

When every drop counts...



JASH ENGINEERING LTD.

Contributing to a sustainable environment.....worldwide!

Investor Presentation

Q1FY23, August 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



1973

Formation of Jash Engineering Pvt Ltd

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

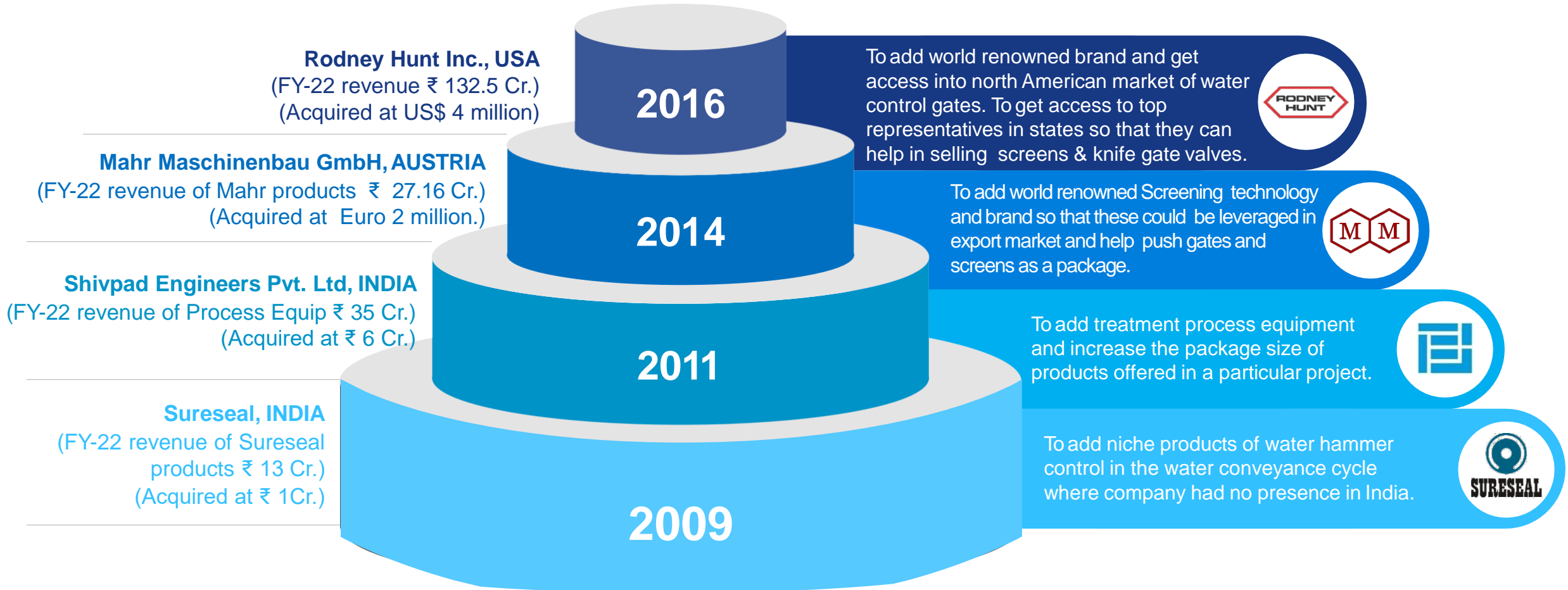


2018

Established plant of 60,000 sqft at Orange Massachusetts, USA for Fabricated products.



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 20-25 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



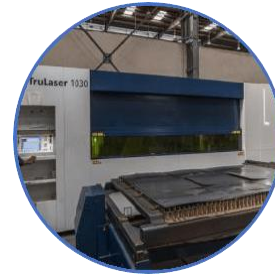
Bath pickle stainless steel jobs up to 6000 x 2000 x 2000mm size



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



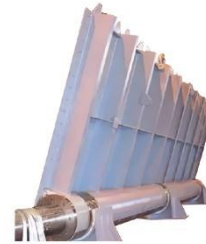
Bulk Head Slide Gates



Roller Gates



Butterfly Gates



Crest Gates



Radial / Tainter Gates



Bonneted Gates

PRODUCT AT A GLANCE

Coarse Screening Equipment



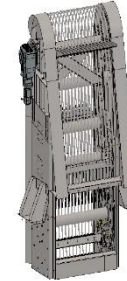
Trash Rack



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



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



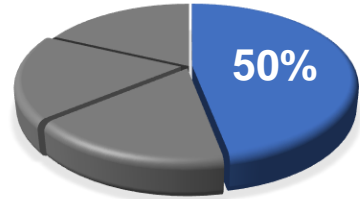
Petrochemical plants



Steel plants

PRODUCT OFFERINGS WITH REVENUE CONTRIBUTION (FY22)

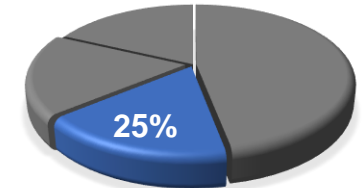
Water Control Gates



Revenue Contribution



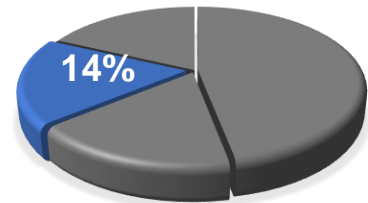
Screening Equipment



Revenue Contribution



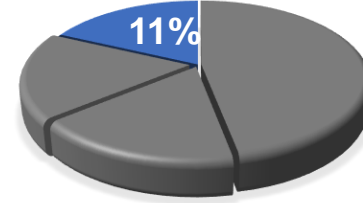
Valves



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.



EUROPE & AFRICA
Q1 FY 23
6.01

MIDDLE EAST
Q1 FY 23
2.06

USA
Q1 1FY 23
13.76

FAR & SOUTH EAST ASIA
Q1 FY 23
0.62



TOTAL	Q1 FY 23	All units are in ₹ Cr
22.45		

● Acquisitions ■ Manufacturing & Marketing Offices ◆ Subsidiary ▲ Regional Business Associates

CLIENTS & CONSULTANTS - INDIA



LARSEN & TOUBRO



KHILARI



Uhde India



CLIENTS & CONSULTANTS - INTERNATIONAL



其士集團
CHEVALIER GROUP





Crest Gate at Landsberg Fish Passage Ravensdale, WA, USA

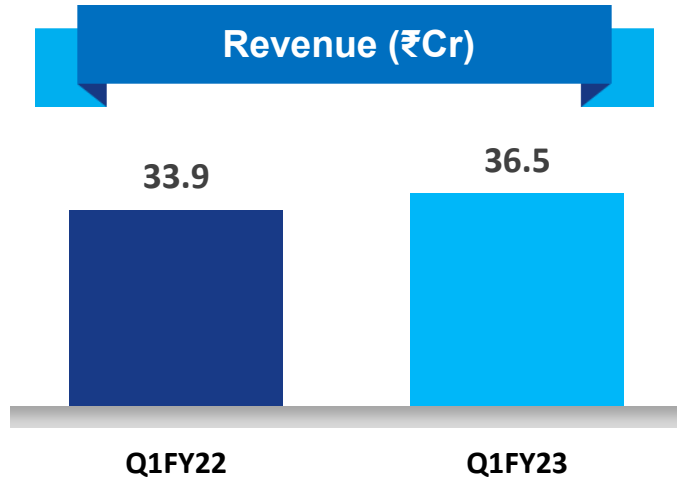


FINANCIAL PERFORMANCE

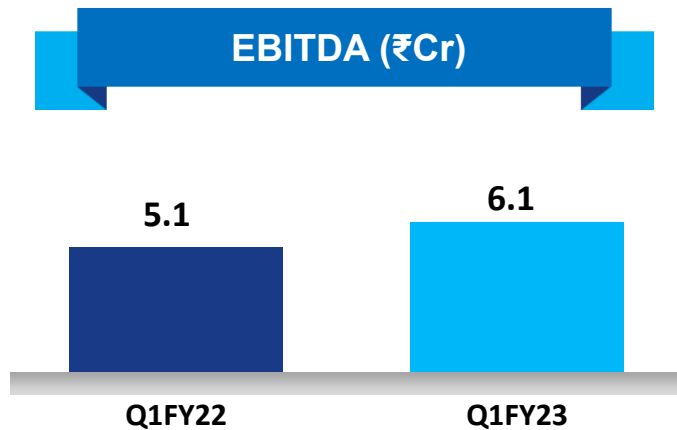
STANDALONE PERFORMANCE – JASH, SHIVPAD & JASH USA

JASH ENGINEERING LTD.

Revenue (₹Cr)

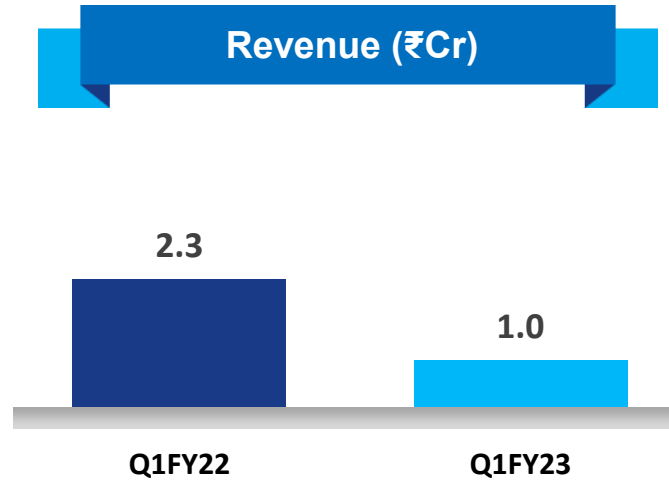


EBITDA (₹Cr)

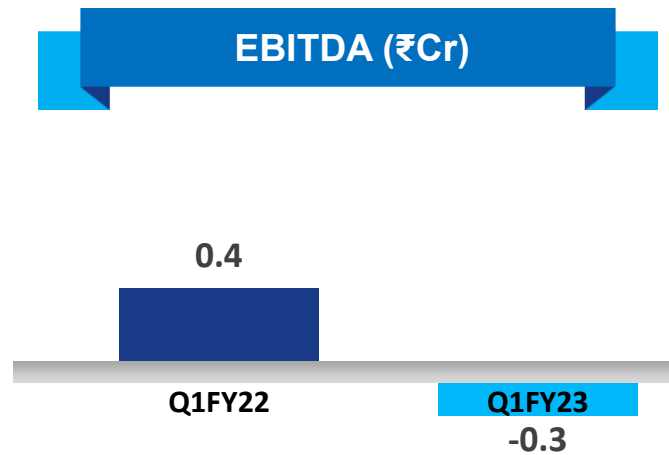


SHIVPAD ENGINEERING PVT. LTD.

Revenue (₹Cr)

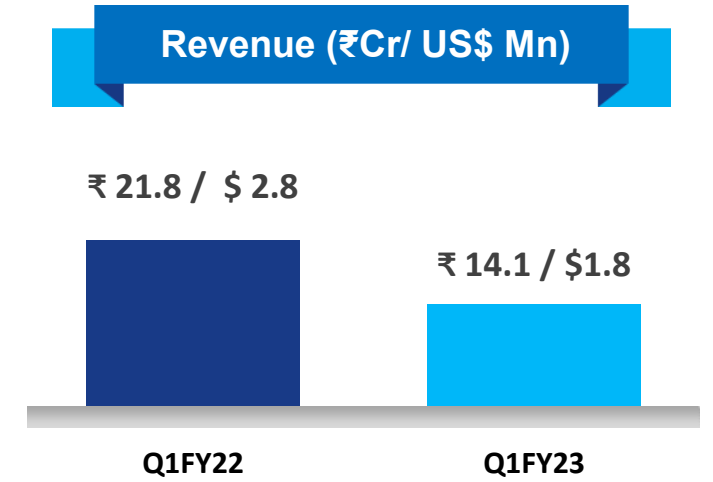


EBITDA (₹Cr)

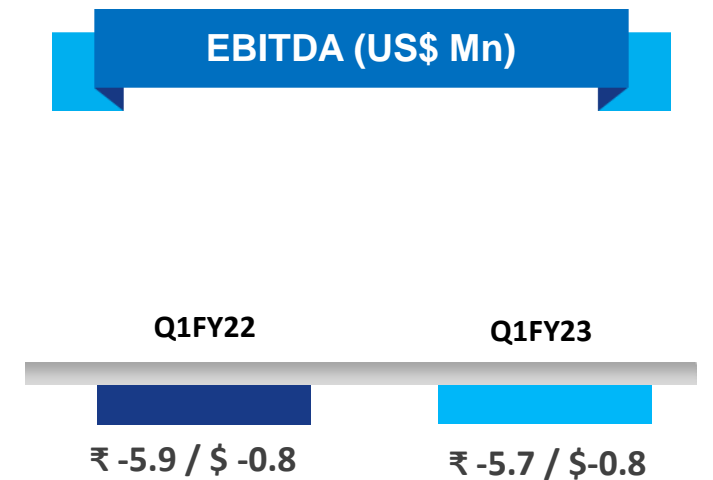


JASH USA / RODNEY HUNT

Revenue (₹Cr/ US\$ Mn)

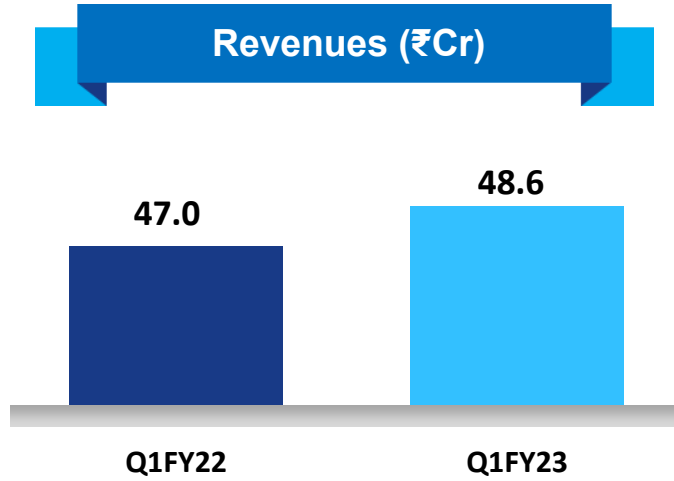


EBITDA (US\$ Mn)

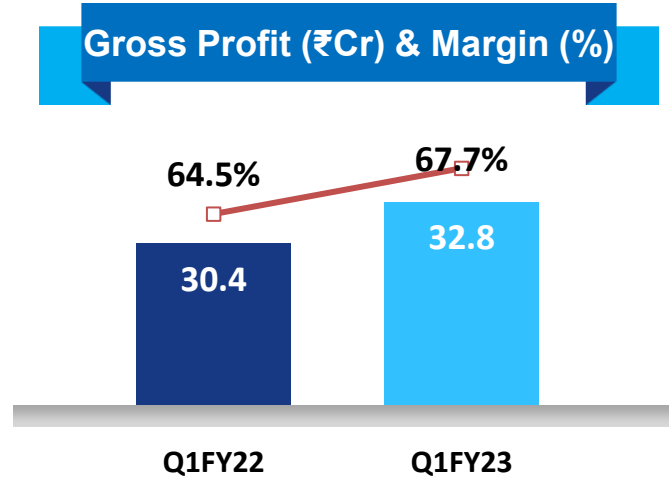


CONSOLIDATED FINANCIAL SNAPSHOT

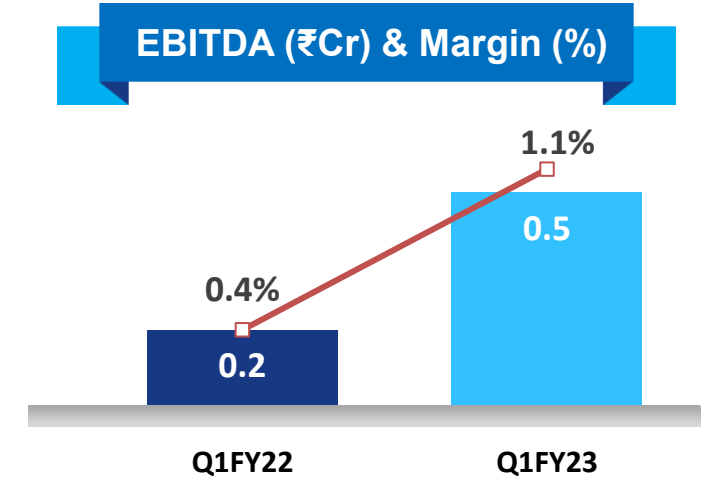
Revenues (₹Cr)



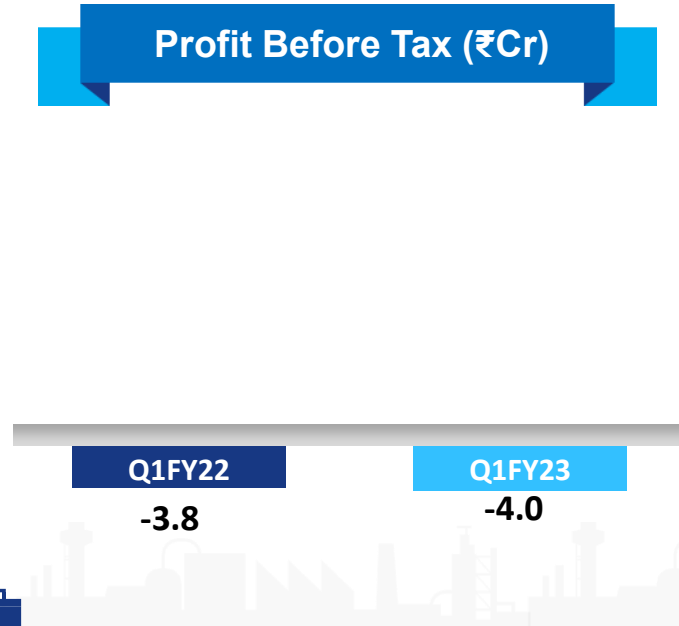
Gross Profit (₹Cr) & Margin (%)



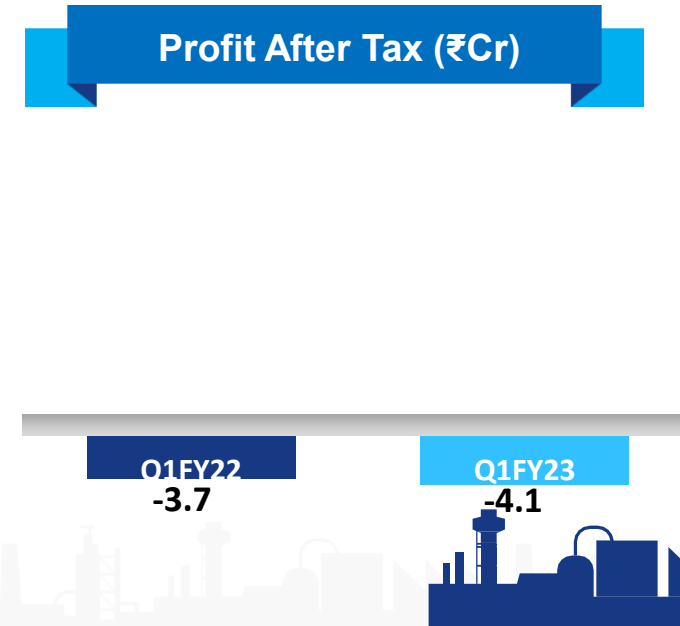
EBITDA (₹Cr) & Margin (%)



Profit Before Tax (₹Cr)



Profit After Tax (₹Cr)

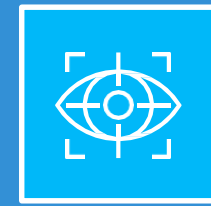


CONSOLIDATED INCOME STATEMENT

Particulars (₹ Cr)	Q1FY23	Q4FY22	Q1FY22	FY22	FY21
Total Income	48.5	159.5	47.0	373.6	302.3
Total Expenses	52.5	134.9	50.8	339.0	266.1
EBITDA	0.5	29.7	0.2	52.9	54.5
EBITDA Margin (%)	1.1%	18.6%	0.4%	14.2%	18.0%
Finance Cost (Net)	2.1	2.2	1.8	8.6	9.8
Depreciation	2.5	2.9	2.2	9.7	8.5
PBT	-4.0	24.6	-3.8	34.6	36.2
Tax	0.1	1.2	-0.0	2.4	5.6
PAT	-4.1	23.4	-3.7	32.2	30.5
PAT Margins (%)	-8.5%	14.7%	-7.9%	8.6%	10.1
EPS (₹)	-3.4	19.7	-3.1	27.1	25.78

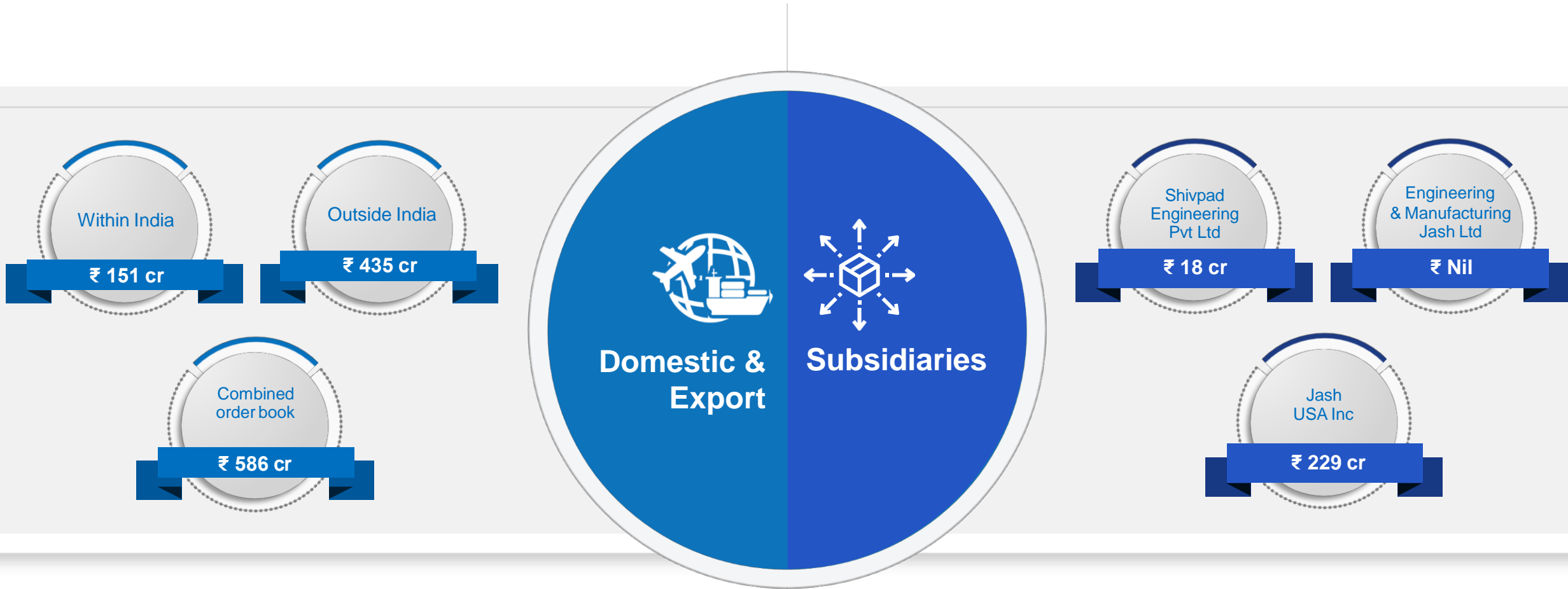


Sluice Gates at Storage Reservoir Colorado River Front, Colorado, USA



BUSINESS OUTLOOK

CONSOLIDATED ORDER BOOK AS ON 1ST AUGUST 2022

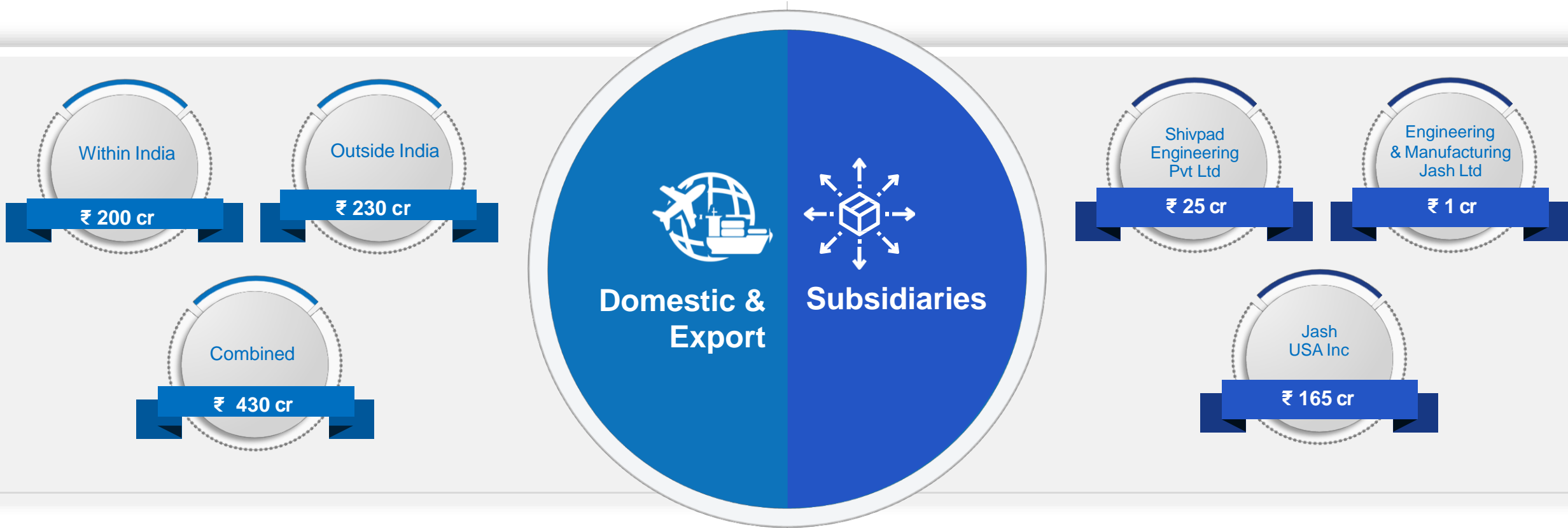


CONSOLIDATED ORDER PIPE LINE AS ON 1ST AUGUST 2022



*Orders already negotiated with clients by 1st August 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 order booking is significantly improving and as of 31st July the order book has crossed USD 30 million.
2. Rodney Hunt has now made arrangement to get bonding by roping in a US citizen who is willing to do stand up for bonding facility at a cost. This will greatly help the company in getting those orders that it was losing due to its inability to bond.
3. Orders for 2 more disc filter machines alongwith LOI for 1 more machine is received. We expect to have references of atleast 6 machines by end of March 2023.
4. The company has already become the first company to offer local manufactured Disc Filter machines in Indian market. However the import content is still high thereby making it difficult to sell these machines in volume. Indigenization of disc filter manufacturing is progressing well and we expect the machine to be majorly indigenized by March 2023. This should help the company to sell more machines in year 2023-24.
5. The company has taken up development of Vortex type Grit classifier and Combined Screening and De-gritting unit in association with an European company. The company has already received orders for this equipment in August 2022. These products will be manufactured in India from 2023-24.
6. The company will commence work on new plant in Unit 2 as well as capacity additions in other units from Sept 2022. This will call for an investment of Rs. 13 crores and the new facilities are expected to be completed by Dec 2023.
7. Shivpad will commence building of its manufacturing plant at Chennai by Nov – Dec 2022. This will be built in 2 phases and the first phase will call for an investment of Rs. 10 crores. This plant is expected to be commissioned by March 2024.

MANAGEMENT COMMENTARY

Mr. Pratik Patel

Managing Director

“The first quarter results are always subdued due to the nature of the industry because major revenue is booked in the 3rd and 4th quarters of the financial year. Significant material which was ready for delivery could not be billed because of inability of the clients to pay and take delivery in Q1. This affected Q1 revenues.

There has been modest growth of 8.1% in standalone revenue but lower dispatches from subsidiary companies have subdued the 1st quarter consolidated results. However looking to the billing already achieved till date in Q2 we are quite confident of significant jump in Q2 revenue on standalone as well as consolidated basis.

Improvement in Q1 profitability on standalone basis augers well for annual profitability because in subsequent quarters revenue is expected to grow at a sustained pace. Profitability of subsidiary companies is expected to significantly improve as their Q2 revenue improves.

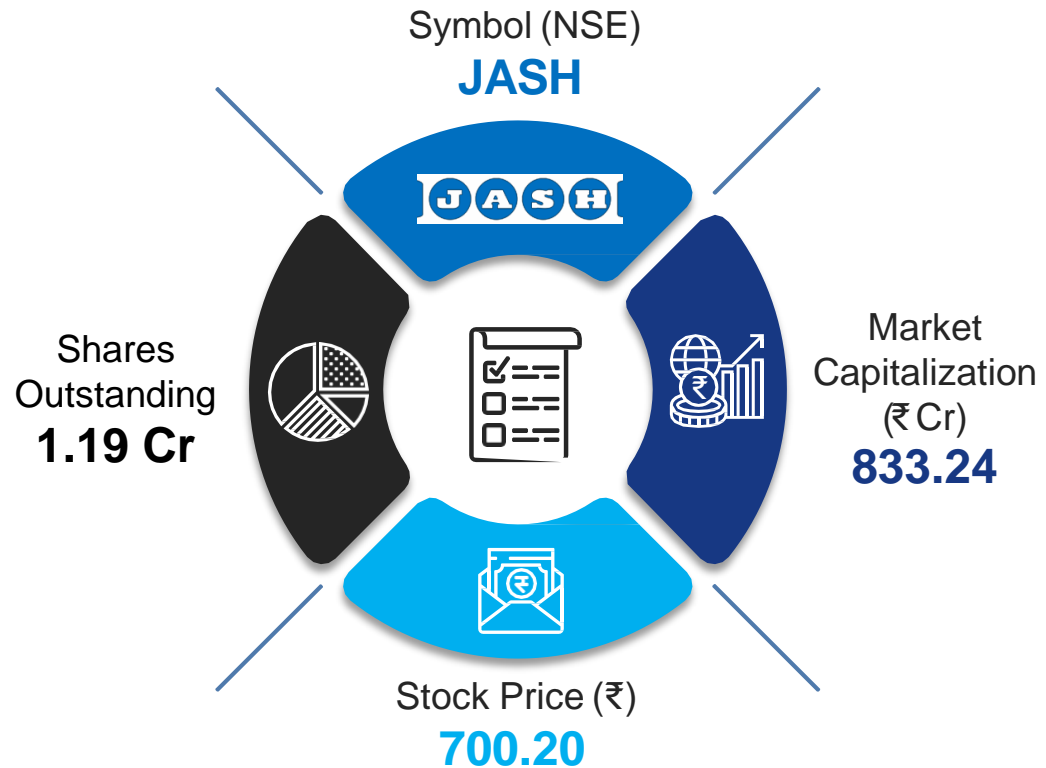
In the current year we are quite optimistic about meeting the projected revenue and improving the profitability on standalone as well as consolidated basis.



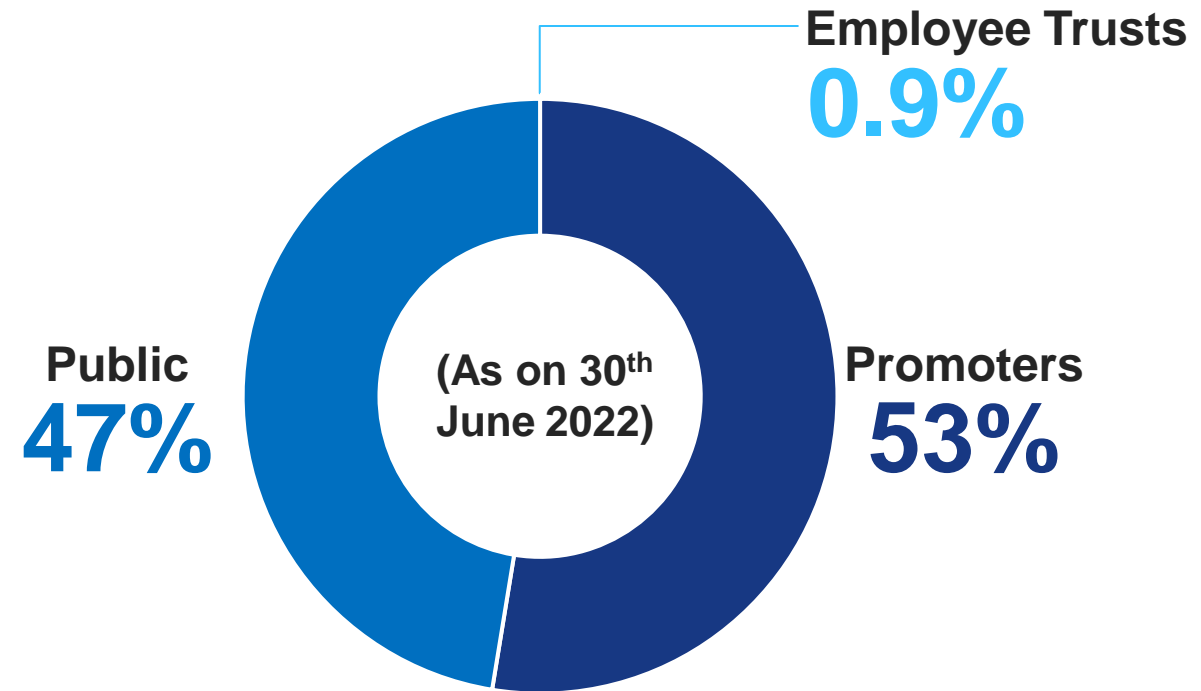
SHAREHOLDERS INFORMATION

STOCK DATA

(As on 29th July 2022)



SHAREHOLDING PATTERN



THANK YOU

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