

Modernising Water Management

Empowering nations, communities and individuals



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Forward looking statement

In this Annual Report, we have disclosed forward-looking information to enable investors to comprehend our prospects and take 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 'anticipate', 'estimate', '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 assumptions. The achievements of results are 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. Readers should keep this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

Water and power are two of the most prominent progress drivers of civilisation.

However, the sustained growth of the global population is straining their availability.

Shakti Pumps is an Indian company that addresses this reality through the manufacture of world-class pumps. These pumps are just what the world needs.

Economical.

Efficient.

Earth-friendly.

Making the Company an attractive proxy of the growing global pumps industry.

Shakti Pumps is more than just a pumps company.

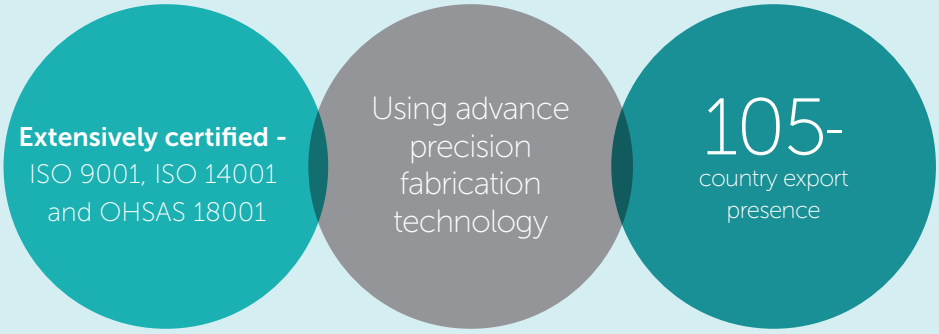
It is a company that is modernising water management.

Indian company.

Global benchmarks.

Global accreditations like UL, CE, Veritas, BEE 5 Star

Empaneled with MNRE, OEMs and various industries



Extensively certified -
ISO 9001, ISO 14001
and OHSAS 18001

Using advance
precision
fabrication
technology

105-
country export
presence

100+
global
dealer base

42%
revenues derived from
global markets

Present in
13
Indian states with
17 branches

500
distributors and 1,500
retailers network
across India

400+
authorised service
centres

500,000
annual pump
manufacturing capacity

Multi-sector
applications
Agri + Industry +
Commercial + Solar

1,500+
products variants
in portfolio

30,000
solar pumps installed
in India

12%
revenue derived from
solar pumps

649
employees across
the globe

Shakti Pumps (India) Limited.

Pioneer and the largest player in India's solar pumps segment.

Servicing the global demand for innovative, energy-efficient and stainless steel pumps.

Driving the vision for national resource security.

Dependable one-stop partner for farm irrigation, industrial, commercial and residential needs.

Modernising water management.



Vision

To become a company that constantly strives for quality and customer satisfaction by providing globally benchmarked pumping solutions. To excel with an emphasis on best business and ethical practices with strong organisational values justifying the interests of all stakeholders.

Mission

To work relentlessly towards achieving our vision by offering best working environment and training focused on integrity, ethics and customer centricity.

Incorporation

Founded in 1982, Shakti Pumps started as a small-scale unit at Pithampur. The Company has now grown into a reputable global brand

in the pumping and motors business with an installed capacity of 5,00,000 pumps per annum.

Presence

Headquartered in Pithampur (Madhya Pradesh), the Company's manufacturing units are located in Pithampur DTA and Pithampur SEZ (Indore, Madhya Pradesh). The Company's products are marketed through a network comprising 500 domestic and 100 overseas dealers.

Portfolio

The Company offers 1,500 pump products variants that find application in groundwater supply, irrigation, pressure boosting, industrial applications as well in fire-fighting systems and pumping applications for domestic and hospitality sectors.

Quality

The Company has invested in cutting-edge manufacturing technologies and equipment from leaders like Mazak from Japan, a global leader of advanced technological solutions. The Company's manufacturing units are ISO 9001:2008, ISO 14001:2004 and OHSAS 18001:2007-certified.

Listing

The Company's shares are listed and traded on the Bombay Stock Exchange (stock code: 531431) and the National Stock Exchange (stock code: SHAKTIPUMP). The Company's market capitalisation as on 31st March 2016 stood at ₹249 crore.

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 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 2014.

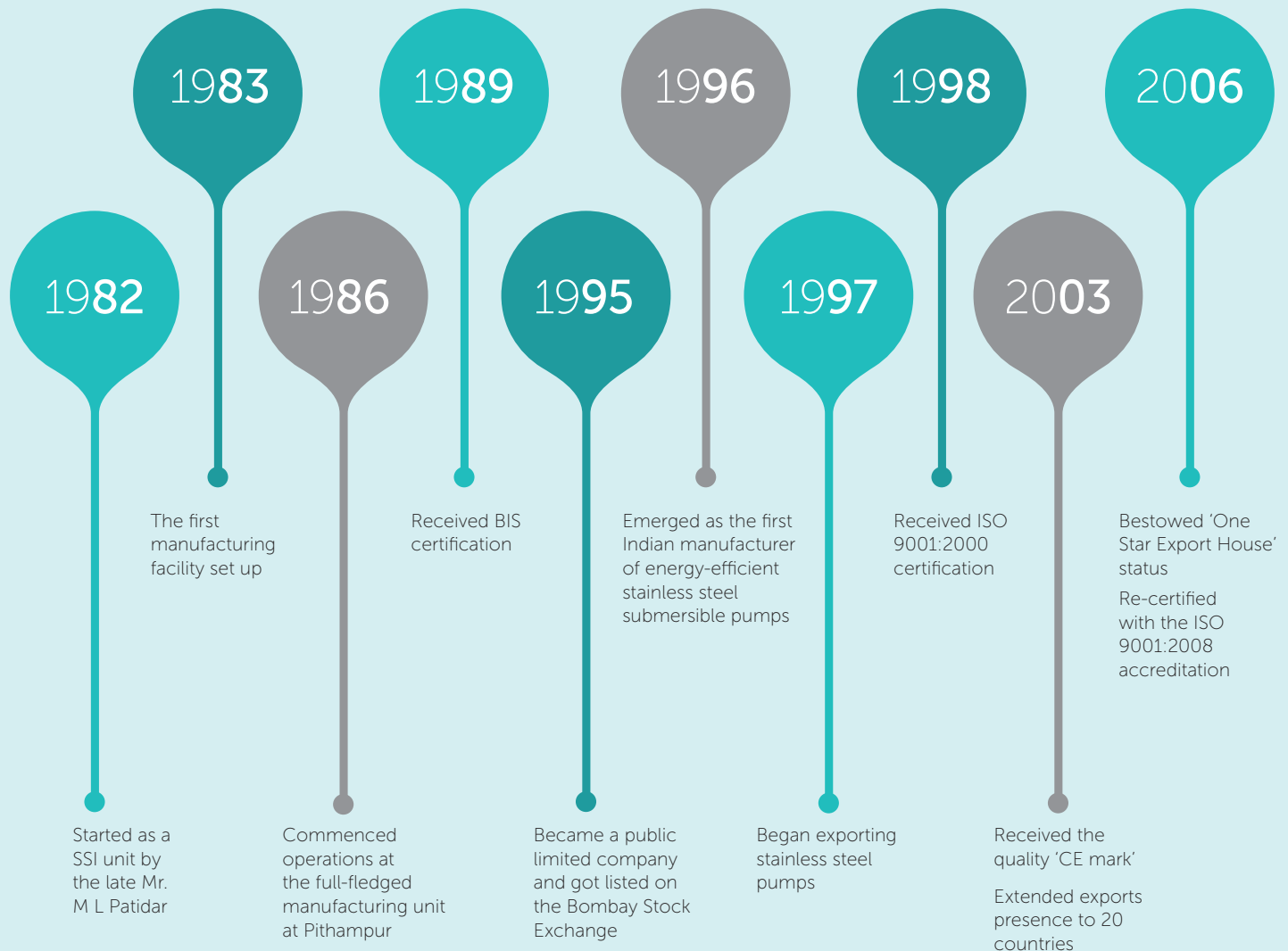


The Company was honoured with the Udyog Ratan Award by the Institute of Economic Studies (New Delhi) and Excellence Award by the Institute of Economic Studies (Bangalore) for 2014.



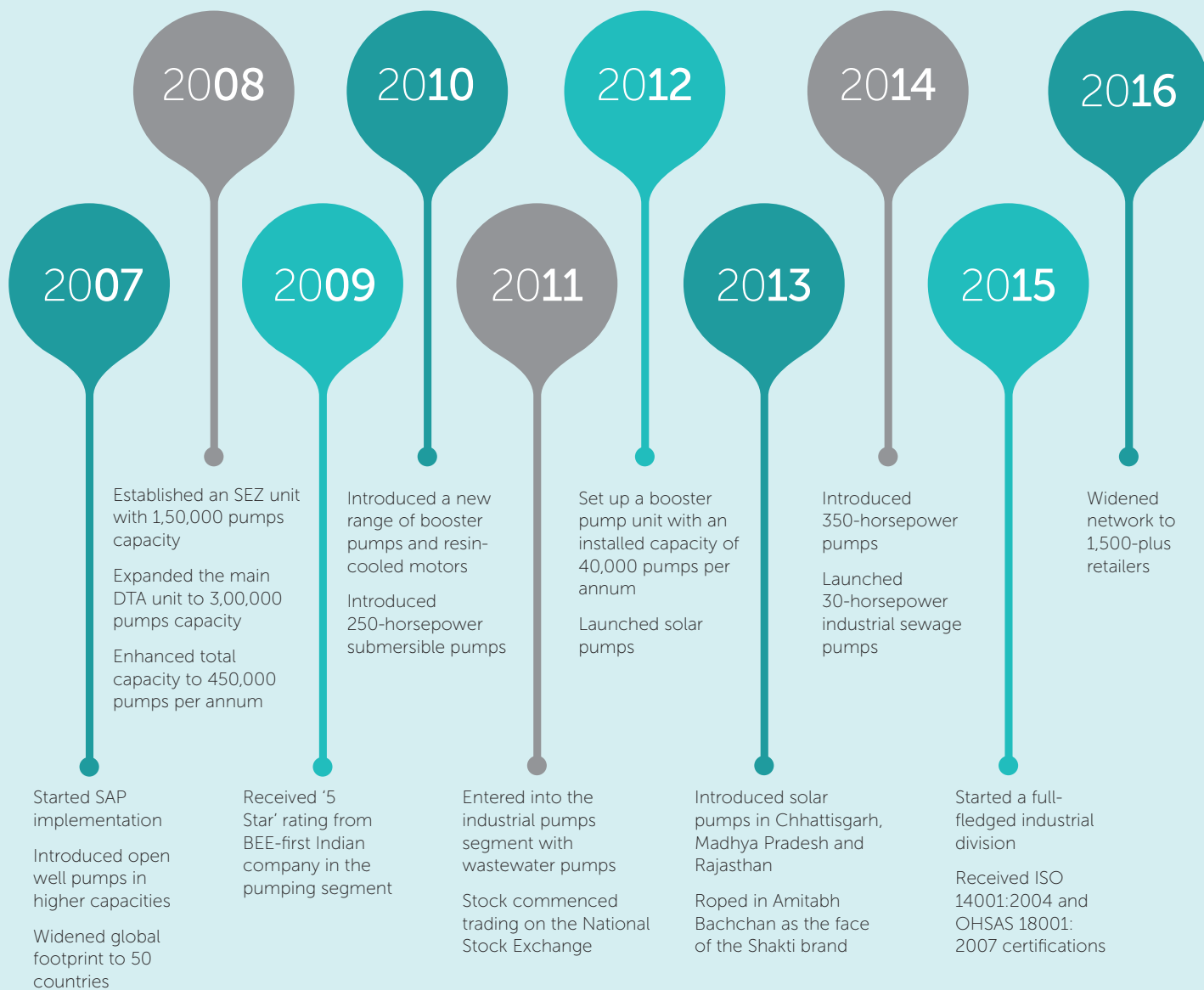
The Company was recognised as the Best SEZ Exporter by ECGC and Outstanding Pump Company by EPC.

Shakti Pumps. A robust story of engineering excellence since 1982...



Case study 01

For years, Yemeni farmers struggled to make ends meet in a war-ravaged nation. No organised markets. No security. No energy. Afzel, a farmer, discovered an interesting way around these challenges. Shakti's solar pumps. He doesn't need grid electricity any longer. The word has got around. A number of Yemeni farmers have turned to Shakti's energy-efficient pumps and transformed their destinies.



Case study 02

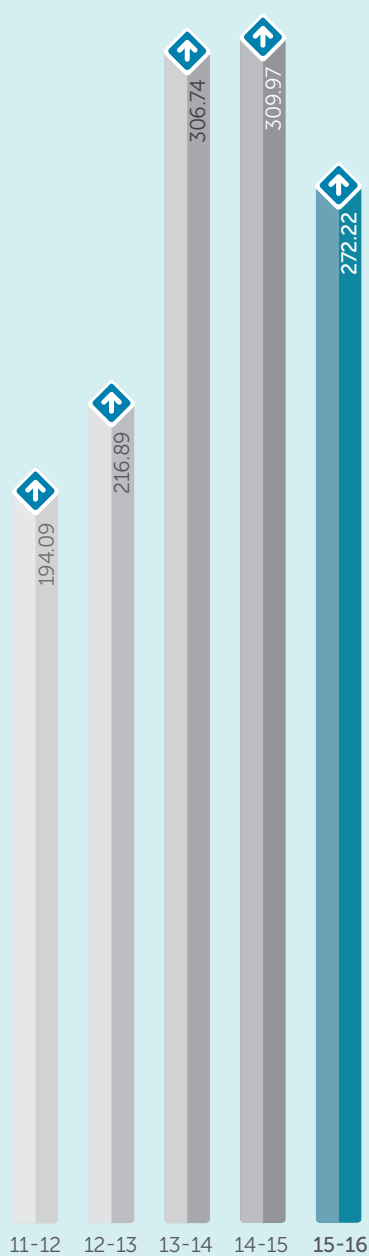
Omar in Morocco is indebted to Shakti's solar pumps for two reasons: rising cost of farming and unpredictable rainfall. The AC & DC solar pump reduced farming costs while drawing adequate groundwater. He has now become the unpaid brand ambassador for the solar pump!

Case study 03

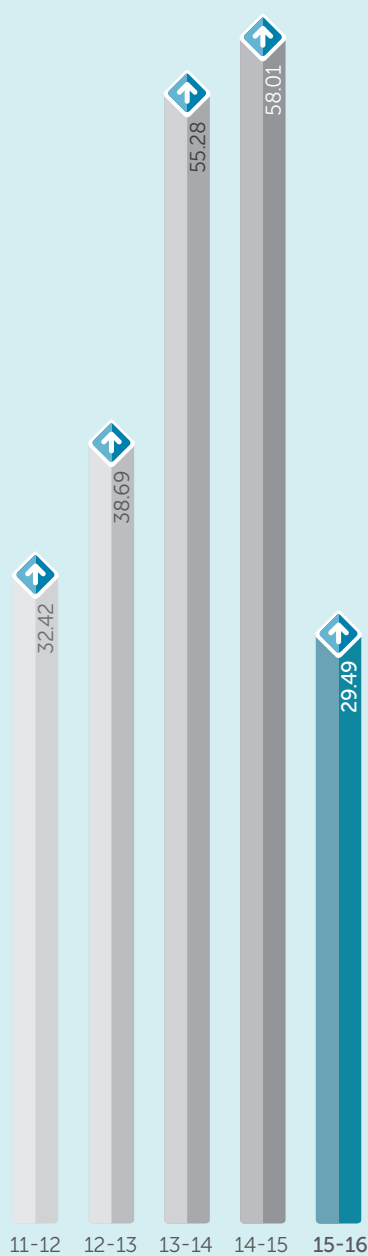
Shahid needed robust pump sets for the 30-storey building under construction in Doha. He shortlisted eight brands and finally selected Shakti. His selection was vindicated: the pumps proved energy-efficient and pumped more water per watt of power consumed. Result: he purchased more pumps for his other projects as well!

Our performance over the years

Net revenue from operations
(₹ crore)



EBIDTA
(₹ crore)



Profit after tax
(₹ crore)

