



# JASH ENGINEERING LTD.

*Contributing to a sustainable environment.....Worldwide !*

## Investor Presentation

*Q2FY24, November 2023*



Mahr  
Maschinenbau



Shivpad Engineers  
Pvt Ltd



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# Agenda

1 Company Overview

2 Product Overview

3 Financial Overview

4 Business Outlook

Head Office at Unit 1 in Indore

**JASH**



## **Company Overview**



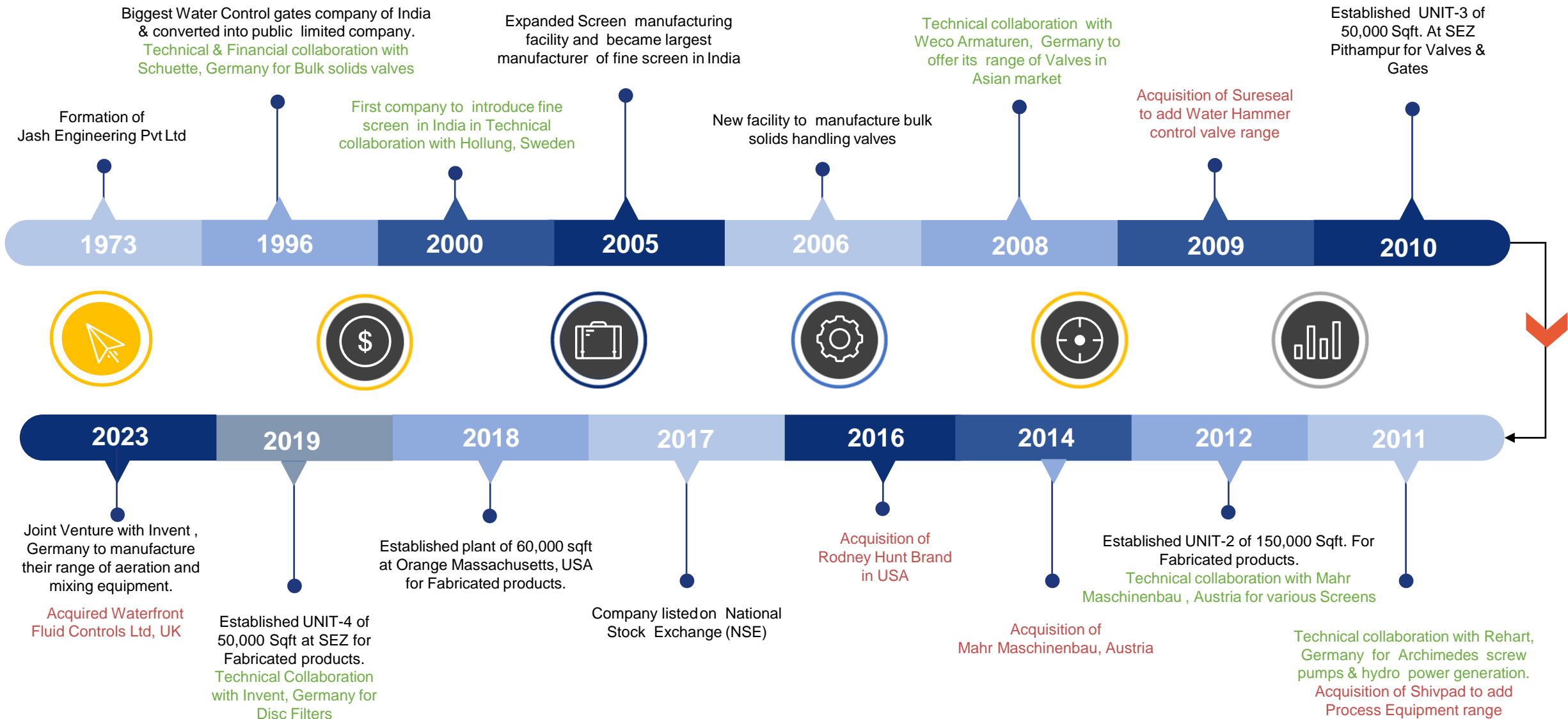
- ▶ An **ISO-9001:2015 / ISO-14001:2015 / OHSAS ISO 45000:2018** certified company dedicated to offering varied products for use in Water and Wastewater Pumping Stations and Treatment Plants, Storm Water Pumping Stations, Water Transmission Lines, Desalination, Power, Steel, Cement, Paper & Pulp, Petrochemicals, Chemicals, Fertilizers and other process plants.
- ▶ Headquartered in Indore – India, Jash has five well-integrated state-of-art manufacturing facilities, four in India and one in the 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 worldwide for all time to come.

**1973** Incorporation of Company

- 5** Manufacturing units
- ~950** Employees
- ₹ 415 Cr.** Consolidated Sales 2022-23
- 45+** Countries Global exports
- 350+** Years of cumulative experience
- Approved by Major Municipal Authorities in India and Abroad

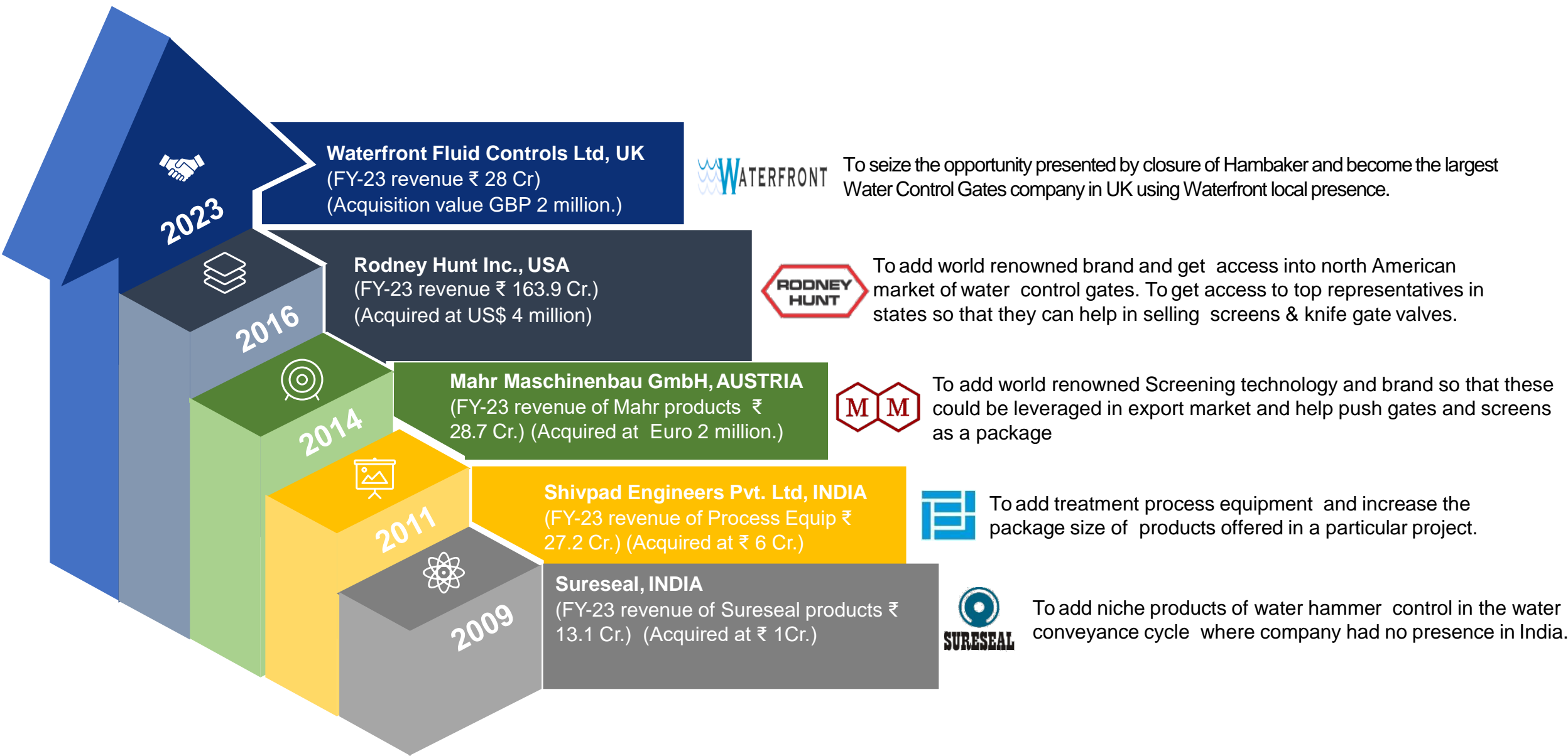


# Evolution of the company





# Evolution Through Acquisition





Total Turnover Potential from existing facility

**₹ 600+ 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: 185,000 Sq. ft.

Turnover Capability : ₹ 250 Crore



**UNIT-3 SEZ PLANT**

Built Up Area: 75,000 Sq. ft.

Turnover Capability : ₹ 100 Crore



**UNIT-4 Rodney Hunt 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 (₹ 80 Crore)





**Positive Material Identification**

**Physical & Chemical testing of material**

**Machine job with maximum size of upto 10,000 x 4000 x 1000 mm on CNC Machines**

**Bend & shear stainless steel up to 14 mm thick**

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

**Shot blasting of carbon steel up to 5000 x 4000 x 20000mm**

**Flight Forming Machine for 5000 mm diameter**

**Casting weighing up to 20,000 kgs.**

**Fabricating capacity for jobs up to 50 tonnes weight**

**Laser Cutting Machine for plates upto 16 mm thick**

**Water jet Cutting of stainless steel plates upto 100 mm thick**

**Hydro-test sluice gates up to 5000 x 3500mm size and valves up to 3000mm**

**Flight welding machine for 4500 mm diameter x 24,000 mm length**



## Products Overview



## Water intake Systems



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

## 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 Percalator  
Screen



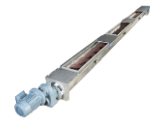
Travelling Band  
Screen



## Screening Conveying Equipment



Belt Conveyor



Screw Conveyor



Screw Conveyor with wash compactor



Jet Breaker Washer Compactor

## Knife Gate Valves



Trash Rack



"MONO" Series Knife Gate Valve

## Bulk Solid Handling Valve



Slide Gate Valve – Version ZFB



Swing Gate Valve – Version KU

## Special Purpose Valves



Zero Velocity Valve



Air Vessel



Air Cushion Valve



Energy Dissipating Valve



Double Flap Valve – Version DFG



Fabricated Slide Gate Valve-VEG



Slide Gate Valve-ZFS



## Process Equipment



Detritor



Slow speed floating aerator



Clarifier



Clarifloculator



Slow speed fixed aerator

## Hydro Power Equipment



Hydropower Screw Generator

## Screw Pumps



Archimedean Screw Pump

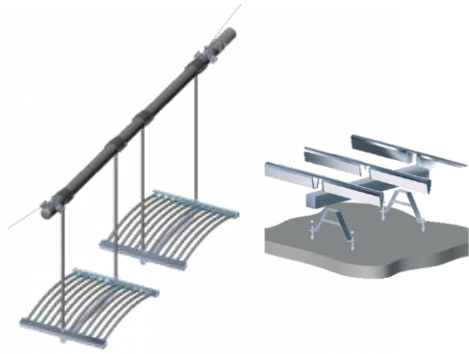
## Filtering Equipment



iFILT® Diamond Disc Filter



## Secondary Treatment Equipment



Diffuser Aeration



Mixing & Aeration Equipment



Decanting Equipment



Turbo Blower

Water intake systems



Storm water pumping stations



Water & waste water treatment plants



Irrigation systems



Power plants



Paper & pulp plants



Petrochemical plants



Steel plants

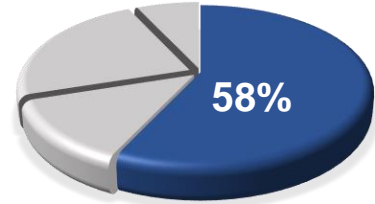




# Product Offerings With Revenue Contribution (Q2FY24)



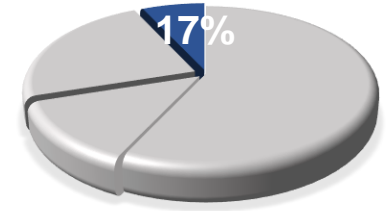
## Water Control Gates



Revenue Contribution

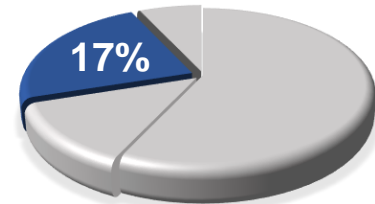


## Screening Equipment



Revenue Contribution

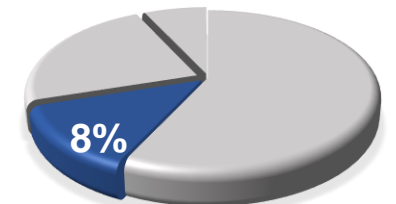
## Valves



Revenue Contribution



## Hydropower & Pumping, Process Equipment and others



Revenue Contribution



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.

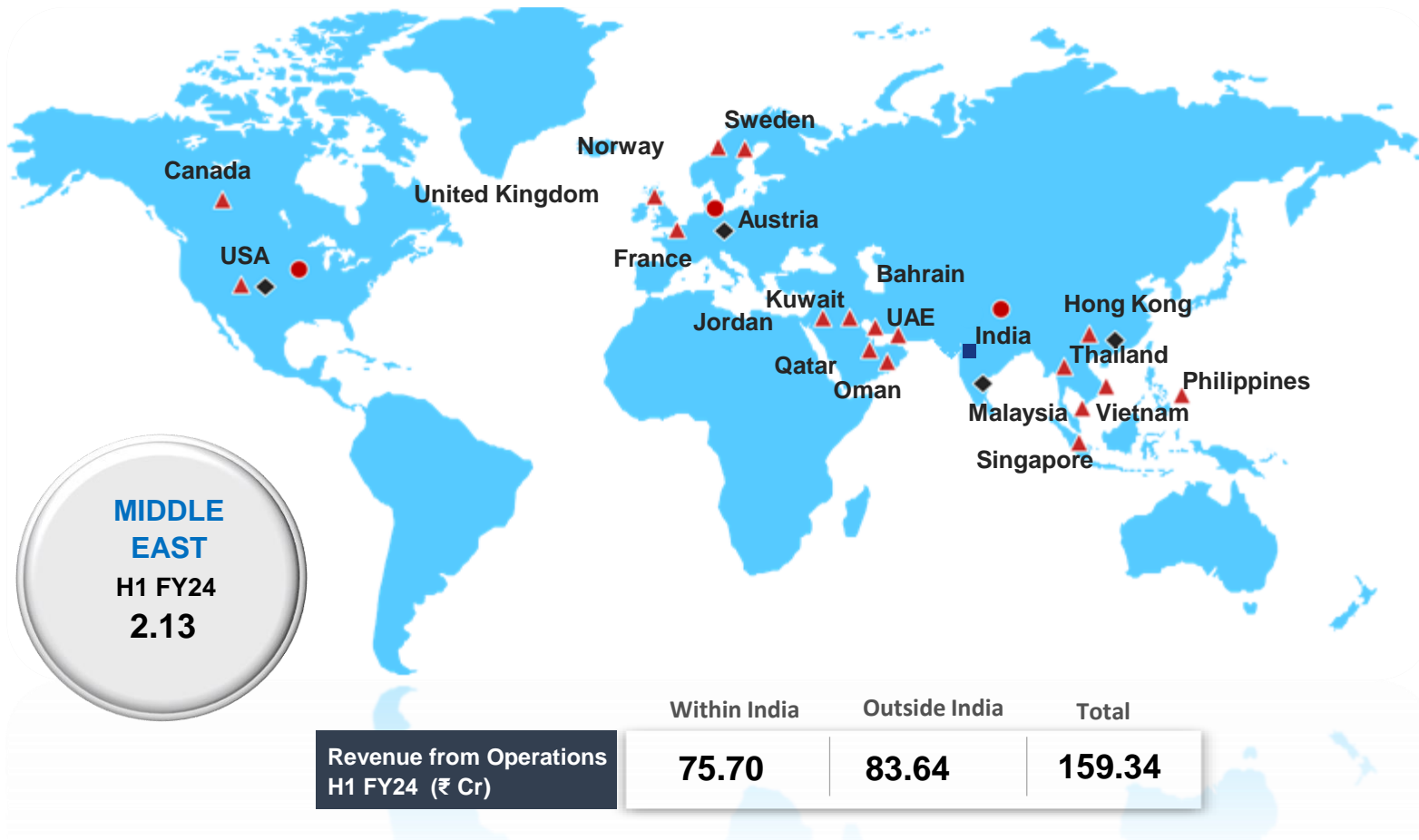
**EUROPE & AFRICA**  
H1 FY24  
**4.23**

**USA**  
H1 FY24  
**59.05**

**MIDDLE EAST**  
H1 FY24  
**2.13**

**INDIA**  
H1 FY24  
**75.70**

**FAR & SOUTHEAST ASIA**  
H1 FY24  
**18.23**



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





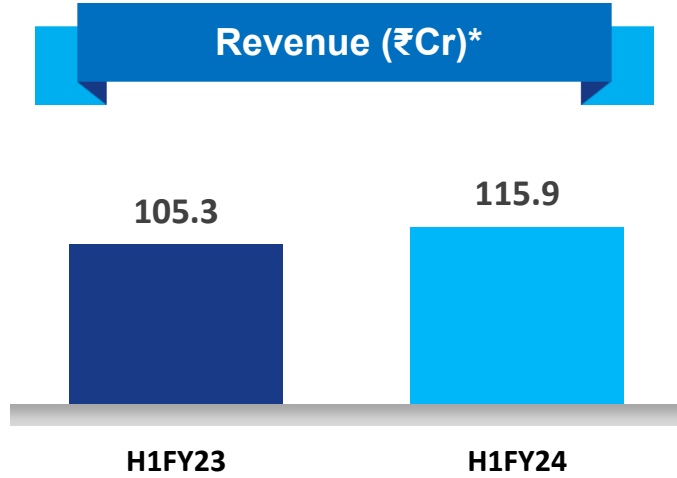


**Financial Performance**

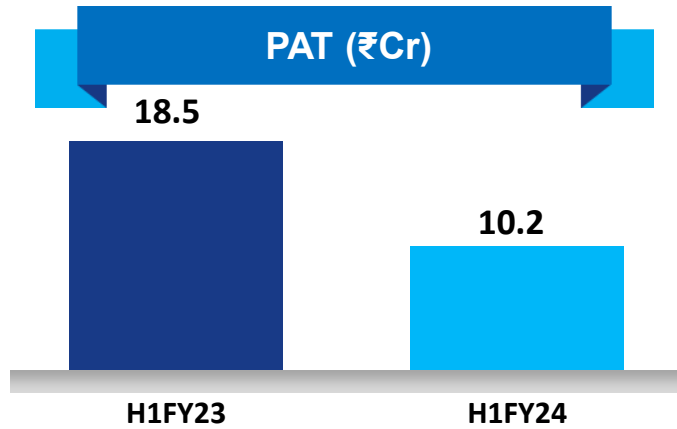


## JASH ENGINEERING LTD.

### Revenue (₹Cr)\*

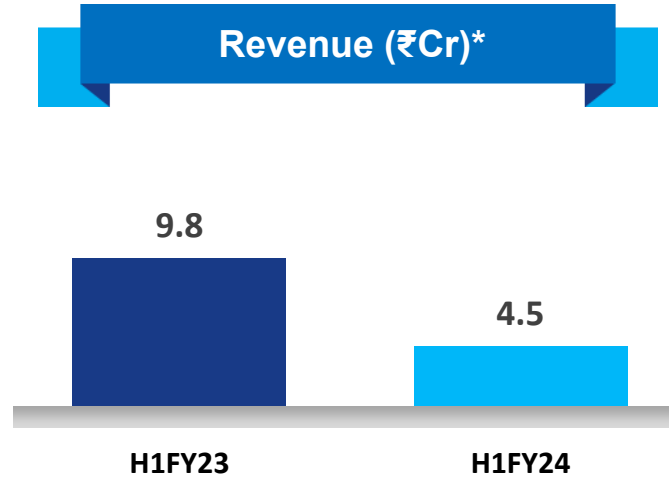


### PAT (₹Cr)

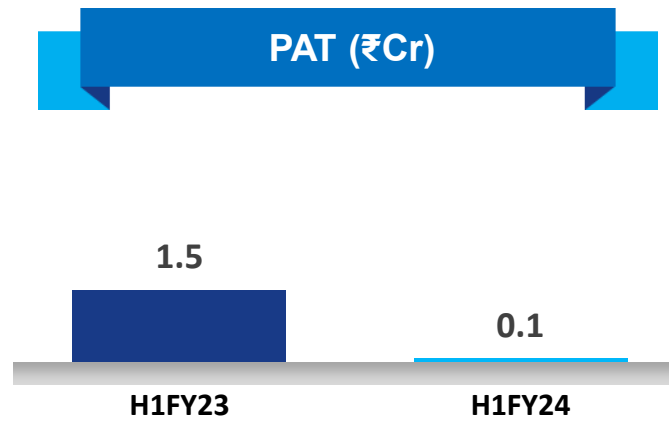


## SHIVPAD ENGINEERING PVT. LTD.

### Revenue (₹Cr)\*

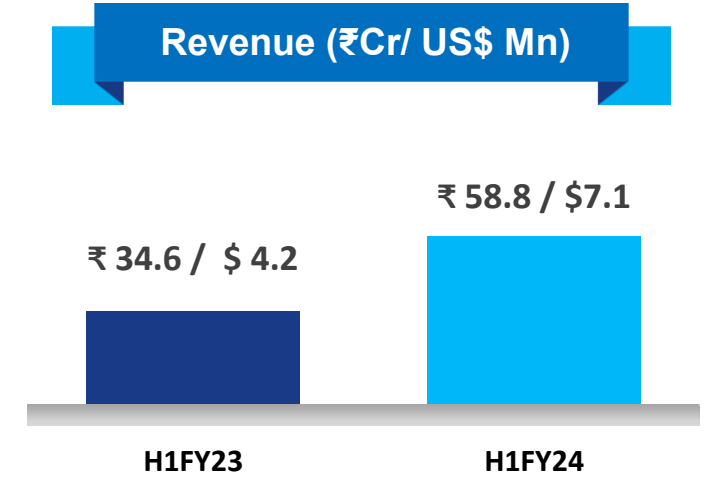


### PAT (₹Cr)

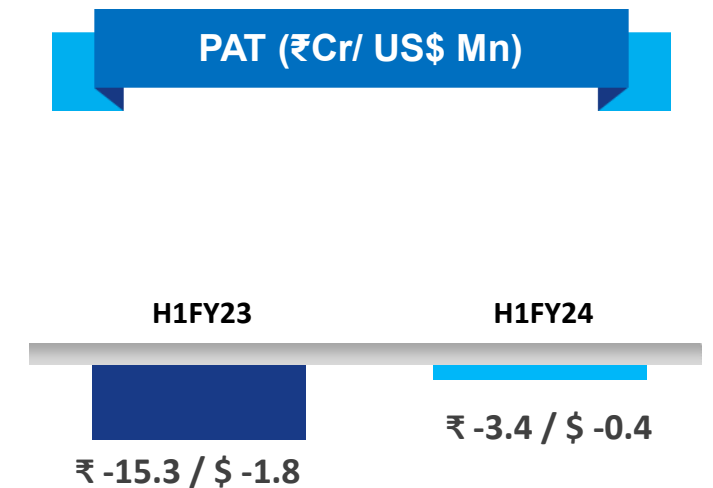


## JASH USA / RODNEY HUNT

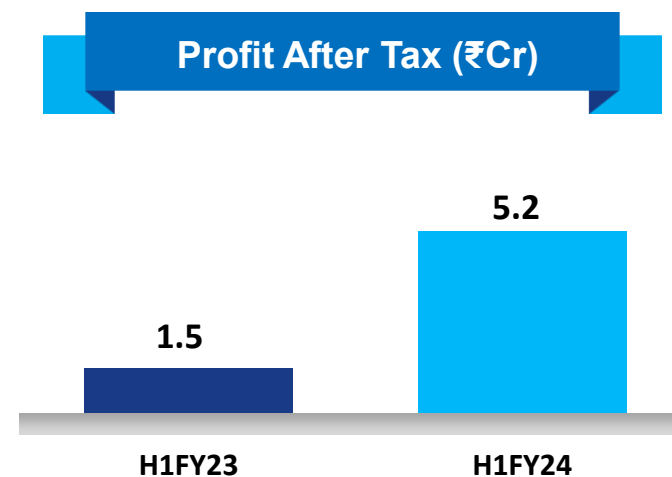
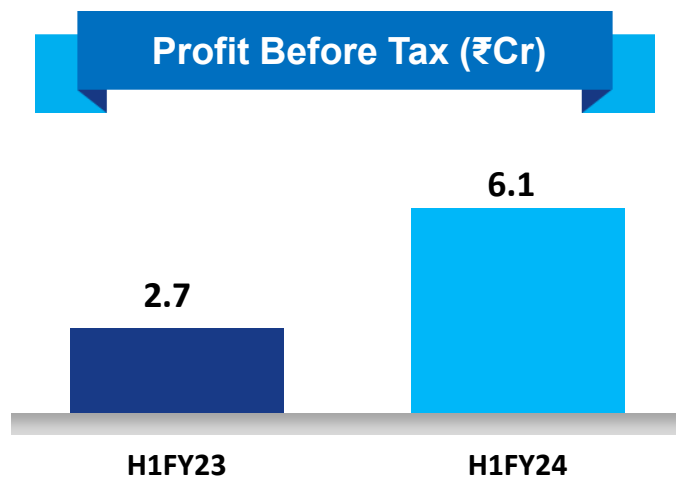
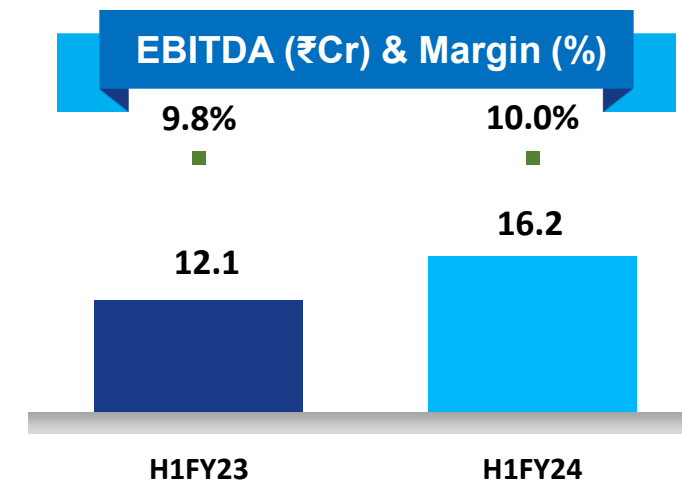
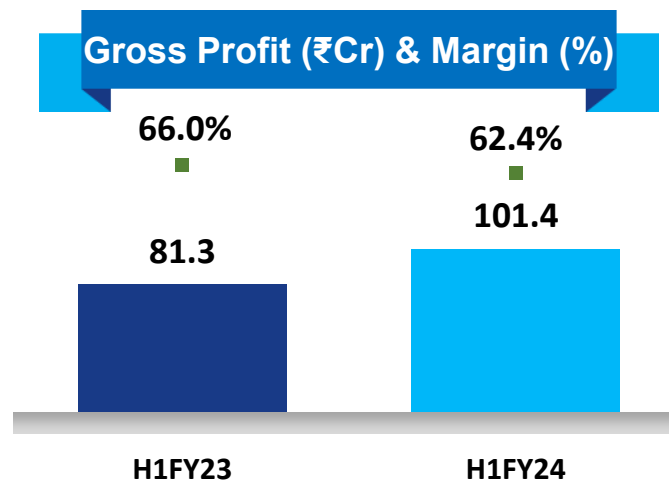
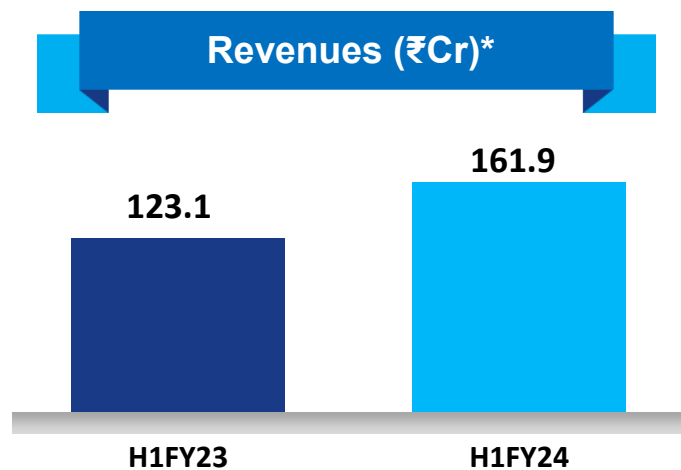
### Revenue (₹Cr/ US\$ Mn)



### PAT (₹Cr/ US\$ Mn)



\* includes other income.



\* includes other income.



# Consolidated Income Statement



Particulars (₹ Cr)	Q2FY24	Q1FY24	Q2FY23	H1FY24	H1FY23
<b>Total Income</b>	<b>96.5</b>	<b>65.5</b>	<b>74.8</b>	<b>161.9</b>	<b>123.1</b>
Total Expenses	86.7	69.3	67.9	155.9	120.4
<b>EBITDA</b>	<b>15.5</b>	<b>0.9</b>	<b>11.6</b>	<b>16.4</b>	<b>12.1</b>
<b>EBITDA Margin (%)</b>	<b>16.1%</b>	<b>1.4%</b>	<b>15.5%</b>	<b>10.1%</b>	<b>9.8%</b>
Finance Cost (Net)	3.0	2.0	2.3	5.0	4.3
Depreciation	2.7	2.7	2.6	5.4	5.0
<b>PBT</b>	<b>9.9</b>	<b>-3.8</b>	<b>6.7</b>	<b>6.1</b>	<b>2.7</b>
Tax	1.2	-0.4	1.1	0.8	1.2
<b>PAT</b>	<b>8.6</b>	<b>-3.4</b>	<b>5.6</b>	<b>5.2</b>	<b>1.5</b>
<b>PAT Margins (%)</b>	<b>9.0%</b>	<b>-5.1%</b>	<b>7.6</b>	<b>3.3%</b>	<b>1.2%</b>
EPS (₹)	7.2	-2.8	4.7	4.4	1.2

Particulars (₹ Cr)	H1FY24	FY23
<b>Equity &amp; Liabilities</b>		
<b>Shareholder's Funds</b>		
Share Capital	12.0	12.0
Other Equity	231.5	226.7
<b>Total Shareholder's Fund</b>	<b>243.5</b>	<b>238.7</b>
<b>Non-Current Liabilities</b>		
Long-Term Borrowings	10.9	13.7
Provisions	6.0	3.3
Deferred Tax Liabilities (Net)	-	-
Other Non-Current Liabilities	1.0	1.1
<b>Total Non Current Liabilities</b>	<b>17.9</b>	<b>18.1</b>
<b>Current Liabilities</b>		
Short-Term Borrowings	69.0	68.2
Trade Payables	55.6	58.8
Other Financial Liabilities	10.1	8.1
Other Current Liabilities	74.7	49.9
Provisions	2.1	4.0
Current Tax Liabilities (Net)	0.4	2.7
<b>Total Current Liabilities</b>	<b>211.9</b>	<b>191.7</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>473.3</b>	<b>448.5</b>

Particulars (₹ Cr)	H1FY24	FY23
<b>ASSETS</b>		
<b>Non-Current Assets</b>		
Property, Plant & Equipment	84.4	86.1
Capital Work in Progress	7.3	3.5
Intangible Assets	7.6	8.3
Intangible Assets Under Development		
Goodwill on Consolidation	21.4	21.7
Financial Assets	0.2	0.2
Non-Current Assets	4.9	1.0
Deferred Tax Assets (Net)	10.0	8.8
Other Non Current Assets	2.6	2.9
<b>Total Non Current Assets</b>	<b>138.4</b>	<b>132.5</b>
<b>Current Assets</b>		
Inventories	168.5	111.9
Investments	0.0	0.0
Trade Receivables	103.1	156.0
Cash and Cash Equivalents	14.2	8.9
Other Bank Balances	27.9	24.6
Loans	0.0	0.0
Other Financial Assets	0.3	0.5
Other Current Assets	12.2	5.5
<b>Total Current Assets</b>	<b>326.2</b>	<b>307.4</b>
Asset Classified as held for sale	8.7	8.6
<b>TOTAL - ASSETS</b>	<b>473.3</b>	<b>448.5</b>





## Business Outlook



# Consolidated Order Book as on 1st November 2023





# Consolidated Order Pipe Line as on 1st November 2023



## ALREADY NEGOTIATED

## UNDER NEGOTIATION





# Consolidated Sales Outlook for FY 23-24



Combined consolidated sales is arrived at after deducting inter-company sales.



- The new SS Fabricated products plant was inaugurated on 30th Sept at Unit-2. This plant will go into production in November end and will enhance capability of Unit 2 significantly.
- The extension to head office building was completed in September and this will allow accommodation of about 40 people in future thereby ensuring the for next 5 years we will not run short of space.
- Jash Invent JV company was operationalized in September and the first order for Invent products was also received in October.
- Public Canteen for Industrial area, green area comprising dense forest and ground water recharge facility in form of a 1 acre lake is developed by the company under CSR activity of the company at Sector-C, Sanwer road opposite Unit -1 and this facility will be inaugurated in end Nov 2023.
- At Unit-2 a new 10-tonne capacity crane and 5 tonne capacity crane for Bay 2 and 4 respectively was delivered and commissioned in early October 2023. Work on strengthening the steel columns and crane gantry for new cranes of higher capacity in Bay 3 is expected to be completed by early December 2023 and a new 30-tonne capacity crane for this bay will be commissioned by end December 2023. These investments will significantly enhance efficiency and output of Unit-2.
- The commencement of construction for the new plant for Shivpad at Chennai has begun in August 2023 and we anticipate the new plant to be operational by September 2024.
- The company is planning to raise funds to the tune of Rs. 80 crores from new investors in the Dec 2023-March 2024 period. These funds will be used for Bonding facility required by Rodney Hunt in US, building new plant for Rodney Hunt in Houston, acquisition of Waterfront, UK and investment in increasing manufacturing capability of Waterfront etc.

**Mr. Pratik Patel**

*Managing Director*

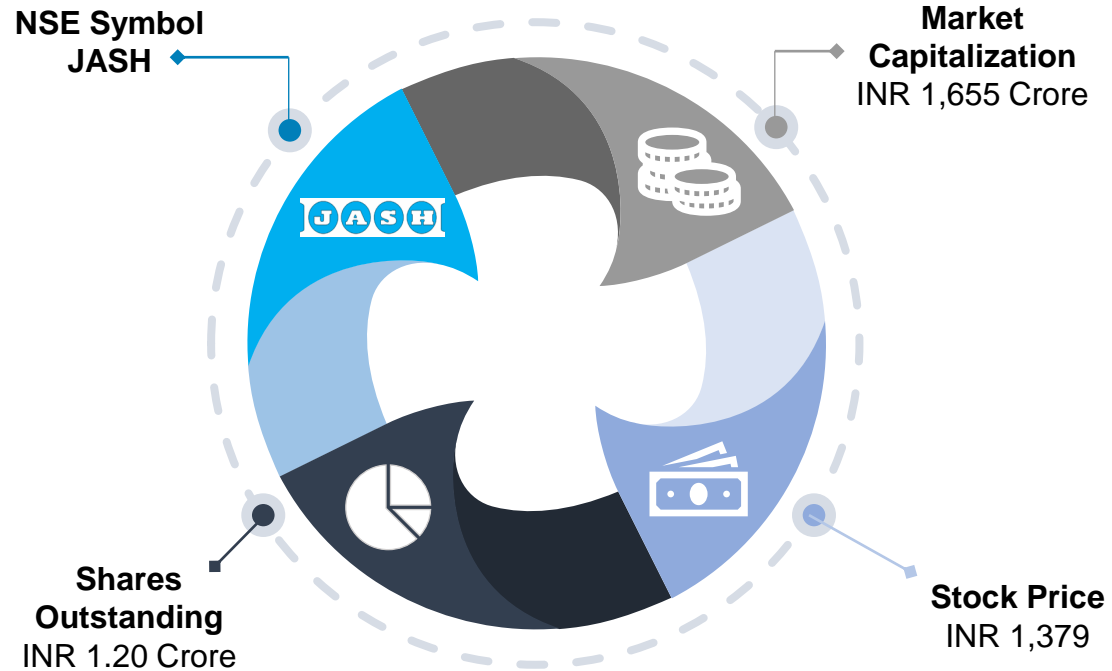
***“The first-half results for H1FY24 show an optimistic trend. During this period we achieved a remarkable growth in income from operations of 31% by reaching ₹161.9 crores. The US business has also grown by approx. 70% and the losses has come down significantly. We expect improvements in US operations to continue and achieve growth in income in excess of 30% for the entire year. The overall results indicate strong financial performance and suggest that our business is on a positive trajectory for the fiscal year.”***

***Our order book remains strong at Rs. 837 crores, reflecting the robust global demand for our products. We are optimistic about achieving our projected revenue and enhancing profitability, both on a standalone as well as consolidated basis.***

***We continue to witness strong demand for our products worldwide that reinstates our expertise , quality & leadership in the market. The acquisition of Waterfront in UK and new product development through joint venture with Invent, Germany will significantly open up new avenues for future growth thereby making us a fast growing profitable company !***

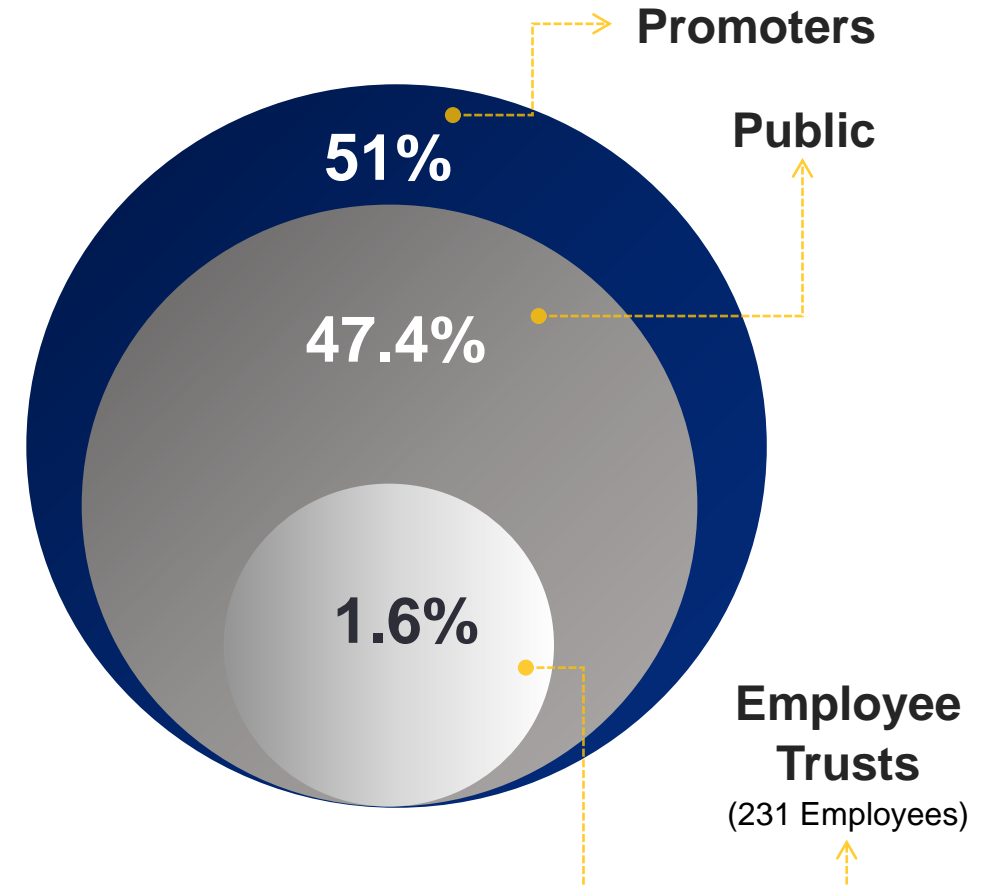
## STOCK DATA

(As on 31<sup>st</sup> October 2023)



## SHAREHOLDING PATTERN

(As on 30<sup>th</sup> September 2023)



# THANK YOU

FOR MORE INFORMATION, CONTACT



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