

Date: 10th May, 2019

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 8th May, 2019 we wish to inform you that the Company participated in the Investor Conference held on 9th May, 2019.

Attached herewith presentation made to investors.

Kindly take the above information on record.

Yours faithfully,
For **KSB LIMITED**

Narasimhan R
DGM- Finance and Company Secretary



KSB Limited

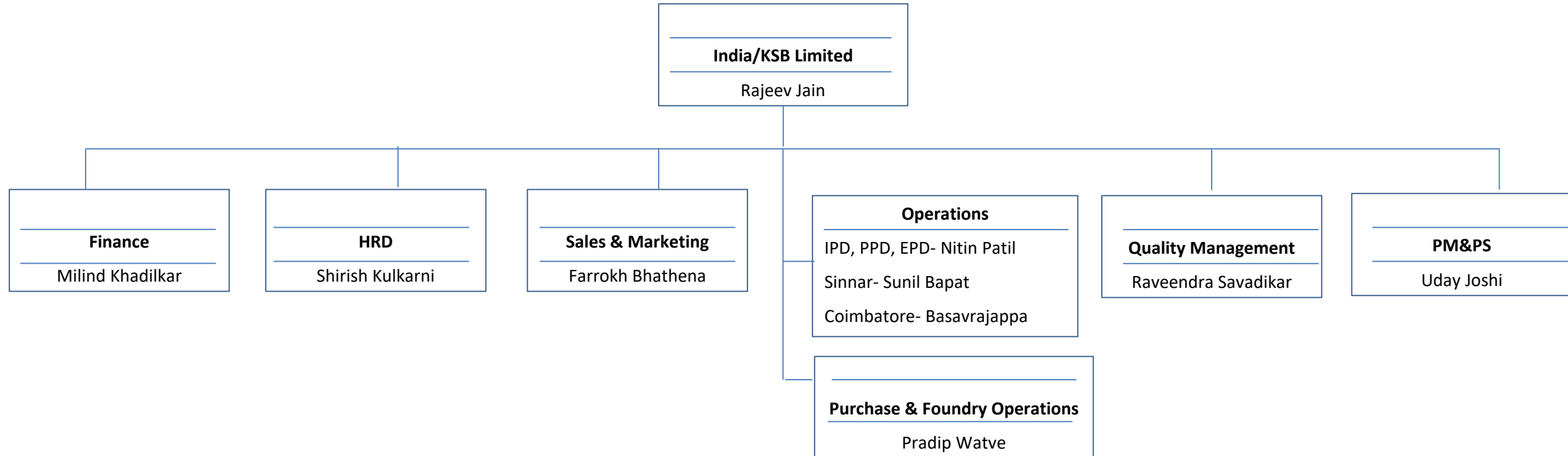
Investor's Meet, 09 May 2019 Mumbai



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Organogram



Presence in India

Near you..24x7

- 7 Manufacturing locations
- 4 Zonal offices
- 16 Branch offices
- 4 Service Stations
- 150+ Authorized Service Centers
- 800+ Authorized Dealers of pumps, valves and systems



Our Manufacturing Network



Irrigation & Process Division, Pune



Foundry Division, Vambori



Power Plant Division, 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 - 8am to 10pm)

EPD (Energy Pumps Division), Shirwal, Pune



IPD (Irrigation and Process Division), Pune



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PPD (Power Projects Division), 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. Standard Industrial Business has improved considerably.
2. Service Business growing at a double rate over last year same period.
3. Valves Business has seen a growth over last year.



Major Infrastructural Developments/ Projects:

1. Robotic Assembly Installations at Sinnar Plant.
2. Lean Manufacturing concept Implementation at Pimpri & Coimbatore Plant.
3. High focus on development in IT infrastructure.
4. Major IT projects are underway and soon to be implemented in near future.

Market Penetration: TOP 5 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.

KSB Pumps Ltd.
STRATEGY
VISION 2020

OI - 1500 Crs. | Sales - 1400 Crs.

Enhanced Product Basket

Grow in General Business &
Aftermarket Business > 20%

Increase Employee Engagement

Working Capital

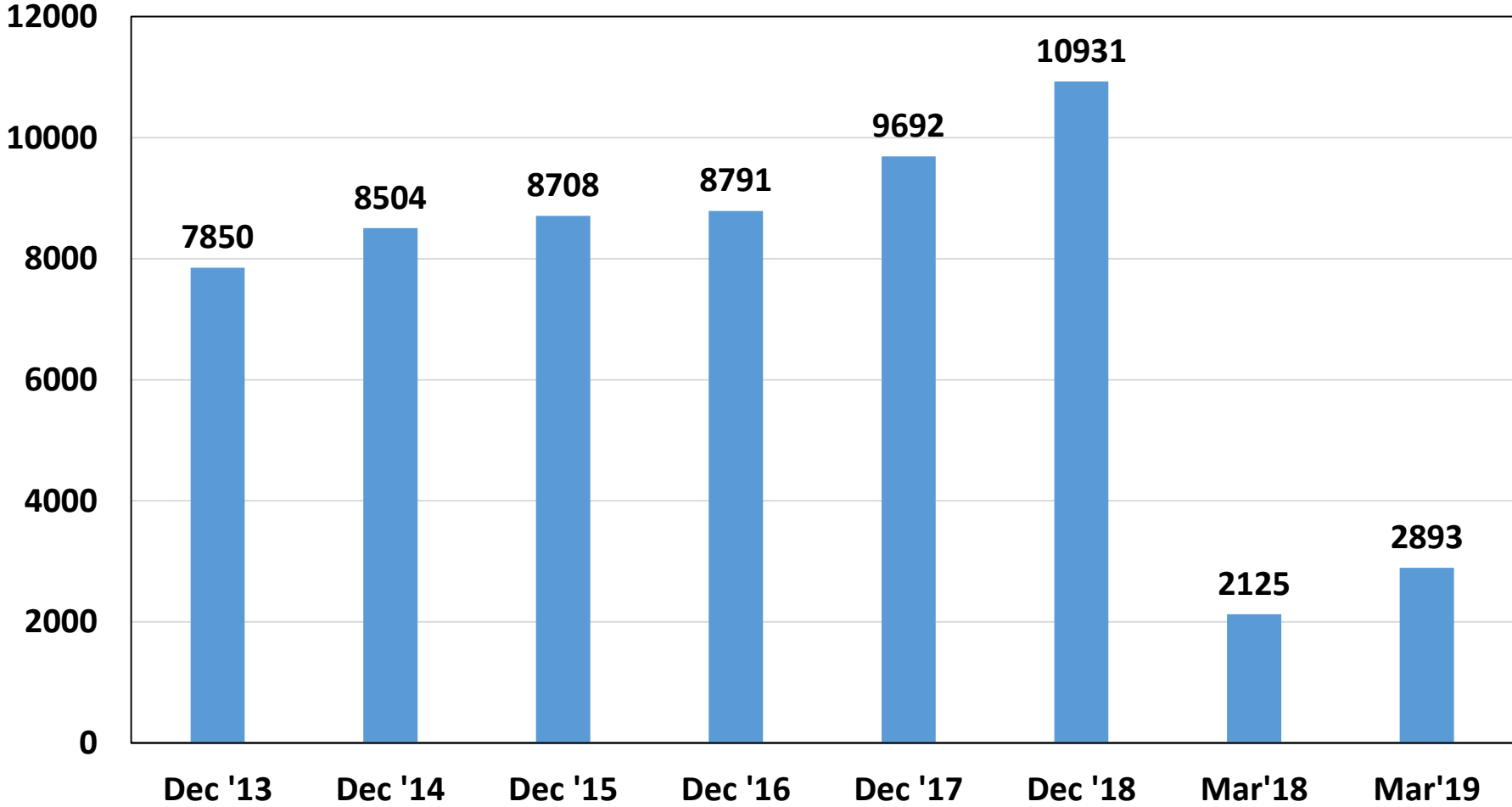
Operational Excellence

Focus on IT Infrastructure
Development

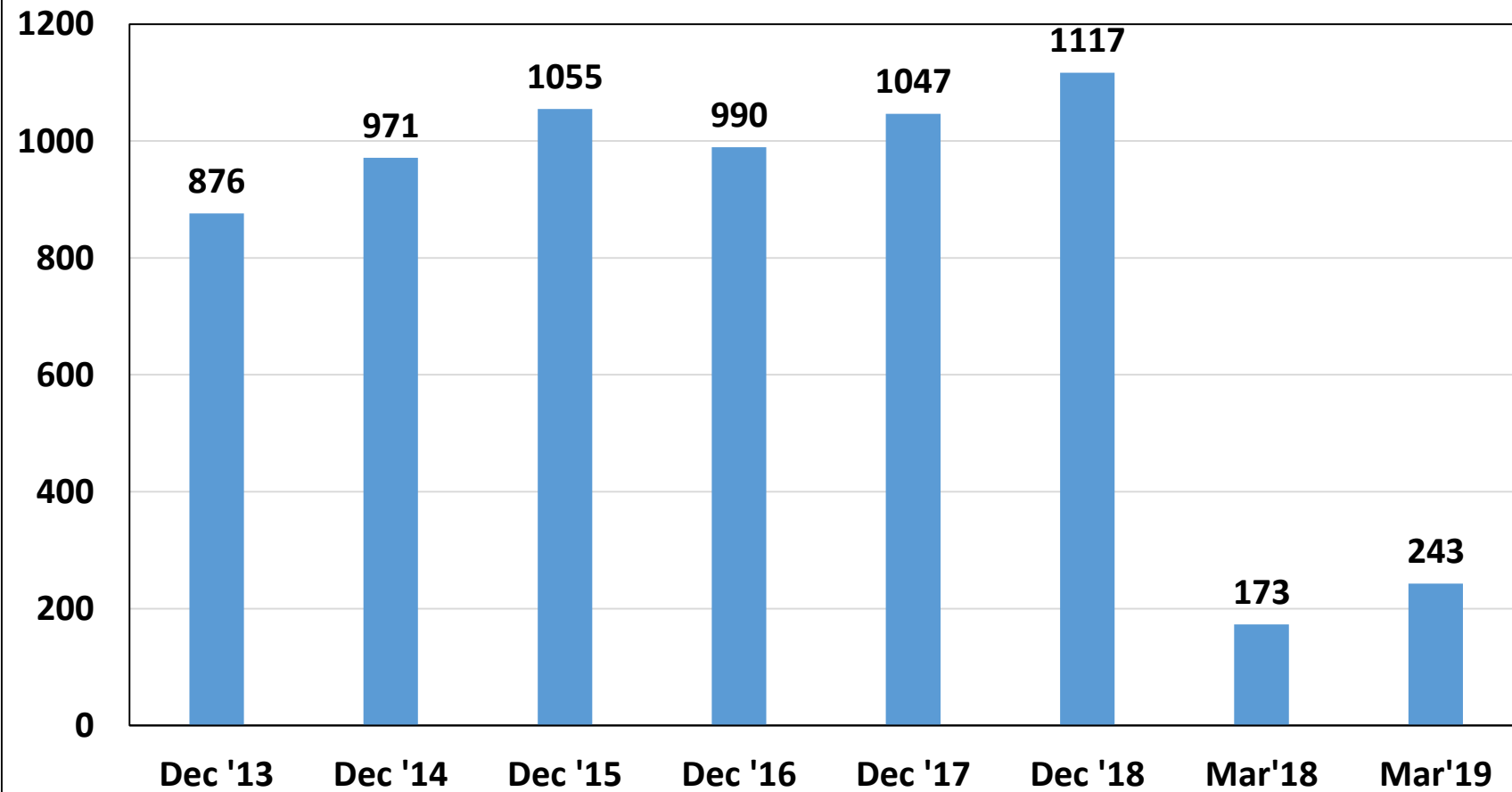
Nuclear Order Management
& Future Projects

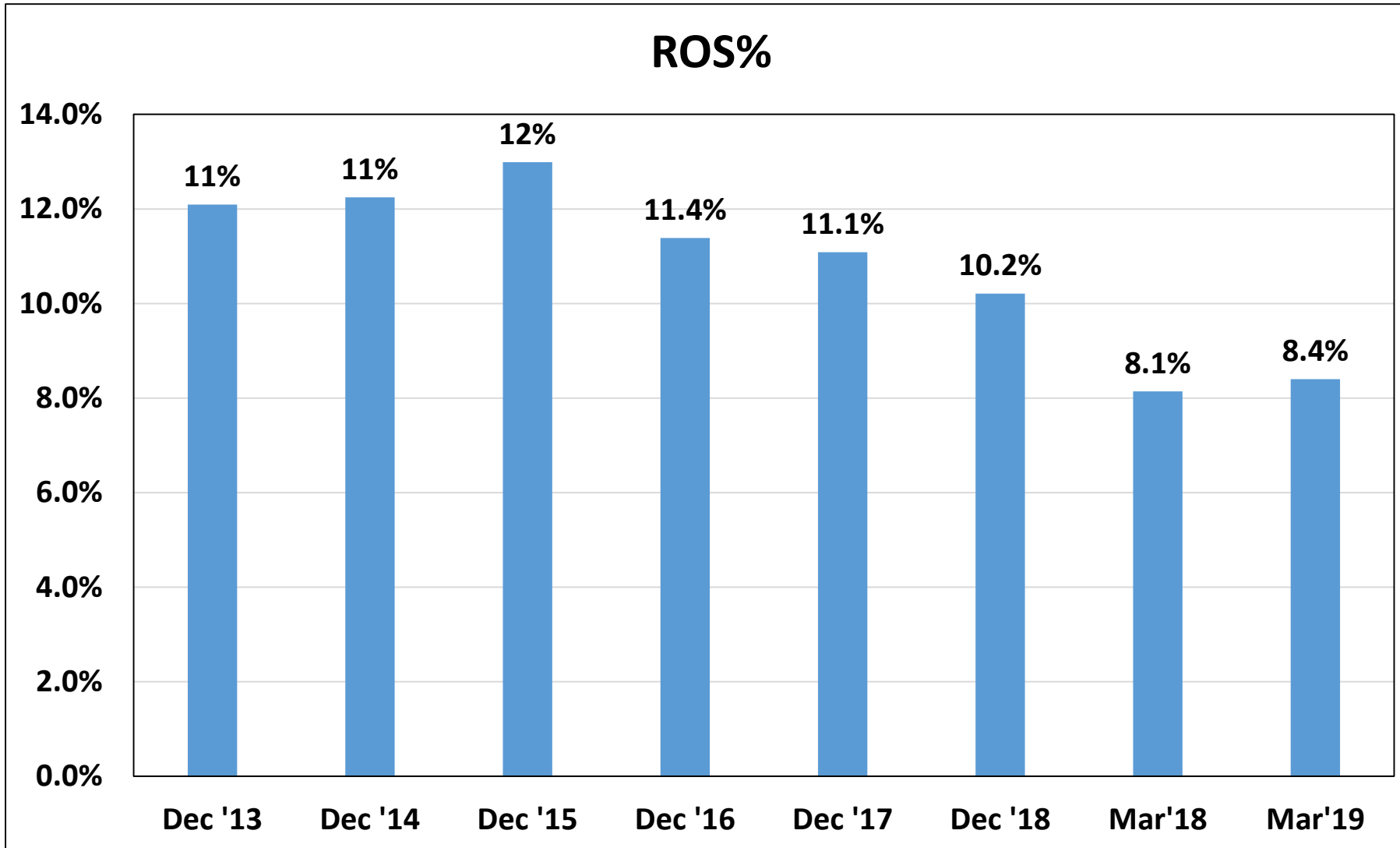
P I L L A R S T O S U C C E E D

Revenue from Operations (in Mio. INR)



P/L Before Tax (in Mio. INR)





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.



Time For
QUESTIONS?

Thank you!



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

1. Which are the customers your Company is closely working with?

Ans. Our Company is closely working with NTPC, BHEL, GE etc.

2. Which segment is with high margin out of Pumps, valves and service?

Ans. Service segment comparatively has high margin.

3. What is the status of Lean manufacturing?

Ans. The Company has just started identifying lean projects in various functions. Within 6 months it may get implemented fully.

4. Whether your pricing strategy vary for geographical area for standard products?

Ans. Pricing strategy depends on various factors for geographical area such as requirements, water cables, hydraulics and mechanics, soil temperature, atmosphere changes etc.

5. What is contribution of nuclear order in Vision 2020 of the Company?

Ans. Nuclear contribution is not considered for visions 2020. The targets are non-nuclear.