

Date: 5th March, 2024

The General Manager
The Corporate Relationship Department
BSE Limited
1st floor, New Trading Ring,
Rotunda Building
P J Towers
Dalal Street, Fort
Mumbai – 4000 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 05
NSE Symbol: KSB

Sub: Intimation about participation in the Institutional Investors’ Meet

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sirs/Madam,

In continuation to our intimation dated 28th February, 2024 and 29th February 2024, we wish to inform you that the Company participated in the Institutional Investors Meet held on 05th March, 2024. Attached herewith presentation made to investors along with audio/video link.

Link for the audio/video recording of the meeting is:
<https://youtu.be/nPB9WCubvBo>

Subsequently the same will be available at www.ksbindia.co.in

Kindly take the same on your records.

Yours faithfully,
For **KSB Limited**

Shraddha Kavathekar
Company Secretary



KSB Limited Institutional Investors' Meet – 5th March, 2024

› 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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1. Organogram



KSB Limited
Mr. Rajeev Jain, MD

Finance & DTC
Mr. Mahesh Bhave

HRD
Mr. Mohan Patil

Sales & Marketing
Mr. Prashant Kumar

Operations-Nuclear
Mr. Nitin Patil

Valves
Mr. Manoharan Raja

Quality Management
Mr. Philip Puthenpurackal

PM&PS
Mr. K S Seshadri



Company Secretary
Ms. Shraddha Kavathekar

Standard, Agriculture & Solar Pumps.
Mr. Sunil Bapat

SupremeServ
Mr. Rajesh Kulkarni

Purchase & Foundry
Mr. Pradip Watve

Contract management
Mr. Mukesh Pattewar





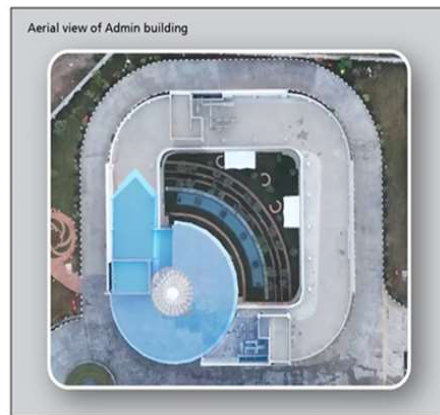
Our Presence

Near you..24x7

- 7 Manufacturing locations
- 4 Zonal offices
- 14 Branch offices
- 6 Service Stations
- 200+ Authorized Service Centers
- 1000+ Authorized Dealers of pumps, valves and systems
- Bangladesh Liaison office
- Business through Dealers at Nepal and Bhutan

2. KSB- Locations

Inauguration New Admin Building at Shirwal



- KSB Limited inaugurated administrative building at Shirwal on 2nd Nov'23,
- IGBC Certified Green building
- The momentous event was inaugurated by all the honorable board members

KSB India | Investors Meet 05.03.2024

Glimpse of New Admin Building at EPD Plant, Shirwal.



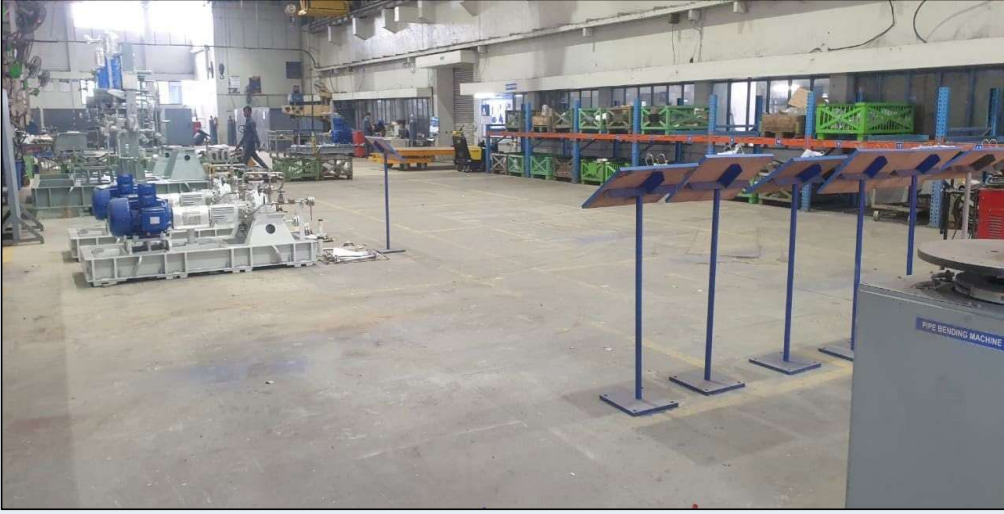
KSB India | Investors Meet 05.03.2024



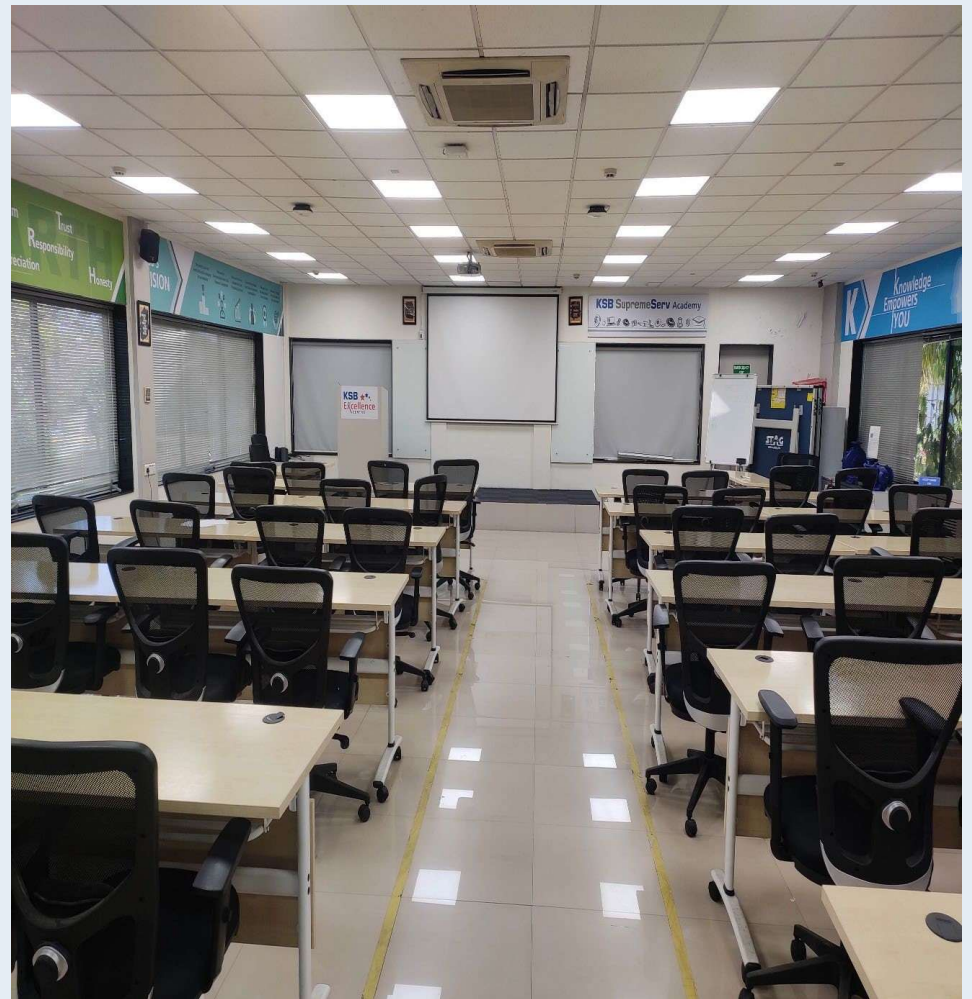
IPD (Irrigation and Process Division), Pune



IPD (Irrigation and Process Division), Pune



SupremeServe and Central Warehouse, Chinchwad, Pune



SupremeServe and Central Warehouse, Chinchwad, Pune



Standard Pumps Division, Sinnar, Nashik



Standard Pumps Division, Sinnar, Nashik



KSB India | Investors Meet 05.03.2024



Foundry Division, Vambori



Foundry Division, Vambori



Valves Division, Coimbatore



Valves Division, Coimbatore



Valves Manufacturing- KSB MIL Controls Limited, Kerala



Valves Manufacturing- KSB MIL Controls Limited, Kerala



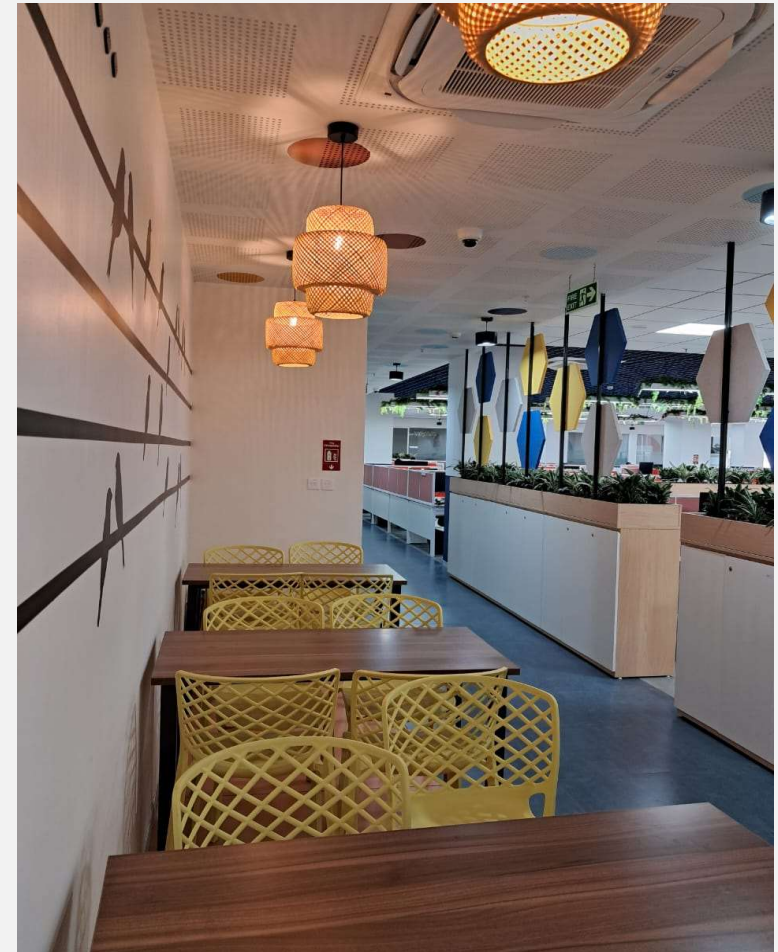
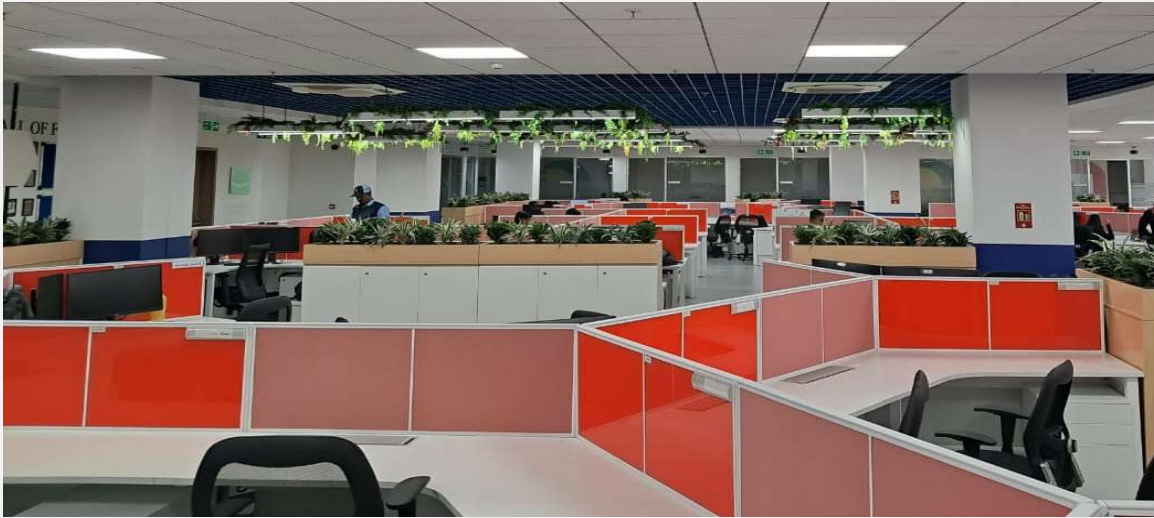
KSB Tech Pvt. Ltd., Pune, Maharashtra



State-of-the-art design center

KSB Tech provides a comprehensive array of business, technology, and engineering services and solutions tailored to meet the needs of all KSB group companies. With a dedicated and experienced team, KSB Tech reinforces the commitment of the KSB group to fostering an ecosystem enriched with a variety of sustainable technologies and solutions.

KSB Tech Office New (Additional) Floor Inaugurated in November, 2023.



India Visit of Global Management Team



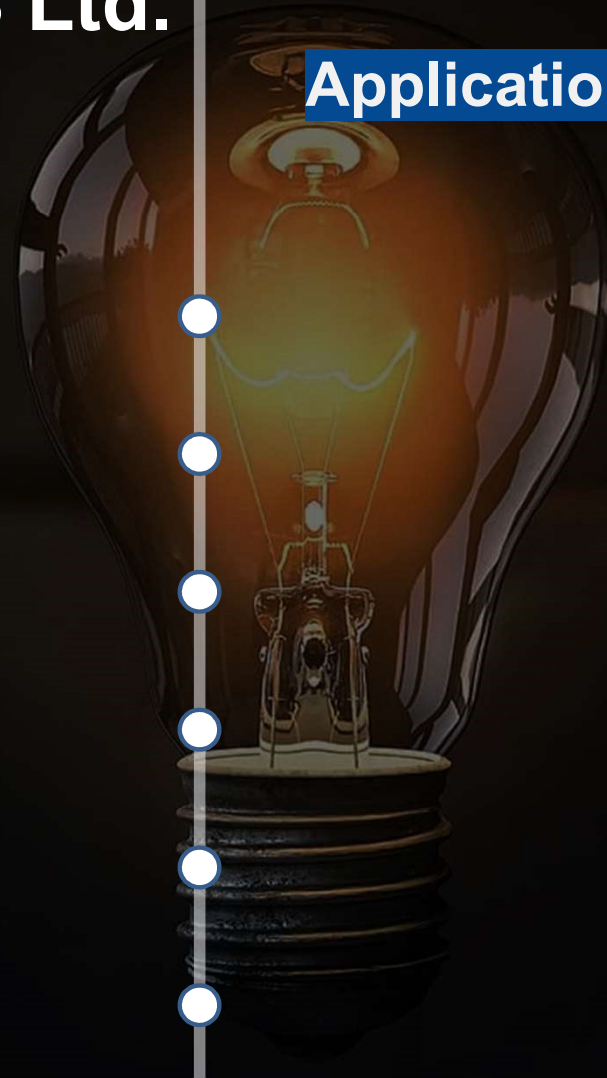
We felt honored to host **Mr. Oswald Bubel**, Head of Administrative Board, KSB Group, and **Dr. Stephan Timmermann**, Group CEO, KSB SE & Co. KGaA, during their recent visit to India in the month of Nov'23.

KSB India | Investors Meet 05.03.2024



3.Overview Of KSB Ltd.

Applications In Various sectors



Overview Of KSB Ltd.

Applications In Energy

1 Energy

Applications in **Energy**:

KSB Pumps and Valves Ensure Energy Efficiency and Reliability. Helps To Achieve Optimal Performance and Safety in Power Plants

Products:

High pressure multistage pumps, FGD Pumps, GGC & Ball Valves.

Applications:

Boiler Feedback Pumps, Condensate Extraction Pumps, FGD, Hydrocarbons services.

Overview Of KSB Ltd.

Applications In industries

Energy

Industrial

2

Applications in **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, GGC & Ball Valves

Applications:

Oil and Gas, Sugar, Paper and Pulp, Thermic Fluid, Process applications, Hydrocarbon services.

Overview Of KSB Ltd.

Applications In Domestic water

Industrial

● Energy

●

3

Irrigation

●

●

●

Applications in **Water:**

Optimized products from a specialist for the entire water cycle

Products:

Submersible pumpsets, openwell monobloc pumps, mini-monobloc pumps, dewatering pumps, Solar products, GGC & ball valves,

Applications:

Irrigation, farm houses, drinking water supply, etc.

Overview Of KSB Ltd.

Applications In Waste Water



Applications in **Waste Water:**

Clean solutions

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.

Overview Of KSB Ltd.

Applications In Construction



Applications in **Construction**:

KSB's all-in solutions always represent a sound foundation upon which you can build

Products:

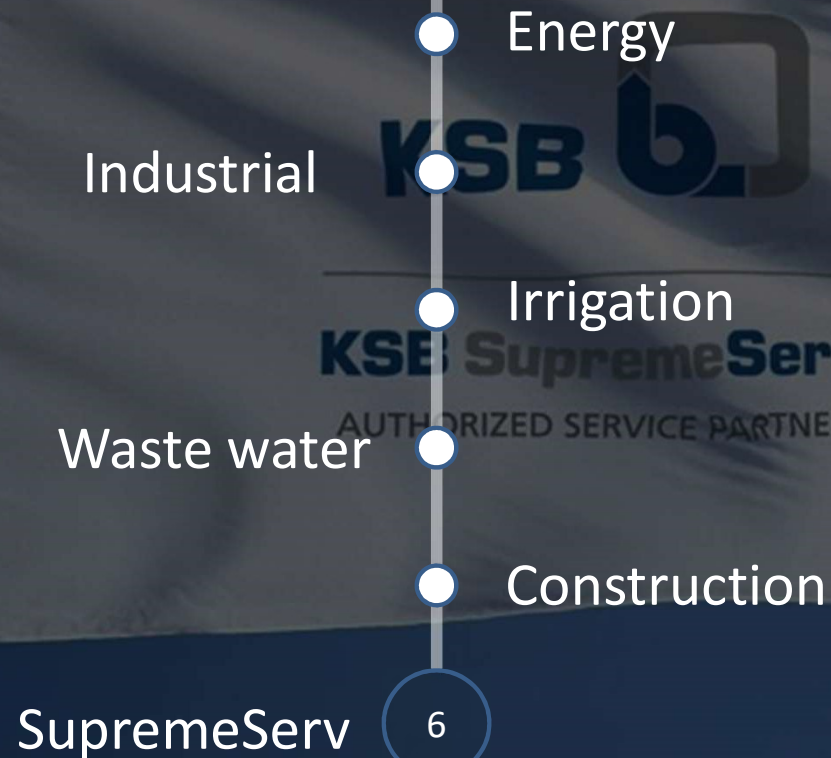
Hydro Pneumatic systems, Fire fighting pumps (listed and Non listed), HVAC pumps and panels for primary and secondary

Applications:

Fire fighting, HVAC, Pressure boosting, Water transport, Drainage

Overview Of KSB Ltd.

Applications In SupremeServ



Aftermarket SupremeServ

A decentralized “customer centered” setup supported by lean and efficient processes, dedicated sales management and spare parts, Repairs Field Service

Modification

Replacement pumps
(Footprint pumps)

4. Highlights Q4 2023

Highlights

- 1st breakthrough order for **reciprocating pumps**.
- Received an order for **FGD** (Flue Gas Desulfurization).
- Received **first order of FM package** firefighting pumpsets and of indigenized KRT pumps.
- Received **LOE from MSEDCL** for Solar Pumping System **under PM-KUSUM** Scheme in Maharashtra and successfully **installed First tranche of order received** in PM-KUSUM Scheme for Haryana state. And orders are under execution for Rajasthan and Gujarat also.

5.TOP 10 Customers for 2023

KSB India (Domestic OI) (Non-Nuclear)

Total Year 2022

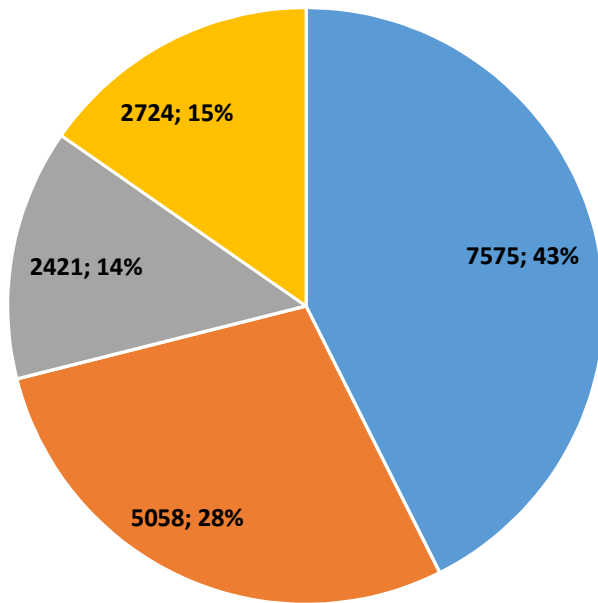
Customer	Segment
Thermax Group	Energy
Megha Engineering	Petrochem
Indian Oil Corporation Ltd.	Petrochem
Bharat Heavy Electricals Ltd.	Energy
Rushabh Enterprises (Dlr)	Gen. Ind.
ISGEC Heavy Engg. Ltd.	Energy
NTPC Limited	Energy
Patil Engineering (Dlr)	Gen. Ind.
Pooja Engg. Company (Dlr)	Petrochem, Gen.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

Total Year 2023

Customer	Segment
Thermax Group	Energy
IGSEC Heavy Engineering	Energy
Patil Engineering	General Industry
Megha Engineering	Petrochemicals
Rushabh Enterprises	General Industry
NTPC	Energy
Pooja Engineering Company	General Industry
Deraz Engineers	General Industry
K C Cottrell	Energy
Hydraulic Engineering	General Industry

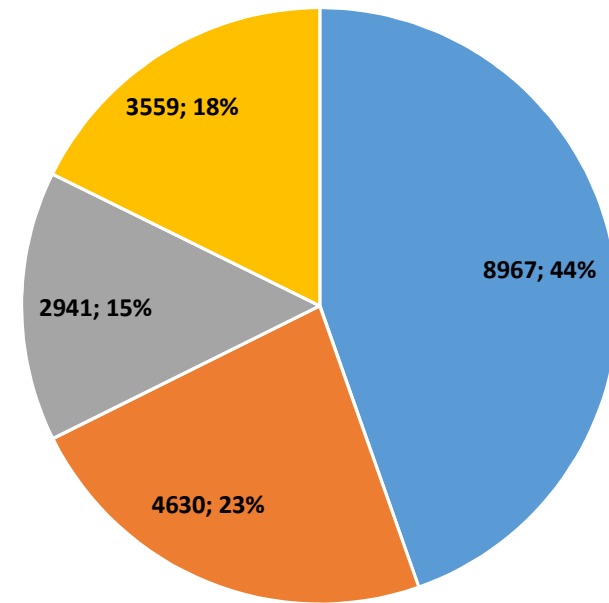
6. Order Intake Overview: Distribution of Domestic Business

Order Intake 2022



■ Standard Products ■ Engineered Products ■ Supremeserv ■ Valves

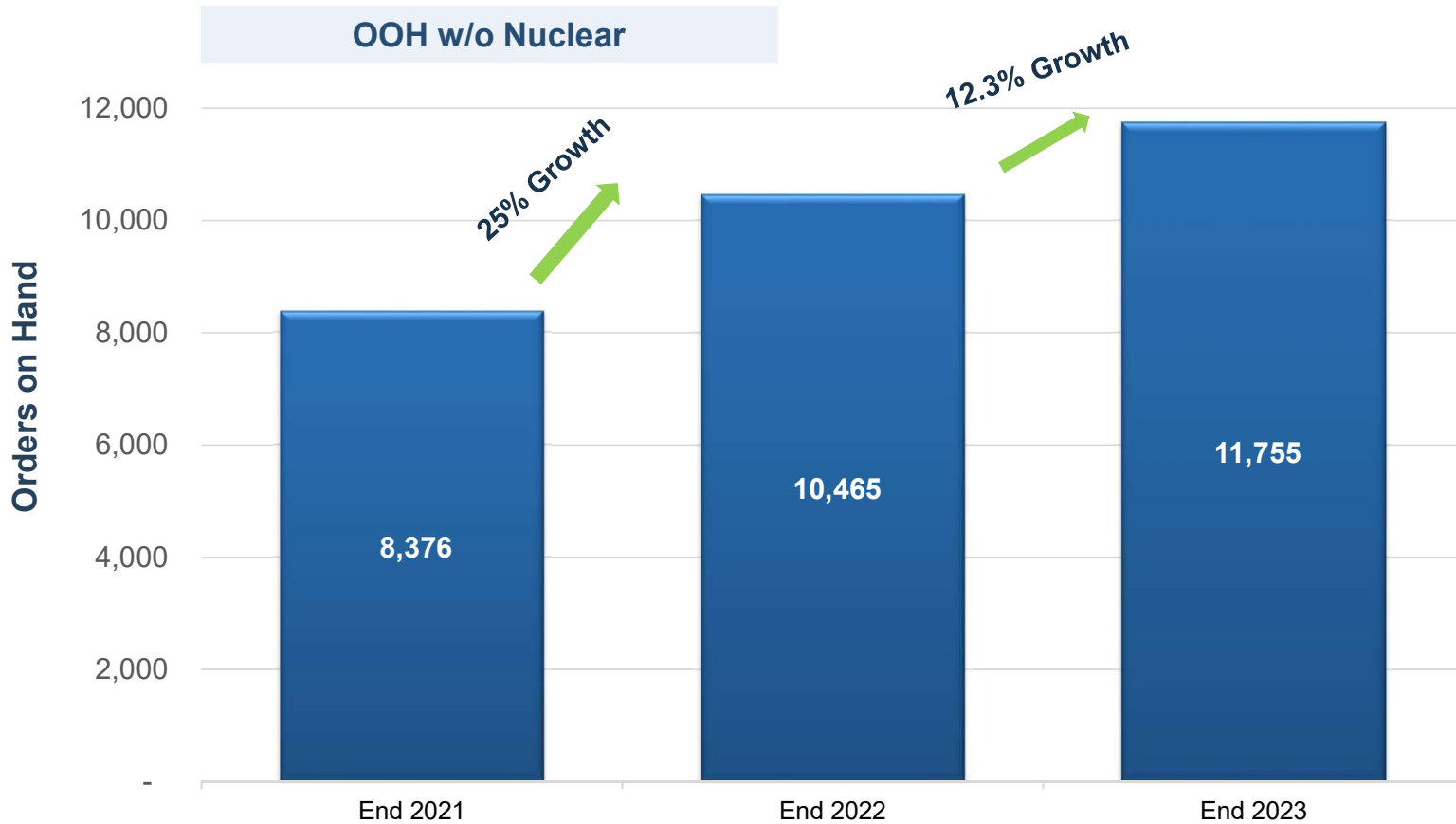
Order Intake 2023



■ Standard Products ■ Engineered Products ■ Supremeserv ■ Valves

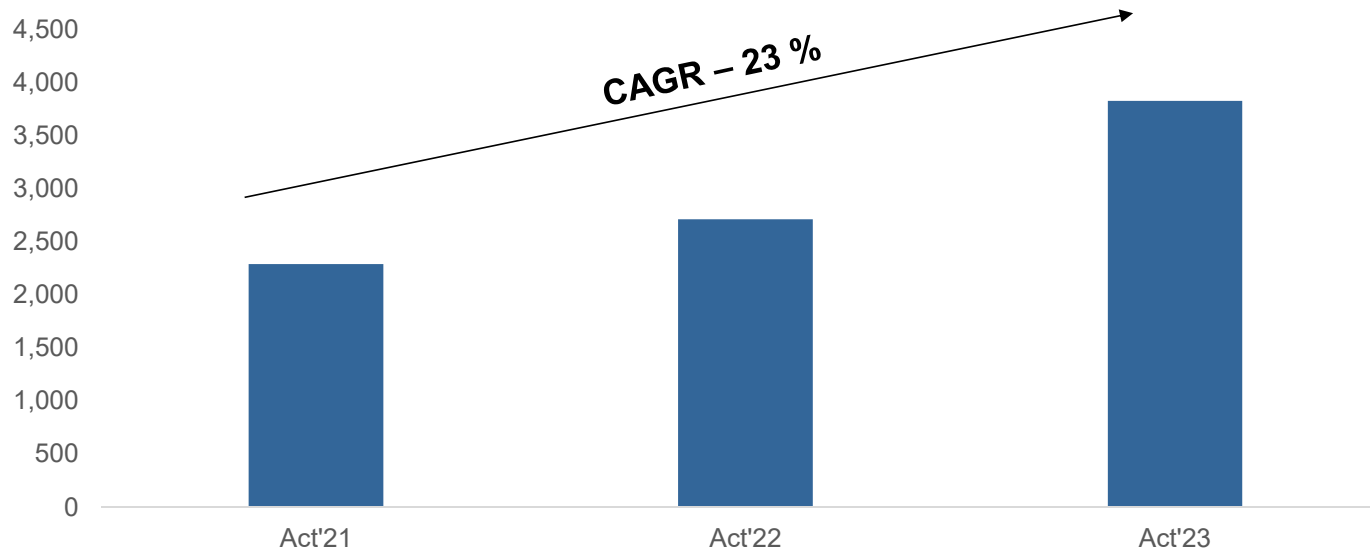
Orders on Hand (OOH) Situation

KSB Limited (Domestic + Exports) In INR Mio



Good OOH situation adequate to achieve the Sales budget and keep plant loaded.

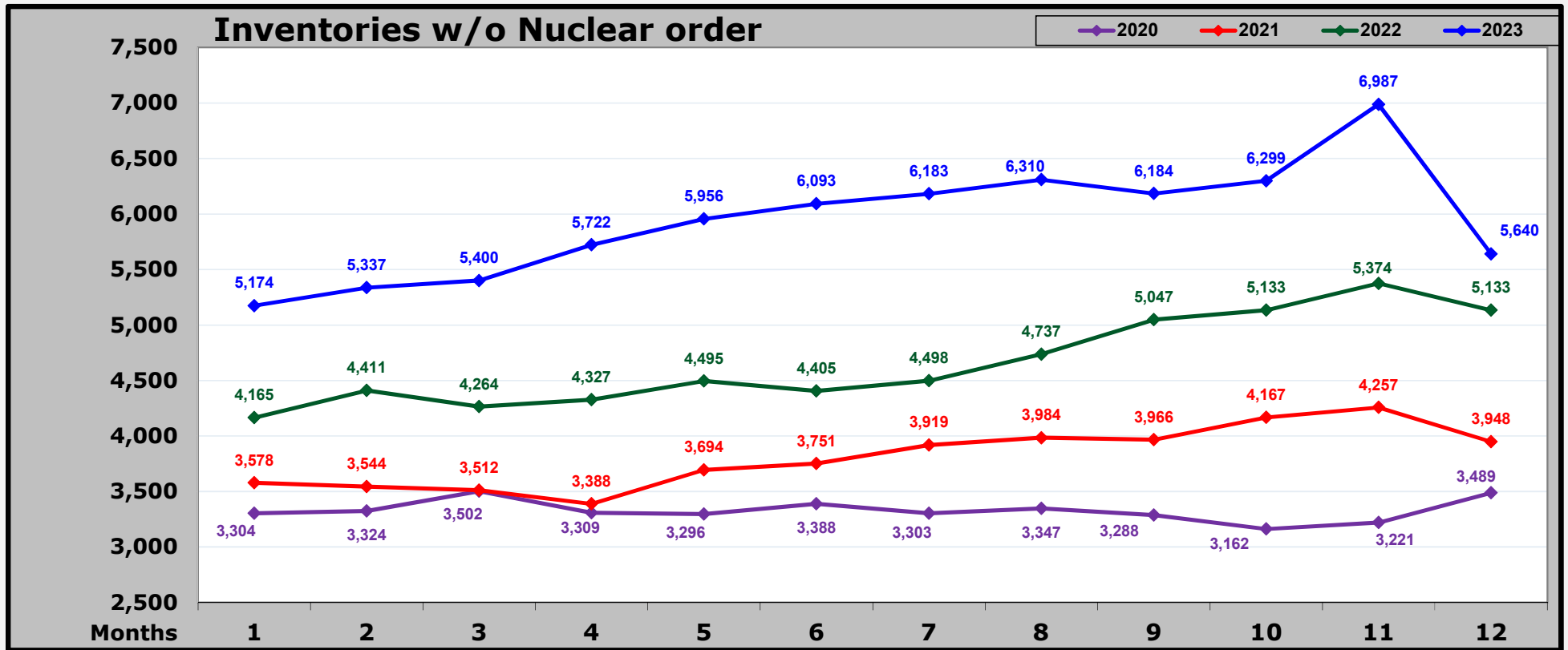
Exports Performance



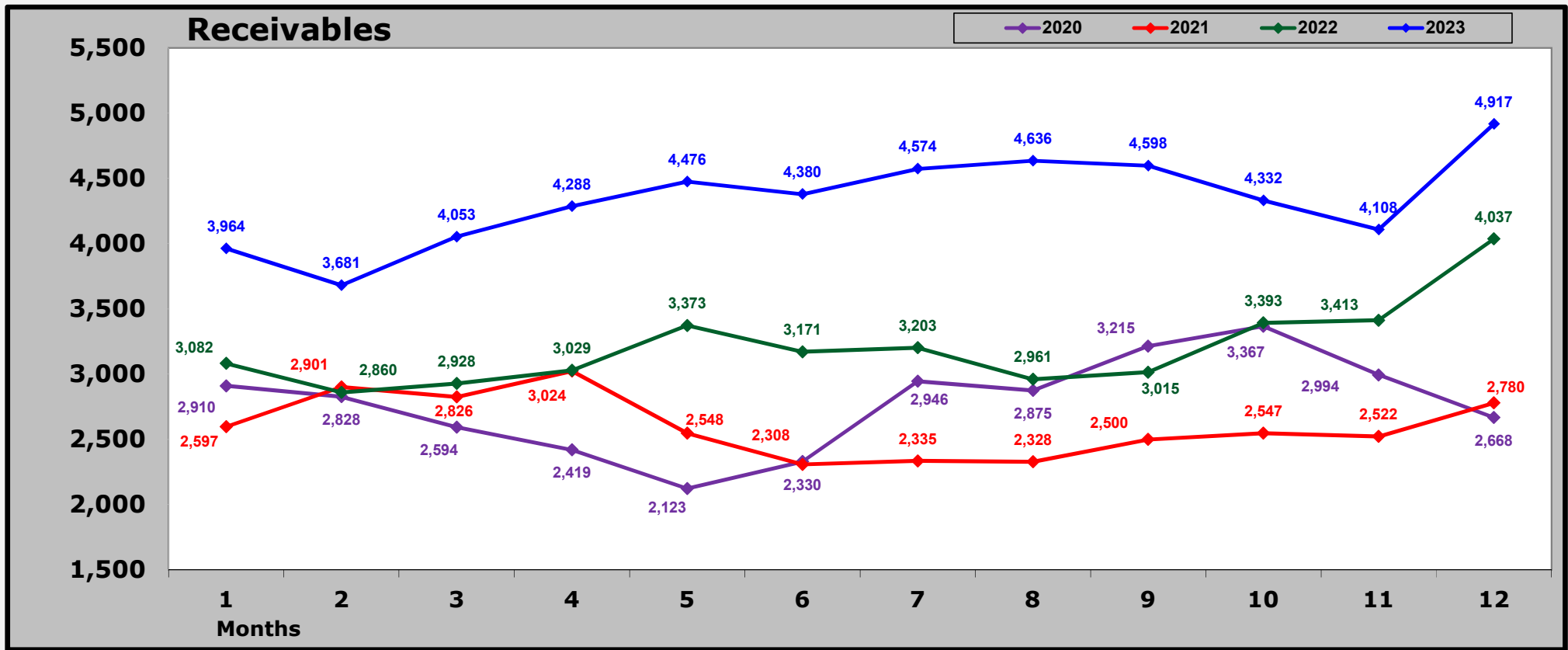
Order Intake	Act 2021	Act 2022	Act 2023
Exports(%)	14%	13%	16%

7. Financials.

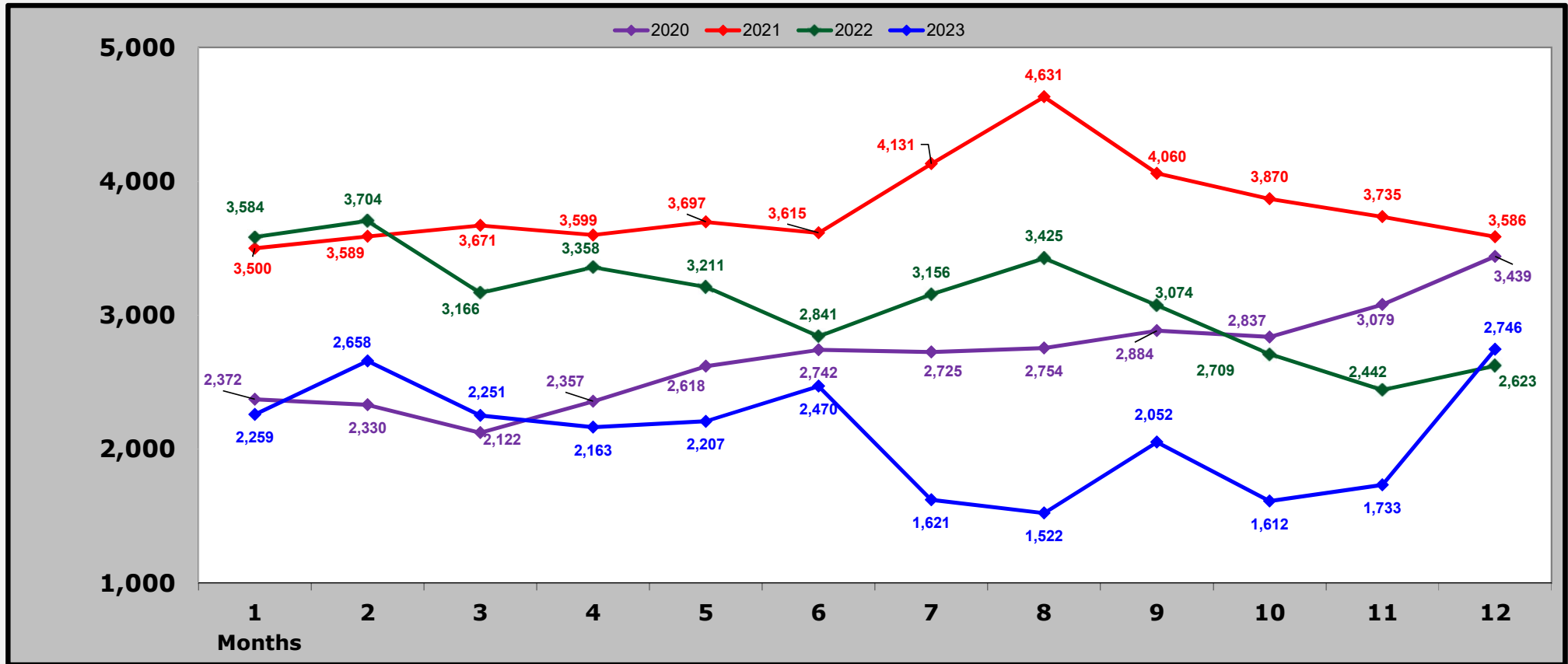
Inventories



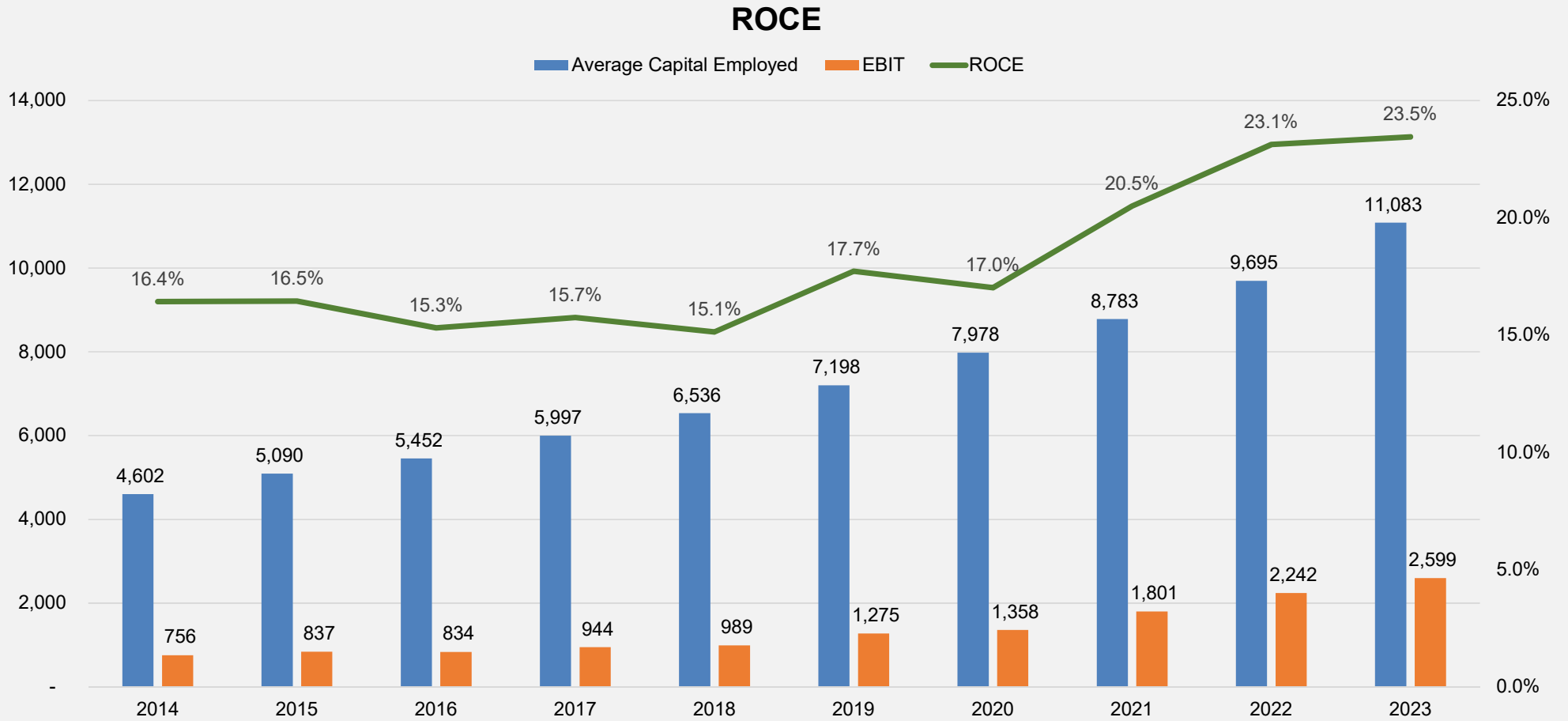
Receivables



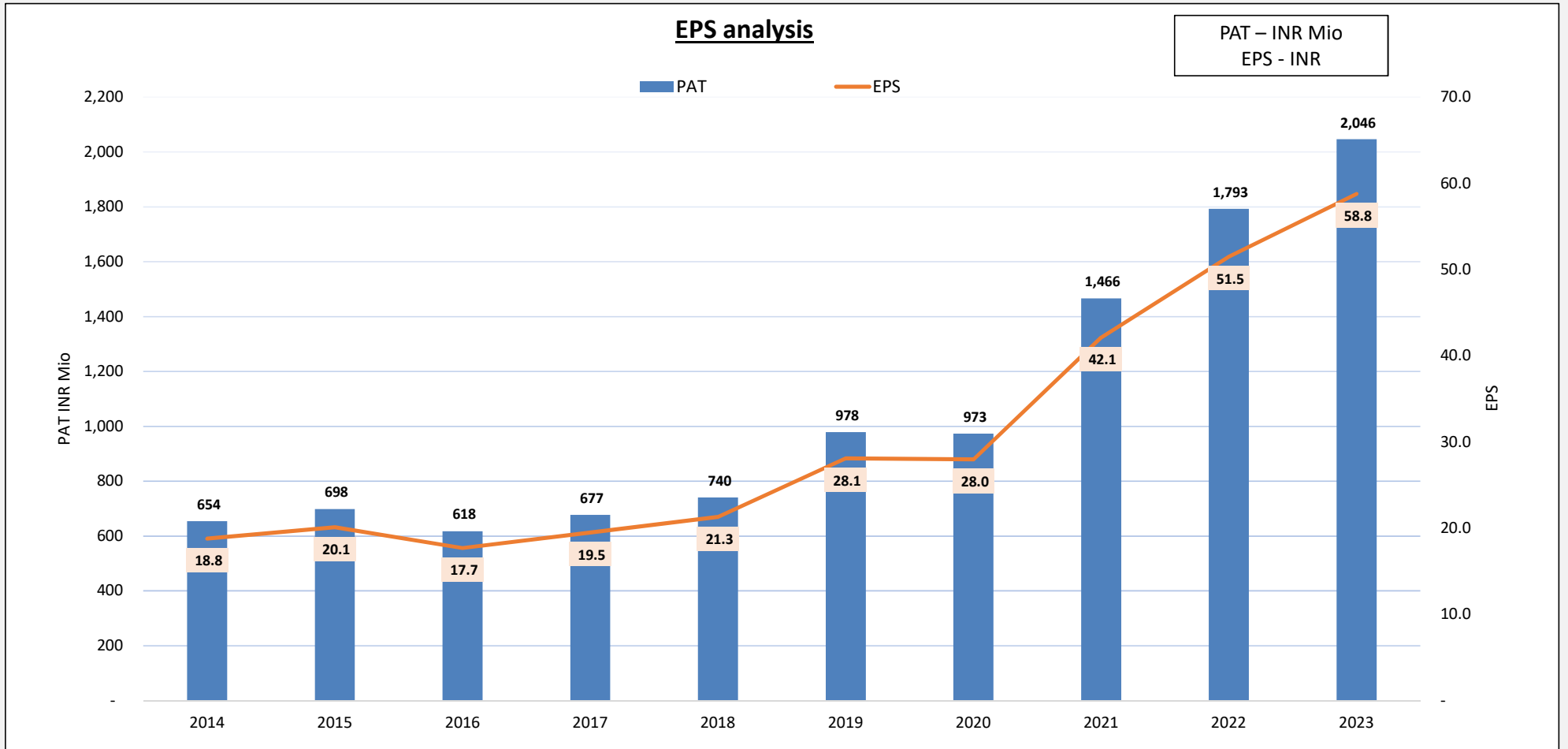
Net Financial Position



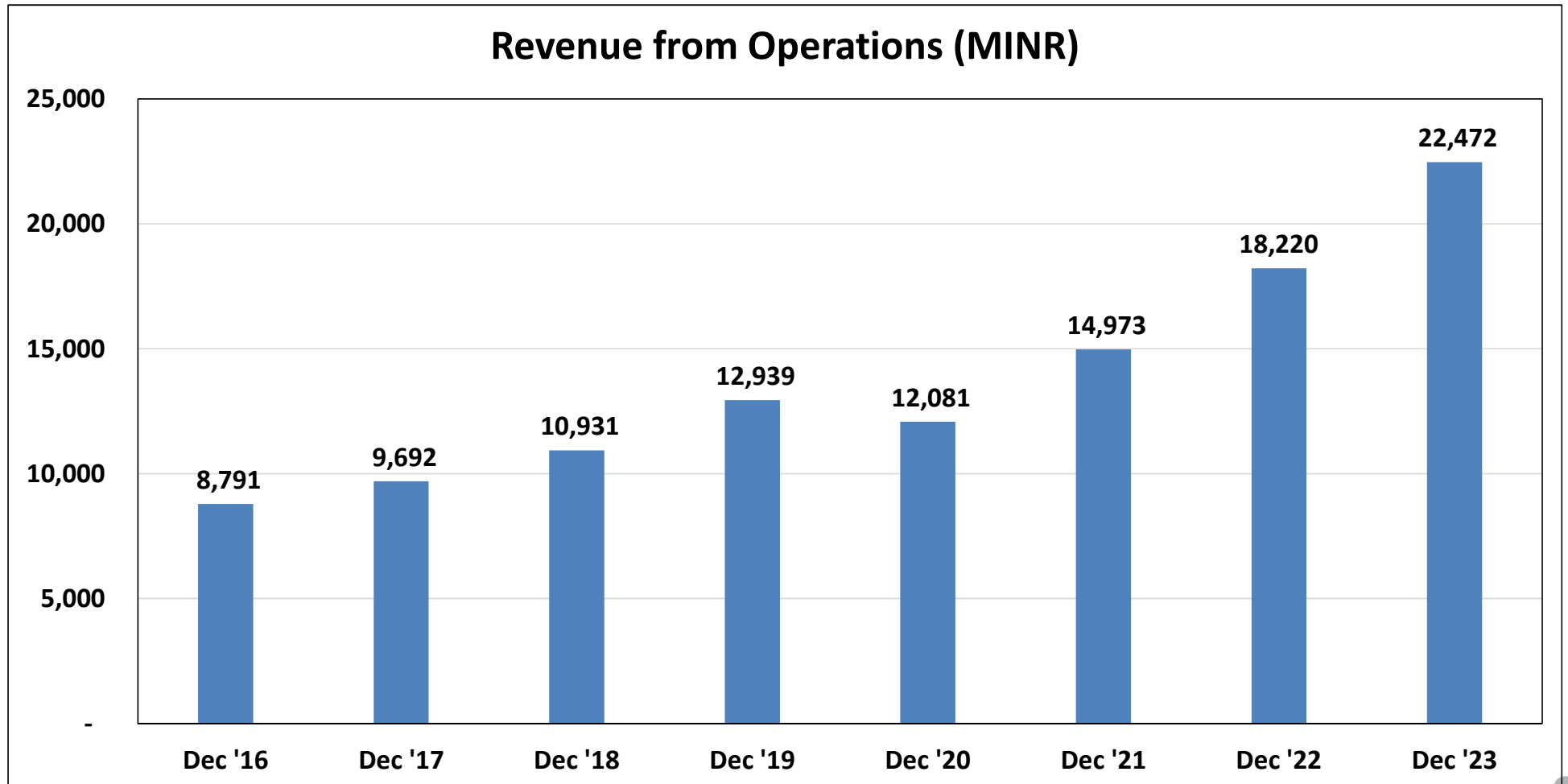
Return on capital employed (ROCE)



Comparative Earning Per Share

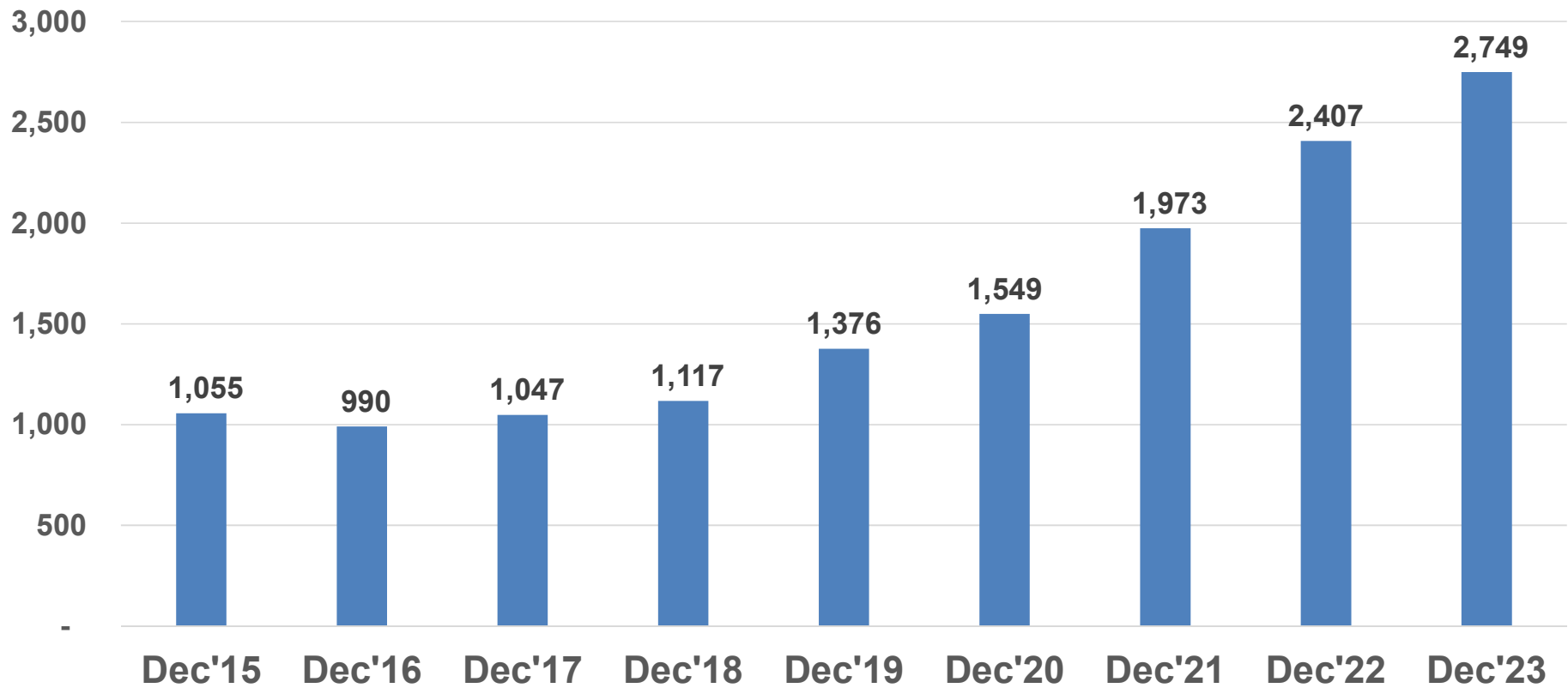


Revenue Trend



Profit Trend

Profit Before Tax (PBT)



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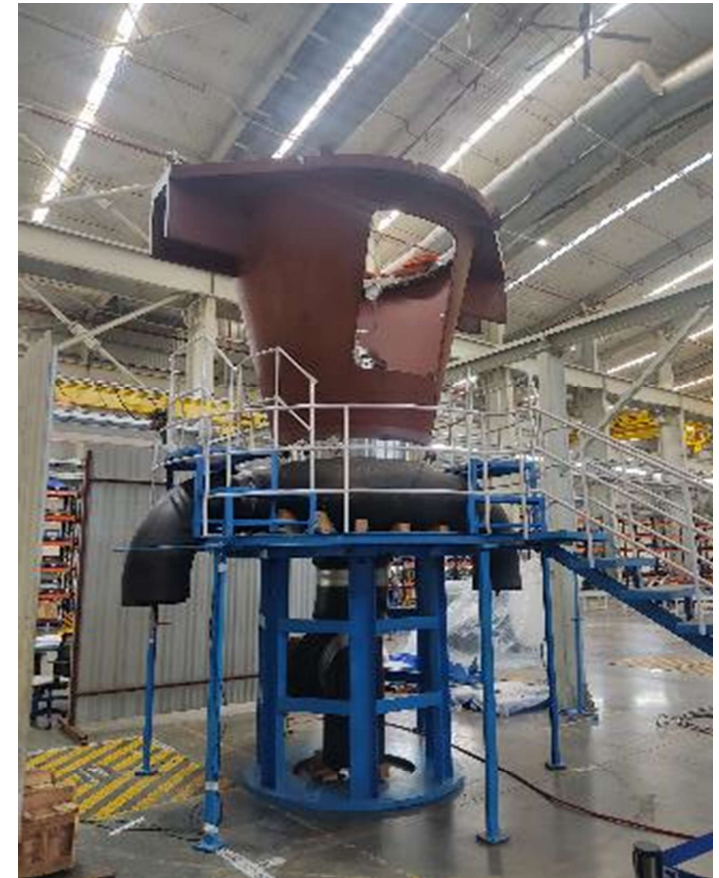
8. Major Updates - NPCIL Order



Helium Leak test RSR 400

GHAVP – Project Status RSR 400

- 1st Pump casing dispatched to site in Nov'23
- 1st Rotor assembly ready..



Hydro Test setup RSR 400

9. ESG – Initiatives.

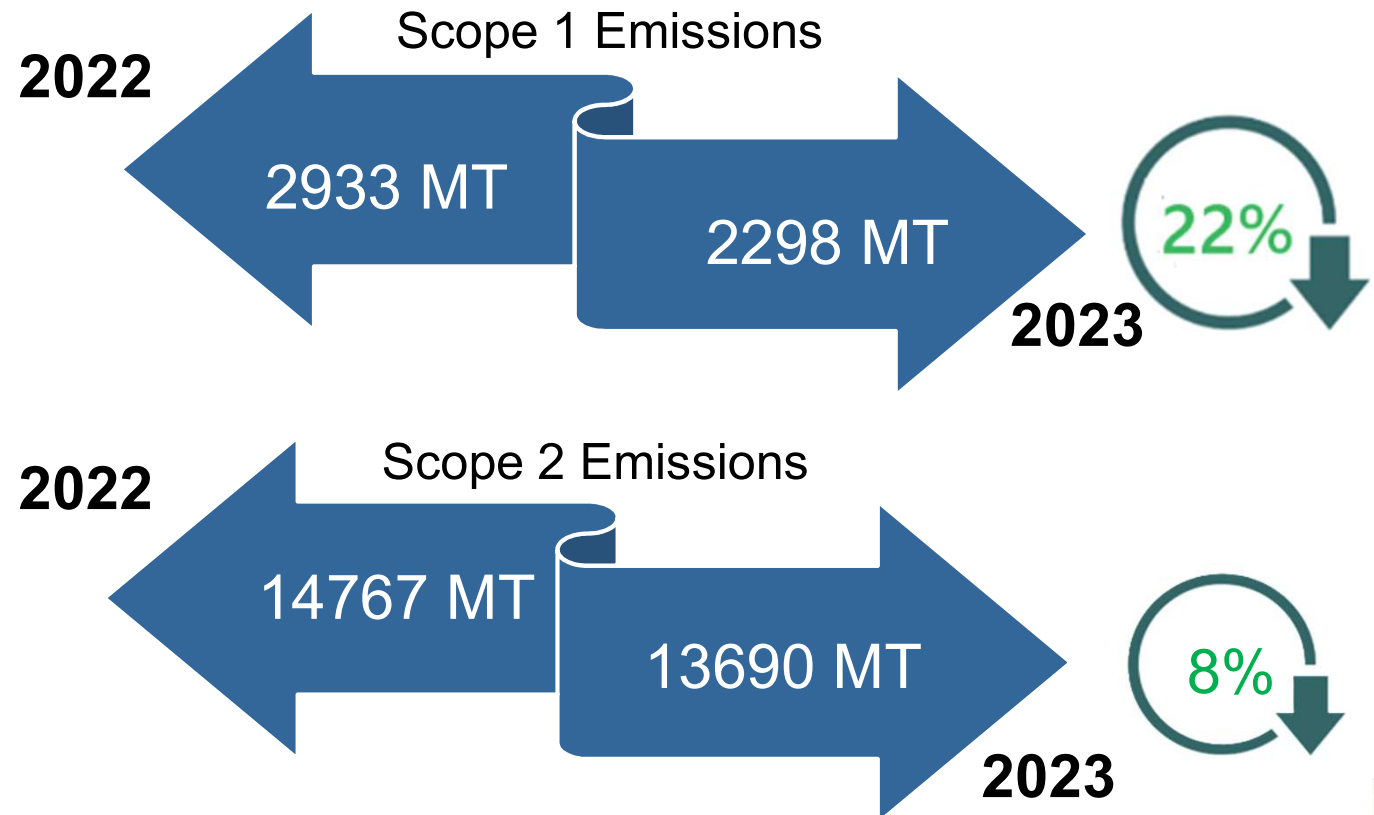
Group Captive Solar

Power Purchase Agreement (PPA) Signed with Sunsire Energy

- ❖ Vendor – Sunsire Energy
- ❖ Location – Solapur, Maharashtra
- ❖ Capacity – 6.65 MWp
- ❖ Supply nearly 1 Crore units of green power annually for 25 years
- ❖ 221,000 Tonnes of CO2 offset over 25 years – 3.5 Lac Trees



Carbon Emission Reduction at KSB India.



Measures

- Energy Audits at IPD, WPD, CBE & FD plants to find out energy saving measures
- Accurate Measurement of emission's sources
- Awareness created in process owners.

ESG initiatives.

ESG training module & Certification

- Module in Audio Video mode.
- ESG related Interesting games & puzzles.
- Employee has to pass the test by scoring more than 80%.



Content of Module

Phase
1

Launched on 7th
Feb 2024 for
Manager &
above
Employees

Phase
2

June 2024 , for
other remaining
employees

Focus on Gender Diversity

5 Initiatives for Improving Diversity



Formation of “Gender Diversity Project Team”



Diversity Ambassador



Female Friendly Environment



Engaging Social Counsellor



Special recruitment drive for female candidates

Engagement Activity

Participation at India Energy Week, Goa

- KSB Ltd. at India Energy Week 2024
- Inaugurated by PM Modi in Goa.
- Featured Industry Pavilions
- KSB in Petrochem Pavilion
- Strengthening industry partnerships



KSB at 2nd Hydrogen India Summit 2024 -New Delhi

- KSB at Hydrogen India Summit
- Global platform in New Delhi
- Key stakeholders from 20+ countries
- Theme: Pumps for Green Hydrogen
- Proton Exchange Membrane (PEM) focus



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Exhibitions



KISAN EXPO, Pune 2023 : The Kisan Exhibition, one of the largest Agri fairs across India, was organized at Pune from 13th to 17th December 2023.

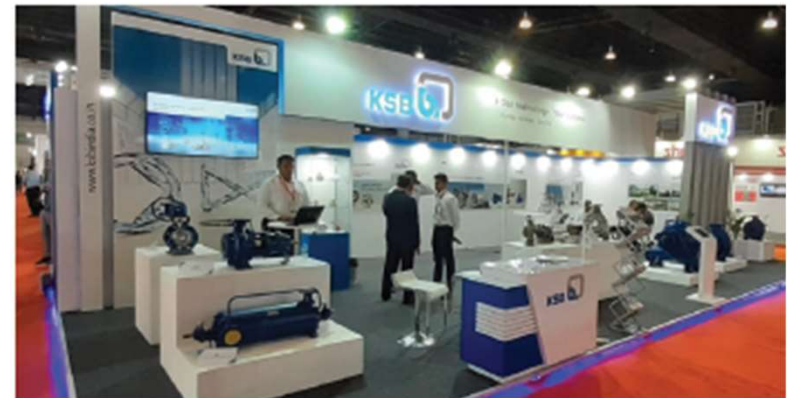
We displayed our wide product range for Solar, Domestic and Agricultural applications and their associated spares. The prominent products displayed were Aqua Series, V4 Oil Filled Submersible, Single Phase Induction Motor and KMR 3 Phase Open Well Submersible.

Paperex Expo, Noida - 2023

16th International Exhibition & Conference on Pulp, Paper & Allied Industries was organised from 6th Dec to 9th December at India Expo Centre, Greater Noida.

We participated by displaying our wide portfolio of pumps, valves and aftermarket capabilities for the Paper industry.

500 + visitors which include direct customers and consultants visited our stall and we could generate 100+ inquiries.



Exhibitions



KSB at VSI expo, Pune.

We displayed a wide range of pumps including Etanorm, KN CPP, CPK SO specially designed for Ethanol Distilleries and valves designed for sugar plants along with mechanical seals, capturing the audience's interest and generating inquiries from the attendees.



ANUTEC Expo, Mumbai.

We participated ANUTEC – International Food Tec India 2023 (AIFTI) held from 7th to 9th Sep 2023 at Bombay Exhibition Center, Goregaon Mumbai.

We showcased our hygienic range of pumps for Food, Dairy & beverage industries along with our standard range of pumps.



Exhibitions & Customer Visit



VSI Expo-2023, Pune :

Vasantdada Sugar Institute (VSI), organized its 3rd International Conference and Exhibition on “Sustainability: Challenges & Opportunities in Global Sugar Industry” from January 12 to January 14, 2024 at its Manjari campus in Pune.

We displayed a wide range of pumps including Etanorm, KN CPP, CPK SO specially designed for Ethanol Distilleries and valves & mechanical seals.



International Mining Expo (IME), Kolkata:

KSB actively took part in IME Expo'23, held at Eco Park, Rajarhat, Kolkata from November 6th to 9th, 2023. IME'23 is a leading international exhibition focused on mining, equipment, minerals, and allied industries.

Exhibition showcased a diverse range of innovative mining, dredging and slurry applications which allowed us to significantly enhance the visibility of our product offerings among attendees.

Exhibitions & Customer Visit



FSIE Expo-2023, Mumbai : We took part in Fire & Safety India Expo (FSIE) 2023, held from 24th to 26th Aug 2023 at Jai World Convention Centre Mumbai.

We exhibited our wide range of firefighting pups like MSMO, Split case, End Suction, Terrace Booster, Vertical Inline pumps etc. The exhibition attracted 10,000+ visitor



Bhabha Atomic Research Center (BARC) visit at EPD in Aug'23 : BARC Mumbai team from Reactor Technology Division (RTD) visited our KSB EPD plant.

Key delegates visited were Mr. Mahender Dev-HOD (RTD), Mr. Anant Joshi – Head PES, RTD, Mr. K K Jha – SO/G-RTD, Mr. Girdhar Sharma – SO/G-RTD, Mr. Karunesh Kumar – SO/G-RTD.

Comprehensive tour of EPD shop was conducted along with delegate.

Dealer Conference



East Zone Dealer Conference held on 8th & 9th December, 2023 attended by 60+ dealers

North Zone Dealer Conference held on 20th & 21st November, 2023 attended by 100+ dealers

Major Highlights:

- Key products launched including Ultra Plus(5), (3 & 5 HP Single Phase Monobloc Pumpsets)
- KSTP (Sewage Pumps).
- Displayed the extensive range of newly developed products

Corporate Social Responsibility Projects

Women Entrepreneurship Development Program (EDP)

40

Women
Established their
Businesses

Out of which

30

Received
Seed funds



- Focusing on Women Empowerment, KSB Care Charitable Trust initiated women entrepreneurship development program (EDP) for underprivileged women near Sinnar.
- The program's outcomes are promising, with 40 women successfully establishing their businesses and experiencing a notable increase in income levels. Out of 40, 30 women were provided with seed funds to initiate their own businesses.
- 30 beneficiaries were handed seed capital fund by KSB Sinnar team.

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School Bus Donation at Shirwal



Families for Children, Coimbatore



School Kit Program, Pune



Yuva Mitra Women Skill Development



CNC Lab at ITI Satara



Supported by
KSB Care Charitable Trust

CSR 2023



Total Lives Impacted in 2023:
5,000+



Felicitation by Dy CM for Skill Development Project



CYDA Women Entrepreneurship Development, Sinnar



Y4D Women Skill Development Program, Pune



Waste Collection Van to Gram Panchayat, Kesurdi



Time for Questions

THANK YOU