

Welcome to KSB

We Make the World Flow Round





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1. **KSB Group** 凯士比集团

2. **KSB China** 凯士比在中国

3. **KSB China - Pump Division** 凯士比中国 – 水泵业务

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5. **KSB China – Develop & Future** 凯士比中国 – 发展与未来



KSB Group and Brand **About us** 凯士比集团

KSB is one of the leading suppliers of pumps, valves, system solutions and services. Our brand stands for quality, excellence, reliability and a global perspective.

凯士比是世界领先的泵、阀及系统设备制造商、服务商。

以高质量，精益求精，可靠性和全球化致力打造的国际品牌。



It all started with an idea
Experience since 1871
创始于1871年

With his invention of the boiler feed apparatus more than 130 years ago, Mr. Johannes Klein laid the foundations for today's global success story we know as KSB.

从130多年前发明的锅炉给水设备开始, Johannes Klein 成就了今天的KSB.



KSB Group 凯士比集团

Key figures 数据摘要

Financial year 2010*

2010年财务报告

Order intake 定单:

€ 2,075.6 million* (百万欧元)

Sales revenue 销售额:

€ 1,949.7 million* (百万欧元)

Earnings (before taxes) 收入
(税前):

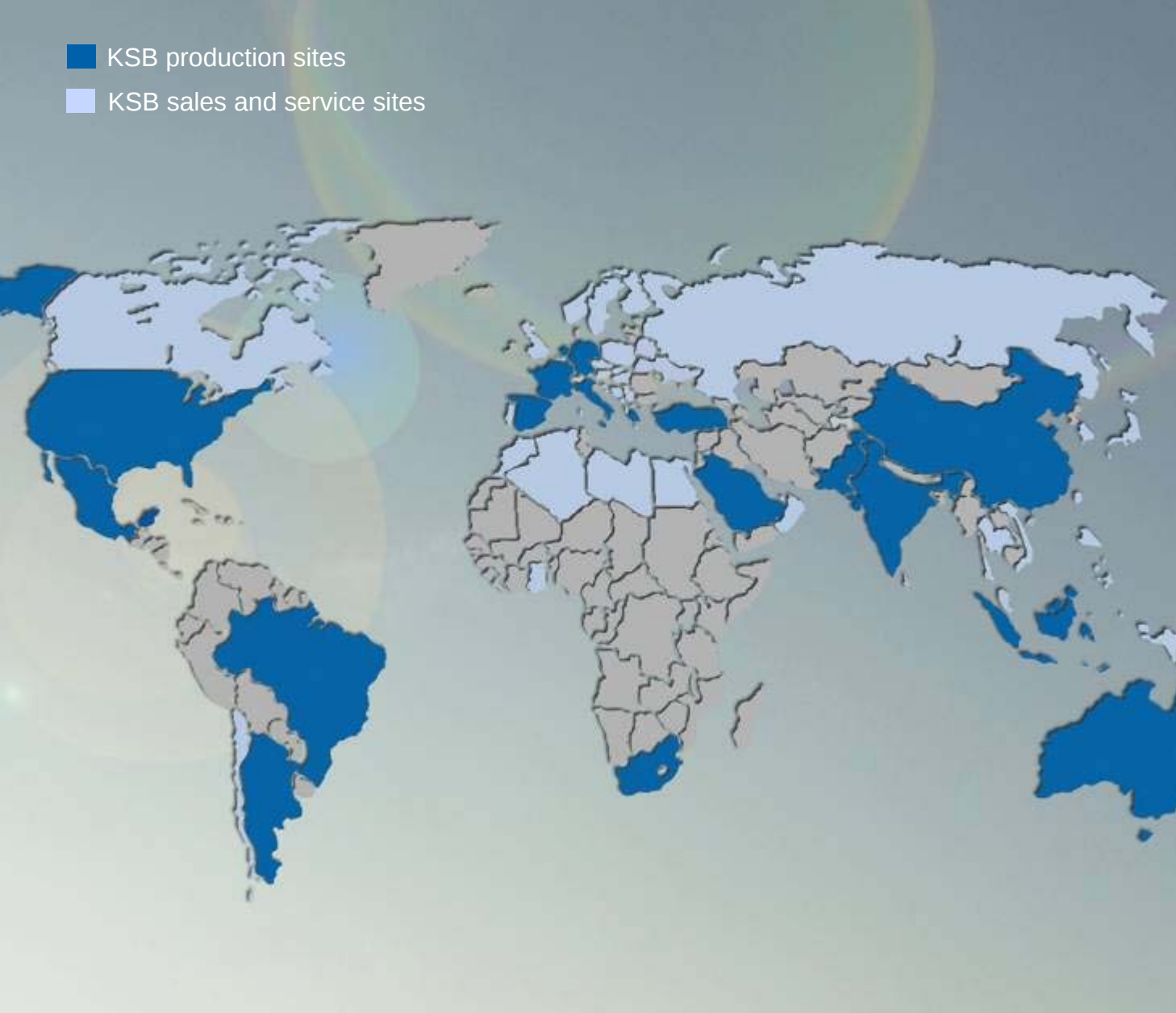
€ 173 million** (百万欧元)

Employees 员工:

14.629*

*) Financial year 2010 (preliminary figures)

**) Financial year 2009

- 
- A world map with a light blue background. Dark blue areas represent KSB production sites, and light blue areas represent KSB sales and service sites. Production sites are concentrated in North America, South America, Europe, and parts of Asia and Africa. Sales and service sites are more widespread, covering most of the world's landmasses.
- KSB production sites
 - KSB sales and service sites

On the spot around the world

A global company

全球化集团

Europe 欧洲市场

Market volume* : € 13.8 bn

Asia/Pacific 亚太市场

Market volume* : € 13.2 bn

Americas 美国市场

Market volume* : € 11.8 bn

Middle East/Africa 中东/非洲市场

Market volume* : € 4.0 bn

* Centrifugal pumps and valves including Service;
last updated: March 2010



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Milestones of KSB development in China 在中国大事记

1993

KSB Jebsen (China) Ltd. founded for import business in China and Hong Kong
KSB 与捷成洋行合资建立KSB香港贸易有限公司

1994

KSB Shanghai Pump Co., Ltd. established as JV between Shanghai Electric Group (49%) and KSB Group (51%)
由德国KSB（51%）和上海电气集团（49%）共同出资组建上海凯士比泵业有限公司成立

1995

KSB Group took over all shares from Jebsen to establish 100% owned KSB Limited (Hong Kong)
KSB 全资建立香港有限公司

2004

Dalian KSB Amri Valves Co., Ltd. registered as 100% owned company of KSB Group in China
KSB集团全资建立大连阀业有限公司

2005

KSB Group increased share holding in KSB Shanghai Pump Co., Ltd to 80%
KSB集团增持上海凯士比泵有限公司股份至80%

2005

Establishment of KSB Valves (Shanghai) Co., Ltd. as 100% owned company of KSB Group
KSB集团全资建立上海凯士比阀业有限公司

2007

Establishment of KSB Industry Standard Pump Workshop in Minhang, Shanghai, China
KSB中国在上海闵行成立工业标准泵厂

2008

Shanghai Electric – KSB Nuclear Pumps and Valves Co., Ltd established as JV between Shanghai Electric Group (55%) and KSB Group (45%)
由上海电气集团（55%）和德国KSB（45%）共同出资组建上海电气凯士比核电泵阀有限公司成立

2010

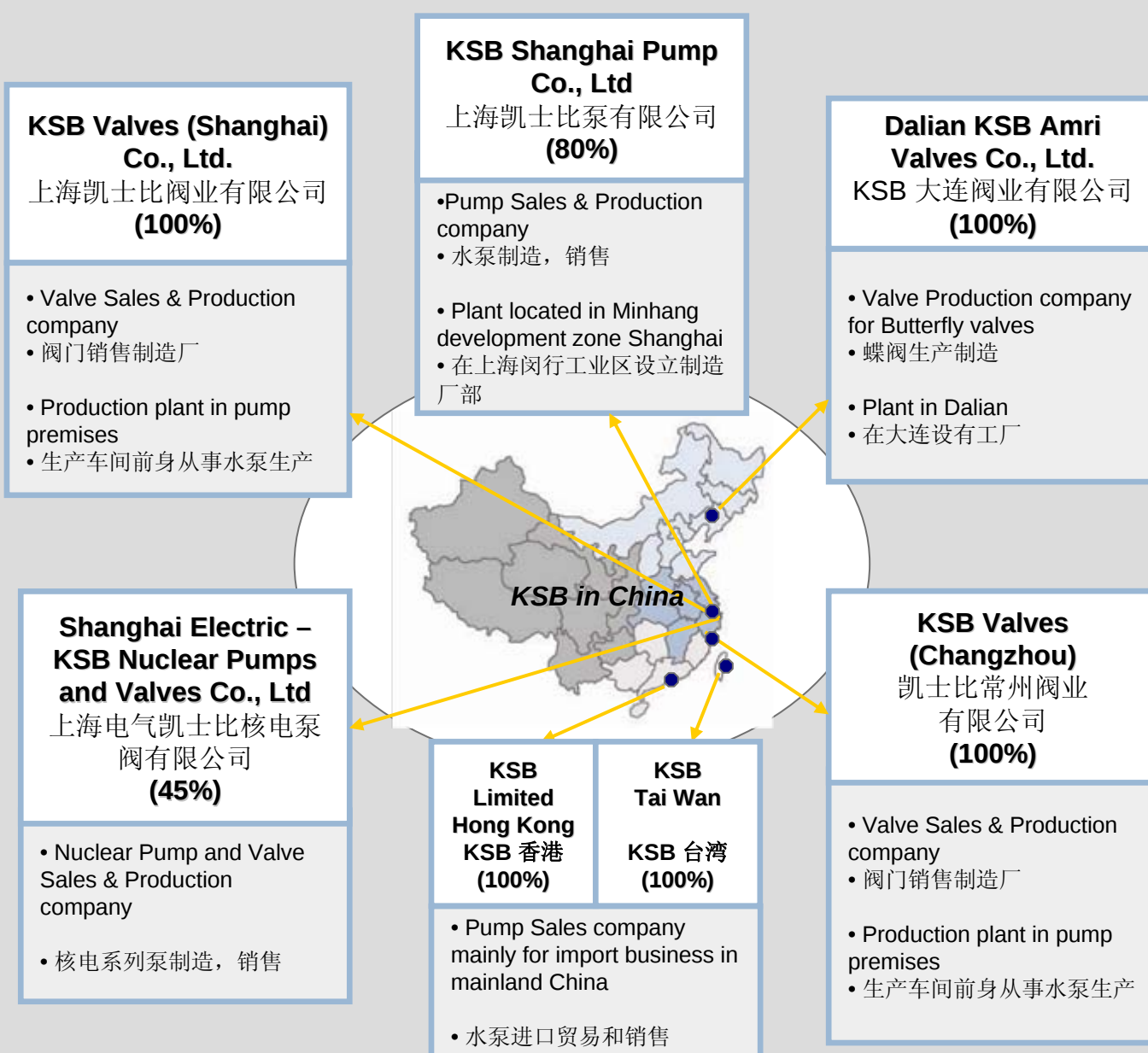
Integrate all Valve productions into new factory in Changzhou, Jiangsu Province
集合阀业生产于江苏省常州生产基地

KSB in China

凯士比在中国

6 companies operating successfully in China 在中国的公司

(Shares held by KSB Group)
(KSB集团出资比例)



West China Sales

- Headquarter in Chengdu
- Responsible for Sichuan, Chongqing, Guizhou, Shaanxi, Gansu, Yunnan, Ningxia, Qinghai, Xinjiang, Tibet Municipal and Provinces.

西部销售中心

- 销售中心：成都
- 负责区域：四川，重庆，贵州，陕西，甘肃，云南，宁夏，青海，新疆，西藏

North China Sales

- Headquarter in Beijing
- Responsible for Beijing, Tianjin, Heilongjiang, Jilin, Liaoning, Inner Mongolia, Hebei, Shanxi, Shandong Municipals and Provinces.

北方销售中心

- 销售中心：北京
- 负责区域：北京，天津，黑龙江，吉林，辽宁，内蒙古，河北，山西，山东

KSB in China

凯士比在中国

A comprehensive network all across Mainland China

国内网点分布

● Sub offices 办公室

1. Xi'an 西安
2. Qingdao 青岛
3. Dalian 大连

● Sub offices (Phase II) 办公室(筹建)

4. Shengyang 沈阳
5. Lanzhou 兰州
6. Hefei 合肥
7. Nanchang 南昌

▲ Residence Engineer(驻地工程师)

8. Wuhan 武汉
9. Kunming 昆明
10. Chongqing 重庆
11. Xiamen 厦门

▲ Service Center (服务中心)

12. Shanghai 上海
13. Huhehot 呼和浩特 (only service technicians, no workshop yet)
14. Guangzhou 广州



East China Sales

- Headquarter in Shanghai
- Responsible for Shanghai, Henan, Hubei, Anhui, Jiangsu, Zhejiang, Jiangxi, Municipal and Provinces.

华东销售中心

- 销售中心：上海
- 负责区域：上海，河南，湖北，安徽，江苏，浙江，江西

South China Sales

- Headquarter in Guangzhou
- Responsible for Fujian, Guangdong, Guangxi, Hainan, Hunan Provinces.

南方销售中心

- 销售中心：广州
- 负责区域：福建，广东，广西，海南，湖南



Serving Valued Customers in China



Single Stage



Multistage



Submersibles



Automation



Valve Biz

KSB Valve
(Shanghai)
Co.,Ltd

凯士比阀业上海
有限公司

Nuclear Pump Biz

Shanghai Electric –
KSB Nuclear
Pumps and Valves
Co., Ltd

上海电气—凯士比
核电泵阀有限公司

Non Nuclear Pump Biz

KSB shanghai
Pump Co.,Ltd

上海凯士比泵
有限公司

Service Biz

KSB shanghai
Pump Co.,Ltd

上海凯士比泵
有限公司

KSB in China

凯士比在中国

Strategy, Organisation & Corporate Culture

战略, 组织结构 & 企业文化

Serving Valued Customers
with market oriented quality
Products & Services

Achieving long-term
objectives of sustainable
growth & profitability

为客户提供市场导向的优质产品
及服务

从中达到可持续性增长及盈利的
长期目标



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KSB in China – Pump
凯士比在中国 – 泵业

Strong Production Base

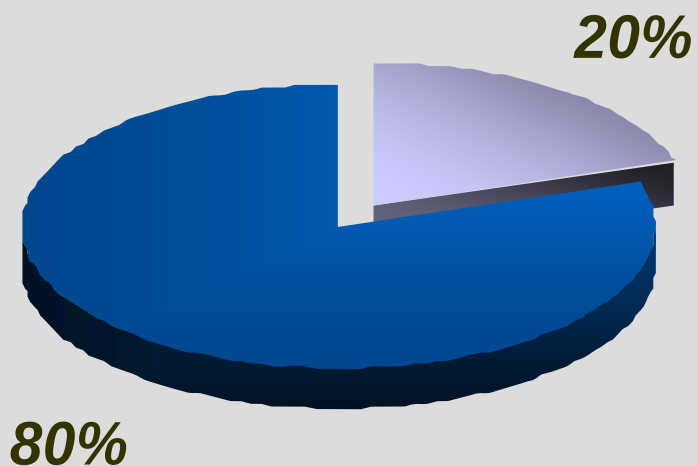
强大的生产基地

KSB Shanghai Pump Co., Ltd.
上海凯士比泵有限公司

Located at the Minhang Economic &
Technological Development Zone,
Shanghai
坐落于上海闵行工业园区

Plant area of 137.000 square meters
占地137,000平方米

股权结构 Capital contribution



KSB in China – Pump
凯士比在中国 – 泵业

Strong Production Base 强大的生产基地

KSB Shanghai Pump Co., Ltd is a Joint Venture pump manufacturing company between KSB AG and Shanghai Electric (Group) Corporation

上海凯士比有限公司是上海电气与KSB集团的合资公司

Total Registered Capital: US 27mio
注册资金2700万美金

Total Investment: US 29.8mio
总投资2980万美金

900 employees
900名员工



KSB China - Pumps

First class pumps by KSB Shanghai Pump Co., Ltd.



KSB Shanghai Pump Co., Ltd.
has become the most important supplier of
technically advanced pump products in China.

Product Range (selection)



Etanorm



CPK/N



RDL/O



Amacan



Amarex KRT



Omega



HG



CHTC



HPK



SEZ

KSB China – Pumps: competent in all applications

 Water Supply	 Sewerage	 Industry	 Energy Supply	 Construction
				
		Applications		
• Water extraction including seawater desalination • Water treatment • Water transport	• Effluent treatment plants in industry and the public sector • Sewage pumping stations	• Mining • Manufacturing ▪ Chemical and Petrochemical Industry ▪ Transport	• Electric power generation, transmission and distribution • Gas; distribution of gaseous fuels through mains • Steam and air conditioning supply	• Construction of buildings • Electrical installation • Plumbing, heat and airconditioning installation



KSB in China

凯士比在中国

Drinking water supply is a global challenge. KSB products and services help establish and expand infrastructures.

部分业绩 **Partial Project Reference**

枣庄市供水总公司(2010.Omega)
Zaozhuang City Water Supply Corporation

呼和浩特春华威嘉水务(2010.OMEGA)
Huhehaote Chun hua Weil Water Group

郑州中法原水有限公司(2010.RDL)
Zhengzhou French Raw Water Co., Ltd.

潍坊市自来水有限公司(2010.Omega)
Wei fang Water Works

上海可瑞水技术有限公司(2010.CPKN)
Christ Water Fech Co.,Ltd

泰州金州水务有限公司(2010.RDLO)
Tai zhou jinzhou Water Group

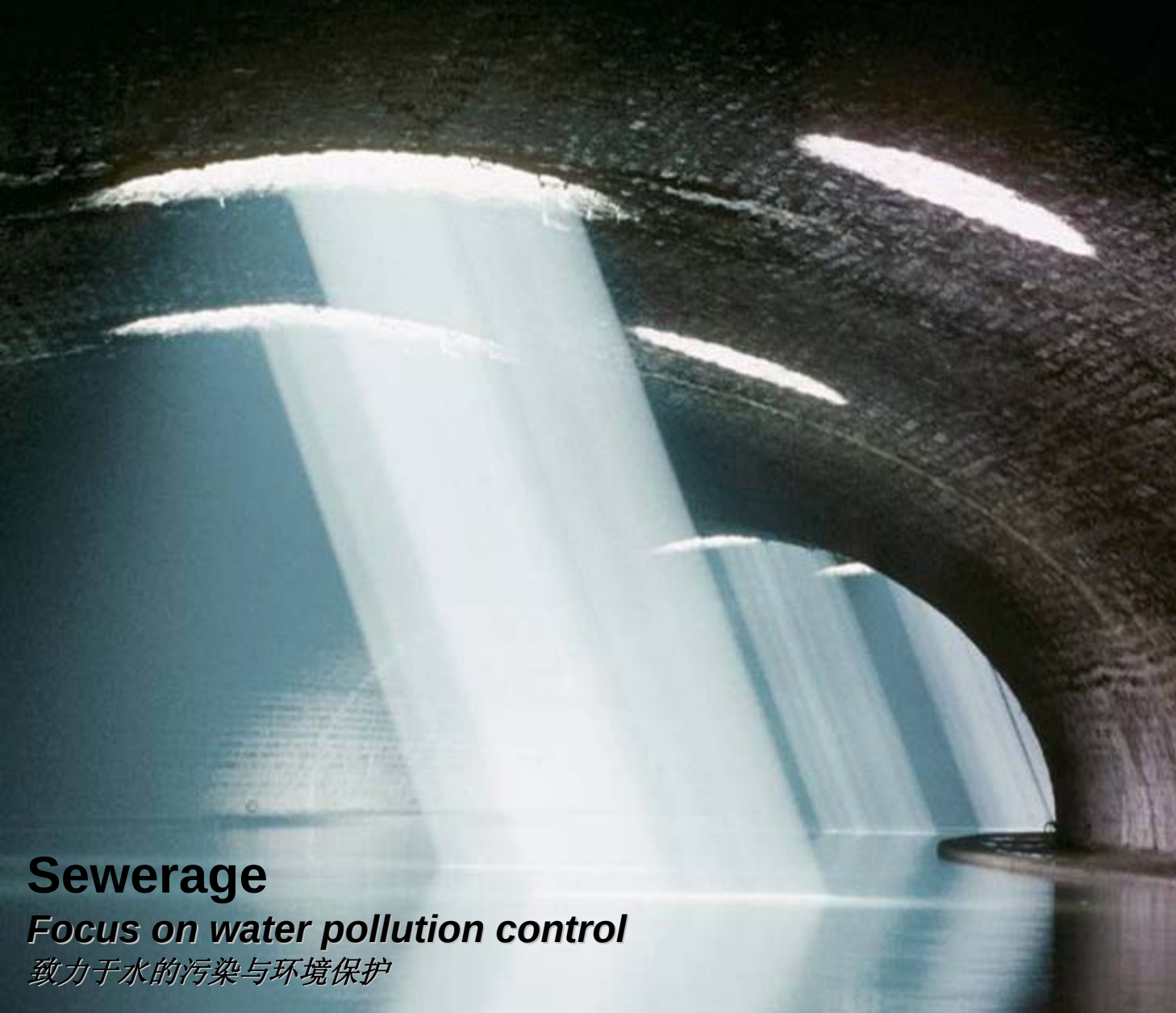
黄水河泵站(2010.RDL)
Yellow River Pump Project
南京远古水业股份有限公司(2010.RDL)
Nan jing yuangu Water Group



Water Supply水

Know-how for water supply

精湛的供水工艺



KSB in China

凯士比在中国

Environmental Protection is a global challenge. KSB products and services help establish and expand infrastructures.

部分业绩 **Partial Project Reference**

宜兴市华骐污水处理有限公司(2010.KRTK)

Yixing, Hua Qi Sewage Treatment.

上海沪东给排水设备工程公司(2010. KRTK)

Shanghai east drainage company.

上海市浦东新区城市排水管理所(2010.KRTK)

Pudong New Area urban drainage.

马鞍山中铁水务有限公司(2010.Amamix)

Ma an shan city Iron Water Group.

惠州金山污水处理厂(2010.KRTK)

Hui zhou jinshan Sewage Treatment.

广东省广业环保产业集团(2010. Amarex)

Guangdong Guangye Environment Group.

江苏江都建设集团有限公司(2010.Amarex)

Jiangdu Construction Group.

杭州康诺管业有限公司(2010.SPN.KRTK)

Hang zhou Connolly Pipe Industry Group.



Sewerage

Focus on water pollution control

致力于水的污染与环境保护



Industry 工业
Broad product range
产品应用广泛

KSB in China

凯士比在中国

**Broad product range &
sophisticated material technology
combined with lots of application
know-how are the key to success**

部分业绩 **Partial Project Reference**

扬子石化-巴斯夫有限责任公司(2010.KRTK)
YPC-BASF Company.

苏州奥加诺水处理(2010.Movitec)

Su zhou Organo Water Treatment

珠海巨涛海洋石油(2010.RPH)

Zhu hai jutao Offshore Oil Services.

科宁化工(中国)有限公司(2010.Movitec)

Cognis Chemicals (China) Co., Ltd.

嘉兴石化有限公司(2010.RDL)

Petrochemical Co.,Jiaxing.

杜尔涂料系统工程(上海) (2010. Eta)

Doerr Coating System Engineering (Shanghai)

南京帝斯曼东方化工有限公司(2010.CPKN)

DSM Nanjing Chemical Co., Ltd.

克拉玛依市赛达化工有限责任公司(2010.KRTK)

Saida Karamay Chemical Co.,Ltd.

Energy Supply 能源

Efficient and reliable operation

高效与可靠的设备



KSB in China
凯士比在中国

With cooling water, boiler feed and condensate pumps for all types of power stations KSB ranks among the world's best. Reliable high-pressure valves round off our portfolio.

部分业绩 Partial Project Reference

山东电力基本建设总公司(2010.NLT)
Shan dong Electric Power Construction Group.

华能吉林发电有限公司(2010.HG.NLT)
Huaneng Ji lin Power Plant.

山东鲁能(2008.CHT.6台.YNKN.4台.NLT.4台)
Shandong Luneng

哈尔滨电站工程有限责任公司(2010.SQ.HG)
Harbin Electric Power Plant.

牡丹江热电有限公司(2010.RDL)
Mudanjiang Thermoelectric

申能股份有限公司(2010.NLT)
Shenergy Co.,Ltd.

东方电气(2010.NLT.CHTC)
Dongfang Electric Corporation.

西北电力工程(2010.YNKN)
Northwest Electric Power Engineering

Construction

Expertise at all levels

满足所有大楼的需要



KSB in China

凯士比在中国

KSB thinks big: with technical equipment for hotels, banks, sports stadiums and airports.

部分业绩 Partial Project Reference

三亚中恒投资建设有限公司(2010.Movitec)
Sanya zhongheng Investment construction.

诺凯暖通系统(昆山)有限公司(2010.Eta)
Nocquet HVAC Systems (Kunshan).

德国普罗名特流体控制(2010.Movitec)
Germany Prominent Fluid Control.

广东省南方环保生物科技有限公司(2010.Movitec)
Southern Environmental Biotechnology.

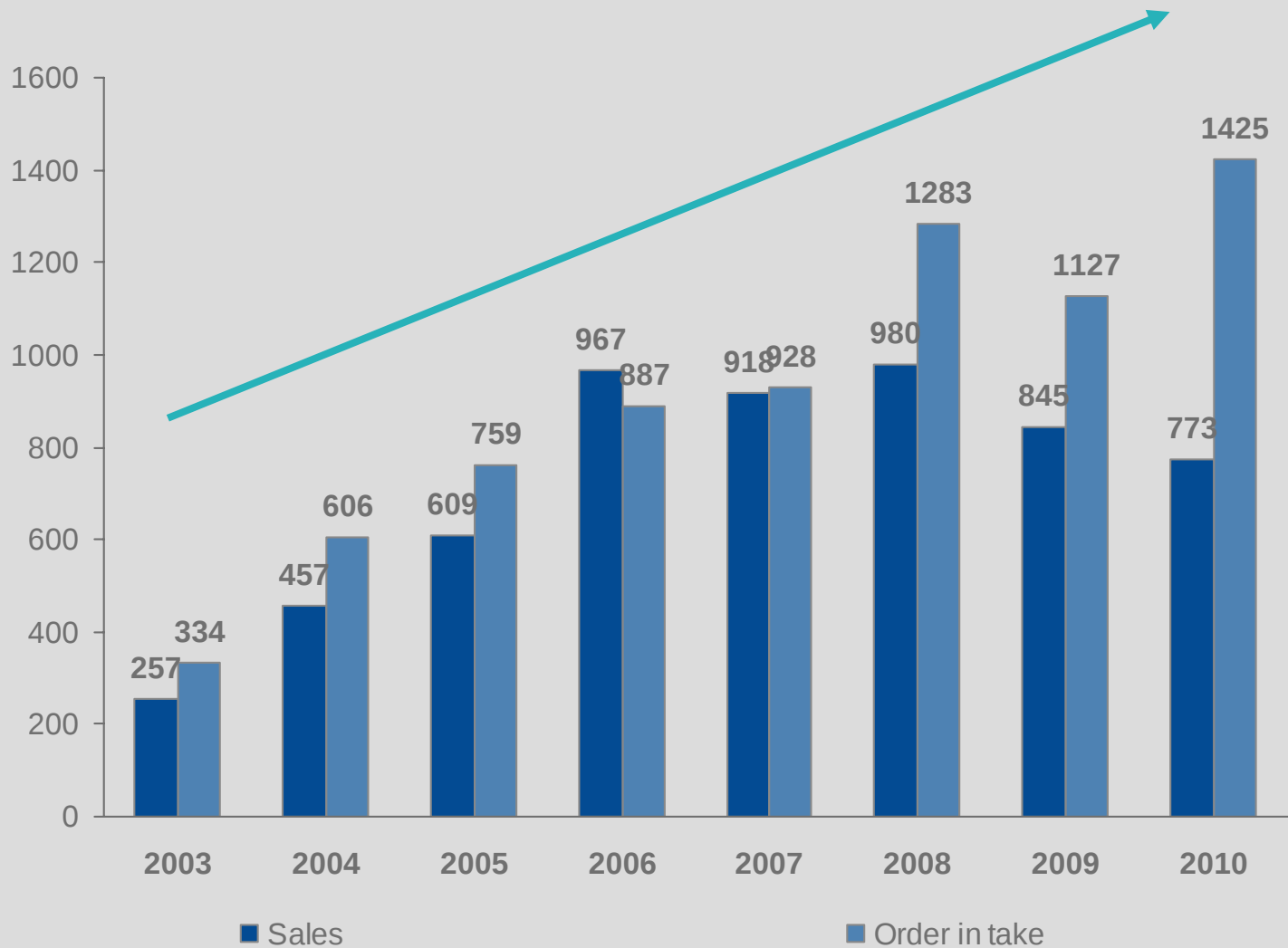
四川海普工控技术有限公司(2010.Movitec)
Sichuan haipu Industry Technology.

北京欧斯纳机械设备有限公司(2010. HPK)
Beijing Ou Sina Machinery Equipment.

大连惠泽尔流体控制有限公司(2010.Eta)
Dalian Hui Zell Fluid Control Co.,Ltd.

上海锐腾实业有限公司(2010.Compacta)
Shanghai Ruiteng Industry Co.,Ltd.

(in million RMB, 百万人民币)

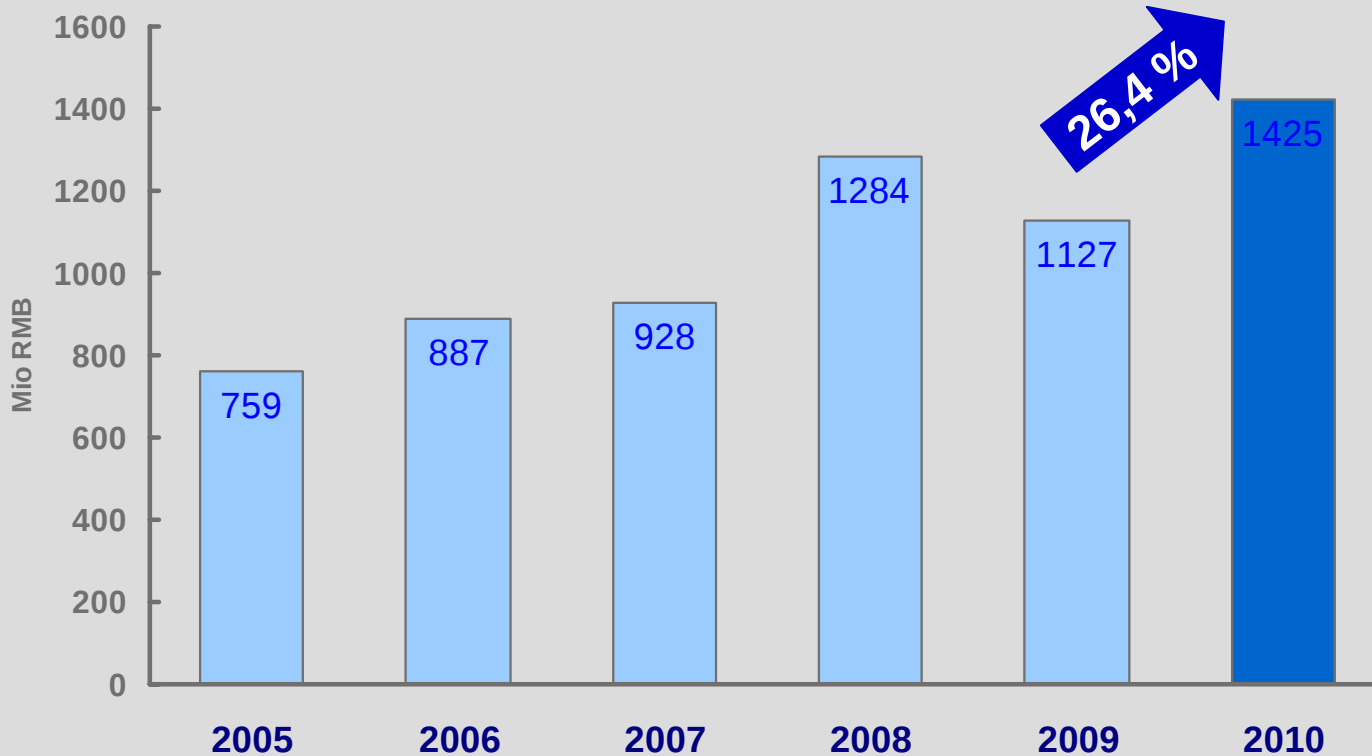


KSB in China – Pump
凯士比在中国 – 泵业

Sales & Order Intake 销售与承接定单

- CARG 30%
- 年平均增长率超过30%

Order Intake 2005 – 2010 / 2005-2010 承接订单



Sales & Order Intake 销售与承接订单

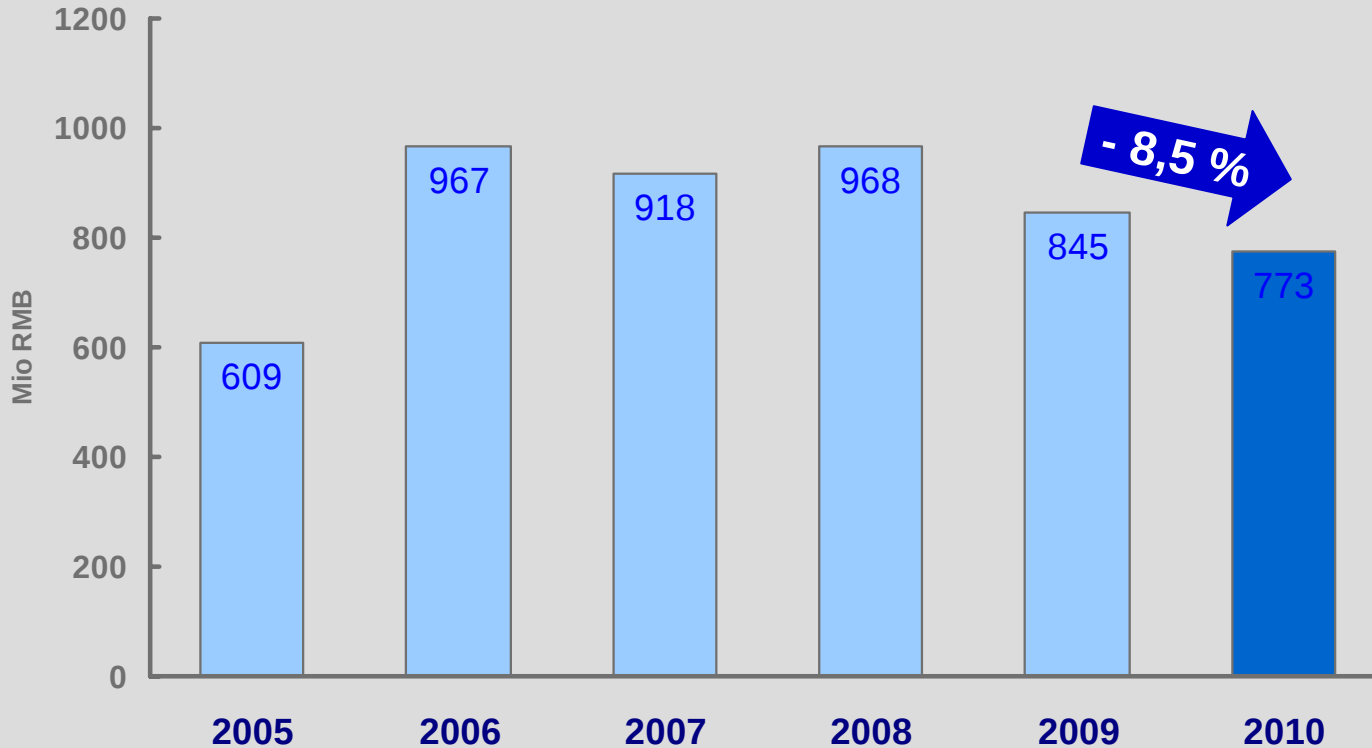
KSB Shanghai came back to an order intake growth in 2010.

The order intake of 2010 is still including nuclear classified business.

上海凯士比于2010年恢复了承接订单的增长。

2010年的承接订单仍然包含核级泵业务。

Sales Revenue 2005 – 2010 / 销售收入2005-2010



KSB Shanghai Sales 2010 is far behind the original budget. Main reasons for this unsatisfying situation are the following:

- Postponed customer orders
- Problems in internal processes after introduction of new SAP-System.
- Order intake of products with short short delivery time was not sufficient during 1st and begin of 2nd quarter.
- increasing delivery times for material supplies in 2nd half of 2010

2010年KSB上海的销售额远低于原定目标。主要原因在于以下几个方面：

- 客户推迟订单
- 引入新的SAP系统后产生的内部流程问题。
- 第一季度和第二季度初期交货期短的订单承接不足。
- 2010年下半年原材料配送时间增长



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KSB in China – Pump

凯士比在中国 – 泵业

Service 服务

Innovative service solutions on site and in the workshop.

现场和车间创新解决方案

Our services 我们的服务

- 1. Installation, commissioning, maintenance and repair**
安装、调试、维修
- 2. Maintenance inspection management**
维修检查 管理
- 3. Total Pump Management**
全方位泵管理
- 4. System Efficiency Service**
系统效率服务
- 5. Technical consultancy**
技术咨询
- 6. Retrofit, etc.**
改造





KSB in China – Pump

凯士比在中国 – 泵业

Service 服务

On-site Service - Quick on site – whenever the need arises

现场服务 - 随时快速满足现场的需要

Innovative Service solutions on site:

创新的现场服务解决方案:

- **Installation 安装**
- **Commissioning 调试**
- **Repairs 修理**
- **Emergency aid 急救**
- **Maintenance inspections 维保检查**
- **Inspection service 检查服务**



KSB in China – Pump

凯士比在中国 – 泵业

Service 服务

Qualified, quick and cost-efficient

合格、快速、经济、高效

Services, carried out in our regional service workshops:

在我司地区服务中心开展的服务：

- **Repairs 修理**
 - including reports of findings with repair and optimisation recommendations
 - 包括汇报修理和优化推荐方案的结果。
- **Collection and delivery service upon request**
一经要求，开展上门取件和送货服务。

Service 服务

Total Pump Management

泵的全面管理

Service – for your special needs

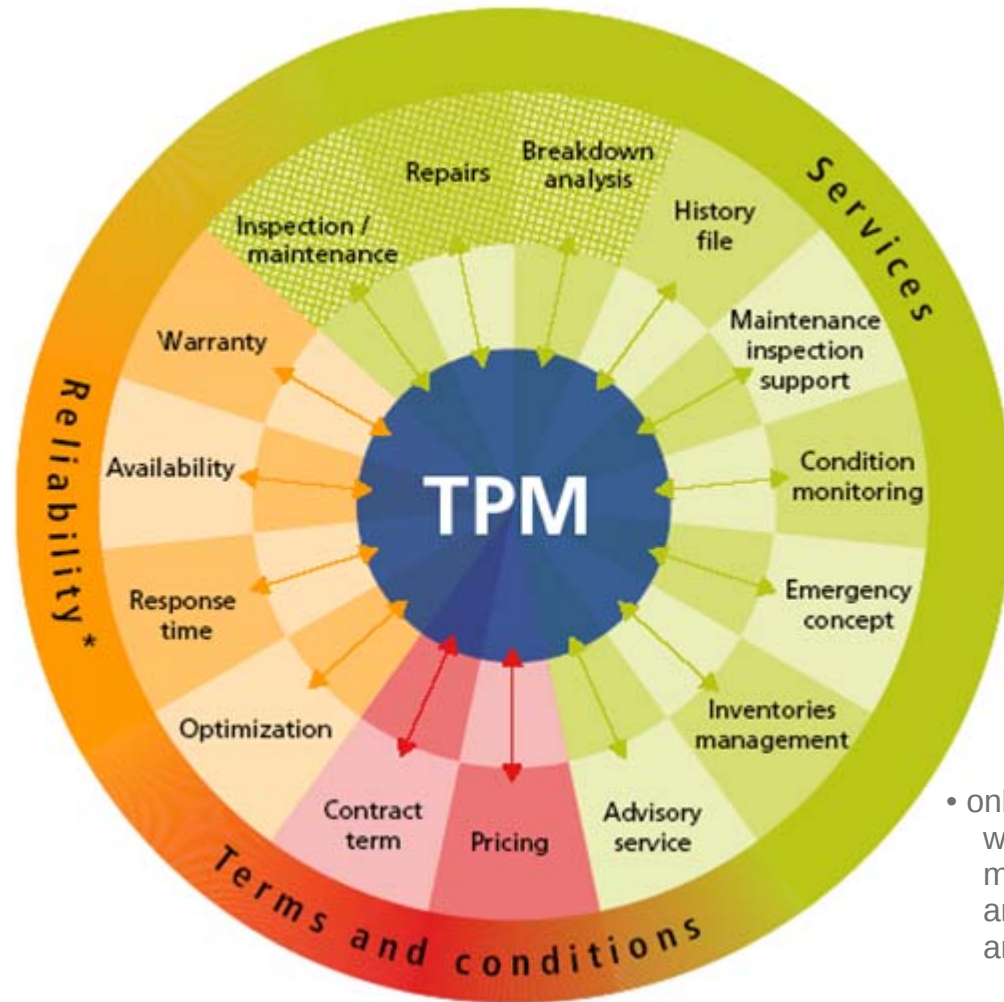
服务-满足您的特殊需要

**TPM is a modular service concept:
You can individually choose and
combine the different modules.**

泵的全面管理是一个模块化的服务理念，您可以单独选择和组合不同的模块：

Your benefits:好处

- **Reduction of your maintenance costs** 降低维保成本
- **Cut in your energy bill** 节省电费
- **Increase in plant availability** 增加成套设备的可利用性



- only in combination with the inspection / maintenance, repairs and breakdown analysis services

• 检查/维保、修理和拆解分析组合服务



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KSB in China

凯士比在中国

Company Culture 企业文化

信任
Trust

诚信
Honesty

Responsibility
责任

Appreciation
互重

Professionalism 专业





KSB in China – First Choice
凯士比在中国 – 第一选择

What sets us apart **特色与优势**

- **German Technology**
• 德国技术
- **High Product Quality**
• 品质优良
- **Understand & respect customers' needs & wants**
了解并尊重客户需求
- **Partnering with Customers**
• 与客户互惠互利的伙伴关系
- **Outstanding Service**
• 完善服务



KSB in China – First Choice

凯士比在中国 – 第一选择

Knowing where we're going --

Our strategy for the future

战略与未来

- **Growth** - through contribution to the development of Chinese market
- **推动发展** - 为中国经济的发展作出积极的贡献
- **Technology transfer** - by introducing state-of-the-art technology and developing local expertise
- **技术转移** - 引进优异的技术并且积极推动本土的研究发展
- **Sharing** - best practices
- **经验共享** - 最佳的行业典范和合作伙伴
- **Environmental protection** - by providing safe and more energy-saving solutions
- **环境保护** - 提供更安全更有效的环保能源节省方案



KSB in China – Pump
凯士比在中国 – 泵业

Continue Improvement Program 持续优化体系

- **Advanced Technology**
• 先进的技术
- **Modern Machinery & Equipment**
• 现代化的机器及设备
- **First-Class Foundry**
• 一流的铸造厂
- **State-of-the Art Testing Facilities**
• 强大的试验设备



- **Address:** 29F Xing-Yuan Technology Building, 418 Guiping Road, 200233, Shanghai, China
- **地址:** 上海凯士比泵有限公司, 上海市桂平路418号兴园大厦29楼, 200233
- **Phone / 电话:** +86-21-6485 1778
- **Fax / 传真:** +86-21-6485 9115
- **Website / 网址:** www.ksb.com.cn
- **E-Mail / 电子邮件:** ksbsales@ksb.com.cn

Thank you!
谢谢!

