



**PUMPS | MOTORS**



# Non Stop Watering

[www.latteysindustries.com](http://www.latteysindustries.com)





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# LATTEYS INDUSTRIES LIMITED WELCOMES YOU!



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CM/L-7200081504



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CM/L-7200072398



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CM/L-7200113689



IS:9283  
CM/L-7200134798





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# LATTEYS INDUSTRIES LIMITED

**CORPORATE REPRESENTATION**  
**Quarter-2 (July 24 – Sept-24)**  
**FY 2024-2025**

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# KEY MANAGEMENT TEAM



**Kapoor Chand Garg**  
Managing Director

**Kapoor Chand Garg, aged 51 years is the Promoter, Chairman & Managing Director of our Company. He has been Director of our Company since incorporation. He has a rich experience of approximately 28 years in Pump Industry. His experience and dedication has contributed in the development of the Company. He is the key person and the guiding force behind all the corporate decisions, formulation and implementation of business strategy for Growth & expansion. At present he looks overall working of the company.**



**Pawan Garg**  
Whole Time Director

**Pawan Garg, aged 44 years is Promoter & Whole Time Director of our Company. He has been Director of our Company since incorporation. He has approximately 24 years of experience in the Pump Industry. He holds relevant knowledge and expertise in the areas of marketing, sales and branding. At present he heads the production department of the Company.**



**Saroj Garg**  
Non-Executive Director

**Saroj Garg, aged 50 years has been appointed as Non-Executive Director of our Company. She has been on the board since July 04, 2016.**

# Company Building



## Overview

- Established in 2004, Latteys Pump Industries (Proprietorship). Latteys is an India based solar submersible pumps, motors manufacturer.
- Today we are registered as submersible pump manufacturer in various states i.e. Gujarat, MP, UP, MH, RJ, AP, Haryana, and Bihar.
- Our 30% Revenue is contributed from the overseas market.
- Market Capitalization of the company is INR 200.95 MN as on November 26, 2024.

## Q2-24-25 Financial Performance at Glance

|   |                   |
|---|-------------------|
| REVENUE FROM OPERATIONS                     | INR 1873.46 Lakhs |
| EBITDA                                      | INR 148.29 Lakhs  |
| PAT   | INR 70.18Lakhs    |
| EPS   | 0.12/- SHARE      |
| 18.89% Growth in Revenue from Operation YoY |                   |

## 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



Latteys Industries Limited (LATTEYS), was founded in 2004 and is one of the pioneers to produce all variety of submersible pumps including 100% SS

Latteys to the domestic market through 6 branches spread across 6 states with a strong network of about 1200+ dealers and 1200+ retailers.

The company is a leading manufacturer of energy efficient Solar Pumping solutions, Stainless Steel pumps and motors.

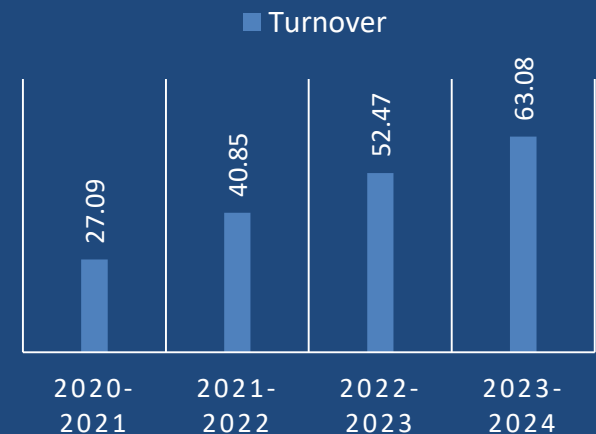
The company has developed many pump variants catering to almost all aquatic related sectors, like agriculture, water processing, industrial, construction, hospitality, households, Sewage and horticulture.

Indian Company to have 5-Star Rated Pumps with highest number of 5-star rated pumps

The Company has its business client across the globe from Asian Countries & UAE.

Operational Revenue (INR Mn)

## TURNOVER



# KEY STRENGTH

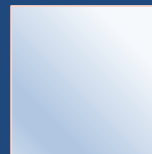
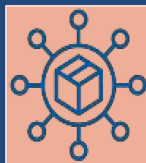


**Strong Global Footprint:** Recognized as one of the most prominent pump exporters from India and selling submersible pumps to all over India and abroad through 2000+ dealers and retailers

**Quality Control :** Since inception of our company, we always maintain the quality of products with their prices.

**Service after sales :** Plays a important role in Customer Satisfaction and retention, Retaining Existing customer is our top Priority. Latteys Industries Limited known for their services provided to their customer.

**Wide Local Distribution Network:** Established its presence in 5 states with 1000+ dealers and 1000 retailers and various states being directly operated from Head Office



**In-house R & D:-**

Developed a highly energetic in-house R & D Team and infrastructure over the last few years, which is capable of producing innovative solutions.

**State-of art Manufacturing Facilities:**

Developed world class infrastructure and has one of the most efficient production line and our products are known for their strength and longevity

**Skilled & Experienced Personnel :**

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

**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 ANALYSIS



## STRENGTHS

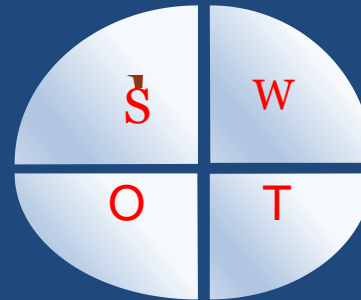
- Experienced Management
- Strong customer base in domestic market and export
- Skilled and motivated work force
- Very strong R&D and Post Sales Management
- Diversified Product Portfolio
- Strong material supply vendor base

## OPPORTUNITIES

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

## WEAKNESSES

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



## THREATS

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

# BUSINESS MIX

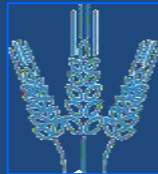


## ONE STOP SOLUTION FOR ALL NEED



### ***Solar***

Solar pumps ranging from 1HP to 100H simple to P that are operate with controller and remote monitoring system offering high discharge.



### ***Agriculture***

For agricultural needs like Submersible pumps, Centrifugal pumps, Open well pumps.



### ***Domestic***

For household needs like self priming pumps, shallow well pumps, pressure booster pumps



### ***Sewage***

Offers draining flood water solution from various areas like basements, car parks, empty cesspools, potholes to managing sewage in a water treatment plant.

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**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 - 70000 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



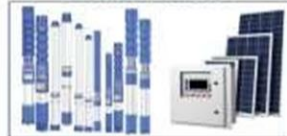
HEAD RANGE: 3 MTR - 50 MTR  
DISCHARGE: 2100 LPH - 30000 LPH  
HORSE POWER: 0.5 HP - 2.0 HP

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 PUMPSSETS



SOLAR: 5 MTR  
DISCHARGE: 15lpm - 1500lpm  
HORSE POWER: 0.5HP - 10HP

CONTROL PANEL



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

OUR PRODUCT RANGE







# Manufacturing Facilities at Ahmedabad





# *Product Quality*



*Customer  
Satisfaction*



*Customer Retention*

# HISTORICAL INCOME STATEMENT (IND AS)



| PARTICULARS (INR Lakhs)    | Q2 (July24-Sept24) | FY2023-24 |
|----------------------------|--------------------|-----------|
| Revenue From Operation     | 1873.46            | 6364.61   |
| Total Expenses             | 1786.72            | 6178.48   |
| EBITDA                     | 141.17             | 527.19    |
| EBITDA (Margin %)          | 7.89               | 8.21      |
| Other Income               | 7.12               | 31        |
| Depreciation               | 14.75              | 143.85    |
| Finance Cost               | 39.68              | 166.21    |
| PBT                        | 93.86              | 203.02    |
| Tax                        | 20.97              | 0.38      |
| PAT                        | 0.51               | 62.07     |
| PAT Margin %               | 3.75               | 1.61      |
| Other Comprehensive Income | -                  | -         |
| Total Comprehensive Income | -                  | -         |
| Basic/Diluted EPS (INR)    | 0.12               | 0.4       |

# Standalone Balance Sheet (IND AS)

| PARTICULARS (INR Mn)                           | Q2 (July-24- Sept-24) | FY23-24        | PARTICULARS (INR Mn)                    | Q2 (July-24- Sept-24) | FY 23-24       |
|--|-----------------------|----------------|---|-----------------------|----------------|
| <b>EQUITY AND LIABILITIES</b>                  |                       |                | <b>ASSETS</b>                           |                       |                |
| <b>Equity</b>                                  | <b>1952.16</b>        | <b>1844.31</b> | <b>Non-Current Asset</b>                | 975.78                | 979.40         |
| (a) Equity Share Capital                       | 1149.92               | 1149.92        | (a) Property, Plant and Equipment       | 861.23                | 858.74         |
| (b) Other Equity                               | 802.24                | 694.40         | (b) Capital Work in Progress            | -                     | --             |
|  |                       |                | (c) Other Intangible Assets             | 26.99                 | 26.79          |
| <b>Non-Current Liabilities</b>                 | <b>97.99</b>          | <b>116.58</b>  | (d) Intangible Assets under Development | 10.79                 | 10.51          |
| (a) Financial Liabilities                      |                       |                | (e) Financial Assets                    | 0.51                  | 0.51           |
| (i) Borrowings                                 | 44.05                 | 69.33          | (i) Investments                         |                       |                |
| (b) Provisions                                 | 41.24                 | 33.70          | (ii) Loans                              | -                     |                |
| (c) Other Financial Liabilities                | 12.7                  | 13.55          | (f) Non-Current Tax Assets (Net)        | 35.20                 | 40.82          |
|  |                       |                | (g) Other Non-Current Assets            | 41.06                 | 42.04          |
|  |                       |                |   |                       |                |
| <b>Current Liabilities</b>                     | <b>2670.86</b>        | <b>2919.22</b> | <b>Current Assets</b>                   | <b>3745.23</b>        | <b>3900.70</b> |
| (a) Financial Liabilities                      |                       |                | (a) Inventories                         | 1583.67               | 2072.55        |
| (i) Borrowings                                 | 1309.26               | 1591.14        | (b) Financial Assets                    |                       |                |
| (ii) Trade payables                            | 1155.02               | 1093.20        | (i) Trade Receivables                   | 1994.53               | 1661.17        |
| (ii) Other Financial Liabilities               | 151.9                 | 145.03         | (ii) Cash and Cash Equivalents          | -                     | -              |
| (b) Provisions                                 | 0.58                  | 0.58           | (iii) Bank Balance Other than above     | 8.39                  | 6.69           |
| (c) Other Current Liabilities                  | 53.83                 | 120.75         | (iv) Other Financial Assets             | 77.65                 | 95.09          |
| (d) Current Tax Liabilities (Net)              | -                     | -              | (c) Current Tax Assets (Net)            | -18.42                | -              |
|  |                       |                | (d) Other Current Assets                | 89.42                 | 50.65          |
| <b>GRAND TOTAL - EQUITIES &amp; LIABILITES</b> | <b>4721.01</b>        | 4880.11        | <b>GRAND TOTAL - ASSETS</b>             | 4721.01               | <b>4880.11</b> |

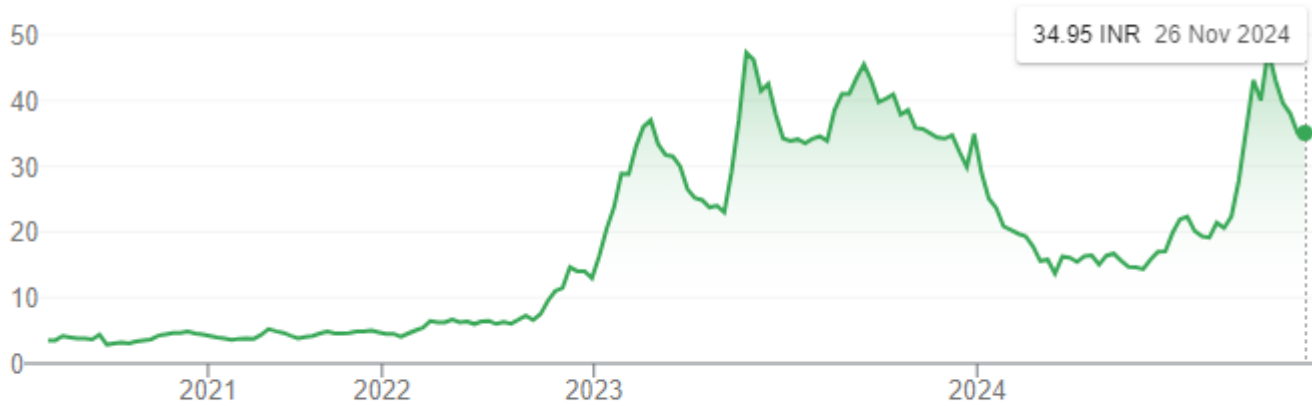
# 34.95 INR

+ Follow

+31.47 (904.31%) ↑ past 5 years

26 Nov, 3:17 pm IST • Disclaimer

1D | 5D | 1M | 6M | YTD | 1Y | 5Y | Max



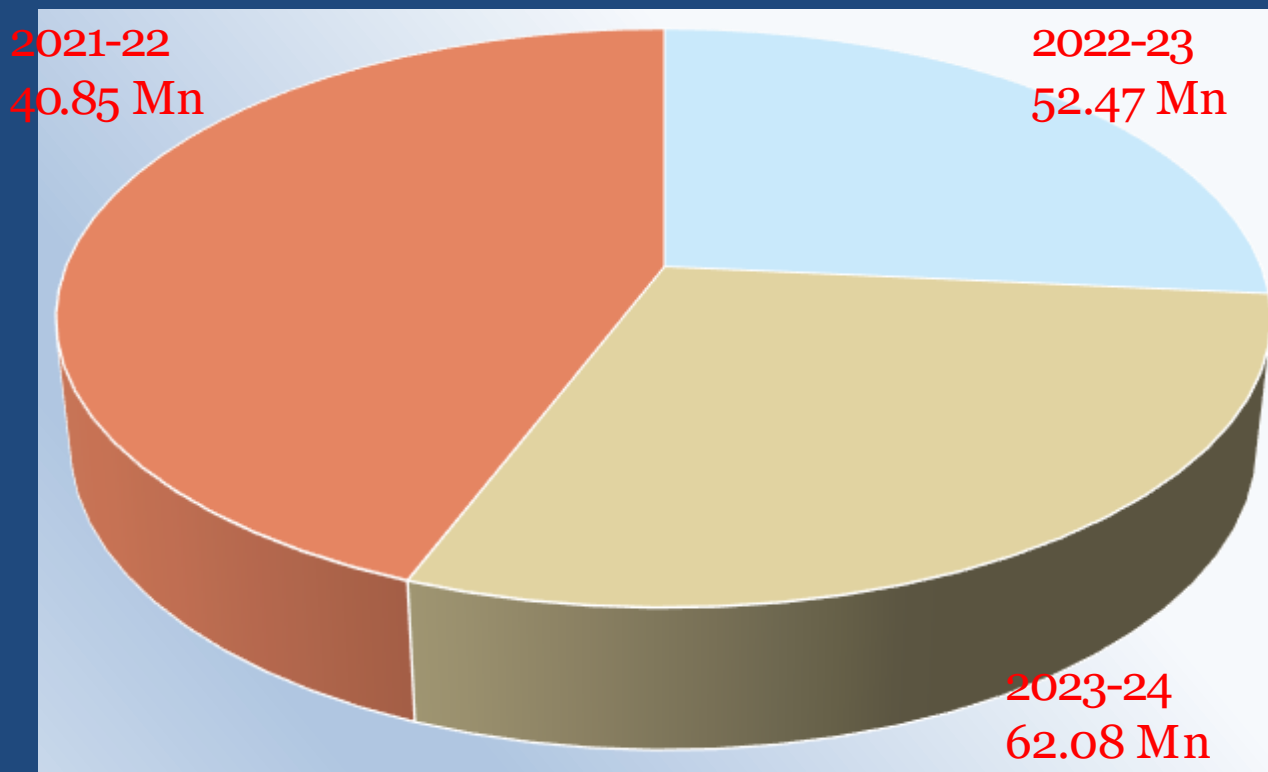
|      |       |           |          |            |       |
|------|-------|-----------|----------|------------|-------|
| Open | 38.62 | Mkt cap   | 200.95Cr | 52-wk high | 48.63 |
| High | 38.62 | P/E ratio | 139.39   | 52-wk low  | 13.00 |
| Low  | 34.95 | Div yield | -        |            |       |





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

### Revenue From Operations



■ 2021-22 ■ 2022-23 ■ 2023-24

## *Future Strategy of Company for growth in Financial Position*



Improving cash flow by imposing improved terms

Strategy for reducing inventory and increasing in Inventory Turnover ratio

Strengthening post sales activities to reduce costs and improve satisfaction

Increasing in Sales of existing products or services in existing market.

Reduction in variable costs (Manpower, Fixed assets cost) by increasing volume of sales



# Milestones in a Year.....



**WIN WIN SITUATION**

**CONTINUOUS PRODUCT DEVELOPMENT TO MEET RISING NEEDS**



**CONSUMER ACQUISITION AND RETENTION**



**INCREASING PRODUCTION STRENGTH**



**IMPROVING CASH FLOW**

# *LATTEYS INDUSTRIES LIMITED*

*THANKS!!!*

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For More Information Please visit  
[www.latteysindustries.com](http://www.latteysindustries.com)