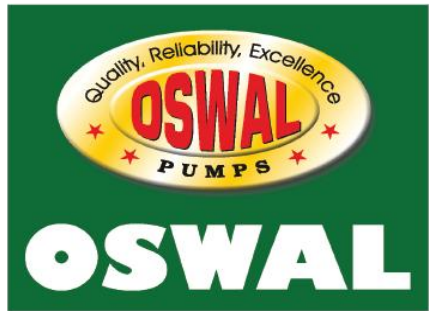


OSWAL PUMPS LIMITED



— PUMPS & MOTORS —
Solar | Domestic | Agriculture | Industrial
True Partner!



Q4 FY25 & FY25 Investor Presentation

Safe Harbour Statement

This presentation may contain certain “forward-looking statements” within the meaning of applicable securities laws and regulations, which may include those describing the Company’s strategies, strategic direction, objectives, future projects and/or prospects, estimates etc. Investors are cautioned that “forward looking statements” are based on certain assumptions of future events over which the Company exercises no control. Therefore, there can be no guarantee as to their accuracy and readers are advised not to place any undue reliance on these forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. These statements involve a number of risks, uncertainties and other factors that could cause actual results or positions to differ materially from those that may be projected or implied by these forward-looking statements. Such risks and uncertainties include, but are not limited to; growth, competition, acquisitions, domestic and international economic conditions affecting demand, supply and price conditions in the various business's verticals in the Company’s portfolio, changes in Government regulations, laws, statutes, judicial pronouncement, tax regimes, and the ability to attract and retain high quality human resource.

Agenda



Company Snapshot



Financial Highlights



Why Oswal Pumps ?



Robust Financials



Annexures

Company Snapshot

Management Commentary



“On behalf of the management team at Oswal Pumps Limited, I extend our heartfelt gratitude to the entire investment community for the overwhelming response to our IPO. We are truly humbled by the trust and confidence you have placed in us. Your support inspires us to work even harder and reinforces our commitment to delivering on our promises.

The company delivered strong performance in the year gone by, with Operating Income rising by 88.6% year-over-year to ₹14,303 million.

Operating EBITDA* for the full year grew by 179.7% to ₹4,199 million from ₹1,501 million in FY24, resulting in an Operating EBITDA Margin of 29.4%, reflecting a 956-basis point improvement year-over-year.

Profit After Tax (PAT) for FY25 was at ₹2,806 million, with PAT Margin of 19.6%, up 675 basis points from FY24.

Operating EBITDA margin for Q4 FY25 was lower by 2.2% as compared to full-year FY25 primarily due to change in the sales mix. Share of direct Kusum sales fell by 11% (higher margin vertical) while the share of external module sales increased by 12% (lower margin vertical), leading to an overall lower margin for the quarter. While the sales mix may vary quarter to quarter, the company remains confident of achieving an annual Operating EBITDA margin of 28%–29% in the current financial year.

In 2021, we began offering Turnkey Solar Pumping Systems, which include solar-powered agricultural pumps, solar modules, mounting structures, pump controllers, and installation services. These are provided either directly or through third-party bidders under the PM Kusum Scheme. As of June 30, 2025, we have successfully executed 48,915 Turnkey Solar Pumping System orders directly under the PM Kusum Scheme.”



Vivek Gupta, Chairman & Managing Director

**Operating EBITDA is calculated as restated profit for the period/ year plus finance cost and depreciation and amortization costs and tax expenses as reduced by other income*

One of the Fastest Growing Vertically Integrated Solar Pump Manufacturer in India

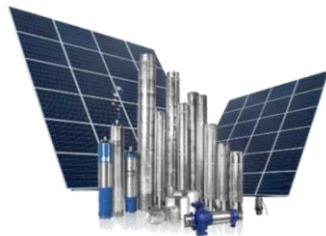


Fully integrated turnkey providers of solar pumping systems, with comprehensive backward integration encompassing pumps, motors, solar panels, mounting structures, and balance of system (BoS) kits

Key Products



Grid-connected
Pumps



Solar
Pumps



Electric
Motors



Solar PV
Modules

Manufacturing Facilities

- Operates two manufacturing facilities:
 - Pumps and Motors:** One of India's largest single-site facilities for manufacturing pumps and motors



- Solar Modules:** 570MW capacity



- Both the facilities are accredited with **ISO 9001:2015**, **ISO 45001:2018** and **ISO 14001:2015** certifications
- Included in the **approved list of manufacturers and models** for solar modules by the Ministry of New and Renewable Energy, Government of India

Key Highlights

58.3%
CAGR

One of the Fastest growing vertically integrated solar pump manufacturer in India in terms of revenue growth during the last four fiscals

22+
Years

Experience in pumping solutions encompassing engineering, product designing, manufacturing and testing

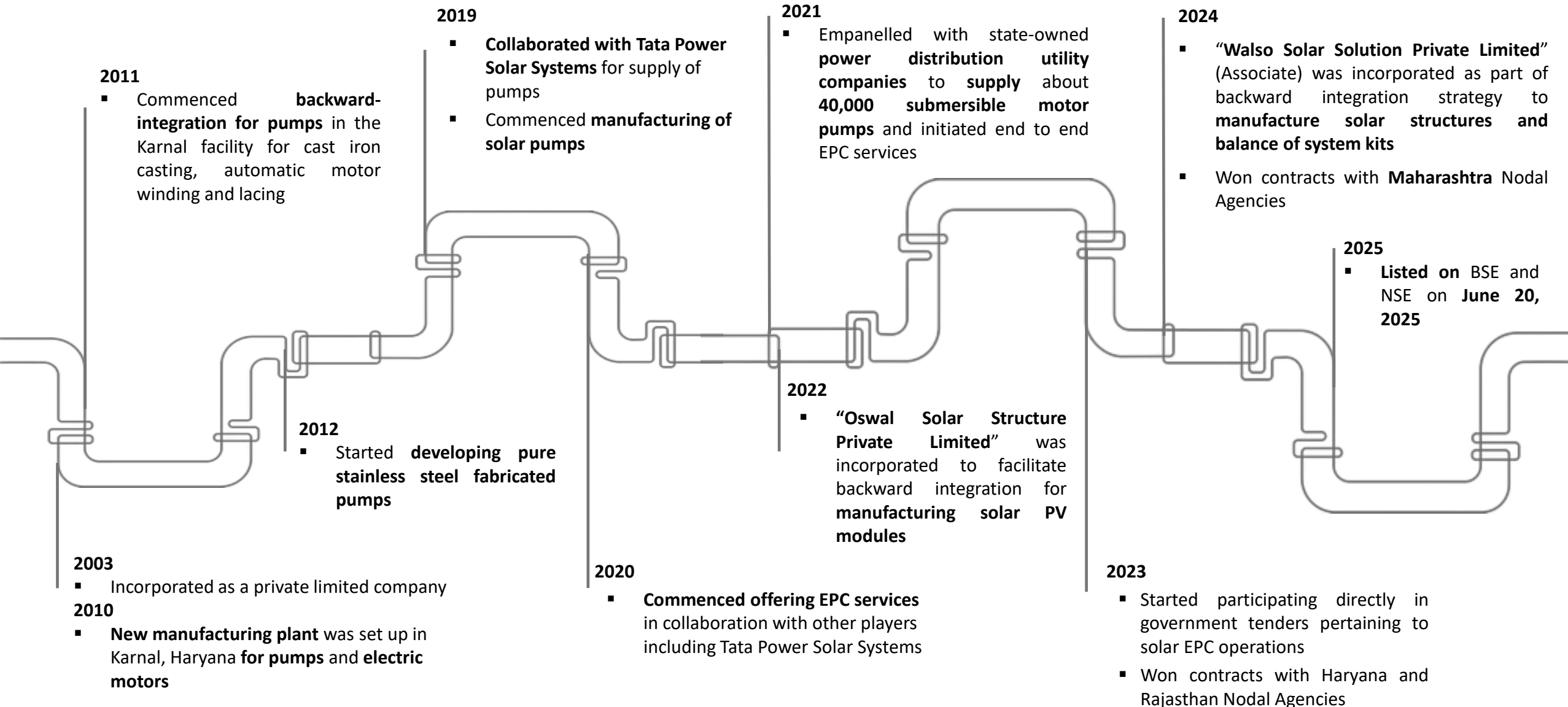
48,915¹

One of the largest suppliers of Turnkey Solar Pumping Systems under the PM KUSUM scheme

1,050²

Extensive distributor network² across India to boost retail reach and brand recognition

Key Milestones



Details of Manufacturing Facilities

Facility for manufacturing pumps and electric motors



- Year of commencement of operations: 2010
- Total land area of 41,076 sq. mt.
- Existing Capacity (Mar 31, 2025) –
 - Stainless Steel Pumps (MT) – 1,160.07
 - Cast Iron Pumps (MT) – 2,366.04
 - Stainless Steel Motors (MT) – 1,314.72
 - Cast Iron Motors (MT) – 561.60

Proposed

- ✓ Intent to use ₹898.60 million from the net proceeds on plant & machinery and civil work for automation, modernization, and capacity expansion for pump manufacturing

Facility for manufacturing solar modules



- Year of commencement of operations: 2024
- Total land area of 11,002 sq. mt.
- Existing Capacity (Mar 31, 2025) – 570 MW

Proposed

- ✓ Intend to use ₹1,536.60 million from the Net Proceeds to increase the solar module installed capacity by 1,500 MW
- ✓ Integrate the aluminium extrusion process into our operation by investing ₹433.59 million from the Net Proceeds
- ✓ Integrate the manufacturing of EVA (encapsulant material) into the operations by investing ₹268.07 million from the Net Proceeds
- ✓ Consider manufacturing of on-grid inverters in-house and integrate the production of Junction Box Back Sheet

Manufacturing Facility



Financial Highlights

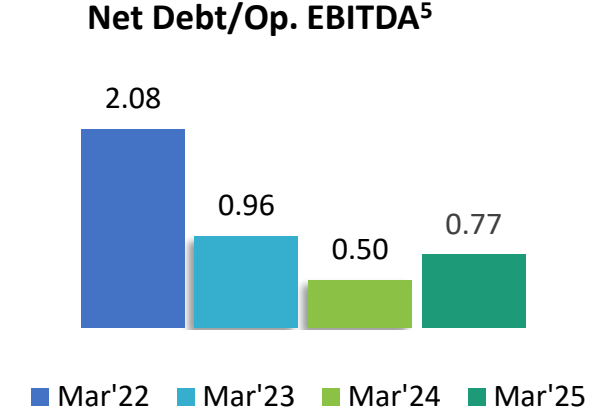
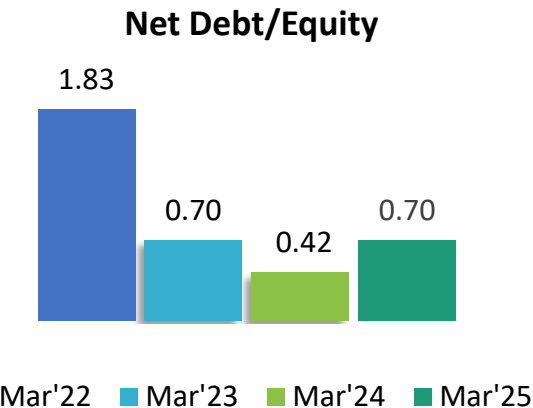
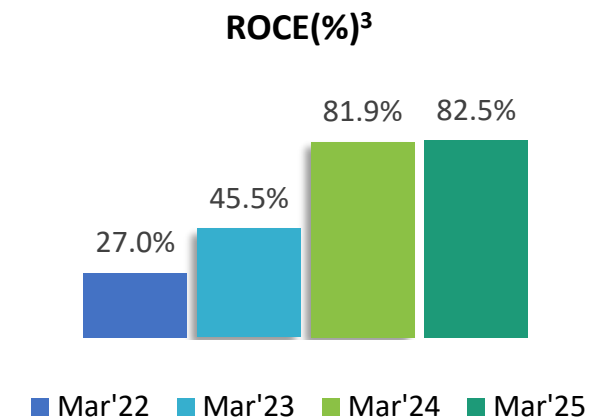
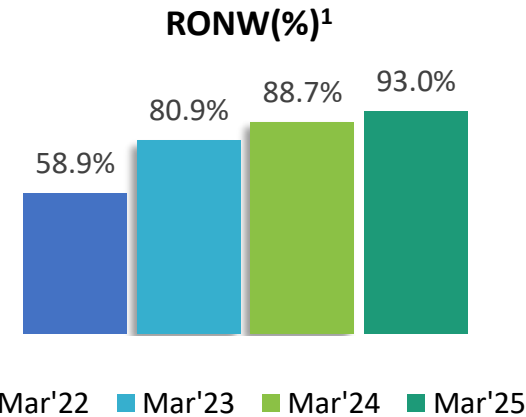
Financial Highlights – Q4FY25 & FY25

| Particulars (INR mn) | Revenue from Operations | Operating EBITDA* | Profit Before Tax | Profit After Tax |
|----------------------|-------------------------|-------------------|-------------------|------------------|
| Q4FY25 | 3,646 | 988 | 822 | 639 |
| Growth (YoY) | 58.4% | 119.1% | 131.3% | 123.5% |
| Margin % | | 27.1% | 22.5% | 17.5% |
| FY25 | 14,303 | 4,199 | 3,677 | 2,806 |
| Growth (YoY) | 88.6% | 179.7% | 183.1% | 187.3% |
| Margin % | | 29.4% | 25.7% | 19.6% |
| Diluted EPS (in ₹) | | | | 28.18 |

*Operating EBITDA is calculated as restated profit for the period/ year plus finance cost and depreciation and amortization costs and tax expenses as reduced by other income

Financial Highlights – Q4FY25 & FY25

| Particulars | 31-Mar-22 | 31-Mar-23 | 31-Mar-24 | 31-Mar-25 |
|--|--------------|--------------|--------------|---------------|
| Net Worth¹ | 246 | 600 | 1,602 | 4,433 |
| Total Borrowings | 875 | 593 | 754 | 3,235 |
| Cash & Cash Equivalents | 75 | 36 | 4 | 11 |
| Net Debt | 800 | 557 | 750 | 3,223 |
| Net Fixed Assets | 711 | 841 | 981 | 1,347 |
| Net Current Assets ² | (159) | 5 | 908 | 3,462 |
| Total Assets | 2,218 | 2,523 | 5,113 | 10,707 |
| Net Fixed Asset Turnover Ratio | 6.51 | 4.96 | 8.33 | 12.29 |
| Cash Conversion Cycle⁴ | 71 | 66 | 91 | 135 |



1. Net worth means the aggregate value of paid-up share capital and other equity created out of the profits, securities premium account and debit or credit balance of profit and loss account, after deducting the aggregate value of the accumulated losses, deferred expenditure and miscellaneous expenditure not written off, derived from the Consolidated Financial Information, but does not include reserves created out of revaluation of assets, write-back of depreciation and amortization; 2. Net Current Assets : Current Asset - Current Liabilities – Cash & Cash Equivalents; 3. Capital Employed : Tangible Net Worth + Total Borrowings - Deferred Tax Assets – Other Intangible Assets – Intangible Assets under Development ; 4. Cash Conversion Cycle based on Revenue from Operations ; 5. Op. EBITDA is calculated as restated profit for the period/ year plus finance cost and depreciation and amortization costs and tax expenses as reduced by other income

Why Oswal Pumps ?

Why Oswal Pumps ?



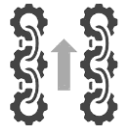
**Industry
Tailwinds**

1



**Comprehensive
Product Portfolio**

5



**Vertically Integrated
Manufacturing
Competencies**

2



**Enhanced Engineering
& Design Capabilities**

3



**Tapping Opportunities
under Government
Schemes
(PM-KUSUM)**

4



**Extensive
Distribution
Network**

6



**Strong Presence in
Major Agricultural
Belts of India**

7



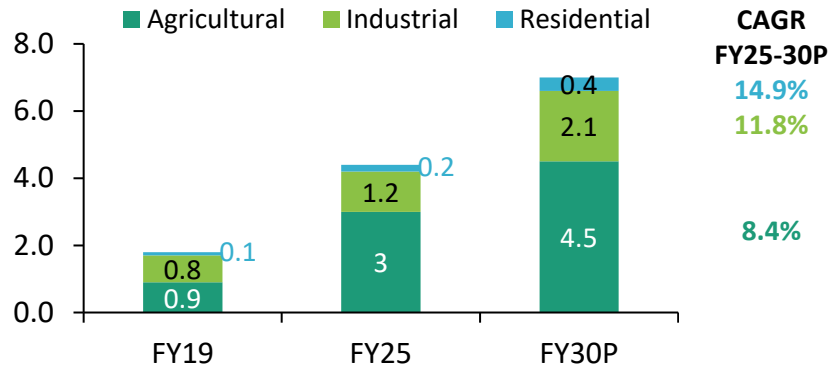
**Experienced
Management**

8

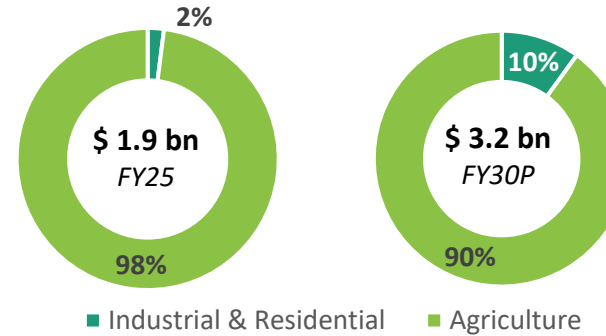
Industry Tailwinds (1/3)

Indian Pumps Market

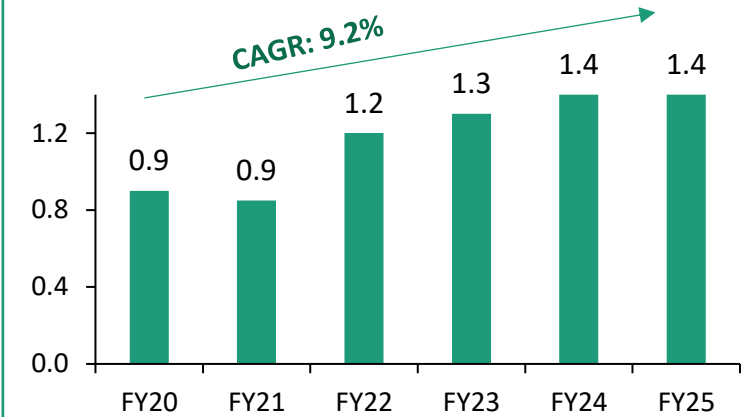
Indian Pumps Market Size (US\$ bn, (INR bn))¹



Indian Solar Pumps Market Size



Pump Exports from India (US\$ bn)¹



Growth Drivers

Industrial Sector

- Essential for power, oil & gas, chemicals, pharmaceuticals, and wastewater management

Agricultural Sector

- Reliable and efficient water supply for irrigation
- Enhanced farmers efficiency
- Launch of advanced, high-tech pump

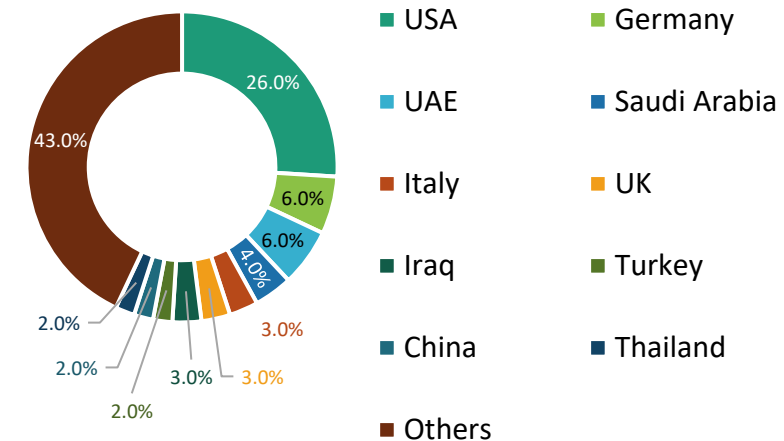
Residential Sector

- Population growth and urbanization
- demand for high-efficiency pumps in modern buildings

Growth Drivers

- **Increase in irrigation:** Supports agricultural productivity
- **Sustainable environment:** Environmental concerns, climate change and demand for eco-friendly energy
- **Affordability:** Cost effective solar panel prices and lower maintenance costs
- **PM KUSUM scheme:** Government incentives for farmers adopting solar pumps and energy security
- **Technological advancement:** Advancement in solar panel efficiency

Key Countries India Exports to (% , FY25)¹



Industry Tailwinds (2/3)

India Offers a Vast Potential for Installation of Solar Pumps



The combined market potential for installing solar pumps, encompassing both the replacement of diesel pumps and providing pumps to those without access, stands at an impressive approximately INR 3,600 billion (US\$ 43.6bn)

Market Potential for Installing Solar Pumps¹

Replacement of diesel pumps could constitute a potential US\$ 14.5bn market opportunity for solar pumps, while the untapped addressable market – servicing farmers currently without pumps estimated at US\$ 29.1bn

| # | Parameters | Unit | Value |
|---------|--|-------|---------------------|
| A | Total farmers in India | mn | 144 |
| B | # farmers with access to pumps - electricity, diesel or solar energy | mn | 30 |
| C | # farmers running their pumps on diesel | mn | 8 |
| D | Average cost of pump | Rs | 150,000 |
| E=C*D | Opportunity for replacement of existing diesel pumps | Rs bn | 1,200 (US\$ 14.5bn) |
| F=A-B | Farmers with no access | mn | 114 |
| G | Farmers who own > 1 hectare of land (Marginal farmers) | % | 32% |
| H=A*G-B | Total marginal farmers – farmers who already own pumps | mn | 16.08 |
| I=H*D | Untapped opportunity for farmer without pumps | Rs bn | 2,412 (US\$ 29.1bn) |

¹ 1Lattice Report dated May 26, 2025

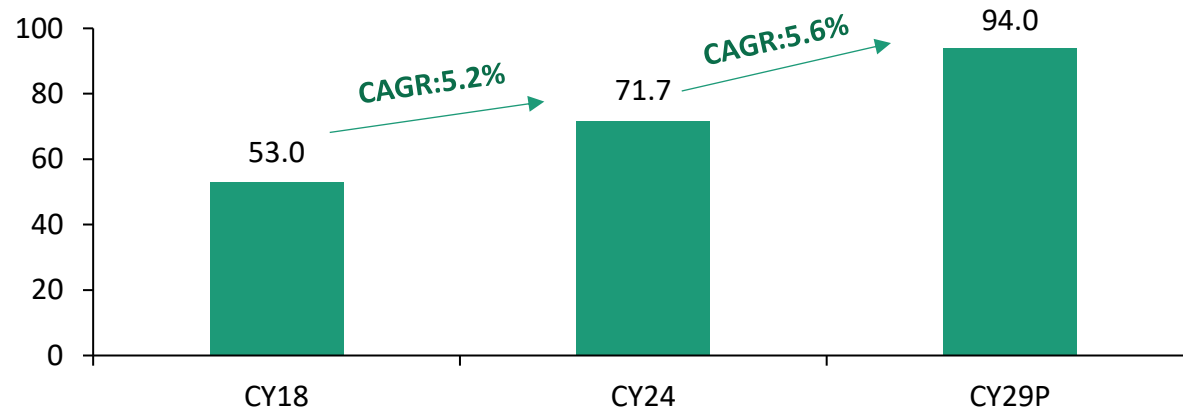
Industry Tailwinds (3/3)

Global Pumps Market

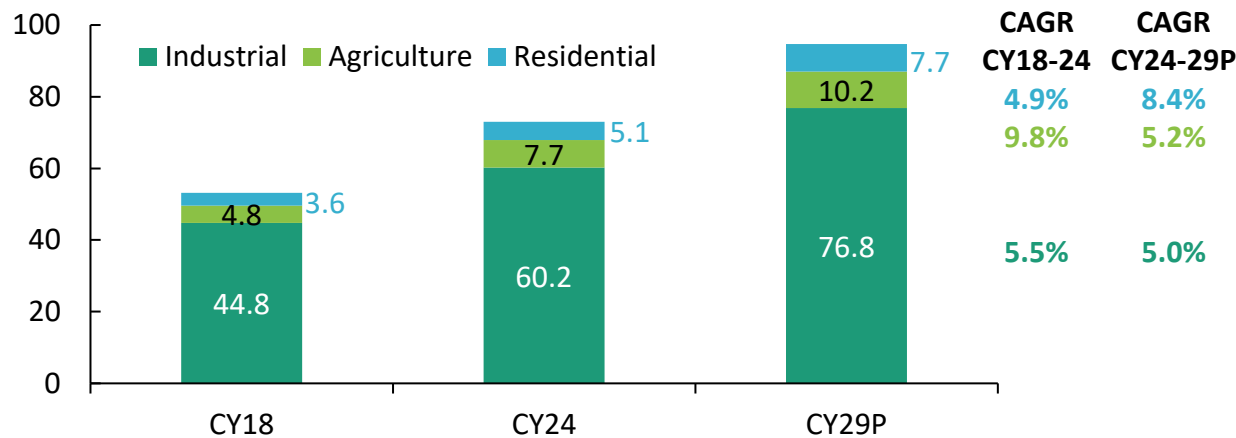


The global pump market was US\$ 71.7bn in 2024 and is expected to reach US\$ 94.0bn by 2029, growing at a CAGR of 5.6% between 2024-2029¹

Global Pumps Market Size (US\$ bn)¹



Global Pump Market Segments (US\$ bn)¹



Growth Drivers¹

| | |
|----------------------------------|---|
| Technological advancements | • Advanced technologies like IoT and AI |
| Stringent government regulations | • Stringent regulations for wastewater treatment and investment in energy-efficient pumping solutions |
| Government initiatives | • PM KUSUM (India), REAP (USA) and Solar Rebate Program (UAE) |
| Rapid industrialization | • Industrial growth in mining, petrochemical, etc. drives demand for efficient pumping system |
| Rising urbanization | • Rising need for water in residential and commercial sectors |
| Infrastructure development | • High focus on infrastructure development particularly in developing countries |
| Grants and loans | • Grants and assistance from organizations like the World Bank to Government |

Vertically Integrated Manufacturing Competencies

End-to-end pump manufacturing capabilities having undertaken extensive backward integration initiatives over the years, providing Oswal Pumps with competitive advantages

✓ 22+ years of experience in pumps

✓ End-to-end pump manufacturing capabilities

✓ Multiple backward integration initiatives

✓ Fully integrated Turnkey Solar Pumping System provider

✓ Strong focus on recycling scraps

✓ In-house manufacturing of solar modules



Continue to focus on backward integration by increasing in-house manufacturing of pump components; automating specific pump manufacturing processes; and enhancing technological capabilities

Backward integration in pump manufacturing value chain

Integrate processes such as no-bake casting and aluminium heat sink die casting to enhance manufacturing operations for pump manufacturing

Automate specific pump manufacturing processes

Automate pump manufacturing processes in press operation, welding operation and CNC operation

Strengthen capabilities through strategic acquisitions

Opportunities for inorganic growth through acquisitions

Enhanced Engineering and Design Capabilities

Complete control over the entire value chain, from design and manufacturing to installation and commissioning and providing end-to-end services

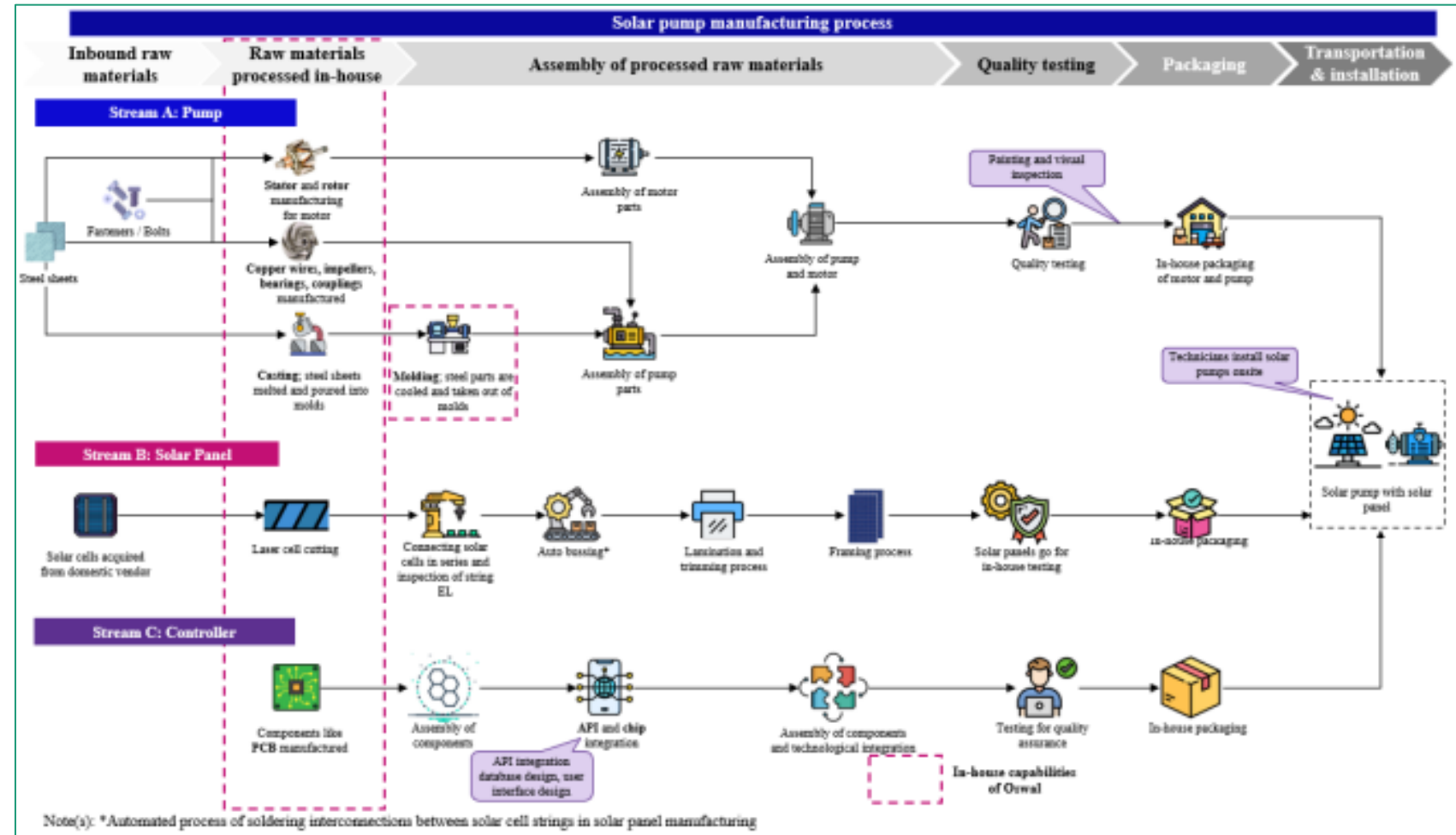
✓ Manufacturing facility is **housed with advanced machines and equipments**

✓ **In-house tool room** used to repair & maintain tools, dies and machine components in a timely and **cost-effective** manner

✓ **Focus on recycling scraps and reducing wastage** in the manufacturing processes

✓ **Strong engineering and design team** to focus on enhancing product design and driving cost-saving innovations

✓ **Invested in advanced simulation software** to ensure products are of superior quality



Tapping Opportunities under Government Schemes (PM-KUSUM) (1/4)

One of the Largest Suppliers of Agri-Solar Powered Pumps under the PM KUSUM Scheme



Within five years of supplying solar powered agricultural pumps, emerged as one of the largest suppliers of solar powered agricultural pumps under the PM Kusum Scheme



Providing Turnkey Solar Pumping Systems directly under the PM KUSUM Scheme to farmers



Providing Turnkey Solar Pumping Systems to players participating in the PM KUSUM Scheme



Supplying only solar pumping system to players participating in the PM KUSUM Scheme

Orders executed directly under the PM KUSUM Scheme¹

| State Government | No. of Solar Pumping Systems Supplied |
|---|---------------------------------------|
| Government of Maharashtra | 23,609 |
| Government of Haryana | 19,415 |
| Government of Maharashtra (Magel Tyala) | 11,542 |
| Government of Rajasthan | 2,751 |
| Government of Uttar Pradesh | 2,083 |
| Government of Uttarakhand | 564 |
| Government of Karnataka | 192 |
| Government of Punjab | 136 |
| Government of Himachal Pradesh | 79 |
| Government of Ladakh | 67 |
| Government of Kargil | 19 |
| Total | 60,457 |

Letter of empanelment/ letter of award which are yet to be executed¹

| State Government | Maximum no. of Solar Pumping Systems to be supplied |
|---|---|
| Government of Uttar Pradesh | 3,749 |
| Government of Rajasthan | Open Order* |
| Government of Rajasthan | Open Order* |
| Government of Himachal Pradesh | Open Order* |
| Government of Uttarakhand | 436 |
| Government of Uttarakhand | 500 |
| Government of Kargil | 101 |
| Government of Ladakh | 104 |
| Government of Karnataka | Open Order* |
| Government of Haryana | 3,941 |
| Government of Assam | 500 |
| Government of Punjab | 1,657 |
| Government of Meghalaya | 50 |
| Government of Maharashtra | 3,000 |
| Government of Maharashtra (Magel Tyala) | 8,458 |
| Other Indirect orders | 5,065 |

¹ As on June 30, 2025; * In the case of open orders, the relevant government authority issues a letter of award or letter of empanelment to bidders selected through the tender process, specifying the maximum number of Turnkey Solar Pumping Systems that can be installed.

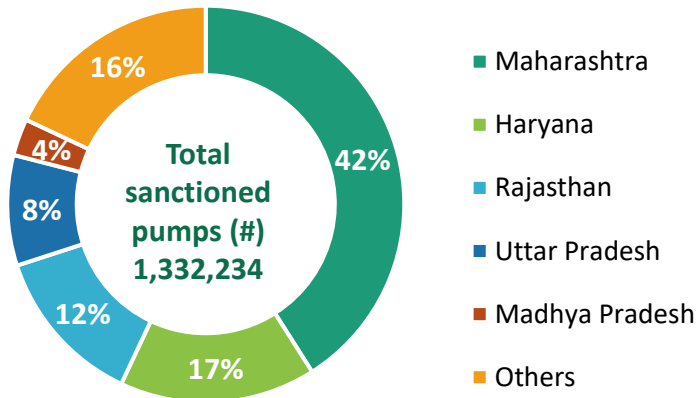
Tapping Opportunities under Government Schemes (PM-KUSUM) (2/4)

Continue to Focus on Government Schemes and Maintain Leadership Position



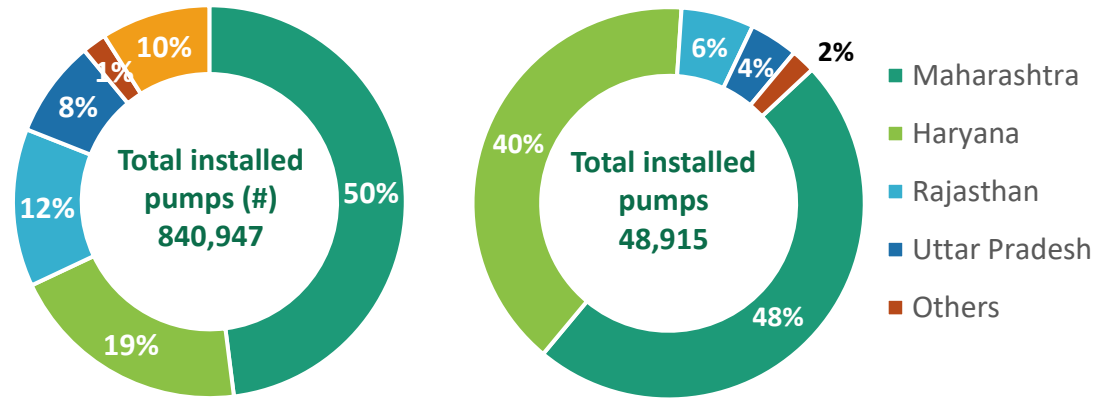
Leverage the pump and solar module manufacturing capabilities to capitalize on the growth opportunities provided by the PM KUSUM Scheme and also tap into the growing market of farmers seeking to adopt solar technology

Pumps sanctioned & Installed under component B of PM-KUSUM Scheme¹



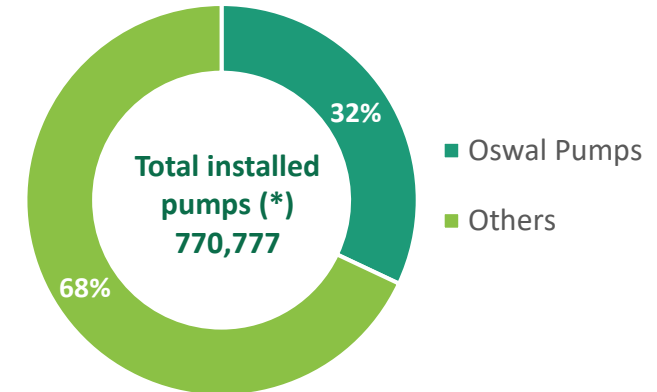
- ✓ States such as Maharashtra, Haryana, Rajasthan, Uttar Pradesh and Madhya Pradesh constitute approx. 83% of the total sanctioned pumps
- ✓ States such as Jharkhand, Karnataka, Punjab and Gujarat attributing to approximately 11% of sanctioned pumps

Turnkey Solar Pumping Systems supplied by Oswal directly under PM KUSUM Scheme²



- ✓ Approx. 50% of the total installed pumps are installed in Maharashtra
- ✓ Haryana and Rajasthan comprise of approximately 19% and 12% of installed pumps respectively
- ✓ Other major states include Uttar Pradesh, Jharkhand, Madhya Pradesh, Gujarat and Tamil Nadu

Agri-Solar Pumps supplied by Oswal directly & Indirectly under PM KUSUM Scheme²



- ✓ Expand operations into states such as Karnataka, Ladakh, Kargil and Madhya Pradesh
- ✓ Actively participate in the bidding process in these states and expand network of distributors to strengthen presence and brand equity

¹ PM-KUSUM Portal ; # As on June 30, 2025; ² As on June 30, 2025; * Data as on March 31, 2025, 770,777 pumps were installed under PM-KUSUM Scheme

Tapping Opportunities under Government Schemes (PM-KUSUM) (3/4)

Number of Pumps Supplied

| Particulars | FY22 | FY23 | FY24 | FY25 |
|--|-----------------|---------------|-----------------|-----------------|
| Solar pumps forming part of Turnkey Solar Pumping Systems ¹ supplied directly by us under the PM Kusum Scheme (A) | - | - | 9,383 | 36,046 |
| Solar pumps supplied as part of Turnkey Solar Pumping Systems ¹ players participating under the PM Kusum Scheme (B) | 378 | 3,294 | 3,568 | - |
| Only solar pumps ² supplied to players participating under the PM Kusum Scheme (C) | 43,606 | 47,097 | 33,444 | 29,570 |
| Solar pumps supplied other than A, B and C (D) | 4,672 | 656 | 1,868 | 5,551 |
| Total solar pumps supplied E = (A + B + C + D) | 48,656 | 51,047 | 48,263 | 71,167 |
| Non-solar agri pumps ³ supplied (F) | 41,726 | 27,598 | 33,722 | 50,452 |
| Non-solar non-agri pumps ⁴ supplied (G) | 22,115 | 15,489 | 18,778 | 35,926 |
| Total non-solar pumps supplied (H) = (F) +(G) | 63,841 | 43,087 | 52,500 | 86,378 |
| Total solar and non-solar pumps (E) + (H) | 1,12,497 | 94,134 | 1,00,736 | 1,57,545 |

1. Turnkey Solar Pumping Systems consist of solar-powered submersible or monoblock agricultural pumps and motors, solar modules, mounting structures, pump controllers, and their installations. Submersible pumps and motors are primarily made up of stainless steel, while monoblock pumps and motors are made up of cast iron.
2. Solar pumps refer to solar-powered submersible or monoblock agricultural pumps
3. Non-solar agri pumps refer to grid-connected submersible or monoblock pumps, and are used for agricultural purposes
4. Non-solar non-agri pumps refer to grid-connected submersible pumps or monoblock pumps, and are used for purposes other than agricultural, such as in residential and industrial sectors.

Tapping Opportunities under Government Schemes (PM-KUSUM) (4/4)

Revenue* from the supply of Solar Pumps directly and indirectly for the PM Kusum Scheme

| Particulars (in INR mn) | FY22 | FY23 | FY24 | FY25 |
|--|--------------|--------------|--------------|---------------|
| Revenue from the supply of the Turnkey Solar Pumping Systems** directly by us under the PM Kusum Scheme (A) | - | - | 3,274 | 9,611 |
| Revenue from the supply of Turnkey Solar Pumping Systems** to players participating in the PM Kusum Scheme (B) | 133 | 986 | 1,126 | - |
| Revenue from the supply of solar pumps, solar modules, structures and BOS kits (without installation services) to players participating in the PM Kusum Scheme (C) | 1,751 | 1,513 | 1,869 | 955 |
| Total (A + B + C) | 1,884 | 2,499 | 6,269 | 10,566 |
| Revenue other than PM Kusum Scheme (D) | 1,522 | 1,084 | 1,044 | 2,645 |
| Total (A + B + C + D) | 3,406 | 3,583 | 7,313 | 13,211 |

*Revenue excludes revenue from the sale of traded goods and other operating revenue and adding back discounts and incentives.

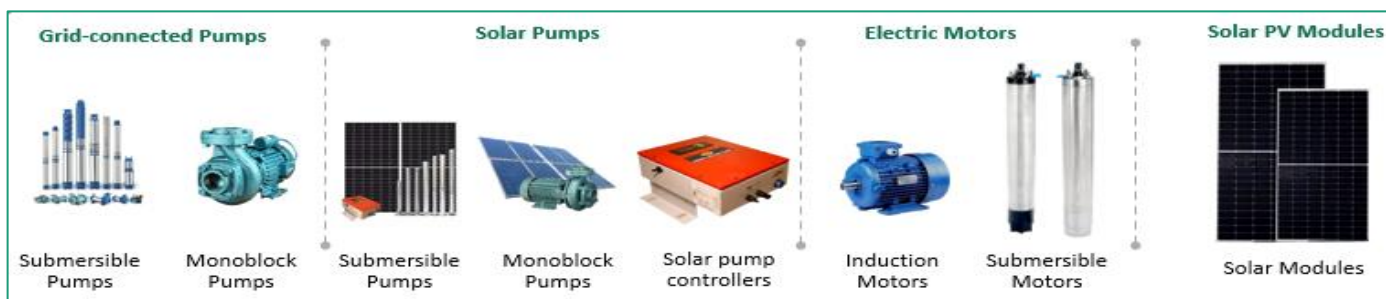
**Turnkey Solar Pumping Systems consist of solar-powered submersible or monoblock agricultural pumps and motors, solar modules, mounting structures, pump controllers, and their installations. Submersible pumps and motors are primarily made up of stainless steel, while monoblock pumps and motors are made up of cast iron

Comprehensive Product Portfolio



Wide range of solar-powered and grid-connected submersible and monoblock pumps, electric motors as well as solar modules under the 'Oswal' brand

Wide Product Range



Revenue from different products

| % of Revenue* | FY22 | FY23 | FY24 | FY25 |
|---|-------|-------|-------|-------|
| Turnkey Solar Pumping Systems (Submersible Pumps) | 3.9% | 18.0% | 49.5% | 65.1% |
| Turnkey Solar Pumping Systems (Monoblock Pumps) | Nil | 9.5% | 11.6% | 9.4% |
| Solar Submersible Pumps | 49.7% | 32.2% | 11.1% | 5.0% |
| Solar Monoblock Pumps | 5.0% | 7.6% | 2.9% | 1.2% |
| Non-Solar Submersible Pumps | 23.9% | 12.3% | 5.5% | 3.6% |
| Non-Solar Monoblock Pumps | 2.1% | 1.3% | 0.6% | 0.4% |
| Electric Motors | 9.7% | 8.6% | 5.1% | 4.3% |
| Others | 5.7% | 10.5% | 13.7% | 11.0% |

*Revenue excludes revenue from the sale of traded goods and other operating revenue and adding back discounts and incentives

Ability to service customers across segments

| % of Revenue* | FY22 | FY23 | FY24 | FY25 |
|---------------|-------|-------|-------|-------|
| Agriculture | 87.0% | 90.9% | 96.1% | 97.0% |
| Residential | 7.0% | 5.1% | 2.1% | 1.8% |
| Industrial | 6.0% | 4.0% | 1.8% | 1.2% |

Plans to introduce a range of industrial pumps and motors

| Pump | Applications |
|----------------------------------|--|
| Helical Rotor Pump | <ul style="list-style-type: none"> Food processing industries Sewage and water treatment systems |
| Progressive Cavity Pumps ("PCP") | <ul style="list-style-type: none"> Essential across multiple industries, such as oil and gas, food processing and wastewater treatment |
| Industrial Centrifugal Pump | <ul style="list-style-type: none"> In industries such as wastewater and water supply treatment, power generation, chemical and oil & gas |
| Pressure Pump | <ul style="list-style-type: none"> Used in applications where a constant flow rate is required, such as firefighting or industrial process control |
| Reciprocating Pump | <ul style="list-style-type: none"> Municipal water systems, irrigation, firefighting, air conditioners, water circulation, boiler feeds cooling , fuel transfer |

Extensive Distribution Network

Extensive network of 1,050 distributors in India has enabled to serve customers across India. The robust distribution network in India helps distinguish from the competition in the industry where a lack of well-developed distribution channels can pose significant barriers to entry

Number of Distributors

| Geography | FY22 | FY23 | FY24 | FY25 |
|--------------|------------|------------|------------|--------------|
| Central | 118 | 138 | 148 | 262 |
| East | 70 | 81 | 96 | 115 |
| North | 200 | 245 | 271 | 497 |
| South | 19 | 22 | 23 | 29 |
| West | 66 | 88 | 98 | 147 |
| Total | 473 | 574 | 636 | 1,050 |

% of Revenue from different Customers

| % of Revenue* | FY22 | FY23 | FY24 | FY25 |
|----------------------------|-------|-------|-------|-------|
| Institutional customers | 58.7% | 75.6% | 43.4% | 7.4% |
| Government entities | Nil | Nil | 45.6% | 74.5% |
| Sales through Distributors | 24.0% | 11.1% | 5.4% | 14.2% |
| Exports | 10.9% | 11.6% | 4.8% | 3.8% |
| Others | 6.4% | 1.7% | 0.8% | 0.1% |

We aim to increase distributors, particularly, in Chhattisgarh, Karnataka, Assam, Kerala, Andhra Pradesh, Telangana, Tamil Nadu and Gujarat

“Oswal Shoppe”



Concept

✓ Introduced in March 2024, to bolster market presence where the sales and marketing team collaborates with distributors to identify existing retailers for the sale of products exclusively

Network#

✓ 303 Oswal Shoppe, of which 95 are in Haryana, 67 in Uttar Pradesh, 54 in Punjab, and 31 in Rajasthan

Strengthen relationships with distributors, enhance their relationships with retailers, increase brand visibility, and drive revenue growth

*Revenue excludes revenue from the sale of traded goods and other operating revenue and adding back discounts and incentives; #As on June 30, 2025

Strong Presence in Major Agricultural Belts in India

Strong presence in North India particularly in the major agricultural states such as Haryana and presence in other regions in India such as Maharashtra, Uttar Pradesh, Rajasthan, Chhattisgarh and Punjab

| % of Revenue* | FY22 | FY23 | FY24 | FY25 |
|---------------------|-------|-------|-------|-------|
| Haryana | 49.6% | 44.0% | 72.3% | 29.2% |
| Maharashtra | 9.9% | 18.7% | 7.9% | 48.1% |
| Uttar Pradesh | 2.7% | 3.8% | 6.1% | 6.7% |
| Rajasthan | 17.9% | 7.3% | 4.5% | 4.9% |
| Chhattisgarh | 0.0% | 2.3% | 2.2% | 0.1% |
| Punjab | 1.9% | 7.0% | 0.9% | 2.5% |
| Uttarakhand | 0.5% | 0.2% | 0.1% | 2.0% |
| Others ¹ | 6.7% | 5.1% | 1.3% | 2.7% |

*Revenue excludes revenue from the sale of traded goods and other operating revenue and adding back discounts and incentives

Experienced Promoter and Senior Management Team

The strength of the Board and Senior Management and their experience has enabled the company to take advantage of market opportunities and better serve customers

Board of Directors



18+

Vivek Gupta

Chairman and Managing Director



5+

Amulya Gupta

Whole-time Director



3+

Shivam Gupta

Whole-time Director



35+

Sandeep Garg

Non-Executive Independent
Director



5+

Kanchan Vohra

Non-Executive Independent
Director



19+

Vikas Modi

Non-Executive Independent
Director

Key Managerial Personnel



7+

Anish Kumar

Company Secretary and
Compliance Officer



12+

Subodh Kumar

Chief Financial Officer

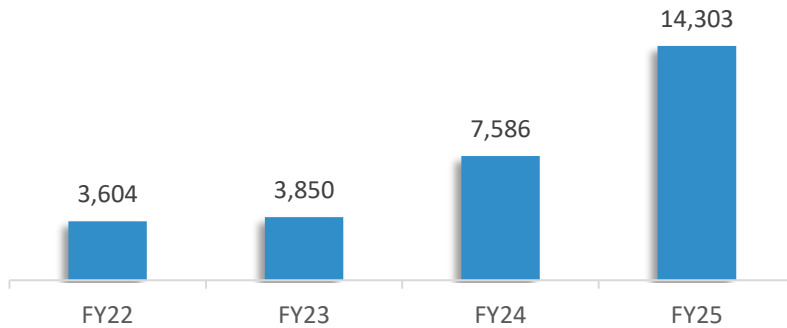
Robust Financials

Robust Financials



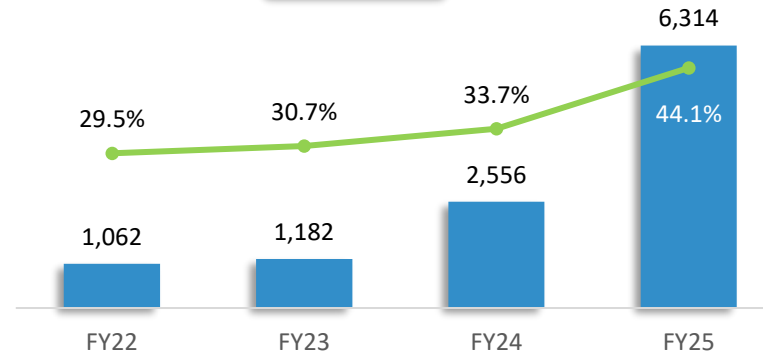
Revenue From Operations
In Rs. Millions

58.3%



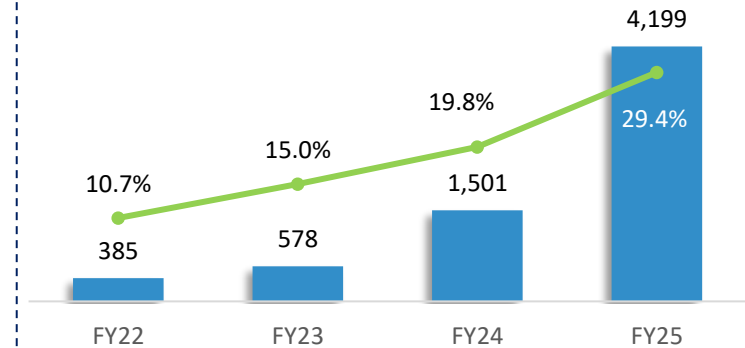
Gross Profit & Margin
In Rs. Millions & %

81.2%



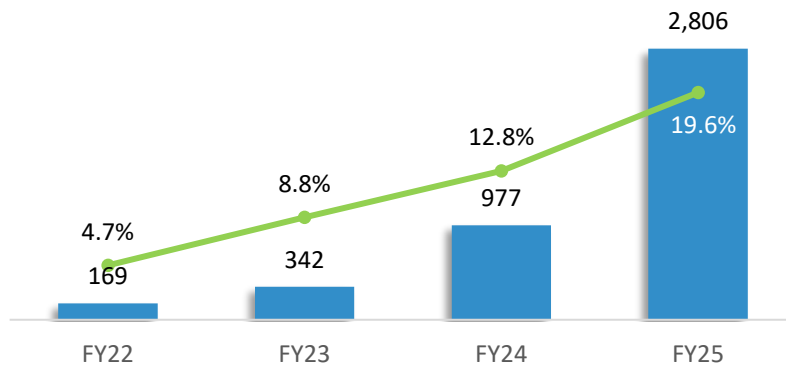
Operating EBITDA# & Margin
In Rs. Millions & %

121.7%

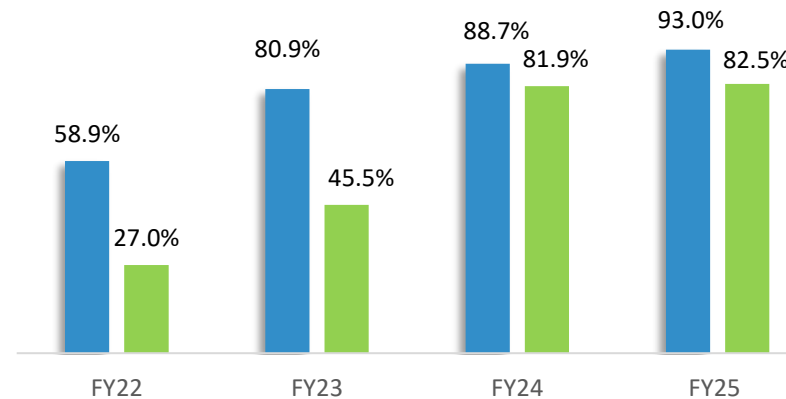


PAT & Margin
In Rs. Millions & %

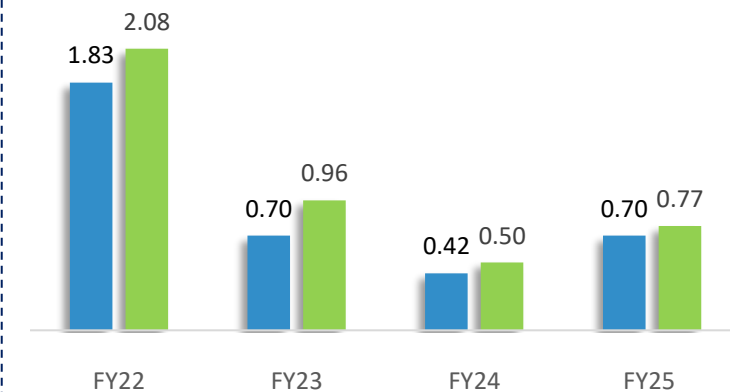
155.0%



■ RoNW* ■ RoCE*



■ Net Debt/Equity ■ Net Debt/Op. EBITDA



Note : *ROCE and ROE are calculated on average of Current & Previous Fiscal #Operating EBITDA is calculated as restated profit for the period/ year plus finance cost and depreciation and amortization costs and tax expenses as reduced by other income

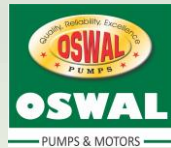
Summary of Profit and Loss Statement

| Particulars (INR mn) | Q4 FY25 | Q4 FY24 | YoY Change | Q3 FY25 | QoQ | FY25 | FY24 | YoY |
|-----------------------------------|---------|---------|------------|---------|-----------|--------|-------|---------|
| Revenue from Operations | 3,646 | 2,303 | 58.4% | 3,797 | (4.0%) | 14,303 | 7,586 | 88.6% |
| Operating EBITDA ¹ | 988 | 451 | 119.1% | 1,184 | (16.5%) | 4,199 | 1,501 | 179.7% |
| Operating EBITDA ² (%) | 27.1% | 19.6% | 751 bps | 31.2% | (407 bps) | 29.4% | 19.8% | 956 bps |
| Other Income | 9 | 5 | 76.5% | 7 | 29.2% | 26 | 27 | (1.8%) |
| Finance Cost | 132 | 55 | 140.6% | 117 | 13.0% | 419 | 143 | 193.0% |
| Depreciation | 44 | 46 | (5.2%) | 31 | 42.7% | 128 | 86 | 48.8% |
| Profit Before Tax (PBT) | 822 | 356 | 131.3% | 1,044 | (21.2%) | 3,677 | 1,299 | 183.1% |
| Profit After Tax (PAT) | 639 | 286 | 123.5% | 804 | (20.5%) | 2,806 | 977 | 187.3% |
| PAT Margin (%) | 17.5% | 12.4% | 509 bps | 21.1% | (365 bps) | 19.6% | 12.8% | 675 bps |
| Diluted EPS ³ (₹) | 6.32 | 4.88 | 29.5% | 8.04 | (21.4%) | 28.18 | 9.82 | 187.0% |

Note : 1. Operating EBITDA is calculated as restated profit for the period/ year plus finance cost and depreciation and amortization costs and tax expenses as reduced by other income;

2. Operating EBITDA Margins calculated on Revenue from Operations; 3. EPS figures are not annualized

Thank You



Chief Financial Officer

Subodh Kumar

✉ Subodh.kumar@oswalpumps.com

🌐 www.oswalpumps.com



Investor Relations Advisor

Udit Sancheti

✉ ir@uirtus.in

🌐 www.uirtus.in

Annexures

Cash Conversion Cycle Break-up

| Particulars | Mar'22 | Mar'23 | Mar'24 | Mar'25 |
|------------------------------------|--------|--------|--------|--------|
| Receivable Days ¹ | 40 | 52 | 75 | 111 |
| Inventory Days ² | 71 | 68 | 46 | 43 |
| Payable Days ³ | 40 | 54 | 30 | 19 |
| Cash Conversion Cycle ⁴ | 71 | 66 | 91 | 135 |

Note : 1. Receivables days is calculated by multiplying the average accounts receivables by 365 and dividing the result by the revenue from operations for the year

2. Inventory days is calculated by multiplying the average inventory by 365 and dividing the result by the revenue from operations for the year

3. Payables days is calculated by multiplying the average accounts payable by 365 and dividing the result by the revenue from operations for the year

4. Cash conversion cycle is calculated by adding Receivables days to Inventory days reduced by Payables days

KPIs



| Particulars (INR mn) | FY22 | FY23 | FY24 | FY25 |
|---|-------|-------|-------|--------|
| Revenue from Operations | 3,604 | 3,850 | 7,586 | 14,303 |
| Total Income | 3,611 | 3,875 | 7,612 | 14,329 |
| Gross Profit | 1,062 | 1,182 | 2,556 | 6,314 |
| Gross Margin (%) | 29.5% | 30.7% | 33.7% | 44.1% |
| Operating EBITDA | 385 | 578 | 1,501 | 4,199 |
| Operating EBITDA Margin | 10.7% | 15.0% | 19.8% | 29.4% |
| Restated Profit for the Year | 169 | 342 | 977 | 2,806 |
| PAT Margin (%) | 4.7% | 8.8% | 12.8% | 19.6% |
| Return on Net Worth (%) | 58.9% | 80.9% | 88.7% | 93.0% |
| Return on Capital Employed (%) | 27.0% | 45.5% | 81.9% | 82.5% |
| Net Debt to Equity Ratio (in times) | 1.83 | 0.70 | 0.42 | 0.70 |
| Net Debt to Operating EBITDA Ratio (in times) | 2.08 | 0.96 | 0.50 | 0.77 |
| Cash Conversion Cycle (Days) | 71 | 66 | 91 | 135 |
| Gross Block | 742 | 918 | 1,148 | 1,570 |
| Addition to Property, Plant and Equipment | 173 | 176 | 285 | 464 |
| Fixed Asset Turnover Ratio (in times) | 6.51 | 4.96 | 8.33 | 12.29 |
| Total Borrowings | 875 | 593 | 754 | 3,235 |