASSETS</b>	<b>5,834</b>	<b>4,574</b>

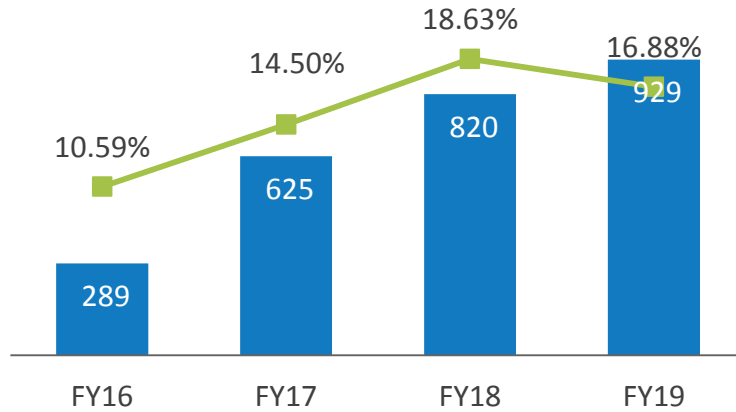


# Financial Highlights (Consolidated)

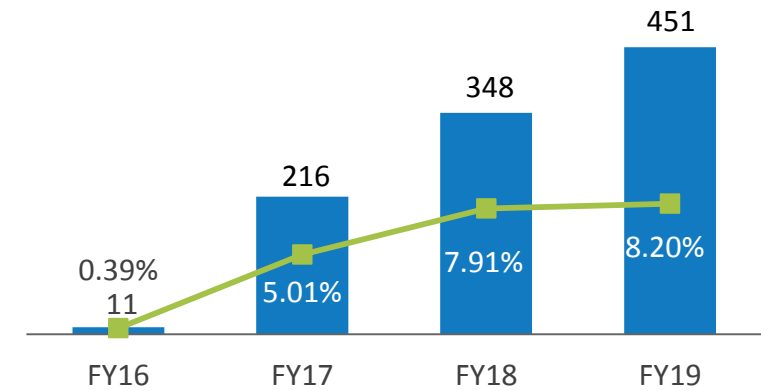
### Total Revenue (INR Mn)



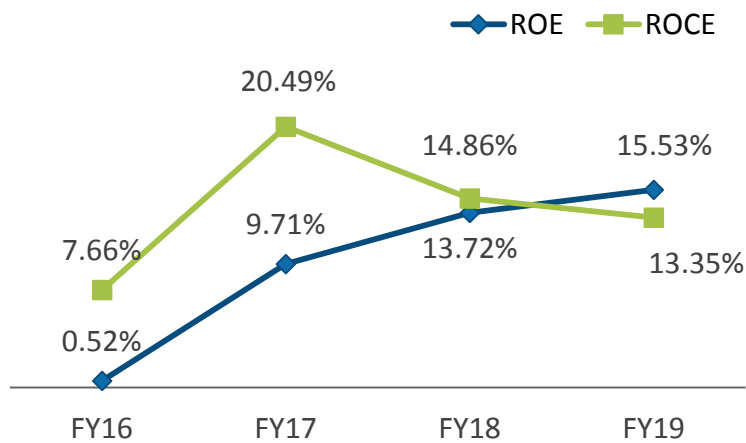
### EBITDA (INR Mn) and EBITDA Margins (%)



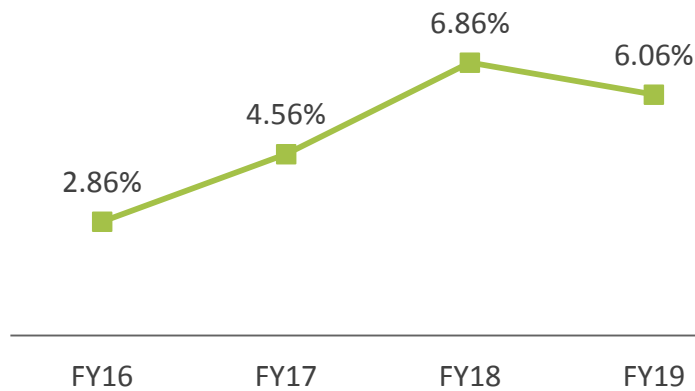
### PAT (INR Mn) and PAT Margins (%)



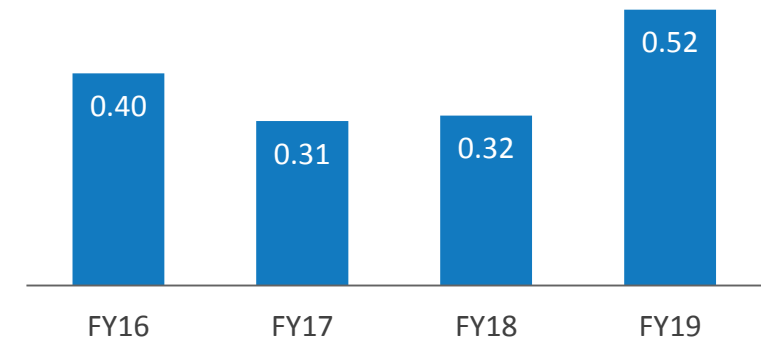
### ROE (%) and ROCE (%)



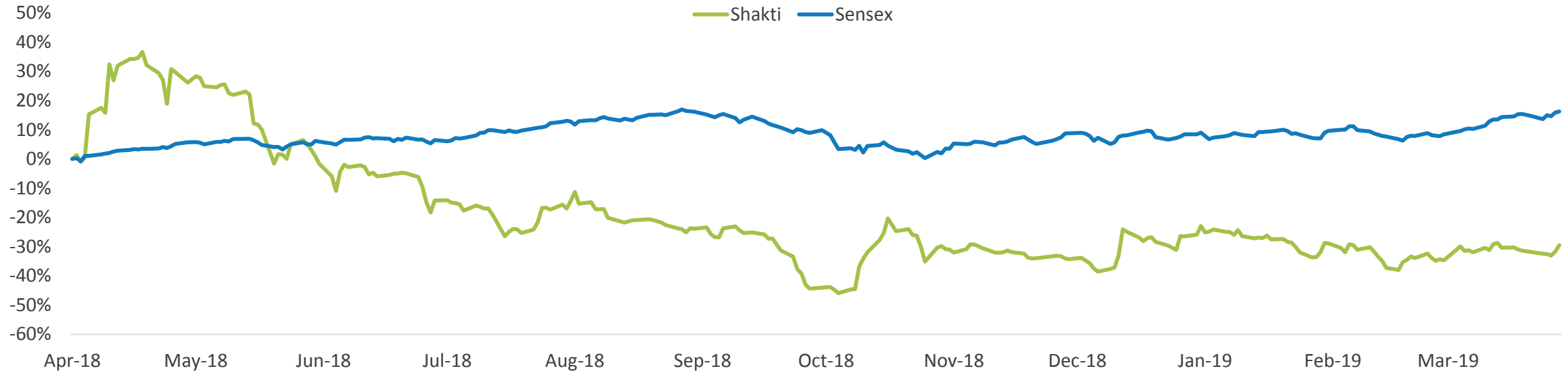
### Interest Coverage



### Net D/E



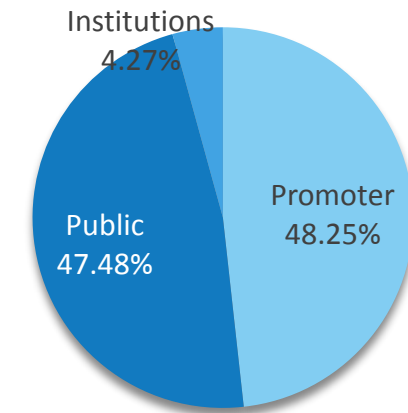
# Capital Market



## Price Data (31<sup>st</sup> March, 2019)

CMP (INR)	396.35
52 Week H/L (INR)	790.00/291.00
Avg. Net Turnover (INR Mn)	49.71
Market Cap (INR Mn)	7,285
Equity Shares Outstanding (No.)	18.38

## Shareholding Pattern (31<sup>st</sup> March, 2019)



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