

Unit-1 : CAST PRODUCTS PLANT, 31, Sector 'C' Industrial Area, Sanwer Road, Indore-452 015 (M.P.) Phone : +91-731-2720143, 6732700
30.09.2020

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

Dear Sir/ Ma'am,

Subject: AGM Presentation

Symbol: JASH

We are enclosing herewith copy of the AGM Presentation, presented at the Annual General Meeting of the Company dated 29.9.2020

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



When every drop counts...



JASH ENGINEERING LTD.

Contributing to a sustainable environment worldwide...

46th Annual General Meeting

29th September 2020



Mahr
Maschinenbau





COMPANY OVERVIEW

1973

Incorporation
of Company



Jash Engineering Ltd.



5 Manufacturing
Units



~800 Employees



₹ 386.8 Cr.
Total Order Book as
of September 2020

- › An ISO-9001:2015 / ISO-14001:2015 / BS OHSAS 18001:2007 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 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

DRIVE VALUE 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 add top representatives in each state 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.



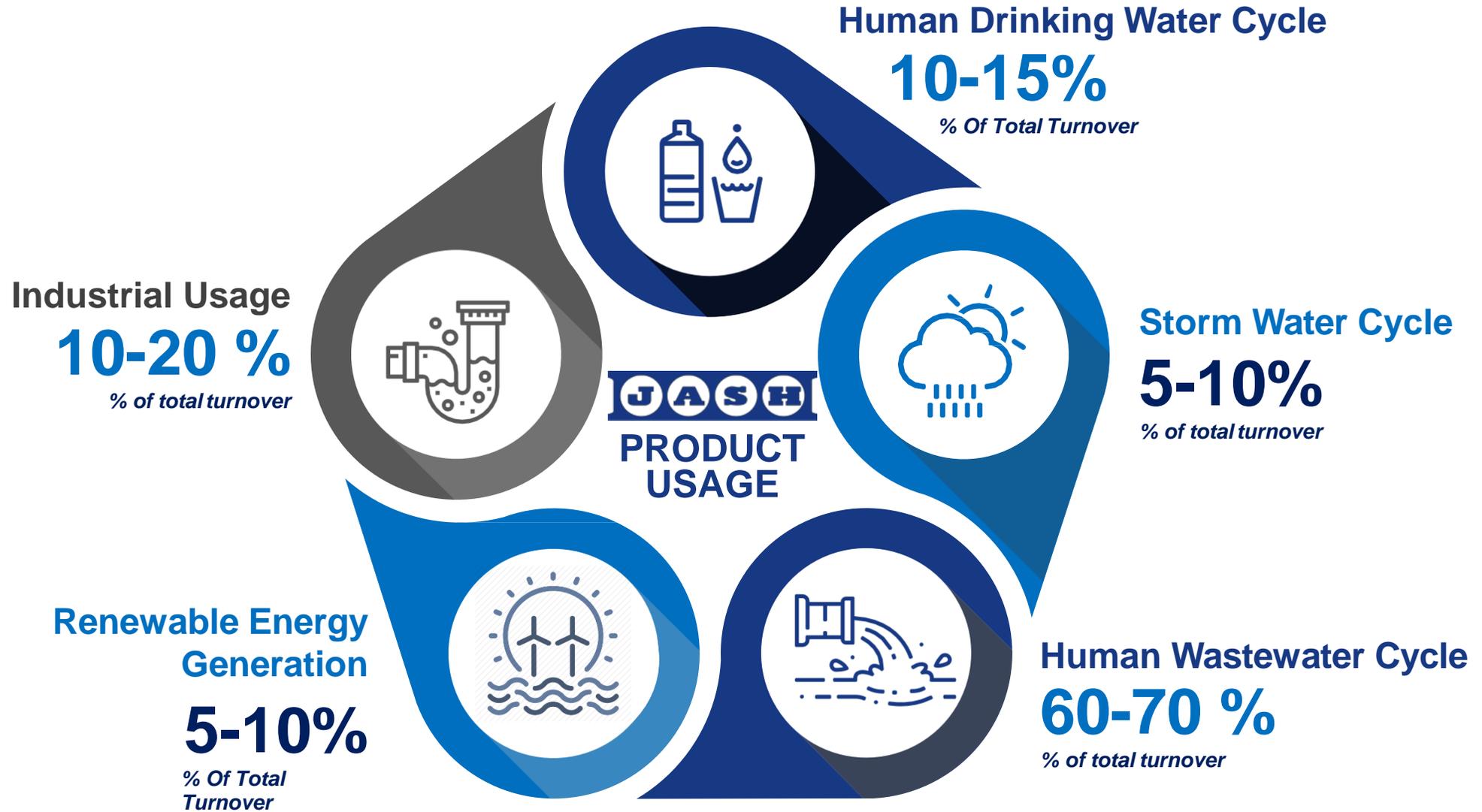
Sureseal, INDIA
(FY-20 revenue of Sureseal products ₹ 7 Cr.)
(Acquired at ₹ 1Cr.)

2009

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



PRODUCT USAGE



Industrial Usage
10-20 %
% of total turnover

Human Drinking Water Cycle
10-15%
% Of Total Turnover

Storm Water Cycle
5-10%
% of total turnover

Renewable Energy
Generation
5-10%
*% Of Total
Turnover*

Human Wastewater Cycle
60-70 %
% of total turnover

APPLICATION OF PRODUCTS



Water intake systems



Storm water pumping stations



Water & waste water treatment plants



Irrigation systems



Power plants



Paper & pulp plants



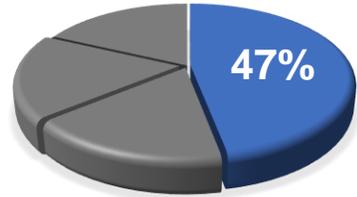
Petrochemical plants



Steel plants

PRODUCT OFFERINGS WITH REVENUE CONTRIBUTION (FY20)

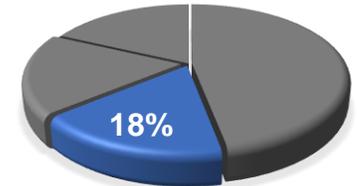
Water Control Gates



Revenue Contribution



Screening Equipment



Revenue Contribution



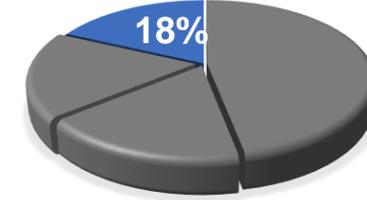
Valves



Revenue Contribution



Hydropower & Pumping, Process Equipment and others



Revenue Contribution



MAKING THE WORLD OUR MARKET

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



TOTAL	FY 19	FY 20
	1,188	1,266

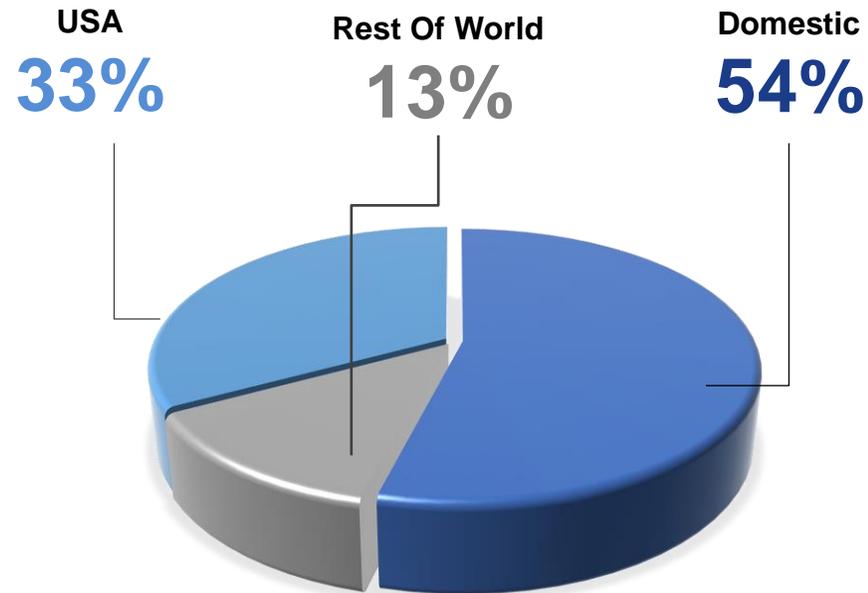
All units are in ₹ Mn

● Acquisitions ■ Manufacturing & Marketing Offices ◆ Subsidiary ▲ Regional Business Associates

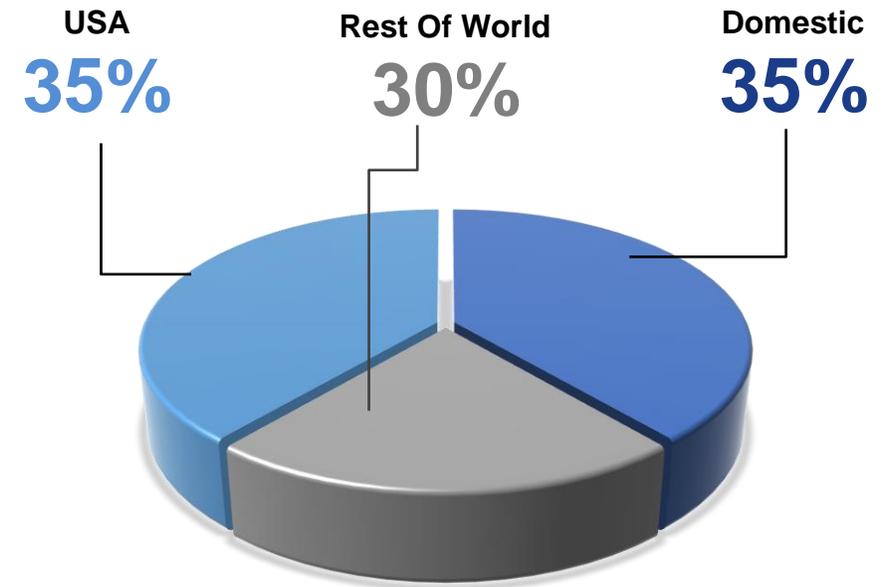
Note: *Gulf Countries include UAE, Saudi Arabia, Kuwait, Qatar, Oman, Bahrain and Jordan
 ** Other countries include Canada, Thailand, Philippines, Israel, Sweden, New Zealand

REVENUE BREAKUP GEOGRAPHY WISE

PRESENT MARKET SPREAD



MARKET SPREAD BY 2022-23



In 2017 the company decided to pursue an export led growth strategy and reduce dependence on Indian market by increasing exports from 20% to 65% by FY 23. In FY 20 exports was nearly 46% of total business and reaffirmed that the vision of improving the market spread was on course. Achieving the target of 65% exports by FY 23 will place the Company on a strong pedestal from a topline and profitability perspective.

STATE OF ART FACILITIES & TURNOVER CAPABILITY



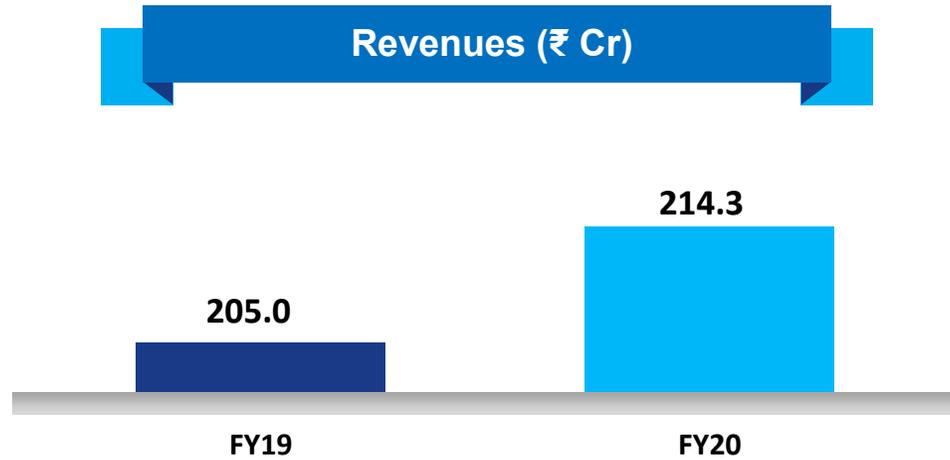
* Unit2 & Unit 3 can reach this capability after further expansion in these facilities.



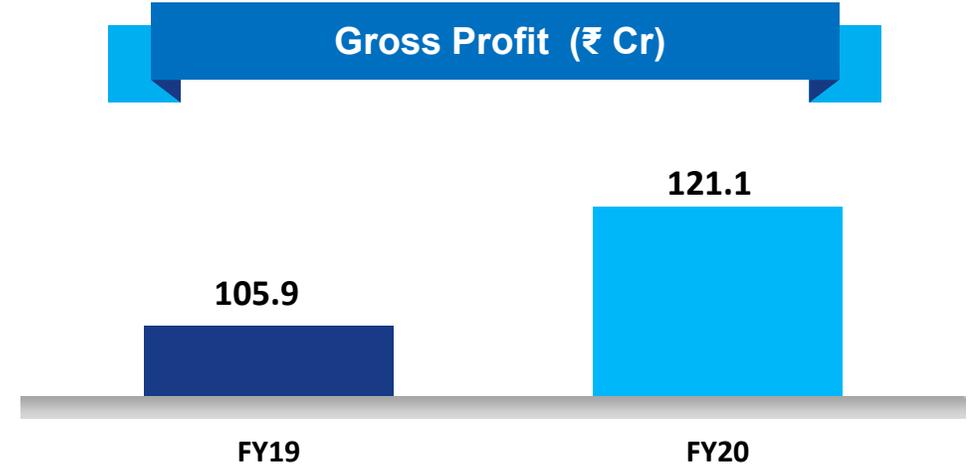
FY20 HIGHLIGHTS

STANDALONE PERFORMANCE – JASH ENGINEERING LTD.

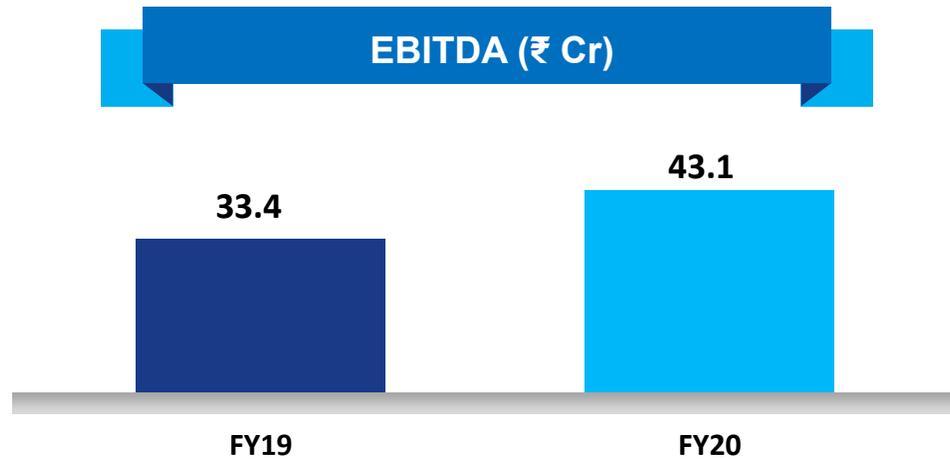
Revenues (₹ Cr)



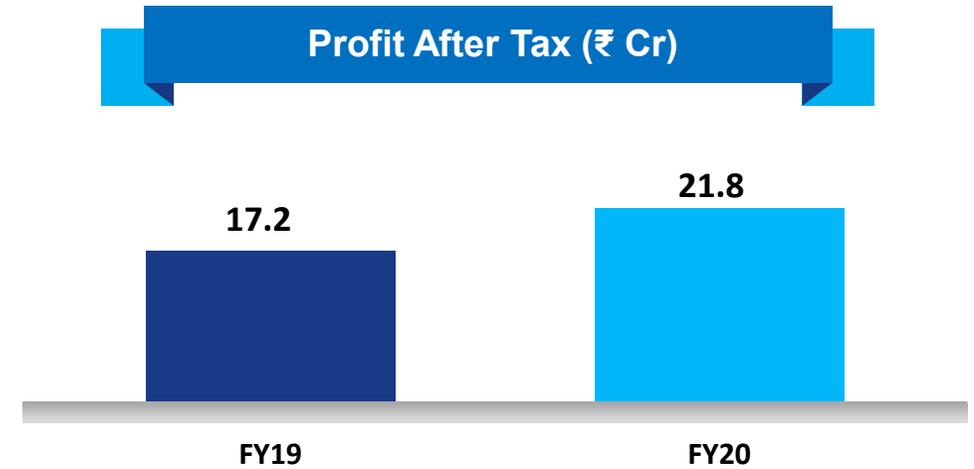
Gross Profit (₹ Cr)



EBITDA (₹ Cr)

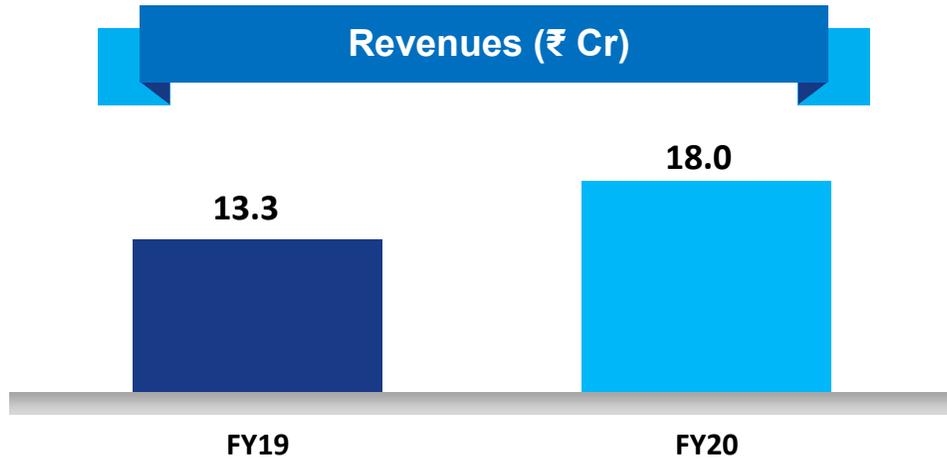


Profit After Tax (₹ Cr)

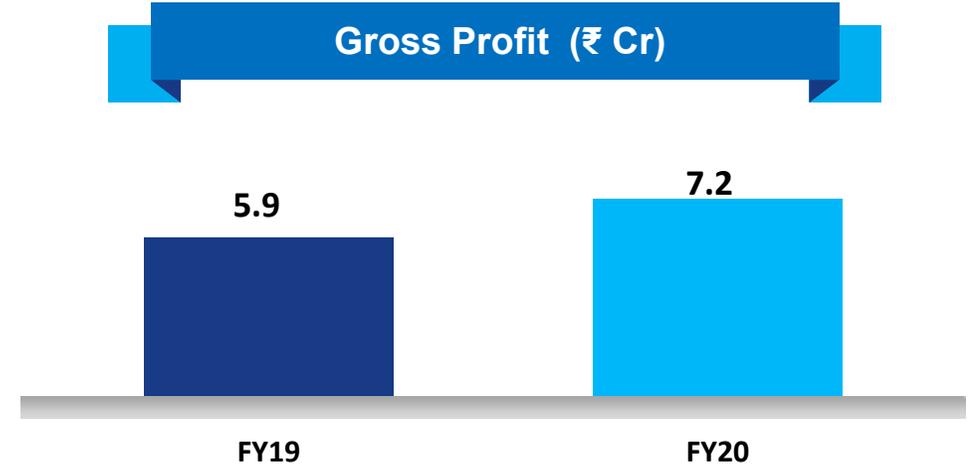


STANDALONE PERFORMANCE – SHIVPAD ENGINEERS PVT LTD.

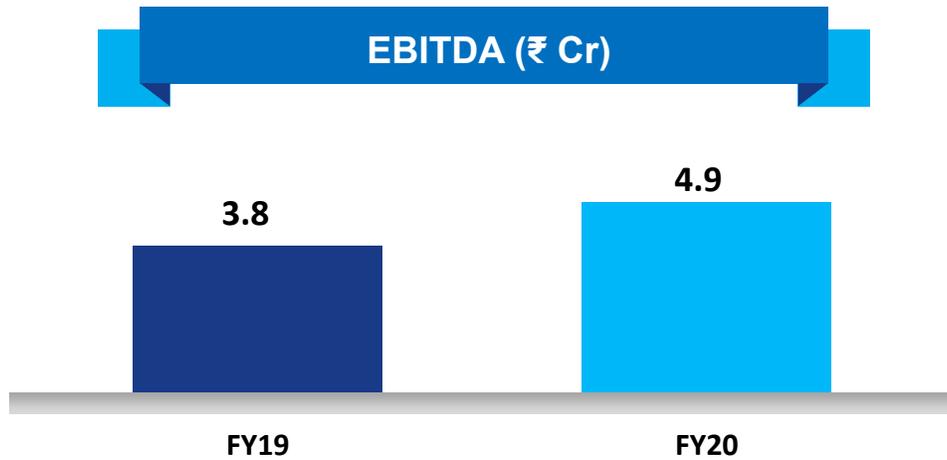
Revenues (₹ Cr)



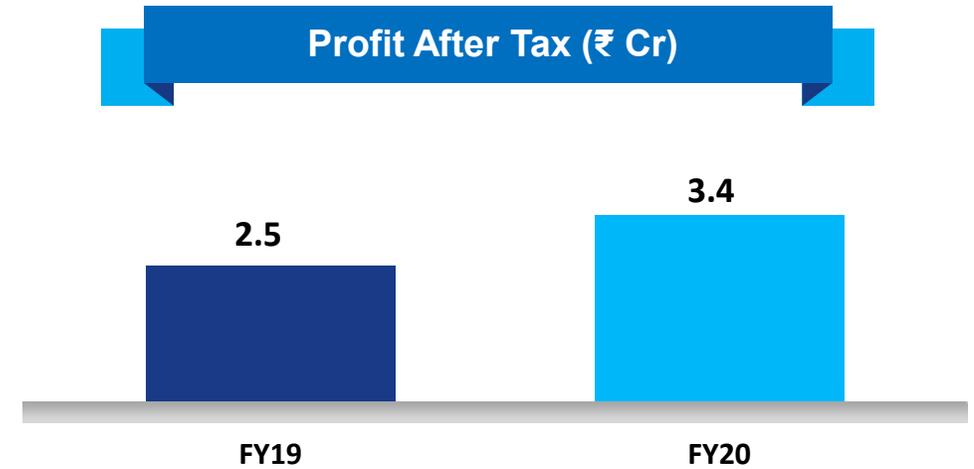
Gross Profit (₹ Cr)



EBITDA (₹ Cr)

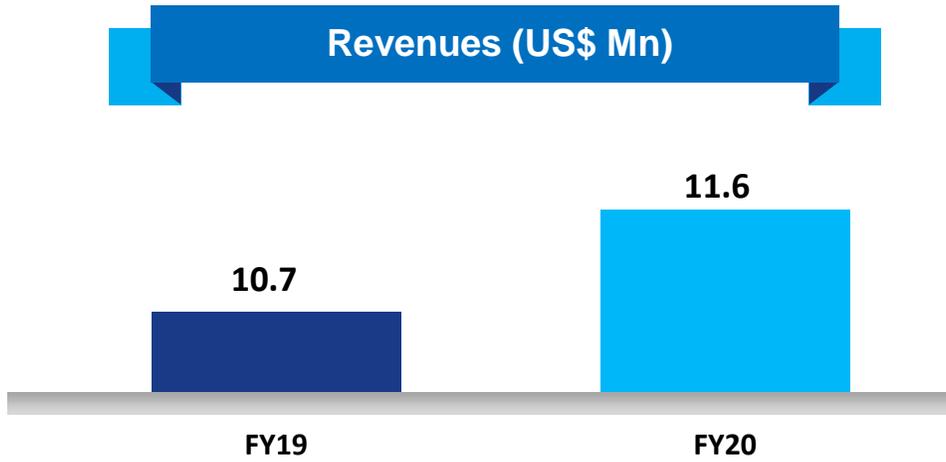


Profit After Tax (₹ Cr)

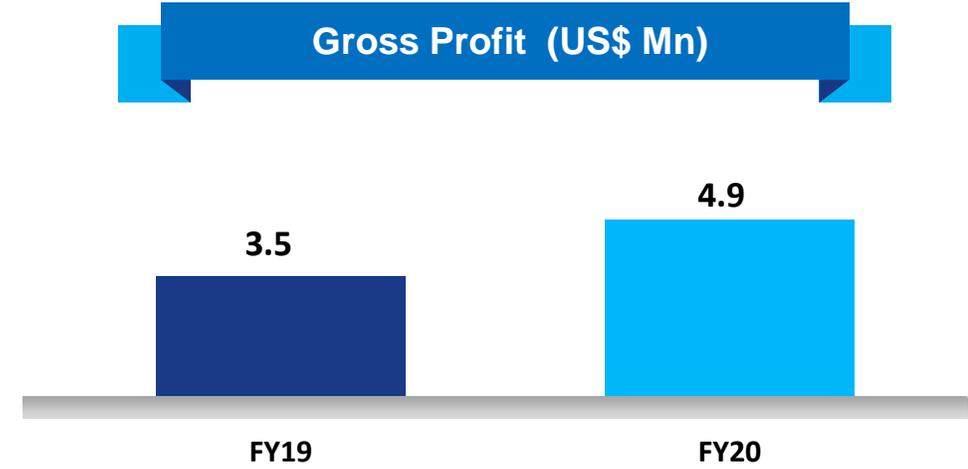


STANDALONE PERFORMANCE – JASH USA INC. DBA RODNEY HUNT

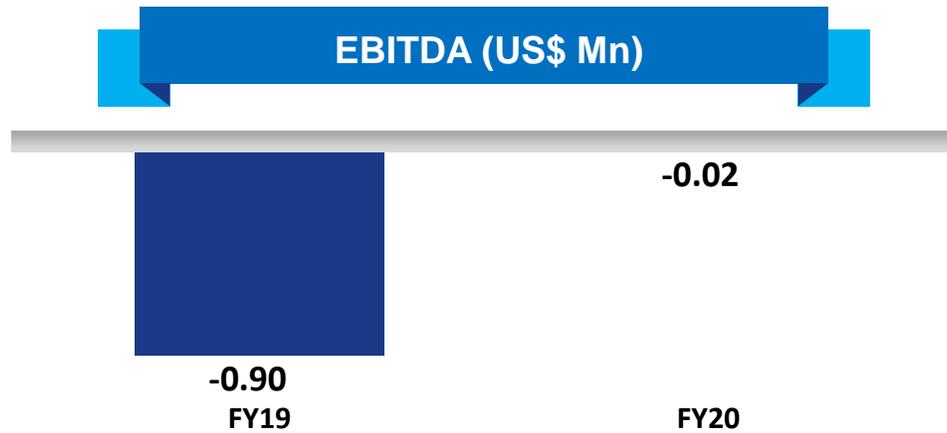
Revenues (US\$ Mn)



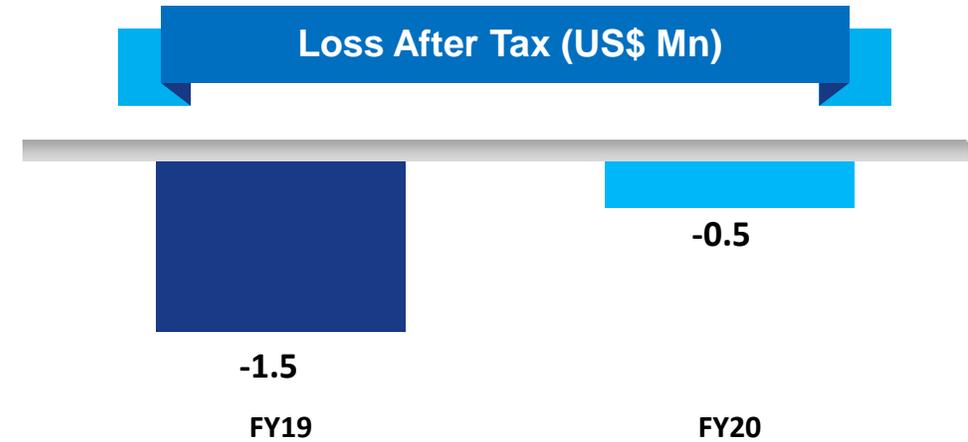
Gross Profit (US\$ Mn)



EBITDA (US\$ Mn)

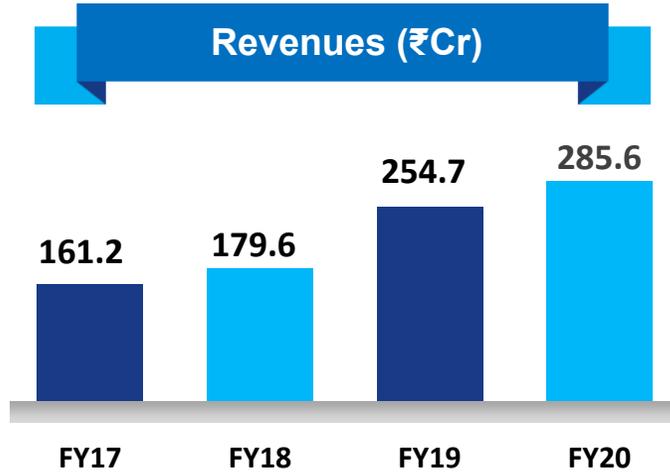


Loss After Tax (US\$ Mn)

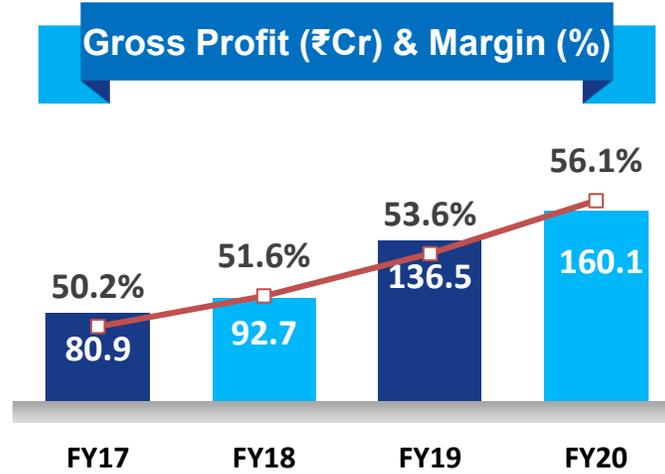


CONSOLIDATED FINANCIAL PERFORMANCE

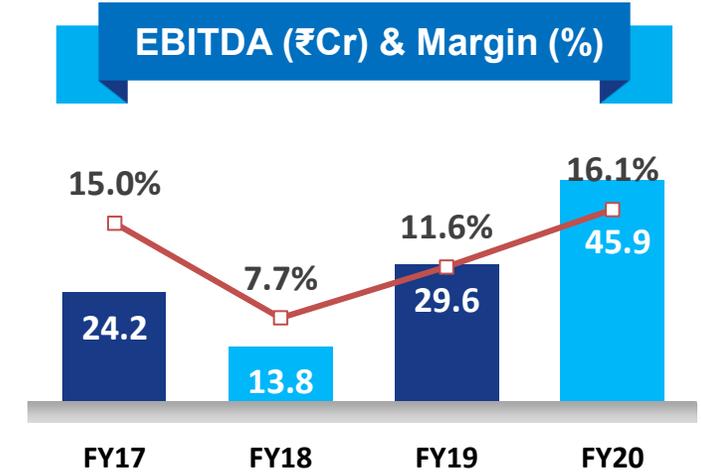
Revenues (₹Cr)



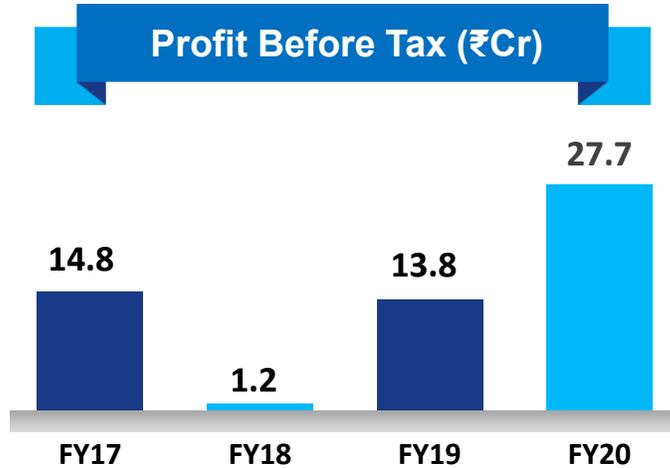
Gross Profit (₹Cr) & Margin (%)



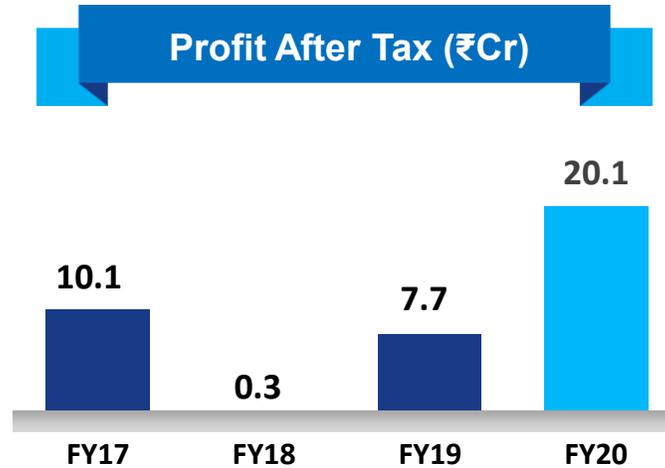
EBITDA (₹Cr) & Margin (%)



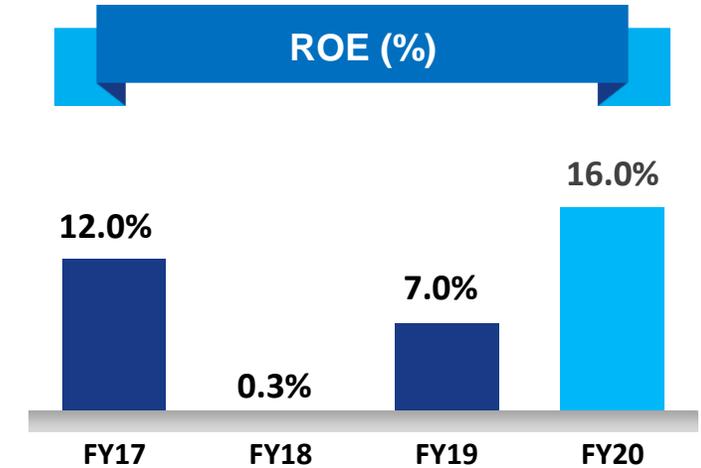
Profit Before Tax (₹Cr)



Profit After Tax (₹Cr)



ROE (%)



CONSOLIDATED BALANCE SHEET (₹ CR)

Balance sheet as on 31/03/20

Capital Structure (₹Cr)

Cash	17.7
Debt	73.0
Net Debt	55.3
Net Worth	125.5

Leverage

Total Debt / Capital	58%
Net Debt / Capital	44%
Debt / EBITDA	1.6x

FY2020 Capital Allocation

Capital Expenditure

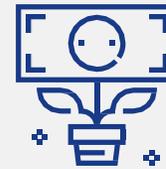


Capex of

₹ 5.9cr

for the year (2.1%
of revenue)

Dividend



Increased dividend :
declared

₹ 2.40/ share

- Client inspection activities for finished goods had relatively slowed down from February on account of Covid19 related anxiety thereby affecting sales from mid-February onwards.
- Shutdown Impact:
 - Indore & Chennai - 22nd March onwards
 - US operations – mid March.
 - Consolidated sales impacted to the tune of about ₹ 20 crores.
- Sales in India was most impacted as maximum sales invoicing takes place in the month of March.
- As a result of above, the standalone as well as consolidated sales has been lower than projected sales and so even the PBT has been impacted.



Mr. Pratik Patel

Managing Director

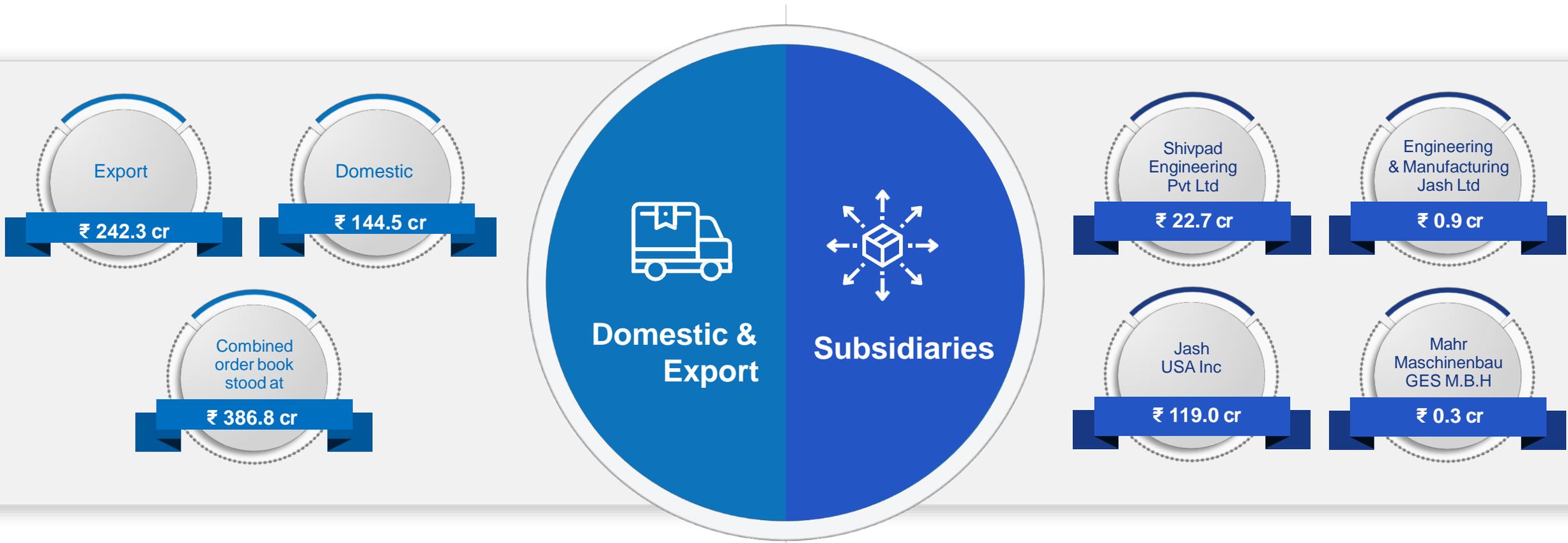
“We are pleased to announce strong performance in this fiscal with consolidated revenue growth of 12.2% and EBITDA growth of 55%. Our US subsidiary Rodney Hunt’s operations are improving and losses at US operations are down to USD 0.48 million in FY20 from USD 1.53 million of the last fiscal. We expect the US operations to be in the black from FY21 which will have a positive impact on our margin momentum. We continue to have a healthy order book on the back of robust demand environment for our products globally. The overall business outlook looks promising and we remain confident of positive performance going forward.”

*Phase 1 expansion SEZ 3 Completion by March-21



FY21 OVERVIEW

HEALTHY ORDER BOOK AS ON 1st SEPT 2020



Our Order pipeline is quite strong. We have already negotiated orders worth ₹ 50.95 crores & these will be received in next 2 months. Further orders worth ₹ 100 crores will be up for grab in next 3 months time.

- **Plants and offices of the company have commenced activities as under:**
 - SEZ Unit-3 & 4 : 29th April-20, Unit-2 :11th May-20, Unit-1 : 13th May-20, US Facility : Mid April-20 and Head office : 15th May-20.
 - In spite of about 12 employees getting covid infection since opening there is no shut down in any operations of the company.
- **Order booking is not going to be affected by Covid 19 because**
 - Projects already in execution have to be finished.
 - Projects already awarded too have to be gone ahead with, however execution can slow down.
 - Projects in planning may be delayed but will not be abandoned.
 - If at all, demand for water and wastewater is expected to increase on account of Covid related hygiene issues !
- **Projected Sales in the year may be affected partially because**
 - Loss of manufacturing due to closure in month of April and partially in May.
 - Local closures in some countries and cities is slowing down project work in these places.
 - Government and cities are facing financial crunch due to Covid related expenses thereby slowing down payments to projects.
 - Visits for Inspection of finished goods are getting difficult to arrange. However many clients are now accepting video inspection.
 - Shortage of oxygen has resulted into ban on supply of same to industries thereby affecting our production !

The entire situation related to Covid19 is still very fluid. Until there is no major worsening of situation from what it is now presently, we do not, as of now see a major disruption in our business in current financial year !

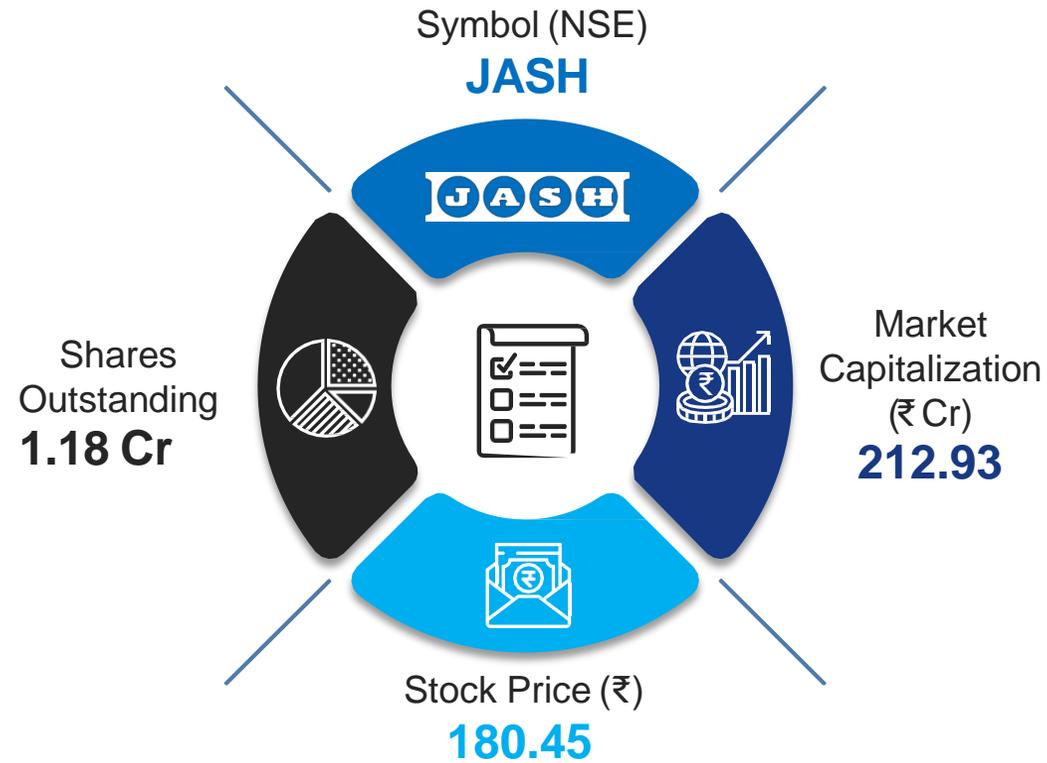
OUTLOOK OF RODNEY HUNT IN FY21



- This will be the 4th full year of Rodney Hunt and 3rd full year of manufacturing operations in Orange
- We have significantly reduced losses from 1.5 Million US\$ in 2018-19 to 0.47 Million US\$ in 2019-20
- In the current year our order booking at RH as on 1st Sept is 16.02 Million US\$
- We have negotiated orders worth 0.23 Million US\$ and these will be received shortly
- We hope to breakeven in the current year and show minor profit based on the current projections

STOCK DATA

(As on 18th September 2020)



THANK YOU

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