

Date: 30th November, 2021

The General Manager
Corporate Relationship Department
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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 26th November, 2021, we wish to inform you that the Company participated in the Investor Conference held on 29th November, 2021. 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

Investors' Meet - 29th November, 2021

› 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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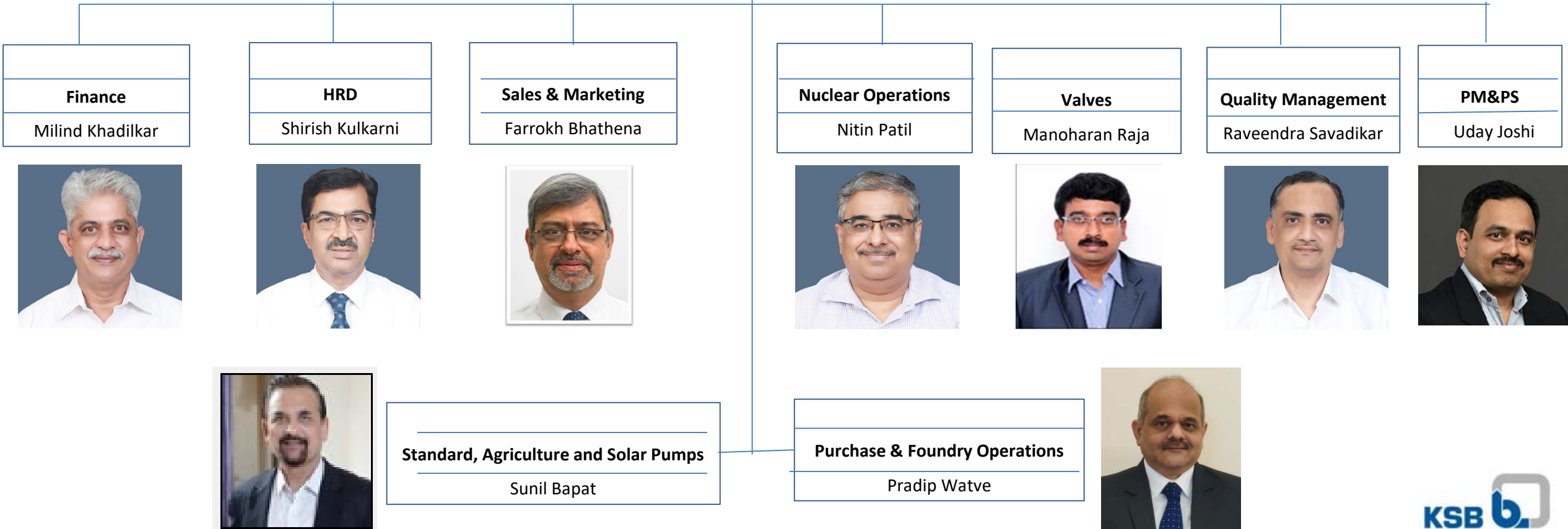
- a) Digitalisation
- b) ESG-Sustainability Initiatives
- c) Major Investments for 2021
- d) COVID-19 vaccination initiative



Organogram



India/KSB Limited
Rajeev Jain



Presence in India

Near you..24x7

- 7 Manufacturing locations
- 4 Zonal offices
- 16 Branch offices
- 6 Service Stations
- 200+ Authorized Service Centers
- 1000+ Authorized Dealers of pumps, valves and systems



Our Manufacturing Network



Irrigation & Process Division, Pune



Foundry Division, Vambori



Central Warehouse, Chinchwad



Valves Division, Coimbatore



Energy Pumps Division, Shirwal



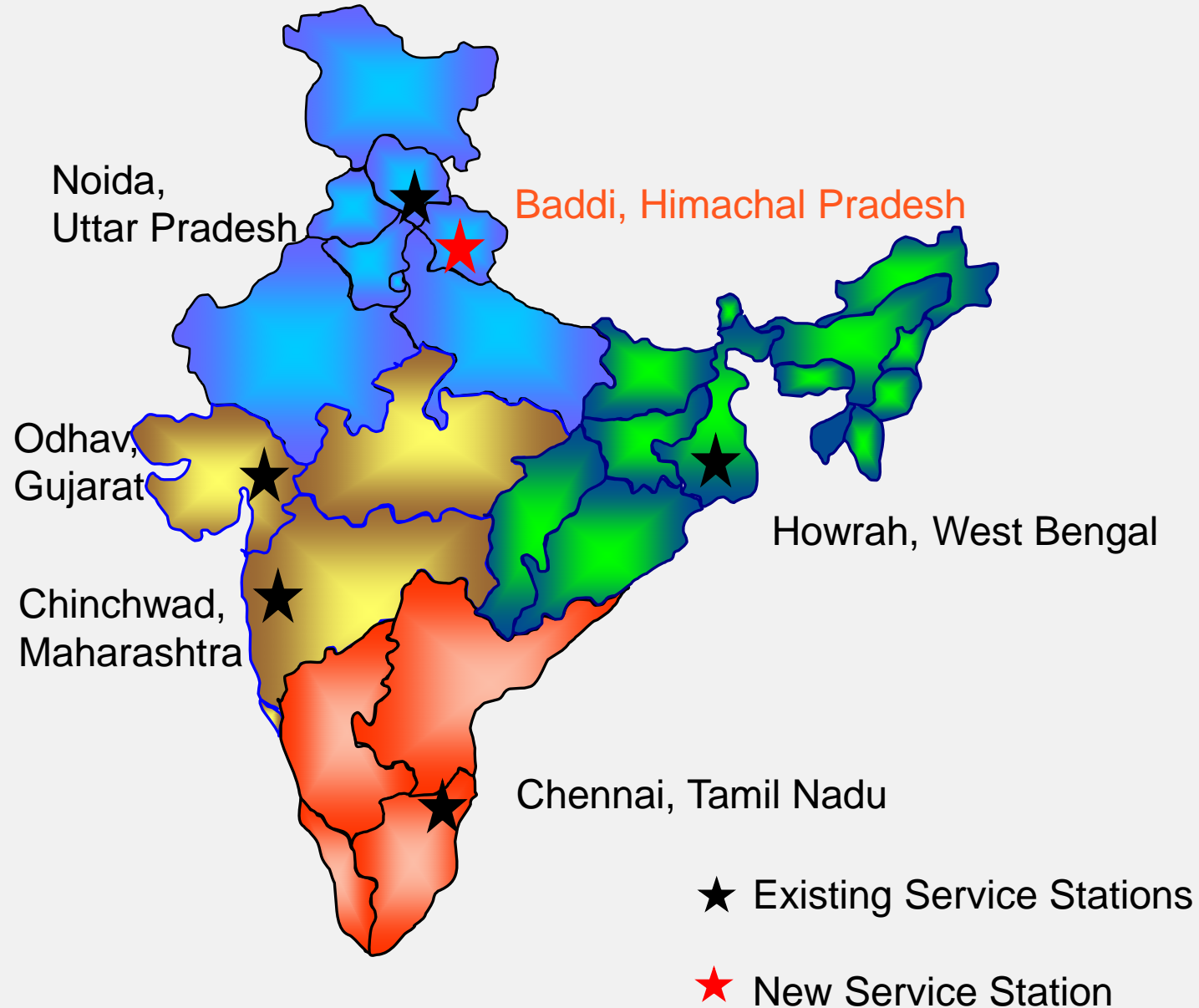
Standard Pumps Division, Sinnar



KSB MIL Controls Ltd. Meladoor, Kerala

Our Toll Free No. : 1800 233 1299

Improving Service Network:



- To improve our Service business in India, KSB has added a new Service Station under its existing network @ **Baddi, Himachal Pradesh.**
 - Floor area 4,500 sq. feet

EPD (Energy Pumps Division), Shirwal, Pune



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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Central Warehouse, Chinchwad, Pune



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Central Warehouse, Chinchwad, Pune



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Standard Pumps Division, Sinnar, Nashik



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Foundry Division, Vambori



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Foundry Division, Vambori



Valves Division, Coimbatore



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Valves Manufacturing- KSB MIL Controls Limited, Kerala



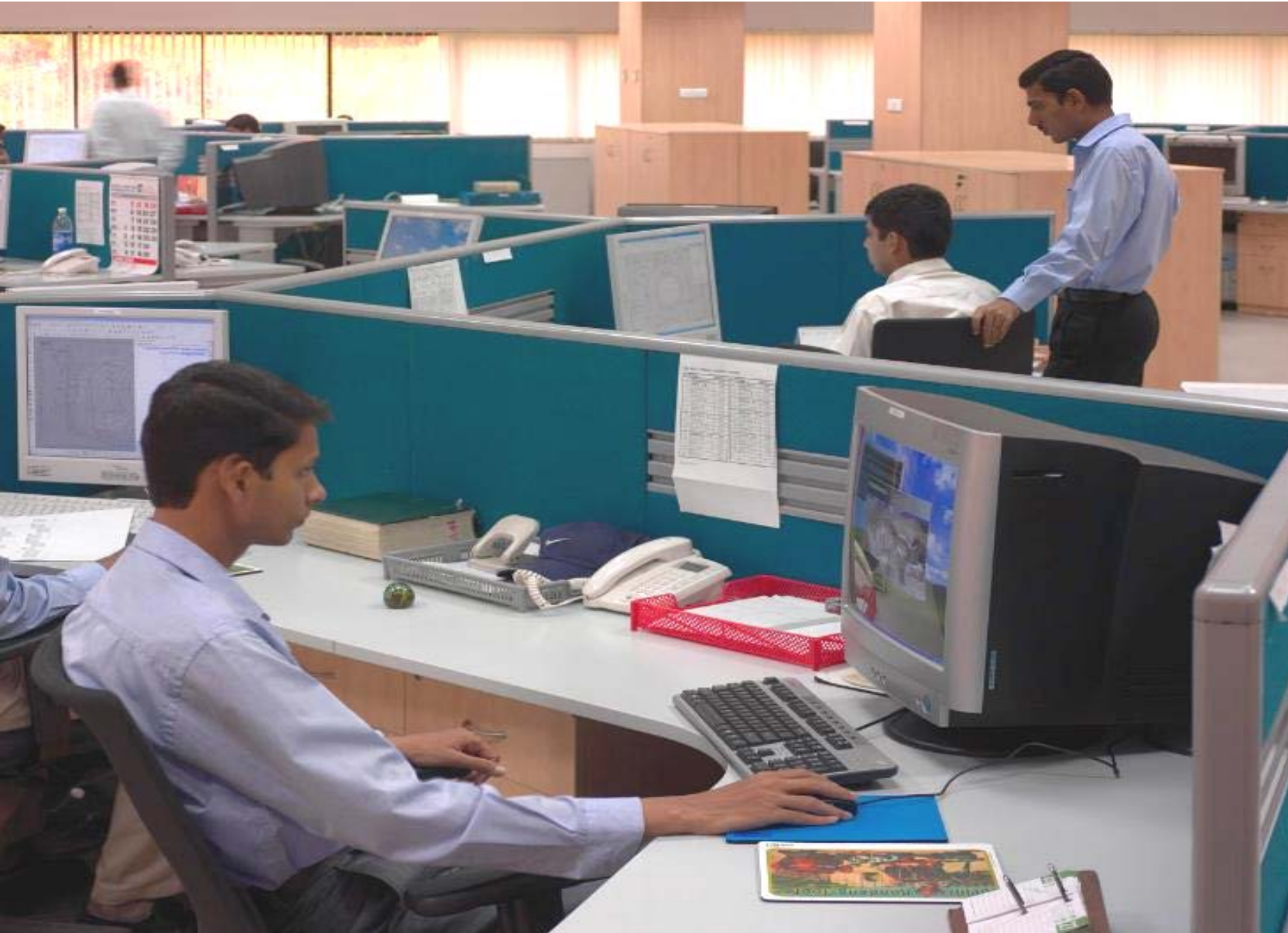
Valves Manufacturing- KSB MIL Controls Limited, Kerala



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KSB Tech Pvt. Ltd, Pune



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

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

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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, 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

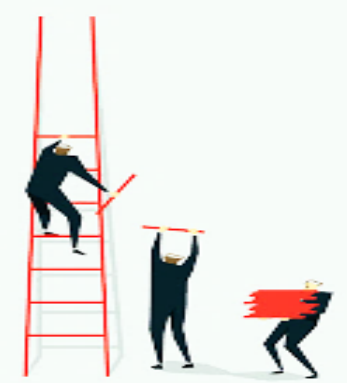
Modernization

Replacement pumps (Footprint pumps)

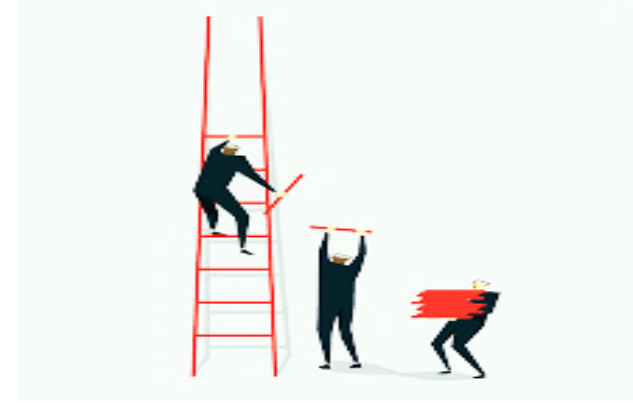
KSB India – Success Stories / Major Developments Q3 2021

Success Stories:

1. **Order Intake** for YTD Oct 2021 is **17% higher (Dom. +25%, Exp. -16%)** than last year.
2. Operations in KSB were **not affected much** due to Covid in **Q3**; plants running at **full capacity**.
3. Orders worth **823.27 Mio. INR** for the supply of **FGD** pumps for various projects.
4. Successfully dispatched order of BFPs, CEPs & CBPs for **first Export Order of Supercritical Power Plant** from Black & Veatch for 2 X 660 MW Toshiba/ **Van Phong Project**.
5. Successfully executed and dispatched **first FPSO order** for SPOG for ONGC Kakinada Project.
6. KSB India Valves Division Coimbatore, supplied **largest size #1500 SICCA valves in # C12A** to Andritz via UPM Taurus, for Recovery & Power Boiler project in Uruguay, in Aug 2021.
7. **Vaccination** completed for majority of employees.
8. Substantial growth in Agri (Submersible) and Domestic business compared to previous year.
9. Order worth **8.8 Mio INR** for water supply project for Zanzibar, Tanzania from L&T.
10. Good orders for Gamma pumps from Domestic and Export market.
11. Order worth **45 Mio. INR** for the supply of Tube well submersible pumps for UP empanelment water supply project received from L&T construction, Chennai
12. Creation of TSS Chemical for focus on the fast growing Chemical industry.



KSB India – Success Stories / Major Developments Q3 2021



Major Infrastructural Developments / Projects:

1. Various investments planned for ESG Projects.
2. Investment for Mechanical Seal business. (Repair and reconditioning facility at Chinchwad)
3. Investment for Solar business.
4. Development and Sales release of majority sizes for Gamma pumps completed.
5. Additional sizes' development for FGD, KN CPP, etc. in progress.
6. Investments for Digitalization initiatives.
7. Expansion of Service Network is in progress.
8. Central Warehouse expansion completed in Nov 2021.

Market Penetration: TOP 10 customers

Country India:

Customer	Location	Segment
Bharat Heavy Electricals Ltd.	New Delhi	Energy
ISGEC Heavy Engineering Ltd.	Noida	Energy
Thermax Babcock & Wilcox Energy	Pune	Energy
RK Engineers Sales Ltd.	Delhi	Water & Waste Water
Rushabh Enterprises	Vadodara	Petrochemicals
Patil Engineering	Pune	General Industry
Pooja Engineering Company	Mumbai	Petrochemicals
Shakti Pumps (Dealer-Channel partner)	Hariyana	Water & Waste Water
Thyssenkrupp Industries India	Pune	Energy
Jain Trading Corporation	Kanpur	Water & Waste Water

NPCIL Updates: RSR 400/2 Project updates as on 16.Nov.2021



Project Details

- Pump and Motor units for RSR 400/2
- Order Value 3980 Mio INR

Quantity

- 08 Pumps and 10 Motors

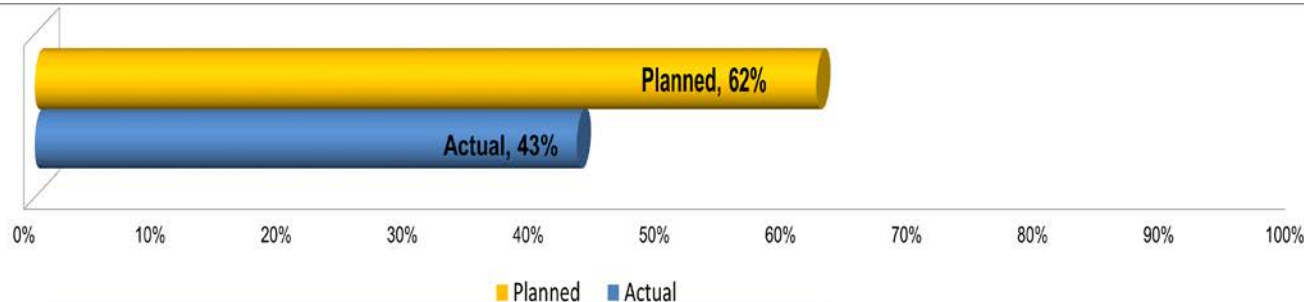
Deliveries

- 1st Unit latest Delivery by – 16/04/2022
- 2nd Unit latest Delivery – 16/04/2023

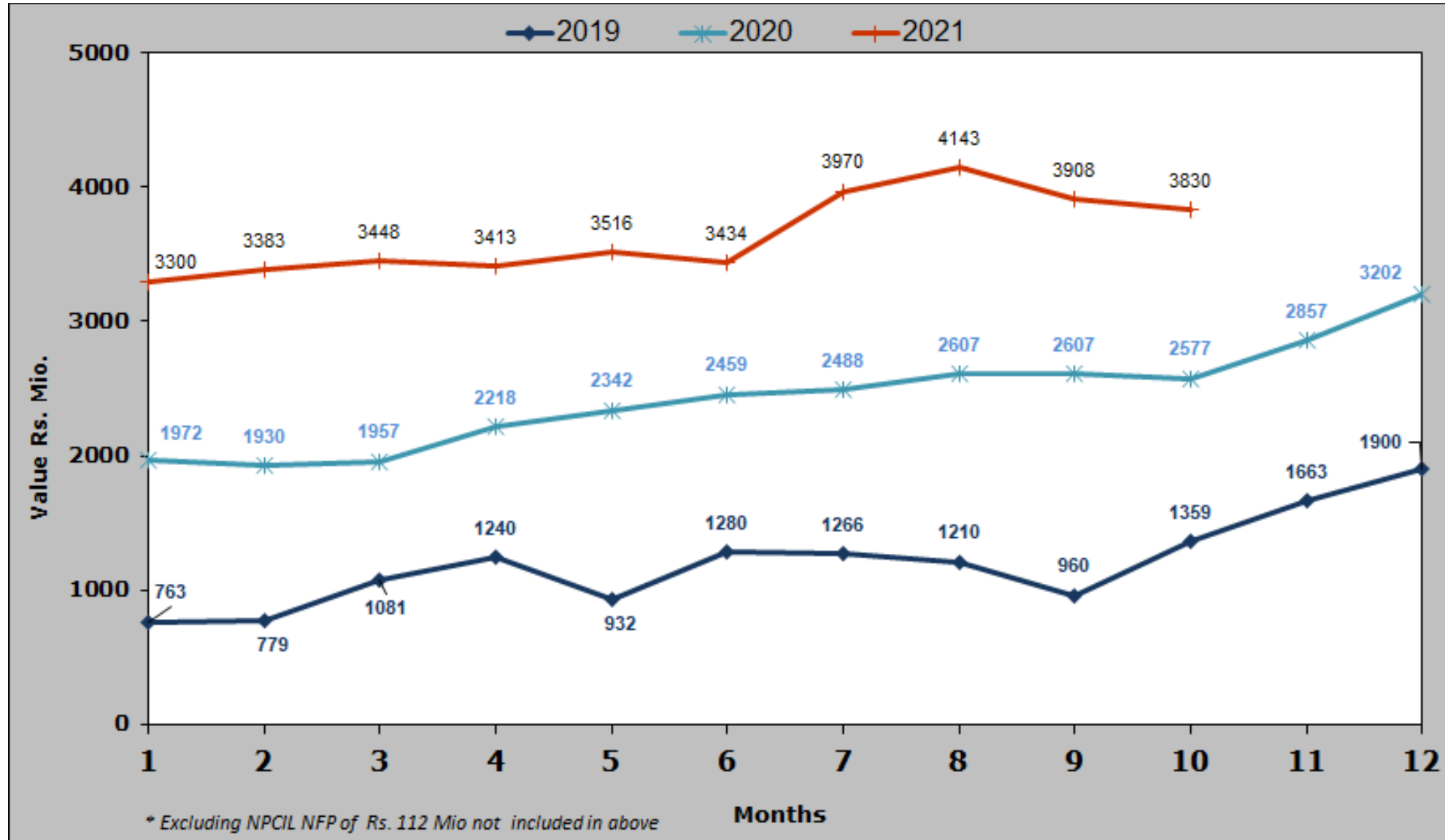
Updates: Due to the delays in documentation and manufacturing clearance from customer on account of COVID 19 Pandemic and associated restrictions in India and world over, delay is expected in delivery of Pump Motor Units. As of now the first pump will be delayed by approx. **18** months from our initial planned date and contractual CDD. Delivery extension has been applied on account of COVID-19 delays.

CURRENT PROGRESS

Overall Project Progress (Based on activity planning for all scope)



Net Finance Position - Excl. Nuclear portion of Rs. 90 Mio as of 8th Nov 2021

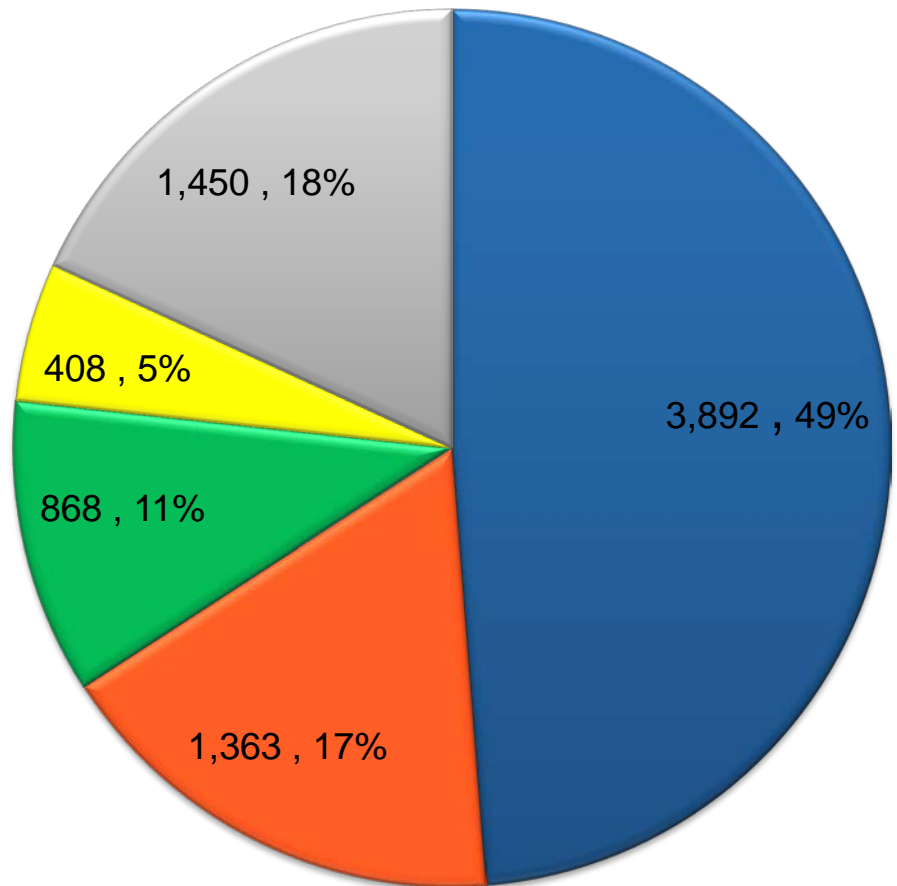
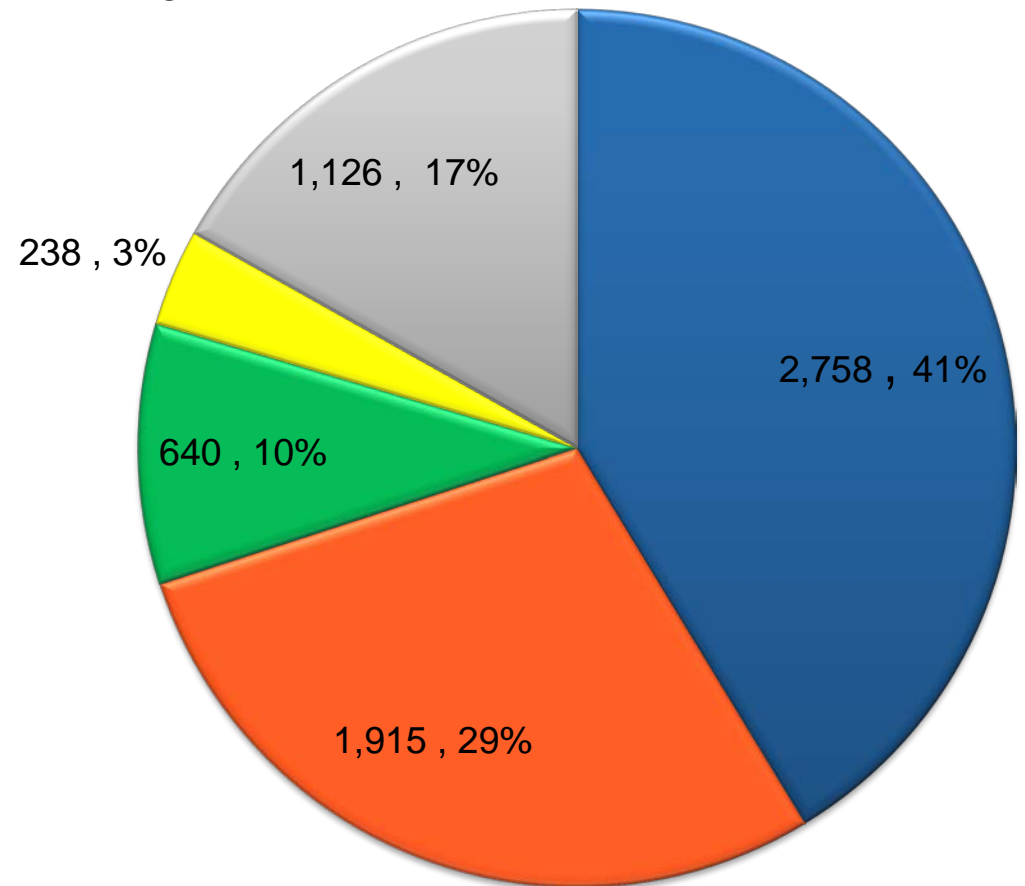


Sales Turnover 2021: Distribution of domestic business

Sales YTD September 2020

Sales YTD September 2021

In INR Mio



■ Standard Pumps ■ Engineered Pumps ■ Spares ■ Service ■ Valves

■ Standard Pumps ■ Engineered Pumps ■ Spares ■ Service ■ Valves



Order Intake **Composition:**

Sr. No.	TSS	2019 Composition	2020 Composition	2021 Composition	Average Composition
1	Agriculture	13%	14%	15%	14%
2	Building Market	10%	10%	12%	10%
3	Water Waste Water	1%	2%	2%	2%
4	Standard Industry	16%	17%	20%	17%
	Standard Products	40%	43%	48%	44%
5	Petrochemical	16%	10%	7%	11%
6	Energy + Special Projects	16%	15%	16%	16%
	Engineered Products	31%	25%	23%	27%
7	Supremeserv	13%	16%	12%	14%
8	Valves	15%	15%	17%	16%
	TOTAL	100%	100%	100%	100%

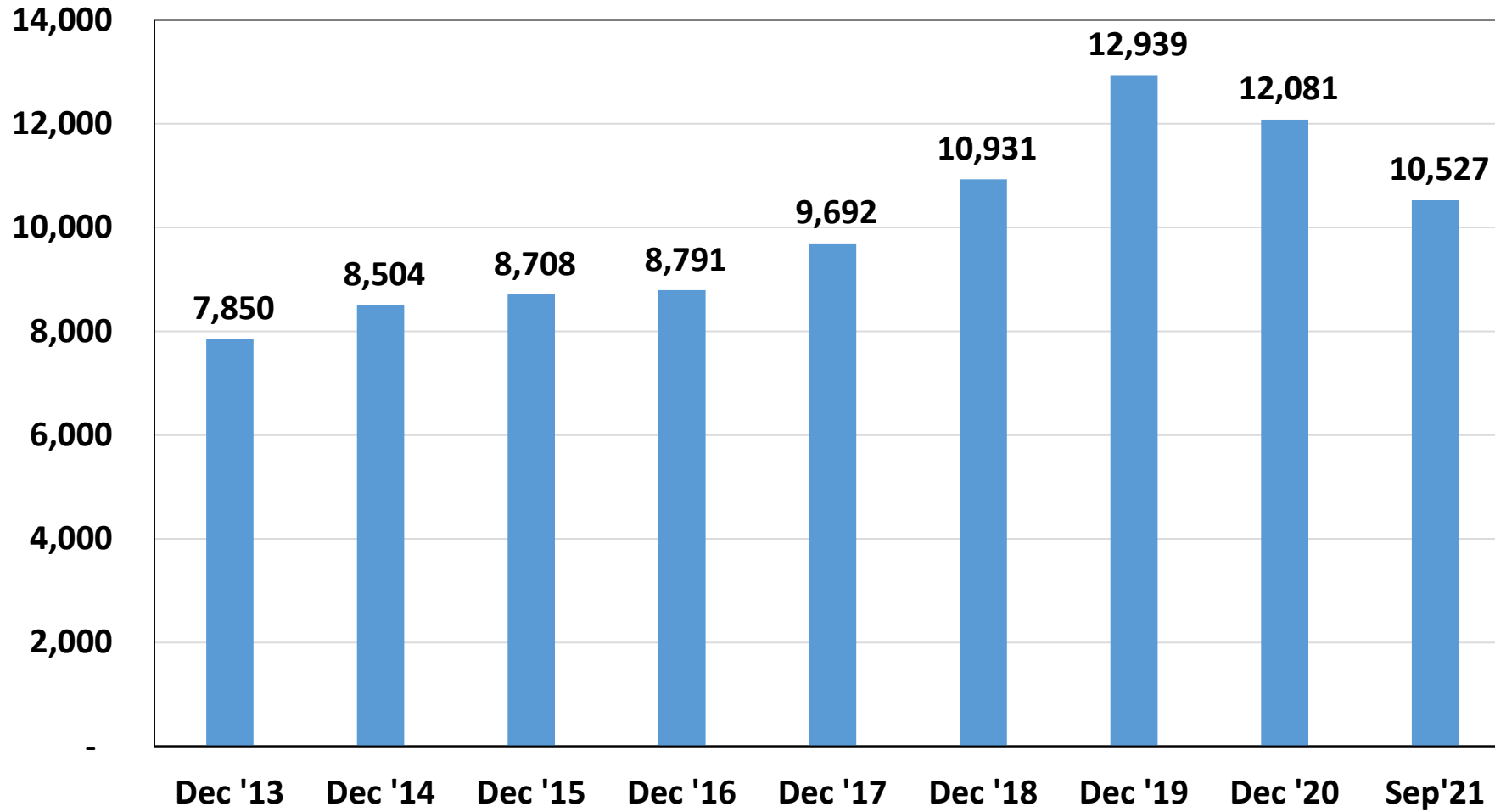
- The share of standard products has been continuously increasing over the last three years in the overall Order Intake.

Exports Business Development: 2017 – 2020 & YTD Sep 2021

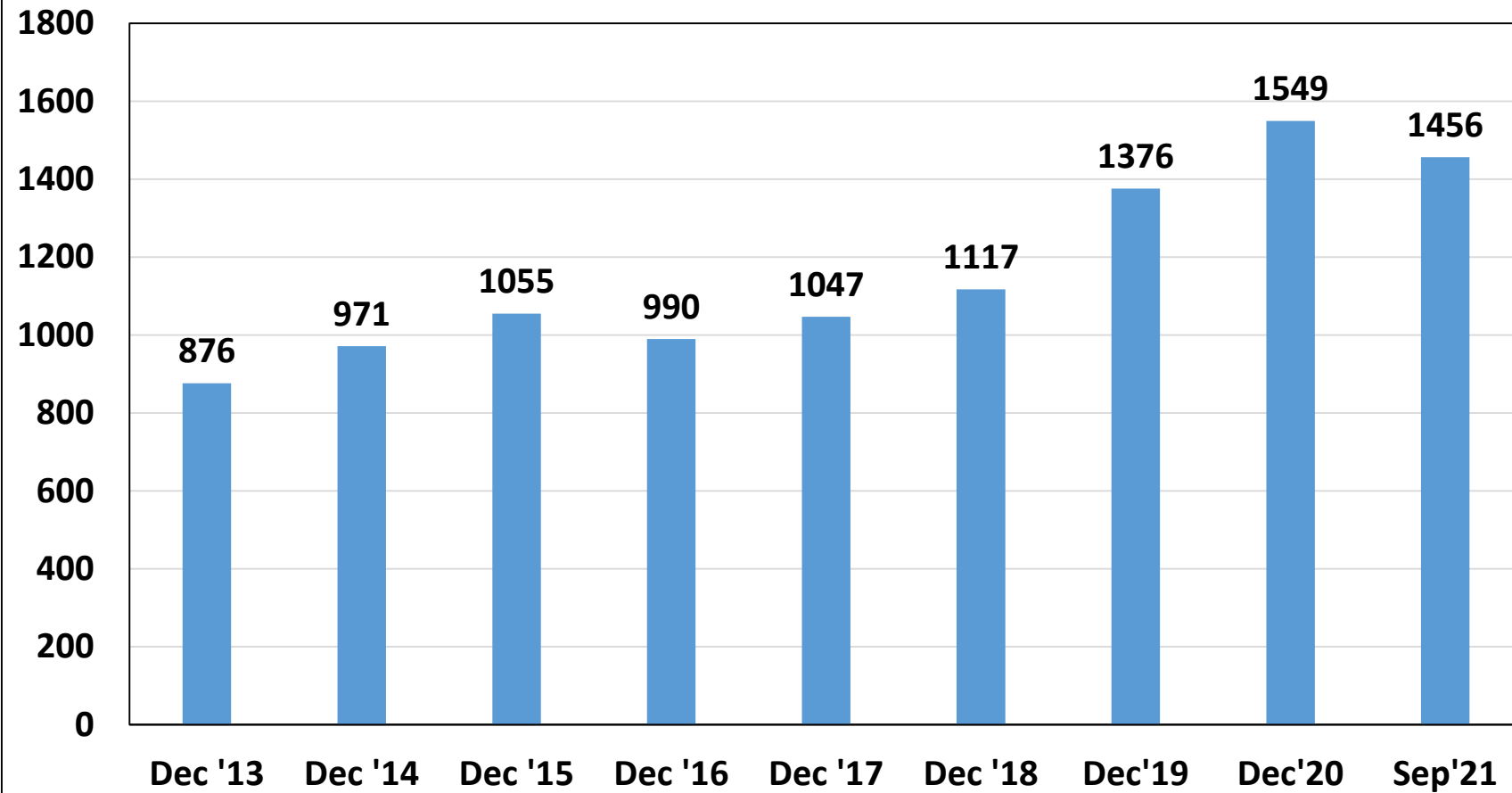
In INR Mio

Particulars	Act 2019	Act 2020	YTD Sep 2020	YTD Sep 2021
Sales	12,860	11,980	8,342	10,428
Export Sales (out of total Sales)	2,186	2,046	1,665	2,362
%	17.0%	17.1%	20.0%	22.7%

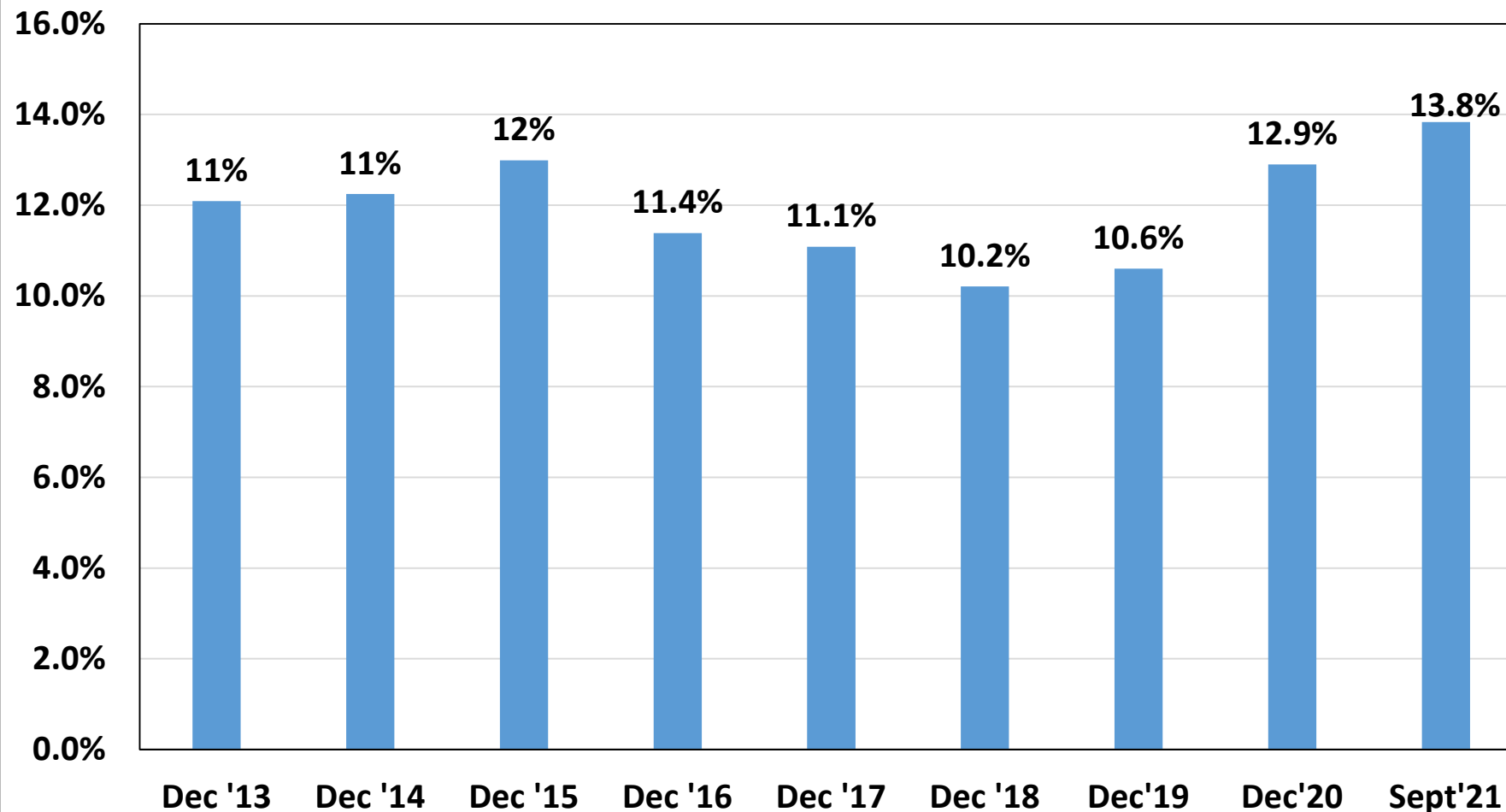
Revenue from Operations (in Mio. INR)



P/L Before Tax (in Mio. INR)



ROS%



DIGITALISATION: Top Developments completed in 2021 –

Digital Sales Development

KIPSS and OOPS:

- GAMMA included in KIPSS for documentation and in OOPS for ordering
- CPK/CPKO/CPKSO included in KIPSS for documentation and in OOPS for ordering (via .KIP file import)
- SPNORM & SPBLOC implemented in KIPSS
- KSB Branded Seals implemented in KIPSS

HDA Selection Software:

- Single Duty with Constant speed and with Suction impeller
- Separate Curve generation module is created.
- Multy Duty with Constant speed and with Suction impeller

Dealer portal enhancements

Top Developments completed in 2021 – Contd..

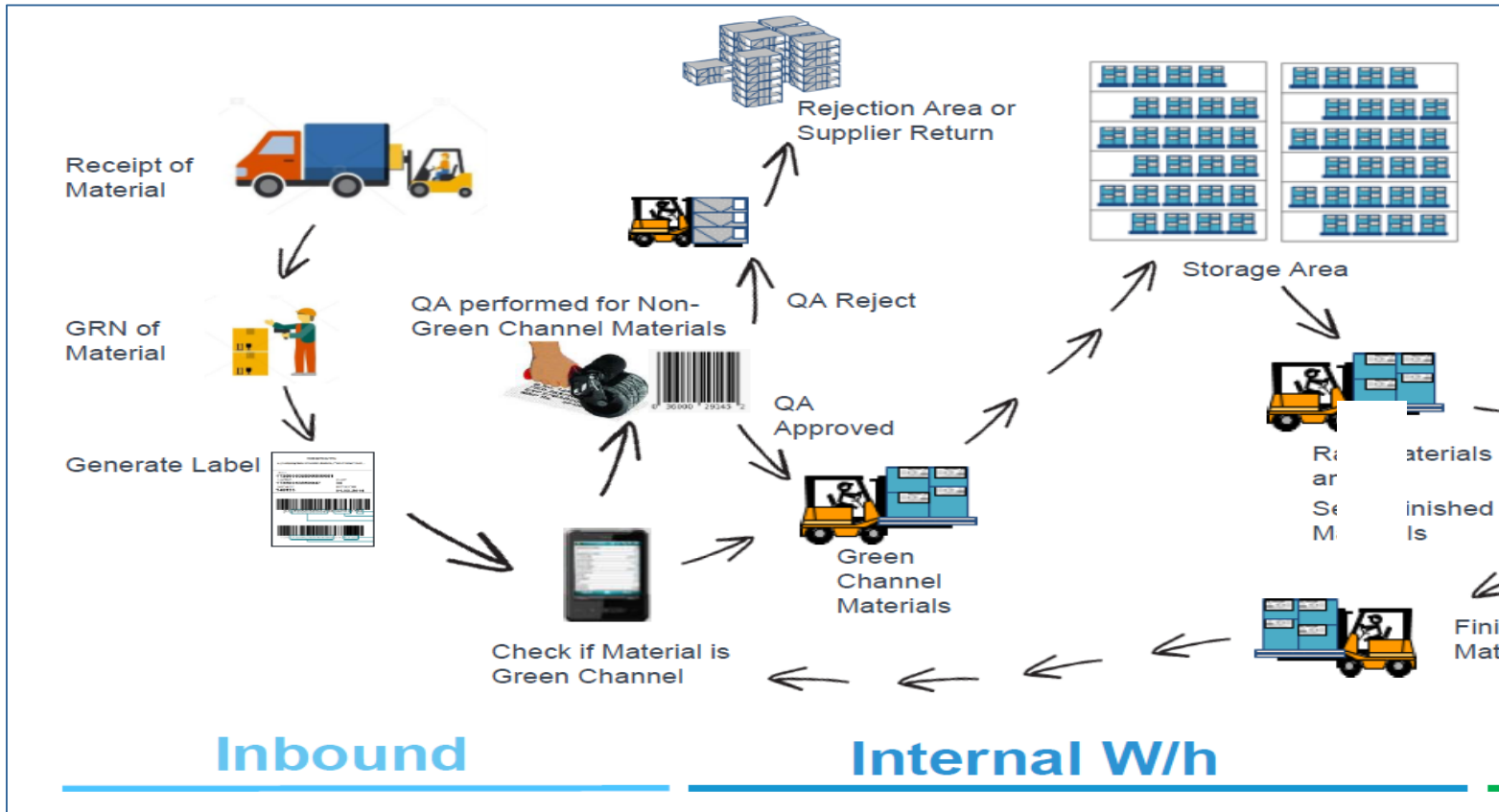
Project pricing – Standard Industrial Pumps:

- Dashboard at a glance which shows the status of the quotation.
- Independent interface for VC's between SAP & Project pricing module
- Customized offer making for Bare shaft pump or Pump with Motor and Accessories
- Revision functionality for quotations

QCP generator phase-II :

- Common tool for WKB, WKTR, CHTR, RPH, RPHb .
- Role management for TSS, PMPS, QM, CM with approval work flows.
- Revision functionalities provision available
- Auto generation of alteration note facility for CM Team

Warehouse Management System



Scanners



Barcode printers

- SAP WM is essentially a link between materials management (MM), enabling: Bin-level inventory management, Tracking movement of every SKU, Integration of RF solutions, Connection to external systems using interfaces
- Involves implementation of WM Module in SAP – To be completed from Aug'21 to Dec'21

Major Initiatives Planned for 2021 ITS- Infrastructure

- **Shifting of identified applications to Cloud**

Planning to shift applications like E-Invoicing, S3, KIPSS, HRMS and local intranet applications.

- **Implementation of DLP(Data Loss Prevention) solution**

This solution is to ensure that sensitive data is not lost, misused, or accessed by unauthorized users.

ESG - Sustainability Activities: (1/5)

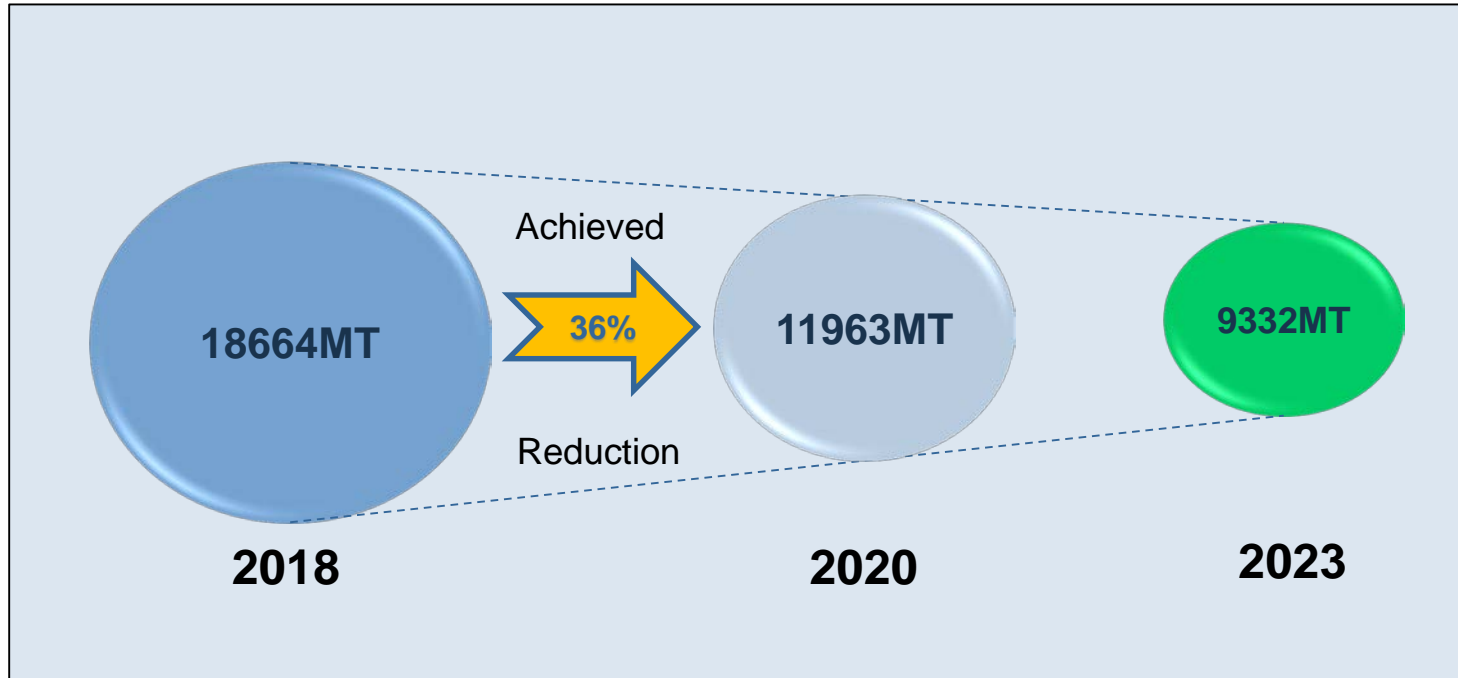
Updates on ESG- Sustainability Activities:

1. **Making a focussed team** cross functionally and taking up further activities.
2. **Website disclosure of ESG activities** of KSB India is under Process
3. **SEBI Business Responsibility & Sustainability Reporting (BRSR) will be published for FY 2021** voluntarily, and the same is under process.
4. **Plotting and Monitoring of Targets**
 - Existing ESG targets
 - Studying, identifying, possible new targets (long term & short term) for each factor.
5. **Finalising Investment**
 - Investment for various components of ESG



ESG - Sustainability Activities: (2/5)

Environment: Carbon Emission Status



Reduction to be achieved by:

1. LED lighting projects
2. Energy Saving projects
3. Renewable energy projects
4. Green Building certification

- KSB's plan is to **reduce GHG emission by 50%** over emission of 2018 **by 2023**
- **5% reduction** in GHG emission **year on year** from 2023 onwards.

ESG - Sustainability Activities: (3/5)

Environment: Energy Saving Projects

Sr. No.	Plant	Energy saving - Project descriptions	Potential CO2 reduction (MT)	Implementation cost (Mio Rs)	Cost (Mio Rs)/ MT of CO2	Status
1	Valves Division, CBE	Introducing VFD in Air Compressor (628 cfm/125HP)	33	0.40	0.01	
2	Valves Division, CBE	Introducing Thyristor control mode with auto cut-off programmable controller in SR Furnaces (36 KW * 2)	5	0.18	0.04	Done
3	Foundry Division, Vambori	Installation of Solar pump at Well for raw water purpose	7	0.26	0.04	
5	WPD, Sinnar	Providing VFD for Sullair make Compressor	15	0.40	0.03	Done
6	WPD, Sinnar	Auto ON/ OFF control for Lights in New Stores	9	0.05	0.01	Done
7	IPD, Pimpri	Replacement of 95 kw compressor with 75 kw one	40	1.39	0.03	Done
8	IPD, Pimpri	Implementation of new 15kw compressor for 3 rd shift	33	0.35	0.01	Done
9	EPD, Shirwal	Installation of SVG (Static Var Generator) for compensation of HT cable capacitance losses	21	0.40	0.02	
Total			164 MT	3.60	0.02	

All remaining projects are expected to be completed in 2021

ESG-Sustainability Activities: (4/5)

Social: Helping those in need

➤ Complete Village Adoption for Vaccination

- KSB Care Trust undertook a very special project - Life Saving CSR drive at Kesurdi village.
- 700 vaccine doses were donated and a Vaccination Camp organized for Kesurdi village.

➤ Ambulance Donation

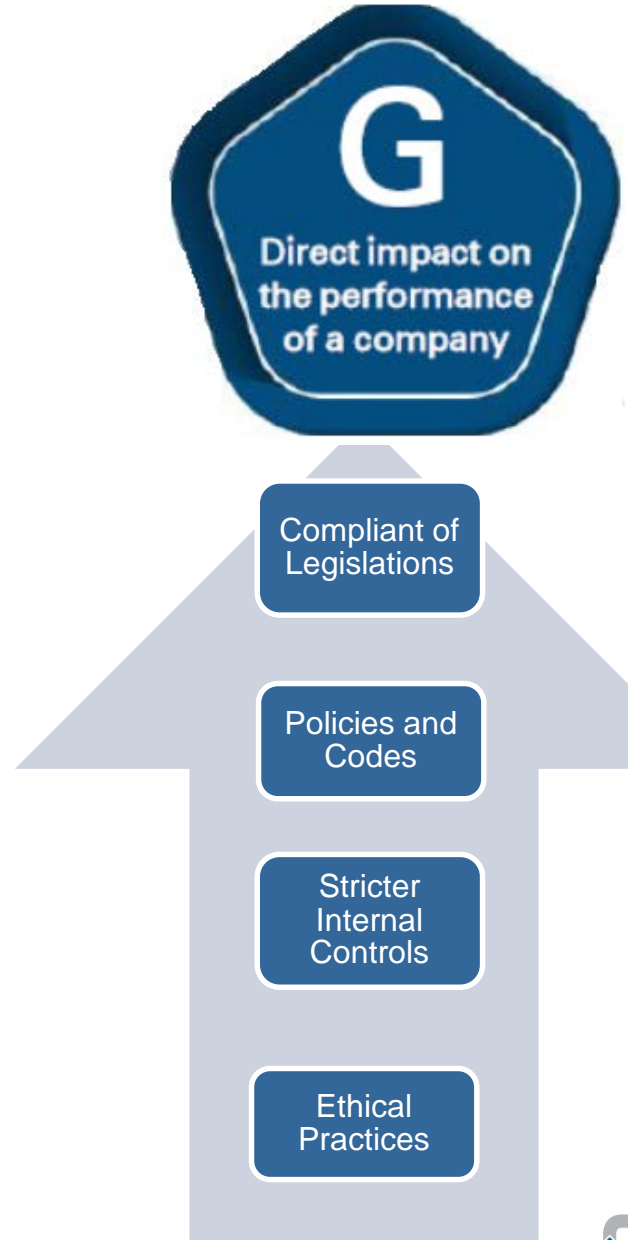
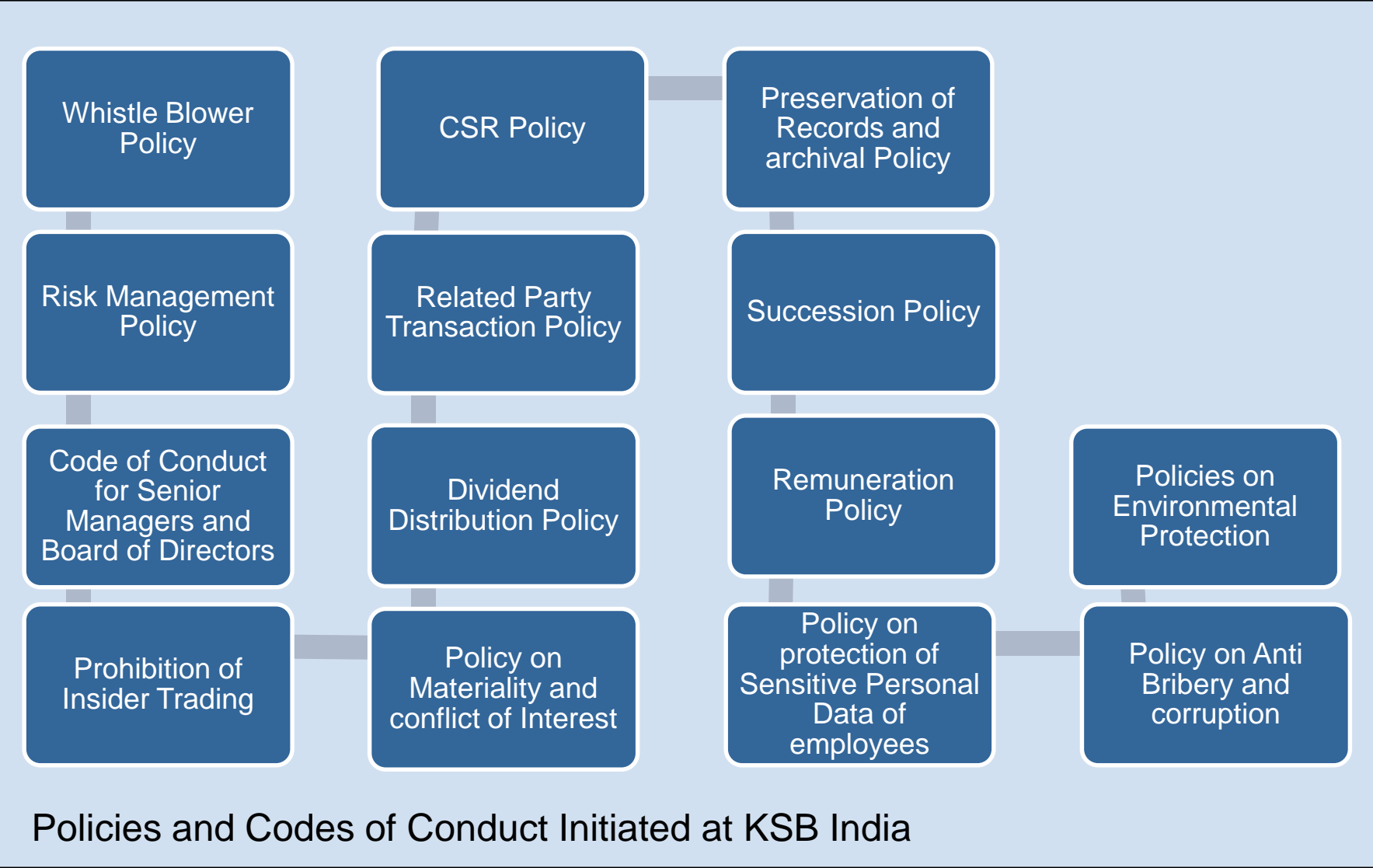
- Well-equipped Ambulance vehicle donated to Kesurdi Grampanchayat to handle the emergencies in the village

KSB spends 2% of its profit on social activities



ESG Activities: (5/5)

Governance: Good Governance Culture at KSB India



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Major Investments of 2021:

In INR Mio

Description	Value	Remarks
Sinnar shed	249	Sinnar shed to be ready by Dec'21 , small items of 9.66 Mio will defer to next yr.
Various machines for Nuclear project order - Mech. Seal testing /arrangement, Nuclear localization for RSR	138	Mech. Seal testing -PO released, Seal test bed will be completed by Jan'22, Shaft Grinding machine - will be procured next year
3D Printing Machine	24	PO released for 3D Printing Machine
Admin building and Guest house at Shirwal plant	-	Under Management discussion - will be postpone to next year
Assembly, pre-testing & storage at TAPP for RSR 400/2	23	17.6 Mio expected to be spent on TAPP for RSR 400/2 in 2021.
Mechanical Seal localization		Approval yet to be received
FGD lining room extension	4	Cancelled for 2021- decision will be taken based on OI in next year
Digitalization - RPA and various projects	32	SAP Warehouse management project implementation started, POs for Mobile warehouse management will be raised in 2021. RPA -Pilot phase started , PO raised of Rs 3.3 Mio.
BB2 (RPHb/RPHd) & BB3 (CHTRa) Pumps for PCC appl.	16	Continuing and ongoing project
Group Solar	-	It is postponed to H1/2022
Gamma development project	2	Last size (300-435) will be released in Nov 2021
Central Spares Warehouse expansion	9	Will be completed by Nov'21
Other regular investments	310	
TOTAL	808	

Covid-19 Support measures:



Vaccination camp at Shirwal plant



Ex-gratia (voluntary pay)

Payment of deceased employee's 12 months last drawn salary to the spouse/family.



Education assistance

Scholarship towards the deceased employee's children education till graduation for maximum limit depending on grade / class of education per child per year. (Max. 2 children)



Medical insurance

Extension of Medical insurance for 3 years for the dependents (spouse & 2 unmarried children)



Medical bills settlement

Reimbursement of 50% Covid-19 treatment hospitalization bills (Max. Rs. 2 Lakh)

All the other statutory benefits will be paid as per the laws/ company scheme.

Support to families of deceased employees



KSB continues to provide constant support to its employees through various measures & initiatives

- Access to Covid care facilities
- Proactive testing
- Regular health status monitoring
- Hospitalization assistance
- Vaccination camps
- Financial assistance

Covid-19 Vaccination status:

S N	Plant	Total Headcount	1st Dose Vaccinated	2nd Dose Vaccinated	% 1st Dose Vaccinated	% 2nd Dose Vaccinated
1	Pimpri (IPD)	681	681	666	100%	98%
2	Chinchwad (PPD)	257	241	196	94%	76%
3	Shirwal (EPD)	324	324	312	100%	96%
4	Sinnar (WPD)	673	667	594	99%	88%
5	Vambori (FDY)	571	571	541	100%	95%
6	Coimbatore (CBE)	504	504	469	100%	93%
7	MIL Valves	488	487	393	100%	81%
	TOTAL	3,498	3,475	3,171	99%	91%



Pimpri, Chinchwad & Shirwal



Sinnar



Coimbatore



Time for Questions



Thank
you!

Illustrative questions and replies in the meeting other than repeated and published in previous meetings:

1. Give us an idea about the After sales market.

Ans. Spares and service is an important segment for us. Currently, our share is low in this segment and we are taking efforts. Expansion of warehouses is going on. We expect to increase our share step by step.

2. What is your strategy for Solar business?

Ans. We have a 3 fold strategy: Integrator sale, to act as integrator and through dealers.

3. Is your capacity locked at the current capacity?

Ans. We are continually evaluating capacity going forward and taking efforts to increase the same. We have built a shed at Sinnar plant, we are outsourcing low value added processes, we are also investing for upgraded technologies, digitalization etc.

4. Is there any possibility of merging your Associate Company KSB MIL Controls Limited with KSB Limited?

Ans. Presently, we may not comment on the same.