WPIL Limited

April 02, 2026

Facilities/Instruments	Amount (₹ crore)	Rating[1]	Rating Action
Long-term bank facilities	75.00	CARE A+; Stable	Assigned
Long-term bank facilities	257.21 (Enhanced from 237.21)	CARE A+; Stable	Reaffirmed
Long-term / Short-term bank facilities	813.79	CARE A+; Stable / CARE A1+	Reaffirmed
Short-term bank facilities	2.50	CARE A1+	Reaffirmed
Commercial paper (Carved out)*	15.00	CARE A1+	Reaffirmed

Details of instruments/facilities in Annexure-1.
* carved out of sanctioned working capital limits of the company

Rationale and key rating drivers

Reaffirmation of ratings assigned to bank facilities and instrument of WPIL Limited (WPIL) continues to derive strength from its established presence in the domestic pump industry, international presence through foreign acquisitions, and diversified product portfolio. Ratings also factor in the growth in its consolidated total operating income (TOI) and healthy operating margin in FY25 (refers to April 01 to March 31) and 9MFY26, which is expected to sustain in the medium term considering the healthy revenue visibility from its current order book. While domestic revenue was impacted due to the slow progress of Jal Jeevan Mission projects, project execution across the company's overseas subsidiaries continued to be healthy, resulting in overall growth in project revenue in 9MFY26.

Ratings also factor in the comfortable capital structure and healthy debt coverage indicators. The capital structure is expected to remain comfortable with healthy accretion of profits to reserves, and no major debt-funded capex plans despite higher reliance on borrowings for meeting working capital requirement. The company completed the acquisition of a 55% stake in Paterson Candy International – Africa on June 9, 2025, for a consideration of ~₹90 crore. While the company continues to evaluate potential acquisition opportunities as a part of its long-term growth strategy, any such acquisitions are expected to be funded through available surplus liquidity and are not expected to have impact on the company's capital structure.

However, ratings remain constrained by the working capital intensity of its operations marked by high average collection period and inventory holding period. With large contribution of turnkey projects in TOI (~44% in 9MFY26) and order book, the working capital intensity is expected to remain high in the medium term. Ratings also factor in the profitability susceptible to raw material price volatility and competition in the pump industry due to fragmented industry structure.

Rating sensitivities: Factors likely to lead to rating actions

Positive factors

- Improvement in leverage and debt coverage indicators with total outside liabilities to tangible net worth (TOL/TNW) remaining less than 1.
- Significant improvement in operating cycle.

Negative factors

- Significant elongation in its operating cycle.
- Deterioration in capital structure with overall gearing ratio over 0.7x due to increase in working capital borrowings or significant debt-funded capex/acquisition.
- Deterioration in net debt/profit before interest, lease rentals, depreciation, and taxation (PBILDT) above unity due to moderation in liquidity.
- Moderation in PBILDT margin below 12% on a sustained basis.

[1]Complete definition of ratings assigned are available at www.careratings.com and other CARE Ratings Limited's publications.

Analytical approach

CARE Ratings Limited (CareEdge Ratings) has taken a consolidated approach as all subsidiaries/joint ventures/associates are in similar business with strong operational, financial, and managerial linkages. Entities consolidated in WPIL are placed under Annexure-6.

Outlook: Stable

The Stable outlook reflects that the company is likely to maintain its healthy operating performance given the current order book position, which provides good revenue visibility over the medium term. The financial risk profile is also expected to be maintained with no major debt-led capex plans and healthy debt coverage indicators.

Detailed description of key rating drivers:

Key strengths

Established presence of the company in the pumps industry

WPIL has a track record of operations of over seven decades in the pumps industry. In 2002, it was taken over by Prakash Agarwal (MD, current promoter) from the erstwhile promoters (B. M. Khaitan Group) and the company's performance witnessed a turnaround since 2004. This apart, having an established position in the domestic pump industry, the company has gradually expanded its operations globally through synergistic acquisitions and joint ventures made since 2011. WPIL has subsidiaries and JVs based in South Africa, Zambia, Australia, Singapore, Italy, and Thailand.

Diversified product portfolio and healthy order book position providing revenue visibility in medium term, despite concentrated order book

The company is engaged in manufacturing different types of pumps, spares and accessories and execution of water supply projects on a turnkey basis mainly for industrial units, municipalities, power utilities, and irrigation departments, among others. While the domestic operations are mainly driven by water pumps, it also has presence in pumps relating to oil and gas sector apart from water and industrial pumps in its overseas operations. The standalone order book stood healthy at ~₹2,508 crore as on December 31, 2025, ensuring good revenue visibility over the medium term. However, large turnkey contracts from one single counterparty comprises ~40-50% of the order book, indicating regional and client concentration in the order book. The company's client portfolio comprises irrigation and water departments of Madhya Pradesh, West Bengal, Telangana, Assam, Maharashtra, central utilities, public sector undertakings (PSUs), and private sector entities. In addition to the domestic orders, the company had unexecuted order book of ₹384 crore in its Italian subsidiary, ₹74 crore in Australia, and ₹2,263 crore in South Africa. The consolidated project order book as on December 31, 2025, stood at ₹4,194 crore, which is ~2.32x of its consolidated TOI for FY25. The company also has healthy product order book (largely pumps) of ₹1,035 crore as on December 31, 2025, providing good revenue visibility.

Improvement in revenue in FY25 and 9MFY26 with stable operating margins

WPIL reported steady operating performance on a consolidated basis in FY25, which further improved in 9MFY26, backed by overall higher execution of turnkey projects and healthy revenue reported from sale of pumps. On a consolidated basis, TOI improved by 8% in FY25 over FY24, with further improvement by 9% in 9MFY26 y-o-y. The PBILDT margin slightly moderated to 16.21% in FY25 owing to increase in material cost expenses. However, with healthy execution of international turnkey projects and growth in pump segments, the PBILDT margins have improved to 18.03% in 9MFY26 and is expected to sustain over the medium term.

On a standalone basis, the financial performance of the Pumps segment was stronger in 9MFY26 compared to the project segment, largely due to a contraction in revenues and delays in receipt of payments from Jal Jeevan Mission projects, while fixed costs remained unchanged. TOI and operating profitability are expected to remain healthy over the medium term, supported by strong revenue visibility from the existing order book.

Comfortable capital structure and debt coverage indicators; improvement in TOL/TNW

The capital structure remains healthy with overall gearing at 0.38x as on March 31, 2025 (0.27x as on March 31, 2024). The moderation was due to higher borrowings undertaken to support the increased scale of operations and to bridge the funding gap arising from delays in the receipt of payments under the Jal Jeevan Mission. The interest coverage slightly moderated to 7.53x in FY25 (9.83x in FY24) considering increased debt levels leading to higher interest cost. TOL/TNW stood largely steady at 0.80x as on March 31, 2025, against 0.73x as on March 31, 2024, considering improvement in net worth, despite significant amount of contract liabilities. The coverage and leverage indicators are expected to remain comfortable over the medium term in the absence of debt-led capex plan and healthy operating profitability expected.

Stable long-term industry outlook

The global pumps industry is expected to witness steady growth in near-to-medium term, supported by investments in upgrading aging infrastructure, increasing adoption of energy-efficient motors, and rising deployment of smart pumps equipped with digital monitoring and predictive maintenance capabilities. The Indian pumps market is projected to grow at a relatively faster pace, driven by sustained government expenditure on water infrastructure. Key growth drivers include the extension of the Jal Jeevan Mission until 2028, increased allocations for water supply and sanitation projects, promotion of solar-powered agricultural pumps under the PM KUSUM scheme, and stricter wastewater treatment norms under AMRUT 2.0.

Liquidity: Strong

WPIL's liquidity stood strong marked by free liquidity in the form of cash and bank balance (consolidated) as on December 31, 2025, stood at ~₹546 crore. WPIL does not have major capital expenditure (capex) plans in the medium term, and routine capex is expected to be met through internal accruals.

While the company has undertaken acquisitions over the last few fiscals and continues to evaluate potential acquisition opportunities as part of its long-term growth strategy, such investments are expected to be funded from available liquidity, limiting pressure on its financial profile.

Its fund-based limits were utilised to an average extent of 78% in the last 12 months ended January 31, 2026, while its non-fund-based bank limits were utilised to the extent of ~49% in the same period. Overall liquidity is expected to remain comfortable in the near-to-medium term, supported by healthy cash balances, absence of large debt-funded capex, and moderate utilisation of bank limits.

Key weaknesses

Working capital intensive operations

WPIL's business is inherently working capital intensive with long operating cycle. It receives 10-15% contract value on finalisation of design, 50-60% on delivery of pumps and the balance on successful erection and commissioning. The clients withhold a percentage (generally 10-15%) of the contract price as retention money and the same is paid after 6 to 12 months of completion of contract. Its average collection period stood high at 216 days in FY25 (211 days in FY24), mainly because of elongated payment cycle in some water projects. Average inventory period stood at 90 days in FY25 (96 days in FY24). The elevated collection and inventory periods were funded through increased working capital borrowings and available liquidity. With expected increase in revenue from project segment going forward, the working capital intensity is expected to remain high especially with most clients being irrigation and water supply departments of state governments.

Profitability susceptible to raw material price volatility

Raw materials are WPIL's major cost driver, accounting for ~70% of total cost of sales in FY25. Considering the prices of steel products (major raw material) are volatile, the company's profitability is susceptible to raw material price volatility. However, the company has cost escalation clauses in most long-term contracts for supply of engineered pumps and execution of turnkey contracts, whereas in the shorter-tenure fixed price contracts, it is exposed to price volatility risk.

Intense competition in the pump industry

The global and Indian pumps industry is characterised by co-existence of small and large manufacturers and few established players. The company is also exposed to competition from cheaper imports. The company is also exposed to the demand cyclicality which is inherent to the economy and end-user industries.

Environment, social, and governance (ESG) risks

Risk Factors	
Environment	• Water Saving (ZLD): WPIL follows a Zero Liquid Discharge system, meaning all wastewater is fully treated and reused. No industrial water is released into the environment. • Energy Saving: The company reduced power costs by switching to LED lights, fixing electrical systems, and using energy-efficient equipment such as Variable Frequency Drives at its Kolkata and Ghaziabad plants.

	• Waste Handling: Scrap metal is sold to approved vendors, and small amount of hazardous and e-waste are safely disposed of through authorised agencies. Currently, there are no green credit or GHG-reduction projects.
Social	• Employees and Safety: The company has a mix of permanent and contract staff, with employee and worker turnover of ~17–18%. Workplace safety follows ISO standards, with regular safety checks and risk assessments. No complaints related to health or working conditions were reported . • CSR Activities: WPIL focuses its CSR efforts on water access, education, and health. Key work includes installing solar-powered water systems and hand pumps in rural area, providing safe drinking water to over 20,000 people, and supporting eye surgeries, spectacles, and educational resources.
Governance	• Ethics and Human Rights: The company follows strict rules on conduct, anti-corruption, and workplace safety, including a POSH policy. All board members and senior managers, and most employees, received training. No cases of harassment, discrimination, or human rights issues were reported. No whistle blower complaints were reported during the year. • Risk Management: A dedicated committee regularly reviews business risks such as financial, operational, and strategic risks. This helps the company to identify problems early and take action to protect long-term goals.

Applicable criteria

Definition of Default
Liquidity Analysis of Non-financial sector entities
Rating Outlook and Rating Watch
Manufacturing Companies
Financial Ratios – Non financial Sector
Short Term Instruments
Consolidation

About the company and industry

Industry classification

Macroeconomic indicator	Sector	Industry	Basic industry
Industrials	Capital goods	Industrial products	Compressors, pumps and diesel engines

Incorporated in 1952 by Johnston Pump Company Inc., USA, WPIL is engaged in manufacturing and selling different types of pumps, spares and accessories and execution of water supply projects on a turnkey basis for industrial units, power utilities and irrigation departments among others. In 2002, Prakash Agarwal of Kolkata acquired controlling stake in the company from B. M. Khaitan group. WPIL has two operational manufacturing units in Kolkata, one unit in Ghaziabad, Uttar Pradesh, and two units in Maharashtra. Since 2011, WPIL has expanded its operation in the international market by acquiring pump companies in different regions of the world.

Consolidated Financials

Particular	FY24 (A)	FY25 (A)	9MFY26 (UA)
Total operating income	1,669.10	1,807.32	1,343.30
PBILDT*	303.03	293.05	242.20
PAT	193.02	196.72	153.10
Overall gearing (times)	0.27	0.30	NA
Interest coverage (times)	9.83	7.53	6.77

A: Audited UA: Unaudited; Note: these are latest available financial results
*PBILDT: Profit before interest, lease rentals, depreciation, and tax

Status of non-cooperation with previous CRA: Not applicable

Any other information: Not applicable

Rating history for last three years: Annexure-2

Detailed explanation of covenants of rated instrument / facility: Annexure-3

Complexity level of instruments rated: Annexure-4

Lender details: Annexure-5

Annexure-1: Details of instruments/facilities

Name of the Instrument	ISIN	Date of Issuance (DD-MM-YYYY)	Coupon Rate (%)	Maturity Date (DD-MM-YYYY)	Size of the Issue (₹ crore)	Rating Assigned and Rating Outlook
Commercial Paper-Commercial Paper (Carved out)		Proposed	NA	NA	15.00	CARE A1+
Fund-based - LT-Cash Credit		-	-	-	257.21	CARE A+; Stable
Fund-based - LT-Term Loan		-	-	31-12-2028	75.00	CARE A+; Stable
Fund-based - LT/ ST-Cash Credit		-	-	-	12.79	CARE A+; Stable / CARE A1+
Non-fund-based - LT/ ST-BG/LC		-	-	-	801.00	CARE A+; Stable / CARE A1+
Non-fund-based - ST-Forward Contract		-	-	-	2.50	CARE A1+

Annexure-2: Rating history for last three years

Sr. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating History			
		Type	Amount Outstanding (₹ crore)	Rating	Date(s) and Rating(s) assigned in 2025-2026	Date(s) and Rating(s) assigned in 2024-2025	Date(s) and Rating(s) assigned in 2023-2024	Date(s) and Rating(s) assigned in 2022-2023
1	Commercial Paper-Commercial Paper (Carved out)	ST	15.00	CARE A1+	1)CARE A1+ (03-Apr-25)	1)CARE A1+ (05-Apr-24)	-	1)CARE A1 (21-Mar-23)
2	Fund-based - LT-Cash Credit	LT	257.21	CARE A+; Stable	1)CARE A+; Stable (03-Apr-25)	1)CARE A+; Stable (05-Apr-24)	-	1)CARE A+; Stable (21-Mar-23)
3	Fund-based - LT/ ST-Cash Credit	LT/ST	12.79	CARE A+; Stable / CARE A1+	1)CARE A+; Stable / CARE A1+ (03-Apr-25)	1)CARE A+; Stable / CARE A1+ (05-Apr-24)	-	1)CARE A+; Stable / CARE A1 (21-Mar-23)

4	Non-fund-based - LT/ ST-BG/LC	LT/ST	801.00	CARE A+; Stable / CARE A1+	1)CARE A+; Stable / CARE A1+ (03-Apr-25)	1)CARE A+; Stable / CARE A1+ (05-Apr-24)	-	1)CARE A+; Stable / CARE A1 (21-Mar-23)
5	Non-fund-based - ST-Forward Contract	ST	2.50	CARE A1+	1)CARE A1+ (03-Apr-25)	1)CARE A1+ (05-Apr-24)	-	1)CARE A1 (21-Mar-23)
6	Fund-based - LT-Term Loan	LT	75.00	CARE A+; Stable				

LT: Long term; ST: Short term; LT/ST: Long term/Short term

Annexure-3: Detailed explanation of covenants of rated instruments/facilities- Not applicable

Annexure-4: Complexity level of instruments rated

Sr. No.	Name of the Instrument	Complexity Level
1	Commercial Paper-Commercial Paper (Carved out)	Simple
2	Fund-based - LT-Cash Credit	Simple
3	Fund-based - LT-Term Loan	Simple
4	Fund-based - LT/ ST-Cash Credit	Simple
5	Non-fund-based - LT/ ST-BG/LC	Simple
6	Non-fund-based - ST-Forward Contract	Simple

Annexure-5: Lender details

To view lender-wise details of bank facilities please click here

Annexure-6: List of entities consolidated- As on December 31, 2025

Sr No	Name of the entity	Extent of consolidation	Rationale for consolidation
1	Aturia International Pte Limited (AIPL)	Full	Subsidiary
2	Mathers Foundry Limited	Full	Step-down Subsidiary
3	Sterling Pumps Pty Limited (SPL)	Full	Subsidiary
4	UCP Australia Pty Ltd	Full	Step-down Subsidiary
5	WPIL SA Holdings Pty Limited (SAHPL)	Full	Step-down Subsidiary
6	APE Pumps Pty Limited (APPL)	Full	Step-down Subsidiary
7	Mather & Platt (SA) Pty Limited	Full	Step-down Subsidiary
8	PSV Zambia Limited	Full	Step-down Subsidiary
9	Gruppo Aturia S.p.A	Full	Step-down Subsidiary
10	Eigenbau Pty Limited	Full	Step-down Subsidiary
11	MISA ITALY	Full	Step-down Subsidiary
12	Paterson Candy International	Full	Step-down Subsidiary
13	Riccla 1715 Pty Limited	Full	Step-down Subsidiary
14	PCI Contracting (Botswana) Pty Limited	Full	Step-down Subsidiary
15	WPIL (Thailand) Co. Limited	Moderate	Joint Venture
16	Clyde Pumps India Private Limited	Moderate	Associate
17	Amanzi Phampa Consultants (Pty) Ltd	Moderate	Associate
18	WPIL – SMS JV	Moderate	Jointly Controlled Operations
19	WPIL- Sarathi JV	Moderate	Jointly Controlled Operations
20	WPIL-JWIL JV	Moderate	Jointly Controlled Operations
21	WPIL – MHI JV	Moderate	Jointly Controlled Operations
22	Ranjit – WPIL JV	Moderate	Jointly Controlled Operations

Note on complexity levels of rated instruments: CareEdge Ratings has classified instruments rated by it based on complexity. Investors/market intermediaries/regulators or others are welcome to write to care@careedge.in for clarifications.

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About us:
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