

When every drop counts...



JASH ENGINEERING LTD.

Contributing to a sustainable environment worldwide...

Half yearly report ending September 2020



Mahr
Maschinenbau





COMPANY OVERVIEW

1973

Incorporation
of Company



Jash Engineering Ltd.



5 Manufacturing
Units



~800 Employees



₹ 278 Cr.
Consolidated sales
Year 2019-20

- › 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

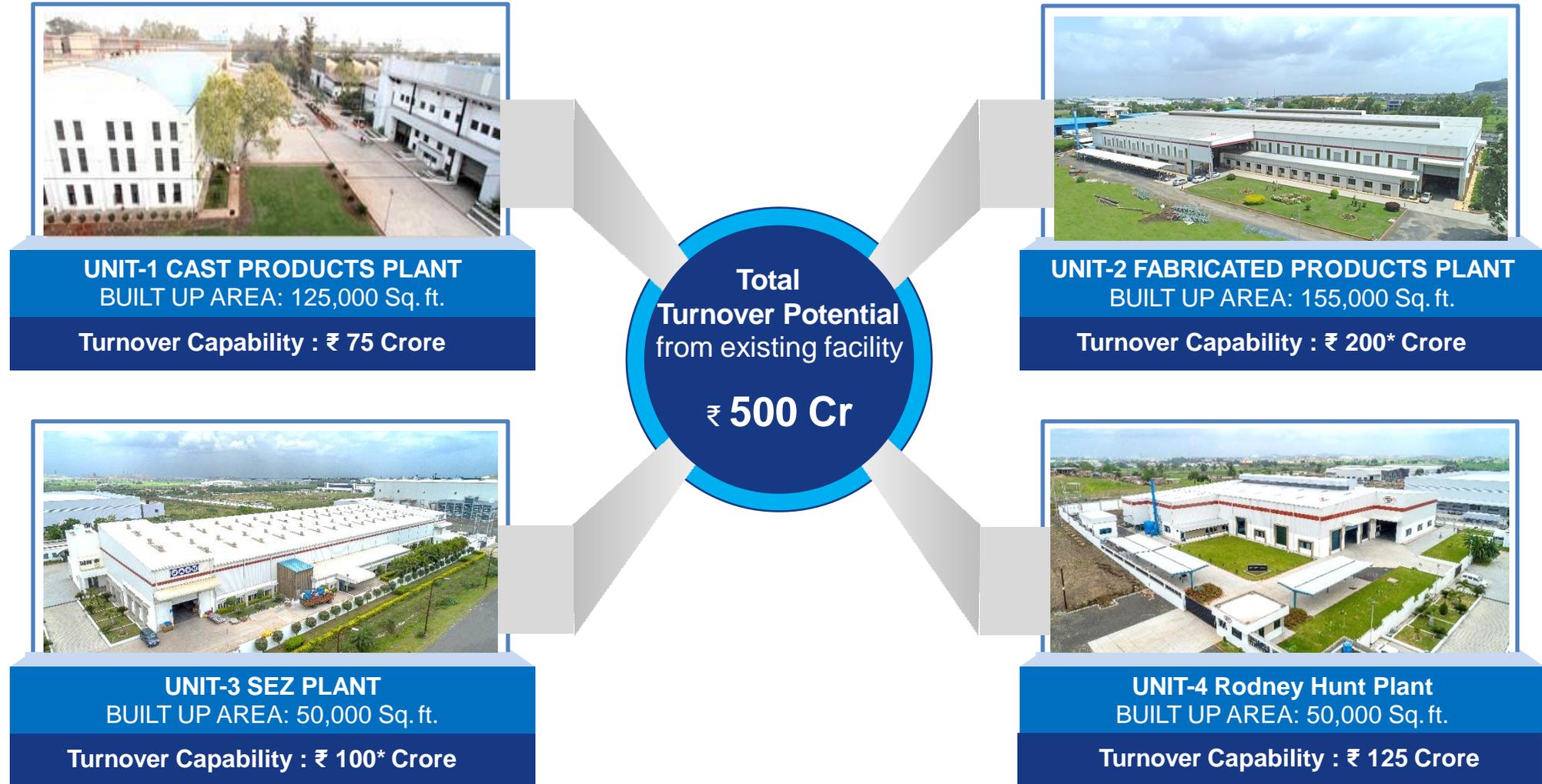


350+ Years of
Cumulative
Experience



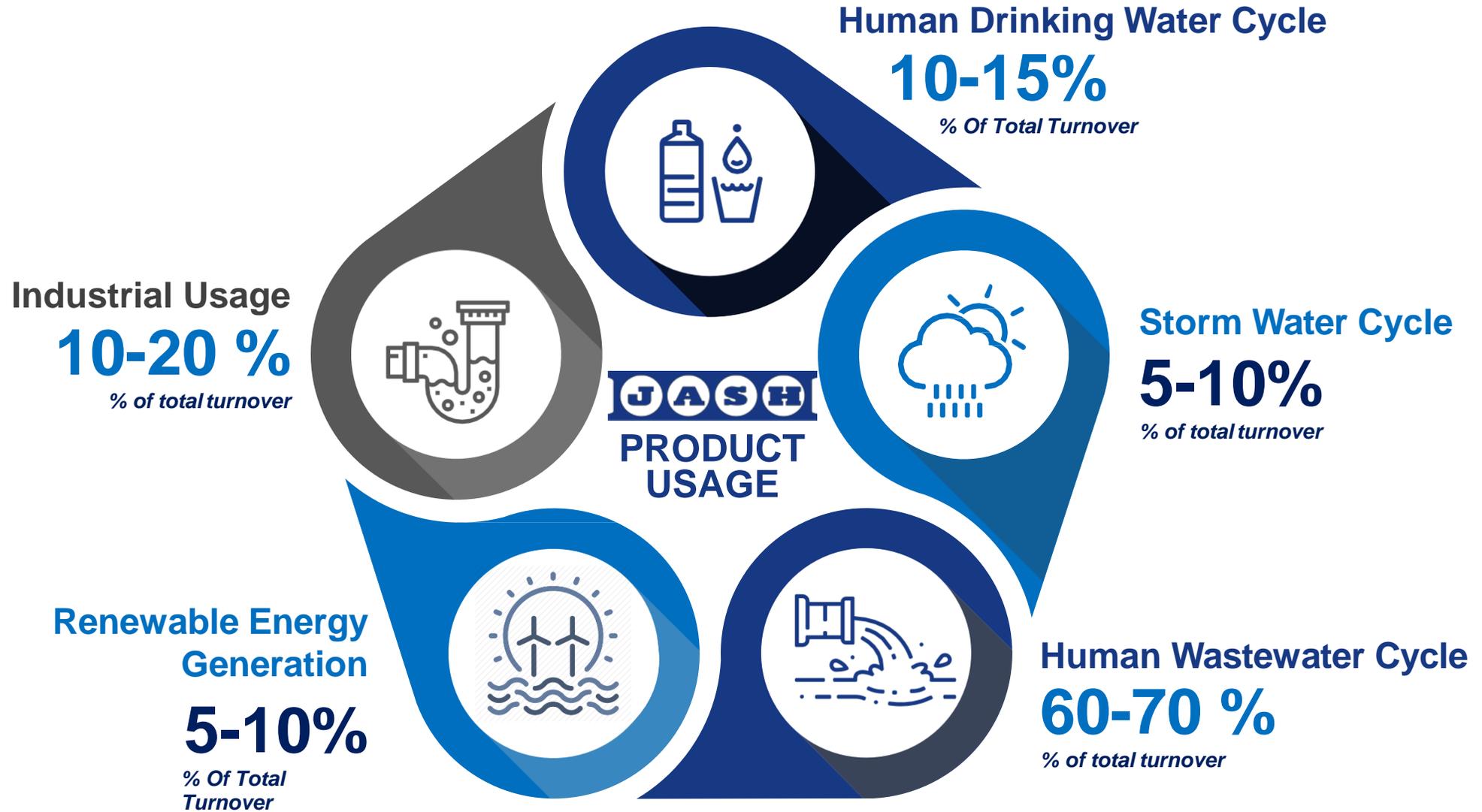
Approved by Major
Municipal Authorities in
India and Abroad

STATE OF ART FACILITIES & TURNOVER CAPABILITY



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

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



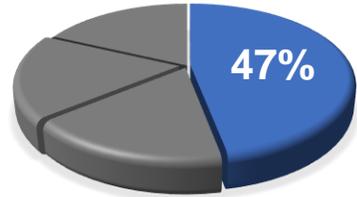
Petrochemical plants



Steel plants

PRODUCT OFFERINGS WITH REVENUE CONTRIBUTION (FY20)

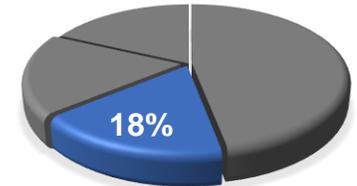
Water Control Gates



Revenue Contribution



Screening Equipment



Revenue Contribution



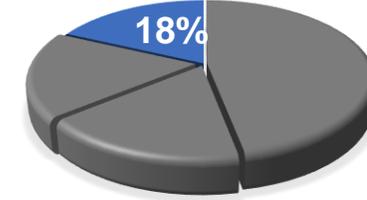
Valves



Revenue Contribution



Hydropower & Pumping, Process Equipment and others



Revenue Contribution

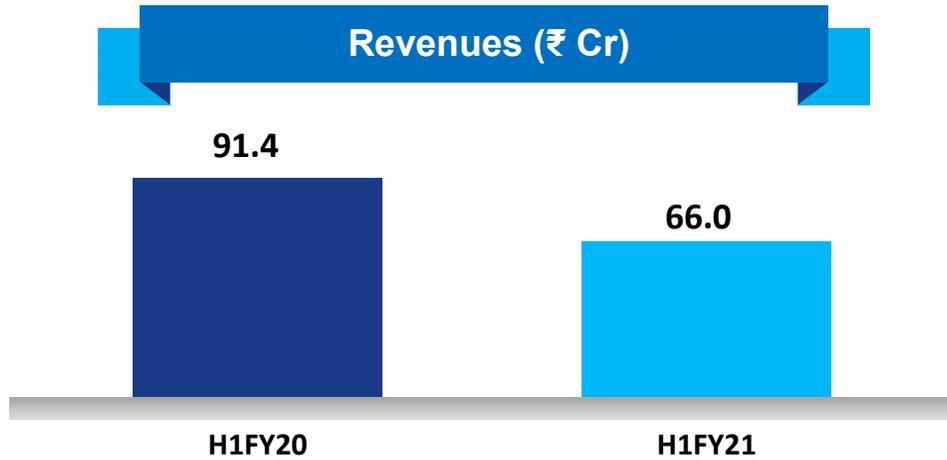




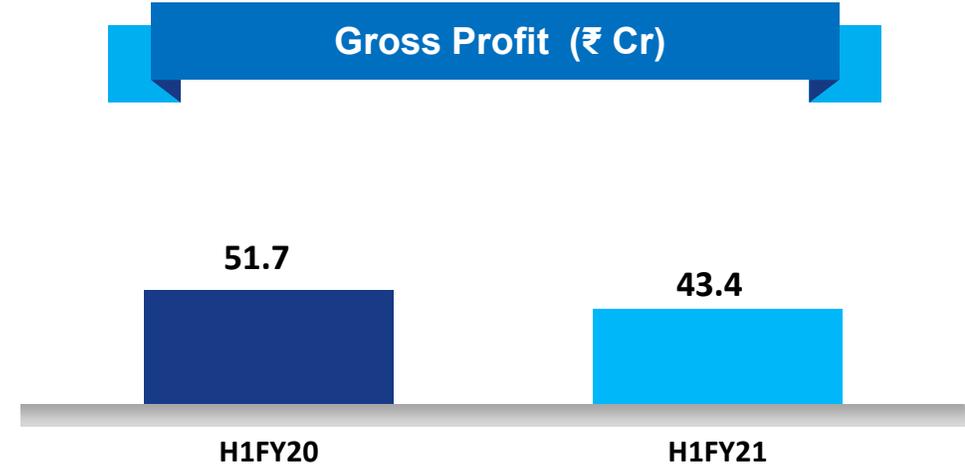
FINANCIAL HIGHLIGHTS

STANDALONE H1FY21 PERFORMANCE – JASH ENGINEERING LTD.

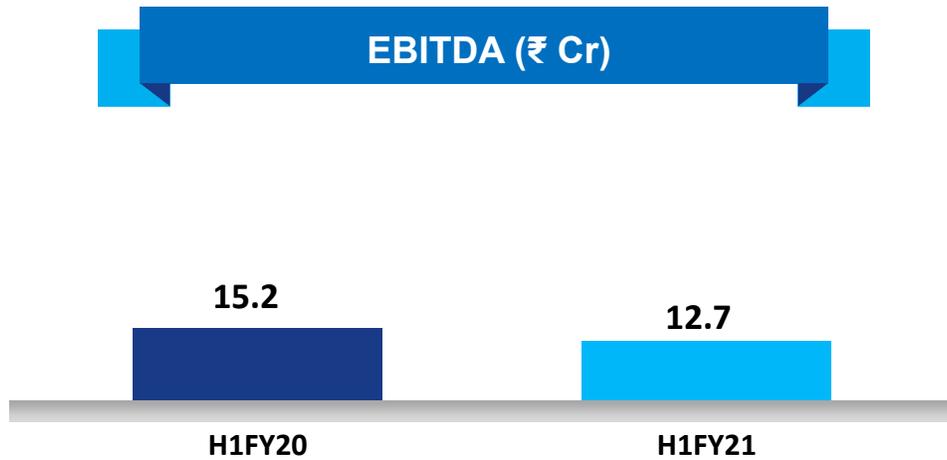
Revenues (₹ Cr)



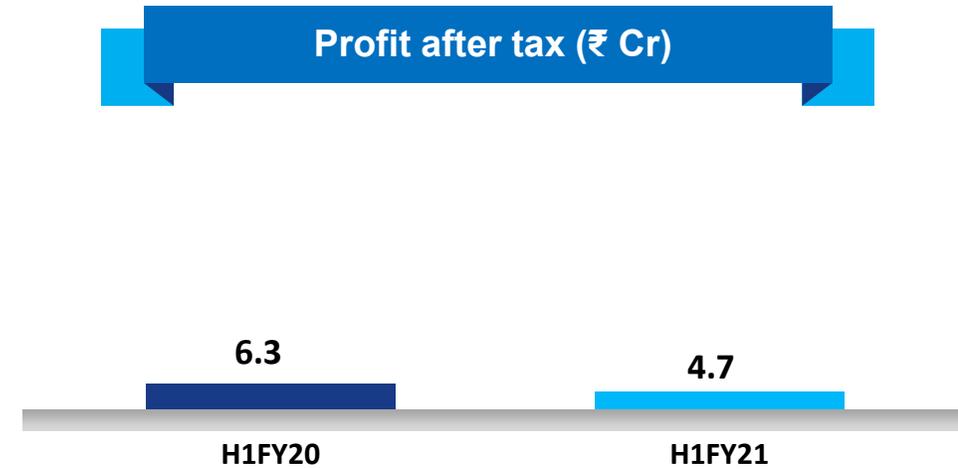
Gross Profit (₹ Cr)



EBITDA (₹ Cr)

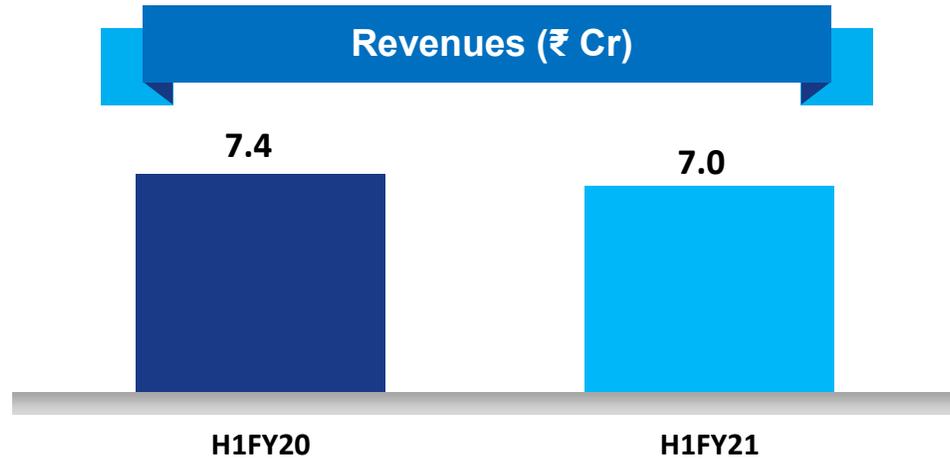


Profit after tax (₹ Cr)

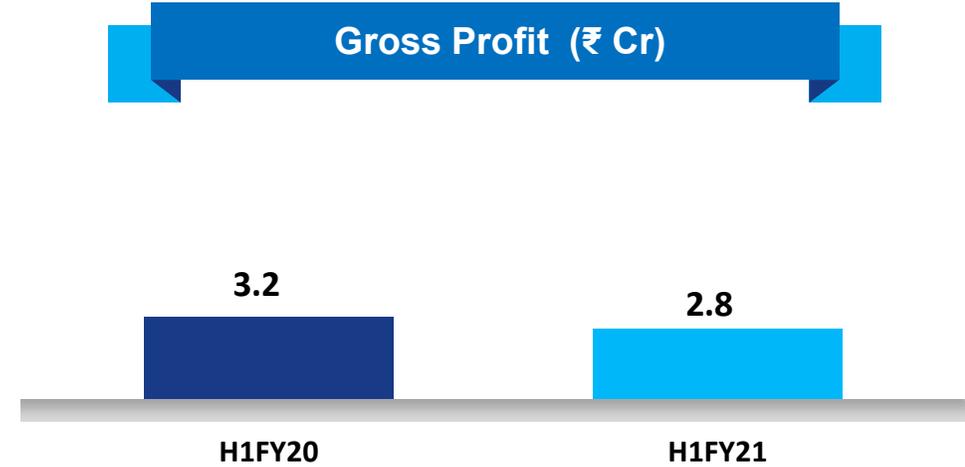


STANDALONE H1FY21 PERFORMANCE – SHIVPAD ENG PVT LTD.

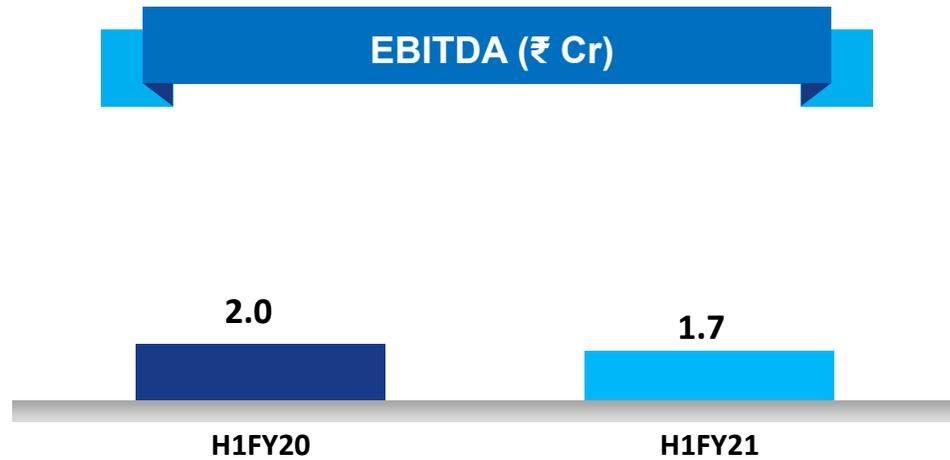
Revenues (₹ Cr)



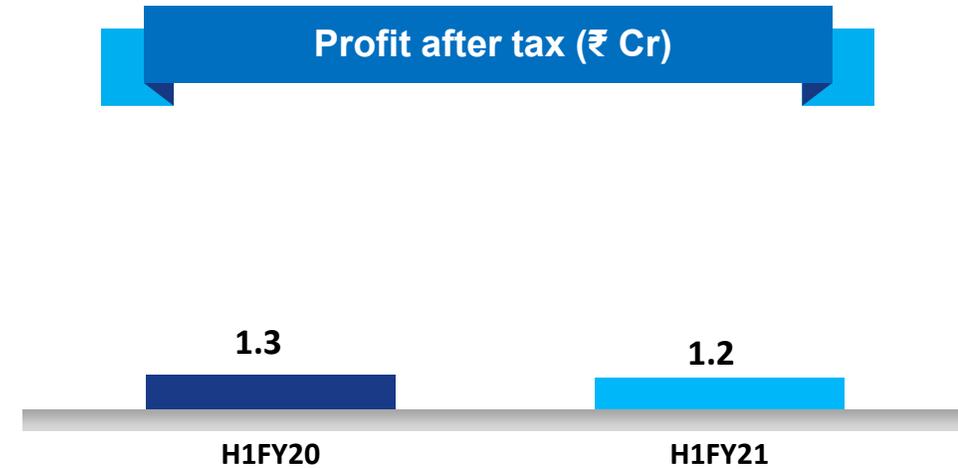
Gross Profit (₹ Cr)



EBITDA (₹ Cr)

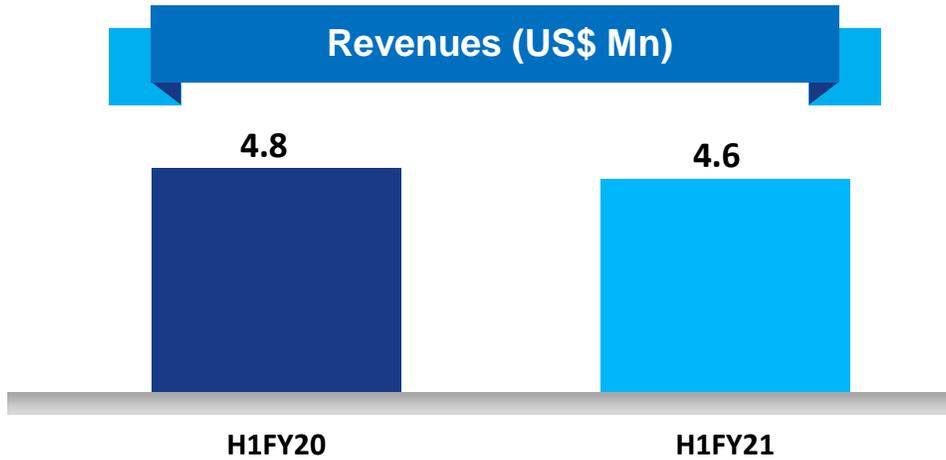


Profit after tax (₹ Cr)

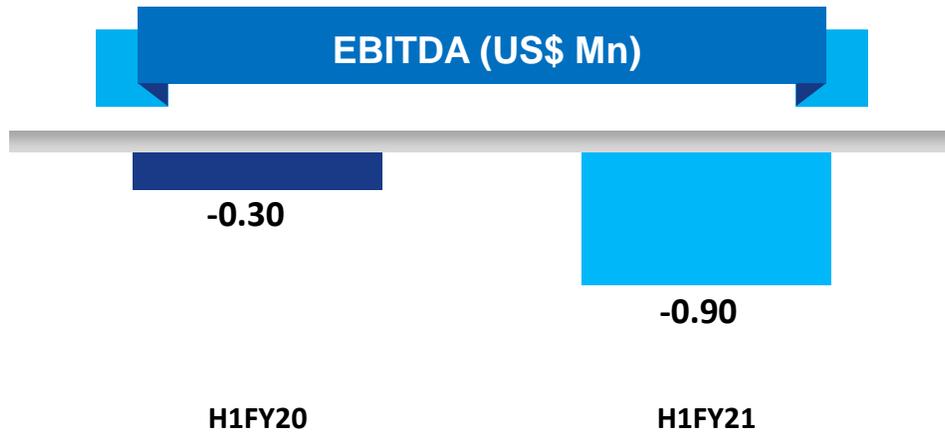


STANDALONE H1FY21 PERFORMANCE – JASH USA / RODNEY HUNT

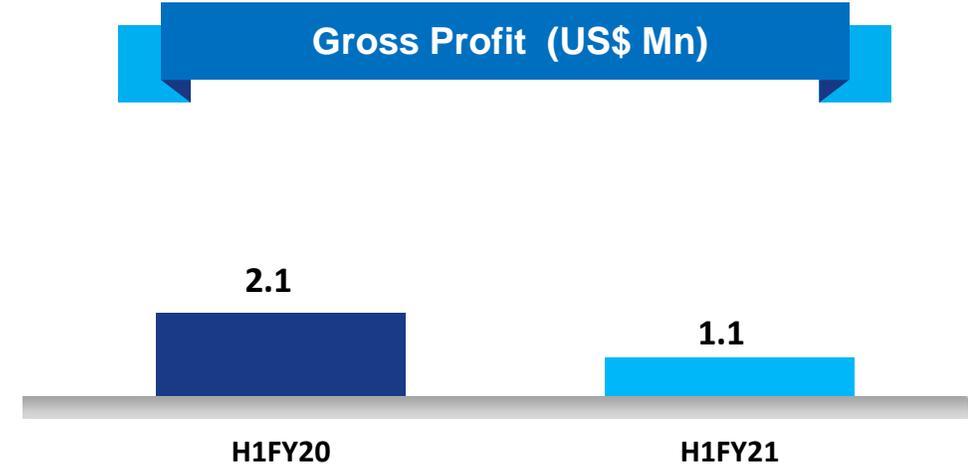
Revenues (US\$ Mn)



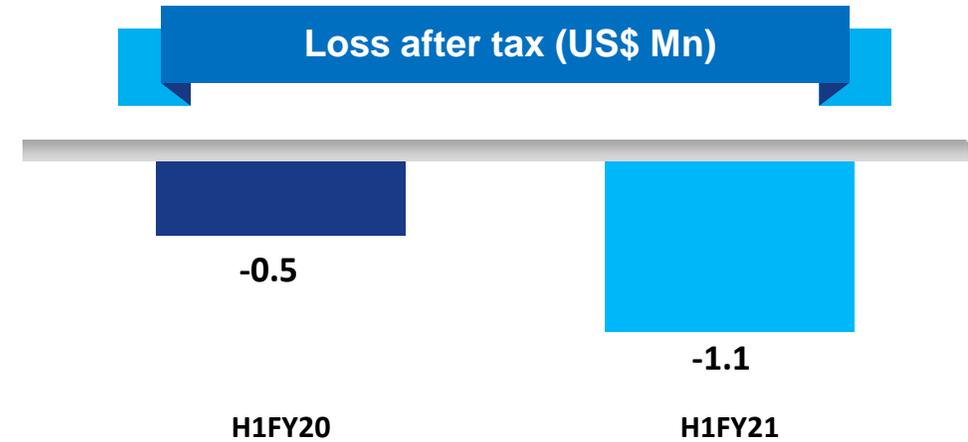
EBITDA (US\$ Mn)



Gross Profit (US\$ Mn)

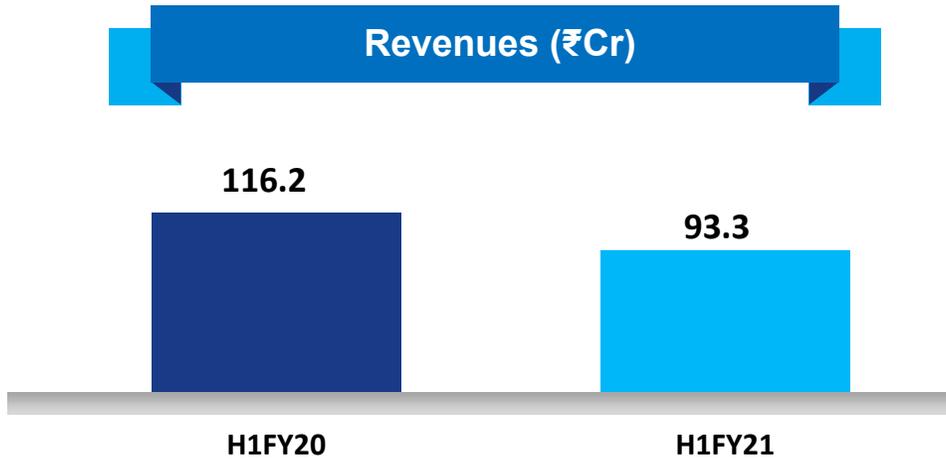


Loss after tax (US\$ Mn)

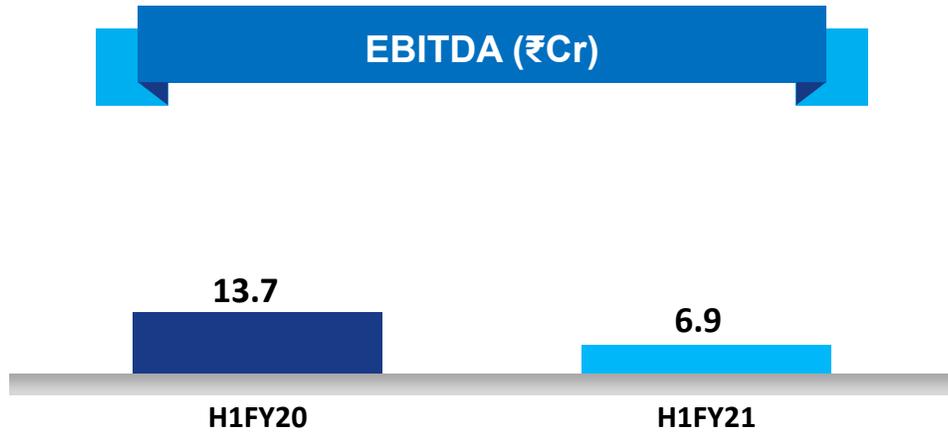


CONSOLIDATED H1FY21 FINANCIAL PERFORMANCE

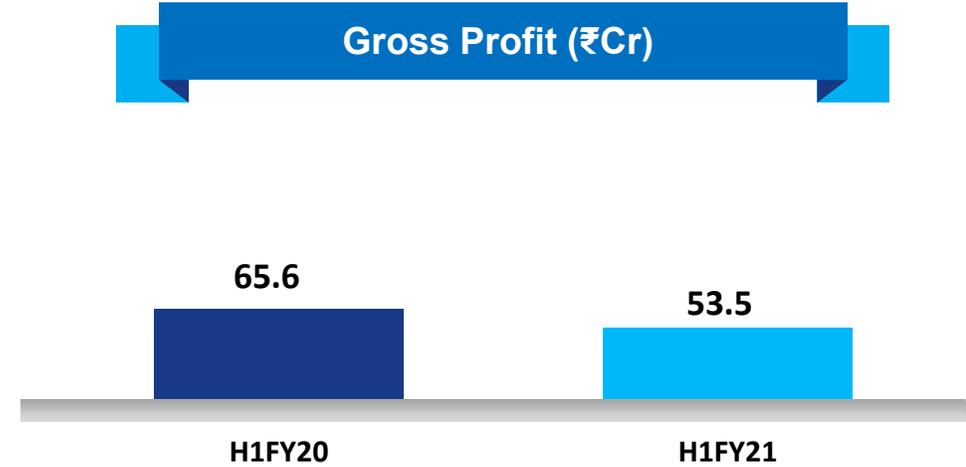
Revenues (₹Cr)



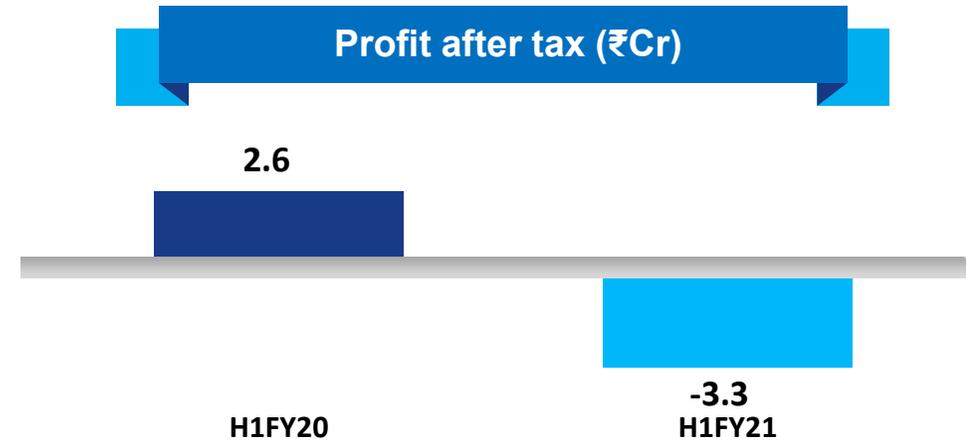
EBITDA (₹Cr)



Gross Profit (₹Cr)



Profit after tax (₹Cr)



CONSOLIDATED H1FY21 BALANCE SHEET (₹ CR)

Balance sheet as on 30/09/20

Capital Structure (₹cr)	
Cash	17.7
Debt	77.2
Net Debt	59.5
Net Worth	123.6

Ratio

Leverage	
Total Debt / Capital	63%
Net Debt / Capital	48%
Debt / EBITDA	2.0x

H1FY21 Capital Allocation

Capital Expenditure

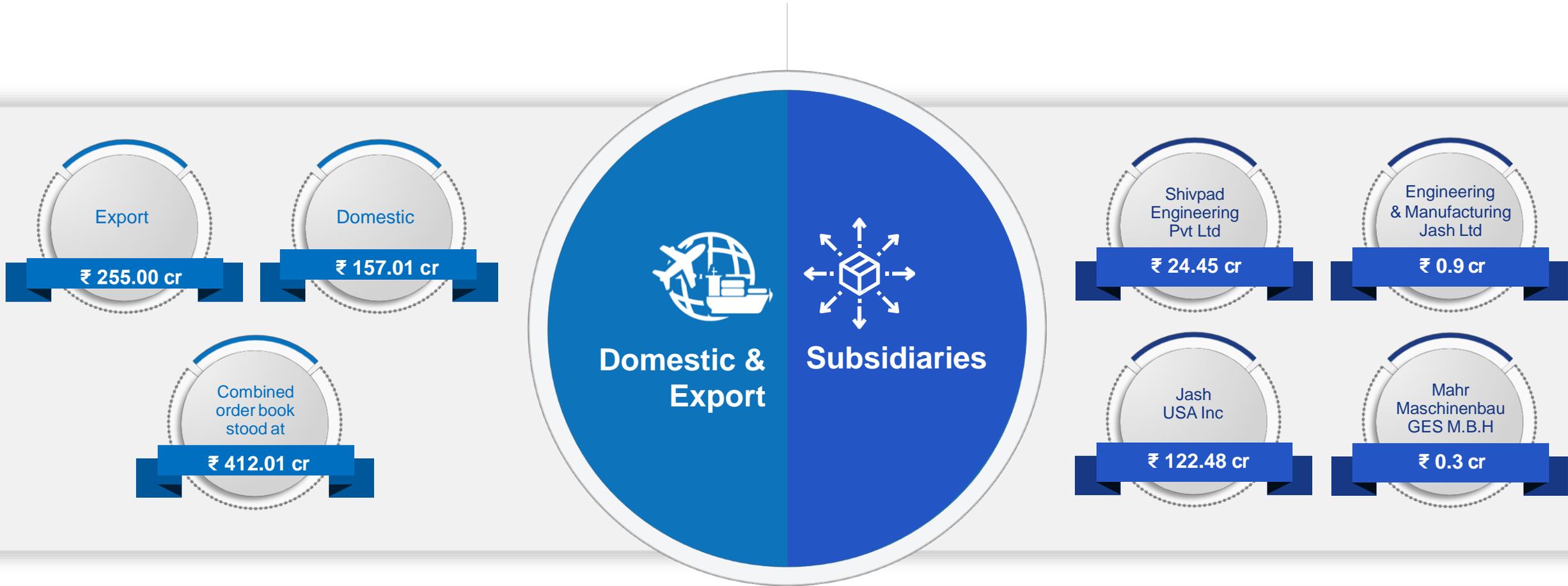


Capex of
₹ 3.4cr
for the year (3.6%
of revenue)

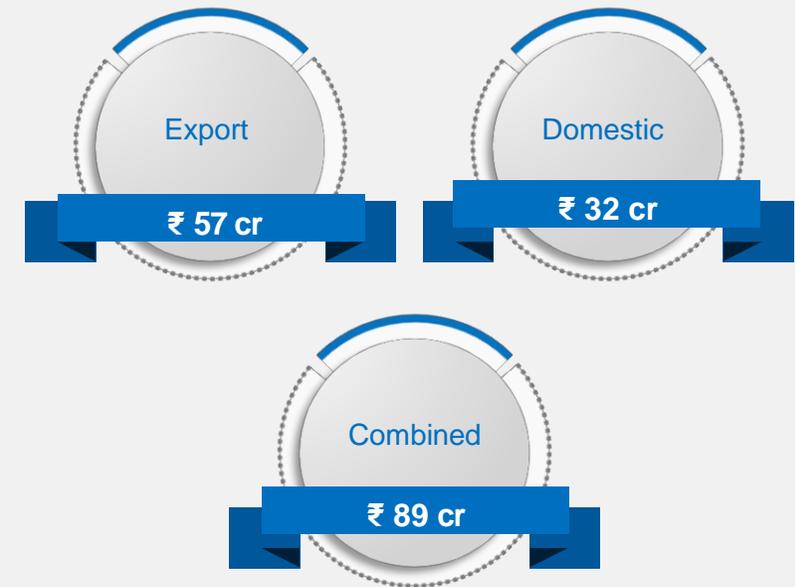


OUTLOOK

CONSOLIDATED PENDING ORDER BOOK AS ON 31st OCT 2020

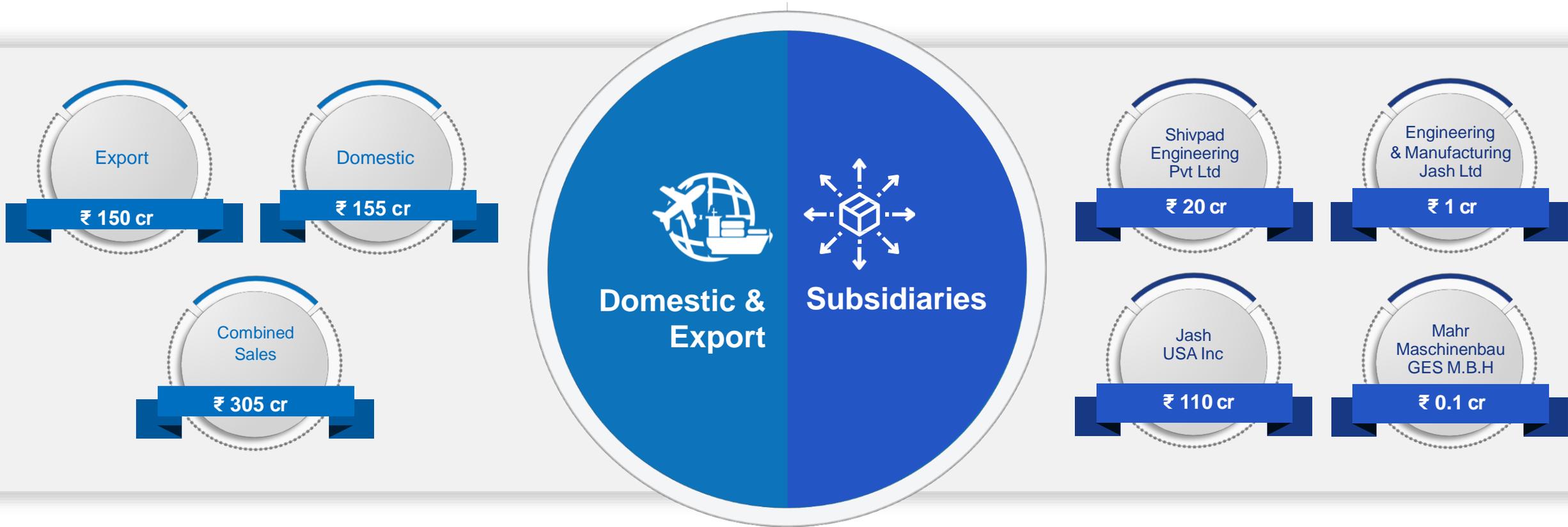


CONSOLIDATED ORDER PIPE LINE FOR Q3 AS ON 31ST OCT



*Orders already negotiated with clients by 31st Oct 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 related developments

OTHER DEVELOPMENTS

1. Roof top solar generation of 450 kW capacity is now commissioned and will result into approx. annual power saving of Rs 11 lacs.
2. SAP S4 HANA is finally commissioned in Oct 2020 and by Dec 2020 most operational issues related to it are expected to be resolved. We expect to finally start getting benefits of a good ERP system by 2021-22.
3. New software to accumulate data on design estimation of gates so as to reduce repetitive type of work in estimation is developed and is under user trials. This will be commissioned in Dec 2020 and thereafter will help in carrying out estimates faster enabling higher output by existing estimation engineers. Once implemented this will enable same number of people to handle 50% higher work load.
4. Loan sanction for undergoing expansion is delayed. As a result First phase expansion in Unit 3 and expansion in machining capability at Unit 2 and Unit 1 will now be completed by March 2021 end instead of Jan 2021 end.
5. New Operations Head at RH Orange manufacturing facility has joined from 1st week of November.
6. The loan taken by Jash USA for acquisition of Rodney Hunt has now been fully paid and now Jash USA is debt free.
7. New VP Marketing at Jash (replacement of H.N. Nagaraj) is short listed and will join from Dec 2020.

Mr. Pratik Patel

Managing Director

“Standalone operations of Jash Engineering Ltd and Shivpad Engineers have already become profitable in the first half of FY20-21 and as sales grows substantially in second half we expect significant improvement in their profitability. However losses from US subsidiary Rodney Hunt has impacted the overall consolidated results thereby leading into loss of Rs. 3.33 crores. The primary reason for this is that revenue from India manufactured goods at Rodney Hunt was greatly affected in first half on account of Covid related closure in Indian plants till mid May, production time of 8-12 weeks subsequent to start of operations in May and 7 weeks delivery period from our plant to clients site in USA. However we expect significant billing in second half at RH from India manufactured goods and thereby expect to achieve billing in excess of USD 15 million at US subsidiary and be in black in FY 20-21. The overall business outlook still looks promising inspite of Covid interruptions and we remain confident of positive performance going forward.”

THANK YOU

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