

When every drop counts...



# JASH ENGINEERING LTD.

*Contributing to a sustainable environment worldwide...*

**Earning Presentation**

*Nine months report ending December 2020*



Mahr  
Maschinenbau





Head Office at Unit 1 in Indore



# COMPANY OVERVIEW

1973

Incorporation  
of Company



## Jash Engineering Ltd.



**5** Manufacturing  
Units



**~800** Employees



**₹ Cr. ~286**  
Consolidated Sales  
2019-20

- › 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 THROUGH ACQUISITION

**Rodney Hunt Inc., USA**  
(FY-20 revenue ₹ 85.9 Cr.)  
(Acquired at US\$ 4 million)

2016

To add world renowned brand and get access into north American market of water control gates. To get access to top representatives in states so that they can help in selling screens & knife gate valves.



**Mahr Maschinenbau GmbH, AUSTRIA**  
(FY-20 revenue of Mahr products ₹ 10.46 Cr.)  
(Acquired at Euro 2 million.)

2014

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.



**Shivpad Engineers Pvt. Ltd, INDIA**  
(FY-20 revenue of Process Equip ₹ 31.2 Cr.)  
(Acquired at ₹ 6 Cr.)

2011

To add treatment process equipment and increase the package size of products offered in a particular project.



**Sureseal, INDIA**  
(FY-20 revenue of Sureseal products ₹ 7 Cr.)  
(Acquired at ₹ 1Cr.)

2009

To add niche products of water hammer control in the water conveyance cycle where company had no presence in India.



# STATE OF ART FACILITIES & TURNOVER CAPABILITY



**UNIT-1 CAST PRODUCTS PLANT**  
BUILT UP AREA: 125,000 Sq. ft.  
Turnover Capability : ₹ 75 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-2 FABRICATED PRODUCTS PLANT**  
BUILT UP AREA: 155,000 Sq. ft.  
Turnover Capability : ₹ 175\* Crore



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

Total  
Turnover Potential  
from existing facility  
**₹ 500+ Cr**

\* Unit2 & Unit 3 can reach this capability after further expansion in these facilities with additional investment of ~ Rs 20 crores between 2020-23.

# 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**



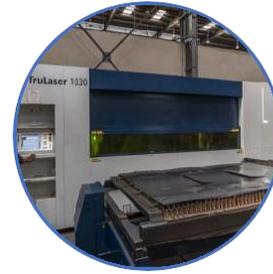
**Bath pickle stainless steel jobs up to 6000 x 2000 x 2000mm size**



**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**

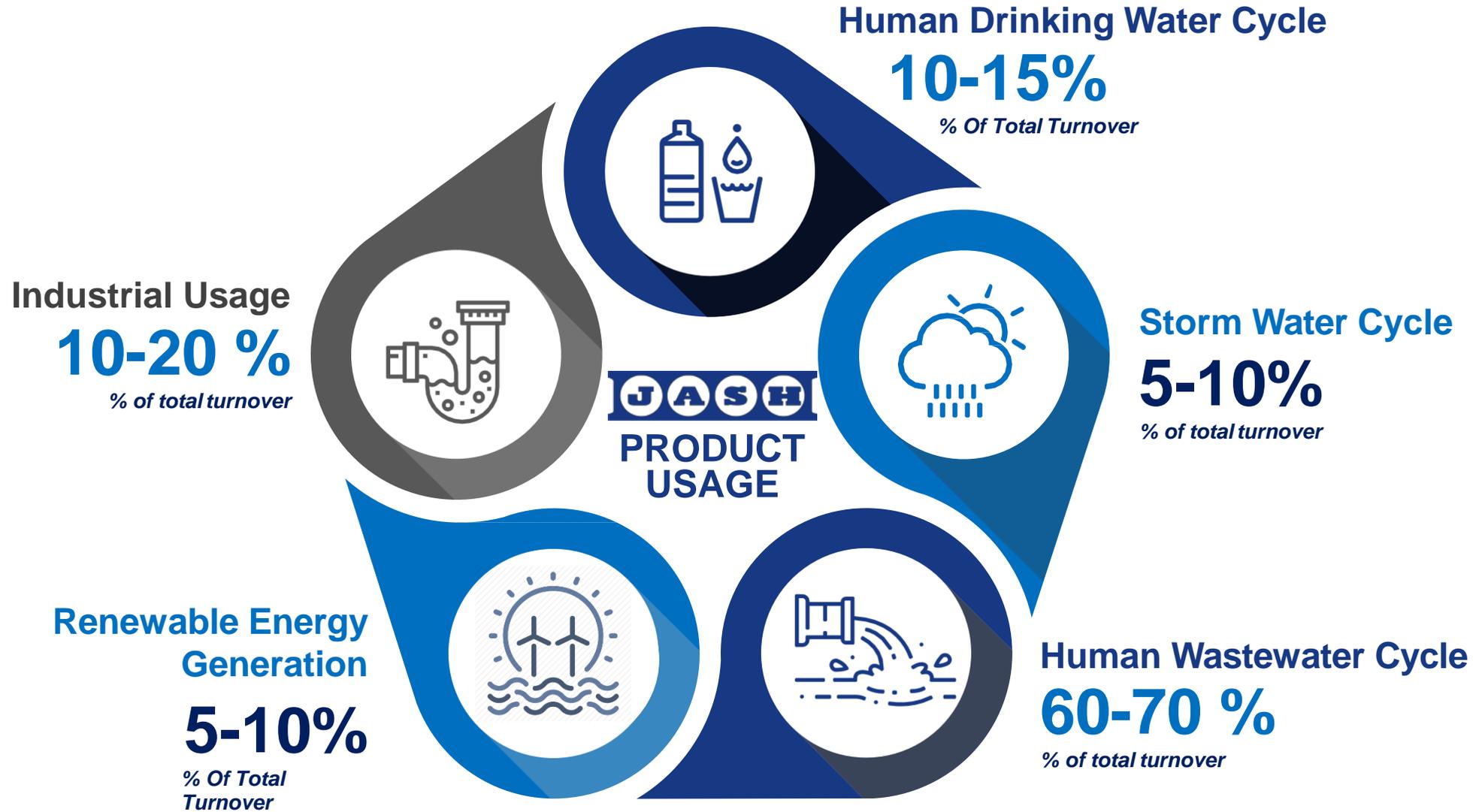


**Flight Forming Machine for 5000 mm diameter**



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

# PRODUCT USAGE



# APPLICATION OF PRODUCTS



Water intake systems



Storm water pumping stations



Water & waste water treatment plants



Irrigation systems



Power plants



Paper & pulp plants



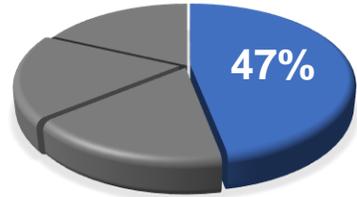
Petrochemical plants



Steel plants

# PRODUCT OFFERINGS WITH REVENUE CONTRIBUTION (FY20)

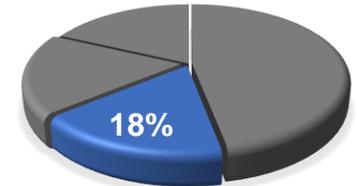
## Water Control Gates



Revenue Contribution



## Screening Equipment



Revenue Contribution



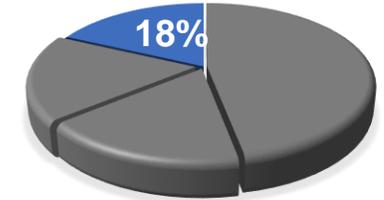
## Valves



Revenue Contribution



## Hydropower & Pumping, Process Equipment and others



Revenue Contribution





Crest Gate at Landsberg Fish Passage Ravensdale, WA, USA

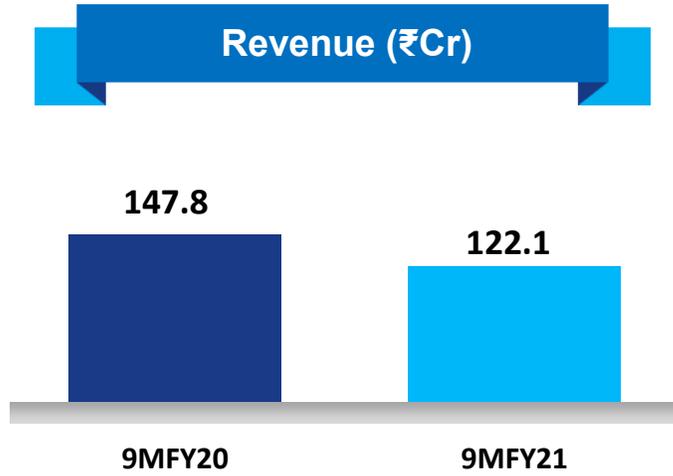


# FINANCIAL HIGHLIGHTS

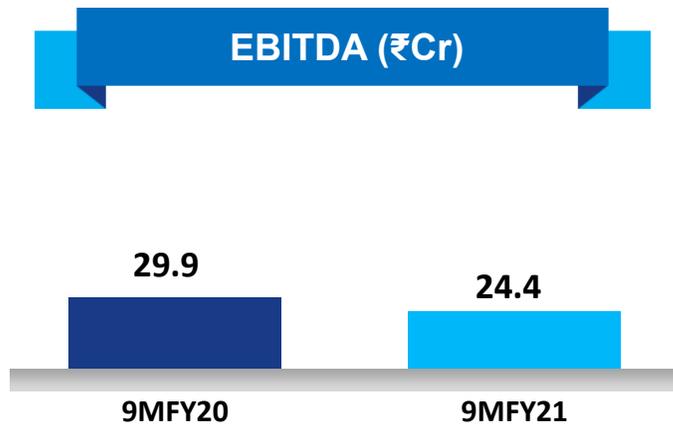
# STANDALONE PERFORMANCE – JASH, SHIVPAD & JASH USA

## JASH ENGINEERING LTD.

### Revenue (₹Cr)

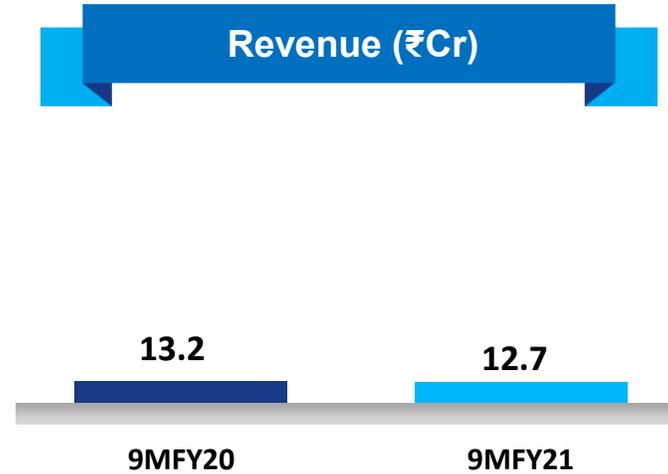


### EBITDA (₹Cr)

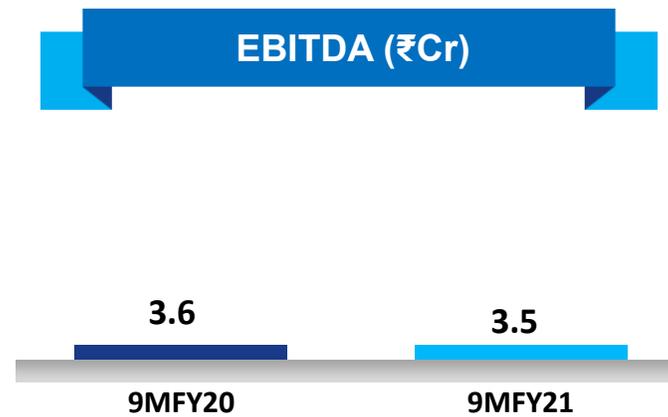


## SHIVPAD ENGINEERING PVT. LTD.

### Revenue (₹Cr)

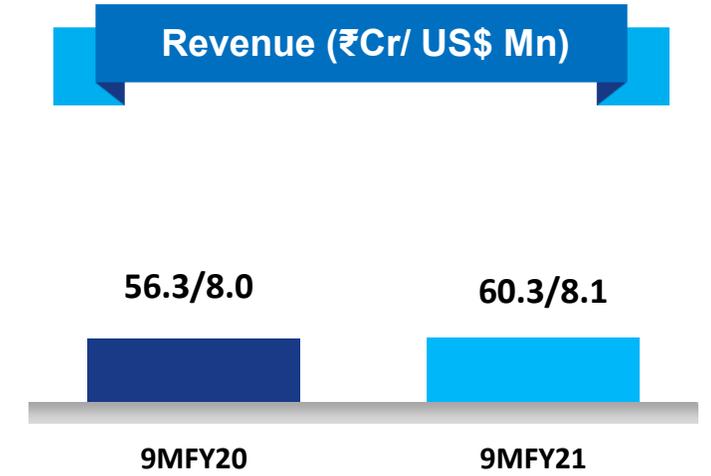


### EBITDA (₹Cr)

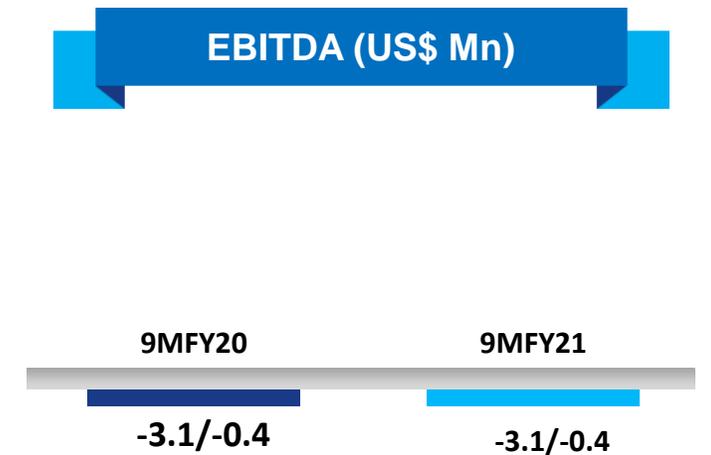


## JASH USA / RODNEY HUNT

### Revenue (₹Cr/ US\$ Mn)



### EBITDA (US\$ Mn)

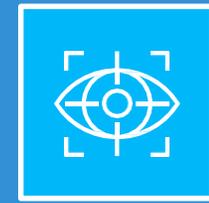


# CONSOLIDATED INCOME STATEMENT

Particulars (₹ Cr)	Q3FY21	Q3FY20	9MFY21	9MFY20
Total Income	80.5	77.1	173.8	193.3
Total Expenses	68.1	67.1	163.4	178.2
<b>EBITDA</b>	17.2	<b>15.3</b>	<b>24.2</b>	<b>29.0</b>
<b>EBITDA Margin (%)</b>	<b>21.4%</b>	<b>19.8%</b>	<b>13.9%</b>	<b>15%</b>
Finance Cost (Net)	2.7	3.2	7.4	7.9
Depreciation	2.1	2.1	6.3	6.0
<b>PBT</b>	12.4	9.9	10.4	15.1
Tax	2.3	2.5	3.7	5.1
<b>PAT</b>	10.1	<b>7.4</b>	<b>6.8</b>	<b>10.0</b>
<b>PAT Margins (%)</b>	<b>12.5%</b>	<b>9.6%</b>	<b>4%</b>	<b>5%</b>
EPS (₹)	8.55	6.25	5.73	8.47



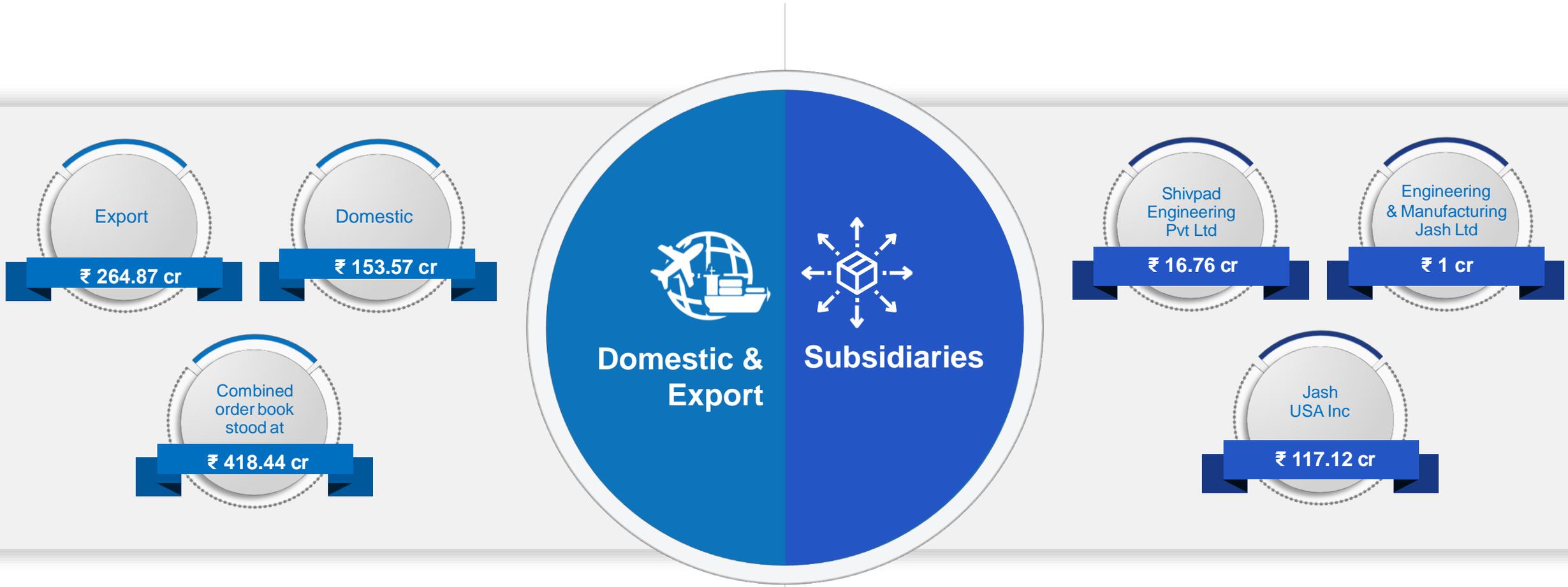
Sluice Gates at Storage Reservoir Colorado River Front, Colorado, USA



# BUSINESS OUTLOOK

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# CONSOLIDATED PENDING ORDER BOOK AS ON 31<sup>st</sup> Jan 2021

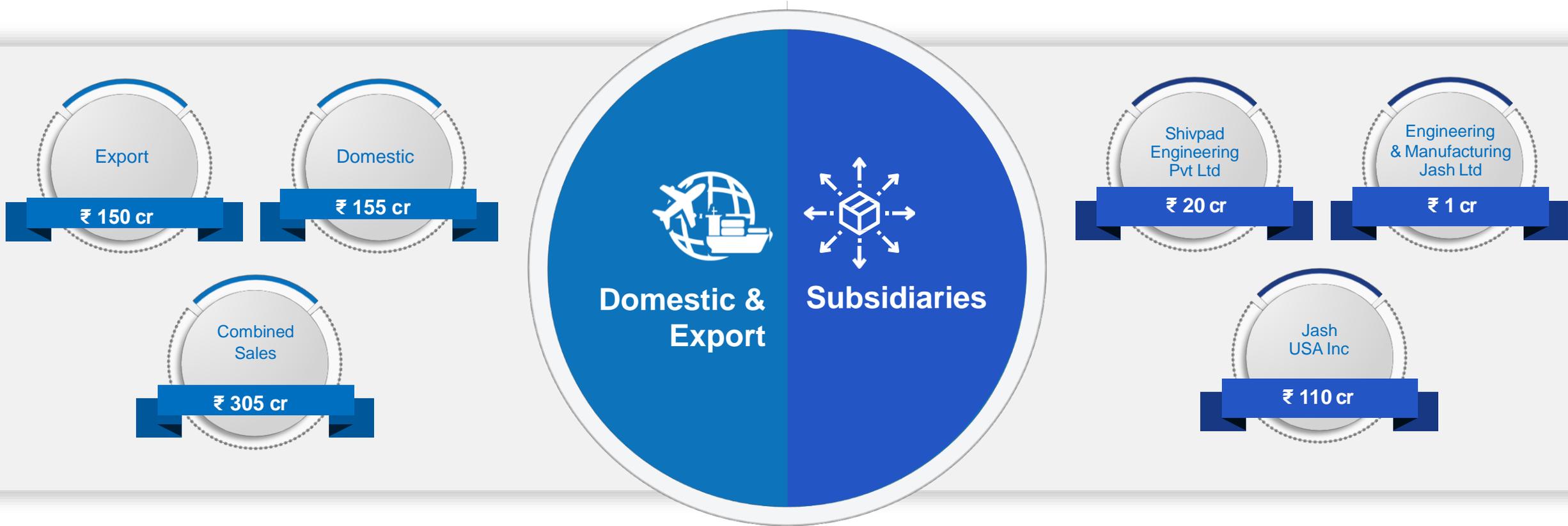


# CONSOLIDATED ORDER PIPE LINE FOR Q4 AS ON 31<sup>st</sup> JAN 2021



*Orders already negotiated with clients by 31<sup>st</sup> Jan 2021 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%*

# CONSOLIDATED SALES OUTLOOK FOR FY 20-21



*Projections are subject to adverse conditions due to Covid-19 related developments*

# OTHER DEVELOPMENTS

1. The company has negotiated orders worth over ₹15 crores in Jan 2021 for supply of Water control Gates and Screens to 3 Desalination projects in India. This makes us the biggest and most preferred supplier of these products in India and consolidate our position in future desalination projects in coastal cities like Mumbai / Chennai / Vaizag / Bhubneshwar etc and will also help us in pushing these products in the international Desalination business.
2. Out of 7 proposed STP projects in MCGM, tenders for 6 projects have been invited and bids have already been opened in Dec 2020 and so these 6 projects should finally be awarded in 2021. MCGM is also proposing building of various Storm water pumping stations and this too should be awarded in 2021. All these should give us potential business of over ₹150 crores during 2022 / 2023 / 2024 thereby significantly pushing up domestic sales in the coming years by over 40%.
3. The first Disc Filter machine from Invent has arrived in the company and training on manufacturing it in India has started. After the training is over the company will send its engineers to Germany for further training at Invent. The company aims to be the first to offer indigenously built machines in India by the end of 2021.
4. Phase 1 expansion at SEZ Unit 3 will be over by May/June 2021. Work on Phase 2 expansion at SEZ Unit 3 has already commenced. This should be over by November 2021 and once completed will majorly separate domestic and export production facility of the company. This would be advantages when domestic business picks up due to increased government focus on Water and wastewater.

Infrastructural and production facility enhancement in Unit 1 & Unit 2 is at an advanced stage and shall also be completed by May/June 2021. The expansion activities will get a fillip from March onwards due to sanction of GECL loan of ₹11 crores.

## **Mr. Pratik Patel**

*Managing Director*

*“We have had a satisfactory quarter where our income has slightly increased in comparison to same quarter last year. While the pandemic has had an impact on the financials of the Company, we remain hopeful that quarter 4 which is our strong quarter to pan out according to expectations.*

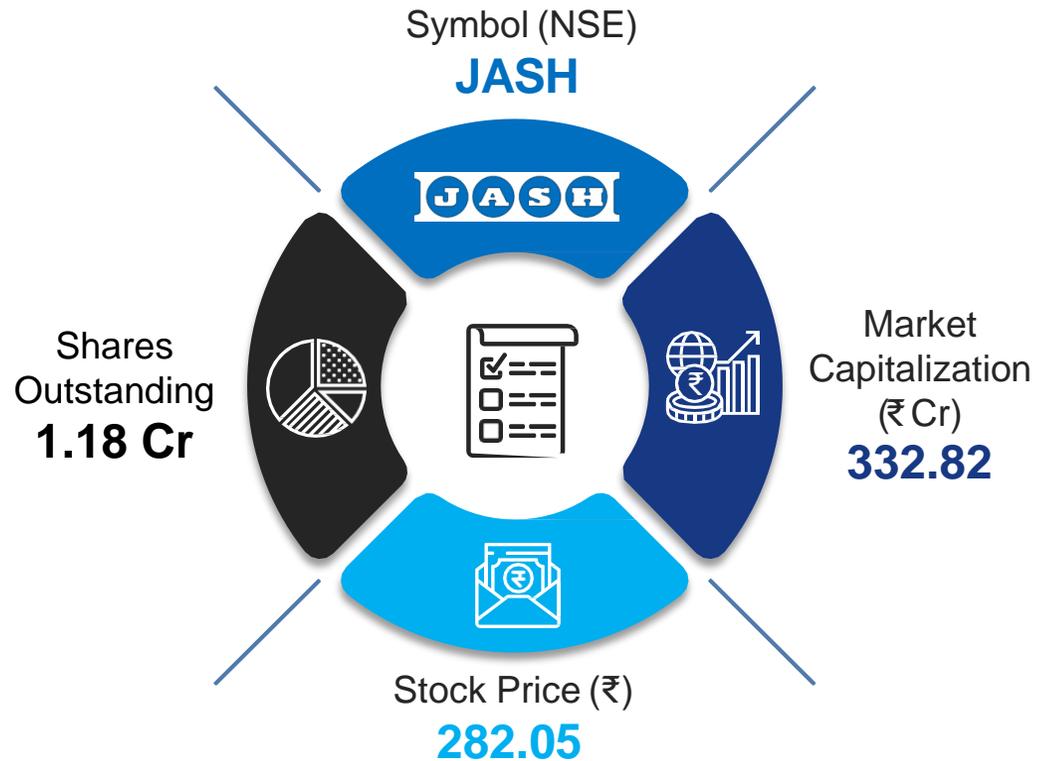
*The US operations has seen an uptick in this quarter and based on our projections, we expect to break even for the full financial year. This will ensure improvements in margins at the overall company level and will set the platform for increased traction from the US business for the next financial year.*

*Our order book at ₹418.44 crores is quite healthy and our order pipeline remains strong. We remain confident of positive performance going forward on the back of robust demand environment for our products domestically and globally.”*

# SHAREHOLDERS INFORMATION

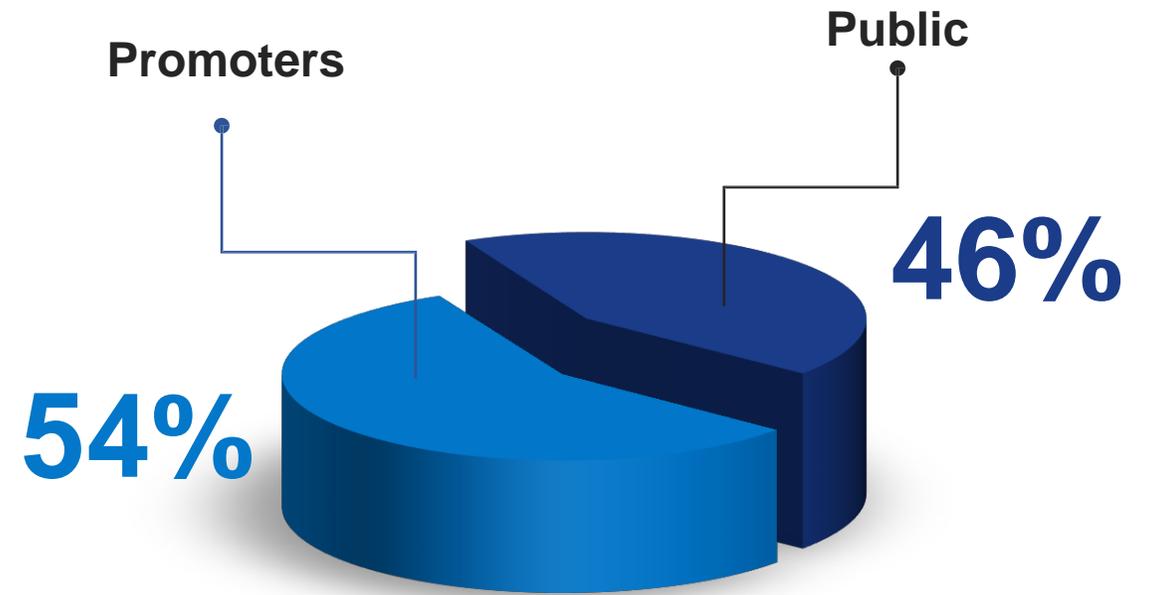
## STOCK DATA

(As on 04<sup>th</sup> February 2021)



## SHAREHOLDING PATTERN

(As on 31<sup>st</sup> December 2020)



# THANK YOU

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