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2020

KIRLOSKAR BROTHERS LTD.



Enriching Lives

cascade

JULY - NOVEMBER 2020

**EMERGING STRONGER,
EMERGING BETTER**



KIRLOSKAR BROTHERS LIMITED

Established 1888

A Kirloskar Group Company

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Concept

We are Confident, We are Determined,
We continue to Evolve,
We continue to Rise,
We have till now, and we will
Emerge Stronger, Emerge Better

Foreword



Dear All,

First and foremost, I hope you and your family members are healthy and safe. That continues to be the priority in these testing times.

On an optimistic note, at least going by the stats and figures, the Covid pandemic situation seems to have improved a bit over the last few months though it is still far from over. The curve still hasn't flattened and we at KBL, continue the way we have fought against it so far through self-discipline and hygiene. The gradual normalising of business movement has led to the revival of certain economic sectors, especially the agricultural industry, which surely is a silver lining for a fluid management solution provider like us.

Though the Government has relaxed various operating norms, we still continue to function the way we have been doing so far, keeping in view the safety and welfare of our employees and stakeholders.

However, our cautious and restrained approach hasn't stopped us from ensuring business continuity. The last few months have been all about making amends for our deficits due to the national lockdown. And I am really proud of the way all our stakeholders have come out of their comfort zones and put in their best efforts to steer KBL in the right direction, which has resulted in a better than expected performance.

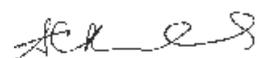
I am really happy to see the way team KBL has worked in the areas of cost

saving, productivity enhancement and after sales and services during the period. The KBL family, including our employees, dealers and channel partners, have all put in great efforts to make up for the sudden lapse in productivity and to keep business sustainable in this situation. In accordance with the situation, we have adjusted our way of working and ensured that business continuity is maintained despite the prevailing uncertainties.

I sincerely thank all our customers for their continued faith in us. We are committed to serve them to the best of our ability.

I am confident that with the situation getting better, we will be able to pick up further pace, emerging stronger and reaching our full potential over the next few months.

My best wishes to all for their continued safety & well-being. May the good times continue now.



Sanjay Kirloskar
Chairman and Managing Director,
Kirloskar Brothers Limited

IBH's Message



Anurag Vohra
India Business Head (IBH),
Kirloskar Brothers Limited

I am really happy to see the release of yet another edition of Cascade, our in-house magazine which, apart from providing latest updates about the company, has always been integral in reviving a ray of positivity and smile on the face of its readers.

Over the last few months, we have been taking various efforts to bring our business operations and productivity back on track after the resumption of our operations in the last quarter. Overall, we have showcased a substantial improvement in our product sales and project orders during the period. Our customer support both virtual and in-person has been overwhelming, wherever required our teams travelled long distances to serve the customer need

even during these trying times. So far, we have been able to catch up on the deficits in our productivity in the previous quarter and exhibited a satisfactory performance with the graph going up with each passing month.

The lifting of the national lockdown has been helping the industry take rapid strides towards normalcy. The economic indicators are showing that the industrial demand is leaping back to the pre-Covid levels faster than expected. After over six months of decline, exports have also risen over the last few months which is a welcome sign. We have also been witnessing a gradual rise in demand for our pumping solutions.

Being ahead of the curve and adapting to the market

requirements has always been our strength. During the period, we also launched SP coupled pumpset with IE4 motor in line with offering the best value proposition to our customers.

Despite the persisting challenges, with each passing month, we are gradually but certainly Emerging Stronger, Emerging Better!!

Stay Safe, Stay Strong!!

Editor's Desk



Anurag Kumar
General Manager – Marketing,
Kirloskar Brothers Limited

First of all, thanks a lot for all the appreciation and accolades that you bestowed upon us after the release of the first online edition of Cascade in the previous quarter. With every issue, our Cascade readership really seems to be getting bigger and better. Going by the fabulous success of the previous edition, we decided to continue with the same version even this time. So, proudly presenting the second virtual edition of our cherished Cascade magazine!!

In any case, this edition of Cascade is similar to the previous edition in more than one way. In fact, it is an incidental extension to the previous edition. While the earlier edition broadly highlighted about the

various challenges that we faced and overcame to resume our business operations during the Covid-19 lockdown, this edition focuses on the actions and offset efforts that we undertook after our business resumption. It throws light on the measures that the KBL team undertook during the period to not only get our business productivity back on track but to Emerge Stronger and Better than before.

It briefs about the various endeavours and projects that we commissioned during the period. The issue also provides a glimpse of some of the key customer focus areas and internal activities executed during the period.

Similar to the previous edition, the video links to the various internal activities provide an actual visual insight into the major events and webinar sessions, including significant management bytes and thought leadership views, which make it really interesting.

Read It, Watch It, Share It, Enjoy It!!

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Emerging Stronger, Emerging Better

The wrath of the Covid-19 pandemic may not be over, but the global world is taking rapid strides towards recovery, while the people are getting accustomed to what you call the new normal. The damage that is done is done. Now, the intent, globally, is to evaluate how we can cope up from this debacle by avoiding or at least minimising further damage and emerge stronger to a new post-Covid world with newer and better possibilities.

Of course, it goes without saying that responsibly

continuing with the necessary and recommended precautionary measures is the first and foremost step. Be it the use of safety masks, sanitisation measures or maintaining social distance as and when possible, these safety protocols will remain paramount to prevent further damage. However, countries like India, which are resuming public movement and operations after the brief 'Lockdown' halt, have additional responsibilities now.

At KBL, we have been able to operate and carve our path to recovery without compromising on any of the recommended safety guidelines. With each month and each 'Unlock' phase announced by the Government, we have marched a step further towards regaining operational momentum.

We have put in great efforts to keep the business sustainable in the pandemic situation. We have shown our true character and business acumen to catch up on the deficit in performance during the period.

- Sanjay Kirloskar,
CMD,
Kirloskar Brothers
Limited

At KBL, we have been able to operate and carve our path to recovery without compromising on any of the recommended safety guidelines. With each month and each 'Unlock' phase announced by the Government, we have marched a step further towards regaining operational momentum. In accordance with the government guidelines, all our manufacturing plants have already resumed operations and we are completely ready to serve our customers. Business operations of most of our channel partners, clients and customers have also resumed over the last few months. Thus, the traction in business movement over the last few months has helped us immensely in making amends for the setback that we faced during the lockdown period. However, while our business operations are fully functional now, we are leaving no stone unturned to ensure that we are following all the recommended safety protocols across all our offices and plants.

Despite all these challenges, we have been able to make a strong comeback over the last few months. We showed true character and business acumen to catch up on the deficit in performance due to the lockdown. We gradually strove towards accomplishing our performance milestones step by step. The relentless spirit of our employees who went beyond the call of duty to ensure that our products and services are made available to our customers was also a determining factor that provided a fillip to our business operations. During the period, we successfully completed most of our pending domestic and international projects that were earlier stuck due to the national lockdown, including endeavours such as the commissioning of Irrigation projects in Gujarat, supply of our firefighting pumps for the historic Atal Tunnel as well as the Mauritius High Court, supply of Autoprime pumps for the Agartala Municipal Corporation and installation of our first CV pump for a project in The Netherlands, among others.

Over the last quarter, our Small Pump Business sales have gained considerable traction. With the announcement of the phase-wise government relaxations and other supportive factors like the implementation of various farmer-centric initiatives and a favourable monsoon, demand for agricultural pumps and solutions has been consistently rising over the last few months. We are currently well-equipped to cater to the forecasted rise in demand for agricultural pumping solutions and, being the market leader in the segment, have the first-mover advantage.

Keeping the current scenario in mind, providing and capitalising on

providing value for money, both in terms of cost and performance, remains our customer focus. As a result, we are increasingly emphasising on introducing products with a lower life cycle cost into the market. This is in line with providing the best value proposition to our customers by offering products with high quality, high efficiency and low maintenance cost.

We are working together on eliminating waste and optimising the cost of materials while improving our productivity across all levels. Like many other companies, the remote working ways have resulted in reduction in our cost of operations.

Ever since the onset of the Covid-19, the significance and need for automation systems has been felt more than ever before. KBL has always stressed on the importance of technology in all business areas. We have always been at the forefront of using the best-in-class technologies to ensure optimum quality and precision in our products and solutions, be it through the use of 3D printer machine in our manufacturing processes or through latest technologies like AI, VR and AR.

With movement restricted during Covid pandemic, remote management technologies play an integral role in ensuring operations with minimal risk today.



KirloSmart, our remote pump monitoring system, is the perfect example of the same as it enables to remotely monitor the condition of your pump anytime, anywhere as per your convenience.

Over the last few months, India's emergence as a leading player in the Pharma sector has been significant. We have already strengthened our presence

in this sector and other relevant sectors, such as Speciality Chemicals, Foods & Beverages, etc., to cater to the demand for pumping solutions for various applications.

The current conditions may be indistinct, but our approach isn't. We have been taking all the possible efforts to ascertain that the pandemic situation does not become a barrier for us in

achieving our business goals.

With a collective responsible approach, dedicated team efforts and a positive attitude we have emerged stronger and, with the situation improving, we are confident we will get better.

New Paradigm in Energy-efficient Pump-sets

KBL launches all-new SP coupled pumpset integrated with the latest IE4 Motor



SP Coupled Pumpset integrated with IE4 Motor

Right since its inception, Kirloskar Brothers Limited (KBL) has always striven towards innovation, introducing various new products into the market. We have always channelised our R&D efforts towards developing advanced products with better efficiency and lower cost of ownership for our customers. As a giant step forward in the same direction, we recently set a new paradigm in the cost & power efficient pumps segment with the launch of our all-new SP coupled pumpset integrated with the latest IE4 Motor.

The next-gen pumping technology has been designed to offer premium efficiency and high specific discharge, leading to a significant reduction in energy consumption. It is a low maintenance pump, resulting in lower life cycle and operating costs. The pump-set has been coupled with the KBL-make IE4

motor, which makes it a highly energy-efficient product. It consumes up to 14% less energy for pumping the same amount of fluid.

The SP Coupled pump-sets are ideal for application in effluent treatment plants and dewatering purposes. It is most suitable for ETP/STP plants, draining foundations, trenches and pits. It is thus fit for handling rain and floodwater, draining accumulated water from basements, parking lots, highways, etc., as well as for use in the industry for handling light effluents, ash water, etc.

The pump is easy to operate, maintain and service. The robust design of the pump-set enables it to withstand extreme power fluctuation, thus making it comparatively safer to use. The strong body of the pump and its motor is a measure of the higher

reliability and longevity of the product.

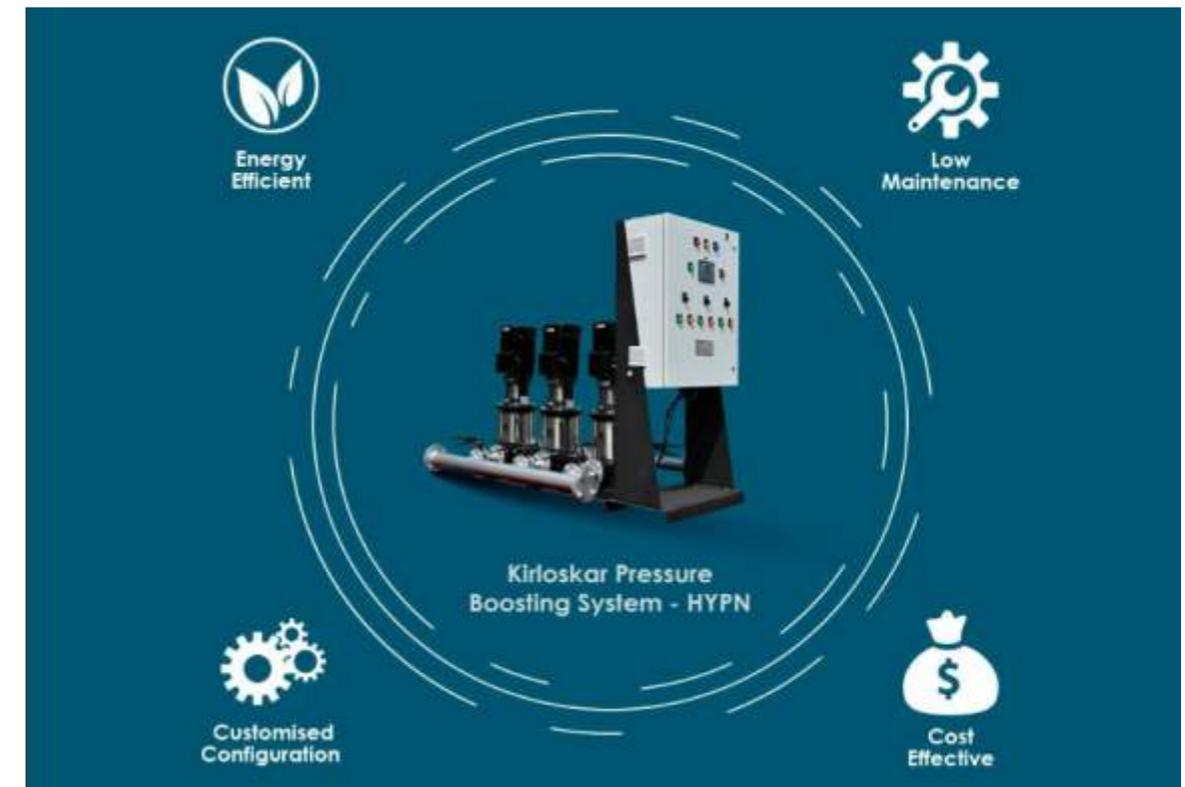
This newly developed SP coupled pump-set can handle liquids with temperatures up to 120°C. The non-clog impeller of the pump can handle suspended soft solids of up to 40 mm and is Cathodic Electro Deposition (CED) coated for corrosion resistance.

One of the other prominent features of the product include its fan and fan cover designed for optimum power consumption and quiet operation. The high quality of its mechanical seal eliminates leakage, ensures lower friction loss and protects the shaft from wear and tear.

Being factory assembled and tested, these pump-sets are ready-for-use at the customer site. They can also be serviced locally at KBL's authorised service centre.

Enabling Fluid Management in Covid Hospitals

Our HYPN system installed in various Covid-19 hospitals



Kirloskar HYPN Pressure Boosting System

Earlier, KBL pumps were actively used for various critical applications in the fight against Covid-19 in the first quarter of FY20-21. These mostly included its usage in various sanitisation machines to spray disinfectants.

Carrying forward with our contributory efforts, KBL continued to be associated with the Covid-19 battle even in the second and third quarter of this fiscal year. This time, our pumps were primarily used for

maintaining critical water supply across some of the biggest and dedicated Covid-19 hospital buildings built or set-up for the treatment of coronavirus patients. These included the 551-bed hospital building set-up near Kasaragod, Kerala, the 400 bed District Hospital building at Noida, Uttar Pradesh, and the 800-bed Covid-19 hospital in Pune. In all these hospitals, our HYPN pumps are operational.

The Kirloskar HYPN

pumping system is preferred by many across the world when it comes to intelligently managing water supply. It helps maintain constant pressure across all outlets in the building and can be managed remotely from anywhere, anytime. It smartly manages and supplies water on demand, thereby reducing energy costs. This makes it ideal for most high-rise buildings, including hotels, hospitals, schools, commercial complexes and residential towers.



Covid-19 District Hospital Building, Noida



Covid-19 Hospital Ward, Kasaragod, Kerala

Thus, through our products and services, we continue to stay committed towards the fight against Covid-19.



Pune Covid-19 Hospital Ward

Customer Commitment, Always

As a pump engineering company, KBL has one of the largest service networks in India. Our assured service standards and customer commitment make us one of India's most trusted consumer brands.

Earlier, during the lockdown, as our customers

were unable to visit our service centre to avail free service or warranty, we extended warranty of our small pump product range. Later, we continued to explore and adopt new ways and initiatives to serve our customers remotely and the effective use of the digital platform was certainly one

of them. Subsequently, with certain lockdown relaxations over the last few months, our dedicated engineering team even physically travelled and reached the customers to fulfil their service requests whenever possible and necessary.

Case I

Overcoming Distance Barriers for Trusted Customer Service

KBL engineer fulfils emergency service request, travelling 2500 kms during lockdown

Recently, one of our service engineers successfully accomplished an emergency service request during the lockdown for a leading Indian government-owned commercial oil company. The endeavour involved

commissioning of our fire pump sets and addressing service requests across two separate client depots located in Itarsi and Singrauli in Madhya Pradesh, both of which are a long distance apart. Overall,

starting from Indore, the engineer travelled a total to & fro distance of 2500 kms, which he covered over a duration of 9 days. The client provided a private vehicle for the entire journey.



Kirloskar Firefighting Pump Set (Actual Onsite Image)

In accordance with the client requirements, the KBL engineer commissioned our fire pump sets at the client depots at Itarsi and Singrauli, respectively, during his onward journey, which included four hours of trials each. Subsequently, during his return journey, the engineer also attended one service request at the client depot in Itarsi.

Our service engineer completed the task in spite of the lockdown challenges and restrictions, which makes this endeavour all the more special for us.

Case II

Ensuring Virtual Support Wherever Possible

"KBL team provides online technical support and spares to the KSEB team"

The Kakkayam Small Hydro Electric Project (SHEP) (2x1.50MW), a division of the KSEB (Kerala State Electricity Board), was experiencing a severe problem of oil leakage in one of its oil pumping units (OPUs) during the Covid-19 lockdown period. During operation, the oil level of the OPU was gradually lowering due to which distinct oil layers were appearing on the tail race water. When examined, it was observed that the oil was leaking

through the OPU's packing seal. Replacing the packing was a tough job and required shaft coupling realignment.

KBL was involved with the design, engineering, supply, erection & commissioning of fluid management solutions for the project. When KSEB contacted us, it was difficult for the KBL engineering team to reach onsite immediately to attend to the oil leakage problem at Kakkayam SHEP as travelling facilities were

inaccessible during the period.

However, despite the challenging situation, our engineering team did not relent and came up with a suitable alternative to support the KSEB team. We provided all the required technical support related to the work procedure to the KSEB site team online over the phone and through mail. Moreover, despite the transportation challenges, we made all the necessary arrangements to send the spare materials required onsite for the oil leakage rectification work at the earliest. To avoid any further delay, we also promptly arranged for a third party to accomplish the work on behalf of KBL and, wherever needed, our team provided its practical suggestions.

For our prompt action and support, we even received a Certificate of Appreciation from the Kerala State Electricity Board.

These two cases are a clear reflection of how we continue to stay committed towards serving our customers in every situation.



Certificate of Appreciation for KBL from KSEB

Contributing Towards a Greener World



Yamuna, KBL Headquarters, Pune - Platinum Rated 'LEED Certified' Green Building

KBL has always been committed towards environment sustainability across all its business operations and activities. We have always taken efforts to closely monitor our carbon footprints with an aim to reduce the environmental impact of our operations at various stages of our value chain. We constantly strive to recycle, reduce and reuse as part of our commitment towards conserving fossil fuels.

At KBL, we are committed

to Total Quality Management. All our plants are ISO 9001 & ISO 14001, OHSAS 18001, ISO 14000 and ISO 50001:2018 Environment Management certified and apply Total Quality Management tools using European Foundation for Quality Management (EFQM) model. The EMS is aimed at following greener practices and ensuring reduced environmental impact with a rise in environmental performance. We are signatory to the CII code for 'Ecologically Sustainable Business

Growth' and have always endeavoured to establish processes and systems that address the triple bottom line indicators of economic, environmental and social aspects of sustainability.

Sustainability is the cornerstone of our legacy. Every year, we aim to optimise energy consumption, conserve natural resources and maximise use of non-conventional forms of energy in our operations. We incorporate environmental performance

parameters, including key components like raw material used for production, water consumption, energy consumption and waste generated throughout the production process, into our key decision-making processes. This ensures that we continue to grow while having minimum impact on the environment.

We promote the use of recycled or renewable energy across all our manufacturing processes and operations. To reduce our carbon footprints, we have installed solar PV panels at KBL's manufacturing plants, subsidiaries and our Corporate Office. The total capacity of these solar panels is 4600kW, which is in addition to the wind power installations of 4000 kW made in the previous years, thus contributing towards green energy. Overall, these renewable energy sources contribute to 27% of our total electricity consumption.

Over 70% of all our factories are covered under the green belt. We have implemented extensive daylight harvesting, rainwater harvesting, biogas plants, vermiculture plants and many other sustainability initiatives within our plants. Our Kirloskarvadi

Highlights



Electricity from renewable source - 27.3%
Water recycled as a percentage of water withdrawal - 50.5%

manufacturing facility has won the prestigious CII GreenCo 'Gold' Award, clearly reflecting the high standards of environmental sustainability practices followed within the plant. At our Dewas plant, we have developed a 'Kirloskar Centenary Forest' by taking inputs from the afforestation concept. Around 54% of the required energy at the Dewas plant is generated through a combination of dedicated wind and solar power generating units installed on-site. Our Kondapuri plant has installed a 190kW rooftop solar panel unit that is capable of meeting nearly 60% of its annual energy requirements. To motivate and create greater environmental awareness among our employees, we continue to organise series of environment-oriented activities every year like tree plantation, sapling distribution, environment oath, free PUC check-up camp, etc.

Our global headquarter (corporate office) in Pune, being one of the only few building structures in India to receive the "Platinum Rated LEED Certified" Green Building accreditation from the prestigious Indian Green Building Council (IGBC) for its energy-efficient and sustainable working environment, is India's second greenest building.

Many of our products also play an integral role towards energy conservation. Be it our wide range of energy-efficient BEE rated pump models, Lowest lifecycle Cost (LLC) pump series as well as our high efficiency pumps, such as our recently launched SP coupled pump with IE4 motor.

From FY2019-20, as an essential step towards divulging our environmental impact and conservation efforts during the year, we have started releasing our Integrated Annual Report which, apart from the financials, also



Solar panels mounted at our Kirloskarvadi Plant

includes the sustainability initiatives undertaken by the company during the respective fiscal year. With this, we are now amongst the only few Indian

companies to practice and subscribe to inclusive reporting. Thus, at KBL, we stay committed to our

environment for a cleaner and greener world to eventually realise the dream of a better and brighter tomorrow.



At our Dewas plant, we have developed "Kirloskar Centenary Forest" by taking inputs from Miyawaki afforestation concept.

Fire Protecting the World's Longest Tunnel

Our firefighting pumps have been installed inside the Atal Tunnel

Atal Tunnel, also known as Rohtang Tunnel, is a highway tunnel built under the Rohtang Pass in the eastern Pir Panjal range of the Himalayas on the Leh-Manali Highway in Himachal Pradesh, India. The strategically important all-weather Atal Tunnel connects and substantially reduces the travel time from Manali to Leh. At a length of 9.02 km, it is the world's longest tunnel above 10,000 feet (3,048 m) and also the longest underground highway. The tunnel has been named after the former Prime Minister of India, Shri Atal Bihari Vajpayee. It was officially inaugurated recently by India's Hon. Prime Minister, Shri Narendra Modi.

On a given day, around 3,000 cars and 1,500 trucks can travel through the tunnel. Protecting such a large group of passengers daily against fire is a very critical responsibility. We are proud to share that the momentous tunnel is fire protected by Kirloskar Brothers Limited's (KBL's) firefighting pumps.

The tunnel has all its safety measures in place. Fire hydrants are provided at

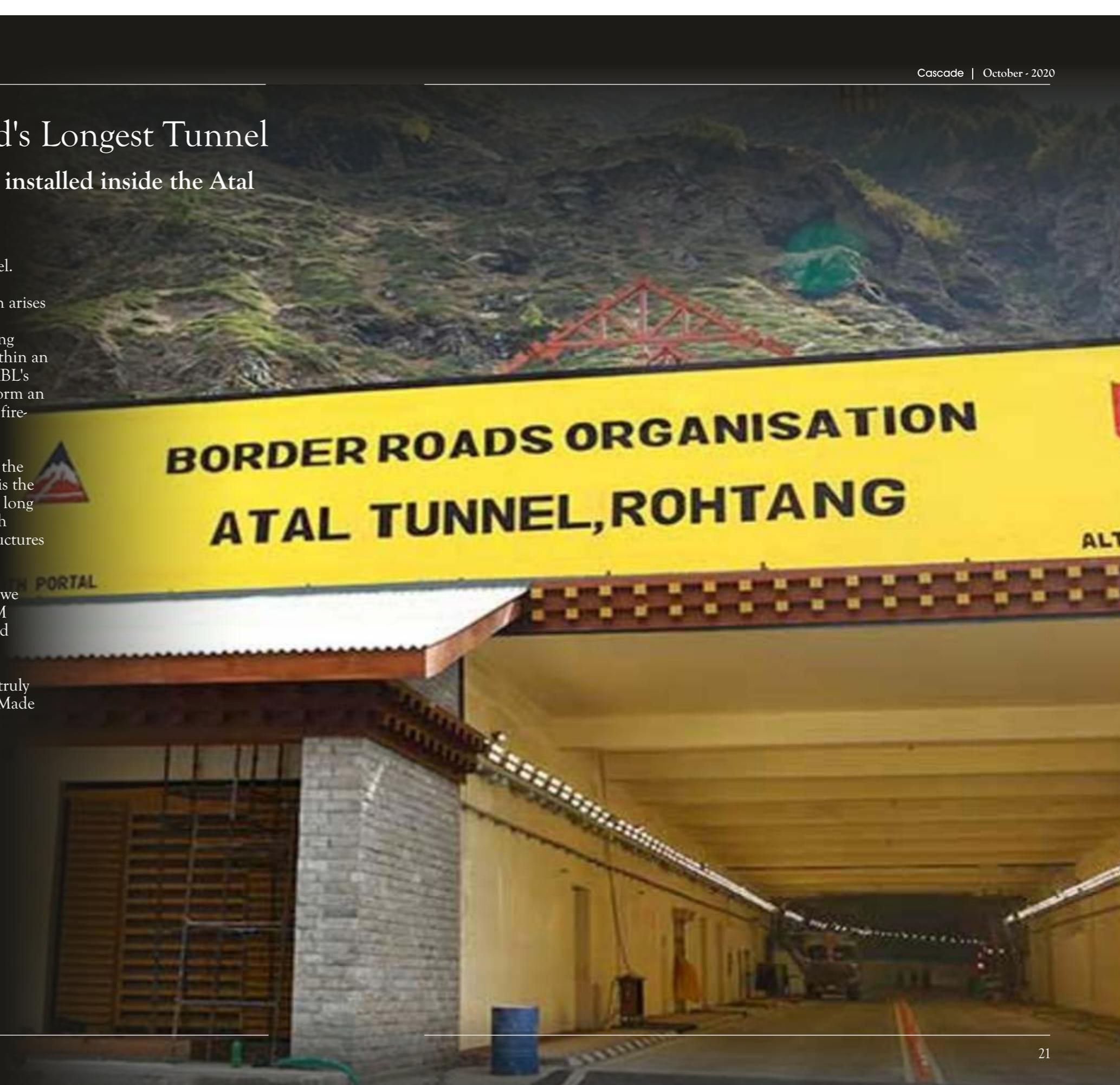
specific locations throughout the tunnel.

In case a fire-situation arises inside the tunnel, arrangements are being made to control it within an area of 200 metres. KBL's firefighting systems form an integral part of these fire-safety arrangements.

Our association with the historic Atal Tunnel is the latest addition to our long list of association with various landmark structures across the world.

For the Atal Tunnel, we have provided our FM Approved & UL listed firefighting pumps.

Now that's what you truly call - Made in India, Made for India.



Made in India, for the World

KBL firefighting pumps operational in the new Supreme Court building of Mauritius



New Supreme Court Building, Mauritius

The Mauritius government recently opened the country's new Supreme Court building in Port Louis. The structure is the first India-assisted infrastructure project in the capital of Mauritius. The project was completed with Indian assistance as part of our government's thrust on cooperation with countries in the Indian Ocean Region. Thus, the new Supreme Court building of Mauritius is an important landmark for both India and Mauritius, as it symbolises the strong bilateral partnership between the two countries.

The building was jointly inaugurated recently by the Honourable Prime Minister of India, Shri Narendra Modi, and the Prime Minister of Mauritius, Mr. Pravind Jugnauth. It is spread over an area of more than 4,700 sq. m with over 10 floors and has a built-up area of around 25,000 sq.m. The new building, with modern design and state-of-the-art facilities, houses all the divisions and offices of the Supreme Court of Mauritius.

We are proud to share that this monumental structure is fire protected by Kirloskar

Brothers Limited's (KBL's) fire-fighting fire pump sets. Being a 'truly Indian' organisation that has always stood by the "Made in India, Made for the World" philosophy, we are really happy to be closely associated with a structure that reflects our country's cooperation and shared values with another country.

We have supplied our FM approved and UL listed firefighting pump sets for the project.

Pumping Dream of a Waterful India

Our HSC pumps successfully commissioned at the Piya-Unad pipeline project in Gujarat



Pump House, Boru, Mehsana, Gujarat

KBL further strengthened its association with the Piya Unad Package-2 lift irrigation scheme in Gujarat this year. The LIS scheme is a part of the various contracts awarded to us by the Narmada and Water Resources Water Supply & Kalpsar Department.

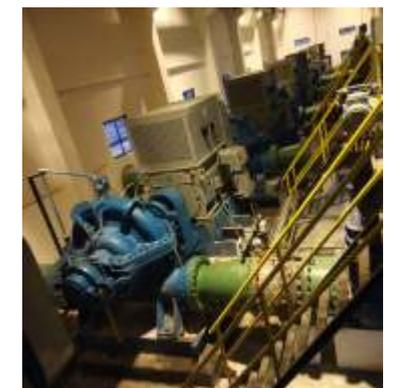
The pump house in Boru is one of the primary controlling stations in the Piya Unad Package-2 project. As part of the contract, we supplied and commissioned 7 nos. of 20 UP horizontal split case pumps with HT motor at the Boru Pump House. All

the pumps carry a discharge capacity of 3400 m³/hr and a 96 MWC head, designed in accordance with the project requirement. Meanwhile, the motor supplied for the project is a 6600 V, 1200 KW HT motor.

The Piya Unad Package-2 LIS contract involved the transmission of water from an underground sump near Boru in Manasa taluka to the Dharoi main canal. The pipeline covers an overall distance of around 50 kms.

The successful commissioning of our

pumps for the Piya Unad Package-2 LIS is yet another contributory step towards pumping the dream of a Waterful India!!



Kirloskar UP Horizontal Split-case Pumps (Actual onsite Image)

Largest Kirloskar Autoprime Pumpsets in India

KBL supplies its largest-ever Autoprime pumps sets to Agartala & Dibrugarh Municipal Corporations



Kirloskar Flood Control Autoprime Mobile Pumping Unit

Pump Specifications:

- **Discharge:** 1800 m³/hr
- **Head:** 18 m
- **Speed:** 1000 rpm FLS
- **Engine:** 167 HP & 1800 rpm FLS
- **Weight of Each Pump set:** 6.6 T

KBL is among the market leaders in dewatering and wastewater management products and solutions. Our popular Autoprime dewatering pump sets, especially, are operational in main cities, airports, metros and railway stations and industries across India. It is the most trusted choice of majority of the leading municipal corporations across the country. This year, we continued to further extend the market reach of our signature Autoprime pumps in the North-East region by supplying the pump sets to the Agartala and Dibrugarh Municipal Corporations in Tripura and Assam, respectively.

In accordance with the contract order, we supplied

six sets of our trolley-mounted Autoprime pumpsets to the two municipal corporations. Of these, four sets were supplied to the Agartala Municipal Corporation and two sets were supplied to the Dibrugarh Municipal Corporation. When compared to the others, these specially customised Autoprime pumpsets are unique in nature as these are the largest-ever portable pump sets developed and supplied by KBL for flood control and drainage application in the Indian sub-continent. The pump sets were supplied along with acoustic enclosure after successful testing and inspection through VC by the end-clients.

The Kirloskar Autoprime

pump is a one-of-its-kind mobile flood-control unit which can be used for dewatering the affected areas during flood-like situation, and thereby reinstating normalcy in the affected area. The pump comes with an easy plug and play system for quick start-up and requires no manual intervention during priming, which makes it very easy to operate. All that one needs to do is to simply tow the portable trolley-mounted pump to the affected area and get the work done quickly, efficiently and effectively. A mobile, light-weight yet robust flood control unit, the pump set is used for dewatering, over-pumping, sewer bypasses, industrial and municipal pumping applications.

Reverse Engineering: Quick Reproduction of Spares, Made Possible

Often, customers face difficulties in finding replacement parts for their old or obsolete pumps. Even if available, the delivery time or commercial term for such parts is really unfavourable sometimes. This is where our re-engineering capabilities provide a suitable and reliable alternative with the best-in-class service assurance, which is a benchmark of Team KBL.

Why Reverse Engineering:

- Reverse Engineering can be applied in cases where either the old pump details are not available, the OEM is not traceable, or it is an obsolete pump model from some other manufacturer.
- Many imported pumps having exorbitant prices and the customer, in such cases, is unable to find the indigenous source. Reverse engineering is the ideal solution here.
- Reverse engineering is a long-term and optimal cost-effective solution.
- It ensures a better lead time.

Advantage KBL:

- Well-equipped sales and service team PAN India and overseas
- World's largest 3D printing machine
- Asia's largest hydraulic research lab
- Replicast®, a precision foundry process that enables an improved product finish and reduces the overall costs
- Only Indian pump manufacturer to receive the prestigious ESCO

- certification, a mark of our superior design and retrofitting capabilities
- Rare capability to cast R55, Alloy20 and other grades of critical MOCs in-house.
- Capability to produce parts for both API and non-API pumps with MOCs ranging from cast iron to super duplex.
- State-of-the-art CNC machine shop, including Asia's largest vertical

- turret lathe machine
- Expertise in CFD analysis with professional R&D team
- OEM/improved quality, Kirloskar warranty and Kirloskar expertise to increase MTBF of the equipment with attractive & competitive price for their imported pumps



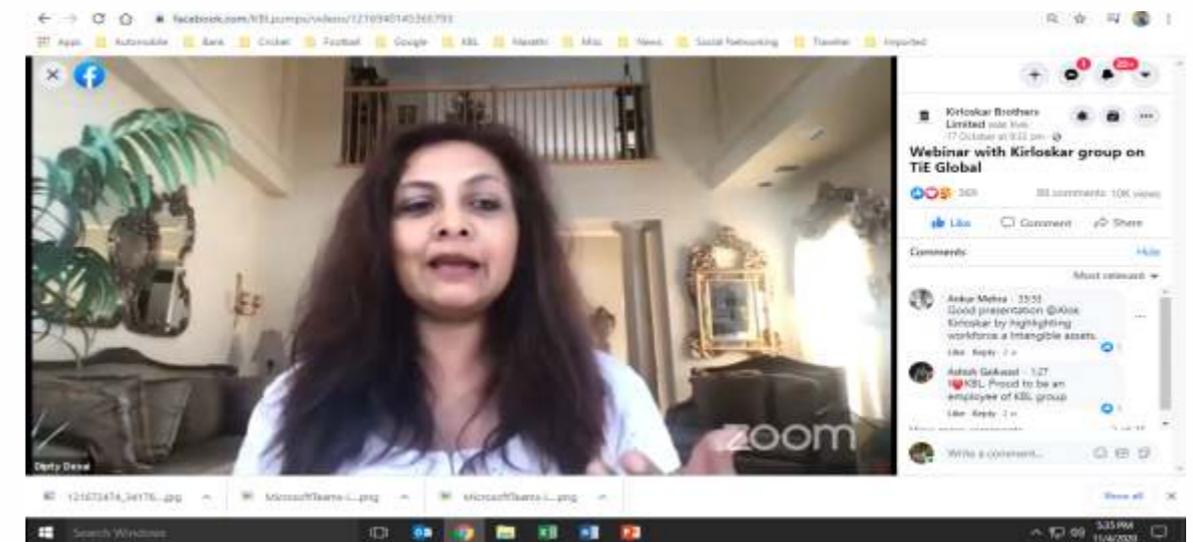


Kirloskar – Past, Present & Future

TiE, a global international entrepreneurs' organisation, recently hosted two generations of the Kirloskar family for a special webinar titled 'Kirloskar – Past, Present & Future. During

the webinar, Mrs. Pratima Kirloskar, President, Innovations Society; Ms. Rama Kirloskar, MD, KEPL, and Mr. Alok Kirloskar, MD, SPP Pumps Ltd. (UK), the honorary

speakers for the event, shared some interesting insights about the journey of Kirloskar Brothers Limited over the past 100 years and their plans for the future.



A snapshot of the TiE Webinar Session with the Kirloskar family on Facebook Live



“We have always continued with the business of doing good.”

Mrs. Pratima Kirloskar,
Head, Vikas Charitable Trust

“The Corona situation has made us realise how developed and advanced our AI systems actually are.”

Mr. Alok Kirloskar,
Managing Director, SPP Pumps Ltd.



“Passion, Drive and Teamwork are the three most important qualities that we look for in any individual looking to work with this.”

Ms. Rama Kirloskar,
Managing Director, Kirloskar Ebara Pumps Ltd.

100th AGM of KBL: Historic Occasion, Unique Experience



Snapshot of 100th Annual General Meeting of KBL conducted online

The 100th Annual General Meeting (AGM) of KBL was held through video conference on September 25, 2020. CMD, Mr. Sanjay Kirloskar, who chaired the meeting, briefed the members about the economic scenario and overall performance of the company. Mr. Alok Kirloskar, MD, SPP Pumps Ltd., informed about the performance of our international subsidiaries while Ms. Rama Kirloskar, MD, KEPL, briefed about the performance of KEPL. Also, this was the first time that we conducted this meeting online, which made it a unique and special experience.

“The constants ingrained in our legacy have remained unchanged ~ these being our values, spirit of innovation and growth and driving a social change. Contributing to national growth is an essential fundamental to our values.”

– Mrs. Pratima Kirloskar,
Head, Vikas Charitable Trust
(Source: Webinar: 100 Years of Kirloskar)



“We use IOT for monitoring pump diagnostics and pump health. We have pumps on our offshore platforms. Almost 50% of the world’s offshore oil platforms have our pumps on them. It’s very difficult to go to those platforms. That is where our AI-powered devices help.”

– Mr. Alok Kirloskar,
Managing Director, SPP Pumps Ltd.
(Source: October 5th 2020, PCQuest, Tech & Trends)

“I draw inspiration from nature. I view the natural world as the epitome of perfection as far as efficiency, optimisation and sustainable production systems are concerned.”

– Ms. Rama Kirloskar,
Managing Director, Kirloskar Ebara Pumps Ltd.
(Source: Sep 21st 2020, Like a Boss Series, Moneycontrol.com)



LLC Pump Series Receives Two Patents

We are glad to inform that our signature Kirloskar Lowest Lifecycle Cost (LLC) pump series recently received patents for:

- Bearing Housing Arrangement for Horizontal Split Case Pumps
- Anti-rotational Fitting Arrangement for Horizontal Split Case Pumps Wear-ring

The LLC pump, which has a low-life cycle cost as compared to the conventional pumps, helps reduce energy, maintenance and ownership costs substantially. Thanks to its sustained energy efficiency over a longer period and lowest pump downtime, the LLC pump series has been gaining increasing acceptance year on year.



Patent Certificates for LLC Pump Series

KVM Pump: Recipient of India Design Mark 2020

We are proud to share that KBL was conferred with the prestigious India Design Mark 2020 for its KVM vertical multi-stage pumps. The breakthrough design impressed everyone with its lightweight, supreme quality standards, high efficiency and its ability to operate without any manual intervention. India Design Council (IDC) is a national strategic body established by the Government of India with an aim to promote best design practices in the country. India Design Mark is a design standard granted by the IDC to products that

are aesthetically appealing and socially responsible. The design standard is backed by a stringent

evaluation process that symbolises product excellence in the form of quality and innovation.



Kirloskar KVM Pump

KBL Submersible Pump Models Receive BIS Certification

We are proud to inform that we recently received the BIS certificate from the Bureau of Indian Standards (BIS) for 33 models of our submersible pump sets.

BIS is the National

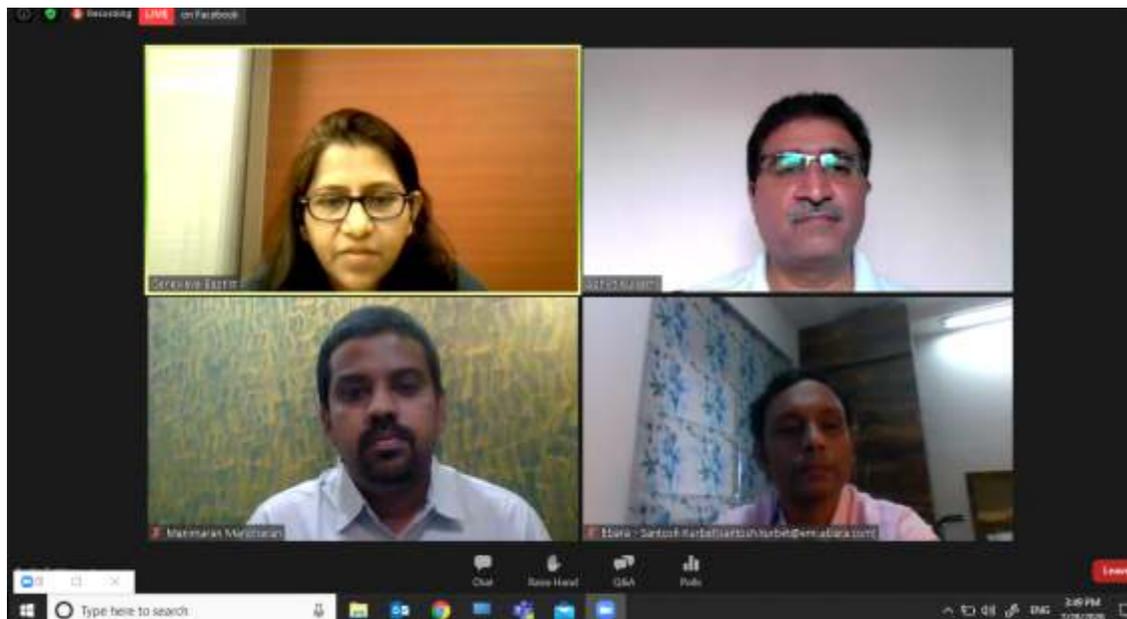
Standards Body of India established under the BIS Act 2016 for the harmonious development of the activities of standardisation, marking and quality certification of goods and for matters

connected therewith or incidental thereto. BIS Certification is a means for providing third party guarantee of quality, safety and reliability of products to the customer.



BIS Certified KBL Submersible Pump Series

Webinar : Sourcing of Pumps, ISH Event



Abhijit Kulkarni, DM, KBL, was among the chief panellists in the webinar session on sourcing of pumps organised by ISH, India, recently.

ISH-2020 (Virtual event)

KBL participated in first-of-its-kind ISH-2020 virtual exhibition where we showcased our range of

fluid management products for the Building & Construction sector.

“The ISH India, powered by Indian Plumbing Association (IPA), is an international trade fair for plumbing, sanitation, bathroom & kitchen, renewable energy and home automation systems in India.”



Snapshot of KBL Corporate Film showcased during the ISH-2020 Virtual Event

Indian Plumbing Professionals League 2020

KBL was among the principal sponsors at the Indian Plumbing Professionals League (IPPL) 2020, a knowledge sharing & skill enhancement platform for better

plumbing practices, which was held online this year. Mr. Abhijit Kulkarni, DM, KBL, who was among the prominent panellist speakers during the two-day

event, gave a presentation and briefed the audience about ‘Smart Packaged Pumping Systems.’

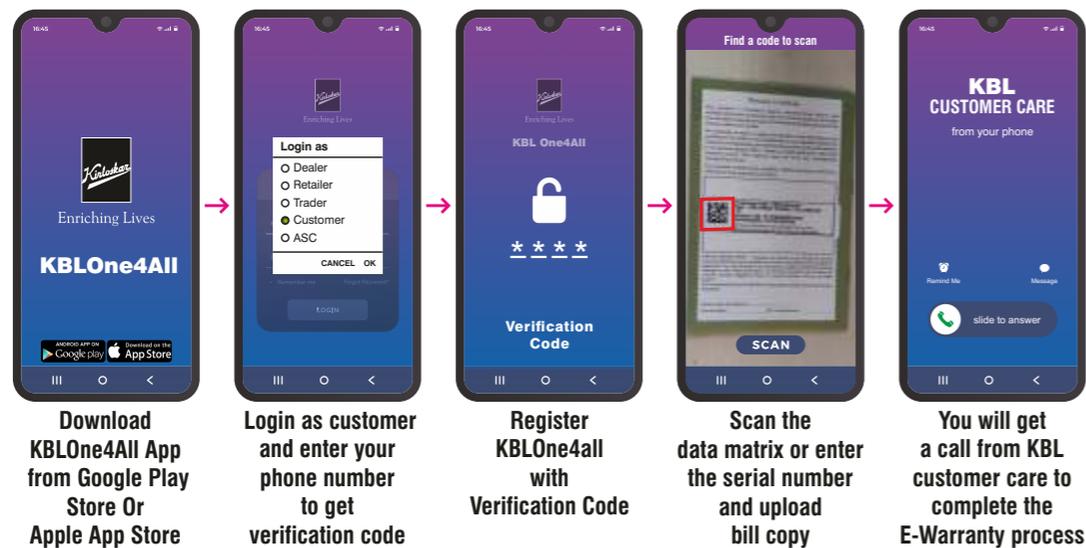


Presentation on Smart Packaged Pumping System by Mr. Abhijit Kulkarni, DM, KBL

5 Steps to register your Kirloskar Pump's E-Warranty with KBLOne4All App

WHY SHOULD YOU REGISTER?

- ✓ Fast servicing
- ✓ Hassle free and paperless transaction
- ✓ Product genuinity
- ✓ Useful maintenance tips



3 Options to scan data matrix code and to find the product serial number to register E-Warranty: Warranty Certificate OR MRP Sticker OR Pump Name Plate

ALWAYS BUY PUMPS WITH

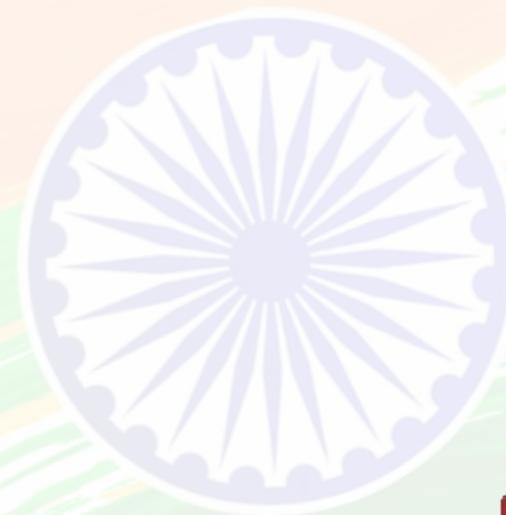


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A Kirloskar Group Company

OUR COMPANIES



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