



# JASH ENGINEERING LTD.

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

## Investor Presentation

*Q3FY24, February 2024*



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



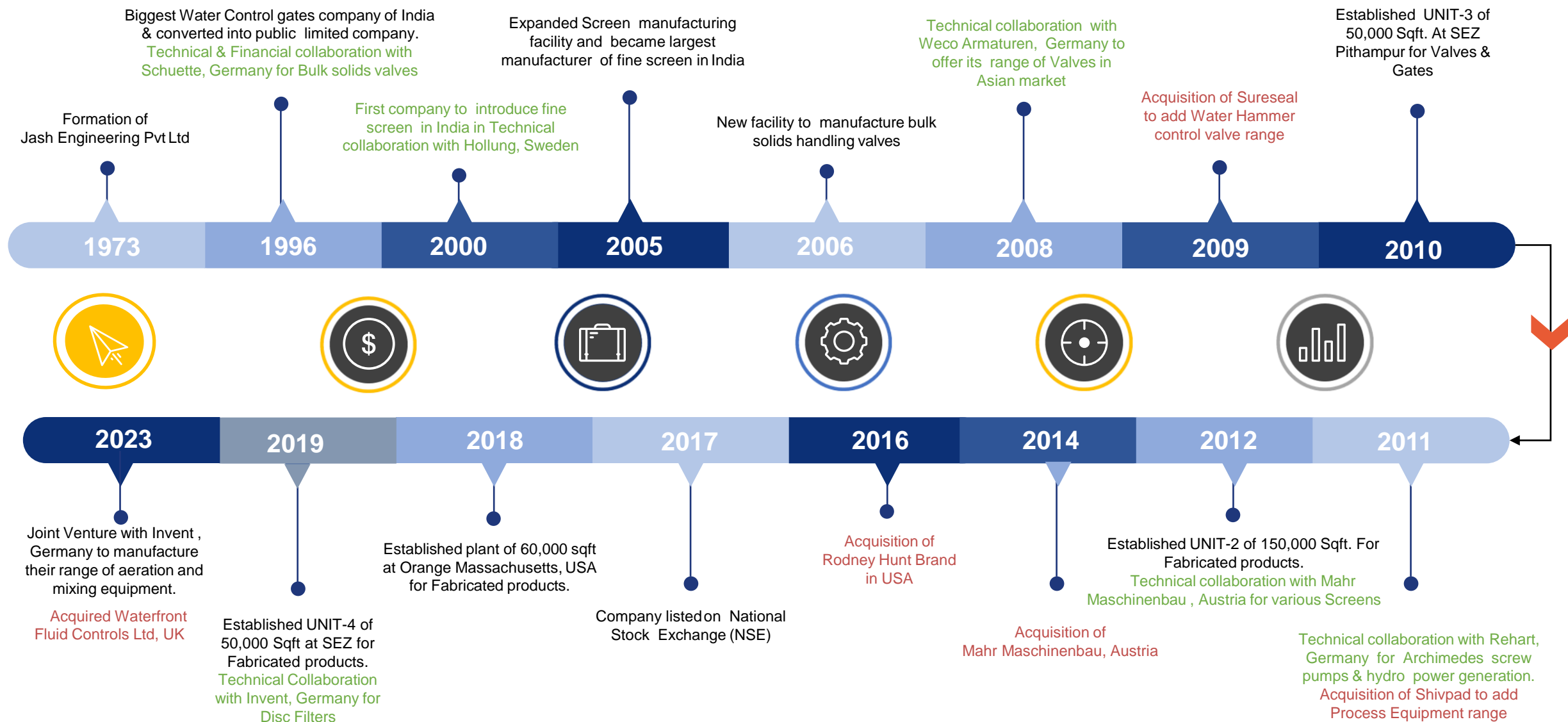
## Company Overview





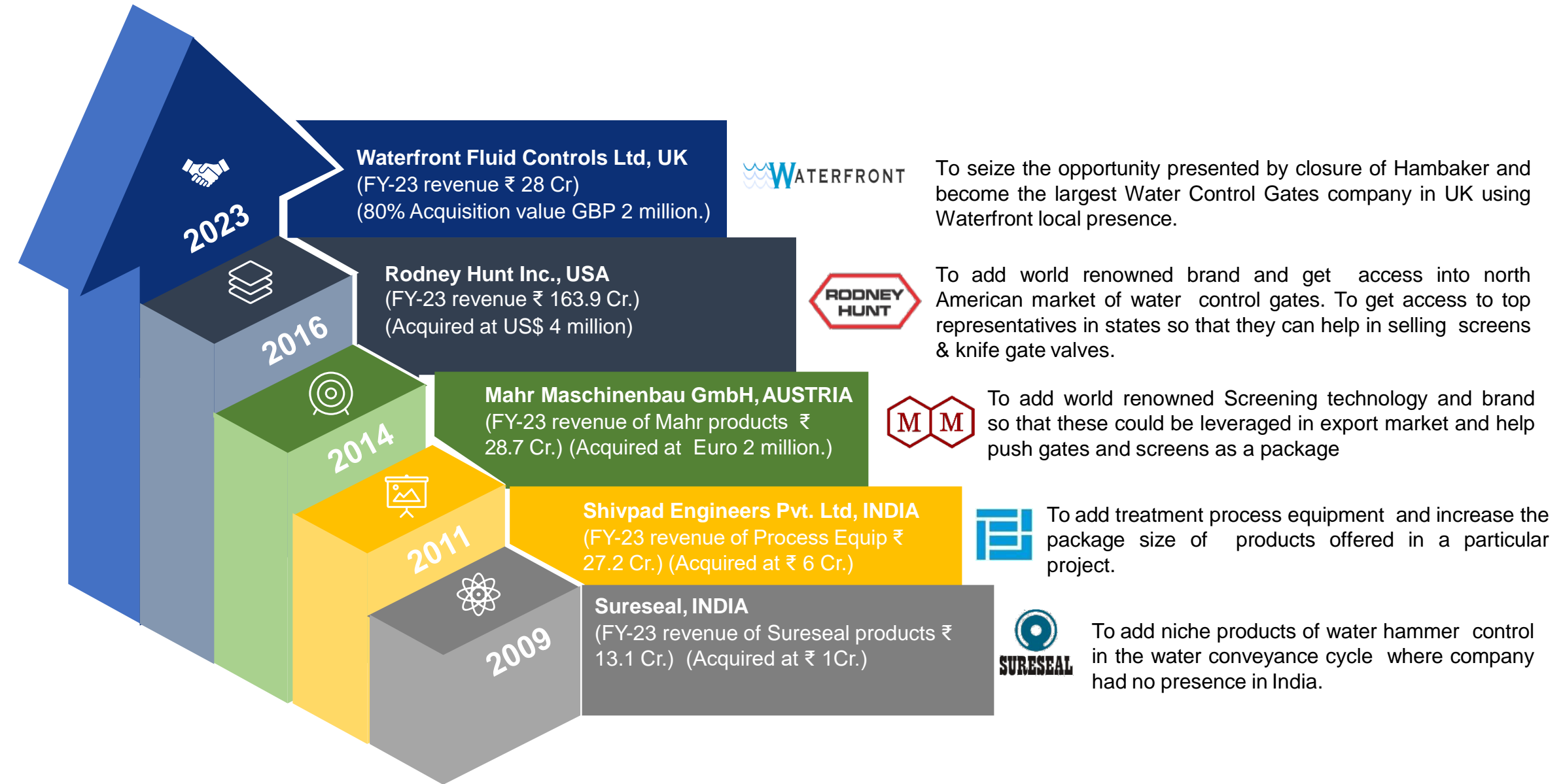
- ▶ An **ISO-9001:2015 / ISO-14001:2015 / OHSAS ISO 45000:2018** certified company dedicated to offering varied products for use in Water and Wastewater Pumping Stations and Treatment Plants, Storm Water Pumping Stations, Water Transmission Lines, Desalination, Power, Steel, Cement, Paper & Pulp, Petrochemicals, 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.







# Evolution Through Acquisition





Total Turnover Potential from existing facility

**₹ 700+ Cr**



Built Up Area: 125,000 Sq. ft.

**Turnover Capability : ₹ 75 Crore**



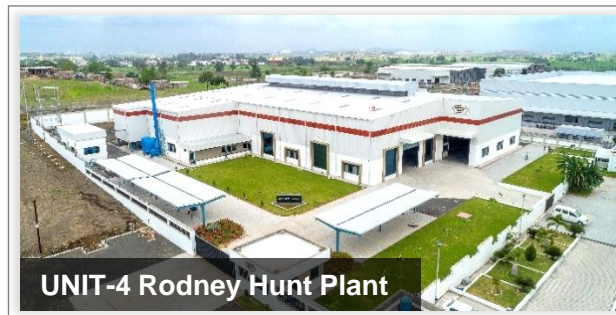
Built Up Area: 185,000 Sq. ft.

**Turnover Capability : ₹ 300 Crore**



Built Up Area: 75,000 Sq. ft.

**Turnover Capability : ₹ 100 Crore**



Built Up Area: 50,000 Sq. ft..

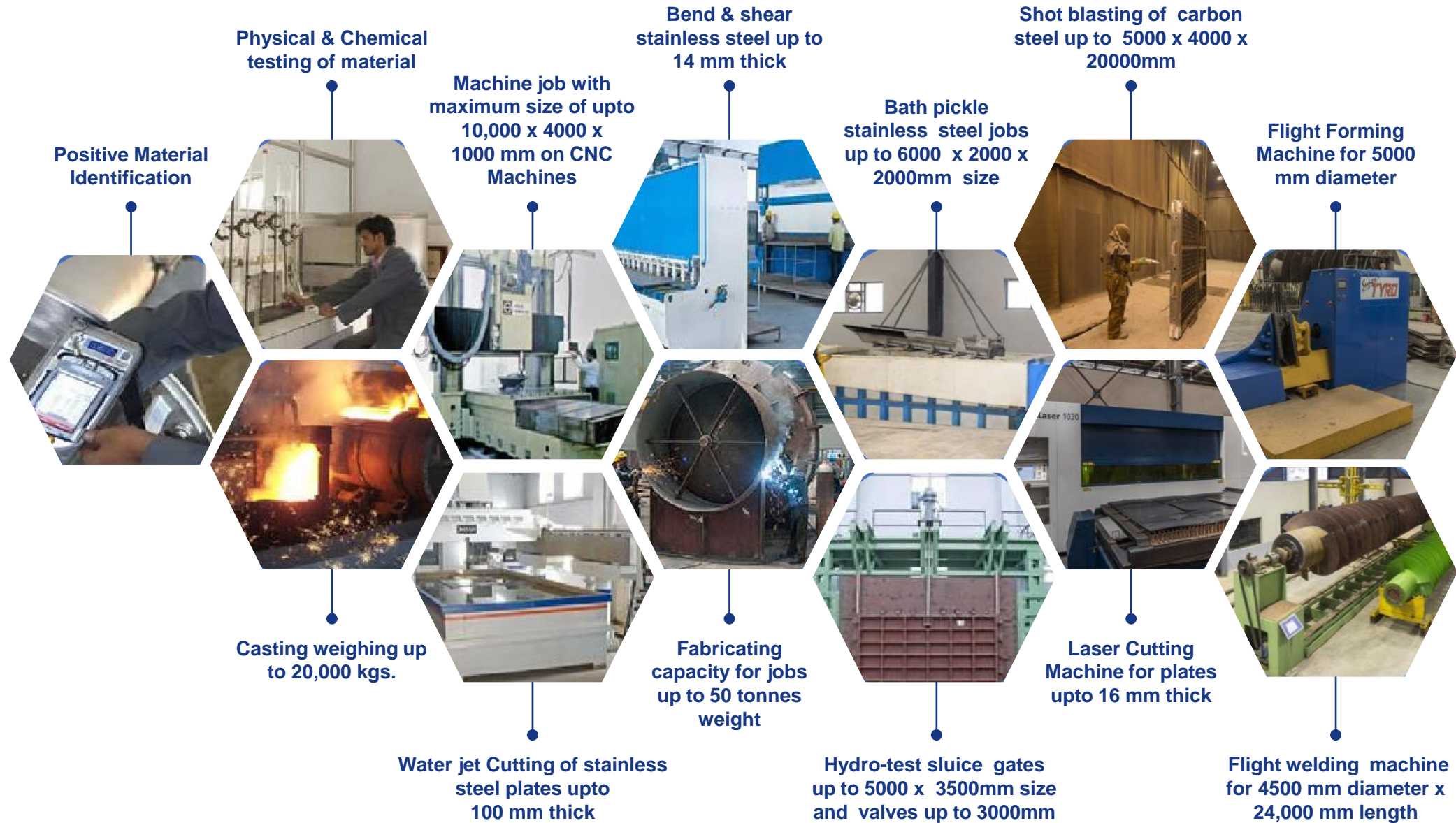
**Turnover Capability : ₹ 100 Crore**



Built Up Area: 60,000 Sq. ft.

**Turnover Capability : USD 15 Million (₹ 125 Crore)**







## 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

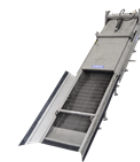


Jash Back Rake  
Screen



Suspended Trash  
Rack

## Fine Screening Equipment



Screenmat Step  
Screen



Rotoclean Rotary  
Drum Screen



Rotobrush Rotary  
Screen



Mahr Perscalator  
Screen



Travelling Band  
Screen

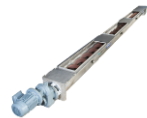




## Screening Conveying Equipment



Belt Conveyor



Screw Conveyor



Screw Conveyor  
with wash  
compactor



Jet Breaker  
Washer  
Compactor

## Knife Gate Valves



Trash Rack



"MONO" Series  
Knife Gate Valve

## Special Purpose Valves



Zero Velocity Valve



Air Vessel



Air Cushion Valve



Energy Dissipating  
Valve

## Bulk Solid Handling Valve



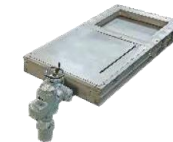
Slide Gate Valve  
– Version ZFB



Swing Gate Valve  
– Version KU



Double Flap Valve  
– Version DFG



Fabricated Slide  
Gate Valve-VEG



Slide Gate Valve-  
ZFS



## Process Equipment



Detritor



Slow speed floating aerator



Clarifier



Clarifloculator



Slow speed fixed aerator

## Hydro Power Equipment



Hydropower Screw Generator

## Screw Pumps



Archimedean Screw Pump

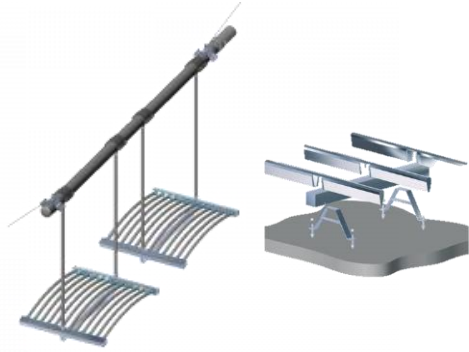
## Filtering Equipment



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**



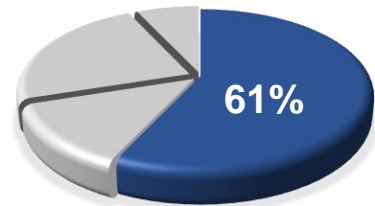
**Steel plants**





# Product Offerings With Revenue Contribution (9M FY24)

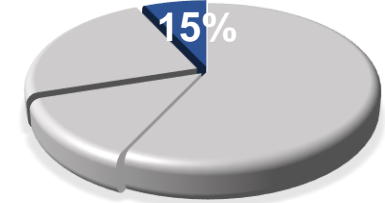
## Water Control Gates



Revenue Contribution



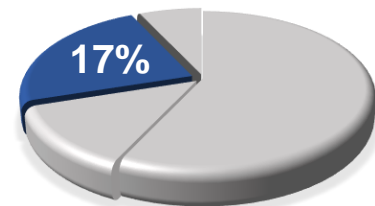
## Screening Equipment



Revenue Contribution



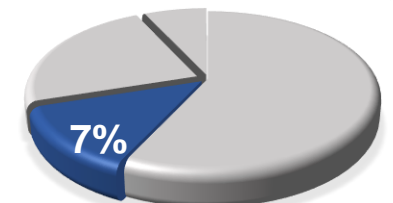
## Valves



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.











**Financial Performance**



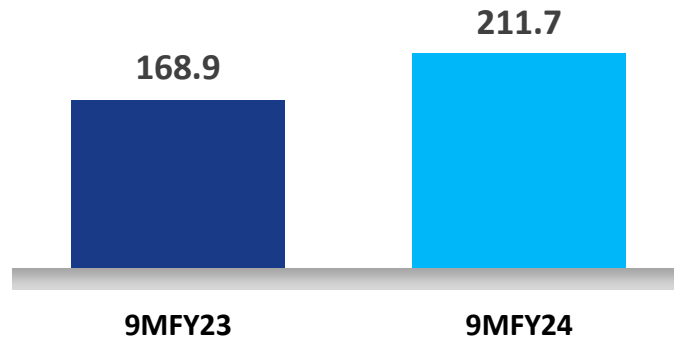


# Standalone Performance – Jash, Shivpad & Jash USA

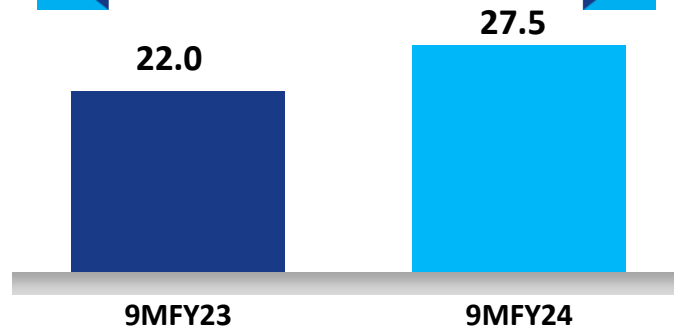


## JASH ENGINEERING LTD.

### Revenue (₹Cr)\*

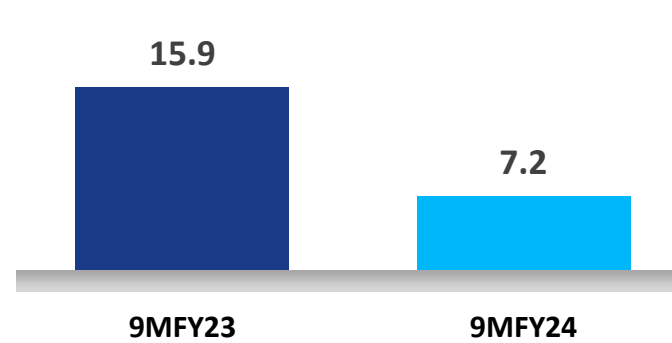


### PAT (₹Cr)

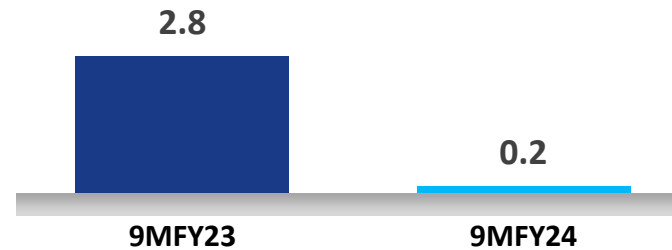


## SHIVPAD ENGINEERING PVT. LTD.

### Revenue (₹Cr)\*

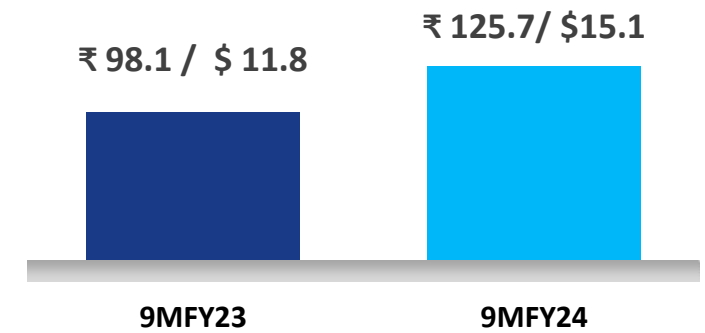


### PAT (₹Cr)

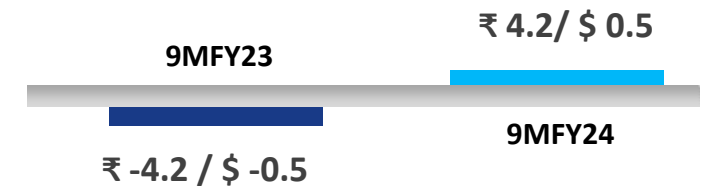


## JASH USA / RODNEY HUNT

### Revenue (₹Cr/ US\$ Mn)



### PAT (₹Cr/ US\$ Mn)



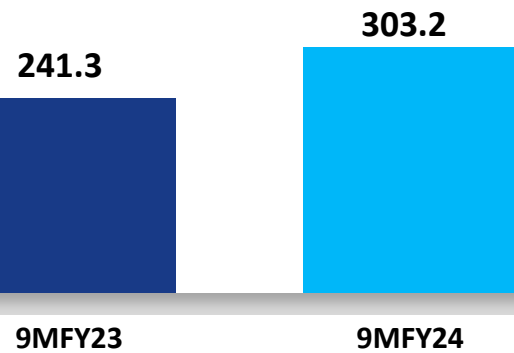
\* includes other income.



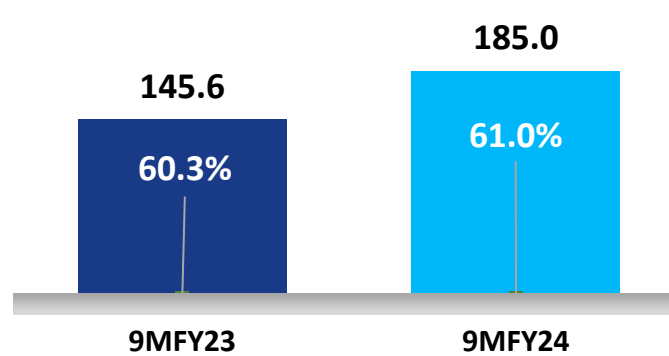
# Consolidated Financial Snapshot



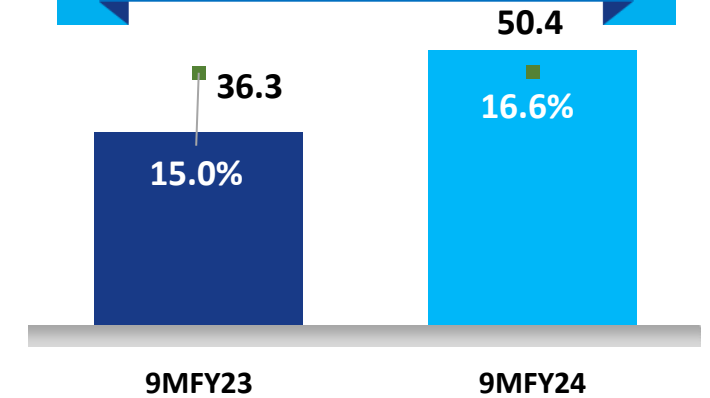
## Revenues (₹Cr)\*



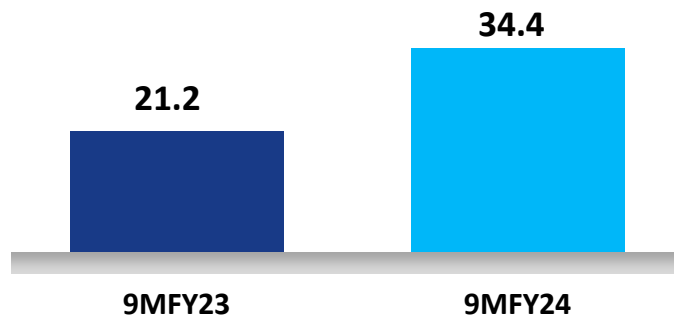
## Gross Profit (₹Cr) & Margin (%)



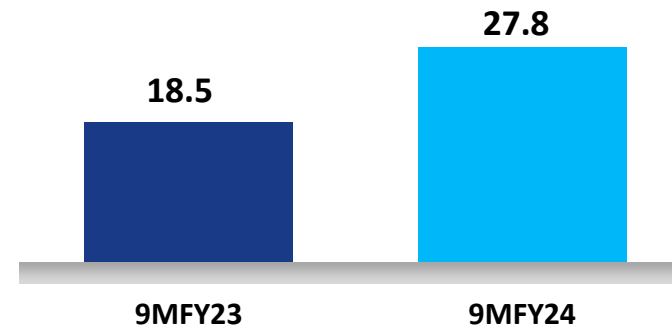
## EBITDA (₹Cr) & Margin (%)



## Profit Before Tax (₹Cr)



## Profit After Tax (₹Cr)



\* includes other income.



# Consolidated Income Statement



Particulars (₹ Cr)	Q3FY24	Q2FY24	Q3FY23	9MFY24	9MFY23
<b>Total Income</b>	<b>141.3</b>	<b>96.5</b>	<b>118.2</b>	<b>303.2</b>	<b>241.3</b>
Total Expenses	113.1	86.5	99.7	268.9	220.0
<b>EBITDA</b>	<b>33.9</b>	<b>15.6</b>	<b>24.2</b>	<b>50.4</b>	<b>36.3</b>
<b><i>EBITDA Margin (%)</i></b>	<b>24.0%</b>	<b>16.2%</b>	<b>20.5%</b>	<b>16.6%</b>	<b>15.0%</b>
Finance Cost (Net)	3.1	3.0	3.0	8.0	7.3
Depreciation	2.6	2.7	2.7	7.9	7.7
<b>PBT</b>	<b>28.2</b>	<b>9.9</b>	<b>18.5</b>	<b>34.4</b>	<b>21.2</b>
Tax	5.6	1.4	1.5	6.6	2.8
<b>PAT</b>	<b>22.6</b>	<b>8.5</b>	<b>17.0</b>	<b>27.8</b>	<b>18.5</b>
<b><i>PAT Margins (%)</i></b>	<b>16.0%</b>	<b>9.0%</b>	<b>14.4%</b>	<b>9.2%</b>	<b>7.7%</b>
EPS (₹)	18.8	7.1	14.2	23.1	15.5





**Business Outlook**



# Consolidated Order Book as on 1st February 2024





# Consolidated Order Pipeline as on 1st February 2024



## ALREADY NEGOTIATED



## UNDER NEGOTIATION







# Consolidated Sales Outlook for FY 23-24



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



- **Rodney Hunt has become profitable in the third quarter and is expected to exceed its targeted revenue of US\$ 26 Million and achieve good profitability in current financial year. This will enable it to reduce its accumulated losses significantly and turn positive by the first half of the next financial year.**
- **The company will raise Rs. 42 crores by issue of preferential share to new Investors and warrants to promoter and key employees in Feb-2024. These funds will be used for Bonding facility required by Rodney Hunt in US, building new facilities for Rodney Hunt in Houston & Orange and general purpose corpus.**
- **The company has applied for new plot of 2.75 acres at a cost of ~ Rs. 2 crores opposite to Unit 4 at SEZ Pithampur for expanding manufacturing capabilities of Unit 4.**
- **All the formalities for acquisition of Waterfront UK has been completed and final approvals are expected from RBI in the month of Feb 2024. We expect to complete the transaction by March 2024 so that from 1<sup>st</sup> April 2024 Waterfront, UK will become a subsidiary company of Jash Engineering Ltd., India.**
- **The process of re-organization of Waterfront has been started by our COO with his visit to UK in Jan 2024. All decision pertaining to plant expansion were taken and we plan to inaugurate the expanded facilities by June 2024.**

**Mr. Pratik Patel**

*Managing Director*

***“We are delighted to announce robust growth for the current quarter. Our revenue from operations increased by 28% to ₹298.50 crores in the first nine months of FY24, and our EBIDTA experienced a remarkable year-on-year (YoY) growth of 39%, reaching ₹50.4 crores.***

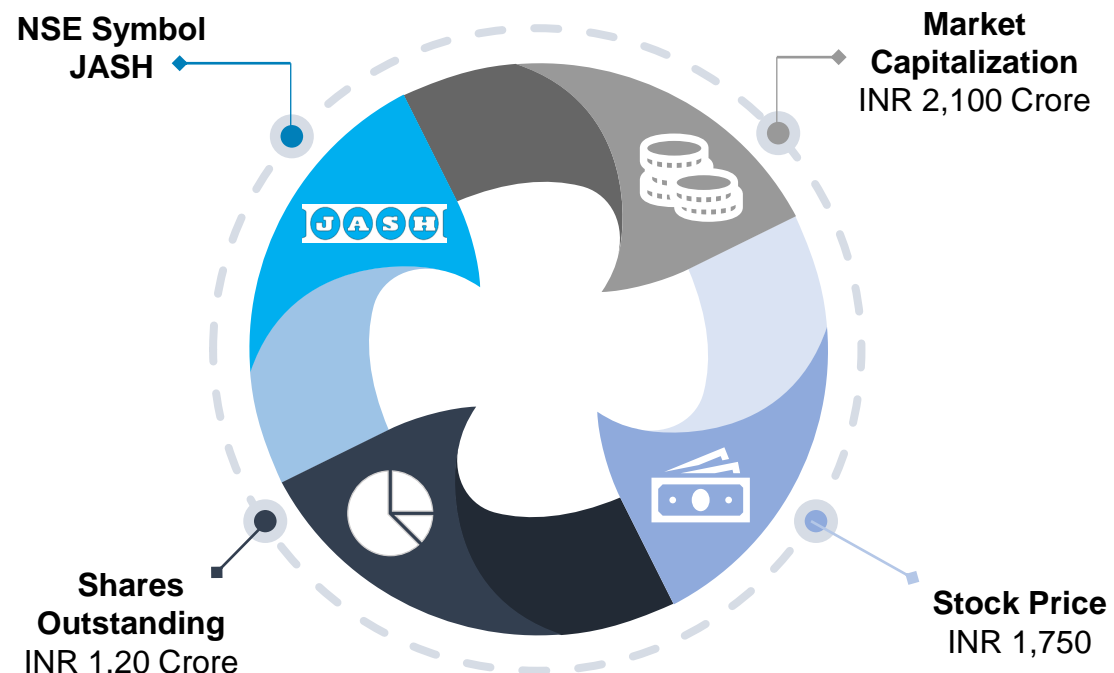
***Our consolidated order book remains robust with total pending order as of 1<sup>st</sup> Feb 2024 being ₹851 crores of which ₹583 crores are for projects outside India. We have a strong order pipeline and expect to have order book in excess of ₹ 800 crores at the end of this financial year.***

***We maintain a positive outlook on achieving the projected consolidated revenue of ₹515 crores and enhancing profitability significantly in comparison to last year.”***



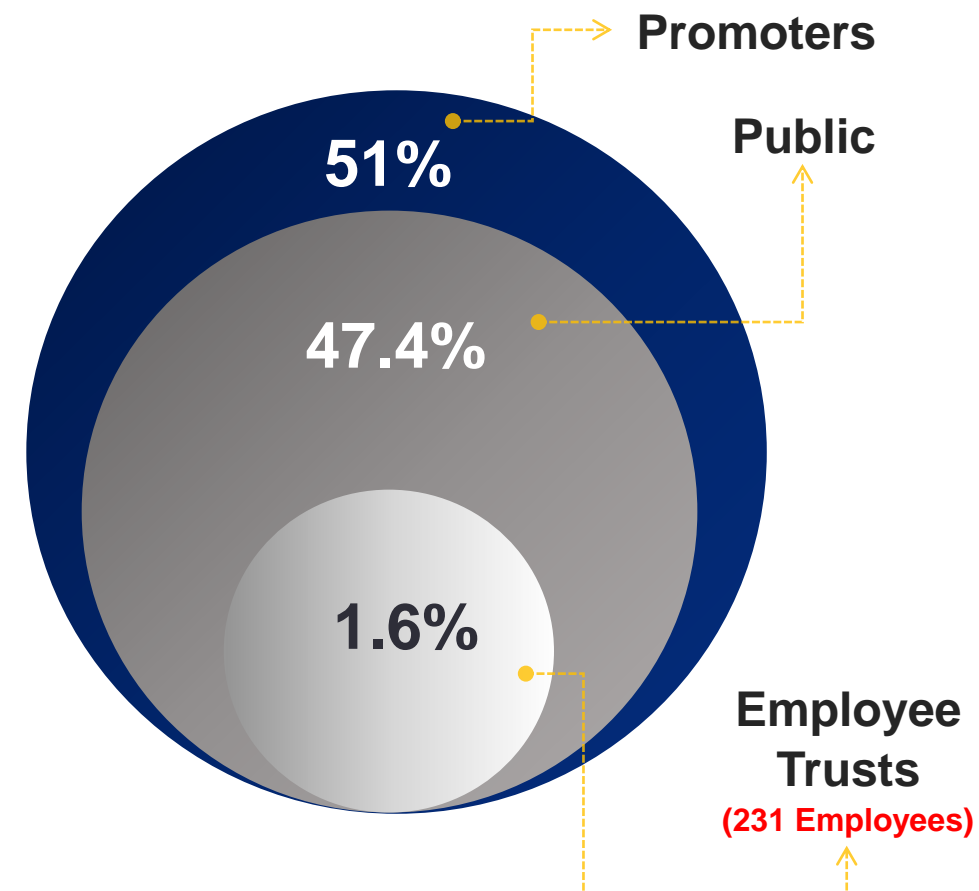
## STOCK DATA

(As on 24<sup>th</sup> January 2024)



## SHAREHOLDING PATTERN

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



# THANK YOU

FOR MORE INFORMATION, CONTACT



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