

When every drop counts...



JASH ENGINEERING LTD.

Contributing to a sustainable environment worldwide...

Investor Presentation

Q3FY23, February 2023



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

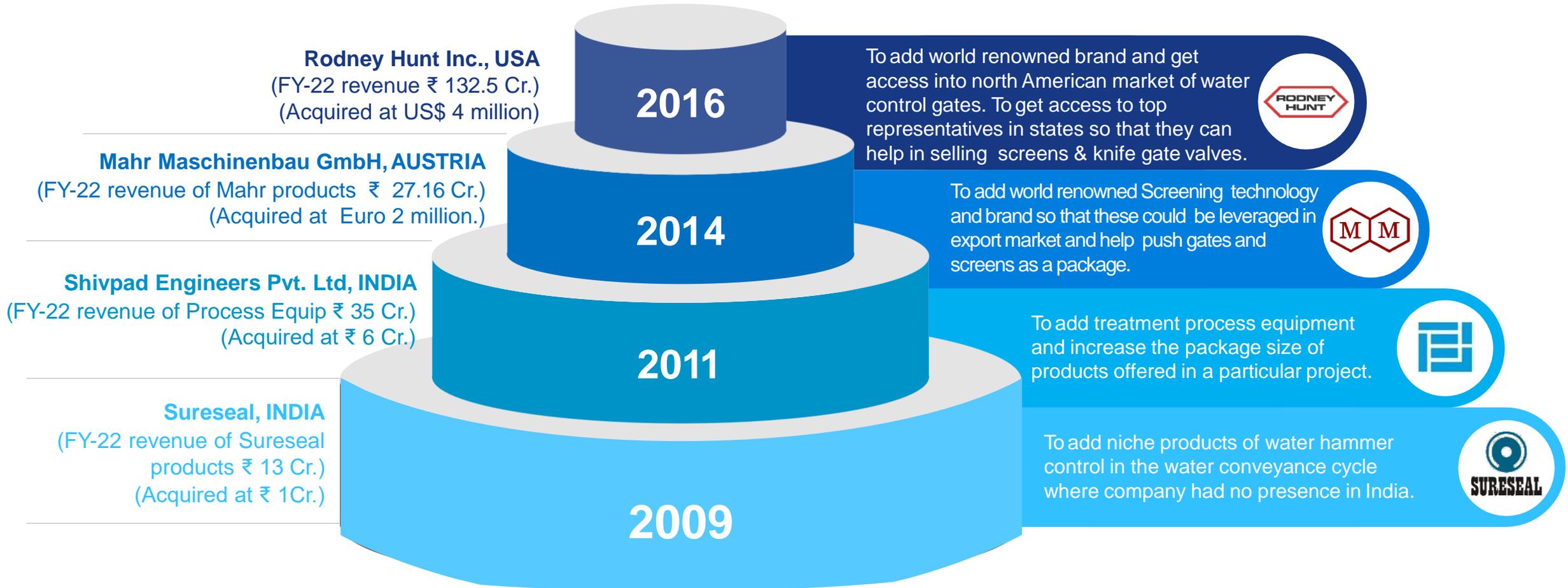
2018

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



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-2 FABRICATED PRODUCTS PLANT
BUILT UP AREA: 155,000 Sq. ft.
Turnover Capability : ₹ 175* Crore



UNIT-4 Rodney Hunt Plant
BUILT UP AREA: 50,000 Sq. ft.
Turnover Capability : ₹ 100 Crore

Total
Turnover Potential
from existing facility
₹ 500+ Cr

* 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



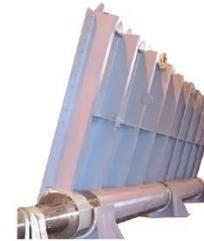
Bulk Head Slide Gates



Roller Gates



Butterfly Gates



Crest Gates



Radial / Tainter Gates



Bonneted Gates

PRODUCT AT A GLANCE

Coarse Screening Equipment



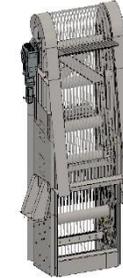
Trash Rack



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



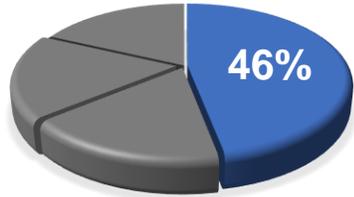
Petrochemical plants



Steel plants

PRODUCT OFFERINGS WITH REVENUE CONTRIBUTION (9MFY23)

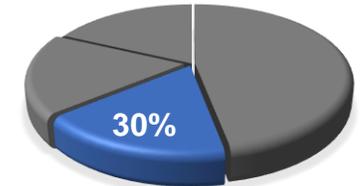
Water Control Gates



Revenue Contribution



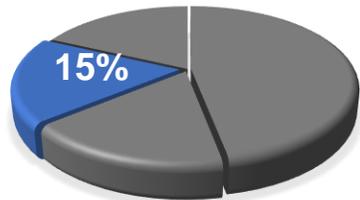
Screening Equipment



Revenue Contribution



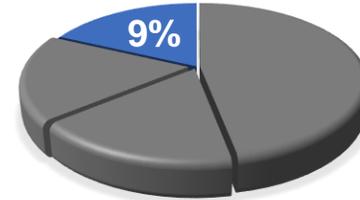
Valves



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.



| | Within India | Outside India | Total |
|------------------------------|--------------|---------------|--------|
| Total Revenue 9M FY23 (₹ Cr) | 106.76 | 126.39 | 233.15 |

● 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



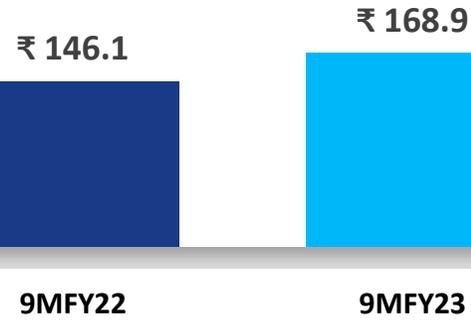
FINANCIAL PERFORMANCE

STANDALONE PERFORMANCE – JASH, SHIVPAD & JASH USA

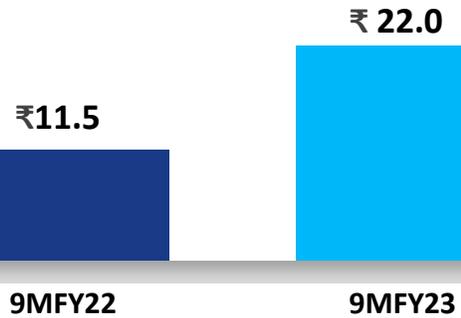
(All INR figures are in Cr. and USD in Mn)

JASH ENGINEERING LTD.

Revenue

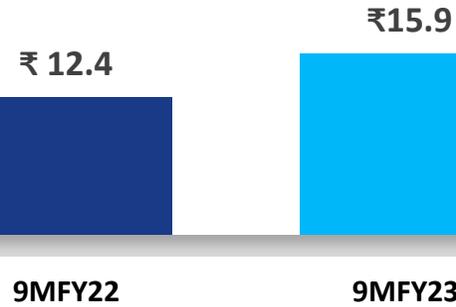


PAT

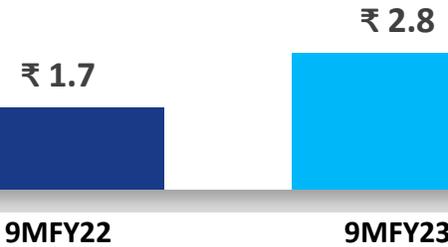


SHIVPAD ENGINEERING PVT. LTD.

Revenue

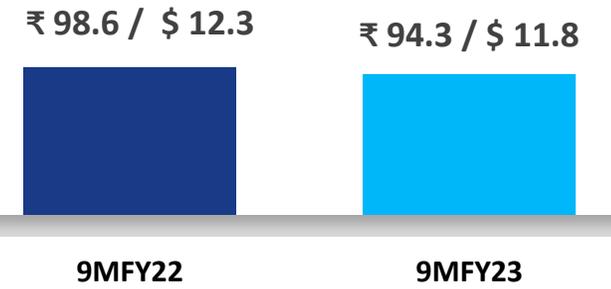


PAT

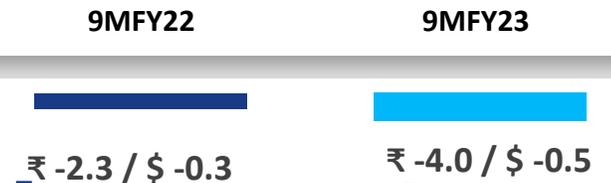


JASH USA / RODNEY HUNT

Revenue



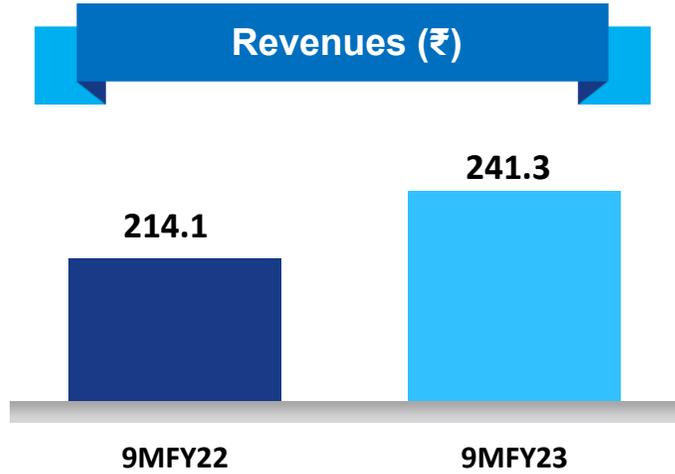
PAT



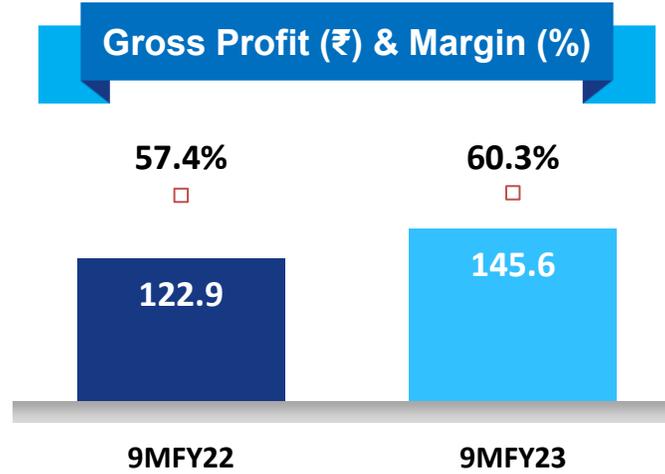
CONSOLIDATED FINANCIAL SNAPSHOT

(All INR figures are in Cr.)

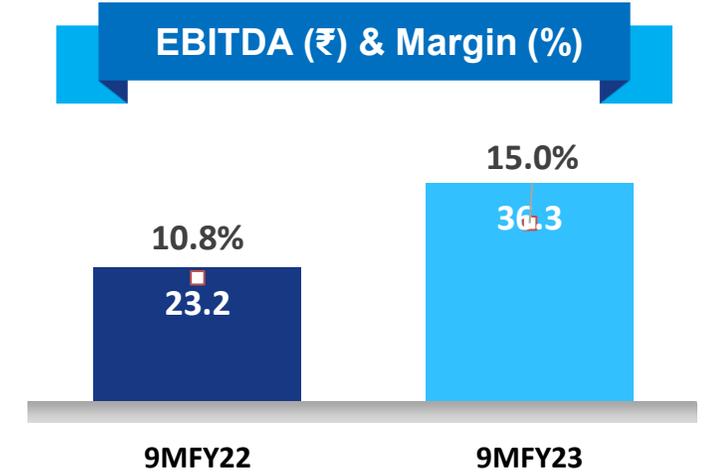
Revenues (₹)



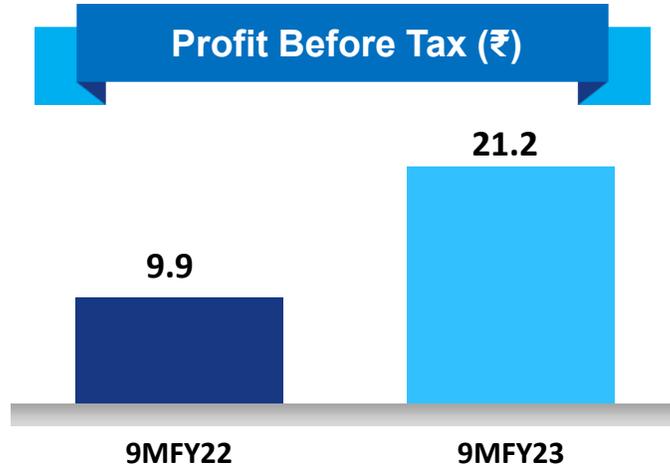
Gross Profit (₹) & Margin (%)



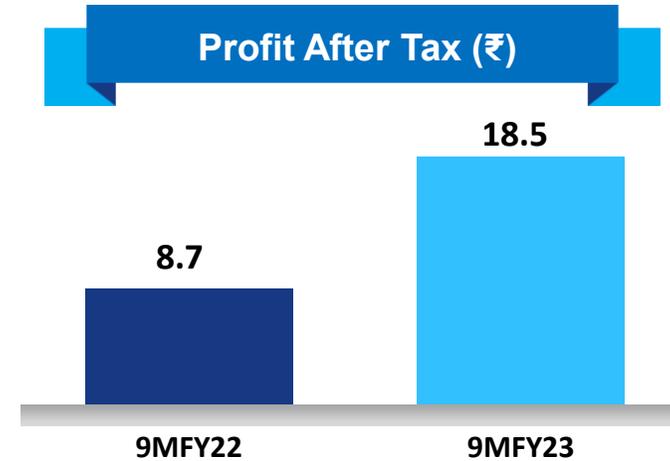
EBITDA (₹) & Margin (%)



Profit Before Tax (₹)



Profit After Tax (₹)

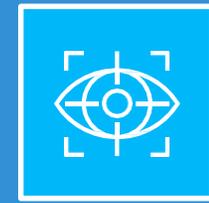


CONSOLIDATED INCOME STATEMENT

| Particulars (₹ Cr) | Q3FY23 | Q2FY23 | Q3FY22 | 9MFY23 | 9MFY22 |
|--------------------------|--------------|--------------|--------------|--------------|--------------|
| Total Income | 118.2 | 74.6 | 105.2 | 241.3 | 214.1 |
| Total Expenses | 99.7 | 67.9 | 91.0 | 220.0 | 204.1 |
| EBITDA | 24.2 | 11.6 | 19.3 | 36.3 | 23.2 |
| EBITDA Margin (%) | 20.5% | 15.5% | 18.4% | 15.0% | 10.8% |
| Finance Cost (Net) | 3.0 | 2.3 | 2.6 | 7.3 | 6.4 |
| Depreciation | 2.7 | 2.6 | 2.6 | 7.7 | 6.8 |
| PBT | 18.5 | 6.7 | 14.2 | 21.2 | 9.9 |
| Tax | 1.5 | 1.1 | 0.6 | 2.8 | 1.2 |
| PAT | 17.0 | 5.6 | 13.6 | 18.5 | 8.7 |
| PAT Margins (%) | 14.4% | 7.6% | 12.9% | 7.7% | 4.1% |
| EPS (₹) | 14.2 | 4.7 | 11.4 | 15.5 | 7.3 |

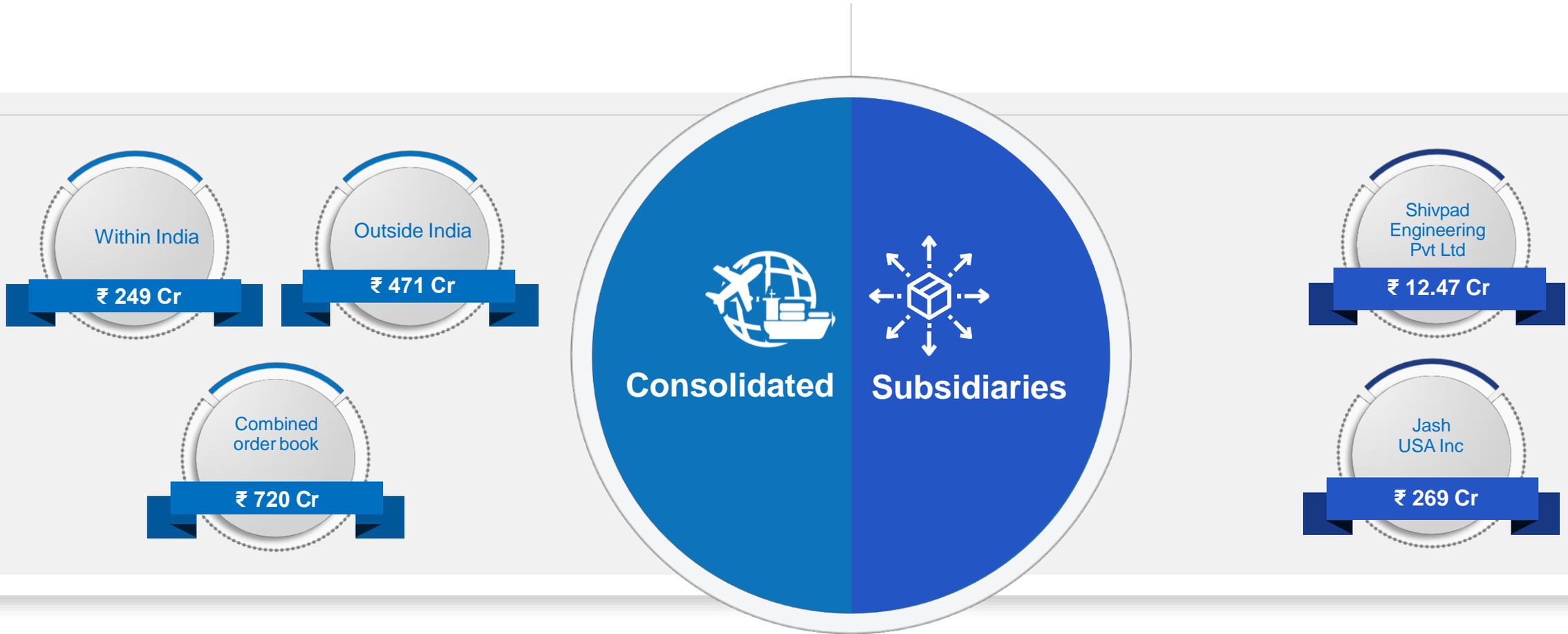


Sluice Gates at Storage Reservoir Colorado River Front, Colorado, USA



BUSINESS OUTLOOK

CONSOLIDATED ORDER BOOK AS ON 1ST FEBRUARY 2023

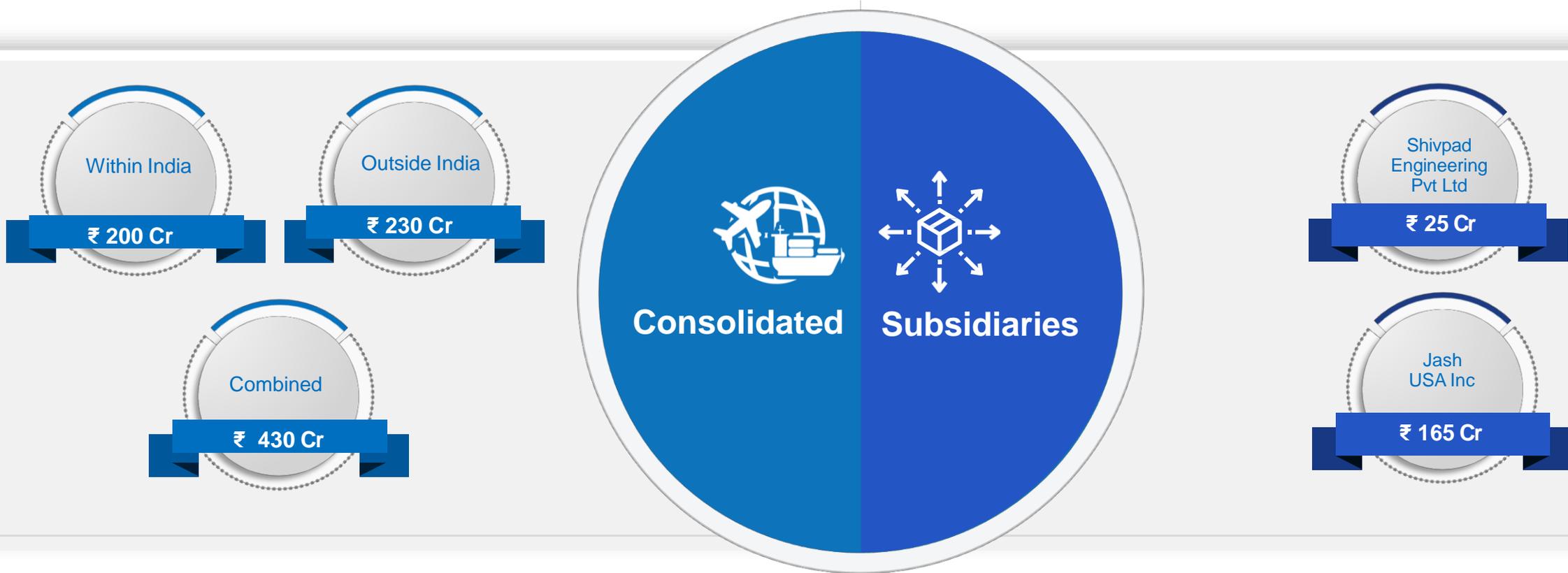


CONSOLIDATED ORDER PIPE LINE AS ON 1ST FEBRUARY 2023



*Orders already negotiated with clients by 1st February 2023 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 Dec 2022 the order book has crossed USD 33 million.
2. Rodney Hunt has bought the shortlisted land in Houston for its new plant and payment for the same will be made in March 2023.
3. The company has finalized the JV agreement with Invent Germany for its complete range of equipment. This agreement will be signed in Germany in the month of February 2023.
4. Work on new SS products plant at Unit 2 is progressing well and this plant is expected to be completed within pre-determined schedule in Q3 of 2023-24.
5. The statutory approvals for new manufacturing facility of Shivpad at Chennai is at an advance stage and expected to be receive before the end of current Financial Year. We expect to commence the construction activities in the month of April 2023 and complete the plant by March 2024.
6. The company has approved grant of 245600 options to the eligible employees under Jash ESOP Scheme 2019.

7. JASH ENGINEERING BAGS THE ICAI'S ANNUAL AWARD FOR EXCELLENCE IN FINANCIAL REPORTING

Jash Engineering Limited has been awarded the Institute of Chartered Accountants of India's (ICAI) Award for Excellence in Financial Reporting for the financial year 2021-22 at the award ceremony held on 20th January 2023 in Varanasi (UP). The annual report and financial statements of Jash Engineering Limited for the financial year 2021-22 have been adjudged as a winner in the 'Plaque' category.

This award has been selected after due processes by the Jury chaired by Mr. Sujeet Kumar, Member of Parliament, Odisha and a panel of eminent members from various walks of life. The award is in the Category VII (C) – Manufacturing and Trading Sector (Turnover less than Rs. 500 crore) of ICAI Awards for Excellence in Financial Reporting for the year 2021-22.



8. VISIT OF GUYANA PRESIDENT AT JASH (SEZ PLANT)

During the 17th Pravasi Bhartiya Divas (PBD) organized at Indore, President of the Cooperative Republic of Guyana, H.E. Dr. Mohamed Irfaan Ali, visited Jash Engineering Ltd., SEZ- Pithampur on 10th January, 2023.

A comprehensive discussion was held between H. E. Dr. Irfaan Ali and Mr. Pratik Patel (CMD, JASH) on a wide range of subjects related to Water Control Gates and Archimedes Screw Pumps are required for preventing flooding as the country is mostly lower than sea level and also for using surplus water sources to generate renewable hydro-energy using the company's environmental friendly Archimedes Screw Turbine Technology!



MANAGEMENT COMMENTARY

Mr. Pratik Patel

Managing Director

***“We are pleased to report a healthy growth this quarter. We delivered a revenue growth of 11% to ₹233.2 crores in 9MFY23 and EBIDTA grew by 57% year on year (YoY) to ₹ 36.3 crores . This year the Company’s profitability has increased significantly due to reduction in raw material prices and execution of some orders at very good margins. We continue to remain optimistic on our growth outlook as we usually expect a sustained and strong performance in the last quarter.*”**

Improvement in Q3 profitability on consolidated basis augers well for annual profitability because in last quarter revenue is expected to grow at a sustained pace. Profitability of subsidiary companies is expected to significantly improve as their Q4 revenue improves.

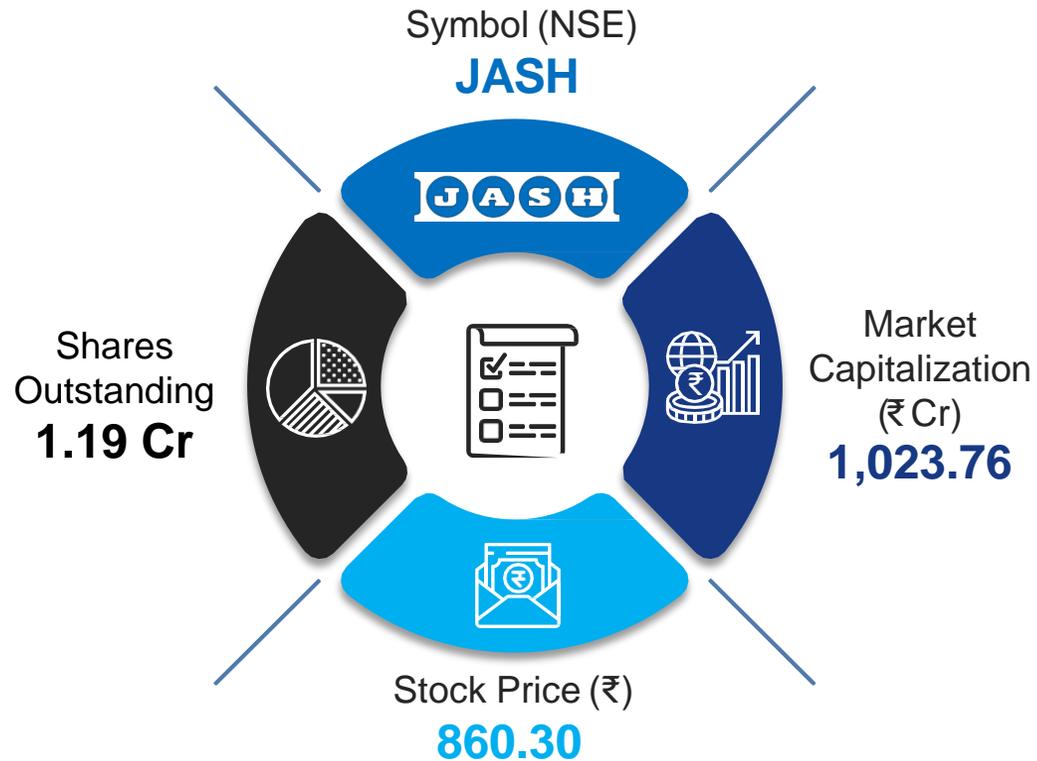
Another feather in the hat for us is the ICAI Award for “Excellence in Financial Reporting” for the fiscal year 2021–2022. This endorsement by the ICAI stands testimony to our dedication towards upholding the best accounting standards and procedures. At Jash Engineering, good governance and reporting are embedded in our culture, and we will continue to keep ourselves aligned with the best practices.”

We continue to witness strong domestic and global demand for our products that reinstates our expertise , quality & leadership in the market, thereby delivering a strong order book. We are quite optimistic about meeting the projected revenue and improving the profitability on standalone as well as consolidated basis.

SHAREHOLDERS INFORMATION

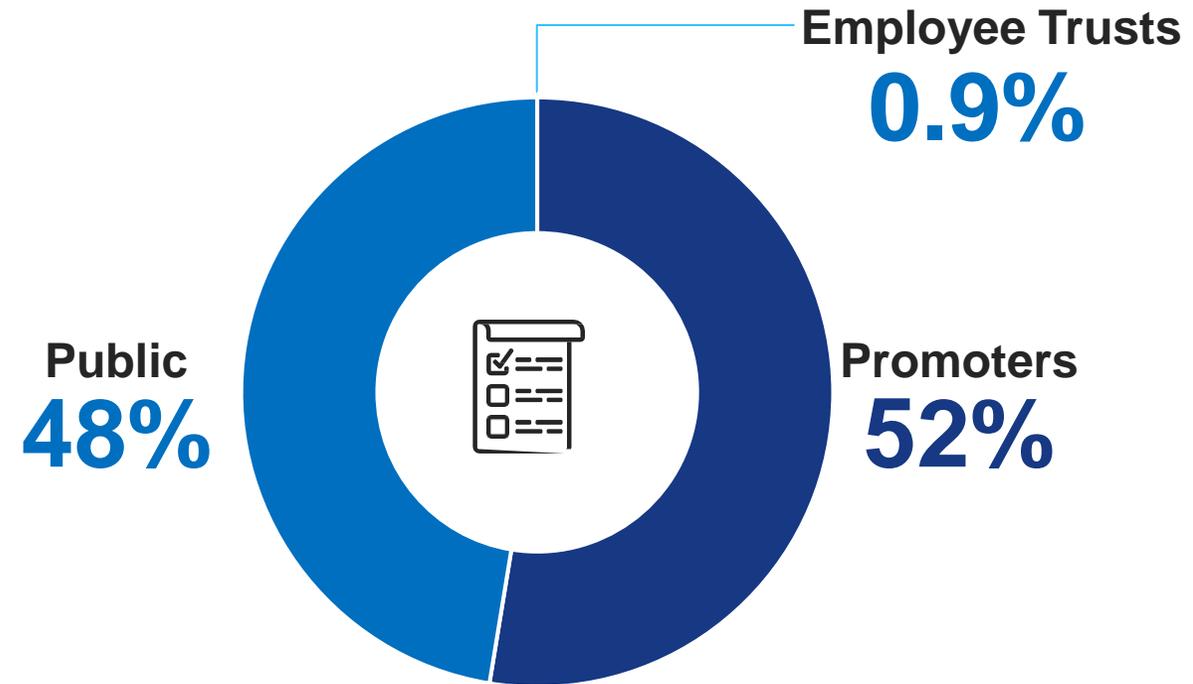
STOCK DATA

(As on 03rd February 2023)



SHAREHOLDING PATTERN

(As on 31st Dec 2022)



THANK YOU

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