



Date: 4<sup>th</sup> March, 2022

The General Manager  
Corporate Relationship Department  
BSE Limited  
1<sup>st</sup> 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 25<sup>th</sup> February, 2022, we wish to inform you that the Company participated in the Investor Conference held on 3<sup>rd</sup> March, 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**

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

**1. Whether exports are all standard pumps?**

Ans. Export is mix of pumps, valves and services. And pumps cover standard pumps and engineered pumps.

**2. What is our current Dealer Network?**

Ans. We have 1000+ active dealers and intent to increase every year and have good Pan India Network. Our Fair Dealer Policy leads Loyal Dealers.

**3. What are opportunities available for gamma pumps?**

Ans. Huge, as they have application in field of building material, industrial, Petro Chemical, water etc. It is a high flow pump and have a huge market ahead of us.

**4. In our Global supply chain for all KSB Group Companies, what is our stand as Indian company?**

Ans. We participate to complete Global order for Group as whole, helps to reach us in global market, and we all get fair share for our efforts.

**5. What will be our contribution for Standard Business and in Services and spares?**

Ans. We have optimum share in standard business and we will sustain that, with more investment and focus on services and spares. We are investing in service centers and expansions.



# KSB Limited

## Investors' Meet, 3<sup>rd</sup> March, 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.

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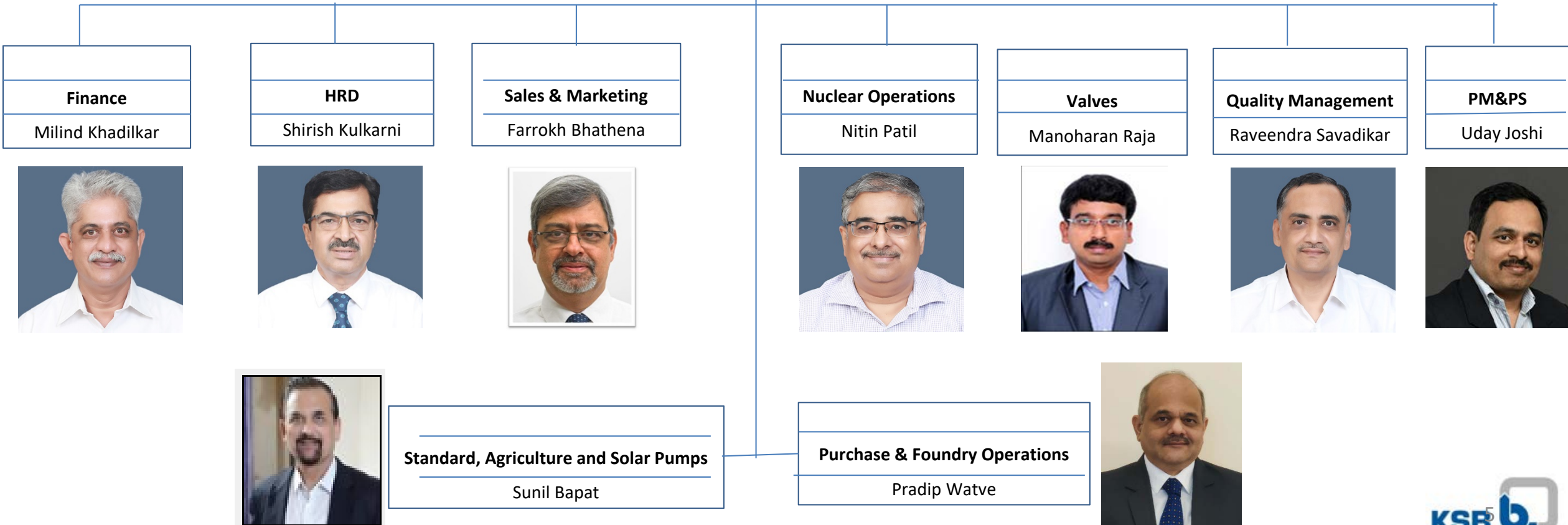
17. Other Initiatives:

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# 1. Organogram



**India/KSB Limited**  
Rajeev Jain

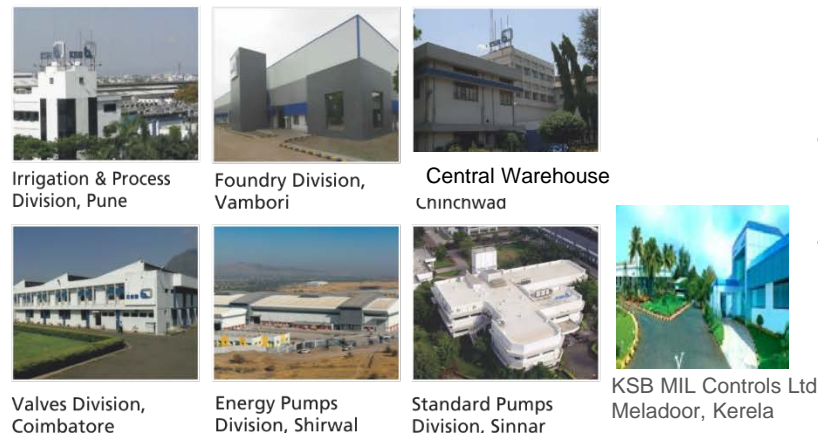


## 2. KSB Limited – Regional presence - Near you..24x7

- 7 Manufacturing locations
- 4 Zonal offices
- 16 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



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

(Monday to Saturday - 9am to 6pm)



## 2.1 Inauguration of new **Service Station, Baddi** :

The new service station was inaugurated on 26<sup>th</sup> Nov 2021



- Area of around 5000 sq. ft.
- Will cater to installed base of more than 5000 pumps in HP, Punjab, Chandigarh and J&K
- The event was attended by our esteemed customers, IPH (Irrigation & Public Health), MD of Cheema Boilers, & also our Channel Partners.

# EPD (Energy Pumps Division), Shirwal, Pune



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# EPD (Energy Pumps Division), Shirwal, Pune



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# IPD (Irrigation and Process Division), Pune



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# IPD (Irrigation and Process Division), Pune



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# Central Warehouse, Chinchwad, Pune



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# Central Warehouse, Chinchwad, Pune



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# Standard Pumps Division, Sinnar, Nashik



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# Standard Pumps Division, Sinnar, Nashik



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# Foundry Division, Vambori



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# Foundry Division, Vambori



# Valves Division, Coimbatore

# 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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(Pre Covid-19 Photo)

## 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

State-of-the-art design center  
– **KSB Tech Pvt. Ltd.**  
Located at Pune.  
Maharashtra



### 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, 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 Q4 2021



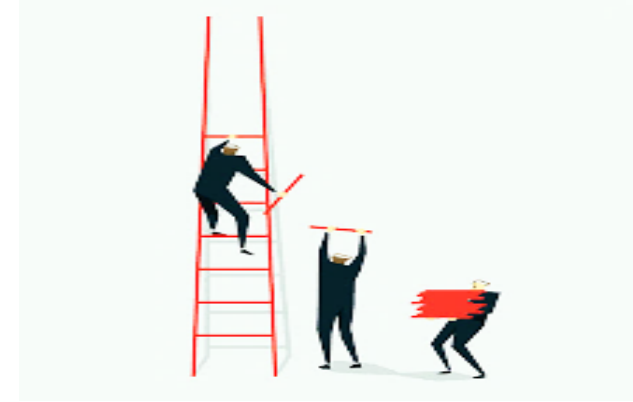
### Highlights

- Crossed **Rs. 15,000 Mio Order Intake** for the first time in KSB's history.
- Steady inflow of **FGD** orders – NTPC, DVC Mejia and NTPL orders received. Total pumps 22, Value - Rs. 295 Mio
- Some good successes in **Solar Pumps business**.
- **Sinnar plant** crossed **Rs. 5,000 Mio sales** for the first time while touching **milestone of 200,000 pumps** for the first time ever.
- Orders for **328 Gamma Pumps** worth **82.67 Mio INR** received from domestic and export markets in 2021.
- **Vaccination** completed for almost all employees.
- **Central Warehouse** Order Intake showing good progress.

## 5. KSB India – Major Initiatives planned

### Major Infrastructural Developments / Projects:

1. Investment for Mechanical Seal business. (Repair facility and localization)
2. Investment for Solar business growth. (Development and manufacturing capacity)
3. Machine replacements and renovation.
4. Investments for Digitalization initiatives including Robotic Process Automation.
5. Expansion of Service Network is in progress.
6. Various investments planned for ESG Projects.



## 6. TOP 10 Customers in 2021:

### KSB India (Domestic)

Customer	Segment	Value (in INR Mio)	% Contr. to total Domestic OI
Bharat Heavy Electricals Ltd.	Energy	1,045	7.9%
Thermax Group	Energy	425	3.2%
Rushabh Enterprises (Dealer)	Gen. Industry	322	2.4%
ISGEC Heavy Engineering Ltd.	Energy	311	2.3%
Patil Engineering (Dealer)	Gen. Industry	304	2.3%
RK Engineers Sales Ltd. (Dealer)	Water	265	2.0%
Larsen & Toubro	Energy, Building, Petrochemicals	253	1.9%
Pooja Engineering Company (Dealer)	Petrochemicals, Gen. Industry	240	1.8%
NTPC Limited	Energy	169	1.3%
Thyssenkrupp Industries	Energy, Petrochemicals	160	1.2%
Total		3,493	26.3%

## 7. Major Project Orders Received in Q4 2021:

Segment	S N	Project Name	Pump Type	Value
Energy	1	DVC Mejia Phase II FGD	6 x KWPK 900-1134	130
Energy	2	IWMF Project, Singapore	HGC/MCPK	77.8
Energy	3	NTPL Tuticorin 2X500 MW FGD	4 x KWPK 900-1133	54
SupremeServ	4	NTPC Sipat	WKTA	52
Energy	5	UTE GNA li- Brazil	WKTB	48.3
Petrochemical	6	IOCL Barauni BR9 Expansion Project (DHT Unit)	RPH, RPHb, CHTR	37.5
SupremeServ	7	IOCL, Haldia (Replacement of BPCL make pumps)	RPH, RPHB & CHTR	34.5
Valves	8	TG-9 Project	GGC	26
Energy	9	PT Riau Papers, Kreinci, Indonesia	WKTB	18.2
Valves	10	OASPL	GGC	18
Valves	11	Valmet - Rizhao RB11 Recovery Boiler	GGC	15
Valves	12	Wilmar Richards Bay	GGC	15
SupremeServ	13	NTPC Vindhyachal	WKVM	13
SupremeServ	14	IOCL Barauni	RPH	12

# 8. Order Intake Composition :

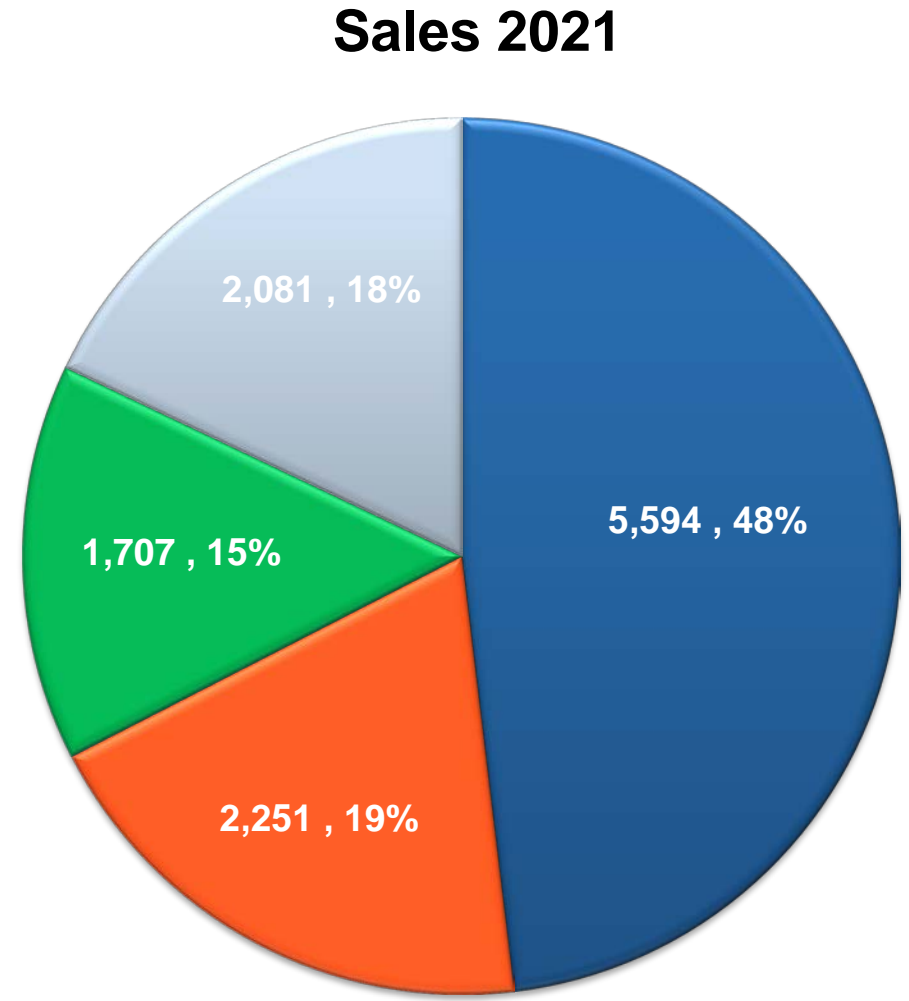
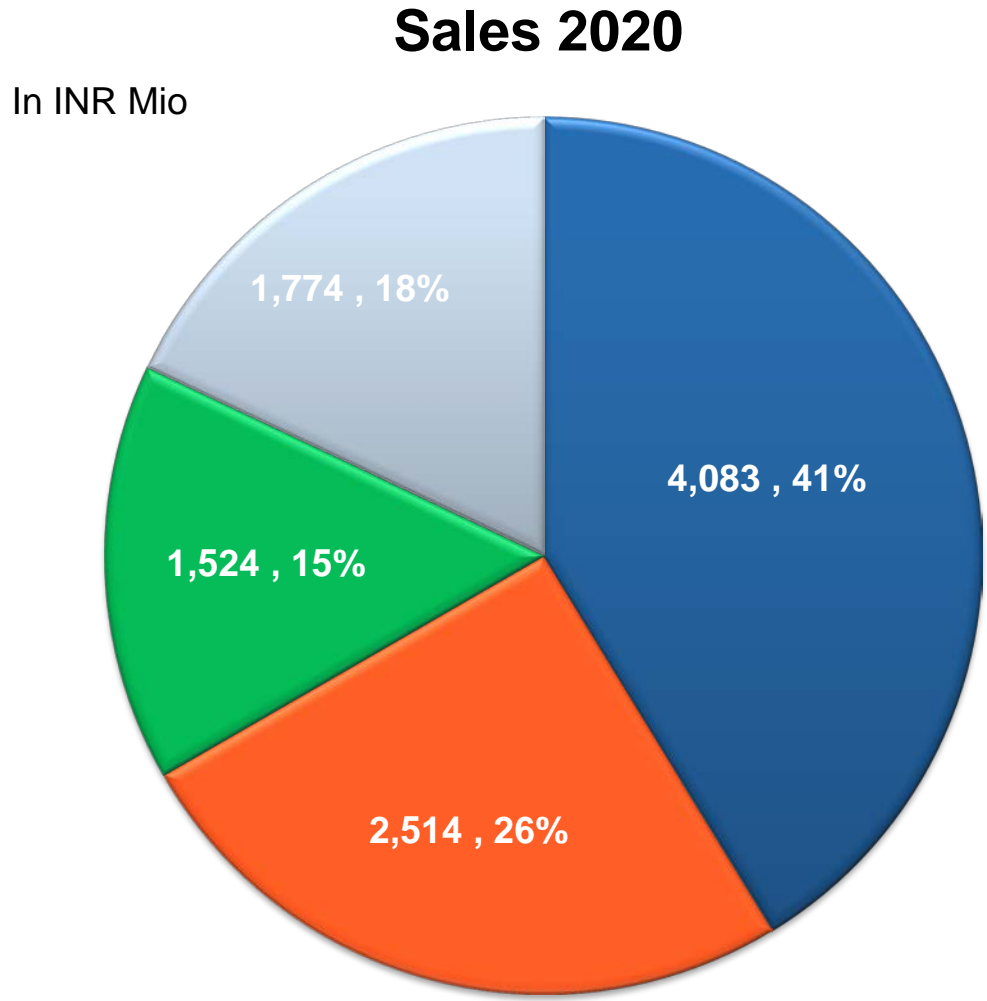
(Domestic + Exports)

Sr. No.	TSS	Contribution to total business			
		2019	2020	2021	Avg.
1	Agriculture	13%	14%	15%	14%
2	Solar	0.2%	0.2%	0.7%	0.4%
3	Building Market	10%	10%	12%	11%
4	Water Waste Water	1%	2%	2%	2%
5	Standard Industry	16%	17%	20%	18%
	<b>Standard Products</b>	<b>40%</b>	<b>43%</b>	<b>49%</b>	<b>44%</b>
6	Petrochemical	16%	10%	7%	11%
7	Energy + Special Projects	16%	15%	16%	16%
	<b>Engineered Products</b>	<b>31%</b>	<b>25%</b>	<b>23%</b>	<b>26%</b>
8	<b>Supremeserv</b>	<b>13%</b>	<b>16%</b>	<b>12%</b>	<b>14%</b>
9	<b>Valves</b>	<b>15%</b>	<b>15%</b>	<b>16%</b>	<b>16%</b>
	<b>TOTAL</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

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



# 9. Sales Turnover 2021 : Distribution of Domestic Business



■ Standard Pumps ■ Engineered Pumps ■ SupremeServ ■ Valves

■ Standard Pumps ■ Engineered Pumps ■ SupremeServ ■ Valves



# 10. Exports Business Development : 2017 – 2021

In INR Mio

Particulars	Act 2017	Act 2018	Act 2019	Act 2020	Act 2021
Sales	9,375	10,752	12,852	11,940	14,973
Export Sales (out of total Sales)	1,447	1,567	2,186	2,046	2,938
%	<b>15.4%</b>	<b>14.6%</b>	<b>17.0%</b>	<b>17.1%</b>	<b>20.2%</b>

# 11. 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

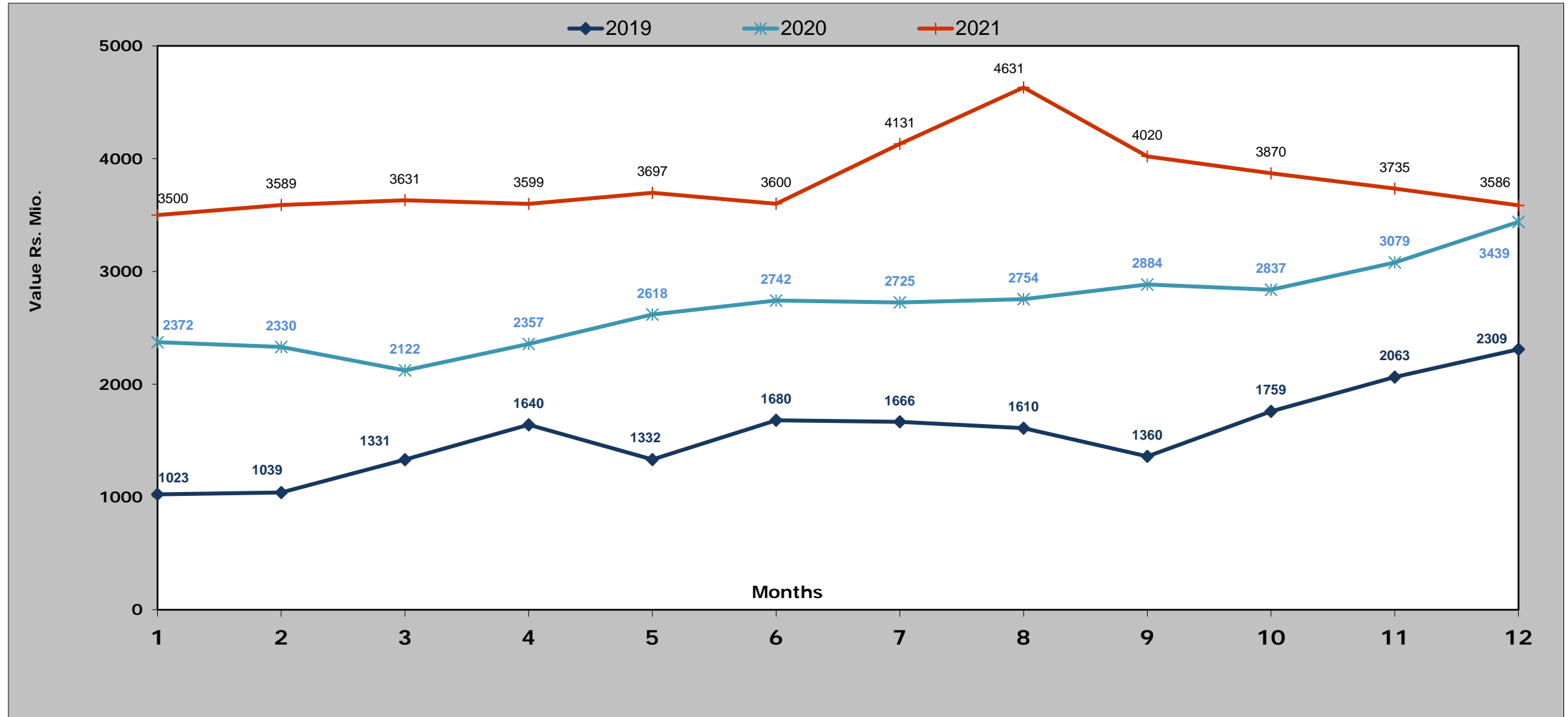
## Progress Update

- Our proposal was discussed in Board subcommittee meeting on 21<sup>st</sup> February. 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 March/ April 2022. Order may be finalised only for one site. Balance two might be retendered

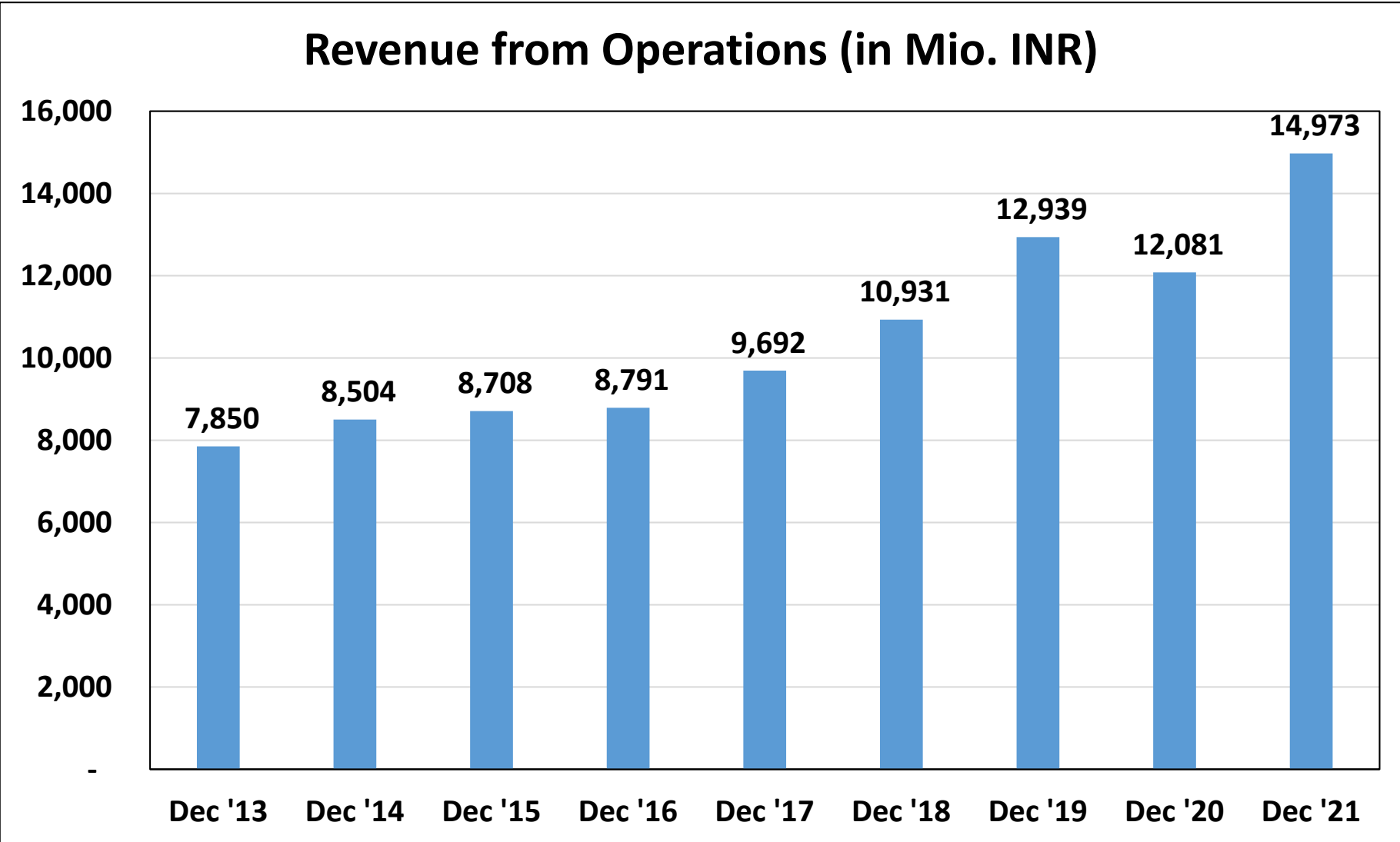
## For the Future

- 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.

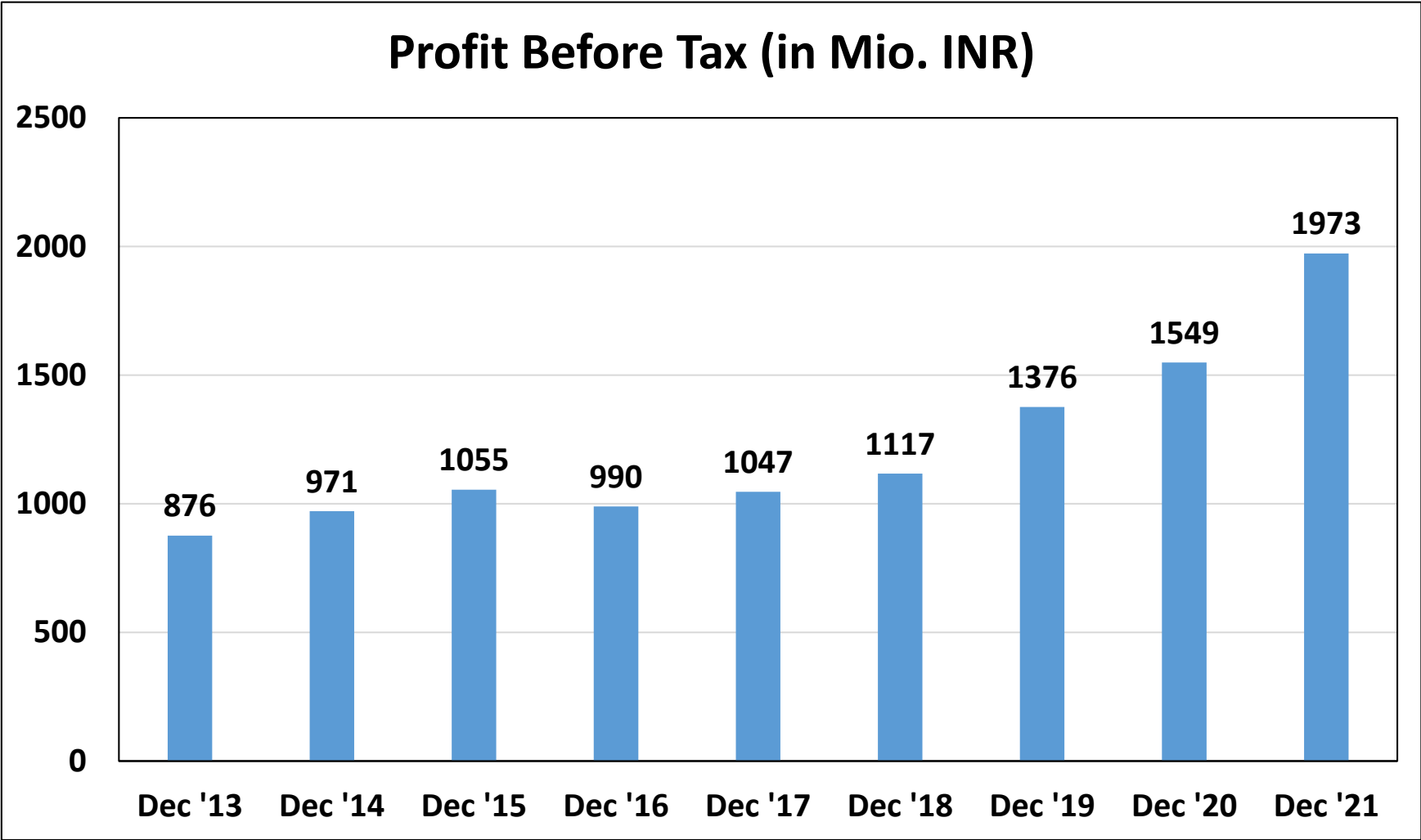
# 12. Net Financial Position – Net of Borrowings dated 21<sup>st</sup> February, 2022



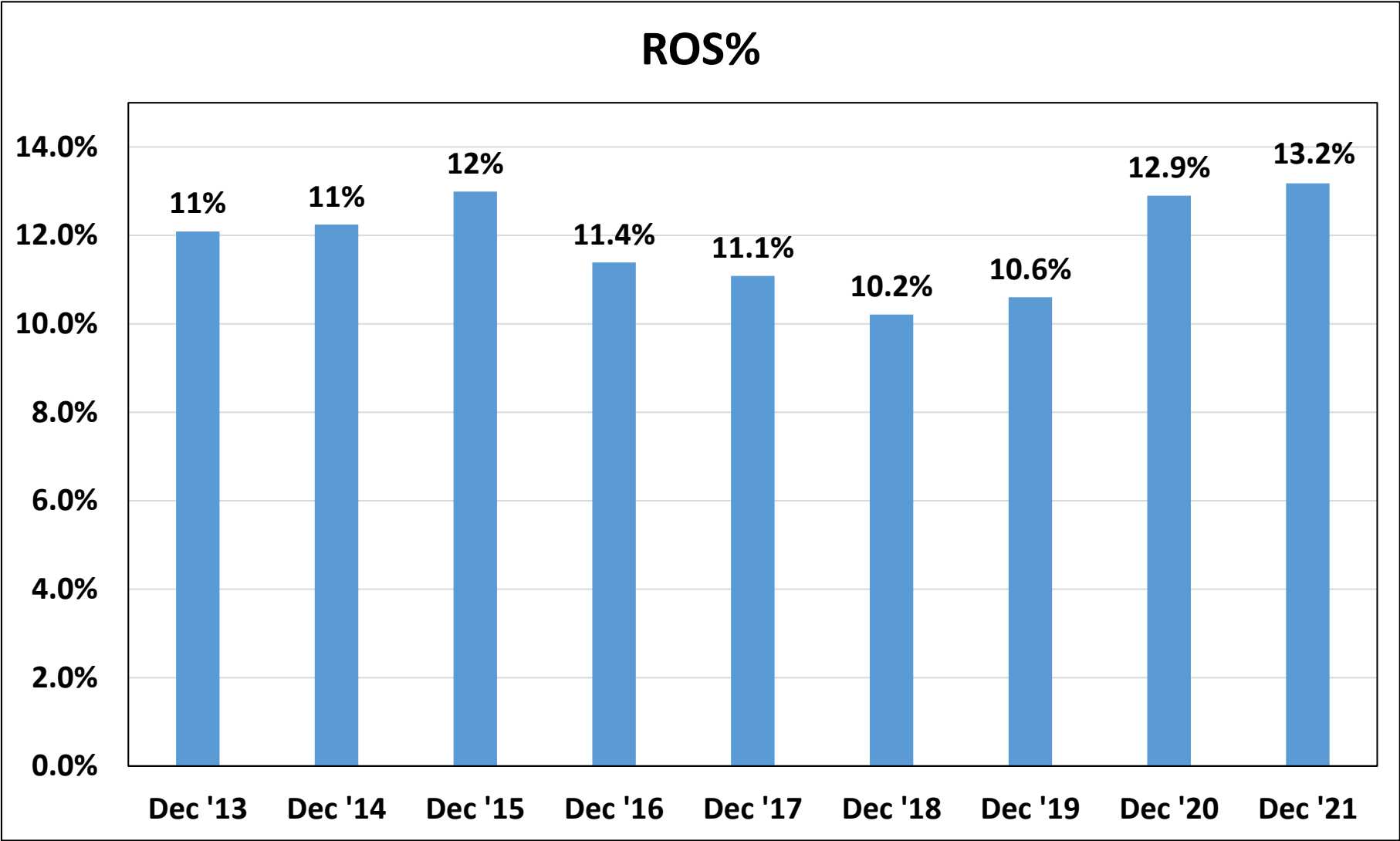
# 13. Revenue Trend



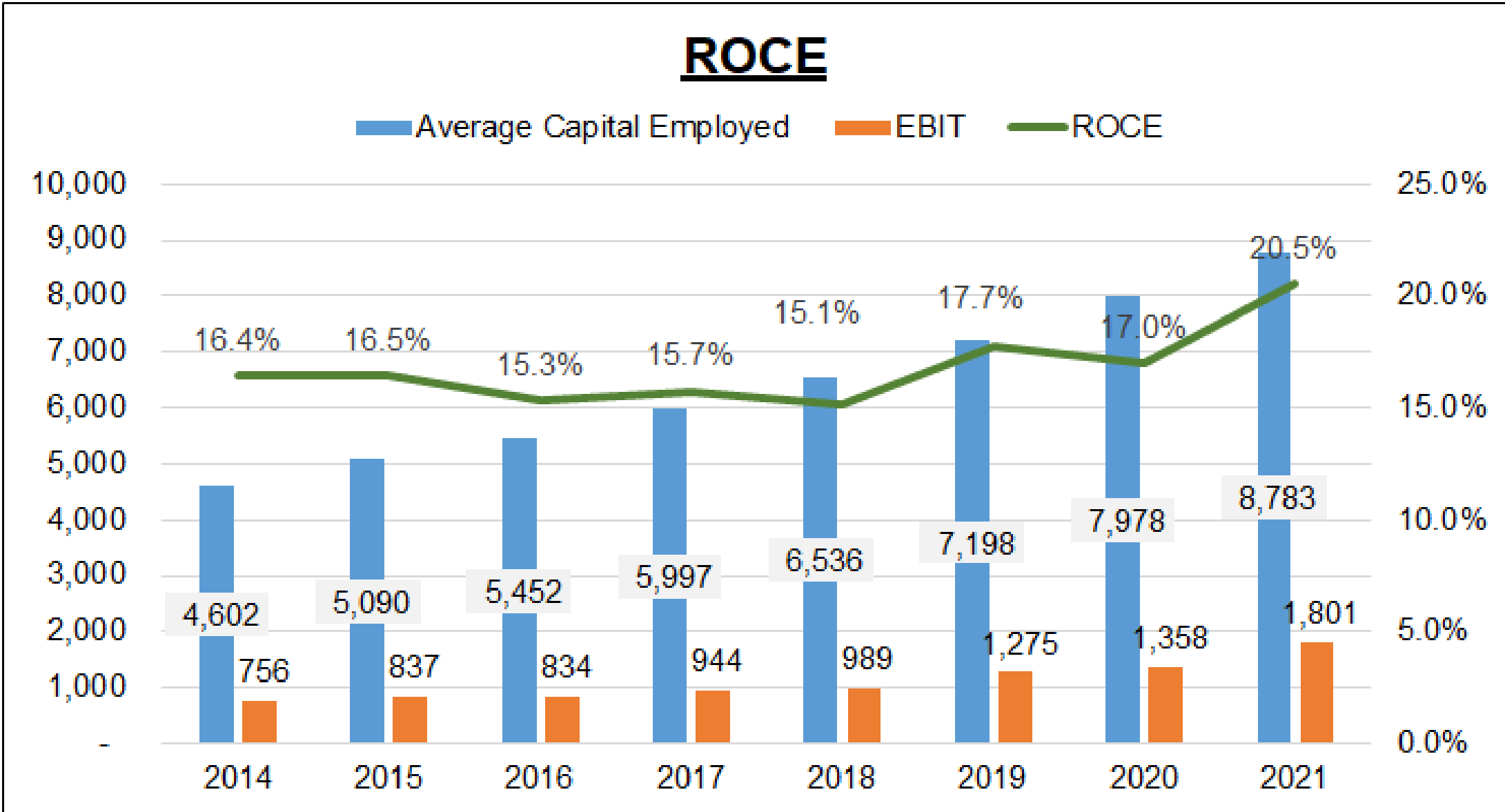
# 14. Profit Trend



# 15. Return on Sales Trend



# 16. Return on Capital Employed



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# Other initiatives : i. Innovation Lab, Nashik:



KSB has started it's first Innovation Lab at Nashik on 27<sup>th</sup> Dec 2021.  
The initiative will help us to bring value to our Customers, and all our stakeholders.  
With the innovation team here in India it will help us to have the competitive edge in the market.

## ii. Digitization : Initiatives for 2022

Top 3 projects planned in Sales/Operations and IT:

### 1. Sales Initiatives:

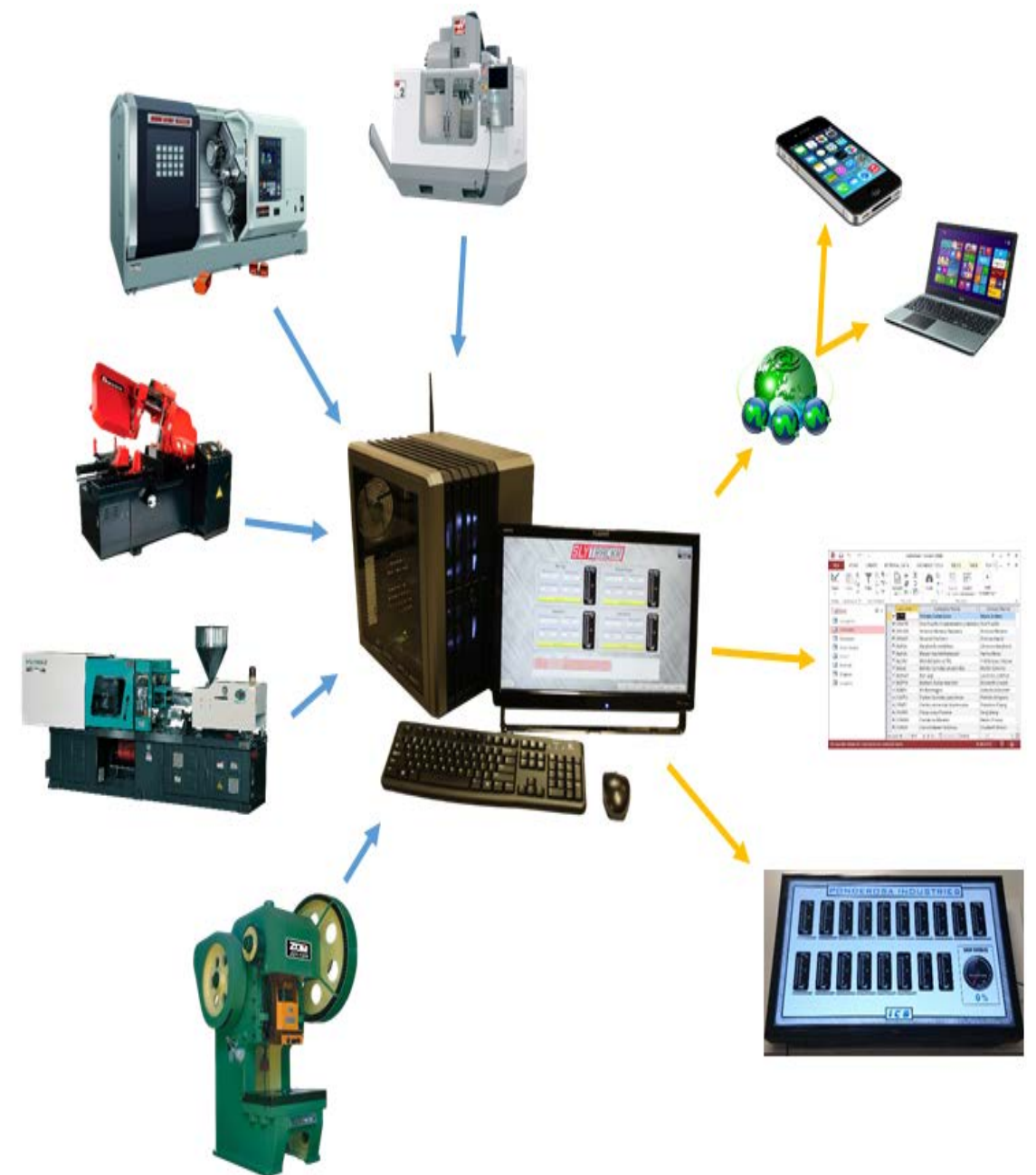
1. Project Cost Information System
2. Dealer Management Portal
3. SICCA Valves Sales Selection Tool

### 2. Operations Initiatives:

1. MIS Automation
2. Machine Monitoring & Model Work Stations System Concept
3. Advanced Planning and Scheduling Tools System Concept

### 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



### iii. CSR



Vehicle donated to Maher



Bus donated to Neehar



Bus donated to Bal Kalyan Sanstha



Modified vehicle donated to Tara SOFOSH

### iii. CSR



Donated Solar Power generation unit to Snehalaya



Street solar light donated to Anamprem



Donation of Solar water Heater to Snehalaya

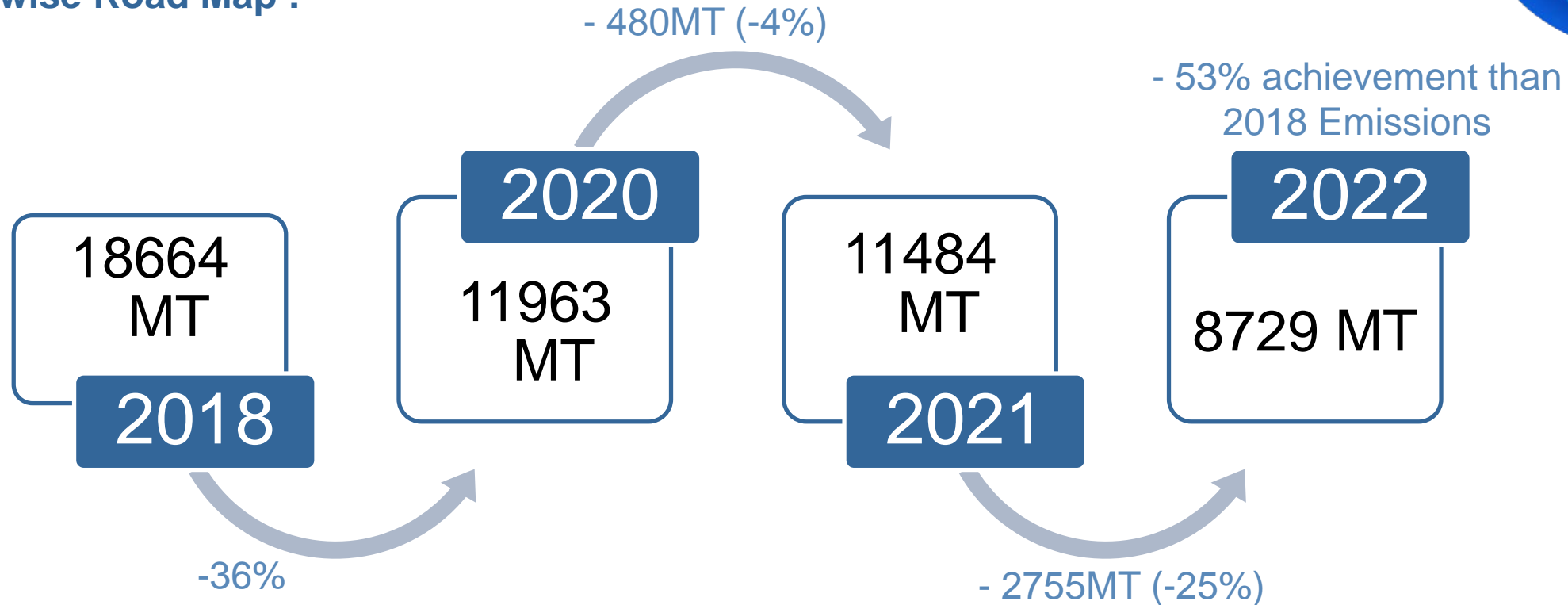
# iv. ESG Activities : (1/3)

## 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 – Progress as on Jan 2022 and expected to be completed in FY 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. Pre bid meeting going on.
2	FDY	Group Captive 4 MW	4565	2663	13	Govt. approvals are in progress
3	CBE	Roof top Solar	286	48	26	Requirement floated in market, offers received from 5 suppliers. Pre bid meeting going on.
4	IPD PPD EPD	Street Light with solar and battery back up (45 W with 6 meter height)	25	13	6	Under processing
			<b>5067 MT</b>	<b>2755 MT</b>	59	

# ESG Activities : (3/3)

## Renewable energy projects – Progress as on Jan 2022

Sr. No.	Plant	Energy saving - Project descriptions	Expected energy saving (KWh / Year)	Potential CO2 reduction (MT)	Cost (Rs Lakh)	Status of the projects
1	WPD	Replacement of water pumps at EPT STP Paint booth – 8 Qty	29602	24	3.8	Under study
2	WPD	Fix compressed air leakages	129583	107	3.5	HVLS – Feb end System leakage audit- March end
3	WPD	Pressure regulation & flow control of compressed air	46676	39	5.0	FRL units for low pressure Installation March end
4	WPD	Replace washing machine pumps with heat pumps	64004	54	10.0	Under study
5	WPD	Replacement of old Atlas Compressor	19764	17	15.0	Installation - April end
6	FDY	Conversion of LOT system vaporizer operating system from Electric heater to Gas heater	18720	16	6.0	Installation May end
7	CBE	Replacement of existing 240 CFM Air Compressor by New 240 CFM Compressor with VFD	28800	24	10.0	Installation – 20.10.2022
8	CBE	Replacement of existing 1.5 Ton Air Conditioners by Inverter ACs (4 Nos.)	28032	23	3.0	Installation – 20.06.2022
9	CBE	Introducing VFD in Air Compressor (628 cfm/ 125 HP)	39281	33	4.0	PO placed Installation – 30.04.2022

## v. Major Investments of 2021 :

In INR Mio

Description	Act. Capitalization mINR	Remarks
Sinnar shed	232	Sinner shed is nearing to completion. Small items like compressor etc. of mEUR 0.11 will take place in current year
Digitalization - RPA and other projects	9	SAP Warehouse management project started, Mobile warehouse management will be taken up in 2022. RPA - Pilot phase completed.
Gamma development project	9	Completed
Central Spares Warehouse expansion	8	Completed
Ground Floor Office Renovation – CBE	34	Admin office is completed and production office is going on
Patterns - Inhouse and Subcontract	57	Various Patterns including inhouse and Subcontract
Other regular investments	182	ITS Hardware and Software: 24, Vehicles: 3, Baddi Service Station: 2.8, Evaporative Cooling System Sinnar: 7, Etabloc Pump casing devp: 2.8.
<b>TOTAL</b>	<b>531</b>	



## vi. Covid-19 Vaccination status :

S N	Plant	Total Headcount	1st Dose Vaccinated	2nd Dose Vaccinated	% 1st Dose Vaccinated	% 2nd Dose Vaccinated
1	Pimpri (IPD)	705	705	704	100%	99.86%
2	Chinchwad (PPD)	277	277	277	100%	100%
3	Shirwal (EPD)	350	350	350	100%	100%
4	Sinnar (WPD)	678	678	678	100%	100%
5	Vambori (FDY)	571	571	571	100%	100%
6	Coimbatore (CBE)	498	498	493	100%	99%
7	MIL Valves	524	524	524	100%	100%
	<b>TOTAL</b>	<b>3,603</b>	<b>3,603</b>	<b>3,597</b>	<b>100%</b>	<b>99.83%</b>



Pimpri, Chinchwad & Shirwal



Sinnar



Coimbatore

**ORDER INTAKE ₹ 2500 Cr.**

**SALES ₹ 2200 Cr.**

ROS 13%

**Strategy 2024**



*“Climb towards Market Leadership in India”*



# Time for Questions



Thank  
you