

When every drop counts...



# JASH ENGINEERING LTD.

*Contributing to a sustainable environment worldwide...*

## Investor Presentation

*June 2021*



Mahr  
Maschinenbau



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# WHAT'S INSIDE

**Company Overview**

**Products & Application**

**Financial Performance**

**Business Outlook**

**Investment Rationale**



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

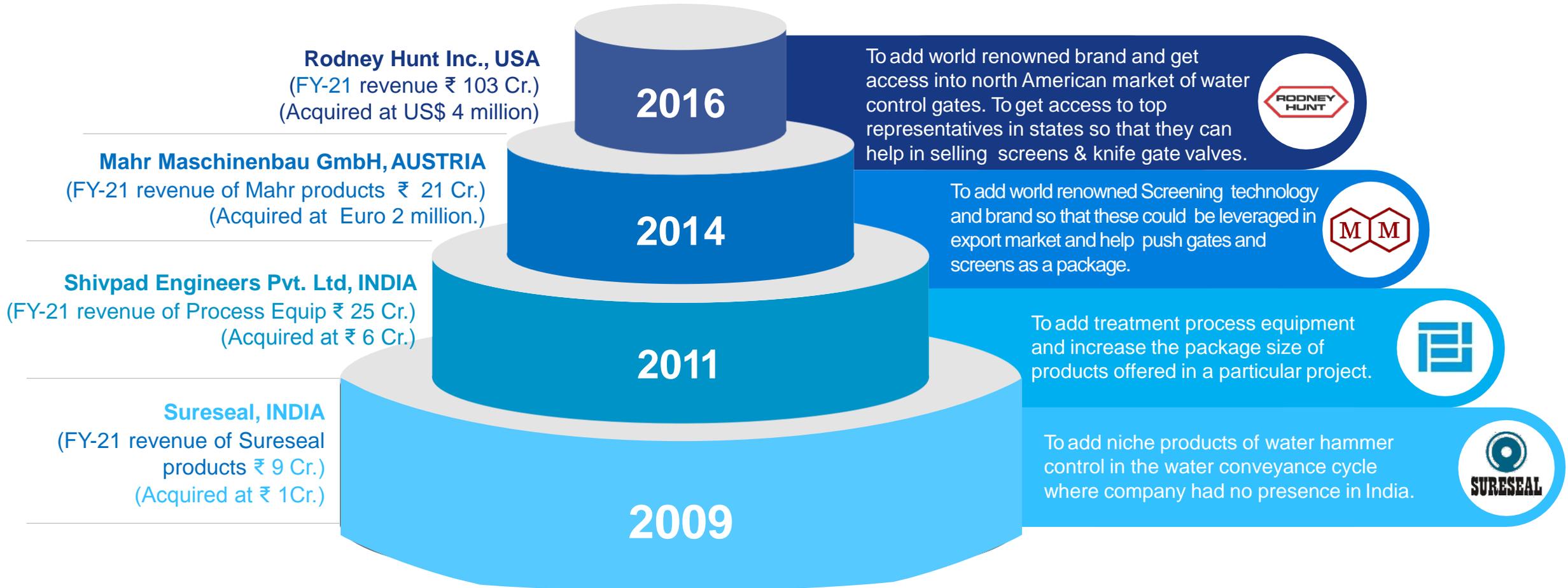
**2018**

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



**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 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 2000mm**



**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**



**Jash Fabricated Products Plant Unit-2**



# PRODUCTS OVERVIEW



# PRODUCT AT A GLANCE

## Water Control Gates



Penstocks / Sluice Gates



Open Channel Gates



Downward Opening Weir Gates

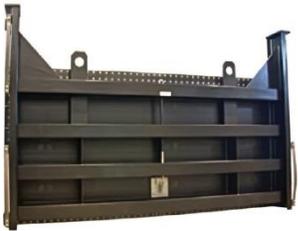


Flap Gates



Stop Logs

## Heavy Fabricated Gates



Bulk Head Slide Gates



Roller Gates



Butterfly Gates



Crest Gates



Radial / Tainter Gates



Bonneted Gates

# PRODUCT AT A GLANCE

## Coarse Screening Equipment



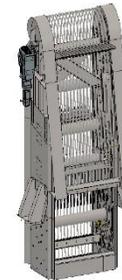
Trash Rack



Jash MMR Screen



“JMR” Multi-rake Screen



Jash Back Rake Screen



Suspended Trash Rack

## Fine Screening Equipment



Screenmat Step Screen



Rotoclean Rotary Drum Screen



Rotobrush Rotary Screen



Mahr Perscalator Screen



Travelling Band Screen

## Screening Conveying Equipment



Belt Conveyor



Screw Conveyor



Screw Conveyor  
with wash compactor



Jet Breaker Washer Compactor

# PRODUCT AT A GLANCE

## Knife Gate Valves



“ZFI” Series  
Knife Gate Valve



“MONO” Series  
Knife Gate Valve

## Special Purpose Valves



Zero Velocity Valve

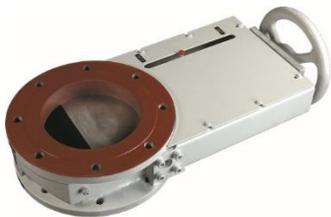


Air Cushion Valve



Energy Dissipating Valve

## Bulk Solid Handling Valve



Slide Gate Valve –  
Version ZFB



Swing Gate Valve –  
Version KU



Double Flap Valve –  
Version DFG



Fabricated Slide  
Gate Valve-VEG



Slide Gate Valve-  
ZFS

# PRODUCT AT A GLANCE

## Process Equipment



Detritor



Slow speed  
floating aerator



Clarifier



Clarifloculator



Slow speed  
fixed aerator

## Hydro Power Equipment



Hydropower Screw Generator

## Screw Pumps



Archimedean Screw Pump

## Filtering Equipment



FILT® Diamond Disc Filter

# APPLICATION OF PRODUCTS



Water intake systems



Storm water pumping stations



Water & waste water treatment plants



Irrigation systems



Power plants



Paper & pulp plants

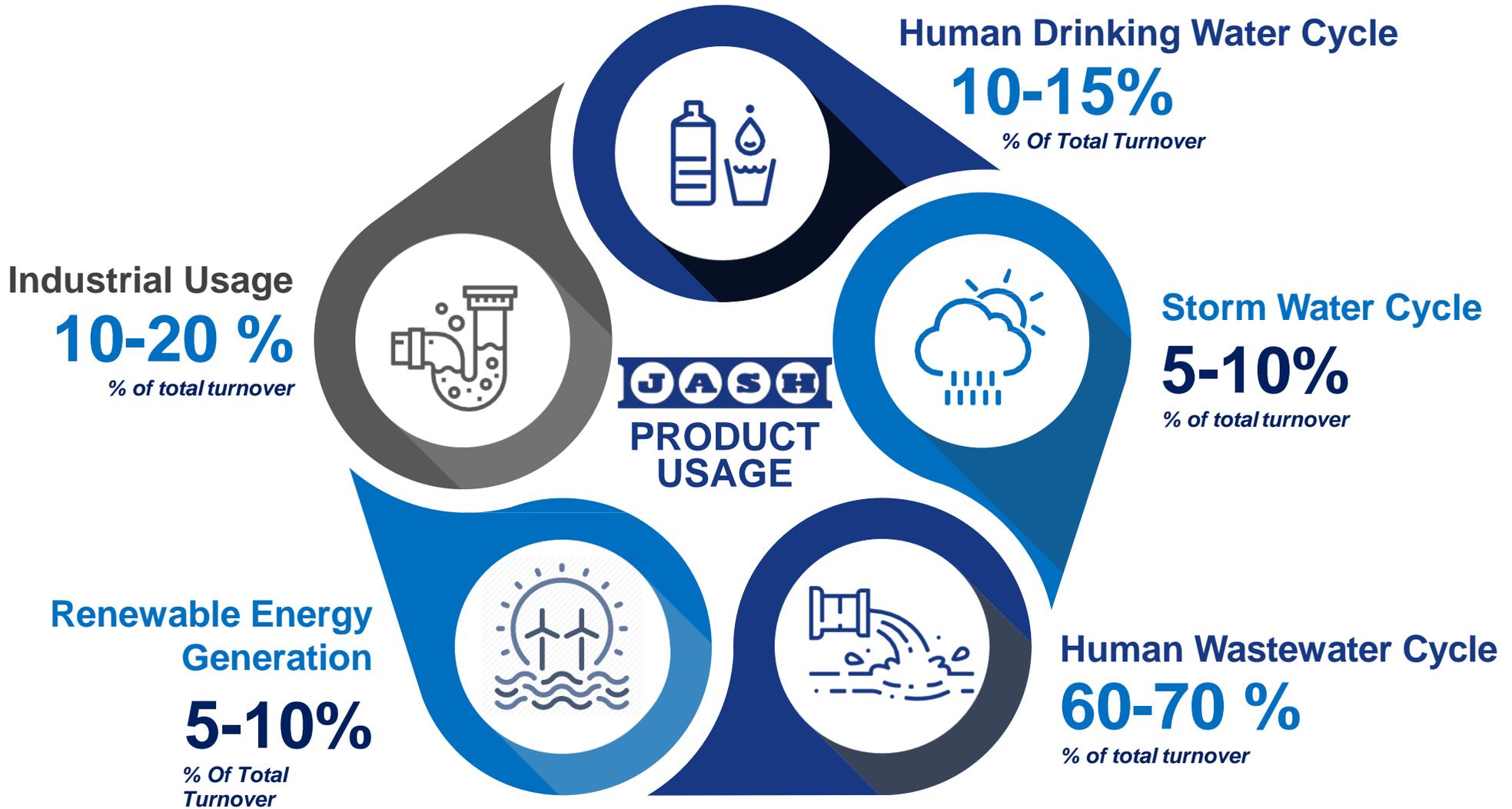


Petrochemical plants



Steel plants

# PRODUCT 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*

# WHERE ARE THESE PRODUCTS USED

## Human Drinking Water Cycle



Stages in Human Drinking Water Cycle	Jash Products Used
<ul style="list-style-type: none"> <li>Collection / storage of water in dams and reservoirs</li> </ul>	Water control gates
<ul style="list-style-type: none"> <li>Intake systems to take fresh water from dams / reservoirs or take seawater from sea for desalination</li> </ul>	Water control gates Screens
<ul style="list-style-type: none"> <li>Pumping stations to pump water to distant cities</li> </ul>	Water control gates Screens
<ul style="list-style-type: none"> <li>Water transmission lines to take water to distant cities</li> </ul>	Water hammer control valves
<ul style="list-style-type: none"> <li>Water treatment plant / Desalination plants where water is treated and made fit for human consumption</li> </ul>	Water control gates Process equipment
<ul style="list-style-type: none"> <li>Long distance water transmission lines to cities and homes</li> </ul>	Energy dissipating valves

# WHERE ARE THESE PRODUCTS USED

## Human waste water and Industrial waste water cycle



Stages in Human & Industrial Waste Water Cycle	Jash Products Used
<ul style="list-style-type: none"> <li>Pumping stations to collect and pump waste water to distant sewerage treatment plant</li> </ul>	Water control gates Screens Knife gate valves Archimedes screw pumps
<ul style="list-style-type: none"> <li>Waste water transmission lines to take water to distant plants</li> </ul>	Water hammer control valves Knife gate valves
<ul style="list-style-type: none"> <li>Sewerage treatment plant where waste water is treated and made fit for disposal or in some cases for human consumption</li> </ul>	Water control gates Screens Knife gate valves Process equipment Disc filters
<ul style="list-style-type: none"> <li>Outfalls of treated water to sea or rivers</li> </ul>	Water control gates Hydropower Screw Generators

# WHERE ARE THESE PRODUCTS USED

## Storm water cycle

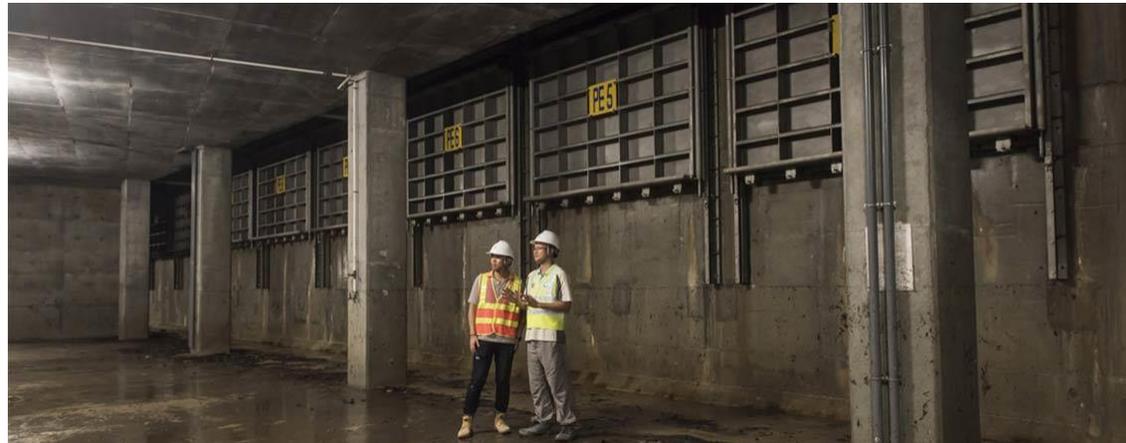


### Stages in Storm Water Cycle

- Pumping stations to collect and pump storm water to sea / river / treatment plant
- Storm water treatment plant where storm water is treated and made fit for disposal to river / sea or for other uses:

### Jash Products Used

- Water control gates  
Screens  
Knife gate valves  
Archimedes Screw pumps
- Water control gates  
Screens  
Knife gate valves



# WHERE ARE THESE PRODUCTS USED

## Renewable Energy Generation



Stages in Renewable Energy Generation	Jash Products Used
<ul style="list-style-type: none"> <li>• Canal based power generation</li> </ul>	Hydropower screw generator Water Control Gates Screens
<ul style="list-style-type: none"> <li>• Run of river based power generation</li> </ul>	Hydropower screw generator Water Control Gates Screens
<ul style="list-style-type: none"> <li>• Outfalls of Sewage treatment plants based power generation</li> </ul>	Hydropower screws Water Control Gates
<ul style="list-style-type: none"> <li>• Outfalls of Power plants based power generation</li> </ul>	Hydropower screws Water Control Gates
<ul style="list-style-type: none"> <li>• Replacement of water wheels and other old technologies for power generation</li> </ul>	Hydropower screws Water Control Gates

# WHERE ARE THESE PRODUCTS USED

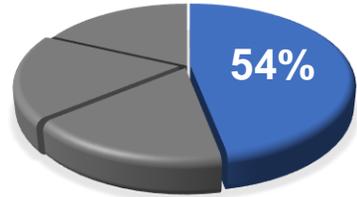
## Industrial use



Stages in Industrial Use	Jash Products Used
<ul style="list-style-type: none"> <li>Collection / storage of water in dams and reservoirs</li> </ul>	Water control gates
<ul style="list-style-type: none"> <li>Intake systems to take water from dams and reservoirs</li> </ul>	Water control gates Screens
<ul style="list-style-type: none"> <li>Pumping stations to pump water to distant plants</li> </ul>	Water control gates Screens
<ul style="list-style-type: none"> <li>Water transmission lines to take water to distant plants</li> </ul>	Water hammer control valves
<ul style="list-style-type: none"> <li>Water treatment plant where water is treated and made fit for industrial use</li> </ul>	Water control gates Process equipment
<ul style="list-style-type: none"> <li>Effluent treatment plant where waste water is treated and made fit for disposal or in some cases for reuse</li> </ul>	Water control gates, Screens Knife gate valves Process equipment Disc Filter
<ul style="list-style-type: none"> <li>Outfalls of treated water to sea or rivers</li> </ul>	Water control gates Hydropower Screw Generators
<ul style="list-style-type: none"> <li>Cement / Power Plant / Petroleum / Paper Pulp / Chemical / Food processing / Pharmaceuticals etc.</li> </ul>	Knife Gate Valves Bulk Solid Valves.

# PRODUCT OFFERINGS WITH REVENUE CONTRIBUTION (FY21)

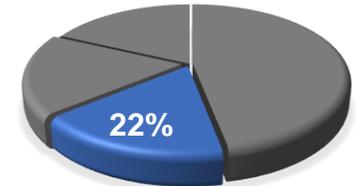
## Water Control Gates



Revenue Contribution



## Screening Equipment



Revenue Contribution



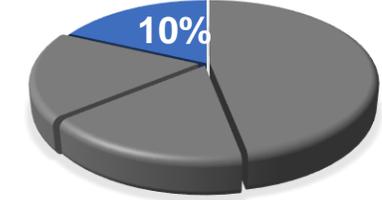
## Valves



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	<b>2994</b>	All units are in ₹ Mn
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● Acquisitions ■ Manufacturing & Marketing Offices ◆ Subsidiary ▲ Regional Business Associates

# CLIENTS & CONSULTANTS - INDIA



LARSEN & TOUBRO



KHILARI



Uhde India



Multi Media Consultants



WAPCOS Limited  
(A Government of India Undertaking)



NJS ENGINEERS INDIA PVT. LTD.  
(A wholly owned subsidiary of NJS Co. Ltd., Japan)



INDIA



# CLIENTS & CONSULTANTS - INTERNATIONAL



其士集團  
CHEVALIER GROUP





Crest Gate at Landsberg Fish Passage Ravensdale, WA, USA

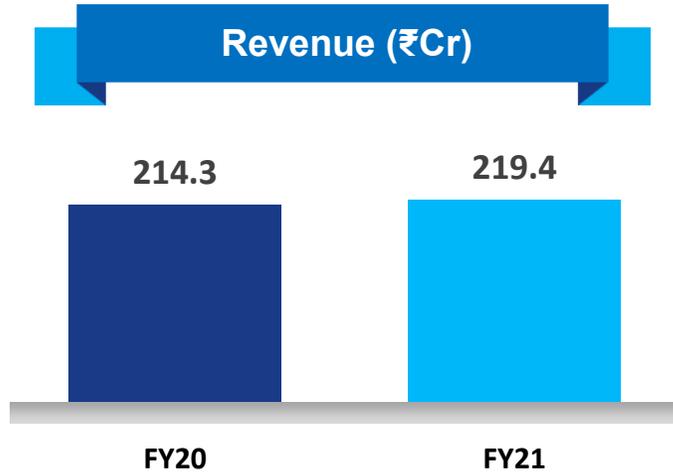


# FINANCIAL PERFORMANCE

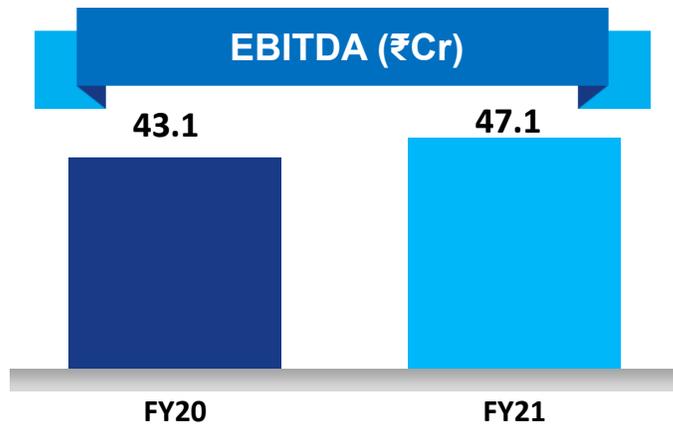
# STANDALONE PERFORMANCE – JASH, SHIVPAD & JASH USA

## JASH ENGINEERING LTD.

### Revenue (₹Cr)

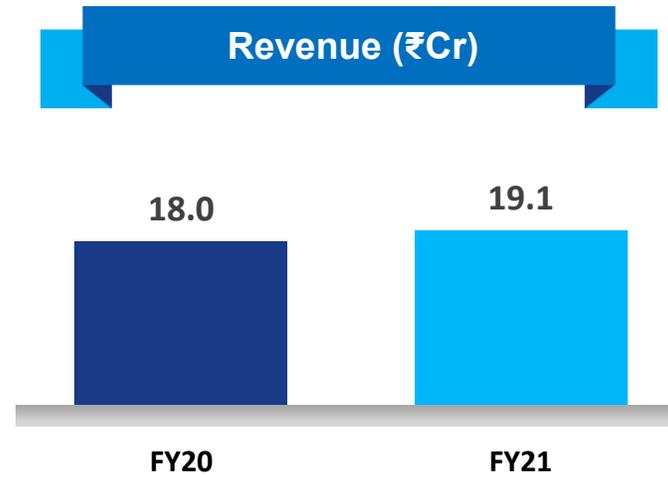


### EBITDA (₹Cr)

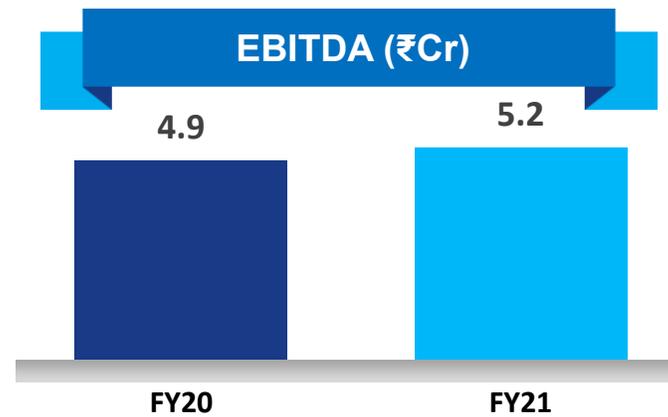


## SHIVPAD ENGINEERING PVT. LTD.

### Revenue (₹Cr)

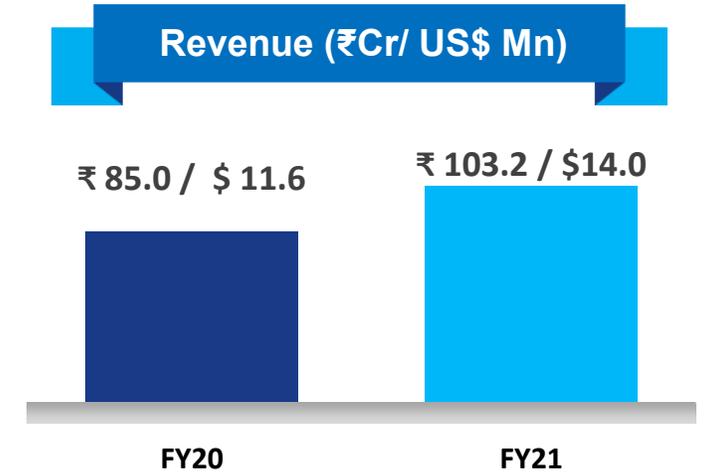


### EBITDA (₹Cr)

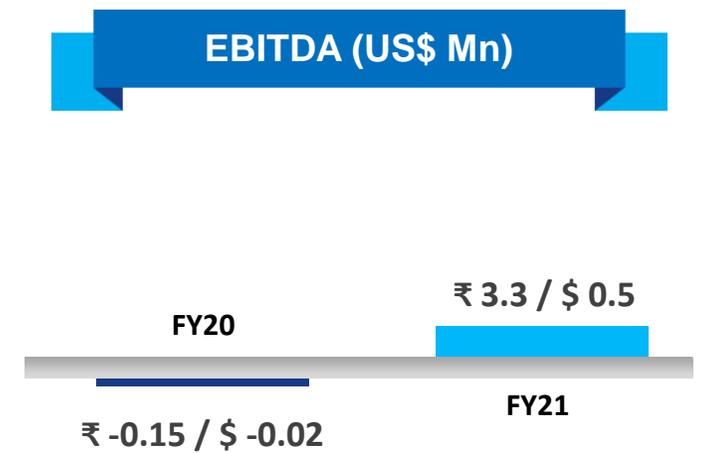


## JASH USA / RODNEY HUNT

### Revenue (₹Cr/ US\$ Mn)

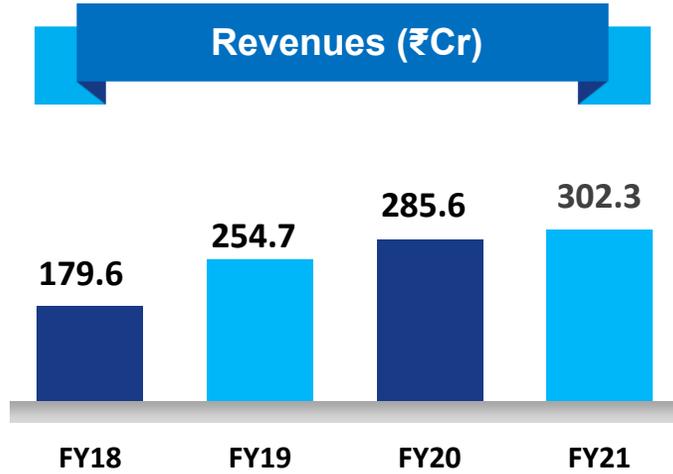


### EBITDA (US\$ Mn)

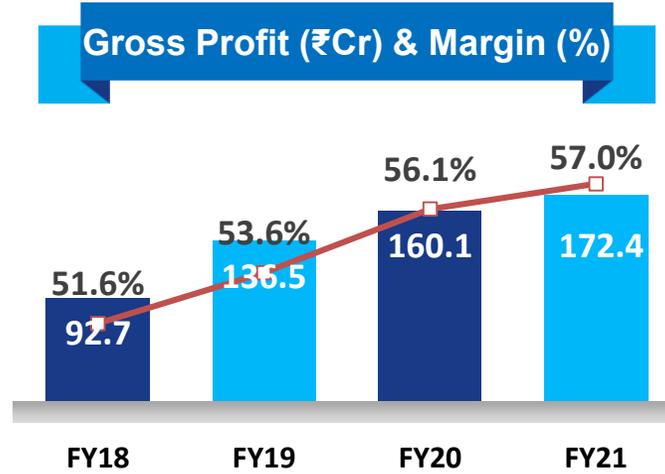


# CONSOLIDATED FINANCIAL SNAPSHOT

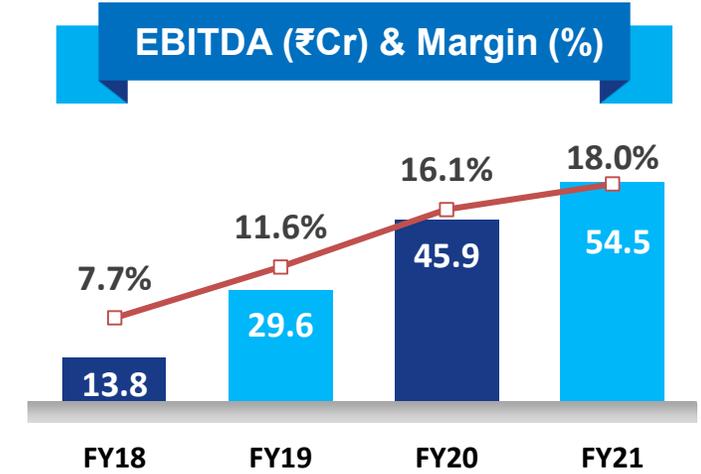
## Revenues (₹Cr)



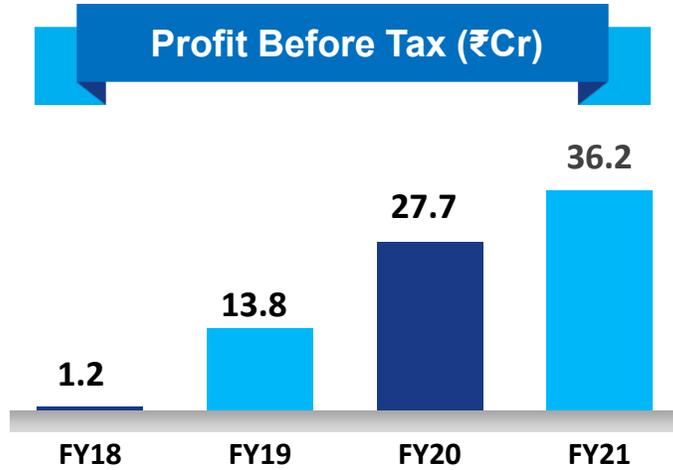
## Gross Profit (₹Cr) & Margin (%)



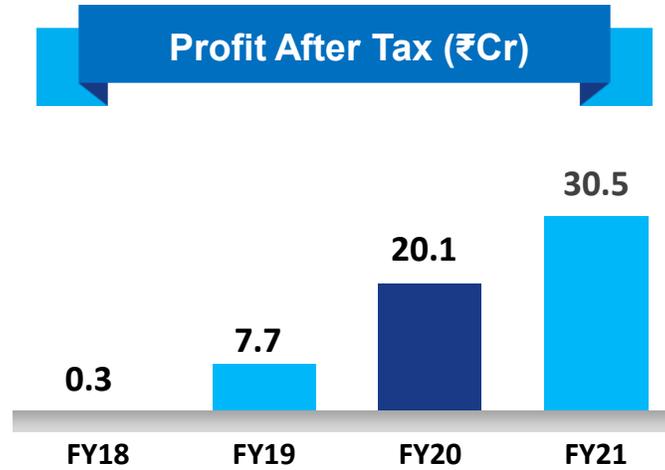
## EBITDA (₹Cr) & Margin (%)



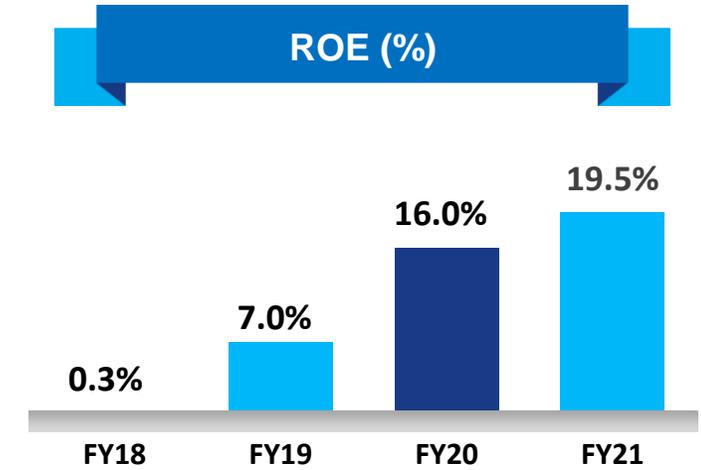
## Profit Before Tax (₹Cr)



## Profit After Tax (₹Cr)



## ROE (%)



# CONSOLIDATED BALANCE SHEET SNAPSHOT (₹ CR)

## Balance sheet as on 31/03/21

Capital Structure (₹cr)	
Cash	22.2
Debt	67.0
Net Debt	44.8
Net Worth	156.3

## Ratio

Leverage	
Total Debt / Capital	43%
Net Debt / Capital	29%
Debt / EBITDA	1.2x

## FY21 Capital Allocation

### Capital Expenditure



Capex of  
**₹ 9.5 cr**  
for the year (3.1%  
of revenue)

# CONSOLIDATED INCOME STATEMENT

Particulars (₹ Cr)	Q4FY21	Q3FY21	Q4FY20	FY21	FY20
<b>Total Income</b>	<b>128.5</b>	<b>80.5</b>	<b>92.4</b>	<b>302.3</b>	<b>285.6</b>
Total Expenses	102.8	68.1	79.7	266.1	257.9
<b>EBITDA</b>	<b>30.3</b>	<b>17.2</b>	<b>16.9</b>	<b>54.5</b>	<b>45.9</b>
<b>EBITDA Margin (%)</b>	<b>23.6%</b>	<b>21.4%</b>	<b>18.3%</b>	<b>18.0%</b>	<b>16.1%</b>
Finance Cost (Net)	2.4	2.7	2.5	9.8	10.3
Depreciation	2.2	2.1	1.8	8.5	7.8
<b>PBT</b>	<b>25.7</b>	<b>12.4</b>	<b>12.7</b>	<b>36.2</b>	<b>27.7</b>
Tax	1.9	2.3	2.6	5.6	7.6
<b>PAT</b>	<b>23.7</b>	<b>10.1</b>	<b>10.1</b>	<b>30.5</b>	<b>20.1</b>
<b>PAT Margins (%)</b>	<b>18.4%</b>	<b>12.5%</b>	<b>10.9%</b>	<b>10.1</b>	<b>7.0%</b>
EPS (₹)	20.0	8.55	8.51	25.78	16.98

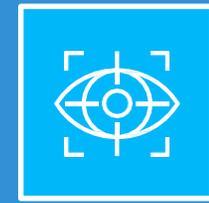
# CONSOLIDATED BALANCE SHEET

Particulars (₹ Cr)	FY21	FY20
<b>Equity &amp; Liabilities</b>		
<b>Shareholder's Funds</b>		
Share Capital	11.8	11.8
Other Equity	144.5	113.6
<b>Total Shareholder's Fund</b>	<b>156.3</b>	<b>125.5</b>
<b>Non-Current Liabilities</b>		
Long-Term Borrowings	24.3	16.9
Provisions	4.8	3.9
Deferred Tax Liabilities (Net)	0.8	2.2
Other Non-Current Liabilities	0.5	0.0
<b>Total Non Current Liabilities</b>	<b>30.4</b>	<b>23.0</b>
<b>Current Liabilities</b>		
Short-Term Borrowings	42.7	56.1
Trade Payables	45.4	40.2
Other Financial Liabilities	13.1	18.7
Other Current Liabilities	27.2	18.2
Provisions	1.2	0.1
Current Tax Liabilities (Net)	0.0	2.8
<b>Total Current Liabilities</b>	<b>129.6</b>	<b>136.2</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>316.4</b>	<b>284.7</b>

Particulars (₹ Cr)	FY21	FY20
<b>ASSETS</b>		
<b>Non-Current Assets</b>		
Property, Plant & Equipment	68.2	72.2
Capital Work in Progress	10.2	5.5
Intangible Assets	8.4	8.4
Intangible Assets Under Development	1.5	0.6
Goodwill on Consolidation	21.0	20.4
Financial Assets	0.9	0.5
Non-Current Assets	1.2	0.4
Deferred Tax Assets (Net)	0.1	0.1
Other Non Current Assets	0.6	1.0
<b>Total Non Current Assets</b>	<b>112.2</b>	<b>109.2</b>
<b>Current Assets</b>		
Inventories	71.4	61.1
Investments	0.0	0.0
Trade Receivables	95.7	84.4
Cash and Cash Equivalents	3.9	3.1
Other Bank Balances	18.3	14.6
Loans	0.1	0.1
Other Financial Assets	2.8	2.7
Other Current Assets	4.2	1.7
<b>Total Current Assets</b>	<b>196.4</b>	<b>167.6</b>
Asset Classified as held for sale	7.7	7.9
<b>TOTAL - ASSETS</b>	<b>316.4</b>	<b>284.7</b>



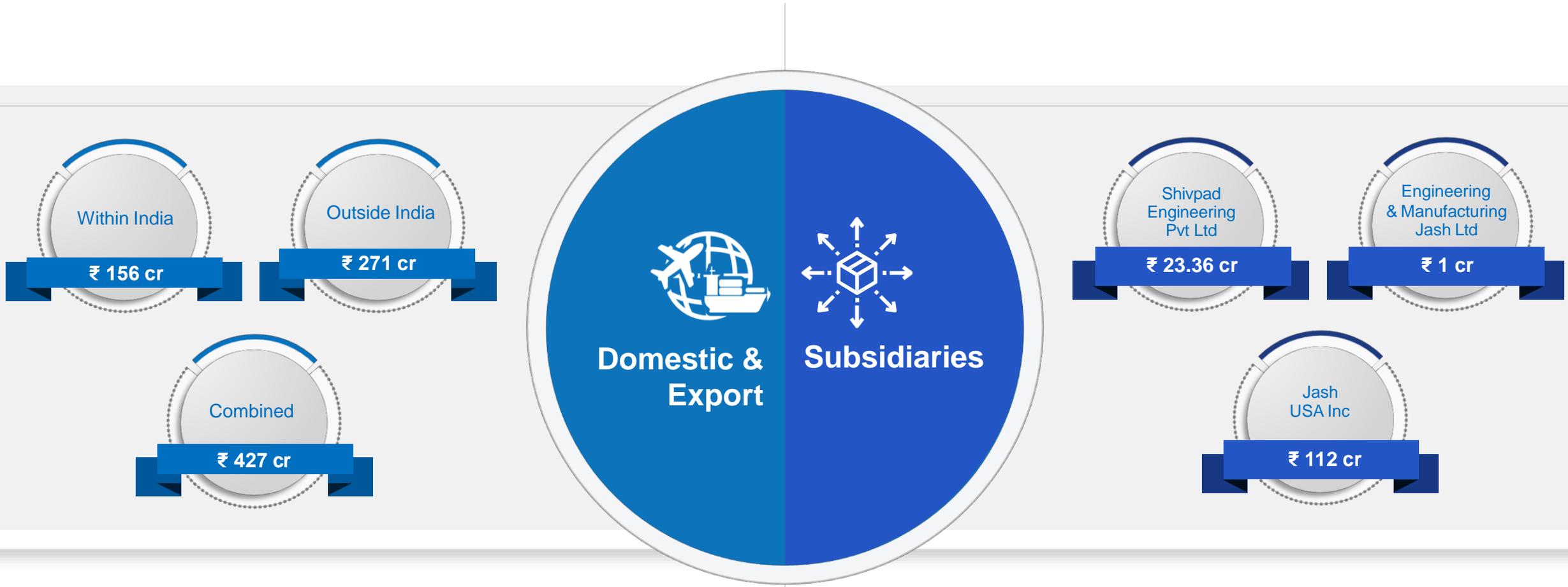
Sluice Gates at Storage Reservoir Colorado River Front, Colorado, USA



# BUSINESS OUTLOOK

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# CONSOLIDATED PENDING ORDER BOOK AS ON 1<sup>st</sup> June 2021

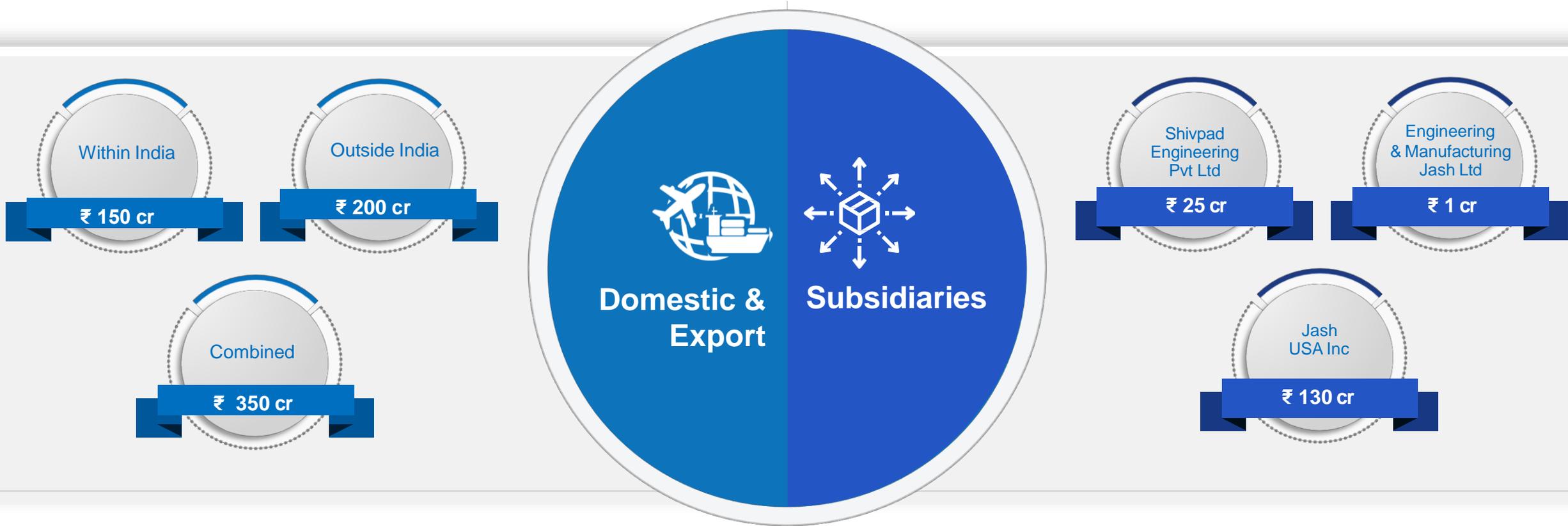


# CONSOLIDATED ORDER PIPE LINE FOR Q1 AS ON 1<sup>st</sup> June 2021



*Orders already negotiated with clients by 1<sup>st</sup> June 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 21-22



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

# OTHER DEVELOPMENTS

1. Infrastructural and production facility enhancement in Unit 1 & Unit 2 which was scheduled to be completed by June 2021 will now be completed by Sept 2021. Phase 1 expansion at SEZ Unit 3 will now be over by Sept 2021. The delays are on account of shutdown in the state of MP due to covid in April and May 2021 during which all civil works were banned. Phase 2 expansion at SEZ Unit 3 comprising construction of assembly and paint plant should be over by November 2021 as scheduled. These expansions and facility enhancement being done at an investment of approx ₹ 9 crores will tremendously boost our manufacturing capability in export as well as domestic plants.
2. The company has received approval for the new product line of Disc filters in 6 cities and before the end of the year expect to get approval in 6 more cities. The company has also received the first order for 2 machines worth ₹ 1 crore for the city of Ranchi. These 2 machines will be built in our plant and with this we will become the first company in India to start indigenous production of this equipment. This order herald our aggressive entry in this business which is expected to contribute over ₹ 25 crores to our domestic business in the coming years. This will also strengthen our ability for bundling all the products on a project thereby improving business potential for all the products that we offer.
3. The company has already received orders for Water control Gates, Knife gate valves and Screens for the first 2 pumping stations projects awarded by MCGM, Mumbai. The bid for one more pumping station and 7 nos STP is under evaluation by MCGM. Even the bid for storm water pumping station is opened and is under evaluation. We expect all these projects to be finally awarded before the end of 2021. These projects of Mumbai city offer to us a potential business opportunity of over ₹150 crores during 2022 / 2023 / 2024 thereby significantly pushing up the domestic sales in the coming years by over 40%.



# OTHER DEVELOPMENTS

4. The company has already secured orders worth over ₹ 100 crores in Singapore for supply of Knife gate valves, Water control gates , Stoplogs and Flap gates to various packages already awarded under Tuas Water reclamation project of PUB Singapore. The company is in process of bidding for other packages in the same project and is hopeful of securing further orders worth over ₹ 25 crores before the end of the year.
5. The company has already secured orders worth over ₹ 40 crores in Hongkong for supply of Water control gates and Screens to various projects of DSD. The company has got the first major order for supply of gates to Hongkong International Airport and also is also in the process of getting its first order from Hongkong Water Supply department for gates for their water treatment plant project. The company is in process of bidding for other packages in DSD as well as in WSD and is hopeful of securing further orders worth over ₹ 20 crores before the end of the year.
5. The 7 nos Screw pumps supplied to Malaysia for 2 nos storm water pumping projects are now installed and commissioned. Successful supply and commissioning of these pumps makes us a strong contender for future projects in Malaysia where various projects involving over 50 pumps are in pipeline. This installation shall also open up the South East Asian and Far East Asian market for us for screw pumps.
6. The company plans to start construction of Stainless steel products plant of approx. 24,000 sq feet in Unit 2 after all the current on going expansion activities shall end in November 2021. The new stainless steel products plant will be used for assembly of Screens and Disc Filters. This facility will be set up at an approx. cost of ₹ 8 crores and is planned to be completed and taken in production by Oct 2022. After this expansion is done the company will have no more space for undertaking any further expansion in the existing plants.

## **Mr. Pratik Patel**

*Managing Director*

*“ The financial year started with countrywide lockdown for 7 weeks in April and May 2020. Despite this stoppage of production, the company has still managed to achieve a minor growth in revenue for the year 2020-21. However the company has substantially improved its profitability by focusing on margins and on export business. The improvement in profitability is in line with the roadmap given by the company in past investors presentation for taking the post tax profit to above 12% of our revenue in 3 years time.*

*The US operations has seen significant improvement and we have nearly achieved breakeven in 2020-21. The strong orderbook of over USD 18 million as of beginning of June 2021 will ensure that we achieve significant growth in revenue and profitability for the year 2021-22. This will not only ensure further improvements in margins at the consolidated level but will also set the platform for increased traction from the US business in the coming years.*

*Our consolidated order book at ₹427 crores is quite healthy and our order pipeline remains strong despite of covid disruptions. We remain confident of positive performance going forward on the back of robust demand environment for our products domestically and globally.”*



Unit-4 & Unit-3 at SEZ, Pithampur



# INVESTMENT RATIONALE



# STRONG BOARD WITH DIVERSIFIED EXPERIENCE

## Mr. Axel Schuette

He has wide business experience in many countries and is on the board since 1995. He has experience of over 37 years in the Engineering Industry and is an expert on Knife gate and bulk solids handling valves.

## Mr. Vishwapati Trivedi

He is highly experienced ex-officer who has served in Govt. of India. He has been Technical Asst to Executive Director, International Monetary Fund, USA, MD - MPFC, CMD - Indian Airlines Ltd., Secretary to the Govt. of India - Ministry of Mines, Chairman - Inland Waterways Authority of India, Secretary - Ministry of Shipping.

## Mr. Durgalal Tuljaram Manwani

He has over 35 years of experience in manufacturing companies and is a visiting faculty member in various management institutes across India. He has worked in HAL, Nucon, Fluidomat and is presently Managing Director in Quantile Analytics Private Limited, Indore.

## Ms. Sunita Kishnani

She has wide experience in software and internet based businesses. She has worked with Easymedico as a whole time Director ( Marketing ) and is presently Chief Marketing Officer in Systematix Infotech P. Ltd. , Indore.

## Mr. Brij Mohan Maheshwari

He is acting as Corporate Adviser & Practicing Advocate at High Court of M.P (Indore Bench) mostly on corporate matters and has worked as Company Secretary of Alpine Industries Limited from 1990 to 2003.

## Mr. Sunil Choksi

He has over 42 years of experience in Quality Control Management and is currently the Managing Director of Choksi Laboratories Limited, a listed company on BSE.

This diversity of knowledge and experience of the board helps guide the management in its approach to business. The board comprise of total 8 members of which 2 members are from promoter family (Pratik Patel & Suresh Patel), 1 member is our German partner since 1995 (Axel Schuette) and balance 5 members are independent directors with expertise in different fields.

# COMPETENT & PROFESSIONAL MANAGEMENT IN HEAD OFFICE

## Mr. Pratik Patel

*Managing Director*

BE-Production & MBA-Finance, Age 56 years, 32 years of experience at various positions in Jash Engineering Ltd. Looking after overall growth, development and strategy for the company and also international marketing.

## Mr. Suresh Patel

*Executive Director*

BE-Civil, Age 78 years, 50 years of experience at various positions in Jash Engineering Ltd. & Jash Precision Tools Ltd. Looking after technological improvements in manufacturing and product design.

## Mr Bhuvanesh Pandey

*Vice President – Operations*

BE-Electrical & DBM , Age 42 years, 20 years of experience relating to P&L handling, PPC, SCM and Purchase, Manufacturing, HR, Design and Quality at GE, ABB and Andritz. Looking after overall operations in all the 4 plants in Indore.

## Mr. Dharmendra Jain

*Chief Financial Officer*

CA (ICAI), CMA (ICWAI), B.Sc., Age 49 years, 25 years of experience in finance & accounts and taxation. Looking after overall Financial, Accounting, Commercial and Purchase operations in the company as well as in Shivpad.

## Mr Sanjay Sharma

*Vice President - Marketing & Sales*

Diploma in Mechanical Engineering & MBA in Sales & Marketing, Age 52 years, 30 years of experience working with Sulzer , Wilo pumps, Kirloskar Brothers etc. Looking after domestic marketing & sales.

## Mr Durgesh Tiwari

*Head of Engineering*

BE(Mech), PG certification in Management, Age 51 years, 30 years of extensive experience in the area of Design and Engineering in Bhabha Atomic Research Centre, Sulzer Pumps, Weir Minerals and Colfax corporation. Looking after Engineering and design for all the products of the company.

# COMPETENT & PROFESSIONAL MANAGEMENT IN SUBSIDIARIES

## Mr Ranjit Nair

*President, Rodney Hunt*



Mechanical Engineer, MBA - Finance, Age - 47 Years, 18 years of experience in the field of the wastewater industry with Headworks USA, a leading manufacturer of screens in USA using technology from Mahr Maschinenbau and with Spaans Babcock, who are world leader in Screw Pump & Screw Generators business. Looking after Marketing & Sales activities and Customer relationship.

## Mr Rob Kibler

*Head of Engineering, Rodney Hunt*



Age - 65 years. 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. 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.

## Ms. Harshita Gandhi

*Head of Finance, Rodney Hunt*



Chartered Accountant & doing CPA, Age – 30 Years, 10 years of experience in Finance & Banking with HDFC Bank, India. Looking after Finance and administration.

## Mr. Suresh Kumar

*Director, Shivpad Engineers*



BE-Mechanical, PGDMM, Age - 55 years, 33 years experience in marketing of rotating equipment to water and waste water industry through KBL, Mather & Platt, Beacon weir. Looking after all aspects of Shivpad operations since acquisition.

# THE TURNAROUND OF RODNEY HUNT

The Rodney Hunt brand was acquired By Jash in Sept 2016 ! The Rodney Hunt manufacturing facilities in USA were acquired in Aug 2017 and production started after reorganization in Aug 2018 !

In 4 years of commencement of operations in USA we have touched revenue of USD 14 million and have nearly achieved breakeven in 2020-21. Had it not been for Covid shutdown in April / May 2020 or contamination of packaging wood of a big consignment which was required to be called back in March 2021 or the Suez canal shutdown, we would have crossed USD 15 million in sales and posted some profit in the fourth year of operations.

However we are today quite optimistic that the year 2021-22 will be the breakout year for Rodney Hunt. We already have order booking in excess of USD 18 million and expect to receive further orders worth over USD 2 million within July thereby having a good shot at touching USD 20 million in sales in the year 2021-22 with a reasonable profit.

Once the company is profitable then it will open doors on projects which we cannot bid today due to limitation in bonding. This will allow us to scale up further and bring Rodney Hunt within top 2 players in Water control gates market in USA by 2024-25 with sales in excess of USD 28 million. In 2 years thereafter we hope to re-achieve the number 1 position in US market, a position that belonged to Rodney Hunt since the early sixties till early 2015 !

# APPROVED BRANDS / COMPREHENSIVE PRODUCT BASE

## APPROVED BRANDS

The business is based on brand approval from end users. The company markets its products under Jash, Jash-Schuetze, Jash-Rehart, Mahr Maschinenbau, Rodney Hunt, E&M Jash, Shivpad and Sureseal brands. These brands are approved by major municipal corporations, sewerage boards, consultants and large EPC companies in India and abroad (US, Europe, Middle East, South East Asia and Africa).

The acquisition of Rodney Hunt in USA, Mahr Maschinenbau in Austria and E&M in Hongkong has ensured that the company has now access in all the principle markets that it is targeting through these brands.

Availability of internationally known brands like Rodney Hunt, Mahr, Schuetze and E&M Jash ensures easy acceptance of company products in international market and faster approval in new markets worldwide.

## COMPREHENSIVE PRODUCT BASE

No other peers or company in India or in world manufactures more than 3 products mentioned above under point 3. This diversified product base ensures that adverse market condition due to competition in any one product or by any one company will not severely affect company performance.

This also allows company to package a project thereby insulating it from price competition in any one or two products.

Addition of Disc Filters to the product portfolio in FY 2022 will further strengthen our ability in bundling of products in a project thereby increasing the order value for Jash in a project significantly. The company intends to add further products from Invent portfolio to improve its overall product offering in a project.

## DIVERSIFIED MARKETS AND GLOBAL REACH

Unlike most of its peers the company is not focused only on Indian market. Its markets are diversified with supplies in over 45 countries. Hence until there is a global recession or major global conflict, any set back or political upheaval in any one country or few countries does not affect its operations. To deleverage dependency on any one markets the company targets to have between 30-40% business from its 3 major business markets of India , North & south America & Rest of World.

This focus of spreading the markets is helping exports grow and today company is in vicinity of achieving 50% sales from markets outside India. The company is presently on course with its target of achieving 60-65% sales from export markets in next 3 years time so as to reduce its dependency on Indian market which puts severe pressure on cash flows as well as on margins.

## INFRASTRUCTURAL INVESTMENT

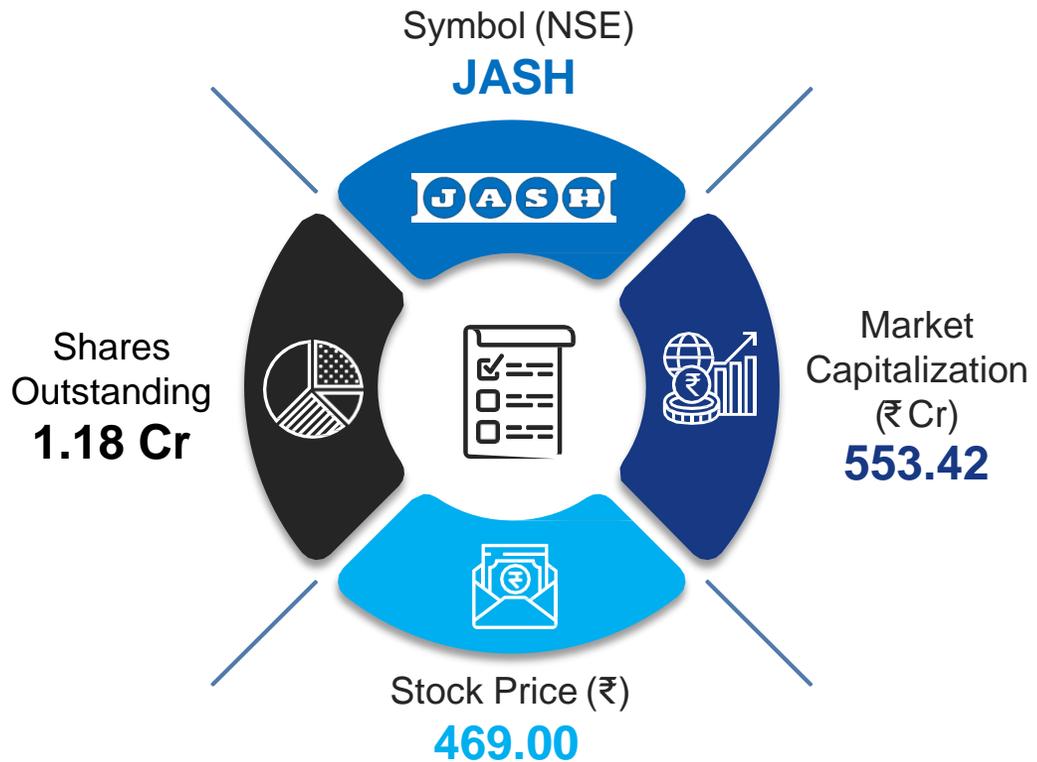
The company has put in place one of the most comprehensive facilities for manufacturing of these products and has created capacities and capabilities which are biggest amongst its peers worldwide! This ensures that when there are big projects or projects needing fast delivery or complex projects the clients prefer to opt for the company instead of its peers.

The company is in the process of investing close to ₹ 20 Cr. in its various facilities in India with a view to cater to expected growth from export market. This investment will be done over the years 2021-22 & 2022-23 after which the company will be in a position to cater to annual business to the tune of ₹ 500 Cr.

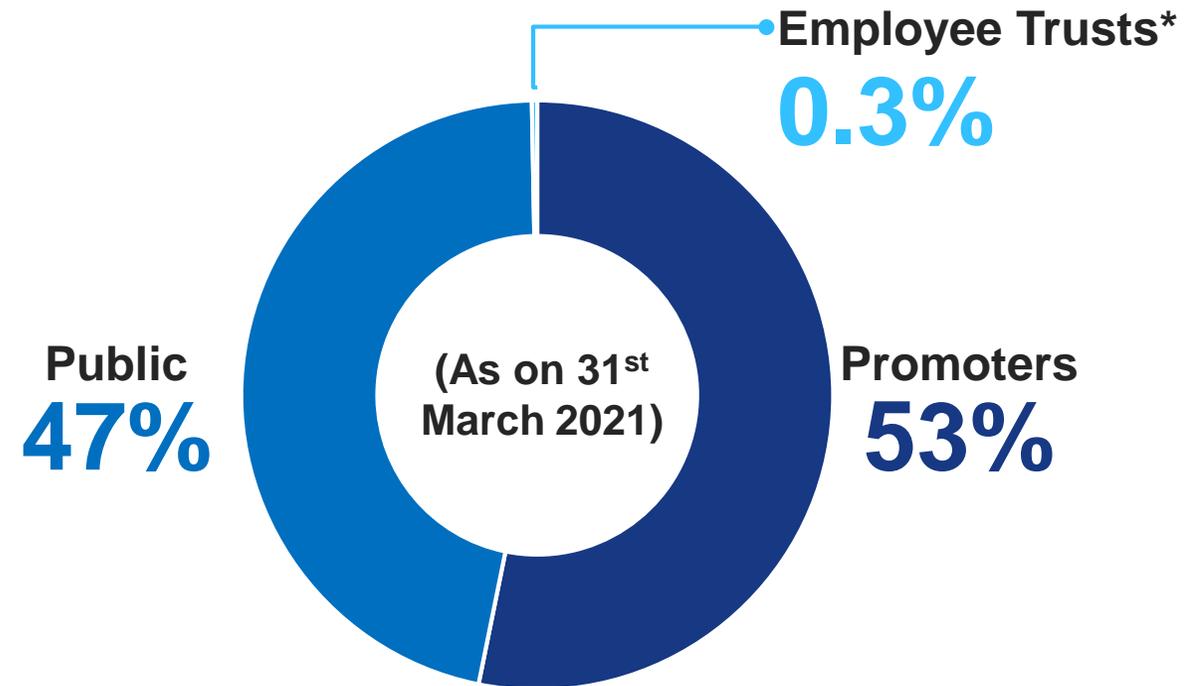
# SHAREHOLDERS INFORMATION

## STOCK DATA

(As on 23<sup>rd</sup> June 2021)



## SHAREHOLDING PATTERN



\* 120 employees participated in ESOP.

# THANK YOU

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