

Date: 21st September, 2019

The General Manager
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

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 19th September, 2019 we wish to inform you that the Company participated in the meeting with Analysts/ Institutional Investors held on 20th September, 2019.

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

Investor's Meet, 20 September 2019

Pune

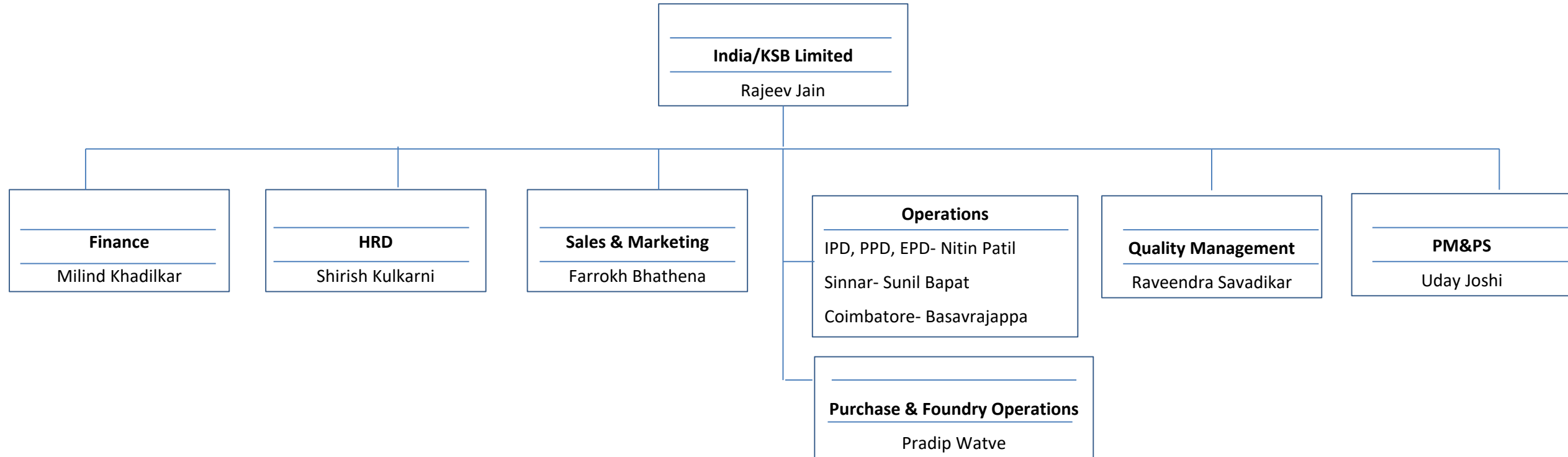


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Organogram



Presence in India

Near you..24x7

- 7 Manufacturing locations
- 4 Zonal offices
- 16 Branch offices
- 4 Service Stations
- 150+ Authorized Service Centers
- 800+ Authorized Dealers of pumps, valves and systems



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, Kerala

Our Toll Free No. : 1800 233 1299

(Monday to Saturday - 8am to 10pm)

EPD (Energy Pumps Division), Shirwal, Pune



IPD (Irrigation and Process Division), Pune



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PPD (Power Projects Division), Pune



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Standard Pumps Division, Sinnar, Nashik



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Foundry Division, Vambori



Valves Division, Coimbatore



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Valves Manufacturing- KSB MIL Controls Limited, Kerala





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
- Oil & 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, thermal & nuclear power plants, refineries and offshore oil rigs 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, pharma, mining 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.

KSB India – Major Developments

Major Infrastructural Developments/ Projects:

- Service and Spare part business restructured as “Supremeserv” with dedicated efforts and resources.
- Dedicated warehouse operations created for Spares business with quicker turnaround time.



Market Penetration: Top customers in 2018

Customer	Segment
Ramagundam fertilizers	Pumps & Valves
GE Power Systems India	Industry Projects
ISGEC Heavy Engineering Ltd.	Pumps & Valves
Thermax	Valves
DANGOTE OIL REFINING COMPANY LTD. Nigeria	Industry Projects
JGC Corporation, Japan	Industry Projects
TOSHIBA JSW POWER SYSTEMS	Pumps & Valves

KSB Pumps Ltd.
STRATEGY
VISION 2020

OI - 1500 Crs. | Sales - 1400 Crs.

Enhanced Product Basket

Grow in General Business &
Aftermarket Business > 20%

Increase Employee Engagement

Working Capital

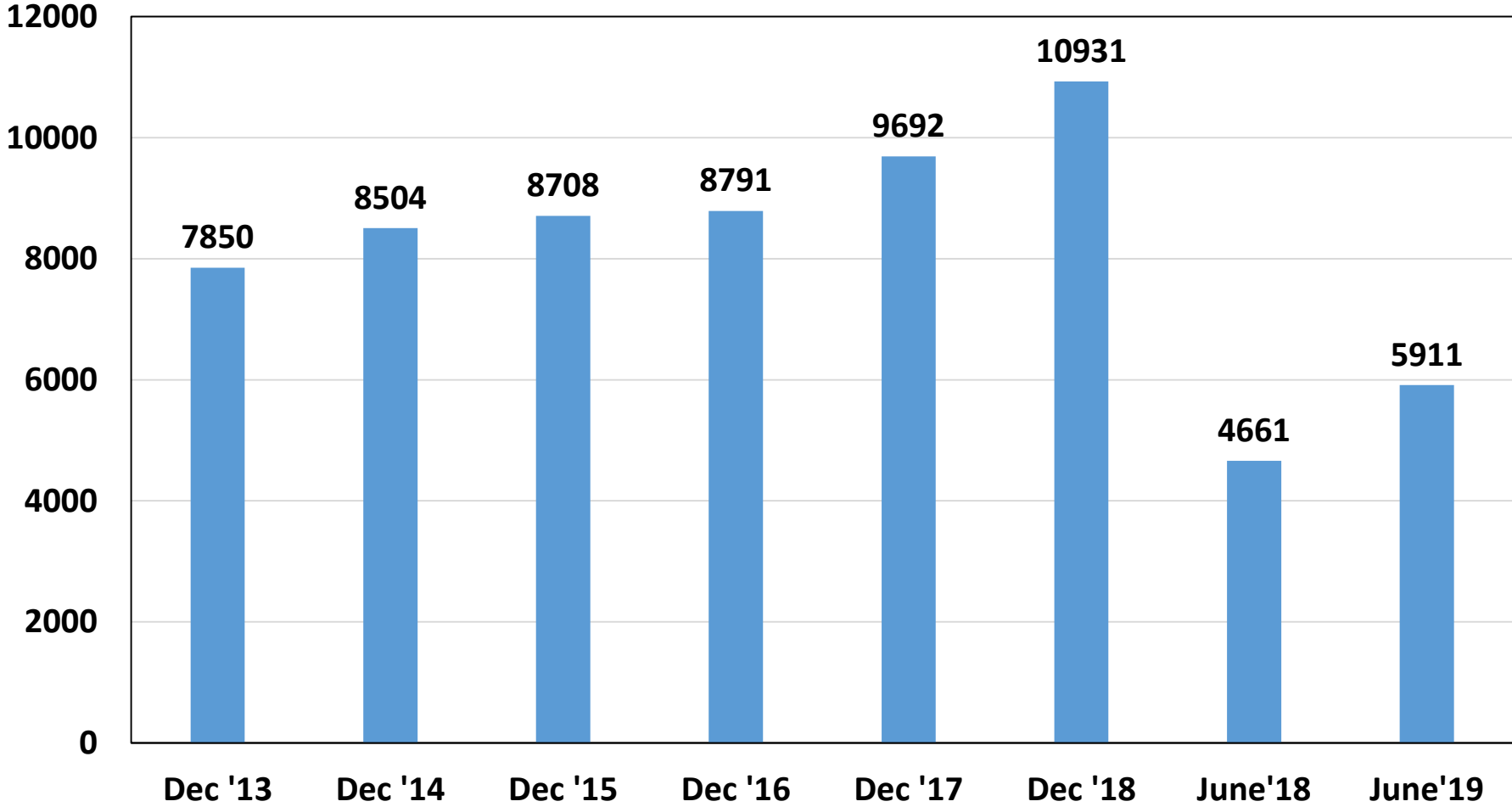
Operational Excellence

Focus on IT Infrastructure
Development

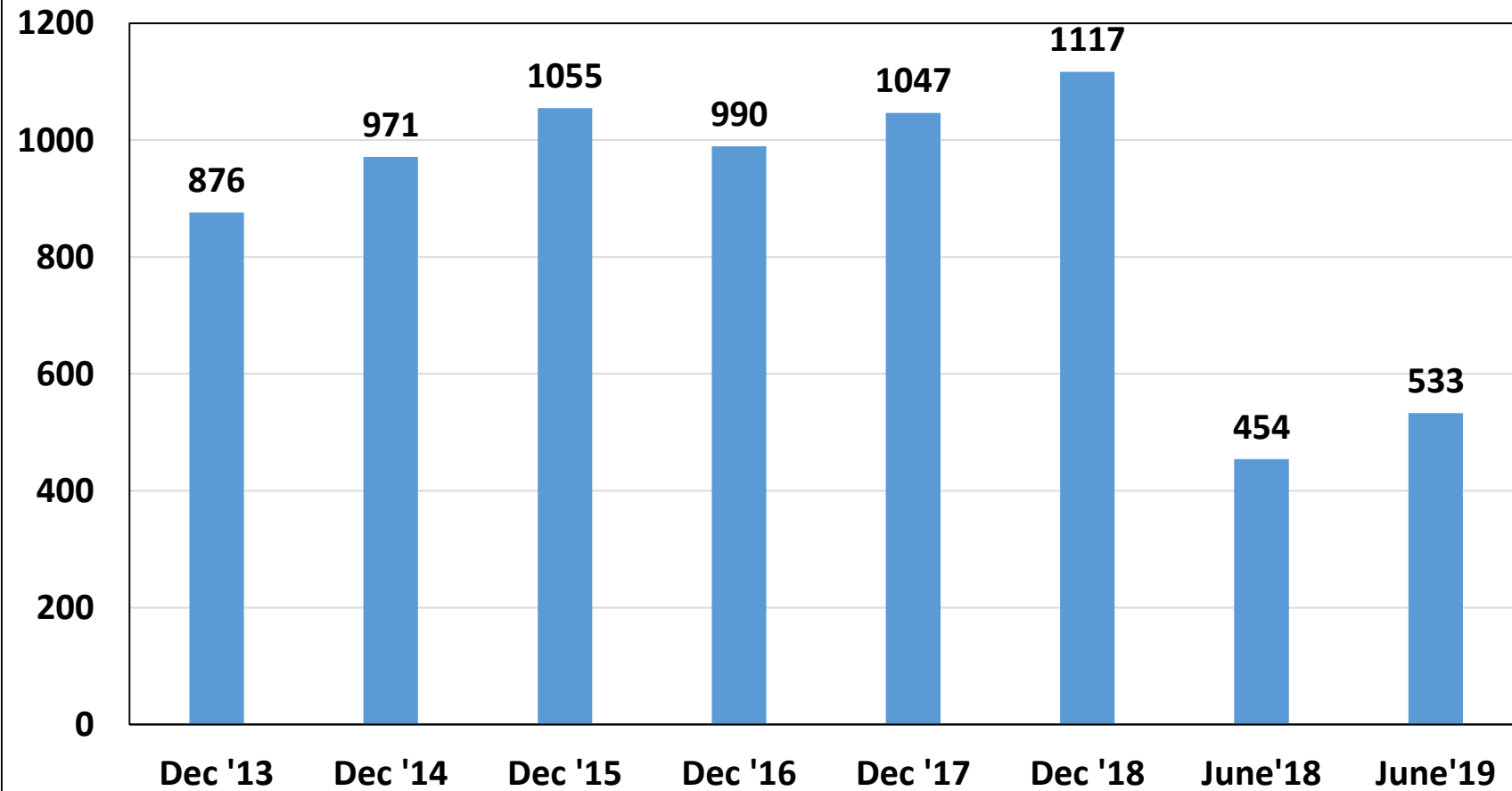
Nuclear Order Management
& Future Projects

P I L L A R S T O S U C C E E D

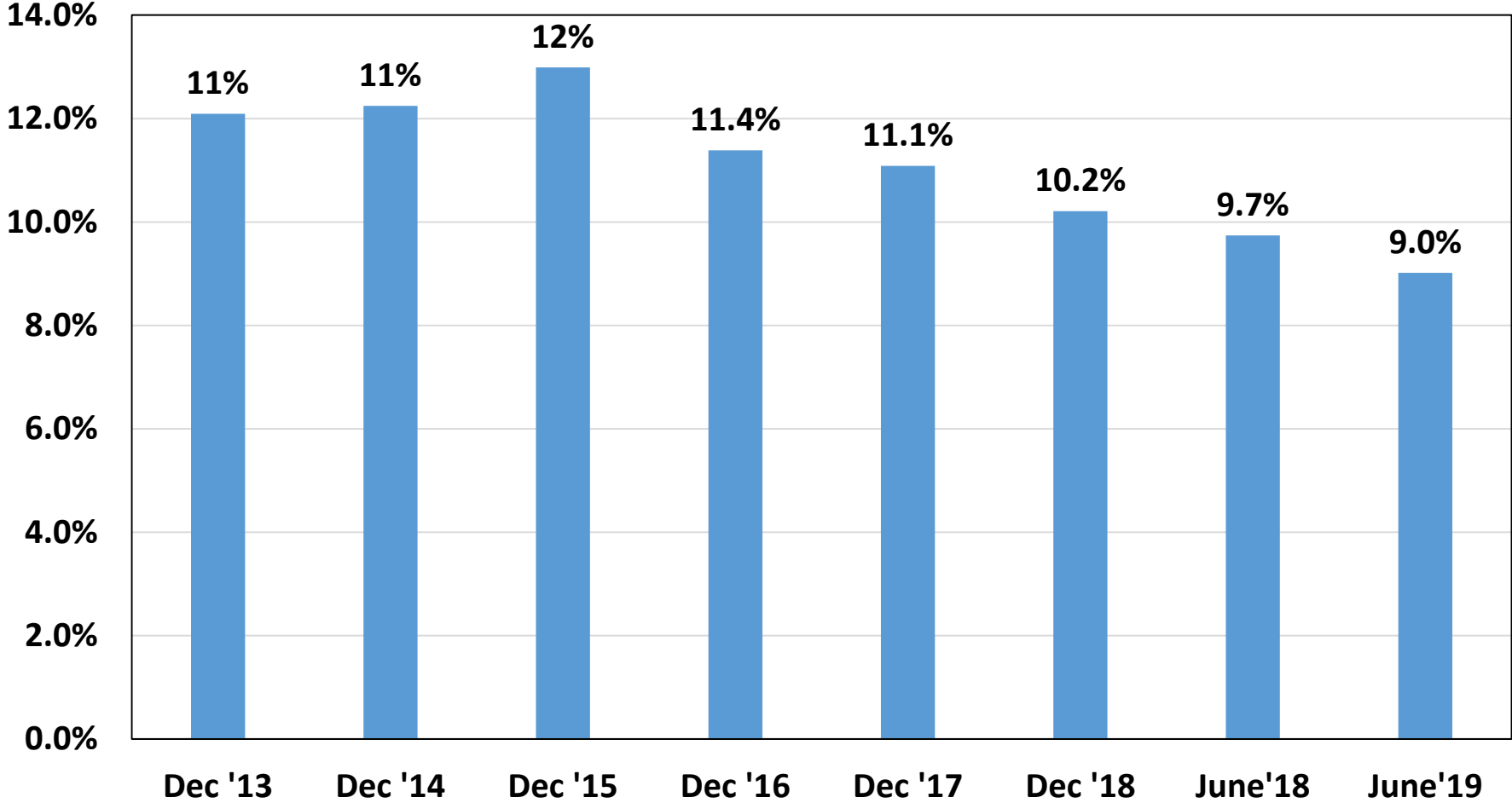
Revenue from Operations (in Mio. INR)



P/L Before Tax (in Mio. INR)



ROS%



Order in take analysis – Mio INR

Actual 2018 – 10,500

Budget 2019 – 12,500

Strategy 2020 – 15,000

Breakup in 2018:

Water Business	17%
Waste water treatment	2%
Energy conversion	9%
Solids transport	0%
Process engineering	47%
Building Services	12%
Service	13%
Total	100%



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.



Time For
QUESTIONS?

Thank you!



Illustrative questions and replies in the meeting other than repeated and published in previous meetings:

1. The turnover at Shirwal plant will majorly be from which sector?

Ans. Mainly from Oil and gas.

2. After implementation of GST, are there any improvements in working capital cycle?

Ans. Not a big impact on the Company for working capital cycle.

3. What are exports benefits?

Ans. Duty draw back, MEIS and such Export incentives.

4. What is meant by water business of your Company?

Ans. It's water irrigation. It's not water distribution.

5. Whether today's Corporate tax rate cut declared by Finance Minister will give any competitive advantage to KSB India over KSB china?

Ans. It's not known yet and it may be observed in due course of time.