Shakti Pumps (India) Limited

February 25, 2020

Ratings

Facilities	Amount (Rs. crore)	Ratings[1]	Rating Action
Long-term Bank Facilities	93.49	**CARE BBB+; Stable (Triple B Plus; Outlook: Stable)**	Revised from CARE A-; Negative (Single A Minus; Outlook: Negative)
Short-term Bank Facilities	180.00	**CARE A2 (A Two)**	Revised from CARE A2+ (A Two Plus)
Total Facilities	**273.49 (Rupees Two Hundred Seventy Three Crore and Forty Nine Lakh only)**		

Details of instruments/facilities in Annexure-1;

Detailed Rationale & Key Rating Drivers

The revision in ratings for the bank facilities of Shakti Pumps (India) Limited (SPIL) is on account of decline in SPIL's total operating income (TOI) and profitability with net loss reported by the company during 9MFY20, primarily on account of increased competitive intensity in the solar pumps market, sizeable operating overheads and low orders due to delay in implementation of centrally sponsored subsidy schemes for solar pumps for agricultural use. There is a sequential decline in its PBILDT margin during the first three quarters of FY20 which coupled with its sustained debt levels have also resulted in deterioration in SPIL's debt coverage indicators.

The ratings for the bank facilities of SPIL, however, continue to derive strength from its established operations in the submersible pumps and motors industry aided by its experienced promoters, established distribution network and geographically diversified presence along with its comfortable leverage. The ratings also take into consideration the inherent favorable growth prospects for the solar pumps industry with government's focus towards increased usage of renewable energy.

The ratings, however, continue to remain constrained by SPIL's working capital intensive operations due to large investment in inventory and receivables, susceptibility of its profitability to volatility in raw material prices & forex rates and intense competition in the pumps manufacturing industry.

Rating Sensitivities

Positive Factors

- Volume driven growth in total operating income (TOI) beyond Rs.600 crore along with sustained operating profitability (PBILDT margin) of more than 18%
- Improvement in overall gearing to below 0.50x with reduced reliance on external borrowings to fund working capital requirements resulting in better liquidity
- Improvement in its total debt/PBILDT to below 2 times on sustained basis

Negative Factors

- Decline in total operating income (TOI) to lower than Rs.350 crore or decline in operating profitability with PBILDT margin below 8% on a sustained basis
- Elongation in working capital cycle to beyond 180 days from present level of 161 days in FY19 and increase in external borrowings to fund these requirements
- Any large sized debt-funded capex resulting in deterioration in debt coverage indicators in a short time frame
- Any major delinquency in receivables or write-off of inventory

Detailed description of the key rating drivers

Key Rating Strengths

Experienced promoters, established operations and strong distribution network: SPIL's management is headed by Mr. Dinesh Patidar, Chairman and Managing Director, who has an experience of more than three decades in the field of submersible pumps and motors. SPIL caters primarily to the domestic market through a wide-spread distribution network consisting of over 550 dealers, 15,000 retailers and multiple marketing branches with presence in 21 states. The company also has an established presence in over 100 countries spread across Middle East, USA, Africa, Asia and Europe. Further, SPIL has established subsidiaries in United Arab Emirates (UAE), United States of America (USA), Australia and Bangladesh to enhance its presence in these markets and has a subsidiary in China for enabling imports from the country.

[1]*Complete definitions of the ratings assigned are available at www.careratings.com and in other CARE publications.*

Comfortable leverage; albeit moderation in debt coverage indicators: SPIL's leverage remained comfortable marked by an overall gearing of 0.73x as on December 31, 2019 compared with 0.69x as on end FY19. However, during 9MFY20, the cumulative impact of decline in SPIL's profitability and stable interest costs on the back of sustained debt levels led to sharp decline in its cash accruals, as it reported a meager cash profit of Rs.1.24 crore during the period, translating into moderation in its debt coverage indicators. SPIL's interest coverage reduced sharply from 5.07x in FY19 to 1.19x in 9MFY20. Furthermore, on an annualized basis, its total debt/PBILDT deteriorated from 1.82 times during 9MFY19 to 8.65 times during 9MFY20.

Favourable growth prospects with government's impetus on incremental usage of renewable energy for agriculture: India is one of the largest regional markets for solar pumps after Middle East Asia (MEA) and China and is expected to be one of the fastest growing markets over the next few years. The government is also emphasizing use of solar pumps by providing capital subsidy for installation of solar pumps as well as solarization of existing pumps to reduce the consumption of grid power (which is heavily subsidized by the state government or is provided entirely free of cost) through various schemes including Kisan Urja Suraksha evam Utthaan Mahaabhiyan (KUSUM), which also encompasses sale of excess power generated from these sources to the grid. However, the implementation of the scheme has been delayed from that envisaged, which has affected the industry players, as the state governments have halted their orders (under the previous subsidy payment scheme) in anticipation of implementation under KUSUM scheme.

Liquidity – Adequate: Despite lower generation of cash accruals and sustained debt levels, SPIL's liquidity remained adequate with continued moderate utilization of its working capital limits (both fund based and non-fund based limits) at around 70-80% for the trailing 12 months ended December 2019, which leaves adequate cushion for any exigency. Further, SPIL's term loan repayment obligations are at a relatively modest level of around Rs.8.49-10.61 crore over the next three years ending FY22, which are expected to be moderately matched against its envisaged cash accruals over the period. Also, it has low capex requirements, as it has built up adequate capacity to cater to any anticipated growth in turnover over the next two years. Further, a low overall gearing of 0.73x as on December 31, 2019 also provides some financial flexibility for raising funds.

Key Rating Weaknesses

Moderation in scale of operations and sustained decline in profitability during 9MFY20: SPIL had reported a total operating income (TOI) of Rs.547.61 crore in FY19 with a healthy operating profitability, marked by a PBILDT margin of 16.49%. However, during 9MFY20, SPIL's TOI declined by around 24% on a y-o-y basis on account of decline in demand for solar pumps in domestic market (both integrated as well as OEM segment) due to delay in implementation of projects under the central subsidy scheme, which also halted the regular inflow of orders from state governments under previous subsidy claim mechanism. With continued delay in the commencement of implementation in the subsidy based schemes, SPIL's scale of operations is expected to be lower than that previously envisaged. Further, SPIL reported a sharp decline in its PBILDT margin to 6.05% for 9MFY20, compared with 16.43% in 9MFY19, largely on account of decline in its scale of operations leading to lower absorption of its operating overheads, underlining the operating leverage inherent in its business. There is a sequential declining trend in its PBILDT margin during the first three quarters of FY20. Heightened competitive intensity in the solar pumps industry, where procurement by government agencies is tender based also affected SPIL's realizations and consequently its profitability.

Working capital intensive operations: SPIL's operations are working capital intensive in nature, with significant investment required in both receivables as well as inventories. SPIL's revenue model is both tender based as well as order based, with around 60% of its revenue contributed by sales under the tenders floated by state government agencies. As the volume, value and time of such sales is difficult to be predicted, SPIL maintains sufficient amount of inventory, which is also utilized to meet its distribution channel requirements. Further, it needs to provide a credit period of around 90-120 days to such agencies, resulting in elongated collections. Both these factors translate into sizeable working capital requirements for the company. An inverted duty structure for solar pumps also contributes to the working capital intensity of SPIL's business (as it is required to obtain refund of excess GST input credit from the government). While SPIL's operating cycle showed some improvement in FY19 over the previous year, it continued to remain long at 161 days in the year. During 9MFY20, SPIL exhibited good collection efficiency which is reflected in reduction in its outstanding receivables; however, the same was offset by high inventory levels and reduction in its payables as on December 31, 2019, which has led to sustained debt levels. Also, SPIL's net-working capital requirements remained moderate at around 60-70% of its total capital employed during FY19 & 9MFY20, which underlines the working capital intensity of its operations. Efficient management of its working capital resulting in shortening of its working capital cycle and reduced reliance on bank borrowings to fund requirements would remain a key rating sensitivity.

Operating profitability susceptible to volatility in raw material prices and forex rates especially in the backdrop of large part of its orders being fixed-price in nature: The primary raw materials used for the manufacturing of pumps include stainless steel, copper and solar modules/panels. The prices of these materials are inherently volatile and are driven largely by global as well as local demand and supply conditions. Raw material accounts for around 60-65% of the total manufacturing cost of SPIL and hence any volatility in the prices of these materials may impact the profitability of the company. Further, SPIL is a net exporter and enjoys natural hedge against the forex movement to certain extent, however, significant foreign currency volatility coupled with high level of un-hedged portion may adversely impact SPIL's profitability in case of any unfavourable movement in currency rates.

Analytical approach: Consolidated
CARE has taken a consolidated approach for analysis of SPIL. The operational and financial risk profile of SPIL's various domestic and overseas subsidiaries established for marketing, procurement and related business purposes have been considered for analysis. All the entities operate under the common brand of 'Shakti' and have a common management. List of its subsidiaries consolidated in SPIL as on March 31, 2019 are mentioned in **Annexure 3**.

Applicable Criteria
Criteria on assigning Outlook to Credit Ratings
CARE's Policy on Default Recognition
Criteria for Short Term Instruments
Rating Methodology – Manufacturing Companies
Financial ratios - Non- Financial Sector
Rating Methodology: Consolidation and Factoring Linkages in Ratings

About the Company
Shakti Pumps (India) Limited (SPIL) was originally established in 1982 as a partnership firm by Mr. Manoharlal Patidar. The firm was later converted into a public limited company in 1995. SPIL is engaged in manufacturing of energy efficient stainless steel submersible pumps, pump-motors, solar pumps and pressure booster pumps. Pumps manufactured by SPIL find application in irrigation, residential as well as industrial sectors. SPIL's manufacturing facilities are located at Pithampur, Madhya Pradesh with an installed capacity to manufacture 500,000 pumps per annum.

Brief Financials of SPIL (consolidated) are tabulated below:

Brief Financials (Rs. Crore)	FY18 (A)	FY19 (A)
Total operating income	438.99	547.61
PBILDT	79.82	90.32
PAT	34.11	45.09
Overall gearing (times)	0.52	0.69
Interest coverage (times)	5.70	5.07

A – Audited;

Further, as per the published financial results of 9MFY20, on a consolidated basis, SPIL reported a total operating income of Rs.293.13 crore and incurred a net loss of Rs.7.93 crore, compared with a total operating income of Rs.388.16 crore and PAT of Rs.28.53 crore in 9MFY19.

Status of non-cooperation with previous CRA: Not Applicable

Any other information: Not Applicable

Rating History for last three years: Please refer Annexure-2

Annexure-1: Details of Instruments/Facilities

Name of the Instrument	Date of Issuance	Coupon Rate	Maturity Date	Size of the Issue (Rs. crore)	Rating assigned along with Rating Outlook
Fund-based - LT-Term Loan	-	-	December 2024	25.99	CARE BBB+; Stable
Fund-based/Non-fund-based-Short Term	-	-	-	110.00	CARE A2
Fund-based - LT-Cash Credit	-	-	-	67.50	CARE BBB+; Stable
Non-fund-based - ST-Letter of credit	-	-	-	45.00	CARE A2
Fund-based/Non-fund-based-Short Term	-	-	-	25.00	CARE A2

Annexure-2: Rating History of last three years

Sr. No.	Name of the Instrument/Bank Facilities	Current Ratings			Rating history			
		Type	Amount Outstanding (Rs. crore)	Rating	Date(s) & Rating(s) assigned in 2019-2020	Date(s) & Rating(s) assigned in 2018-2019	Date(s) & Rating(s) assigned in 2017-2018	Date(s) & Rating(s) assigned in 2016-2017
1.	Fund-based - LT-Term Loan	LT	25.99	CARE BBB+; Stable	1)CARE A-; Negative (25-Nov-19) 2)CARE A-; Stable (09-Oct-19)	1)CARE A-; Stable (05-Oct-18)	1)CARE A-; Stable (25-Sep-17)	1)CARE BBB+ (25-Oct-16) 2)CARE BBB+ (07-Oct-16)
2.	Fund-based/Non-fund-based-Short Term	ST	110.00	CARE A2	1)CARE A2+ (25-Nov-19) 2)CARE A2+ (09-Oct-19)	1)CARE A-; Stable / CARE A2+ (05-Oct-18)	1)CARE A-; Stable / CARE A2+ (25-Sep-17)	1)CARE BBB+ / CARE A2 (25-Oct-16) 2)CARE BBB+ / CARE A2 (07-Oct-16)
3.	Fund-based - LT-Cash Credit	LT	67.50	CARE BBB+; Stable	1)CARE A-; Negative (25-Nov-19) 2)CARE A-; Stable (09-Oct-19)	1)CARE A-; Stable (05-Oct-18)	1)CARE A-; Stable (25-Sep-17)	1)CARE BBB+ (25-Oct-16) 2)CARE BBB+ (07-Oct-16)
4.	Non-fund-based - ST-Letter of credit	ST	45.00	CARE A2	1)CARE A2+ (25-Nov-19) 2)CARE A2+ (09-Oct-19)	1)CARE A2+ (05-Oct-18)	1)CARE A2+ (25-Sep-17)	1)CARE A2 (25-Oct-16) 2)CARE A2 (07-Oct-16)
5.	Fund-based/Non-fund-based-Short Term	ST	25.00	CARE A2	1)CARE A2+ (25-Nov-19) 2)CARE A2+ (09-Oct-19)	1)CARE A2+ (05-Oct-18)	1)CARE A2+ (25-Sep-17)	1)CARE A2 (25-Oct-16) 2)CARE A2 (07-Oct-16)

Annexure-3: List of entities consolidated in SPIL as on March 31, 2019

Sr. No.	Name of entity	Domicile	% Shareholding of SPIL as on March 31, 2019	Primary business activity of the entity
1.	Shakti Pumps USA LLC	USA	100%	Marketing and service arm of SPIL
2.	Shakti Pumps FZE	UAE	100%	
3.	Shakti Pumps Pty. Ltd.	Australia	100%	
4.	Shakti Pumps (Bangladesh) Ltd.	Bangladesh	100%	
5.	Shakti Pumps (Shanghai) Ltd.	China	100%	Procurement arm of SPIL for its imports
6.	Shakti Energy Solutions Pvt. Ltd. (SESPL)	India	100%	Manufacturing of steel structures for solar cells and pump solutions

Note on complexity levels of the rated instrument: *CARE has classified instruments rated by it on the basis of complexity. This classification is available at www.careratings.com. Investors/market intermediaries/regulators or others are welcome to write to care@careratings.com for any clarifications.*

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About CARE Ratings:

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