



# **KSB Pumps Company Limited Pakistan** **Corporate Briefing Session (CBS-2023)**

Dated: Sep 13, 2024



## KSB Group About Us

KSB is one of the world's leading manufacturers of pumps and valves, providing a comprehensive range of service offerings.

## KSB Worldwide Being Global Means Being Closer

With its 33 production and assembly sites in 16 countries and a tightly knit global sales and service network, KSB staff are active in more than 100 countries.

■ KSB production sites

■ KSB sales and service sites







## Markets Areas

# Products for a variety of Applications

- Water
- General Industry including Auto Parts
- Petro-Chemical
- Building Services
- Energy



## KSB Pakistan Overview

- 1953: First agency in Asia: Pakistan
- Foundation: 1964
- Site size - Total area: 89.070 m<sup>2</sup>
- Covered area: 10,000 m<sup>2</sup>
- Product: Pumps & Filtration Plants
- Capacity Pumps: 5000 Units/Annum
- Foundry: Ferrus/Non-Ferrous  
20,000 Tons/ Annum
- ISO 9001, ISO 14001 & ISO 18001 certified
- Environmental Excellence Award



- 1959** KSB AG established its first subsidiary in Asia
- 1964 Factory built at Hassanabdal
- 1979 Became Public Limited Company
- 1980 Established own foundry – Only Foundry Based Pump Manufacturing
- 2000 First Global Manufacturing Network Company in the world to achieve Made by KSB Certification
- 2007 Launched lean manufacturing program new CNC set up for pumps production and initiated product modernization new latest pumps/valves
- 2009** First subsidiary in Asia-Pacific and Middle East / Africa to complete 50 years of operation
- 2011 Roll-out of SAP P14.
- 2018 New High Pressure Cast Iron Automated Foundry And Separate Foundry for Special Materials

KSB Pakistan is country's leading manufacturers of pumps and valves, providing a comprehensive range of service offerings. It's the only Foundry based manufacturing set up to support local market needs and huge potential for exports.

## KSB Pakistan Our Success at a Glance





**KSB Pakistan Factory**  
**Manufacturing at a Glance**





1



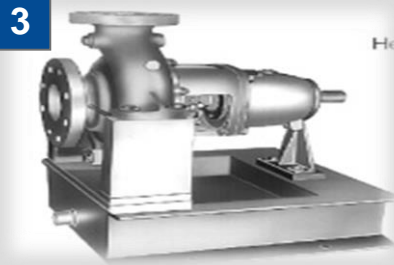
Etanorm

2



RPH

3



RPK

4



SNW / PNW

5



KWP

6



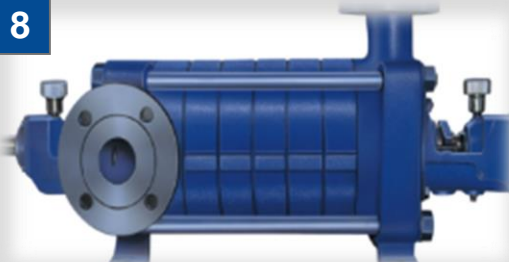
Sewatec

7



Omega

8



WKF/WKL

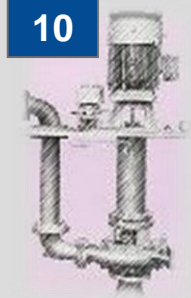
# KSB Pakistan Product Portfolio

## Type Series Products

1. Etanorm
2. RPH
3. RPK
4. SNW / PNW
5. KWP
6. Sewatec
7. Omega
8. WKF/WKL



Submersibles



KVP



ALTA



B Pump



Portable Dewatering Units



Moviboost System



Fire Fighting Unit System



Solar Pumping System



Filtration Plant System: (RO & UF)

# KSB Pakistan Product Portfolio

- 9. Submersibles Pumps
- 10. KVP
- 11. ALTA
- 12. B Pump
- 13. Portable Dewatering Units
- 14. Moviboost System
- 15. Fire Fighting Unit System
- 16. Solar Pumping Solution
- 17. Filtration Plant System (RO & UF)



## KSB Pakistan Export Pump & Parts:

- **B Pumps, SNW/PNW**
- **Own Castings Pumps**
  - Impellers / Propellers
  - Casings
  - Diffusers
  - Discharge Heads
  - Brackets
  - Bowls
- **Exports Pump Parts**
  - South Africa
  - Germany
  - Saudi Arabia
  - USA - GIW



## Key Figures

Description	Actual Dec-23	Actual Dec-22
Company Order Intake	5,282	5,014
Sales	5,755	4,965
Export Sales	1,837	1,257
Profit / (Loss) before Interest & Tax	385	328
Financial Cost	372	254
Profit / (Loss) before Tax	12	73
EBIT	6.7%	6.6%
Financial Cost	6.5%	5.1%
EBT / ROS	0.2%	1.5%
Earning / (Loss) per share	0.06	3.28

Maximum Share Price	2023	2022	2021	2020	2019	2018
	141	186	470	402	183	415





## Business Performance at a Glance

- Sales grew by 15.9%, contributing to an improvement in operating profit.
- A more favourable sales mix led to an increase in gross profit
- The company shifted its focus from the government sector to the corporate sector, primarily due to extended payment terms
- A 1 MW solar plant was installed at the factory to manage rising energy costs
- Two service workshops were established in Karachi and Lahore to expand the customer base and enhance service delivery.
- Financial costs surged by 46% due to higher KIBOR rates and an elevated overdraft balance

## Current Challenges

- Elevated financial costs due to higher KIBOR rates and an increased overdraft balance.
- Rising energy costs impacting operational efficiency.
- Prolonged outstanding receivables from the government sector.
- Supply chain disruptions resulting from the Red Sea issue.



## Business Outlook

- The business outlook for Pumps, Valves, and Projects is promising, particularly in the standard and high-end engineered markets across all major sectors.
- KSB Pakistan's product portfolio and infrastructure are well-positioned to deliver superior services to our clients, leveraging our expertise in the field.
- The export business shows strong potential in the MEA-R region, with a particular focus on the markets in Saudi Arabia, South Africa, and Turkey.
- Expanding KSB Pakistan's market share with sustainable growth remains a core priority, supported by strategic corporate communication to drive key growth initiatives.

## Special Initiatives

- Management has proposed raising capital through the issuance of rights shares to address the financial costs that are eroding operating profits.
- Expand the solar energy capacity by installing a second solar plant with a capacity of 850KW.
- Prioritize the export market to mitigate the impact of currency fluctuations.
- Invest in human capital development by offering targeted training programs and increasing employee engagement initiatives.



# Questions / Answers



Thank You