

Date: 21st May, 2022

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 17th May, 2022, we wish to inform you that the Company participated in the Institutional Investors Meet held on 20th May, 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 - 20th May, 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.
5. Market Penetration – Top 10 Customers.
6. Major Orders received – Top 10
7. Net financial position
8. Sales turnover overview
9. Order intake composition
10. Exports business development

Table of contents

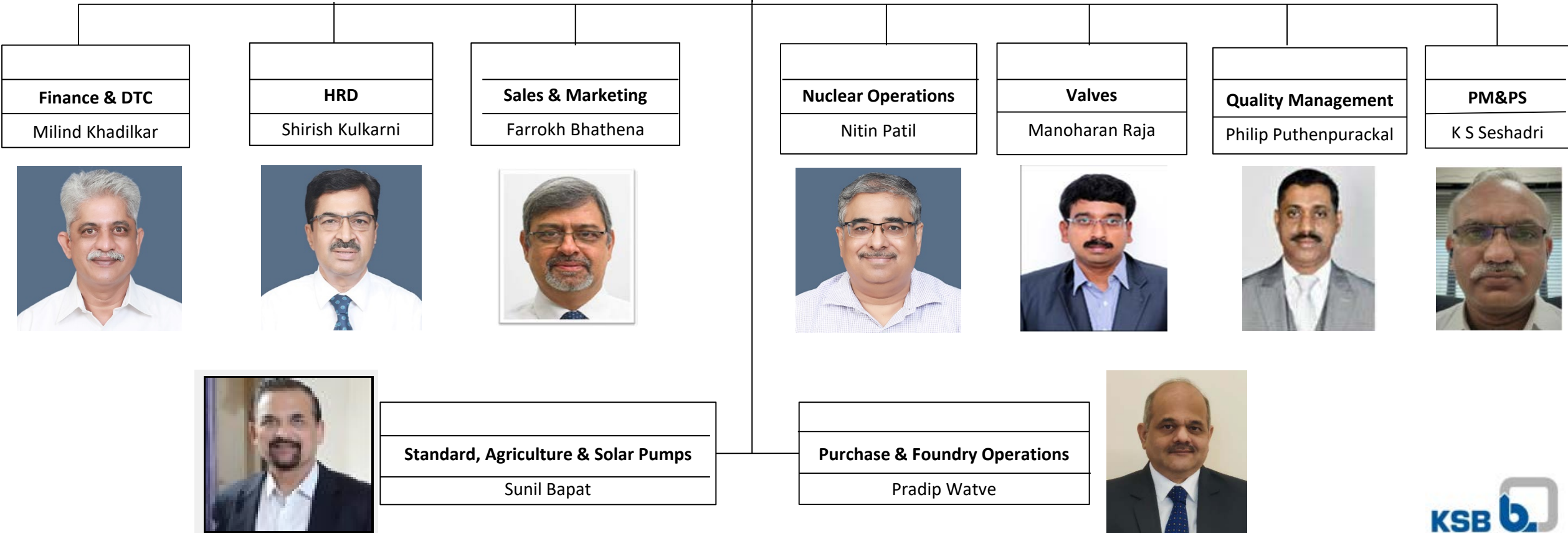
11. Revenue trend
12. Profit Trend
13. Return on Sales Trend
14. NPCIL bulk tender status
15. Initiatives for 2022 :
 - a) Digitalization
 - b) ESG-Sustainability
 - c) Major Investments for 2022 – Top 10
 - d) Brand Promotion Activities
 - e) CSR initiatives



1. Organogram



India/KSB Limited
Rajeev Jain

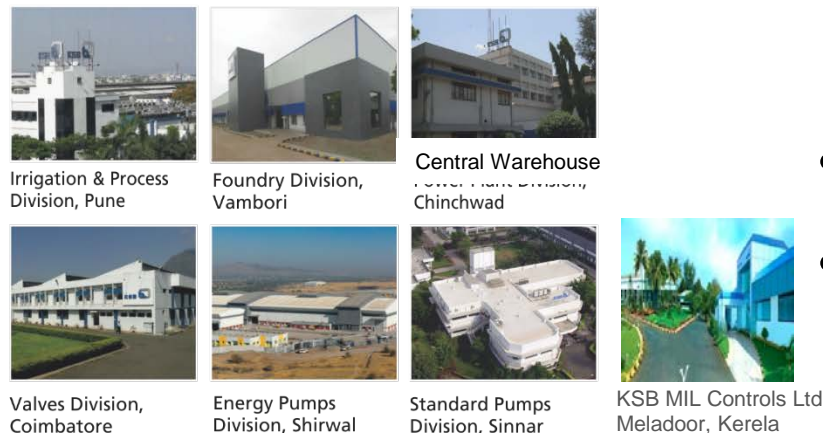


2. KSB India – Regional presence - Near you..24x7

- 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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EPD (Energy Pumps Division), Shirwal, Pune



IPD (Irrigation and Process Division), Pune



IPD (Irrigation and Process Division), Pune



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Central Warehouse, Chinchwad, Pune



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Standard Pumps Division, Sinnar, Nashik



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Inauguration of new Factory Shed, Sinnar :

New factory shed was inaugurated at WPD, Sinnar on 28th Mar 2022



- Area of around 8000 sq. m.
- To be used for Solar products, Industrial products, storage and office space.



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



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 Q1 2022



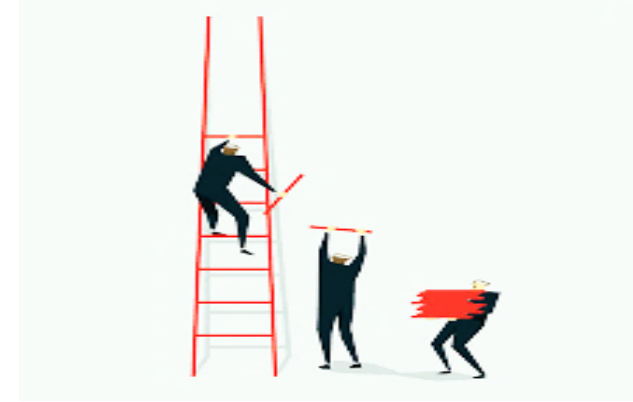
Highlights

- Business activities and travel normalizing.
- Highest ever quarterly **Order Intake** Q1 2022.
- **Export Orders** in Q1 2022 **up 54%** compared to corresponding period of last year.
- Good growth in Agri business over Q1 2021. Agri OI is also above pro-rata Budget
- Very good project orders received from PCC segment and Water Waste Water segment
- Wage agreement completed at WPD, Sinnar plant.
- **Sinnar new shed inaugurated.**
- **Mechanical Seal repair facility inaugurated at Chinchwad.**

KSB India – Major Initiatives Planned

Major Infrastructural Developments / Projects:

1. Investment for Mechanical Seal business (localization of seals at IPD).
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
6. Mobile Warehouse Management.
7. Expansion of Service Network is in progress.
8. Various investments planned for ESG Projects.





5. Market Penetration - TOP 10 Customers in Q1 2022:

KSB India (Domestic)

Total Year 2021

Customer	Segment	Value (in INR Mio)
Bharat Heavy Electricals Ltd.	Energy	1,045
Thermax Group	Energy	425
Rushabh Enterprises (Dlr)	Gen. Ind.	322
ISGEC Heavy Engg. Ltd.	Energy	311
Patil Engineering (Dlr)	Gen. Ind.	304
RK Engineers Sales Ltd. (Dlr)	Water	265
Larsen & Toubro	Energy, Petrochem.	253
Pooja Engg. Company (Dlr)	Petrochem., Gen. Ind.	240
NTPC Limited	Energy	169
Thyssenkrupp Industries	Energy, Petrochem.	160
Total		3,493

Q1 2022

Customer	Segment	Value (in INR Mio)
Indian Oil Corporation Limited	Petrochem.	239
Rushabh Enterprises (Dlr)	Petrochem.	137
Thermax Group	Energy	130
Wuhuan Engineering Co.Ltd	Petrochem.	125
ISGEC Heavy Engg. Ltd.	Energy	115
Technip India Limited	Petrochem.	113
Bharat Heavy Electricals Ltd.	Energy	107
Tecnimont S.P.A.	Petrochem.	105
Andritz Hydro Pvt. Ltd.	Water	97
NTPC Limited	Energy	81
Total		1,249

6. Major Project Orders Received in Q1 2022: Top 10

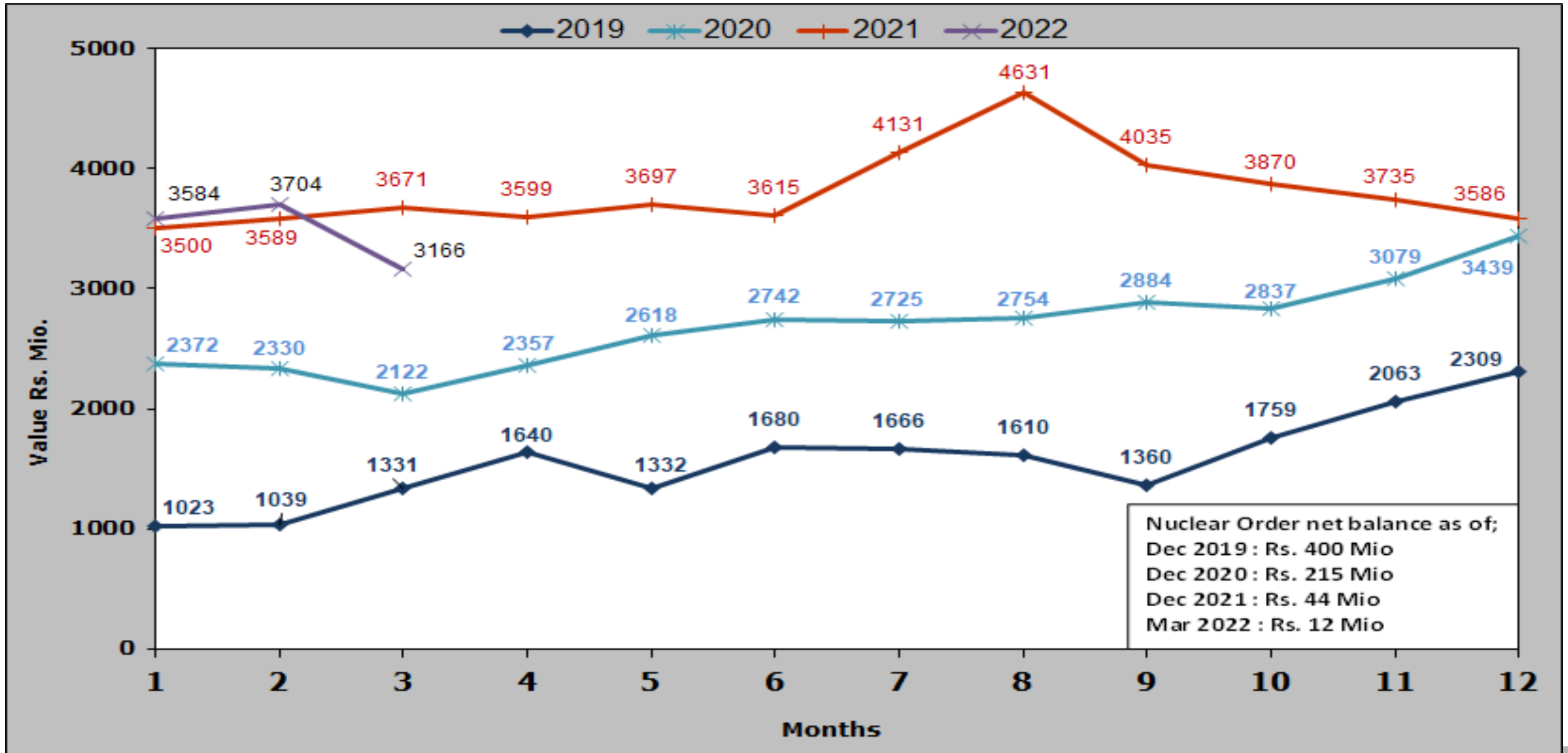
In INR Mio



Segment	S N	Project Name	PMC	LSTK Contractor	Pump Type	Value
Petrochemicals	1	Talcher Fertilizer Project	PDIL	Wuhan Engg. Corp.	RPH/WKTR/CHTR	125
Energy	2	TSGENCO Bhadradari 4x270 MW FGD	TSGENCO	BHEL	12 x KWPK 900-1133	108
Petrochemicals	3	IOCL Paradip PX	Toyo Engg.	Technimont	RPH/WKB	104
Petrochemicals	4	IOCL Gujrat Lupech Project	Technip	--	CHTR/RPH/WKB	102
WWW	5	Kiru, Kuther and Pinnapuram drainage, dewatering and flood protection system		Andritz Hydro	63 x KRT, 12 x CPK, 36 x KWP	98
Energy	6	OPGC 2x660 MW FGD	OPGC	ISGEC	8 x KWPK 900-1133	80
Energy	7	IOCL Paradip	Megha Engg	ISGEC	2 x CHTR 6/1+7	58
Petrochemicals	8	HPCL Rajasthan Refinery Project (Offsites & Utility)	EIL, Delhi	--	RPH, WKTR	52
Petrochemicals	9	IOCL Panipat P25 Project	EIL	--	RPH/RPHb	52
Petrochemicals	10	2000 MTPD Sulphuric acid Plant-III at IFFCO Paradeep	PDIL	Technip	HG	50



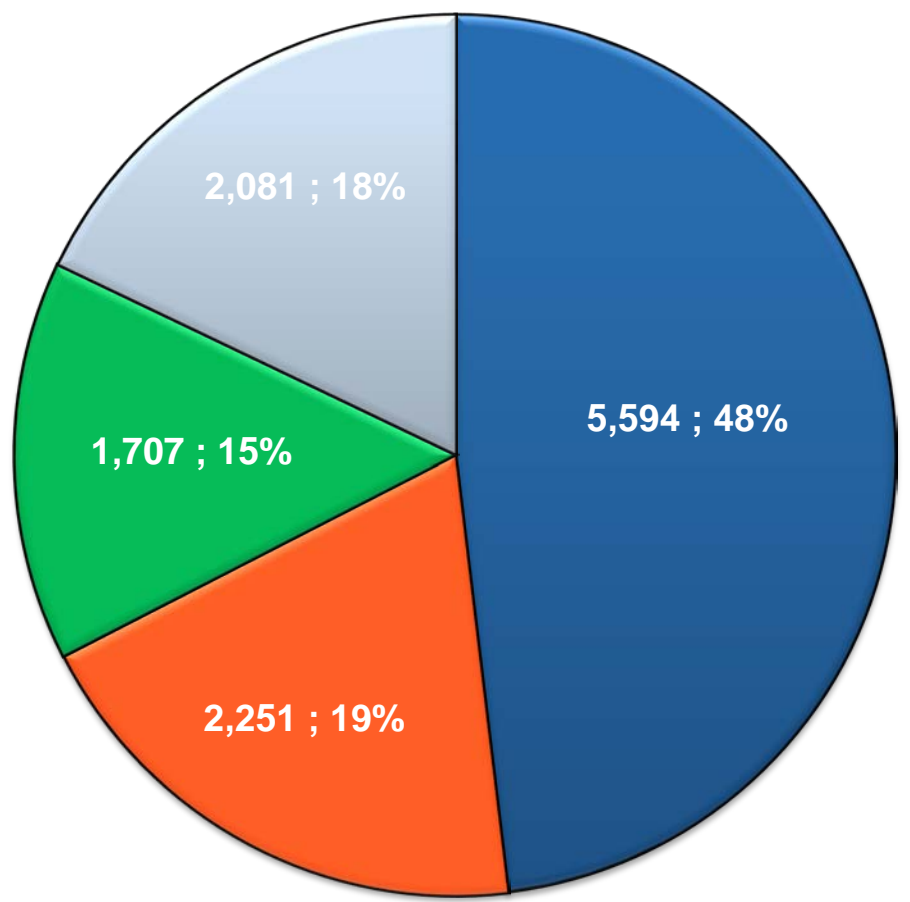
7. Net Financial Position – as on 10th May, 2022



8. Sales Turnover : Distribution of Domestic Business

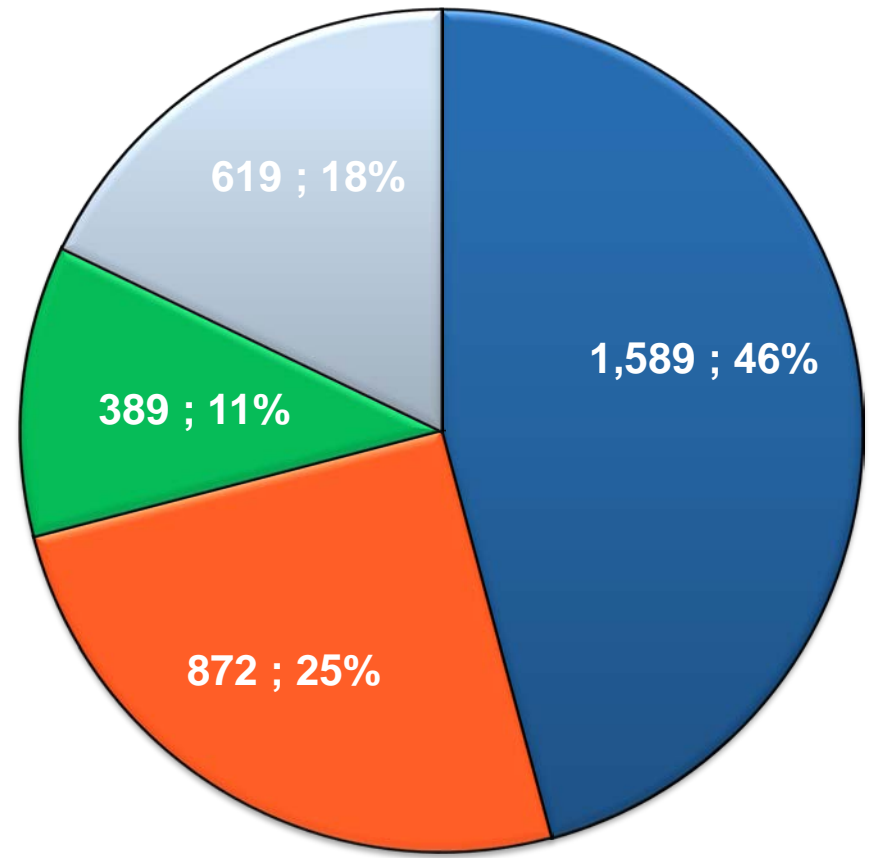
In INR Mio

Sales FY 2021



■ Standard Pumps ■ Engineered Pumps ■ SupremeServ ■ Valves

Sales Q1 2022



■ Standard Pumps ■ Engineered Pumps ■ SupremeServ ■ Valves



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9. Order Intake Composition :

(Domestic + Exports)

Sr. No.	TSS	Composition	
		Avg ('19 to '21)	YTD Mar 2022
1	Agriculture + Solar	14%	17%
2	Building Market + Domestic	11%	10%
3	Water Waste Water	2%	3%
4	General Industry	18%	16%
	Standard Products	44%	46%
5	Petrochemical + Chemical	11%	15%
6	Energy + Special Projects	16%	12%
	Engineered Products	26%	28%
7	Supremeserv	14%	12%
8	Valves	16%	15%
	TOTAL	100%	100%

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

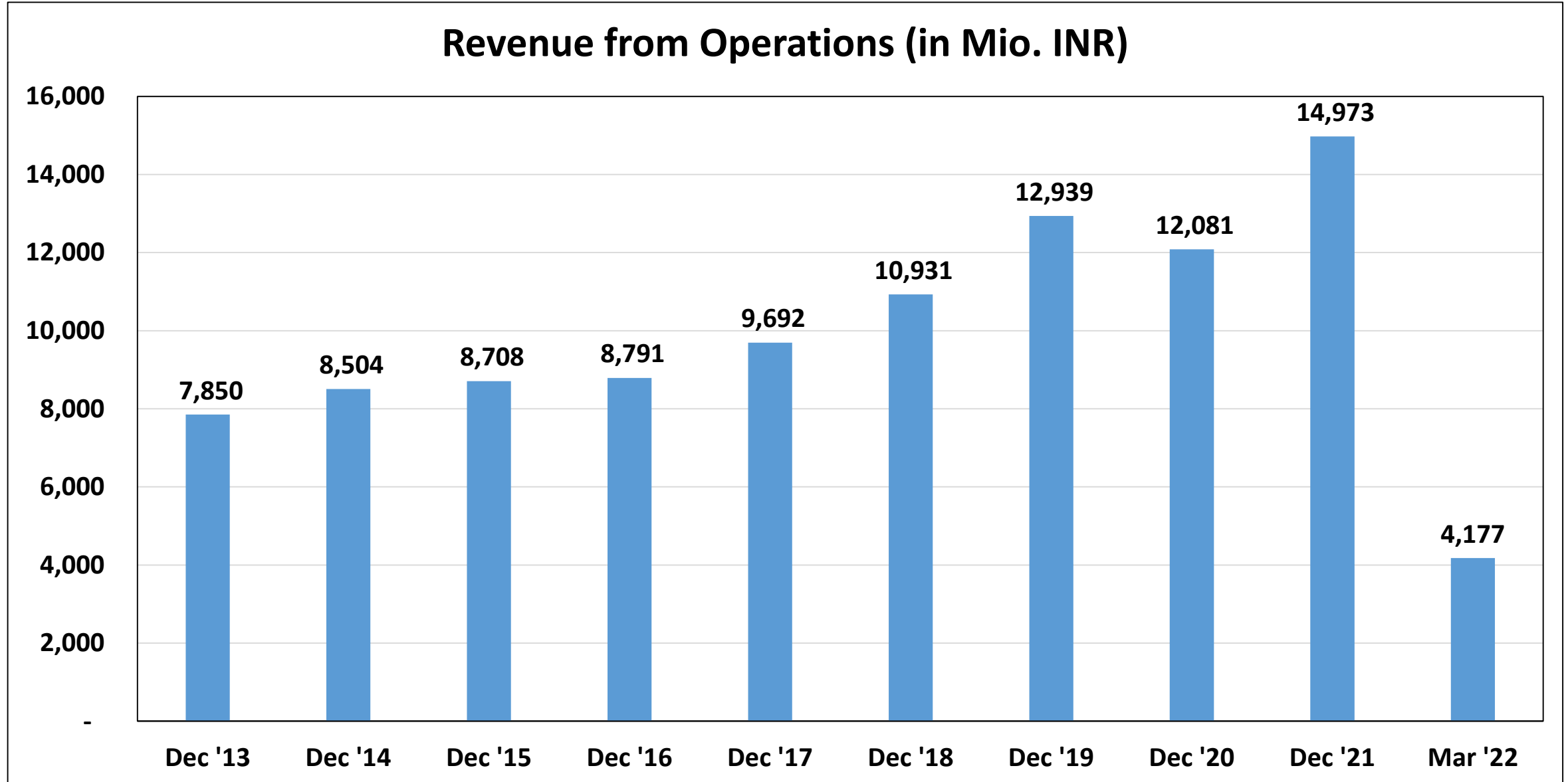
10. Exports Business Development – 2018 to YTD Mar 2022

In INR Mio

Particulars	Act 2018	Act 2019	Act 2020	Act 2021	YTD Mar 2021	YTD Mar 2022
Sales	10,752	12,853	11,940	14,560	3,778	4,143
Export Sales (out of total Sales)	1,567	2,186	2,046	2,938	659	667
%	14.6%	17.0%	17.1%	20.2%	17.4%	16.3%

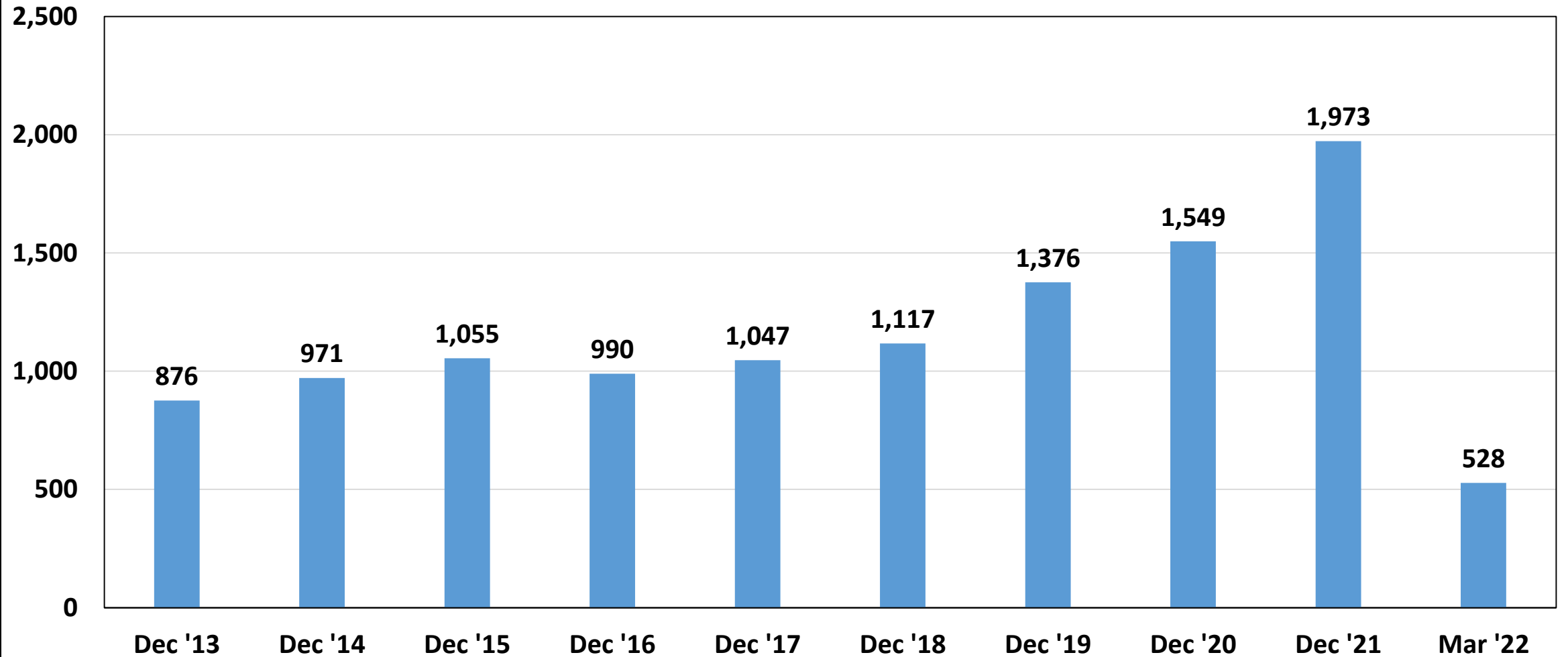
- The share of exports has been continuously increasing over the last years from 15% to 20%.

11. Revenue Trend



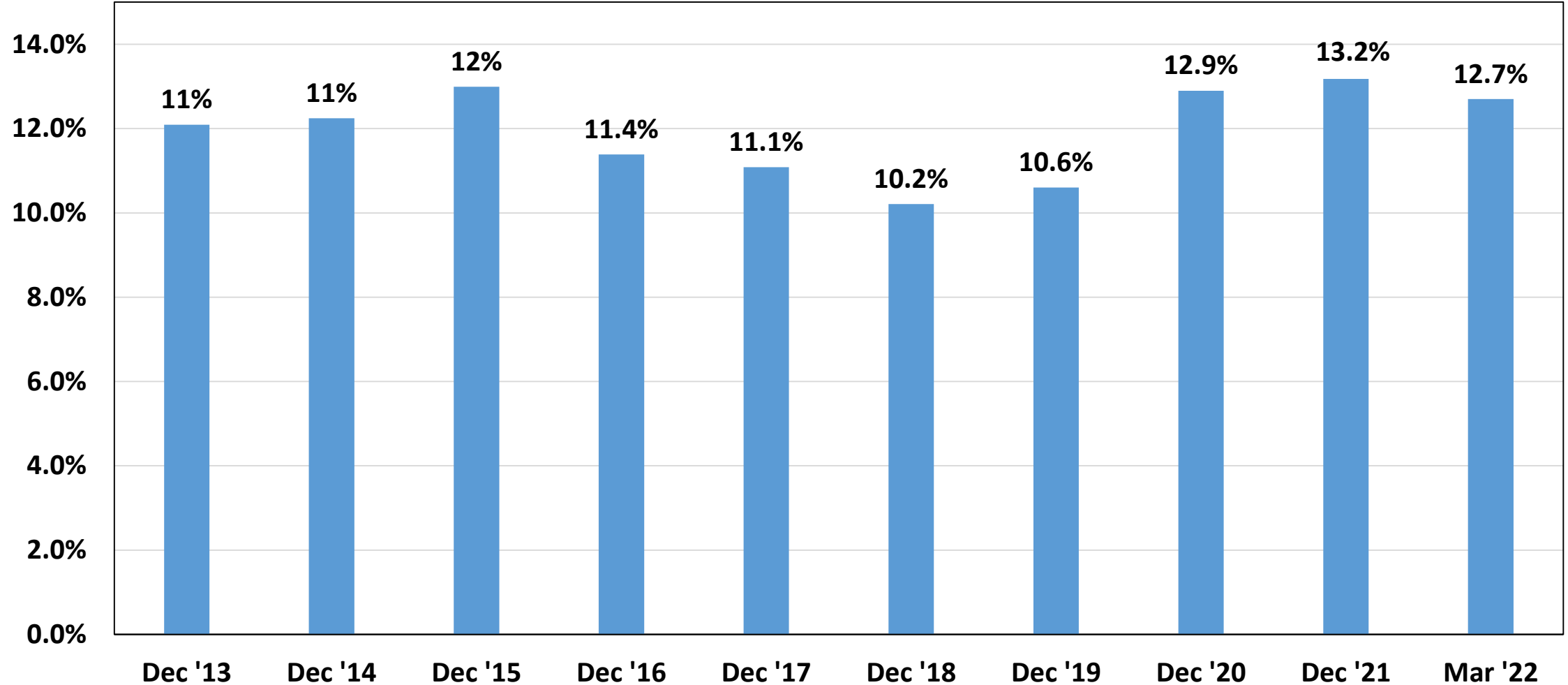
12. Profit & Loss Trend

P/L Before Tax (in Mio. INR)



13. Return on Sales Trend

ROS%



14. NPCIL Bulk Tender Status

Project Details

- No of Pumps: 24 nos
- No of Motors: 30 nos
- Expected Value: 1500 Crores
- 3 sites, 2 units per site, 4 Pumps per unit

Progress Update

- Our proposal was discussed in Board subcommittee meeting on 21st Feb. Some more details were sought by committee. Should go through in the next meeting
- Once it goes through in the next meeting then it would pave the way for order in **June 2022**. Order may be finalised only for one site. Balance two will be retendered

For the Future

- Two retendered projects are expected to be finalised by end 2022/ early 2023
- Tender for last 16 pumps might extend up to 2024 or beyond.

15. Initiatives for 2022:

a) Digitization:

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

1. Sales Initiatives :

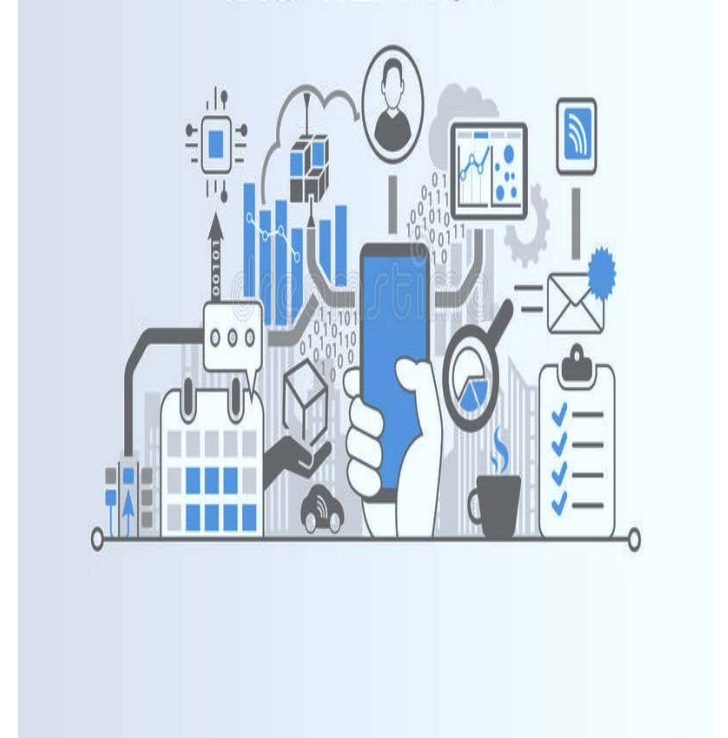
1. Project Cost Information System
2. Dealer Management Portal
3. SICCA Valves Sales Selection Tool

2. Operations Initiatives :

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

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



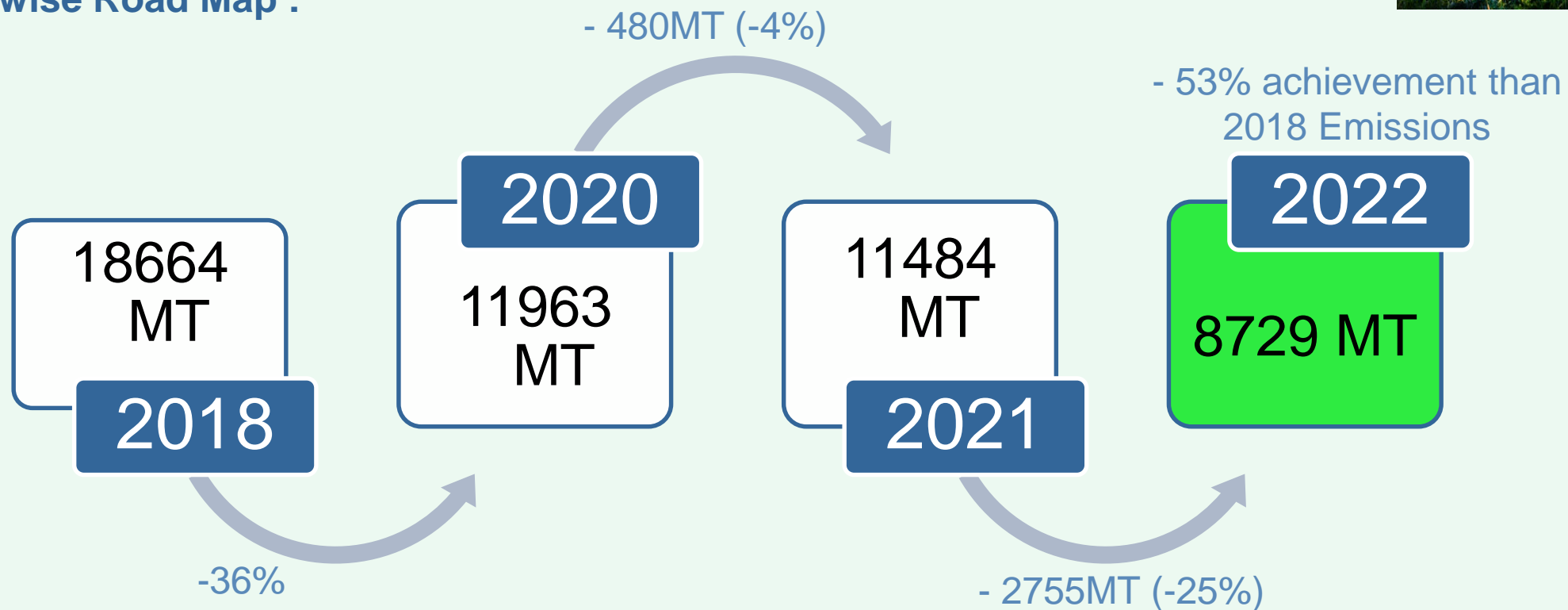
b) ESG Activities: (1/3)

TARGET

- Reduction in Green House Gases (GHG) emission by 50 % over the actual GHG emission of 2018 by 2023. (Already achieved 40% till 2021)



Year wise Road Map :



In 2022 Actual Emissions will be studied and further updated for 2023 targets

MT – Metric Tone of CO2 Equivalent

ESG Activities: (2/3)

Renewable energy projects – Solar Progress as on end April 2022

Sr. No	Plant	Project Descriptions	Potential CO2 emission reduction in MT (Annual)	Potential CO2 emission reduction in MT (in 2022)	Cost (Rs Mio)	Activity Planning
1	PPD	Roof top Solar PPD	191	32	14	Requirement floated in market, offers received from 5 suppliers with payback around 4.8 years. Pre bid meetings completed.
2	FDY	Group Captive 4 MW	4565	761	13	Equity infusion is expected on June. Plant construction will start in May 2022. Power supply will start by 30.10.2022
3	CBE	Roof top Solar	286	48	26	Requirement floated in market, offers received from 5 suppliers with payback around 4.8 years. Pre bid meetings completed.
4	IPD PPD EPD	Street Light with solar and battery back up (45 W with 6 meter height)	25	13	6	CR under processing
			5067 MT	854 MT	59	

ESG Activities: (3/3)

Renewable energy projects – Progress as on End April 2022

Sr. No.	Plant	Energy saving - Project descriptions	Expected energy saving (KWh / Year)	Potential CO2 reduction (MT)	Cost (Rs Lakh)	ROI (Yrs)	Status of the projects
1	WPD	Replacement of water pumps at EPT STP Paint booth – 8 Qty	29602	24	3.8	1.6	1 pump will be replaced in May 2022 to check the Energy saving, accordingly 7 pumps will be replaced.
2	WPD	Fix compressed air leakages	129583	107	3.5	0.4	HVLS Fans Installed Completed
3	WPD	Pressure regulation & flow control of compressed air	46676	39	5.0	1.3	FRL units for low pressure Installation. Completed
4	WPD	Replace washing machine pumps with heat pumps	64004	54	10.0	1.9	Proposal received from suppliers CR raised. Installation by July 2022
5	WPD	Replacement of old Atlas Compressor	19764	17	15.0	6.9	CR raised. Installation - July end
6	FDY	Conversion of LOT system vaporizer operating system from Electric heater to Gas heater	18720	16	6.0	3.1	Material received Installation May end
7	CBE	Replacement of existing 240 CFM Air Compressor by New 240 CFM Compressor with VFD	28800	24	10.0	3.9	CR raised Installation – 20.10.2022
8	CBE	Replacement of existing 1.5 Ton Air Conditioners by Inverter ACs (4 Nos.)	28032	23	3.0	1.2	CR – 31.05.2022 Installation – 20.06.2022
9	CBE	Introducing VFD in Air Compressor (628 cfm/ 125 HP)	39281	33	4.0	1.1	Installation – 30.05.2022

337MT/year & 180MT in 2022

c) Major Investments of 2022 : Top 10



Sr. No.	Title	In INR Mio
		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
	Total Investment including others	786

d) Brand Promotion Activities (1/4):



Kisan Exhibition, Pune :

- Participated in exhibition Kisan, India's largest Agri show, held in Pune from 23rd to 27th March'22.
- We showcased our agriculture, domestic and solar product range.
- Farmers, dealers, etc. from across Maharashtra and neighboring states visited.

Krishi Darshan Expo, Hissar :

- Participated in exhibition Krishi Darshan Expo 2022 at Hissar where we displayed our agriculture, domestic, solar and waste water products.
- Farmers and Dealers from Haryana, Delhi, Punjab, Rajasthan and Himachal Pradesh visited our stall.

Brand Promotion Activities (2/4) :



Global Water day 2022 :

- Participated at Global water day 2022 celebration by IWWA, Ahmedabad Chapter.



Swajan Raksha :

- Participated as a platinum sponsor at 'Swajan Raksha' event by Fire Contractors & Consultants Association on 12th March'22.
- About 300 consultants and contractors attended the meeting.

Brand Promotion Activities (3/4) :



Nepal Dealer and Retailers Meets:

- TSS team visited Nepal and met our dealers and retailers.
- Various meets at Dhangadi, Nepalganj, Biratnagar & Kathmandu.
- Strategic planning and promotion of agri and domestic products in Nepalese market.



Brand Promotion Activities (4/4) :



Live interaction with Zee Business

केएसबी लिमिटेड ने 2021 में ऑल-टाइम ऊंची बिक्री हासिल की!

एनडी. केएसबी लिमिटेड के निदेशक (बिजिनेस डेवलपमेंट) राजीव जैन ने वार्षिक प्रदर्शन पर मुंबई में एक कार्यक्रम में कहा, 'महामंदी की बाढ़ के बावजूद हम वर्ष हमने 14,973 मिलियन रुपये की अमूल्य बिक्री हासिल की है। हमने पिछले वर्ष के मुकाम बिक्री में 24% की वृद्धि दर्ज की है और पिछले वर्ष की इसी तिमाही की तुलना में 20% की वृद्धि हासिल की है। मेरा मानना है कि मानव के सफलता केवल तभी सफल होते हैं जो अपने अंतर्गत शक्ति को सही ढंग से प्रयोग करते हैं और उसे सही ढंग से प्रयोग करते हैं। हमारे ऑल-टाइम उच्च अंकनों से भी उभरे हुए हैं। सफलता की ओर से प्रीमियर शिफ्ट शुरू करने के कारण हमारी अग्रणी बृहद्वच कारखाना रही और मुझे यकीन है कि हम अपने वार्षिक निष्कर्षों के दौरान भी बिक्री में तेज वृद्धि हासिल करने जारी रखेंगे।'

प्रमुख आंकड़े: केएसबी लिमिटेड, इंडिया ने 14,973 मिलियन रुपये की ऑल-टाइम ऊंची बिक्री पर कर रही है।

Business Remedies

KSB net rises 25.91%

GEETANAI R
Pune, February 25

PUMPS AND VALVES maker KSB has reported a 25.91% year-on-year rise in net profit to ₹37.90 crore while sales rose 20.19% YoY to ₹444.60 crore during the December '21 quarter.

The company has seen a rise in demand for its pumps and valves from cement, steel, paper and distillery companies. Rajiv Jain, MD, KSB, and regional executive officer, KSB West Asia, said the market recovery had begun in the second half of 2021 and continues to date. Record orders were seen in January '22 and February '22, he said.

KSB plants were now operating with the entire workforce back at work and this had boosted output, he said. Growth was seen in both domestic and export markets. Exports account for around 20% of the KSB revenues.

Aspart in orders was seen for flue gas desulphurisation (FGD) systems, which require slurry recirculation pumps. This demand was driven by the government mandate for reduction of sulphur content in the flue gas emission by 30-35% from the 2005 level by 2030. KSB has already bagged total orders worth ₹100 crore from National Thermal Power Corporation for the supply of giant slurry recirculation pumps in FGD plants to be installed across ten NTPC sites in India.

Financial Express

के.एन.बी. लिमिटेड 2021 के वार्षिक प्रदर्शन पर मुंबई में एक कार्यक्रम में कहा, 'महामंदी की बाढ़ के बावजूद हम वर्ष हमने 14,973 मिलियन रुपये की अमूल्य बिक्री हासिल की है। हमने पिछले वर्ष के मुकाम बिक्री में 24% की वृद्धि दर्ज की है और पिछले वर्ष की इसी तिमाही की तुलना में 20% की वृद्धि हासिल की है। मेरा मानना है कि मानव के सफलता केवल तभी सफल होते हैं जो अपने अंतर्गत शक्ति को सही ढंग से प्रयोग करते हैं और उसे सही ढंग से प्रयोग करते हैं। हमारे ऑल-टाइम उच्च अंकनों से भी उभरे हुए हैं। सफलता की ओर से प्रीमियर शिफ्ट शुरू करने के कारण हमारी अग्रणी बृहद्वच कारखाना रही और मुझे यकीन है कि हम अपने वार्षिक निष्कर्षों के दौरान भी बिक्री में तेज वृद्धि हासिल करने जारी रखेंगे।'

प्रमुख आंकड़े: केएसबी लिमिटेड, इंडिया ने 14,973 मिलियन रुपये की ऑल-टाइम ऊंची बिक्री पर कर रही है।

Kerala Pranamam

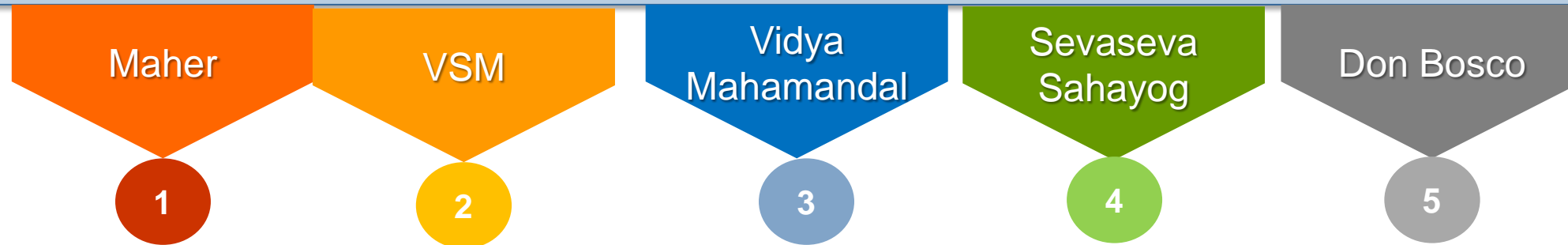
Press Release and Media Interaction :

- In this quarter we released the Press release for Q4 results
- Live interaction of Mr. Rajeev Jain with Mr. Anil Singhvi from Zee Business was held to discuss the quarter 4 results and key highlights
- Apart from this, we have also been advertising in magazines like Pumps India, Valves India, Indian Plumbing Today, Chemical Today and a few regional magazines.



CSR initiatives:

Sponsoring the annual expenses through CSR:



Sr. No.	Particulars	
1	Maher	Support to 40 children at Rising Star Home (since 2014)
2	Vidyadaan Sahayyak Mandal (VSM)	Support skill development programme (BSC Nursing) 10 nos (since 2018)
3	Vidya Mahamandal	Sponsor skill development programme for 40 dumb and deaf students (since 2017)
4	Seva Sahayog	a. Support to the 2 existing study centers (since 2015) b. Support to the 2 Women Empowerment Programmes (since 2018) c. School kit project (200 kits) (since 2016)
5	Don Bosco Vyvasaik Prashikshan Kendra	Sponsor Skill development programmes + hostel facility for students under poverty line

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



Corporate Social Responsibility near Plants



Morya Hospital – Chinchwad
Cardiac Monitor



Grow tree.com
6667 nos of Tree plantations



SOFOSH
Shrivastva (Sassoon) +
Tara Sofosh Dhadphale Centre



Corporate Social Responsibility near Plants



Solar Power Generation at Snehalaya NGO



Solar Street Light & Gir Cow Goshala at Anamprem NGO, Ahmednagar



Solar Water Heater units at Snehalaya NGO





Time for Questions



Thank
you

Back up slide

Update on Cyber attack:

Subsequent to the quarter ended March 31, 2022, the Company was informed by the parent entity, KSB SE & Co. KGaA, that the parent entity has encountered a cyber-attack on their IT systems in Germany. The Company's IT systems and infrastructure is part of the aforesaid IT systems. As an immediate measure, the parent entity had temporarily shut down all actual or potentially affected IT systems in a controlled manner for security reasons which led to temporary disruption in some of the Company's business services. The Company has put in place alternative control mechanisms in the temporary absence of the said systems. After taking all the possible necessary measures, the Company is in the process of restoring the said systems in a phased manner. Based on the preliminary assessment carried out (with the assistance of external specialist consultants) there is no impact on the interim financial information of the Company for the quarter ended March 31, 2022. Investigations are still on-going at the parent entity level.