

Date: 24<sup>th</sup> August, 2018

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: 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 23<sup>rd</sup> August, 2018, we wish to inform you that the Company participated in the Investor Conference held on 24<sup>th</sup> August, 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**



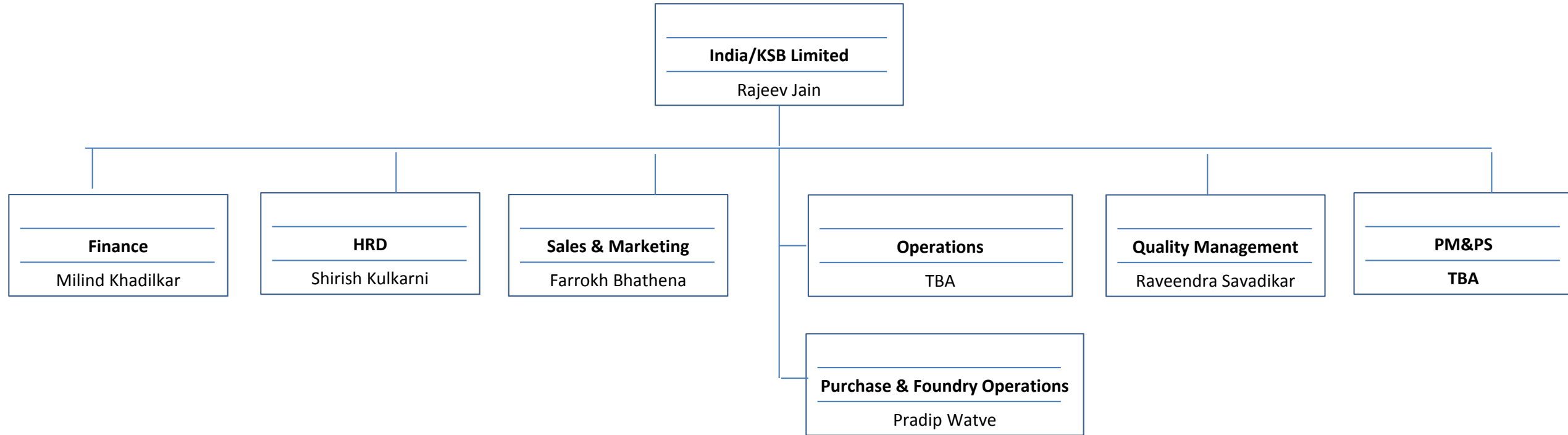
# KSB Limited – Report For Investors



# Table of contents

1. Organogram.
2. KSB In India – Presence.
3. KSB In India – Applications.
4. KSB India – Major Projects / Success Stories / Major Developments.
5. Market Penetration – Top 5 Customers.
6. Strategy For Growth.
7. Highlights Of KSB Voice 2018.
8. Net Sales / Revenue From Operations Overview.
9. P / L Before Tax Overview.
10. ROS% Overview.

# 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

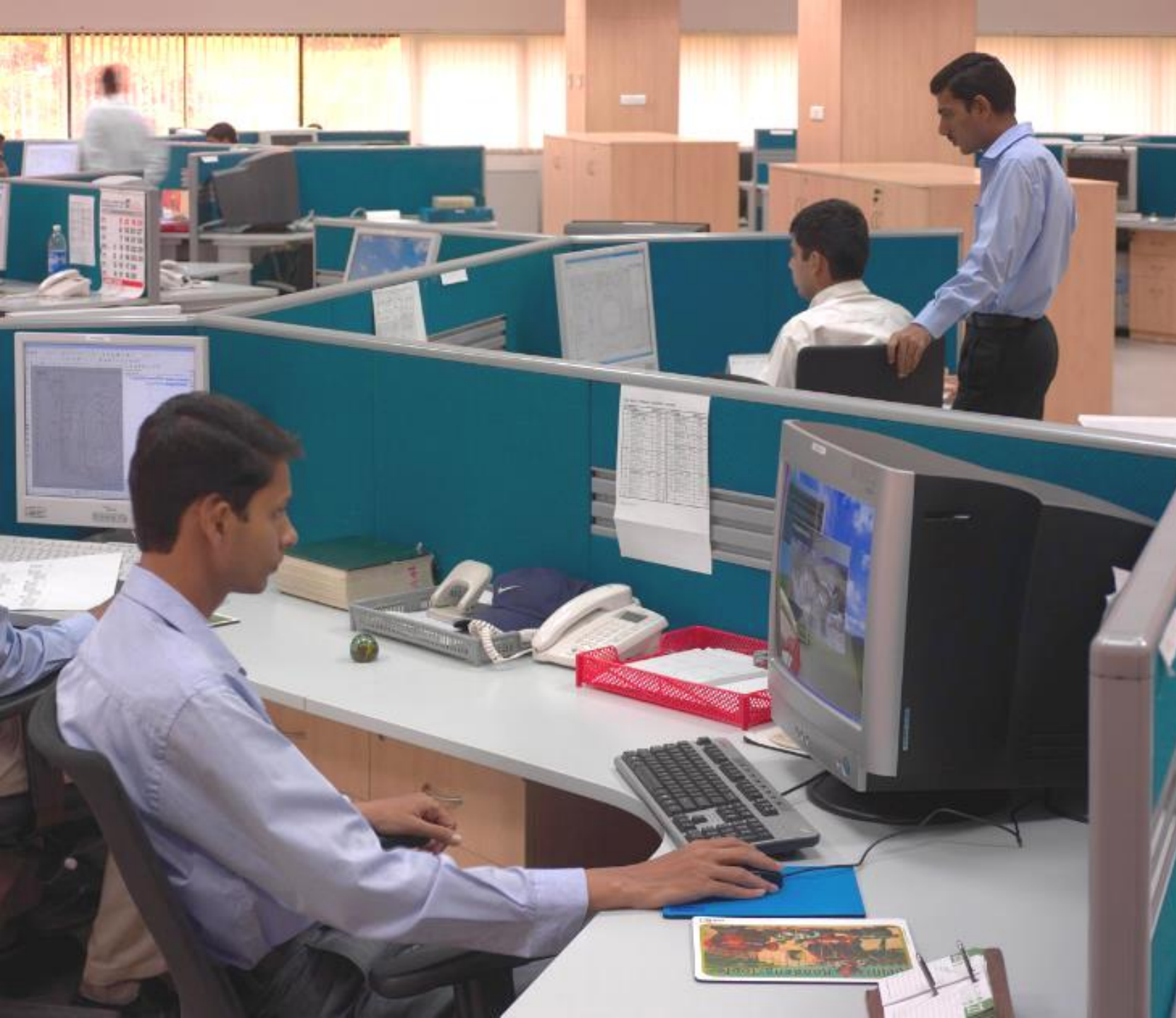


Standard Pumps Division, Sinnar



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



## 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.

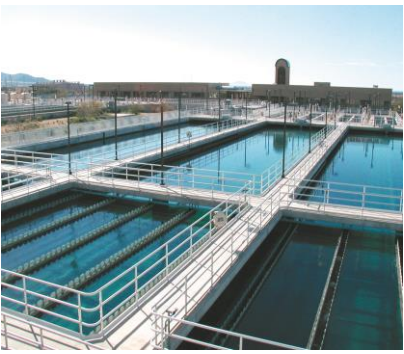
### Products

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.

## Major Orders bagged in 2018 :

Sr. No.	Projects	Pump Type	Value (in Mio. INR)
1	NPCIL – Gorakhpur Nuclear Power Project, Haryana	RSR	4130
TOTAL			4130

## 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 Coimbatore Plant.
3. High focus on development in IT infrastructure.

# Market Penetration: TOP 5 customers

Country India:

Customer	Remarks
NPCIL	Nuclear Segment Customer
ISGEC Heavy Engineering Ltd.	Pumps & Valves Segment Customer.
Thermax	Pumps & Valves Segment Customer
L & T Hydrocarbon Engineering Ltd.	Industry Projects Segment Customer
BHEL	Pumps & Control Valves Segment customer

# Strategy for Growth



PILLARS TO SUCCEED



# Highlights of KSB Voice 2018



## Employee Communication

Department Meetings for Jan 2018 and Apr 2018  
Marketing Mantra and HR Mantra Newsletter  
Other Planned interventions Ongoing



## Reward and Recognition

Employee Recognition and Rewards for Team and individual for Jan 2018  
Reward for Apr 2018 Planned



## Employee Engagement

Health Talk and Safety week celebration at all Plants  
Sports initiatives and celebrations at Plants and Zones  
Women's day celebrations at KSB India, KSB Tech and KSB MIL Controls



## Leadership Workshops

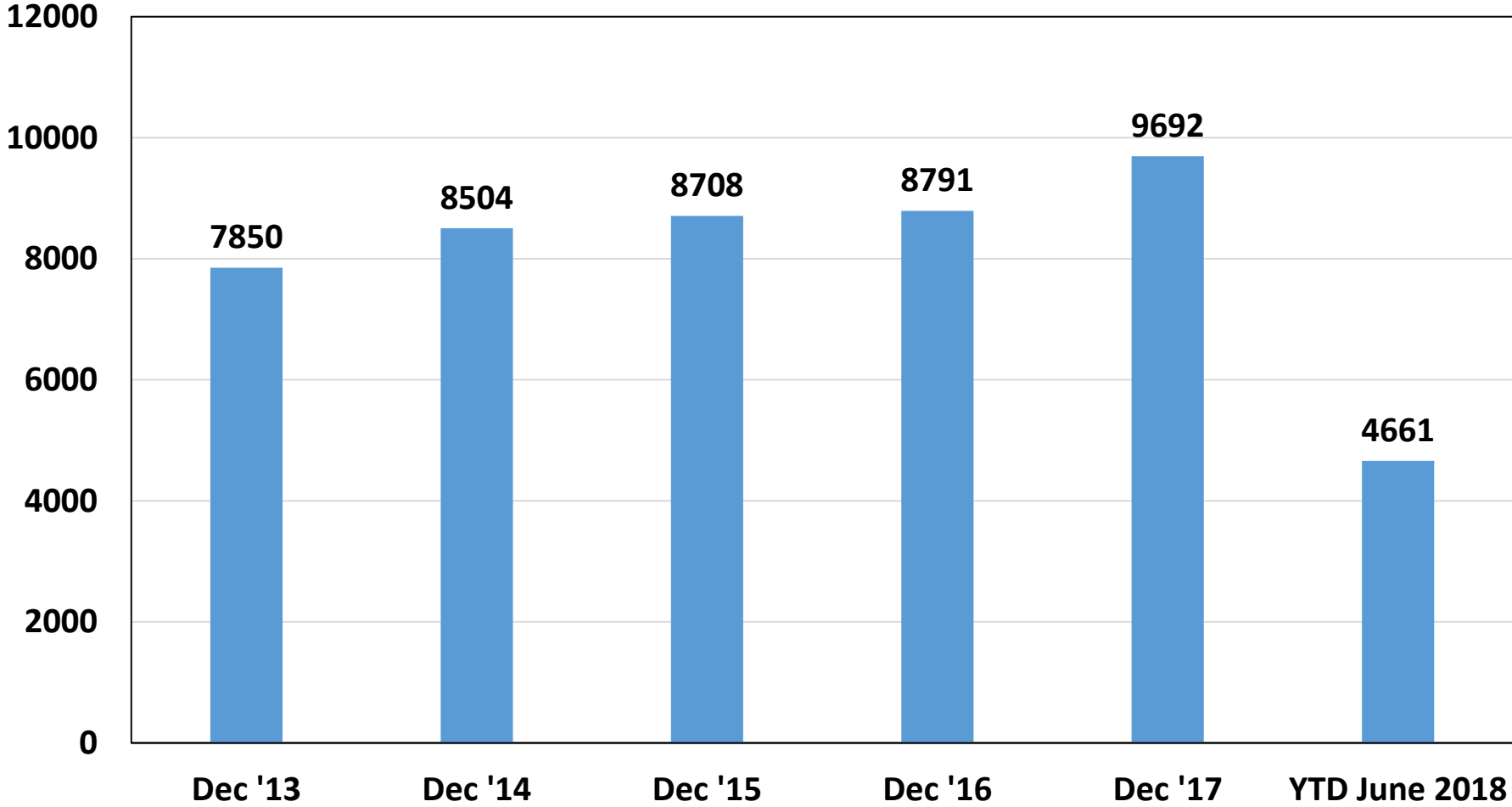
Employee Connect to next Level – Leadership workshops Conducted at Plants and Zones.  
Development Centre and MDP's



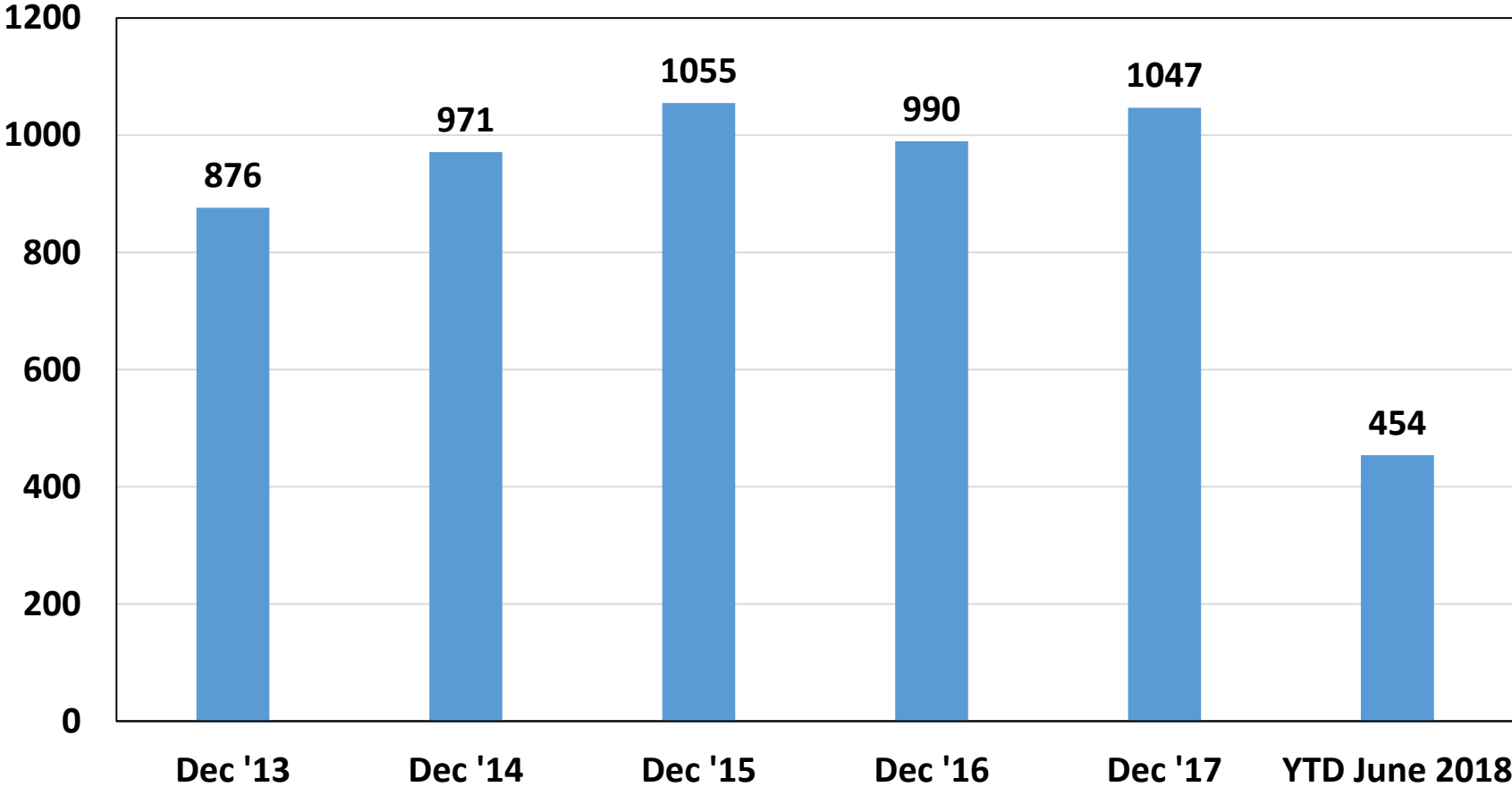
## Software's and Trainings

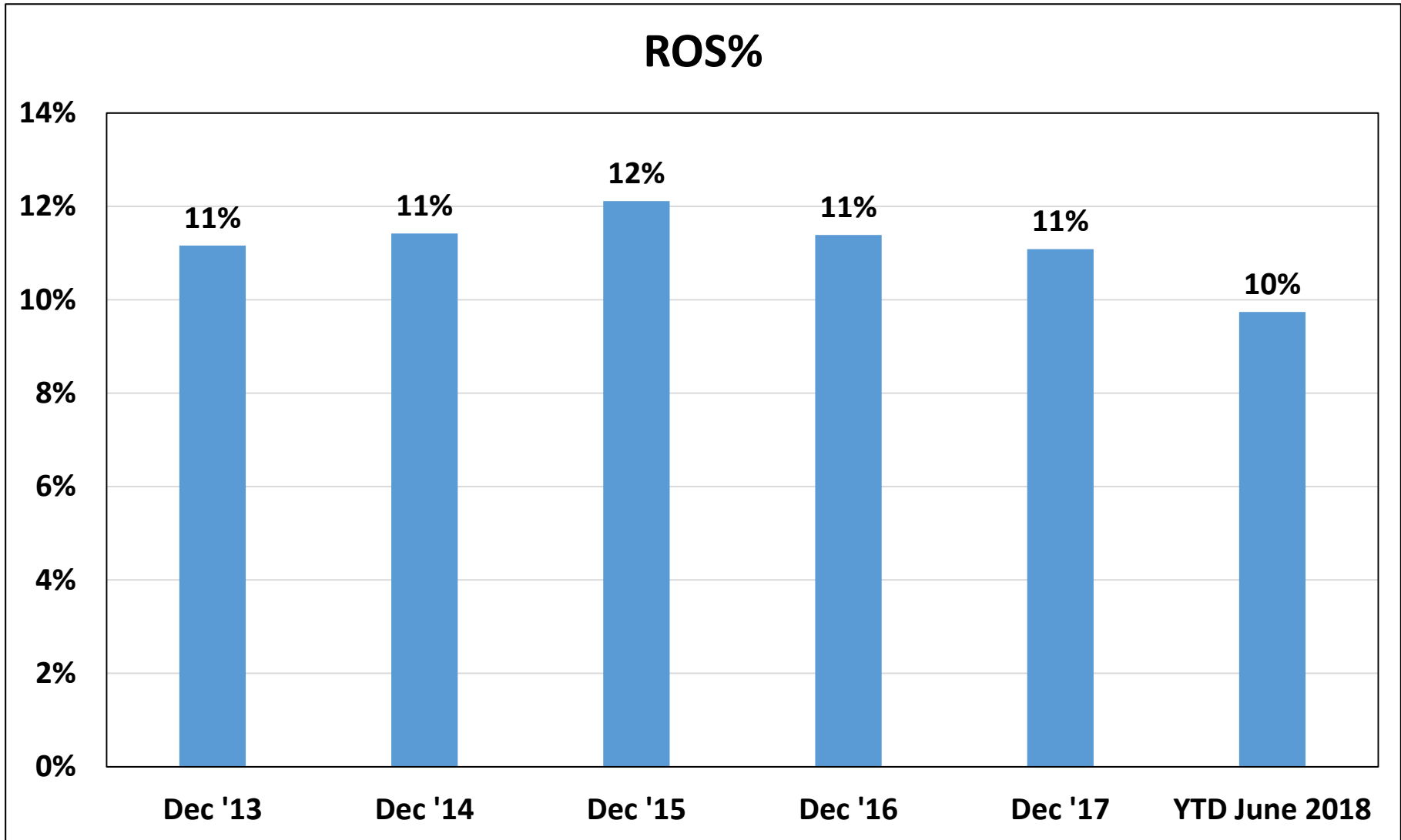
Introduction of E learning platform youLEARN@KSB  
Customer & Academic Training -Profit generation platform  
Employee Trainings – Technical + Behavioral  
HRIS Software– HR Mantra – Attendance, Leave, Travel, Payroll, Guest house, CAR Booking

# 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.

Thank you!



### Illustrative questions and replies in the meeting:

1. What is the growth in new plant? How are things progressing there? How about nuclear order management? What are the contractual delivery dates for nuclear order?

Ans. Since EPD is new plant of the Company at Shirwal, the resources are in the process of shifting to this plant and training of newly hired employees is ongoing. Plant is in the process of stabilization and getting ready for full fledged commercial production.

With the NPCIL order coming in, alignment of machines for production is being done in the said plant. Thus plant is in its second phase of development and which will be partly completed in 2018 and partly in next year. Contractual delivery dates for nuclear orders are in 2022 and 2023.

2. What is the break up of product sale and project sale?

Ans. Our Company has only product sale. It does not have project sales. It supplies its products to projects of the customers.

3. Working capital is one of the mentioned pillars in ppt, do you have anything specific on your minds i.e. debtors or vendor management or inventory etc.?

Ans. Working capital is a strategy in terms of quality and not in quantity.

For e.g. controlling slow or non-moving inventory and bad or doubtful receivables etc.

4. Clean water and waste water; what kind of opportunity?

Ans. Clean and drinking water supply on one side and disposal of drainage and sewage on the other side. Both sides looked after by local municipal authorities. Our Company has pumps for both applications.

5. Whether NPCIL order is a development order? What types of pumps?

Ans. NPCIL order is not a development order. It is a regular order. It includes primary coolant pumps with electric motors.