

Date: 12<sup>th</sup> August, 2022

The General Manager  
Corporate Relationship Department  
BSE Limited  
1<sup>st</sup> 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: KSB**

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 9th August, 2022, we wish to inform you that the Company participated in the Institutional Investors Meet held on 12<sup>th</sup> August, 2022. Attached herewith presentation made to investors.

Kindly take the above information on record.

**Yours faithfully,**  
For **KSB LIMITED**

**Mahesh Bhave**  
**GM- Finance and Company Secretary**



# **KSB Limited**

## **Institutional Investors' Meet - 12<sup>th</sup> August, 2022**

› Our technology. Your success.  
Pumps • Valves • Service



## **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.

# Table of contents

1. Organogram.
2. KSB In India – Presence.
3. KSB In India – Applications.
4. KSB India – Success Stories / Major Developments, major initiatives
5. Market Penetration – Top 10 Customers.
6. Major Orders received – Top 10
7. Net financial position
8. Sales turnover overview
9. Exports business development



# Table of contents

10. Revenue trend

11. Profit Trend

12. Return on Sales Trend

13. Initiatives for 2022 :

a) Digitalization

b) Major Investments for 2022 – Top 10

c) Sales Network Expansion & Brand Promotion Activities

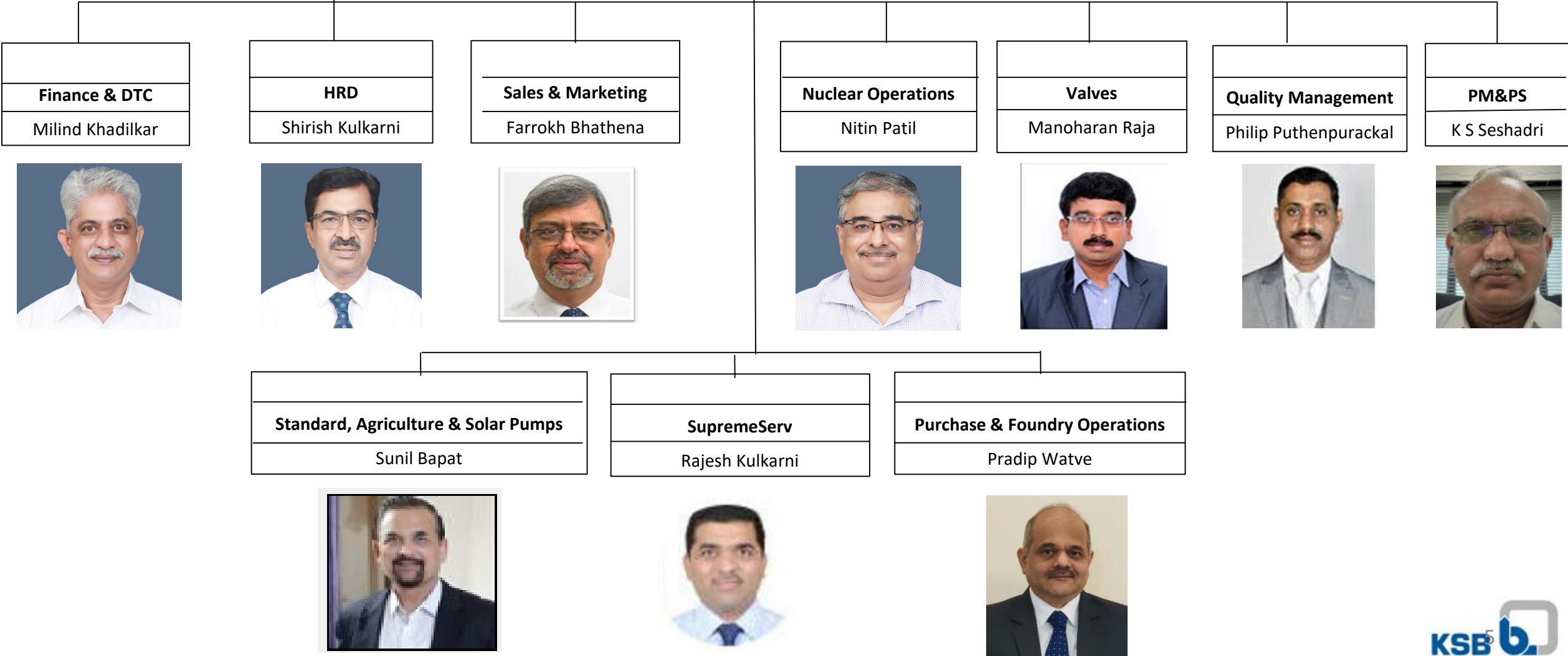
d) ESG Initiatives



# 1. Organogram



<b>India/KSB Limited</b>
Rajeev Jain

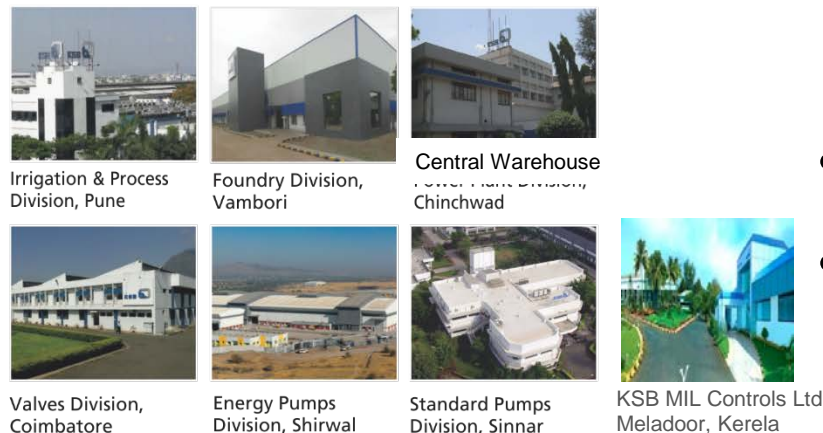


## 2. KSB India – Regional presence - Near you..24x7

- 7 Manufacturing locations
- 4 Zonal offices
- 12 Branch offices
- 5 Service Stations
- 200+ Authorized Service Centers
- 1000+ Authorized Dealers of pumps, valves and systems
- Bangladesh Liaison office
- Business through Dealers at Nepal and Bhutan



Our Manufacturing Network



Our Toll Free No. : 1800 233 1299

# EPD (Energy Pumps Division), Shirwal, Pune



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# IPD (Irrigation and Process Division), Pune



# IPD (Irrigation and Process Division), Pune



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# Central Warehouse, Chinchwad, Pune



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# Central Warehouse, Chinchwad, Pune



# Standard Pumps Division, Sinnar, Nashik



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# Standard Pumps Division, Sinnar, Nashik



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# Foundry Division, Vambori



# Foundry Division, Vambori



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# Valves Division, Coimbatore



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# Valves Division, Coimbatore



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# Valves Manufacturing- KSB MIL Controls Limited, Kerala



# Valves Manufacturing- KSB MIL Controls Limited, Kerala



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## **KSB Tech Pvt. Ltd., Pune, Maharashtra: State-of-the-art design center**

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

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



### 3. KSB in India

# Applications

- Energy
- Industry
- Water
- Waste water
- Construction
- Supremeserv



## 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, Solar products, 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.



Aftermarket

## **SupremeServ**

**A decentralized “customer centered” setup supported by lean and efficient processes, dedicated sales management and spare parts**

Spare parts

Repairs

Field Service

Modernization

Replacement pumps (Footprint pumps)



## 4. KSB India – Success Stories / Major Developments Q2 2022



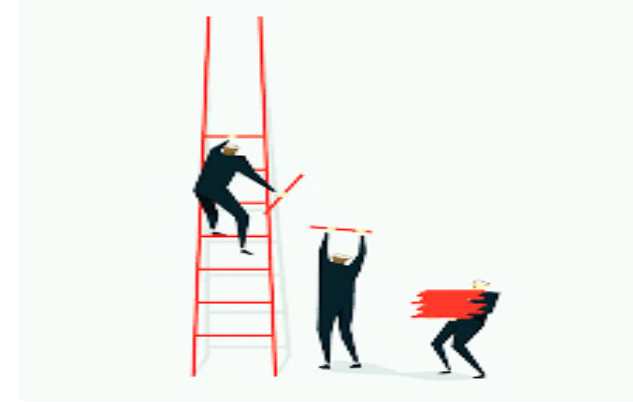
### Highlights

- Received **order from NPCIL** for 8 nos. Primary Coolant pumps (RSR 400/2 for Kaiga 5 & 6) along with electric motors and spares for a value of approx. **5,000 Mio INR**.
- Good Order Intake of ~2000 Mio from **Petrochemicals**.
- FGD order of 225 Mio INR received from BHEL.
- Breakthrough in **BB3 orders** for both domestic market and exports.
- Good growth in **Mechanical Seal business**; Nuclear Mechanical Seal test-bed commissioned at Shirwal and repair facility inaugurated at Chinchwad.
- Despite cyber attack, factories, branches, warehouse teams worked round the clock in 3 shifts to ensure sales.

## 4.1 KSB India – Major Initiatives

### Major Infrastructural Developments / Projects:

1. Localization of KSB Mechanical Seals in India at IPD Pimpri.
2. Investment for Solar business growth. (development and manufacturing capacity)
3. Machine replacements at EPD
4. Office Infrastructure at IPD.
5. Investments for Digitalization initiatives including Robotic Process Automation Phase 2, Advanced Planning Solution for production planning at EPD.
6. Mobile Warehouse Management.
7. Expansion of Service Network is in progress.
8. Expansion of Dealer Network
9. Various investments planned for ESG Projects.



# 5. Market Penetration - TOP 10 Customers in H1 2022:



## KSB India (Domestic)

### Total Year 2021

Customer	Segment
Bharat Heavy Electricals Ltd.	Energy
Thermax Group	Energy
Rushabh Enterprises (Dlr)	Gen. Ind.
ISGEC Heavy Engg. Ltd.	Energy
Patil Engineering (Dlr)	Gen. Ind.
RK Engineers Sales Ltd. (Dlr)	Water
Larsen & Toubro	Energy, Petrochem.
Pooja Engg. Company (Dlr)	Petrochem., Gen. Ind.
NTPC Limited	Energy
Thyssenkrupp Industries	Energy, Petrochem.

### H1 2022

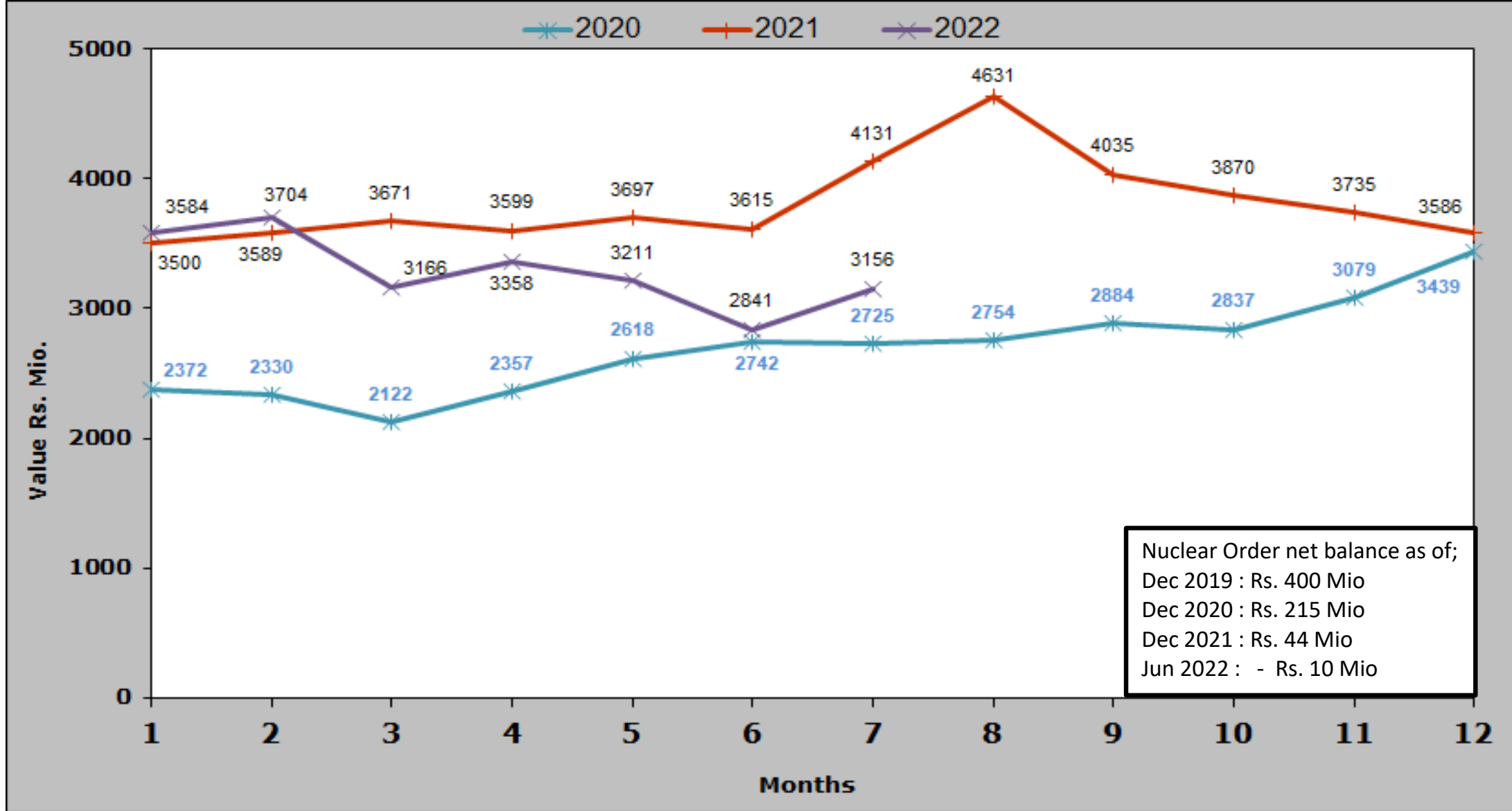
Customer	Segment
Nuclear Power Corporation of India Ltd.	Nuclear
Indian Oil Corporation Limited	Petrochem.
Rushabh Enterprises (Dlr)	Petrochem.
Thermax Group	Energy
Wuhuan Engineering Co.Ltd	Petrochem.
ISGEC Heavy Engg. Ltd.	Energy
Technip India Limited	Petrochem.
Bharat Heavy Electricals Ltd.	Energy
Tecnimont S.P.A.	Petrochem.
Andritz Hydro Pvt. Ltd.	Water

## 6. Major Project Orders Received in Q2 2022: Top 10

In INR Mio

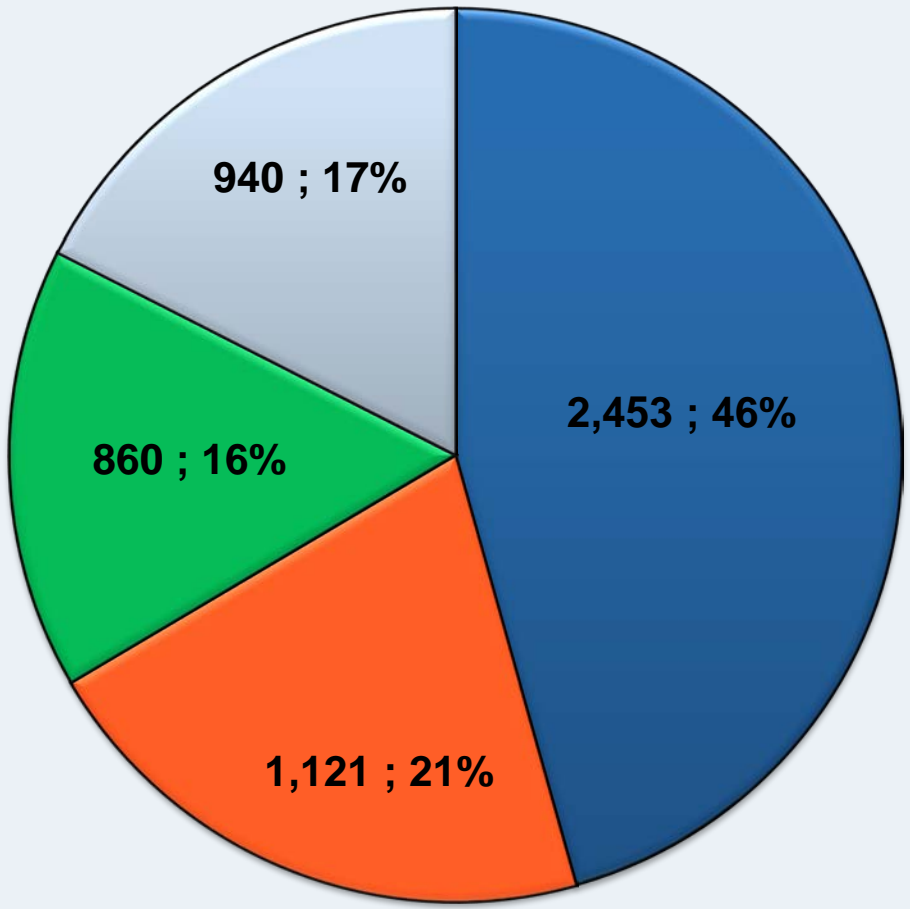
Segment	S N	Project Name	PMC	LSTK Contractor	Pump Type	Value
Petrochemicals	1	NRL EXPANSION PROJECT		Technip India Limited	CHTR	261
Petrochemicals	2	HRRL Crude oil Pipeline Project (EPCC 20)	EIL	MEIL	CHTR	228
Energy	3	TSGENCO Yadadri 5x800 MW FGD	TSGENCO	BHEL	25 x KWPK 900-1134	225
Petrochemicals	4	J-18 Expainsion Project IOCL Gujarat (LuPech)	Technip Chennai	MEIL	CHTR,RPH,RPHb, RPHd	162
Petrochemicals	5	Supply of Reactor Feed pump for CDWU Project_IOCL, PANIPAT	Thyssenkrupp	NA	CHTR	104
WWW	6	Kiru, Kuther and Pinnapuram drainage, dewatering and flood protection system		Andritz Hydro	63 X KRT, 12 X CPK, 36 X KWP	98
Petrochemicals	7	J-18 Expainsion Project IOCL Gujarat (LuPech) _CDWU	Technip Chennai	Thyssenkrupp	CHTR	84
Energy	8	M B Power Annupur 2X600 MW FGD	M B Power	GE	6 x KWPK 900-1134	72
Petrochemicals	9	NRL Expansion Projcet	Technip Mumbai	Thyssenkrupp	WKB, RPH, RPHb	62
Valves	10	Asia Pacific Rayon - TG10 - Turbin Generator		Asia Pacific Rayon, Indonesia	Gate, Globe, Check	40

# 7. Net Financial Position – net of borrowings and including Nuclear Portion as on 31<sup>st</sup> July, 2022 : 3156 MINR



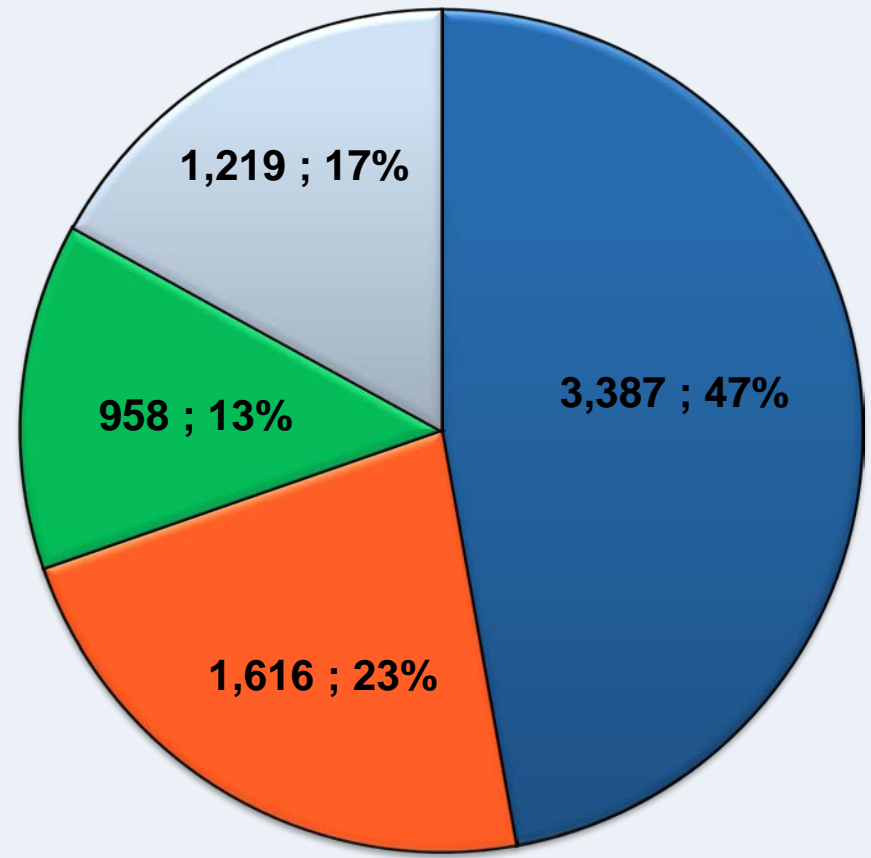
# 8. Sales Turnover : Distribution of Domestic Business

### Sales YTD Jun 2021



■ Standard Pumps ■ Engineered Pumps ■ SupremeServ ■ Valves

### Sales YTD Jun 2022



■ Standard Pumps ■ Engineered Pumps ■ SupremeServ ■ Valves

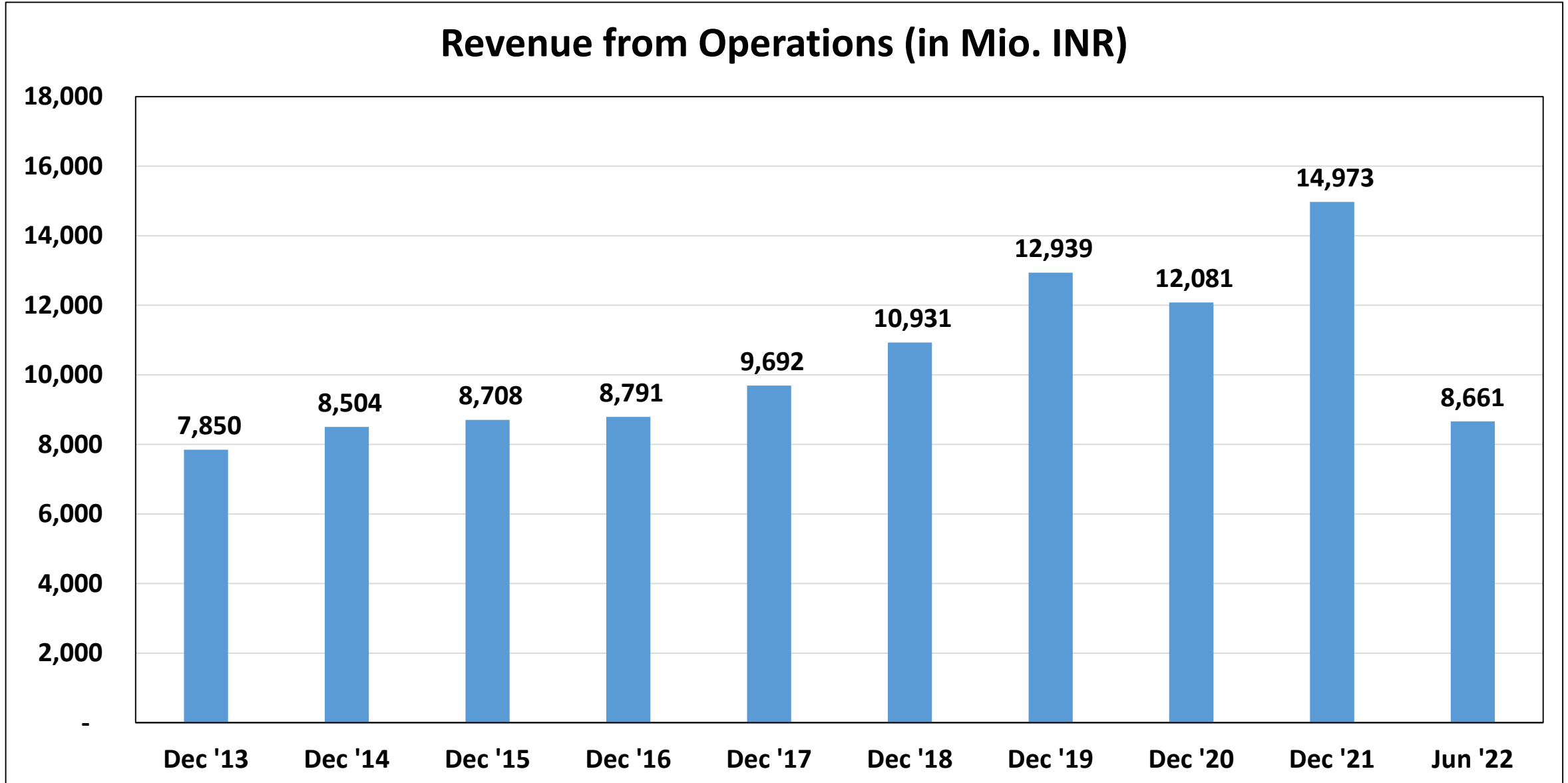
## 9. Exports Business Development – 2018 to YTD Jun 2022

MINR

Particulars	Act 2018	Act 2019	Act 2020	Act 2021	YTD Jun 2021	YTD Jun 2022
Sales	10,752	12,853	11,940	14,560	6681	8609
Export Sales (out of total Sales)	1,567	2,186	2,046	2,938	1307	1429
%	<b>14.6%</b>	<b>17.0%</b>	<b>17.1%</b>	<b>20.2%</b>	<b>19.6%</b>	<b>16.6%</b>

- The share of exports has seen a marked drop due to the headwinds in international market.

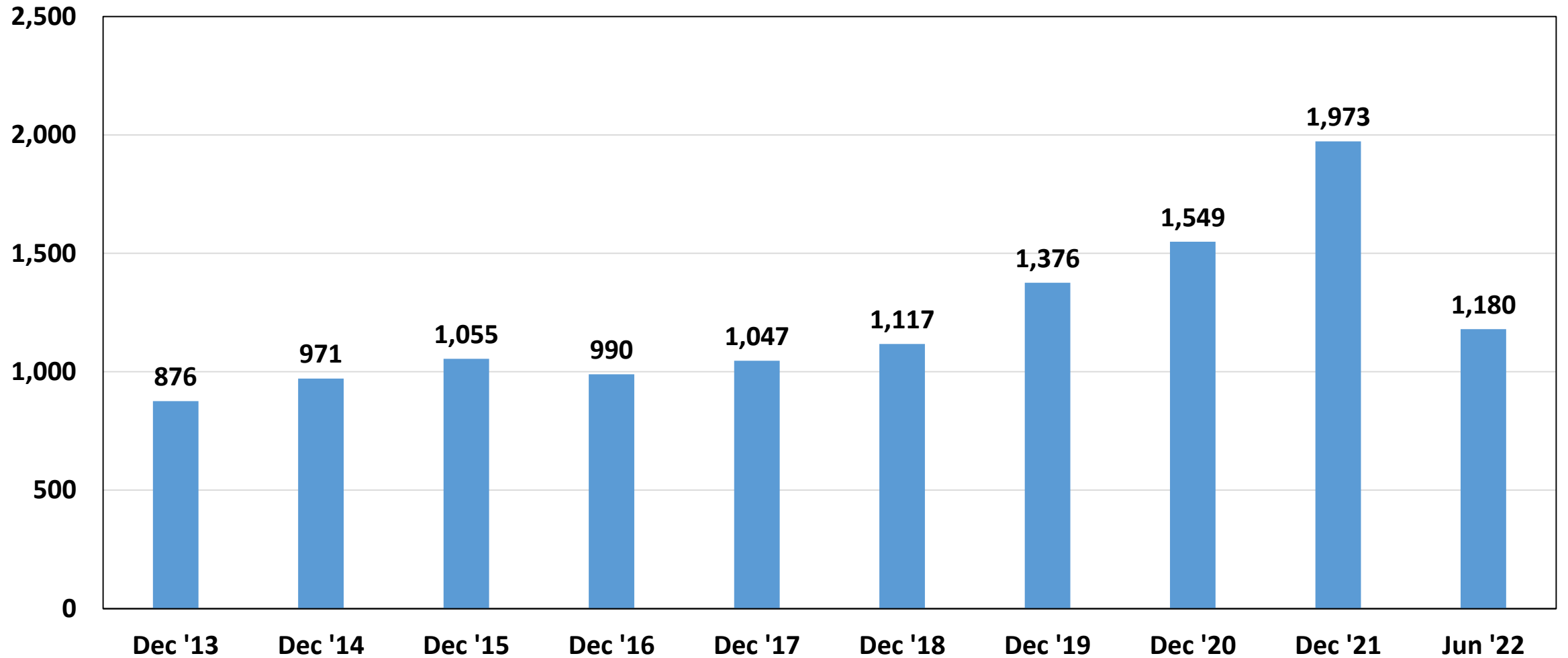
# 10. Revenue Trend





# 11. Profit & Loss Trend

P/L Before Tax (in Mio. INR)

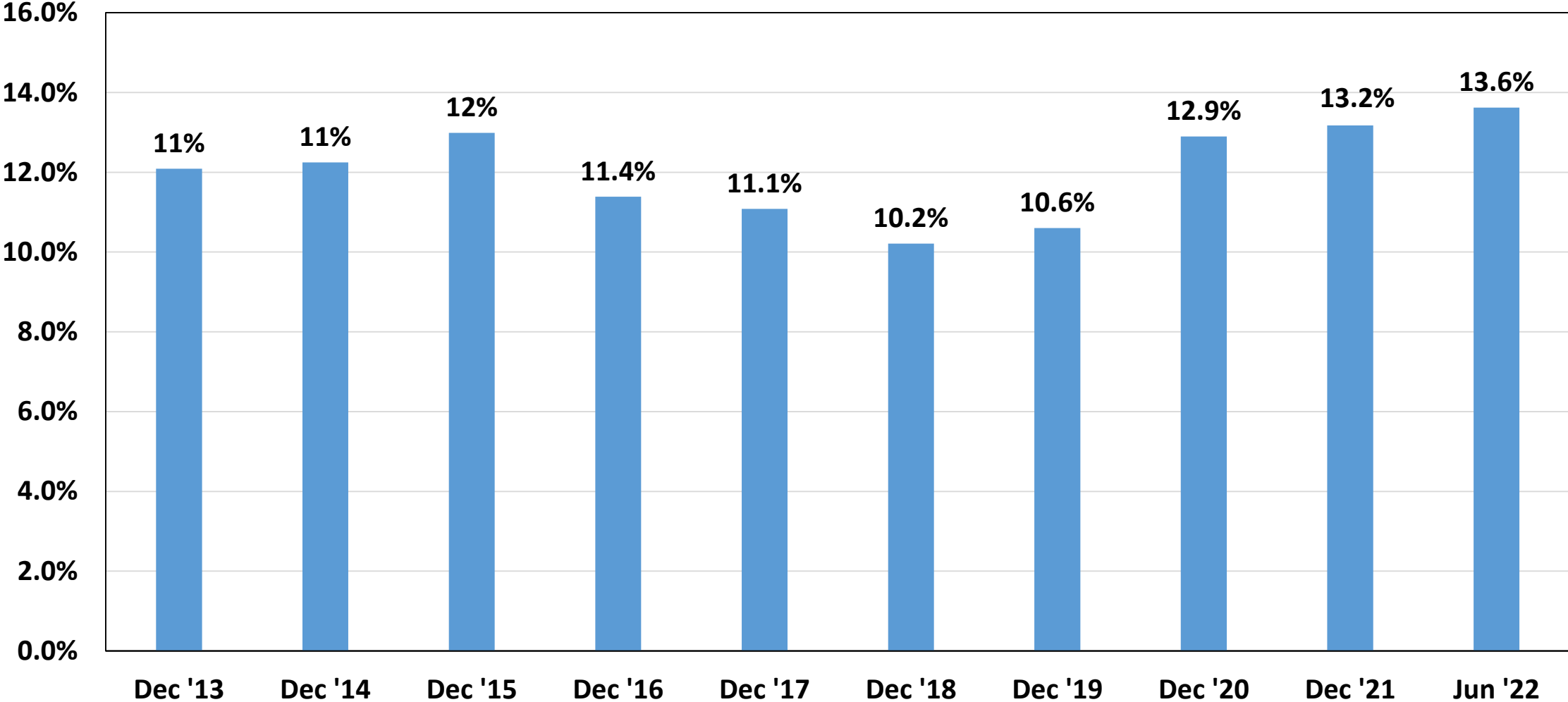


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# 12. Return on Sales Trend

ROS%



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# 13. Initiatives for 2022

## a) Digitization:

**Top 3 projects in Sales/Operations and IT during 2022/2023:**

### 1. Sales Initiatives :

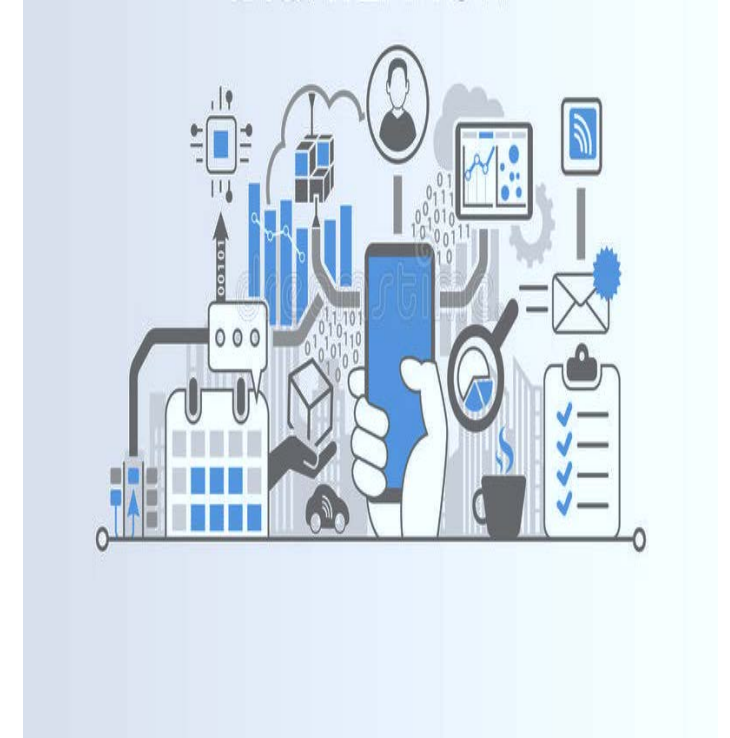
1. Project Cost Information System
2. Dealer Management Portal
3. SICCA Valves Sales Selection Tool

### 2. Operations Initiatives :

1. MIS Automation
2. Machine Monitoring & Model Work Stations (gone live for IPD,CBE, WPD)
3. Advanced Planning and Scheduling Tools (EPD)

### 3. IT Initiatives :

1. Cloud Adoption
2. Implementation of SAP - WM and MWM (Mobile)
3. Data Classification and Data loss prevention (DLP)
4. Upgradation of LAN and Wi-Fi 6 ready setup



## b) Major Investments of 2022 : Top 10



MINR

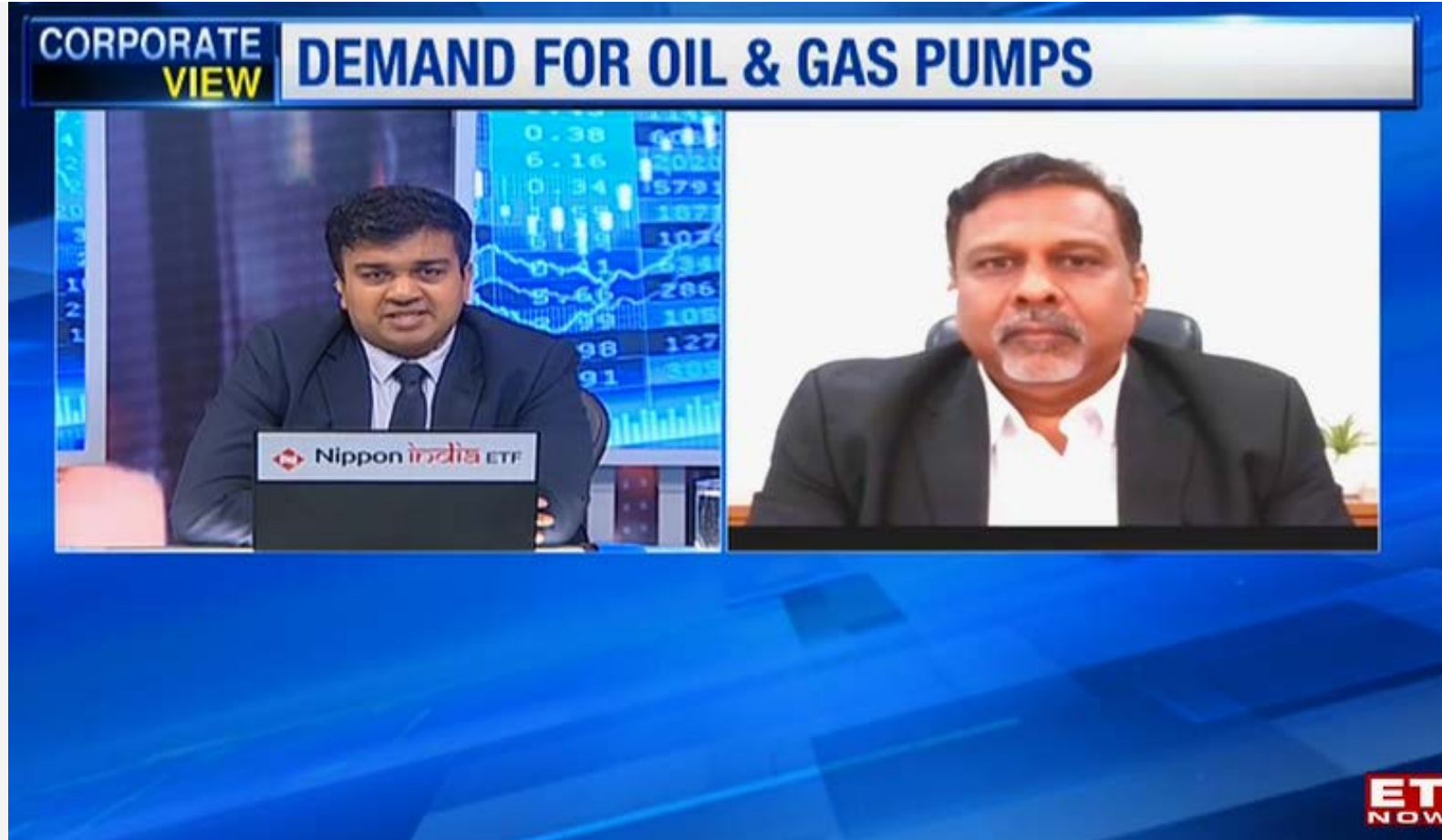
Sr. No.	Title	Value
1	Admin building and Guest house at Shirwal plant	180
2	Replacement Machine- KBL VTL, Wotan boring, NH 26 Lathe, VMC	100
3	3D Printer & Infrastructure	97
4	Digitisation Projects	85
5	Network Devices upgrade (LAN & Wi-fi) across KSB India	82
6	Mechanical Seal Localization at IPD	64
7	Land at Shirwal for future purpose	61
8	Replacement of VRV system for IPD- (AC Replacement)	15
9	Kardex System- 2 nos	15
10	Group Captive Solar	13
	<b>Total Investment including others</b>	<b>786</b>

## c) Sales Network expansions: Bangladesh Office Inauguration :



- KSB Limited opened its 13th new Liasoning office at Dhaka, Bangladesh on 16th June, 2022.
- The inauguration was done at the hands of Mr. Farrokh Bhatena, Director, Sales & Marketing.
- Bangladesh market has a lot of potential for various segments of pumps and valves especially for Agriculture.

# Media Interaction – ET Now interview :



- A live interaction of Mr. Rajeev Jain with ET on 24<sup>th</sup> June 2022
- The discussion involved the general performance of the Company, growth opportunities and outlook for the industry.

# Exhibitions



**Paperex - Greater Noida**



**Plumbex - New Delhi**



**Gram Utsav - Indore**



**Chemtech – Mumbai, Direct customers and Consultants**

# Select Dealer Meet :



- Dates: 9th and 10th May 2022.
- Participants: top performing dealers of 2021 from Agriculture, Domestic and General Industry segment,
- Key dignitaries: Mr. Elmer Lindner, Director Sales, Lead Application Centre Pegnitz, General Industry, KSB SE & Co. KGaA.

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# Product Launch - Aqua Series :



- To strengthen Domestic application products, KSB's all new "Aqua Series" was launched at Pune on 7th May, 2022
- Launched by Mr. Rajeev Jain (Regional Executive Officer, West Asia and Managing Director KSB Ltd., India).
- 14 self priming monobloc pump models were launched under the Aqua Series The event was followed by a Gala Dinner

# Sales Promotion



Conducting various Nukkad meets, plumber meets and retailers meets.



# Sales Promotion :



KSB promoting its brand continuously in the market by conducting various outdoor activities. Following are the few activities conducted in the last quarter across the zones.

# d) ESG Initiatives :

## Environmental initiatives at KSB India

Drip irrigation for gardening



Tree Plantation



Biogas Plant



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**Environmental initiatives at KSB India**

STP Plant for Reuse of treated water



Rainwater Harvesting by Recharge well method



LED bulbs in Offices & Shop floor



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## Environmental initiatives at KSB India

Bicycles for movement within plant



Installation of Solar panels



Certified Green Building



# d) ESG Initiatives ...Cntd.:

## EHS & Employee welfare activities at KSB India:



# d) ESG Initiatives..Cntd.:

## Corporate Social Responsibility near Plants:



Maher  
Renovation of 8 toilets + 2 girls rooms - @ Vadhu



Bal Kalyan Sanstha  
Dining area tables, chairs & wash basins



Niwara - Old age home  
Renovation of all dormitories

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# Corporate Social Responsibility near Plants:



Tara Sofosh Dhadphale Centre



SOFOSH Shrivastva (Sassoon)



Grow tree.com 6667 nos of Tree plantations



Morya Hospital – Chinchwad Cardiac Monitor

## Corporate Social Responsibility near Plants:



Gir Cow Goshala at Anamprem NGO, Ahmednagar



Solar Street Light at Anamprem NGO, Ahmednagar



Solar Power Generation at Snehalaya NGO



Solar Water Heater units at Snehalaya NGO



# Time for Questions



Thank  
you