

Date: 4<sup>th</sup> March, 2021

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 2<sup>nd</sup> March, 2021, we wish to inform you that the Company participated in the Investor Conference held on 3<sup>rd</sup> March, 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, 3rd March, 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.

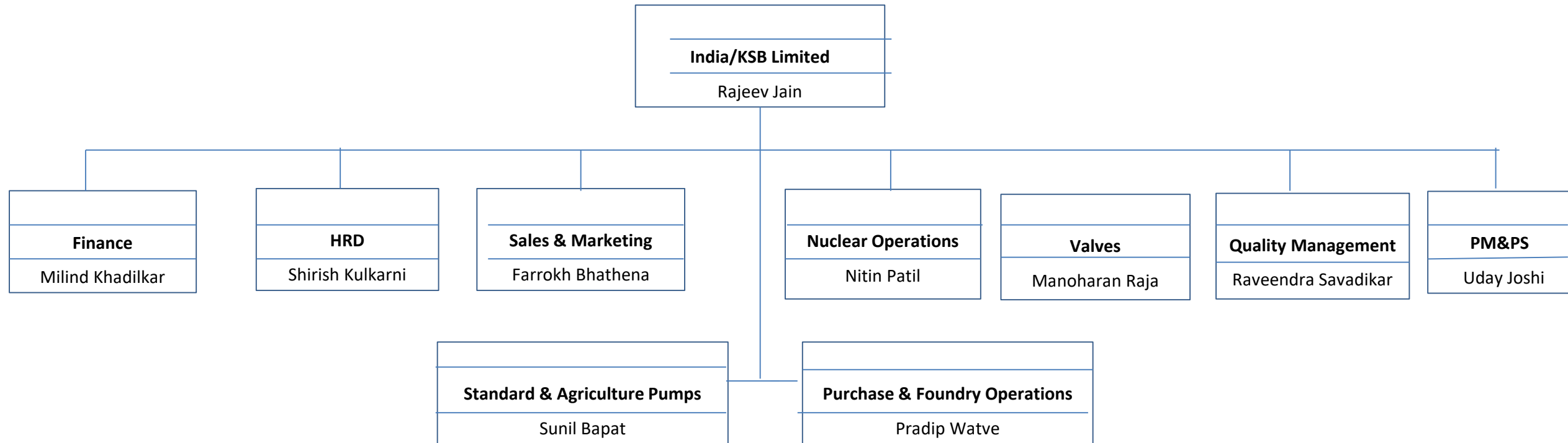
Such statements may be subject to a number of risks, uncertainties and other important factors, such as but not limited to (1) competitive pressures; (2) legislative and regulatory developments; (3) global, macroeconomic and political trends; (4) fluctuations in currency exchange rates and general Financial 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.

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# 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



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# Central Warehouse, Chinchwad, Pune



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# Standard Pumps Division, Sinnar, Nashik



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# Foundry Division, Vambori



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# Valves Division, Coimbatore



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# 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

## Success Stories:

1. Major success in FGD business
2. Successful launch of Gamma pumps (horizontal split case pump)
3. Good performance of KSB Coimbatore Valves division
4. 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)
3. Investments for Mechanical Seal business.
4. Various IT Digitisation projects planned in Sales, Operations and IT for 2021.
5. Initiatives on Delivery lead time reduction for Exports
6. Development of new sizes for Gamma pumps (HSC), FGD (KWP Pump), KNCPP pump etc
7. To make KSB Limited a Carbon NEUTRAL mfg company (Reduce Carbon footprint by 70% by 2024)
8. 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**:

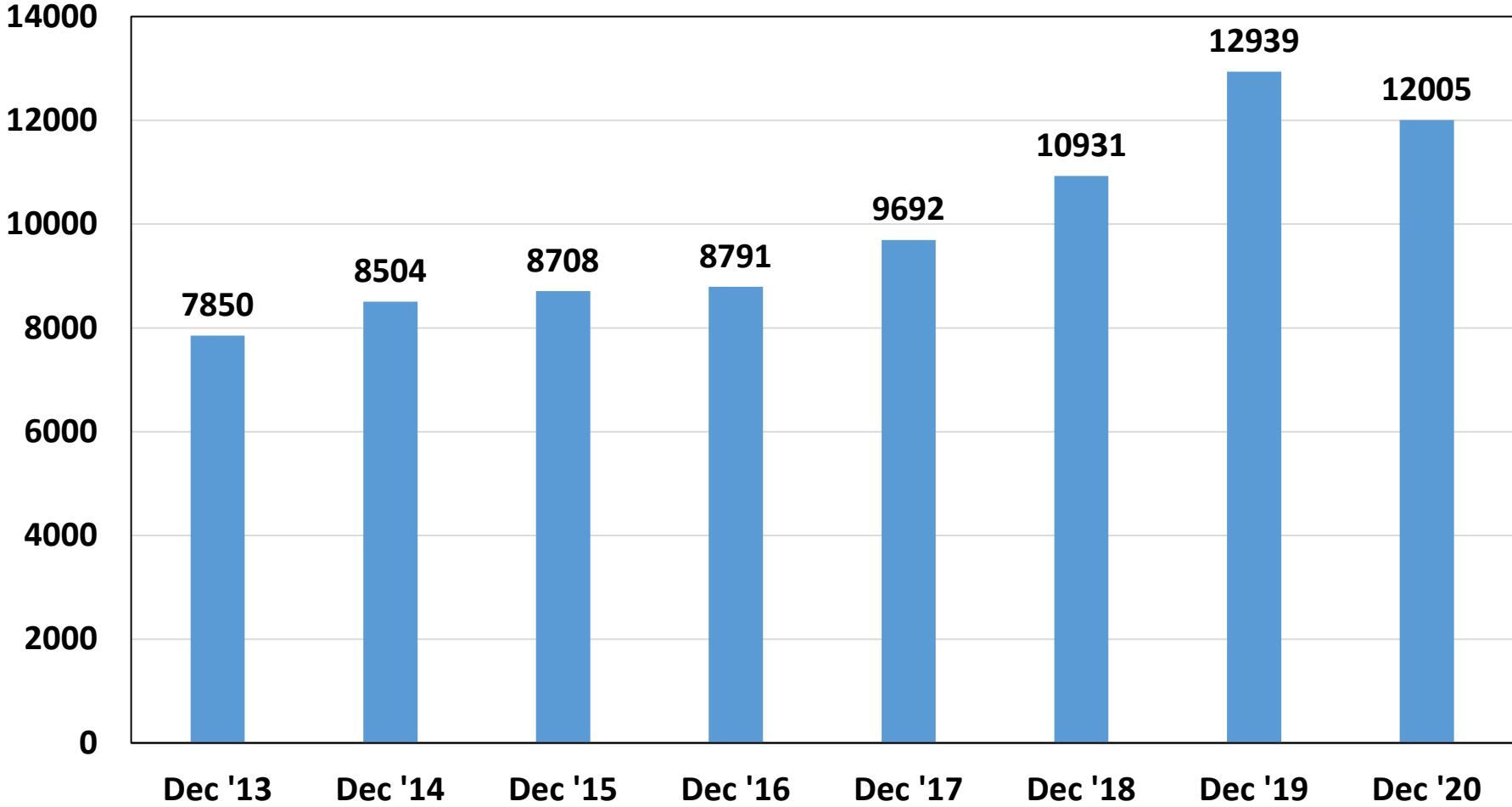
## Target



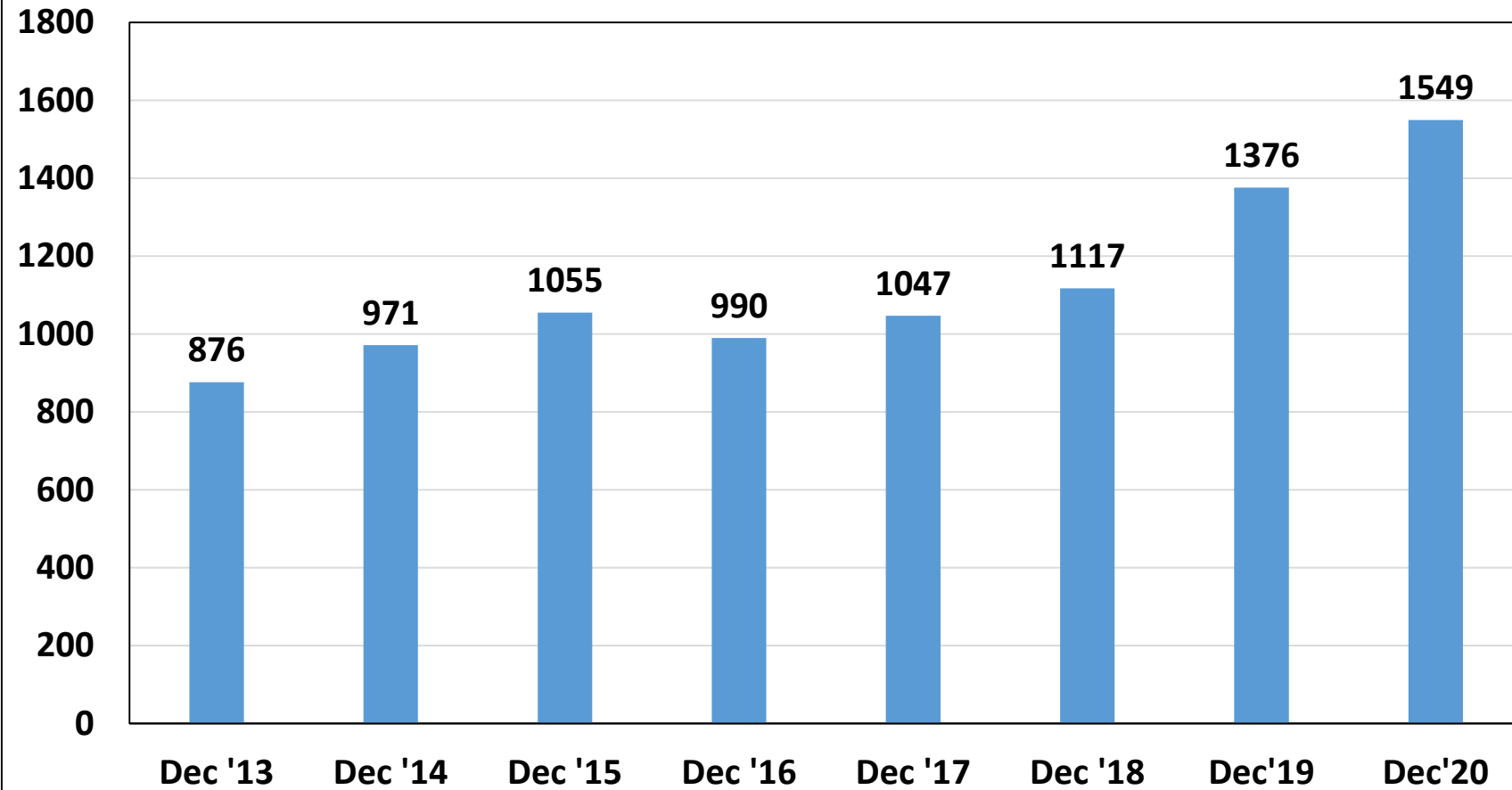
## Result

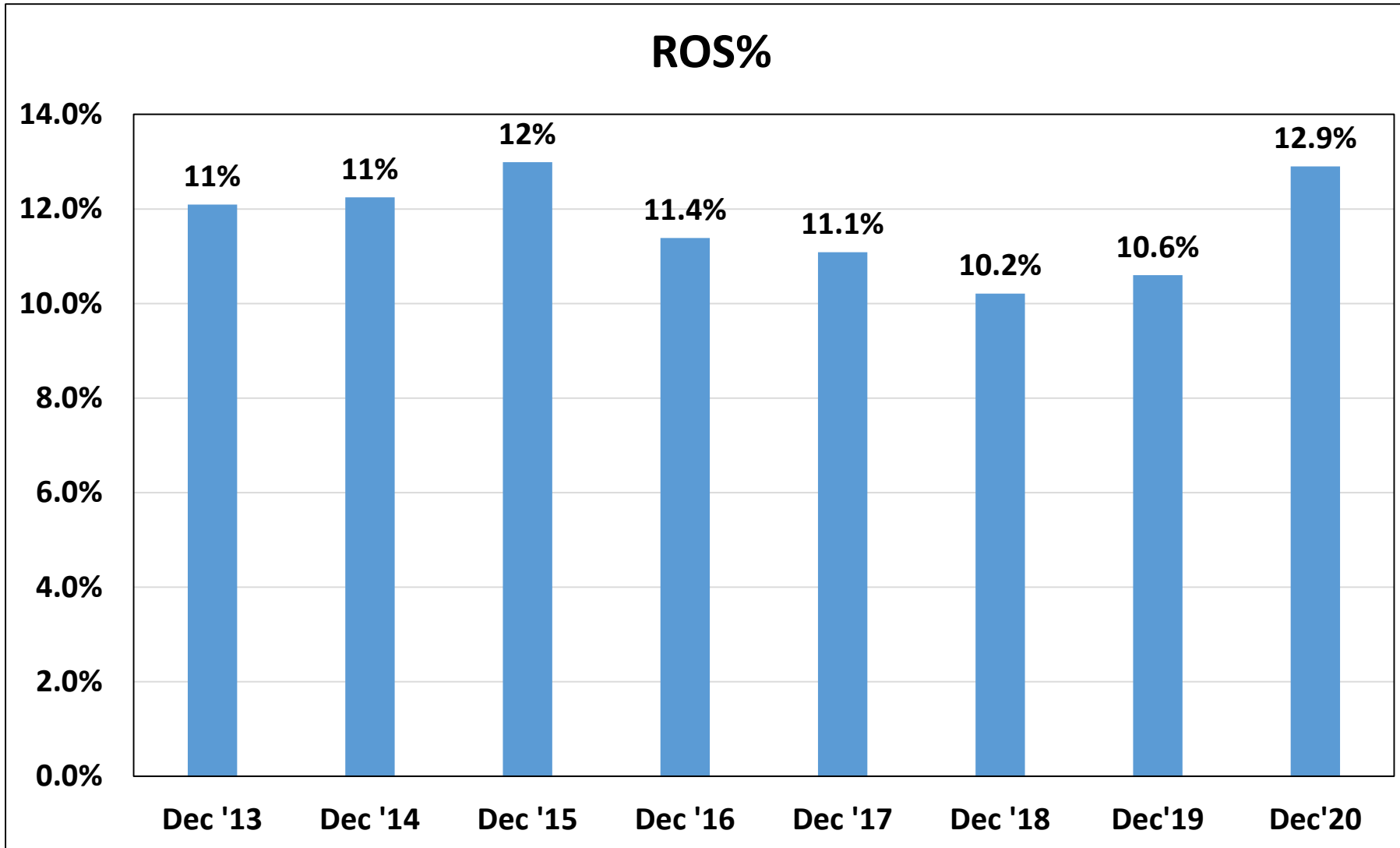
Year	2019	2020
Order Intake	<b>1475</b>	1328
Sales	<b>1294</b>	1200
ROS	10.6 %	<b>12.9 %</b>

# Revenue from Operations (in Mio. INR)



## P/L Before Tax (in Mio. INR)

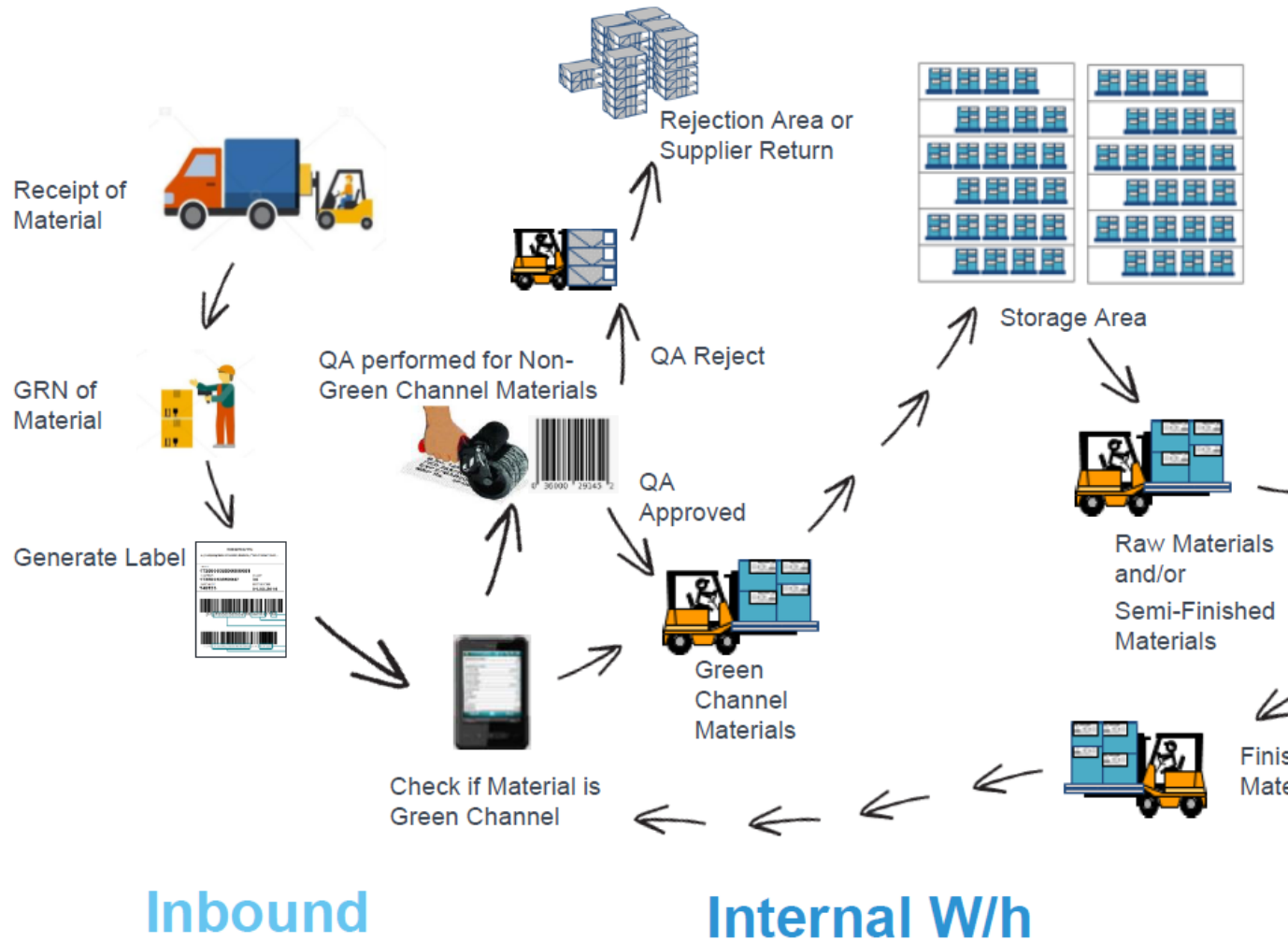








# Operations Digitisation: Warehouse Management System concept



Scanners

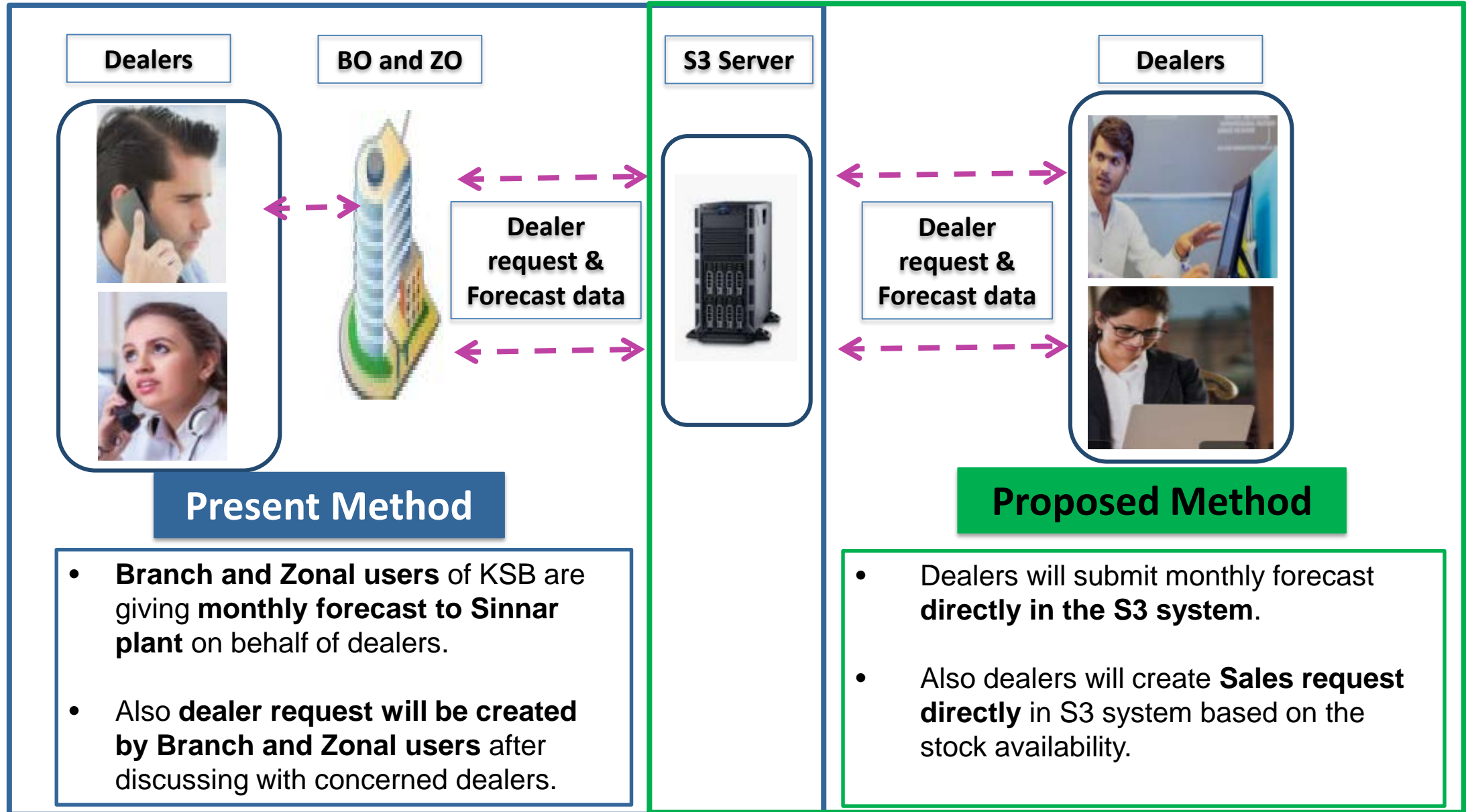
Pan India Ex. Fdy



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.

## 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

**Health and Safety in Common Touch Points:** 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**



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. When will be the execution of Nuclear order?**

- The job is going through a detailed engineering process. Some delay is expected due to Covid 19 situations.

**2. What is the outlook for your Service segment?**

- We now brand our service segment as SupremeServe. We have a dedicated team, a business department with resources and technical competence for this. The outlook for SupremeServe is aggressive since the market has good potential.

**3. Similar to Vision 2020, is there any strategy for next years? Will it be made public?**

- The strategy is under progress and will be taken up according to the directions of Board of Directors.

**4. What is the export business growth?**

- As a %, export business is slightly increased but in absolute terms there is a good growth.

**5. For the ongoing Income tax settlement of the Company, whether the whole amount will be paid as settlement?**

- The assessments are under progress and the discussion and finalization are going on. The order is expected shortly and the Company will pay accordingly.