

Date: 8th November, 2023

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 2nd November, 2023, we wish to inform you that the Company participated in the Institutional Investors Meet held on 08th November, 2023. Attached herewith presentations made to investors along with audio/video link.

Link for the audio/video recording of the meeting is: <https://youtu.be/gGUsxZCt1A>

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



Energy Pump Division at a Glance

Nitin Patil

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Welcome to Energy Pump Division





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Facility at Glance

- Plant overview
- Technical advancement in machines
- Test field facilities
- Segments catered through EPD
- Product gallery



EPD Plant established in 2017 with the site size of 100000 sq mt.

Salient Features:

- Best in class and State of art Factory
- IGBC Green factory building - Platinum rating (Global Excellence)
- Shop evaporative cooled with forced circulation for dust-free Environment / Better working condition
- Roof top Solar - 1000 kW
- FGD / KWP Lining facility
- Digitized Test Bed
- Nuclear mechanical seal manufacturing and Dynamic testing set-up
- Dedicated bays
- Under one-roof processing for large pumps



Certificate “Made by KSB” Excellence



KSB Limited, Shirwal

Energy Pump Division (EPD), Plot No A1, Khandala MIDC, Phase-II,
Village Kesurdi, Tal. Khadnala, Dist. Satara – 412802, Maharashtra, India

fulfills all requirements of the KSB Certification Process “Made by KSB”.

The audit results confirm that the above site successfully demonstrated to have established the process reliability required to sustainably achieve the quality, environmental, health and occupational safety requirements defined for the KSB Group.

This certificate is valid until 31 January 2026

Frankenthal, January 2023

Jens Leeper
(Dr. Jens Leeper, ID: 486491/0223/05-0110007-1)

Jens Leeper
Global Operations
KSB Group

Oliver Flörsch
(Oliver Flörsch, ID: 241666/0223/05-0110007-1)

Oliver Flörsch
MbK Integrated Management
KSB Group



MBK AUDIT SCORE



- A proud achievement for EPD plant was receiving a **Three Star Grade** in MBK audit.
- It is the first plant outside of Europe to achieve this milestone.
- Third plant after Luxembourg and Pegnitz

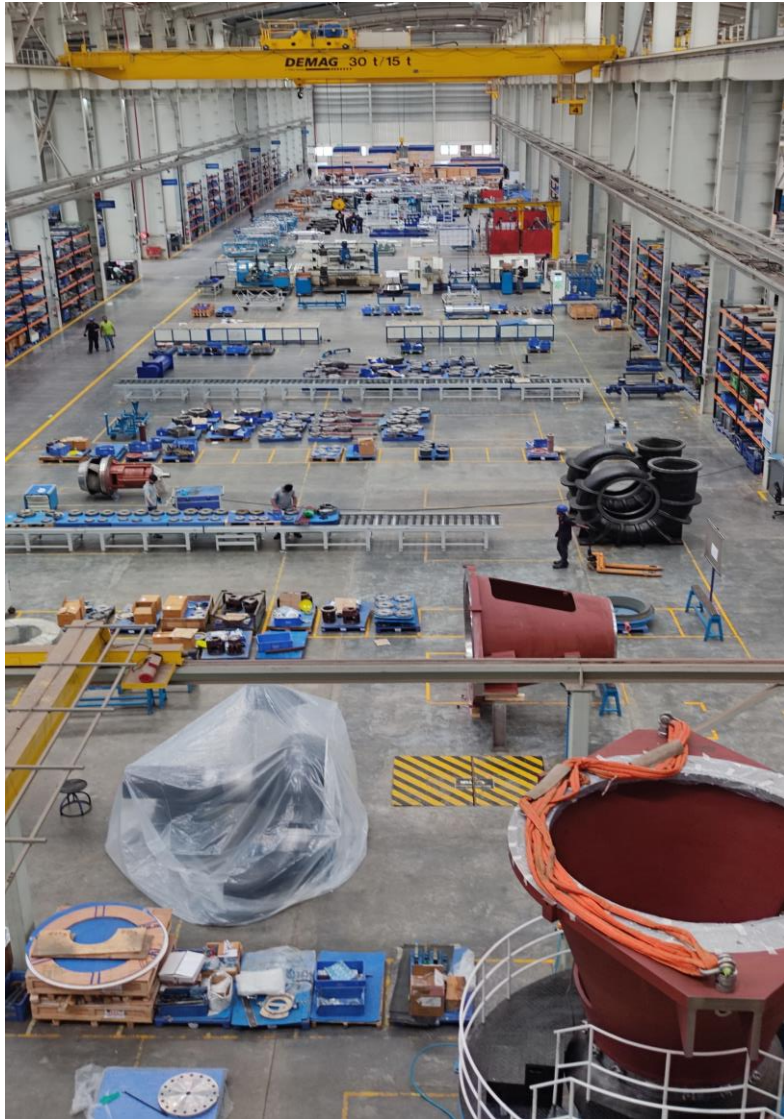
New Office Building



Salient features :

- Building designed with Unique KSB Logo from Top
- IGBC Green factory building - Platinum rating (Global Excellence)
- Unique building design to maximise day light use
- Central court yard landscape with water bodies to provide evaporative cooling effect.
- High efficacy light fittings with sensor based operation
- Well planned work place- accessible collaboration zone & Interaction zones with external visitors separated from core offices area.
- Use of natural stone for wall cladding to reduce heat load
- Open space in adherence to green building interiors standard

Shop Glimpses



Technical Advancement in Machines



Cylindrical grinding machine



VMC , 5 Axis multitasking machine Having Features of turning & Milling



VMC, For drilling & keyway milling operations. Longest shaft of 3.2 meter holding



**HMC
For Flange machining & Feet Machining**



**VTL
For Barrel & distributor casing Machining.**



**CNC Lathe
For shaft machining**



Best in class test facility

- Performance test upto 6000 KW (can be scaled up to 10Mw)
- Horizontal and Vertical pump test
- NPSH test
- Pressure pulsation test
- Visual cavitation test
- String and Hot water test
- Dry run test
- Thermal shock test incl stress measurement
- String test with Job Motor and other accessories
- Test with VFD (6 MW) and Gear Box combination to get any test speed requirement
- All Voltage requirements from LT to 3.3/6.6/11 KV
- Remote inspection

Segments Catered through EPD Plant



Major segments catered :

- Nuclear power plant
- Thermal power plant
- Oil and Gas industry

Product Gallery



CHTR/C/D



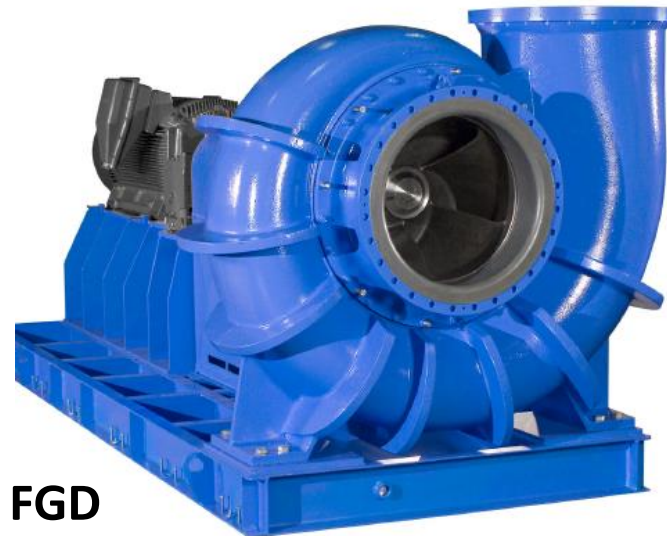
HDA/HDB/HG



RSR



CHTRa



FGD



WKTA/B/R

2

Success Stories

- Flue gas desulphurization
- New product development and Execution
- Customer approvals
- Nuclear order

Flue Gas Desulphurization (FGD)



Thermal power plant



FGD Lining room



FGD pumps testing set-up

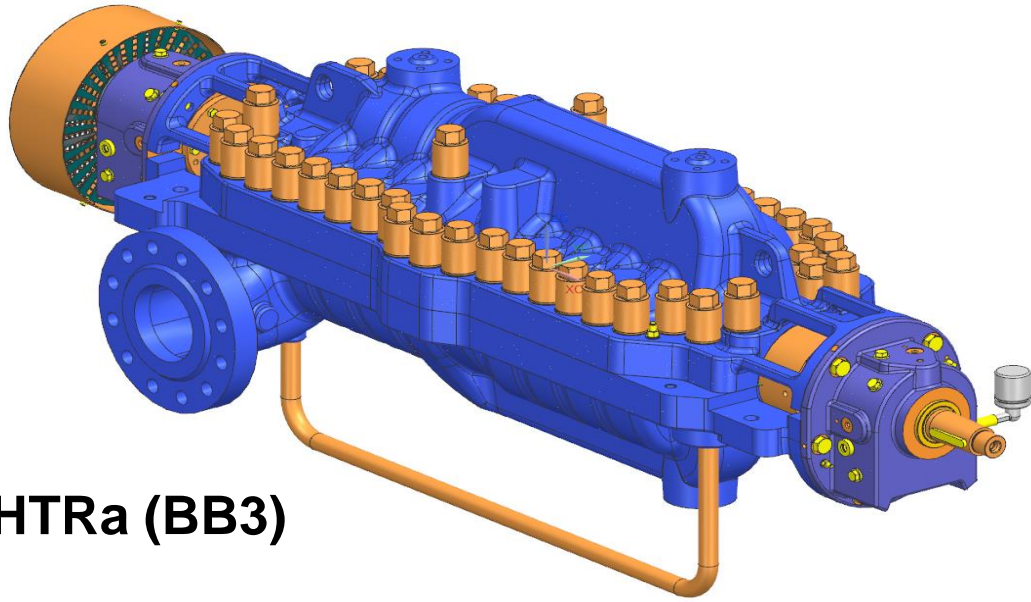


FGD process removes **Sulphur dioxide** from a **exhaust gas** stream in coal fired power plants.

EPD plant has a lining facility as well as testing facility.

One of the key product in the product basket.

New Product Development & Execution



CHTRa (BB3)

Applications :

Meets API 610-11th & 12th edition requirements to handle hydrocarbons and boiler feed water requirements.



**WKTR (Extended range)
(VS6)**

Applications :

Suitable for condensate extraction from steam turbines, handling cold or hot water, process liquids for refinery and petrochemical applications and ammonia handling.



Customer Approvals



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



हिन्दुस्तान पेट्रोलियम कॉर्पोरेशन लिमिटेड
Hindustan Petroleum Corporation Limited



PETRONAS

Hitz

Hitachi Zosen

Linde



Kuwait Oil Company

شركة نفط الكويت

SIEMENS

Ingenuity for life



BLACK & VEATCH



ENGINEERS
INDIA LIMITED

A Navratna Company

Oil and Gas

- JGC Japan
- Kuwait National Power Corporation.
- Bechtel.(USA)
- Petronas
- EIL
- Reliance Industries
- Technip
- IOCL , BPCL , HPCL
- Petrofac
- Baltic
- OMSK
- Linde
- Air products

Others

- Siemens
- Toshiba
- ThyssenKrupp
- NTPC , BHEL
- Hitachi Zosen Corporation
- Black and Veatch



Nuclear order :

- Received order for safety class pump from GHAVP project worth 551 Mio in Sept'23.



3

Major Orders Dispatched

- Supercritical pumps
- Major orders

Supercritical Pumps

CHTD 6/6



**Boiler feed pump for supercritical power plant 660 MW
End client - Vietnam power corp.**

Site - Van phong , Vietnam

CHTD 7/6



**Boiler feed pump for supercritical power plant 800 MW
End client - NTPC**

Site - Ramagundam, Telangana

CHTD 6/6



**Boiler feed pump for supercritical power plant 600 MW
End client - UP Rajya Vidyut Utpadan Nigam Ltd.**

Site - Harduaganj , Uttar Pradesh

Major orders dispatched

CHTR 5/9



LPG Handling pump
End client - KGPL

CHTR 6/8



Boiler feed pump for 165MW captive power plant- Oil & Gas
Client - HPCL Mittal energy limited

CHTR 5/5 & 5/6



Oil India
Crude oil handling and intermediate line pump

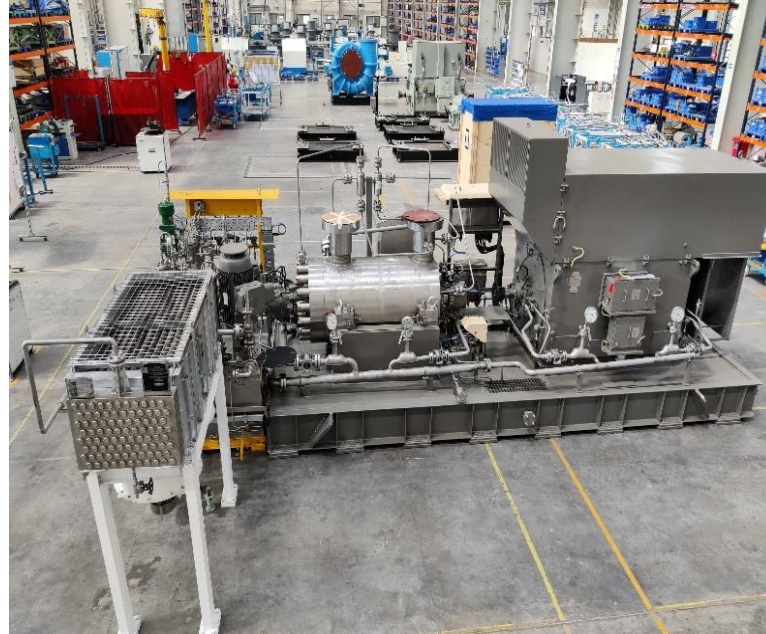
Major orders dispatched

RHD YNK



**Development order for Boiler feed pump (BFP) 700 MW
Pressurised heavy water reactor (Nuclear) - NPCIL**

CHTR 5/5 & 5/6



**Heera / Neelam Oil Platform
Water Injection pumps - ONGC**

CHTR 3/10



Residue Upgradation facility (RUF) DAO Feed pump - HPCL

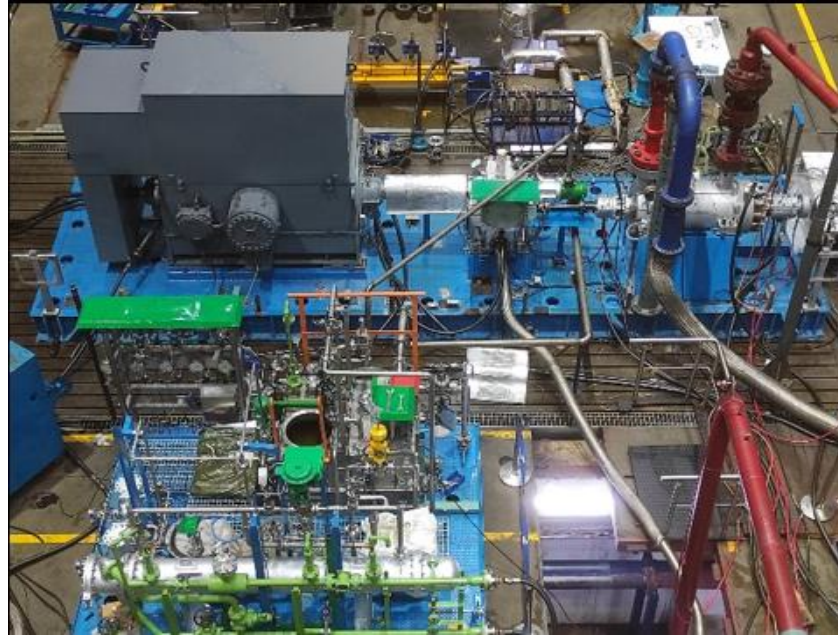
Major orders dispatched

CHTR 2/10 & 3/6



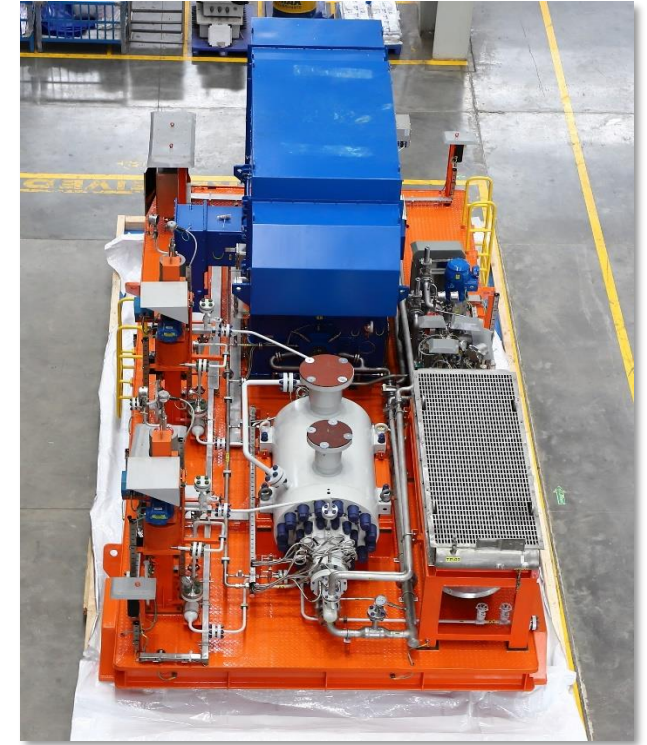
JGC HASSI R'Mel (Algeria)
Hydrocarbon liquid handling pump

LTHE CHTR



Distillated HDT feed pump
Client - HPCL

CHTR



Floating Production Storage & offloading (FPSO) pump to transfer diesel
Client - ONGC

4

Sustainability at EPD

- Solar energy generation
- Trees plantation
- Rainwater harvesting and Biogas plant

Solar Energy Generation - Roof Top Solar



- Roof top solar of 1 MW
- Solar power generation by
1 MW Plant is 1000 KWh
- Area Occupied is 15,000 Sq. mt
on the top of factory Sheds

Solar Capacity

Trees Plantation



1,000 +
number of trees are
planted in the plant
surrounding.



18 to 20 ton (Approx.)
CO2 reduction per
year.

Rainwater Harvesting & Biogas Plant



Ground water Recharge with bore well Typical Section

The pattern of natural slope of the site, its extent, and direction & detail contour survey of catchment area made to establish existing conditions.



Biogas plant

With an aim of carbon footprint reduction of KSB India. Successfully commissioned the Biogas plant for the food waste generated in canteen of EPD.

5

CSR Activities

CSR Activities

Ambulance donation to the charitable trust



Bench donation to the high school



School bus donation to Satara police public school



Chapati making machine donation



Tree Plantation at Charitable trust



Waste collection van donation to the Gram panchayat, Kesurdi



CSR Activities

School renovation and Donated water purifier to the Z.P Primary school



CNC simulator lab development for Government ITI school - Under construction



Right wherever you need us

Thank You.....!

Pumps • Valves • Systems





KSB Limited Institutional Investors' Meet – 8th November 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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8. Major Investments
9. ESG- Initiatives

1. Organogram



KSB Limited
Mr. Rajeev Jain, MD

Finance (CFO) & DTC
Mr. Mahesh Bhave

HRD
Mr. Mohan Patil

Sales & Marketing
Mr. Farrokh Bhatena

Nuclear Operations
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 Operations
Mr. Pradip Watve





Presence in India 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

EPD (Energy Pumps Division), Shirwal, Pune



New Admin Building Inauguration at Shirwal plant.



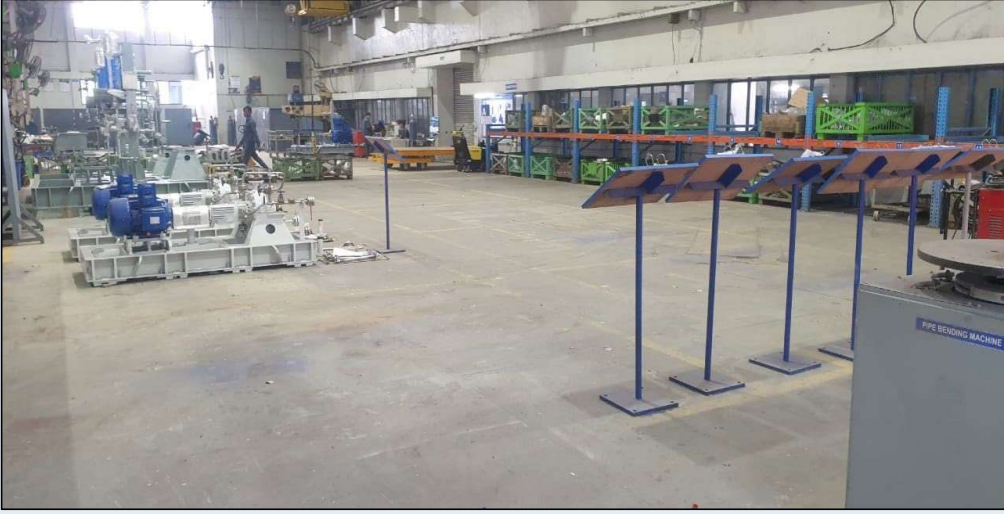
Inaugurated
New Admin
building on 2nd
November,
2023 at the
hands of Board
of Directors.



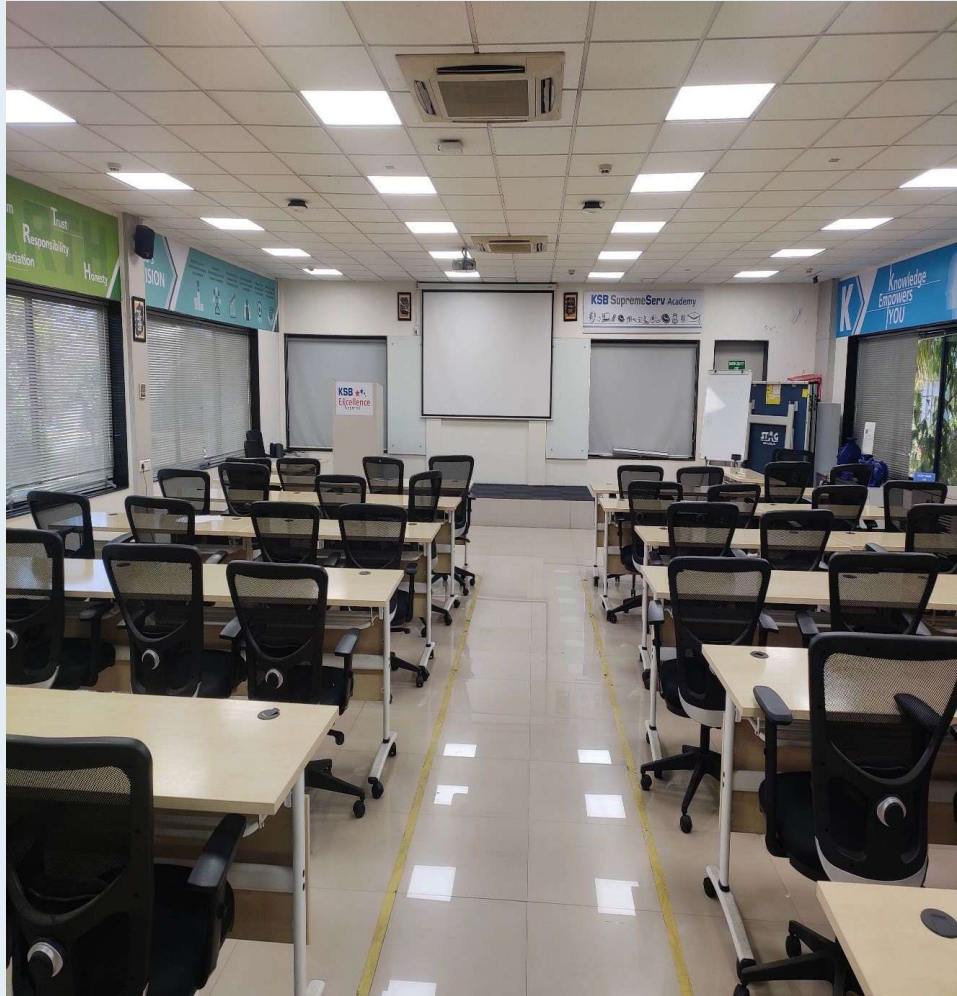
IPD (Irrigation and Process Division), Pune



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



Foundry Division, Vambori



Foundry Division, Vambori



SHUBHAM
Jul 19, 2023, 16:33



SHUBHAM
Jul 19, 2023, 16:25

Valves Division, Coimbatore



Valves Division, Coimbatore



Valves Manufacturing- KSB MIL Controls Limited, Kerala



Valves Manufacturing- KSB MIL Controls Limited, Kerala



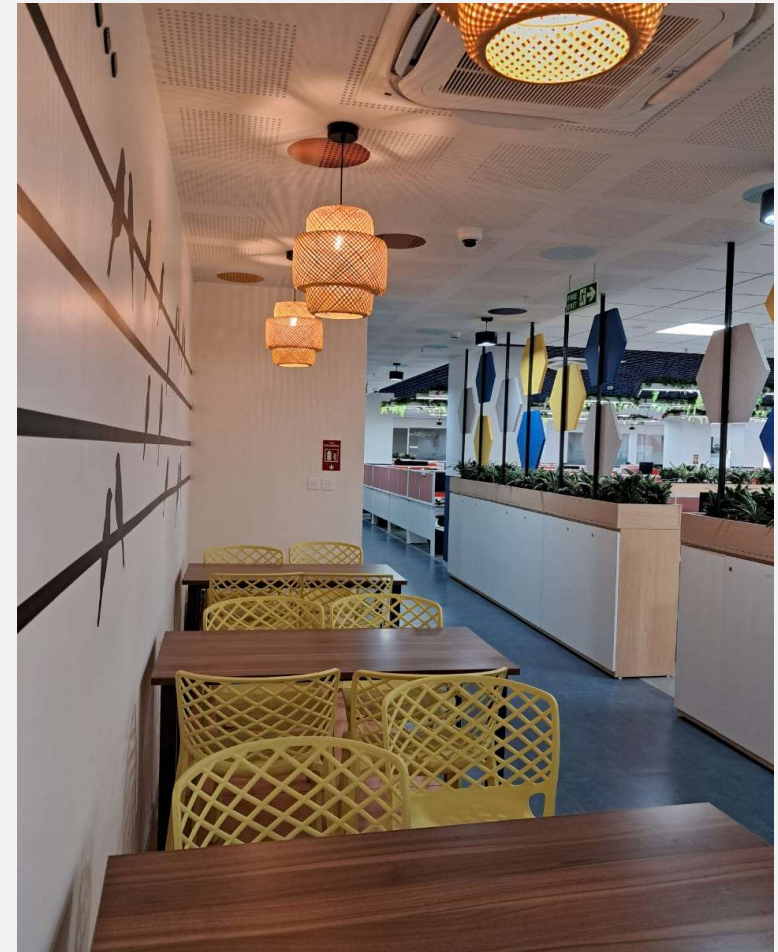
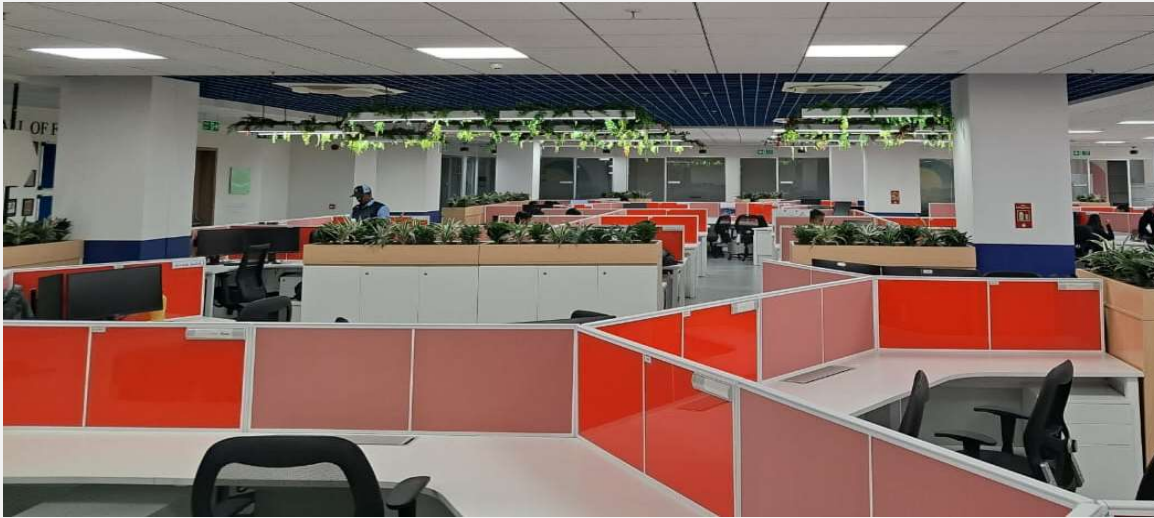
KSB Tech Pvt. Ltd., Pune, Maharashtra



State-of-the-art design center

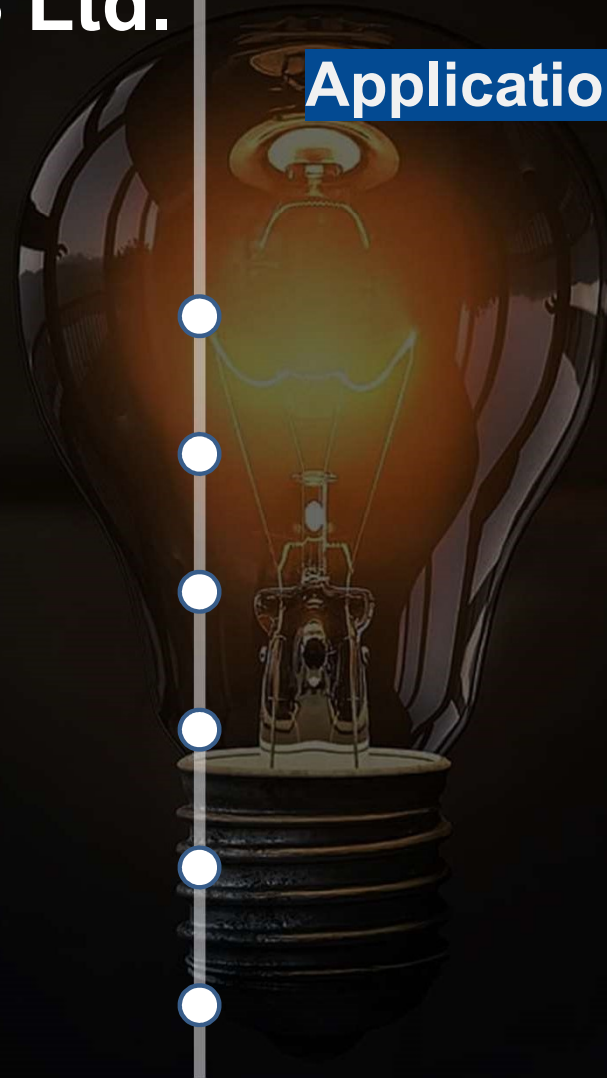
KSB Tech offers an integrated portfolio of business, technology, engineering services and solutions to all KSB group companies. The dedicated experienced team of KSB Tech reiterates the KSB group's commitment to building an ecosystem with a diverse range of sustainable technologies and solutions.

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



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:

FGD, Hydrocarbons services .

Overview Of KSB Ltd.

Applications In industries

Industrial

2

Energy

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:

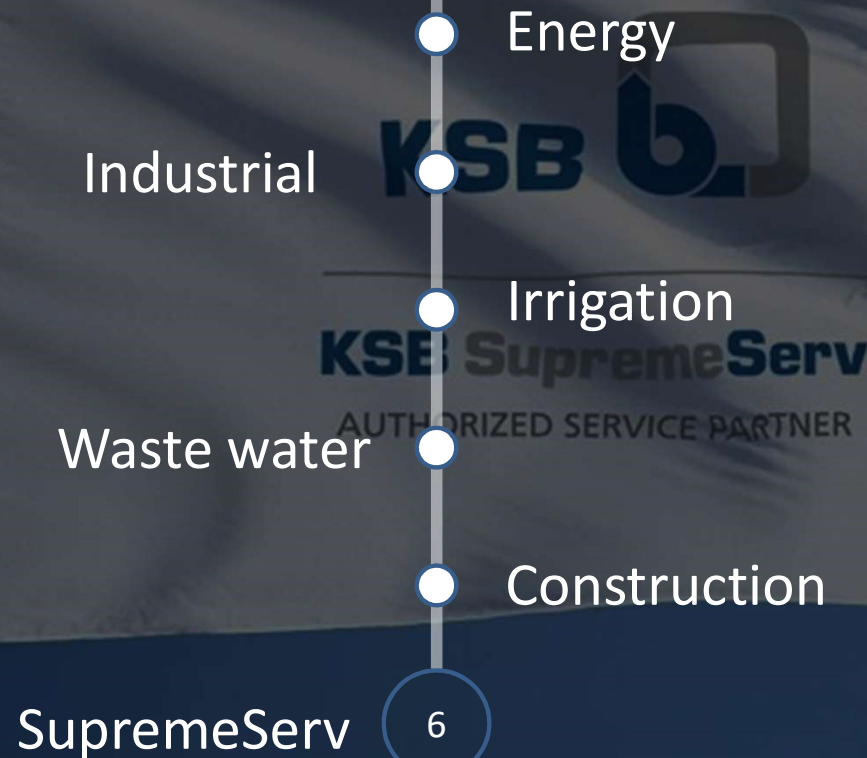
Hydro Pneumatic systems, Fire fighting pumps (listed and Non listed), HVAC pumps and panels for primary and secondary

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 Q3 2023

Highlights

- Nuclear Business – bagged order worth **551 mio INR** for Auxiliary pumps from **Nuclear Power Corp. of India**
- Received LOA (order acceptance) of **278 mio INR** and **12 mio INR** respectively from UP & Haryana Govts. under **PM – KUSUM** scheme
- **Rise in Order intake** over previous year through E-sales (E2E) e-sales.
- **CBE Valves division** recorded highest ever Order Intake YTD 2023 - **3173 Mio**

5. TOP 10 Customers

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 (Dir)	Gen. Ind.
ISGEC Heavy Engg. Ltd.	Energy
NTPC Limited	Energy
Patil Engineering (Dir)	Gen. Ind.
Pooja Engg. Company (Dir)	Petrochem, Gen. Ind.
Thyssenkrupp Industries	Energy, Petrochem.

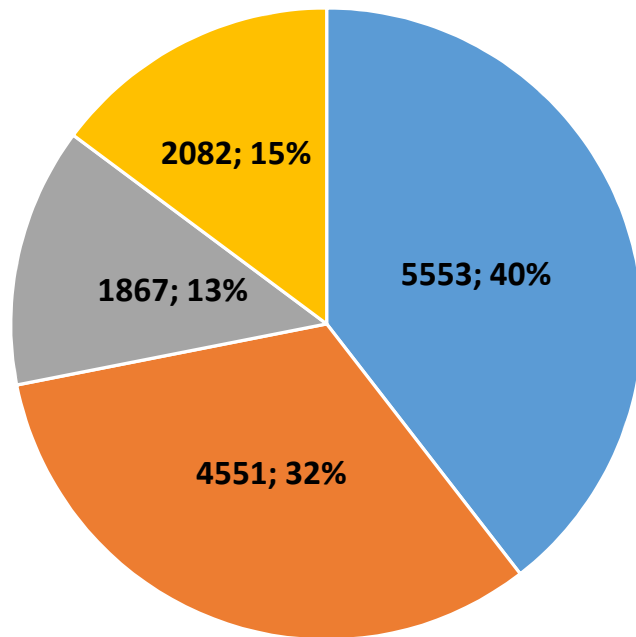
Total YTD Sep 2023

Customer	Segment
Thermax Group	Energy
Patil Engineering	General Industry
Megha Engineering	Petrochemicals
ISGEC Heavy Engineering	Energy
Rushabh Enterprises	General Industry
NTPC	Energy
Pooja Engg. Company (Dir)	Petrochem, Gen. Ind.
Tecnimont SPA	Petrochemicals
K C Cottrell	Energy
Hydraulic Engineering	General Industry

6. Order Intake Overview: Distribution of Domestic Business

In Mio INR

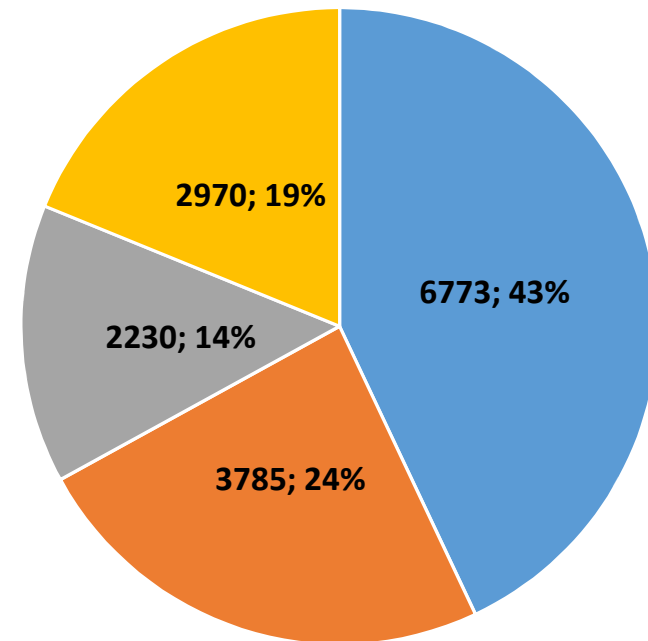
Order Intake YTD Sep 2022



■ Standard Products ■ Engineered Products ■ Supremeserv ■ Valves

In Mio INR

Order Intake YTD Sep 2023

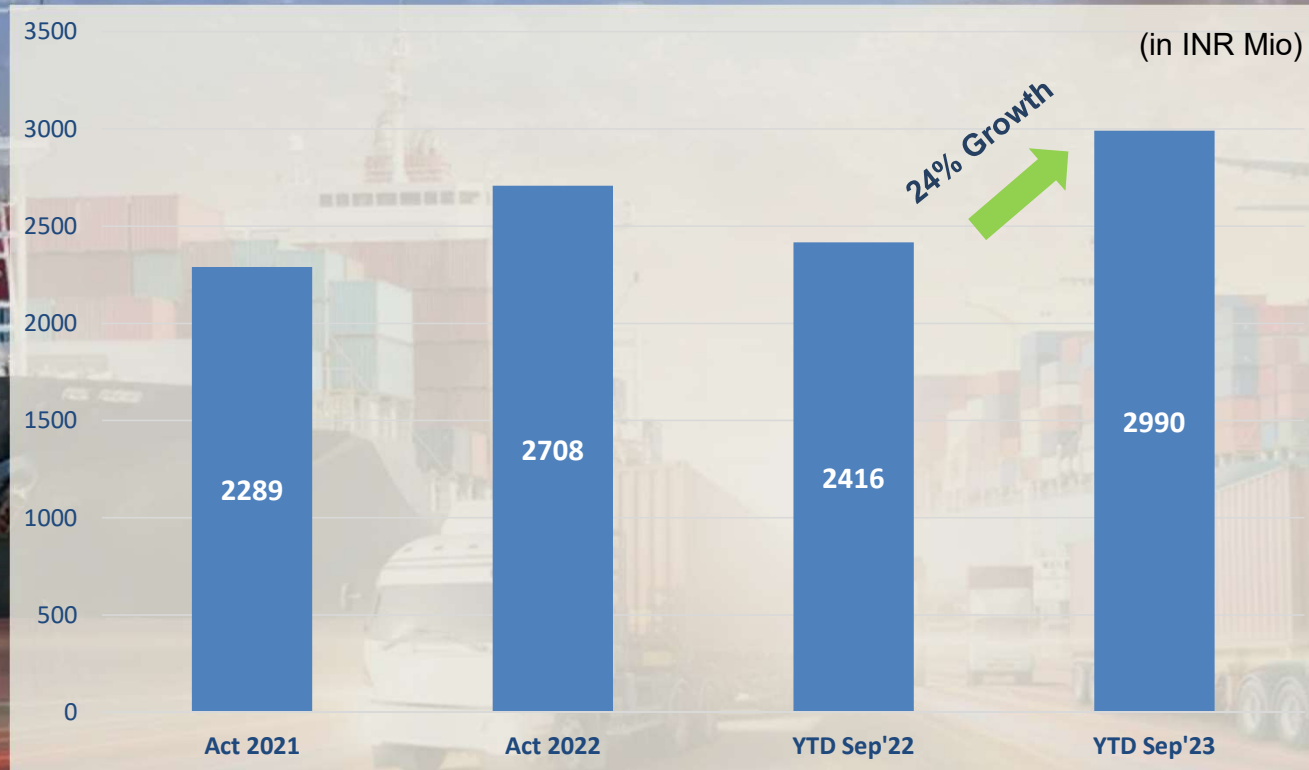


■ Standard Products ■ Engineered Products ■ Supremeserv ■ Valves

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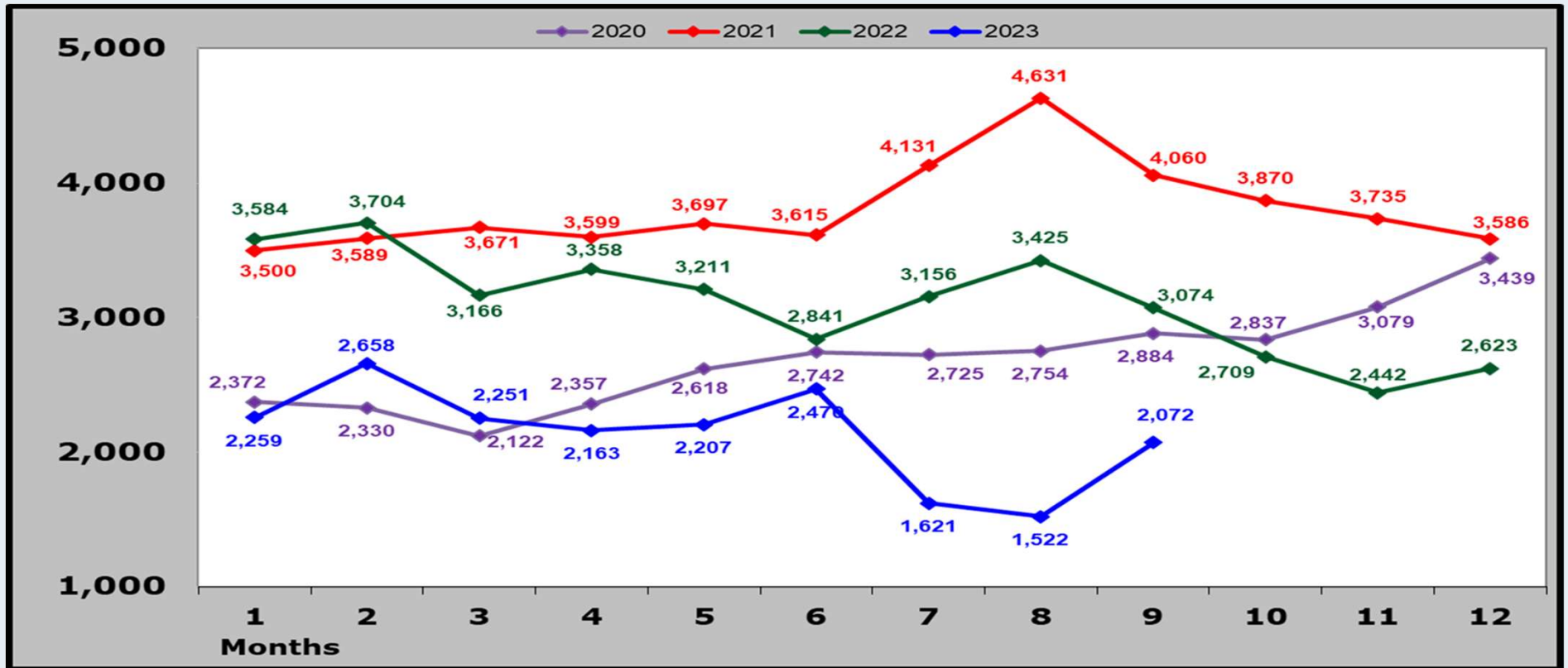
Exports Performance

KSB Limited Exports Performance

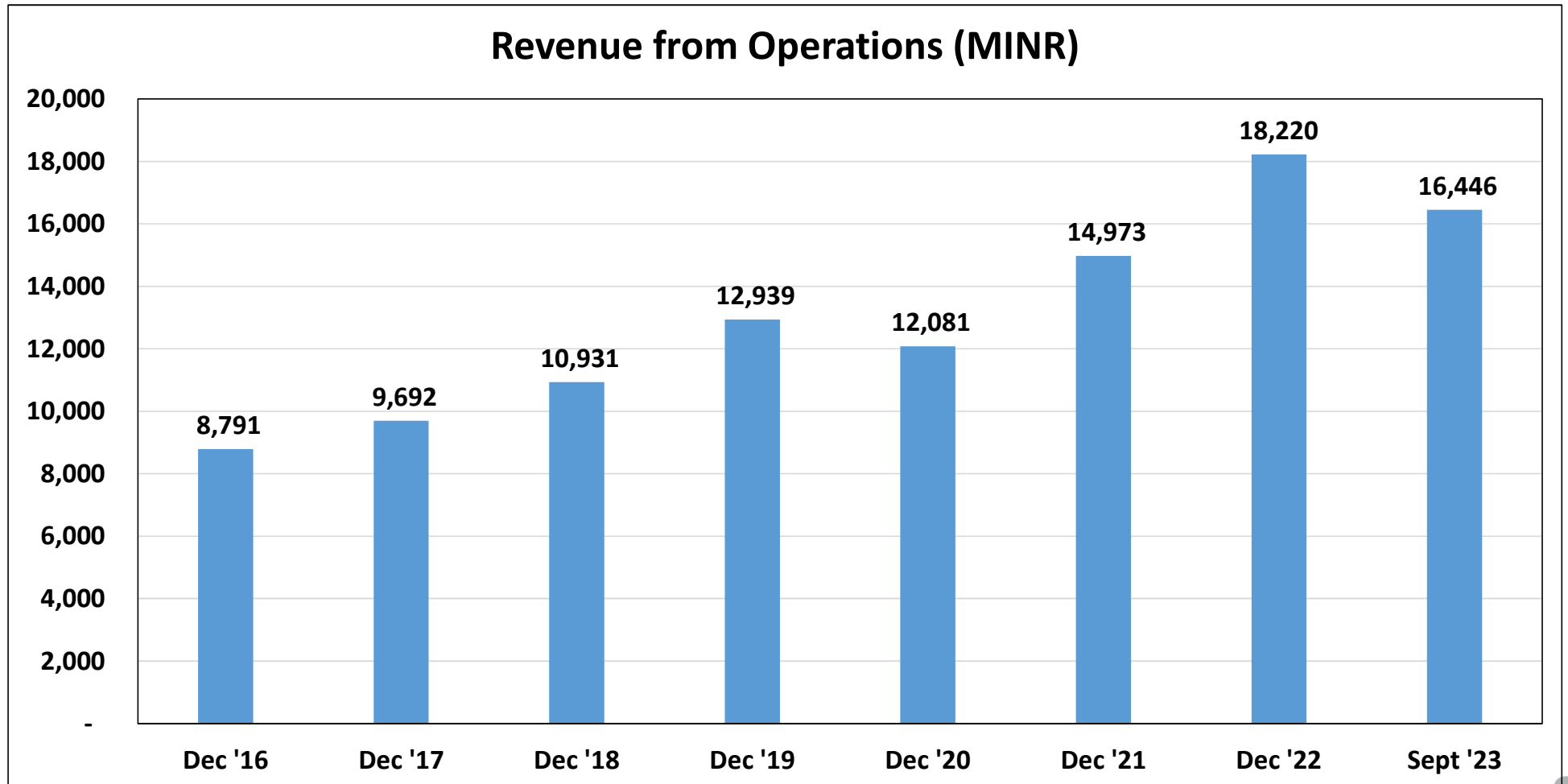


7. Net Financial Position

Net Finance Position	2020	2021	2022	YTD Sep 2023
Without Nuclear (INR million)	3,224	3,542	2,334	2,025
Nuclear (INR million)	215	44	289	47
Total : with Nuclear (INR million)	3,439	3,586	2,623	2,072

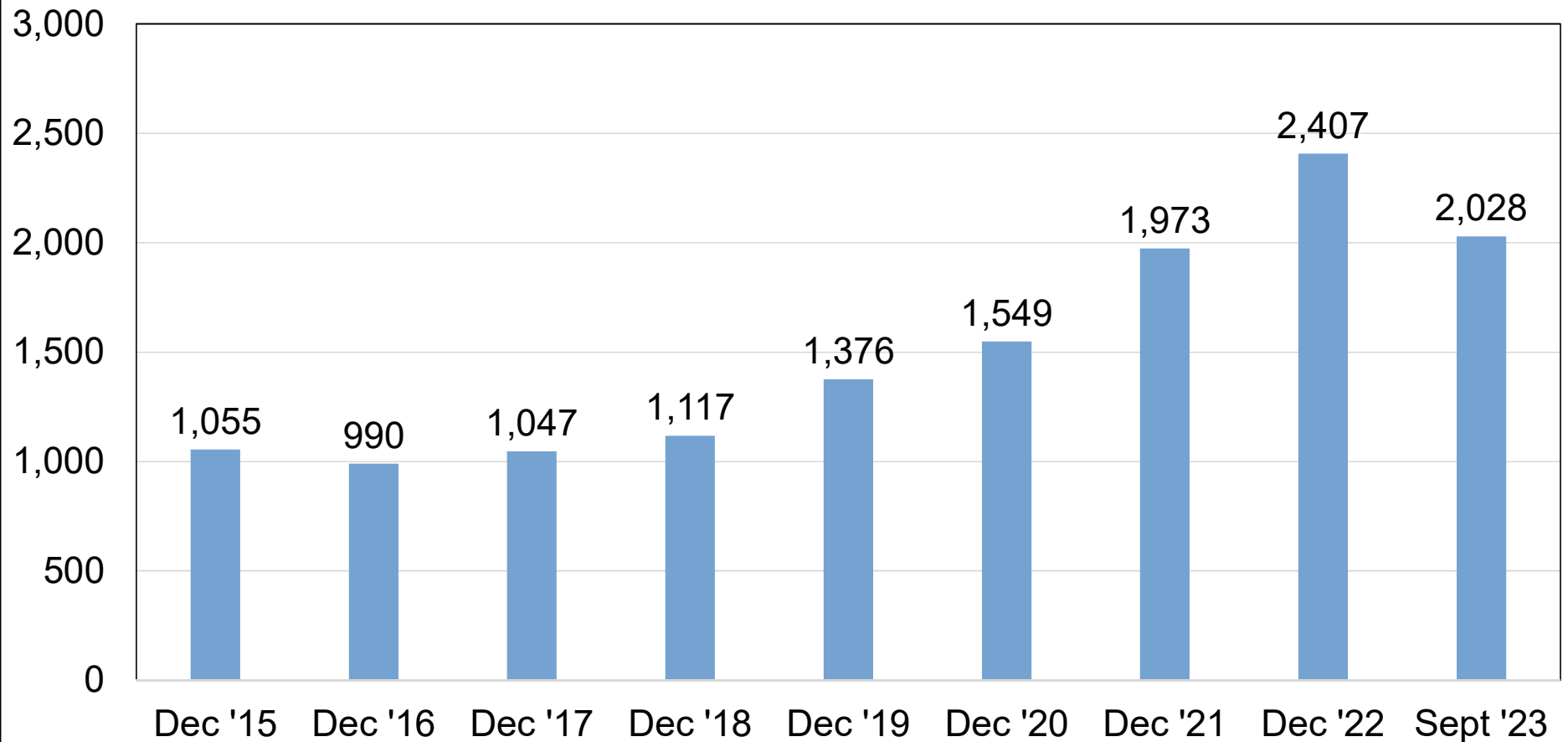


Revenue Trend



Profit Trend

Profit Before Tax (PBT)



8. TOP Investments 2023

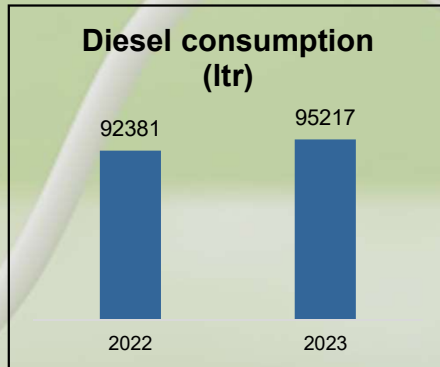
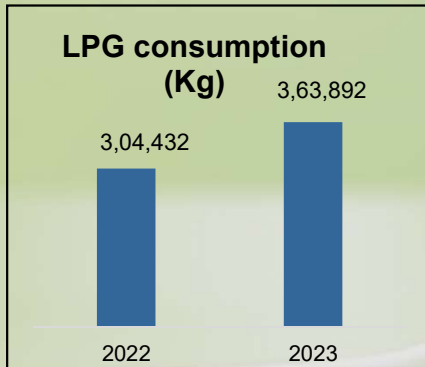
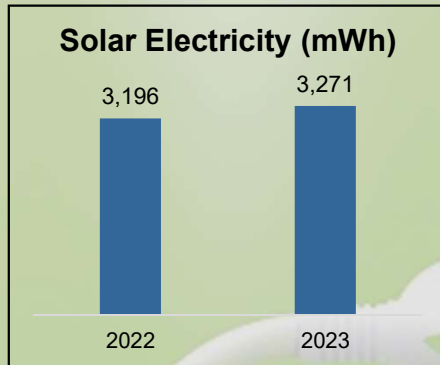
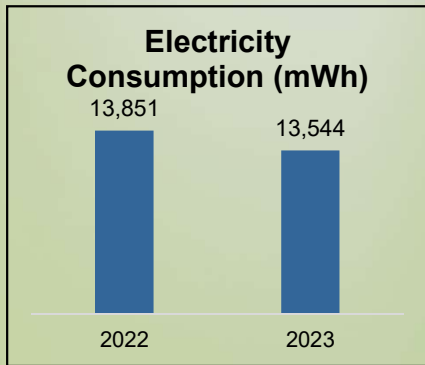
2023 Major Investment Status

In Mio INR

<i>Sr.</i>	<i>Description</i>	<i>YTD Sept 23</i>
1	Shirwal office building	119
2	IT upgradation	108
3	Patterns, Tooling & Dies (various)	61
4	Nuclear machine - Grinding machine	56
5	Nuclear - infrastructure at TAPP	24
6	Mumbai office purchase & interior	9

10. ESG Initiatives.

Energy Management – Company Level



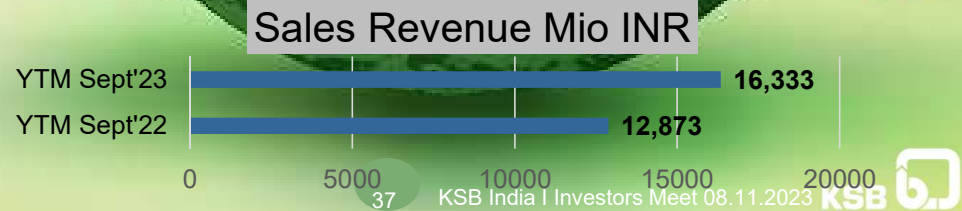
*Comparative is YTM basis (till Sept'23)

- Energy Intensity is the measure of Total energy consumed / Revenue from operations adjusted for PPP (purchase power parity)
- The various implementation of energy saving projects for efficient use of energy has helped reduce the energy intensity despite growth in operations activities.

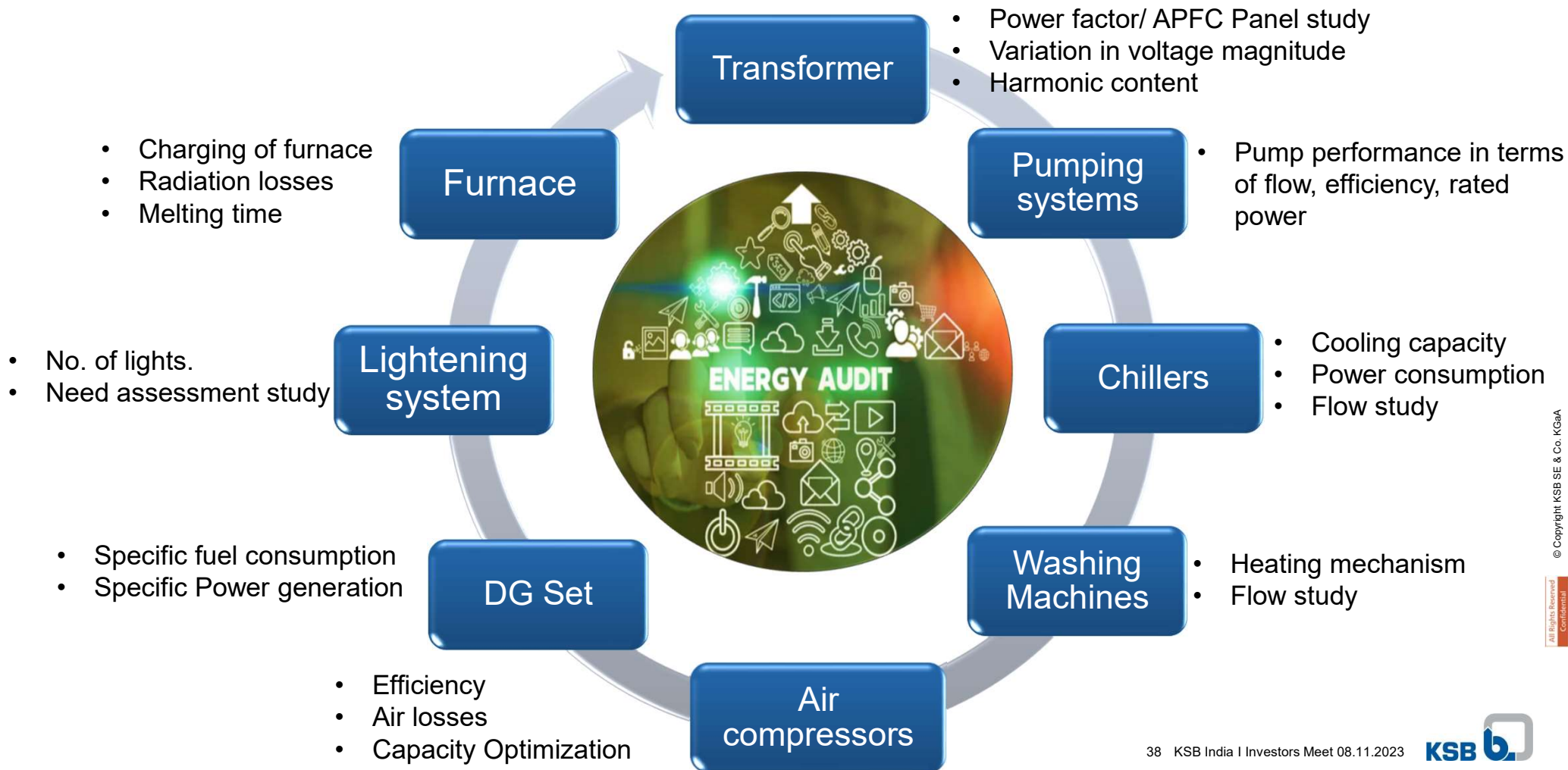
**2022 YTM Sept
Energy Intensity(MJ/Turnover) – 0.0052**

0.0050 is Reported figure in BRSR 2022

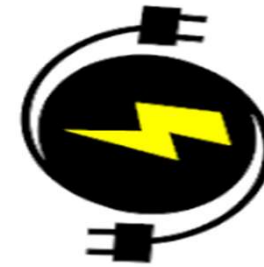
**2023 YTM Sept
Energy Intensity(MJ/Turnover) – 0.0043**



Focus Areas of Energy Audits



Solar Generation at KSB India



41,76,800
KWH

Units Generated in 2022

Corporate Social Responsibility Projects

Women Skill Development – Plant Visit



Felicitated by Hon'ble Dy. Chief Minister of Maharashtra, Shri Devendra Fadnavis Ji for KSB Ltd's contribution towards societal impact

- Focusing on Women Empowerment, skill development project at Chakan with **Youth for Development** is initiated. The project will be impacting 133 women from vulnerable socio-economic background by providing skills in PCB Assembly.
- The candidates had visited KSB IPD plant as a part of their industrial exposure. They were given guidance on industrial safety and a plant tour (Assemble and testing).

Corporate Social Responsibility Projects



- Renovation of two classrooms and provided an RO Water filter setup for the students at **ZP School, Pisalwadi**
- The intent is to increase the enrollment of the students and create a good learning and hygienic environment.

Donated a school bus to the Satara Police Public School, run by **Zilha Police Kalyan Mandal, Satara**. This institution prioritizes the admission of police staff's children from all over Maharashtra to enrich the lives of students.

Training & Engagement

- Technical Meet at ONGC Hazira
- Technical Seminar - UPJN Allahabad
- Seminar - Uttarakhand Paryatan Nigam – Haridwar
- Technical presentation in Maithon Power Ltd, Dhanbad
- Technical Seminar - Synthite Industries Pvt. Ltd.



Training - KSB Group Companies & Dealers:

KSB Indonesia, Jakarta and KSB Thailand (Valves Team) & Dealers / Distributors (Bangkok)

We have Presented our product features to TSS and Sales Team in Indonesia. Discussed in detail our capability and the new development done in SICCA valves.



Exhibitions



RenewX, Noida 2023 : We took part in recently concluded RenewX- Renewable Energy India Expo 2023, held at India Expo Centre, Greater Noida from Oct 4th to 6th 2023.

We Showcased diverse range of Solar Products and drivers allowing us to significantly enhance the visibility of our soar offering to the attendees.



ANUTEC Expo, Mumbai - 2023

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



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.

West Zone Dealer Conference



West Zone Dealer conference held at Lonavala on 10th & 11th Aug'23. Key products launched KSTP (Sewage Pumps), KGP Control Panel, UMN Series (Oil filled pumpsets), UPFN (50 feet head- 150 mm Borewell pumpsets), Ultra Plus Series (three phase Monoblock pumpsets), KMR Series (3HP Openwell pumps)



Time for Questions

THANK YOU