



KSB Pumps Company Limited Corporate Briefing Session (CBS-2020)

February 25, 2021
Lahore



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KSB Group **About Us**


KSB is one of the world's leading manufacturers of pumps and valves, providing a comprehensive range of service offerings.




KSB Worldwide **Being Global Means Being Closer**

Covering Entire Globe

With its 33 production and assembly sites in 16 countries and a tightly knit global sales and service network, KSB staff are active in more than 100 countries.

 KSB production sites

 KSB sales and service sites



Markets

Know-how for a Variety of Applications

- Process engineering
- Building services
- Energy conversion
- Water transport
- Waste water treatment
- Solids transport

1953 First agency in Asia: Pakistan

1959 KSB AG established its first subsidiary in Asia

1964 Factory built at Hassanabdal

1979 Became Public Limited Company

1980 Established own foundry

2000 First Global Manufacturing Network Company in the world to achieve
Made by KSB Certification

2007 Launched lean manufacturing program and initiated product portfolio
modernization

2009 **First subsidiary in Asia-Pacific and Middle East / Africa to complete
50 years of operation**

2011 Roll-out of SAP P14.

2018 **New High Pressure Cast Iron Automated Foundry**

And Separate Foundry for Special Materials

Today KSB is one of the Pakistan's leading manufacturers of pumps and
valves, providing a comprehensive range of service offerings.

61 years of setting Standards
**Our successes at a
glance**





KSB Pakistan Factory,
Hassanabdal

Overview

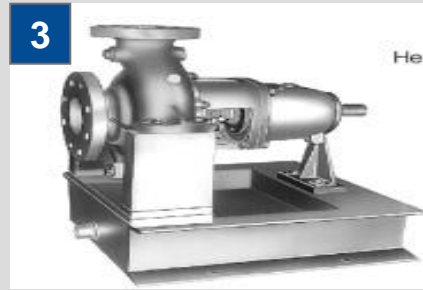
- Foundation: 1964
- Site size - Total area: 89,070 m²
- Covered area: 40,000 m²
- Product: Pumps & Castings
- ISO 9001, ISO 14001 & ISO 18001 certified
- MAP Corporate Excellence Award 2018
- Environmental Excellence Award for 8 consecutive years



1
Etanorm



2
RPH



3
RPK



4
SNW / PNW



5
KWP



6
Sewatec



7
Omega



8
WKF

KSB Pakistan Product Portfolio

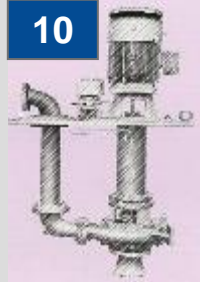
Type Series Products

1. Etanrom
2. RPH
3. RPK
4. SNW / PNW
5. KWP
6. Sewatec
7. Omega
8. WKF



9

Submersibles



10

KVP



11

ALTA



12

B Pump



13

Portable Dewatering Units



14

Moviboost System



15

Fire Fighting Unit System



16

Solar Pumping System



17

Filtration Plant System: (RO & UF)

KSB Pakistan Product Portfolio

- 9. Submersibles
- 10. KVP
- 11. ALTA
- 12. B Pump
- 13. Portable Dewatering Units
- 14. Moviboost System
- 15. Fire Fighting Unit System
- 16. Solar Pumping System
- 17. Filtration Plant System (RO & UF)



KSB Pakistan Foundry Modernization Projects

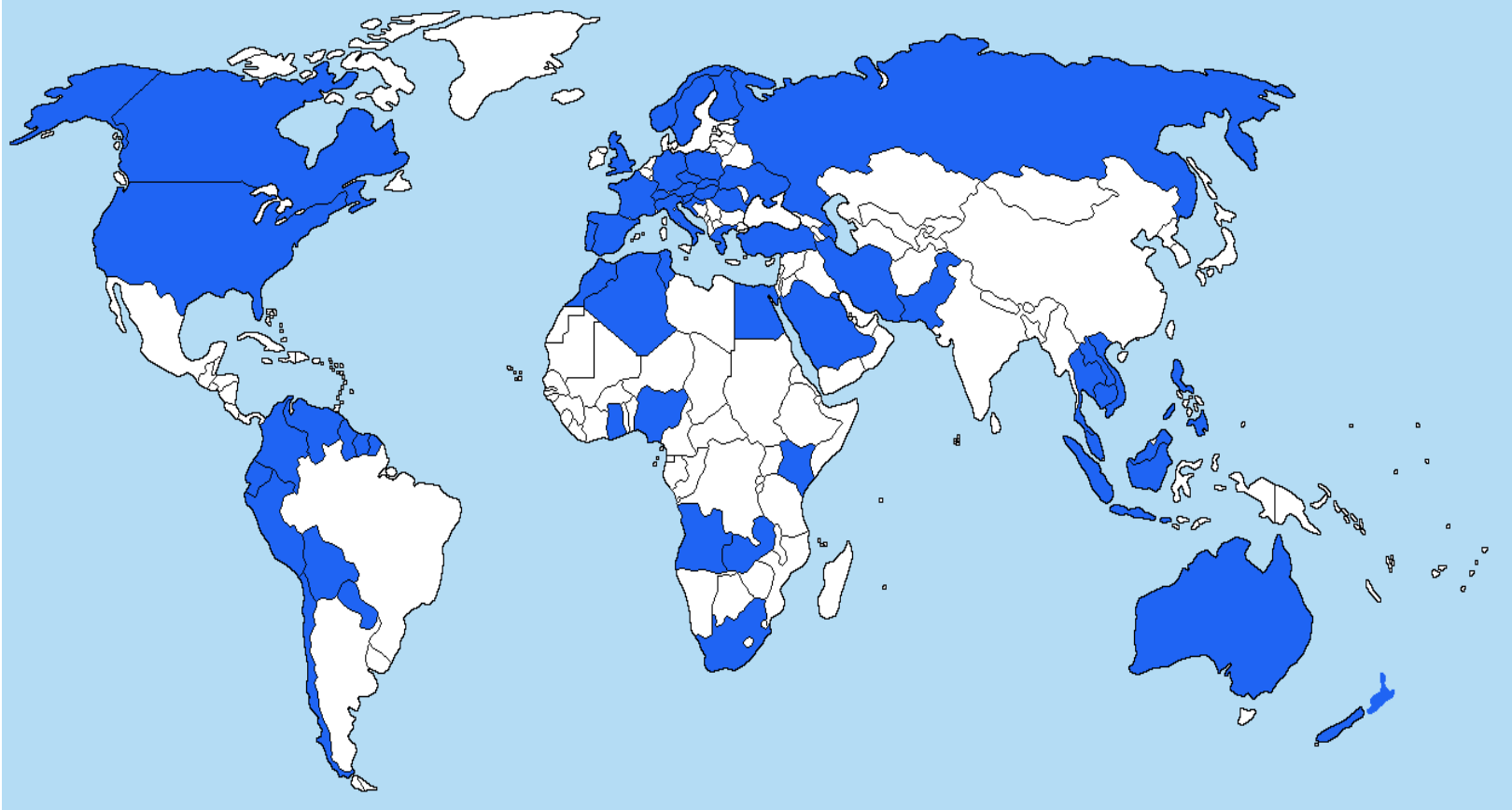
Foundry Plants:

1. High Pressure Automated Foundry for Cast Iron & Bronze with new Fettling and Core Making process
2. Foundry for Special Materials, Stainless Steel & Duplex/Super Duplex

Pumps Plant:

Ongoing improvement in process to address local & export market requirements

Global Foot Print – Exports KSB Pakistan



KSB Pakistan - Financials

Key Figures

Description	September 2020	Remarks			
Company Order Intake	2,497	COVID-19 resulted in business slowdown			
Sales	2,490				
Export Sales	567				
Operating Profit (EBIT)	112				
EBT	5.7				
Figures in million PKR					
EBIT / (Loss)	4.5%	Activity picking up gradually			
ROS / (Loss)	0.2%				
Earning / (Loss) per share	(1.50)				
	2021	2020	2019	2018	
Maximum share price	470	402	183	415	

KSB Pakistan - Outlook

Company	:	Cautious due to COVID-19. Q4 promising
Exports	:	Cautious - Projects moving at a slow pace due to COVID-19
Pumps & Valves	:	Cautious – Few major projects in pipeline
Projects	:	Consistent – Good prospects in water & waster water sector
Foundry	:	Positive – from Q3 numbers picking up in auto sector
Service	:	Cautious due to COVID-19 and low spending by public sector. Good prospects in 2021

Questions / Answers



Thank you