

2nd December, 2017

The Manager
Listing Department
National Stock Exchange of India Limited
Bandra Kurla Complex, Bandra (East)
Mumbai – 400 051

Dear Sir/ Ma'am,

Subject: Investors Presentation

Symbol: JASH

Pursuant to Regulation 30 (6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations") please find attached herewith the Investors Presentation.

This is for your information and records.

Thanking You,

Yours Faithfully,
For JASH Engineering Limited



Tushar Kharade
Company Secretary & Compliance Officer
A - 30144
Encl.:A/a



JASH ENGINEERING LTD.



When every drop counts...



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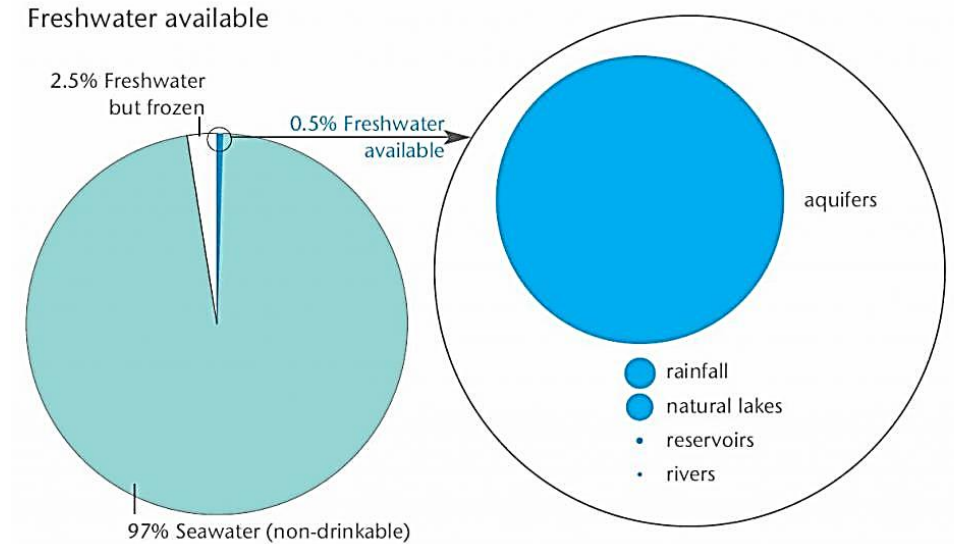
A Multi-Brand, Multi-Product, Multi-Locational, Technology Oriented Company...

1. THE WATER CYCLE : (Someone's output is someone's input – Always !!!)



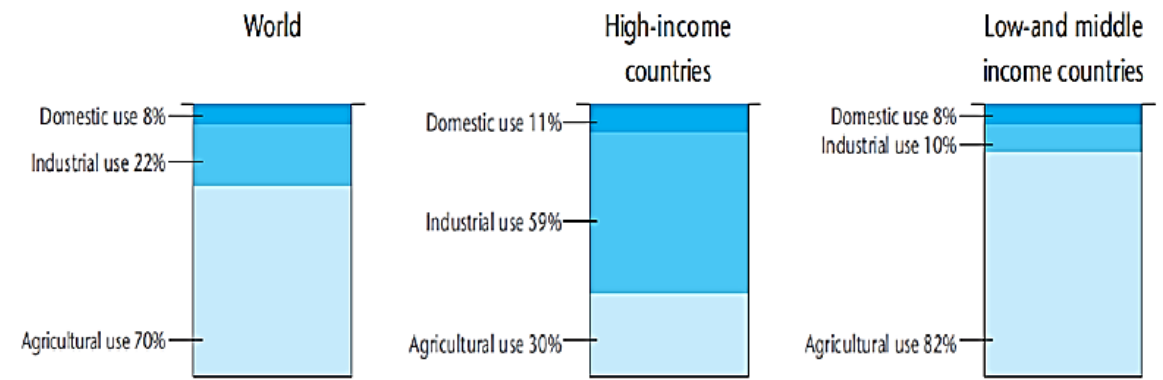
2. FRESH WATER RESOURCE & USAGE

- **70%** of the earth's surface is covered by water.
- Of the total water on earth:
 - **97%** is seawater.
 - **2.5%** is frozen fresh water.
 - **0.5%** is easily accessible fresh water to humans.

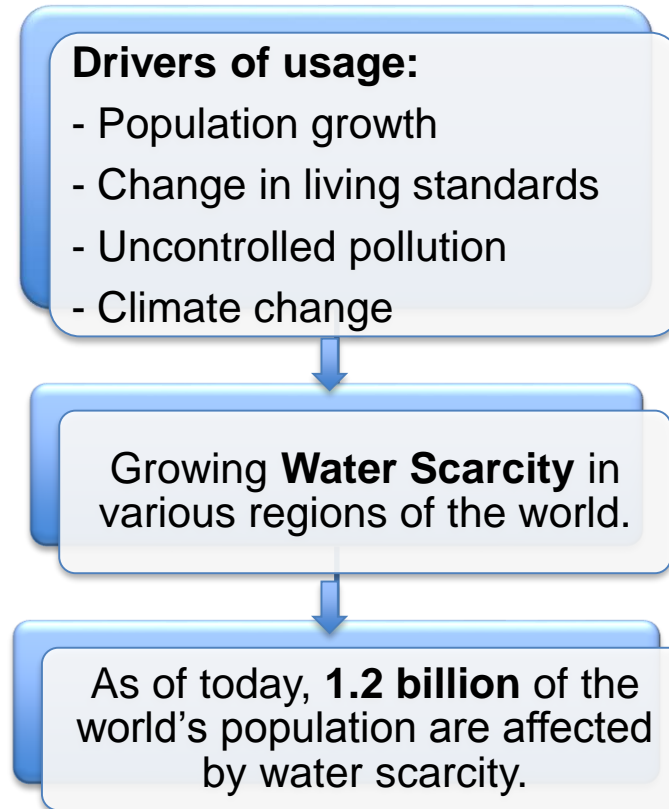


The usage of 0.5% easily accessible water is influenced by living standards & climate condition.

As India moves from low income to high income country the domestic & industrial usage will go up leading to higher investments in water related businesses.

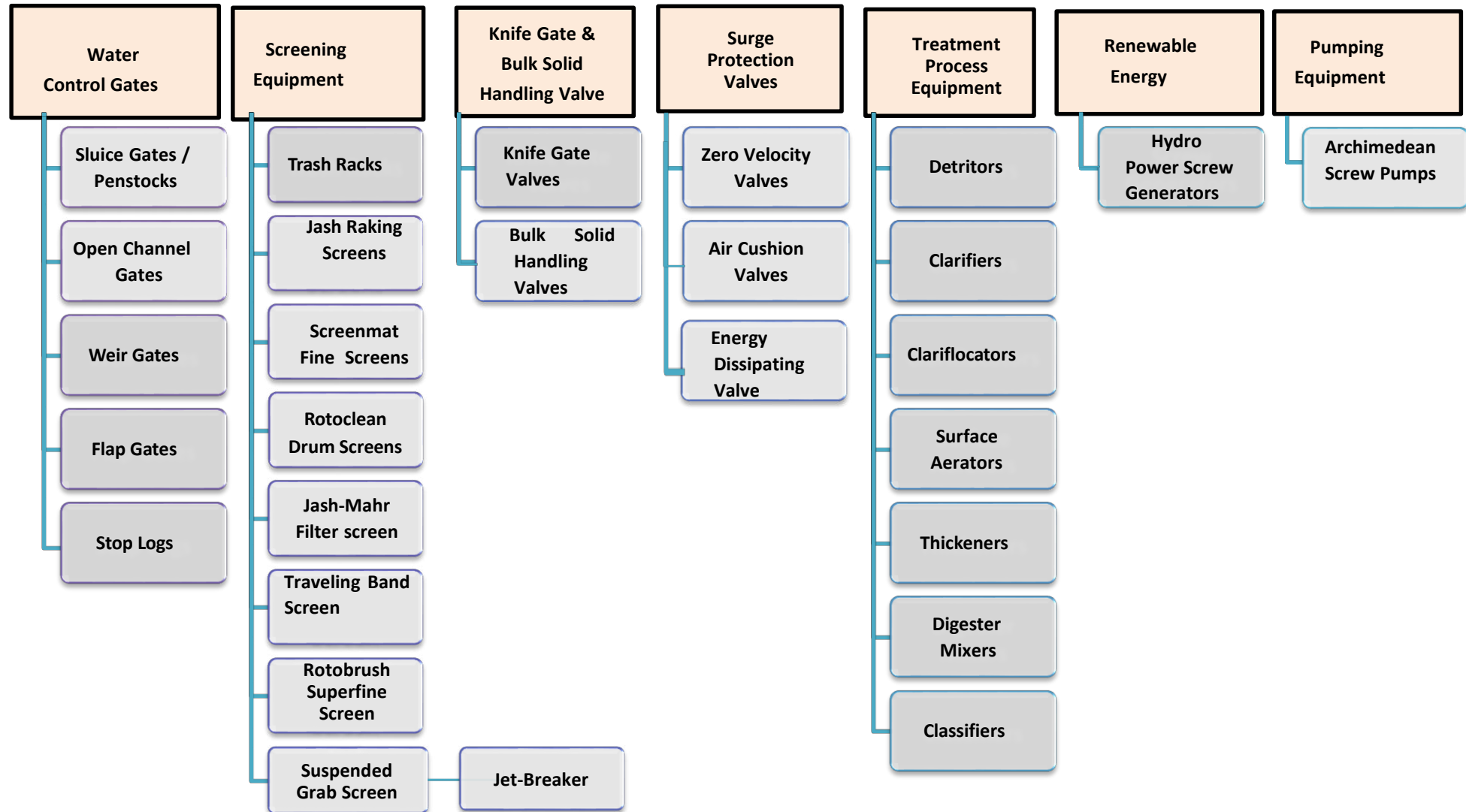


3. CONSEQUENCES OF WATER USE



This will lead eventually to higher reuse of water thereby giving momentum to investment in treatment plants. For example a small country like Singapore having a population of approx. 4 million people is investing up to SG\$ 8 billion in next 7 years to become self sufficient and avoid water scarcity. Jash with its extensive products offering is well geared to participate in the global water cycle.

4. EXTENSIVE PRODUCT OFFERING AS IN 2017



5. HOW THIS EXTENSIVE PRODUCT OFFERING WAS CREATED

Year	Company	Product	Nature
1996	Schuette, GERMANY	Knife Gate Valves, Bulk Solid Valves	Collaboration
2000	Hollung A. S., NORWAY	Screenmat Fine Step Screens Single raked Screens	Collaboration
2008	Weco Armaturen, GERMANY	Mono series Knife Gate Valves	Collaboration
2009	Sureseal, INDIA	Water hammer control valves.	Acquisition
2011	Shivpad Engineers Pvt. Ltd., INDIA	Process Equipment	Acquisition
2011	Rehart Gmbh, GERMANY	Hydro Power Screw Generator Archimedean Screw Pumps	Collaboration
2012	Mahr Maschinenbau GmbH, AUSTRIA	MM2MM Multi-rake Screens Per-Scalator Filter Band Screens Jet Breaker	Collaboration & subsequently Acquisition
2012	Stealth Valves & Controls Limited, CANADA	Energy Dissipating Valves	Collaboration
2016	Rodney Hunt Inc., USA	Water Control Gates	Acquisition

6. RATIONAL FOR VARIOUS ACQUISITIONS

- **SURESEAL, INDIA:** To add niche products of water hammer control in the water conveyance cycle where company had no presence in India.



- **SHIVPAD, INDIA:** To add treatment process equipment and increase the package size of products offered in a particular project.



- **MAHR MASCHINENBAU, AUSTRIA:** To add world renowned Screening technology and brand so that these could be leveraged in export market and help push gates and screens as a package.



- **RODNEY HUNT, USA:** To add world renowned brand and get access into north American market of water control gates. To add top representatives in each state so that they can help in selling screens & knife gate valves.



7. PRODUCT AT A GLANCE

Water Control Gates



Penstocks / Sluice Gates



Open Channel Gates



Downward Opening Weir Gates



Flap Gates



Stop Logs

Valves – LPG & WHC Valve



“ZFI” Series
Knife Gate Valve



“MONO” Series
Knife Gate Valve



Zero Velocity Valve



Air Cushion Valve



Energy Dissipating Valve

Screens & Screening handling Equipment



“JMR” Multi-rake Screen



Mahr Multirake Screen



Mahr Perscalator Screen



Screenmat Step Screen



Filter Band Screen



Rotoclean Rotary
Drum Screen



Rotobrush Rotary
Screen



Hyperbole Static Screen



Trash Rack



Suspended
Trash Rack

Screens & Screening handling Equipment



Belt Conveyor



Screw Conveyor

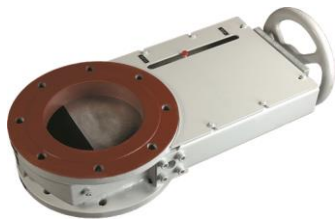


Screw Conveyor
with wash compactor



Jet Breaker Washer Compactor

Bulk Solid Handling Valve



Slide Gate Valve – Version ZFB



Swing Gate Valve – Version KU



Double Flap Valve – Version DFG

Process Equipment



Detritor



Slow speed
floating aerator



Clarifier



Clarifloculator



Slow speed
fixed aerator

Renewable Energy & Pumping



Hydropower Screw Generator



Archimedean Screw Pump

8. WATER USAGE & CORRESPONDING PRODUCTS FROM JASH

S. NO.	Usage	Cycle	Product	% of Total Turnover
1	Human Drinking Water Usage			10-15%
		<ul style="list-style-type: none"> - Collection / Compounding - Pumping - Conveyance - Treatment - Storage - Conveyance - Distribution 	<ul style="list-style-type: none"> - Gates/ Stoplog/ Roller Gates - Gates / Screens - Water Hammer Control Valves - Gates, Screens, Process Equipment - Gates - Gates - Energy Disciplinary Valves 	
2	Human Waste Water Usage Cycle			85%-65%
		<ul style="list-style-type: none"> - Collection - Pumping - Conveyance - Treatment - Disposal 	<ul style="list-style-type: none"> - Gates, Screens, Knife Gate Valve, Screw Pumps - knife gate valves - Gates, Screens, Knife Gate Valves, Process Equipment - Screw Generator, Stop Logs 	

S. NO.	Usage	Cycle	Product	% of Total Turnover
3	Industrial Water Usage			5%-15%
		<ul style="list-style-type: none"> - Collection - Pumping - Conveyance - Treatment - Industrial Process Usage - Reuse/Recycle - Disposal 	<ul style="list-style-type: none"> - Gates - Gates/ Travelling Band Screens, Knife Gate Valves - Water Hammer Control Valves - Gates, Process Equipment - Gates/ Bulk Solid Valves - Gates Process Equipment - Screw Generator 	
4	Strom Water Cycle			5%-10%
		<ul style="list-style-type: none"> - Collection - Pumping 	<ul style="list-style-type: none"> - Gates - Screw Pumps, Flap Valves, Stop Logs, Gates, Trash Rack, Screens 	
5	Agricultural Usage Cycle			0%-5%
		<ul style="list-style-type: none"> - Collection - Pumping - Conveyance 	<ul style="list-style-type: none"> - Gates Screens Valves - Water Hammer Control Screw Generator Gates 	

9. FACILITIES OVERVIEW & TURNOVER CAPABILITY

UNIT-1 CAST PRODUCTS PLANT
BUILT UP AREA: 125,000 SQ. FT.



UNIT-4 SEZ PLANT
BUILT UP AREA: 40,000 SQ. FT.

PLANT UNDER CONSTRUCTION

UNIT-2 FABRICATED PRODUCTS PLANT
BUILT UP AREA: 155,000 SQ. FT.



UNIT-3 SEZ PLANT
BUILT UP AREA: 50,000 SQ. FT.



S. No.	Unit	Plant	Turnover Capability (in crore)
1	Unit-I	Cast Product Plant	75
2	Unit-II	Fabricated Product Plant	200*
3	Unit-III	SEZ Cast Product Plant	100*
4	Unit-IV	SEZ Fabricated Product Plant	125
Total Turnover Potential			500

* Unit2 & Unit 3 can reach this capability after further expansion in these facilities.

10 . STRENGTHENED MANAGEMENT CAPABILITY

The company has developed the management team in last two years so as to become a global leader in water related engineering equipment business. The current management team as in 2017 comprise of :

<p>Mr. L.D. Amin Chairman</p>	<ul style="list-style-type: none"> ▪ Having over 50 years of experience in the field of manufacturing of varied products within the industry. ▪ He is a qualified Mechanical Engineer and is of 80 years of age.
<p>Mr. Pratik Patel Managing Director</p>	<ul style="list-style-type: none"> ▪ Having more than 28 years of experience in the field of marketing and design of engineering products. ▪ Pratik is a Mechanical Engineer and holds an MBA degree majoring in Finance and is of 53 years of age.
<p>Mr. Bhuvanesh Pandey Vice president- Operations</p>	<ul style="list-style-type: none"> ▪ Having more than 16 years of experience in the field of operations within the industry. ▪ Bhuvanesh holds a degree in Electrical Engineering and a diploma in Business Management and is of 39 years of age. ▪ He worked with Andritz Hydro , Austria as head of operations (Bhopal & Delhi) for 10.5 years prior joining Jash.
<p>Mr. H.N. Nagaraj Sr. General Manager- Marketing & Technical</p>	<ul style="list-style-type: none"> ▪ Having over 42 years experience in manufacturing and marketing. ▪ HN Nagaraj is a Mechanical Engineer and an MBA graduate and is of 67 years of age. ▪ Previously, he worked with EMA Precision (earlier Precision Gears) as GM Operations for 26 Years.

Mr. Dharmendra Jain
Chief Financial Officer

- Having over 22 years experience in Finance, accounts and Purchasing.
- Dharmendra is a qualified Chartered Accountant & Cost Accountant and is of 47 years of age.
- Prior to Jash, he worked with Medi-Caps Ltd., as DGM commercial for 9 years.

Mr. Durgesh Tiwari
Head of Designing

- Having over 27 years of extensive experience in the area of Design and Engineering, Repair and Refurbishment Services, Strategic Planning, Project Management, Cost Control and Business Development.
- He is a Mechanical engineer with post graduate certification in management from Strathclyde University Glasgow and is of 49 years of age.
- Prior joining to Jash he has worked as head of engineering and operations in reputed organizations like Bhabha Atomic Research Centre, Sulzer Pumps, Weir Minerals and Colfax corporation .

Mr. Paran Janagan
Sr. General Manager

- Having over 26 years of experience in Product Design and Engineering, Product development and testing, Application engineering and Project management.
- He is a Mechanical engineer and holds a M.S., degree in Mechanical engineering from USA and is of 52 years of age.
- Prior to joining Jash, he has worked in DeZURIK, USA , VAAS industries and Bray controls, India. Served on six AWWA standard committees and holds a patent in Eccentric Plug valves.

Mr. Ranjit Nair
President
(Rodney Hunt USA)

- Having over 18 years of experience in the field of the wastewater industry.
- He is a Mechanical Engineer and holds an MBA degree majoring in Finance and is of 47 years of age.
- Prior to joining Jash, he worked as Vice President of Headworks USA, a leading manufacturing of screens in USA using technology from Mahr Maschinenbau, Austria.
- He has also worked with Spaans Babcock, who are world leader in Screw Pump & Screw Generators business.

Mr. Paul E. Brunelle
Head Of Marketing
(Rodney Hunt USA)

- Having more than 47 years of experience in Rodney Hunt Inc and on 8 AWWA committees.
- He is a Civil Engineer and is of 64 years of age.
- He has negotiated largest single equipment sell to City of New York (1st valued at \$11 million, 2nd 18 million and 3rd 22 million) in 1999 and in 2003

Mr. Robert W. Kibler
Head of Engineering
(Rodney Hunt USA)

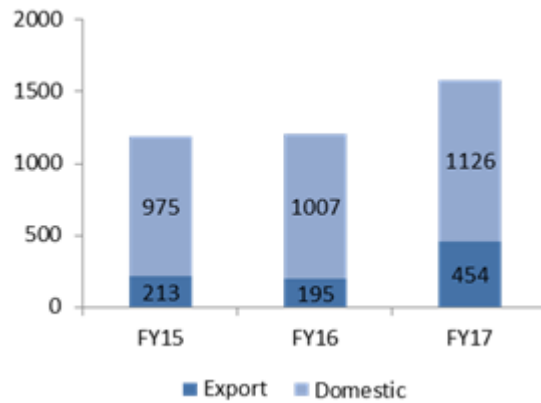
- Associated with over 37 years at Rodney Hunt Inc, last 10 years as Chief Engineer. Having experience of more than 35 years for water control gates.
- Robert holds a degree in Mechanical Engineering and is of 65 years of age.
- He has an extensive experience in designing, project management and managerial function for roller gates for Deep Tunnels and has also worked as consultant to some of the leading cities in USA.

Mr. Gernot Mahr
Managing Director
(Mahr Maschinenbau)

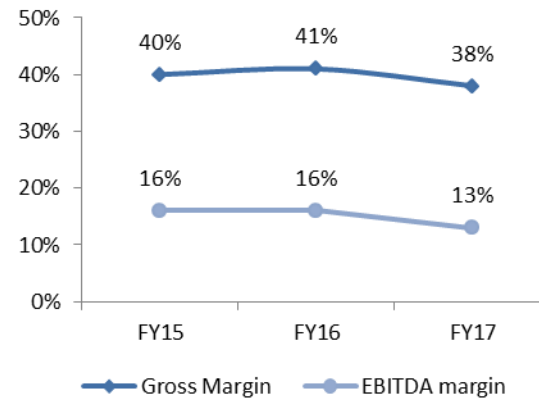
- Having more than 35 years experience in development & marketing of screening equipment.
- Mahr holds a degree in engineering and is of 63 years of age.
- Received many patents and well known in industry as innovator who changed the face of screening industry.

11. CONSOLIDATED FINANCIAL SUMMARY

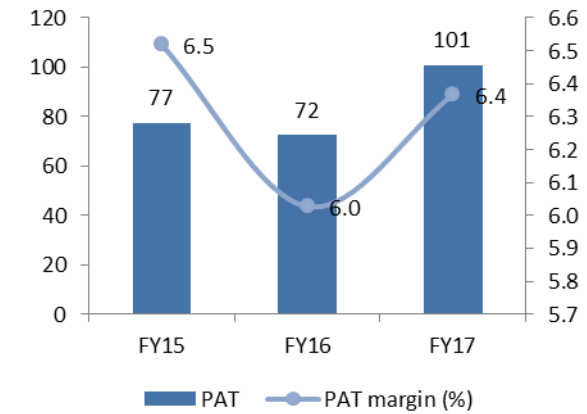
Sales Breakup (INR Mn)



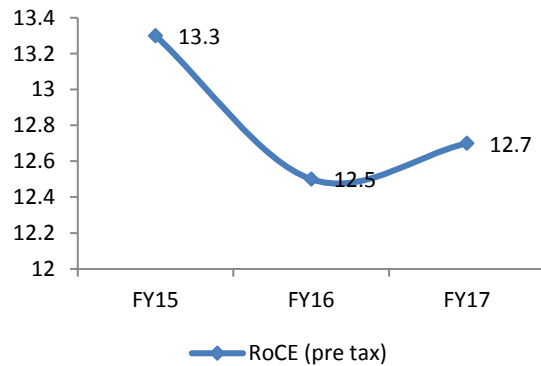
Margins



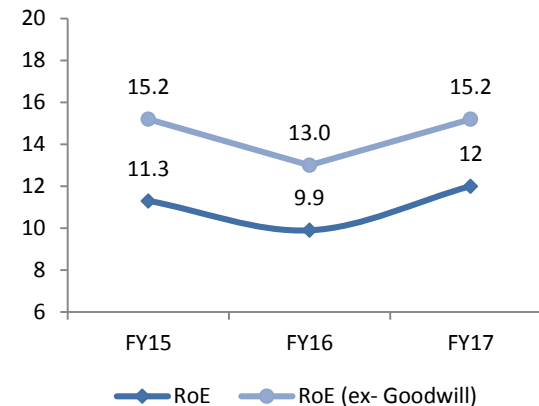
ROCE (Pre tax)



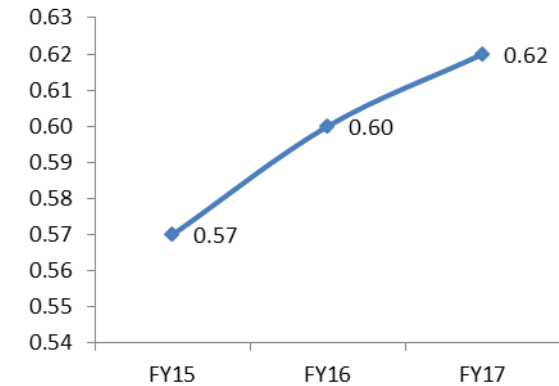
ROE



ROE (ex-Goodwill)



Debt Equity



12. VISION FOR PRODUCT SPREAD

From its predominant dependency on gates business in nineties, the company has moved forward to multiple product groups each having significant contribution in turnover.

Revenue Bifurcations					
Product Group	FY 12-13A	FY 13-14A	FY 14-15A	FY15-16A	FY 16-17A
Water Control Gates	279	487	488	421	514
Screens & screening handling	264	359	394	351	446
Valves – LPG & WHC Valves	56	100	75	147	168
Bulk Solid Valves	100	71	100	126	168
Process Equipment	56	73	57	98	211
Renewable Energy & Pumping	0	0	0	3	7
Casting and others	64	43	74	56	66
Total Revenue	819	1,133	1,188	1,202	1,580
% by Product Group	FY 12-13A	FY 13-14A	FY 14-15A	FY15-16A	FY 16-17A
Water Control Gates	34%	43%	41%	35%	33%
Screens & screening handling	32%	32%	33%	29%	28%
Valves – LPG & WHC Valves	7%	9%	6%	12%	11%
Bulk Solid Valves	12%	6%	8%	10%	11%
Process Equipment	7%	6%	5%	8%	13%
Renewable Energy & Pumping	0%	0%	0%	0%	0%
Casting and others	8%	4%	6%	5%	4%

(All Figures in INR Million, unless specified)

- The company is aiming that in next 5 years it should have at least 5 product groups each having contribution of 15%-30% in the annual turnover.
- Acquisition of Rodney Hunt & Mahr Maschinenbau will lead to water control gates & screens becoming two of the strongest product groups contributing over 45-50% to total turnover of company.
- Recent breakthrough in North American market for Knife gate valve business will make the valve product group the third largest contributor to turnover.
- Successful completion of Rs. 38 Cr. order for supply of 21 nos. Archimedes Screw turbines to generate 5.15 MW power (the largest project in world using this technology) in year 2018 will strengthen the future business potential of the Renewable Energy & Pumping group making it the fourth largest contributor to turnover.
- Process equipment group is presently growing at over 20% rate and will become the fifth largest contributor to turnover.
- This product spread will ensure that competitive pressure on a particular product will not affect the overall prospects of the company.



13. VISION FOR MARKET SPREAD

From predominant sales in single geography of India in early nineties the company today is present in multiple (over 45 countries) regions with each region having significant contribution in turnover.



Country	FY16 (INR Mn)	FY17 (INR Mn)
Singapore	28.5	72.2
Gulf Countries*	19.1	83.2
US	16.3	55.0
Hong Kong	43.7	73.7
France	1.1	59.0
Malaysia	11.7	19.9
UK	20.1	11.5
Germany	20.1	12.1
Others**	7.6	56.9
Total	168	444

Note: *Gulf Countries include: UAE, Saudi Arabia, Kuwait, Qatar, Oman and Bahrain
 ** Other countries include Canada, Thailand, Philippines, Jordan, Israel, Sweden, Denmark

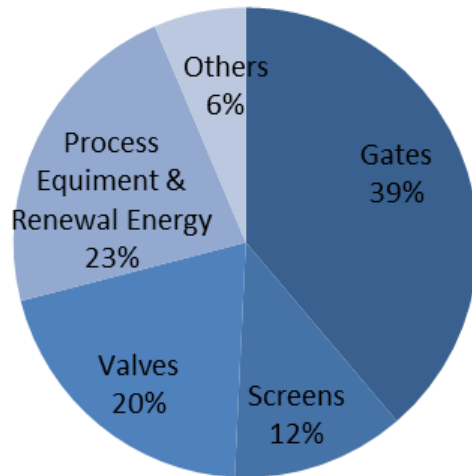
Revenue by Region	FY 12-13A	FY 13-14A	FY 14-15A	FY15-16A	FY 16-17A
Domestic	752	869	973	999	1,090
Rest of World	64	257	212	187	403
USA	4	8	3	15	86
Total T/O	819	1,133	1,188	1,202	1,580
% by Region	FY 12-13A	FY 13-14A	FY 14-15A	FY15-16A	FY 16-17A
Domestic	92%	77%	82%	83%	69%
Rest of World	8%	23%	18%	16%	26%
USA	0%	1%	0%	1%	5%

(All Figures in INR Million, unless specified)

- The company is aiming that in next 5 years sales from any region is not more than 40%.
- This will ensure that regional disturbances (Political or Economic or Environmental) will not majorly affect the prospect of the company.

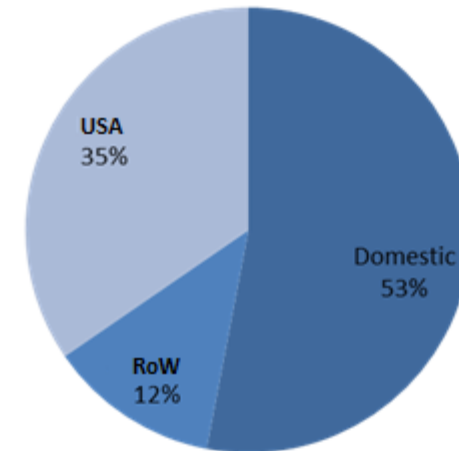
14. VISION V/S ORDER BOOK POSITION 1 HFY 18

Order book break up Rs1760mn – 1HFY18



PRODUCT SPREAD

Geography wise – Order inflow break up – 1HFY18



MARKET SPREAD

A careful review of order book position will show that the vision of improving the product spread and market spread has started yielding results and that if it is correctly implemented over next 3-4 years then it will help the company to become stronger & stable.

Thank You



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