

When every drop counts...



JASH ENGINEERING LTD.

Contributing to a sustainable environment worldwide...

Investor Presentation

November 2021



Mahr
Maschinenbau



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WHAT'S INSIDE

Company Overview

Financial Performance

Business Outlook

Management Commentary



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

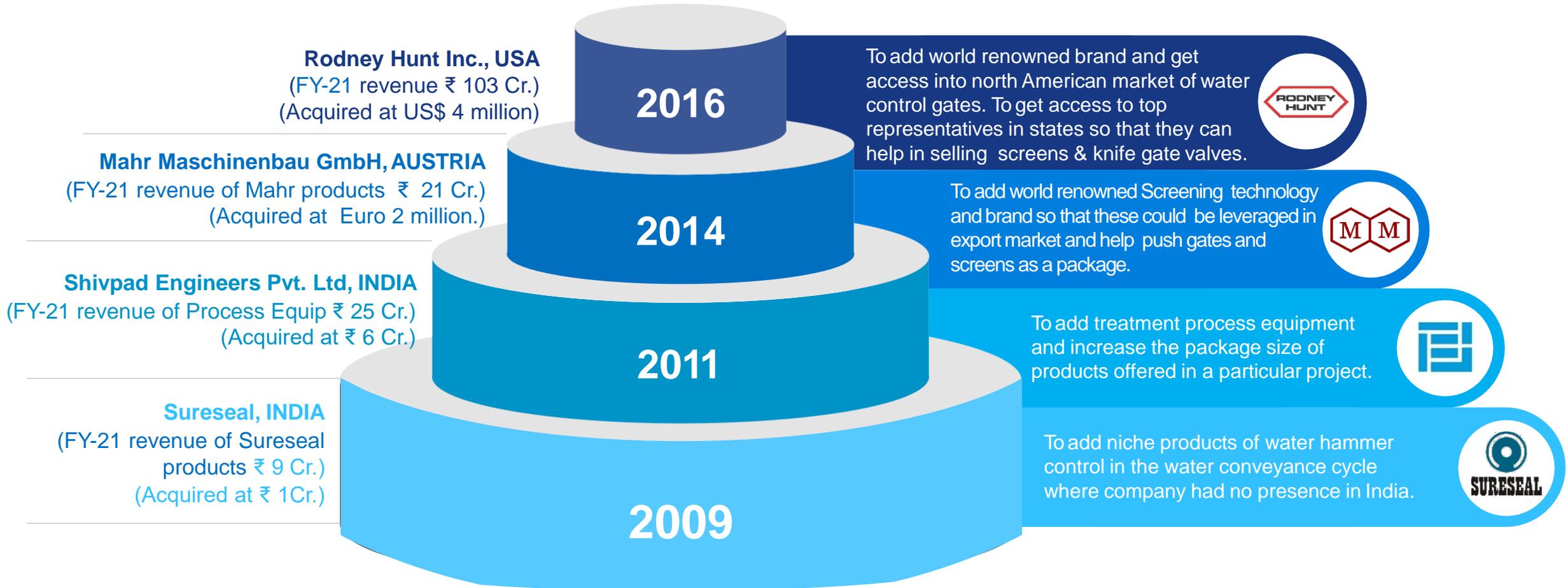
2018

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



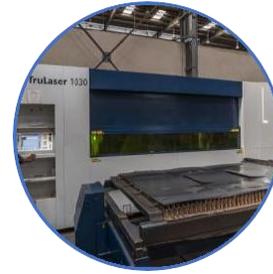
Bath pickle stainless steel jobs up to 6000 x 2000 x 2000mm size



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



Crest Gate at Landsberg Fish Passage Ravensdale, WA, USA

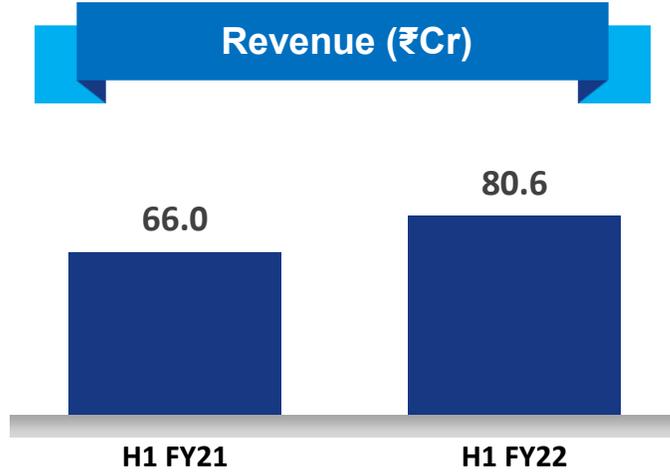


FINANCIAL PERFORMANCE

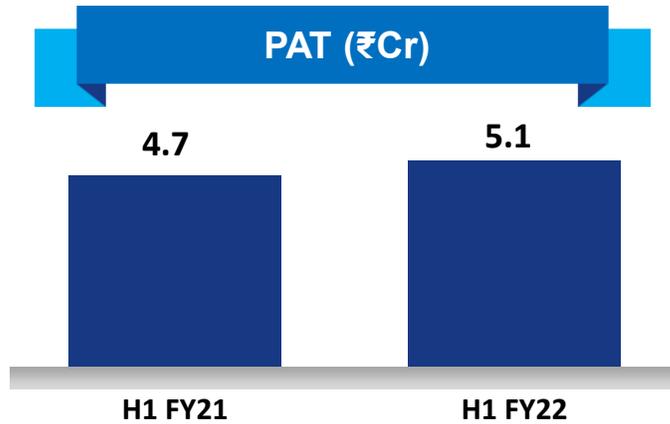
STANDALONE PERFORMANCE – JASH, SHIVPAD & JASH USA

JASH ENGINEERING LTD.

Revenue (₹Cr)

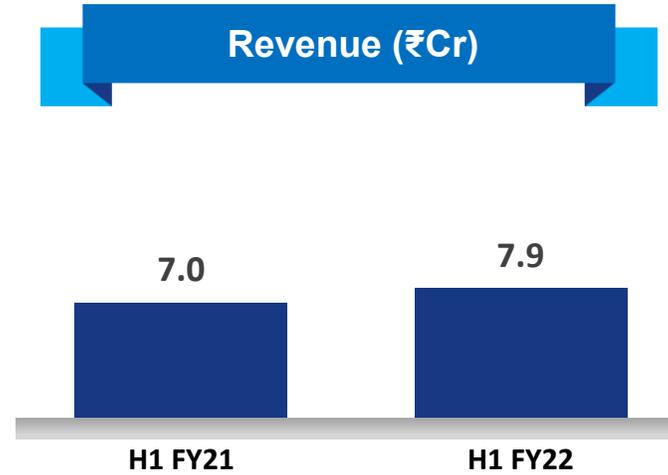


PAT (₹Cr)

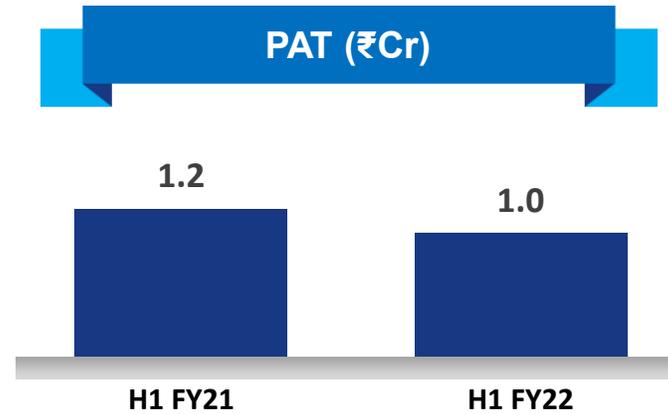


SHIVPAD ENGINEERING PVT. LTD.

Revenue (₹Cr)

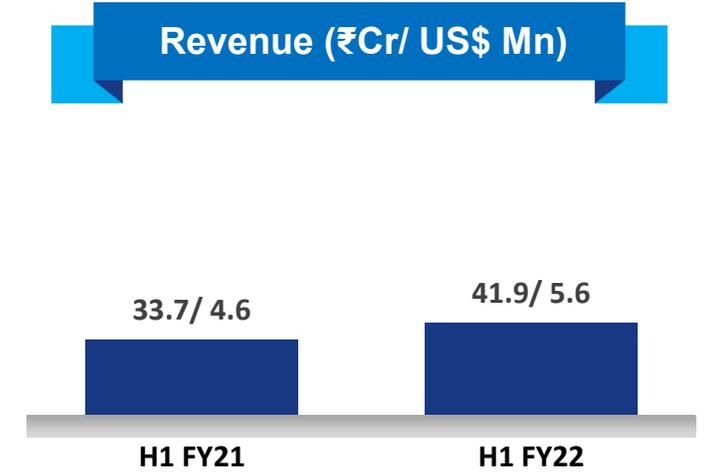


PAT (₹Cr)

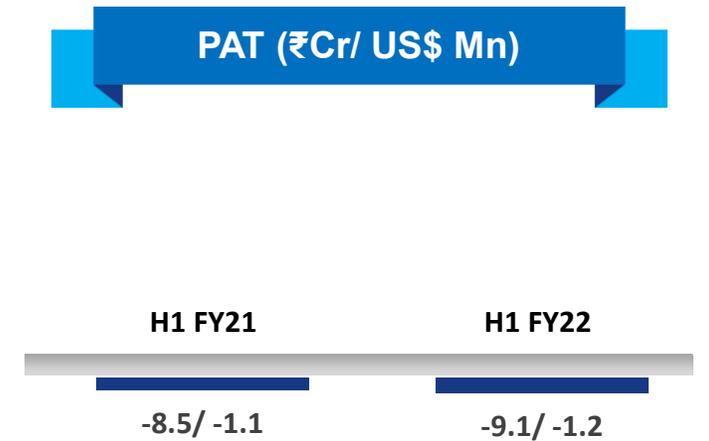


JASH USA / RODNEY HUNT

Revenue (₹Cr/ US\$ Mn)

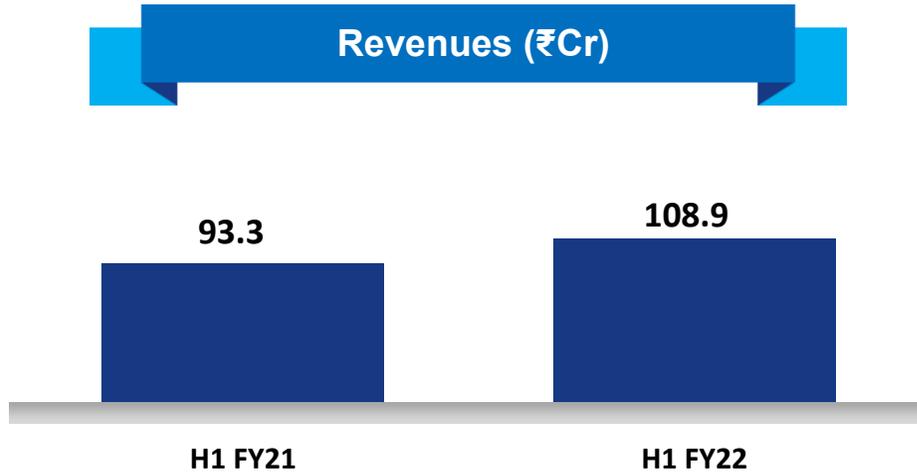


PAT (₹Cr/ US\$ Mn)

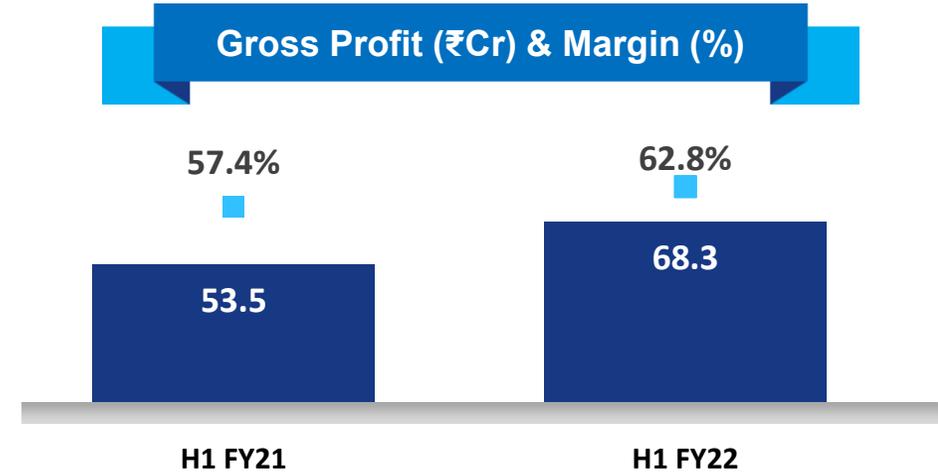


CONSOLIDATED FINANCIAL SNAPSHOT

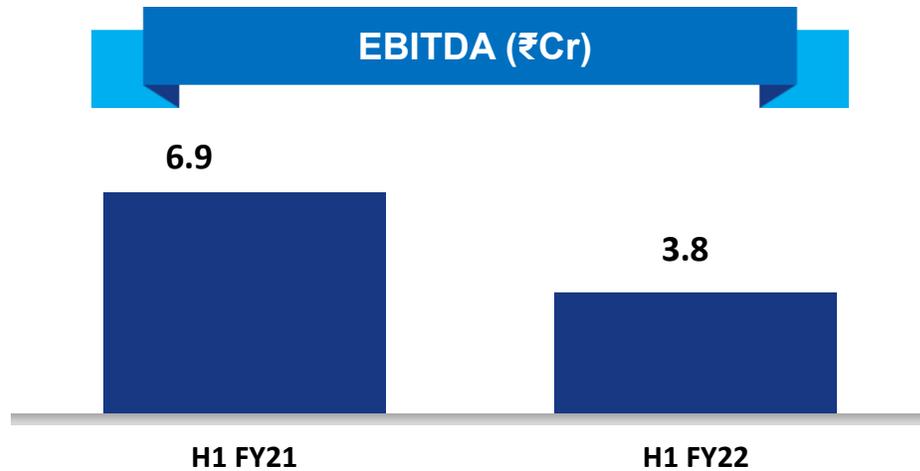
Revenues (₹Cr)



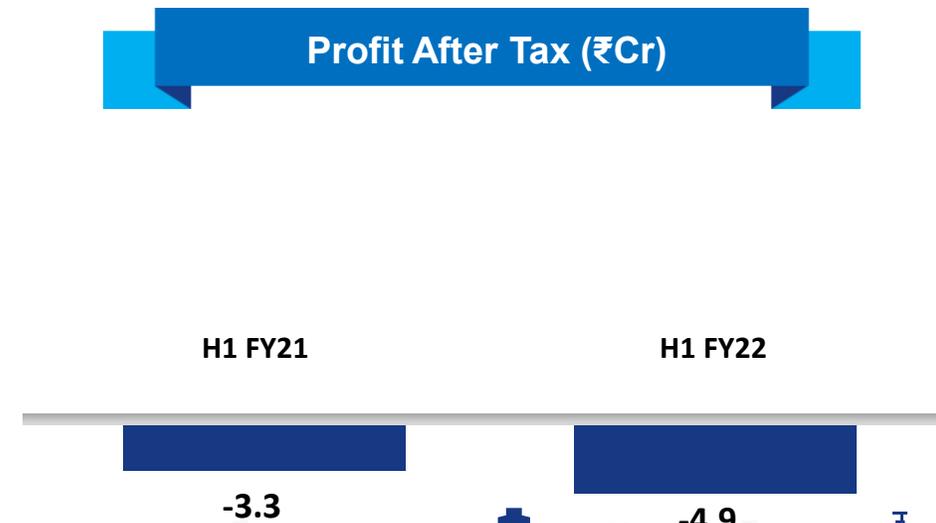
Gross Profit (₹Cr) & Margin (%)



EBITDA (₹Cr)



Profit After Tax (₹Cr)



QUARTERLY CONSOLIDATED INCOME STATEMENT

Particulars (₹ Cr)	Q2FY22	Q1FY22	Q2FY21	H1FY22	H1FY21
Total Income	61.8	47.0	60.0	108.9	93.3
Total Expenses	62.2	50.8	57.0	113.1	95.2
EBITDA	3.6	0.2	7.6	3.8	6.9
EBITDA Margin (%)	5.9%	0.4%	12.7%	3.5%	7.4%
Finance Cost (Net)	2.0	1.8	2.5	3.8	4.7
Depreciation	2.0	2.2	2.1	4.2	4.2
PBT	-0.4	-3.8	3.0	-4.2	-1.9
Tax	0.7	-0.0	1.6	0.6	1.4
PAT	-1.1	-3.7	1.4	-4.9	-3.3
PAT Margins (%)	-1.9%	-7.9%	2.3%	-4.5%	-3.6%
EPS (₹)	-0.9	-3.1	1.1	-4.1	-2.8

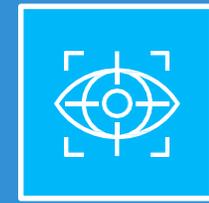
CONSOLIDATED BALANCE SHEET

Particulars (₹ Cr)	H1 FY22	FY21
Equity & Liabilities		
Shareholder's Funds		
Share Capital	11.8	11.8
Other Equity	135.6	144.5
Total Shareholder's Fund	147.4	156.3
Non-Current Liabilities		
Long-Term Borrowings	19.8	24.3
Provisions	5.4	4.8
Deferred Tax Liabilities (Net)	0.05	0.8
Other Non-Current Liabilities	0.4	0.5
Total Non Current Liabilities	25.6	30.4
Current Liabilities		
Short-Term Borrowings	66.0	47.7
Trade Payables	53.1	45.4
Other Financial Liabilities	9.8	8.1
Other Current Liabilities	28.7	27.2
Provisions	0.8	1.2
Current Tax Liabilities (Net)	0.05	0.04
Total Current Liabilities	158.4	129.6
TOTAL - EQUITY AND LIABILITIES	331.5	316.4

Particulars (₹ Cr)	H1 FY22	FY21
ASSETS		
Non-Current Assets		
Property, Plant & Equipment	68.0	68.2
Capital Work in Progress	9.6	10.2
Intangible Assets	7.7	8.4
Intangible Assets Under Development	2.5	1.5
Goodwill on Consolidation	21.0	21.0
Financial Assets	0.3	0.3
Non-Current Assets	3.3	1.6
Deferred Tax Assets (Net)	0.1	0.1
Other Non Current Assets	1.1	1.1
Total Non Current Assets	113.4	112.2
Current Assets		
Inventories	113.9	71.4
Investments	0.0	0.0
Trade Receivables	51.4	95.7
Cash and Cash Equivalents	11.8	3.9
Other Bank Balances	21.0	18.3
Loans	0.0	0.1
Other Financial Assets	3.5	2.8
Other Current Assets	8.6	4.2
Total Current Assets	210.2	196.4
Asset Classified as held for sale	7.8	7.7
TOTAL - ASSETS	331.5	316.4

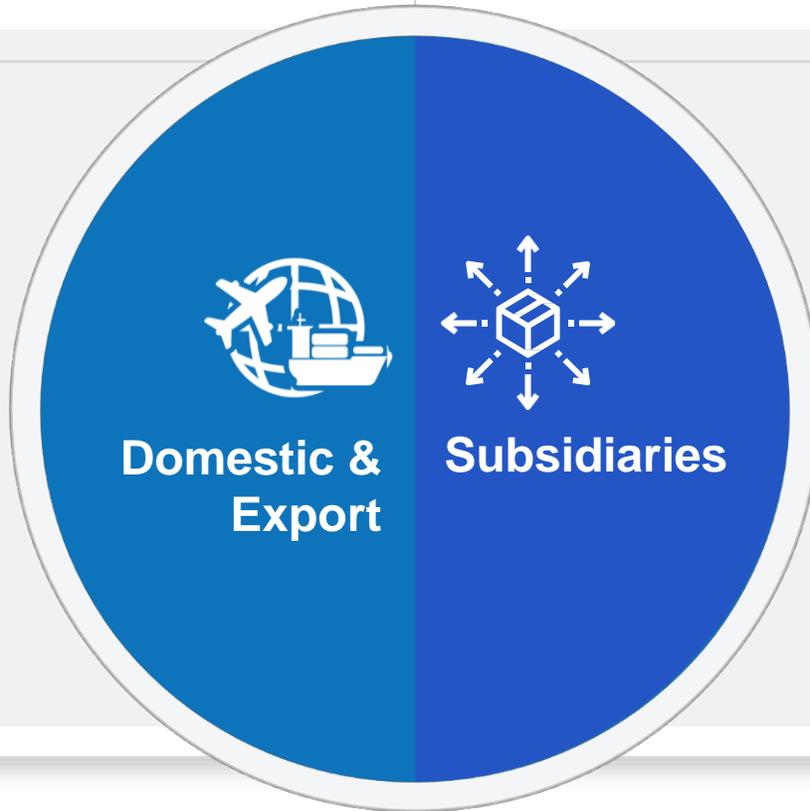


Sluice Gates at Storage Reservoir Colorado River Front, Colorado, USA



BUSINESS OUTLOOK

HEALTHY ORDER BOOK AS ON 1st NOVEMBER 2021



CONSOLIDATED ORDER PIPELINE AS ON 1ST NOVEMBER 2021



*Orders already negotiated with clients by 1st Nov 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. The manufacturing team from Jash visited Invent, Germany for training on manufacturing of Disc Filters. This will enable take up manufacturing of the first 2 disc filters in India for which orders have been received. These 2 Disc filters are now planned to be manufactured and delivered by Feb / March 2022. These would be the first indigenously manufactured Disc filters in India with import content of about 35%.
2. In Germany intensive training was taken on process of manufacturing of Discs which is the heart of the machine. This will enable the company to manufacture the disc for future machines in India thereby reducing the import content to less than 5% in future.
3. The company has also formally initiated talks with Invent, Germany for manufacture of their Mixers / aerators in India and expect to sign the agreement for same by early 2022. The company has also initiated development in India of various parts required for these products and has already secured orders worth over Rs. 2 crores for supply of these parts to Invent for their various international projects. We expect annual business for supply of parts to Invent of over Rs. 15 crores from 2022 onwards.
4. The company expects to enter into new market of Spain. A business associate has already been appointed and preliminary meetings with clients has been done. A first order of about Rs. 3 crores is expected to be received within this month. Spanish EPC contractors are very active in world market now and breakthrough in Spain will auger well for future growth in European market.
5. The company continues to get new business from its traditional strong markets of Hongkong / Singapore / Philippines in South East and Far East and in last few months has secured orders worth approx. Rs.10 crores from these markets.
6. Business prospects in India continue to improve and the company expects the Indian market to stabilize post Diwali.

Mr. Pratik Patel

Managing Director

“The half yearly performance has been encouraging. We delivered a revenue growth of 15.8% YoY which is not as per our expectation but we hope for positive off take in the second half so as to meet the desired target for the year.

PAT margin for the half year stood at -4.5% as against -3.6% for the same period in previous year. The reduction in PAT margin is because of increase in employee cost and other expenses.

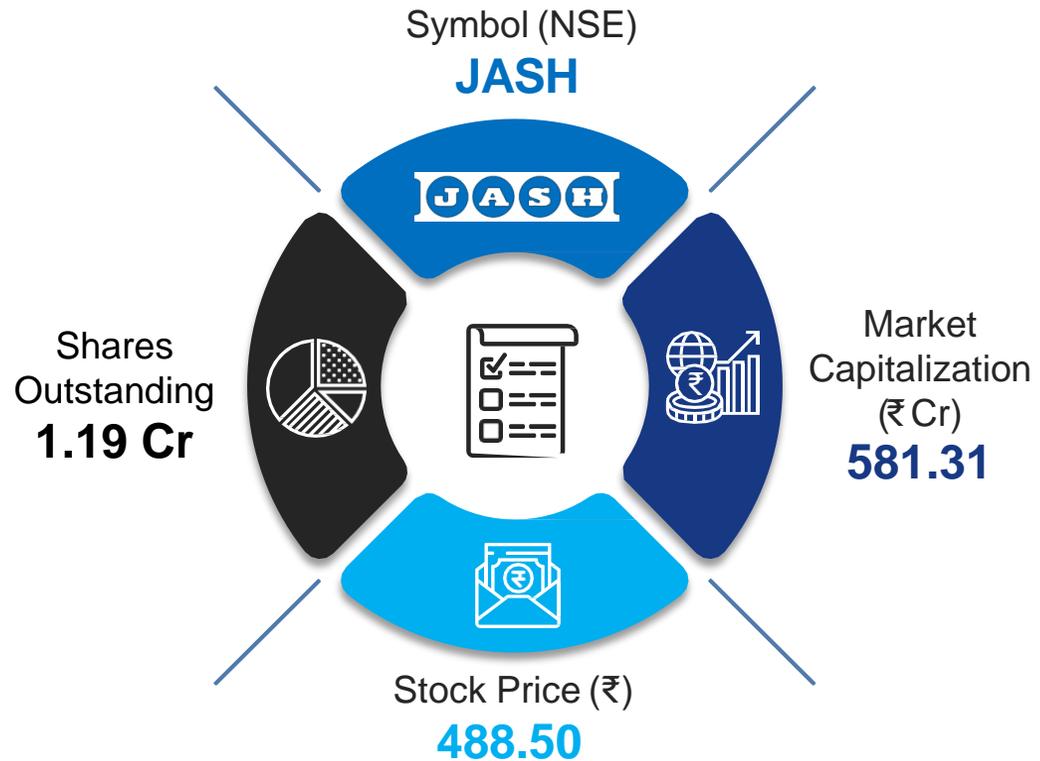
Our revenues historically are very strong in second half due to improve off take by our clients to meet their annual revenue target before the financial year ends on March 31st. In the second half of last year we had achieved revenue of Rs. 208 crores. We expect to achieve higher revenue than this so as to close the current year with revenue as projected.

We continue to have healthy order book at Rs.474 crores on the back of robust demand environment for our products globally. The business outlook appears to be strong, and we remain optimistic about future performance.”

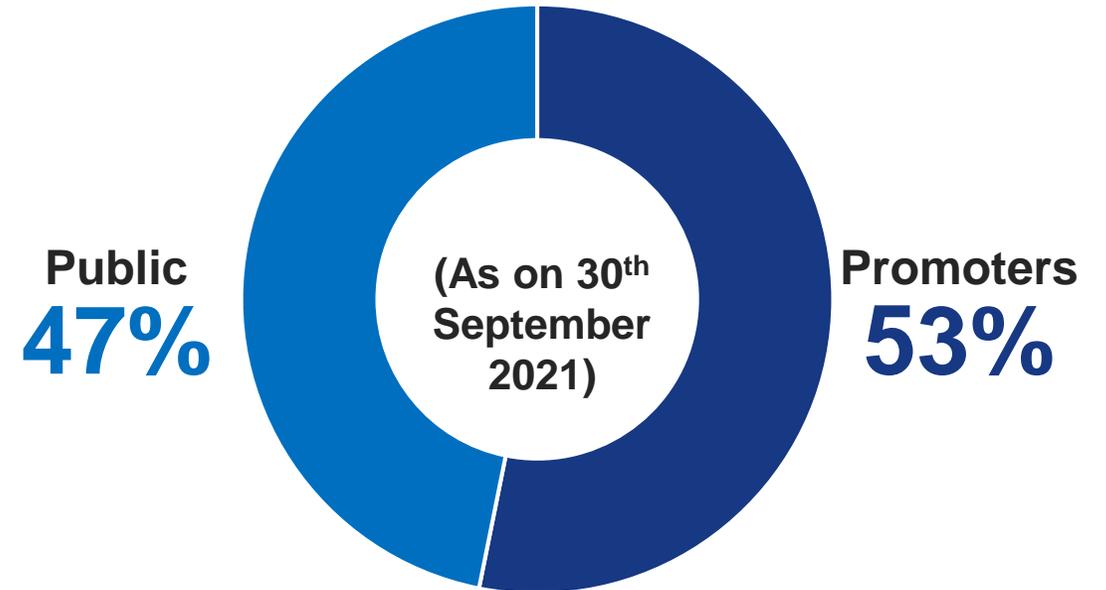
SHAREHOLDERS INFORMATION

STOCK DATA

(As on 11th November 2021)



SHAREHOLDING PATTERN



THANK YOU

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