

## A LOOK BACK AT 2017

### Q1



#### KSB ZAMBIA

The South African holding company KSB Pumps S.A. (Pty) Ltd. acquires KSB Zambia Limited. Based in Kitwe, the company supplies pumping equipment for the mining industry and water applications.



#### BEREAVEMENT

Dr. Wolfgang Kühborth dies at the age of 92 on 31 January; many employees mourn his loss. A descendant of the Klein family, KSB's founders, Dr. Kühborth occupied various positions at KSB, playing a central role in the company's history for around 50 years.

#### USA

KSB divests the business activities of US company KSB AMRI, Inc. with effect from 31 January. Located in Houston, Texas, the company produces butterfly valves and actuators for the chemical industry. The sale is part of an initiative to streamline the Group's structure.

#### NEW PRESSURE BOOSTER SYSTEM

KSB showcases its new range of fully automatic pressure booster systems, KSB Delta Compact, at the ISH trade fair. The energy-efficient systems are designed for water supply applications in residential buildings, trade and industry. They ensure constant pressure even with fluctuating water consumption.



### Q2



#### TRAINING

KSB is considered one of "Germany's top training companies 2017" according to a study commissioned by Deutschland Test and the Focus Money business magazine. The study evaluated the training quality of the 5,000 largest employers in a range of industries.



#### NEW FACTORY

After just ten months of construction work, KSB opens a modern factory in Shirwal, India, for producing pumps destined for power plants. Representing an investment of 40 million euros, the building fulfils high standards with regard to energy efficiency and environmental protection. It also provides the necessary space for modernising and expanding pump production. India is one of a group of countries with an underdeveloped energy supply infrastructure.

#### CHANGE IN LEGAL FORM

The Annual General Meeting adopts a resolution to convert KSB Aktiengesellschaft into a partnership limited by shares [*Kommanditgesellschaft auf Aktien – KGaA*]. From 2018, the company can trade under the name of KSB SE & Co. KGaA and will be led by a separate management company.



#### AWARD

KSB's Business Innovation Lab is crowned "Newcomer of the Year 2017" by the Capital business magazine. KSB specialists, external experts and students have been developing new business models at the think tank since the beginning of the year. Their mission is to facilitate KSB's digital transformation.



# Q3



## WASTE WATER PUMPS

KSB is awarded the contract to supply the pumping equipment for a large waste water treatment plant in Qatar. The plant is being built approximately 50 km north of the capital city, Doha. After it has been commissioned, the plant will treat around 56,000 cubic metres of waste water every day.

## FORCES OF NATURE

A hurricane, earthquakes and heavy storms in August and September impact business operations at several of our smaller facilities in Texas, Mexico City and Zarautz in Spain. Emergency plans are initiated, highlighting the effectiveness of alternative work processes.

## PUMPS FOR MEDINA

KSB supplies more than 100 pumps for a district cooling system designed to handle the air-conditioning of new hotel complexes which are being built in the Saudi Arabian pilgrimage city of Medina. The pumps are exclusively equipped with mechanical seals manufactured by KSB.

## ONLINE ACCEPTANCE TESTING FOR PUMPS

KSB pioneers a world first by offering online acceptance testing in Halle, Pegnitz and Shanghai. While in the past customers had to attend acceptance testing on site, they can now remotely monitor the process in real time, saving them travel time and costs.



## NEW BUTTERFLY VALVES

The new APORIS double-offset butterfly valve with elastomer sealing element extends KSB's product range. This valve is used for applications where customers need to transport water through pipelines under high pressures over long distances.



# Q4



## DIGITALISATION

October sees more than 2,500 KSB employees worldwide start working with the new Cloud for Customer (C4C) system to manage their customer data and respond more quickly to customers' needs. Sales and Service staff can access the information on their mobile devices any time, anywhere.



## PUMP TEST STAND

A new pump test stand for standard pumps is commissioned in Frankenthal capable of testing approximately 3,000 pumps a year. Testing times are reduced by a third.

## NEW MEMBERS OF THE BOARD OF MANAGEMENT

Dr. Stephan Timmermann joins the company as the Chairman of the Board of Management. Over the course of the year, the Supervisory Board has made four new appointments to the company's executive management body: Dr. Matthias Schmitz (Finance), Ralf Kannefuss (Sales and Service), Dr. Stephan Bross (Technology) and the new Chairman of the Board of Management.



## PROTOTYPE

KSB completes the prototype for a compact, high-efficiency motor. By integrating the frequency inverter into the motor, developers have been able to reduce the unit volume by over 25 percent compared with the traditional design.

