



**PUMPS | MOTORS**



# LATTEYS INDUSTRIES LIMITED WELCOMES YOU!



IS:9079  
CM/L-7200081504



IS:8034  
CM/L-7588297



IS:8472  
CM/L-7200072398



IS:14220  
CM/L-7200113689



IS:9283  
CM/L-7200134798





**PUMPS | MOTORS**

# LATTEYS INDUSTRIES LIMITED

**CORPORATE REPRESENTATION  
FY 2021-2022**

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# KEY MANAGEMENT TEAM



Kapoor Chand Garg  
Managing Director

**Kapoor Chand Garg, is a visionary, self made industrialist and leader with a strong business acumen and knowledge in development of products and management. More than 3 decades of experience and business development activities exploring and expanding new business opportunity across the world.**



Pawan Garg  
Whole Time Director

**Pawan Garg, with more than 23 years of experience in the Pump Industry such as self priming motor, submersible pumps etc. An extensive business travels across the world helped him to adopt latest and best practices in business to develop a competitive edge.**



Saroj Garg  
Non-Executive Director

**Saroj Garg, Determined professional with rich experience in innovative approach in accounts, and industrial relations ensuring all administration and legal compliances.**

# Company Infrastructure



## Financial Performance at Glance for the FY 2021-2022

Revenue from Operations	408 MN
EBITDA	14 MN
PAT	10 MN
EPS	2.25/ Share

**49% Growth in Sales from Previous Year**

## Overview

- Established in 2004, Latteys Pump Industries (Proprietorship). Latteys is an India based solar submersible pumps, motors manufacturer.
- We are currently registered as manufacturers of submersible pumps in Gujarat, MP, UP, MH, RJ, AP, Haryana and Bihar.
- The overseas market contributes 30% of our revenue.
- Market Capitalization of the company is INR 240 MN as on 31st March, 2022.

## Products

- Solar Pumping System with AC and DC Motors
- Stainless Steel Pump set for International Market.
- Electric Induction Motor.
- Submersible Pump set for Agriculture and Domestic Use
- Self Priming Pumps for Household needs.

## Industry Covered

- Solar
- Agriculture
- Domestic
- Export
- Buildings

# ABOUT THE COMPANY



In 2004, Latteys Industries Limited (LATTEYS), was founded and is now one of the leading manufacturers of submersible pumps made entirely of stainless steel.

Our domestic market consists of 5 branches spread across 5 states with a strong network of more than 1000 dealers and retailers.

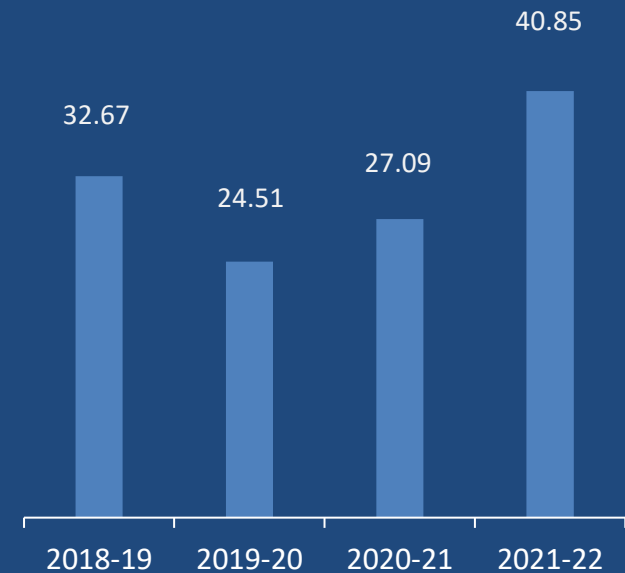
The company manufacture stainless steel pumps and motors, as well as energy efficient solar pumping solutions.

As a result, the company has developed a variety of pumps catering to almost all aquatic-related sectors, including agriculture, water processing, industrial, construction, hospitality, household, sewage treatment, and horticulture.

The Indian company with the highest number of 5-star rated pumps

Clients from Asian countries & UAE make up the Company's global clientele.

## Operation Revenue in MN



Sales Chart

# KEY STRENGTH



## Strong Global Footprint:

We export submersible pumps all over India and worldwide through more than 2000 dealers and retailers, making us one of the most prominent pump exporters from India

## Wide Local Distribution Network

The company operates directly from its head office in various states with more than 1000 dealers and 1,000 retailers in five states

## State-of art Manufacturing Facilities

We have developed world-class infrastructure and have one of the most efficient production lines, and our products are known for their durability and strength

## Quality Control

Our company has always maintained the quality of its products at a reasonable price since its inception.

## Skilled & Experienced Personnel

Company have large number of skilled personnel at every process of manufacturing of products.

## Service after sales

We place a high priority on retaining existing customers, which plays a major role in Customer Satisfaction and Retention. Latteys Industries Limited is known for the services provided to their customers.

## In-house R & D

We have built a highly energetic R & D team and infrastructure over the past few years, which is capable of generating innovative solutions for our clients.

## Certifications

Bureau of Energy Efficiency (BEE) has granted a 5 star rating to more than 260 pump models. Company has also been certified by independent bodies like UL, CE, ISO, BIS, ISI, etc.

# SWOT



## STRENGTH

- Experienced Management
- Strong customer base in domestic market and export
- Skilled and motivated work force
- Very strong R&D and Post Sales Management
- Diversified Product Portfolio
- Strong material supply vendor base

## OPPORTUNITY

- Focus on India Government Tender in supply of Solar Pumps
- Participating in various Government initiatives
- Large Growing Market Size along with export opportunities



## WEAKNESS

- High R & D Costs
- Very high product variety to be maintained, highly stock intensive
- Technologically backward supply chain

## THREAT

- Seasonal market
- Highly Competitive Landscape
- Increased Tax Charges
- Fluctuating Prices of Raw Material



# PRODUCT PORTFOLIO

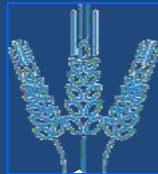


ONE STOP SOLUTION FOR ALL NEED



## ***Solar***

High discharge solar pumps ranging from 1HP to 100HP with remote monitoring and controller.



## ***Agriculture***

We offer a variety of pumps for agricultural needs, such as submersible pumps, centrifugal pumps, and open well pumps.



## ***Domestic***

Self-priming pumps, shallow well pumps, pressure booster pumps, and other household necessities



## ***Sewage***

Provides drainage solutions for flood water in various areas, including basements, car parks, cisterns and potholes.



# LATTEYS

Non Stop Watering

PUMPS | MOTORS

**V3,V4**

**SUBMERSIBLE MOTOR PUMPS**



HEAD RANGE: 5 MTR - 462 MTR  
DISCHARGE: 15 LPM - 600 LPM  
HORSE POWER: 0.5 HP - 10 HP

**V5~V9**

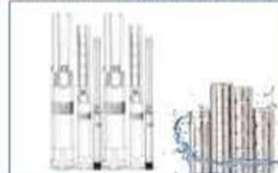
**SUBMERSIBLE MOTOR PUMPS**



HEAD RANGE: 5 MTR - 500 MTR  
DISCHARGE: 15 LPM - 3400 LPM  
HORSE POWER: 3.0 HP - 150 HP

**V4,V6,V8**

**STAINLESS STEEL SUBMERSIBLE PUMPS**



HEAD RANGE: 4 MTR - 425 MTR  
DISCHARGE: 10 LPM - 4000 LPM  
HORSE POWER: 0.5 HP - 100 HP

**VERTICAL OPENWELL PUMPS**



HEAD RANGE: 5 MTR - 157 MTR  
DISCHARGE: 125 LPM - 2550 LPM  
HORSE POWER: 3.0 HP - 20 HP

**HORIZONTAL OPENWELL PUMPS (OLMPS)**



HEAD RANGE: 06 MTR - 100 MTR  
DISCHARGE: 100 LPM - 2200 LPM  
HORSE POWER: 3.0 HP - 20 HP

**CENTRIFUGAL MONOBLOCK PUMP "B" CLASS INSULATION**



HEAD RANGE: 5 MTR - 40 MTR  
DISCHARGE: 2000 LPH - 76000 LPH  
HORSE POWER: 0.5 HP - 5.0 HP

**CENTRIFUGAL MONOBLOCK PUMP "A" CLASS INSULATION**



HEAD RANGE: 6 MTR - 100 MTR  
DISCHARGE: 200 LPM - 1650 LPM  
HORSE POWER: 3.0 HP - 20 HP

**SHALLOW WELL JET PUMPS**



HEAD RANGE: 3 MTR - 50 MTR  
DISCHARGE: 200 LPH - 5000 LPH  
HORSE POWER: 0.5 HP - 1.5 HP

**MONOBLOCK PUMPS**



HEAD RANGE: 03 MTR - 70 MTR  
DISCHARGE: 50 LPH - 5000 LPH  
HORSE POWER: 1. HP - 1.5 HP

**MINI MONOBLOCK PUMPS**



HEAD RANGE: 03 MTR - 50 MTR  
DISCHARGE: 30 LPH - 4000 LPH  
HORSE POWER: 0.5 HP - 1.0 HP

**INDUCTION MOTORS**



POWER: 0.5HP - 20HP  
SPEED: 2800, 1440, 960 RPM  
PHASE: SINGLE, THREE

**OPEN WELL PUMPS**



HEAD RANGE: 3 MTR - 50 MTR  
DISCHARGE: 2100 LPH - 30000 LPH  
HORSE POWER: 0.5 HP - 2.0 HP

**PRESSURE BOOSTER PUMPS**



PRESSURE: 1.5KG/CM<sup>2</sup> - 4.5KG/CM<sup>2</sup>  
CAPACITY: 3200 LPH - 6000 LPH  
HORSE POWER: 0.5 HP - 1.0 HP

**SOLAR PUMSETS**



SOLAR: 5 MTR  
DISCHARGE: 16lpm - 1500lpm  
HORSE POWER: 0.5HP - 10HP

**CONTROL PANEL**



ANALOGUE & DIGITAL PANEL  
PHASE: SINGLE, THREE  
HORSE POWER: 0.5HP - 20HP

OUR  
PRODUCT  
RANGE



CML-720001104 CML-7580247 CML-720007206 CML-7200112000 CML-7200124768

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# Manufacturing Facilities at Corporate Office



# Product Quality



**Customer  
Satisfaction**



**Customer Retention**

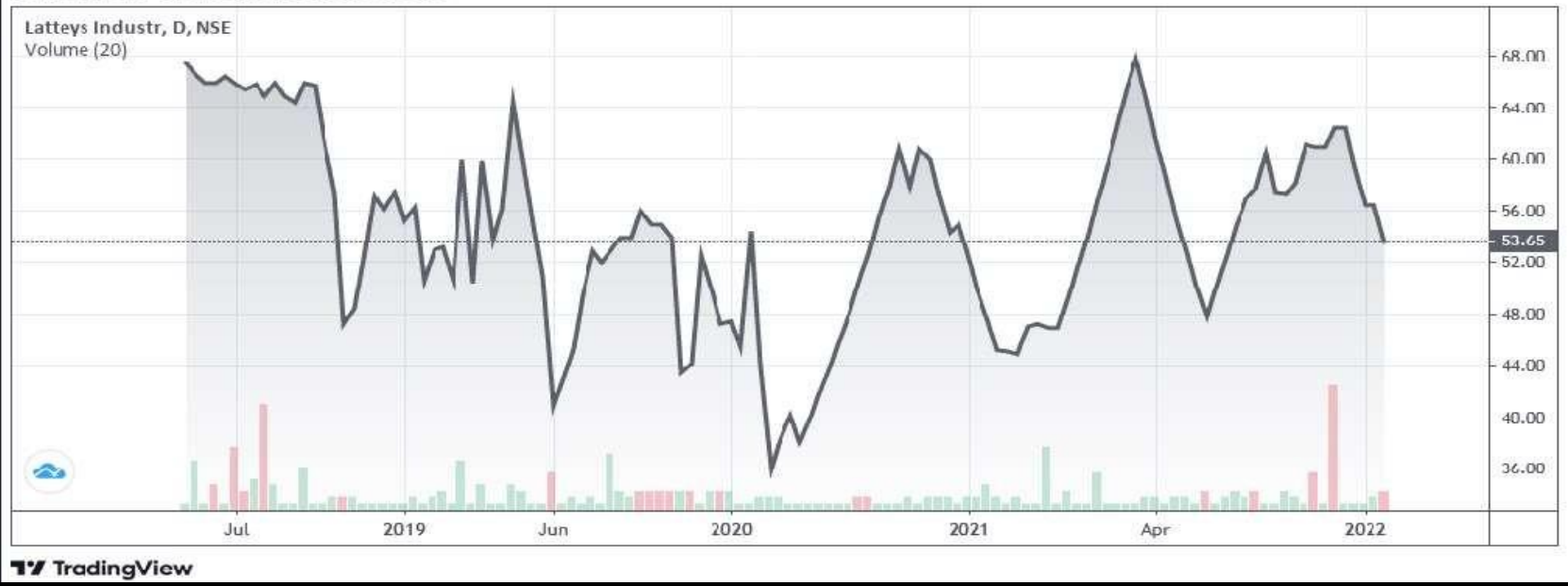
# HISTORICAL INCOME STATEMENT (IND AS)



PARTICULARS (INR MN)	FY21	FY22
Revenue From Operation	27.09	40.85
Total Expenses	27.03	39.90
EBITDA	0.68	1.40
EBITDA (Margin %)	2.51	3.43
Other Income	0.63	0.46
Depreciation	0.80	0.81
Finance Cost	1.08	1.30
PBT	0.68	1.40
Tax	0.17	0.38
PAT	0.51	1.03
PAT Margin %	1.88	2.52
Other Comprehensive Income	-	-
Total Comprehensive Income	-	-
Basic/Diluted EPS (INR)	1.11	2.25

# Consolidated Balance Sheet (IND AS)

PARTICULARS (INR Mn)	FY21	FY22	PARTICULARS (INR Mn)	FY21	FY 22
<b>EQUITY AND LIABILITIES</b>			<b>ASSETS</b>		
<b>Equity</b>	<b>1449.69</b>	<b>1553.17</b>	<b>Non-Current Asset</b>	738.38	777.46
(a) Equity Share Capital	459.96	459.96	(a) Property, Plant and Equipment	557.95	556.00
(b) Other Equity	989.72	1093.20	(b) Capital Work in Progress	-	--
			(c) Other Intangible Assets	-	
<b>Non-Current Liabilities</b>	<b>310.15</b>	<b>158.41</b>	(d) Intangible Assets under Development	2.70	6.87
(a) Financial Liabilities			(e) Financial Assets		
(i) Borrowings	296.00	136.77	(i) Investments	152.71	181.20
(b) Provisions	8.14	15.62	(ii) Loans	-	
(c) Deferred tax liabilities (Net)	6	6	(f) Non-Current Tax Assets (Net)	14.15	18.88
			(g) Other Non-Current Assets	10.87	14.51
<b>Current Liabilities</b>	<b>1816.08</b>	<b>2448.96</b>	<b>Current Assets</b>	<b>2837.54</b>	<b>3383.08</b>
(a) Financial Liabilities			(a) Inventories	2089.51	2340
(i) Borrowings	995.39	1085.69	(b) Financial Assets		
(ii) Trade payables	679.90	1181	(i) Trade Receivables	538.55	789.44
(iii) Other Financial Liabilities	-	-	(ii) Cash and Cash Equivalents	-	-
(b) Provisions	27.50	47.05	(iii) Bank Balance Other than above	50.70	20.61
(c) Other Current Liabilities	113.24	135.20	(iv) Other Financial Assets	148.84	222.07
(d) Current Tax Liabilities (Net)	-	-	(c) Current Tax Assets (Net)	-	-
			(d) Other Current Assets	9.93	10.95
<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>3575.92</b>	<b>4160.54</b>	<b>GRAND TOTAL - ASSETS</b>	<b>3575.92</b>	<b>4160.54</b>

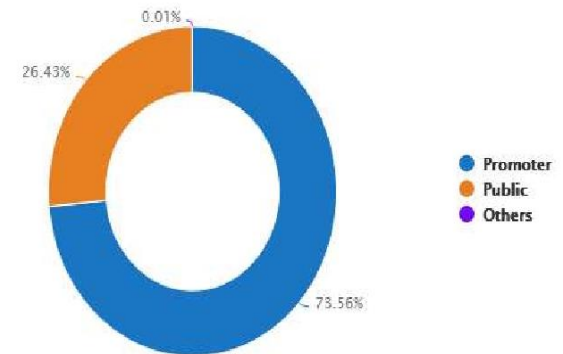


### Price Data (31<sup>th</sup> March, 2022)

CMP (INR)	56.45
52 Week H/L (INR)	67.90/47.75
Avg. Net Turnover (INR Mn)	29.3
Market Cap (INR Mn)	240
Book Value per Share	31.52

### SHAREHOLDING

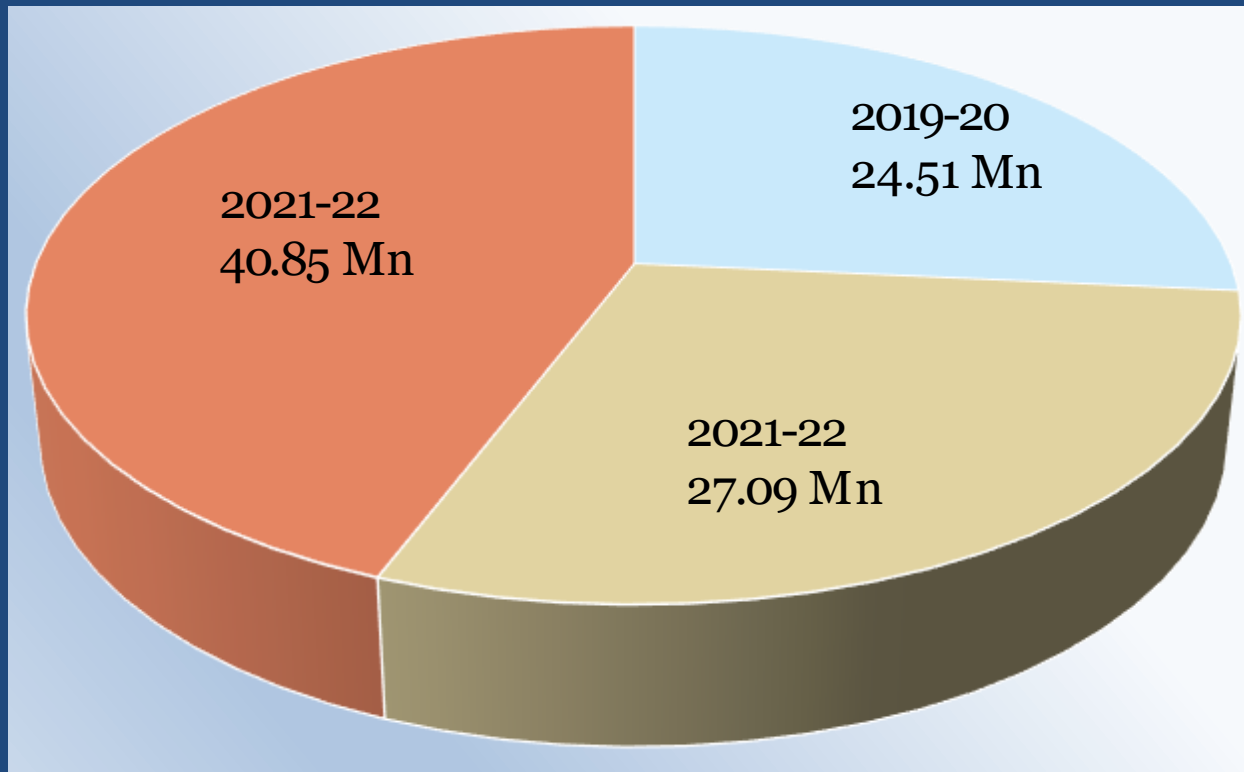
Summary





## TOTAL REVENUE (IN MILLIONS)-LAST 3 YEARS

### Revenue From Operations



■ 2019-20 ■ 2020-21 ■ 2021-22



# Future Strategy of Company for growth in Financial Position



Improvements in cash flow can be achieved by changing credit terms

In order to reduce inventory and increase inventory turnover, a strategy will be developed.

Reduce post-sale costs and improve satisfaction by strengthening post-sale activities.

The sales of existing products or services in the existing market to increase.

A reduction in variable costs (Manpower, Fixed assets) by increasing sales.



# Milestones in a Year.....



WIN WIN SITUATION

CONTINUOS PRODUCT DEVELOPMENT TO MEET RISING NEEDS



CONSUMER ACQUISITION AND RETENTION



INCREASING PRODUCTION STRENGTH



IMPROVING CASH FLOW



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Thank  
you!

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