



KSB Pumps Company Limited-Pakistan

Corporate Briefing Session (CBS-2023)

Dated: 14th February, 2023





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

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 Areas

Products for a variety of Applications

- Water
- General Industry including Auto Parts
- Petro-Chemical
- Building Services
- Energy



KSB Pakistan Overview

- 1953: First agency in Asia: Pakistan
- Foundation: 1964
- Site size - Total area: 89.070 m²
- Covered area: 10,000 m²
- Product: Pumps & Filtration Plants
- Capacity Pumps: 5000 Units/Annum
- Foundry: Ferrus/Non-Ferous
20,000 Tons/ Annum
- ISO 9001, ISO 14001 & ISO 18001 certified
- Environmental Excellence Award

- 1959** KSB AG established its first subsidiary in Asia
- 1964 Factory built at Hassanabdal
- 1979 Became Public Limited Company
- 1980 Established own foundry – Only Foundry Based Pump Manufacturing
- 2000 First Global Manufacturing Network Company in the world to achieve Made by KSB Certification
- 2007 Launched lean manufacturing program new CNC set up for pumps production and initiated product modernization new latest pumps/valves
- 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

KSB Pakistan is country's leading manufacturers of pumps and valves, providing a comprehensive range of service offerings. It's the only Foundry based manufacturing set up to support local market needs and huge potential for exports.

KSB Pakistan Our Success at a Glance





KSB Pakistan Factory
Manufacturing at a Glance



1



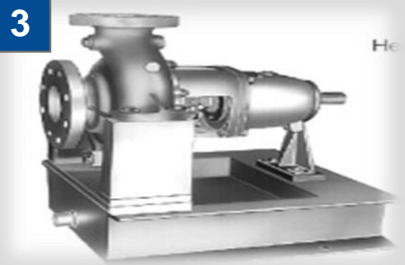
Etanorm

2



RPH

3



RPK

4



SNW / PNW

5



KWP

6



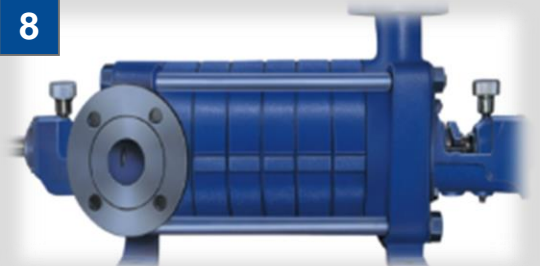
Sewatec

7



Omega

8



WKF/WKL

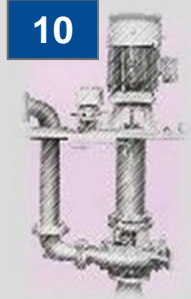
KSB Pakistan Product Portfolio

Type Series Products

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



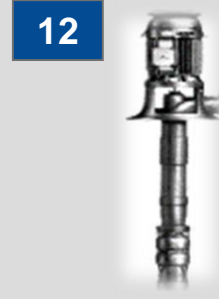
Submersibles



KVP



ALTA



B Pump



Portable Dewatering Units



Moviboost System



Fire Fighting Unit System



Solar Pumping System



Filtration Plant System: (RO & UF)



KSB Pakistan Product Portfolio

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

KSB Pakistan Export Pump & Parts:

- **B Pumps, SNW/PNW**
- **Own Castings Pumps**
 - Impellers / Propellers
 - Casings
 - Diffusers
 - Discharge Heads
 - Brackets
 - Bowls
- **Exports Pump Parts**
 - South Africa
 - Germany
 - Saudi Arabia
 - USA - GIW



Key Figures

Description	September 2021	September 2022
Company Order Intake	3,829	3,745
Sales	3,039	3,610
Intercompany Sales (Export)	432	728
Operating Profit (EBIT)	93	240
EBT	23	64
EBIT / (Loss)	3.1%	6.6%
ROS / (Loss)	0.8%	1.8%
Earning / (Loss) per share	(0.96)	2.00

Maximum Share Price	2022	2021	2020	2019	2018
	186	470	402	183	415

Business Outlook

- Very optimistic outlook for Pumps/ Valves & Projects businesses. Higher Growth projection for 1st half compared to 2022.
- Customer Day was organised with key KSB clients and plan to have similar activity in Karachi in Q2, 2023 to harness the market potential effectively.
- SupremeSERV workshop expansion plans. A state of the art facility in industrial hub Karachi will be in operation by April, 23 followed by the same sort of facility in Lahore to handle the service business and to improve customer services.
- Government sector activities are anticipated to gear up in the second half of the year 2023 in-line with election year 2023 specially in Water Segment. Efforts in place to secure significant orders from more important projects in WASA's, PAPA and K4.
- Export business also has strong business prospects for our region of MEA-R specially markets of KSA, SA and Turkey.





Thank You