



IPO DETAILS

#IPOlogy

OSWAL PUMPS LIMITED



ISSUE OPEN

13 June, 2025



ISSUE CLOSE

17 June, 2025

Min. Lot Size

24 shares

Issue Price Band

₹584 - ₹614

Issue Size

Fresh Issue:
1.45 Cr Eq shares
(₹890.00 Cr)

OFS:
0.81 Cr Eq shares
(₹497.34 Cr)

Face Value

₹1

Industry

Capital Goods

Listing at

NSE, BSE

RATING

SUBSCRIBE

APPLY NOW

Marwadi Shares and Finance Limited

Corporate Office: Marwadi Financial Plaza, Nana Mava Main Road, Off 150ft Ring Road, Rajkot - 360001, Gujarat.

Registered Office: X-Change Plaza, Office No. 1201 to 1205, 12th Floor, Building No. - 53E, Zone - 5, Road 5E, Gift City, Gandhinagar - 382355, Gujarat.

0281 7174 100/0281 6192 100 **CIN of MSFL:** U65910GJ1992PLC017544

SEBI Reg. No. of MSFL for NSE, BSE, MCX, NCDEX: INZ000174730 | Membership No.: NSE:08760, BSE:0910, MCX:56410, NCDEX:1280 | SEBI Regn.No. of DP: IN-DP-476-2020 (NSDL DPID:IN300974) (CDSL DPID:12035100) | Research Analyst: INH 000002186 AMFI: ARN-42506 | PFRDA: POP07082018

Disclaimer: 'Investment in securities market are subject to market risks, read all the related documents carefully before investing'.

For Facts & Figures



OSWAL PUMPS LIMITED

Rationale

Considering the Annualised EPS – Dec 24 of Rs 25.35 on a post-issue basis, the company is set to list at a P/E of approximately ~24x with a market cap of Rs 6,998 Cr, whereas its peers namely Kirloskar Brothers Limited, Shakti Pumps (India) Limited, WPIL Limited, KSB Limited and Roto Pumps Limited are trading at P/E ratios of approximately ~35x, ~29x, ~33x, ~59x, and ~53x.

We assign “Subscribe” rating to this IPO as company is one of the largest suppliers of solar powered agricultural pumps under the PM Kusum Scheme, well positioned to capitalise on strong industry tailwinds. Also, it is available at reasonable valuation as compared to its peers.

Company Overview

Oswal Pumps Limited commenced its operations in 2003 with the manufacturing of low-speed monoblock pumps. They manufacture solar-powered and grid-connected submersible and monoblock pumps, electric motors comprising induction and submersible motors as well as solar modules, which they sell under the ‘Oswal’ brand.

They serve diverse needs across agriculture (irrigation), residential (gardens, water supply, cleaning), commercial (malls, offices, hotels), and industrial sectors (boilers, water treatment, sewage, machinery, and cooling systems).

The company is one of the largest suppliers of solar powered agricultural pumps under the PM Kusum Scheme by (i) providing Turnkey Solar Pumping Systems directly under the PM Kusum Scheme to farmers, (ii) providing Turnkey Solar Pumping Systems to players participating in the PM Kusum Scheme, and (iii) supplying only solar pumping system (including solar pump sets, solar modules, structures and balance of systems (“BOS”) kits and excluding installation services) to players participating in the PM Kusum Scheme.

The company generates 79% of its revenue from Turnkey Solar Pumping Systems, 6% from Solar Pumps, 4% each from Non-solar Pumps and Electric Motors, and the remaining 7% from other products.

The company derives 87% of revenue from the supply of turnkey solar pumping systems directly and indirectly for PM Kusum Scheme and 13% of revenue from the supply of products other than PM Kusum Scheme.

As of December 31, 2024 the company has executed orders for 38,132 Turnkey Solar pumping Systems directly under the PM Kusum Scheme for several states such as Haryana, Rajasthan, Uttar Pradesh and Maharashtra.

Their operations are supported by two manufacturing facilities situated at Karnal, Haryana. One facility is dedicated to the production of pumps and motors, while the other focuses on manufacturing solar modules.

Objectives of the issue

Funding certain capital expenditure of the company

Investment in their wholly-owned Subsidiary, Oswal Solar, in the form of equity, for funding the setting up of new manufacturing units at Karnal, Haryana;

Pre-payment/ re-payment, in part or full, of certain outstanding borrowings availed by the company;

Investment in their wholly-owned Subsidiary, Oswal Solar, in the form of equity, for repayment/prepayment, in part or full, of certain outstanding borrowings availed by Oswal Solar;

General corporate purposes



Pan-India Distributor Growth

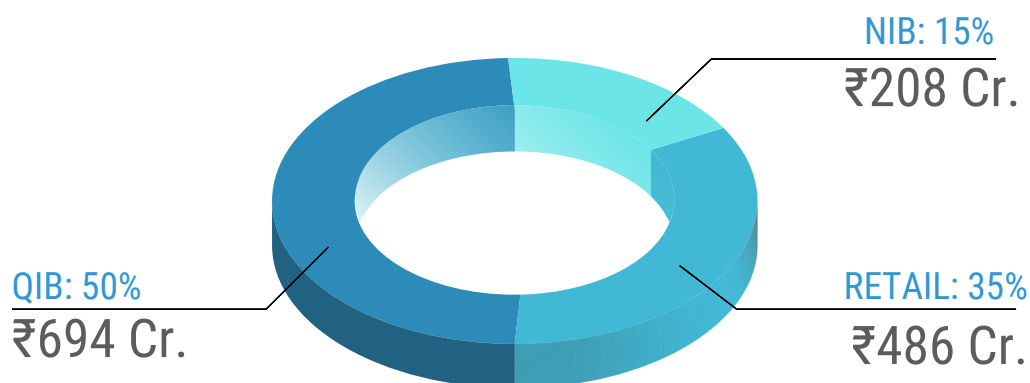
They have an extensive network of distributors in India, which has grown from 473 distributors as of March 31, 2022 to 925 distributors as of December 31, 2024.



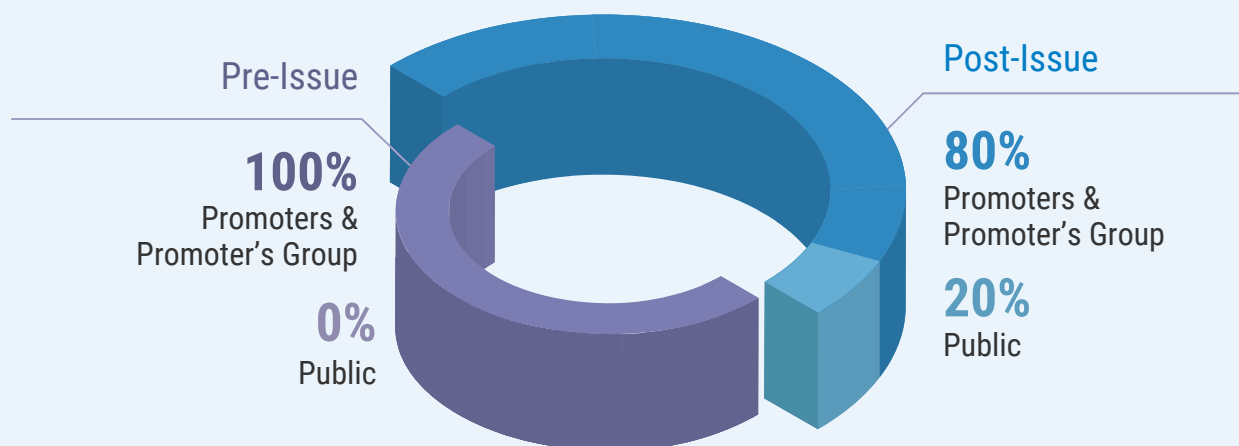
OSWAL PUMPS LIMITED

Issue Details

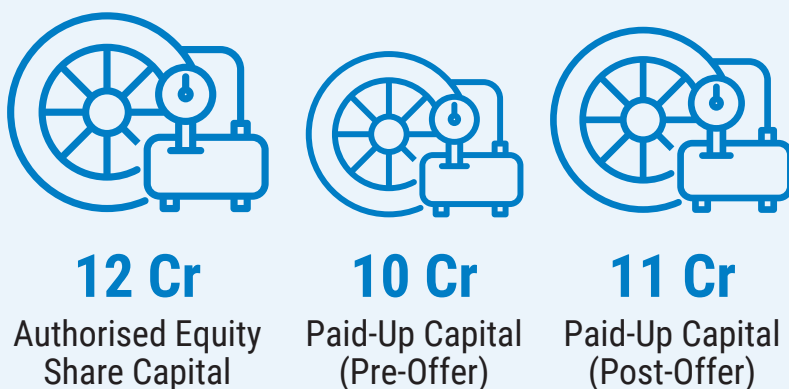
Issue Break-Up



Shareholding Pattern



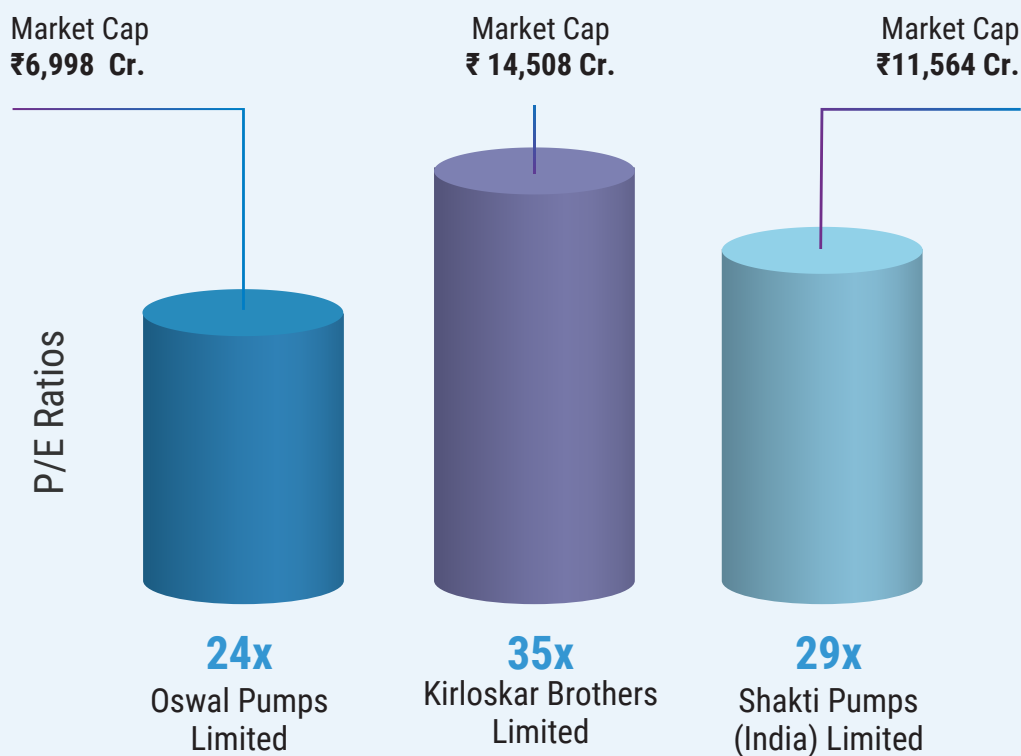
Capital Structure (in ₹ Cr.)





OSWAL PUMPS LIMITED

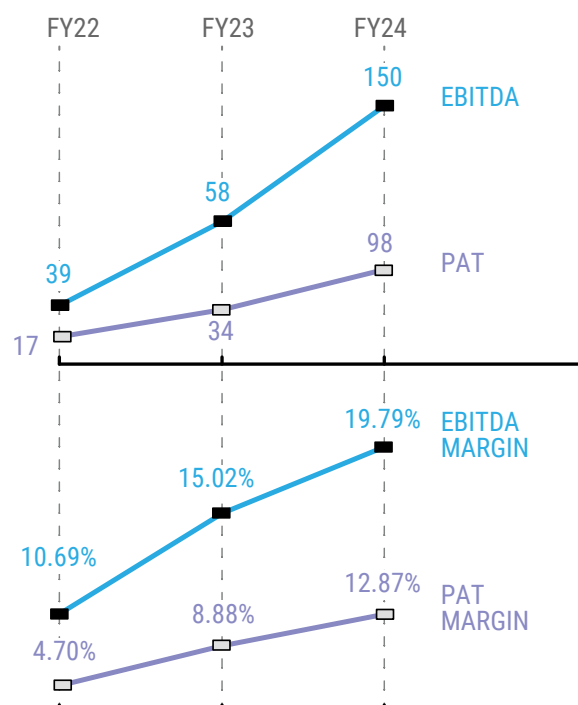
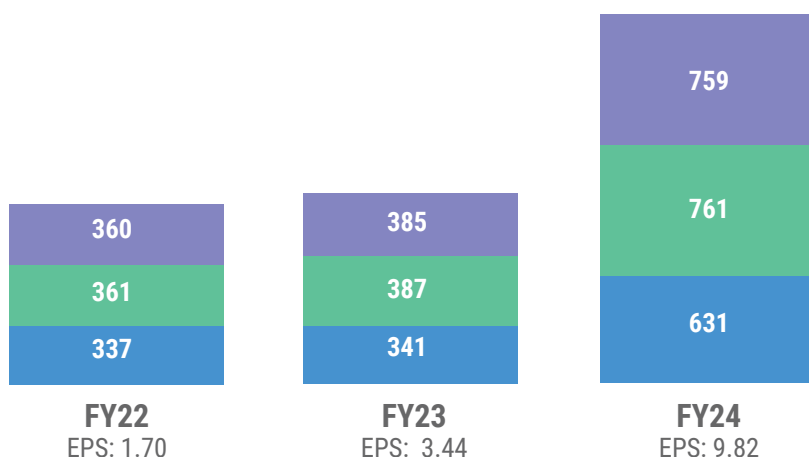
Valuations and Peer Comparison



Market Cap data of listed securities as on June 11, 2025

Financial Snapshot (in ₹ Cr.)

- Revenue
- Total Income
- Total Expenses





OSWAL PUMPS LIMITED

Business Insights



Competitive Strengths

- One of the largest suppliers of solar powered agricultural pumps under the PM Kustum Scheme, well positioned to capitalise on strong industry tailwinds.
- Vertically integrated manufacturing competencies.
- Strong engineering and design capabilities.
- Comprehensive product portfolio in multiple product specifications.
- Strong presence in major agricultural states in India including Haryana and growing presence in other states.
- Extensive distribution network catering to a diversified customer base.
- Experienced Promoter and senior management team.



Risks

- They derive a significant portion of their revenues from the supply of Turnkey Solar Pumping Systems which are awarded on a tender basis by state and central Government institutions under the PM Kustum Scheme. However, they cannot assure that the Government will continue this scheme or that their bids will be accepted and future contracts will be awarded to them. Any reduction in Government funding for this scheme or their inability to obtain contracts may have an adverse impact on their business, results of operations, financial condition and cash flows.
- Their business largely depends upon their top 10 customers, which contributed 78.87%, 79.50%, 72.56% and 66.29% of their revenue from operations for the nine months ended December 31, 2024, Fiscals 2024, 2023 and 2022, respectively. The loss of any of these customers could have an adverse effect on their business, results of operations, financial condition and cash flows.
- They derive a significant portion of their revenues from the sale of their products in the states of Haryana (35%), Maharashtra (44%), Uttar Pradesh (6%) and Rajasthan (5%). Consequently, any adverse developments affecting their operations in such regions, could have an adverse impact on their business, results of operations, financial condition and cash flows.



Business Strategy

- Backward integration in pump manufacturing value chain, enhance automation in pump manufacturing and strengthen our capabilities through strategic acquisitions
- Continue to focus on government schemes and maintain leadership position.
- Increase manufacturing capacity for solar modules and backward integration in solar module manufacturing.

Promoters and Management Details

Vivek Gupta - Chairman and Managing Director

Amulya Gupta - Whole-time Director

Shivam Gupta - Whole-time Director

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