

When every drop counts...



JASH ENGINEERING LTD.

Contributing to a sustainable environment worldwide...

Company Presentation

September - 2022



Mahr
Maschinenbau





WHAT'S INSIDE

Company Overview

Products & Application

Business Outlook

Why Jash?

Continual Infrastructural Improvements



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

2021

Expansion of manufacturing facility at SEZ 3 by addition of 25,000 sq feet built up area to machine, assemble and test cast products.

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.

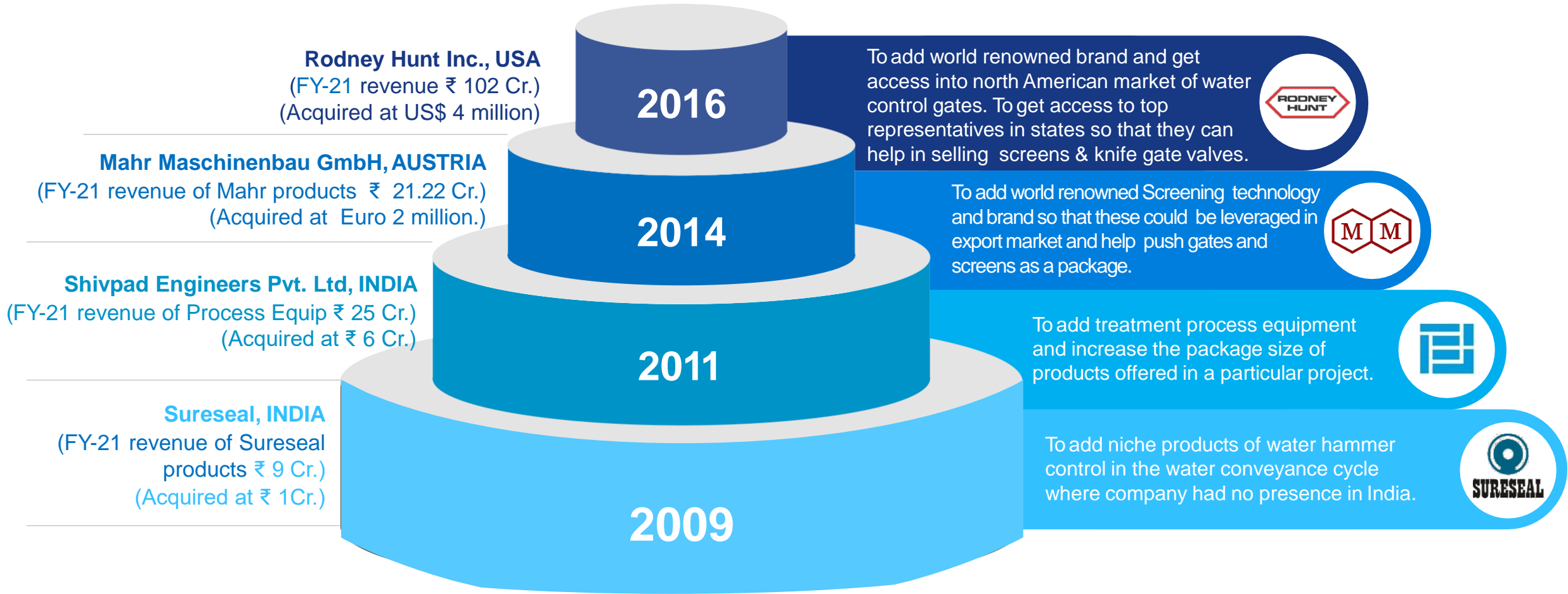
2020

Entered into technical collaboration with Invent Umwelt- & Verfahrenstechnik AG, Germany for manufacturing of Disc Filters.

1973

Formation of Jash Engineering Pvt Ltd

EVOLUTION THROUGH ACQUISITION



STATE OF ART FACILITIES & TURNOVER CAPABILITY

Total
Turnover Potential
from existing facility
₹ 500+ Cr



UNIT-1 CAST PRODUCTS PLANT
BUILT UP AREA: 125,000 Sq. ft.
Turnover Capability : ₹ 75 Crore



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

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



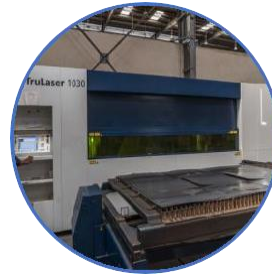
Bath pickle stainless steel jobs up to 6000 x 2000 x 2000mm size



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 20000mm



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 PORTFOLIO

Water Control Gates

Sluice Gates /
Penstocks

Open Channel
Gates

Weir Gates

Flap Gates

Stop Logs

Heavy Fabricated Gates

Bulkhead Slide
Gates

Roller Gates

Butterfly Gates

Crest Gates

Radial/Tainter
Gates

Bonneted Gates

Mitre Gate

Coarse Screening Equipment

Trash Racks

JASH MMR
Screen

JASH Multi-rake
Screen

JASH Back Rake
Screen

JASH Suspended
Grab Screen

Fine Screening Equipment

JASH Mahr
MM2MM Screen

Screenmat Fine
Screen

Rotoclean Drum
Screen

Rotobrush
Superfine Screen

JASH Mahr
Perscalator Filter
Band Screen

JASH Mahr
Travelling Band
Screen

Screening conveying Equipment

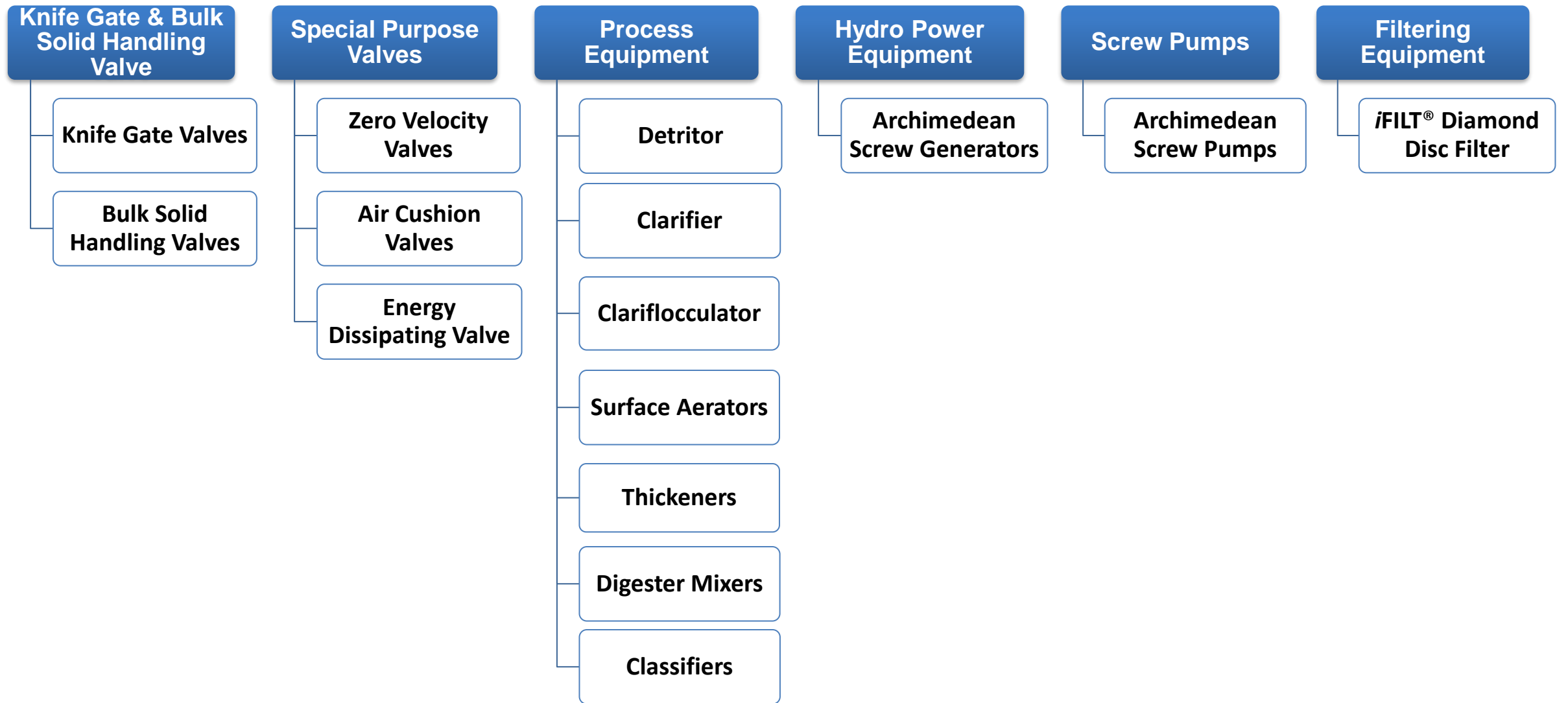
Belt Conveyor

Screw Conveyor

Screw Conveyor
with wash
compactor

Jet Breaker
Washer
Compactor

PRODUCT PORTFOLIO



PRODUCT AT A GLANCE

Water Control Gates



Penstocks / Sluice Gates



Open Channel Gates



Downward Opening Weir Gates

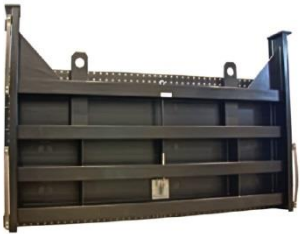


Flap Gates



Stop Logs

Heavy Fabricated Gates



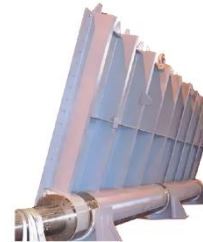
Bulk Head Slide Gates



Roller Gates



Butterfly Gates



Crest Gates



Radial / Tainter Gates



Bonneted Gates

PRODUCT AT A GLANCE

Coarse Screening Equipment



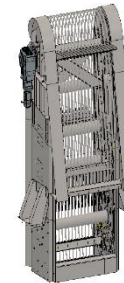
Trash Rack



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 Valves and Surge Control Solutions



Zero Velocity
Valve



Air Cushion
Valve

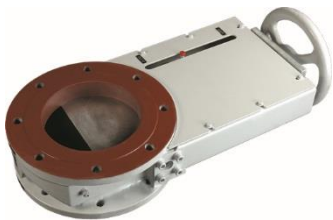


Energy Dissipating
Valve



Air Vessel / Surge
Vessel System

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

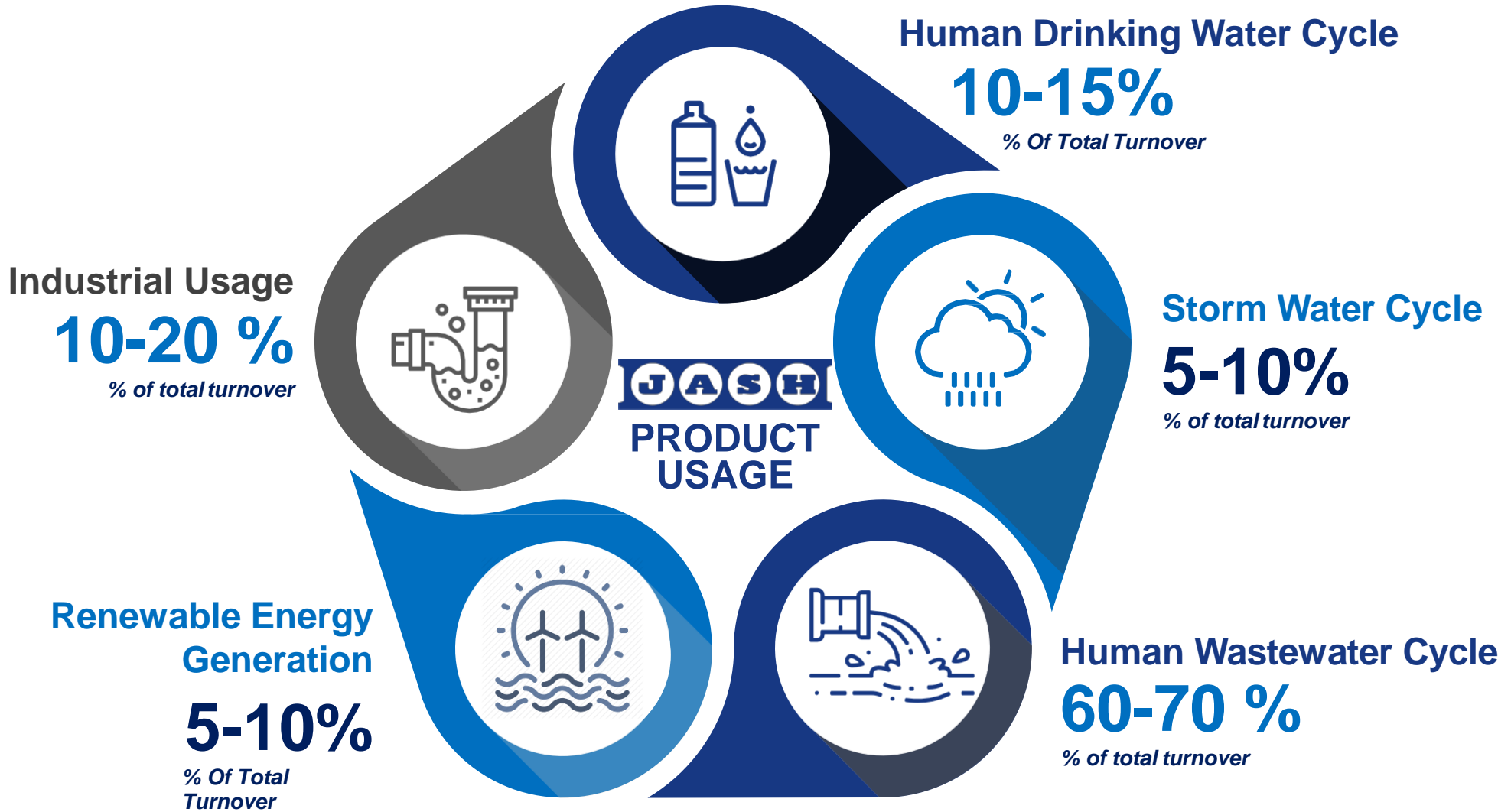


Archimedean Screw Pump

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

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



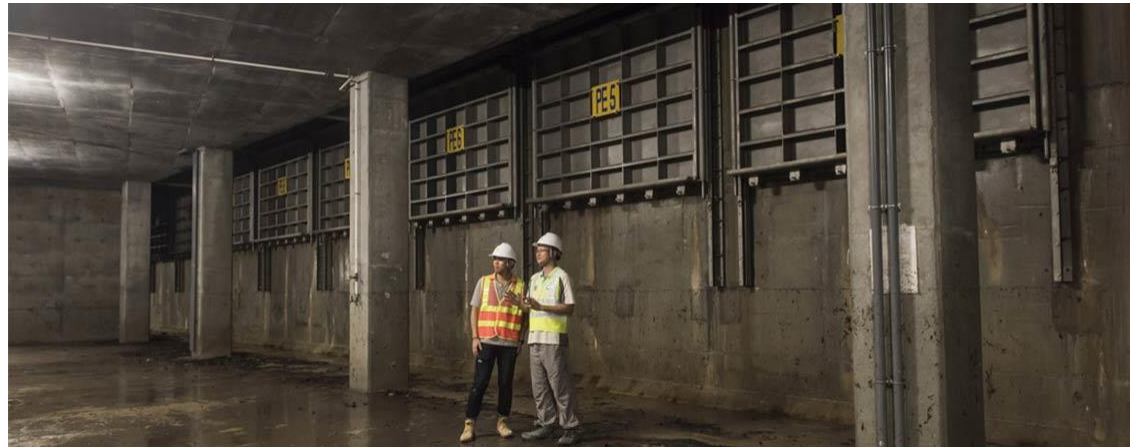
Stages in Storm Water Cycle

- 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

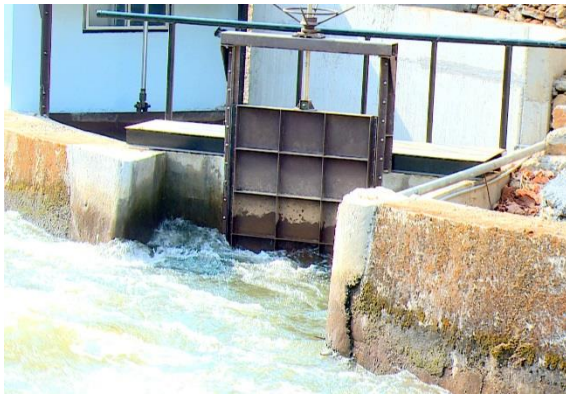
Water control gates
Screens
Knife gate valves
Archimedes Screw pumps

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

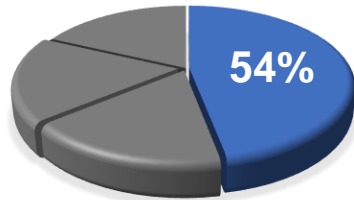
- Collection / storage of water in dams and reservoirs
- Intake systems to take water from dams and reservoirs
- Pumping stations to pump water to distant plants
- Water transmission lines to take water to distant plants
- Water treatment plant where water is treated and made fit for industrial use
- Effluent treatment plant where waste water is treated and made fit for disposal or in some cases for reuse
- Outfalls of treated water to sea or rivers
- Cement / Power Plant / Petroleum / Paper Pulp / Chemical / Food processing / Pharmaceuticals etc.

Jash Products Used

- Water control gates
- Water control gates
Screens
- Water control gates
Screens
- Water hammer control valves
- Water control gates
Process equipment
- Water control gates,
Screens
Knife gate valves
Process equipment
Disc Filter
- Water control gates
Hydropower Screw Generators
- Knife Gate Valves
Bulk Solid Valves.

PRODUCT OFFERINGS WITH REVENUE CONTRIBUTION (FY21)

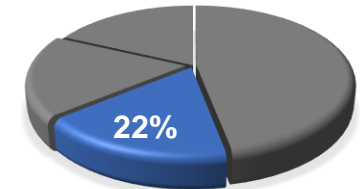
Water Control Gates



Revenue Contribution



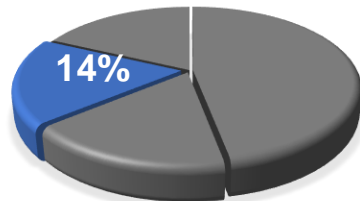
Screening Equipment



Revenue Contribution



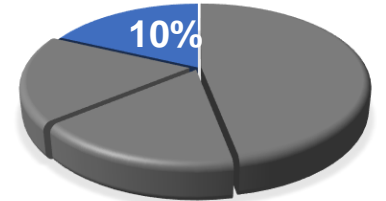
Valves



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
22.45

Q1 FY 23

All units are in
₹ Cr

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

CLIENTS & CONSULTANTS - INDIA



LARSEN & TOUBRO



KEY
CONTRACTORS



CONSULTANT



CLIENTS & CONSULTANTS - INTERNATIONAL



GE Power & Water
Water & Process technologies



أرامكو السعودية
saudi aramco



SMHB Sdn Bhd
Innovative Engineering
for a better world



其士集團
CHEVALIER GROUP



KEY
CONTRACTORS



CONSULTANT



BLACK & VEATCH
Building a world of difference.

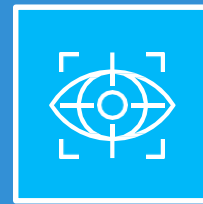


MWH



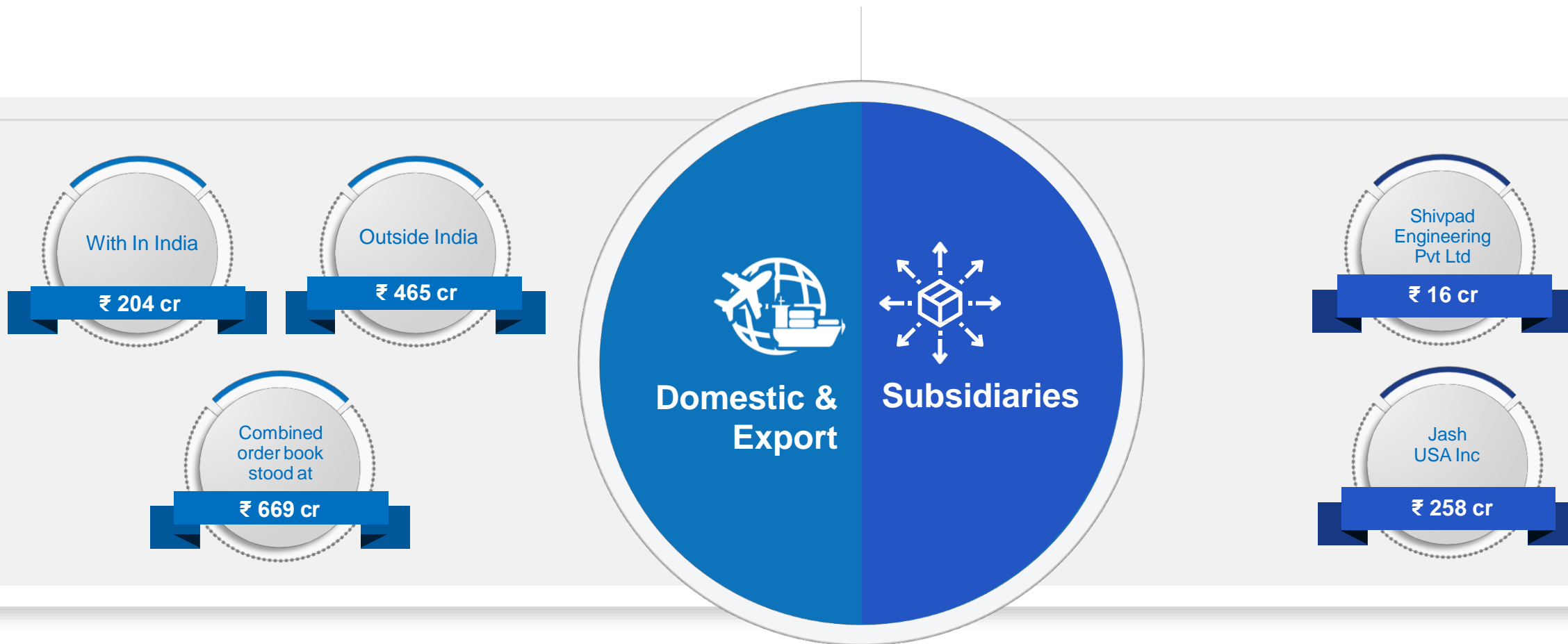


Sluice Gates at Storage Reservoir Colorado River Front, Colorado, USA



BUSINESS OUTLOOK

CONSOLIDATED ORDER BOOK AS ON 1ST SEPTEMBER 2022

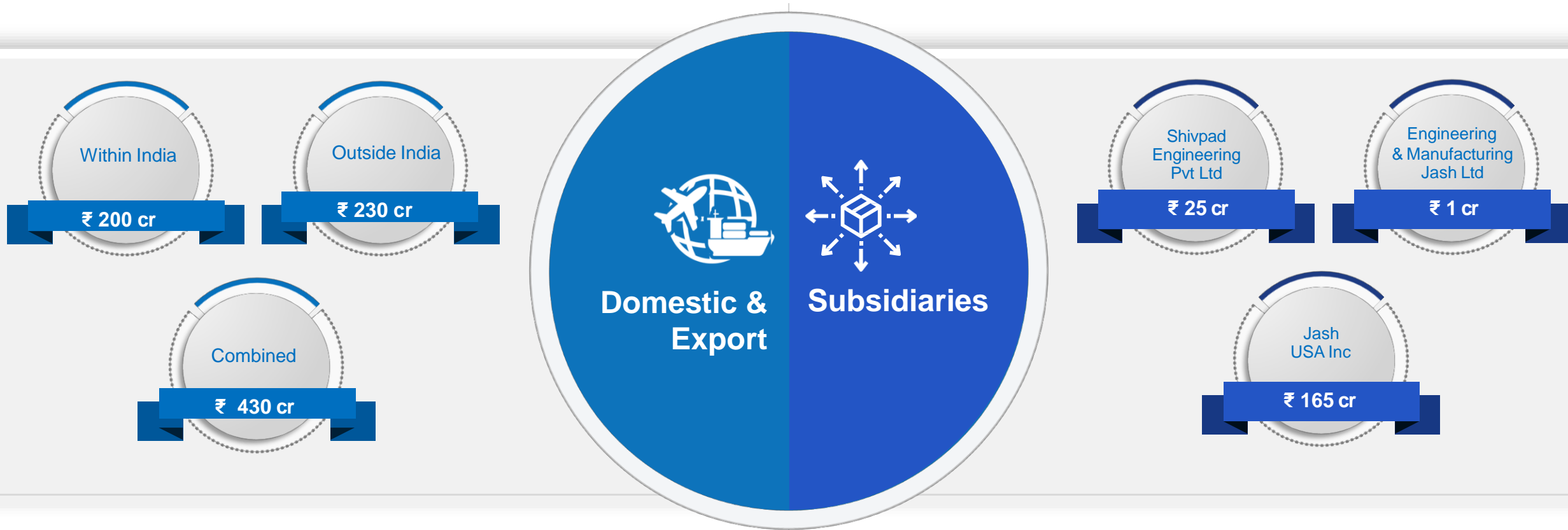


CONSOLIDATED ORDER PIPE LINE AS ON 1ST SEPTEMBER 2022



*Orders already negotiated with clients by 1st September 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



Head Office at Unit 1 in Indore



WHY JASH ?

STRONG BOARD WITH DIVERSIFIED EXPERIENCE

Mr. Axel Schuette

He has wide business experience in many countries and is on the board since 1995. He has experience of over 37 years in the Engineering Industry and is an expert on Knife gate and bulk solids handling valves.

Mr. Vishwapati Trivedi

He is highly experienced ex-officer who has served in Govt. of India. He has been Technical Asst to Executive Director, International Monetary Fund, USA, MD - MPFC, CMD - Indian Airlines Ltd., Secretary to the Govt. of India - Ministry of Mines, Chairman - Inland Waterways Authority of India, Secretary - Ministry of Shipping.

Mr. Durgalal Tuljaram Manwani

He has over 35 years of experience in manufacturing companies and is a visiting faculty member in various management institutes across India. He has worked in HAL, Nucon, Fluidomat and is presently Managing Director in Quantile Analytics Private Limited, Indore.

Ms. Sunita Kishnani

She has wide experience in software and internet based businesses. She has worked with Easymedico as a whole time Director (Marketing) and is presently Chief Marketing Officer in Systematix Infotech P. Ltd. , Indore.

Mr. Brij Mohan Maheshwari

He is acting as Corporate Adviser & Practicing Advocate at High Court of M.P (Indore Bench) mostly on corporate matters and has worked as Company Secretary of Alpine Industries Limited from 1990 to 2003.

Mr. Sunil Choksi

He has over 42 years of experience in Quality Control Management and is currently the Managing Director of Choksi Laboratories Limited, a listed company on BSE.

This diversity of knowledge and experience of the board helps guide the management in its approach to business. The board comprise of total 8 members of which 2 members are from promoter family (Pratik Patel & Suresh Patel), 1 member is our German partner since 1995 (Axel Schuette) and balance 5 members are independent directors with expertise in different fields.

COMPETENT & PROFESSIONAL MANAGEMENT AT HEAD OFFICE

Mr. Pratik Patel

Managing Director

BE-Production & MBA-Finance, Age 57 years, 33 years of experience at various positions in Jash Engineering Ltd. Looking after overall growth, development and strategy for the company and also international marketing.

Mr. Suresh Patel

Executive Director

BE-Civil, Age 78 years, 50 years of experience at various positions in Jash Engineering Ltd. & Jash Precision Tools Ltd. Looking after technological improvements in manufacturing and product design.

Mr Bhuvanesh Pandey

Vice President – Operations

Chartered Engineer (CE), BE-Electrical & DBM, Age 43 years, 21 years of experience relating to P&L handling, PPC, SCM and Purchase, Manufacturing, HR, Design and Quality at GE, ABB and Andritz. Looking after overall operations in all the 4 plants in Indore & 1 plant in USA.

Mr. Dharmendra Jain

Chief Financial Officer

CA (ICAI), CMA (ICWAI), B.Sc., Age 50 years, 26 years of experience in finance & accounts and taxation. Looking after overall Financial, Accounting, Commercial and Purchase operations in the company as well as in Shivpad.

Mr Sanjay Sharma

Vice President - Marketing & Sales

Diploma in Mechanical Engineering & MBA in Sales & Marketing, Age 52 years, 31 years of experience working with Sulzer, Wilo pumps, Kirloskar Brothers etc. Looking after domestic marketing & sales.

Mr Durgesh Tiwari

Head of Engineering

BE(Mech), PG certification in Management, Age 52 years, 31 years of extensive experience in the area of Design and Engineering in Bhabha Atomic Research Centre, Sulzer Pumps, Weir Minerals and Colfax corporation. Looking after Engineering and design for all the products of the company.

COMPETENT & PROFESSIONAL MANAGEMENT AT SUBSIDIARIES

Mr Ranjit Nair

President, Rodney Hunt



Mechanical Engineer, MBA - Finance, Age - 47 Years, 18 years of experience in the field of the wastewater industry with Headworks USA, a leading manufacturer of screens in USA using technology from Mahr Maschinenbau and with Spaans Babcock, who are world leader in Screw Pump & Screw Generators business. Looking after Marketing & Sales activities and Customer relationship.

Mr Rob Kibler

Head of Engineering, Rodney Hunt



Age - 71 years. Associated with over 43 years at Rodney Hunt Inc, last 10 years as Chief Engineer. Having experience of more than 41 years for water control gates. He has an extensive experience in designing, project management and managerial function for roller gates for Deep Tunnels and has also worked as consultant to some of the leading cities in USA.

Ms. Harshita Gandhi

Head of Finance, Rodney Hunt



Chartered Accountant & doing CPA, Age – 30 Years, 10 years of experience in Finance & Banking with HDFC Bank, India. Looking after Finance and administration.

Mr. Suresh Kumar

Director, Shivpad Engineers



BE-Mechanical, PGDMM, Age - 56 years, 34 years experience in marketing of rotating equipment to water and waste water industry through KBL, Mather & Platt, Beacon weir. Looking after all aspects of Shivpad operations since acquisition.

APPROVED BRANDS / COMPREHENSIVE PRODUCT BASE

APPROVED BRANDS

The business is based on brand approval from end users. The company markets its products under Jash, Jash-Schuetze, Jash-Rehart, Mahr Maschinenbau, Rodney Hunt, E&M Jash, Shivpad and Sureseal brands. These brands are approved by major municipal corporations, sewerage boards, consultants and large EPC companies in India and abroad (US, Europe, Middle East, South East Asia and Africa).

The acquisition of Rodney Hunt in USA, Mahr Maschinenbau in Austria and E&M in Hongkong has ensured that the company has now access in all the principle markets that it is targeting through these brands.

Availability of internationally known brands like Rodney Hunt, Mahr, Schuetze and E&M Jash ensures easy acceptance of company products in international market and faster approval in new markets worldwide.

COMPREHENSIVE PRODUCT BASE

No other peers or company in India or in world manufactures more than 3 products. This diversified product base ensures that :

- Company can offer various products in a project as a package thereby reducing number of orders and vendors to be handled by a client on a project.
- Cut cost on inspection visit by clients / end clients.
- Cut cost on supervision of installation visit by clients / end clients.
- Adverse market condition due to competition in any one product or by any one company will not severely affect company performance and so client has not to worry about company stability while executing orders.

DIVERSIFIED MARKETS AND GLOBAL REACH

Unlike most of its peers the company is not focused only on Indian market. Its markets are diversified with supplies in over 45 countries. Hence until there is a global recession or major global conflict, any set back or political upheaval in any one country or few countries does not affect its operations. To deleverage dependency on any one markets the company targets to have between 30-40% business from its 3 major business markets of India , North & south America & Rest of World.

This focus of spreading the markets is helping exports grow and today company is in vicinity of achieving 60% sales from markets outside India. The company is presently on course with its target of achieving 65% sales from export markets in next 3 years time so as to reduce its dependency on Indian market which puts severe pressure on cash flows as well as on margins.

INFRASTRUCTURAL INVESTMENT

The company has put in place one of the most comprehensive facilities for manufacturing of these products and has created capacities and capabilities which are biggest amongst its peers worldwide! This ensures that when there are big projects or projects needing fast delivery or complex projects the clients prefer to opt for the company instead of its peers.

The company is in the process of investing close to ₹ 40 Cr. (USD 5.5 million) in its various facilities in India and USA with a view to cater to expected growth from export market. This investment will be done over the years 2021-22 & 2022-23 after which the company will be in a position to cater to annual business to the tune of ₹ 500 Cr (USD 68~70 million).



Unit-4 & Unit-3 at SEZ, Pithampur



CONTINUAL INFRASTRUCTURAL IMPROVEMENTS

CONTINUAL INFRASTRUCTURAL IMPROVEMENTS

The Company has a policy of continuously upgrading its infrastructure to ensure:

- Best working environment for its employees.
- Availability of best and modern manufacturing facilities in-house so that dependency on vendors is minimal.
- Ability to design and manufacture products from any materials or of any size and to any international standards.

In view of this the company invest 2-3 million dollars every year on its infrastructure.

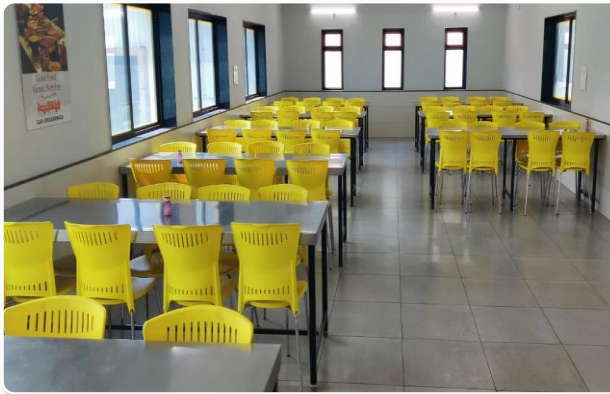
In the year 2022-23 the company is increasing available plant area under crane by approx. 30,000 sq. feet at its Unit-2 and set up a green field manufacturing facility of about 30,000 sq.ft. in Chennai for Shivpad.

INFRASTRUCTURAL IMPROVEMENTS IN 2021-22

UNIT-2 : FABRICATED PRODUCTS PLANT



New Canteen Facility



Inside view of canteen



New Concrete Road At Entrance



Expansion of Oxygen Tank



New Concrete Road inside Plant

INFRASTRUCTURAL IMPROVEMENTS IN 2021-22

UNIT-3 : SEZ EXPORTS PLANT



Plant Expansion for Cast Iron Products



Machine Shop



Paint Shop



Shot Blasting



Assembly Area

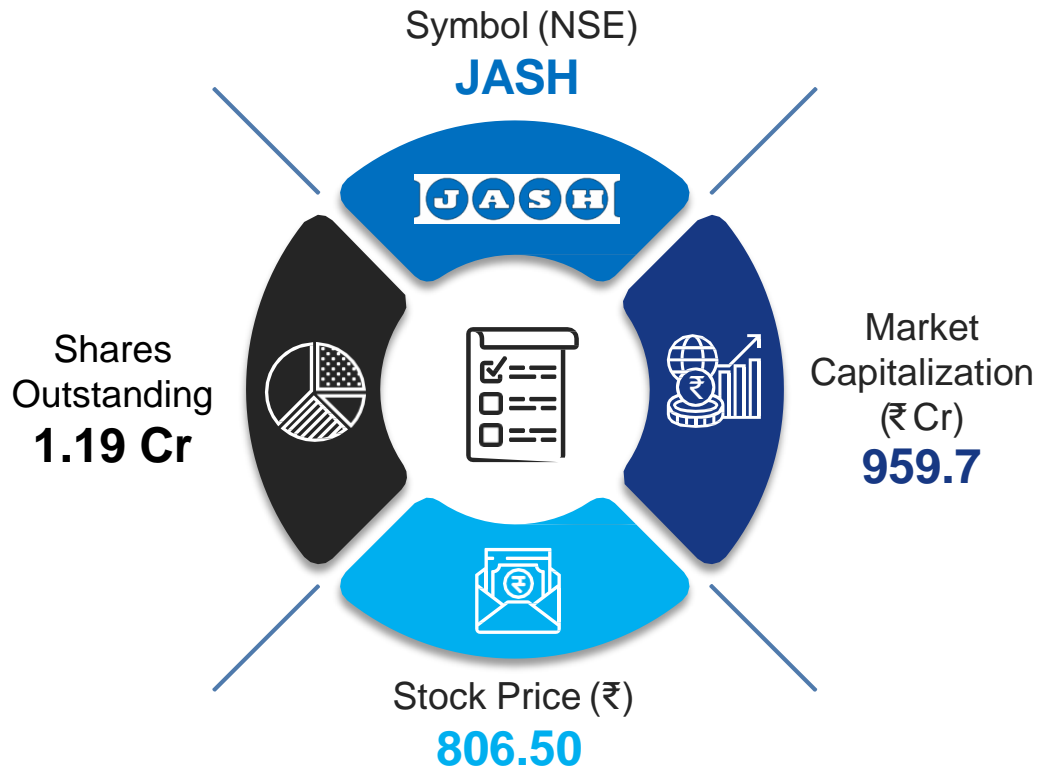


Gate Hydro-Testing Area

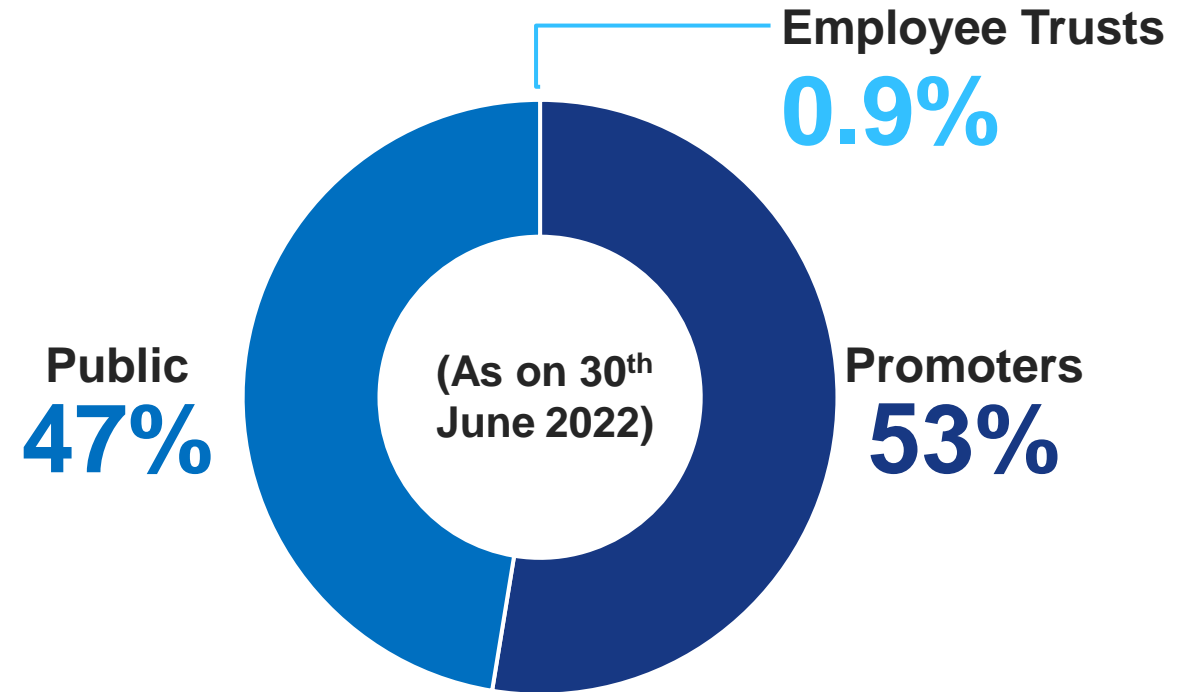
SHAREHOLDERS INFORMATION

STOCK DATA

(As on 13th September 2022)



SHAREHOLDING PATTERN



THANK YOU

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Mahr
Maschinenbau

