

Per watt **More drop**

Shakti Pumps (India) Limited
Annual Report 2014-15



FORWARD-LOOKING STATEMENT

In this Annual Report we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements – written and oral –that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipates', 'estimates', 'expects', 'projects', 'intends', 'plans', 'believes' and words of similar substance in connection with any discussion of future performance.

We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in our assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected.

We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

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In agriculture, a farmer is exposed to challenges of rain, pests, power availability, crop yield and realisations.

In residential, commercial and industrial structures, owners are exposed to challenges related to altitude, pump capacity and electricity costs.

In sewage and water management projects, users are exposed to challenges related to suction capability, pump robustness and cost.

Shakti Pumps addresses the diverse challenges faced by these different sectors.

A complete solution provider. Ensuing a complete peace of mind.

Shakti Pumps. *Desh ka pump.*



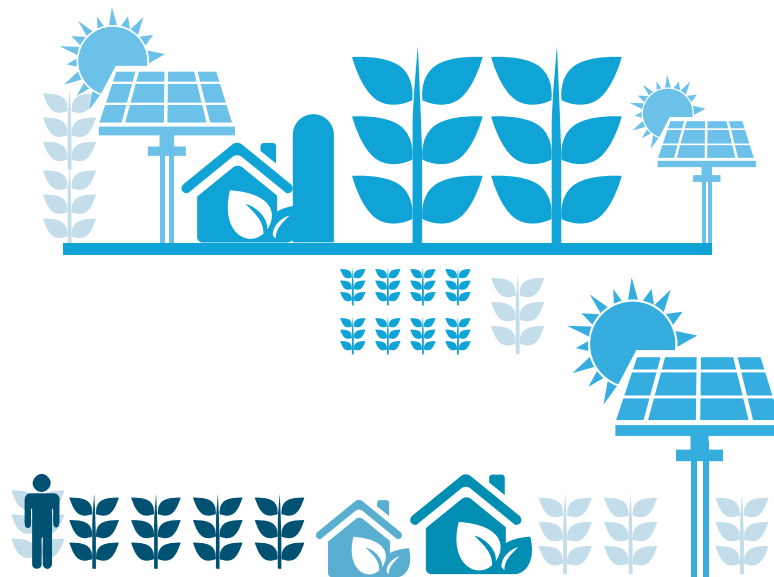
Shakti Pumps (India) Limited.
More than just India's
largest stainless steel pump
manufacturer.

Catalyst.
Friend.
Ally.
Partner.

A solution provider whose energy-efficient pumps translate into lower costs, higher user productivity and greater power availability across the nation.

One of the few Indian brands providing complete pumping solutions across the agricultural, industrial, commercial and residential segments.

Providing complete solutions for solar pump installations, catalysing the Government's focus in enhancing energy security while reducing the national subsidy burden.



Shakti Pumps (India) Limited. More than just another pump company.

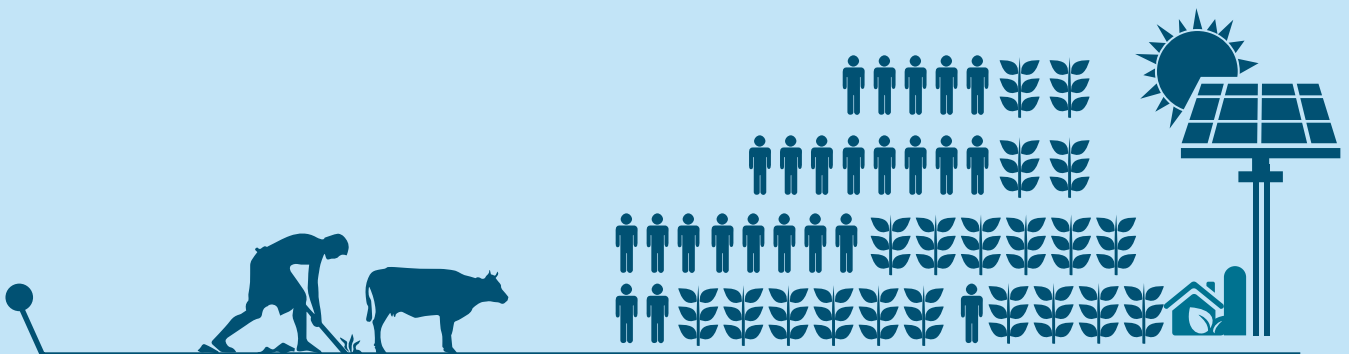
A one-stop-shop for all pumping needs.



A reliable stainless steel pump exporter with a presence in more than 100 countries.

A SHOWCASE OF INDIA'S GLOBAL MANUFACTURING COMPETITIVENESS.

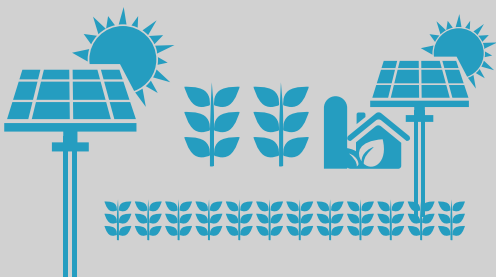
A 5-star rated (Bureau of Energy Efficiency) product portfolio respected for its energy efficiency.



Vision and mission

To become a company that constantly strives for quality and customer satisfaction by providing the best quality and most energy-efficient pumping solutions with global benchmarks.

To excel with an emphasis on best ethical practices and strong organisational values which maximise the interests of all stakeholders.



About the Company

Promoted by the reputed Patidar family of Indore in 1982, Shakti Pumps started as a small-scale unit at Pithampur (Madhya Pradesh) to manufacture submersible pumps and has now evolved into a respected global brand.

The Company is headed by Mr. Dinesh Patidar (Chairman and Managing Director) and competently assisted by qualified professionals with decades of domain experience.

Having started with an annual installed capacity of 1,500 pumps in 1982, the Company's current installed capacity is 5,00,000 pumps per year.

The Company is engaged in the business of manufacturing and marketing stainless steel water pumps and motors under the 'Shakti' brand name.

The Company offers complete pumping solutions through a range of 1,200 products addressing the growing needs of all key segments – agricultural, industrial, commercial and solar.

The Company's products find applications in groundwater supply, irrigation, pressure boost, industrial, fire-fighting and other pumping applications.

The Company's cutting-edge technology has been developed in-house following proactive investments in R&D and state-of-the-art technologies.

The result is that Shakti Pumps is India's largest manufacturer of stainless steel pumps.

Presence

Headquartered at Pithampur (Madhya Pradesh), the Company has manufacturing units in Pithampur domestic tariff area and Pithampur SEZ (Madhya Pradesh) with an R&D centre at Pithampur.

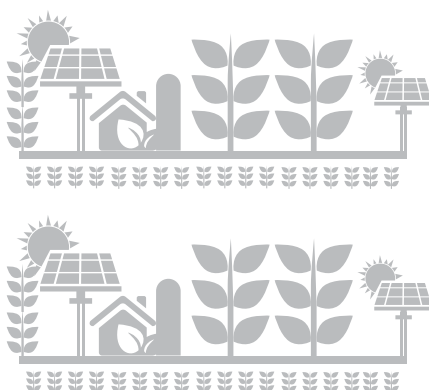
In India, the Company enjoys presence in 13 states with 17 branches and 500 dealers while its global footprint extends across 100 countries.

Standards

Shakti Pumps has consistently addressed customer needs through high quality global products and process benchmarks. The Company's quality focus is validated by certifications like ISO 9001:2008, ISO 14001:2004, OHSAS 18001:2007, BEE Star Rating, Veritas and UL for US safety.

Listing

The Company's shares are listed and regularly traded on the Bombay Stock Exchange (stock code: 531431) and the National Stock Exchange (stock code: SHAKTIPUMP).



Awards and accolades



The Company was conferred with the ECGC – Dun & Bradstreet Indian Exporter's Excellence Award 2015 in the 'Best Focus Product Exporter' category.



The Company was awarded the Trophy for Excellence at the Make in India National Conclave 2014 in the 'Excellence in the Field of Industry' category.



The Company was bestowed with the 'Special Contribution' award by the Engineering Export Promotion Council in the 'Large Enterprise' category for being the 'Highest Exporter in Thrust Markets for Thrust Products' for the year 2014.



The Company was honoured with the Udyog Ratan Award by the Institute of Economic Studies (New Delhi) and Excellence Award by the Institute of Economic Studies (Bangalore) for 2014.






The Company was recognised as the 'Best SEZ Exporter' by ECGC and 'Outstanding Pump Company' by EPC.



Our pumping solutions

Product	Features	Applicability
Solar pumps 	<ul style="list-style-type: none"> • 40% more discharge • Free from problems like feeder damage, supply cut 	<ul style="list-style-type: none"> • Agricultural use; widely used for irrigation
Submersible pumps 	<ul style="list-style-type: none"> • High operating efficiency • Highly durable and hygienic • Good resistance to sand • Can be easily dismantled and repaired • Can handle upthrust load 	<ul style="list-style-type: none"> • Irrigation, domestic water supply • Fountains, industrial water supply • Pressure boosting units, ponds • Gardens, sprinkler systems and mining
Submersible motors 	<ul style="list-style-type: none"> • High operating efficiency and lower power consumption • Water-cooled rewindable motor • Can be easily dismantled and repaired • Industry-standard NEMA mounting dimensions • Cable material according to drinking water regulations • SIC shaft seal for maximum sand protection • Optional PT 100 sensor • Easy to mount with double flange • Mech. Seal : Sic vs Sic/Optional 	<ul style="list-style-type: none"> • Suitable to couple with deep-well submersible pump ends • Used for irrigation, domestic water supply • Fountains, industrial water supply • Pressure boosting units • Sprinkler systems and mining
Vertical multistage centrifugal pumps 	<ul style="list-style-type: none"> • Non-self-priming • Compact in-line design • Wide compatibility with other components 	<ul style="list-style-type: none"> • Liquid transfer • Water supply systems • Water treatment systems • Fire fighting systems • Industrial plants • Construction

Product	Features	Applicability
Pressure booster pumps 	<ul style="list-style-type: none"> • Compact design • Worldwide usage • High reliability • Easy to service and install • Wide performance range • Silent operation • Full stainless steel design • Booster sets for domestic water supply • Automatic start/stop when equipped with press control or pressure tank 	<ul style="list-style-type: none"> • Small domestic use • Small industrial use
Sewage pumps 	<ul style="list-style-type: none"> • High quality stainless steel motor body • Built-in winding parts • Rewindable and easy to repair 	<ul style="list-style-type: none"> • Draining flooded water from the basement/car parking • Draining water/car washes/emptying swimming pools • Water treatment plant/STP • Municipal Corporation drainage line • Municipal Corporation drainage tankers • Emptying tanks in industries
Self-priming pumps 	<ul style="list-style-type: none"> • High quality die cast aluminium motor body • Anti-corrosive coated cast iron parts • In-built thermal overload protector • Insulation class "B" • SS Shaft • Bronze impeller • Duty cycle S1 • Double-sealed ball bearings 	<ul style="list-style-type: none"> • Domestic water supply • Over-head tanks • Home pressure boosting • Construction site • Gardens/Fountains
End section pumps 	<ul style="list-style-type: none"> • The pumps have back pull out design, enabling the removal of the motor without dismantling the pump • The pumps can be driven by diesel engine, DG set, TEFC motor • Ultra-modern design • Superior design material as well as manufacturing process assures longer life 	<ul style="list-style-type: none"> • Water distribution • Pressure boosting • Liquid transfer • Irrigation • Domestic water supply

Product	Features	Applicability
Open well pumps 	<ul style="list-style-type: none"> • Ultra-modern design • Superior design material as well as manufacturing process assure longer life • Easy installation • High efficiency – better than international values, leading to energy saving • Silent, vibration-free running 	<ul style="list-style-type: none"> • Rural and urban draining water installations • Water supply to high-rise buildings • Water circulating system for lawns and gardens • Agricultural lift sprinkler and drip irrigation • Industrial service water supply schemes • Decorative water fountains
Immersible pumps 	<ul style="list-style-type: none"> • Flexible installation length • Reliable • Easy installation and service 	<ul style="list-style-type: none"> • Suitable for pumping cooling lubricants in various machines
Single shaft vertical multistage pump 	<ul style="list-style-type: none"> • Stainless steel impellers, shaft and stage casings (SS 304/SS 316) • All single-phase motors are fitted with thermal motor protectors • Strengthened cartridge seals • Enhanced hydraulic efficiency • Good compatibility and environment-friendly • Low noise level and low vibration level 	<ul style="list-style-type: none"> • Industrial and domestic pressure boosting • RO/DM plant/water circulation • Irrigation • Industrial washing machines • Domestic water supply
Diesel pumps 	<ul style="list-style-type: none"> • Powered by water cooled and direct injection • Petter type 4 stroke diesel engine • Highly efficient and durable • Strong and light-weight, delivers high discharge of water • Guaranteed 6 metre suction head 	<ul style="list-style-type: none"> • Industrial • Domestic • Agricultural

