



**28<sup>th</sup> February, 2025**

The General Manager  
The Corporate Relationship Department  
BSE Limited  
1<sup>st</sup> 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**

**Subject: Intimation of Presentation for investors meet.**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed herewith the presentation to be presented in the investors meet scheduled to be held on 28<sup>th</sup> February, 2025.

Please note that the above will be uploaded on the Company's website [www.ksbindia.co.in](http://www.ksbindia.co.in) / <https://youtu.be/afRTJvWFW3I> .

Kindly take the same on records.

**For KSB Limited**

**Shraddha Kavathekar**  
**Company Secretary**

**Encl.** as above



# Institutional Investors' Meet

28<sup>th</sup> February, 2025



## 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.**

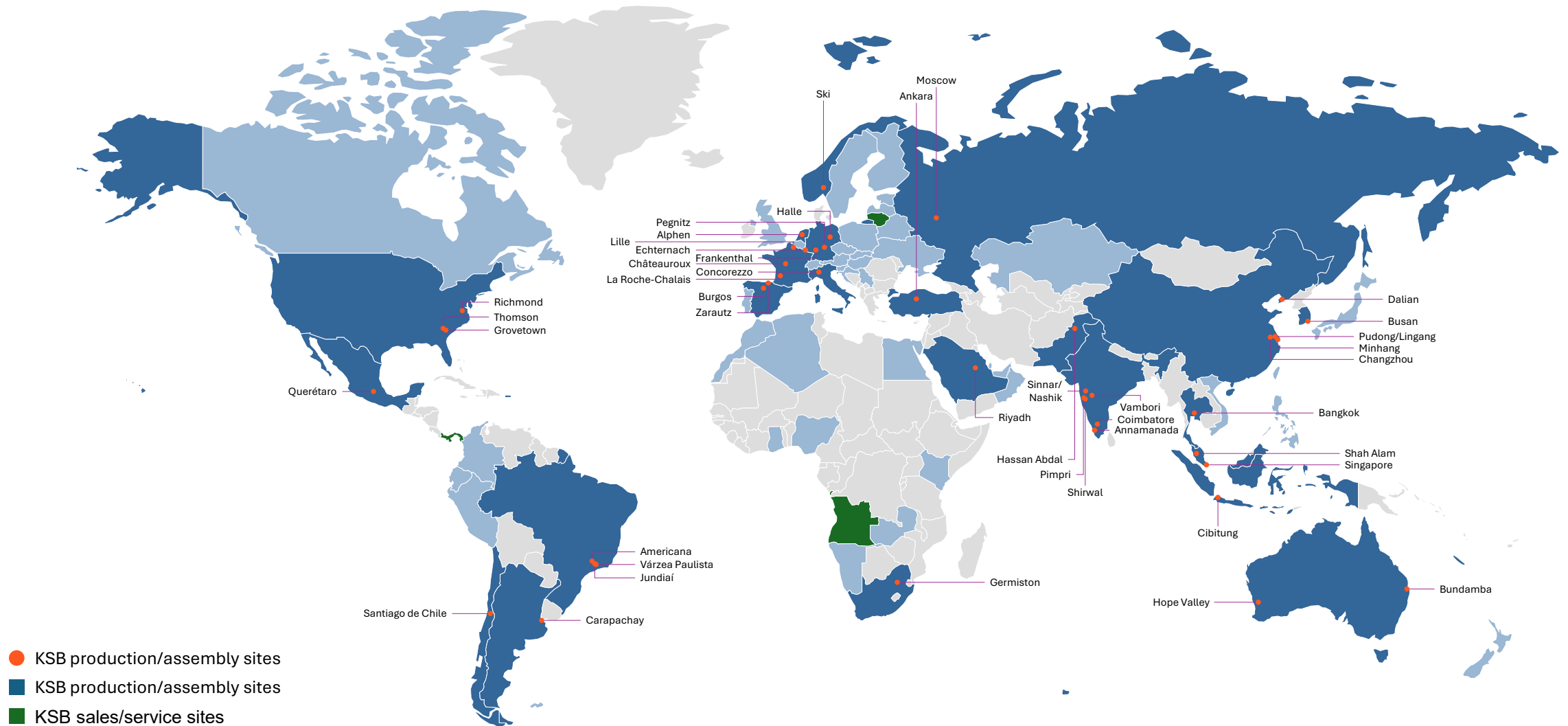
**Such statements may be subject to a number of risks, uncertainties and other important factors, such as but not limited to (1) competitive pressures; (2) legislative and regulatory developments; (3) global, macroeconomic and political trends; (4) fluctuations in currency exchange rates and general 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.**

# KSB Group - At a glance



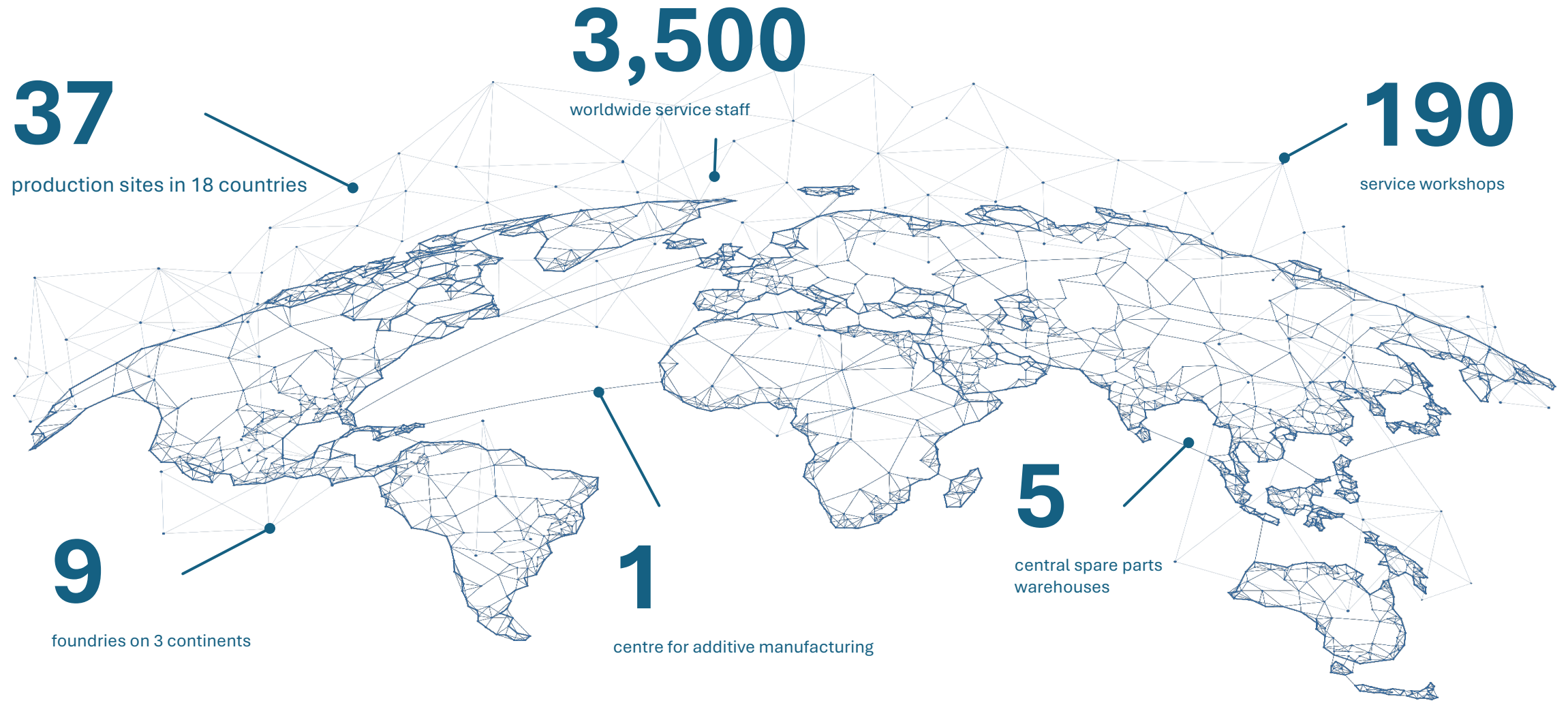
# Global presence

## Around 300 locations around the world



# Facts & Figures

## Global presence



## KSB Group companies in over 60 countries





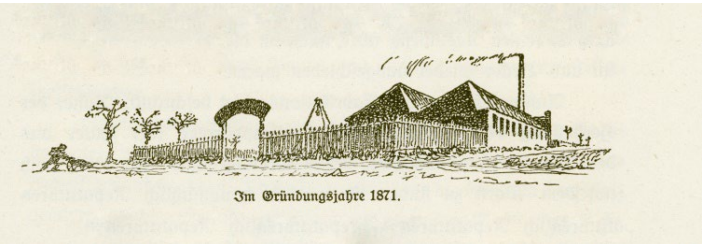
# KSB through the years (1/3)

12

people  
work at KSB  
in Frankenthal  
in 1871.

1871

Company founded  
in Frankenthal



1871

First workshop with 12 employees

1890

Early top sellers include the steam-  
or belt-driven UNA pump and steam  
traps and globe valves.



1887

KSB becomes a public limited  
company.

1,700  
employees  
work for the  
company  
in 1921.

## KSB through the years (2/3)



**1924 – 1934**

KSB acquires five German companies.

**1941**

First KSB company outside Europe – in Argentina



**1964**

The non-profit KSB Stiftung [*KSB Foundation*] receives a qualified majority holding of KSB's share capital.

**11,000**

people work at KSB in various countries around the world in 1971.



**1925**

First foreign company in Italy

**1935**

KSB sets standards with the Eta standardised water pump.



**Ab 1950**

KSB establishes sales and production companies on all continents.

## KSB through the years (3/3)

**1989**

The maintenance-free BOA-Compact globe valve is launched to market.



**2014**

KSB sets up an additive manufacturing centre.

**2018**

With KSB SupremeServ, the company establishes its own service brand.



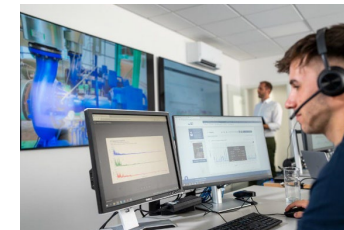
**1994**

KSB establishes a joint venture in Shanghai, China.



**2023**

KSB SupremeServ Monitoring delivers transparency and reliability for pump system operators.



**16,038**

people work at KSB  
in various countries  
around the world  
in 2023.



- KSB Management SE

# Managing Directors



**Dr. Matthias Schmitz** CFO

Finance, Accounting,  
Controlling, Taxes, Information  
Technology, Procurement

**Ralf Kannefuss** CSO

Sales, Marketing

**Dr. Stephan Timmermann** CEO

Strategy, Human Resources,  
Communications, Service, Legal and  
Compliance, Internal Audits

**Dr. Stephan Bross** CTO

Production, Technology,  
Digital Transformation

# KSB India – At a glance

# Presence of KSB in India

## 📍 KSB Limited

- Established – 1960
- HQ. – Pune, Maharashtra
- Network –
  - 6 manufacturing plants
  - 6 Service Stations
  - 350+ service centres
  - 22 warehouses



4 zonal offices  
14 branch offices  
1100+ dealers

## 📍 KSB MIL Controls Limited

- Acquired – 1997
- HQ. – Meladoor, Kerala



## 📍 KSB Tech Pvt. Ltd.

- Established – 2005
- HQ. – Pune, Maharashtra
- Technical design center & IT Service provider.



## 📍 Bangladesh

- HQ. – Dhaka, Bangladesh
- Liaison Office.



# KSB India - Manufacturing Facilities



Pimpri, Pune (HQ & Head office, Industrial Pump Division)



Shirwal, Satara Energy Pump Division, 60 km from Pune



Water Pump Division Nashik (Standard Pump)



Vambori (Foundry Division)



# KSB India - Manufacturing Facilities



Coimbatore, (Valves Division)



Chinchwad, Pune (SupremeServ Division)



Kochi (HQ & Factory MIL)

- KSB India

# Milestones

KSB in India established (1960)

Inception of Foundry Division  
at Vambori (1974)

Inception of Power Projects Division  
at Chinchwad(1978)

Inception of Valves Division  
at Coimbatore(1987)



Inception of Energy Pumps Division  
at Shirwal (2017)

Inception of  
KSB Tech Pvt. Ltd. (2005)

MIL integration  
into KSB (1997)

Inception of Water Pumps Division at  
Sinnar (1994)



# KSB LIMITED – BOARD OF DIRECTORS



**Mr. Gaurav Swarup,  
Chairman**

- › Associated with KSB from FY 2000.
- › A mechanical engineer & MBA from Harvard University.
- › Chairman & MD of Industrial & Prudential Investment Company Limited and other several bodies corporates in and outside India.



**Dr. Stephan Bross,  
Non Independent and  
Non-executive Director**

- › Associated with KSB from FY 2015.
- › A mechanical engineer, an MBA and holds a doctorate
- › Chief Technology Officer (CTO) of KSB SE & Co. KGaA, Germany
- › Director of several other body corporates



**Dr. Matthias Schmitz,  
Non Independent and  
Non-executive Director**

- › Associated with KSB Limited from FY 2017.
- › A mechanical engineer, MBA and holds a Doctorate
- › Chief Financial Officer (CFO) at KSB SE & Co. KGaA
- › Director of several other body Corporates



**Mr. Rajeev Jain  
Managing Director**

- › Managing Director of KSB Limited from 2017 .
- › A mechanical engineer and Masters in management sciences
- › Has been holding directorships in several KSB group Companies.

# KSB LIMITED – BOARD OF DIRECTORS



**Mr. Ulhas Yargop ,  
Independent Director**

- › Associated with KSB from FY 2024
- › Holds a bachelor of Technology (B. Tech) in Mechanical Engineering from the Indian Institute of Technology (IIT), Madras & MBA from Harvard.
- › He has rich experience in varied domains viz Finance, IT, Sustainability, CSR etc. over four decades.



**Mr. U. C. Muktibodh,  
Independent Director**

- › Associated with KSB from FY 2025.
- › An expert in Nuclear Power Plant Technology in India
- › Has been a Technical Director on the Board of Nuclear Power Corporation of India Ltd (NPCIL).
- › Holds bachelors in mechanical engineering & Master's training in Nuclear Science & Engineering in Bhabha Atomic Research Centre (BARC).



**Ms. Sharmila Barua  
Roychowdhury,  
Independent Director**

- › Associated with KSB Limited from FY 2018.
- › A lawyer by profession and holds bachelor's degree in social studies in human behaviour.



**Mr. Vishal Kamapni,  
Independent Director**

- › Associated with KSB from FY 2024.
- › Holds Master of Commerce & Master of Science (Finance) from London Business School, .
- › Vast experience in Institutional Securities Business including investment banking, financing activities, managing Real Estate fund and Private Equity fund.
- › Holds Directorships in several JM Financial Group Companies.



# Management Team



*\*Names from Left to Right*

Mr. Nitin Patil  
– Vice President Nuclear Business

Mr. Mohan Patil  
– Vice President Human Resource

Mr. Rajeev Jain  
– Managing Director

Mr. Mahesh Bhav  
Chief Finance Officer & VP-Finance

Mr. Sunil Bapat  
– Vice President Solar Business

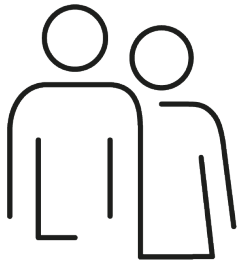
Mr. Prashant Kumar  
– Vice President Sales & Marketing



# Financial performance

- Financial Year 2024

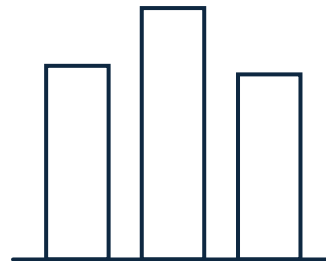
## Employees



**2,165**

As at 31 December 2024

## Revenue from sales (MINR)



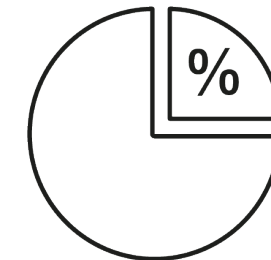
**7,264**

Quarter ended  
31<sup>st</sup> Dec'24

**25,331**

Year ended  
31<sup>st</sup> Dec'24

## Profit Before Tax (MINR)



**938**

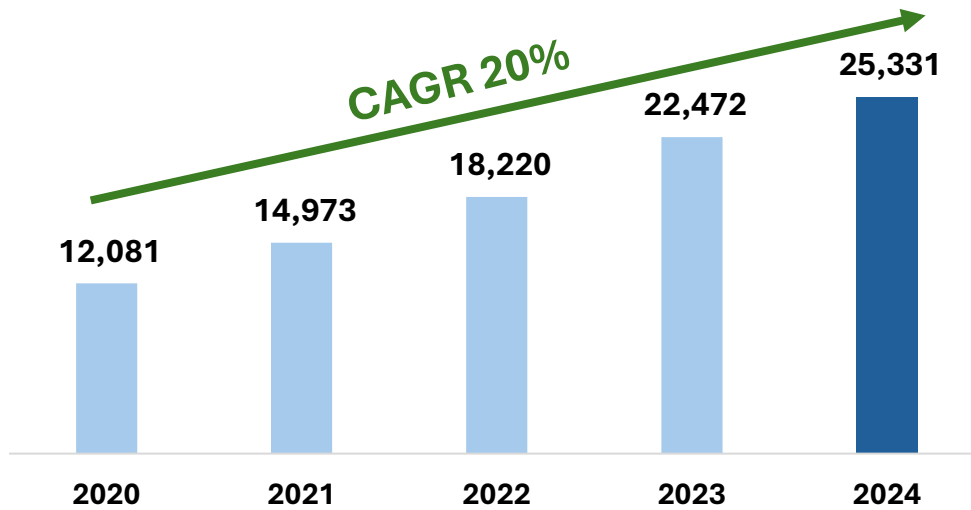
Quarter ended  
31<sup>st</sup> Dec'24

**3,220**

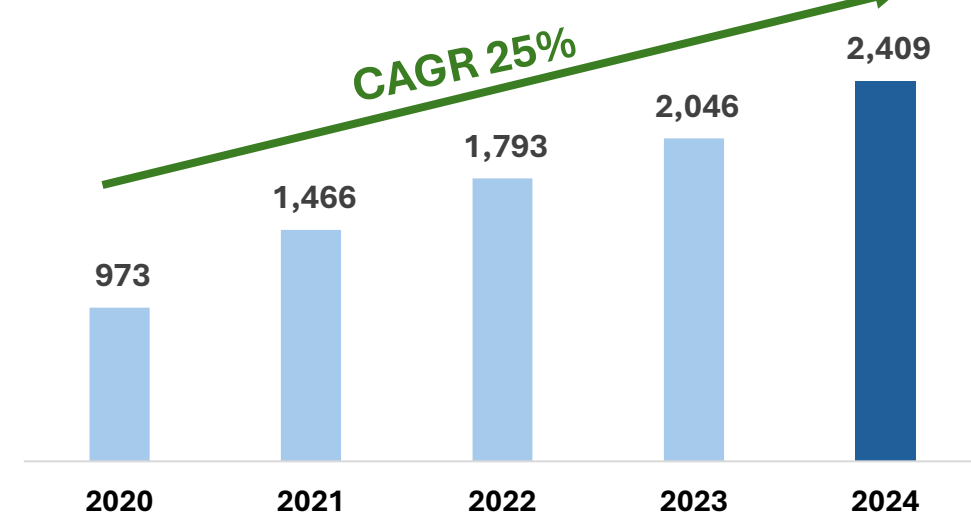
Year ended  
31<sup>st</sup> Dec'24

# Key Financial Positions : Five Years' Consistent Performance

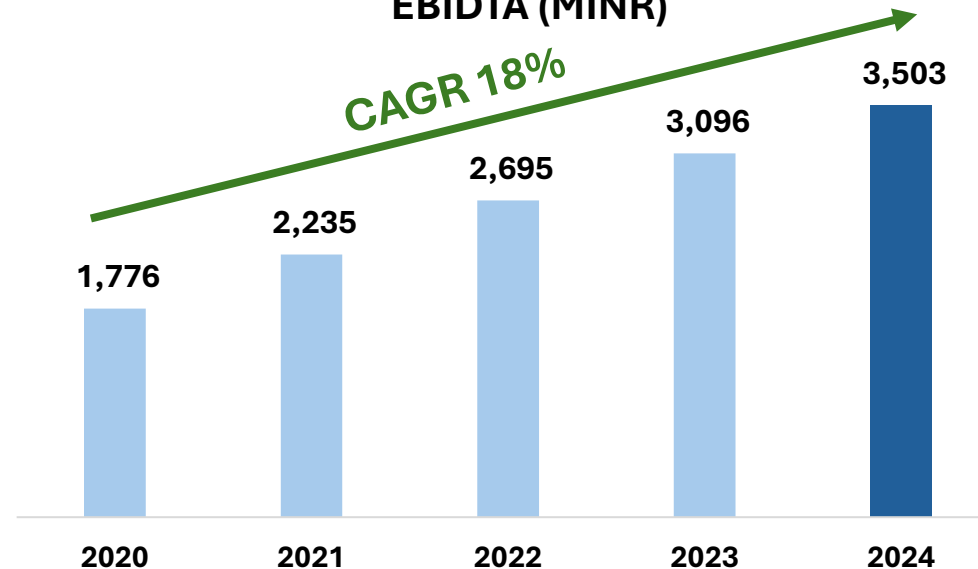
Revenue from operations (MINR)



PAT (MINR)

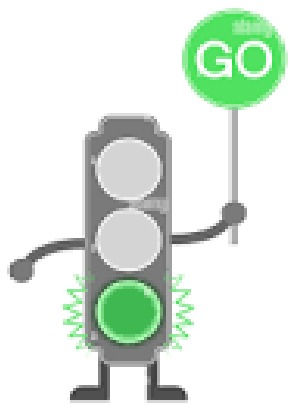


EBIDTA (MINR)

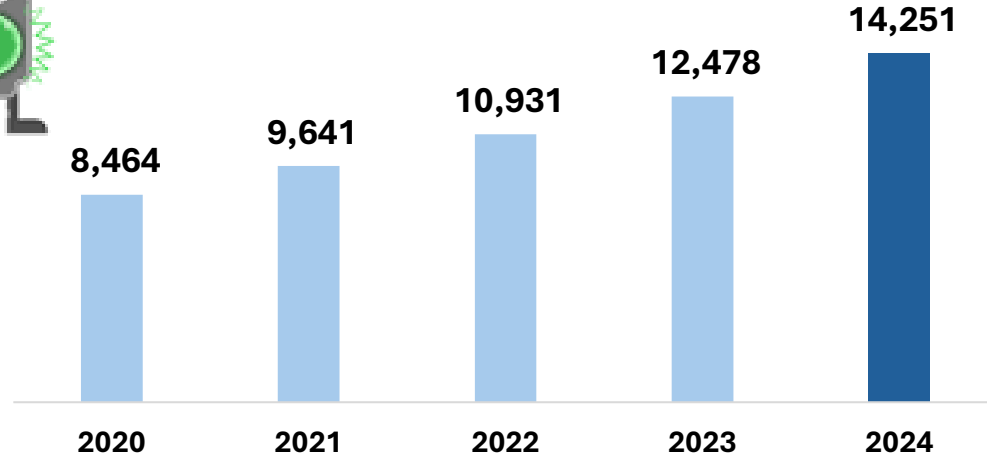




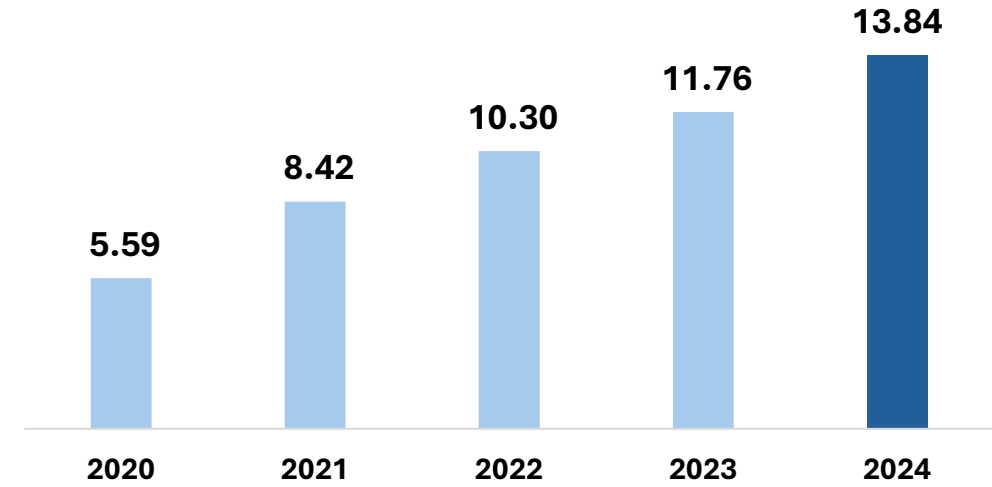
## Value Creation for Investors : Over past 5 years



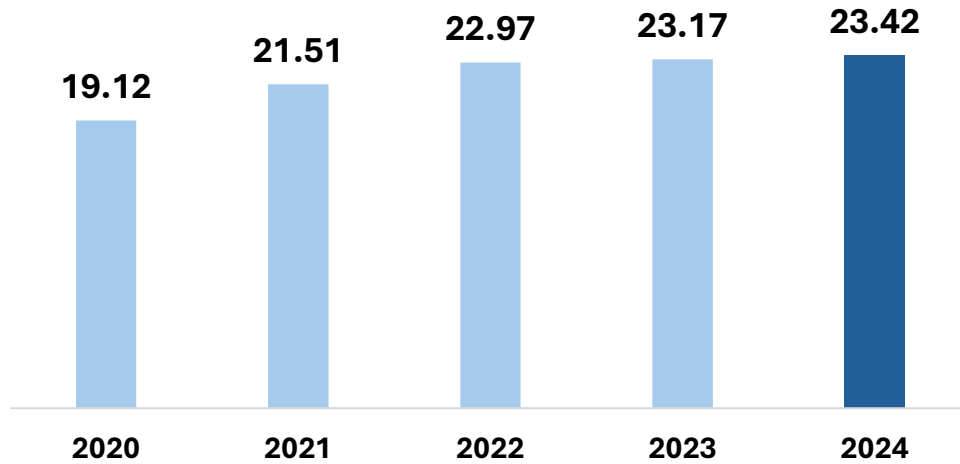
### Net worth (MINR)



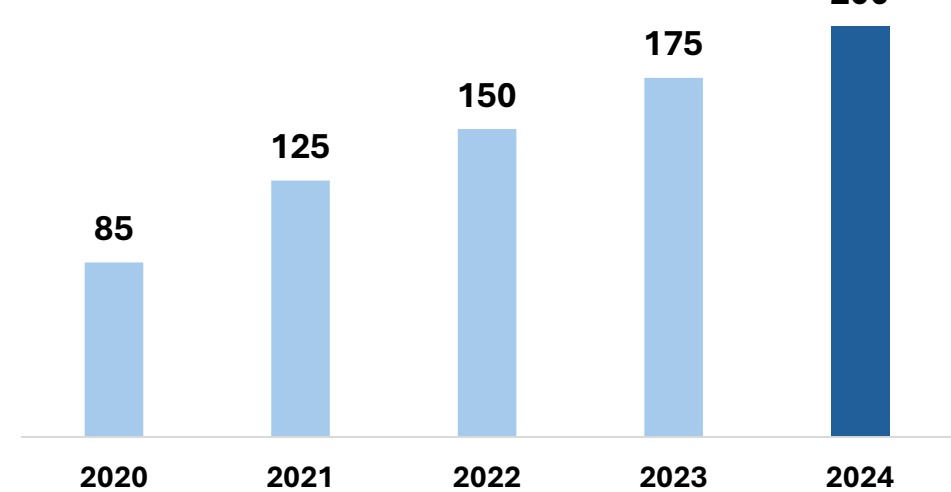
### EPS (INR & adjusted post stock split)



### ROCE % With Cash & Bank Deposits

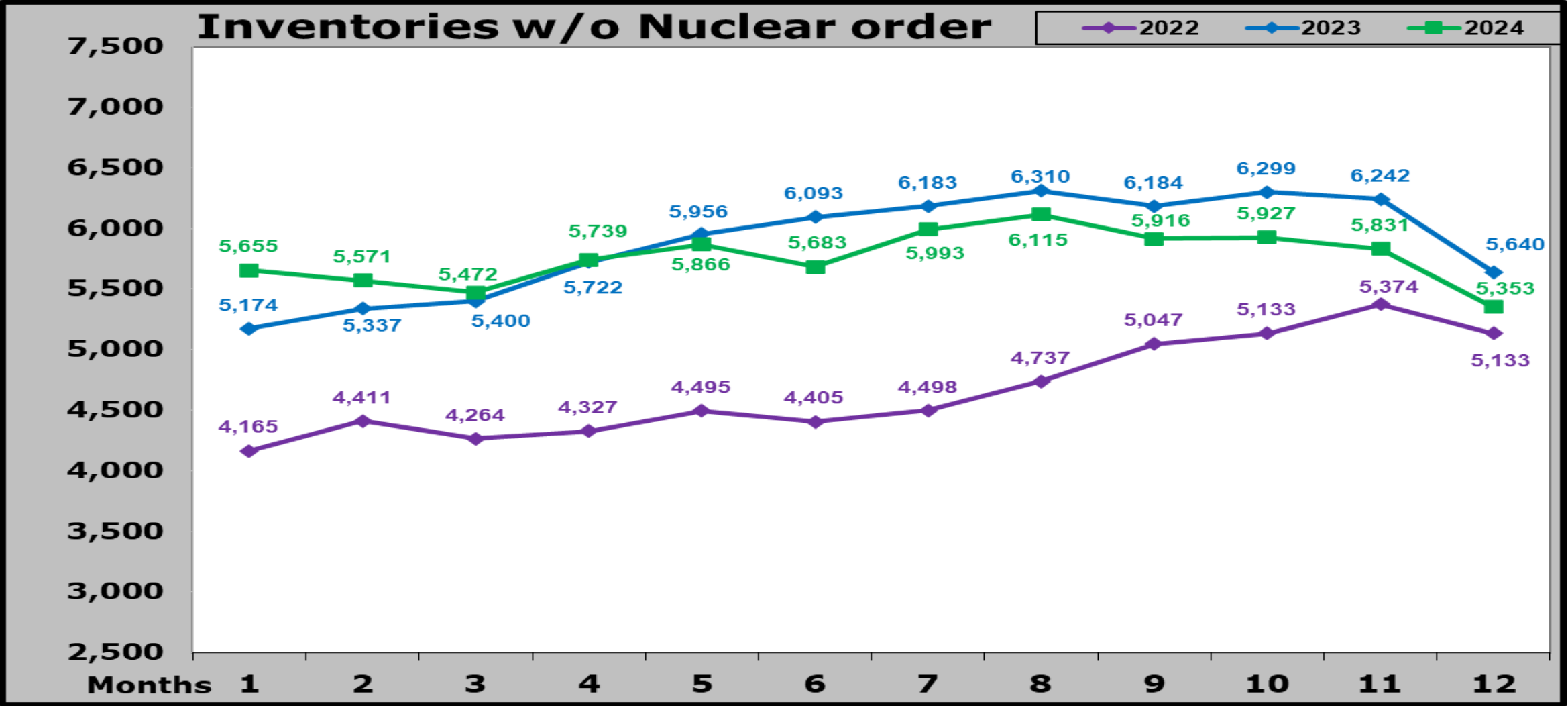


### Dividend % for FY



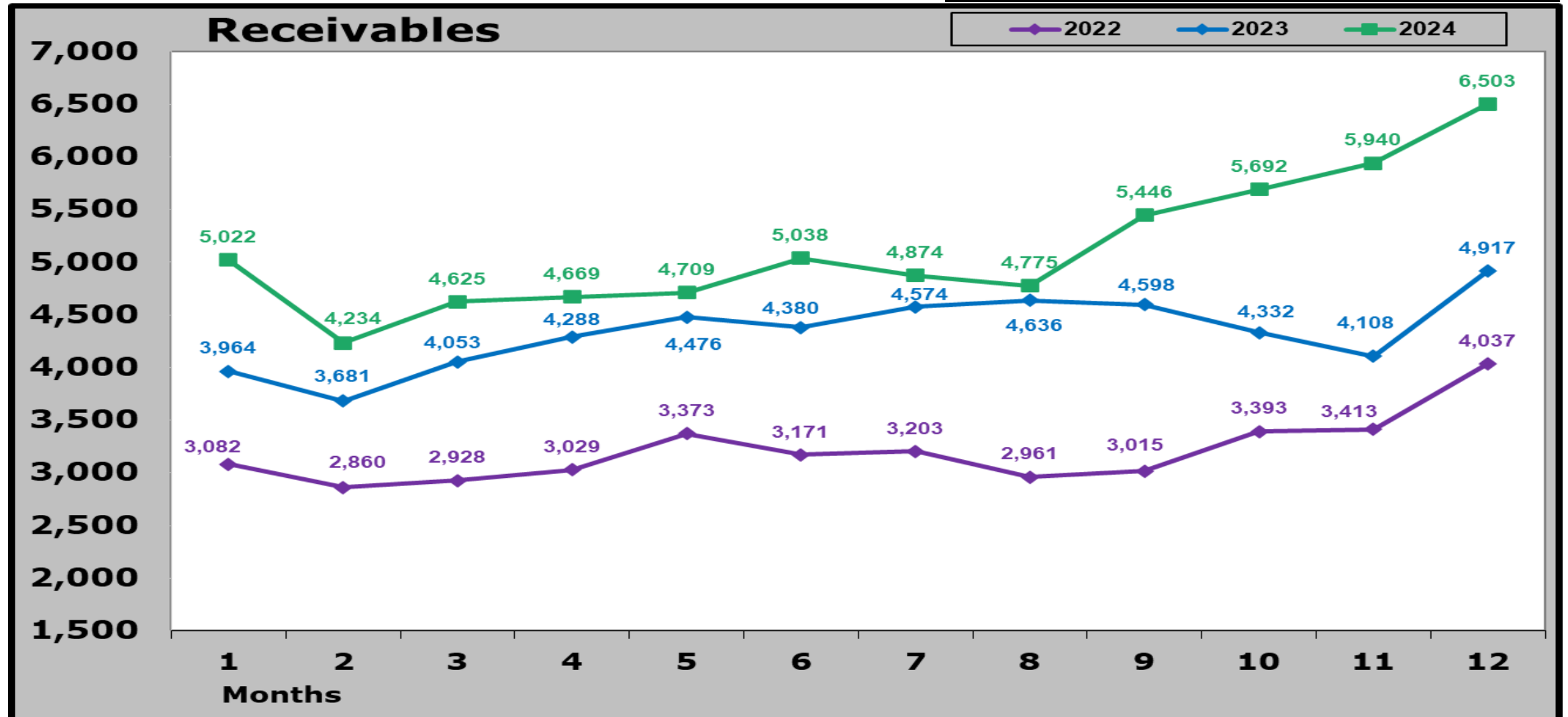
# Inventories

DIH : w/o Nuclear	2022	2023	2024
Avg Inventories : w/o Nuclear	4,666	5,878	5,760
Sales	18,083	22,317	25,201
DIH	94	96	83



# Receivables

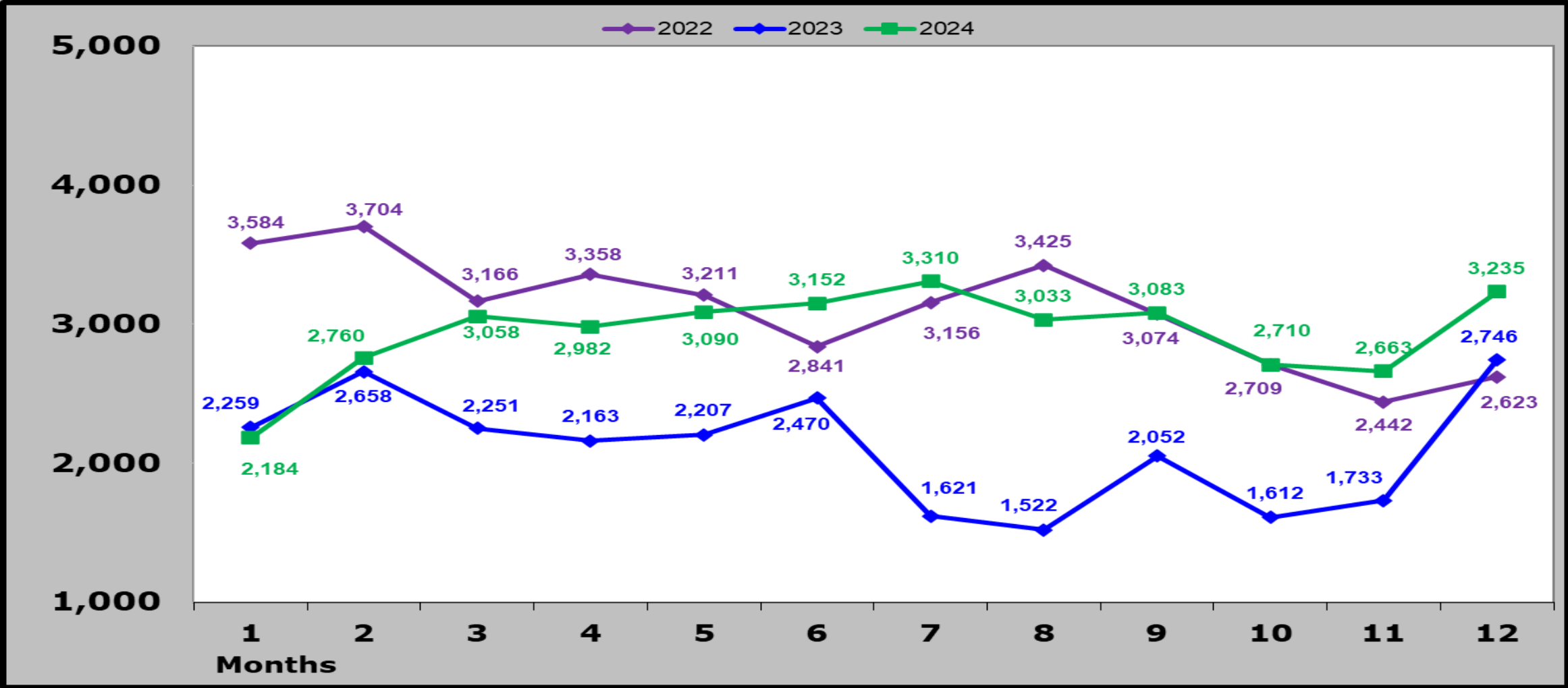
DSO	2022	2023	2024
Avg Receivables	3,205	4,334	5,127
Sales	18,083	22,317	25,201
DSO	65	71	74





# Net Financial Position

Net Finance Position	2022	2023	2024
Without Nuclear	2,334	2,743	3,206
Nuclear	289	3	29
Total : with Nuclear	2,623	2,746	3,235



# Business Highlights

- Market Areas

# Fields of applications for our products



**ENERGY**



**BUILDING SERVICES**



**GENERAL INDUSTRY**



**PETROCHEMICALS /  
CHEMICALS**



**MINING**

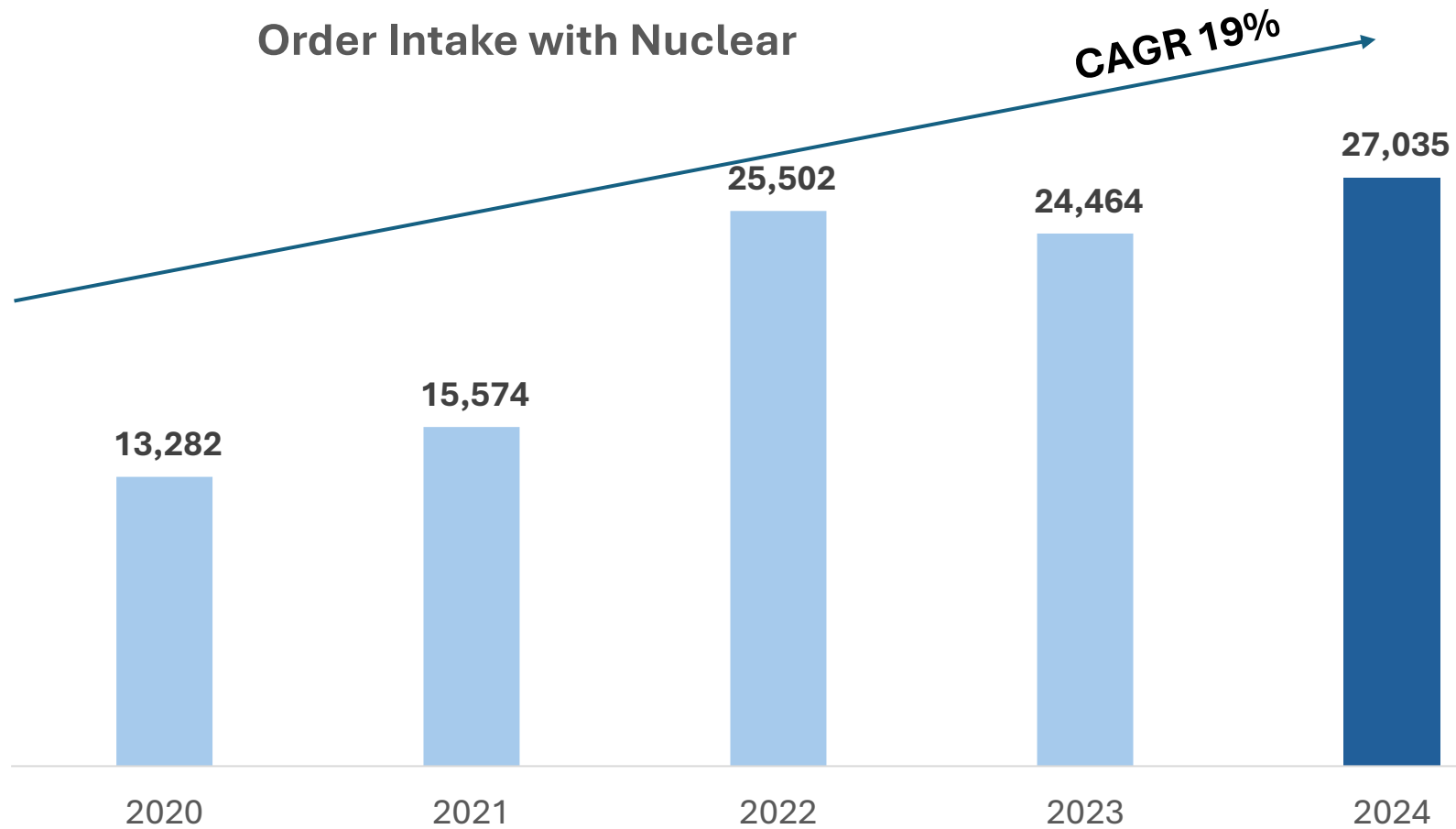


**WATER**

**6 market areas → 21 submarkets**



# Order Intake (with Nuclear)



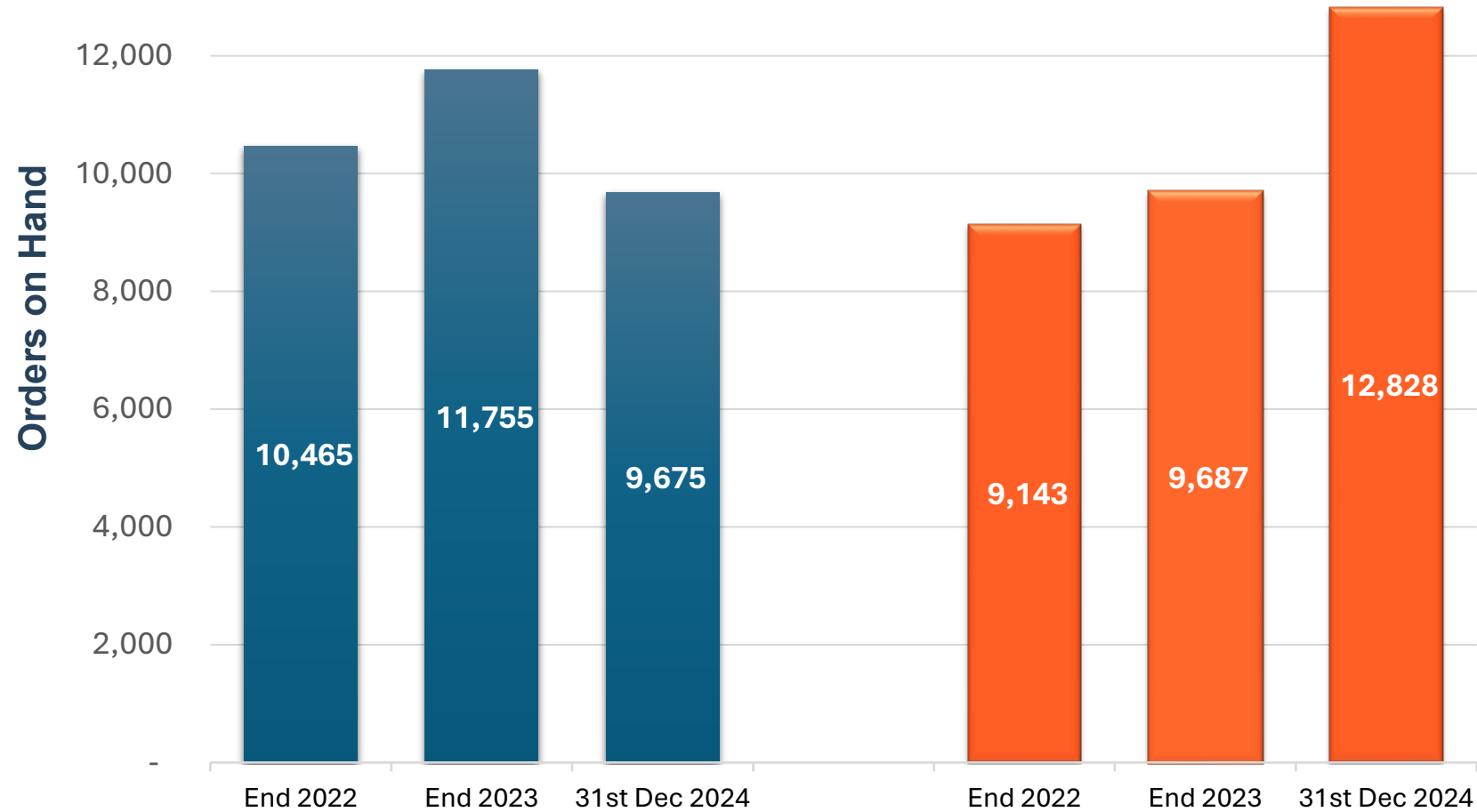
# Orders On Hand (OOH) Situation

**KSB Limited** (*Domestic + Exports*)

In INR Mio

OOH w/o Nuclear

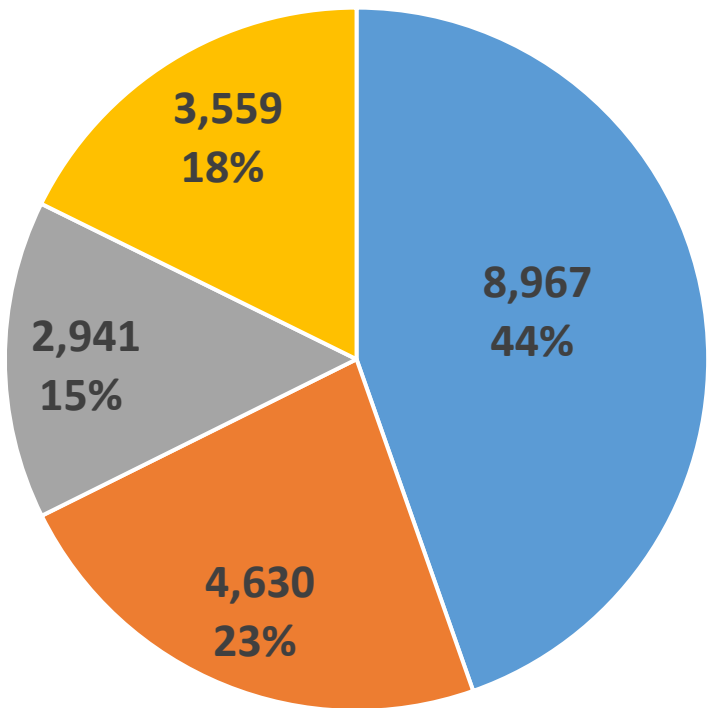
OOH Nuclear



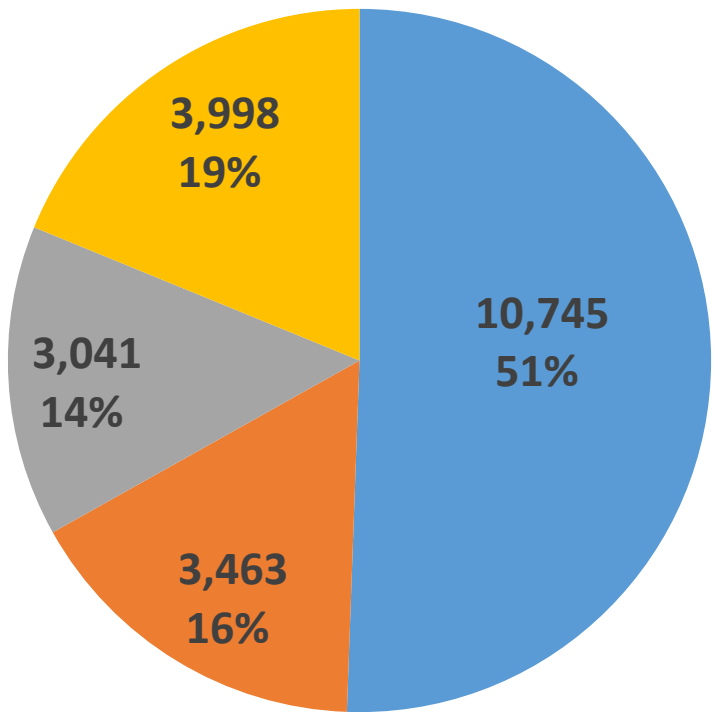
Total OOH Dec'24 is  
**INR 22,503 Mio**

# Standard Business Update

Dec'23



Dec'24



Standard business grown by 20% in 2024



Standard Products



Engineered Products



SupremeServ

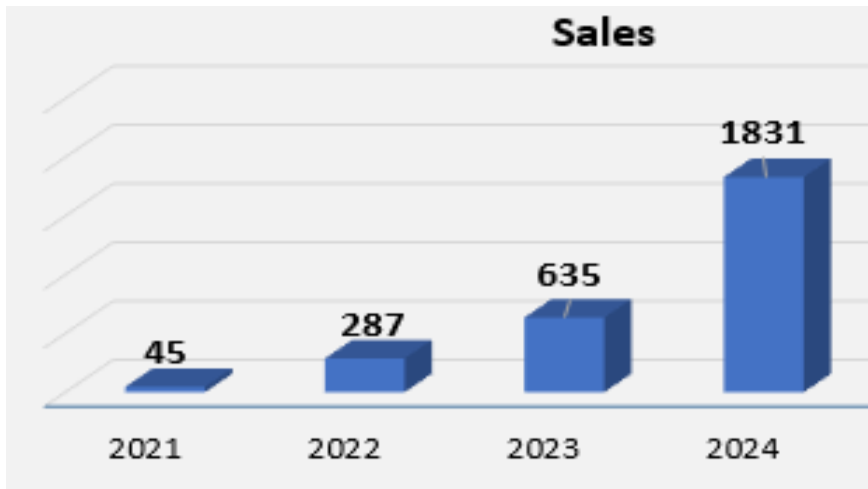
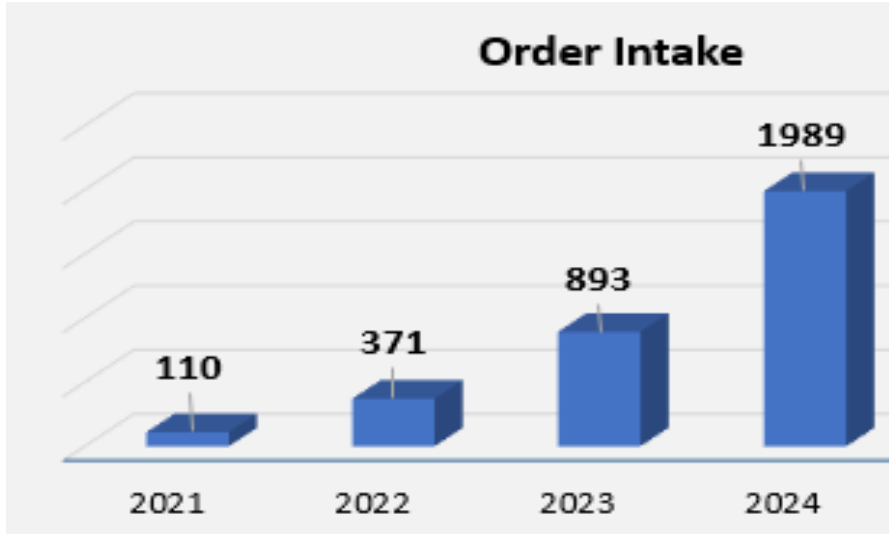


Valves

## Standard Products

- General Industry
- Agriculture + Solar (water)
- Valves (Standard)
- Building Market + Domestic (water)
- Chemical (PCC)

# Solar Business – Success Story

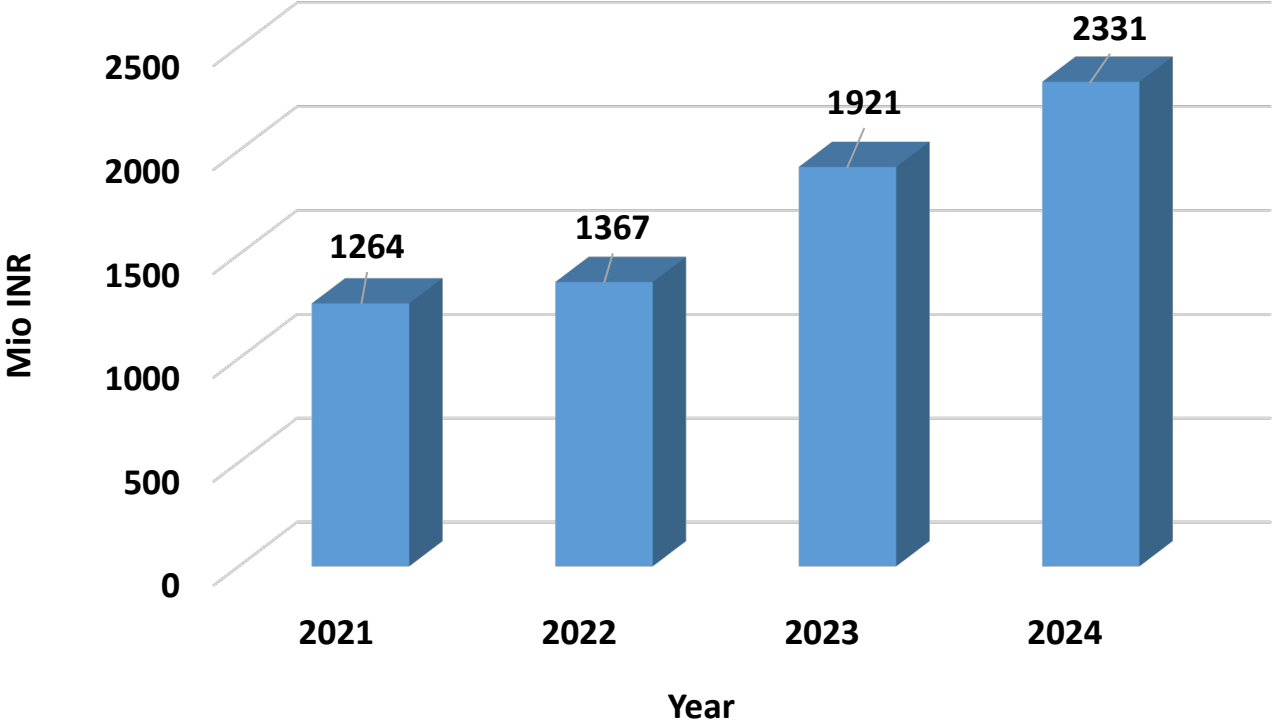


- Successful development of DC Motors
- MNRE approvals for our Solar products
- Successfully qualifying MNRE tender under PM KUSUM Scheme
- 7000+ System orders received from Maharashtra, Uttar Pradesh, Gujarat, Haryana & Rajasthan
- Recently, qualified in 3 states – Meghalaya, Tripura & Madhya Pradesh
- 5000+ Systems are installed so far
- Dedicated Solar organization & installation teams

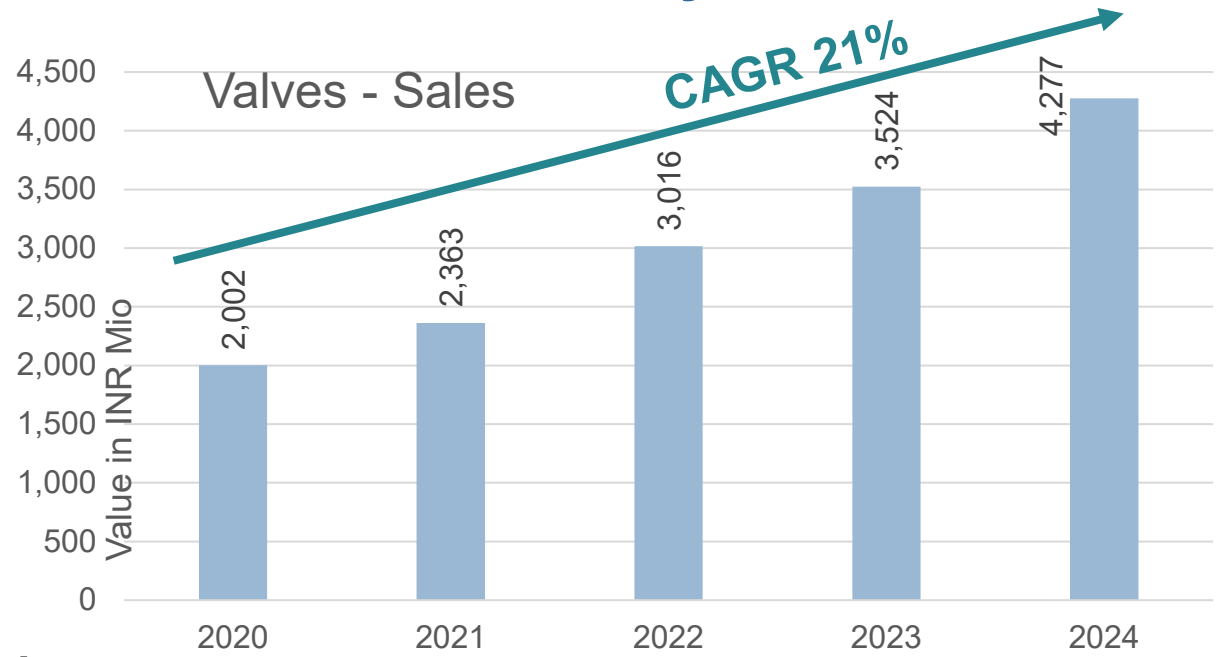


# SupremeServ - Success story

SupremeServ Sales



# Valves Business: Success Story



## Recent developments:

New **ECOLINE BLV-E** series of compact ball valve launched for MEA market

First order received and under execution



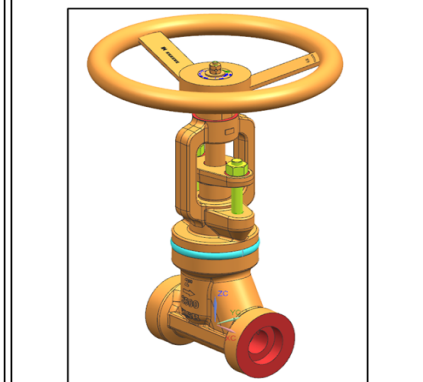
New **ECOLINE Steam Traps** for steam systems/applications



- **Low emission Valves: FE qualification at -46 C** For low temperature application
- 2" to 24" Gate 150-600
- 2" to 12" Globe 150 -600



- **2" Full bore Forged Valves** – New designs for optimisation
- Design released, development in-progress



## Highlights :

- CAGR of 22 % Order In-take and 21% on Sales
- Reached No.1 Position in GGC Domestic Valves in 2022
- Taking up order based developments Range Enhancements and Certifications, Qualifications to meet Customer requirements
- Capacity Enhancement measures through Contract Manufacturing of Low End Products
- Efficiency Improvement measures through Semi-Automation, Flexibility through Hybrid Cells
- Implementation of Identified Cost Saving measures & Inventory Control through Standardization



## KSB Coimbatore Secures TSG Manufacturing License

KSB Limited, Coimbatore achieves prestigious TSG Manufacturing License from the State Administration for Market Regulation (SAMR) of P.R. China, Marking a Major Breakthrough in Expanding Export Capabilities for Pressure Piping Components.

This significant achievement allows us to supply special equipment to China, Category - Pressure Piping component manufacture Valves on Pressure Piping Metallic Valves ( A1, B). The TSG Manufacturing License is a vital step in ensuring that our products meet China's rigorous standards for special equipment.



**中华人民共和国**  
**特种设备生产许可证**  
Production License of Special Equipment  
People's Republic of China

编号/No.: TS270010-2028

单位名称/Company: KSB Limited  
住 所/Registered Address:  
126, Maker Chambers-II, Nariman Point, Mumbai-400021, Maharashtra, India  
制造地址/Manufacture Address:  
151, Mettupalayam Road, NBN Palayam Post, Coimbatore-641031, Tamilnadu, India

经审查, 获准从事以下特种设备的生产活动:

Approved for the following production activities upon review and appraisal:

许可项目 Licensing Item	子项目 Sub-Item	许可参数 Licensing Parameter	备 注 Remark
压力管道元件制造 Pressure Piping Component Manufacture	压力管道阀门 (金属阀门) (A1, B) Valve on Pressure Piping (Metallic Valves) (A1, B)	—	具体产品范围见 型式试验证书 Refer to Type Test Certificate for Specific Limitation

发证机关: 国家市场监督管理总局  
License Issue Authority:  
State Administration for Market Regulation, P.R. China

有效期至: 2028年9月2日  
Date of Expiration: September 2<sup>nd</sup>, 2028

发证日期: 2024年9月3日  
Date of Issue: September 3<sup>rd</sup>, 2024

## KSB Mechanical Seal Approved by Avant-Garde Systems and Controls :



We are proud to announce that **M/s. Avant-Garde Systems and Controls (P) Ltd.**, a prominent consultant in the general industry, has officially approved the KSB Mechanical Seal.

This esteemed approval is a testament to the exceptional quality and reliability of our products, reinforcing KSB's reputation in the market.

## Products for Naval Ships



ILN/ILNC/ILNR  
(KSB Itur)



AU/AU-Monobloc



KMND

## Top 5 Customers – FY 2024

Sr. No.	Customer
1	Indian Navy
2	Mazagon Dock Limited
3	Cochin Shipyard Limited
4	Indian Navy
5	Mazagon Dock Limited

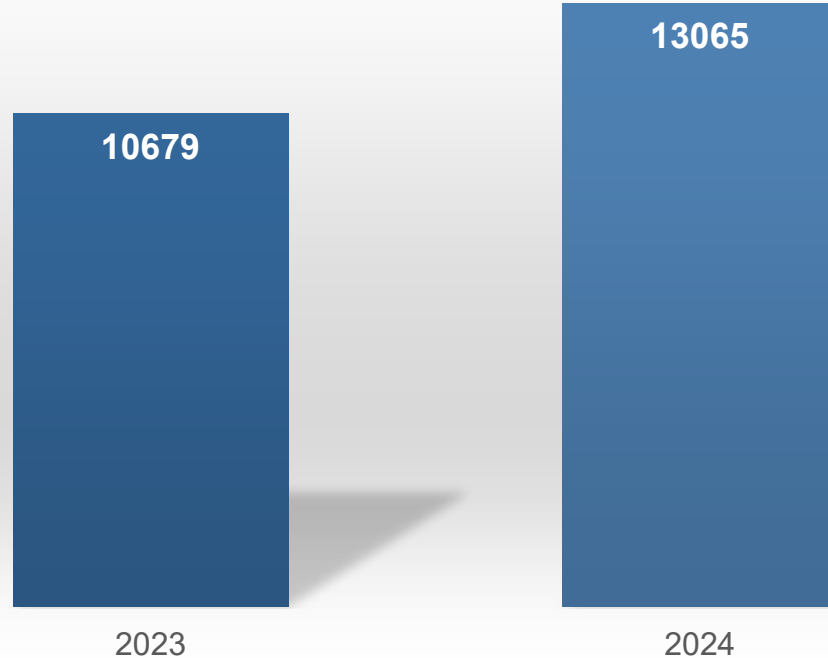


# Mechanical Seal Business Update

confidential

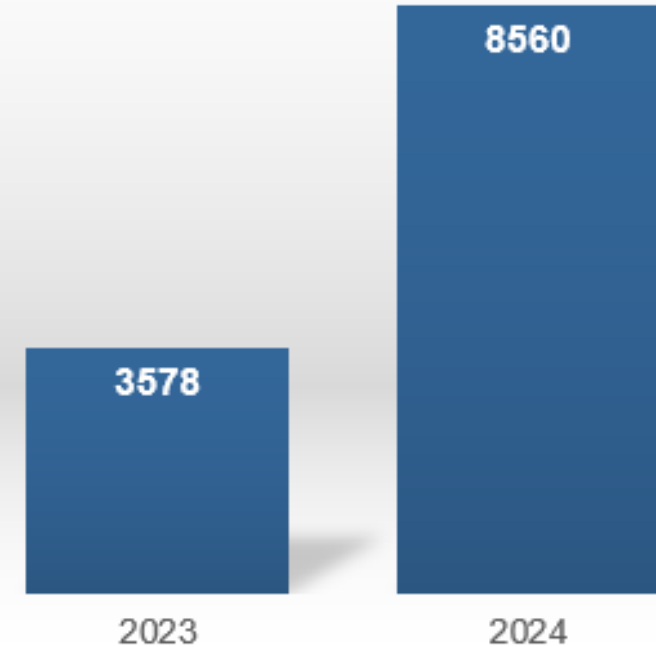
In units

Mechanical seal order intake



In units

Mechanical seal production



OI Value In Mio INR

2023	167
2024	223



- 92% of Component seals are localized
- 90% import reduced.

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Strictly Confidential



## FM / UL Update

- ETN FXM – 2 models tested and found OK. Remaining 3 models will be assembled and tested. UL/FM certification is expected to be completed by March 2025.
- Application for 'Alternate Manufacturing Location (AML)' is already submitted to FM and UL by KSB Germany.

- WKS 125 / 1450 RPM (Horizontal MSMO) is developed and released to market for sales.

INR MIO

Order intake Dec 2022	Order intake Dec 2023
231	375

INR MIO

Order Intake YTD Dec 2024
388

# Bharat Pumps & Compressors Limited Project Updates

Total Order Received for BP&CL Products :- **162 Mio**

(130 Mio form Non-Nuclear spare Business

SupremeServ + 32 Mio from Nuclear Spare Business)

Order Intake 2023	Order Intake 2024
42 Mio	162 Mio



## Order Intake

In Mio INR

Year	2018, 2019	2022	2023	2024
Order Intake in Mio INR	4,860	5,040	540	2,700

## After Market

In Mio INR

	Actual						
Year	2018	2019	2020	2021	2022	2023	2024
Order Intake in Mio INR	20	26	1	39	93	141	235



# ESG – CSR Updates



## 3<sup>rd</sup> party assurances for GHG Emissions , Zero Waste to Landfill (ZWL) & Zero Liquid Discharge(ZLD)

15 LIFE  
ON LAND



### GHG Assurance Statement

#### KSB Limited

104TH Mile stone  
Mumbai - Pune Road  
Pimpri  
Pune Maharashtra (27) 411018  
India

SGS India Private Limited (hereinafter referred to as SGS India) was contracted by KSB Limited (the 'Company') to conduct an independent assurance of its annual Greenhouse Gas (GHG) inventory for Scope-1, Scope-2 and Scope 3 pertaining to the reporting period of 1st January 2024 to 31st December 2024. The Company has developed its GHG inventory in accordance with the GHG Protocol Corporate Accounting and Reporting Standard and ISO 14064-1 standard. SGS India has conducted Reasonable level Assurance for Scope-1 & Scope-2 and Limited level assurance for Scope 3 data. This assurance engagement was conducted in accordance with the 'International Standard on Assurance Engagements' (ISAE) 3410.

SGS India verified the following parameters given in the Table below:

#### Scope 1 and Scope 2 Data

Locations	Actual emission (tCO <sub>2</sub> e)	
	Scope 1	Scope 2
Irrigation & Process Division, Pimpri	325	692
Power Projects Division, Chinchwad	127	423
Energy Pump Division, Shirwal	228	1,868
Standard Pump Division, Sinner	139	737
Foundry Division, Yambori	964	3,390
Valves Division, Coimbatore	236	1,053
Total Emission	2,219	8,160

#### Scope 3 Data

Categories of Scope 3	Actual emission (tCO <sub>2</sub> e)
Capital Investment, Fuel & Energy Related Activities, Waste generation in Operations, Business Travel - By Air, Business Travel - By Road, Employee Commuting, Upstream Leased Assets	4754

Verification Statement no: BA\_ESG\_3664102\_GHG\_V1  
Statement Date: 31<sup>st</sup> January 2025



This Statement is issued, on behalf of Client, by SGS India ('SGS') under its General Conditions for ESG Assurance Services. A full copy of this statement may be consulted at SGS India. This Statement does not release Client from compliance with any regulations that applied to it. Obligations to the contrary are not binding on SGS and therefore SGS shall have no responsibility vis-à-vis parties other than its Client.

This Statement is not valid without the full verification scope, objectives, criteria and findings available on the Statement.

### Zero Liquid Discharge Assurance Statement

#### KSB Limited

Power Project Division  
D-II Block, MIDC Chinchwad  
Pune 411019

SGS India has conducted an independent Verification of KSB Limited-Zero Liquid Discharge claim for the reporting period of January 1, 2024 to December 31, 2024. SGS India conducted this engagement in accordance with the Verification Methodology developed by SGS India in reference with ISAE 3000 (revised).

The verification team has verified the wastewater management system that KSB Limited implemented for the collection, treatment, and reuse of wastewater to ensure Zero discharge of industrial wastewater outside factory premises. The boundary of verification is restricted to the Manufacturing plant on which KSB Limited has operational control.

Power Project Division: D-II Block, MIDC Chinchwad, Pune 411019

Based on the procedures we have performed and the evidence we have obtained, we are satisfied that The Zero Liquid Discharge" Claim made by KSB Limited is complete, accurate, reliable, has been fairly stated in all material respects, and is in accordance with the SGS Verification methodology.

SGS India Confirms the status of Power Project Division plant (D-II Block, MIDC Chinchwad, Pune 411019) as Zero Liquid Discharge (ZLD) Plant.

Verification Statement no: BA\_ESG\_3664102\_ZLD\_V1  
Statement Date: 31<sup>st</sup> January 2025

Note: Please refer annexure for detailed data analysis of ZLD



### Zero Waste to Landfill Assurance Statement

#### KSB Limited

Standard Pump Division  
Plot No E-3 & E-4  
MIDC Sinner, Nashik  
422113

SGS India has conducted an independent Verification of KSB Limited Zero waste-to-landfill claim for the reporting period of January 1, 2024, to December 31, 2024. SGS India conducted this engagement in accordance with the Verification Methodology developed by SGS India and in reference with ISAE 3000 (revised).

The verification team has verified the waste management process that KSB Limited implemented for the collection, transportation, disposal, reduction, recycle, reuse and monitoring of waste materials produced as a result of manufacturing activity. The boundary of verification is restricted to the Manufacturing plant on which KSB Limited has operational control.

Standard Pump Division: Plot No E-3 & E-4, MIDC Sinner, Nashik 422113.

Based on the procedures we have performed and the evidence we have obtained, we are satisfied that "Zero Waste Landfill" Claim made by KSB Limited is complete, accurate, reliable, has been fairly stated in all material respects, and is in accordance with the SGS Verification methodology. SGS India Confirms the Waste diversion rate as tabulated below (refer to Annexure A)

#### Waste Diversion Rate

Waste Type	Diversion Rate
Hazardous waste	97.34%
Non-Hazardous waste	98.67%
Overall Diversion rate	98.60%

Verification Statement no: BA\_ESG\_3664102\_ZWL\_V1  
Statement Date: 31<sup>st</sup> January 2025





# Corporate Social Responsibility Projects

## Skill to Employability in Khed, Pune



- KSB Care Charitable Trust and KSB Ltd have been supporting tribal women from Khed region in Pune, to provide them with Skills and making them employable
- A total of 182 girls have been impacted and trained them in PCB Assembly Operator and beneficiaries are employed and earning about 13- 15k in hand salary.
- Our intervention has helped the beneficiaries to become financial independence and are now supporting their families.



## Corporate Social Responsibility Projects

## Y4D Annual Day award to KSB Limited.





Q & A Session



Solutions. For Life.