



**11<sup>th</sup> September, 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 11<sup>th</sup> September, 2025.

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

Kindly take the same on records.

**For KSB Limited**

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

**Encl.** as above



# Capital Market Day

KSB - India

**Rajeev Jain**  
Managing Director, KSB India  
Regional Executive Officer,  
Asia West



# Agenda

1. Region Introduction
2. India Industry Outlook
3. KSB Market Segments
4. Our Competitive Edge
5. Strategic Outlook
6. ESG Highlights

# 1 Region Introduction

## KSB India (3 legal entities)



**KSB Limited**, Established – 1960

Manufacturing of pumps, valves & mechanical seals

**6** manufacturing plants across India, **2191** Employees

Listed on BSE & NSE, **426<sup>th</sup>** by market cap in India



**KSB Tech Pvt Ltd**, Established – 2005

Engineering and Technology center

**1** Technology center in Pune

**332** Employees



**KSB MIL Controls Ltd**, Acquired – 1997

Manufacturing of control valves

**1** manufacturing plant in Meladoor, Kerala

**305** Employees

**10%** of KSB group's sales

**2828** Employees in India

# KSB India Through The Years (1/2)

1960

KSB Ltd Established –  
**Industrial Pumps** Division,  
(HQ, Pimpri -Pune)



1974

Inception Of **Foundry** - Captive  
Ferrous & Non-ferrous Casting  
(Vambori)



1978

Inception Of Erstwhile Power  
Division, Now **SupremeServ**  
(Chinchwad - Pune)



1987

Inception of **Valves Division**,  
Gate, Globe & Check valves  
(Coimbatore)



## KSB India Through The Years (2/2)

1994

Inception Of **Water Pumps Division**, Standard Pumps (Sinnar)



1997

KSB Group Acquired **MIL Controls Ltd** - Control Valves (Kochi)



2005

Founded **KSB Tech Pvt. Ltd**, Technology Center For Group's Design & IT Services (Pune)



2017

Inception Of **Energy Pumps Division** (Shirwal)



## Our State-of-the-art Manufacturing Facility – Energy Pumps Division, Shirwal

- 40+ Mn € investment for manufacturing **conventional & nuclear energy pumps**
- Established in 2017, spread over **1,00,000 sq. mtr.**

- Indian Green Building Council Green factory - **Platinum rating**
- 1000 kW Roof top **Solar powering 83% of power needs**

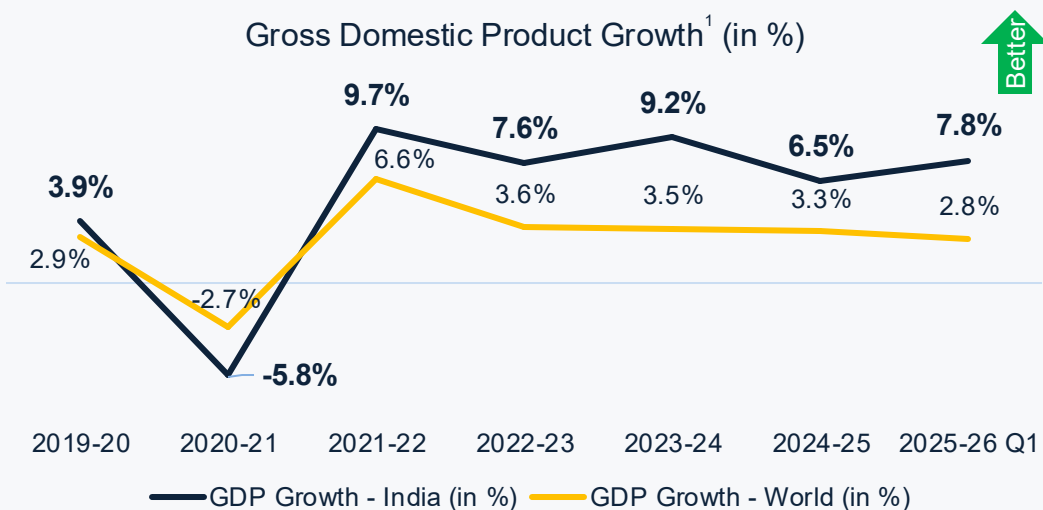


★ ★ ★ in "Made By KSB" audit, **first plant** outside Europe to achieve this milestone

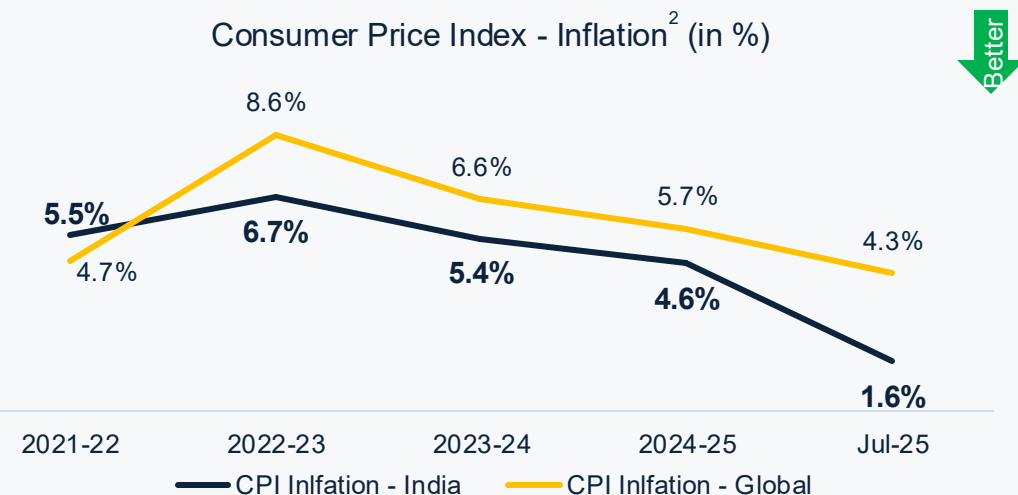
# 2 India Industry Outlook

# India's Robust Macroeconomic Momentum

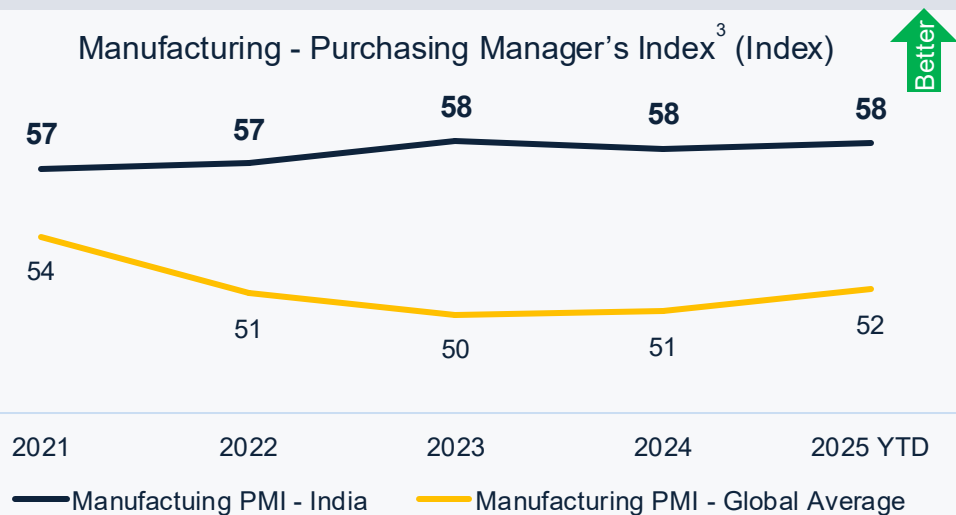
Gross Domestic Product Growth<sup>1</sup> (in %)



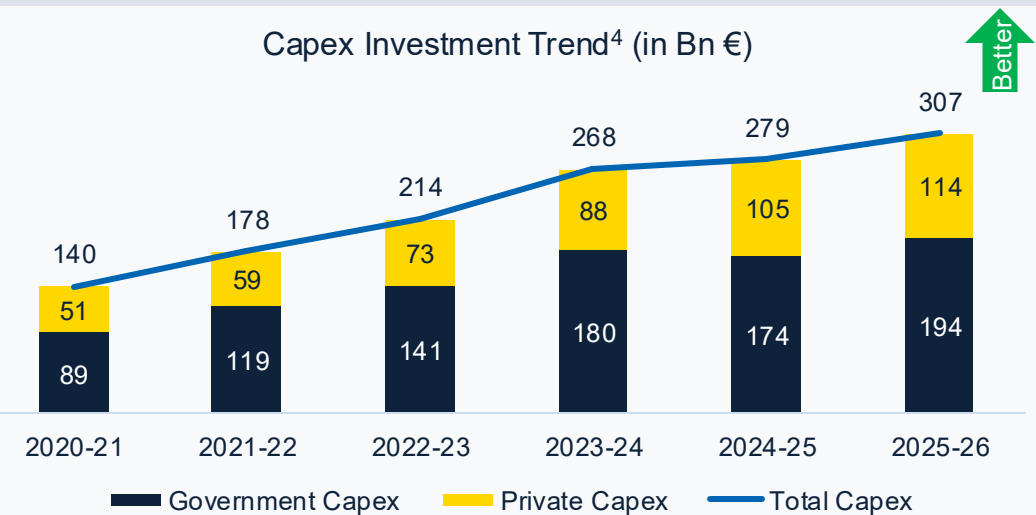
Consumer Price Index - Inflation<sup>2</sup> (in %)



Manufacturing - Purchasing Manager's Index<sup>3</sup> (Index)

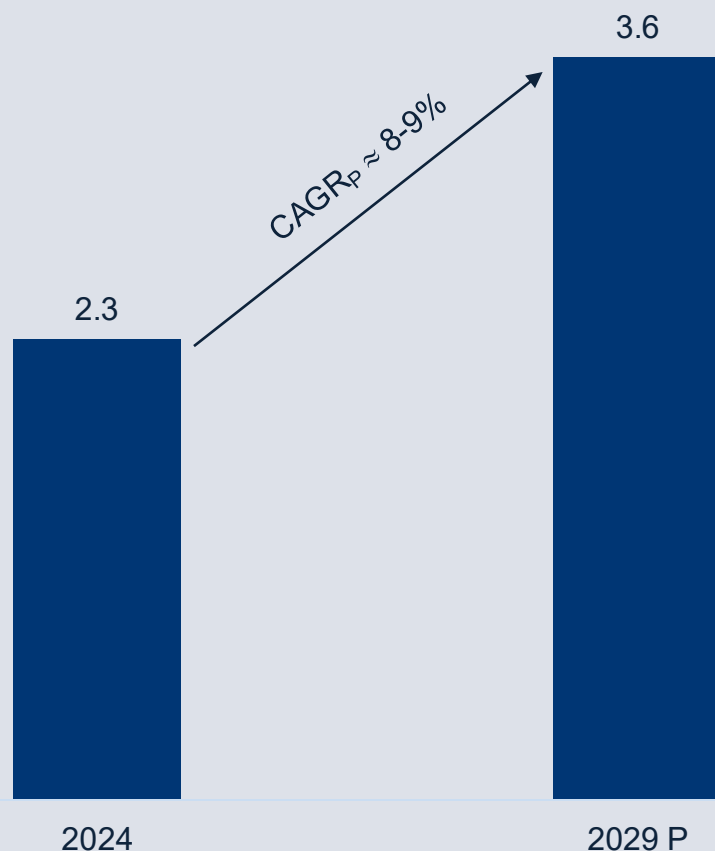


Capex Investment Trend<sup>4</sup> (in Bn €)



# Indian Pump Industry Outlook

Indian pump industry market size  
(in Bn €)



## Competitive position Pump manufacturers - India



**2<sup>nd</sup> Largest Pump Manufacturer**  
by revenue in India

≈ **12%** Market share in Indian  
Pump Market

Segments: Energy, Water, General Industry, Building Services, Petrochemicals and Mining segment.

## Key Competitors in Indian Pump Industry



# Indian Valve Industry Outlook

## Competitive position

Isolation Valves - India

≈ 1 Bn € industry

Projected to grow at 8% CAGR for 2025-2030



2<sup>nd</sup> Largest Gate/Globe/Check Valve Manufacturer by revenue in India



≈ 12% Market share in Indian Gate, Globe, Check Valve Market

## Competitive Position

Control Valves - India

≈ 300 Mn € industry

Projected to grow at 8% CAGR for 2025-2030



In the Top 3 Control Valve Manufacturers by revenue in India



≈ 9% Market share in Indian Control Valve Market

## Key Competitors in Isolation Valves Industry



## Key Competitors in Control Valves Industry



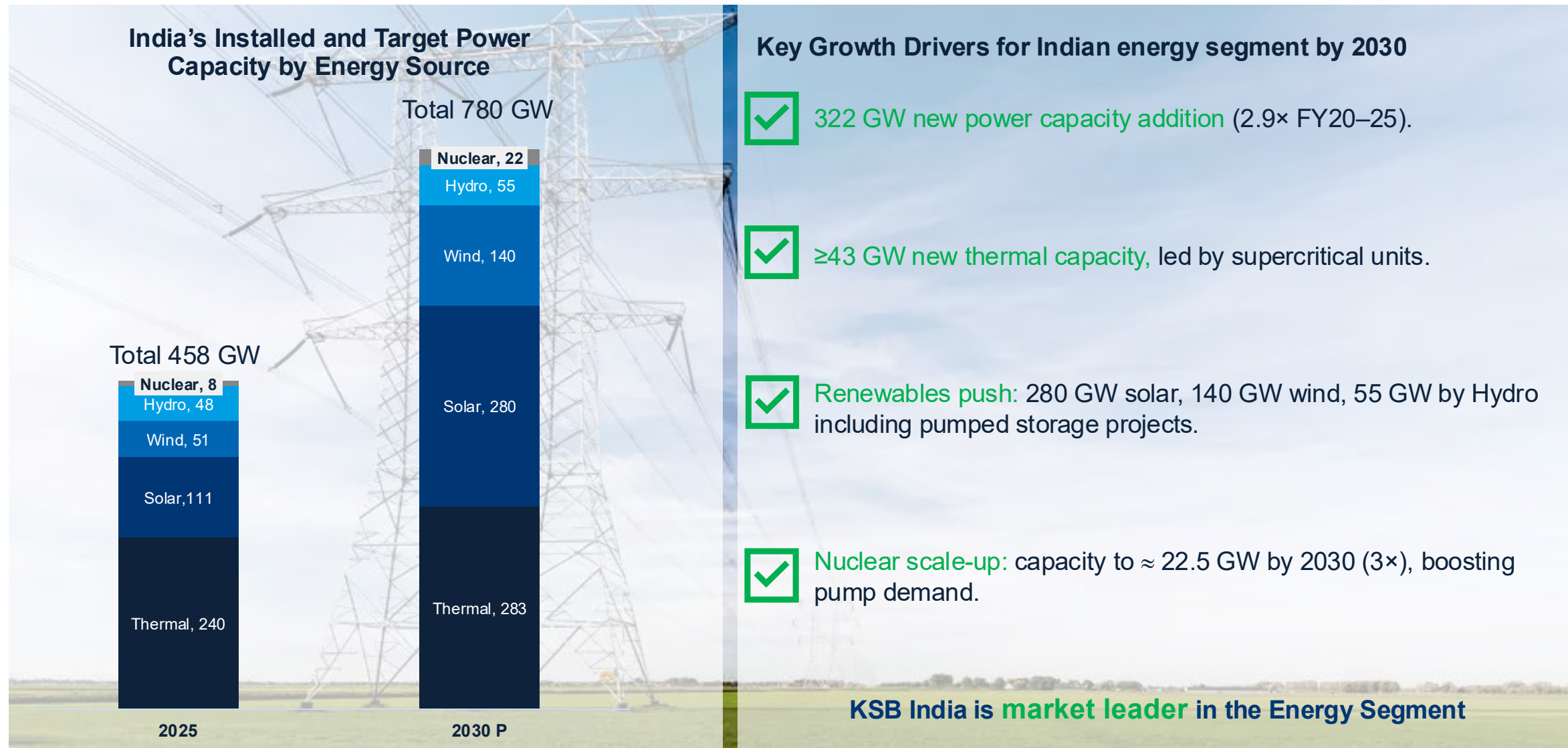
Isolation Valves includes GGC, Ball, Butterfly, Diaphragm, Knife, Plug type of valves

Source: Frost & Sullivan Valve Market Report FY 2018, Company Financials for 2024, Internal Estimates

Source ARC Advisory Group Report 2021, Company Financials for 2024, Internal Estimates



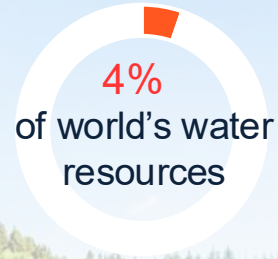
# Booming Energy Sector In India To Meet The Rising Energy Demand





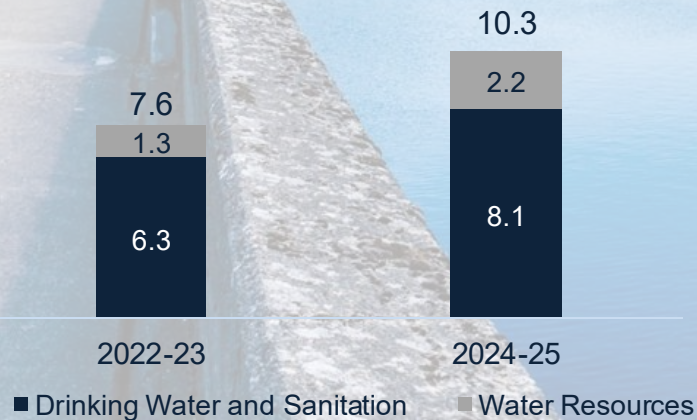
# India's Water and Wastewater Infrastructure Surge

## Water availability in India



## Indian water & waste water market

### Indian Union Budget Allocation for Water Infrastructure (in Bn €)



## Key Growth Drivers for Drinking Water & Sanitation

- ✓ **Jal Jeevan Mission:** Providing safe and adequate tap water supply to 19 crore households by 2028.
- ✓ **AMRUT (Atal Mission for Rejuvenation & Urban Transformation)** Improving **urban** infrastructure - Water supply & Sewage treatment.

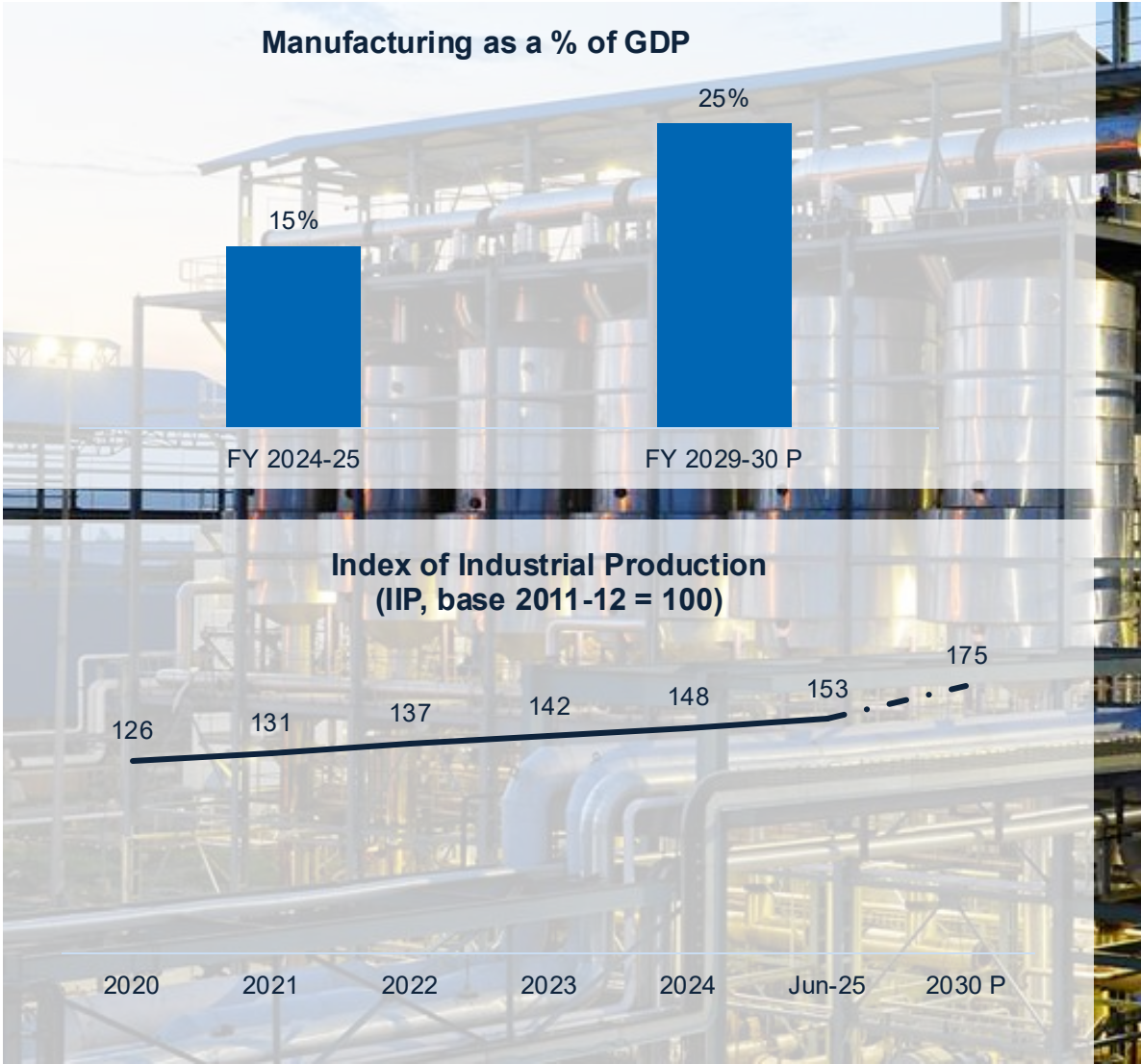
## Key Growth Drivers for Water resources

- ✓ **Mega River Linking Projects** Large inter-basin transfers in Uttar Pradesh, Madhya Pradesh, Tamil Nadu, Gujarat, and Maharashtra,
- ✓ **Rising coastal desalination investments** - Chennai (100–400 MLD) and Mumbai (2×200 MLD SWRO).
- ✓ **Wastewater treatment coverage set to rise** from ≈ 30% today to ≈ 80% by 2050.

**KSB India ranks among **top three** pump manufacturers serving the water infrastructure segment in India**



# India's Manufacturing & Industry Boom



## Key Growth Drivers

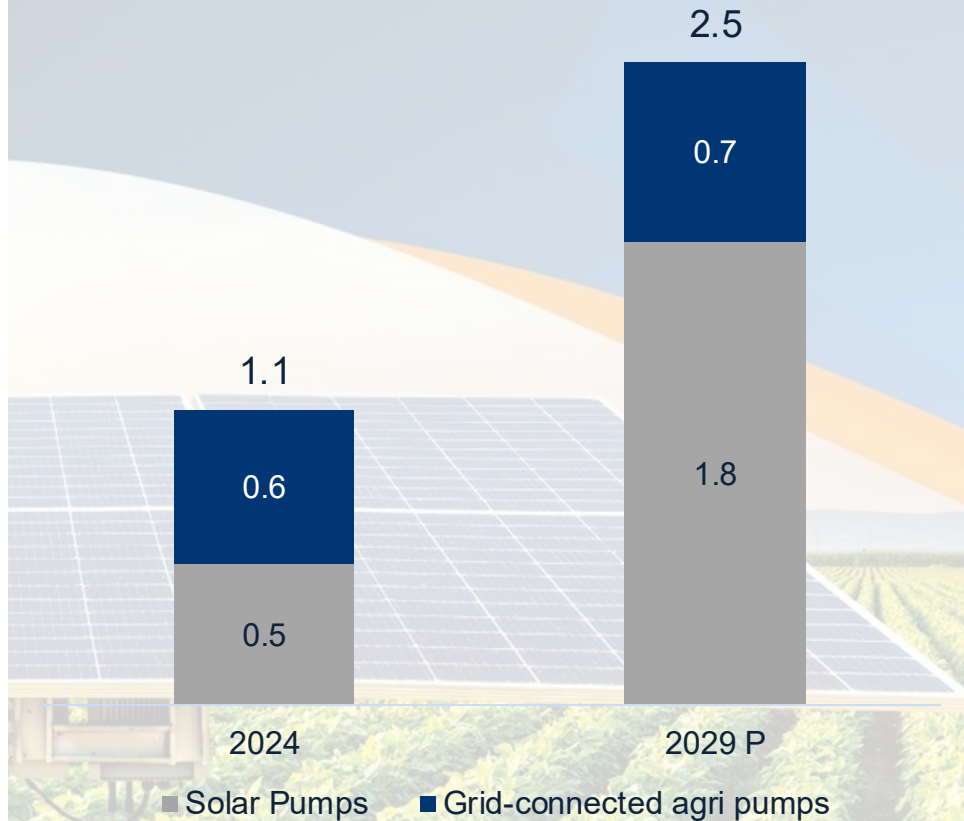
- ✓ **FDI & Global Shifts:** \$80+ Bn annual FDI in manufacturing; supply chain diversification (China+1 strategy).
- ✓ **Production Linked Incentive:** \$26+ Bn incentives for mfg. of Electronics, Semiconductors, Auto components, Pharma, etc
- ✓ **Expansion in food processing, sugar, distillery, & specialty chemicals,** growing at 8-10% CAGR over last 5 years
- ✓ **Rising infra spend on roads, metro & industrial corridors** **boosting steel & cement demand,** 8% CAGR over last 5 years
- ✓ **Rapidly growing emerging sectors like data center** with additional capacity of 7.1 GW announced (Current: 1.3 GW)

**KSB India ranks among the top 2 pump manufacturers catering to the General Industry segment**



# Increased Irrigation Coverage And Government Subsidies For Solar Pumps

Agricultural Pump market size in India  
(in Bn €)



## Key Growth Drivers

- ✓ Agriculture contributes  $\approx 15\%$  of GDP, employs  $\approx 45\%$  of the workforce
- ✓ India's food grain demand to cross 350 MT by 2030 (vs 330 MT in 2023), along with growing Agri-exports \$100 Bn by 2030.
- ✓ India's vast arable base is projected to climb to 60% by 2030 (Current 55%), driven by government policy push.
- ✓ Government subsidy cover up to 60% of solar pump cost, making solar irrigation widely accessible – 8,50,000 solar pumps installed
- ✓ India leads globally with  $\approx 13.8$  MHA under micro-irrigation (2023), just 25% of irrigated area, projected to double to 28 MHA by 2030

**KSB India holds a 6–7% market share in the agricultural pumps segment.**

# 3

## KSB Market Segments

# Industry Segments Catered

| Segment           | Water/Wastewater   | General Industry  | Energy  |
|-------------------|--|---|---|
| Sales share       |  29%  |  23%   |  18%   |
| Our position      | Top 3  | Top 2   | Market Leader   |
| Marquee customers |          |          |          |
| Segment           | Building Services  | Petrochemicals & Chemicals  | Mining  |
| Sales share       |  8%   |  21%   |  1%  |
| Our position      | Top 5  | Top 2   | New Entrant   |
| Marquee customers |    |    |    |









Note:

1. Sales share represents sales revenue from segment as a % of total KSB Ltd revenue for the year 2024
2. Our Position represents competitive position amongst organised players in Indian market by revenue

# 4

## Our Competitive Edge

# Our Comprehensive Product Range

|                          | Pumps   |                                |                       | Valves  |                             |                  | SupremeServ   |                         |                                       |
|--------------------------|---|--------------------------------|-----------------------|---|-----------------------------|------------------|---|-------------------------|---------------------------------------|
| Product                  | <br>Customised Standard  |                                |                       | <br>Engineered   |                             |                  | <br>GGC valves  |                         |                                       |
|                          | <br>Control valves   |                                |                       | <br>Ball & Butterfly valves  |                             |                  | <br>Spares   |                         |                                       |
| Description              | <ul style="list-style-type: none"> <li>Standard &amp; engineered centrifugal pumps</li> <li>Standard pumps with customization options</li> <li>Engineered pumps for Energy, PCC industries</li> </ul> |                                |                       | <ul style="list-style-type: none"> <li>Globe, Gate and Check valves</li> <li>Butterfly valves and ball valves</li> <li>Includes control valves</li> </ul> |                             |                  | <ul style="list-style-type: none"> <li>Strong focus on spare parts</li> <li>Services - Inspection, servicing, maintenance, repairs and consultancy</li> <li>Mechanical seals for captive use &amp; aftermarket</li> </ul> |                         |                                       |
| Sales Share <sup>1</sup> | 64%   |                                |                       | 16%   |                             |                  | 20%   |                         |                                       |
| Range                    | Upto 24,000<br>Flow (m <sup>3</sup> /h)   | Upto 420 bar<br>Pressure (bar) | Upto 4200<br>Head (m) | Upto 4500<br>Class  | 10 to 1100<br>DN            | 1" to 48"<br>NPS | Large Installed<br>Base   | Spare parts<br>Business | Extensive service<br>network in India |
| Online Sales             | 55 Mn € (19.5%)   |                                |                       | Exports Sales   | 85 % Domestic : 15% Exports |                  |   |                         |                                       |

# Extensive Dealer Network Ensures We Are Accessible To Our Customers

Our sales network spread across India.



800+ Authorized dealers of Pumps and Valves



Our extensive channel partner network ensures we stay visible, accessible, and a trusted partner

# 50% of KSB India's Business Comes from Standard Products

## Key Growth Drivers for our Standard Business

Scale new product lines & expand presence in sun-rise segments

Scale business from core products; For Ex: KRTs & B-pump in Water/WasteWater, Gamma & Movitec in General Industry

Strengthen our Agriculture & Domestic pumps business by strengthening distributors and dealer network

Drive Digitization initiatives to support business development (Dealer Management Portal , Pricing tools, Dealer Digitization Schemes)

## Sunrise Segments



**Green Hydrogen**  
(Magnochem D)



**Chemical Application**  
(Non-metallic pumps)



**Railways**  
(Etaseco)



**Fire-Fighting pumps**



**Life Science Application**  
(LSA)



**Marine**

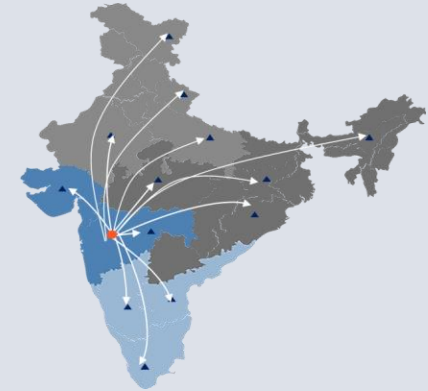
## Comprehensive Aftermarket Solutions – Our SupremeServ Edge



Dedicated spares manufacturing plant



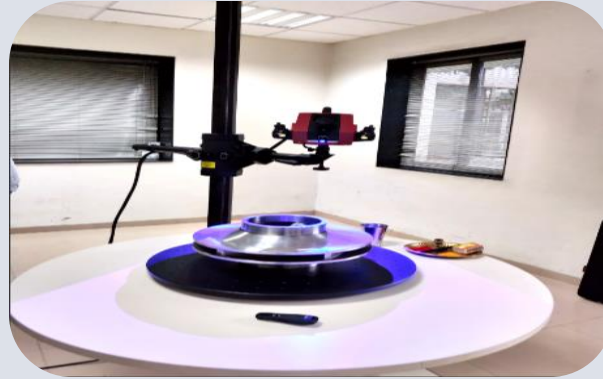
Central Warehouse



Over 450+ Authorized Service Centers



6 KSB service centres



Reverse engineering & 3D printing



SupremeServ Academy

# KSB Tech – Backbone of our Technology & Quality Leadership

KSB Tech Technology center in Pune



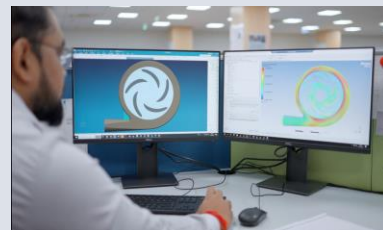
KSB Tech Employee Headcount Trend



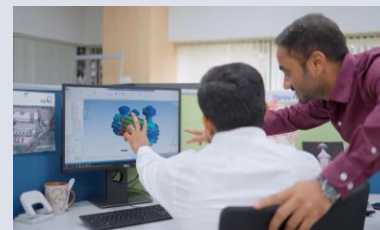
## Comprehensive offerings from Product Design & Development to Digital Solutions for KSB Group companies



CAD & Technical Services



Product Design & Development



Product Management & Product support



Embedded & Digital solutions



IT Services Software Development

# KSB MIL – Our Control Valves Manufacturing Facility At Meladoor

## Our State Of The Art Manufacturing Facility



Land Area - 90,000 m<sup>2</sup>



Large Valves Manufacturing Plant



Standard Valves Manufacturing Plant



R&D Lab

## Our Product Portfolio

Linear



Rotary



Steam  
Conditioning



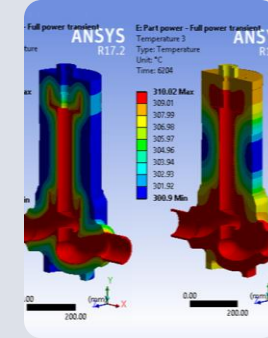
Actuator & Controls



Specials



## Our Core Activities



Engineering



Sales & Service



Manufacturing

## Our New Product Developments



ARV



Smartronic IQ



Scotch yoke actuator

# KSB – A Trusted Brand, Made In India With German Precision

## Cross Media Marketing



Hoardings



Street Umbrellas



Shop Branding

## Mass-Media Presence



Television Ad



FM Radio Ad



TV Interviews

## Digital & Social Media Presence



KSB India website



LinkedIn



KSB Intranet

## Exhibitions & Fairs



Seminars



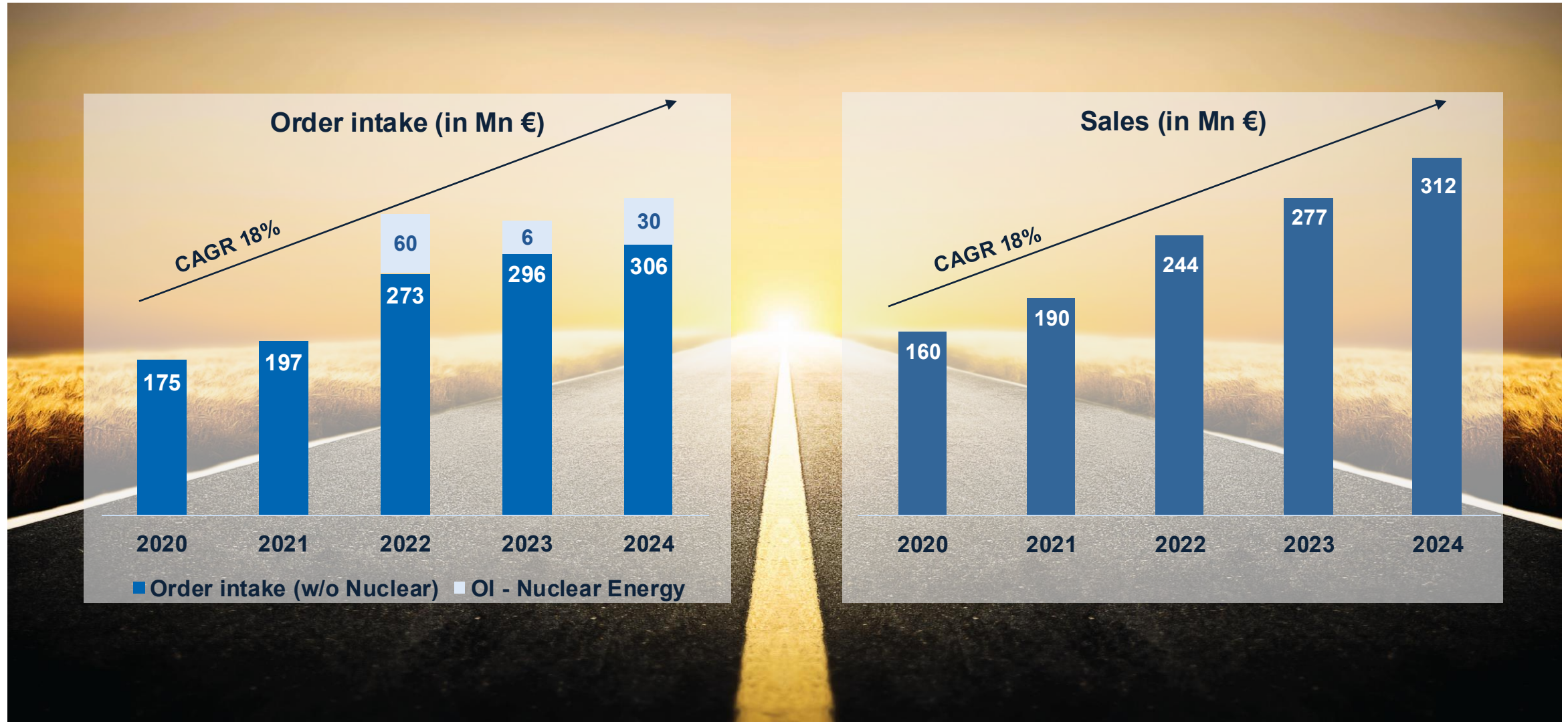
Trade-Fairs



Van campaigns

# 5 Strategic Outlook

## Consistent Increase In Our Order Intake & Sales Performance – KSB India



# KSB Group Strategy 2030+



# Our Strategic Pillars

## KSB India

Achieve double digit order intake & sales growth

Strategic Pillars

| Energy   | SupremeServ   | Standard Business   | Solar Pumps  | Valves  |
|--|---|---|--|---|
| <ul style="list-style-type: none"> <li>• Capacity enhancement</li> <li>• Strengthen supply chain</li> <li>• Strengthen organization</li> </ul> | <ul style="list-style-type: none"> <li>• Expand ASC network</li> <li>• Localize Mechanical Seals</li> <li>• Scale Spare Mfg. plant with express line</li> <li>• Scale SupremeServ academy.</li> <li>• Digitization</li> </ul> | <ul style="list-style-type: none"> <li>• Scale up focus segments:               <ul style="list-style-type: none"> <li>› New technology segments</li> <li>› Key OEM accounts</li> <li>› Fire-Fighting business</li> <li>› Domestic pumps</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>• Capacity enhancement</li> <li>• Strengthen supply chain</li> <li>• Backward integration of controllers</li> <li>• Strengthen Installer &amp; service network</li> </ul> | <ul style="list-style-type: none"> <li>• Scale up focus segments               <ul style="list-style-type: none"> <li>› Exports</li> <li>› Specialty valves</li> <li>› Oil &amp; gas</li> </ul> </li> <li>• Capacity enhancement</li> <li>• Facility modernization</li> </ul> |

Strategic Enablers



**Digitization**



**Sustainability**



**Diversity**



Notes:

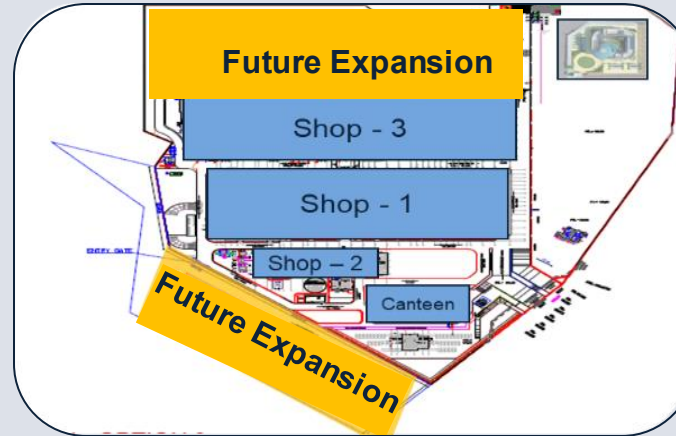
1. ASC - Authorised Service Centres;
2. OEM – Original Equipment Manufacturer

# Strategic Investments To Drive Sustainable Growth

Scaling **Sinnar Plant** for Solar Pumps, and Controllers



Scaling **Shirwal Plant** for Energy Pumps



KSB MIL Controls **plant expansion**



Scaling **SupremeServ Training Academy**



**Robotic Laser Cladding Machine** for Valve Seat



**KSB Tech New floor addition**



# Our Ambitions For 2030



**Sustain 12 to 13% ROS with aggressive growth**

**Strive for leadership position in Indian market**

**Increase SupremeServ revenue as % of total revenue**

**Achieve 105 Mn € revenue from Solar pumps by 2027**

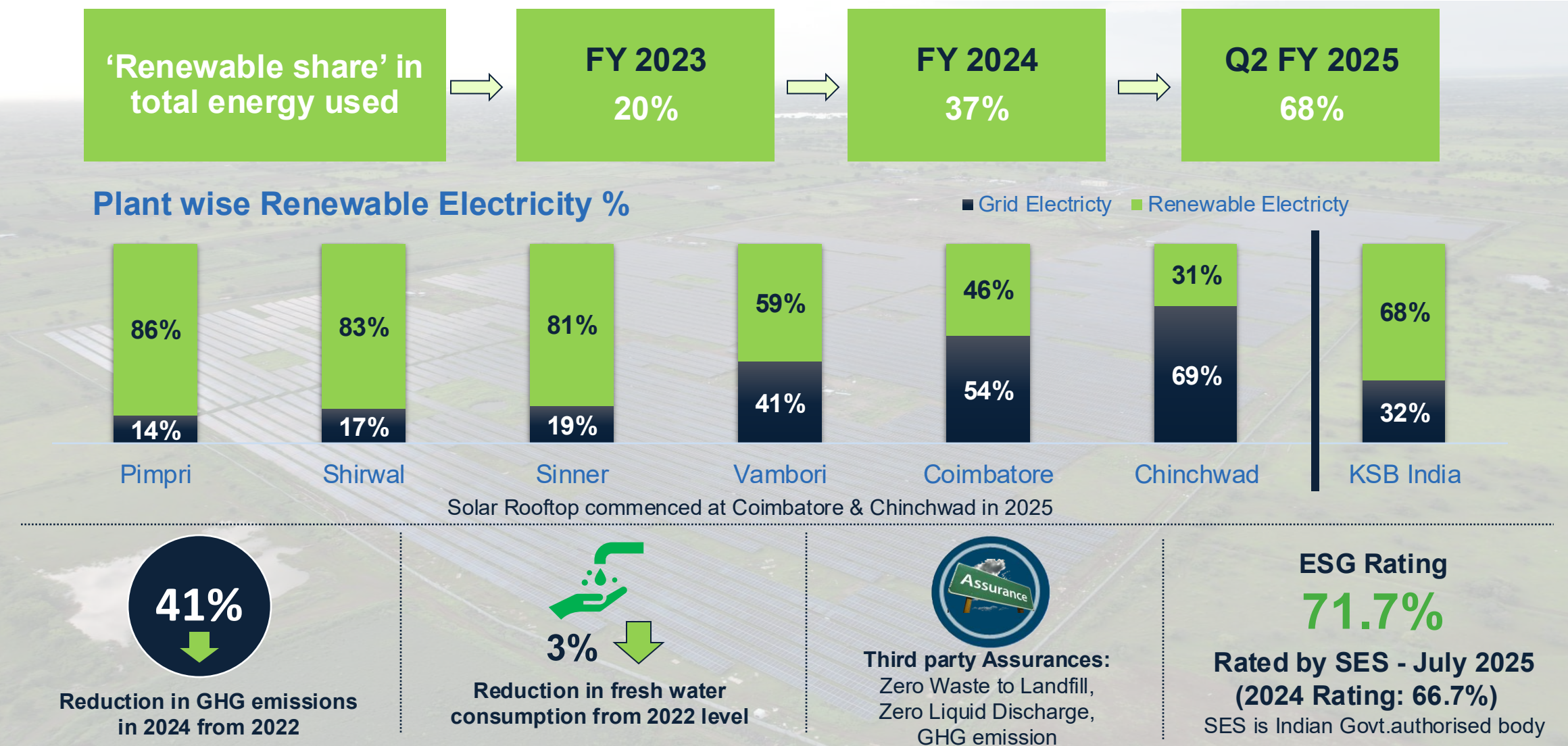
**Sustain our Quality leadership (CONC < 0.5%)**

**Achieve 20% gender diversity**

**2040 – Climate Neutral**

# 6 ESG Highlights

# Renewable Electricity Vs Grid Electricity In Q2-2025



# Commitment Beyond Profits : CSR



## Impactful focus Areas

- Education
- Skill Development
- Destitute Care
- Environment
- Women empowerment
- Healthcare
- Sanitation

**1.39 Million €**

CSR Contribution in last 3 years

# People First

2828  
employees  
in KSB India

12% Female  
employees

30% employees  
< 30 years

30% employees  
>40 years

## Developing our pipeline of leaders



## Focus on Learning & Overall Development



## Prioritizing health and wellness



## Fun @ Work



Our employee engagement score (KSB – Voice) has improved from 78% in 2022 to **88% in 2024**

# Investors Communication

## Quarterly Meets



## Factory Visits



## Interim Meets, AGM, Press release



### KSB Limited

#### 65th Annual General Meeting



[Home / Content / Press Releases ANI / KSB Limited Posts Solid Q1 2025 Results with Sustained Growth and Stability](#)

### KSB Limited Posts Solid Q1 2025 Results with Sustained Growth and Stability

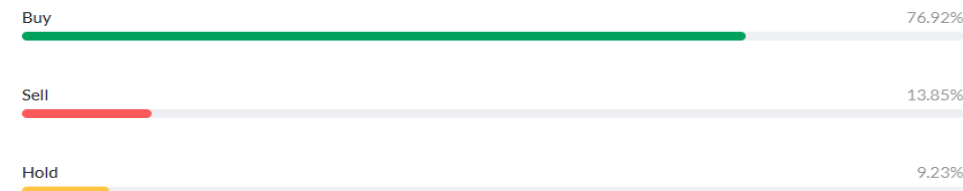
VMPL  
Pune (Maharashtra) (India), May 2: One of the world's leading suppliers of pumps, valves and systems KSB limited have announced their Q1 results and it is remarkable in terms of sustained growth and stability. The Sales value for Q1 2025 is registered at INR 595 crores which is about a 9.4% increase over the corresponding quarter of 2024, and the Operating profit margin is at 11.4 %.

The Major Highlights of this quarter has been to receive a Letter of Award Under PM-KUSUM Scheme Under Component B of Approx. 14 Cxs Rs (1.47 Mio Euro) For 962 Solar Water Pumping Systems from Tripura Renewable Energy Development Agency. The company has also received a Letter of Award Under "Magel Tyala Saur Krushi Pump" Scheme Approx. 49 Cxs Rs (5.16 Mio Euro) for 2000 Solar Water Pumping Systems from Maharashtra State Electricity Distribution Co. Ltd. (MSEDCL).

## REPORTED

### Is KSB Ltd. worth buying?

65 Votes:



source: trendlyne.com

### Is KSB Ltd Share a good buy for the long term ?



According to analyst recommendations, KSB Ltd Share has a "Buy" rating for the long term.

### KSB Ltd

Capital Goods

Delivering on its promises



INDIA | Institutional Research | Capital Goods | 25 August 2025

**KSB Ltd. | Buy | TP: INR 935 | Upside: 16%**

*Poised for policy driven upside*

### KSB Ltd - NR

07 July 2025

*In the right market, at the right time*

Mgmt. Meeting -  
Pune CEO Day



## Our Awards & Accreditations



**ISO9001:2015**  
**Quality Management**  
**Systems**



**ISO14001:2015**  
**Environmental Management**  
**Systems**



**ISO14001:2015**  
**Occupational Health and Safety**  
**Management Systems**



**Dun & Bradstreet**  
**ESG Leadership**  
**Summit 2024 – ESG**  
**Champion 2024**



**Calibration & Testing**  
**Laboratory**



**Nuclear Safety**  
**Management System**

**TÜVNORD**

**Safety Integrity Level (SIL)**  
**Certification**



**VDMA**  
**Manufacturing**  
**Excellence Award**  
**for CSR Initiatives**



**American Petroleum**  
**Institute Certification**



**“Traditionelle Spezialitäten**  
**Garantie”**  
**special equipment manufacturing for**  
**China**

**TÜVNORD**

**Pressure Equipment Directive**  
**(PED) Certification**

**& More**



## To Summarise!

- India's growth momentum is set to accelerate, driven by the Indian Govt's vision of a \$30 Trn economy by 2047
- Energy and Infrastructure will be key enablers—core to India's sustainable and inclusive development goals.
- KSB India is well-positioned to ride this wave with strong market presence and sectoral alignment.
- Energy Pumps, Standard Pumps, and SupremeServ will power our next phase of growth.
- Our Valves and Solar portfolio ensures a future-ready, diversified revenue base.

Well-Positioned to deliver **sustainable growth and long-term value creation**

Made in India



With Trusted German Technology