

When every drop counts...



# JASH ENGINEERING LTD.

*Contributing to a sustainable environment worldwide...*

## 47<sup>th</sup> Annual General Meeting

*16<sup>th</sup> September 2021*



Mahr  
Maschinenbau





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

# 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.

# APPLICATION OF PRODUCTS



Water intake systems



Storm water pumping stations



Water & waste water treatment plants



Irrigation systems



Power plants



Paper & pulp plants

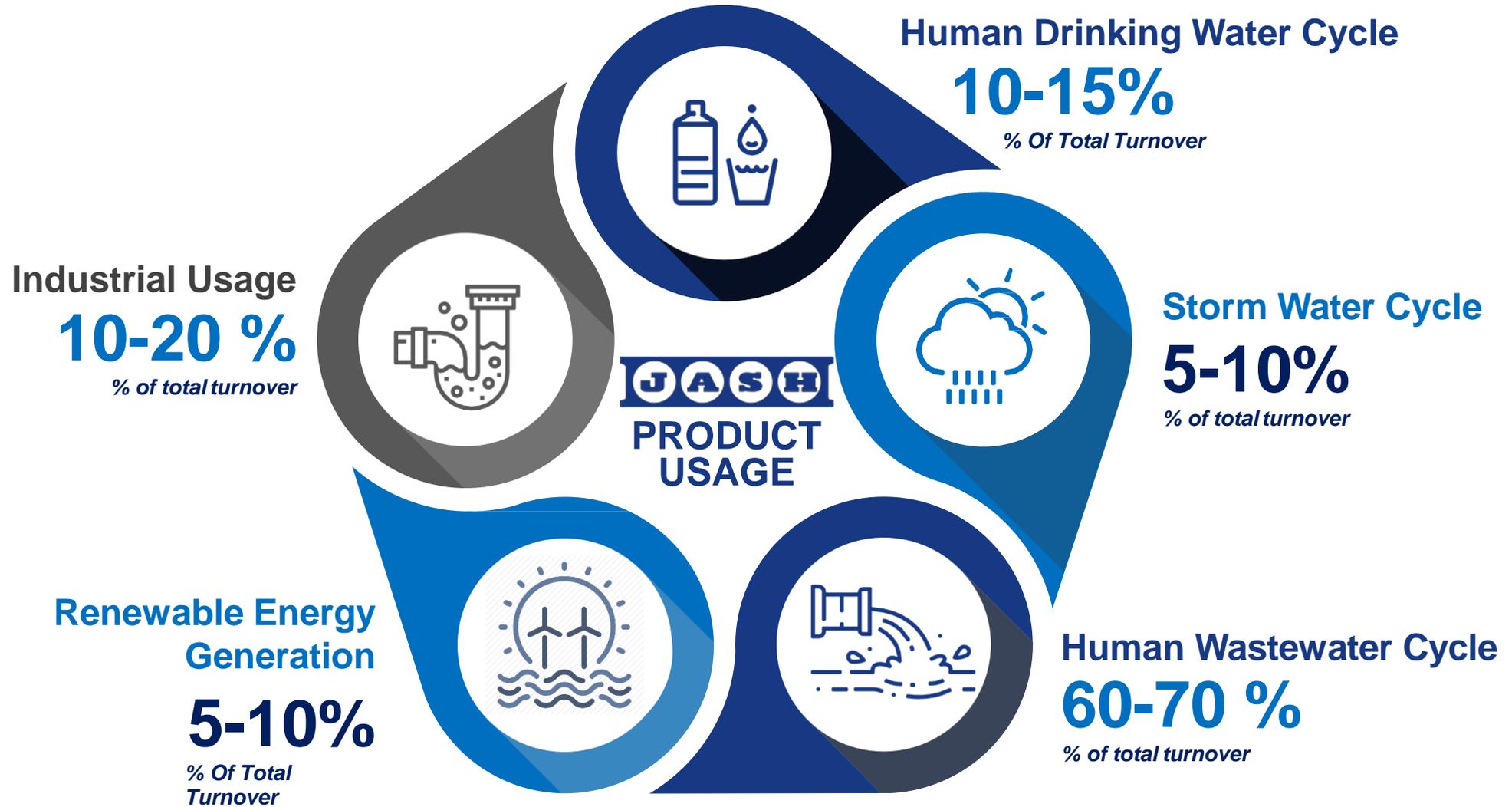


Petrochemical plants



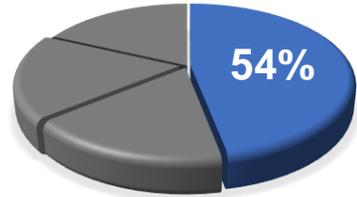
Steel plants

# PRODUCT USAGE



# PRODUCT OFFERINGS WITH REVENUE CONTRIBUTION (FY21)

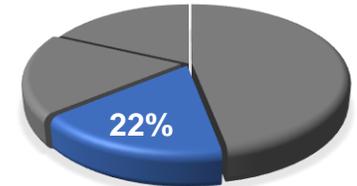
## Water Control Gates



Revenue Contribution



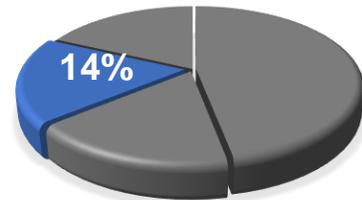
## Screening Equipment



Revenue Contribution



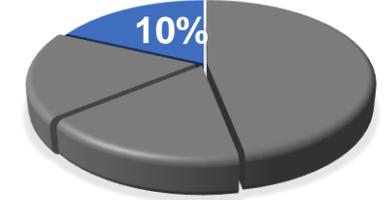
## Valves



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.

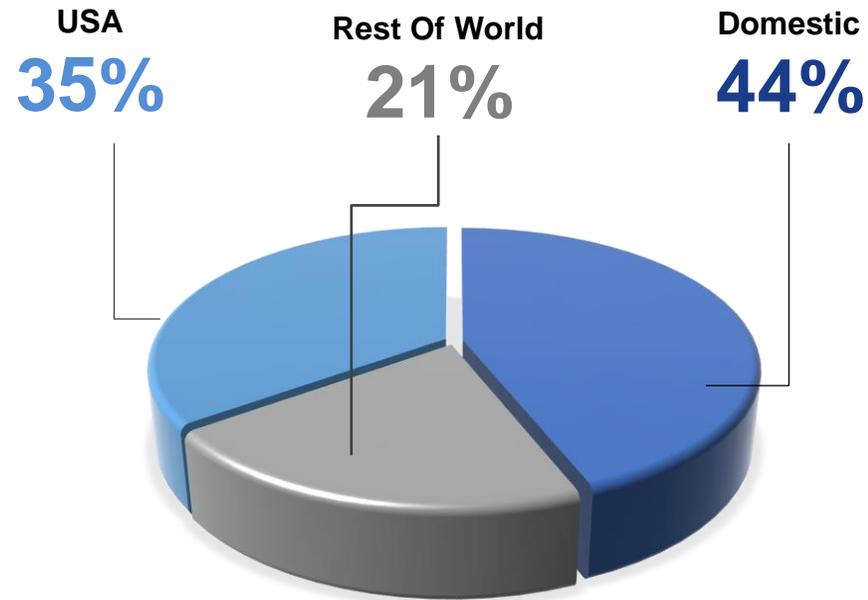


TOTAL	<b>2,994</b>	All units are in ₹ Mn
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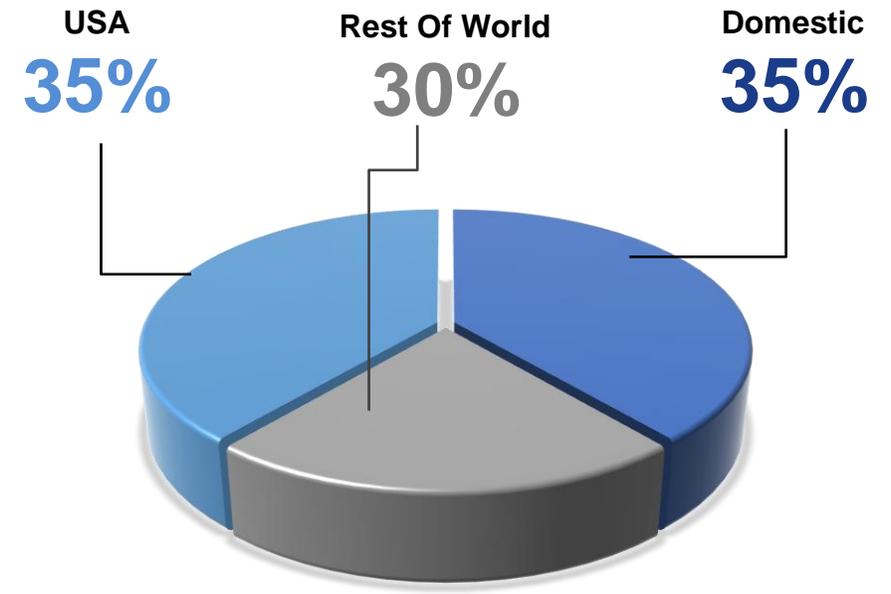
● Acquisitions ■ Manufacturing & Marketing Offices ◆ Subsidiary ▲ Regional Business Associates

# 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 21 exports was nearly 56% 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.



Crest Gate at Landsberg Fish Passage Ravensdale, WA, USA

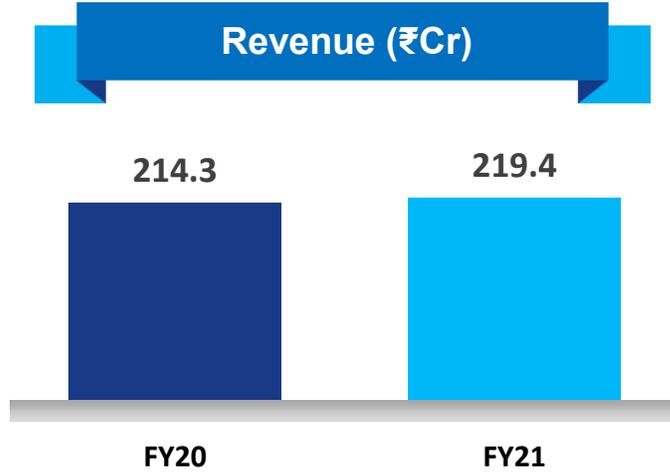


# FY21 HIGHLIGHTS

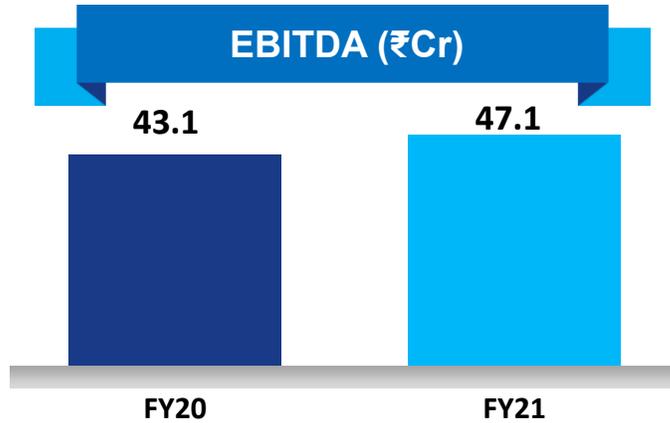
# STANDALONE PERFORMANCE – JASH, SHIVPAD & JASH USA

## JASH ENGINEERING LTD.

### Revenue (₹Cr)

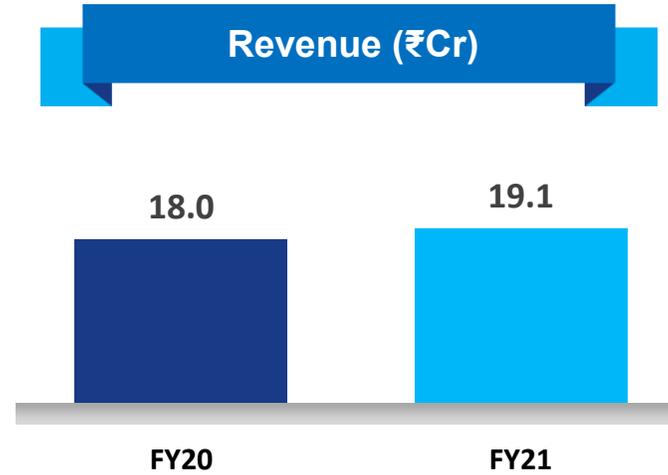


### EBITDA (₹Cr)

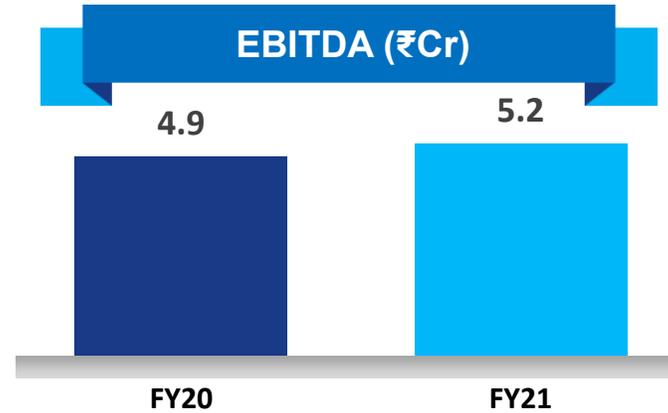


## SHIVPAD ENGINEERING PVT. LTD.

### Revenue (₹Cr)

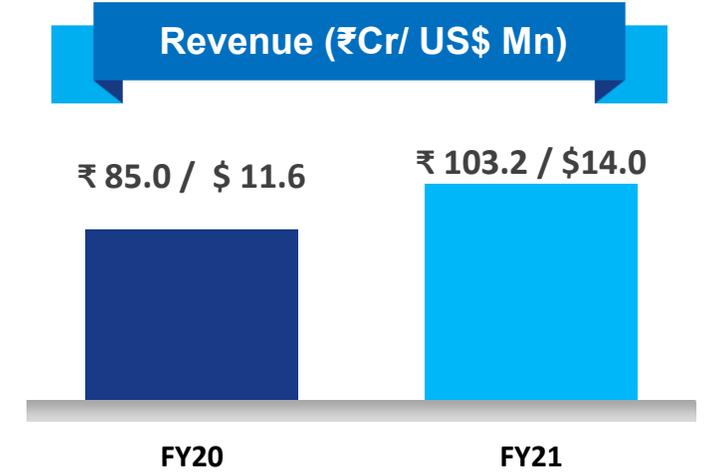


### EBITDA (₹Cr)

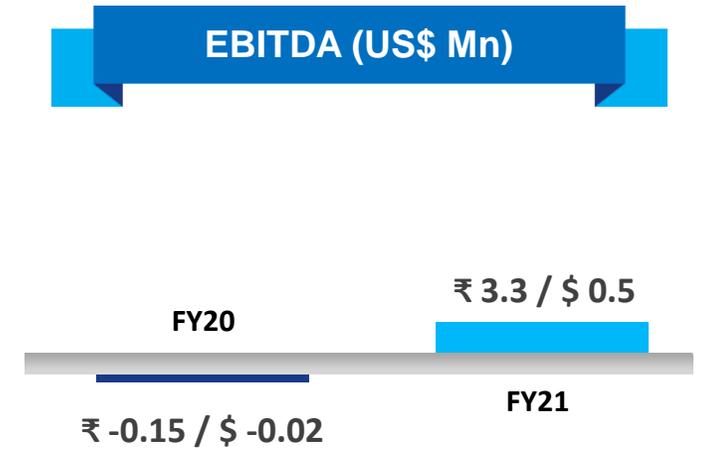


## JASH USA / RODNEY HUNT

### Revenue (₹Cr/ US\$ Mn)

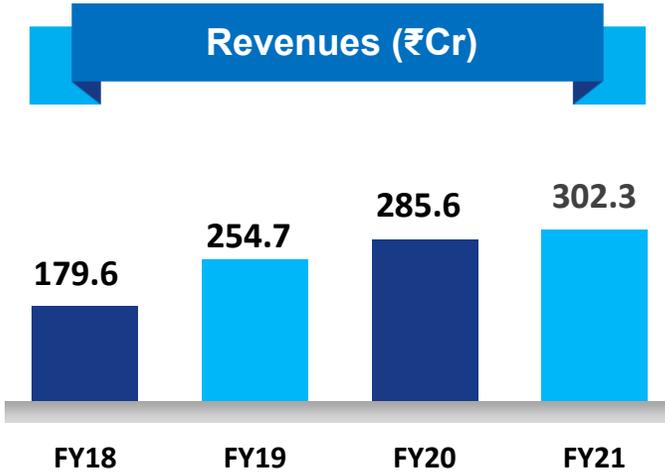


### EBITDA (US\$ Mn)

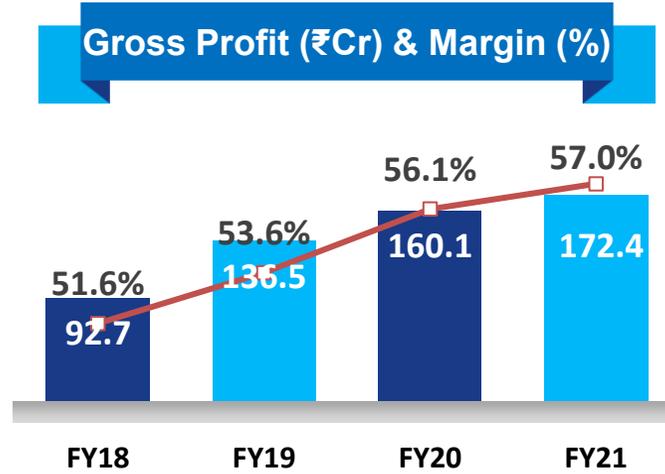


# CONSOLIDATED FINANCIAL SNAPSHOT

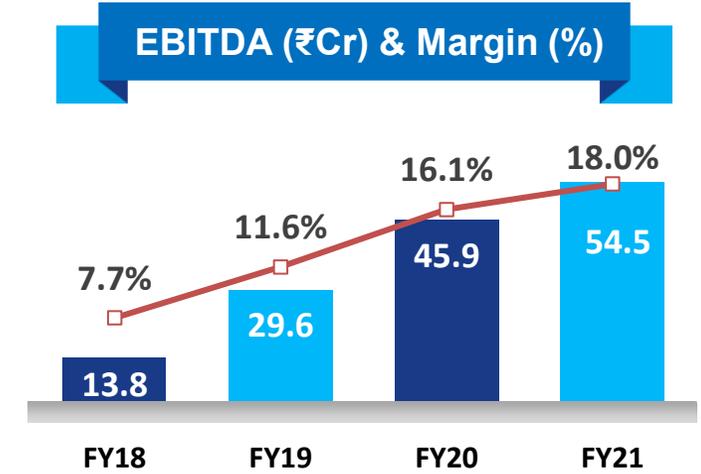
## Revenues (₹Cr)



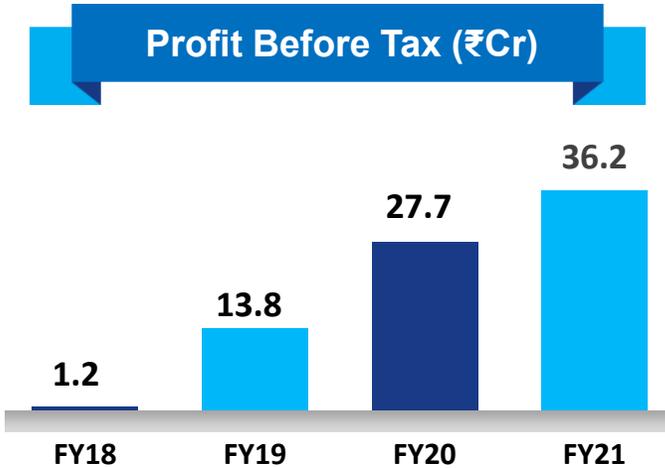
## Gross Profit (₹Cr) & Margin (%)



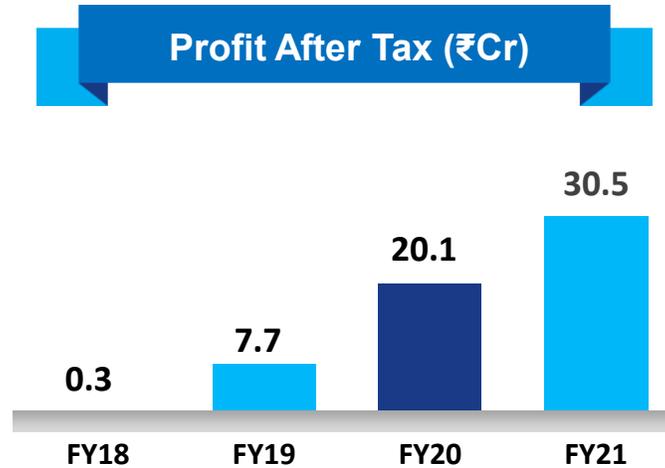
## EBITDA (₹Cr) & Margin (%)



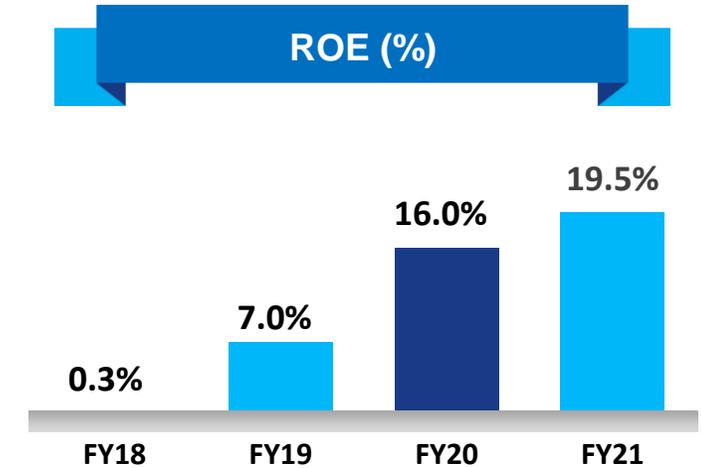
## Profit Before Tax (₹Cr)



## 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

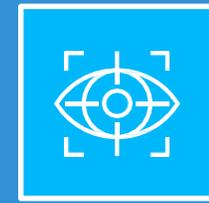
# CONSOLIDATED BALANCE SHEET

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>



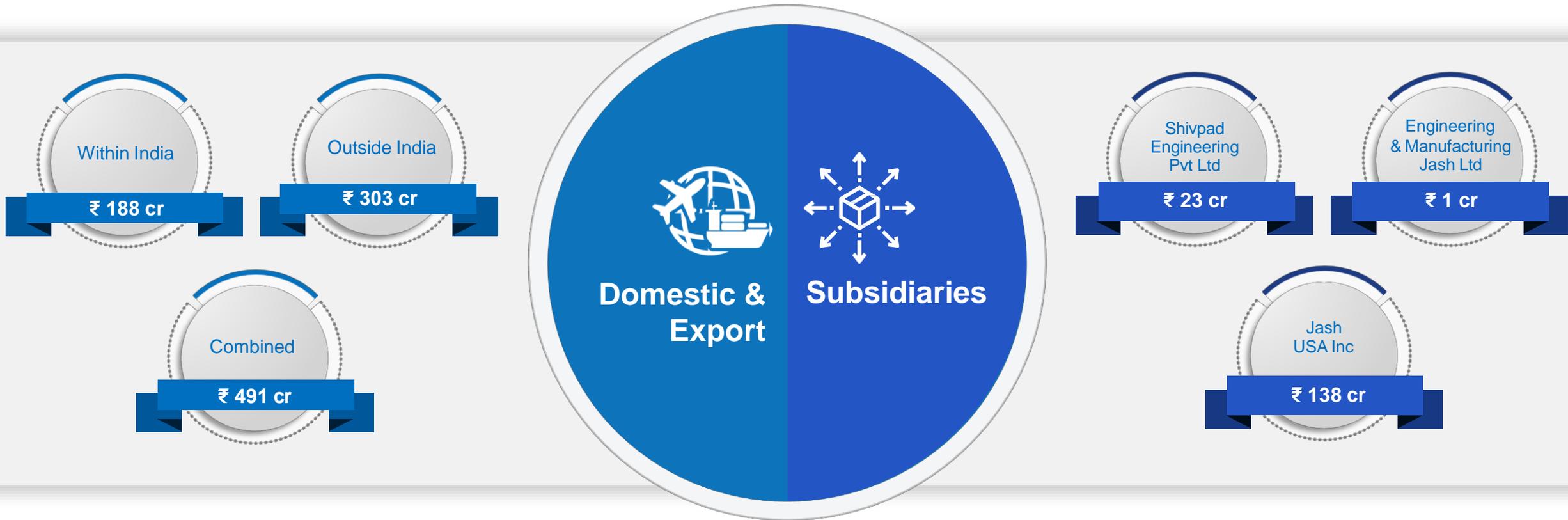
Sluice Gates at Storage Reservoir Colorado River Front, Colorado, USA



# BUSINESS OUTLOOK

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# HEALTHY ORDER BOOK AS ON 1st SEPTEMBER 2021

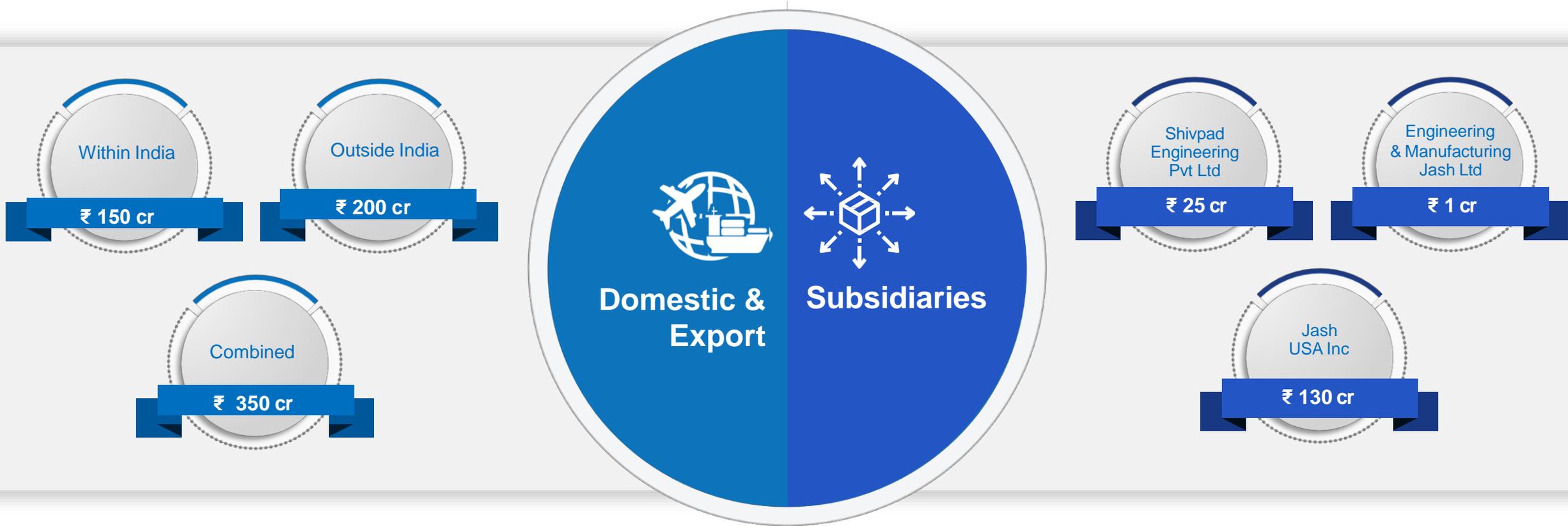


# CONSOLIDATED ORDER PIPELINE AS ON 1<sup>st</sup> SEPTEMBER 2021



*Orders already negotiated with clients by 1<sup>st</sup> September 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*

# INFRASTRUCTURAL IMPROVEMENTS

## UNIT-1: CAST IRON PRODUCTS PLANT



Installation of Disc Filter at STP Of Unit 1



Giddings & Lewis - HMC Machine



Four Wheeler Parking Shed Near Head Office



Four Wheeler Parking Shed Near Store Shop

# INFRASTRUCTURAL IMPROVEMENTS

## UNIT-2: FABRICATED PRODUCTS PLANT



Four Wheeler Parking Shed



New Concrete Road At Entrance



CNC Lathe Machine



SAW Welding on Diameter upto 5000 mm



Roll Plates of 3000 mm Width & 30 mm Thickness.



CNC Plasma Cutting

# INFRASTRUCTURAL IMPROVEMENTS

## UNIT-3 : SEZ EXPORTS PLANT



New Machine Shop for CI products



Giddings & Lewis - HMC Machine



Schiess - Horizontal Boring Machine



Ingersoll - Plano Milling Machine



Bickford Chipmaster - Radial Drill Machine

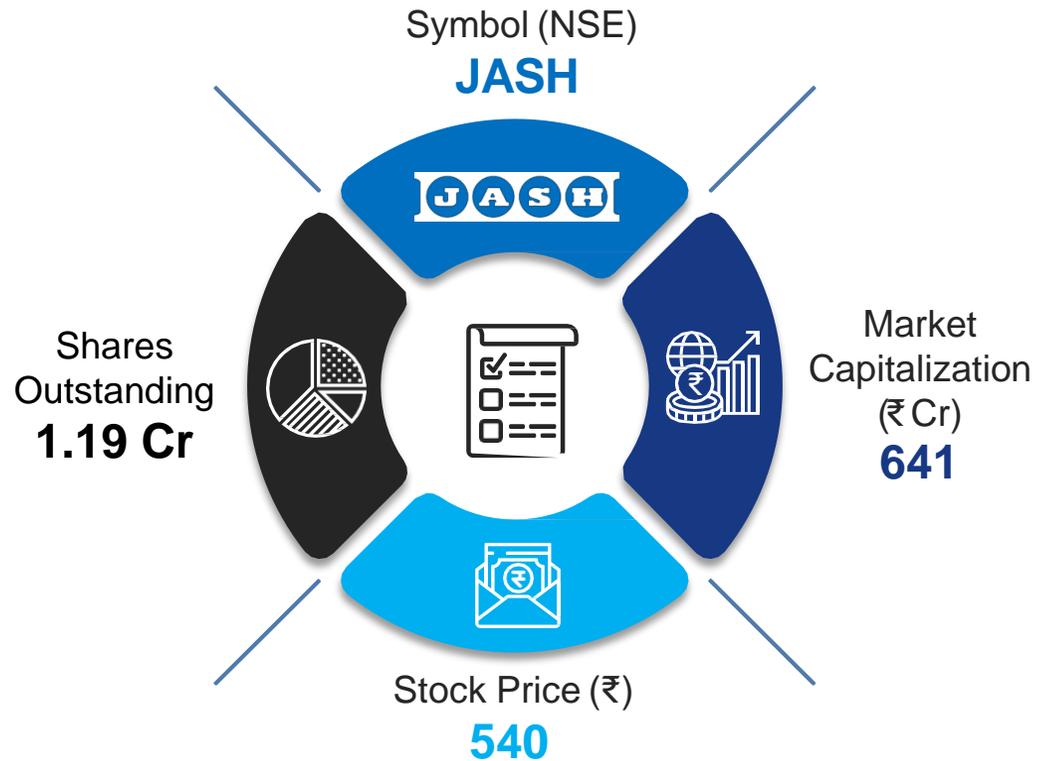


Cincinnati Milacron – HMC Machine

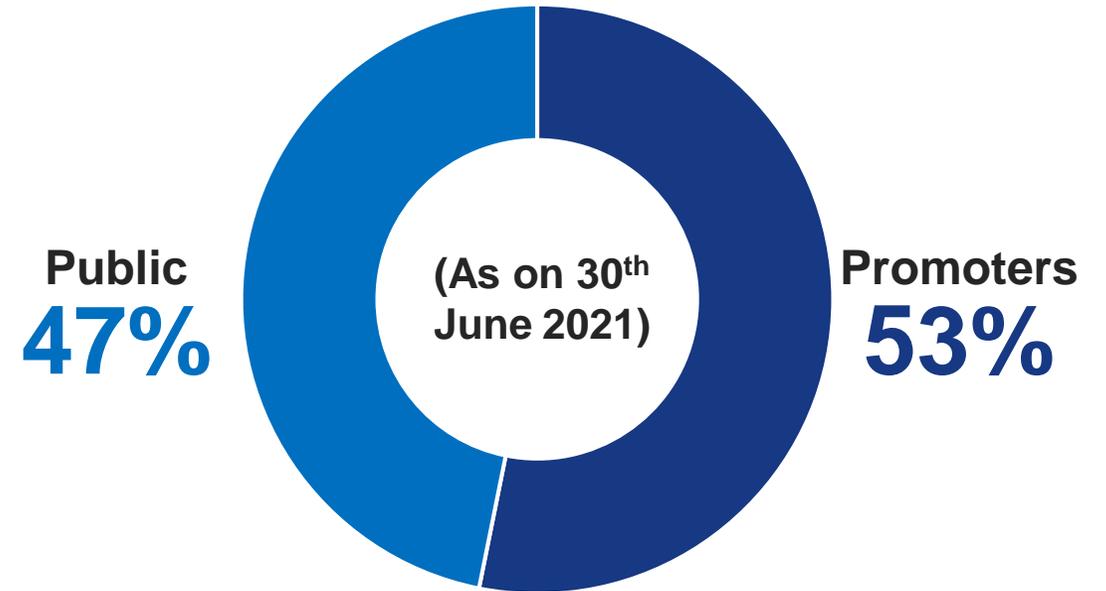
# SHAREHOLDERS INFORMATION

## STOCK DATA

(As on 15<sup>th</sup> September 2021)



## SHAREHOLDING PATTERN



# THANK YOU

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