

Date: 05th August, 2023

The General Manager
The 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

Sub: Intimation about participation in the Institutional Investors’ Meet

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sirs/Madam,

In continuation to our intimation dated 27th July, 2023, we wish to inform you that the Company participated in the Institutional Investors Meet held on 04th August, 2023. Attached herewith presentation made to investors along with audio/video link.

Link for the audio/video recording of the meeting is: <https://youtu.be/ZgGUsxZCtIA>

Subsequently the same will be available at www.ksbindia.co.in

Kindly take the same on your records.

Yours faithfully,
For **KSB Limited**

Shraddha Kavathekar
Company Secretary



KSB Limited

Institutional Investors' Meet - 4th August, 2023

► Our technology. Your success.
Pumps • Valves • Service



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.

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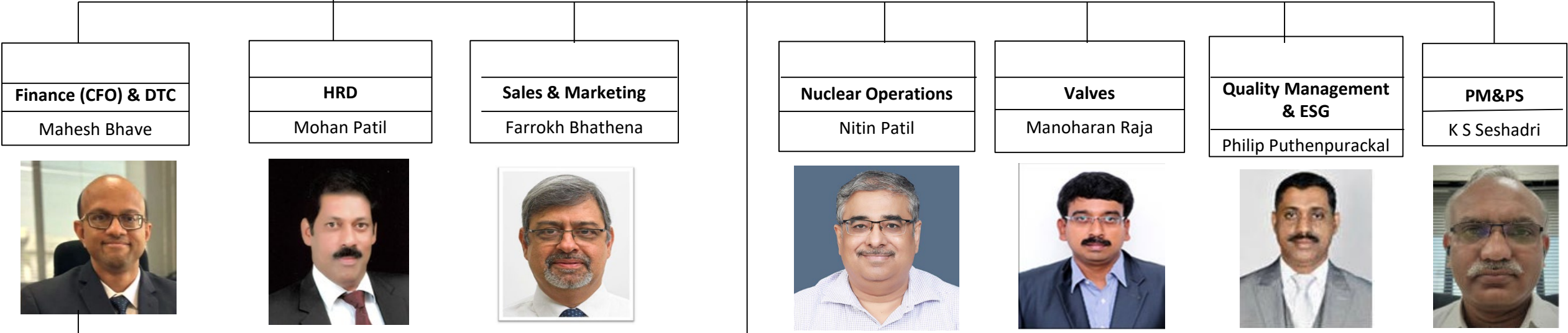
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1. Organogram



India/KSB Limited
Rajeev Jain



Company Secretary
Shraddha Kavathekar

Standard, Agriculture & Solar Pumps
Sunil Bapat

SupremeServ
Rajesh Kulkarni

Purchase & Foundry Operations
Pradip Watve

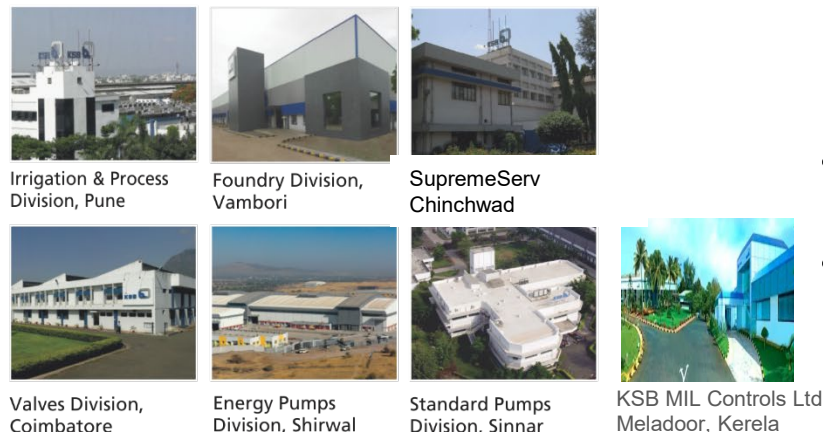


2. KSB India – Regional presence - Near you..24x7

- 7 Manufacturing locations
- 4 Zonal offices
- 14 Branch offices
- 5 Service Stations
- 200+ Authorized Service Centers
- 1000+ Authorized Dealers of pumps, valves and systems
- Bangladesh Liaison office
- Business through Dealers at Nepal and Bhutan



Our Manufacturing Network



Our Toll Free No. : 1800 233 1299

EPD (Energy Pumps Division), Shirwal, Pune



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IPD (Irrigation and Process Division), Pune



IPD (Irrigation and Process Division), Pune



SupremeServe and Central Warehouse, Chinchwad, Pune



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SupremeServe and Central Warehouse, Chinchwad, Pune



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Standard Pumps Division, Sinnar, Nashik



Standard Pumps Division, Sinnar, Nashik



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Foundry Division, Vambori



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Foundry Division, Vambori



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Valves Division, Coimbatore



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Valves Division, Coimbatore



Valves Manufacturing- KSB MIL Controls Limited, Kerala



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Valves Manufacturing- KSB MIL Controls Limited, Kerala



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Kolkata Office



KSB East zone office has been moved to a new address in Kolkata

State-of-the-art design center

Research & Development-
Ideas that Deliver
Real Customer Benefits

Your wish to expect the best out of us, inspires us to keep innovating better and better solutions to make our good products even better

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KSB Tech Pvt. Ltd., Pune, Maharashtra



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3. KSB in India - Applications

- Energy
- Industry
- Water
- Waste water
- Construction
- SupremeServ



Applications **Energy**

Generating energy economically and reliably – with cutting-edge technologies..

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, Solar products, 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.



Aftermarket

SupremeServ

A decentralized “customer centered” setup supported by lean and efficient processes, dedicated sales management and spare parts

Spare parts

Repairs

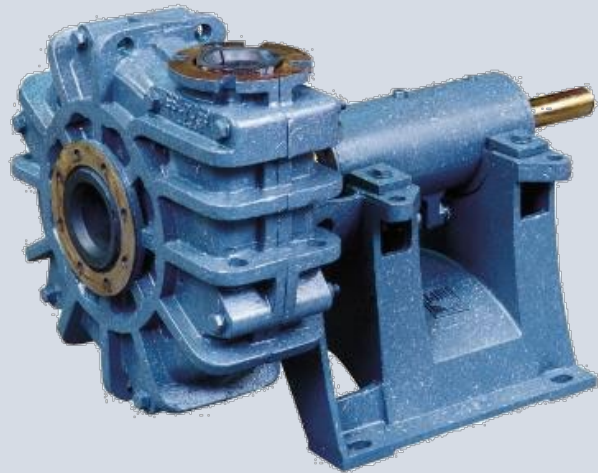
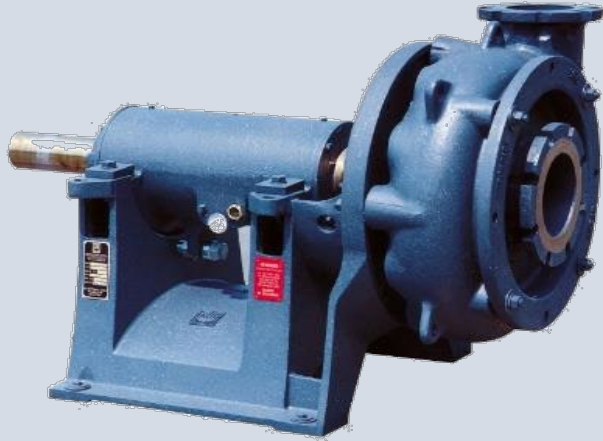
Field Service

Modernization

Replacement pumps (Footprint pumps)

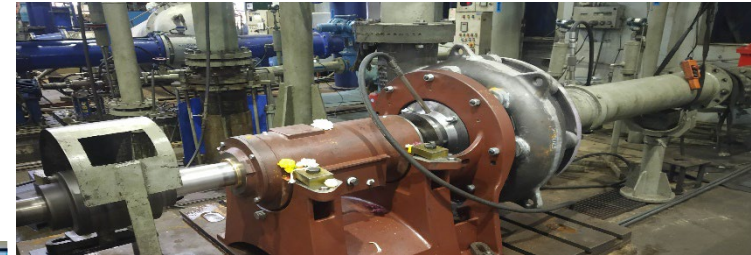
LCC (Mining) Business Updates

Mining



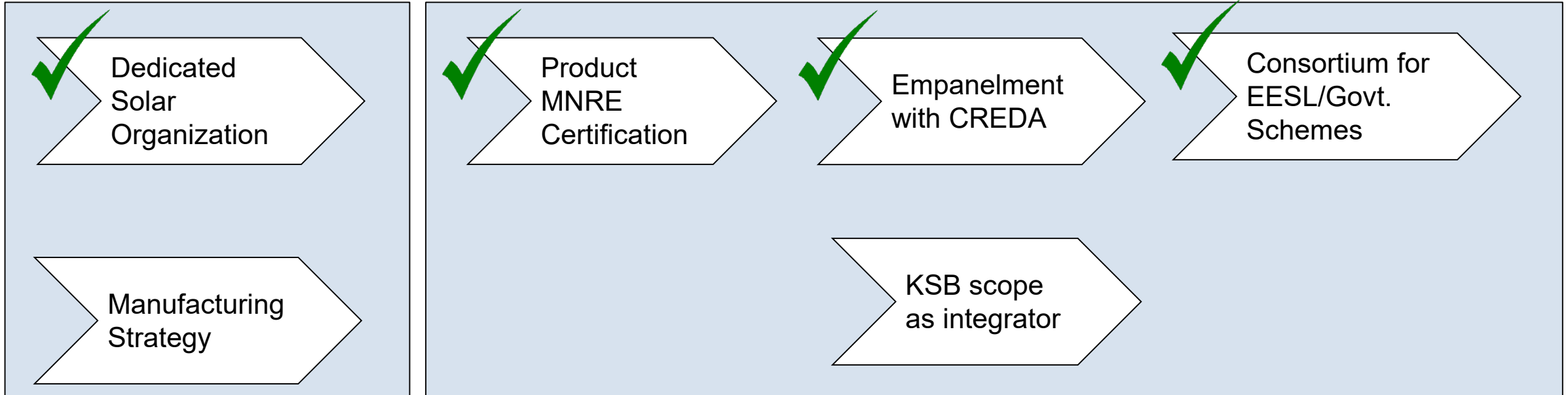
- Licence agreement signed for 7 sizes.
- Order based development under progress for 5 sizes - prototype testing done in July 23
- Expecting good forecast for 2023-2025 considering localization of LCC Pumps.
- Vertical pump & rubber line pump under discussion

LCC pump manufactured, assembled & tested at IPD plant.



Solar Business Updates

Solar Business : Master Activity Plan Progress



- DC Motor mfg. capability established till 10 HP.
- Controller development under progress, first prototype expected by Sep 2023.

Solar Business Progress

- Business on track and expect to surpass the budget in 2023
- Expecting good business in 2024 on account of SECI (Solar Energy Corporation of India) tender participation
- **Participated in 15 States.**

4. Highlights Q2 2023

Highlights

- Q2 Order Intake at **Rs. 6165 Mio INR** growing by 26% over Q2 2022.
- Received **FM packager certificate** for firefighting pumps
- Solar Business – **Qualification in SECI** (Solar Energy Corporation of India) tender
- **SAP Warehouse Management implementation** at all plant completed.
- Export Business - **4 mio USD (INR 320 mio approx.) export order** from Petrofac, Algeria in June 2023
- **Zonal office Kolkata has shifted to a new location.** New office was inaugurated on 10th July 2023
- **Prototype Order for Railway segment** received from Siemens for Vande Bharat train

5. TOP 10 Customers

KSB India (Domestic OI) (Non-Nuclear)

Total Year 2022

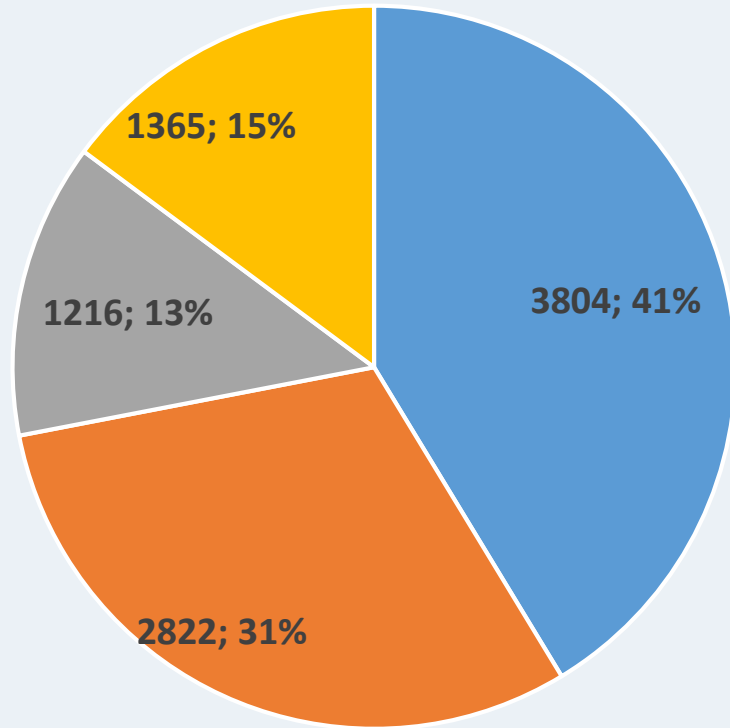
Customer	Segment
Thermax Group	Energy
Megha Engineering	Petrochem
Indian Oil Corporation Ltd.	Petrochem
Bharat Heavy Electricals Ltd.	Energy
Rushabh Enterprises (Dlr)	Gen. Ind.
ISGEC Heavy Engg. Ltd.	Energy
NTPC Limited	Energy
Patil Engineering (Dlr)	Gen. Ind.
Pooja Engg. Company (Dlr)	Petrochem, Gen. Ind.
Thyssenkrupp Industries	Energy, Petrochem.

Total YTD Jun 2023

Customer	Segment
Thermax Group	Energy
Megha Engineering	Petrochemicals
K C Cottrell	Energy
Petrofac, Algeria	Petrochemicals
Rushabh Enterprises	General Industry
IGSEC Heavy Engineering	Energy
Hydraulic Engineering	General Industry
Patil Engineering	General Industry
NTPC	Energy
JSP Projects	Water

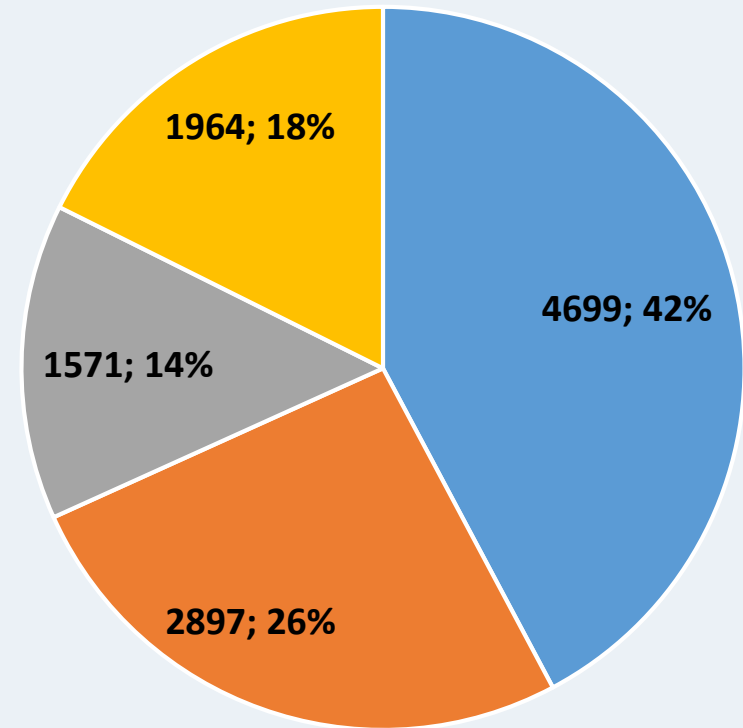
6. Order Intake Overview: Distribution of Domestic Business

Order Intake YTD Jun 2022



■ Standard Products ■ Engineered Products ■ Supremeserv ■ Valves

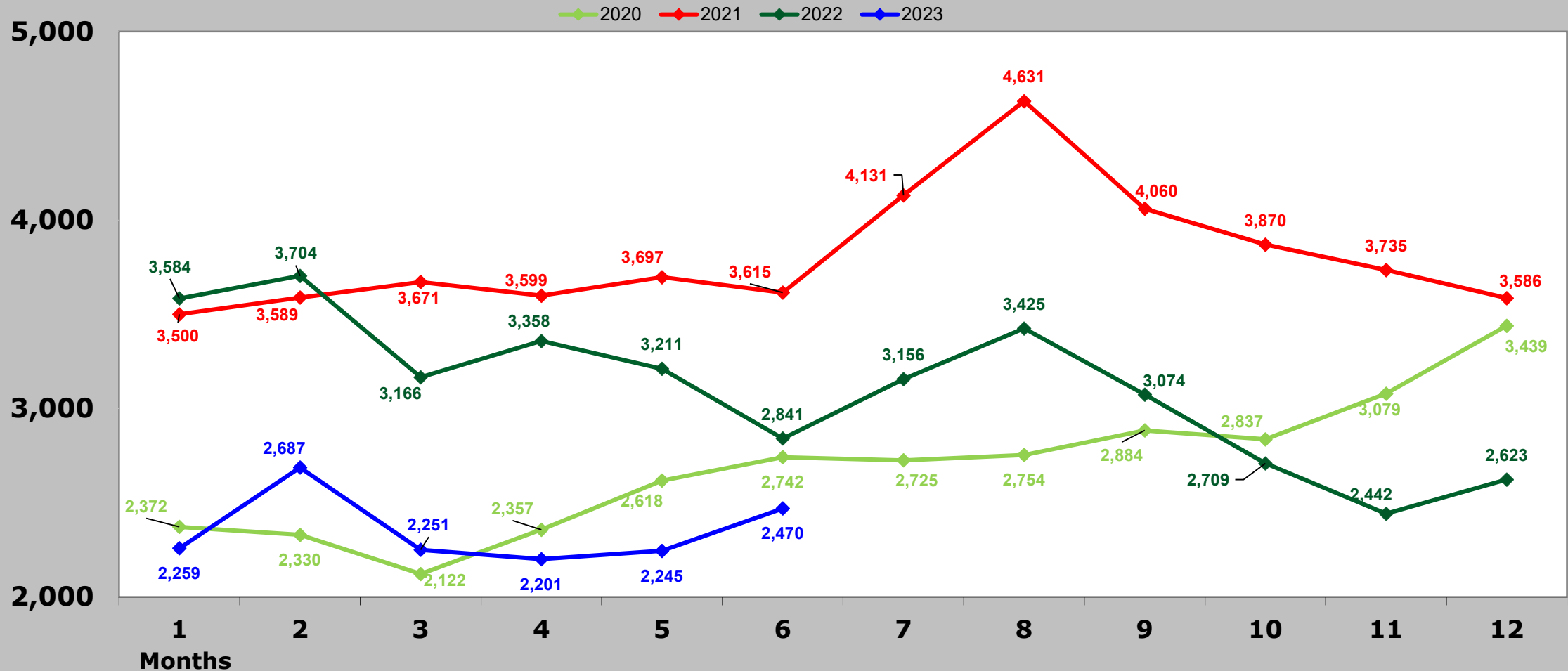
Order Intake YTD Jun 2023



■ Standard Products ■ Engineered Products ■ Supremeserv ■ Valves

7. Net Financial Position

Net Financial Position	2020	2021	2022	YTD Jun 23
Without Nuclear (INR million)	3,224	3,542	2,334	2,222
Nuclear (INR million)	215	44	289	248
Total : with Nuclear (INR million)	3,439	3,586	2,623	2,470



8. NPCIL Order Updates



Hydro Test setup RSR 400

GHAVP – Project Status RSR 400

- Plan to deliver 2 nos. pump-Motor units in last Qtr. of 2023 to Tarapur for testing

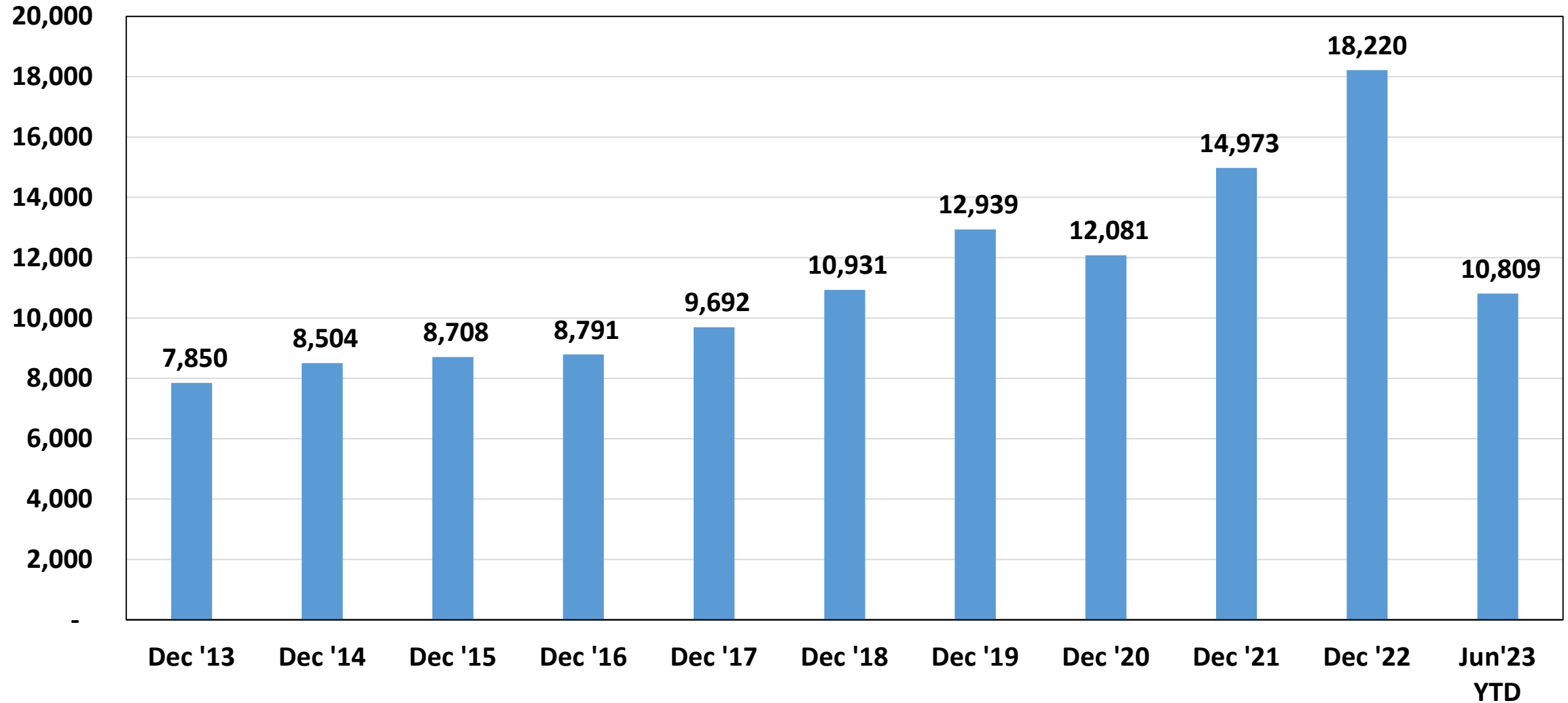
9. Major Investments completed till Jun 2023

In INR Mio

Sr.	Description	YTD June 23
1	LAN upgradation	43
2	IT hardware	35
3	Kardex	10
4	Machine replacement - double column VMC	5
5	Nuclear - infrastructure at TAPP	16
6	Kolkata office interior	13
7	Shirwal office building	60
8	Office rennovations	20
9	Patterns, Tooling & Dies (various)	39
10	Other	91

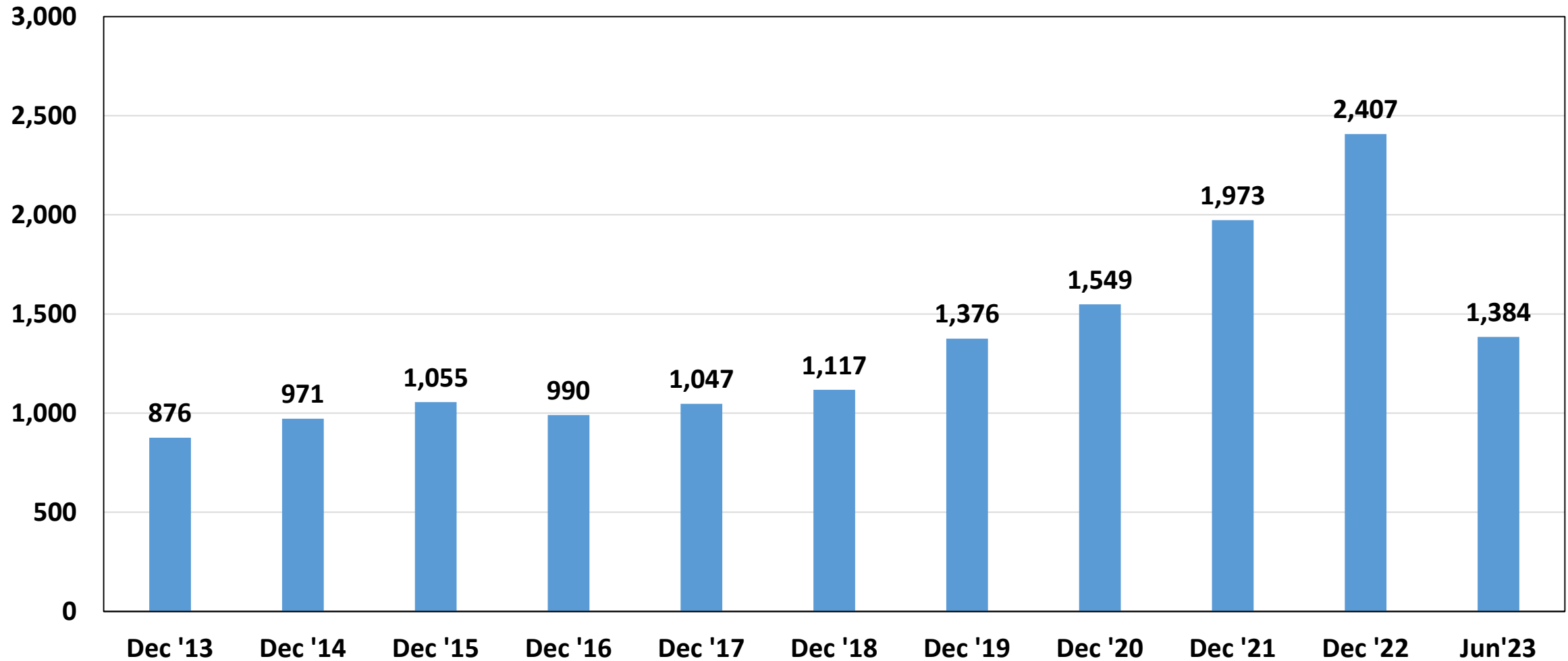
10. Revenue Trend

Revenue from Operations (MINR)



11. Profit Trend

Profit Before Tax (MINR)



12. Digitization Updates

Top Measures in Digitalization



Paper Lite Organisation



Digital IBR approval
GA Drawing & form III-C approval (CBE).

- Process time reduction for IBR TC approval from 21 days to 7 days
- First in India for valves



Pre-Dispatch Inspection & passport history
IPD, EPD & WPD

- Savings of 1.5 lakh papers/year
- Fast data retrieval in case of customer complaints

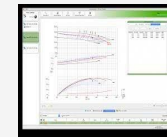


PR (Purchase Requisition) Release Strategy

- Savings of 1.6 lakh papers/year
- Savings of 3000 Manhours
- Yearly savings of 0.48 Mio INR



User/Customer Experience Upgrade



Solar Pump Selection Software

- Gone live in June'23



SAP Warehouse Management
WM Implemented at all plants, improvement in traceability

- 1.5 lakh+ SKU's
- Tracking & Retrieval



Advance Shipment Notification (B2B)

- Auto GRN at all plants with 800+ Business Partners

13. Branding Activities: Exhibitions



IPS Techno Galaxy 2023

: KSB participated at NTPC IPS Techno Galaxy 2023 Exhibition.

Showcased products witnessed by CMD and Director of NTPC and other delegates



Agri Intex, Coimbatore - 2023

KSB participated in Agri Intex 2023 at Coimbatore which is India's prime Agriculture trade fair from 14th to 17th July'2023.

Showcased wide range of products along with new launches Ultra Plus, UPFN, UMN & RLX series



14. ESG Activities – Environment : Energy Saving Measures



4398 MWH

3474 MT of Co2

Total Energy Saving in 2022



6286 MWH

4965 MT of Co2

Potential Energy Saving in 2023

Stand alone Solar energy for Lightning system



Stand alone Solar energy for ETP/STP Pumps



Heat pumps for water heating



Energy Management Systems at Plants



Energy Saving & Waste Management Initiatives



Electrical Vehicles for interplant transfer



Biogas installation @ EPD



Garden decompose machine @ IPD



Tree Plantation

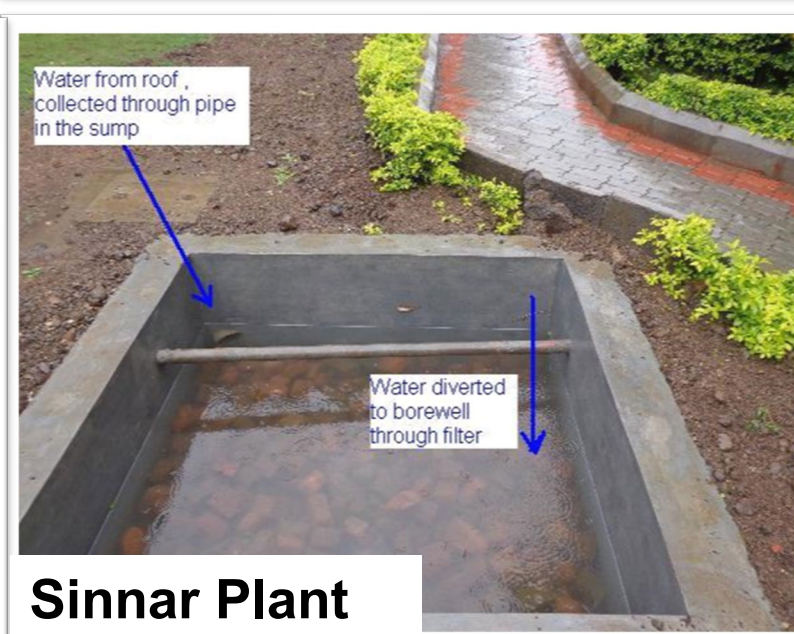


3,000 +
Plantations in
Manufacturing
locations.



28,237
Plantations in
surroundings from
2018.

Water Management – Rainwater Harvesting Pits

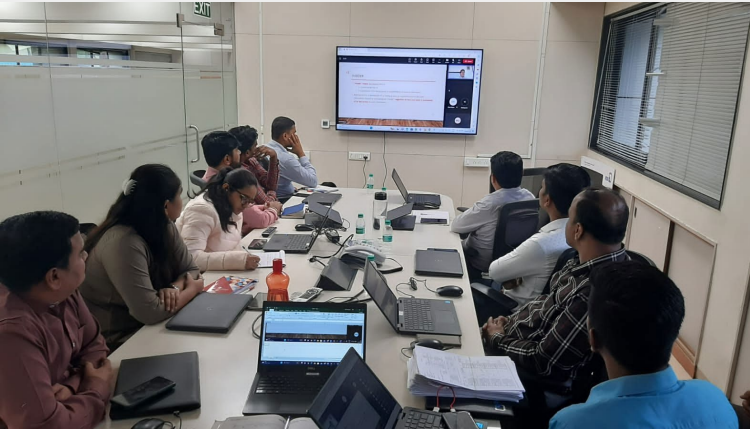


**77+ Mio
Liters**



Water run off in Ground by Rain water Harvesting pits available across plants

ESG Activities – Governance : Awareness Sessions on Prohibition of Insider Trading Regulations



Event Highlights :

Training session for all Managerial staff and Designated Persons totaling to around 150, has been conducted on Insider trading in June'23. Various topics explained in the session are:

- SEBI regulation on prohibition on insider trading
- KSB Code of practices and procedures for fair disclosure of UPSI
- KSB code of conduct to regulate, monitor and report trading by insider
- Format for Submission
- List of
 - UPSI
 - Legitimate purpose to share UPSI
 - Insider-identified categories
 - Checkpoints for designated person
 - Insider trading real cases & SEBI actions

ESG Activities – Social: Activities for employees



Badminton tournament



Monsoon Trekking



Women's Day Celebrations



Cyclothon

Training & Engagement

- Technical Meet at ONGC Hazira
- Technical Seminar - UPJN Allahabad
- Seminar - Uttarakhand Petyal Nigam – Haridwar
- Technical presentation in Maithon Power Ltd, Dhanbad
- Technical Seminar - Synthite Industries Pvt. Ltd.



Training to KSB Group Companies & Dealers:

KSB Indonesia, Jakarta and KSB Thailand (Valves Team) & Dealers / Distributors (Bangkok)

We have Presented our product features to TSS and Sales Team in Indonesia. Discussed in detail our capability and the new development done in SICCA valves.

CSR Activities

Women Empowerment & Education



Vidyadaan Sahayak Mandal, Thane

Provided support for Skill Development Programme (BSC Nursing) for underprivileged girls from Rural Area.



Pragati School, Shirwal

Provided Benches to children from rural areas, encouraging them to pursue education



Seva Sahayog School, Pune

Distribution of school bags empowering students for a brighter future.

CSR Activities

Women Skill Development – Beautician and Fashion Designing



- Focusing on Women Empowerment, KSB Care Charitable Trust initiated skill development project at Sinnar with Yuva Mitra. The project will be impacting 120 women from vulnerable socio-economic background by providing skills in beautician (60 women) and fashion designing (60 Women).
- MoU was signed in the month of May and currently the skilling of 1st batch is ongoing (60 women).

CSR Activities

Environment Initiatives



Garbage Van Donation at Kesurdi, Shirwal

Supporting cleaner communities and improved waste management,



Pimpri Police Station, Pune

Construction of Ladies Rest Room & Donation of Water-Purifier



GPP, Pune

Renovation of Fluid Mechanics and Machinery Lab at GPP.

Latest CRISIL ESG ratings which rated 601 companies across 53 sectors – based on publicly available information through websites, exchange filings, annual reports, investor presentations, sustainability reports during the year 2022.

CRISIL

Company Name	Environment Score	Social Score	Governance Score	ESG Score
KSB Limited	34	46	70	51

Subsequently, the Company has published its 'Business Responsibility and Sustainability Report' (BRSR) in April 2023 for the financial year ended 2022.

The Company is among the leaders to voluntarily publish BRSR, for the financial year ended December 2022.



Time for Questions



Thank
you