



Date : - 20/07/2024

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 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 | Web: [www.shaktipumps.com](http://www.shaktipumps.com) | E-mail: [info@shaktipumps.com](mailto:info@shaktipumps.com), [sales@shaktipumps.com](mailto:sales@shaktipumps.com)

Corporate Office : Plot No. C-04, Silver Spring, Phase-2, Business Park, By-Pass Road, Opp D Mart, Indore-452020. (M.P.) INDIA. Tel.: +91 731 3635000

Regd./Factory Address : Plot No. 401, 402 & 413, Industrial Area, Sector - 3, Pithampur-454774, Dist. Dhar (M.P.) INDIA. Tel.: +91 7292 410500



# Shakti Pumps (India) Limited

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## Investor Presentation Q1FY25

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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# Financial Highlights



**Mr. Dinesh Patidar**  
Chairman

*“We are pleased to report an outstanding start to the Financial Year 2025, with the first quarter demonstrating robust revenue growth and enhanced profitability. This commendable performance is attributable to the accelerated execution of the existing orders in both domestic and export markets. Furthermore, the improvement in margins was achieved due to a decline in raw material prices, coupled with economies of scale resulting from higher execution during the quarter.*

*We continue to maintain a healthy order book of approximately Rs. 2,000 Crores as on 30th June 2024, which is expected to be implemented in the next 15 months. We are also optimistic about the prospective order inflow from various states in the upcoming quarters, which we believe will contribute significantly to our growth trajectory. Moreover, the recognition by various state governments and electricity boards of the benefits of deploying solar pumps for farmers, is anticipated to lead to more orders from the state governments, further bolstering our growth potential. Additionally, we continue to witness a strong momentum in the export market, which is contributing positively to our growth.*

*To conclude, our substantial order book, coupled with our technological expertise, provides a solid foundation for sustained growth and success. We are confident in our capabilities to efficiently execute the orders at hand. Furthermore, we are also increasing our focus on other segments including the industrial and domestic retail business. This positions us to achieve favourable outcomes for the company in the future.”*

## ORDER BOOK AS ON 30<sup>th</sup> June 2024

	Order Value* (Rs. Crores)
<b>COMPONENT B - <i>Off-Grid Solar Photovoltaic Water Pumping Systems</i></b>	
• Maharashtra State Electricity Distribution Company Limited (MSEDCL) & Maharashtra Energy Department Agency (MEDA)	1,432
• Haryana Renewable Energy Department (HAREDA)	28
• Department of Agriculture, Uttar Pradesh	125
• Rajasthan Horticulture Development Society (RHDS)	59
<b>COMPONENT C - <i>Grid Connected Solar Water Pumping Systems</i></b>	
• Ajmer Vidyut Vitran Nigam Limited	146
<b>UGANDA PROJECT &amp; Others</b>	210
<b>Orders as on 30<sup>th</sup> June 2024</b>	<b>~ 2,000.0</b>

\* Inclusive of GST

# Q1FY25 Consolidated Income Statement



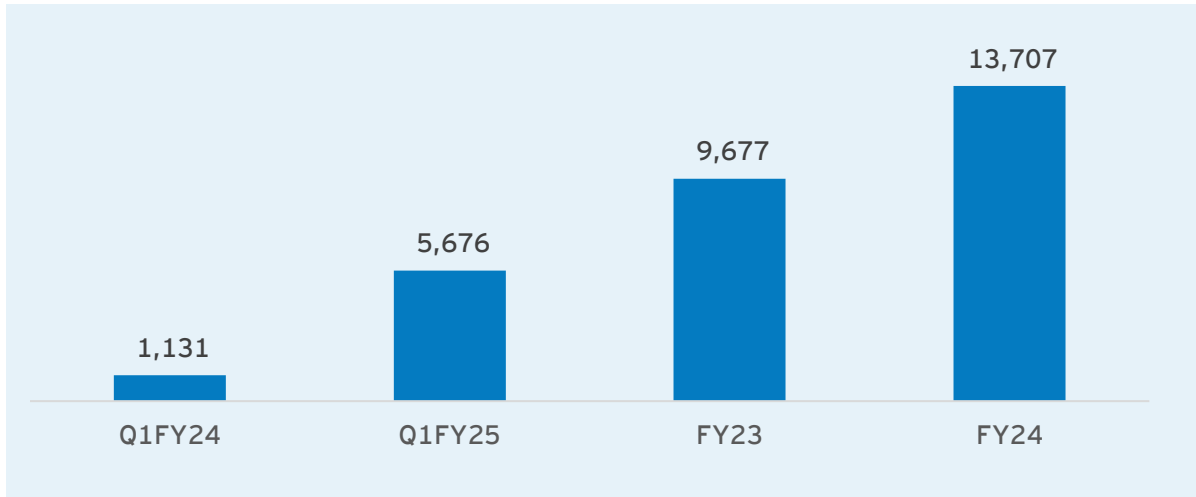
Particulars (Rs Mn)	Q1FY25	Q1FY24	YoY	Q4FY24	QoQ	FY24	FY23	YoY
Revenue from Operations	5,676	1,131	402.0%	6,093	(6.8%)	13,707	9,677	41.7%
EBITDA	1,359	79	1614.0%	1,307	3.9%	2,248	666	237.8%
<i>EBITDA Margins %</i>	23.9%	7.0%	1,693 bps	21.5%	248 bps	16.4%	6.9%	952 bps
Finance Cost	85	31		77		195	192	
Depreciation and Amortization Expense	48	46		48		190	184	
Other Income	30	5		9		36	33	
PBT	1,256	7	17,219.7%	1,190	5.5%	1,899	322	488.8%
Total Tax	329	(3)		294		482	81	
PAT	926	10	9,198.7%	897	3.3%	1,417	241	487.2%
<i>PAT Margins %</i>	16.3%	0.9%	1,544 bps	14.7%	161 bps	10.3%	2.5%	784 bps
Cash Profit	974	56	1,631.0%	945	3.1%	1,607	425	277.9%
Basic EPS (INR)	46.2	0.5	8,463.0%	48.7	(5.0%)	76.9	13.1	485.8%

\* EBITDA margin at 23.9% and 21.5% in Q1FY25 and Q4FY24 resp. was largely driven by economies of scale and higher execution rate

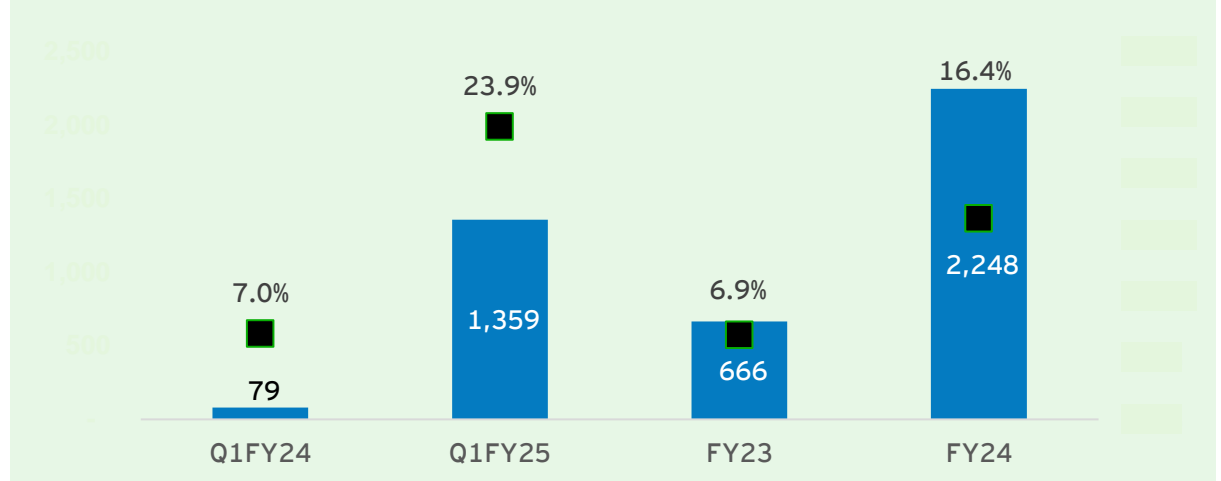


# Key Financials Charts

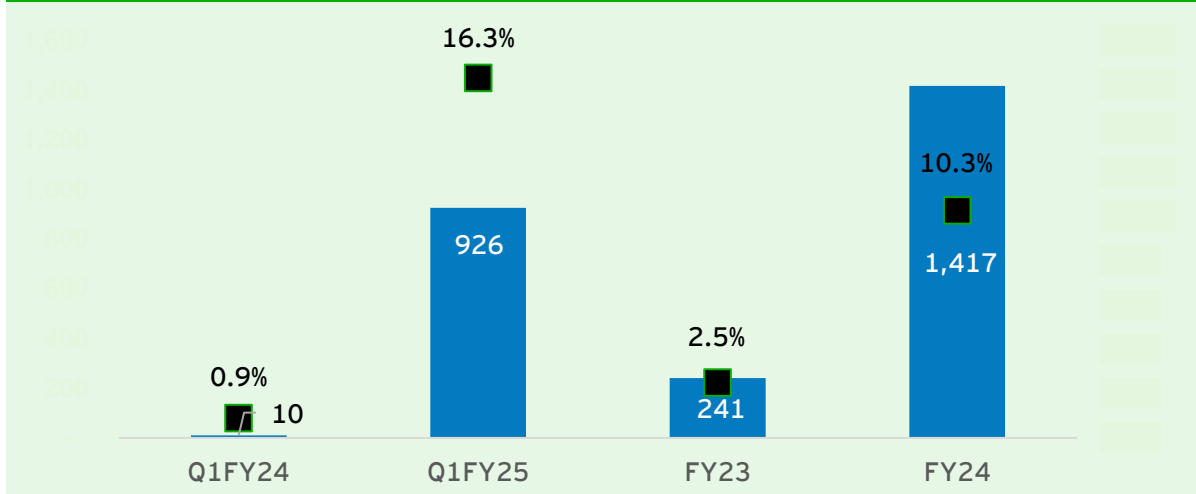
### Revenue (Rs Mn)



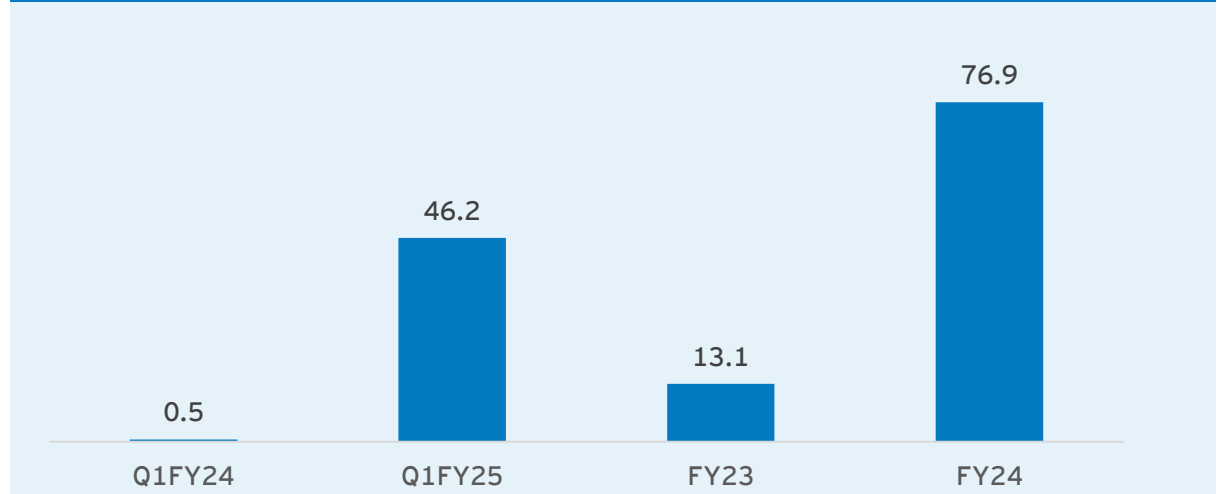
### EBITDA (Rs Mn) and EBITDA Margin (%)



### 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

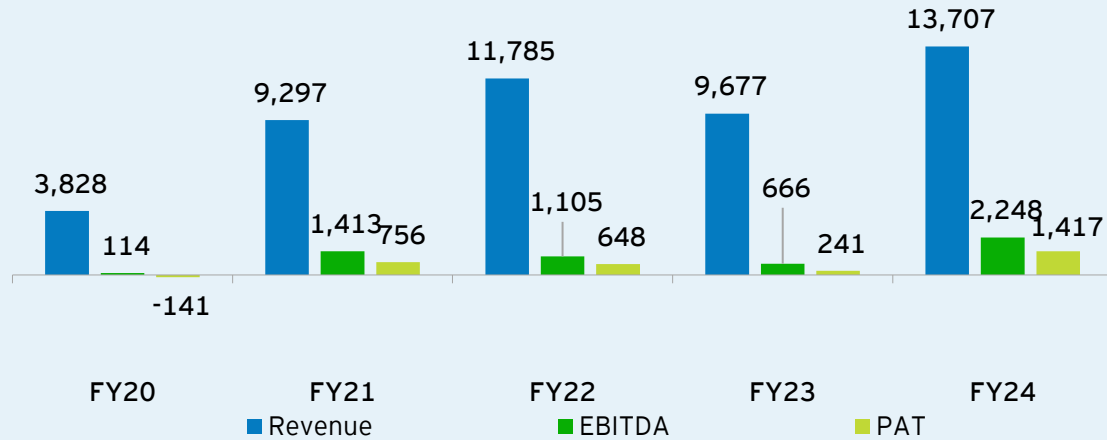
# Consolidated Balance Sheet



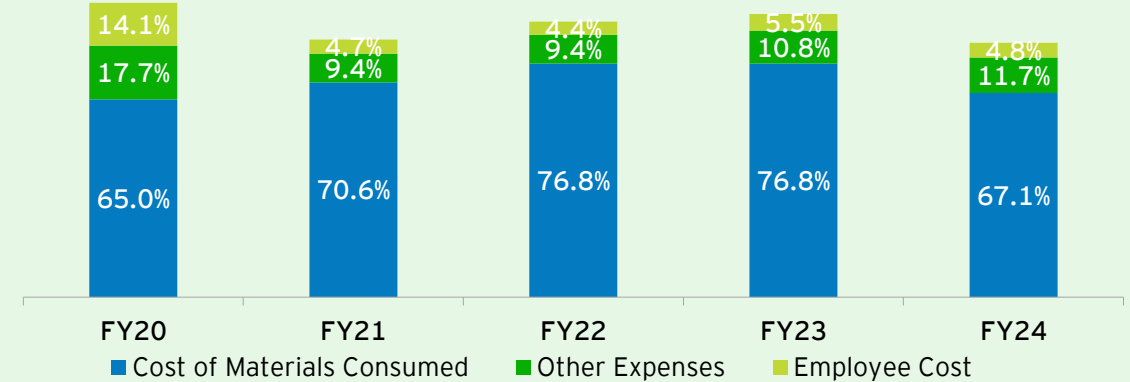
Particulars (Rs Mn)	Mar' 20	Mar' 21	Mar' 22	Mar' 23	Mar' 24
<b>Assets</b>					
Net Fixed Assets	1,539	1,481	1,463	1,481	1,878
Other Non-Current Assets	170	214	48	152	175
Current Assets	3,698	5,009	7,126	5,620	12,450
<b>Total Assets</b>	<b>5,406</b>	<b>6,705</b>	<b>8,637</b>	<b>7,253</b>	<b>14,503</b>
<b>Liabilities</b>					
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
<b>Total Liabilities</b>	<b>5,406</b>	<b>6,705</b>	<b>8,637</b>	<b>7,253</b>	<b>14,503</b>

# Key Financial Highlights

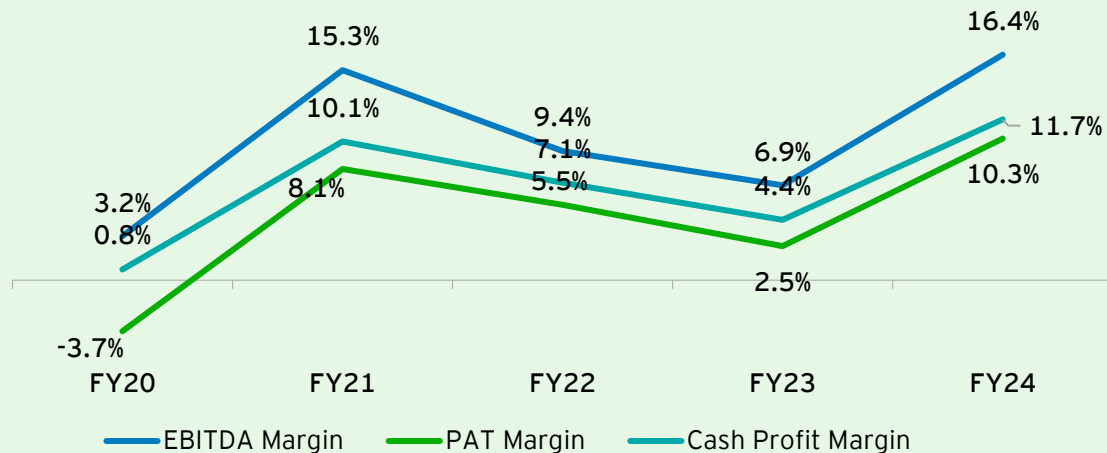
## Revenue driven by improved demand of Solar pumps (Rs Mn)



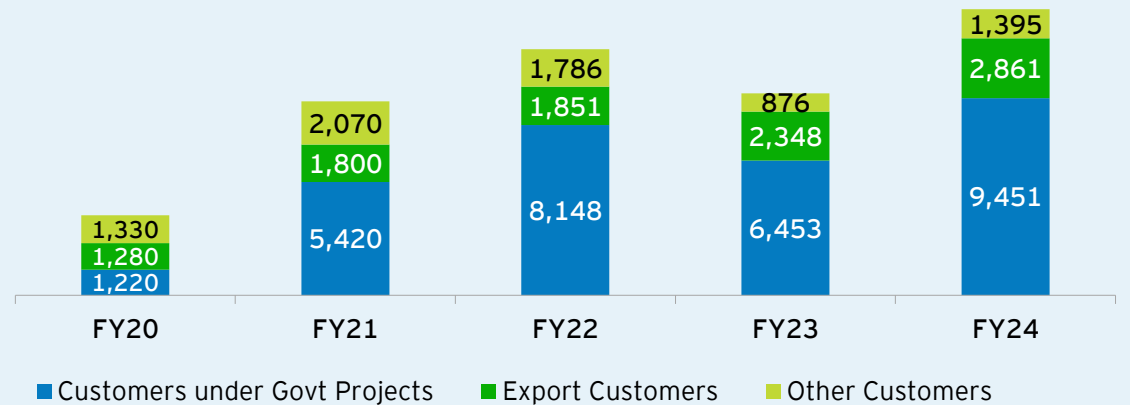
## Break-up of Operating Costs as a % of Revenue



## Margins showing some improvement, remained under pressures

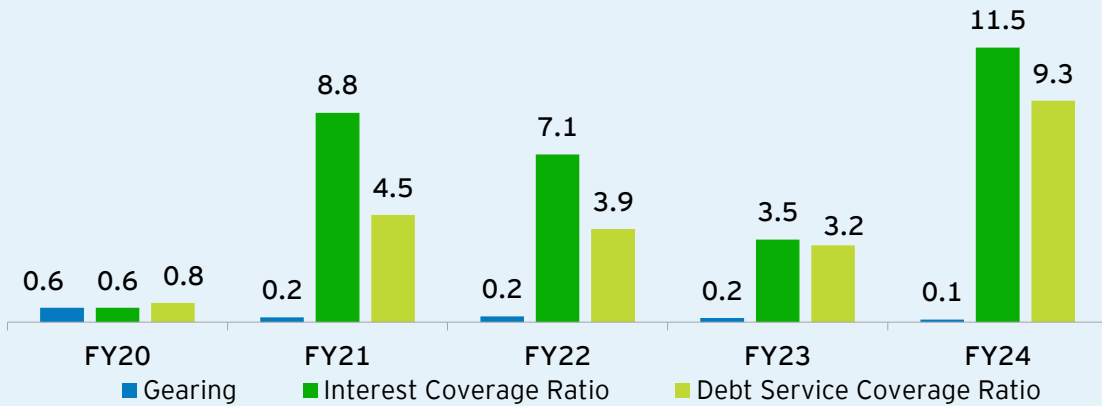


## Customer-wise revenue (Rs Mn)

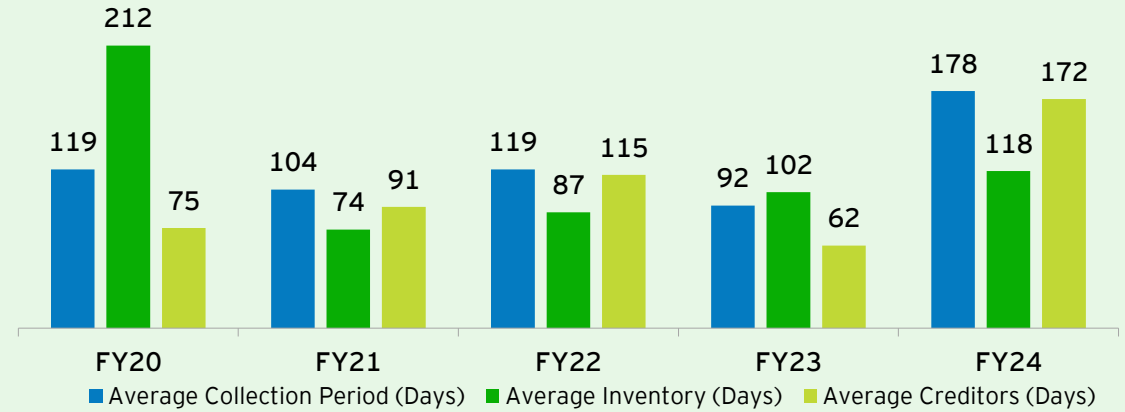


# Key Financial Highlights - Key Ratios

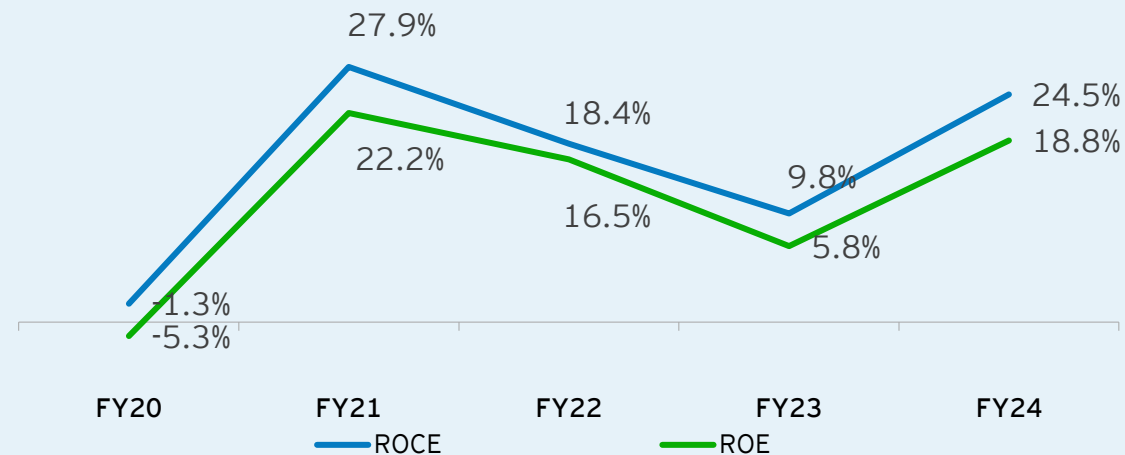
## Optimum capital structure with high coverage ratio (x)



## Improving working capital cycle



## Return ratios



# Business Overview



## Business Overview

A leading integrated player manufacturing fabrication technology-based solar/electricity operating submersible pumps in India, catering to customers across the globe. With over four decades of experience, fourteen patents and continuous commitment to innovation, the company delivers unique proprietary products through in-house research, design and development. Shakti Pumps is one of the few Indian manufacturers with the competency to manufacture solar and submersible pumps and motors in-house. The company is the biggest beneficiary under the PM KUSUM scheme and holds ~25% market share in the scheme.

## Diversified Business Model

### Product-wise

Solar Complete Systems (SWPS)

Submersible (Sets, Motors & Pumps)

Solar (Sets, Motors & Pumps)

Others (Surface, Industrial & Others)

### Customer-wise

Government Projects

Exports

Industrial

OEM

Retail & Others

**₹ 1,371 Crores**  
FY24 Revenue

**+ 41.7%**  
Revenue YoY

**₹ 225 Crores**  
FY24 EBITDA

**16.4%**  
FY24 EBITDA Mar.

**₹ 142 Crores**  
FY24 PAT

**10.3%**  
FY24 PAT Mar.

**0.1x**  
Debt to Equity  
as on 31<sup>st</sup> March 24

**24.5%**  
FY24  
Return on Equity

**500+**  
Dealers in India

**1,200+**  
Product  
Variants

**400+**  
Service  
Centres

**3** Integrated manufacturing facilities

**5,00,000**  
Pumps & Motors

**1,00,000**  
Structures

**2,00,000**  
Inverters &  
VFDs

4+ decades of presence



**Diversified** Business Model  
and Applications



**Integrated Manufacturing Facilities**

3 facilities located in Pithampur, MP



**Solid R&D Capabilities**

Obtained 14 patents across multiple  
verticals within the product life-cycle



**Expansive Product Portfolio**

Manufacturing 5-star rated high-quality  
products with 1,500+ variants



**Global Presence** in 100+ Countries



**Strong Management Team**

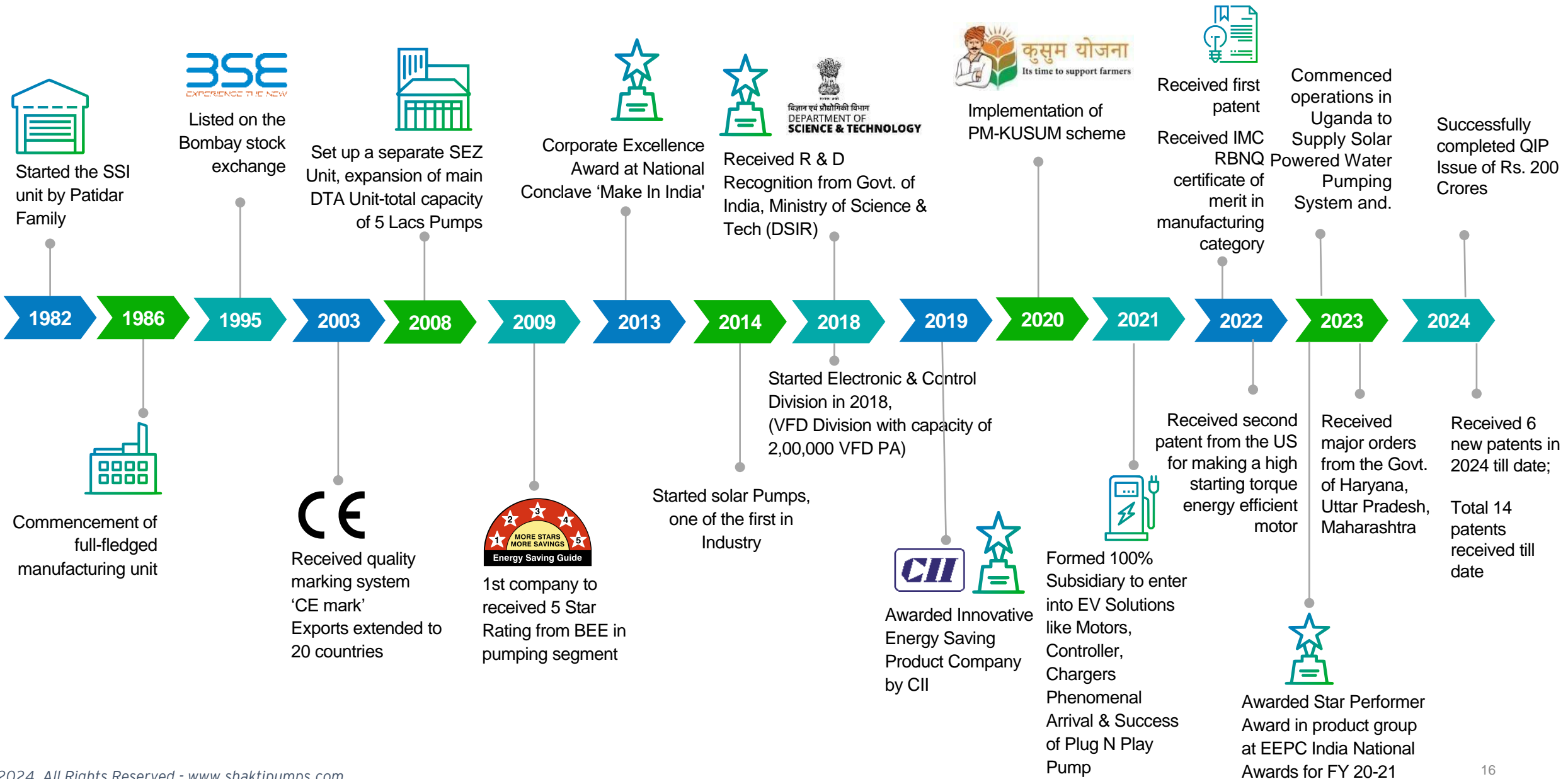


Financial performance & **Strong Credit  
Profile** (IND A+ Stable from India  
Ratings) with low gearing ratio



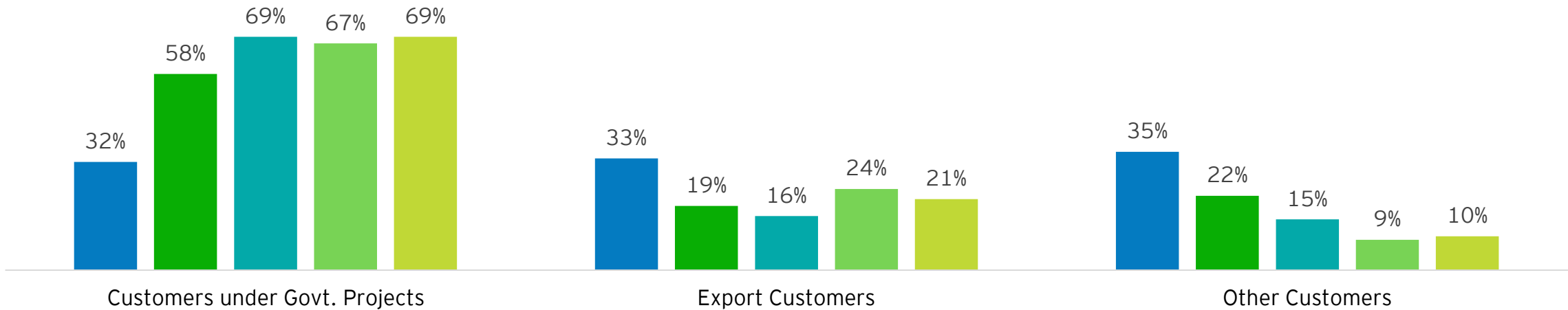


# Been in the Pumps Business since last 4 Decades



# Diversified Customer Mix

■ FY20 ■ FY21 ■ FY22 ■ FY23 ■ FY24



SPIL supplies solar pumps to farmers through various state governments (PM KUSUM Scheme - Component B & C and Non-PM KUSUM)

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

SPIL supplies water pumping systems along with industrial motors and pumps to 100+ countries

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

SPIL also supplies its pumps, motors & various other Equipments to customers like Industrial, OEM, Retail and Others

# 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 necessities from draining flood water from various areas like basements, car parks, empty cesspools to managing sewage in a water treatment plant



6

## 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
- Supplying power electronics products outside SKIL also

Capacity expansion in progress to double the existing capacities

## 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 fourteen patents till date**

## 3 Certifications & Approvals

UL Certificate



North American Component Certified



Certificate of Compliance



European Conformity Certified



ISO Certifications



ISI Mark Certification



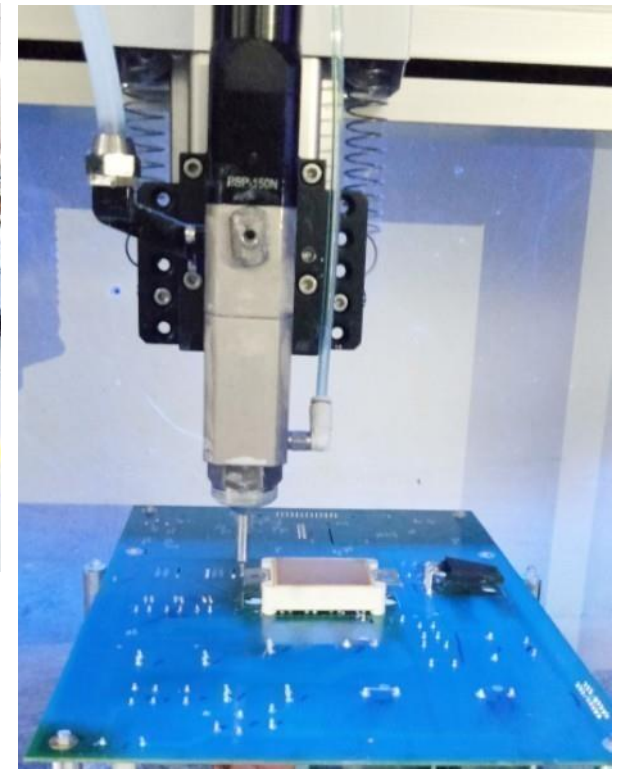
India's First 5 star rated pumps



Star Export House Certificate



# High Tech Manufacturing Facilities - Defining global standards



## 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 compared to cast Iron pumps



Indigenously developed VFDs.  
Economical substitute for imported materials



Inbuilt remote monitoring system

# 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. Sunil Patidar**

*Director*

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



**Mr. Ashwin Bhootda**

*Whole Time Director*

Specializes in International Business and has over 17 years of experience in Sales and Marketing, with a focus on international business. Over the years, have successfully navigated diverse international markets, implementing tailored strategies that align with business objectives and regulatory requirements. Holds a Master's Degree in International Business.



**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.



**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. 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.



**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.



**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.



**Mr. . Hirabhai Somabhai Patel**

*Independent Director*

A retired IAS officer and has held various reputable positions in different departments. Notably, he has been the Secretary of Gujarat Electricity Board and the Managing Director of Uttar Gujarat Vij Company Limited, Surat and Gujarat State Energy Generation Ltd. He holds a post graduate degree in law with specialisation in Urban management from Singapore.



**Mr. Bhim Singh**

*Independent Director*

A SERB National Science Chair & Emeritus Professor, Department of Electrical Engineering, Indian Institute of Technology Delhi, has more than 45 years of experience in the various facets of Electrical engineering like PV grid interface systems, micro grids, power quality monitoring and mitigation, solar PV. He holds a PhD in Electrical Power from Indian Institute of Technology (Delhi).



**Mr. V.S.S. Pavan Kumar Hari**

*Independent Director*

Currently working in Indian Institute of Technology, Bombay, as Associate Professor in the Department of Energy Science and Engineering. Prior to this, he has worked as a Post-doctoral Researcher at the Arizona State University in USA. Holds a PhD in Electrical Engineering from Indian Institute of Science, Bengaluru.



**Ms. Nishtha Neema**

*Independent Director*

A qualified chartered accountant and is a partner in M/s. Subhash Chand Jain Anurag & Associates. She has successfully passed the Information Systems Audit Assessment Test conducted by the Institute of Chartered Accountants of India. She is a qualified chartered accountant and holds a bachelor's degree in commerce from Mohanlal Sukhadia University, Udaipur.




**Mr. Keyur Bipinchandra Thaker**

*Independent Director*

He is one of the faculty members of Indian Institute of Management, Indore, in the field of accounts and finance. He holds a doctorate in management from Hemchandracharya North Gujarat University, Patan.



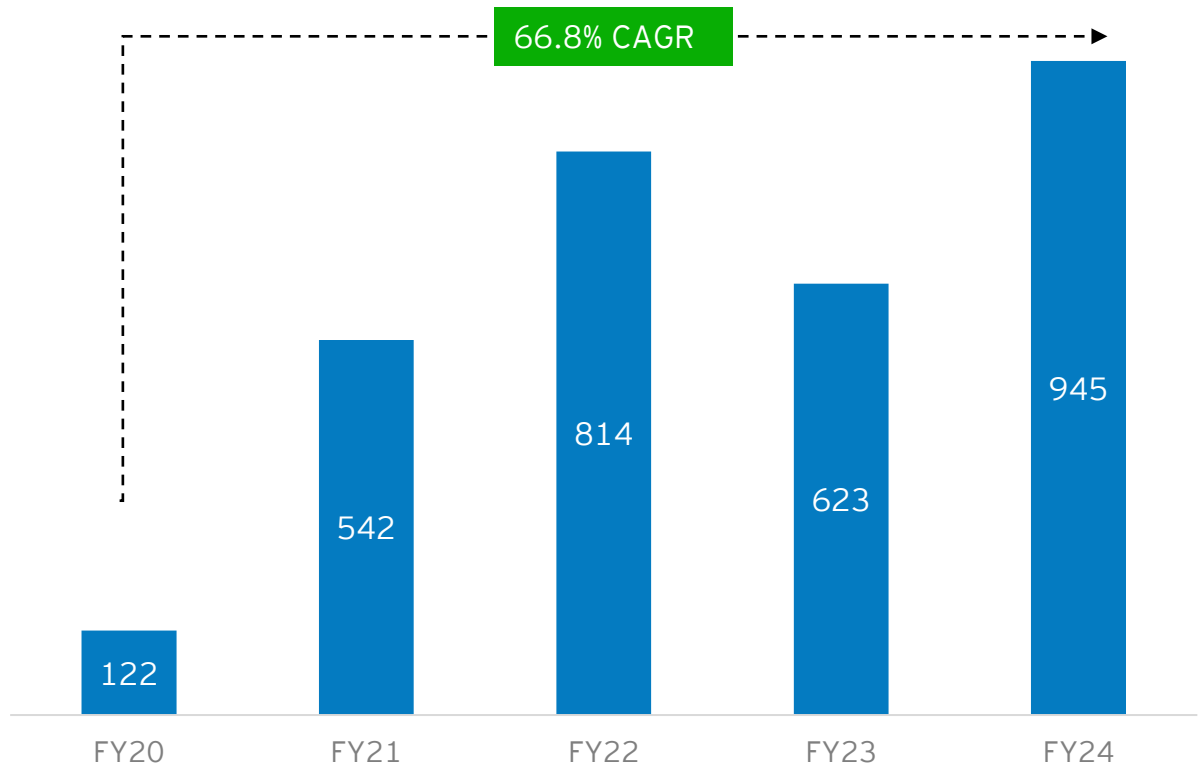
An aerial photograph of a rural landscape, likely in a tropical region, showing a patchwork of green rice fields and small structures. In the foreground, two large, rectangular solar panels are visible, suggesting a focus on renewable energy. The image is overlaid with a dark green tint and decorative glowing green lines in the corners. The text "Segment Highlights" is prominently displayed in the center-left.

# Segment Highlights

# Government Projects providing Stimulus to our Growth

- 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

## Revenue from Government Projects (Rs. Crores)



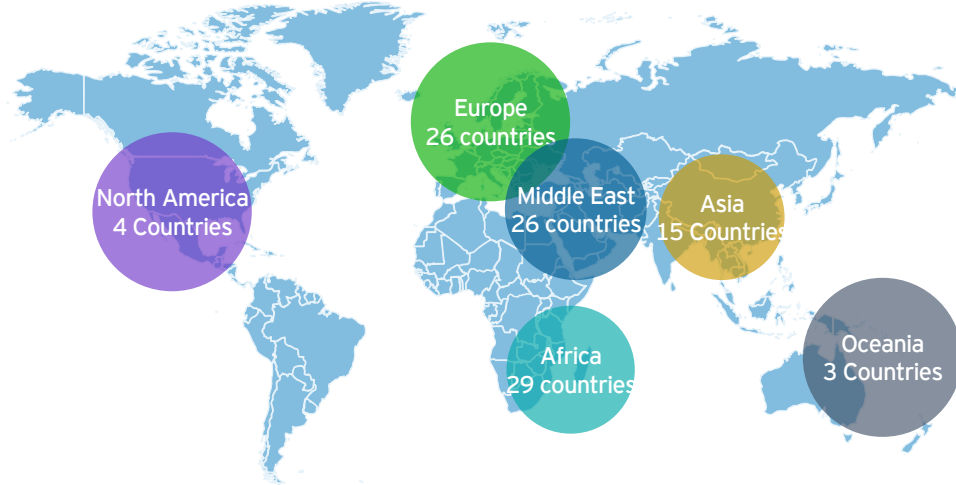
## SPIL has ~25% domestic market share under PM KUSUM

### Off Grid Solar Pumps - Component B (as on 30<sup>th</sup> June 2024)

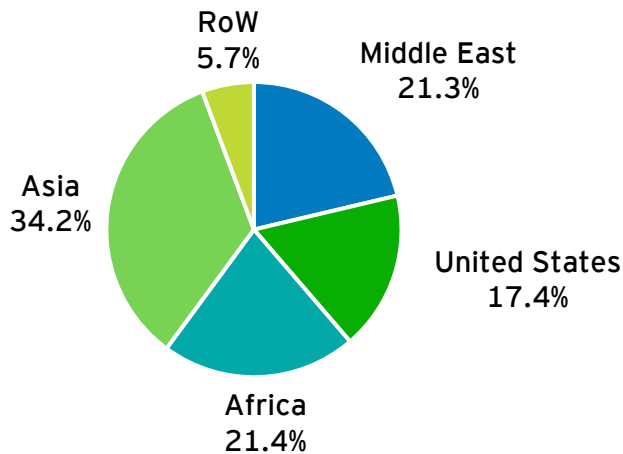
Particulars	# of Pumps
Allocated	13,54,315
Executed	3,97,437
<b>SPIL</b>	<b>96,439</b>

Source: [pmkusum.mnre.gov.in](http://pmkusum.mnre.gov.in)

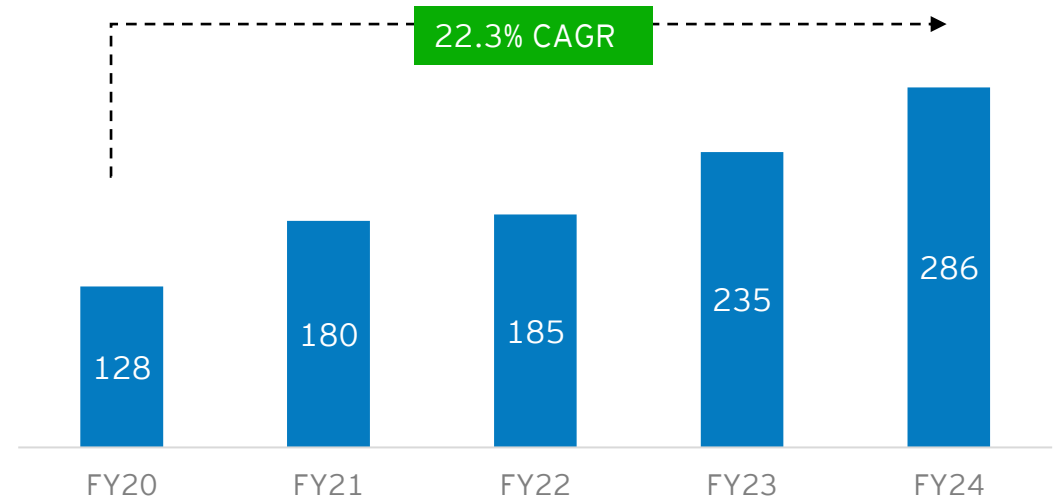
## Global Presence (100+ countries)



## FY24 Exports Revenue-mix



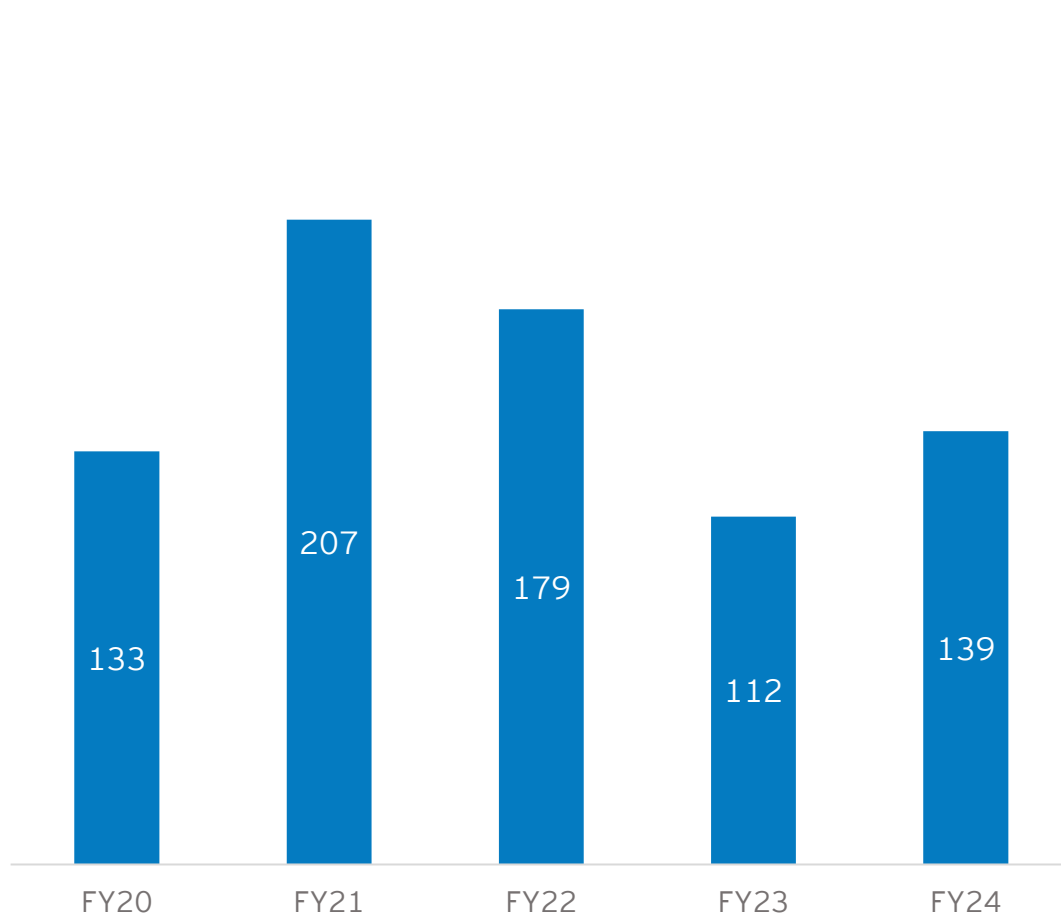
## Revenue from Exports (Rs. Crores)



## 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

## Revenue from Other Businesses (Rs. Crores)



## Other Businesses include

### Industrial Customers

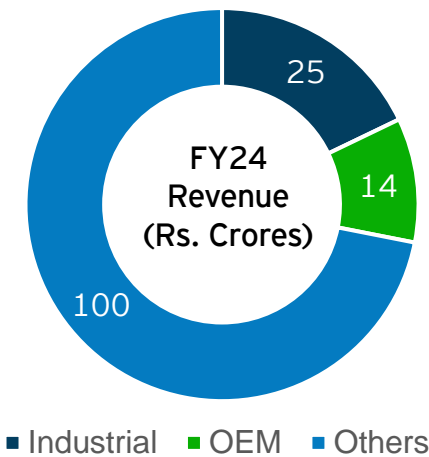
Our products are used in industries for variety of purposes such as fire-fighting, sewage, heating & cooling of systems, washing, storage, etc.

### 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 sales 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



- 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



A row of six grey centrifugal pump impellers is shown in a factory setting. The impellers are arranged in a line, increasing in size from left to right. The background is a blurred industrial environment with yellow overhead cranes and various pipes. The image has a dark blue overlay. Green wavy lines are visible in the top right and bottom right corners.

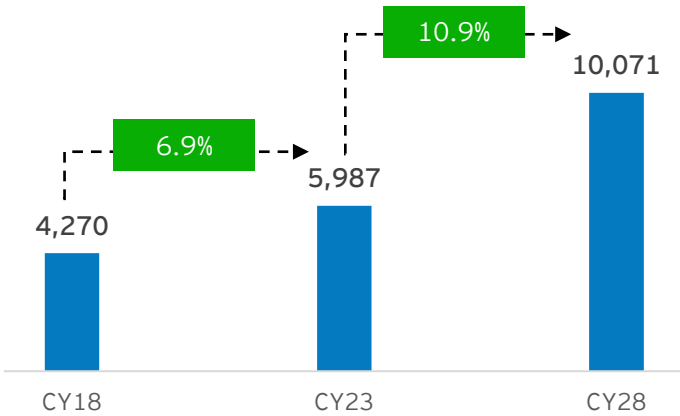
# Industry Overview

# Pumps Industry Market Size & Opportunity

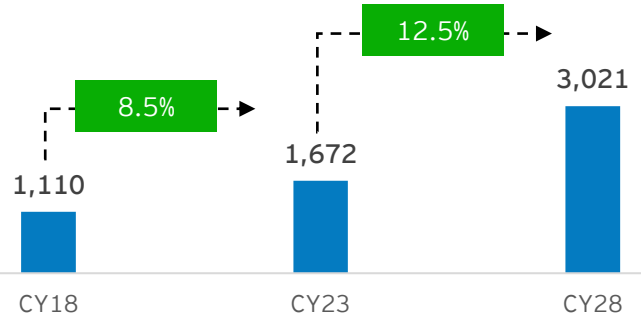
in Rs. Billion

## Overall Pumps Market Size

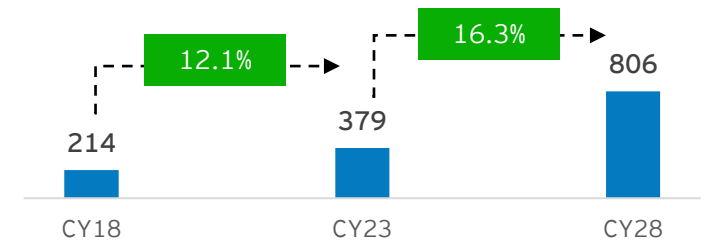
Global Industry



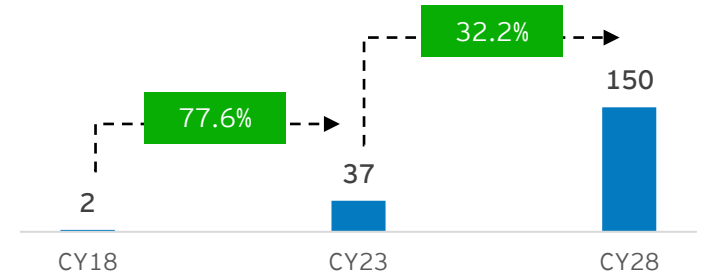
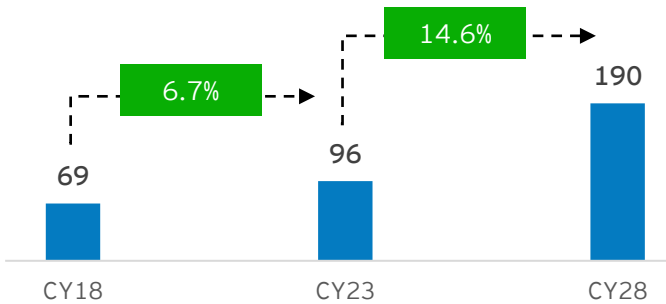
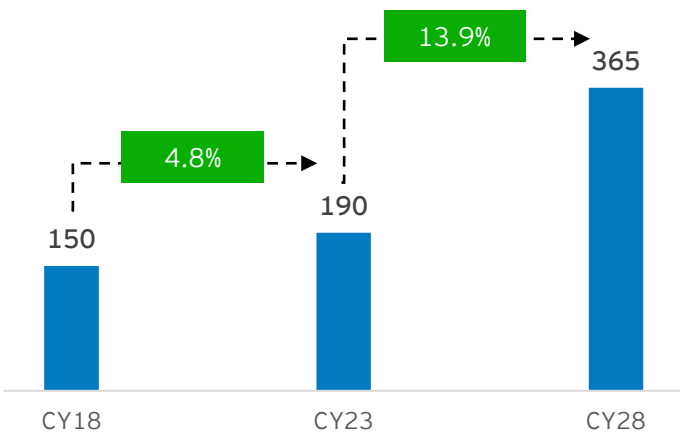
## Submersible Pumps Market Size



## Solar Pumps Market Size



Indian Industry



SPIL has a ~25% Market Share\* in PM KUSUM Scheme in volume terms

CAGR

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

<b>Component A</b>	Addition of 10,000 MW solar power capacity with the installation of small plants of up to 2 MW capacity each
<b>Component B</b>	<p>Installation of 14 lakh Solar-powered Agricultural Pumps (Off-grid)</p> <ul style="list-style-type: none"> <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> </ul> <p>Replacement of existing diesel pumps</p> <ul style="list-style-type: none"> <li>Replacement demand is ~320 lakh pumps with ~220 lakh electric pump and ~100 lakhs diesel pumps</li> </ul>
<b>Component C</b>	Solarisation of 35 lakh existing Grid-connected Agriculture Pumps (on-grid)

## Solar Pumps - Market Size

Particulars	KUSUM 1	KUSUM 2	KUSUM 3 & beyond
<b>Solar Pumps</b> (Lakh nos.)	1.50	3.17	49.0 (Component B + C)
<b>Avg. Price*</b> (₹ Lakh)	-	-	3.00
<b>Market Size</b> (₹ 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%

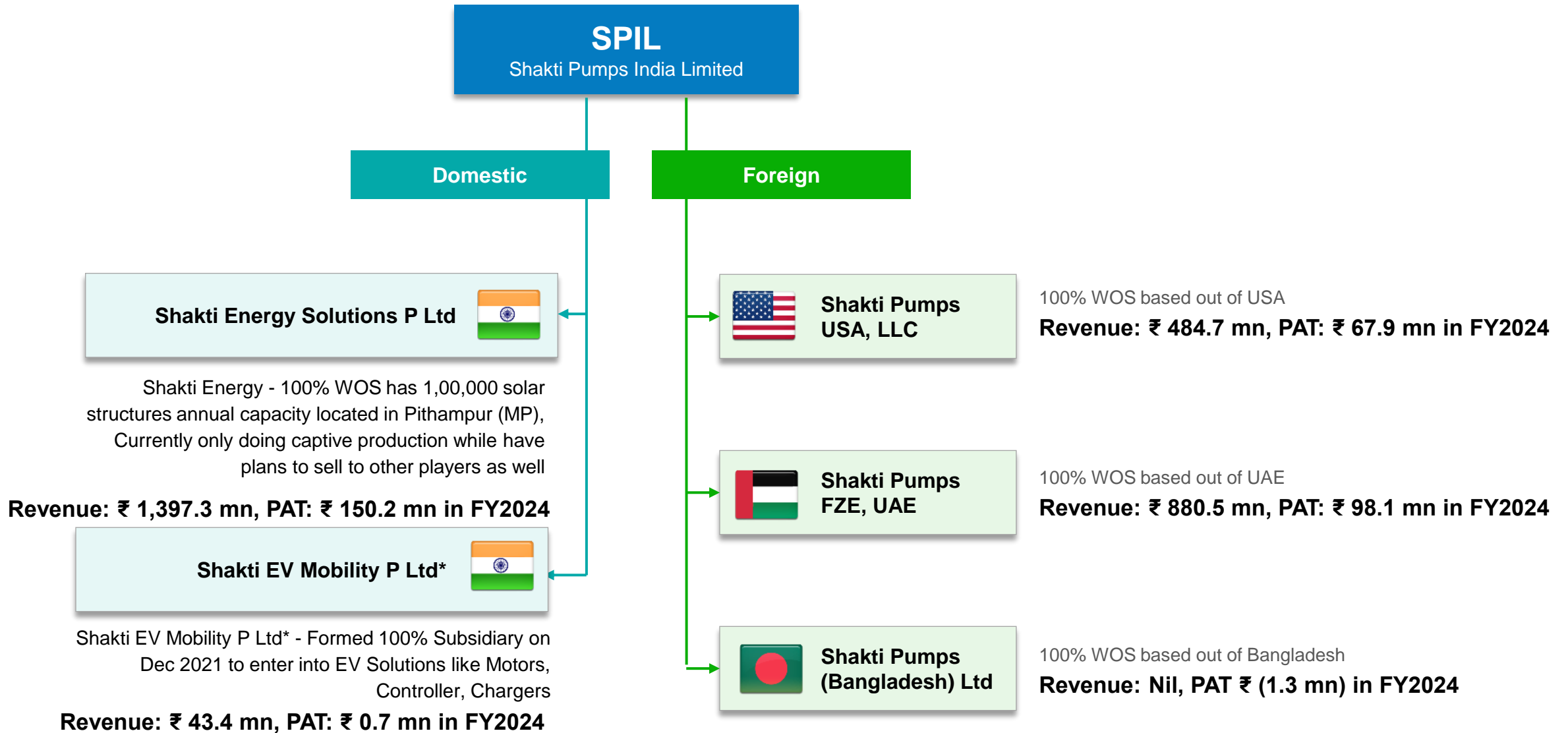
## Progress under PM KUSUM

As on 30<sup>th</sup> June 2024

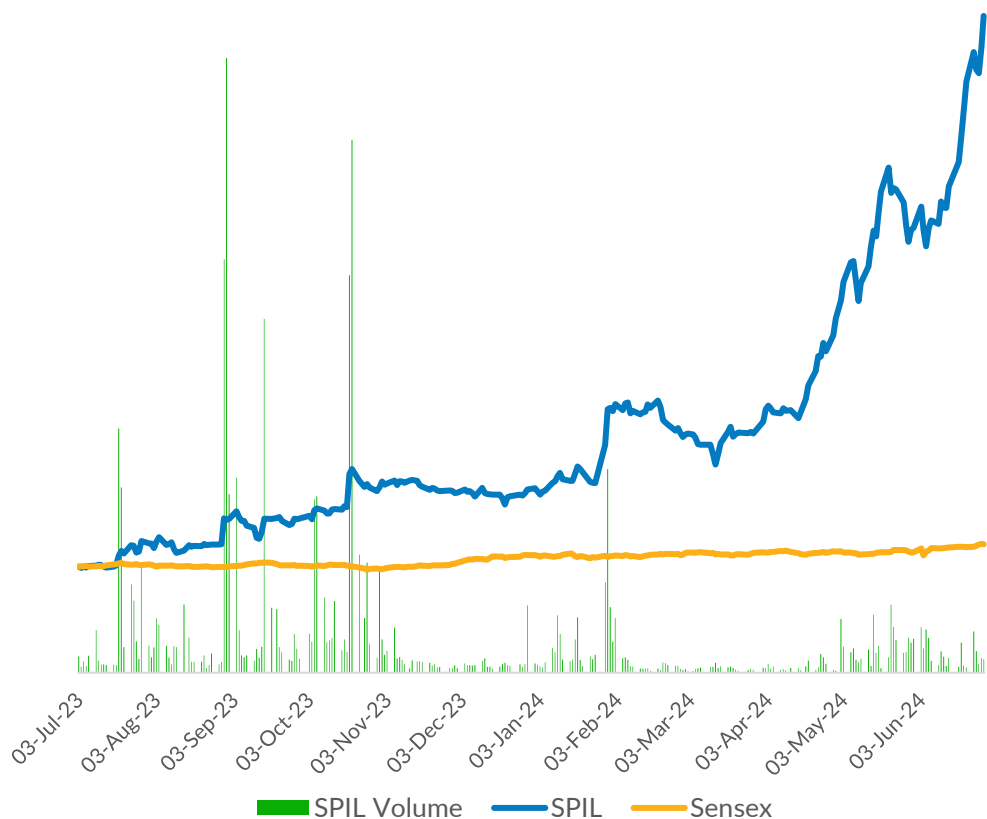
Amount Sanctioned by Central Government for PM Kusum Scheme *				State	Installed Pumps under Component B ^ (Nos)
Particulars (Rs. Crores)	FY21	FY22	FY23		
Rajasthan	52.1	153.5	247.6	Maharashtra	1,19,306
Maharashtra	-	9.6	247.6	Haryana	1,02,973
Haryana	51.3	161.1	138.0	Rajasthan	72,603
Uttar Pradesh	15.3	13.7	82.3	Uttar Pradesh	46,743
Punjab	8.3	23.7	31.1	Punjab	12,952
Jharkhand	16.1	-	20.0	Jharkhand	15,051
Other States	13.4	44.4	34.7	Other States	27,809
<b>Total</b>	<b>156.4</b>	<b>406.0</b>	<b>801.4</b>	<b>Total</b>	<b>3,97,437</b>

# Annexures

# Corporate Structure - Providing Global Presence



## 52-Week Stock Price Movement



## Key Domestic Institutional Investors

LIC Mutual Fund

SBI Mutual Fund

*Post completion of QIP Issue on 22<sup>nd</sup> March 2024*

## Stock Information as on 30<sup>th</sup> June 2024

BSE Ticker	531431
NSE Symbol	SHAKTIPUMP
Industry	Capital Goods (Solar Pumps)
Market Cap (in Rs. Crores)	7,343.2
% Free- float	48.4%
Free Float Market Cap (in Rs. Crores)	3,555.6
Shares Outstanding (Crores)	2.0
3M ADTV (Shares)	1,46,283
3M ADTV (in Rs. Crores)	36.5
52 Week Hi-Lo	3,665.15 - 576.5



## 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:

### 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:

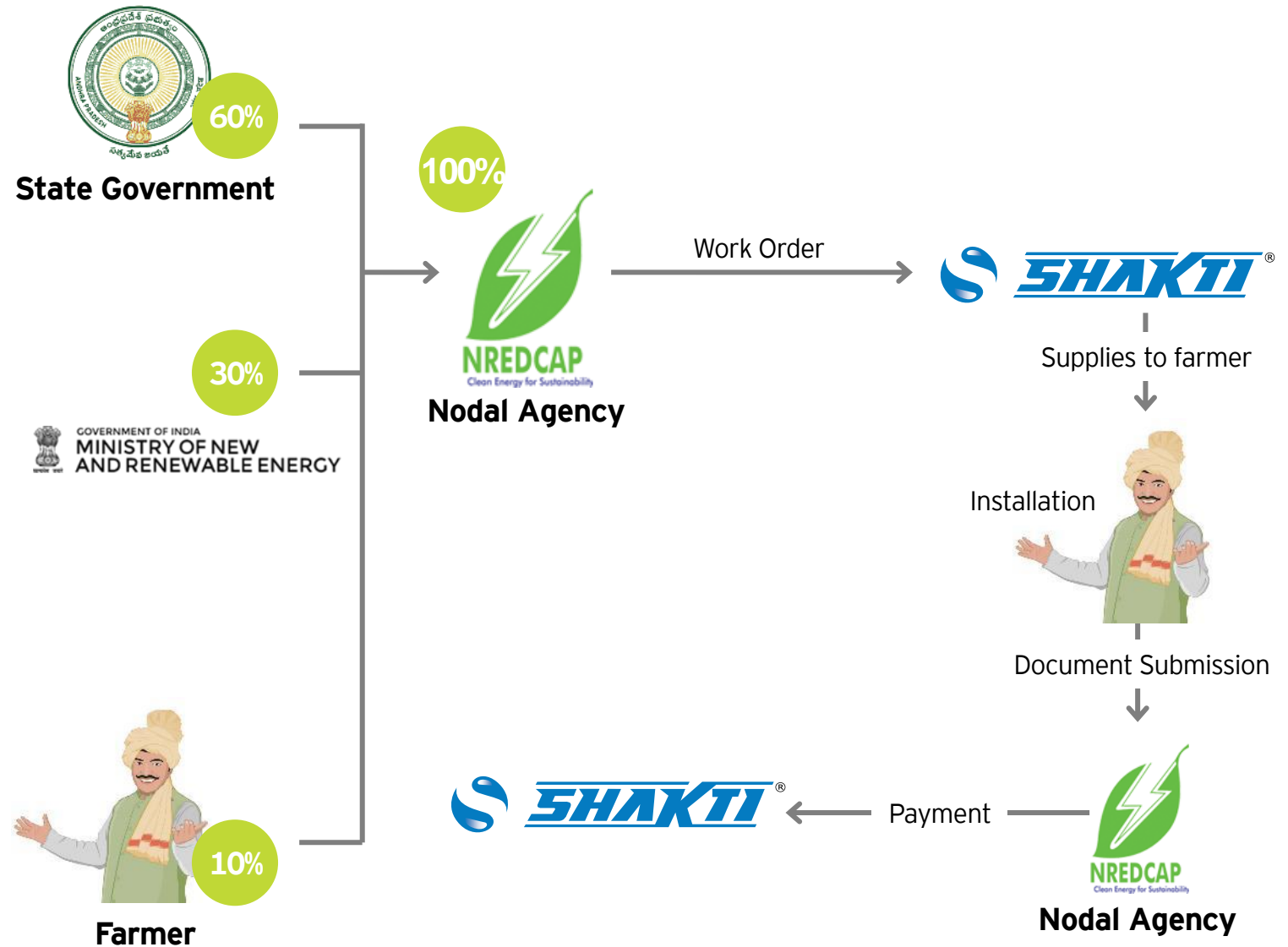
Bidder supplies materials to farmers & completes installation

### 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



# Thank You



**Shakti Pumps (India) Limited**

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