

When every drop counts...



JASH ENGINEERING LTD.

Contributing to a sustainable environment worldwide...

Investor Presentation

August 2021



Mahr
Maschinenbau



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WHAT'S INSIDE

Company Overview

Products & Application

Financial Performance

Business Outlook



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

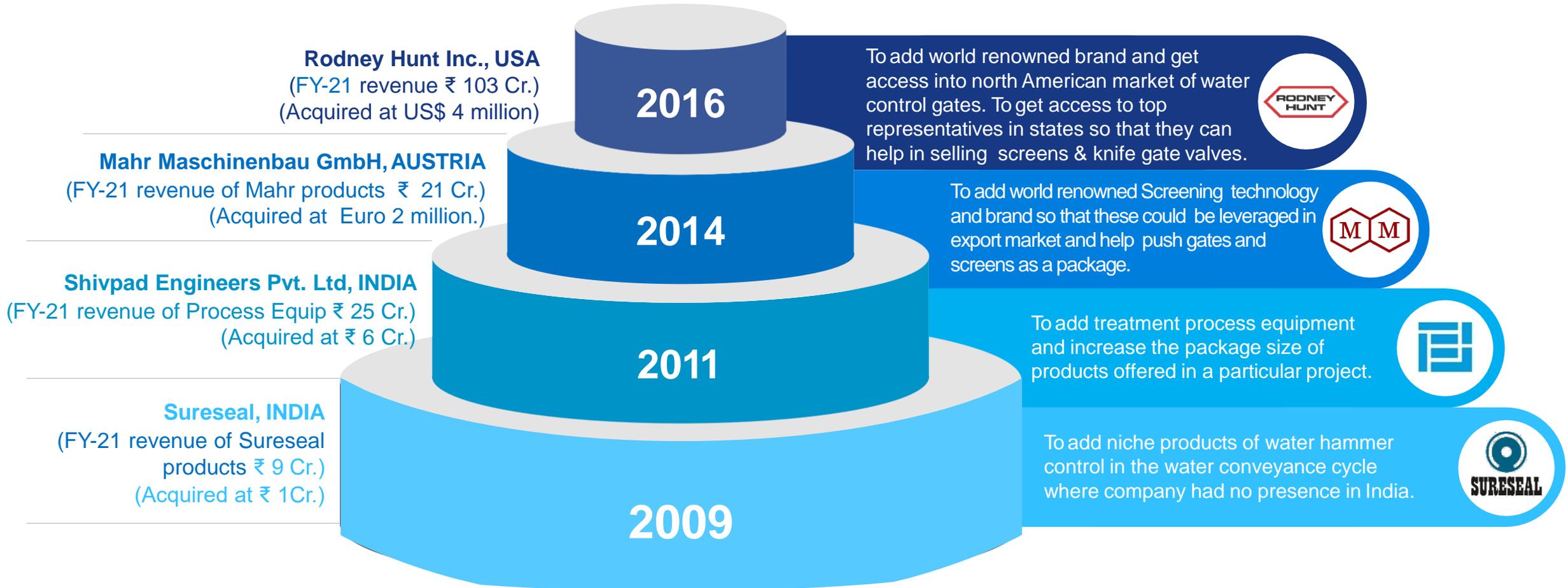
2018

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

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.

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



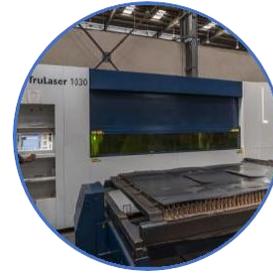
Bath pickle stainless steel jobs up to 6000 x 2000 x 2000mm size



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

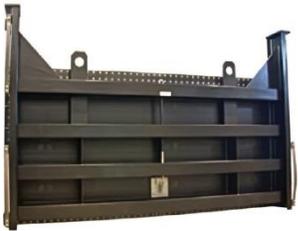


Flap Gates



Stop Logs

Heavy Fabricated Gates



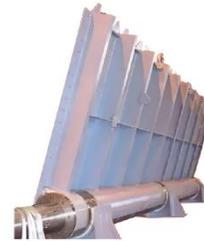
Bulk Head Slide Gates



Roller Gates



Butterfly Gates



Crest Gates



Radial / Tainter Gates



Bonneted Gates

PRODUCT AT A GLANCE

Coarse Screening Equipment



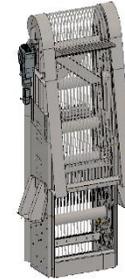
Trash Rack



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

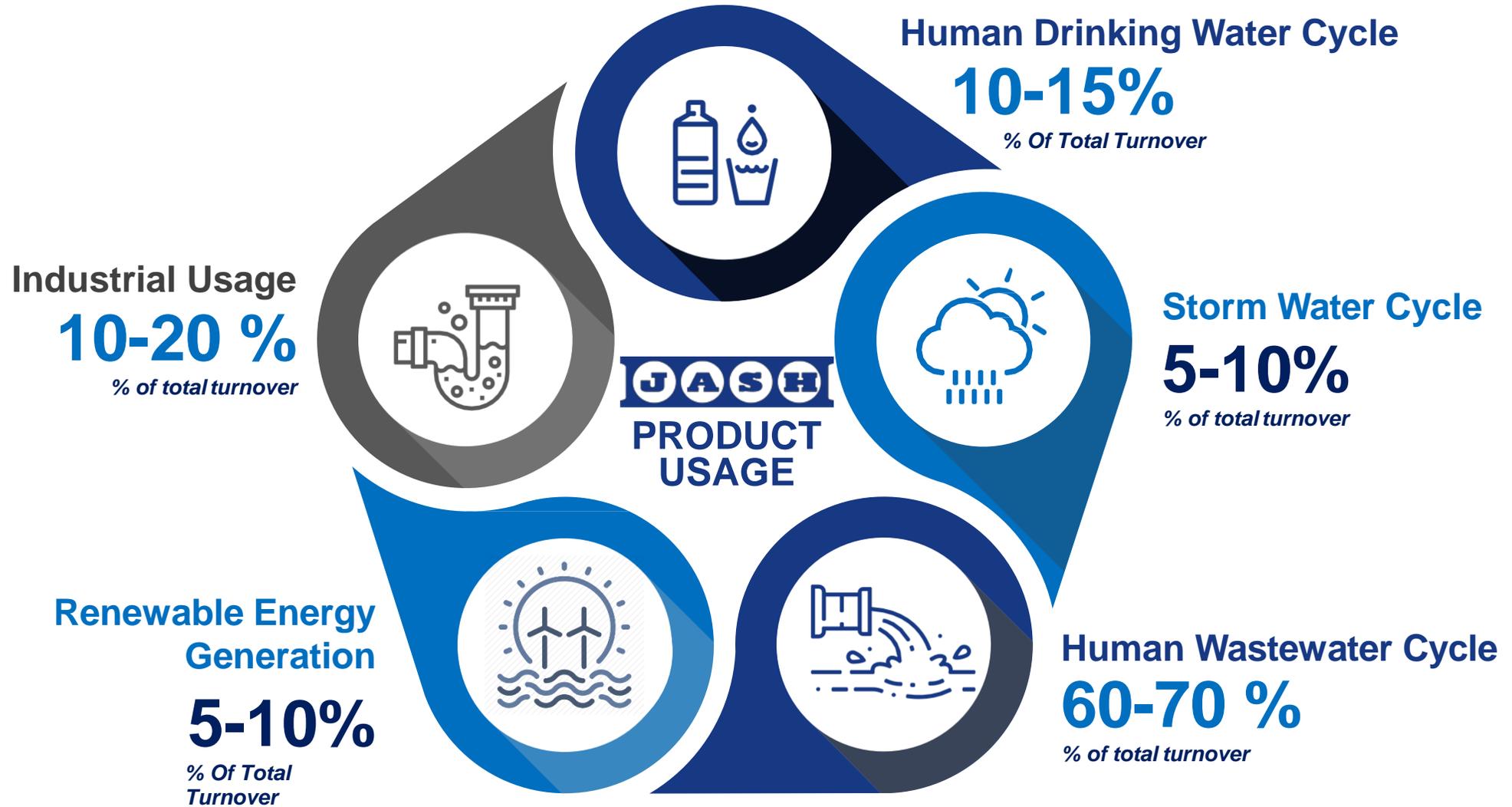


Petrochemical plants



Steel plants

PRODUCT USAGE



WHERE ARE THESE PRODUCTS USED

Human Drinking Water Cycle



Stages in Human Drinking Water Cycle	Jash Products Used
<ul style="list-style-type: none"> Collection / storage of water in dams and reservoirs 	Water control gates
<ul style="list-style-type: none"> Intake systems to take fresh water from dams / reservoirs or take seawater from sea for desalination 	Water control gates Screens
<ul style="list-style-type: none"> Pumping stations to pump water to distant cities 	Water control gates Screens
<ul style="list-style-type: none"> Water transmission lines to take water to distant cities 	Water hammer control valves
<ul style="list-style-type: none"> Water treatment plant / Desalination plants where water is treated and made fit for human consumption 	Water control gates Process equipment
<ul style="list-style-type: none"> Long distance water transmission lines to cities and homes 	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"> Pumping stations to collect and pump waste water to distant sewerage treatment plant 	Water control gates Screens Knife gate valves Archimedes screw pumps
<ul style="list-style-type: none"> Waste water transmission lines to take water to distant plants 	Water hammer control valves Knife gate valves
<ul style="list-style-type: none"> Sewerage treatment plant where waste water is treated and made fit for disposal or in some cases for human consumption 	Water control gates Screens Knife gate valves Process equipment Disc filters
<ul style="list-style-type: none"> Outfalls of treated water to sea or rivers 	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"> • Canal based power generation 	Hydropower screw generator Water Control Gates Screens
<ul style="list-style-type: none"> • Run of river based power generation 	Hydropower screw generator Water Control Gates Screens
<ul style="list-style-type: none"> • Outfalls of Sewage treatment plants based power generation 	Hydropower screws Water Control Gates
<ul style="list-style-type: none"> • Outfalls of Power plants based power generation 	Hydropower screws Water Control Gates
<ul style="list-style-type: none"> • Replacement of water wheels and other old technologies for power generation 	Hydropower screws Water Control Gates

WHERE ARE THESE PRODUCTS USED

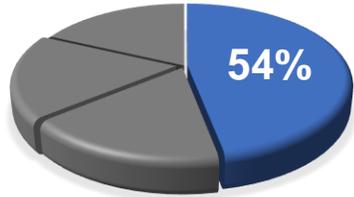
Industrial use



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

PRODUCT OFFERINGS WITH REVENUE CONTRIBUTION (FY21)

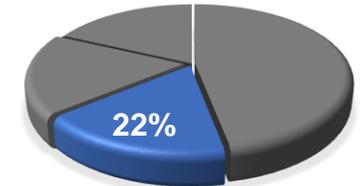
Water Control Gates



Revenue Contribution



Screening Equipment



Revenue Contribution



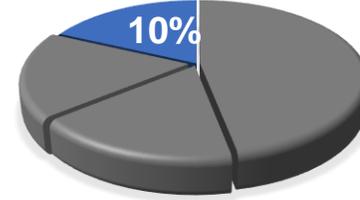
Valves



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	450.21	All units are in ₹ Mn
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● Acquisitions ■ Manufacturing & Marketing Offices ◆ Subsidiary ▲ Regional Business Associates

CLIENTS & CONSULTANTS - INDIA



LARSEN & TOUBRO



KHILARI



CLIENTS & CONSULTANTS - INTERNATIONAL



其士集團
CHEVALIER GROUP





Crest Gate at Landsberg Fish Passage Ravensdale, WA, USA

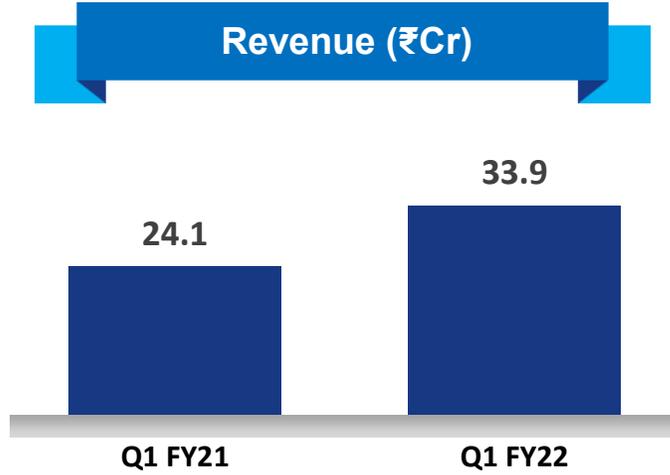


FINANCIAL PERFORMANCE

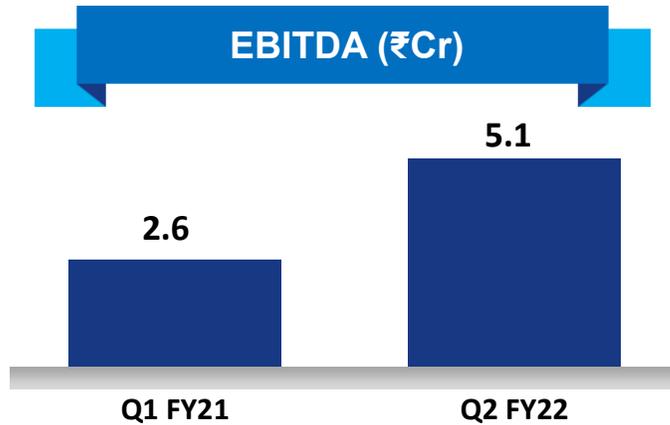
STANDALONE PERFORMANCE – JASH, SHIVPAD & JASH USA

JASH ENGINEERING LTD.

Revenue (₹Cr)

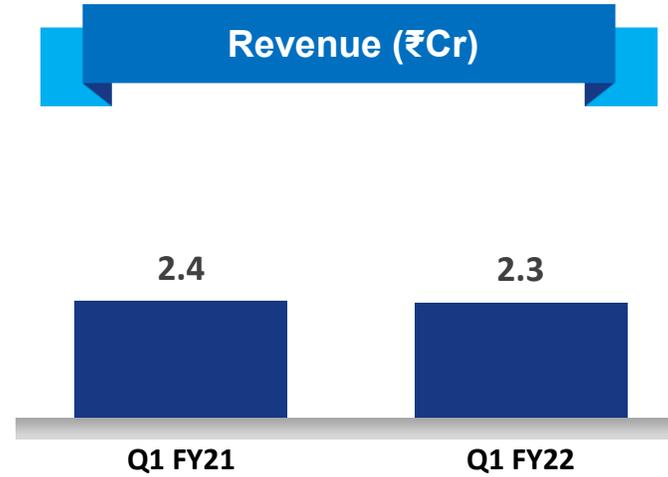


EBITDA (₹Cr)

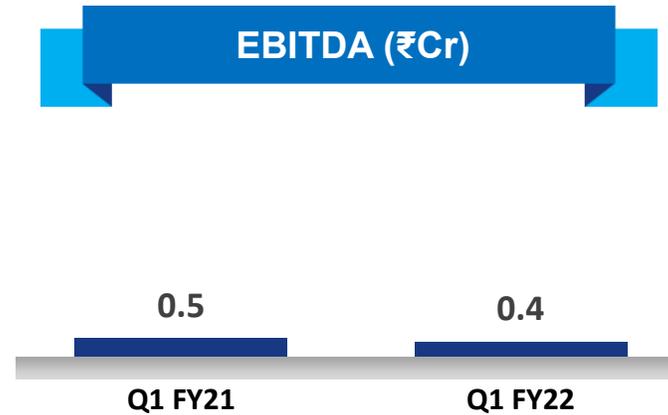


SHIVPAD ENGINEERING PVT. LTD.

Revenue (₹Cr)

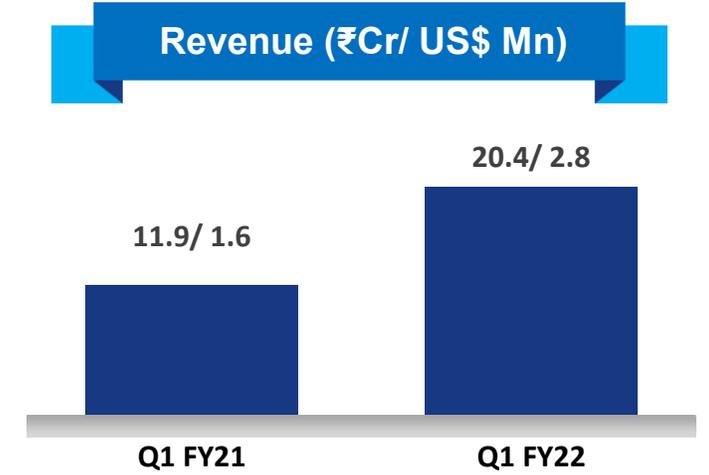


EBITDA (₹Cr)

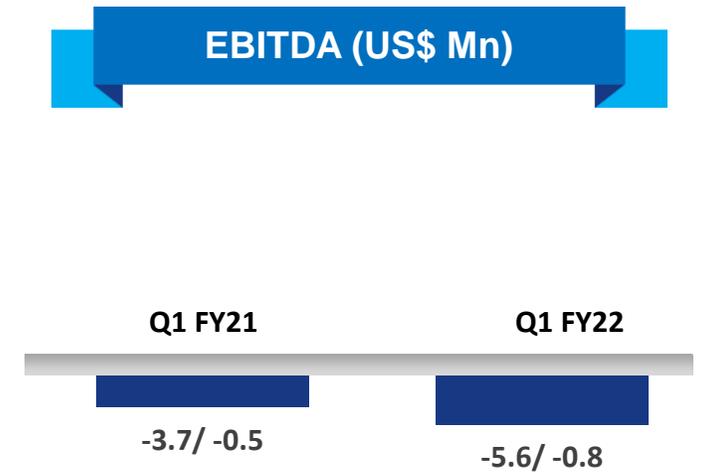


JASH USA / RODNEY HUNT

Revenue (₹Cr/ US\$ Mn)

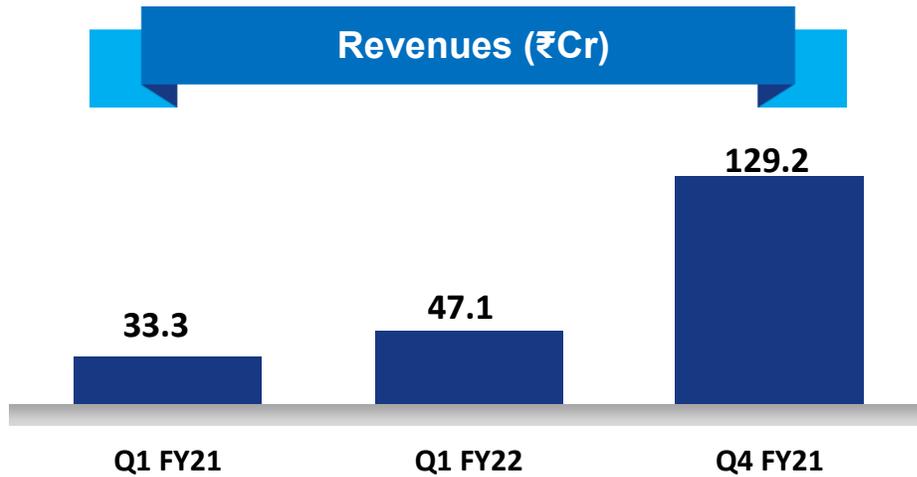


EBITDA (US\$ Mn)

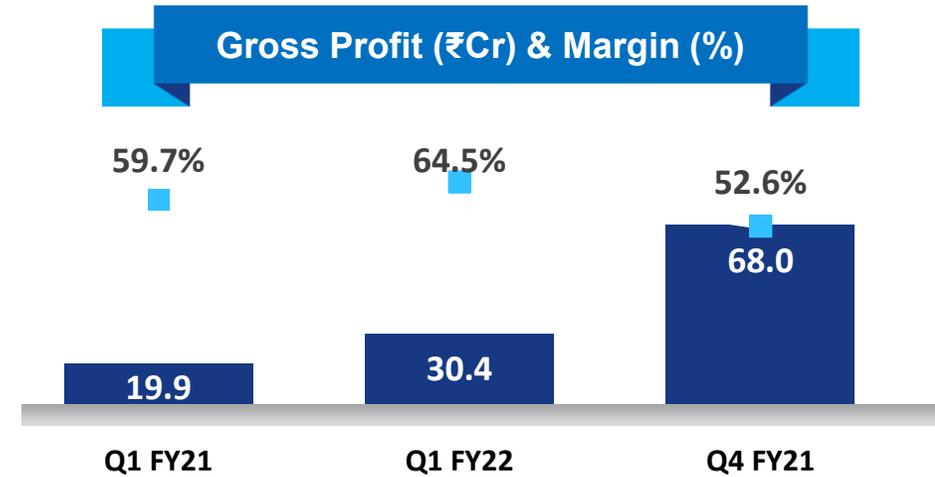


CONSOLIDATED FINANCIAL SNAPSHOT

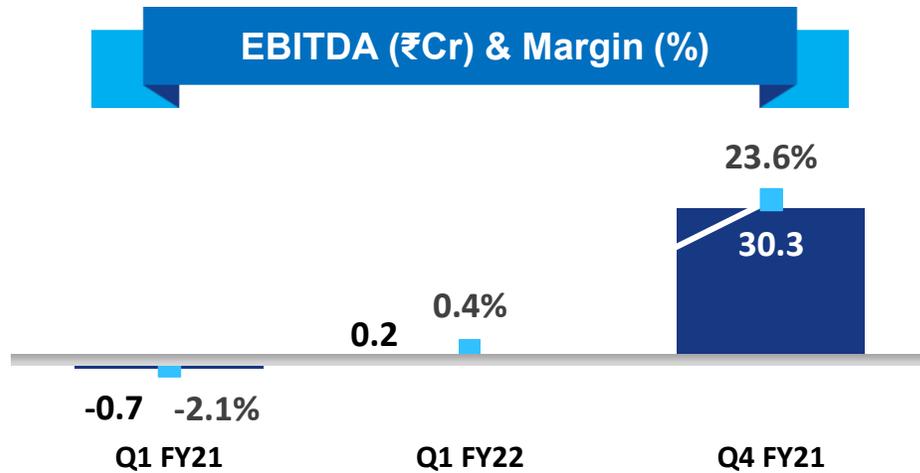
Revenues (₹Cr)



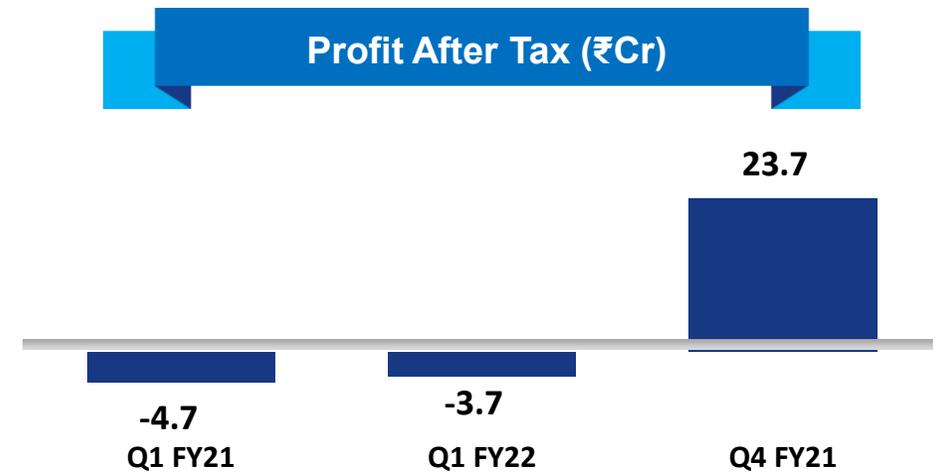
Gross Profit (₹Cr) & Margin (%)



EBITDA (₹Cr) & Margin (%)



Profit After Tax (₹Cr)



QUARTERLY CONSOLIDATED INCOME STATEMENT

Particulars (₹ Cr)	Q1FY21	Q1FY22	Q4FY21
Total Income	33.3	47.1	129.2
Total Expenses	38.2	50.9	103.5
EBITDA	-0.7	0.2	30.3
EBITDA Margin (%)	-2.1%	0.4%	23.6%
Finance Cost (Net)	2.2	1.8	2.4
Depreciation	2.0	2.2	2.2
PBT	-4.9	-3.8	25.7
Tax	-0.2	-0.06	1.9
PAT	-4.7	-3.7	23.7
PAT Margins (%)	-14.1%	-7.9%	18.4%
EPS (₹)	-3.9	-3.1	20.0



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



BUSINESS OUTLOOK

HEALTHY ORDER BOOK AS ON 1st AUGUST 2021



CONSOLIDATED ORDER PIPELINE AS ON 1st AUGUST 2021



*Orders already negotiated with clients by 1st August 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%*

OTHER DEVELOPMENTS

1. Infrastructural and production facility enhancement in Unit 1 & Unit 2 and SEZ Unit 3 Phase 1 will be completed by Sept end as scheduled. Phase 2 expansion at SEZ Unit 3 comprising construction of assembly and paint plant should be over by November 2021 as scheduled.
2. Production facility enhancement in Rodney Hunt plant at Orange is planned at an estimated cost of Rs. 2 crores and this will be completed by March 2022. This will allow US facility to manufacture Make in America SS Fabricated gates in a shorter time frame as well as smoothen production bottlenecks. This shall significantly improve our capabilities and enable Rodney Hunt meet increasing demands for Made in America projects expected to come in year 2022-23.
3. New waste water treatment projects in India are at an advanced stage of tendering / award in most of the big cities like Mumbai , Pune , Bangalore , Chennai , Surat and other cities. As the number of projects are more and their sizes are big, this shall result into strong domestic demand from 2022-23 onwards. The company is well placed to cater to this demand without affecting its export business after the current expansion activities are completed.
4. The company has strong order pipeline in South east Asia, Europe and North America. This will ensure that the company shall end the year with encouraging order book to accommodate growth in year 2022-23.
5. The effect of covid on infrastructure projects in India is reducing and project companies are expected to be back to normal level of operations by Sept 2021. This should enable the company to meet the business forecast from the Indian market in the current year.

Mr. Pratik Patel

Managing Director

“We are pleased to announce improved performance in the current quarter in comparison to that of 1st quarter of last year with Revenue growth of 41% , increase in EBITDA profit by 129% and reduction in PAT loss by 21%.

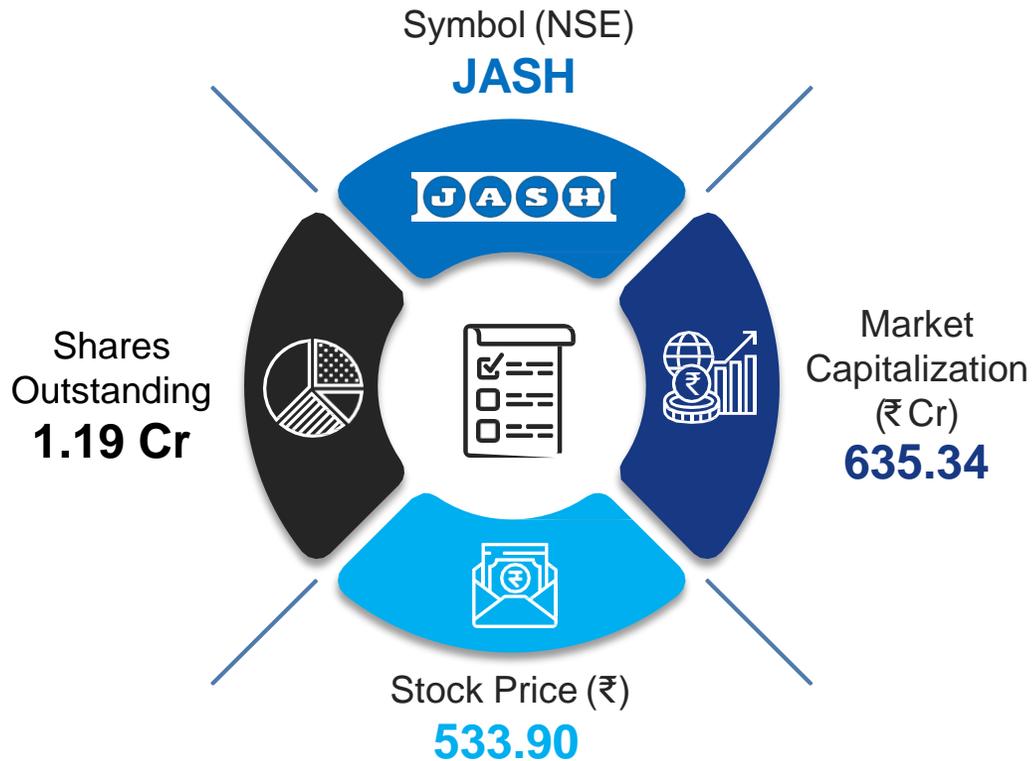
The losses are on account of (a) poor offtake of finished materials on account of second wave of Covid from March to July in India which had slowed down projects execution in many states resulting into deferment of delivery in first quarter and (b) Increase in payroll cost, freight cost and change in treatment of commission expenses in case of Rodney Hunt. However Covid has not greatly affected the production output of the company in India even in 1st quarter and with the high rate of vaccination in the city of Indore and within the company we do not expect any more turbulence in manufacturing in this financial year. Rodney Hunt operations too will sustain despite of increasing cases of Covid infections in USA and is expected to meet the targets as set out at the start of the year.

Our consolidated order book at ₹468 crores is quite healthy and our order pipeline remains strong on the basis of improving demand situation worldwide. We remain confident of achieving targets set for the year and we remain confident of positive performance going forward”

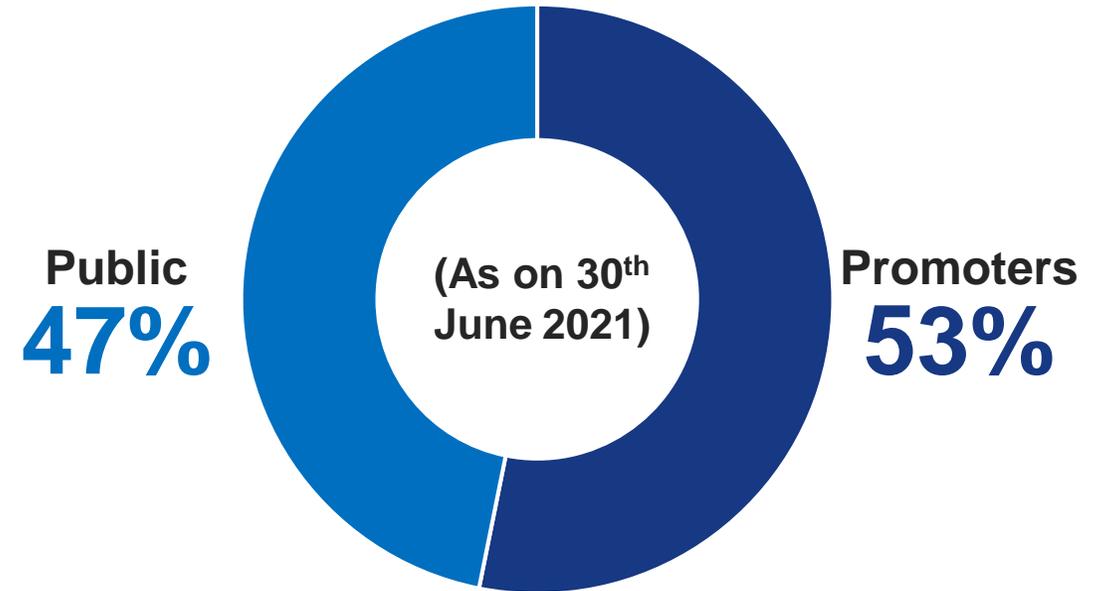
SHAREHOLDERS INFORMATION

STOCK DATA

(As on 12th August 2021)



SHAREHOLDING PATTERN



THANK YOU

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