

► Our technology. Your success.

Pumps • Valves • Service



Technology that **makes its mark**



Pumps ➤ Valves ➤ Service ➤ **One goal**

## **Trust:** It's what our brand's about

Two symbols, three letters: pumps, valves and KSB are all closely connected – thematically and visually. Wherever there are fluids to be transported, controlled or shut off, customers globally rely on our expertise and products. The KSB brand promises them competent advice, excellent quality and top reliability. It also guarantees service they can count on, worldwide.

Technology that drives success. And that's a promise.  
Welcome to KSB.



Expertise ➤ Quality ➤ Reliability ➤ **KSB**

## Our engineering is a very **smart move**

When customers describe their needs, we listen intently. They want to transport fluids worldwide, and we want to provide exactly the right pumps and valves for every situation. Sometimes that means a standard product, and sometimes a whole tailor-made solution.

Checking a multistage CHTD high-pressure pump at the Frankenthal plant



Wherever our customers have a need, we get things moving. We pump fluids where they're needed – or keep them safely behind valves. Competitors try to do the same, of course. The difference with KSB? Our skill in finding an answer for almost every fluid and application. We take extreme temperatures and pressures in our stride. And we know there's

a material and a safety scheme for every aggressive, explosive or toxic medium. It doesn't have to be liquid, either: we also transport sand, stone and ore hydraulically with special pumps. KSB products are just as much at home in municipal utilities and industrial plants as they are in skyscrapers, power stations, mines or oil rigs.

### **Energy-savers for efficient plants**

Whenever we meet customers' needs, we do so economically. Many of our products lead their field in energy efficiency. That's the result of precise design and selection, highly efficient hydraulic systems and equally smart motors. We take a personal look, too. Our FluidFuture® concept analyses the energy-saving

potential of each customer's individual equipment, and our special automation products help make the savings reality. So do our 3,000 Service experts. They're on hand worldwide to keep our customers' plants running economically and their business moving smoothly.

## There's a whole range of **reasons we're leaders**

Standardised ➤ Customised ➤ Systems-based ➤ **One provider**

KSB sets the yardstick for others to follow. Our pumps and valves lead the way on quality and versatility. And customers rely on us for services matched precisely to their needs – from engineering to our System Efficiency Service.

Lots of people can sell, but only experts provide the best advice. When our customers face complex tasks, we're with them from Day One. Whether they want planning guidance, specially designed components or help with commissioning, they'll discover lots of reasons to choose KSB. And they'll also find plenty of scope for

individual requirements in other areas. We produce a wide range of standard pumps and valves – carefully matched to customer needs with the ideal materials, hydraulic systems and drives for each application. And our modern automation products ensure the very best in reliability and efficient operation.

A selection of products from KSB's wide range (from I. Amarex KRT, Amaprop, Movitec, Omega®, Etaline R, ECOLINE GT 300, MegaCPK, Calio, Boa-Compact)



## Skills you can call on in any setting

Six applications

100 settings

900 products

Expertise

Name any application, and KSB pumps and valves are probably in action. Like industrial processes, water transport or energy conversion. All round the world, customers rely on our expertise and technical skills to keep things moving.

### Water transport

- Extraction
- Treatment
- Desalination
- Transport
- Irrigation

### Energy conversion

- Fossil-fuelled power plants
- Nuclear power plants
- Renewable energies

### Process engineering

- General process engineering
- Hot water/heat transfer
- Chemicals/petrochemicals
- Oil and gas
- Marine applications
- Auxiliary processes

### Waste water treatment

- Municipal/industrial waste water transport
- Municipal/industrial waste water treatment
- Rainwater harvesting

### Solids transport

- Ore mining
- Oil sands extraction
- Gravel transport

### Building services

- Air-conditioning
- Fire protection
- Heating
- Pressure boosting
- Drainage

## Ideas: that's where your benefits start

Hydraulics ➤ Automation ➤ Materials ➤ 440 developers

Top technology and innovative products do not happen by chance. Behind KSB's success is the work of many experts in Research and Development. Their goal: designing pumps, valves and related systems that save energy and run for years.

Exceptional products are born from ideas – ideas our engineers develop into pioneering solutions in hydraulics, automation and materials technology. They cooperate with international universities and research institutes in areas of basic research.

State-of-the-art simulation software helps us optimise flow processes in pumps and valves. Our customers benefit from increased energy efficiency and lower operating costs.

Smart automation products minimise our products' life cycle costs and improve their availability. Like PumpMeter, a monitoring unit that plots and analyses load profiles.

The diversity of fluids handled calls for in-depth materials know-how. In-house laboratories develop new materials that offer outstanding resistance to abrasion and corrosion. To this end, our materials experts use state-of-the-art chemical analyses as well as metallographic and mechanical examination methods.

Our engineers look far beyond today's market requirements in the three core areas of our research and development activities. They anticipate trends and adapt technologies. Future-proof business models are developed within the scope of start-up projects. Like our SALINO Pressure Center, whose innovative design has opened new prospects for producing drinking water from seawater – economically and efficiently.

Hydraulic unit of the SALINO Pressure Center



## A company that opens doors

Varied ➤ Personal ➤ Dependable ➤ **KSB as an employer**

KSB is an international employer with fascinating activities. We believe that openness and mutual trust help people develop their potential to the full.

Satisfying customers demands top performance. So we need skilled employees who enjoy their work. KSB provides an inspiring environment and motivating challenges. Our global spread and many different functions offer an attractive range of career paths. International projects open further doors to personal development. And a comprehensive training programme helps every employee learn new skills and grow – for example on our special Pump Applications Professional certificate course.

### Work that gets noticed

Commitment and performance don't just happen. At KSB, they come from the way we live our company culture. Employees feel at home in their working environment, and that pays dividends daily. Living our Management and Teamwork Principles means communicating openly with other employees, providing feedback and recognising performance. We also want staff to enjoy a sensible balance between their professional and private lives. KSB helps with flexible working time, preventive health care and leisure programmes.

Some of the KSB employees who have contributed to the success of our ETA series



**Horst-Jürgen Baulig**  
Sales, Water Management

“To me, KSB means dynamism and constant new developments. But what makes us special is the way we can be so innovative and yet still keep our personal touch.”



**Oliver Schuster**  
Team Leader, Customised Design

“I've had a series of different jobs at KSB – I've been both a Product Manager and a Development Engineer, and today I'm Group Leader in Customised Design for standardised pumps. Those moves have given me lots of valuable experience – which I'm now passing on to younger colleagues in an internal course.”



**Ilona Schutschenko**  
Purchasing

“KSB provides lots of different training opportunities. And a special attraction of my job in Purchasing is the chance to work with so many other departments.”



**Beniamino Pitrone**  
Team Leader Mechanical Production

“I've already been with KSB for 22 years. I started at 15 as an apprentice cutting machine operator. Today I'm really proud to be a team leader in mechanical production for the Eta pump series.”



**Markus Spuck**  
KSB Service

“My parents and grandparents worked for KSB, and I was determined to follow them. One great thing I find is that despite all its global activities, the company has kept a family atmosphere.”



**A product of perfect partnering: Etanorm**

At KSB, successful products come from teams that work across disciplines. Here's one of many examples: the world's best-selling standardised pump – in the new eco-design from 2013.

## Responsibility: It's why we do what we do

Education ➤ Environment ➤ Society ➤ **Shaping the future**

As well as customers and employees, KSB also serves society at large. We are committed to the United Nations' Global Compact. Its principles reinforce social, environmental and economic fairness worldwide.

Acting responsibly takes many forms at KSB. We are extensively engaged in child and youth education, for example. We help schools and kindergartens get new generations excited about science and technology – because excitement is the first step to acquiring crucial skills. As a co-founder of the German 'Wissens-fabrik' (Knowledge Factory) industry network, we support the development of projects that help young people learn hands-on. In Asia, the KSB CARE aid fund enables hundreds of children to attend school, and helps build or renovate classrooms and other facilities. A special initiative in Brazil prepares young people with limited education for future employment. In a two-year programme they gain first experience at work, learn practical skills and also attend school.

### A close eye on the environment

As a manufacturing company, KSB is committed to conserving natural resources. Wherever we build or modernise our factories, environmental protection is top priority. We keep emissions as low as possible and minimise the effects on humans and nature. Our sites in Jundiaí (Brazil) and Nashik (India) are conservation showcases that generate electricity from renewable sources.

Young people in Brazil whose education is supported by KSB





## Near you: It's where we are, worldwide

16,500 employees

90 companies

160 Service centres

Customer focus

KSB has been thinking and operating globally for decades. We are producing on five continents and have manufacturing sites around the world, backed up by a close-knit sales and service network. So wherever our customers work, we are just round the corner.



## Tomorrow: It's why we grow sustainably

Values ➤ Goals ➤ Strategy ➤ Success

KSB has been an independent company ever since it was established in 1871. Our company strategy aims to maintain that independence, achieve success, and build on it sustainably.

### We've set ourselves three tasks:

- Outperform competitors in the eyes of our customers
- Secure a leading position in attractive markets
- Grow profitably and sustainably to ensure our long-term future

Success tomorrow means planning and commitment today. But in achieving our goals, we also stay flexible. That way, we can respond to market changes and adapt our strategic projects as required. Turning our company strategy into business success requires highly motivated employees with a clear sense of direction. Their shared values and behaviours shape the way they act and interact with each other, and with customers and partners. Our company culture is based on trust, honesty, responsibility, professionalism and appreciation.

The ownership structure is an important guarantee of KSB's further independent development. The majority of KSB AG ordinary shares is held by Klein Pumpen GmbH, which in turn is almost entirely owned by the KSB Foundation. Created by descendants of the company's founders, this non-profit organisation promotes research and young specialists in the natural sciences.



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