

Date: 5th May, 2021

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 30th April, 2021, we wish to inform you that the Company participated in the Investor Conference held on 4th May 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

Investor's Meet, 4th May 2021



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 7 Customers.
6. Update on Strategy 2020
7. NPCIL GHAVP order progress
8. KSB Press release – NPCIL Development Order
9. Net fund position,
10. Net Sales / Revenue From Operations Overview.
11. P / L Before Tax Overview.
12. ROS% Overview.



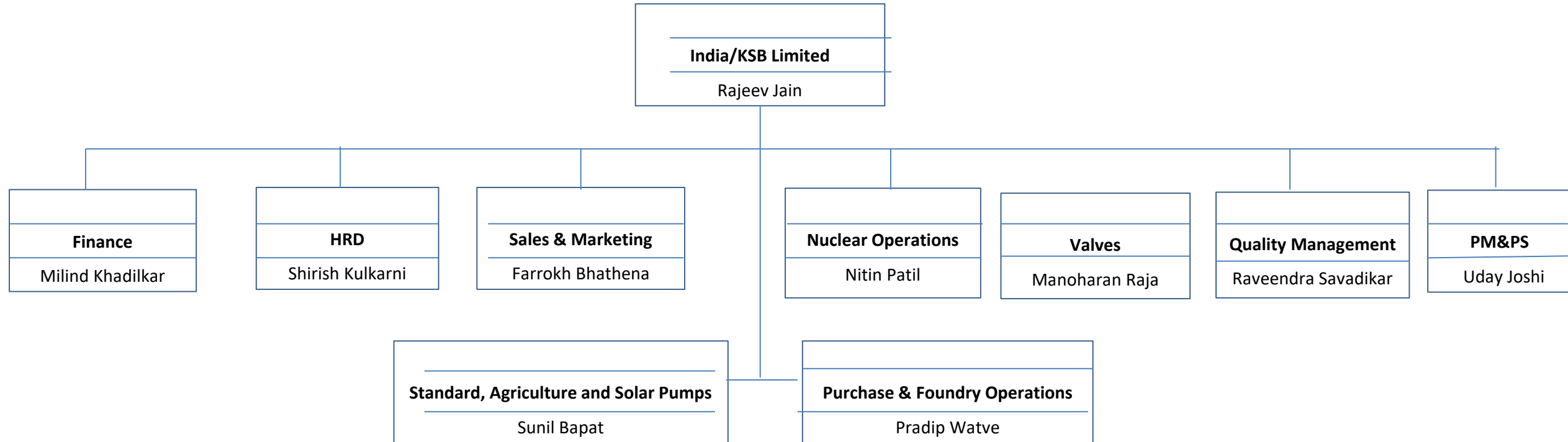
Table of contents

13. Initiatives for 2021:

- a) Digitisation
- b) KSB Green Footprint
- c) Major Investments for 2021
- d) COVID-19 : Measures taken
- e) COVID-19 : CSR Initiatives



Organogram



Presence in India

Near you..24x7

- 7 Manufacturing locations
- 4 Zonal offices
- 14 Branch offices
- 5 Service Stations
- 150+ Authorized Service Centers
- 800+ 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

EPD (Energy Pumps Division), Shirwal, Pune



IPD (Irrigation and Process Division), Pune



© Copyright KSB SE & Co. KGaA 2018

All Rights Reserved
Strictly Confidential

Central Warehouse, Chinchwad, Pune



© Copyright KSB SE & Co. KGaA 2018

All Rights Reserved
Strictly Confidential

Standard Pumps Division, Sinnar, Nashik



© Copyright KSB SE & Co. KGaA 2018

All Rights Reserved
Strictly Confidential

Foundry Division, Vambori



© Copyright KSB SE & Co. KGaA 2018

All Rights Reserved
Strictly Confidential

Valves Division, Coimbatore



© Copyright KSB SE & Co. KGaA 2018

Strictly Confidential

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 Q1 2021

Success Stories:

1. Substantial growth in Agri (Submersible) and Domestic business.
2. Good Sales from all plants.
3. Successful completion and dispatch of NPCIL development order for Boiler feed pumps RHD +YNK.
4. Installation and Commissioning of machines in Shirwal for Nuclear business.
5. Good Receivables Collection in the Q1 2021 compared to Q1 2020.
6. Good growth in Std. Industrial and Building Service Business over Q1 2020.
7. Implementation of many digital initiatives like development of S3 platform, HDA & Submersible selection software, Dealer portal enhancements, Digital / Smart Factory concept etc

Major Infrastructural Developments / Projects:

1. Various investments in Nuclear project order execution & 3D sand printer.
2. Investment for Sinnar plant expansion (new shed), investments for Mechanical Seal business.
3. Initiatives on Delivery lead time reduction for Exports.
4. Development of new sizes for Gamma pumps (HSC), FGD (KWP Pump), KN CPP pump etc.
5. To make KSB Limited a Carbon NEUTRAL mfg company (Reduce Carbon footprint by 50% by 2023).
6. Adding one more Service Station in our existing portfolio @Baddi, Himachal Pradesh.



Market Penetration: TOP 7 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.

Update on **Strategy 2020**:

Target



Result

Year	2019	2020
Order Intake	1475	1328
Sales	1294	1200
ROS	10.6 %	12.9 %

NPCIL GHAVP order progress :

RSR 400/2 Project updates as on 03rd May 2021



Project Details

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

Quantity

- 08 Pumps and 10 Motors

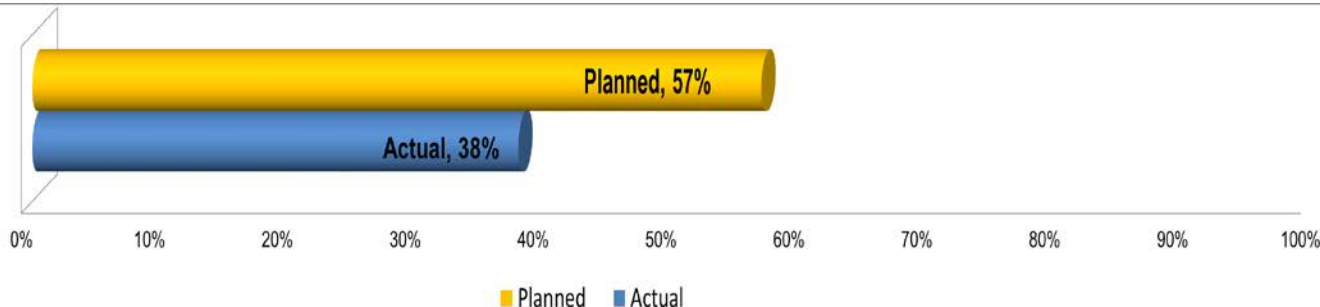
Deliveries

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

- 2nd Unit latest Delivery – 16/04/2023

Updates: Pandemic Covid 19 , delays expected in delivery of Pump Motor Unit. As of now the first pump will be delayed by approx. 04 months from our contractual CDD, subsequently remaining pumps delivery also delayed against CDD.

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



RSR 400/2 GHAVP Project Updates Cntd.

➤ Installation of new Special purpose machines (Major ones) is done for

- Hirth Gear machining – Hirth, Germany (For Impeller, Shaft & Coupling),
- EDM – ONA, Spain (For Impeller vane finishing)
- Shaft Rolling - Eco-roll Germany - (For Shaft)

➤ Delivery of Pump-Motor units

- 2 nos will be delivered in Year 2022 (Q3 and Q4)
- 4 nos will be delivered in Year 2023
- 2 nos will be delivered in Year 2024

KSB Limited the first to develop Indigenous pumps for NPCIL's 700 MW power plant:

Extract of Press release dated 28th April, 2021

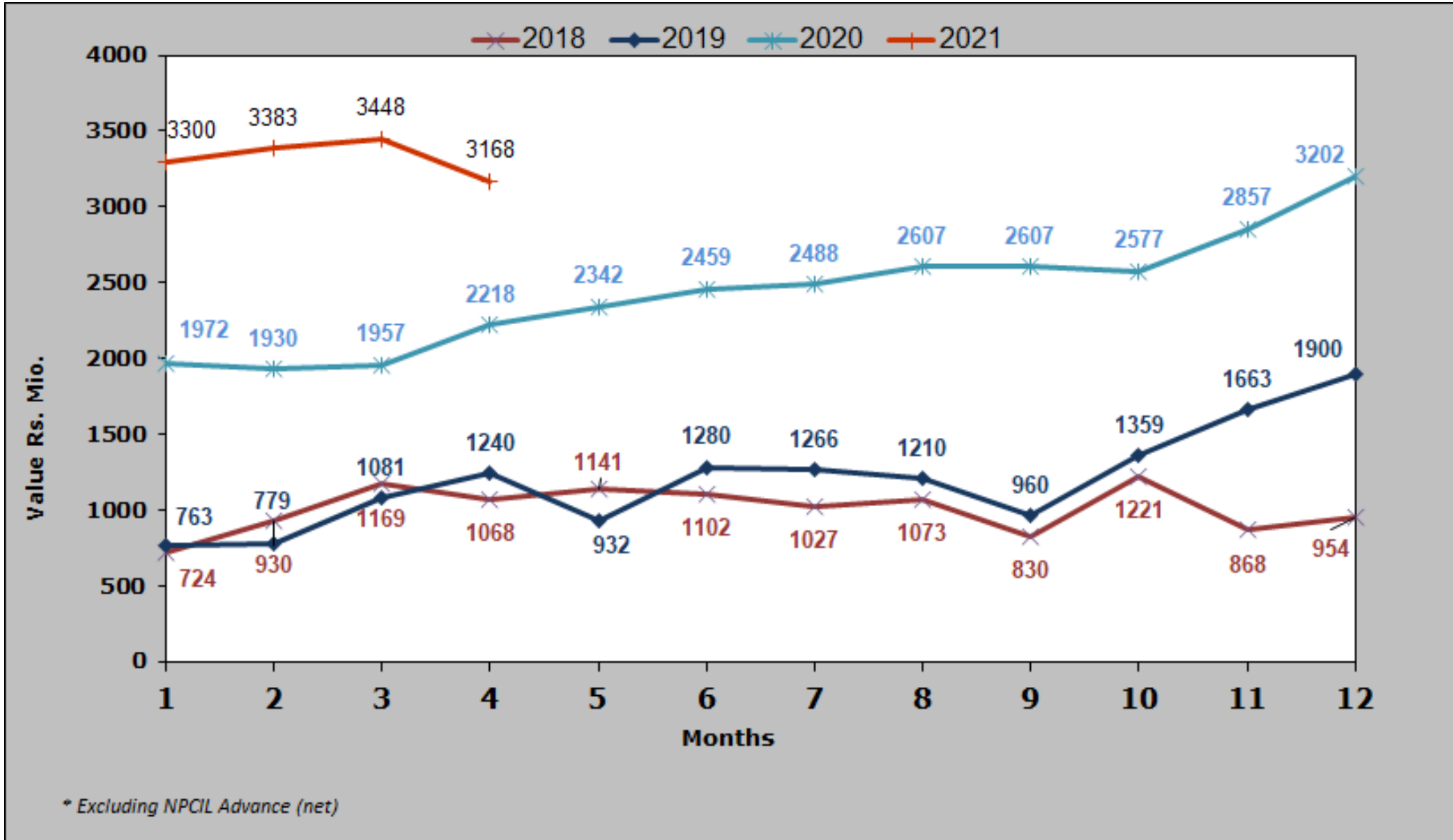
On 13th Mar 2021, fully indigenously developed BFP & BP for 700 MW Nuclear Power Plant (NPP) moved out from KSB, Shirwal, a state of art new facility for pump assembly & testing.

KSB's state of art of manufacturing facility at Chinchwad plant, with its advanced manufacturing capability accelerated the progress in development.

New processes developments in special coatings & modern machining processes involving latest manufacturing technology paved the way for new learning & experience, building the confidence to move ahead. Being a new development & non-symmetrical designed pump, new tooling was designed & developed for assembly of pump. Special tools & set up helped assemble more quickly & precisely saving precious time.

Acknowledging the significant achievement by M/s. KSB Limited, India, Shri S.K. Sharma, CMD, NPCIL said, "It is a tribute to the joint efforts of NPCIL and Indian industry towards the realization of our cherished goal of 'Atmanirbhar Bharat'. He added that Indian Industry has a vital role to play in coming years in developing and ensuring timely deliveries of equipment for the planned nuclear power expansion programme."

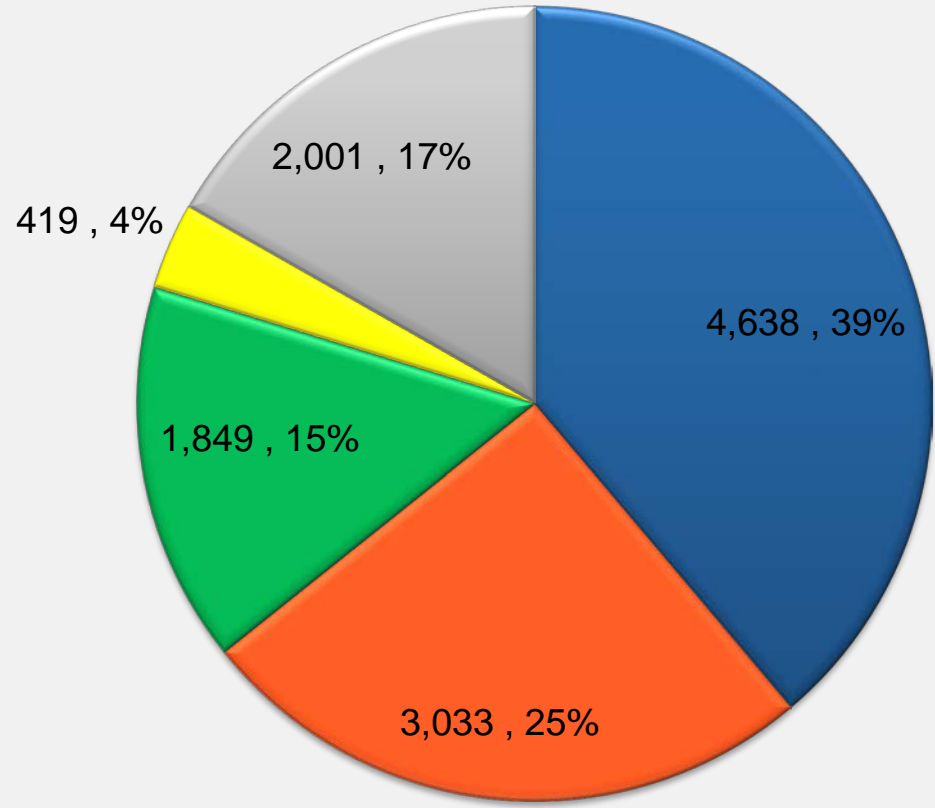
Net Financial Position – Comparison (As on 25th April 2021)



Sales Turnover 2020: Distribution of business

In INR Mio

Sales 2020



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

Total Sales 2020 =
11,940 Mio INR

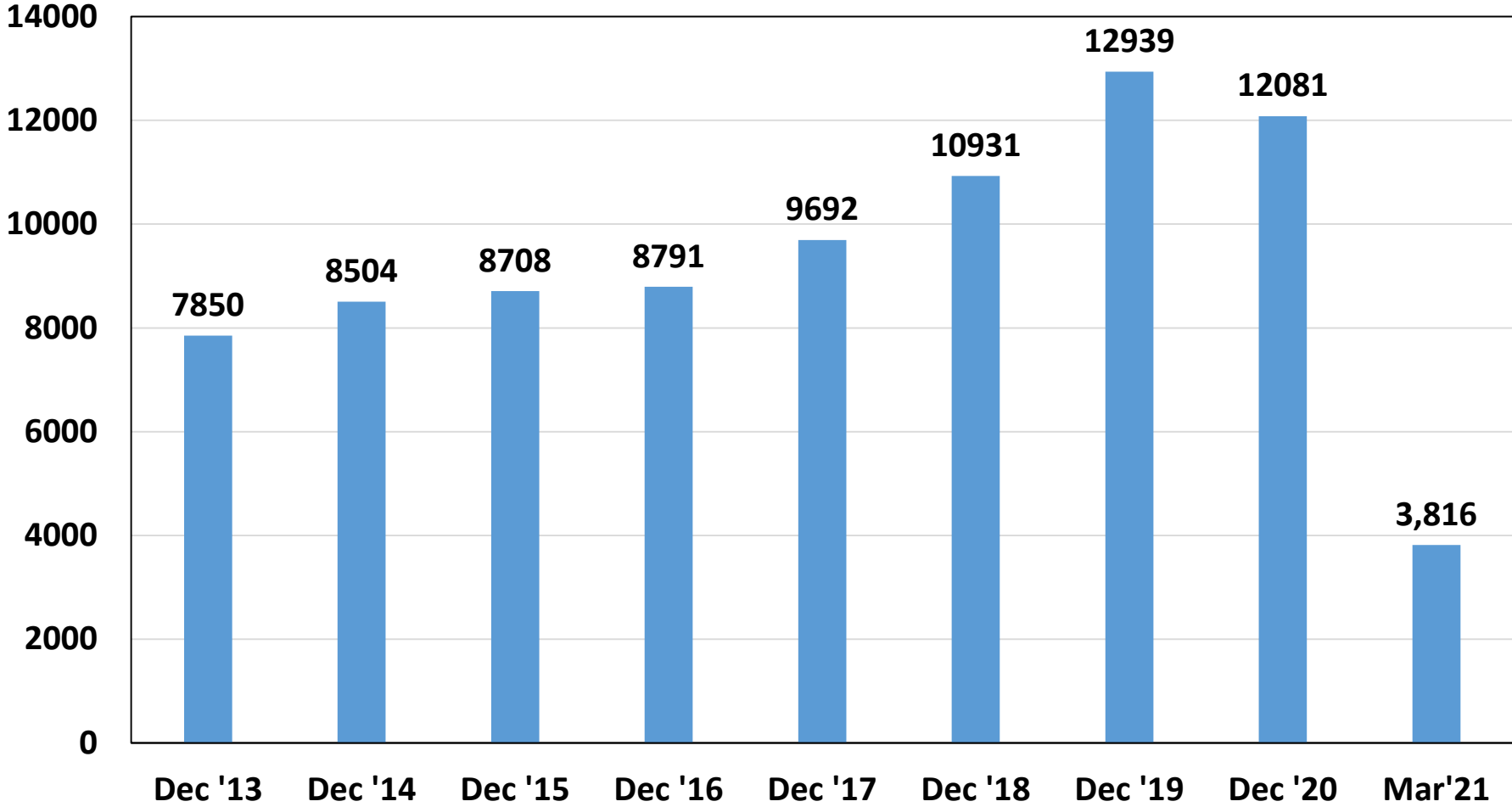


© Copyright KSB SE & Co. KGaA 2018
All Rights Reserved
Strictly Confidential

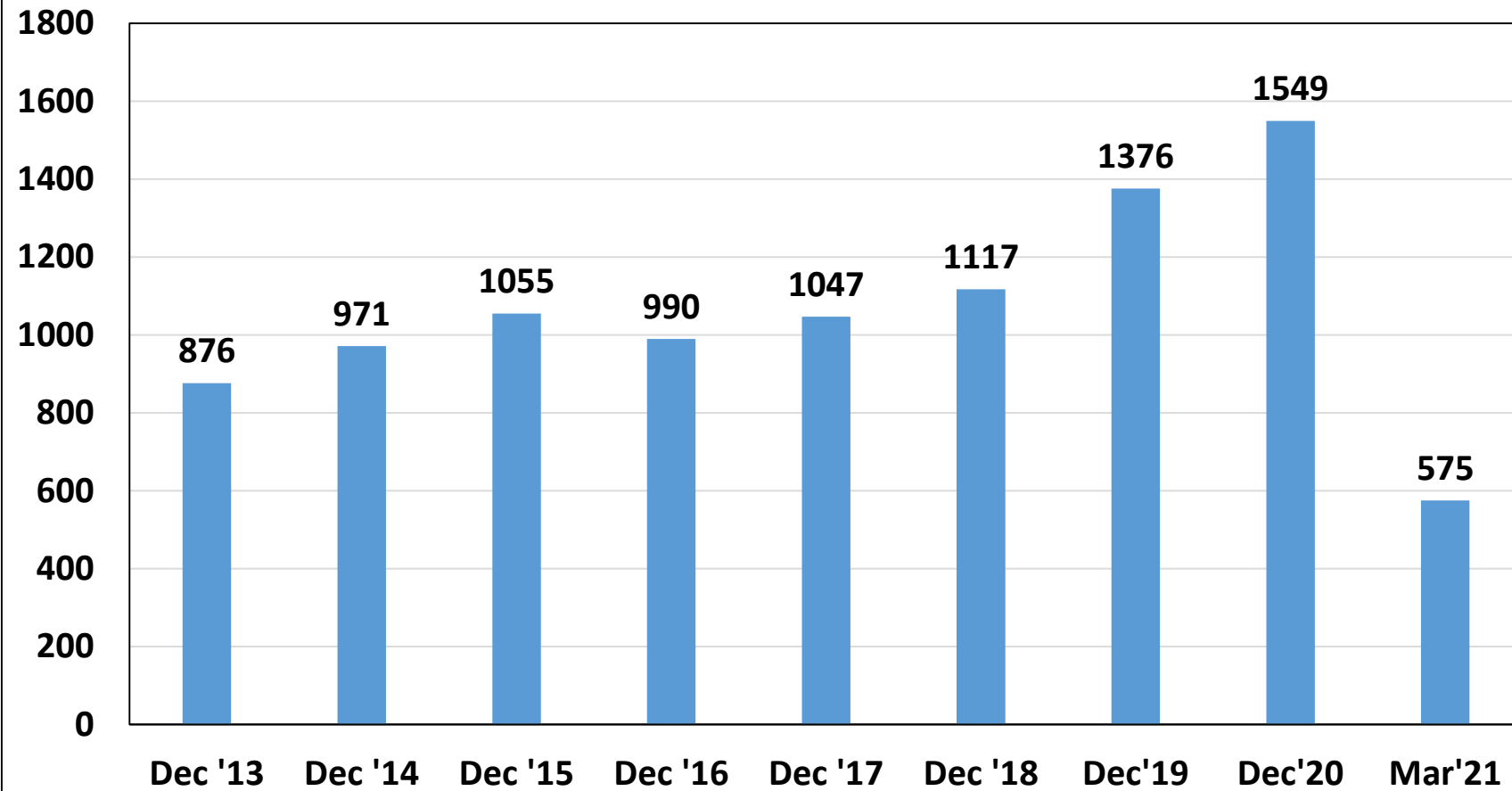
Exports Business Development: 2017 – 2020 & YTD Mar 2021

Particulars	Act 2017	Act 2018	Act 2019	Act 2020	YTD Mar 2020	YTD Mar 2021
Sales	9,375	10,752	12,829	11,982	2,549	3,785
Export Sales (out of total Sales)	1,447	1,567	2,186	2,046	440	627
%	15.4%	14.6%	17.0%	17.1%	17.3%	16.6%

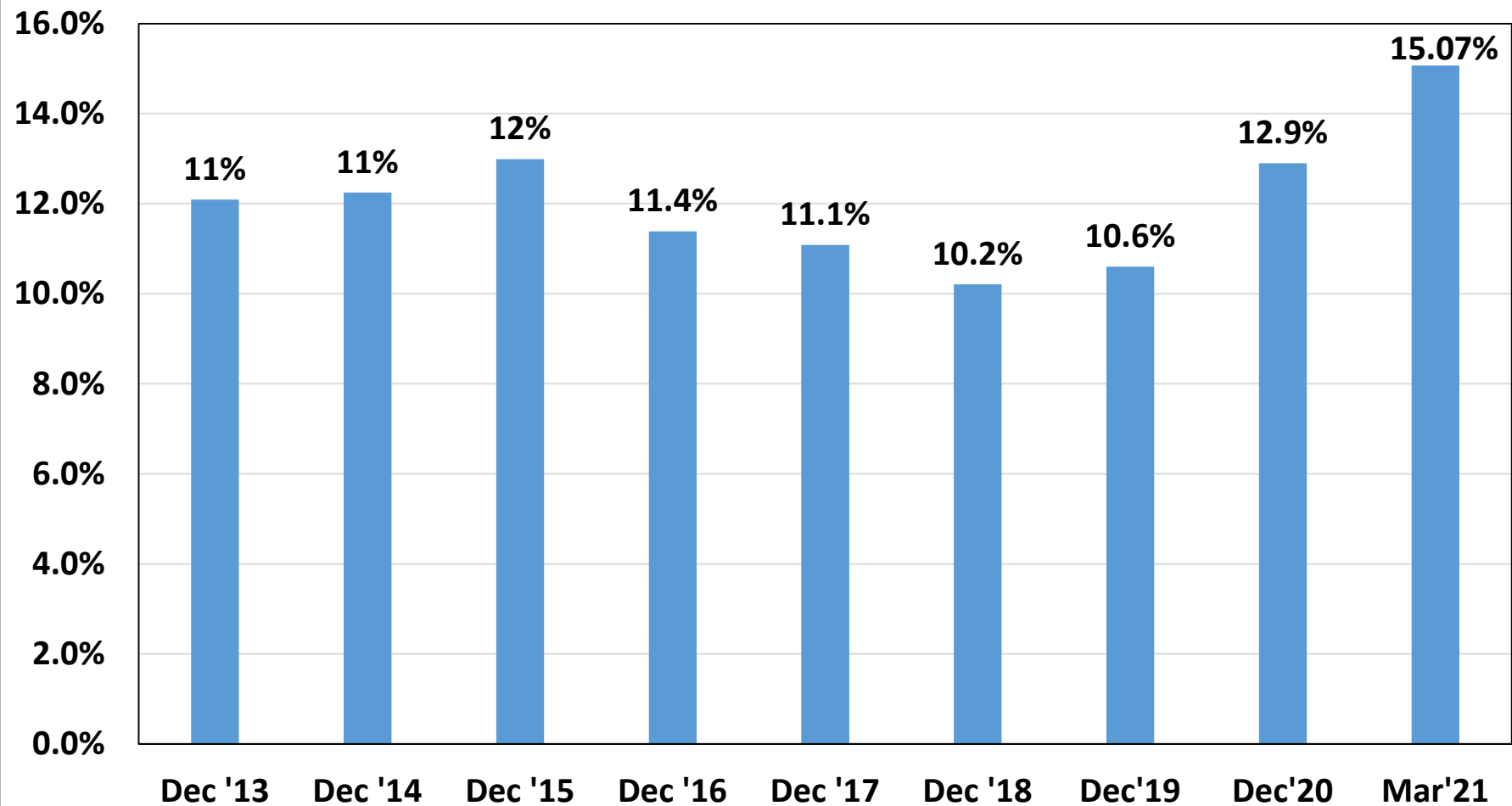
Revenue from Operations (in Mio. INR)



P/L Before Tax (in Mio. INR)



ROS%



Digitisation: Initiatives for 2021

Projects planned in Sales/Operations and IT:

1. Sales Initiatives:

1. Project Pricing Tool
2. QCP Generator Phase II
3. Dealer Portal Enhancements

2. Operations Initiatives:

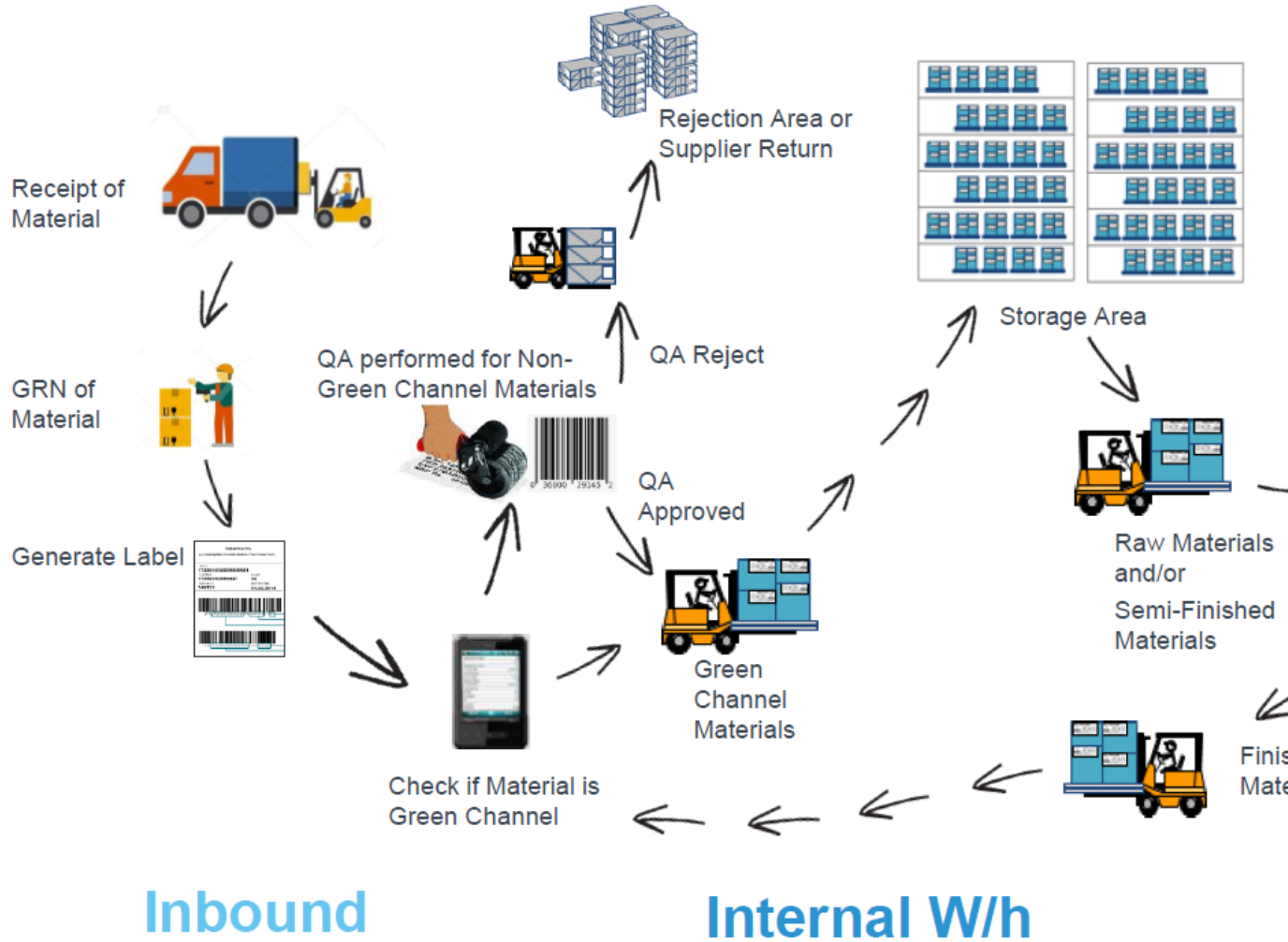
1. Warehouse Management System concept
2. Machine Monitoring System Concept
3. Production Scheduling & Booking Software Concept

3. IT Initiatives:

1. “SAP” Digital Initiatives - Configuration of new order type “ZIN1”
2. “Dot Net” Digital Initiatives - Providing **S3 access to dealers**
3. Initiatives Planned From “Infrastructure Side” - Preparation of **Business impact Assessment** document



Operations Digitisation: Warehouse Management System concept



Scanners

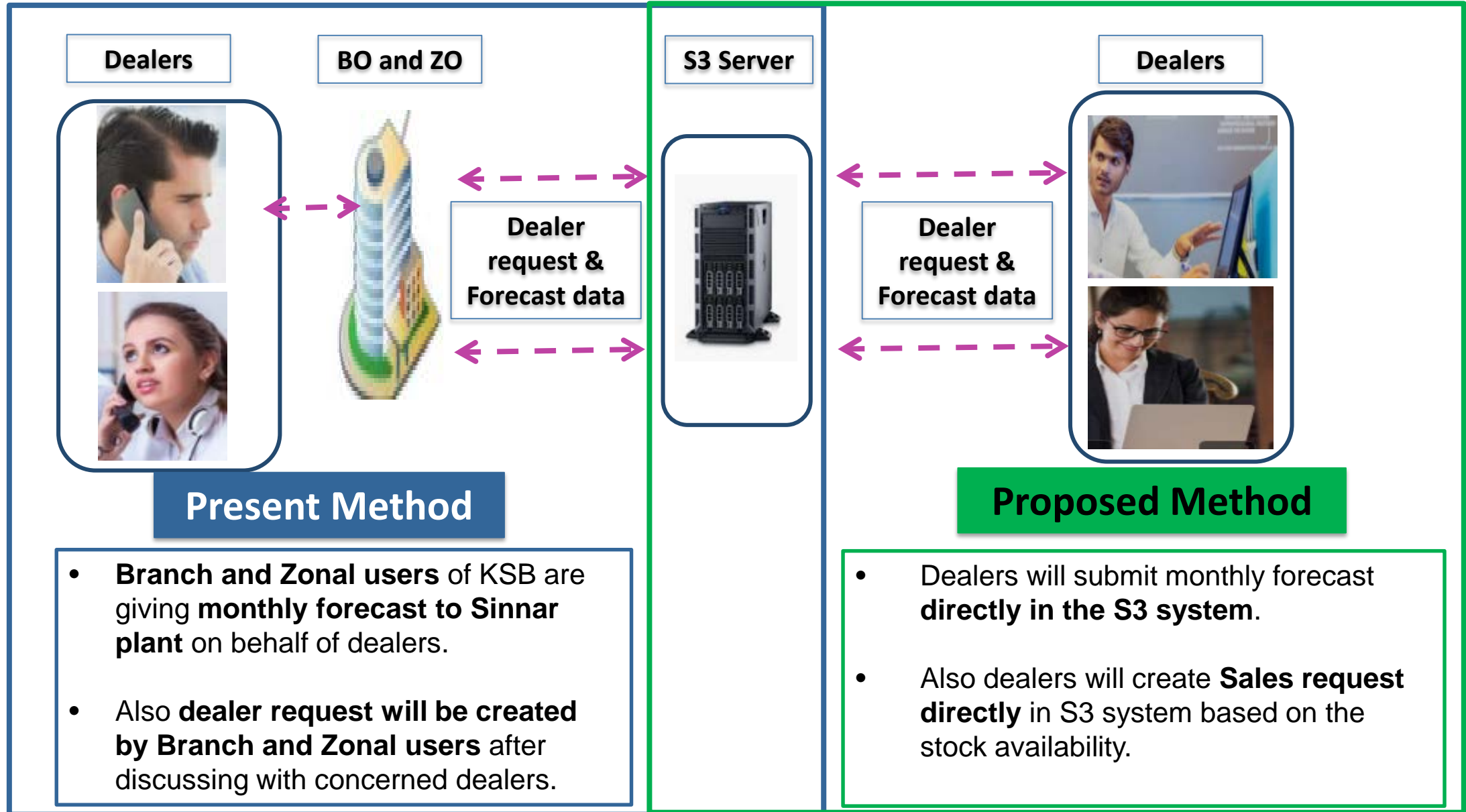
Pan India Ex. Fdy



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.

IT Digitisation: Providing S3 Access to Dealers



Present Method

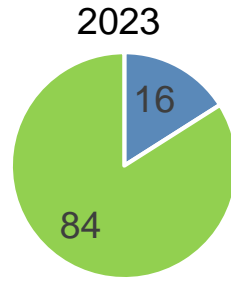
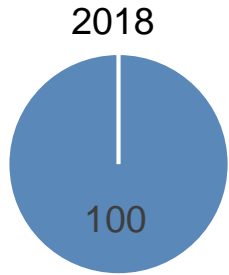
- **Branch and Zonal users** of KSB are giving **monthly forecast to Sinnar plant** on behalf of dealers.
- Also **dealer request will be created by Branch and Zonal users** after discussing with concerned dealers.

Proposed Method

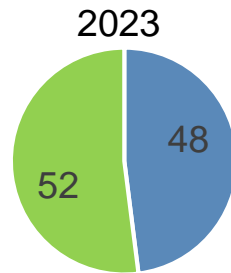
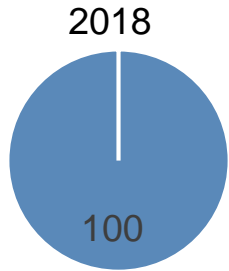
- Dealers will submit monthly forecast **directly in the S3 system**.
- Also dealers will create **Sales request directly** in S3 system based on the stock availability.

KSB Green Foot Print: (1/3)

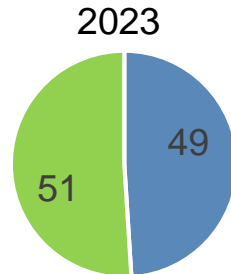
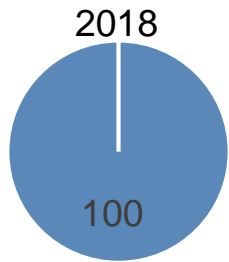
Shirwal



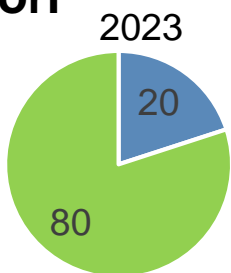
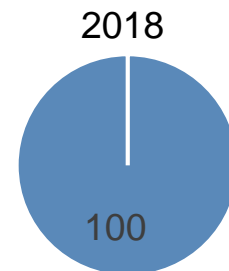
Sinnar



Pimpri



Vambori



- Traditional Source
- Green Energy Resource

- Goal to make KSB Limited a **Carbon NEUTRAL** manufacturing company (**Reduce Carbon footprint by 50% by 2023**).
- To reduce Carbon footprint, 2 major areas are identified.
 1. **Energy usage 80% through Green Resources (2023)**
 2. **Adopt Green Building concepts for on-going investments**

For the period Jan to Dec 2020:

- **Total Actual CO₂ emission = 19,252 MT**
- **Emissions reduced by 19% = 3,662 MT**

Measures to achieve KSB Green Foot Print: (2/3)

1. Adopting Renewable Energy source – SOLAR ENERGY (will help in 3,500 MT CO₂ carbon reduction):

- 4 MW group captive solar project operational by Sep 2021
- Chinchwad roof-top solar of capacity 0.22 MW operational by Aug 2021

2. Review of Energy Efficiency of Major Equipment:

- Air Conditioning system
- Air handling unit
- Compressed air system
- Electric motors upgradation on test beds
- Energy efficient lighting systems
- Review of old equipment's and machinery with respect to energy efficiency.

Outcome of Energy Efficiency audits will help to finalize a tailor-made proposal for every plant !!

3. Green Factories and Green Offices:

Green Factories & Green Office – Examples: (3/3)

Green Factory: Shirwal Plant



Green Office: Chennai Zonal Office



Status on Major Investments:

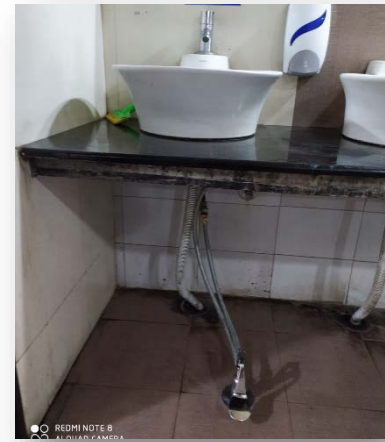
Title	Value (INR Mio)	Remarks
Sinnar shed	249	Architect appointed, Finalization of Contractor is in process - expected to be finalized by end of April, Civil Work will commence from May, various approvals and NOC's are in process
Assembly, pre-testing & storage facility at TAPP for RSR 400/2	60	Architect, Project Management Committee and Soil investigation is in process : Purchase Orders released, Contractor finalization is expected to be completed by May and work completion by Dec 2021
Various machines for Nuclear project order - shaft grinding m/c, Mech. Seal testing set-up / arrangement	103	Waiting for multiple quotations for comparison purpose. Under discussion with Germany team for finalisation. Order will be placed in 2021.
FGD lining room extension	33	Currently under review due to low OI of FGD (due date extended by Government for environment guidelines). It will be reviewed in H2/ 2021
Group Solar	13	Will be implemented in H2/2021
3D Printing Machine	88	Capex under approval
Digitalization - RPA and various projects	5	Under approval
Administration and Guest House Building at Shirwal	50	Covered under Project URJA, capex approved
Mechanical Seal localization	114	Under discussion internally
Gamma development project	12	Continuing and ongoing project
BB2 (RPHb/RPHd) and BB3 (CHTRa) Pumps for Petrochemical applications	16	Continuing and ongoing project
IVC ball project	115	Drawings transferred from KSB Brazil to KSB MIL. Lifting of Patterns & Equipment from Brazil will be completed by April 2021. Prototype development under progress.
Spares Warehouse expansion	9	IRF sent to Germany

COVID-19 : MEASURES TAKEN



Work from Home: Making available IT set up, virtual meetings, telecalls, flexi hours.

Health & Safety at Company : Social distancing, Temp. scanning, attendance by face recognition, mandatory masks, alternative sitting, Disinfecting premises, canteens, bus, Hand hygiene (foot operated taps, auto soap dispensing machines)



Employee education on health & prevention of COVID 19

Emergency plan on discovering a positive case

Vaccination Drive for employees above the age of 45 years and RTPCR Tests for employees below the age of 45 years



Covid-19 **Vaccination** drive (April 2021):



Pimpri, Chinchwad & Shirwal



Sinnar



Coimbatore

- RT-PCR testing for below 45 age group conducted at all plant locations.



Note: At present the expenditure on vaccination for employees may not be considered as CSR eligible expenditure.

Pumps and Valves are our business.
Social welfare is our obligation.



Sponsored by
KSB Care Charitable Trust

COVID-19 :CSR INITIATIVES

- ✓ Donation of hand sanitizers, masks
- ✓ Distribution of grocery packets to numerous families and affected persons
- ✓ Donation of hospital utility requirements for Isolation Unit
- ✓ Donation of Mass quarantine Beds including Saline Stand & Mattress
- ✓ Donation of Kits containing PPEs, N 95 Mask, Monitors, Suction Machine
- ✓ Donation of Face Mask disposal machine for Police stations – PCMC & Pune
- ✓ Donation of Humidified HFNO Therapy Devices
- ✓ Donation of Ambulance
- ✓ Donation of 5 Para Patients Monitor,
- ✓ Donation to Chief Minister Relief Fund
- ✓ Provision for COVID-19 Vaccination support



Time For
QUESTIONS?

Thank you!



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

1. Why was the inventory high during FY 2020?

Ans. The inventory was high for FY 2020 due to Covid situations. The inventory is reduced in 1st Quarter of FY 2021.

2. How is your distribution channel?

Ans. The business is separated into dealers, distributors around 50% and Direct 50%. Due to standard products, the Dealers and Distributors channel is important. In the year 2020, 40+ dealers are added.

3. What are the opportunities in Valves market?

Ans. KSB gets reasonable revenue from valves. There is a huge opportunity and plans are in place to scale this business

4. What are the updates on After market?

Ans. The after market helps take care of growth and margins. We have set up warehouses to make spare parts available. For service, one additional service station is set in Baddi, Himachal and we have plans of setting up more.