



JASH ENGINEERING LTD.

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

Investor Presentation

FY24, May 2024



Mahr
Maschinenbau





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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 six well-integrated state-of-art manufacturing facilities, four in India and one each in the USA & UK.
- ▶ Global presence with bases in India / USA / Austria / Hong Kong / UK to serve our clients and help achieve the common goal of creating a sustainable environment worldwide for all time to come.

6 Manufacturing units

~1075 Employees

₹ 522 Cr. Consolidated Revenue 2023-24

1973 Incorporation of Company

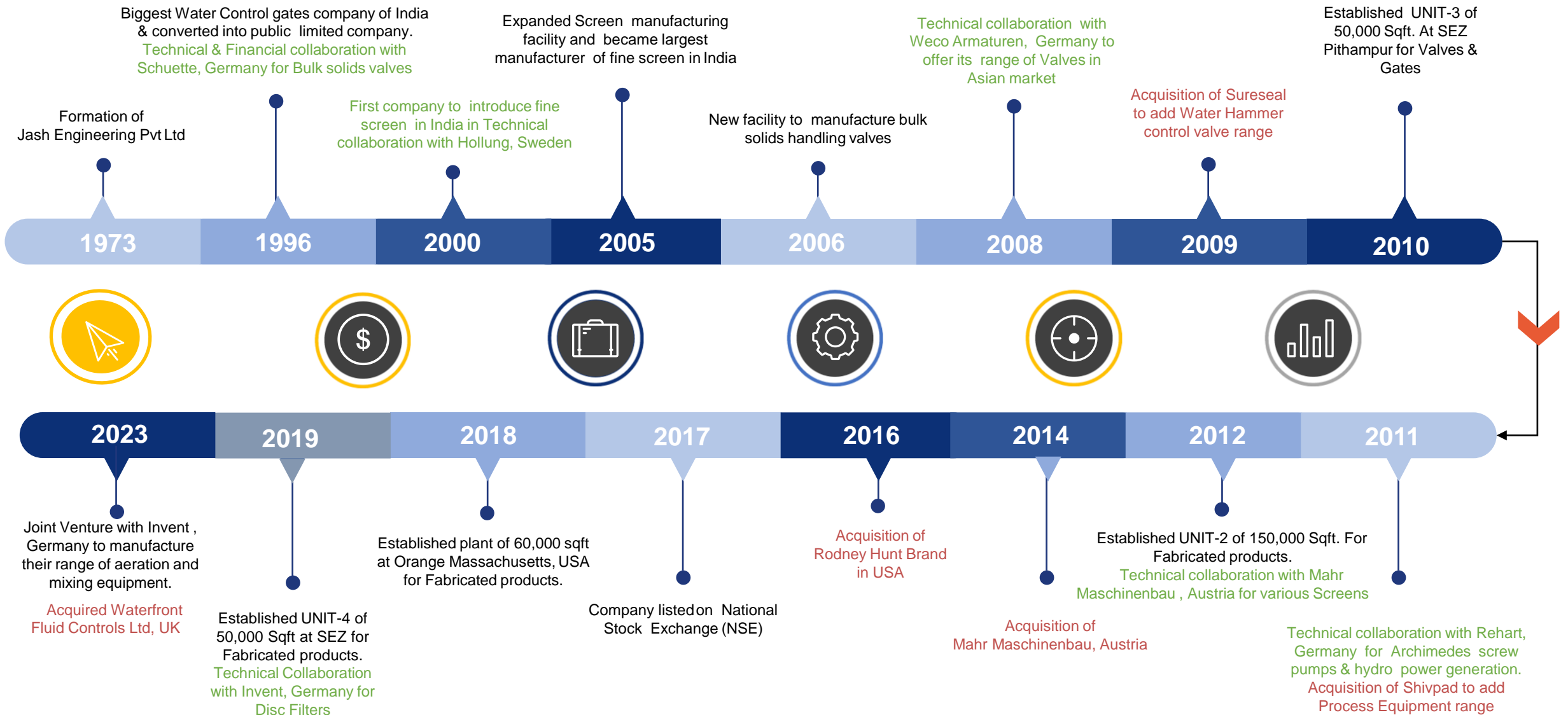
45+ Countries Global exports

350+ Years of cumulative experience

Approved by Major Municipal Authorities in India and Abroad

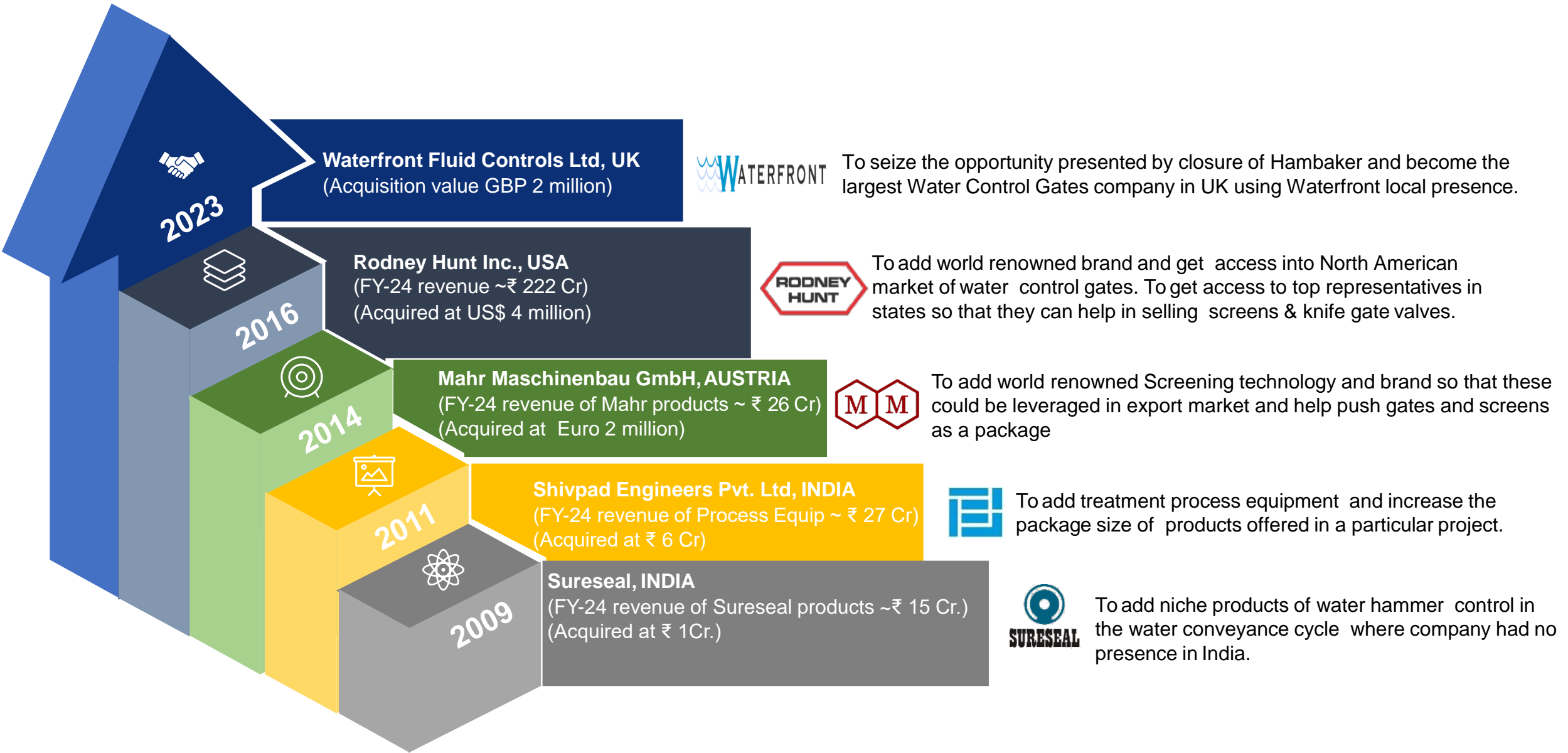


Evolution of the company





Evolution Through Acquisition





Total Turnover Potential from existing facility
₹ 800+ Cr



UNIT-1 CAST PRODUCTS PLANT

Built Up Area: 125,000 Sq. ft.
Turnover Capability : ₹ 75 Crore



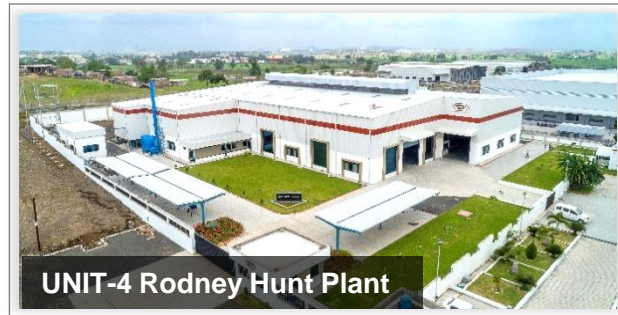
UNIT-2 FABRICATED PRODUCTS PLANT

Built Up Area: 185,000 Sq. ft.
Turnover Capability : ₹ 350 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 15M (₹ 125 Crore)



Waterfront Fluid Controls Ltd, UK

Built Up Area: 25,000 Sq. ft.
Turnover Capability : GBP 5M (₹ 50 Crore)



Physical & Chemical testing of material

Positive Material Identification

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



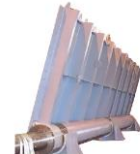
Bulk Head Slide
Gates



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



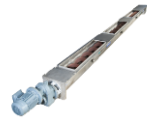
Travelling Band
Screen



Screening Conveying Equipment



Belt Conveyor



Screw Conveyor



Screw Conveyor with wash compactor



Jet Breaker Washer Compactor

Knife Gate Valves

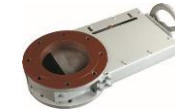


Trash Rack



"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

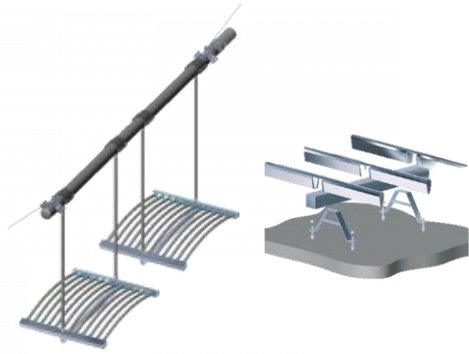
Filtering Equipment



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

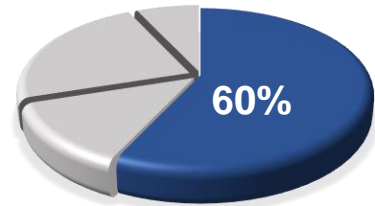




Product Offerings With Revenue Contribution (FY24)



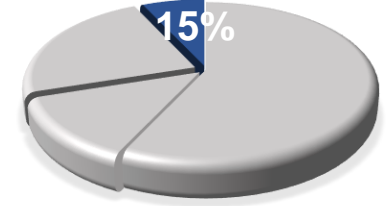
Water Control Gates



Revenue Contribution

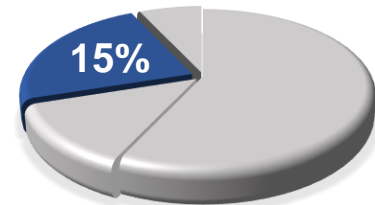


Screening Equipment



Revenue Contribution

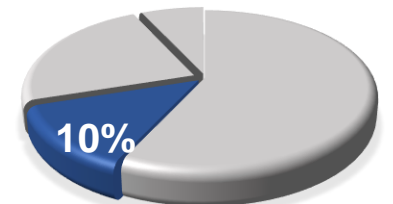
Valves



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. Revenue from outside India ~ 60% of total revenue.

EUROPE & AFRICA
FY24
9.56

USA
FY24
228.8

MIDDLE EAST
FY24
5.68



INDIA
FY24
205.76

FAR & SOUTHEAST ASIA
FY24
65.85

	Within India	Outside India	Total
Revenue from Operations FY24 (₹ Cr)	~ 206	~ 310	~ 516

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





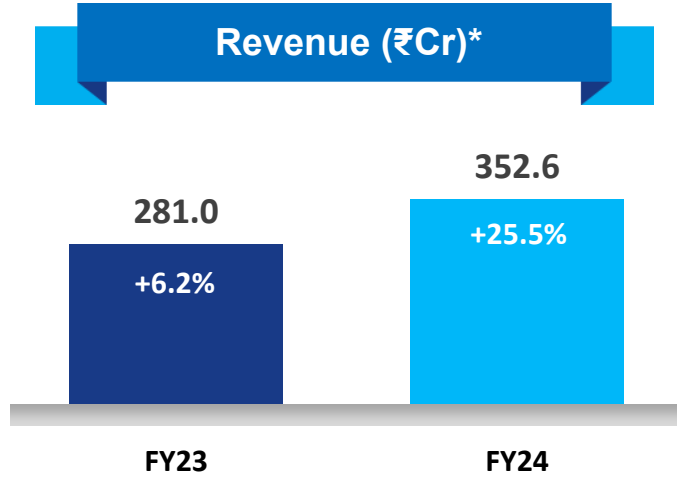


Financial Performance

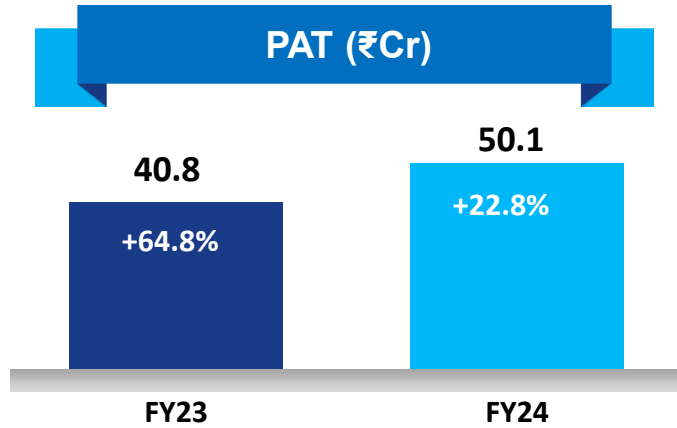


JASH ENGINEERING LTD.

Revenue (₹Cr)*

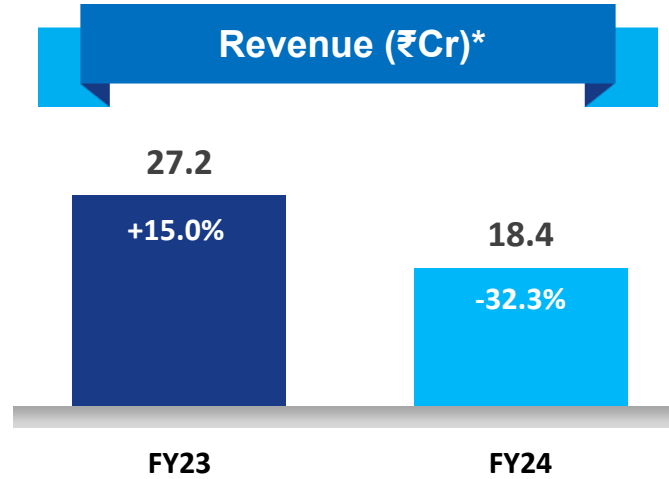


PAT (₹Cr)

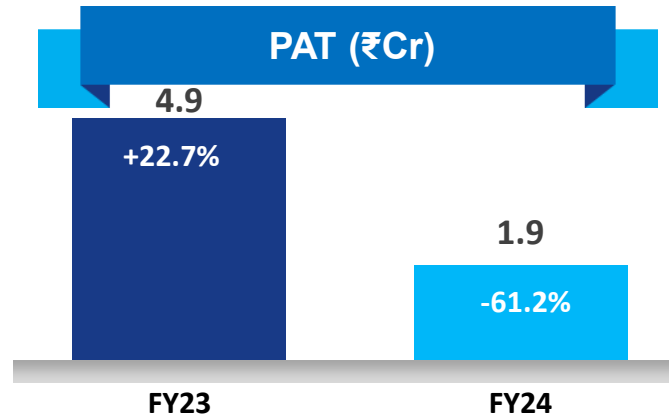


SHIVPAD ENGINEERING PVT. LTD.

Revenue (₹Cr)*

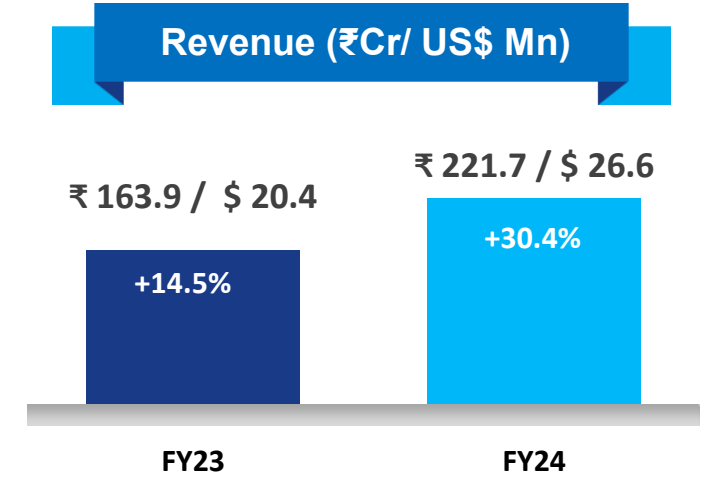


PAT (₹Cr)

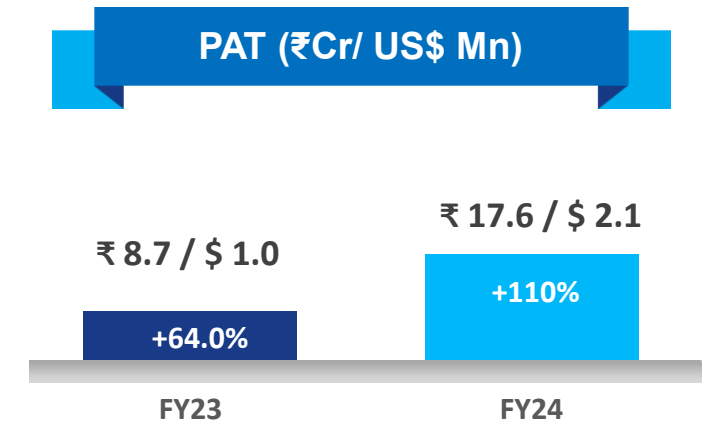


JASH USA / RODNEY HUNT

Revenue (₹Cr/ US\$ Mn)



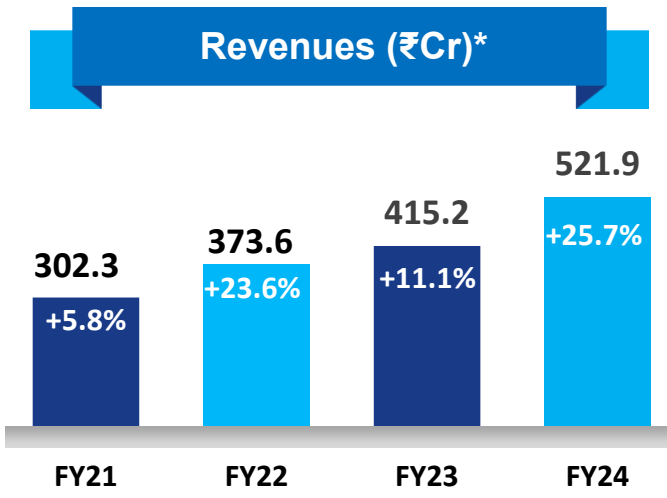
PAT (₹Cr/ US\$ Mn)



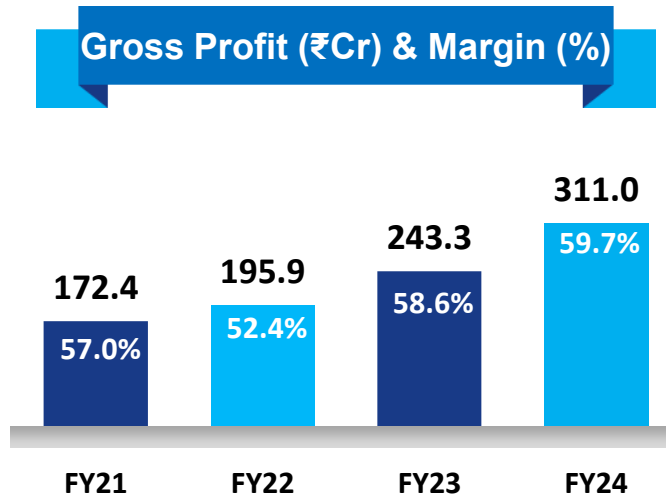
* includes other income.



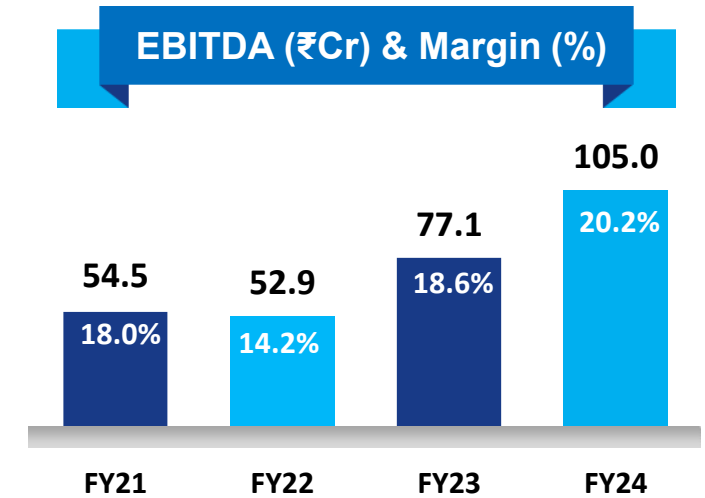
Revenues (₹Cr)*



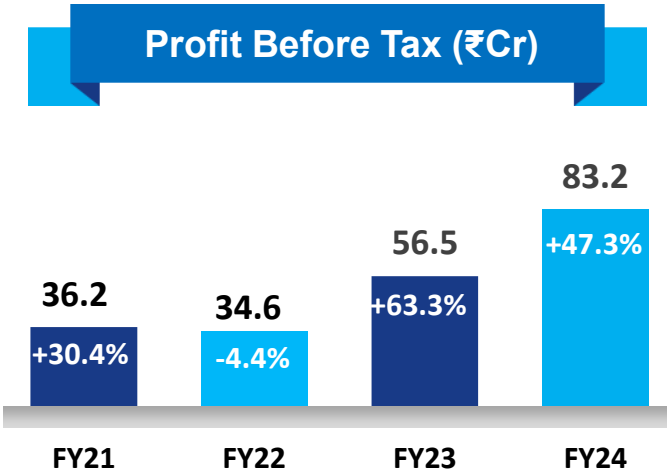
Gross Profit (₹Cr) & Margin (%)



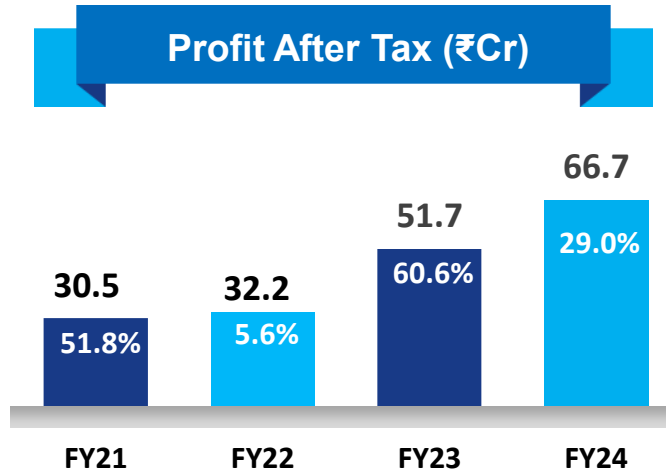
EBITDA (₹Cr) & Margin (%)



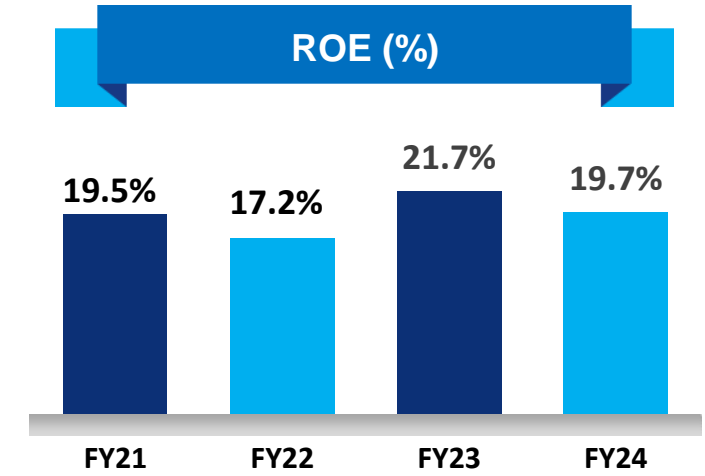
Profit Before Tax (₹Cr)



Profit After Tax (₹Cr)



ROE (%)



* includes other income.



Consolidated Income Statement



Particulars (₹ Cr)	Q4FY24	Q3FY24	Q4FY23	FY24	FY23
Total Income	218.8	141.3	173.9	521.9	415.2
Total Expenses	169.7	113.1	138.7	438.2	358.7
EBITDA	34.5	33.9	40.8	105.1	77.1
EBITDA Margin (%)	25.0%	24.0%	23.5%	20.1%	18.6%
Finance Cost (Net)	3.0	3.1	2.6	11.0	9.9
Depreciation	2.8	2.6	2.9	10.8	10.6
PBT	48.9	28.2	35.3	83.3	56.5
Tax	9.9	5.6	2.4	16.5	4.8
PAT	39.1	22.6	33.2	66.9	51.8
PAT Margins (%)	17.9%	16.0%	19.1%	12.8%	12.5%
EPS (₹)	31.6	18.8	27.6	55.5	43.2

Particulars (₹ Cr)	FY24	FY23
Equity & Liabilities		
Shareholder's Funds		
Share Capital	12.4	12.0
Other Equity	338.8	226.7
Total Shareholder's Fund	351.2	238.7
Non-Current Liabilities		
Long-Term Borrowings	18.4	13.7
Provisions	2.1	3.3
Deferred Tax Liabilities (Net)	-	-
Other Non-Current Liabilities	0.9	1.1
Total Non Current Liabilities	21.5	18.1
Current Liabilities		
Short-Term Borrowings	61.9	68.2
Trade Payables	69.6	58.8
Other Financial Liabilities	14.7	8.1
Other Current Liabilities	77.9	49.9
Provisions	6.4	4.0
Current Tax Liabilities (Net)	1.3	2.7
Total Current Liabilities	231.5	191.7
TOTAL - EQUITY AND LIABILITIES	604.2	448.5

Particulars (₹ Cr)	FY24	FY23
ASSETS		
Non-Current Assets		
Property, Plant & Equipment	98.9	86.1
Capital Work in Progress	5.4	3.5
Intangible Assets	6.7	8.3
Goodwill on Consolidation	21.8	21.7
Investments	0.4	-
Financial Assets	-	0.2
Non-Current Assets	2.2	1.0
Deferred Tax Assets (Net)	6.2	8.8
Other Non Current Assets	22.3	2.9
Total Non Current Assets	164.0	132.5
Current Assets		
Inventories	161.2	111.9
Investments	6.0	0.0
Trade Receivables	157.4	156.0
Cash and Cash Equivalents	31.0	8.9
Other Bank Balances	64.5	24.6
Loans	0.0	0.0
Other Financial Assets	0.5	0.5
Other Current Assets	10.7	5.5
Total Current Assets	431.4	307.4
Asset Classified as held for sale	8.6	8.6
TOTAL - ASSETS	604.2	448.5



Business Outlook



Order Booking of Waterfront is Rs.30 Cr and is not included in above combined order book.



ALREADY NEGOTIATED

UNDER NEGOTIATION





Consolidated Sales Outlook for FY 24-25



*Includes revenue of Shivpad which is under merging process with JASH.

**Revenue considered 80% of 50 Cr total revenue.

Combined sales after deducting inter-company sales.



Highlights of FY 23-24

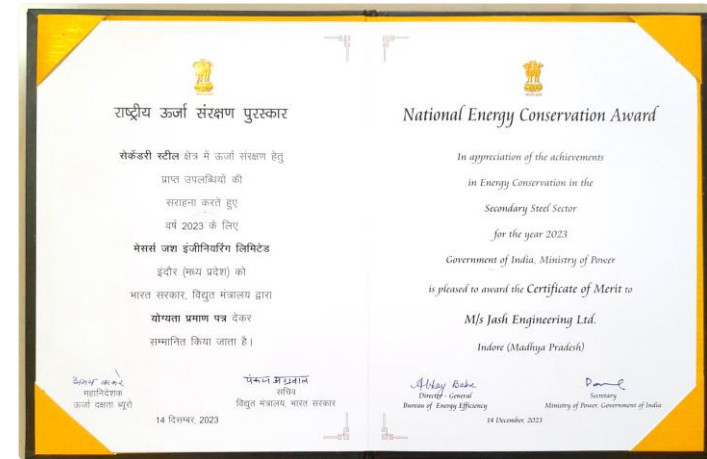
CANTEEN INAGURATION NEAR UNIT 1

The AIMP Canteen, Dense forest and Water body made by us under CSR at a cost of over Rs 50 lacs has been handed over to Association of Industries Madhya Pradesh (AIMP) ! More than 2000 trees are planted at this 2 acre plot to help build a dense forest over the years and help improve the air quality in the industrial area. The water body of over 40,000 sq feet will help rejuvenate ground water levels in the whole industrial area. The canteen will ensure that healthy snacks and food is served to workers / staff / owners / visitors to the Sector-C. Everyone can enjoy their food sitting in a nice clean area surrounded by nature.



NATIONAL ENERGY CONSERVATION AWARD FOR 2023

Jash Engineering Ltd. received the National Energy Conservation Award for 2023, at a function organized at Vigyan Bhawan, New Delhi. The Chief Guest for the function was the Honorable President of India – Smt. Droupadi Murmu. The award was presented to Jash by the Honorable Union Cabinet Minister of Power, New, and Renewable Energy Shri R.K. Singh. The Function was also attended by dignitaries like Shri Krishan Pal (Minister of State for Power and Heavy Industries), Shri Pankaj Agrawal (IAS, Secretary – Ministry of Power), and Shri Abhay Bakre (Director General – Bureau of Energy Efficiency). Jash received this award in the Secondary Steel Category. It was an overall team effort that brought us this award, but major feet were achieved in the Foundry Section, as the Thermal power saving played a major role in achieving this award. Congratulations to all the involved people.



BEST QUALITY AWARD FROM TATA PROJECTS

Jash Engineering Ltd. received an award and appreciation as “**Best Quality Conscious Manufacturer**” for our best quality products from TATA Projects Ltd. for NPCIL KKNPP 5 & 6.



STAINLESS STEEL PRODUCTS PLANT – UNIT 2, INDORE

A dedicated plant for Stainless Steel Products was commissioned at Unit 2 in Sept 2023.



Proposed Model



Actual Plant Photograph

FACILITY ENHANCEMENT AT VARIOUS PLANTS

To enhance the manufacturing facilities :

1. 15 T capacity crane installed in Unit 1 in foundry shop.
2. Horizontal Milling Centre commissioned in Unit 3.
3. 6 nos. crane installed in new plant at Unit 2 having capacity varying from 5 T to 15 T.
1 no. crane will be installed by end of May after structural modifications.



Cincinnati Milacron HMC at Unit 3



15 T capacity crane installed at Unit 1

MULTI-SPORTS TURF AT UNIT 2

A Multi-Sports Turf (Cricket Turf) was built at Unit 2.

An avenue for entertaining employee resulting in to promotion of sportsmanship and ultimately contributing to good health.



JASH Turf League Season 2 will be started from 22nd April 2024. Registration opens from 15th April.

CORPORATE SOCIAL RESPONSIBILITY

The company is passionately involved in various CSR activities. It annually spends on various CSR related activities as mentioned hereunder to meet its obligation to the society :

This year we have covered a broad gamut with our contributions of Rs 91.7 lacs as under :

- | | |
|--|----------------|
| 1) Setting up of Cancer Hospital (Shree Guruji Seva Nyas) | : Rs 25 Lacs. |
| 2) Annual Education of students from weaker section | : Rs 2 lacs. |
| 3) Annual Education and lodging & boarding of 10 tribal students | : Rs 2.1 lacs. |
| 4) Taking care of 4 abandoned infants annually | : Rs 2.04 lacs |
| 5) Education of orphaned students | : Rs 0.63 Lacs |
| 6) AIMP Canteen | : Rs 49 Lacs. |
| 7) Digital Laboratory Construction (BVM College, Gujarat) | : Rs. 11 Lacs |

Our aim is to make contributions which help girls, orphans, weaker section of society in their education, upbringing and local sustainability so as to empower them to uplift their families!



Products Highlight of FY 23-24



First Vortex Grit Mechanism with Grit Classifier For 26 MLD STP Jhansi, UP Jal Nigam



Vortex Mechanism



Grit Classifier



Combined Screening & Grit Removal System-1MLD (PTU) for Enviro-Infra, Bareilly, UP





First set of Bladder Vessel 9 m³ x 3, 1 m³ x 3 supplied to Varanasi WSP Project





3 Wheel Sealed Version Disc Filter for 6 MLD capacity for Delhi Jal Board





**Prestigious Jobs Done In FY
2023-24**

Travelling Band Screen for NPCIL, KKNPP , India.





Revolving Trash Rack Cleaning Machine (RTRCM) for NPCIL, KKNPP, India





First 1 mm opening Travelling Band Screen for Reliance, Jamnagar





11 nos. 3250 mm ZVV for NVDA Project of Kalpataru



2200 mm KGV for Bhandup IPS project of SMC Infrastructure Pvt. Ltd., Thane





New Development for FY 24-25



WATERFRONT UK PLANT & OFFICE INAUGURATION

After successful acquisition of Waterfront Fluid Controls Ltd, UK, the company has taken manufacturing plant on lease which is adjoining shed to the present Waterfront's shed. This plant will be inaugurated on 31st May -2024.





RESTAURANT IN UNIT 2

A new restaurant in Unit 2 is under construction and will be commissioned in July 2024.



Actual Site Progress



SHIVPAD MANUFACTURING PLANT

A new plant for manufacturing process equipment is under construction in Chennai. This plant will be commissioned in December 2024.



Proposed Model



Actual Site Progress



LAND ACQUISITION FOR UNIT 5, SEZ PITHAMPUR

A new land has been acquired for expansion of Unit 4 (Fabricated Products Plant), SEZ Unit. This new plant of ~ 55000 sq. ft. will be commissioned in FY 2025-26 .



Mr. Pratik Patel

Managing Director

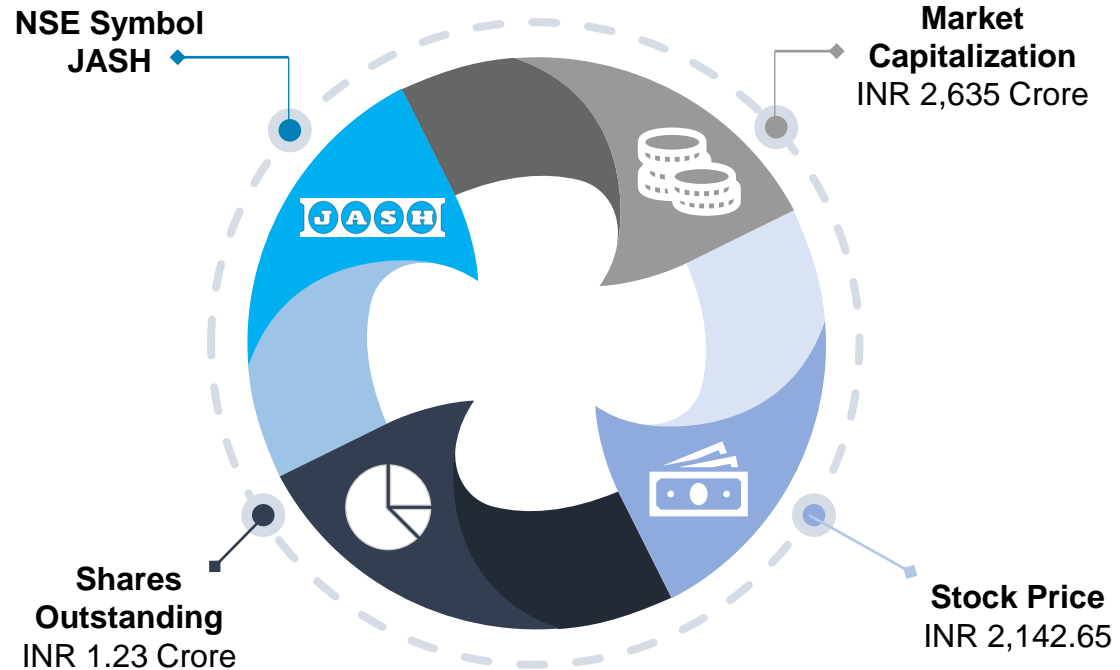
“ We are pleased to report robust performance for FY24 with significant improvement in all major financial parameters. The Consolidated revenue has grown by ~ 26% , the Profit after tax has grown by ~ 29 % and the consolidated Earning per share has grown by ~ 28%. Most importantly, we have achieved and exceeded on all the projections & guidance given by us for FY24. With Rodney Hunt coming true to its potential, we comfortably delivered consolidated PAT margins between 12.8% in FY24 itself.

With new facilities that have already become operational in third quarter of FY24, with the new plant of Shivpad process equipment division expected to become operational by Dec 2024 in Chennai, with strong order backlog of over Rs. 815 crores, with the completion of acquisition of Waterfront, UK in April 24 and finally with our increasing penetration in the US market, we are confident to achieve projected revenue of Rs 675 crores for FY25 while maintaining PAT margins in the range of 12-14%.

We are entering new markets / countries, we are continuously developing and launching new products and our order pipeline is exceptionally strong due to environmental & weather related issues worldwide coupled with rising sea levels. All this will result into our aspiring for a formidable growth trajectory in the coming years. We have set a target of doubling our revenue to over Rs 1000 crores by FY28 and we remain bullish about achieving the same with improved margin profile ! ”

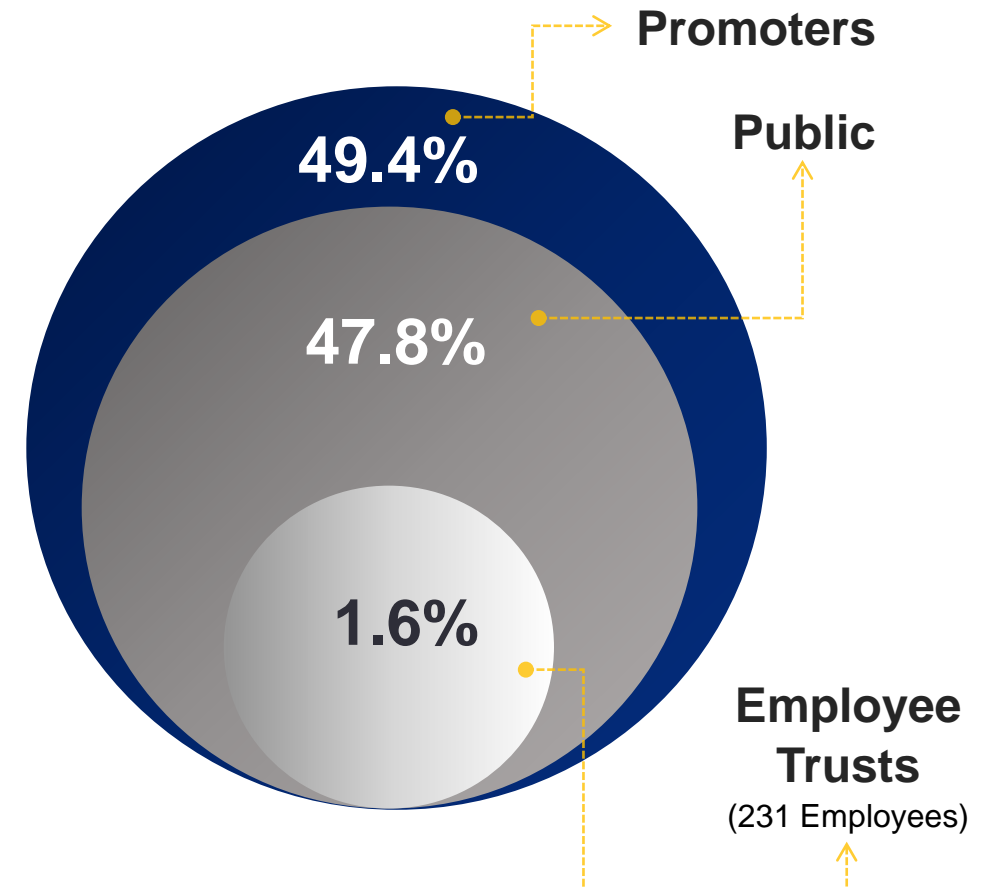
STOCK DATA

(As on 8th May 2024)



SHAREHOLDING PATTERN

(As on 31st March 2024)



THANK YOU

FOR MORE INFORMATION, CONTACT



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JASH



WATERFRONT



Mahr Maschinenbau

JASH invent

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