

When every drop counts...



JASH ENGINEERING LTD.

Contributing to a sustainable environment worldwide...

Investor Presentation

February 2022



Mahr
Maschinenbau



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WHAT'S INSIDE

Company Overview

Products & Application

Financial Performance

Business Outlook



Head Office at Unit 1 in Indore



COMPANY OVERVIEW



1973

Incorporation
of Company



Jash Engineering Ltd.



5 Manufacturing
Units



~800 Employees



₹ Cr. ~302
Consolidated Revenue
2020-21

- › An **ISO-9001:2015 / ISO-14001:2015 / OHSAS ISO 45000:2018** certified company dedicated to offering varied products for use in Water and Wastewater Pumping Stations and Treatment Plants, Storm Water Pumping Stations, Water Transmission Lines, Power, Steel, Cement, Paper & Pulp, Petrochemicals, Chemical, Fertilizers and other process plants.
- › Headquartered at Indore, India. Jash have five well integrated state-of-art manufacturing facilities, four in India and one in USA.
- › Global presence with bases in India / USA / Austria / Hong Kong to serve our clients and help achieve the common goal of creating a sustainable environment for all time to come.



45+ Countries Global
Exports



350+ Years of
Cumulative
Experience



Approved by Major
Municipal Authorities in
India and Abroad

EVOLUTION OF THE COMPANY

1996

Biggest Water Control gates company of India & converted into public limited company.

Technical & Financial collaboration with Schuette, Germany for Bulk solids valves

2005

Expanded Screen manufacturing facility and became largest manufacturer of fine screen in India

2009

Acquisition of Sureseal to add Water Hammer control valve range

2010

Established plant of 50,000 Sqft. At SEZ Pithampur for Valves & Gates

2012

Established new plant of 150,000 Sqft. for Fabricated products. Technical collaboration with Mahr Maschinenbau, Austria for various Screens

2017

Company listed on National Stock Exchange (NSE)

2019

Established plant of 50,000 Sqft at SEZ for Fabricated products.

Technical Collaboration with Invent, Germany for Disc Filters



2000

First company to introduce fine screen in India in Technical collaboration with Hollung, Sweden

2006

New facility to manufacture bulk solids handling valves

2008

Technical collaboration with Weco Armaturen, Germany to offer its range of Valves in Asian market

2011

Technical collaboration with Rehart, Germany for Archimedes screw pumps & hydro power generation. Acquisition of Shivpad to add Process Equipment range

2014

Acquisition of Mahr Maschinenbau, Austria

2016

Acquisition of Rodney Hunt Brand in USA

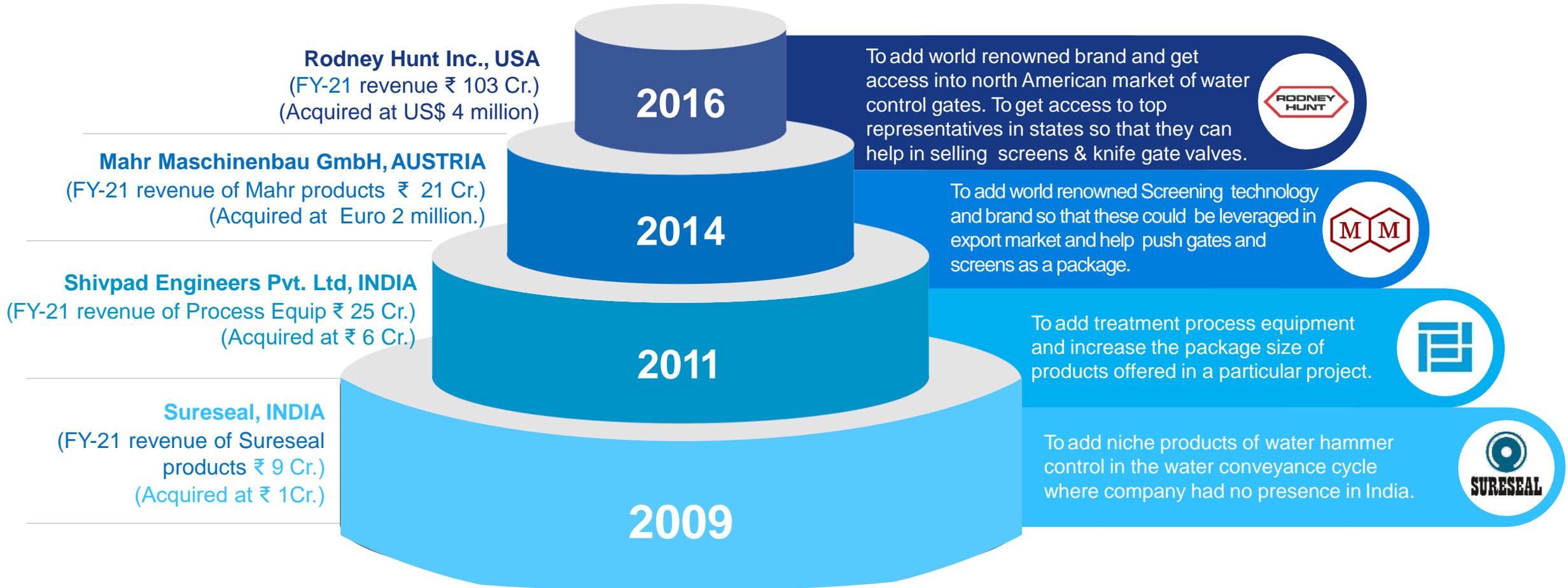
2018

Established plant of 60,000 sqft at Orange Massachusetts, USA for Fabricated products.

1973

Formation of Jash Engineering Pvt Ltd

EVOLUTION THROUGH ACQUISITION



STATE OF ART FACILITIES & TURNOVER CAPABILITY



UNIT-1 CAST PRODUCTS PLANT
BUILT UP AREA: 125,000 Sq. ft.
Turnover Capability : ₹ 75 Crore

Total
Turnover Potential
from existing facility
₹ 500+ Cr



UNIT-2 FABRICATED PRODUCTS PLANT
BUILT UP AREA: 155,000 Sq. ft.
Turnover Capability : ₹ 175* Crore



UNIT-3 SEZ PLANT
BUILT UP AREA: 50,000 Sq. ft.
Turnover Capability : ₹ 100* Crore



Rodney Hunt Plant, Orange, MA USA
BUILT UP AREA: 60,000 Sq. ft.
Turnover Capability : USD 10 Million



UNIT-4 Rodney Hunt Plant
BUILT UP AREA: 50,000 Sq. ft.
Turnover Capability : ₹ 100 Crore

* Unit2 & Unit 3 can reach this capability after further expansion in these facilities with additional investment of ~ Rs 20 crores in FY-2022 & 2023.

PLANT CAPABILITIES



Positive Material Identification



Physical & Chemical testing of material



Casting weighing up to 20,000 kgs.



Machine job with maximum size of upto 10,000 x 4000 x 1000 mm on CNC Machines



Water jet Cutting of stainless steel plates upto 100 mm thick



Bend & shear stainless steel up to 14 mm thick



Fabricating capacity for jobs up to 50 tonnes weight



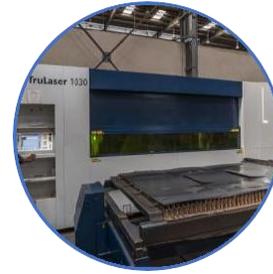
Bath pickle stainless steel jobs up to 6000 x 2000 x 2000mm size



Hydro-test sluice gates up to 5000 x 3500mm size and valves up to 3000mm



Shot blasting of carbon steel up to 5000 x 4000 x 20000mm



Laser Cutting Machine for plates upto 16 mm thick



Flight Forming Machine for 5000 mm diameter



Flight welding machine for 4500 mm diameter x 24,000 mm length



Crest Gate at Landsberg Fish Passage Ravensdale, WA, USA

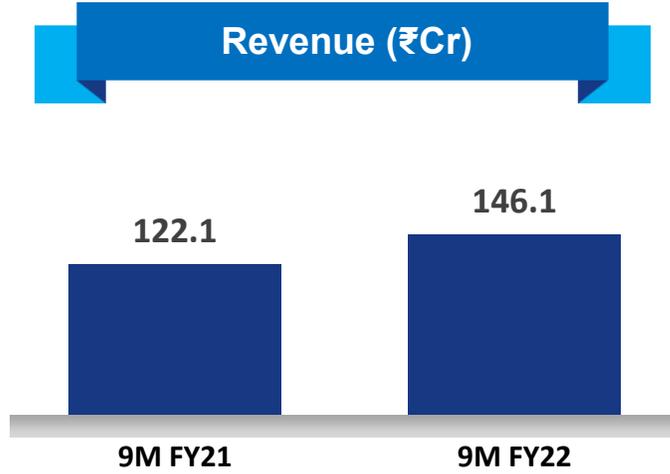


FINANCIAL PERFORMANCE

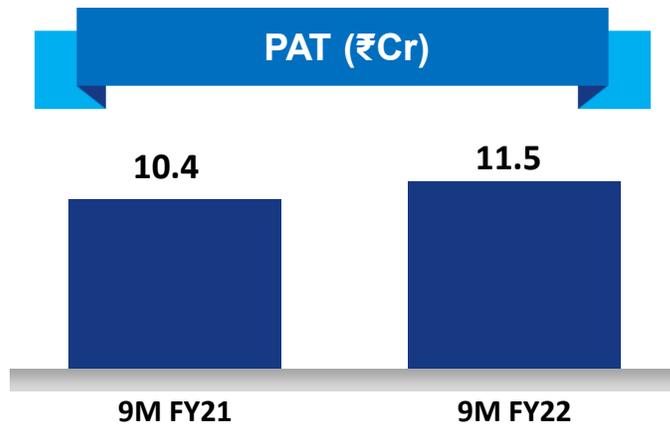
STANDALONE PERFORMANCE – JASH, SHIVPAD & JASH USA

JASH ENGINEERING LTD.

Revenue (₹Cr)

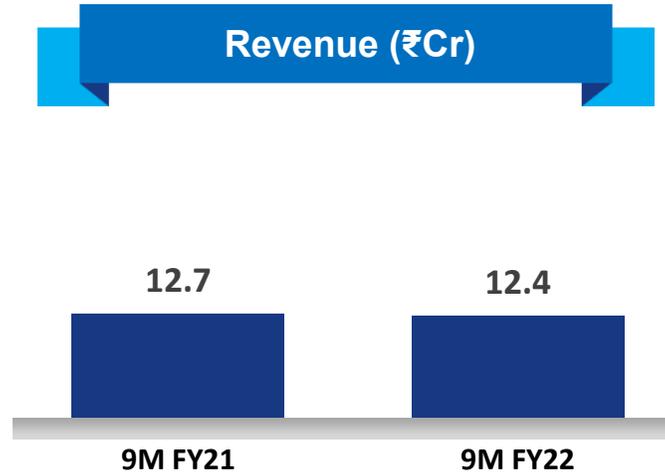


PAT (₹Cr)

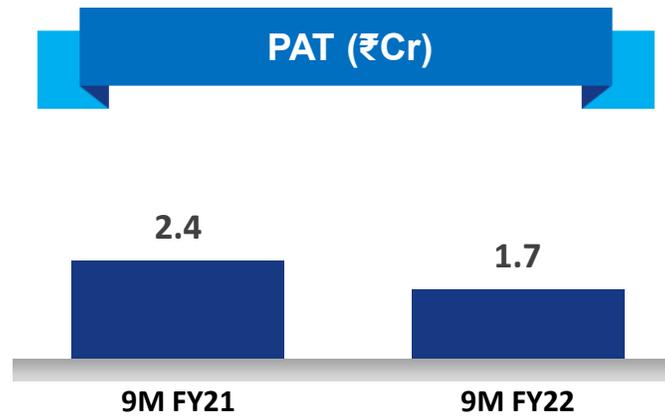


SHIVPAD ENGINEERING PVT. LTD.

Revenue (₹Cr)

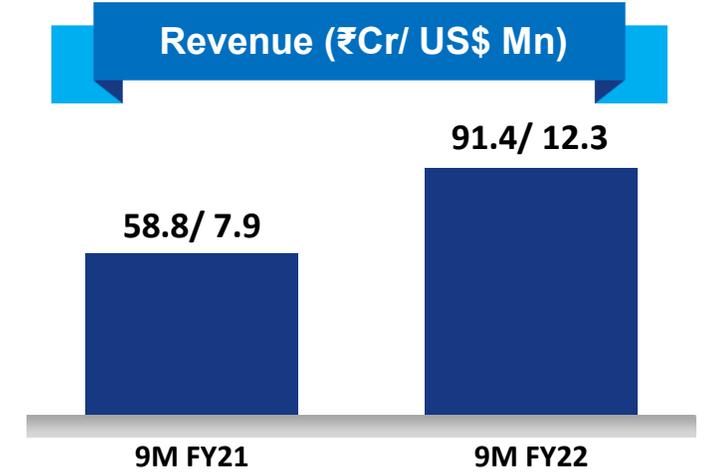


PAT (₹Cr)

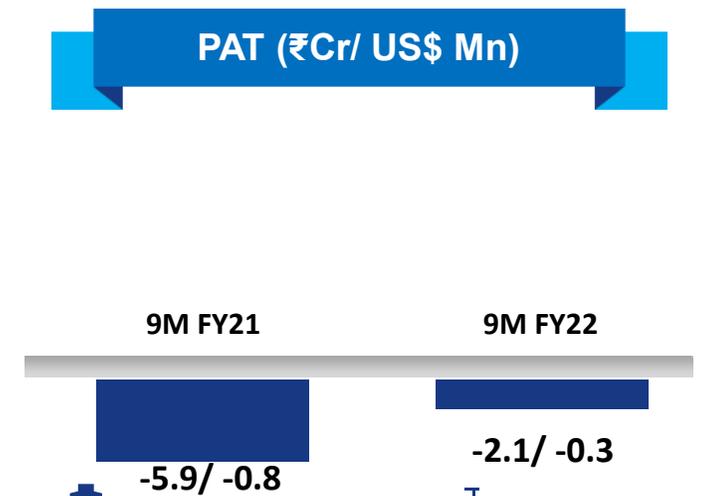


JASH USA / RODNEY HUNT

Revenue (₹Cr/ US\$ Mn)

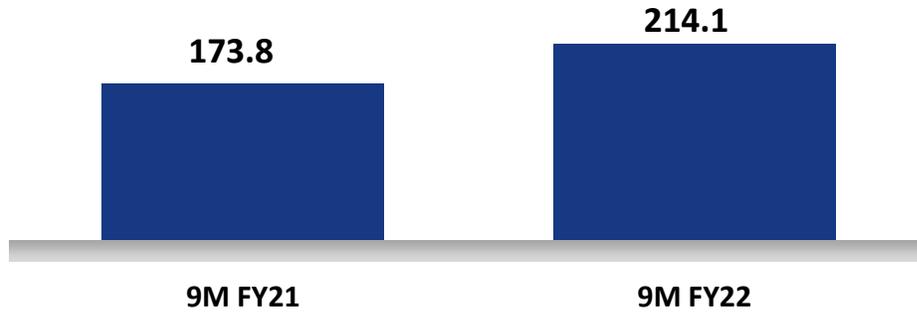


PAT (₹Cr/ US\$ Mn)

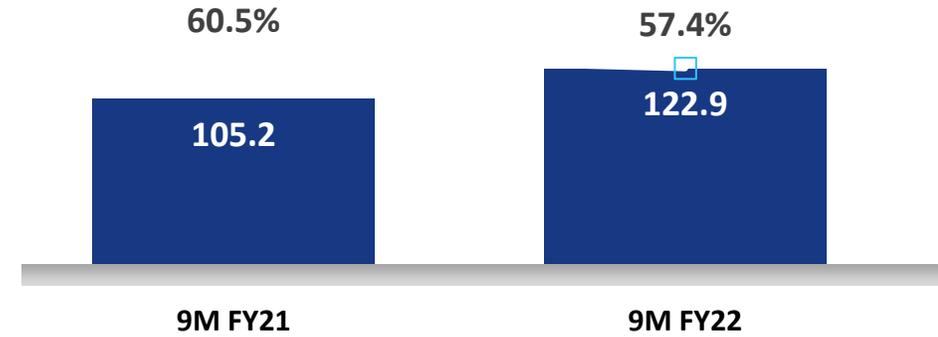


CONSOLIDATED FINANCIAL SNAPSHOT

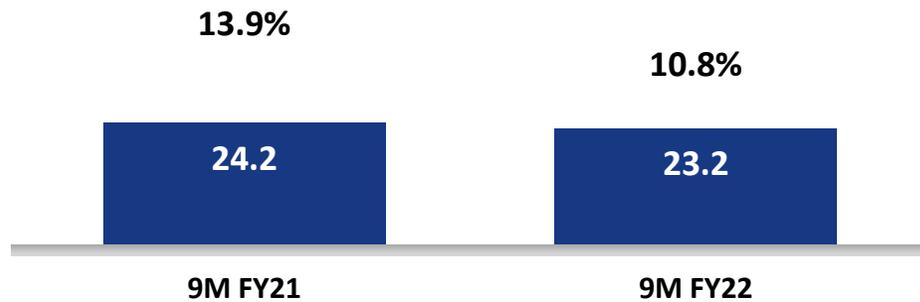
Revenues (₹Cr)



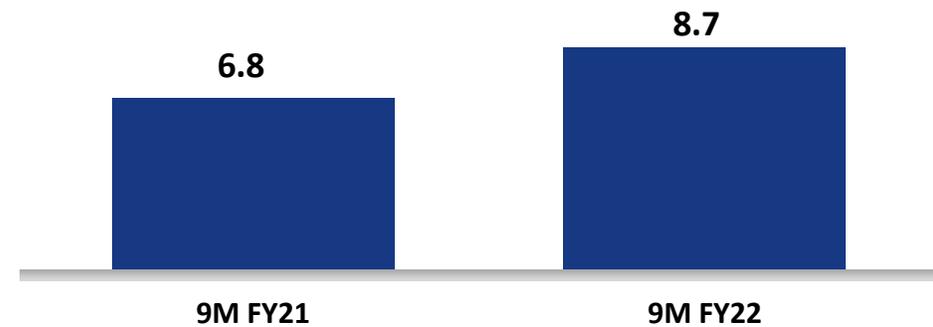
Gross Profit (₹Cr) & Margin (%)



EBITDA (₹Cr) & Margin (%)



Profit After Tax (₹Cr)

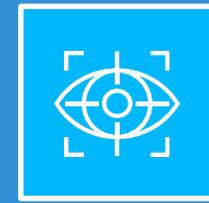


QUARTERLY CONSOLIDATED INCOME STATEMENT

Particulars (₹ Cr)	Q3FY22	Q2FY22	Q3FY21	9MFY22	9MFY21
Total Income	105.2	61.8	80.5	214.1	173.8
Total Expenses	91.0	62.2	68.1	204.1	163.4
EBITDA	19.3	3.6	17.3	23.2	24.2
EBITDA Margin (%)	18.4%	5.9%	21.5%	10.8%	13.9%
Finance Cost (Net)	2.6	2.0	2.7	6.4	7.4
Depreciation	2.6	2.0	2.2	6.8	6.3
PBT	14.2	-0.4	12.4	9.9	10.5
Tax	0.6	0.7	2.3	1.2	3.7
PAT	13.6	-1.1	10.1	8.7	6.8
PAT Margins (%)	12.9%	-1.9%	12.6%	4.1%	3.9%
EPS (₹)	11.4	-0.9	8.5	7.3	5.7

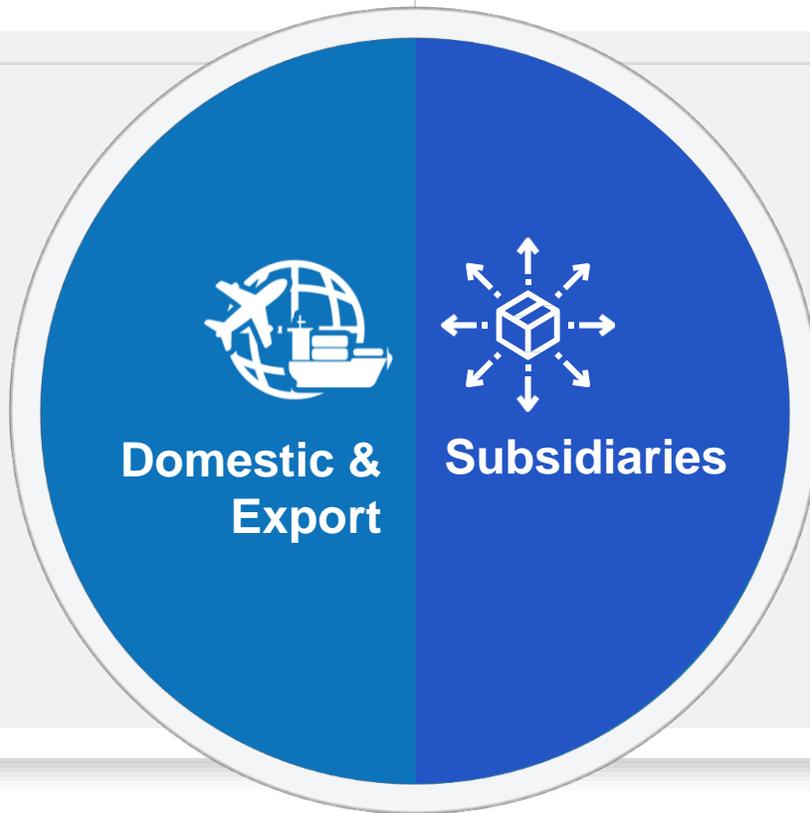


Sluice Gates at Storage Reservoir Colorado River Front, Colorado, USA



BUSINESS OUTLOOK

HEALTHY ORDER BOOK AS ON 1ST FEBRUARY 2022



CONSOLIDATED ORDER PIPELINE AS ON 1ST FEBRUARY 2022



*Orders already negotiated with clients by 1st February 2022 will generally be received within next 2 months.
Our strike rate for offers under negotiation and expected to be decided in coming months is generally over 35%*

OTHER DEVELOPMENTS

1. Improving performance of Rodney Hunt in order execution and increasing confidence of US clients about the future sustenance of the company is finally resulting into bigger orders coming to the company. We are pleased to inform that we have secured 3 large orders totally worth over Rs 60 crores in first 10 days of February. This includes an order of Rs. 20 Cr for supply of Roller gates to Sevier Bridge Dam project in Utah, USA , order from Technib (France)- Chiyoda (Japan) JV for supply of Sluice gates and Stoplogs worth Rs. 28 Cr to RAS LAFFAN Gas project in Qatar and an order of Rs. 12 Cr for supply of Sluice gates to Sand Island project in Honolulu , Hawaii.
2. In addition to these three orders we are also expecting another order worth Rs. 37 Cr for supply of large Cast iron gates to a project in Kansas, USA. This order is under final stages of negotiation and is expected to be awarded to us within February.
3. The company has received its maiden order from Acciona - Spain , a major international EPC player in Water / Waste water / Desalination projects, for supply of valves worth Rs. 1.85 Cr to its Philippines project. With this order the company gets an entry into Acciona and can now vie for orders for its other products as well.
4. The company shall formally inaugurate the new Cast Iron Gates manufacturing plant at SEZ Unit 3 in early April and start commercial production immediately thereafter. This shall help greatly in meeting the rising demand from export markets and spare up capacities in domestic manufacturing facility of Unit 1 to meet the expected rising demand of Indian market.
5. The Foundation stone for the new Stainless steel products plant at Unit 2 will be laid by Marcus Hoeffkin, MD of Invent Germany in April. During this visit of Mr Hoeffkin the company will also sign the collaboration agreement for the new products that it intends to offer in Indian market.

MANAGEMENT COMMENTARY

Mr. Pratik Patel

Managing Director

“The nine months performance has been encouraging. We delivered a revenue growth of 23.3% YoY which is not as per our expectation but we hope for positive off take in the last quarter so as to meet the desired target for the year.

EBITDA margin has reduced by approx. 3% due to the unprecedented increase in input material costs. However PAT margin at 4.1% has slightly improved against 3.9% for the same period in previous year.

Our revenues historically are very strong in last quarter due to improved off take by our clients to meet their annual revenue target before the financial year ends on March 31st. In the three months of last year we had achieved revenue of Rs. 128.5 crores and we expect to achieve higher revenue than this so as to close the current year with revenue as projected.

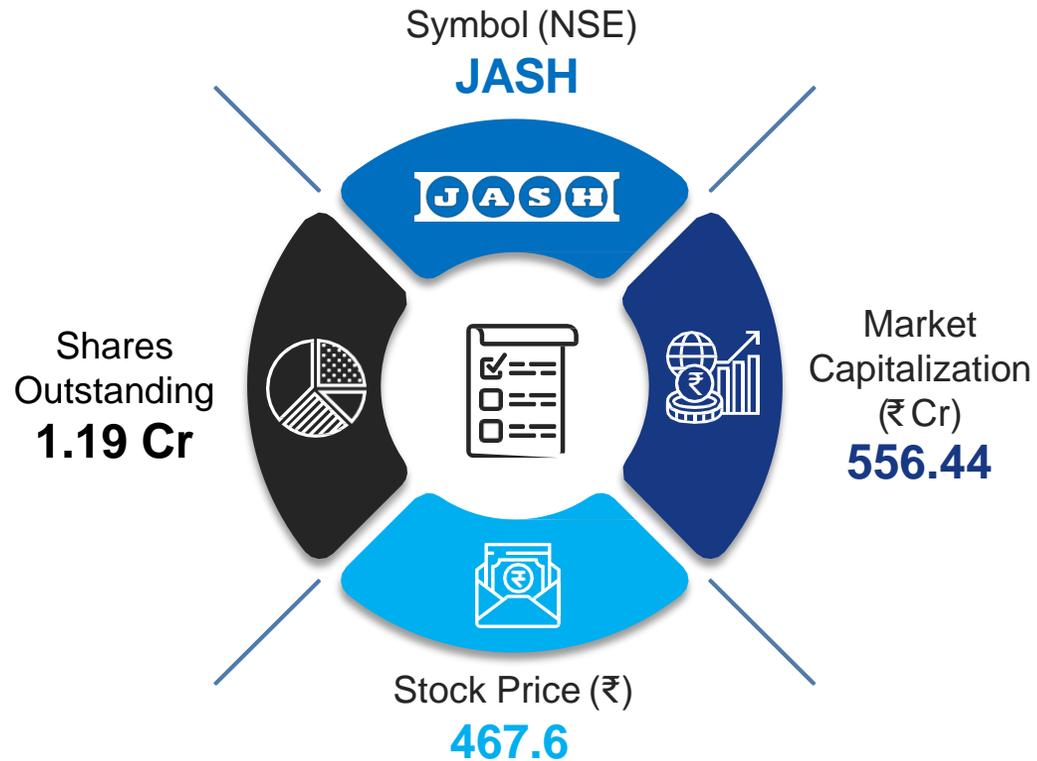
We continue to have healthy order book at Rs.476 crores on the back of robust demand environment for our products globally. The business outlook appears to be strong, and we remain optimistic about future performance.”



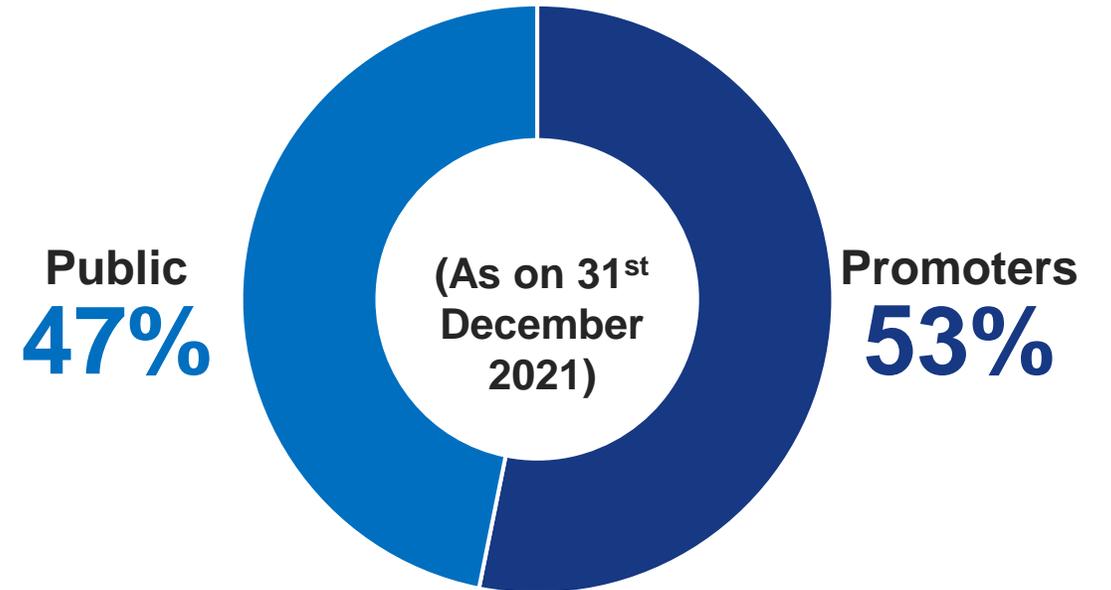
SHAREHOLDERS INFORMATION

STOCK DATA

(As on 01st February 2022)



SHAREHOLDING PATTERN



THANK YOU

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