

Date: 1<sup>st</sup> March, 2023

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 24<sup>th</sup> February, 2023, we wish to inform you that the Company participated in the Institutional Investors Meet held on 28<sup>th</sup> February, 2023. Attached herewith presentation made to investors along with the audio/video link.

Link for the audio/video recording of the meeting is: <https://youtu.be/rLY8X4rNxV4>  
Subsequently the same will be available at [www.ksbindia.co.in](http://www.ksbindia.co.in)

Kindly take the above information on record.

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

**Shraddha Kavathekar**  
**Company Secretary**



# **KSB Limited**

## **Institutional Investors' Meet - 28<sup>th</sup> February, 2023**

➤ **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.

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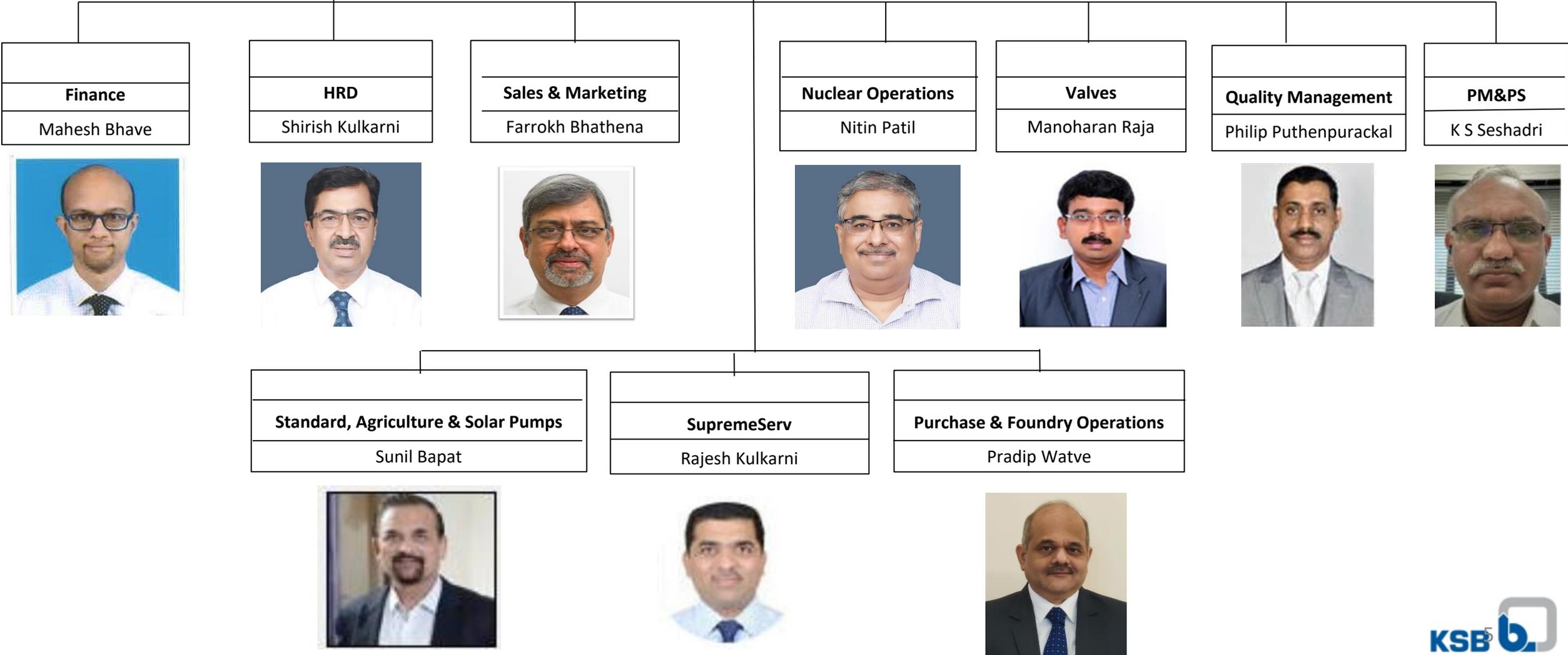
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# 1. Organogram



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



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

- 7 Manufacturing locations
- 4 Zonal offices
- 14 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



Irrigation & Process Division, Pune



Foundry Division, Vambori



Central Warehouse, Chinchwad



Valves Division, Coimbatore



Energy Pumps Division, Shirwal



Standard Pumps Division, Sinnar



KSB MIL Controls Ltd. Meladoor, Kerala

Our Toll Free No. : 1800 233 1299

# EPD (Energy Pumps Division), Shirwal, Pune



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# IPD (Irrigation and Process Division), Pune



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# IPD (Irrigation and Process Division), Pune



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# SupremeServe and Central Warehouse, Chinchwad, Pune



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# SupremeServe and Central Warehouse, Chinchwad, Pune



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# Standard Pumps Division, Sinnar, Nashik



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# Standard Pumps Division, Sinnar, Nashik



# Foundry Division, Vambori



# Foundry Division, Vambori



# 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

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# KSB Tech Pvt. Ltd., Pune, Maharashtra



### 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)

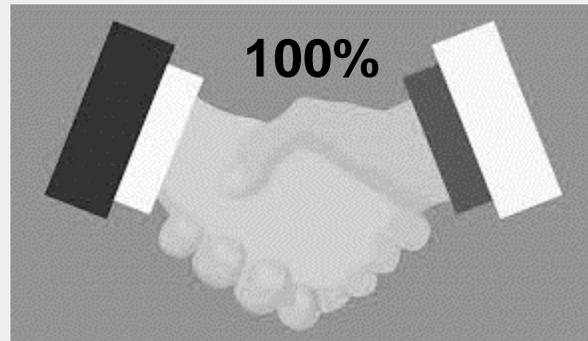
## 4. KSB India – Success Stories / Major Developments 2022



### IPR Technology

KSB Ltd. is **sole & exclusive owner** of the Technology for the products manufactured by BP&CL

Transfer of Technology of products manufactured by BP&CL



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



### Highlights

- Highest ever Order Intake of **Rs. 20456 Mio** in 2022 for conventional business.
- Highest ever Sales of **Rs. 18083 Mio** in 2022.
- **Sinnar Plant** crossed **6000 Mio** Sales & **Coimbatore plant** achieved nearly **3000 Mio** Sales
- BP&CL IP Rights acquisition.
- Significant improvement in **KSB Voice Employee Engagement Score** from 64% to 78%.
- **NPCIL order** for 8 Reactor Coolant Pumps worth **Rs. 5013 Mio** for Kaiga 5 & 6 reactors.
- Good growth in **Mechanical Seal business**.
- Progress in products and business of **sunrise sectors** Firefighting, Solar, Defense, Railways, Life Science Applications.
- 2 new branch offices in India at Patna and Guwahati and a liaison office at Dhaka, Bangladesh.
- **New E2E solution for eSales** rollout for integrated website and Webshop.
- New Valves Learning Centre at Coimbatore :

# Valve – Learning Centre & Workshop



**Valve Training Centre CBE:** KSB inaugurated a new **training center for valves**. Visitors can learn all about **valves** not only virtually, but also through hands-on work through comprehensive collection of cut models, assembly table and course material



KSB Valve Steering committee meeting and a **workshop on business promotion of Control Valves** was successfully held at KSB MIL Campus



# 5. Market Penetration - TOP 10 Customers :

## 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.

### Total Year 2022

Customer	Segment
Thermax Group	Energy
<b>Megha Engineering</b>	<b>Petrochem</b>
<b>Indian Oil Corporation Ltd.</b>	<b>Petrochem</b>
Bharat Heavy Electricals Ltd.	Energy
Rushabh Enterprises (Dlr)	Gen. Ind.
ISGEC Heavy Engg. Ltd.	Energy
NTPC Limited	Energy
Patil Engineering (Dlr)	Gen. Ind.
Pooja Engg. Company (Dlr)	Petrochem, Gen. Ind.
Thyssenkrupp Industries	Energy, Petrochem.

## 6. Customer Approvals Completed in 2022

Sr.	Customer	Audit Date
<b>IPD, Pimpri</b>		
1	Siemens	Feb-22
2	The Directorate General of Quality Assurance (DGQA)	Mar-22
3	THERMAX	Jun-22
4	Occidental Petroleum	Oct-22
5	Kajima India Pvt Ltd	Oct-22
6	M/s Triveni Turbines Ltd	Nov-22
<b>EPD, Shirwal</b>		
1	Siemens energy	Feb-22
2	The Directorate General of Quality Assurance (DGQA)	Apr-22
3	Thermax	Apr-22
4	Bechtel	Oct-22
5	Petronus	Nov-22
<b>Valves Division, Coimbatore</b>		
1	Mitsubishi Japan	
2	PED surveillance audit	Nov-22
3	PER ( UKCA) audit	Nov 22
<b>Foundry Division, Vambori</b>		
1	NPCIL	Jun-22

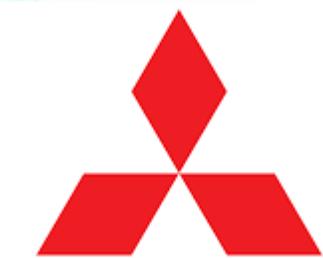
**SIEMENS**



**THERMAX**



न्यूक्लियर पावर कॉर्पोरेशन ऑफ इंडिया लिमिटेड  
Nuclear Power Corporation of India Limited



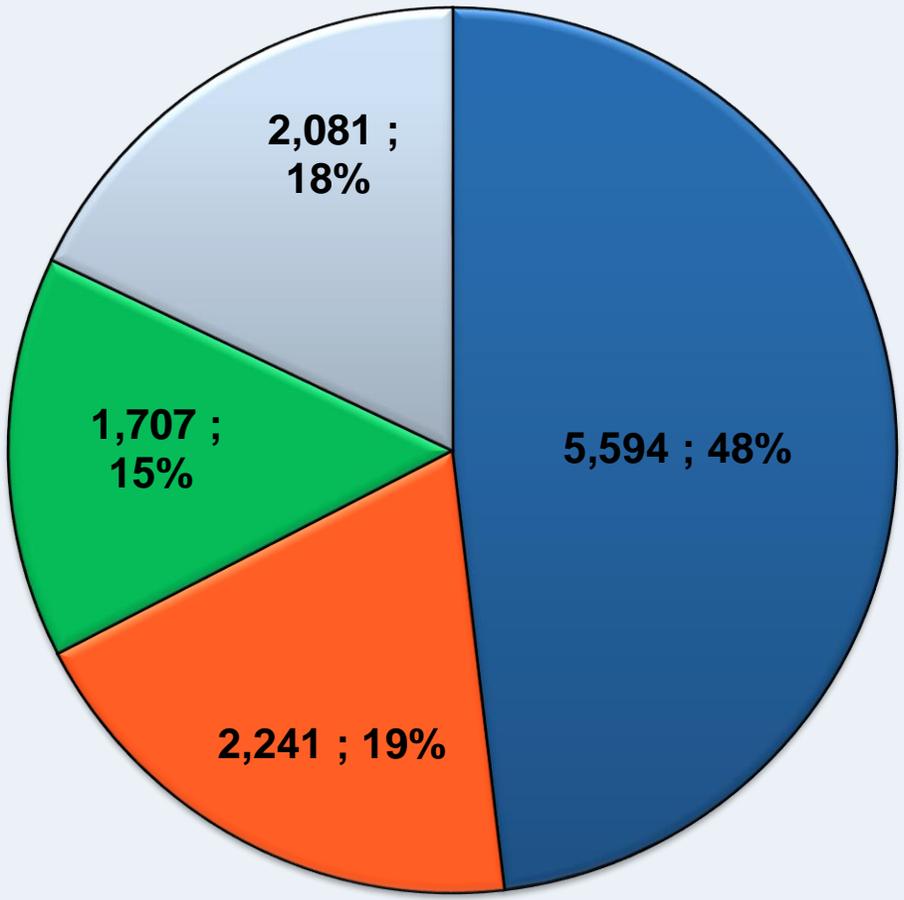
**MITSUBISHI**

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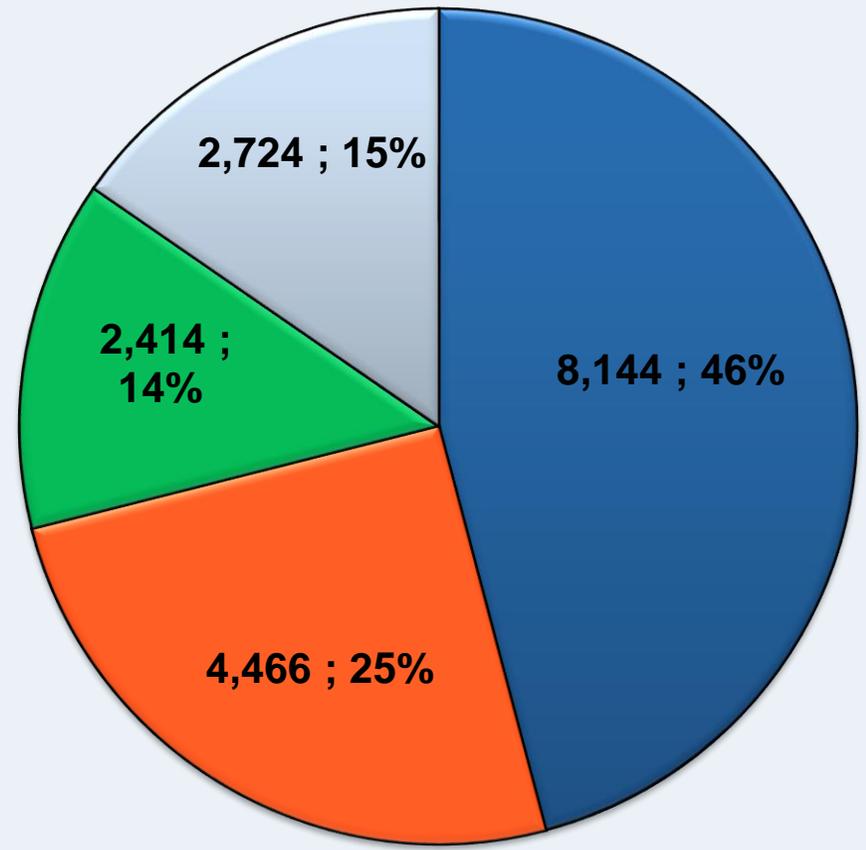
# 7. Order Intake Overview: Distribution of Domestic Business

### Order Intake 2021



■ Standard Pumps ■ Engineered Pumps ■ SupremeServ ■ Valves

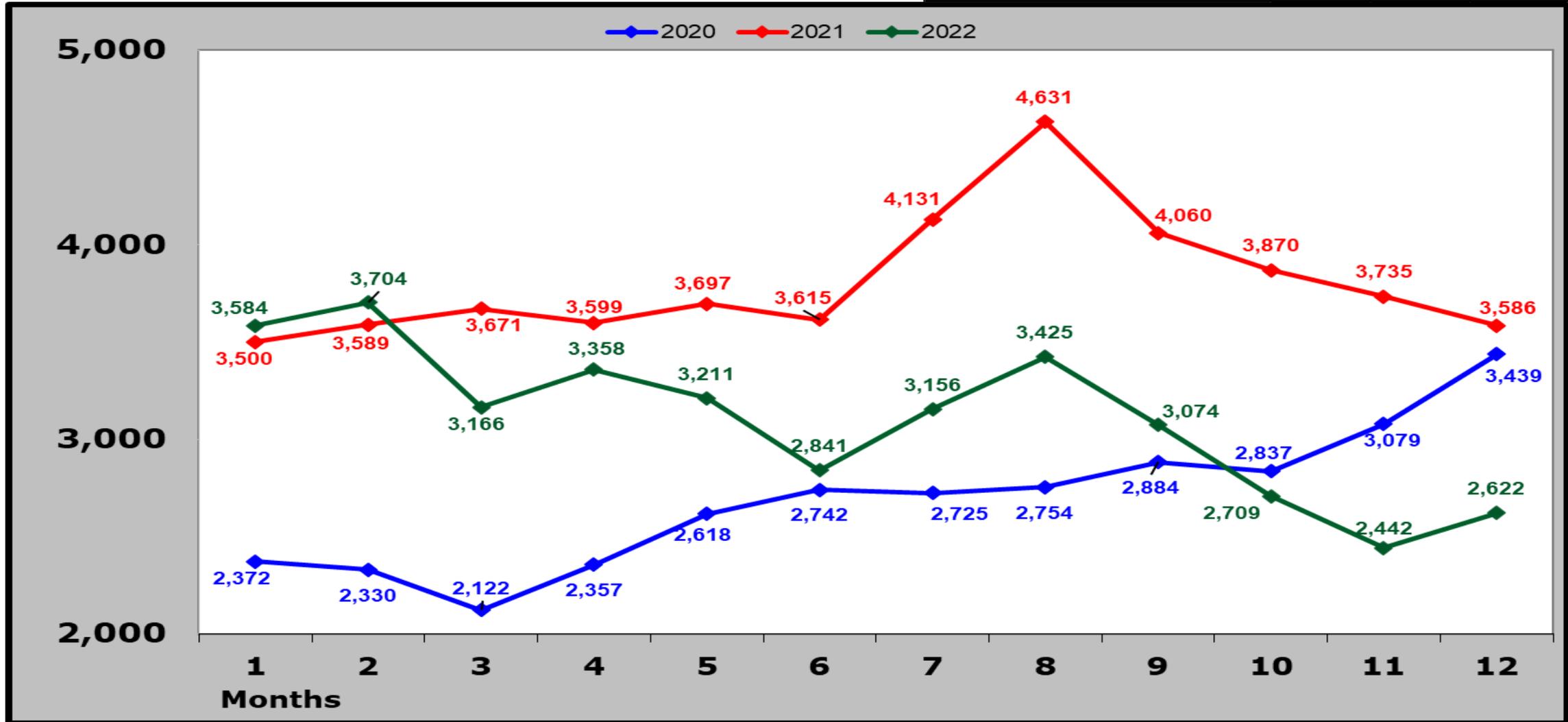
### Order Intake 2022



■ Standard Pumps ■ Engineered Pumps ■ SupremeServ ■ Valves

# 8. Net Financial Position - Incl. Nuclear portion as of December 2022

Net Finance Position	2020	2021	2022
Without Nuclear (INR Mio.)	3,224	3,542	2,333
Nuclear (INR Mio.)	215	44	289
Total : with Nuclear (INR Mio.)	3,439	3,586	2,622

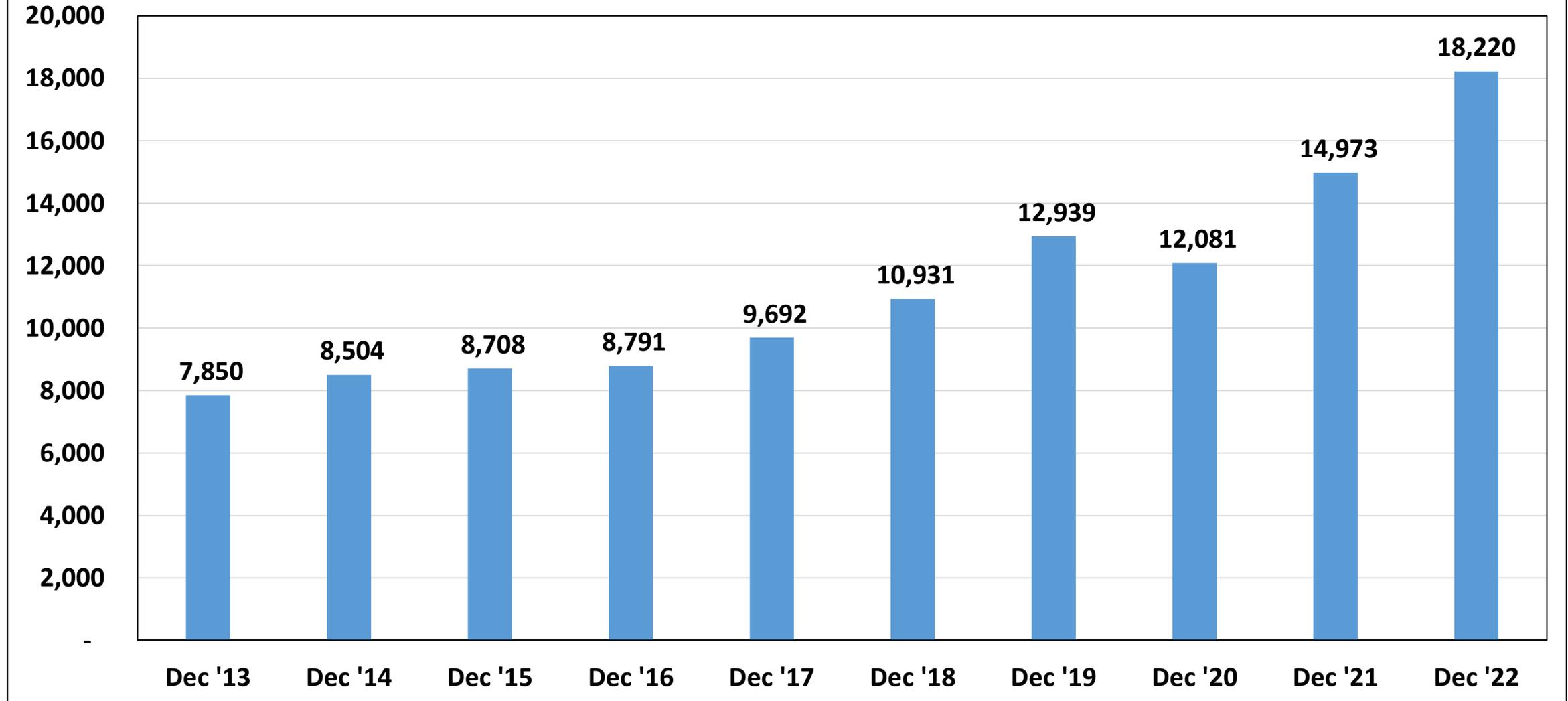


## 9. Major Investments completed in 2022

<i>Sr. No.</i>	<i>Description</i>	<i>2022</i>
1	BP&CL IP rights acquisition	333
2	IT Networking hardware, Laptops and Software	7
3	Admin building & allied infrastructure	113
4	Patterns for new products and replacements	74
5	Cars under policy for employees	22
6	Mechanical Seal Localization Project In India	6
7	Nuclear localization investment	17
8	Assembly, pre -testing & storage facility at TAPP for RSR400/2 testing NPCIL order	9
9	Others (<15 Mio)	483

# 10. Revenue Trend

## Revenue from Operations (MINR)

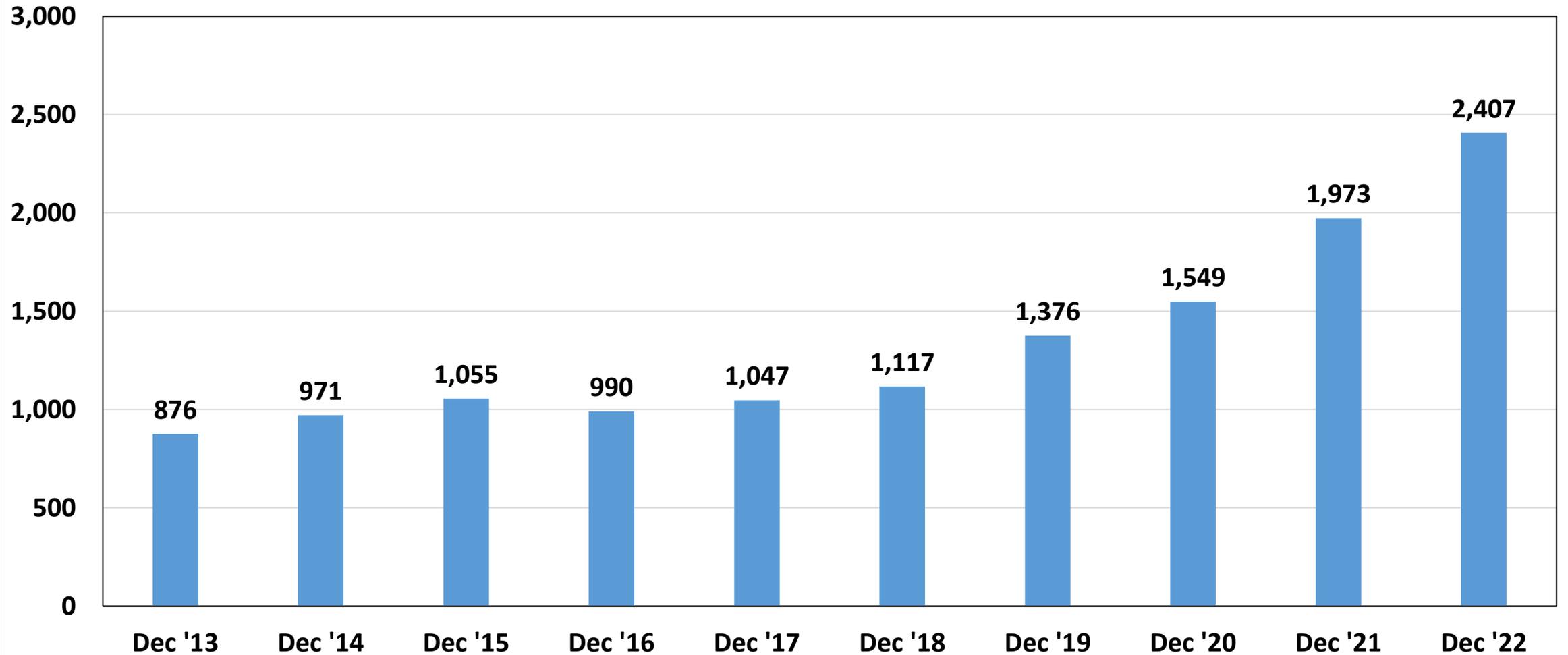


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# 11. Profit Trend

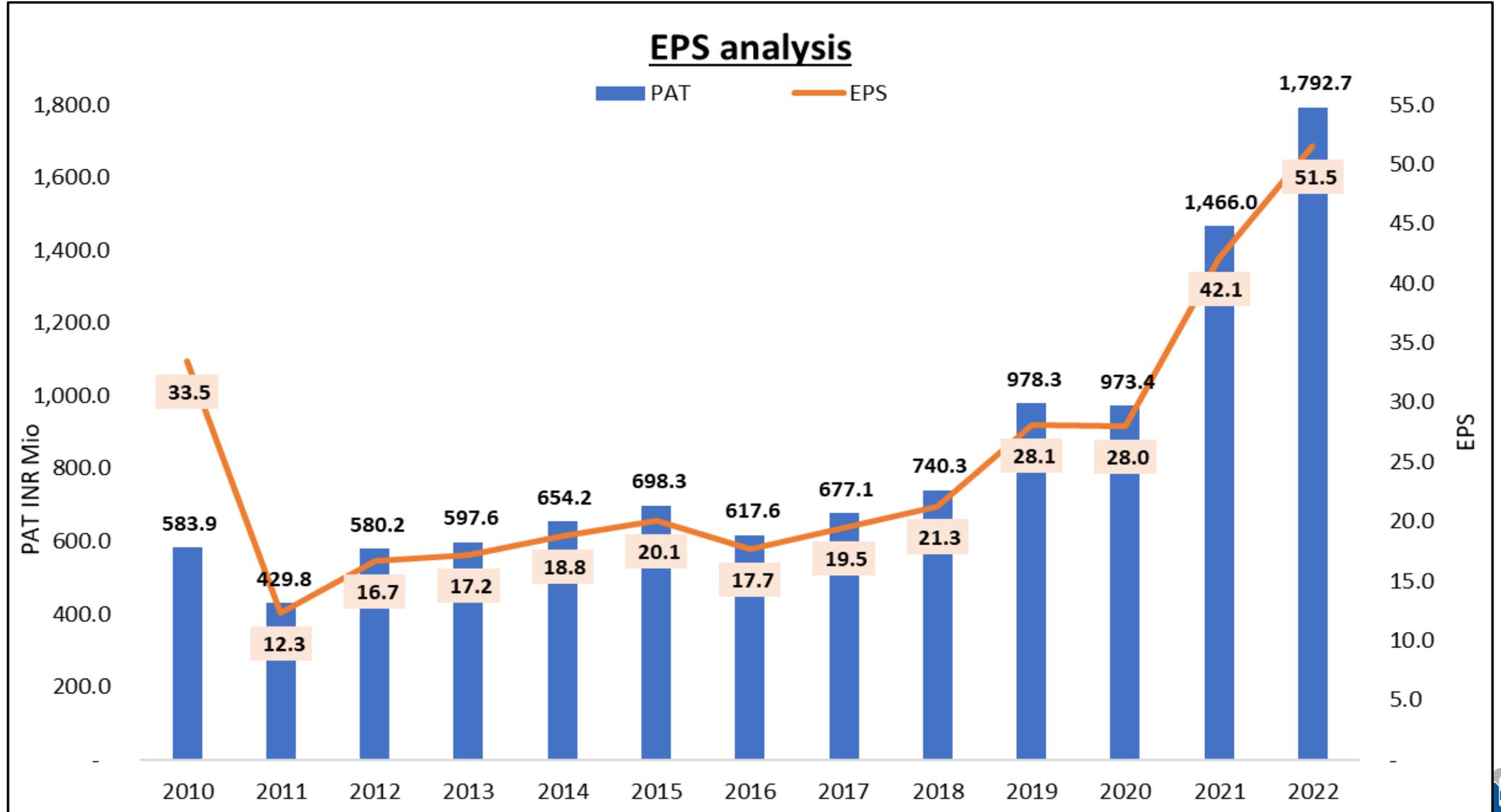
## Profit Before Tax (MINR)



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# 12. EPS Trend



# 13. Branding Activities: Exhibitions

**Indian Plumbing Conference and Exhibition -Pune Footfalls @ stall: 5000+ which include visits from plumbing and building industry experts.**



**Tech Expo – Vapi, Gujarat**

**Footfalls @ stall: 10,000+ showcased KSB pumps cater to domestic segment**



**Amptech India Pharma and Lab Expo- Visakhapatnam**  
Held on 11<sup>th</sup> to 13<sup>th</sup> Oct with the support of dealer M/s Nuway Engg, to promote chemical products range



**VENTCONF - New Delhi**  
Footfalls @ stall: 250+ which include the key decision makers, consultants and contractors.

# 14. ESG Activities:

## a) Environment Initiatives

Installation of Solar panels



Bio gas plant

With aim of Carbon Footprint Reduction of KSB India, Successfully Commissioned the Bio Gas Plant for the Food Waste Generated in Canteen of EPD.

Capacity of Plant – 50 KG Food Waste per day

Approx. 2 KG/Day Saving of Equivalent LPG Equivalent

Approx. 6 KG/Day CO2 Equivalent Emission Reduction

## a) Environmental initiatives...Cntd.

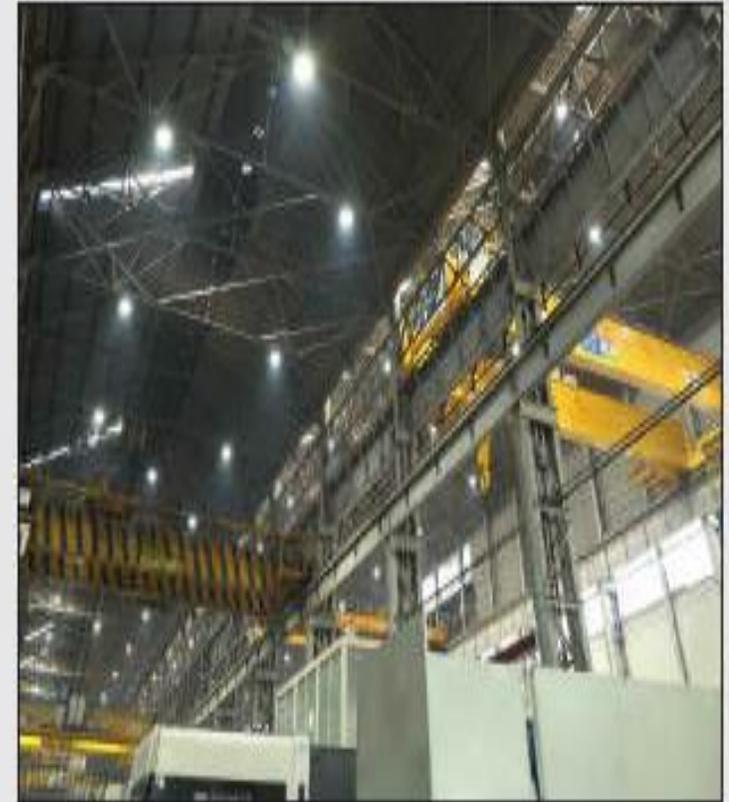
### EV for interplant transport



### Rainwater Harvesting by Recharge well method



### LED bulbs in Offices & Shop floor



## a) Environmental initiatives...Cntd.

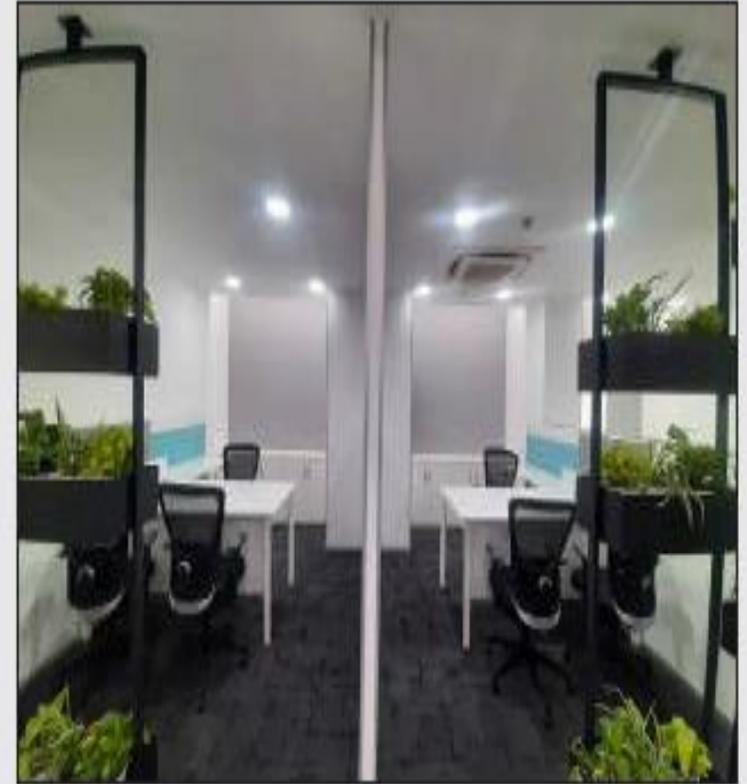
Tree Plantation



Drip irrigation for gardening



Certified Green Building



# 14. ESG Activities:

## b) Social Initiatives: Employee engagement & Welfare

Sports Tournaments



Outbound Programs



Cultural Events Across Locations



Health & Wellbeing



Communication Meet – Open House  
Forum



# b) Social Initiatives: Employee engagement & Welfare – Office Renovations

SupremeServ Office, Chinchwad



Secunderabad Branch Office



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## b) Social Initiatives: CSR Activities



### Yashodhan Charitable Trust, Wai

KSB Limited donated a well-equipped ambulance vehicle to Yashodhan Charitable Trust, Village Vele Tal. Wai, Satara.



### Pragati Girls High School, Khandala

KSB Limited donated 150 school benches to Pragati Girls High School, Shirwal, Tal. Khandala, Dist. Satara.

## b) Social Initiatives: CSR Activities



**Zilla Parishad Primary School,  
Dharangaon**



**Matoshree Sagunabai Bhikusa Primary  
School, Sinnar**

- Under the concept of the Skill Development Project, KSB Limited helped develop RCC structure of two classrooms in both schools.
- Both school management expressed their gratitude and appreciation for KSB Care Charitable Trust's efforts.



# Time for Questions



Thank  
you