

Date: 17th November, 2018

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: KSBPUMPS

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 15th November, 2018 we wish to inform you that the Company participated in the Investor Conference held on 16th November, 2018.

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



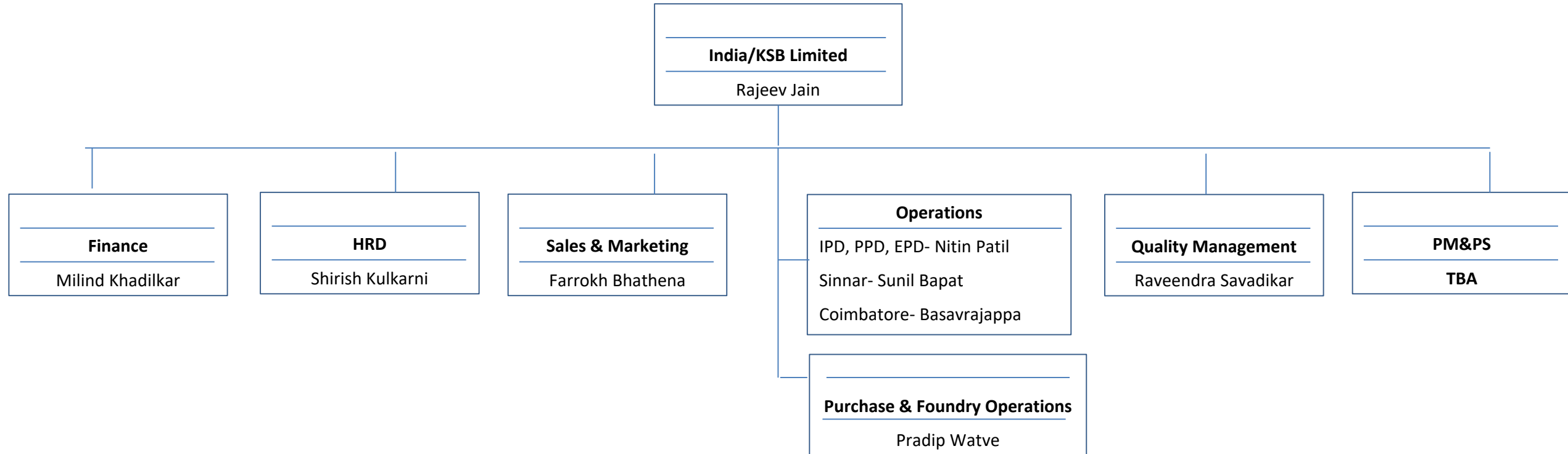
KSB Limited

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Organogram



Presence in India

Near you..24x7



Our Toll Free No. : 1800 233 1299
(Monday to Saturday - 8am to 10pm)

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, Kerela

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

EPD (Energy Pumps Division), Shirwal, Pune



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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, Nashik



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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 (+ 48%) over last year same period.



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

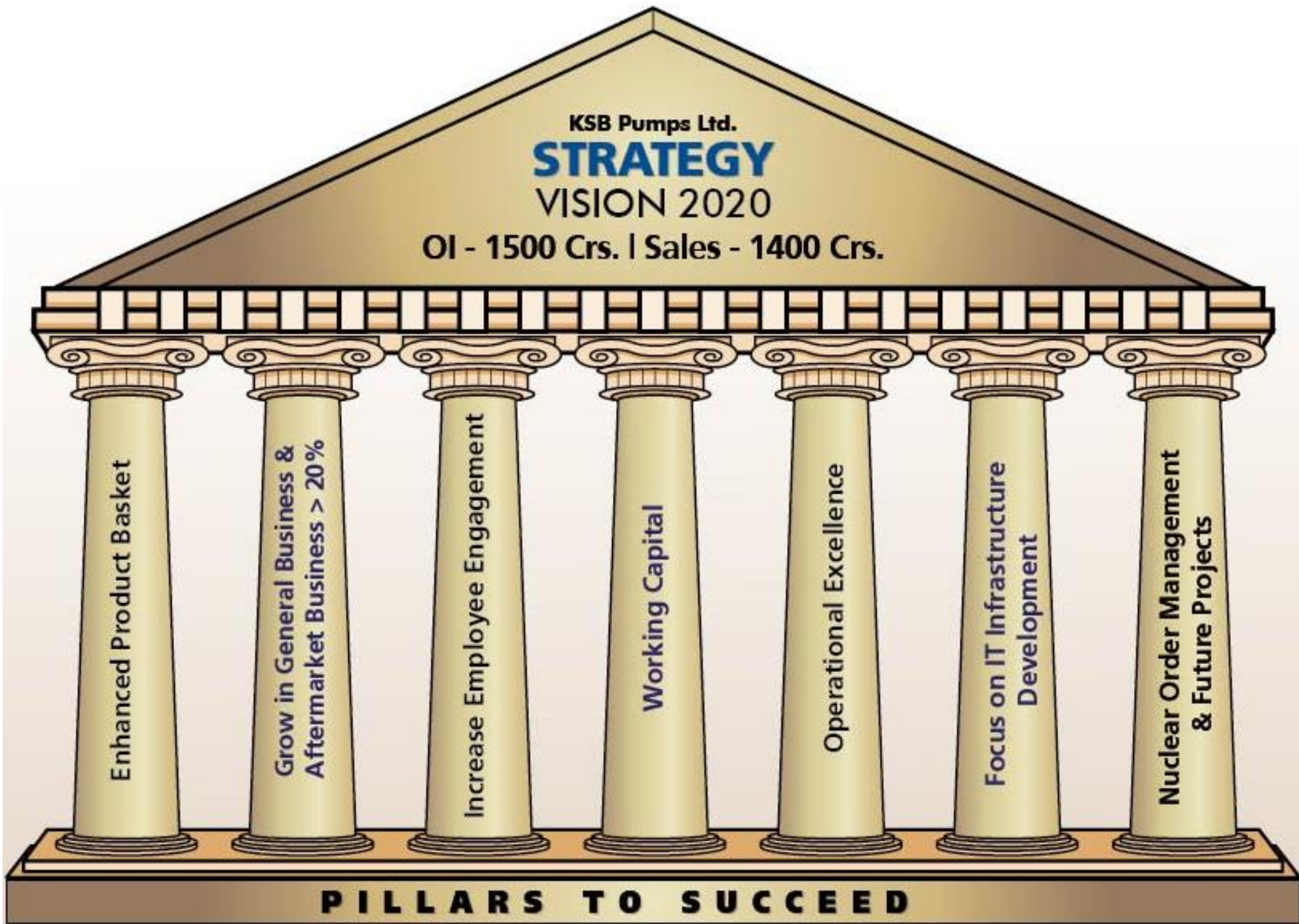
Country India:

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.



Increasing Employee Engagement...



Independence Day – Bay Decoration Competition



Cricket Tournaments



Traditional Wear Day



Rewards & Recognitions



Fun Activities



Engineer's Day Celebrations

Increasing Investors' Relations



Investors/Analysts:

Previous Investors' Meeting was held on 24th August, 2018.

Shareholders:

Previous factory visit of shareholders was held in 2013 to IPD and PPD plants in Pune.

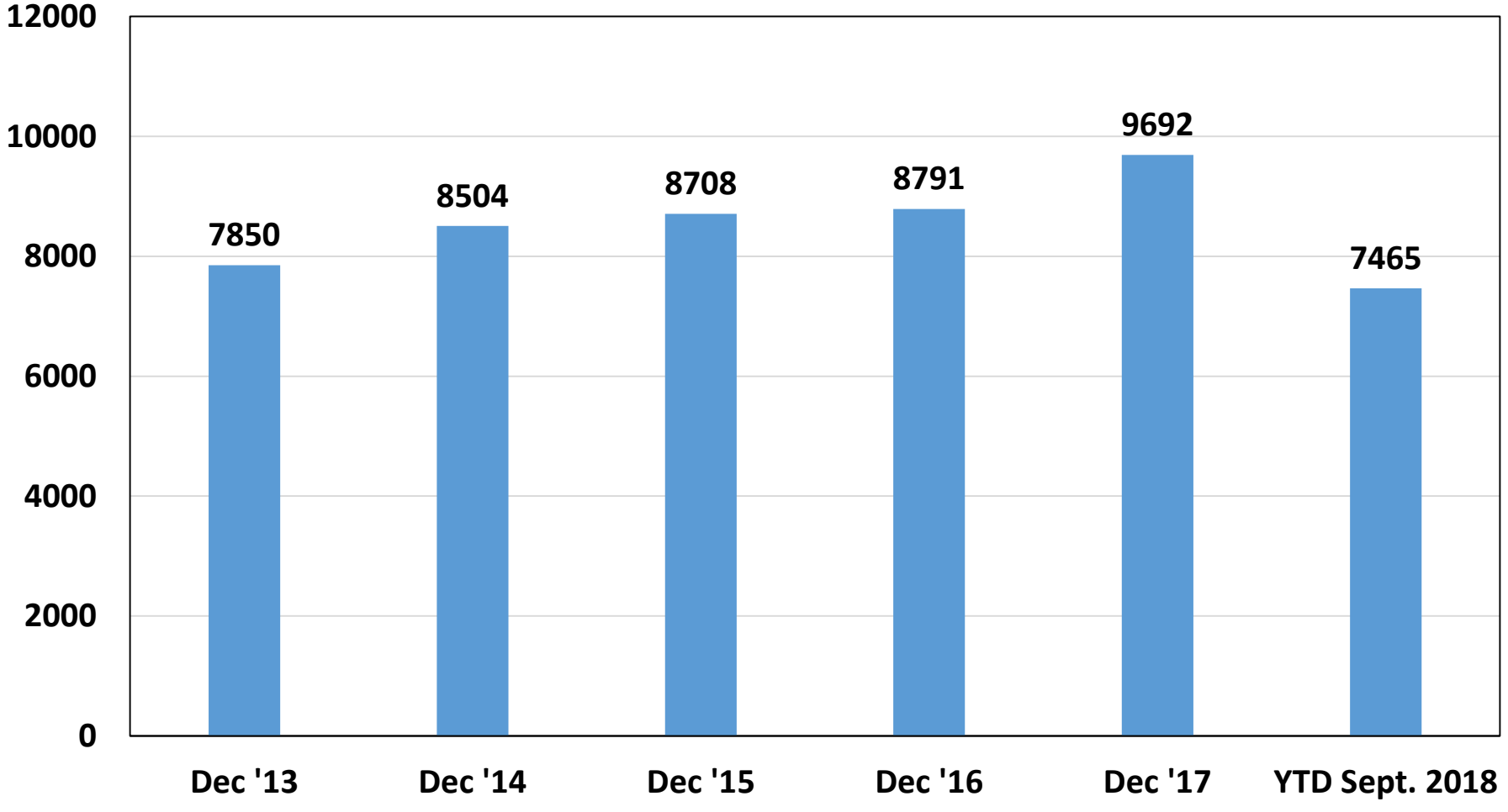
Next factory visit is scheduled on 22nd November, 2018 to Sinnar plant, Nashik

CSR Proposals for 2018

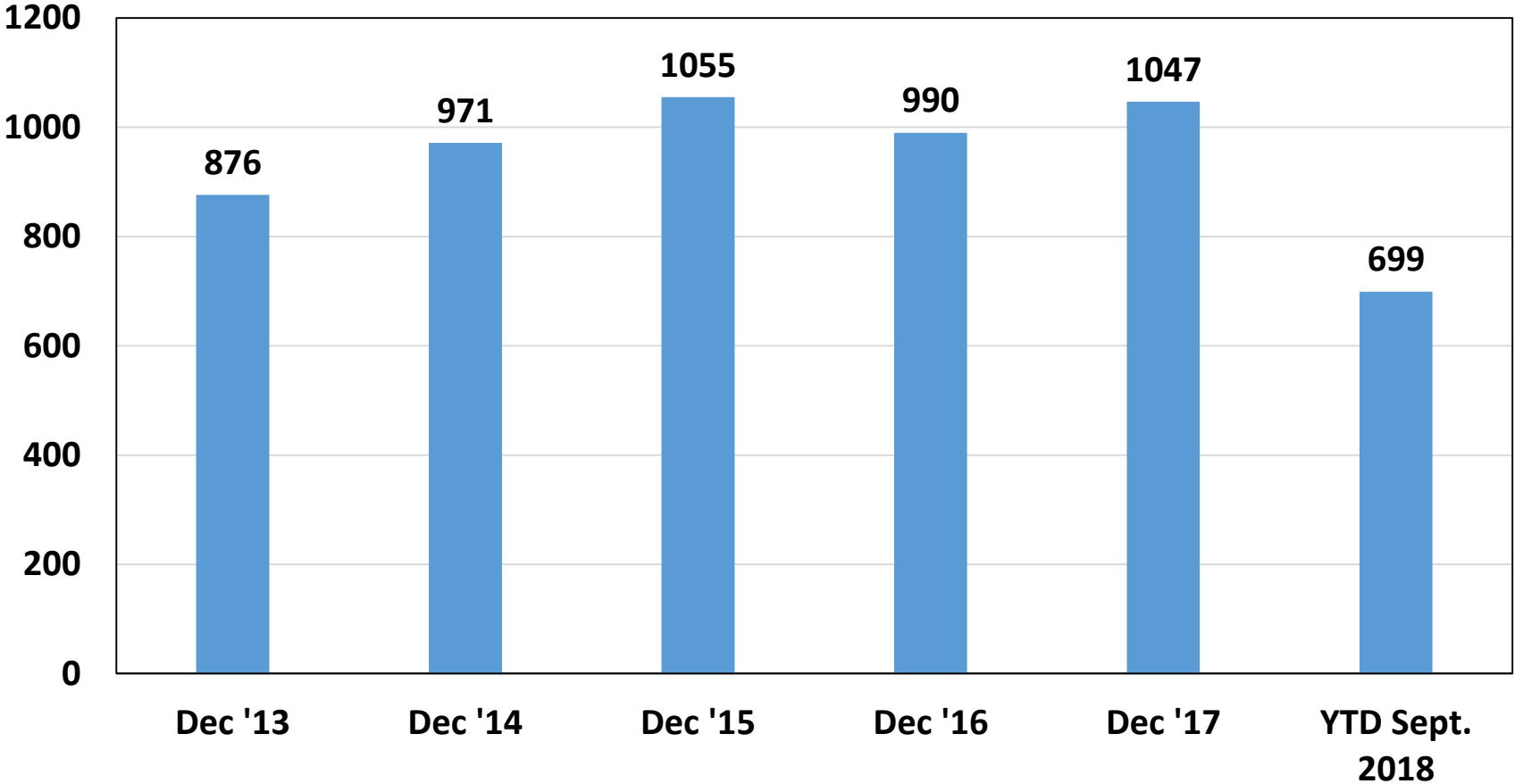
1. Maher Ashram
2. Vanchit Vikas – Neehar
3. Seva Sahayog
4. Bal Kalyan Sanstha
5. Niwara Old age home
6. Mother Theresa Home
7. Khelghar
8. Vidya Mahamandal
9. Vidyadaan Sahayyak Mandal (VSM)
10. Tara Sofosh Dhadphale Centre
11. Morya Hospital – Chinchwad
12. Grow-Trees.com
13. Z P School, Zapwadi ,Sinnar
14. Public Health Centre, Dapur, Sinnar
15. Yuva Mitra
16. Bhikusa School - Mahila Mandal, Sinnar
17. Snehalaya
18. Anamprem
19. Family for Children, Podanur
20. Global Pathway School, Chettipalayam

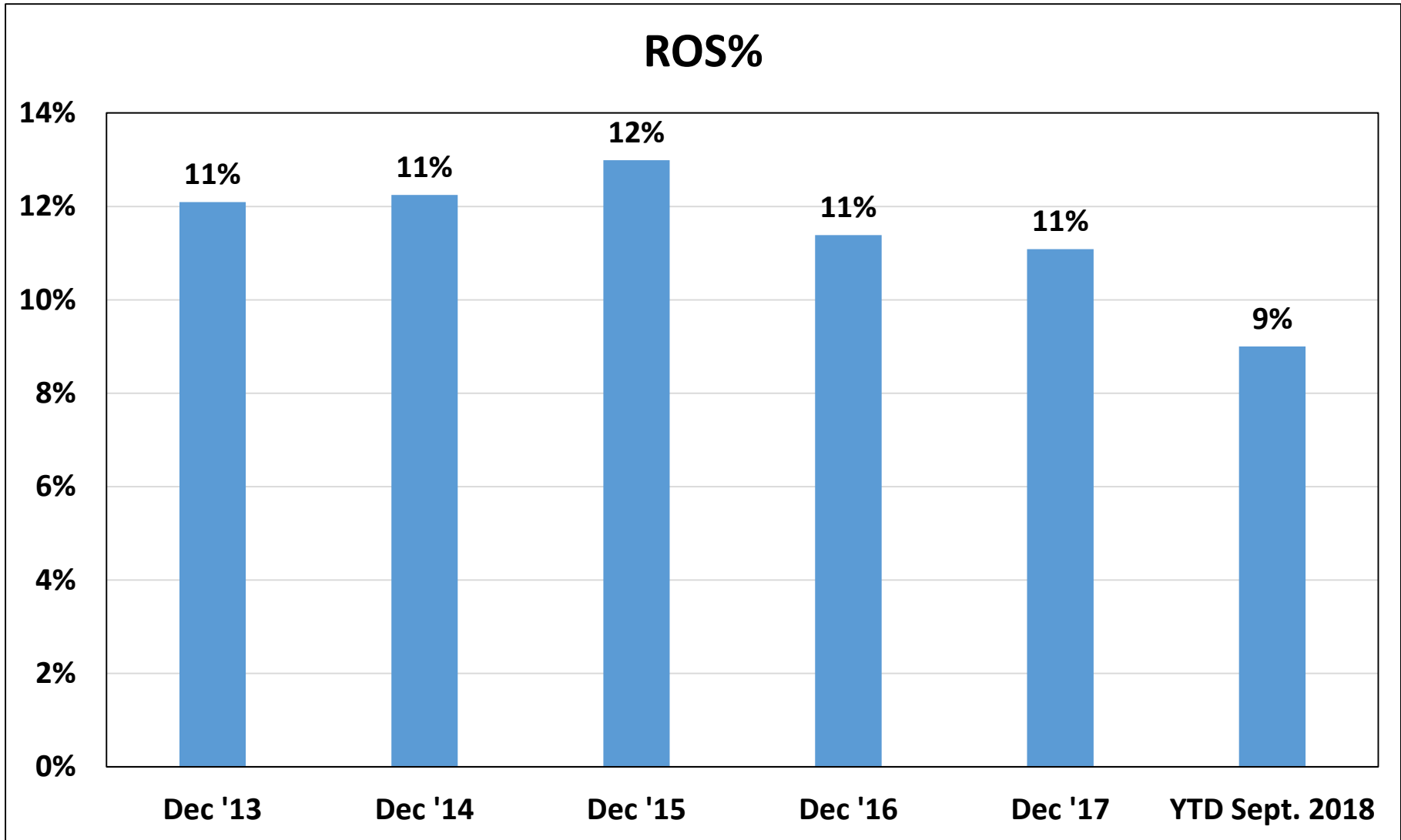


Revenue from Operations (in Mio. INR)



P/L Before Tax (in Mio. INR)





Thank you!



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

1. What type of products are exported by you? Which segment has major share in exports?

Ans. Highly engineered pumps i.e. non standard pumps have major share in exports.

2. Your valves business is Commoditized or customized?

Ans. Valves business is more commoditized than engineered.

3. In your order book, how much is replacement and new demand?

Ans. There are hardly any replacement enquiries.

4. What is your royalty policy? Any changes expected in it?

Ans. No changes are expected at present. Also SEBI sealing is coming in effect.

5. Any changes in dividend pay out policy?

Ans. There was just a marginal increase for the dividend paid for FY 2017. There are no plans for any broad changes.