

Date: 02<sup>nd</sup> August, 2024

The General Manager  
The 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**

**Sub: 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 29<sup>th</sup> July, 2024, we wish to inform you that the Company participated in the Institutional Investors Meet held on 02<sup>nd</sup> August, 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/ZgGUxZCt1A>

Subsequently the same will be available at [www.ksbindia.co.in](http://www.ksbindia.co.in)

Kindly take the same on your records.

**Yours faithfully,**  
For **KSB Limited**

**Shraddha Kavathekar**  
**Company Secretary**





**KSB Limited  
Institutional Investors' Meet – 2<sup>nd</sup> August, 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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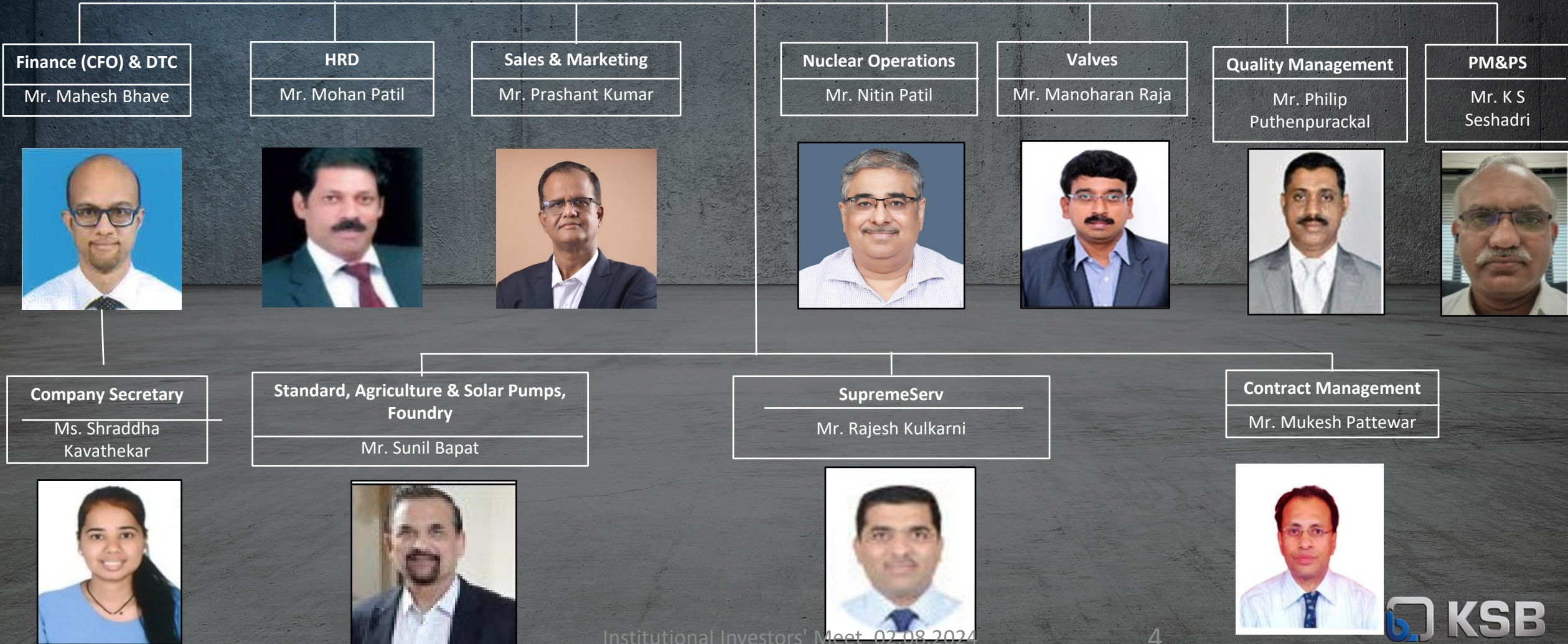




# 1. Organogram



**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\_02.08.2024



# New Admin Building at EPD Plant, Shirwal.



Institutional Investors' Meet 02.08.2024





# IPD (Irrigation and Process Division), Pune





# IPD (Irrigation and Process Division), Pune





# SupremeServe and Central Warehouse, Chinchwad, Pune





# SupremeServe and Central Warehouse, Chinchwad, Pune



Institutional Investors' Meet\_02.08.2024





# Standard Pumps Division, Sinnar, Nashik



Institutional Investors' Meet\_02.08.2024





# Standard Pumps Division, Sinnar, Nashik



Institutional Investors' Meet\_02.08.2024



# Standard Pumps Division, Sinnar, Nashik



Institutional Investors' Meet\_02.08.2024





# Valves Division, Coimbatore



Institutional Investors' Meet\_02.08.2024



# Valves Division, Coimbatore





# Valves Manufacturing- KSB MIL Controls Limited, Kerala



Institutional Investors' Meet\_02.08.2024





# Valves Manufacturing- KSB MIL Controls Limited, Kerala



Institutional Investors' Meet\_02.08.2024





## 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  
केएमबी टेक् प्रायव्हेट लिमिटेड



# Inauguration of Newly Renovated Jaipur Sales Office



KSB's Jaipur Sales Office was renovated and the new office space was inaugurated on April 10, 2024

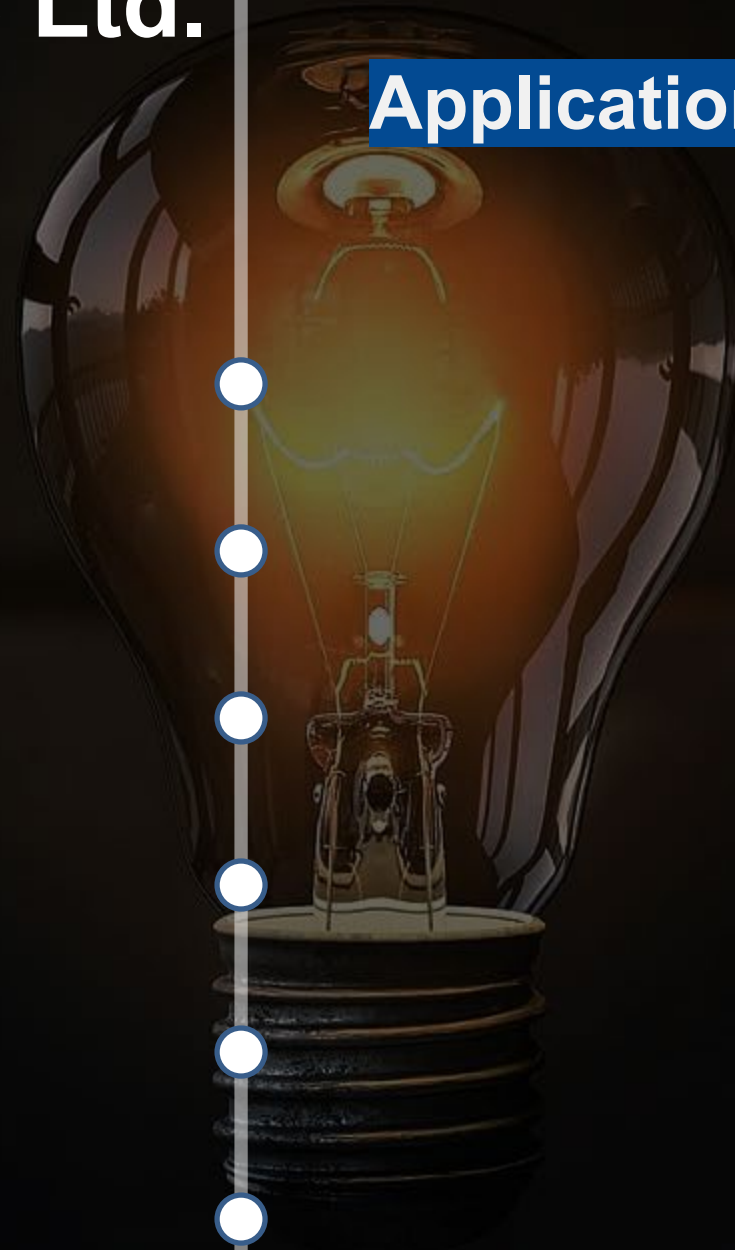


# Overview of KSB



# 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 Q2 2024



# Highlights & Lowlights Q2 2024

## Highlights

- Good growth in distillery and vegetable oil sectors with prestigious orders
- Valves division achieved highest sales in Q2 and highest Order Intake for H1.
- TSG Regulation Audit has been carried out by CESI agency for China Export market for valves without any major observation
- Added spare parts of more products (MEGA & MEGACHEM) in E2E Webshop in our continuous efforts to enable online ordering for all our products & Spares.
- Approval of KSB mechanical seal from major customers

\*CESI- Centro Elettrotecnico Sperimentale Italiano



# TOP 10 Customers

## KSB India (Domestic OI) (Non-Nuclear)

### Year 2023

Customer	Segment
Thermax Group	Energy
IGSEC 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 June 2024

Customer	Segment
Thermax Group	Energy
HPCL	Petrochemicals
BPCL	Petrochemicals
Rushabh Enterprises	General Industry
IGSEC Heavy Engineering	Energy
Toyo Engineering	Petrochemicals
Maharashtra Energy	Solar
Pooja Engineering Company	General Industry
Patil Engineering	General Industry
Dakshin Gujarat Vij Company	Solar

# Order Intake

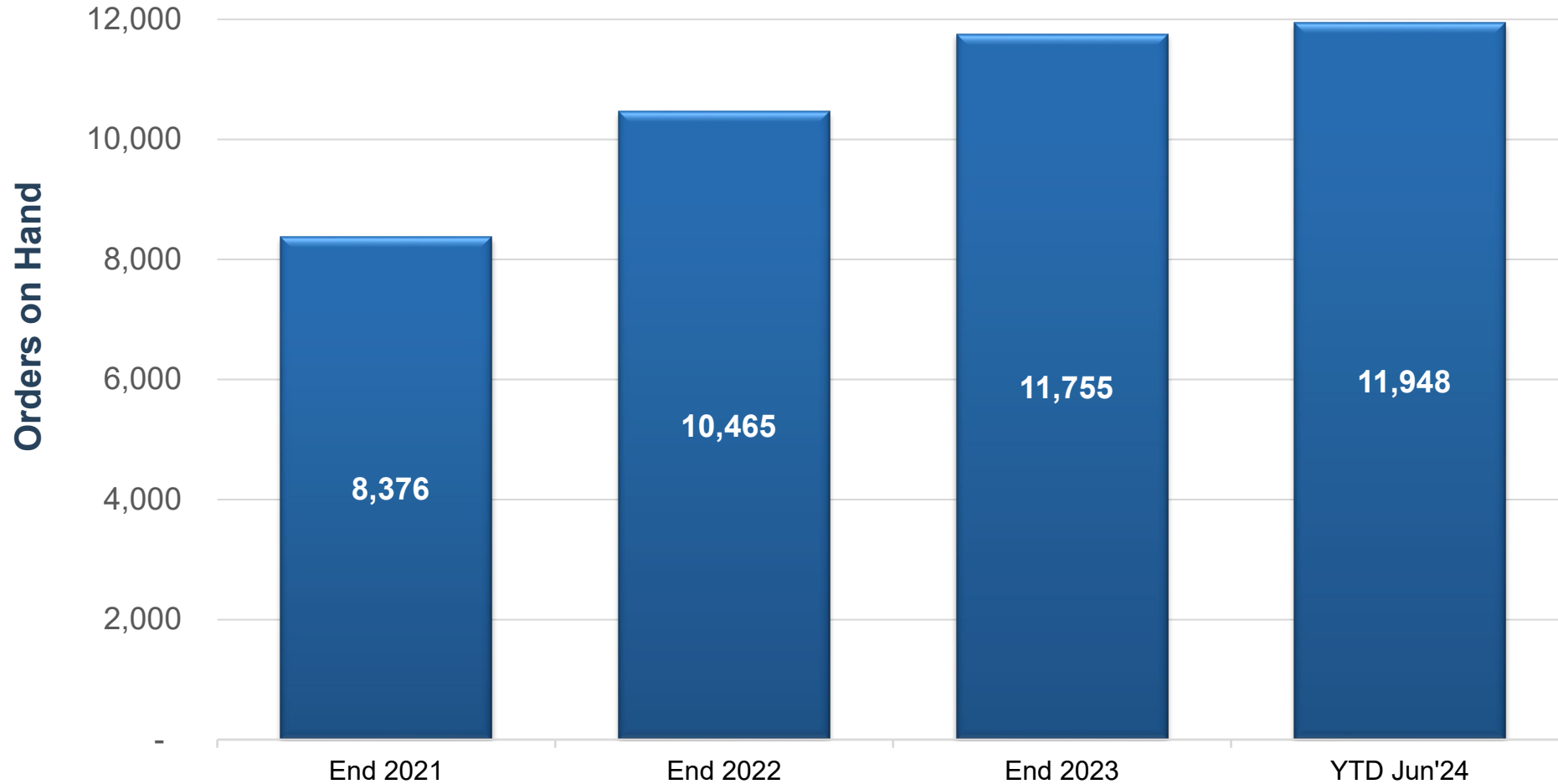


# Orders on Hand (OOH) Situation

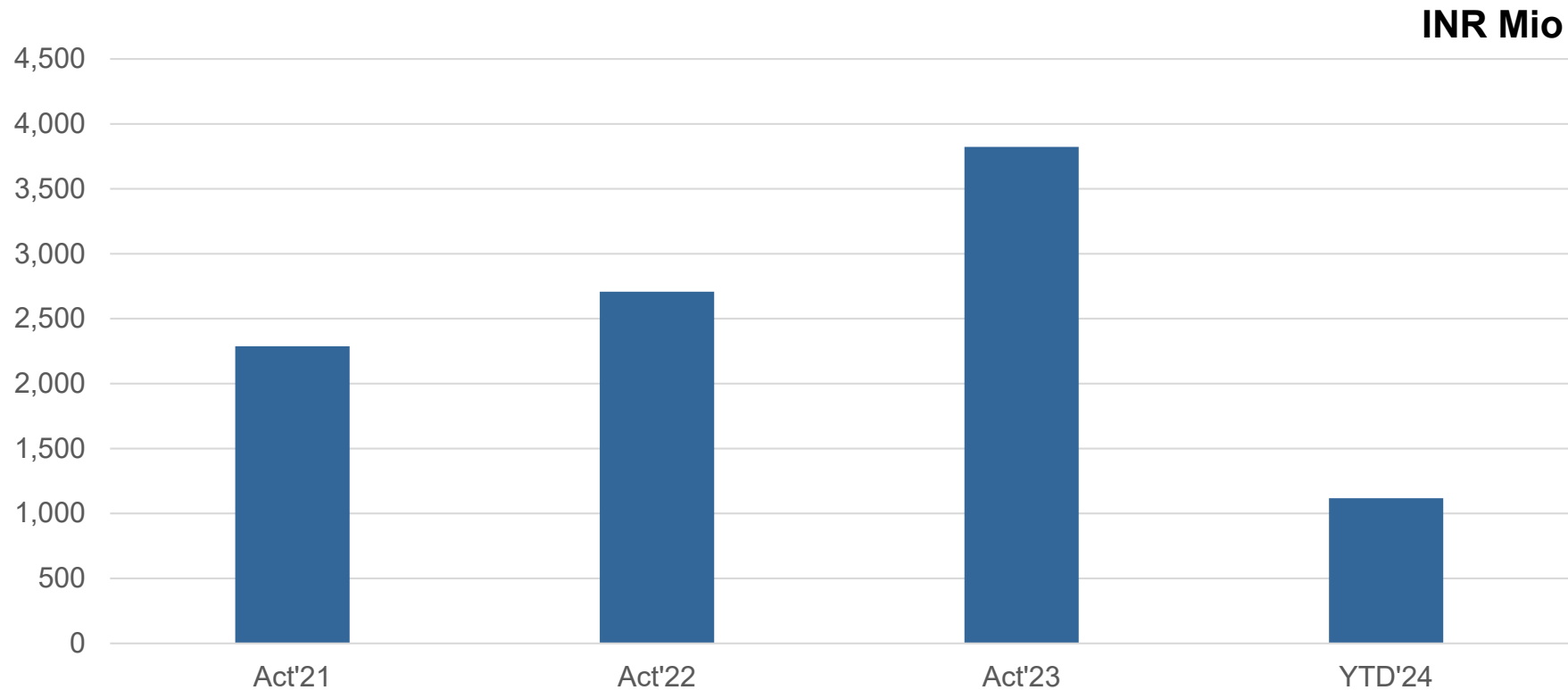
**KSB Limited** (*Domestic + Exports*)

In INR Mio

OOH w/o Nuclear



# Exports Performance

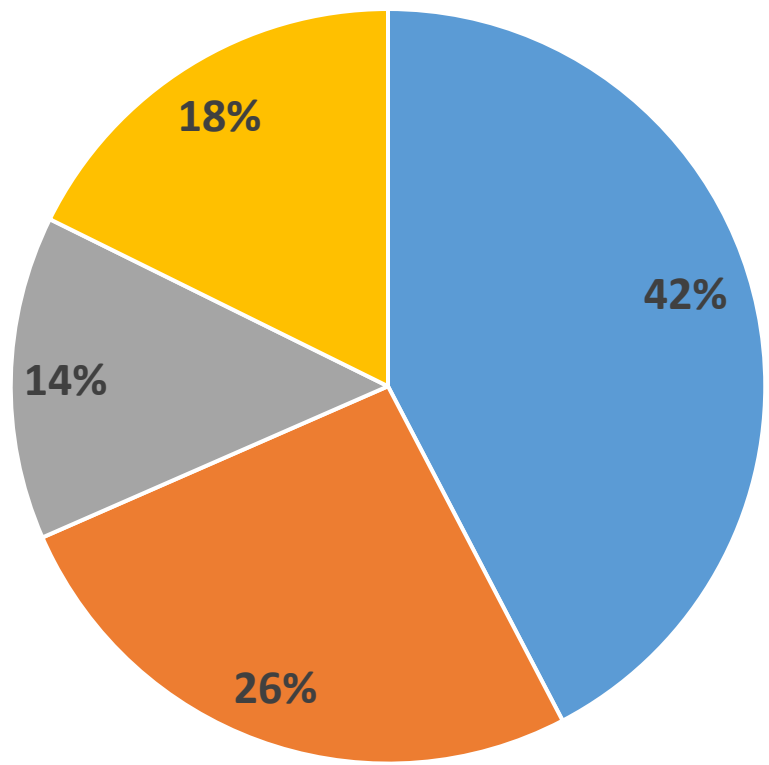


<b>Order Intake</b>	<b>Act 2021</b>	<b>Act 2022</b>	<b>Act 2023</b>	<b>YTD 2024</b>
<b>Exports(%)</b>	14%	13%	16%	11%

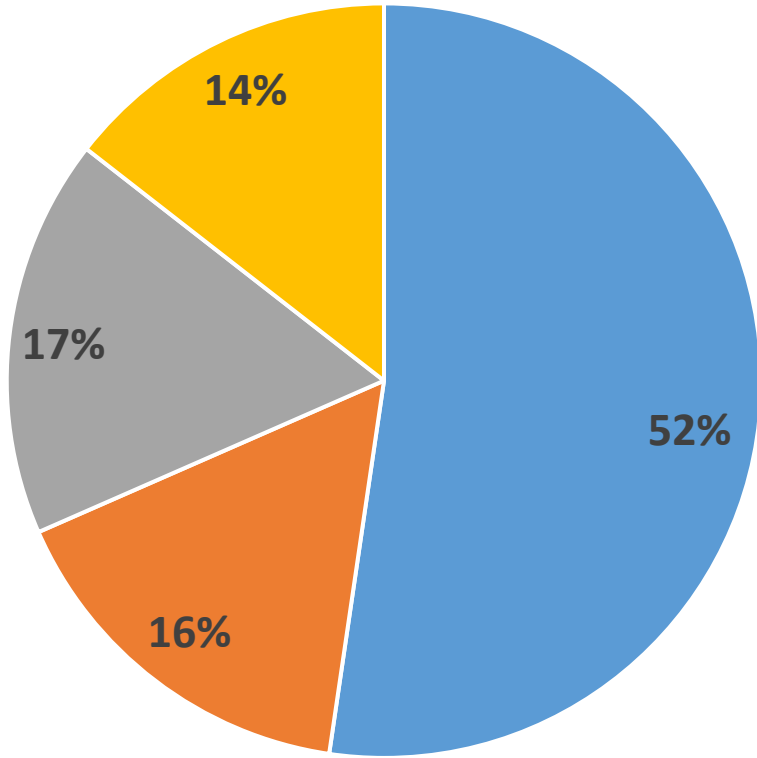


# Order Intake Overview: Distribution of Domestic Business

### Order Intake YTD Jun'23



### Order Intake YTD Jun'24



Standard Products      Engineered Products      SupremeServ      Valves

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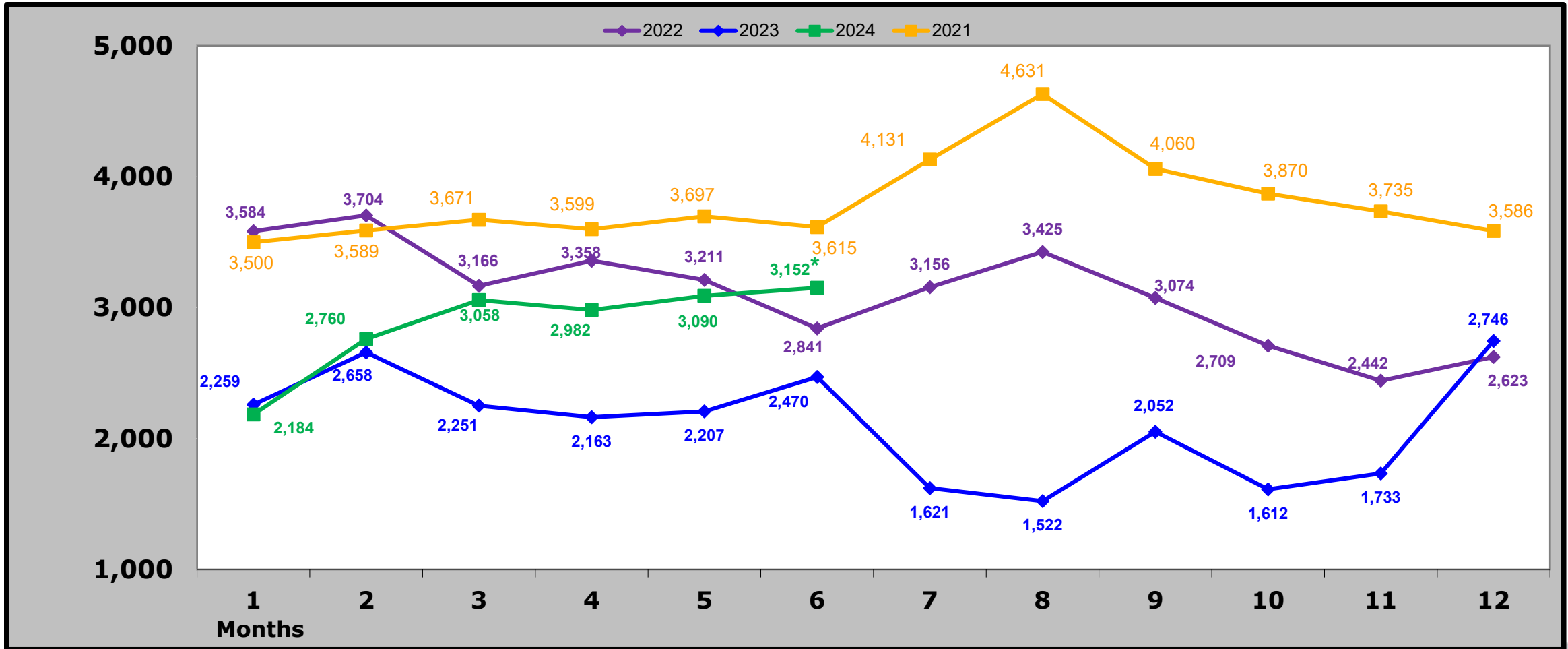


# Financials

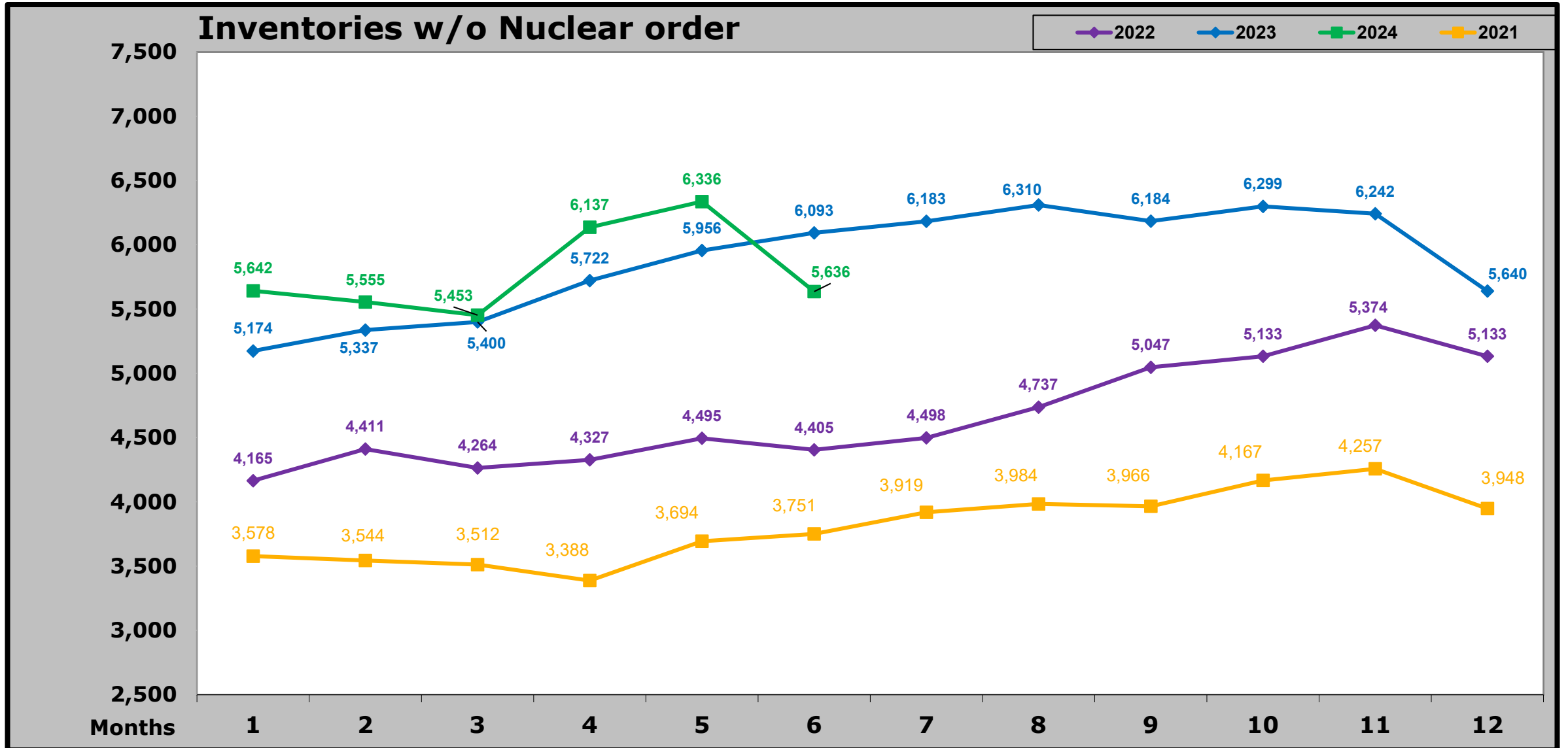


# Net Financial Position

Net Financial Position	2021	2022	2023	YTD Jun'24
Total	3,586	2,623	2,746	3,152

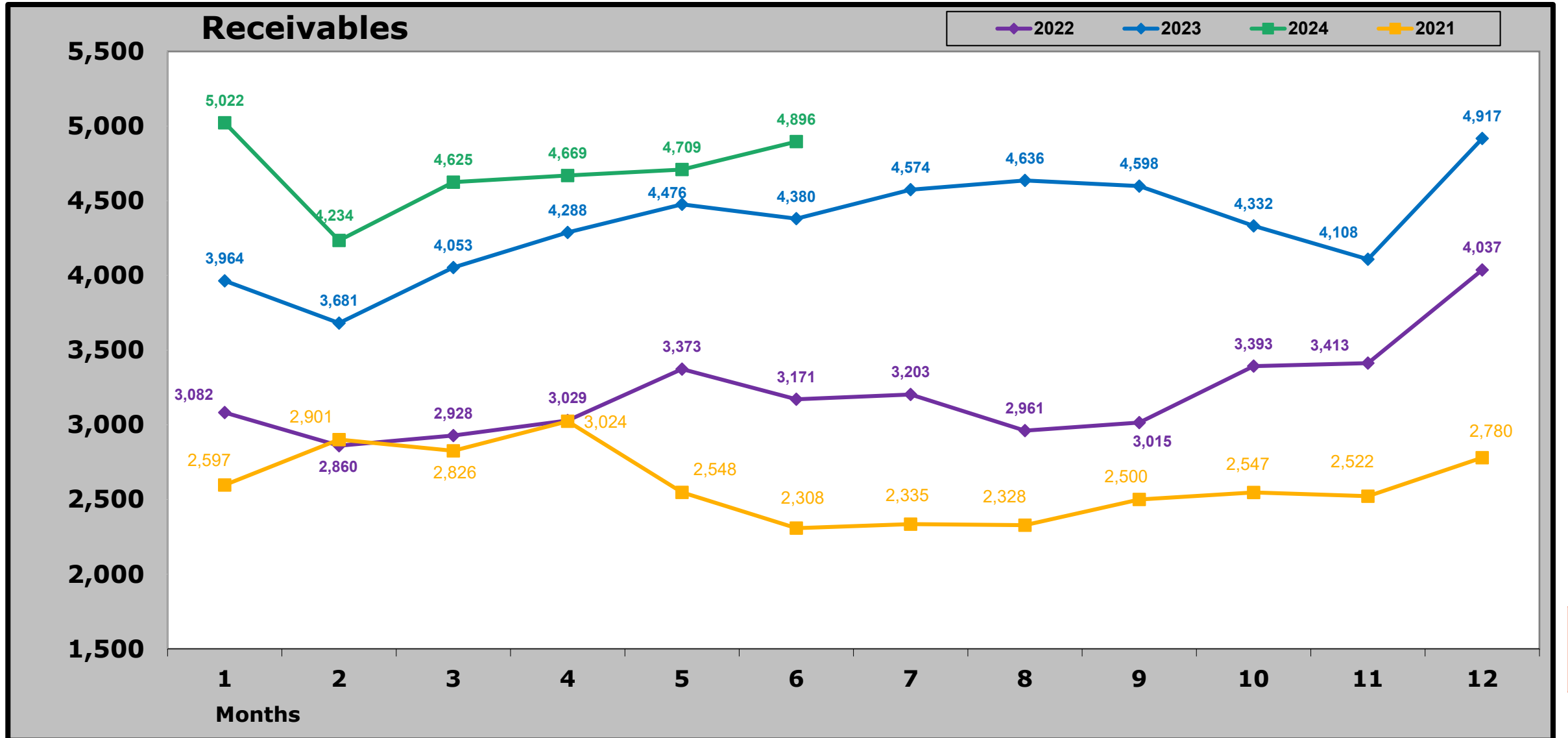


# Inventories



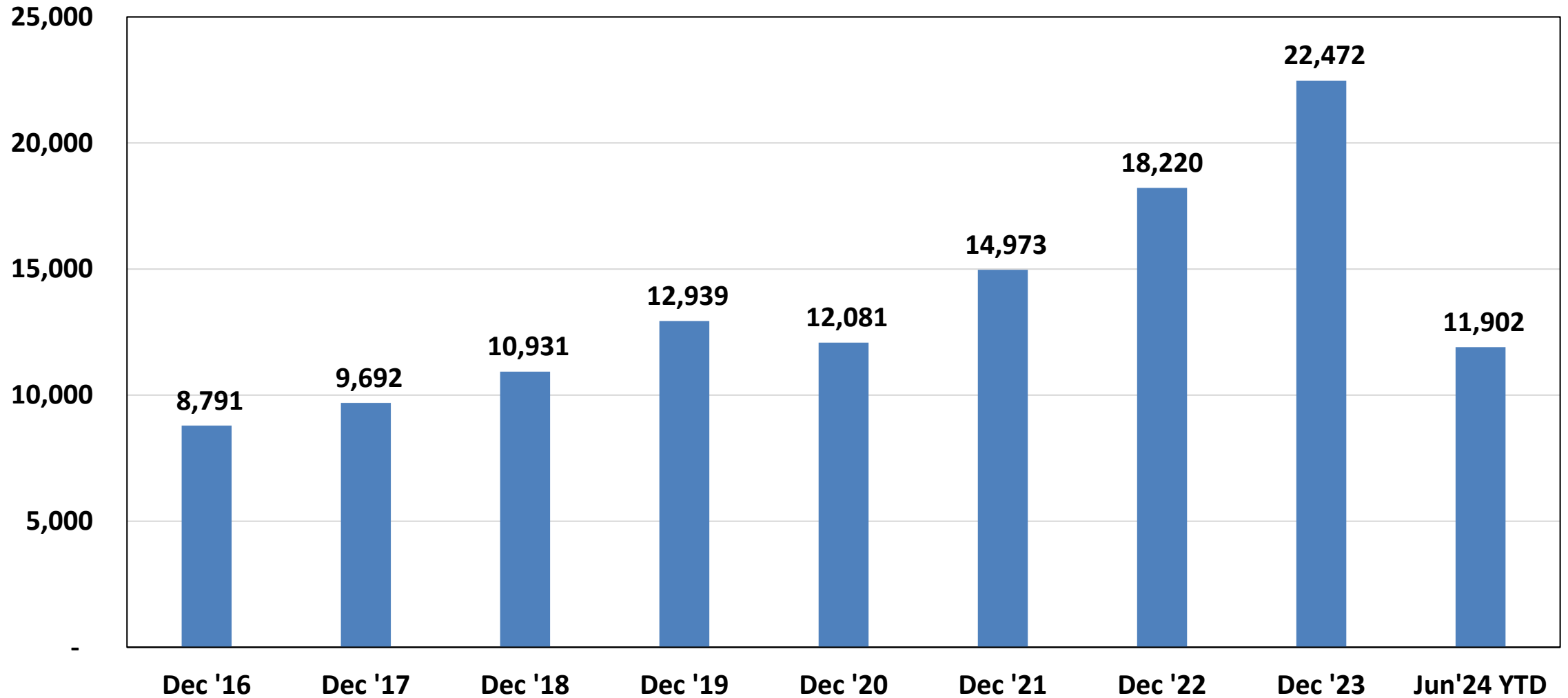


# Receivables



# Revenue Trend

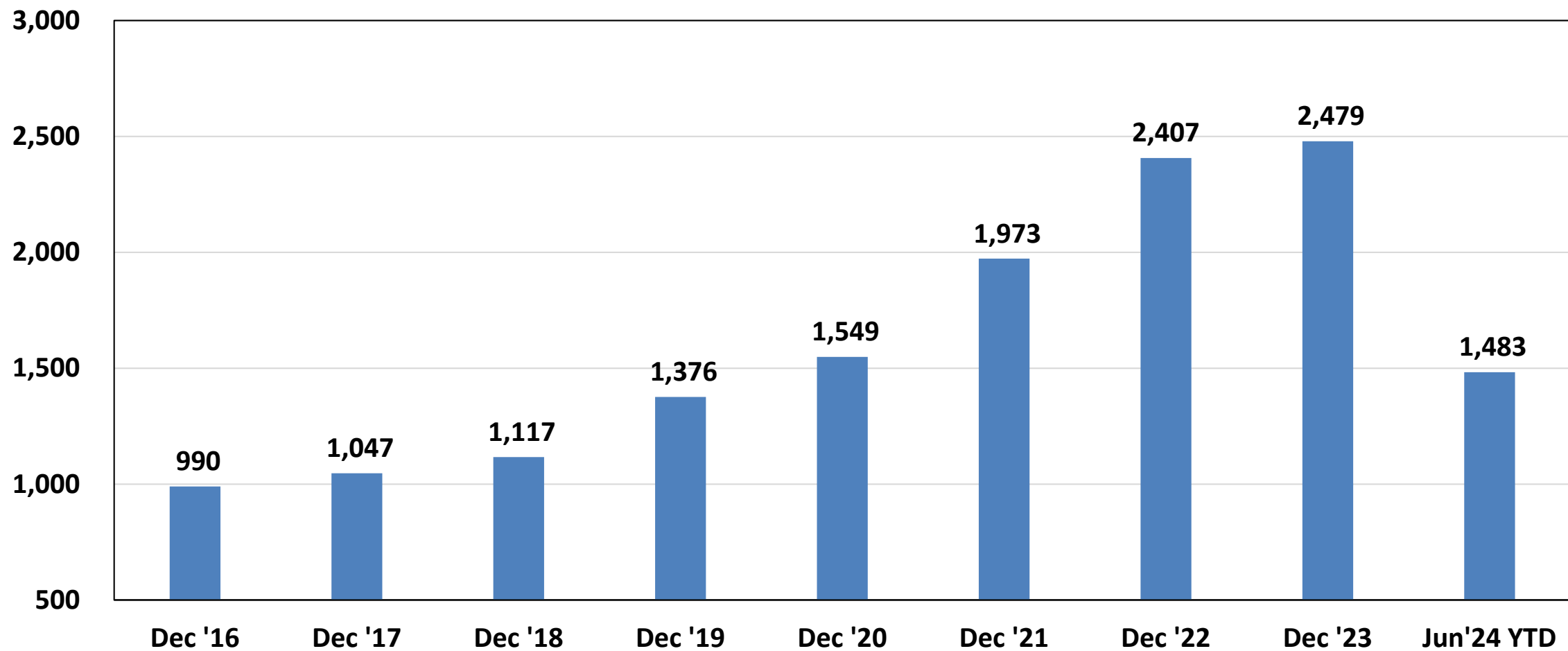
## Revenue from Operations (MINR)





# Profit Trend

## Profit Before Tax (PBT)



# ESG Initiatives



# Environmental Dashboard

Down trend observed in almost all environmental parameters like Electricity, Diesel, LPG

Total Grid Energy  
Consumption H1 2024

**-29%**



50% reduction in KSB  
India Scope 1 Emission  
H1 2024.

KSB India total  
Emission H1 2024

**-33%**



29% reduction in KSB  
India Scope 2 Emission  
H1 2024.

Grid Electricity cost  
H1 2024

**-15%**



\*Reduction from H1 2023

# Idea Management Highlights



**927 Ideas**



**₹4 Mio +**



**416  
Employees**



# Idea Management Highlights- Campaigns and Trainings

## Idea Campaigns



With the commencement of  
Safety Week & Women's Day  
**IDEA MANAGEMENT TEAM PRESENTS,**  
The Idea campaign,  
**सुरक्षा**  
WORK SAFETY IS OUR PRIORITY  
THINKING DIFFERENTLY IS CREATIVITY

Submit Innovative Ideas on:

1. Equipment Safety
2. Workplace Safety
3. DE and I (Diversity, Equity, Inclusion)
4. Energy and Water Saving
5. Sustainable Packaging
6. Waste Reduction
7. Data Security

Register on  
<https://ksbintranet.ksbindia.co.in/P10/useradmin/login.aspx>  
link

For more details contact your Location Idea Manager OR  
MR. TUSHAR AHIRRAO  
(tushar.ahirrao@ksb.com  
Mob.no.8149377292)  
&  
Ms. MADHURA HANDE  
(madhura.hande@ksb.com)  
Mob.no.9834259311

MARCH  
8-15, 2024

The Idea Management Team presents...



# THE POWER OF FOUR

The Idea Management Campaign for Zones !!!  
Discover the Innovative Power within you!

### THEMES:

- Office Operations.
- Administration Enhancement
- Customer Management/ Engagement/Delight
- Employee Engagement activities
- Sales / Marketing Strategies.
- Competitor Product Benchmarking
- Digitization
- Any Measurable Ideas (with Monetary savings)



Register Ideas on:  
<https://ksbintranet.ksbindia.co.in/P10/useradmin/login.aspx>

For more details contact your Location Idea Manager OR  
MR. TUSHAR AHIRRAO  
(Tushar.Ahirrao@ksb.com  
Mob.no.8149377292)  
&  
Ms. MADHURA HANDE  
(madhura.hande@ksb.com)  
Mob.no.9834259311



## Training sessions



IDM Awareness session conducted for  
**Phase -1: West Zone at Mumbai office**  
(For employees of Mumbai, Baroda and Pune Branch)



# Idea Management Highlights- Gift Distribution Events





# Group captive solar project update

- Construction work is completed.
- Obtained Work Completion Reports (WCR) from all relevant authorities including MSEDCL, MSETCL, and CEI.
- On-site pre-commissioning tests for the transmission line, pooling substation, and remote-end GSS bay are ongoing and expected to conclude by Mid-August



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# All India Dealer Conference 2024, Kochi, Kerala.



KSB Limited hosted the 33rd All India Dealer Conference 2024 in Kochi, Kerala, with the theme "**One Team, One Dream.**" The event welcomed over 150 dealers and dignitaries, including Chairman Mr. Gaurav Swarup and Managing Director Mr. Rajeev Jain.

The conference celebrated achievements, honored top performers, launched new products, and exchanged valuable insights. Highlights included performances by KSB staff and Kerala sightseeing, leaving attendees with cherished memories and renewed inspiration for future success.





# Key Events

## Valves Dealer Meet, Chennai

- Hosted the Valve Dealer Meet on April 23, 2024, attended by 18 dealers from across India.
- The event focused on new product development initiatives and the business plan for the future, aligning with the theme “**Stretch for More**” and Vision 2028.
- Dealer participation in a workshop aimed at devising practical measures to support KSB’s growth plan.



## West Zone Sales Meet:

- KSB Limited conducted the West Zone Sales Meet in Kolad, Maharashtra. The event featured informative sales presentations along with engaging games and entertainment activities.
- It was a highly insightful gathering, offering a comprehensive review of past sales performance and facilitating strategic discussions for the future.



# Exhibitions



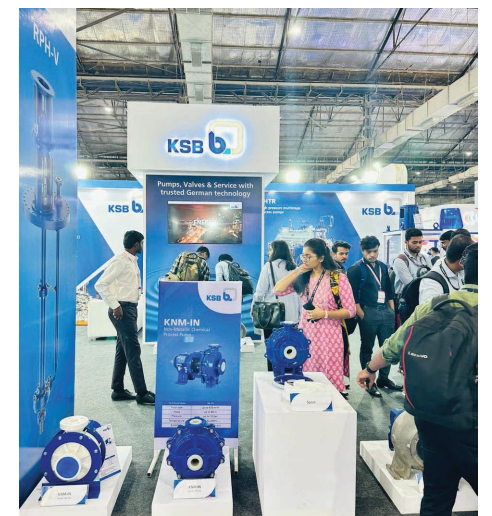
## KSB @Agri Intex Expo 2024, Coimbatore :

Participated in Agri Intex 2024, one of India's premier agricultural trade fairs, held in Coimbatore from July 11th to 15th. This prestigious event provided an excellent platform for us to showcase our extensive range of agricultural and domestic pumps.

Overwhelming response received to our newly launched products: Ultra Plus, UPFN, UMN, RLX series, and KMR.

## Chemtech Expo, Mumbai :

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.





# Exhibitions



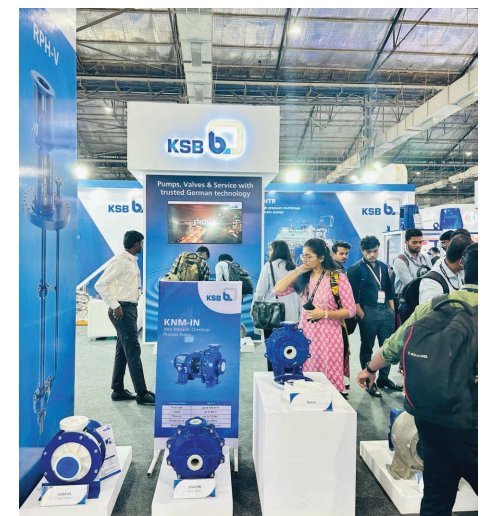
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# India Visit of Global Team

We extended a warm welcome to Mr. Luis Maturana, Regional President of KSB Region North America, as he came to visit India leverage collaboration between our nations. During his visit, Mr. Maturana toured all manufacturing plants across India, signifying a deep commitment to strengthen the ties.



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# Success Story

KSB Shirwal Plant (Energy Pumps Division) was credited with the distinguished ISO 19443:2018 Certificate

- KSB Limited has achieved ISO 19443:2018 certification, becoming the first company in the Indian pump industry to earn this accreditation.
- This certification encompasses the development, production, marketing, and servicing of pumps, auxiliary components, and systems for nuclear applications, specifically for products and systems classified as ITNS (Important to Nuclear Safety).



**KSB India Shirwal Plant Attained  
Grade 1 Rating in  
'Workplace Conditions  
Assessment'**

THANK YOU





# Time for Questions

Institutional Investors' Meet\_02.08.2024