

Date: 24th August, 2018

The General Manager
Corporate Relationship Department
BSE Limited
1st floor, New Trading Ring,
Rotunda Building
P J Towers
Dalal Street, Fort
Mumbai 400 001
BSE Scrip Code: 500249

The Manager
Listing Department
National Stock Exchange of India
Limited
“Exchange Plaza”, C-1, Block G
Bandra-Kurla Complex
Bandra (E)
Mumbai 400 051
NSE Symbol: KSBPUMPS

Dear Sirs,

Sub: Intimation about participation in the Investor Conference

Ref: Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015)

In continuation to our intimation dated 23rd August, 2018, we wish to inform you that the Company participated in the Investor Conference held on 24th August, 2018.

Attached herewith presentation made to investors.

Kindly take the above information on record.

Yours faithfully,
For **KSB LIMITED**

Narasimhan R
DGM- Finance and Company Secretary



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A handwritten signature in blue ink, appearing to be 'P. Narasimhan R', written over the typed name.

Narasimhan R
DGM- Finance and Company Secretary



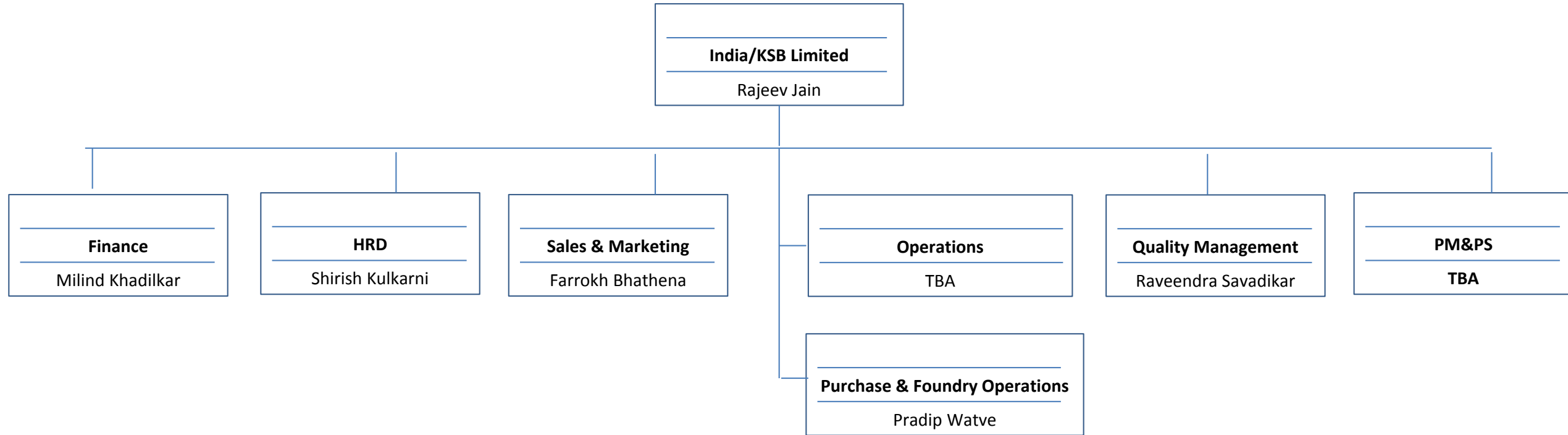
KSB Limited – Report For Investors



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Organogram



Presence in India

Near you..24x7



- 7 Manufacturing locations
- 4 Zonal offices
- 15 Branch offices
- 4 Service Stations
- 150+ Authorized Service Centers
- 800+ Authorized Dealers of pumps, valves and systems

Our Manufacturing Network



Irrigation & Process Division, Pune



Foundry Division, Vambori



Power Plant Division, Chinchwad



Valves Division, Coimbatore



Energy Pumps Division, Shirwal



Standard Pumps Division, Sinnar



KSB MIL Controls Ltd. Meladoor, Kerela

Our Toll Free No. : 1800 233 1299

(Monday to Saturday - 8am to 10pm)



Research & Development **Ideas that Deliver Real Customer Benefits**

You wish to expect the best out of us, inspires us to keep innovating better and better solutions to make our good products even better

State-of-the-art design center
– **KSB Tech Pvt. Ltd.**
Located at Pune.
Maharashtra



KSB in India **Applications**

- Energy
- Industry
- Water
- Waste water
- Construction



Applications

Energy

We deliver a lot more, we consume a lot less..

Products

High pressure multistage pumps, Vertical in line pumps, GGC & Ball Valves

Applications

For boiler feed applications, condensate extraction, etc.



Applications

Industry

Variety indeed is the spice of life.. as it is in the case of our pumps

Products

End suction pumps, process pumps, non clog pumps, high pressure multistage pumps, confirming API 610 latest edition, GGC & Ball Valves

Applications

For boiler feed applications, oil & gas, sugar, paper and pulp, handling of Thermic fluids, petrochemicals, etc.



Applications

Water

In yester years civilization developed around water.. We take water to civilization.

Products

Submersible pumpsets, openwell monobloc pumps, mini-monobloc pumps, dewatering pumps, GGC & ball valves

Applications

Irrigation, farm houses, fire fighting, drinking water supply, etc.



Applications

Waste Water

Clean solutions to dirty problems..

Products

Submersible Motor non clog pumps, horizontal Non clog end suction pumps, GGC & Ball Valves

Applications

Various types of Municipal & Industrial waste water, sewage, effluent transport & treatment. storm water drainage & dewatering, etc.



Applications

Construction

Though water finds its own level, we still can bring it up to you.

Products

Submersible pumpsets, openwell monobloc pumps, mini-monobloc pumps, dewatering pumps, booster systems, GGC & Ball Valves

Applications

Drinking water supply, fire fighting, HVAC, etc.

Major Orders bagged in 2018 :

Sr. No.	Projects	Pump Type	Value (in Mio. INR)
1	NPCIL – Gorakhpur Nuclear Power Project, Haryana	RSR	4130
TOTAL			4130

Success Stories:

1. Standard Industrial Business has improved considerably.
2. Service Business growing at a double rate over last year same period.
3. Valves Business has seen a growth (+ 48%) over last year same period.



Major Infrastructural Developments/ Projects:

1. Robotic Assembly Installations at Sinnar Plant.
2. Lean Manufacturing concept Implementation at Coimbatore Plant.
3. High focus on development in IT infrastructure.

Market Penetration: TOP 5 customers

Country India:

Customer	Remarks
NPCIL	Nuclear Segment Customer
ISGEC Heavy Engineering Ltd.	Pumps & Valves Segment Customer.
Thermax	Pumps & Valves Segment Customer
L & T Hydrocarbon Engineering Ltd.	Industry Projects Segment Customer
BHEL	Pumps & Control Valves Segment customer

Strategy for Growth



Highlights of KSB Voice 2018



Employee Communication

Department Meetings for Jan 2018 and Apr 2018
Marketing Mantra and HR Mantra Newsletter
Other Planned interventions Ongoing



Reward and Recognition

Employee Recognition and Rewards for Team and individual for Jan 2018 Reward for Apr 2018 Planned



Employee Engagement

Health Talk and Safety week celebration at all Plants
Sports initiatives and celebrations at Plants and Zones
Women's day celebrations at KSB India, KSB Tech and KSB MIL Controls



Leadership Workshops

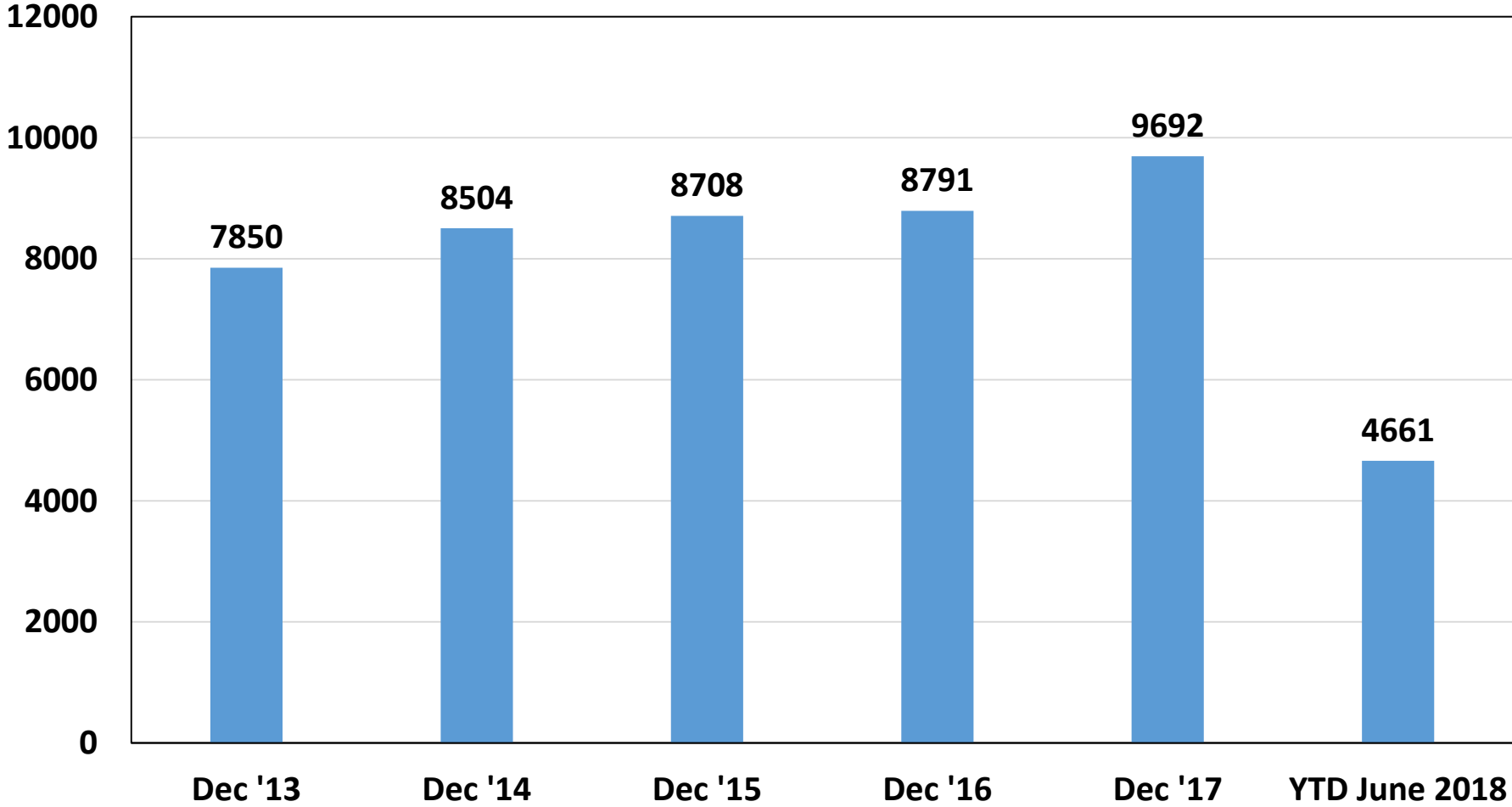
Employee Connect to next Level – Leadership workshops Conducted at Plants and Zones.
Development Centre and MDP's



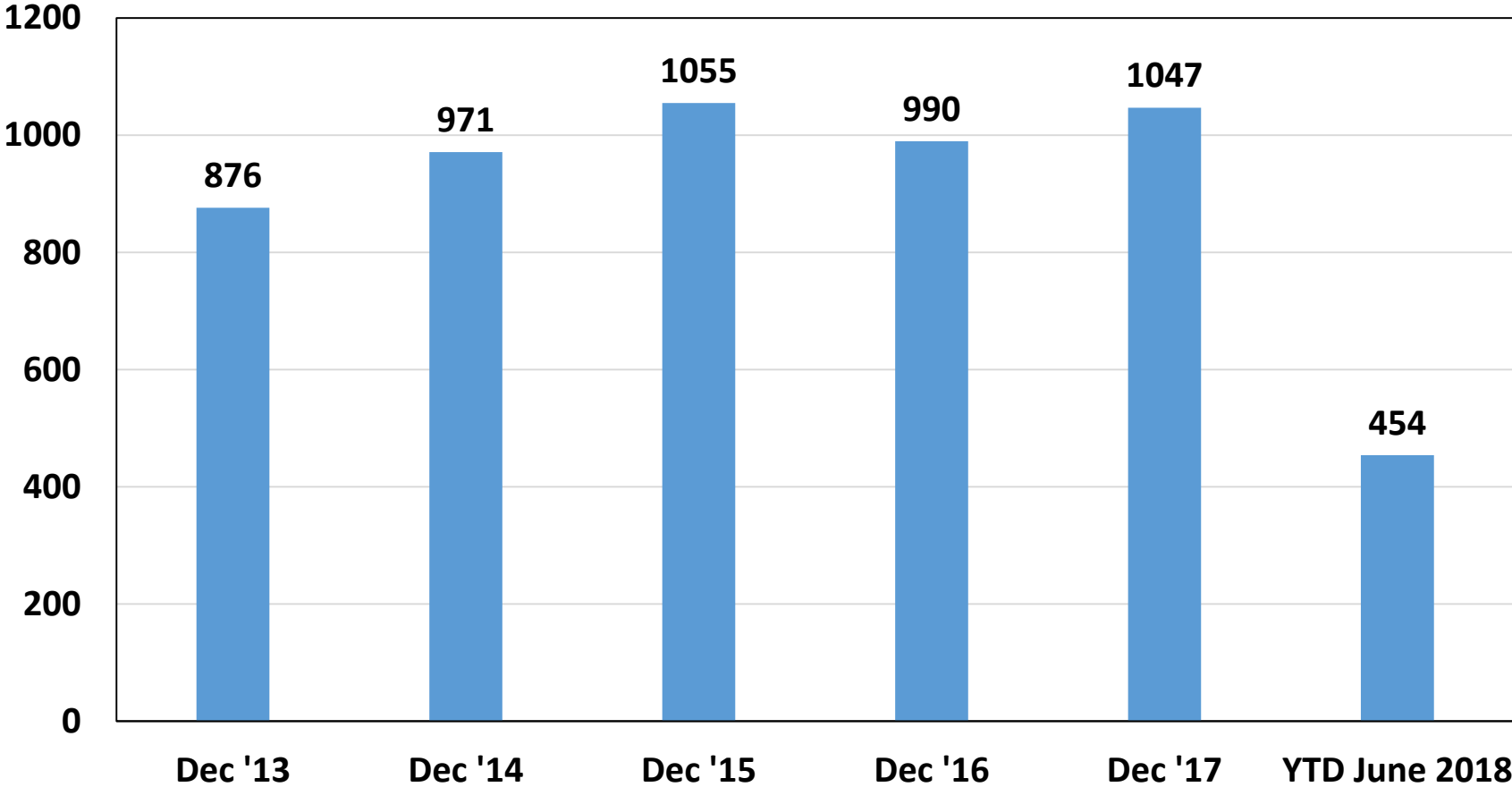
Software's and Trainings

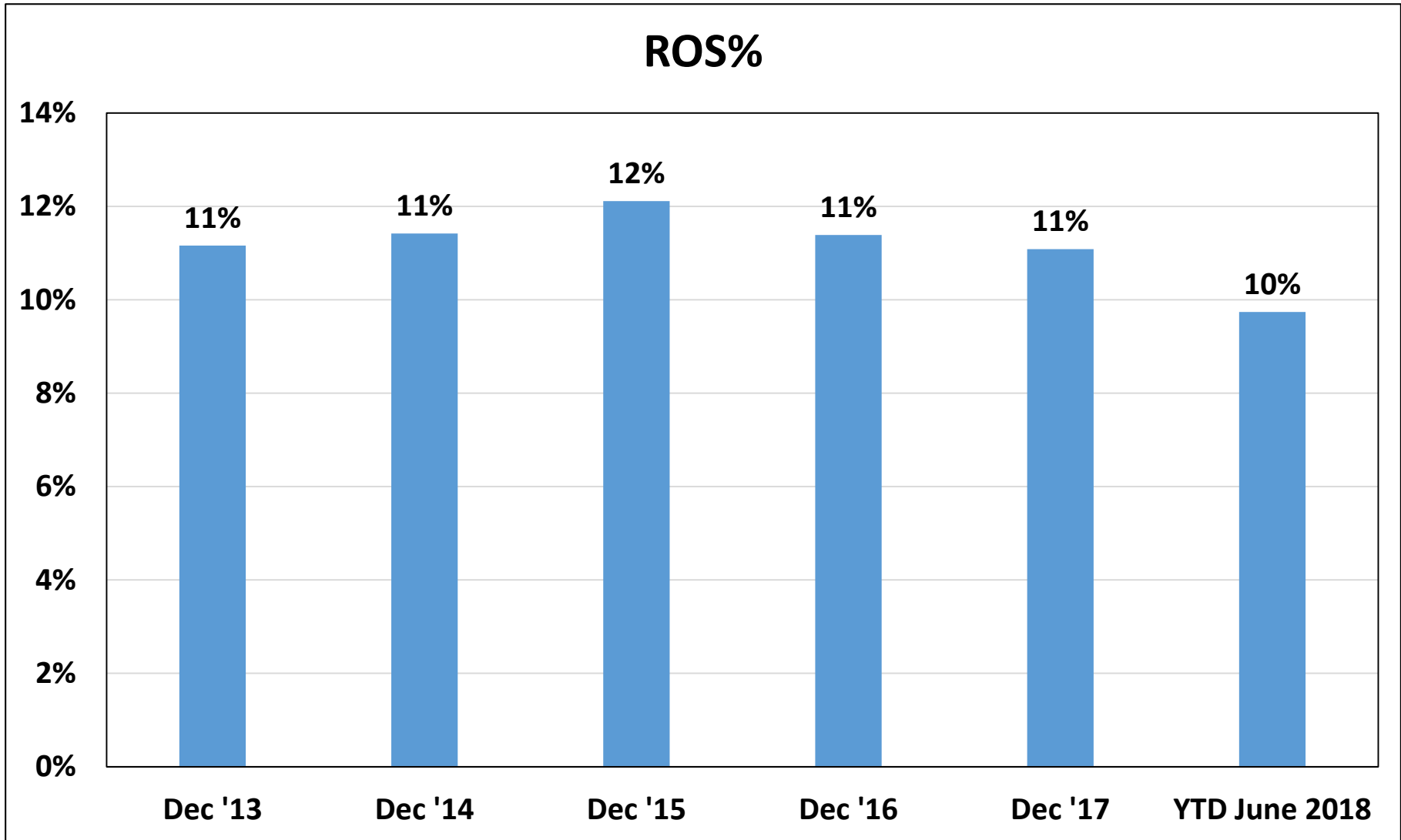
Introduction of E learning platform youLEARN@KSB
Customer & Academic Training -Profit generation platform
Employee Trainings – Technical + Behavioral
HRIS Software– HR Mantra – Attendance, Leave, Travel, Payroll, Guest house, CAR Booking

Revenue from Operations (in Mio. INR)



P/L Before Tax (in Mio. INR)





Cautionary statement regarding forward looking statements:

This presentation may contain certain forward-looking statements relating to the Company's future business, developments and economic performance.

Such statements may be subject to a number of risks, uncertainties and other important factors, such as but not limited to (1) competitive pressures; (2) legislative and regulatory developments;(3) global, macroeconomic and political trends;(4) fluctuations in currency exchange rates and general Financial market conditions;(5) delay or inability in obtaining approvals from authorities;(6) technical developments;(7) litigation;(8) adverse publicity and news coverage, which could cause actual developments and results to differ materially from the statements made in this presentation. The Company assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise.

Thank you!



Illustrative questions and replies in the meeting:

1. What is the growth in new plant? How are things progressing there? How about nuclear order management? What are the contractual delivery dates for nuclear order?

Ans. Since EPD is new plant of the Company at Shirwal, the resources are in the process of shifting to this plant and training of newly hired employees is ongoing. Plant is in the process of stabilization and getting ready for full fledged commercial production.

With the NPCIL order coming in, alignment of machines for production is being done in the said plant. Thus plant is in its second phase of development and which will be partly completed in 2018 and partly in next year. Contractual delivery dates for nuclear orders are in 2022 and 2023.

2. What is the break up of product sale and project sale?

Ans. Our Company has only product sale. It does not have project sales. It supplies its products to projects of the customers.

3. Working capital is one of the mentioned pillars in ppt, do you have anything specific on your minds i.e. debtors or vendor management or inventory etc.?

Ans. Working capital is a strategy in terms of quality and not in quantity.
For e.g. controlling slow or non-moving inventory and bad or doubtful receivables etc.

4. Clean water and waste water; what kind of opportunity?

Ans. Clean and drinking water supply on one side and disposal of drainage and sewage on the other side. Both sides looked after by local municipal authorities. Our Company has pumps for both applications.

5. Whether NPCIL order is a development order? What types of pumps?

Ans. NPCIL order is not a development order. It is a regular order. It includes primary coolant pumps with electric motors.