



14th November, 2024

The General Manager
The 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

Subject: Intimation about participation in the Investor Conference.

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

Dear Sirs/Madam,

In continuation to our intimation dated 06th November, 2024, we wish to inform you that the Company participated in the Institutional Investors Meet held on 14th November, 2024. Attached herewith is the presentation made to investors along with audio/video link.

Link for the audio/video recording of the meeting is: <https://youtu.be/afRTJvWFW3I>

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

Encl. as above



**KSB Limited
Institutional Investors' Meet – 14th November, 2024**

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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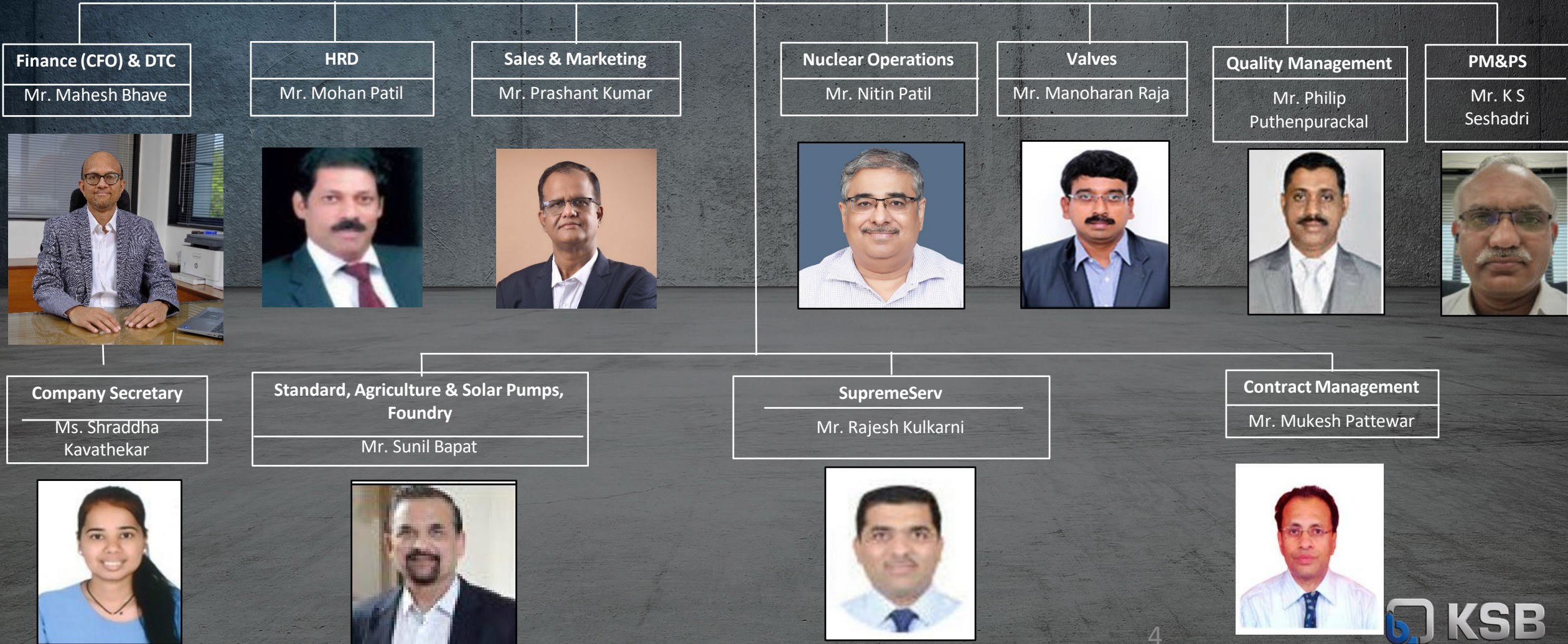
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Organogram



KSB Limited
Managing Director
Mr. Rajeev Jain



KSB- Locations

Presence of KSB India

📍 KSB Limited

- Established – 1960
- HQ. – Pune, Maharashtra
- Network –
 - 6 manufacturing plants
 - 6 Service Stations
 - 350+ service centres
 - 22 warehouses



- 4 zonal offices
- 14 branch offices
- 1100+ dealers

📍 KSB MIL Controls Limited

- Acquired – 1997
- HQ. – Meladoor, Kerala



📍 KSB Tech Pvt. Ltd.

- Established – 2005
- HQ. – Pune, Maharashtra
- Technical design center & IT Service provider.



📍 Bangladesh

- HQ. – Dhaka, Bangladesh
- Liaison Office.



EPD (Energy Pumps Division), Shirwal, Pune



Institutional Investors' Meet_ 14.11.2024

New Admin Building at EPD Plant,



Institutional Investors' Meet_ 14.11.2024

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



Institutional Investors' Meet_ 14.11.2024



Standard Pumps Division, Sinnar, Nashik



Institutional Investors' Meet_ 14.11.2024

Standard Pumps Division, Sinnar, Nashik



Institutional Investors' Meet_ 14.11.2024



Valves Division, Coimbatore



Valves Division, Coimbatore



Institutional Investors' Meet_ 14.11.2024

Valves Manufacturing- KSB MIL Controls Limited, Kerala



Institutional Investors' Meet_ 14.11.2024



Valves Manufacturing- KSB MIL Controls Limited, Kerala



Institutional Investors' Meet_ 14.11.2024

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.

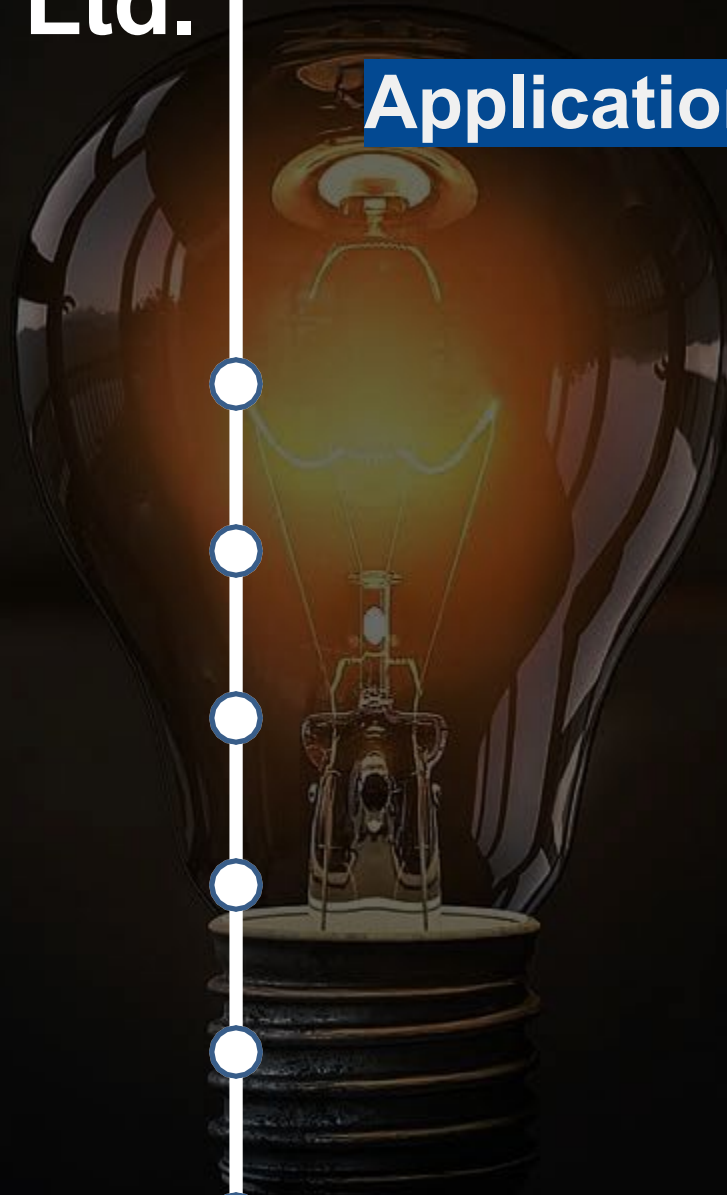


KSB Tech Private Limited
केएसबी टेक् प्रायव्हेट लिमिटेड

Overview of KSB

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

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

Energy

Industrial

Irrigation

Waste water

4

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)

3. Highlights of Q3 2024

TOP 10 Customers

KSB India (Domestic OI) (Non-Nuclear)

Total Year 2023

Customer	Segment
Thermax Group	Energy
ISGEC 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

YTD Sept 2024

Customer	Segment
Thermax Group	Energy
Maharashtra State Electricity Ltd.	Solar
Maharashtra Energy	Solar
Rushabh Enterprises	General Industry
ISGEC Heavy Engineering	Energy
Megha Engineering	Petrochemicals
Patil Engineering	General Industry
Pooja Engineering Company	General Industry
HPCL	Petrochemicals
BPCL	Petrochemicals

Highlights

- KSB Voice overall engagement score is 88% with 100% participation rate.
- KSB launched the B pump in IFAT Expo – New addition in waste water segment.
- Digitization Projects completed - Mobile Warehouse Management (MWM) benefiting real time inventory visibility, improved data accuracy and enhanced decision making. The Advance Planning and Scheduling (APS) tool is implemented enhancing production tracking and scheduling for on-time delivery

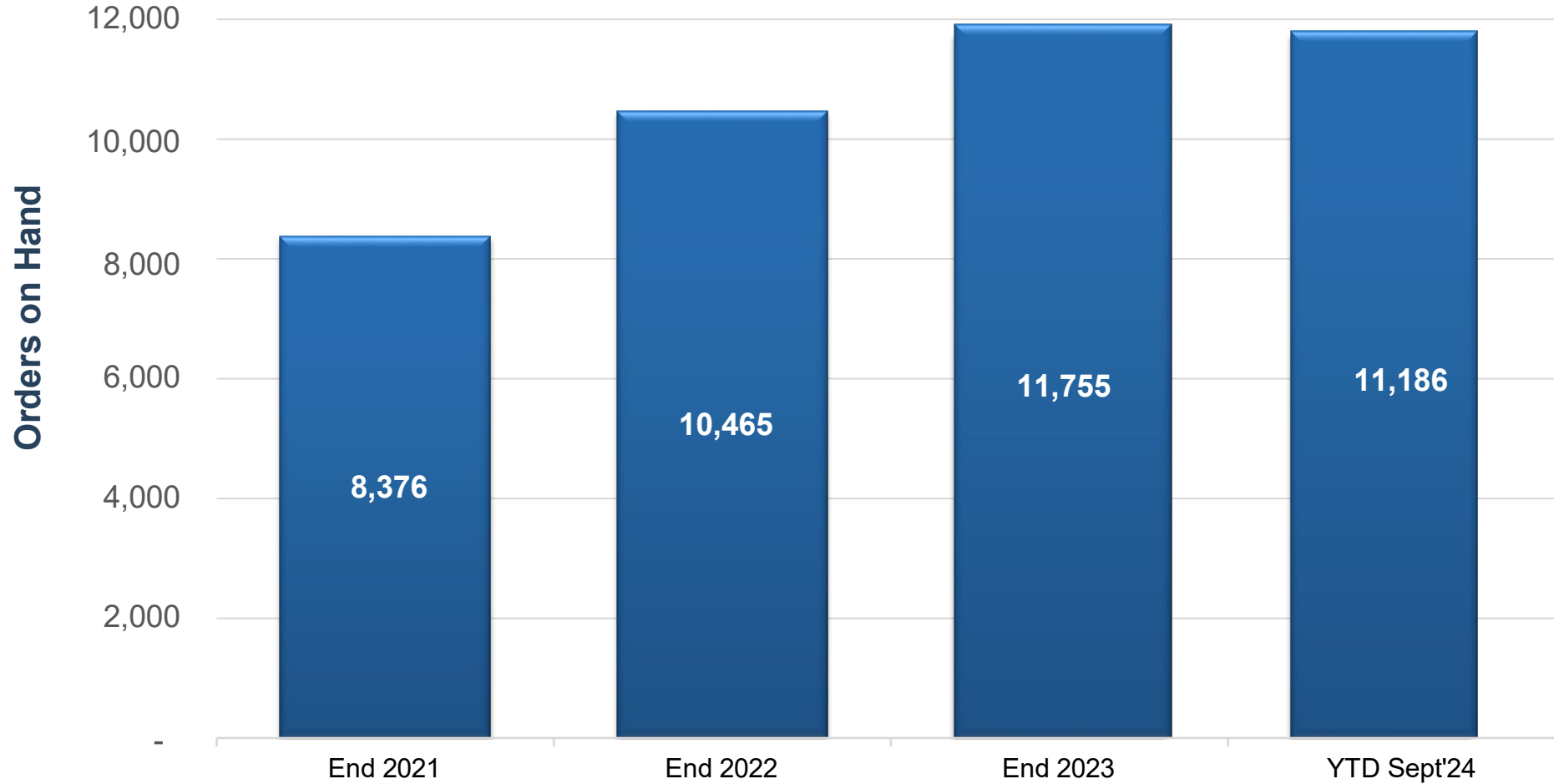
Order Intake

Orders on Hand (OOH) Situation

KSB Limited (*Domestic + Exports*)

In INR Mio

OOH w/o Nuclear

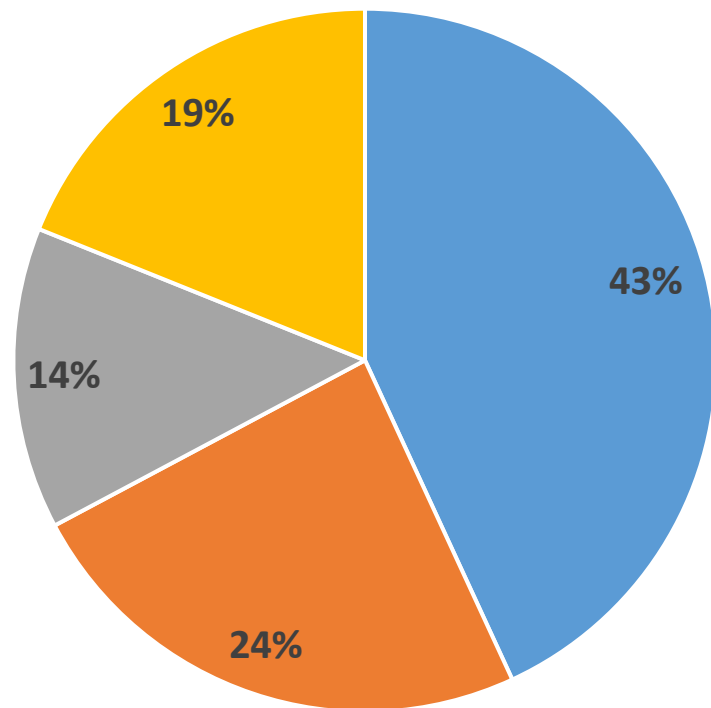


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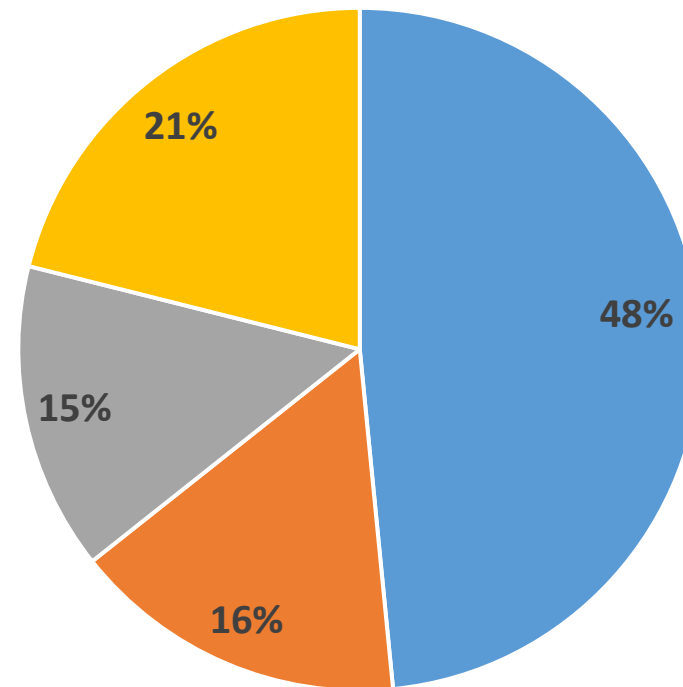


Order Intake Overview: Distribution of Domestic Business

Order intake YTD Sept'23 w/o Nuclear



Order intake YTD Sept'24 w/o Nuclear



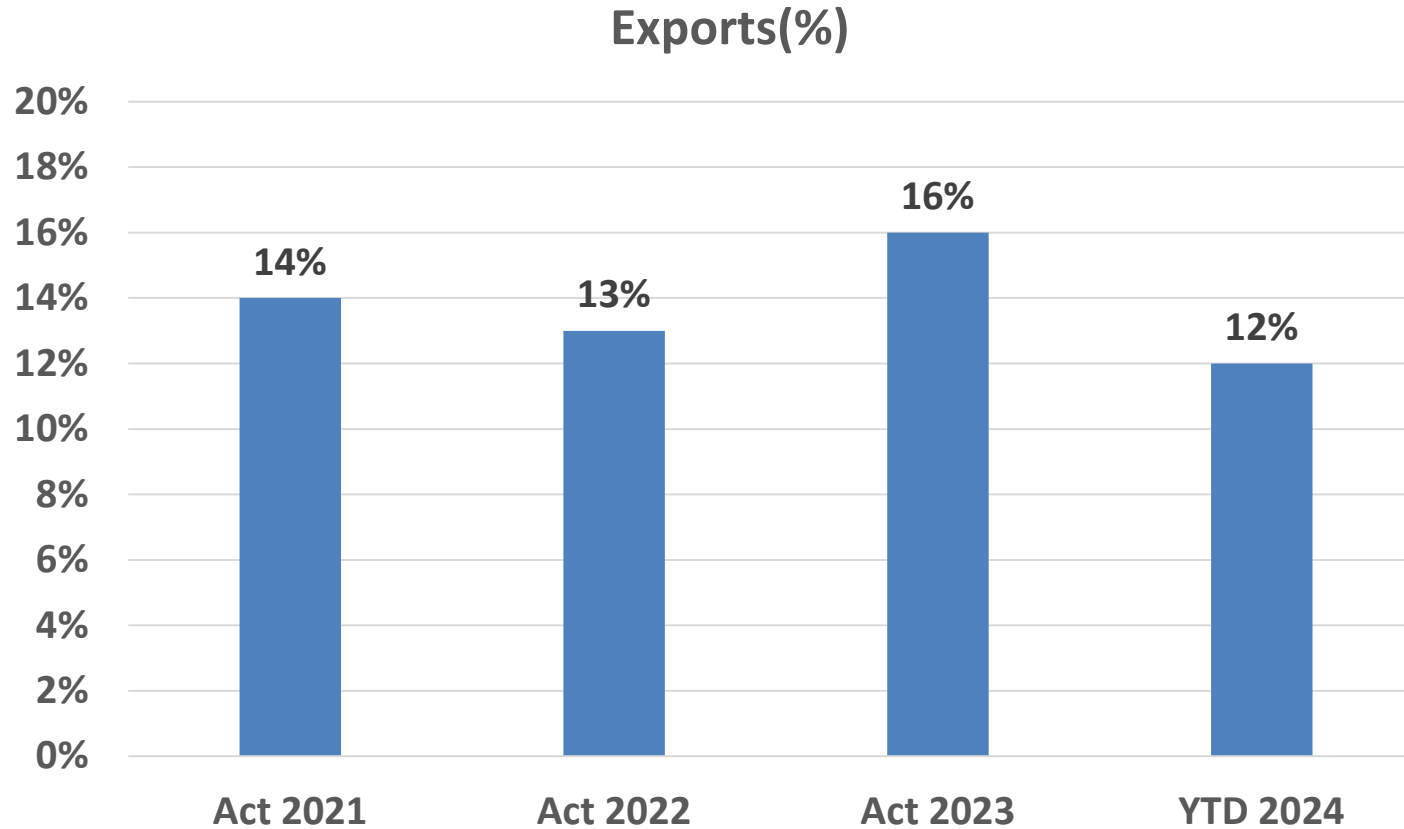
Standard Products

Engineered Products

SupremeServ

Valves

Exports Performance

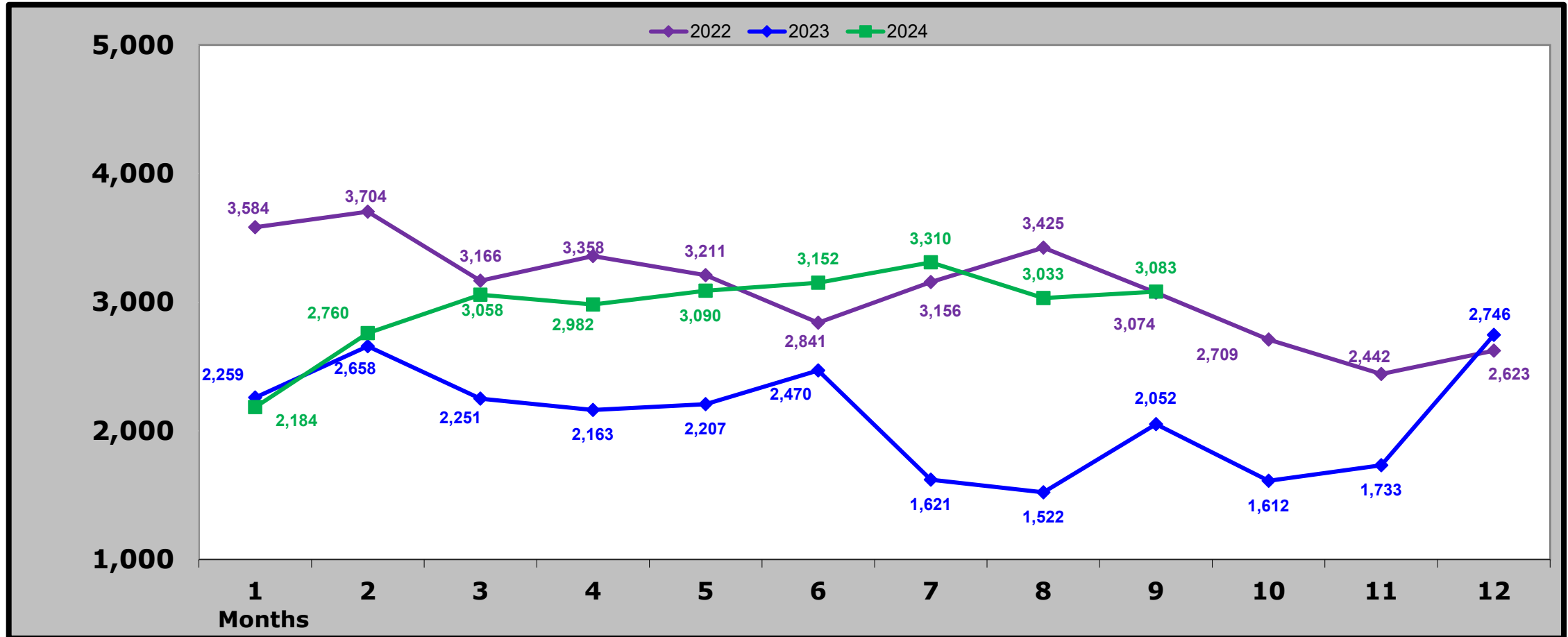


Order Intake	Act 2021	Act 2022	Act 2023	YTD 2024
Exports(%)	14%	13%	16%	12%

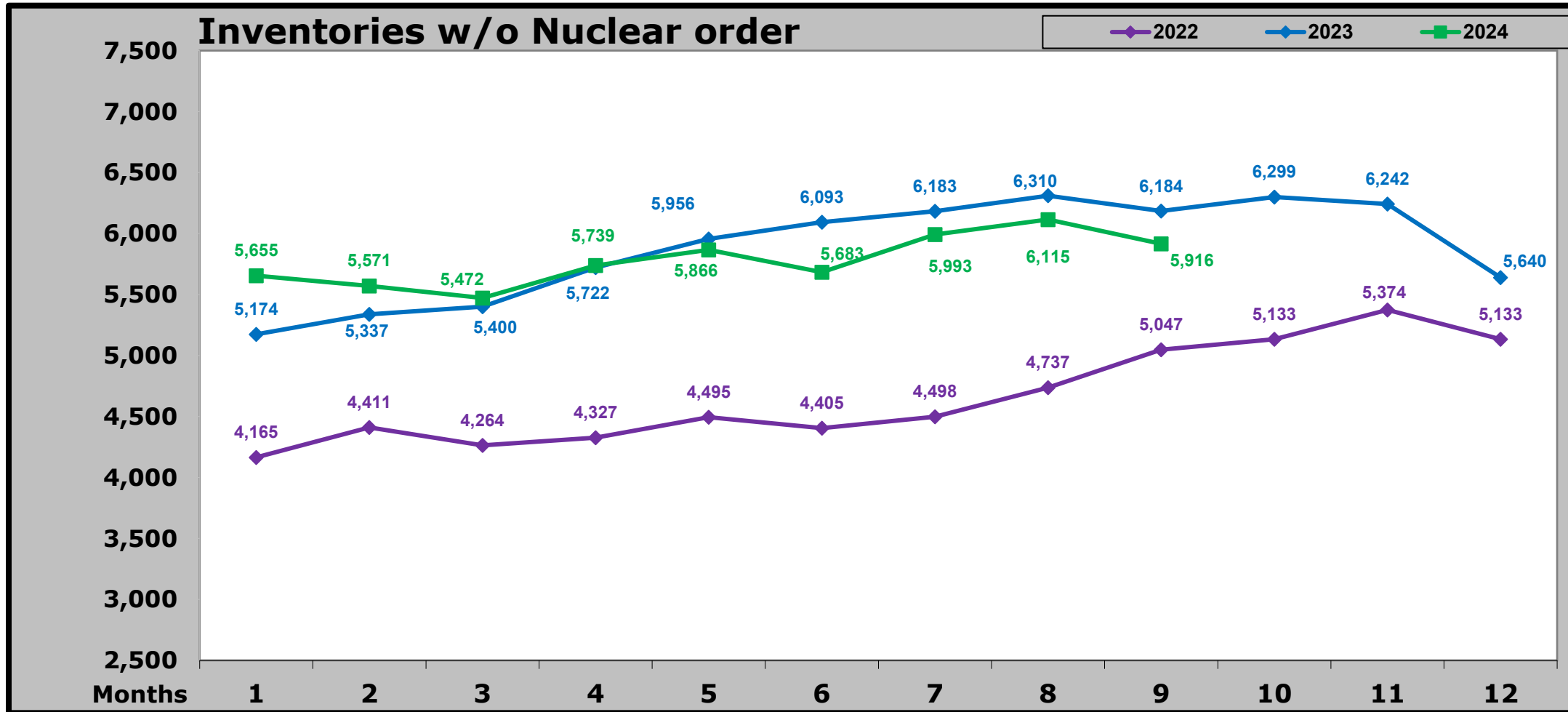
Financials

Net Financial Position

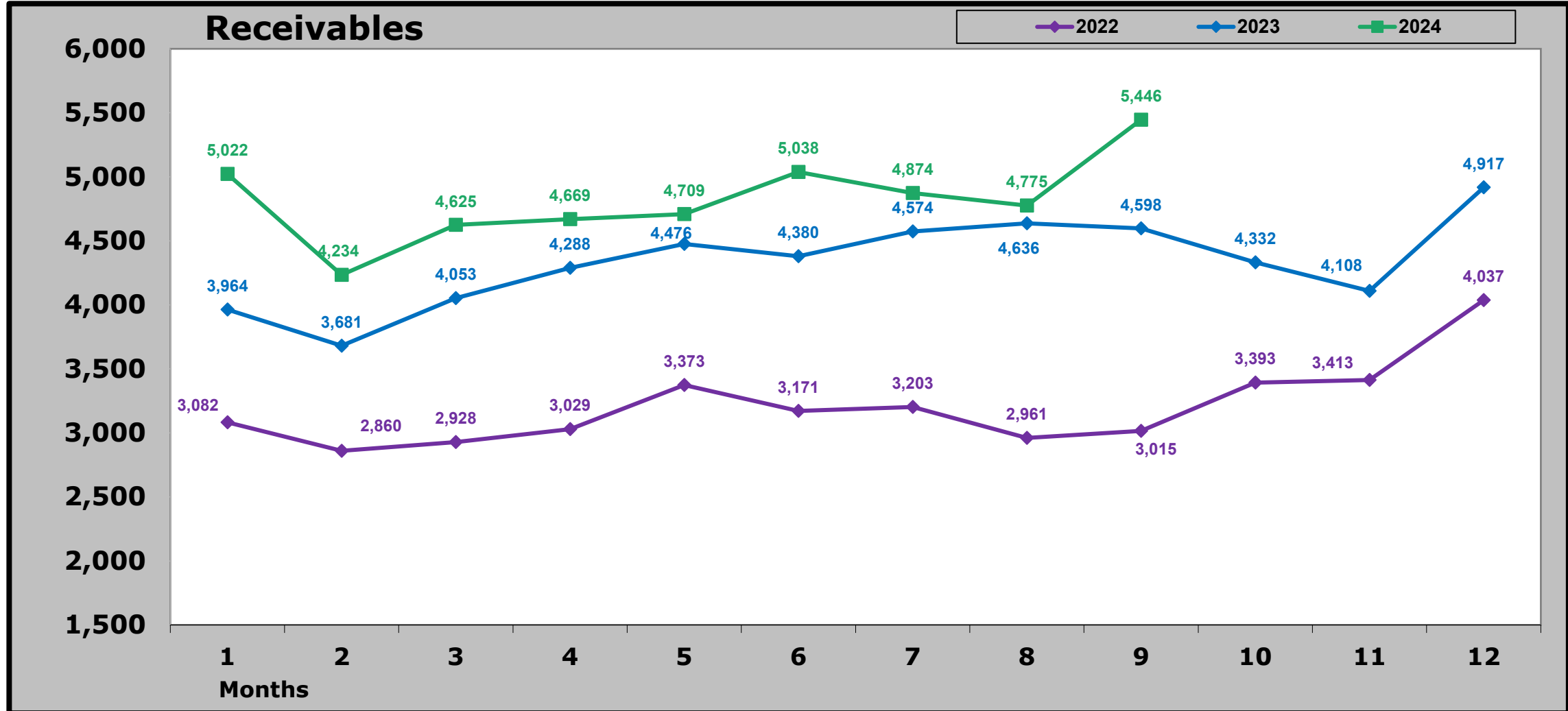
Net Financial Position	2022	2023	YTD Sept'24
Total	2,623	2,746	3,083



Inventories

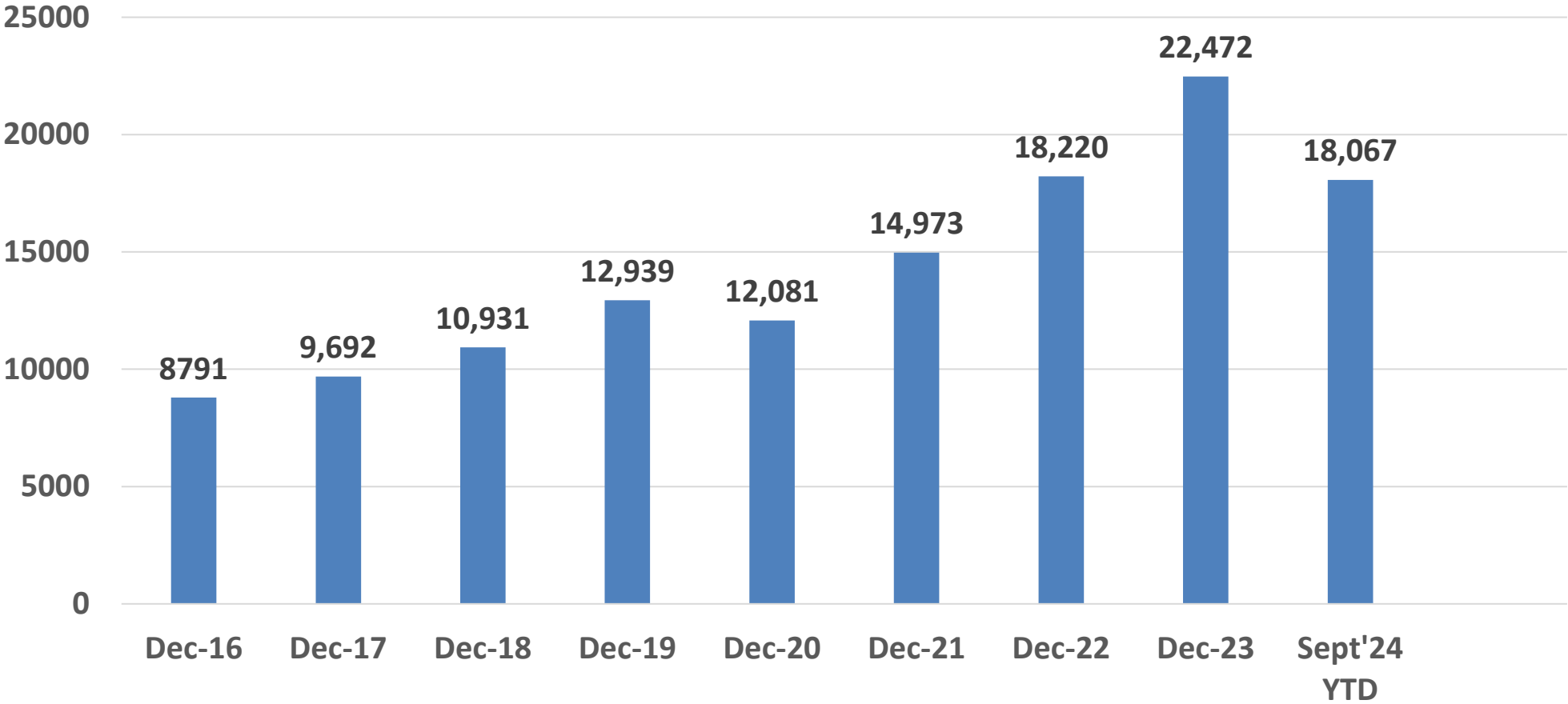


Receivables



Revenue Trend

Revenue from Operations (MINR)



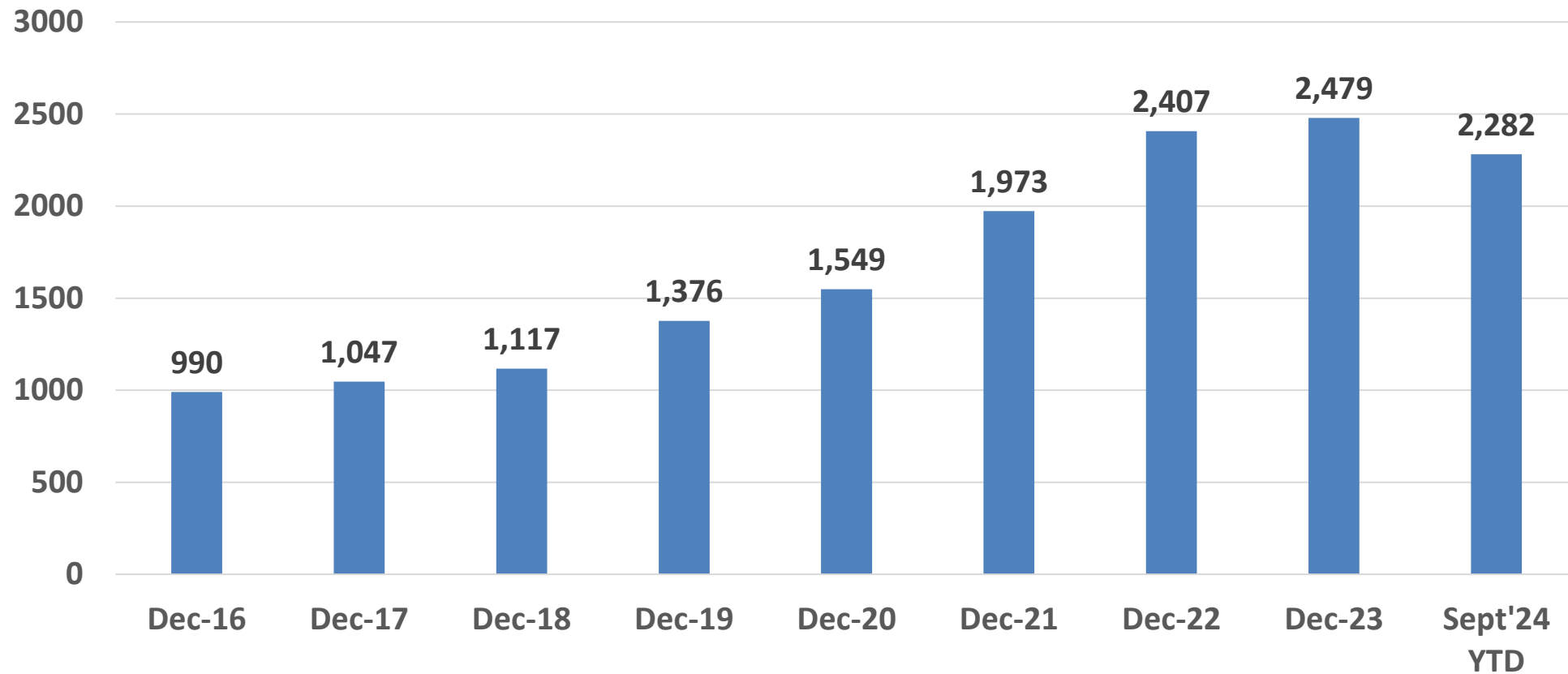
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Profit Trend

Profit Before Tax (PBT)



Events and Other Activities

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Solar Project Inauguration:

On September 3, we celebrated a significant milestone of successful virtual inauguration of our open access solar power project. The event, held at the IPD, and inaugurated by Dr. Stephan Bross (CTO KSB SE & Co), was a memorable occasion for our company.



This remarkable project boosts a capacity of 6.65 Megawatts Peak (MWp) and is set to generate approximately 10 million kilowatt-hours (kWh) of power annually. This output is equivalent to meeting nearly 50% of KSB India's current total power requirements of manufacturing plant and substantially reduces our carbon footprint. As a result, we are advancing towards our goal of making KSB more greener effectively elevating our share of renewable energy to 71%.

Key Events

Strategy Meet, Oxford Golf Resort, Pune.

- Hosted the Strategy Meet on 8th August, 2024, attended by 80 key business personnel across India.
- The event focused on formulating strategies for 2027 for various business and key areas to focus for business plan for future, aligning with the theme “**Expedition**” and Vision 2027.
- With panel discussions, 8 pillars were identified for achieving the targets.



KSB @ IPA Neerathon – 2024, Chennai:

Participated in the Neerathon Event as T-shirts partner. The event organized by the Indian Plumbing Association (IPA) Chennai chapter. With a powerful message of Run4Water, the event emphasized the importance of water conservation, an initiative close to our hearts. Around 3,000 participants, enhancing our brand visibility while fostering a shared commitment to sustainability.

Exhibitions



KSB @ Krishi Mela Expo, Dharwad:

participated in the Dharwad Krishi Mela on 25th Sept'24. Our stall attracted significant attention from a large number of farmers, who were particularly impressed by the performance and efficiency of the 10 HP and 75 STG pumps, alongside the broader range of innovative pumping solutions. The overwhelming positive feedback on the quality, durability, and reliability of our products further solidified our reputation as a trusted partner in the agricultural sector.

KSB @ IPA :

Successfully concluded ChemTech Expo 2024 at Bombay Exhibition Center, Goregaon. We showcased our latest pump technologies including Estigia, KNM-IN non-metallic pumps, MegachemSO, Magnochem pumps amongst other chemical process pumps, tailored specifically for the chemical and petrochemical industry, highlighting efficiency, reliability, and safety.



IFAT India Expo – 2024 at Mumbai

KSB participated in the IFAT India Expo 2024 which was held from 16th to 18th October at Bombay Exhibition Centre, Mumbai. IFAT India Expo is the leading trade fair for water, sewage, solid waste and recycling.

A highlight of our participation was the unveiling of the **Vertical Turbine pump (B Pump)**, our newest addition to the Waste water segment. The response to KSB's participation was positive, with visitors and fellow exhibitors expressing their appreciation.

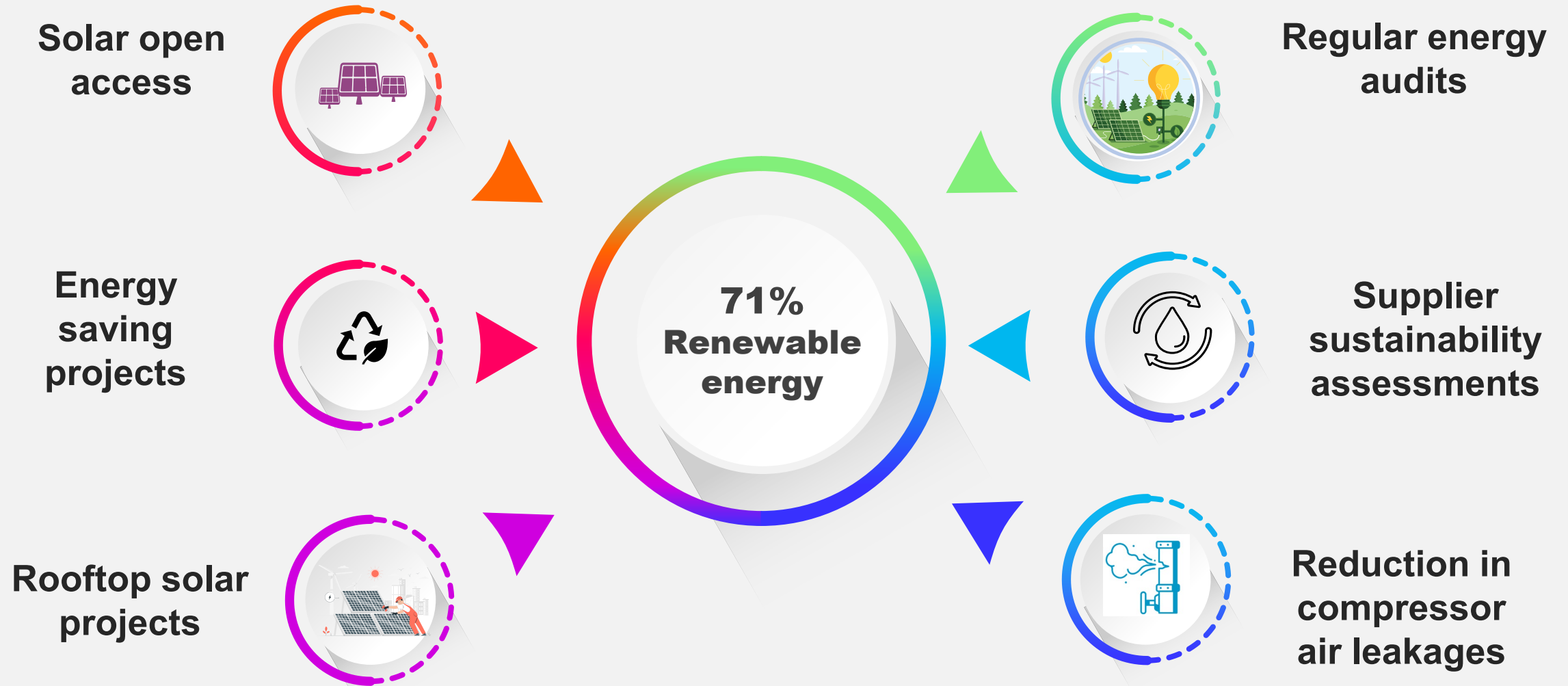


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ESG Initiatives

Energy savings - ESG



VDMA award

KSB Ltd honoured with the VDMA Manufacturing excellence award-2024 under CSR Large category at the 13th VDMA Mechanical Engineering Summit on 18th Oct 2024



Corporate Social Responsibility Projects

Handing-Over of Playground and Kitchen Equipment to Apulki School for Mentally Challenged students



- On Teacher's Day i.e. 5th September, 2024, the KSB Care Charitable Trust handed over Playground and Kitchen Equipment to Apulki School for Mentally Challenged students at Wai, Satara
- More than 50 students who are mentally challenged take their education at Apulki School. It is a residential school.
- Our contribution will help the school to prepare the food for a bigger number of students and will also help in storage of grains etc.

Corporate Social Responsibility Projects

ZP Primary School, Vambori (Girls)



- KSB Care Charitable Trust has always been contributing towards enhancing school infrastructure and education.
- 23rd August 2024 marked an important milestone as KSB Ltd inaugurated KSB Gurukul at Vambori
- 8 classrooms, 1 computer lab and an admin room was constructed at Vambori. The classrooms are covered with wall graphics that is in-line with the syllabus.
- The project will directly impact 200+ girl students from rural households from in and around Vambori village.
- The efforts were appreciated by Commissioner and ZP CEO, Ahmednagar who were present for the inauguration.

THANK YOU



Time for Questions

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