Date: 29th February, 2020

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: 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 27th May, 2020 we wish to inform you that the Company participated in the Investor Conference held on 28th February, 2020. Attached herewith presentation made to investors.

Kindly take the above information on record.

Yours faithfully,

For KSB LIMITED

Mahesh Bhave
DGM- Finance and Company Secretary
KSB Limited
Investor’s Meet, 28 February 2020
Mumbai
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Presence in India
Near you..24x7

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

Our Toll Free No.: 1800 233 1299
(Monday to Saturday - 8am to 10pm)
EPD (Energy Pumps Division), Shirwal, Pune
IPD (Irrigation and Process Division), Pune
PPD (Power Projects Division), Pune
Standard Pumps Division, Sinnar, Nashik
Foundry Division, Vambori
Valves Division, Coimbatore
Valves Manufacturing- KSB MIL Controls Limited, Kerala
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.

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.
KSB India – Success Stories / Major Developments

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 over last year.
4. Major high value Export orders received for the year 2019.

Major Infrastructural Developments/ Projects:
1. Robotic Assembly Installations at Sinnar Plant.
2. Lean Manufacturing concept Implementation at Pimpri & Coimbatore Plant.
3. High focus on development in IT infrastructure.
4. Major IT projects are underway and soon to be implemented in near future.
5. New products development is undergoing – Gamma (HSC), FGD (KWP Pump), CHTRA (BB3)
Market Penetration: TOP 5 customers

Country India:

<table>
<thead>
<tr>
<th>Customer</th>
<th>Segment</th>
</tr>
</thead>
<tbody>
<tr>
<td>NPCIL</td>
<td>Nuclear</td>
</tr>
<tr>
<td>HMEL Mitthal Energy</td>
<td>Industry Projects</td>
</tr>
<tr>
<td>ISGEC Heavy Engineering Ltd.</td>
<td>Pumps &amp; Valves</td>
</tr>
<tr>
<td>Thermax</td>
<td>Valves</td>
</tr>
<tr>
<td>L &amp; T Hydrocarbon Engineering Ltd.</td>
<td>Industry Projects</td>
</tr>
<tr>
<td>IOCL</td>
<td>Industry Projects</td>
</tr>
<tr>
<td>BHEL</td>
<td>Control Valves</td>
</tr>
</tbody>
</table>

Main measures initiated to reach an increase with these customers

A: Increased no. of customer visits.

B: New cell – ‘Contract Management’ is started for Industry and Energy segment, which will insure enhancement of customer interface and resolve the issues in contract and take decisions on priority.
KSB Pumps Ltd.
STRATEGY
VISION 2020
OI - 1500 Crs. | Sales - 1400 Crs.

PILLARS TO SUCCEED

Enhanced Product Basket
Grow in General Business & Aftermarket Business > 20%
Increase Employee Engagement
Working Capital
Operational Excellence
Focus on IT Infrastructure Development
Nuclear Order Management & Future Projects
Revenue from Operations (in Mio. INR)

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (in Mio. INR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec '13</td>
<td>7850</td>
</tr>
<tr>
<td>Dec '14</td>
<td>8504</td>
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<tr>
<td>Dec '15</td>
<td>8708</td>
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<td>Dec '16</td>
<td>8791</td>
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<td>Dec '17</td>
<td>9692</td>
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<tr>
<td>Dec '18</td>
<td>10931</td>
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<tr>
<td>Dec '19</td>
<td>12939</td>
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</table>
P/L Before Tax (in Mio. INR)

<table>
<thead>
<tr>
<th>Year</th>
<th>P/L Before Tax (in Mio. INR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dec '13</td>
<td>876</td>
</tr>
<tr>
<td>Dec '14</td>
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<td>Dec '15</td>
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<tr>
<td>Dec '18</td>
<td>1117</td>
</tr>
<tr>
<td>Dec '19</td>
<td>1376</td>
</tr>
</tbody>
</table>
The bar chart shows the ROS% for each December from 2013 to 2019. The percentages are as follows:

- Dec '13: 11%
- Dec '14: 11%
- Dec '15: 12%
- Dec '16: 11.4%
- Dec '17: 11.1%
- Dec '18: 10.2%
- Dec '19: 10.6%
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.
Time For QUESTIONS?
Thank you!
Illustrative questions and replies in the meeting other than repeated and published in previous meetings:

1. Whether the revenue includes revenue from nuclear order?
   - The NPCIL revenue will start in 2021.

2. Is there any outsourcing for Company’s production?
   - Outsourcing is minimal.

3. Why is the Credit limit enhanced for ICRA rating?
   - The Company is preparing to keep ready for future business.

4. Why is the depreciation higher for fourth quarter?
   - Depreciation is increased due to impairment of assets at the foundry.

5. How much is the government and non-government share in Company’s sales?
   - Non-government is tentatively more than 60% and rest is government.