

When every drop counts...



# JASH ENGINEERING LTD.

*Contributing to a sustainable environment worldwide...*

## Investor Presentation

*Annual Result FY 21-22, 30<sup>th</sup> May 2022*



Mahr  
Maschinenbau



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# WHAT'S INSIDE

**Company Overview**

**Products Overview**

**Financial Performance**

**Business Outlook**



Head Office at Unit 1 in Indore



# COMPANY OVERVIEW



1973

Incorporation  
of Company



## Jash Engineering Ltd.



**5** Manufacturing  
Units



**~850** Employees



**₹ Cr. ~374**  
Consolidated Sales  
2021-22

- › 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

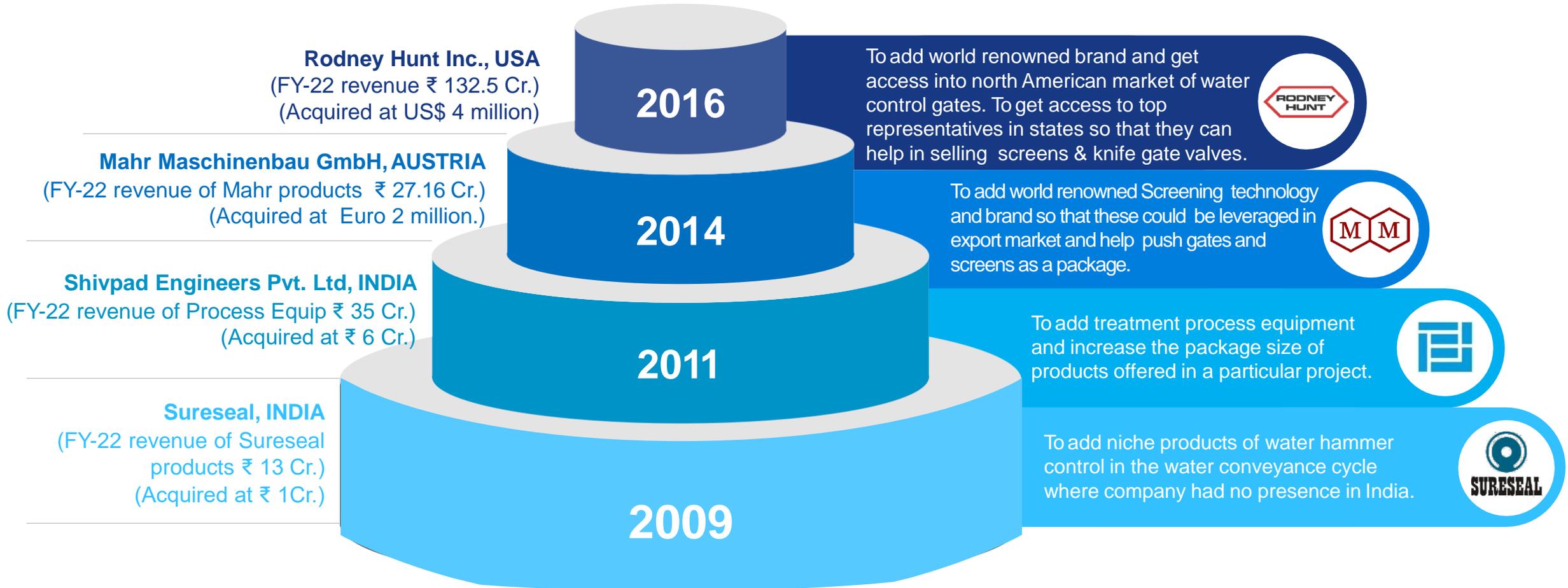
**2018**

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 2022-23 & 2023-24.

# 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

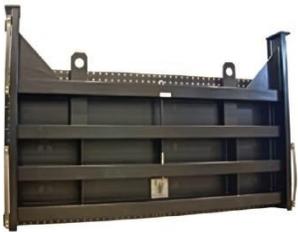


Flap Gates



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



iFILT® 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



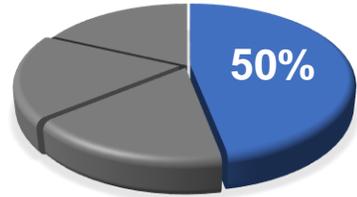
Petrochemical plants



Steel plants

# PRODUCT OFFERINGS WITH REVENUE CONTRIBUTION (FY22)

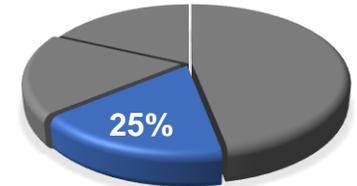
## Water Control Gates



Revenue Contribution



## Screening Equipment



Revenue Contribution



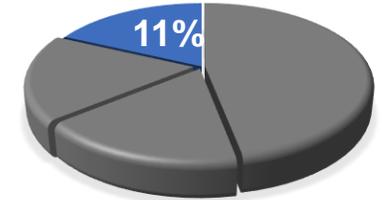
## Valves



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.



● 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

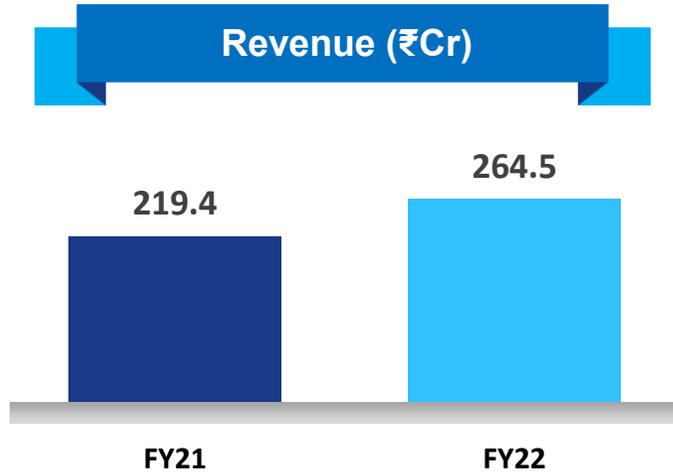


# FINANCIAL PERFORMANCE

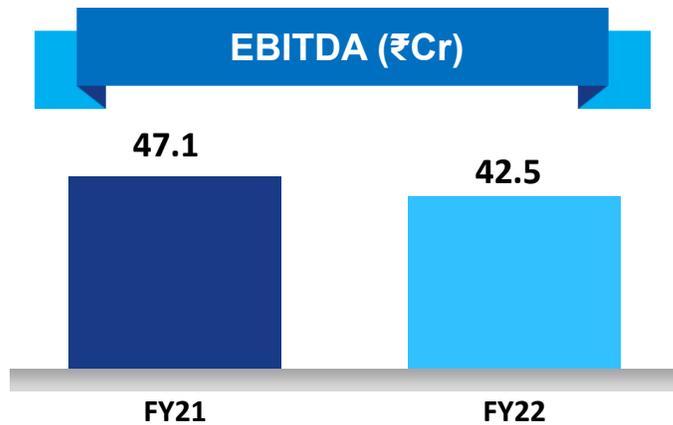
# STANDALONE PERFORMANCE – JASH, SHIVPAD & JASH USA

## JASH ENGINEERING LTD.

### Revenue (₹Cr)

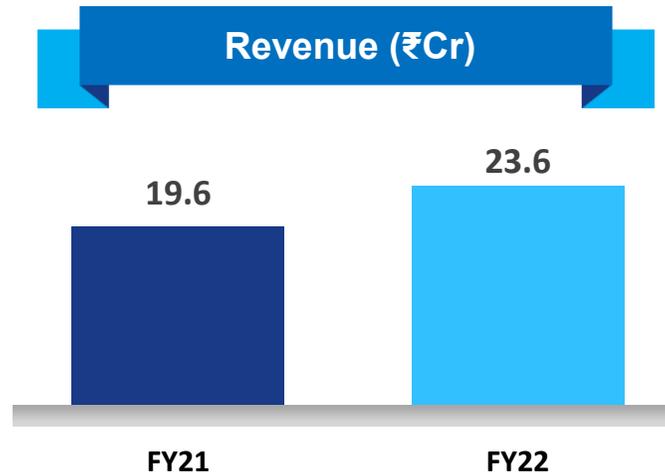


### EBITDA (₹Cr)

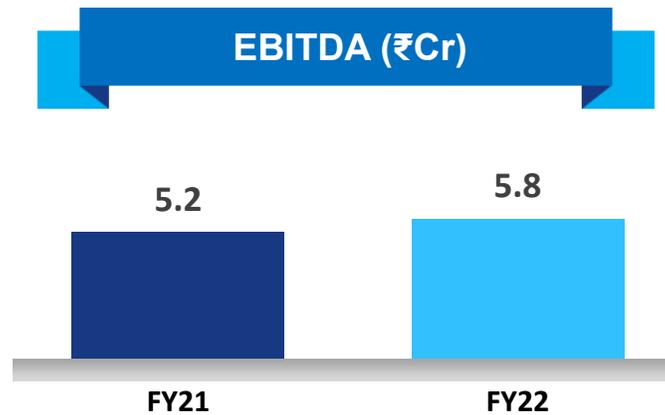


## SHIVPAD ENGINEERING PVT. LTD.

### Revenue (₹Cr)

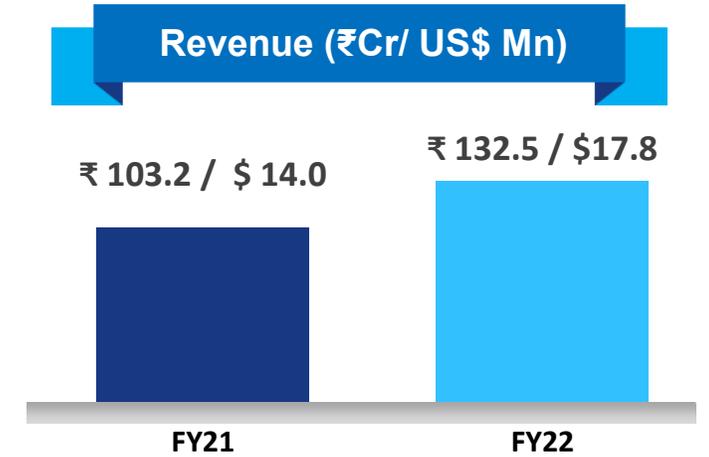


### EBITDA (₹Cr)

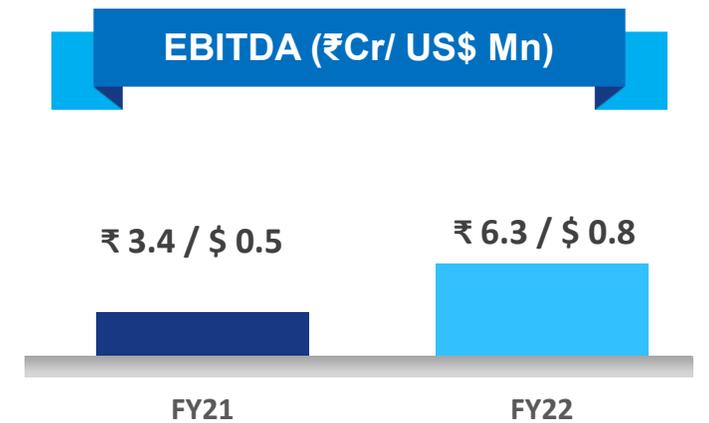


## JASH USA / RODNEY HUNT

### Revenue (₹Cr/ US\$ Mn)

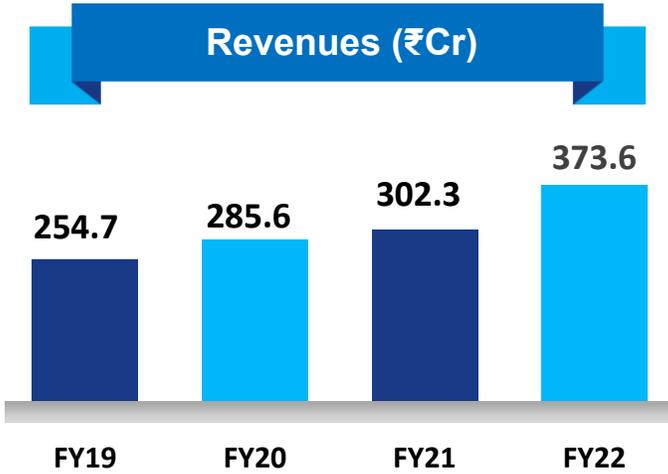


### EBITDA (₹Cr/ US\$ Mn)

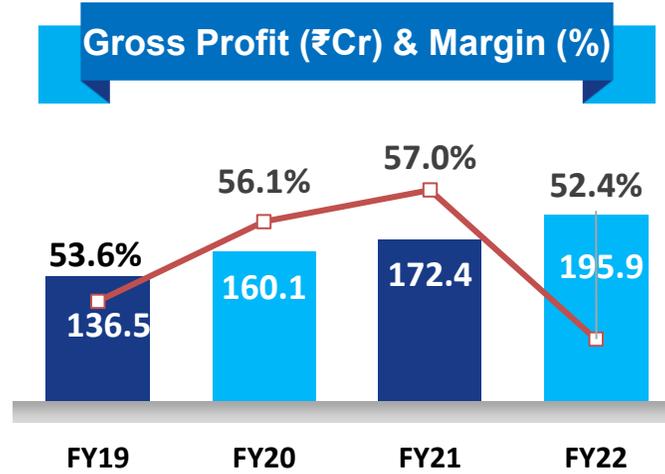


# CONSOLIDATED FINANCIAL SNAPSHOT

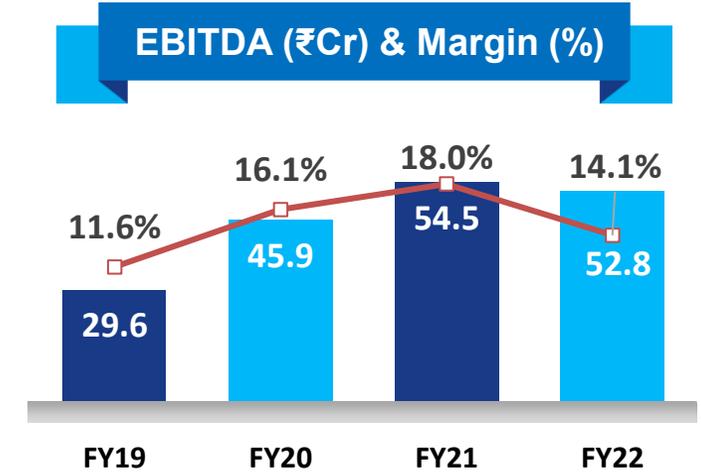
## Revenues (₹Cr)



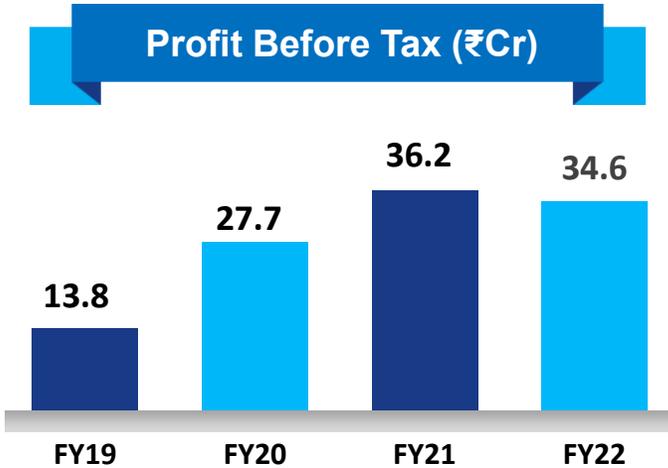
## Gross Profit (₹Cr) & Margin (%)



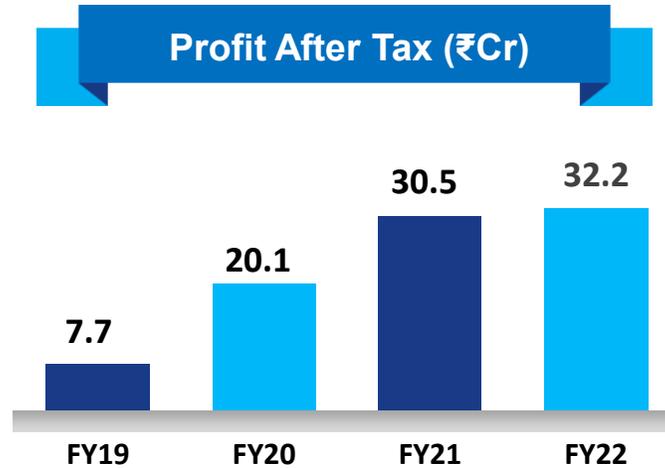
## EBITDA (₹Cr) & Margin (%)



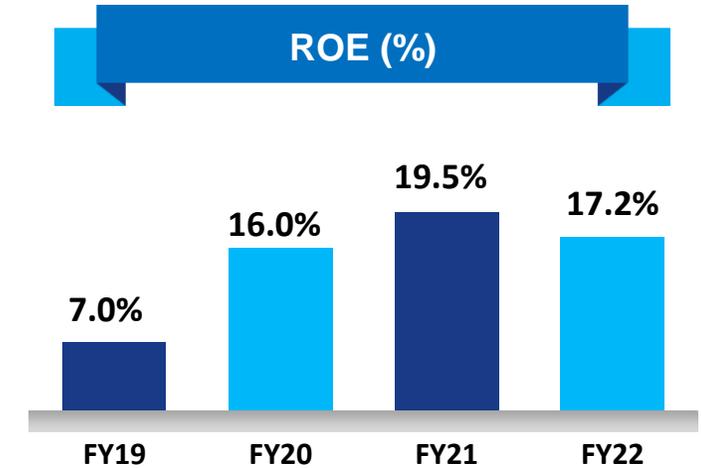
## Profit Before Tax (₹Cr)



## Profit After Tax (₹Cr)



## ROE (%)



# CONSOLIDATED INCOME STATEMENT

Particulars (₹ Cr)	Q4FY22	Q3FY22	Q4FY21	FY22	FY21
<b>Total Income</b>	<b>159.5</b>	<b>105.2</b>	<b>128.5</b>	<b>373.6</b>	<b>302.3</b>
Total Expenses	134.9	91.0	102.8	339.0	266.1
<b>EBITDA</b>	<b>29.7</b>	<b>19.3</b>	<b>30.3</b>	<b>52.9</b>	<b>54.5</b>
<b>EBITDA Margin (%)</b>	<b>18.6%</b>	<b>18.4%</b>	<b>23.6%</b>	<b>14.2%</b>	<b>18.0%</b>
Finance Cost (Net)	2.2	2.6	2.4	8.6	9.8
Depreciation	2.9	2.6	2.2	9.7	8.5
<b>PBT</b>	<b>24.6</b>	<b>14.2</b>	<b>25.7</b>	<b>34.6</b>	<b>36.2</b>
Tax	1.2	0.6	1.9	2.4	5.6
<b>PAT</b>	<b>23.4</b>	<b>13.6</b>	<b>23.7</b>	<b>32.2</b>	<b>30.5</b>
<b>PAT Margins (%)</b>	<b>14.7%</b>	<b>12.9%</b>	<b>18.4%</b>	<b>8.6%</b>	<b>10.1%</b>
EPS (₹)	19.7	11.4	20.0	27.1	25.8

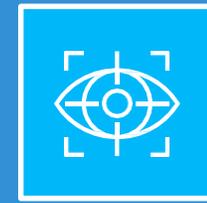
# CONSOLIDATED BALANCE SHEET

Particulars (₹ Cr)	FY22	FY21
<b>Equity &amp; Liabilities</b>		
<b>Shareholder's Funds</b>		
Share Capital	11.9	11.8
Other Equity	174.7	144.5
<b>Total Shareholder's Fund</b>	<b>186.6</b>	<b>156.3</b>
<b>Non-Current Liabilities</b>		
Long-Term Borrowings	16.8	24.3
Provisions	4.6	4.8
Deferred Tax Liabilities (Net)	-	0.8
Other Non-Current Liabilities	1.2	0.5
<b>Total Non Current Liabilities</b>	<b>22.6</b>	<b>30.4</b>
<b>Current Liabilities</b>		
Short-Term Borrowings	65.2	47.7
Trade Payables	59.0	45.4
Other Financial Liabilities	9.1	8.1
Other Current Liabilities	25.7	27.2
Provisions	0.8	1.2
Current Tax Liabilities (Net)	0.07	0.04
<b>Total Current Liabilities</b>	<b>159.9</b>	<b>129.6</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>369.1</b>	<b>316.4</b>

Particulars (₹ Cr)	FY22	FY21
<b>ASSETS</b>		
<b>Non-Current Assets</b>		
Property, Plant & Equipment	81.3	68.2
Capital Work in Progress	0.9	10.2
Intangible Assets	9.6	8.4
Intangible Assets Under Development	-	1.5
Goodwill on Consolidation	20.7	21.0
Financial Assets	0.7	0.3
Non-Current Assets	1.8	1.6
Deferred Tax Assets (Net)	2.9	0.1
Other Non Current Assets	1.4	1.2
<b>Total Non Current Assets</b>	<b>119.3</b>	<b>112.2</b>
<b>Current Assets</b>		
Inventories	76.4	71.4
Investments	0.0	0.0
Trade Receivables	134.8	95.7
Cash and Cash Equivalents	3.8	3.9
Other Bank Balances	22.9	18.3
Loans	0.1	0.1
Other Financial Assets	1.4	2.8
Other Current Assets	2.4	4.2
<b>Total Current Assets</b>	<b>241.8</b>	<b>196.4</b>
Asset Classified as held for sale	8.0	7.7
<b>TOTAL - ASSETS</b>	<b>369.1</b>	<b>316.4</b>



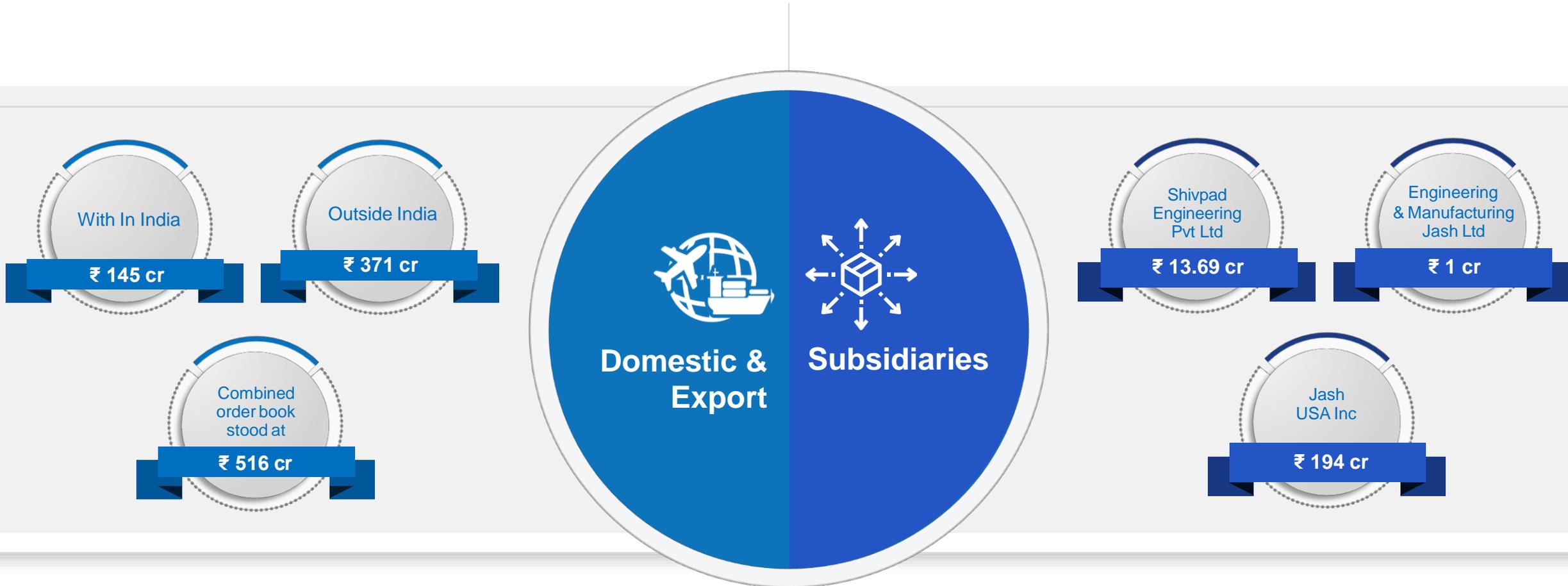
Sluice Gates at Storage Reservoir Colorado River Front, Colorado, USA



# BUSINESS OUTLOOK

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# CONSOLIDATED ORDER BOOK AS ON 1<sup>st</sup> May 2022

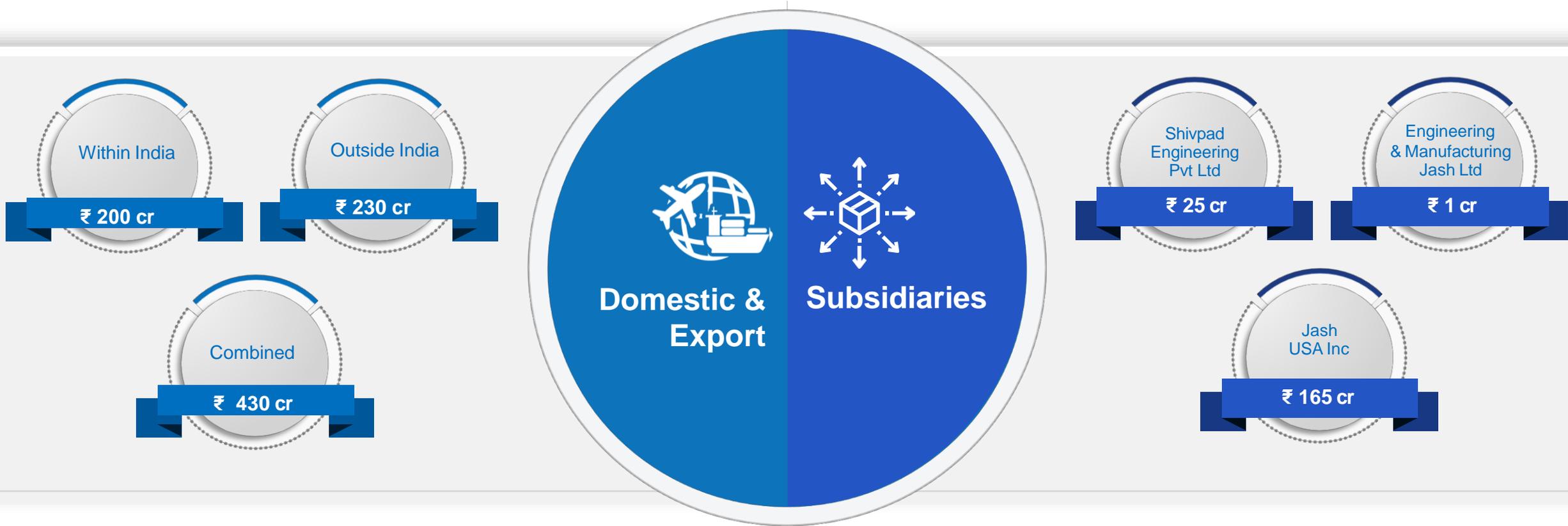


# CONSOLIDATED ORDER PIPE LINE AS ON 1st May 2022



*Orders already negotiated with clients by 1st May 2022 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 22-23



*Projections are subject to adverse conditions due to Covid-19 & Russian-Ukraine war related developments*

# OTHER DEVELOPMENTS

1. Rodney Hunt has turned the corner and has become profitable. Henceforth we expect continuous improvements in its performance.
2. Rodney Hunt grew by 27% with revenue of USD 17.8 million and is now within first 4 in water control gates business in USA.
3. Laser cutting machine has been commissioned at Orange manufacturing facility in end May 2022 and this will enable faster production, higher total output and significantly lower outsourcing costs in year 2022.
4. Pending orders as of end May 2022 is in excess of 28.4 million dollars thereby allowing us to target revenue of USD 23 million for 2022-23.
5. Orange manufacturing facility on independent basis to become profitable in 2022-23 with manufacturing revenue in excess of USD 8 million dollars thereby improving overall profitability of Rodney Hunt in 2022-23.
6. To sell excess land of Rodney Hunt, a proposal has been given to Orange town committee to create 66 homes - 31 with riverfront access and 35 without riverfront access. If this is accepted by the town of Orange then this should enable Rodney Hunt to clear significant liabilities of JEL within next 2 years, upgrade facilities in Orange plant and establish a new plant in Houston as well. Even after this land is sold , Rodney Hunt will still be left with a 60,000 sq feet built up area for plant and about 10 acres of excess land also with river front access.
7. Rodney Hunt has finally been able to get banking facilities of 1.5 million dollars. This will now enable it to give financial bonds on smaller orders which were being lost due to our inability to provide such bonds.
8. Efforts are being made to further enhance the banking facilities so that we can provide bond for larger sized orders as well. Now that the company is profitable we expect that our request for bonding limits will be favorably looked into.

# OTHER DEVELOPMENTS

9. Shivpad has been allotted 2 acres Land at SIPCOT Industrial Park Vallam-Vadagal in Chennai. This will enable Shivpad to build up its own manufacturing facility by 2023 so as to be in a position to scale up its revenue in future. The work on this plant will be started in Oct 2022 with completion by Oct 2023 at an approximate cost of Rs. 12 crores including cost of land.
10. The Cast Iron Gates manufacturing facility at SEZ Unit 3 was commissioned in April 2022. With this development the dependency of export production on domestic production units is restricted to just sourcing of castings from Unit 1.
11. New agreement with Invent was signed in April 2022 for Aeration and Mixing Products. Commercial production will commence within the financial year 2023-24.
12. The work on building a new stainless steel products plant at Unit 2 will be taken up in Oct 2022. This plant will be built by Oct 2023 at a cost of approx. Rs. 11 crores.
13. Improving prospects in Indian Market on account of positive progress in new projects of MCGM, Bangalore and Pune city. These projects are cumulatively worth over Rs. 20,000 crores thereby assuring good growth in domestic market for next 4 years.
14. Record consolidated pending order position of Rs. 516 crores in May 2022 leading to another year of significant growth enabling company to target consolidated revenue in excess of Rs. 430 crores for year 2022-23.
15. SBI has finally returned back shares pledged by the promoter for a loan taken for expansion of the company.

# MANAGEMENT COMMENTARY

**Mr. Pratik Patel**

*Managing Director*

***“We maintained a strong growth momentum, on the strength of a healthy order book with consolidated revenue growth of 23.6% and PAT growth of 4.3% . However because of substantial rise in cost of raw materials, bought outs and freight costs, our profit margin has been impacted. We could not do much about this since most of the orders were taken before the price rise took place.***

***In the current year we are quite optimistic about improving the profitability as many of the orders under execution now are taken with increased raw materials price. Also we expect substantial addition to profits from continuing improvement in operations of Rodney Hunt as well as due to over 15% growth in revenue expected this year backed by a robust consolidated order book position of ₹516 crores.***

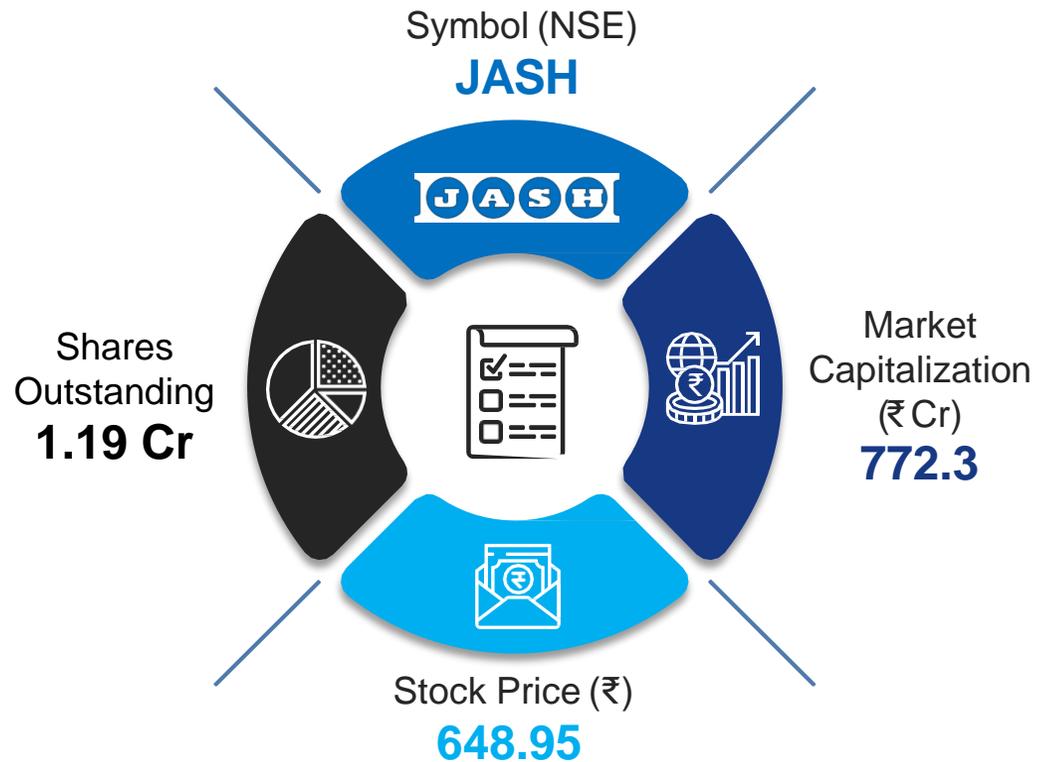
***We remain confident of positive performance going forward on the back of robust demand environment for our products domestically and globally. Our order book continues to remain healthy led by strong external demand for our products globally and going forward we expect the growth momentum to continue.”***



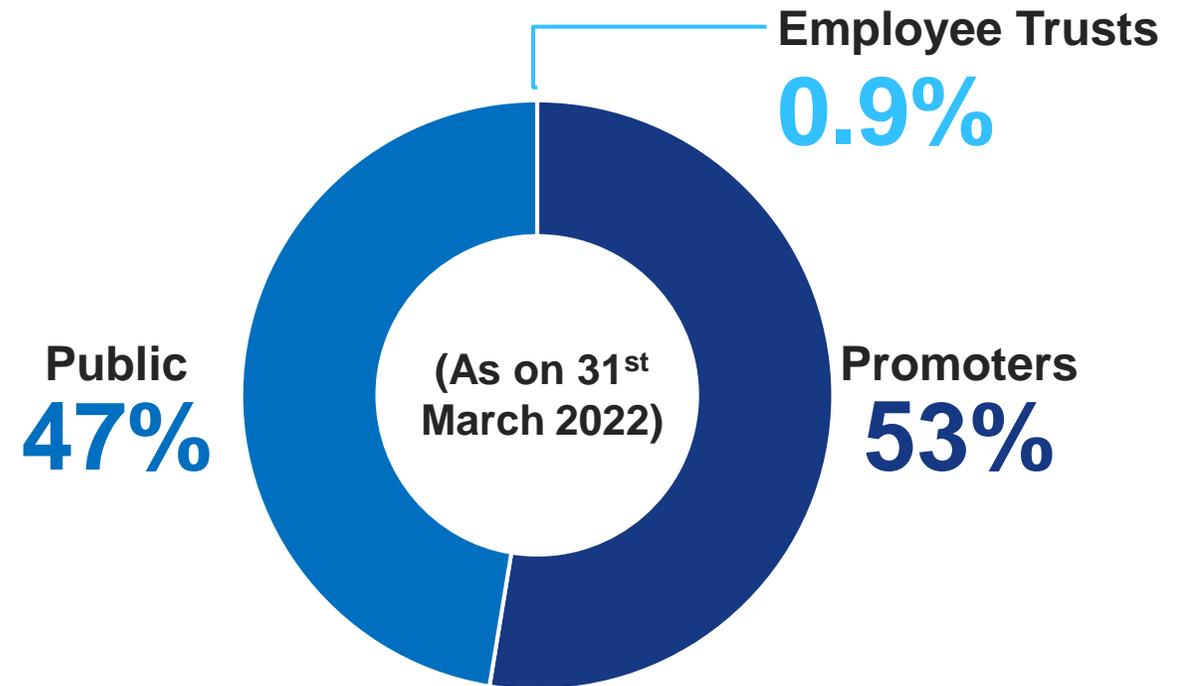
# SHAREHOLDERS INFORMATION

## STOCK DATA

(As on 27<sup>th</sup> May 2022)



## SHAREHOLDING PATTERN



# THANK YOU

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