

Date: 7th March, 2019

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 5th March, 2019 we wish to inform you that the Company participated in the Investor Conference held on 6th March, 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



KSB Limited

Investors' Meet - March 2019

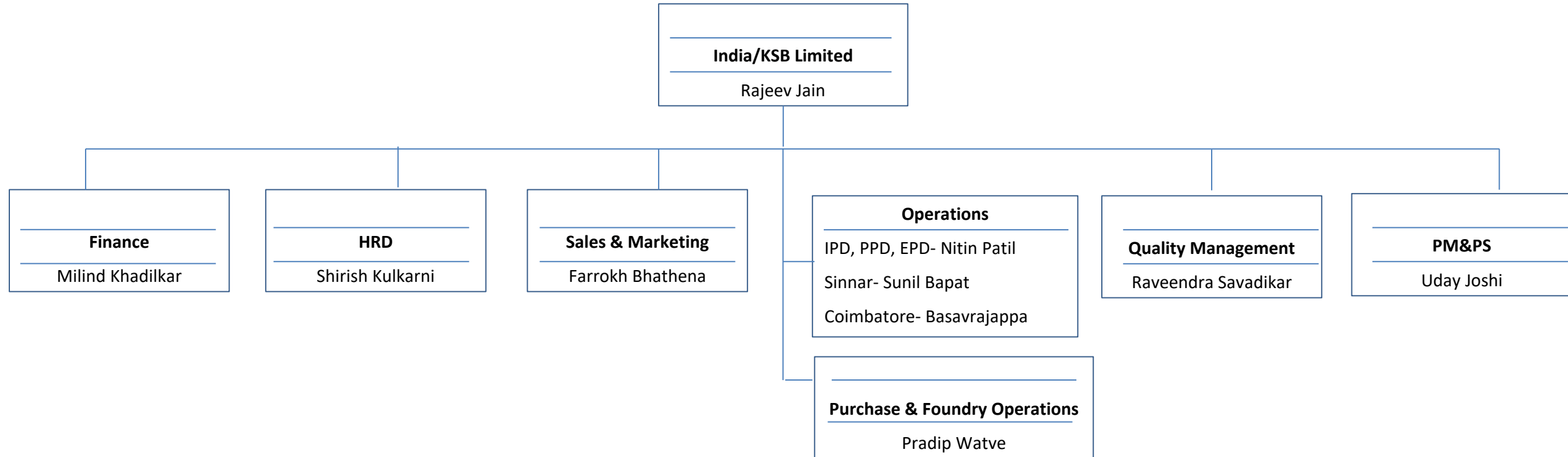


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Organogram



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 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, Kerala

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



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PPD (Power Projects Division), Pune



Standard Pumps Division, Sinnar, Nashik



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Foundry Division, Vambori



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Valves Division, Coimbatore



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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.



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.

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 (+ 48%) over last year same period.



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.

Market Penetration: TOP 5 customers

Country India:

Customer	Segment
NPCIL	Nuclear
HMEL Mitthal Energy	Industry Projects
ISGEC Heavy Engineering Ltd.	Pumps & Valves
Thermax	Valves
L & T Hydrocarbon Engineering Ltd.	Industry Projects
IOCL	Industry Projects
BHEL	Control Valves

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.

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

P I L L A R S T O S U C C E E D

Increasing Employee Engagement...



Secret Santa - celebrations all over KSB India



FUN FRIDAY 'S



Badminton competition 2019



Investors' Relations



Investors/Analysts:

Investors' Meeting held on 24th August, 2018 and 16th November 2018.

Shareholders:

Factory visit held on 22nd November, 2018 at Sinnar plant, Nashik.



CSR Proposals for 2019

Maher Ashram

Vanchit Vikas – Neehar

Vidyadaan Sahayyak Mandal

Vidya Mahamandal

Seva Sahayog

Bal Kalyan Sanstha

Niwara Old age home

Mother Theresa Home

Morya Hospital – Chinchwad

Yuva Mitra

Saguna bai Bhikusa Primary School

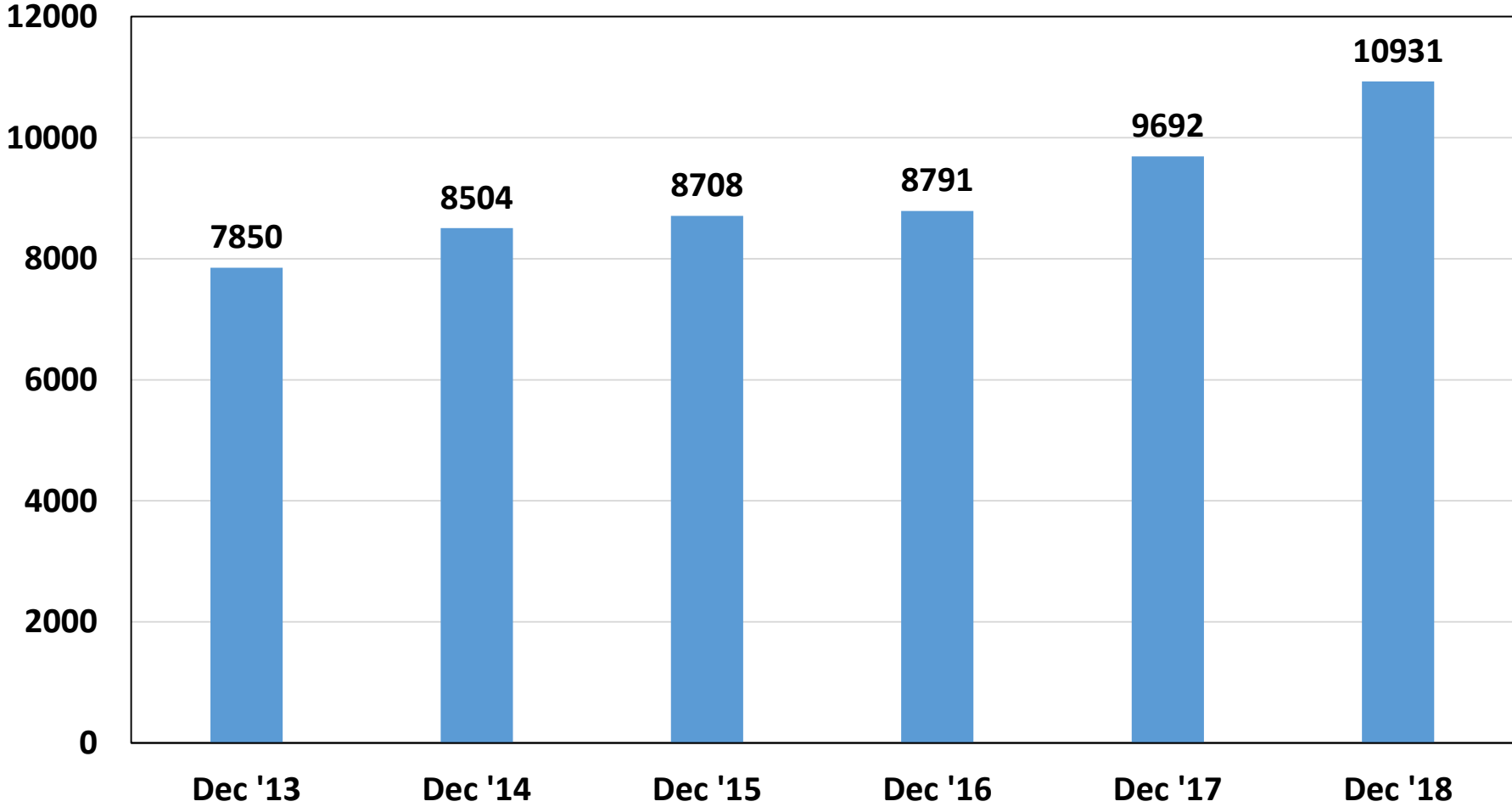
Green Gym

Family for Children, Podanur

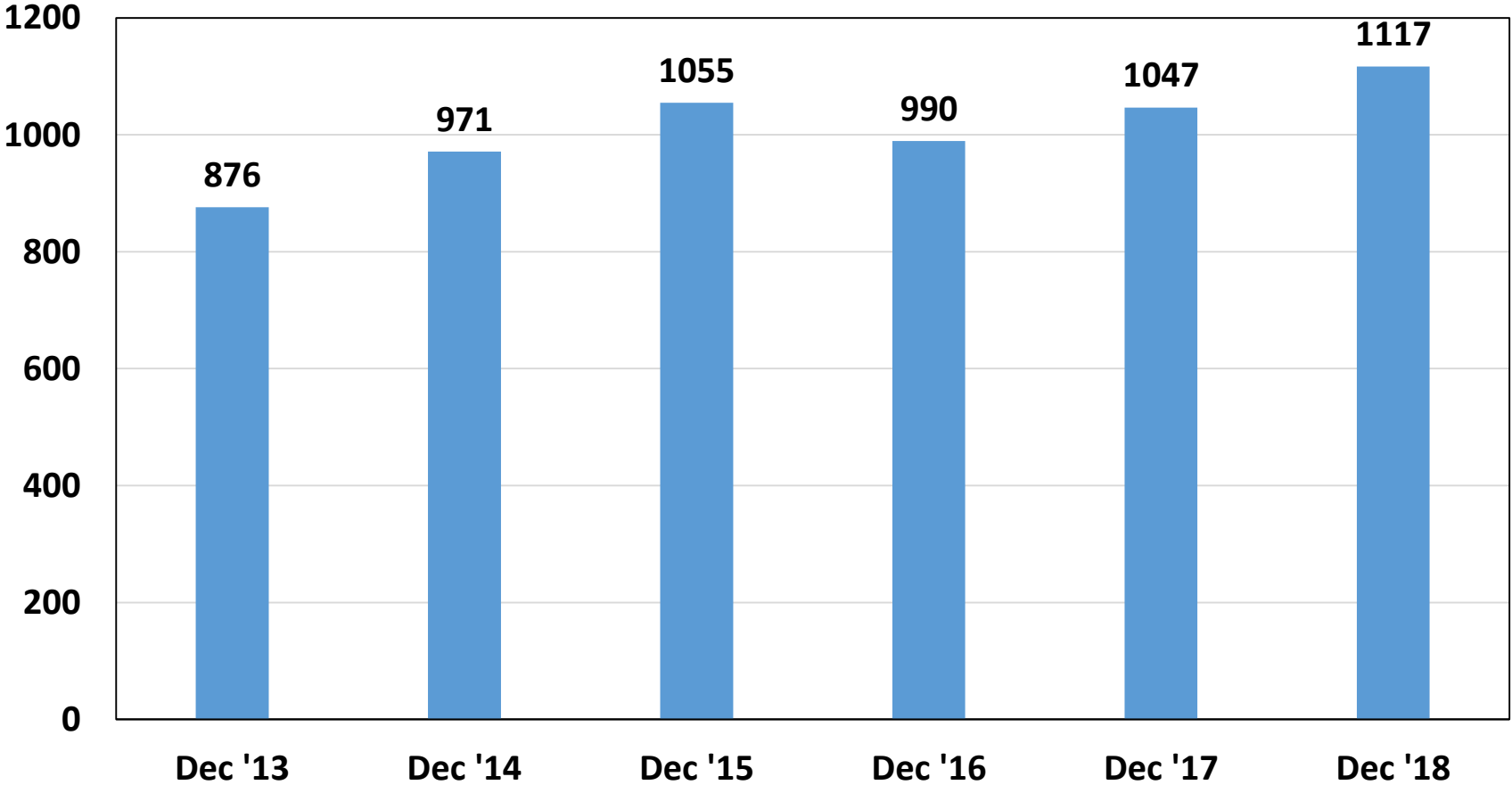
Bus Shelters

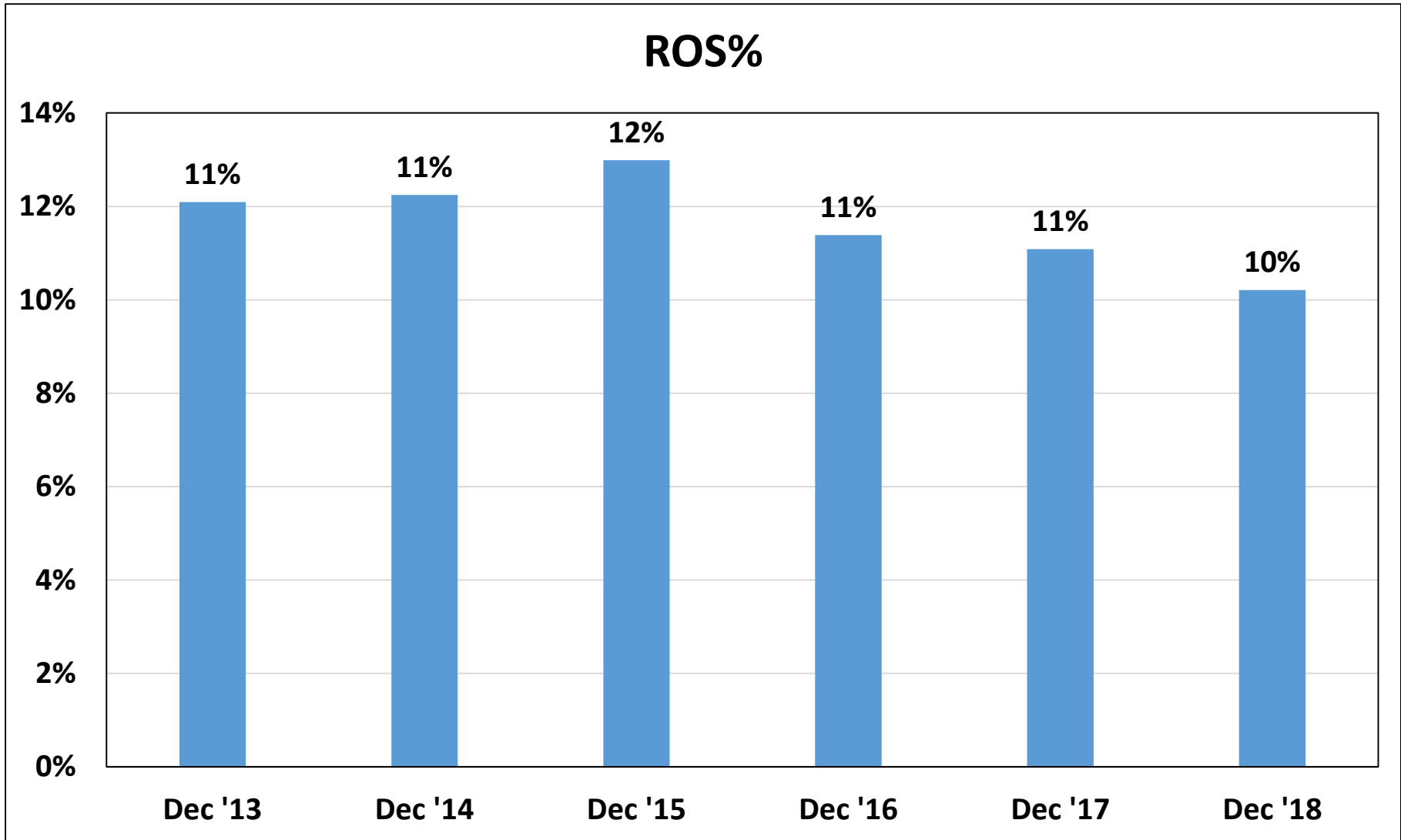


Revenue from Operations (in Mio. INR)



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.



Time For
QUESTIONS?

Thank you!



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

1. What is your royalty policy subsequent to NPCIL order? Any changes expected in it?
Ans. No changes are expected at present. Also SEBI sealing is coming in effect.
2. Whether all valves are in-housed?
Ans. Yes, all valves are in-housed.
3. Whether Company will be outsourcing to create an additional market?
Ans. Presently the Company does not wish to create dual branding.
4. What is the current order intake.
Ans. The order intake is around Rs. 1200 Crores excluding NPCIL order.
5. Why there is no increase in dividend for FY 2018?
Ans. Considering the capital expenditure being done, the Company wishes to retain the same dividend pay out.