CELEBRATING 50 YEARS 1973 - 2023

WHEN EVERY DROP COUNTS

JASH

JASH ENGINEERING LTD.

Contributing to a sustainable environment…….Worldwide !

Investor Presentation

Q1FY25, August 2024

RODNEY HUNT

Mahr Maschinenbau

WATERFRONT

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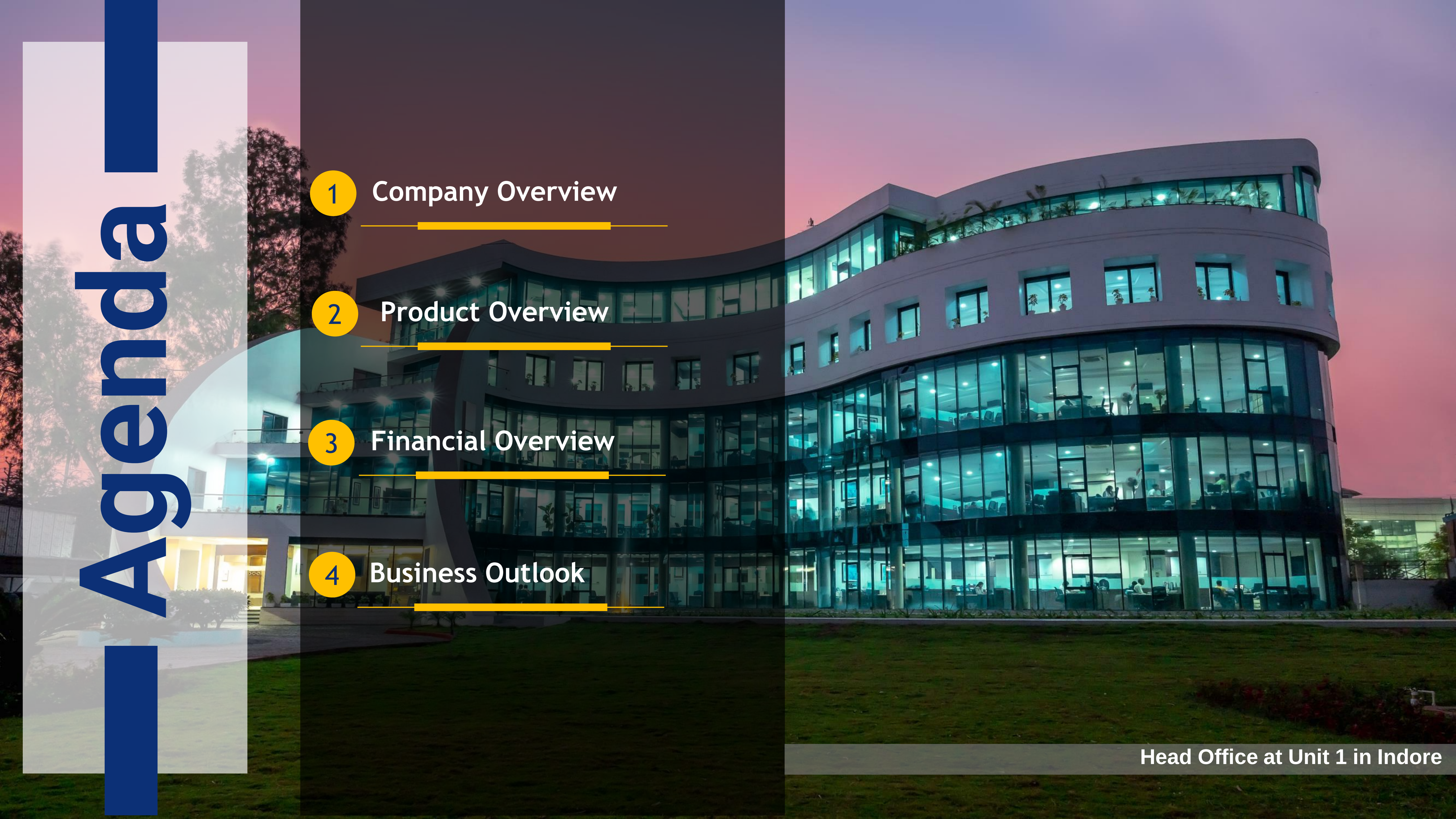
Agenda



Head Office at Unit 1 in Indore

Company Overview

Jash at-a-glance

- 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.

1973 Incorporation of Company

6 Manufacturing units

~1075 Employees

₹522 Cr. Consolidated Revenue 2023-24

45+ Countries Global exports

350+ Years of cumulative experience

Approved by Major Municipal Authorities in India and Abroad

Evolution of the company

JASH

1973 – Formation of Jash Engineering Pvt Ltd

1996 – Biggest Water Control gates company of India & converted into public limited company. Technical & Financial collaboration with Schuette, Germany for Bulk solids valves

2000 – First company to introduce fine screen in India in Technical collaboration with Hollung, Sweden

2005 – Expanded Screen manufacturing facility and became largest manufacturer of fine screen in India

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

2009 – Acquisition of Sureseal to add Water Hammer control valve range

2010 – Established UNIT-3 of 50,000 Sqft. At SEZ Pithampur for Valves & Gates

2011 – Technical collaboration with Rehart, Germany for Archimedes screw pumps & hydro power generation. Acquisition of Shivpad to add Process Equipment range

2012 – Established UNIT-2 of 150,000 Sqft. For Fabricated products. Technical collaboration with Mahr Maschinenbau , Austria for various Screens

2014 – Acquisition of Mahr Maschinenbau, Austria

2016 – Acquisition of Rodney Hunt Brand in USA

2017 – Company listed on National Stock Exchange (NSE)

2018 – Established plant of 60,000 sqft at Orange Massachusetts, USA for Fabricated products.

2019 – Established UNIT-4 of 50,000 Sqft at SEZ for Fabricated products. Technical Collaboration with Invent, Germany for Disc Filters

2023 – Joint Venture with Invent , Germany to manufacture their range of aeration and mixing equipment. Acquired Waterfront Fluid Controls Ltd, UK

Evolution Through Acquisition

JASH

2023

Waterfront Fluid Controls Ltd, UK
(Acquisition value GBP 2 million)

WATERFRONT

To seize the opportunity presented by closure of Hambaker and become the largest Water Control Gates company in UK using Waterfront local presence.

2016

Rodney Hunt Inc., USA
(FY-24 revenue ~₹ 222 Cr)
(Acquired at US$ 4 million)

RODNEY HUNT

To add world renowned brand and get access into North American market of water control gates. To get access to top representatives in states so that they can help in selling screens & knife gate valves.

2014

Mahr Maschinenbau GmbH, AUSTRIA
(FY-24 revenue of Mahr products ~ ₹ 26 Cr)
(Acquired at Euro 2 million)

M M

To add world renowned Screening technology and brand so that these could be leveraged in export market and help push gates and screens as a package

2011

Shivpad Engineers Pvt. Ltd, INDIA
(FY-24 revenue of Process Equip ~ ₹ 27 Cr)
(Acquired at ₹ 6 Cr)

To add treatment process equipment and increase the package size of products offered in a particular project.

2009

Sureseal, INDIA
(FY-24 revenue of Sureseal products ~₹ 15 Cr.)
(Acquired at ₹ 1Cr.)

SURESEAL

To add niche products of water hammer control in the water conveyance cycle where company had no presence in India.

State of Art Facilities & Turnover Capability

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)

Plant Capabilities

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.

Water jet Cutting of stainless steel plates upto 100 mm thick

Fabricating capacity for jobs up to 50 tonnes weight

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

Laser Cutting Machine for plates upto 16 mm thick

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

Products Overview

Product at a Glance

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

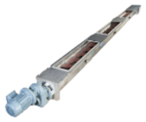

Mahr Perscalator Screen


Travelling Band Screen

Product at a Glance

Screening Conveying Equipment


Belt Conveyor


Screw Conveyor


Screw Conveyor with wash compactor


Jet Breaker Washer Compactor

Knife Gate Valves


“ZFI” Series Knife Gate Valve


“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

Product at a Glance

Process Equipment

Detritor

Slow speed floating aerator

Clarifier

Clarifloculator

Slow speed fixed aerator

Hydro Power Equipment

Hydropower Screw Generator

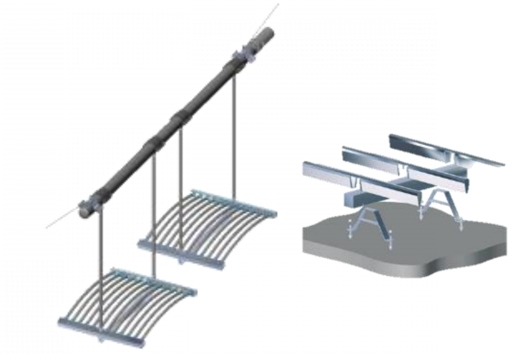
Screw Pumps

Archimedean Screw Pump

Filtering Equipment

iFILT® Diamond Disc Filter

Secondary Treatment Equipment



Diffuser Aeration

Mixing & Aeration Equipment

Decanting Equipment

Turbo Blower

Application Of Products

Water intake systems

Storm water pumping stations

Water & waste water treatment plants

Irrigation systems

Power plants

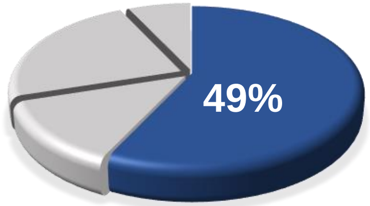
Paper & pulp plants

Petrochemical plants

Steel plants

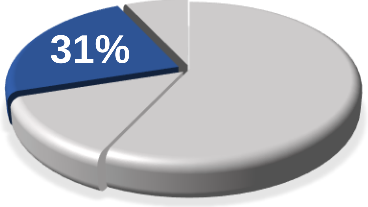
Product Offerings With Revenue Contribution (Q1FY25)

Water Control Gates



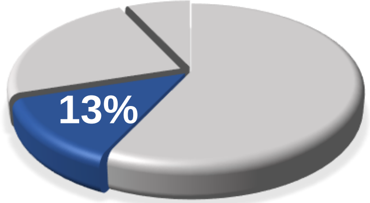
Revenue Contribution

Screening Equipment



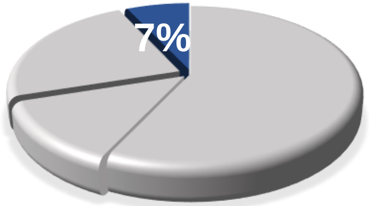
Revenue Contribution

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

EUROPE & AFRICA
Q1FY25
10.98

USA
Q1FY25
37.68

MIDDLE EAST
Q1FY25
0.13

INDIA
Q1FY25
38.98

FAR & SOUTHEAST ASIA
Q1FY25
26.78

Revenue from Operations Q1FY25 (₹ Cr)	Within India	Outside India	Total
	~ 38.98	~ 75.57	~ 114.55

Clients & Consultants - India

CONTRACTORS

- एनटीपीसी NTPC
- बी एच ई एल BHEL
- Reliance Industries Limited
- सेल SAIL
- LARSEN & TOUBRO
- xylem Let's Solve Water
- WABAG
- suez
- adani
- एनपीसीआईएल NPCIL
- Kirloskar
- NCC Limited
- meil
- RAMKY GROUP Towards sustainable growth
- ENVIRO Enviro Control Private Limited
- THERMAX

CONSULTANTS

- TATA CONSULTANCY SERVICES
- STUP CONSULTANTS PVT. LTD.
- ThyssenKrupp Uhde India
- MaRS
- मेकॉन MECON ISO 9001 Company
- DASTUR
- Multi Media Consultants
- WAPCOS Limited (A Government of India Undertaking)
- NJS ENGINEERS INDIA PVT. LTD. (A wholly owned subsidiary of NJS Co. Ltd., Japan)
- FICHTNER INDIA
- SAPIENT TECHNO CONSULTANTS
- UNITY I. E. WORLD

Clients & Consultants - International

Kubota
Sembawang
VEOLIA WATER
Hyflux
EBARA
UES Better Environments
GE Power & Water
Water & Process technologies
ATAL ATAL ENGINEERING LTD
ZÜBLIN
ArcelorMittal
أرامكو السعودية saudi aramco
SMHB Sdn Bhd
Jurutera Perunding • Consulting Engineers
INNOVATIVE ENGINEERING for a better world
CHEVALIER 其士集團 CHEVALIER GROUP
Bestwise
SANLI
SMITECH
KHARAFI NATIONAL
KOH BROS

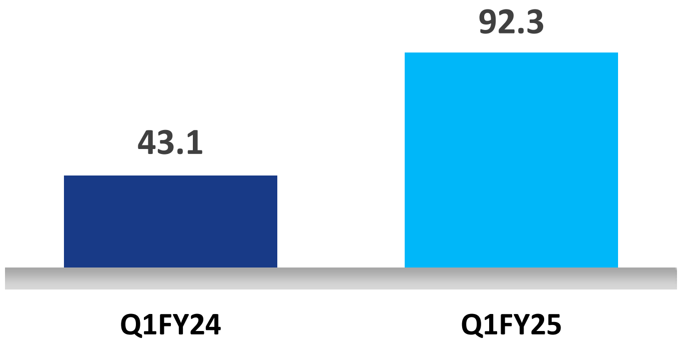
Mott MacDonald
BECHTEL
CDM Smith
BLACK & VEATCH Building a world of difference.
MWH.
AECOM
HAZEN AND SAWYER Environmental Engineers & Scientists
ATKINS
Stantec
SJ SURBANA JURONG
ARUP
KEO KEO International Consultants

Financial Performance

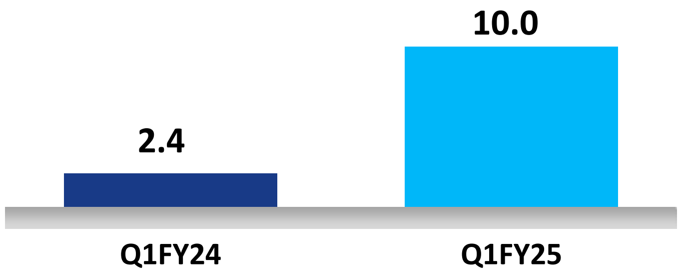
Standalone Performance – Jash, Shivpad & Jash USA

JASH ENGINEERING LTD.

Revenue (₹Cr)*

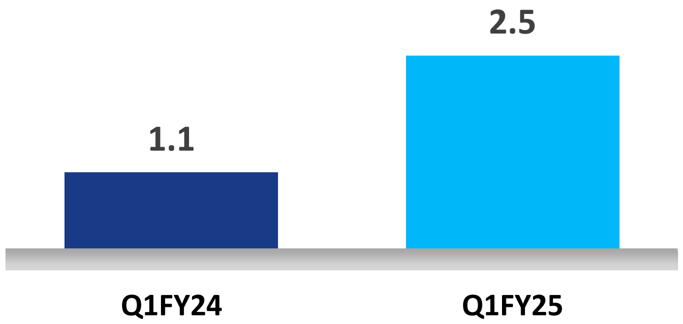


PAT (₹Cr)



SHIVPAD ENGINEERING PVT. LTD.

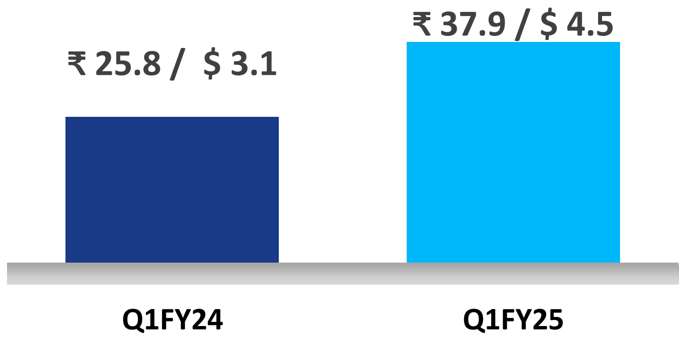
Revenue (₹Cr)*



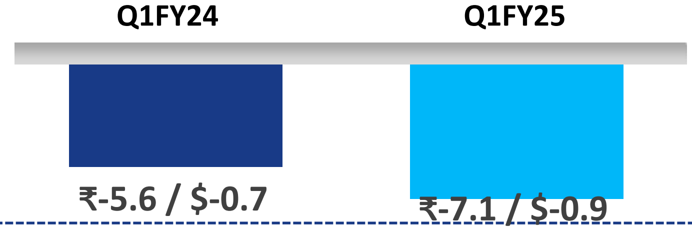
PAT (₹Cr)

JASH USA / RODNEY HUNT

Revenue (₹Cr/ US$ Mn)

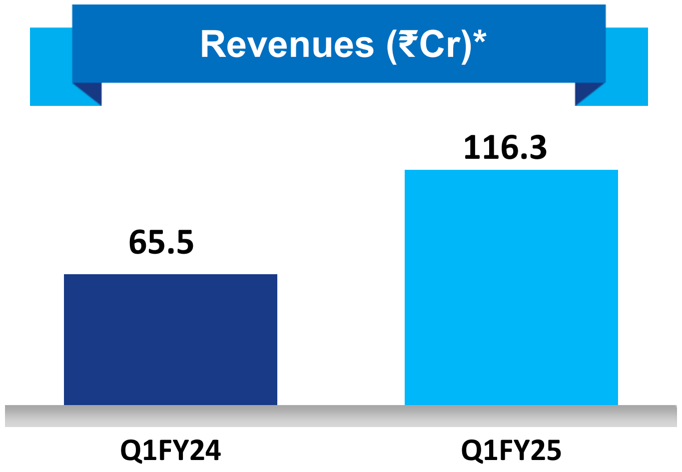


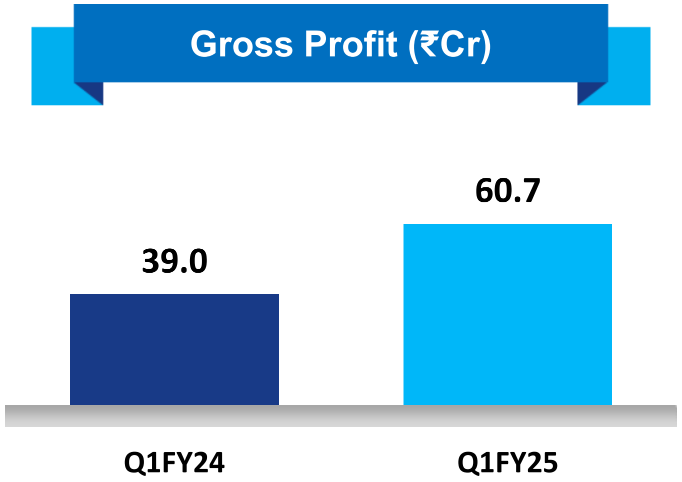
PAT (₹Cr/ US$ Mn)

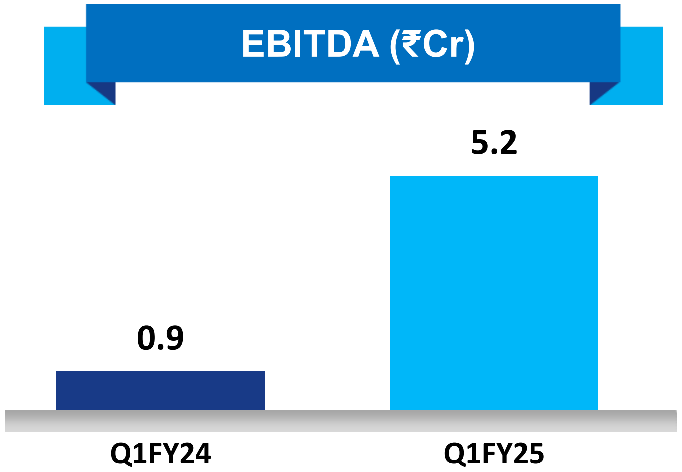


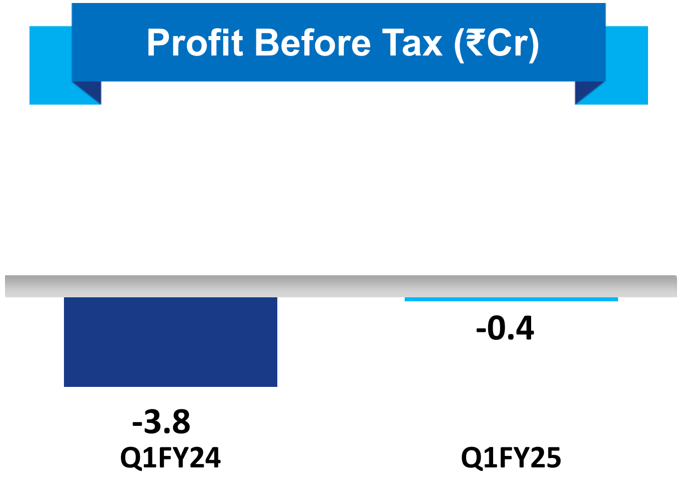
* includes other income.

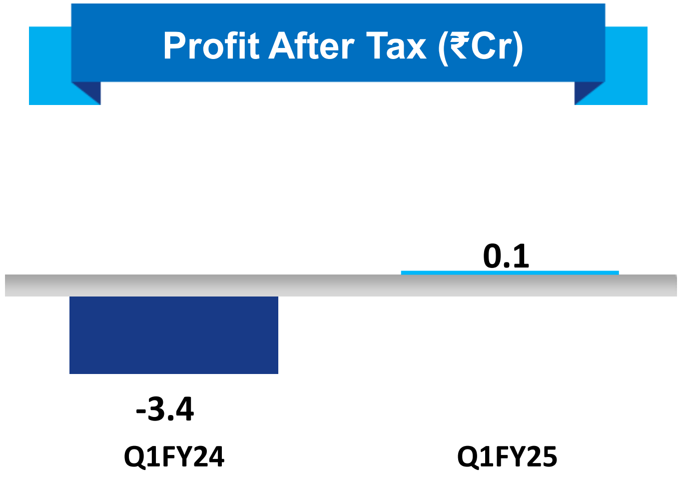
Consolidated Financial Snapshot











* includes other income.

Consolidated Income Statement

Particulars (₹ Cr)	Q1FY25	Q4FY24	Q1FY24	FY24	FY23
Total Income	**116.3**	**218.8**	**65.5**	**521.9**	**415.2**
Total Expenses	116.6	169.7	69.3	438.2	358.7
EBITDA	**5.2**	**34.5**	**0.9**	**105.1**	**77.1**
EBITDA Margin (%)	***4.5%***	***25.0%***	***1.4%***	***20.1%***	***18.6%***
Finance Cost (Net)	2.5	3.0	2.0	11.0	9.9
Depreciation	3.1	2.8	2.7	10.8	10.6
PBT	**-0.4**	**48.9**	**-3.8**	**83.3**	**56.5**
Tax	-0.5	9.9	-0.4	16.5	4.8
PAT	**0.1**	**39.1**	**-3.4**	**66.9**	**51.8**
PAT Margins (%)	***0.0%***	***17.9%***	***-5.1%***	***12.8%***	***12.5%***
EPS (₹)	**0.0**	**31.6**	**-2.8**	**55.5**	**43.2**

Business Outlook

Consolidated Order Book as on 1st August 2024

Jash Engineering Ltd
₹ 553 Cr*

Jash USA / Rodney Hunt
₹ 365 Cr

Waterfront Fluid Controls Ltd.
₹ 21 Cr**

Within India
₹ 327 Cr

Outside India
₹612 Cr

Combined order book stood at
₹ 939 Cr

*Jash includes Shivpad order Booking of Rs.39 Cr.
**Order Booking considered 80% of 26 Cr total order boking .
Combined order booking after deducting inter-company orders.

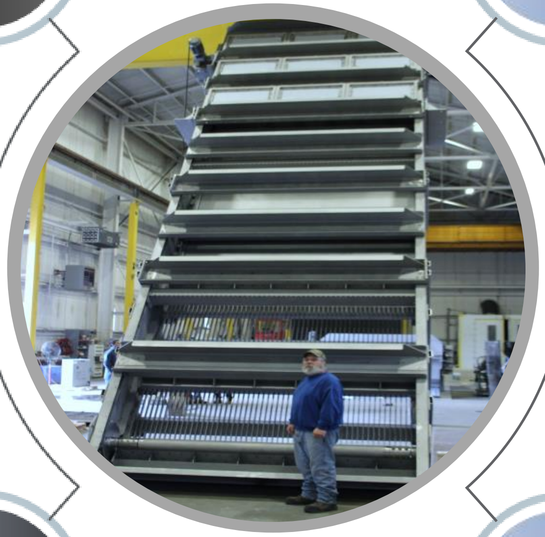
Consolidated Order Pipeline as on 1st August 2024

ALREADY NEGOTIATED

Within India
₹ 34 Cr

Outside India
₹ 26 Cr

Combined
₹ 60 Cr



UNDER NEGOTIATION

Within India
₹ 21 Cr

Outside India
₹ 22 Cr

Combined
₹ 43 Cr

Consolidated Sales Outlook for FY 24-25

Jash Engineering Ltd
₹ 460 Cr*

Jash USA / Rodney Hunt
₹ 280 Cr

Waterfront Fluid Controls Ltd.
₹ 40 Cr**

Within India
₹ 285 Cr

Outside India
₹ 390 Cr

Combined
₹ 675 Cr

*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.

Other Developments

- A new production facility of approx. 60,000 sq feet for process equipment at Shivpad, Chennai is under construction and is expected to be commissioned by Feb 2025. This facility is being built at an approximate cost of Rs. 20 crores and this will start contributing to improvement in revenue from April 2025 onwards. This facility at its peak production capacity will contribute up-to Rs. 100 Cr to company revenue.

- The Lease deed for the new land taken for expansion of SEZ Unit 4 plant has been registered in July 2024 and with this we are now going ahead with plans to construct a new 64,000 sq feet facility to manufacture Stainless steel products for the growing export market. The construction of this plant will start in October 2024 and the plant will be commissioned by year end 2025. This plant will be constructed at a tentative cost of Rs 22-23 crores inclusive of land and at its peak production capacity will contribute up-to Rs. 100 Cr to company revenue.

- For the year 2024-25 we have planned total investments of Rs. 29 Cr as under :

- Unit 1	: Rs 1.5 Cr
- Unit 2	: Rs 2.5 Cr
- Unit 3	: Rs 4.5 Cr
- Unit 4	: Rs 3.0 Cr
- Unit 4 Expansion	: Rs 7.5 Cr
- Shivpad Plant, Chennai	: Rs 10.0 Cr

These investments are undergoing as planned and once completed will tremendously impact performance and output from all units from next year.

Other Developments

- The Company achieved highest monthly order booking in its history in July 2024. The total orders booked in July were worth Rs. 107 Cr of which Rs. 38 Cr were for projects in India and Rs. 69 Cr was for projects outside India.

- The Board approved the Sub-division/Split of Equity Shares of 1 equity share of the Company having face value of ₹ 10/- each into 5 equity shares having face value of ₹2/- each, subject to approval of the shareholders of the Company.

- The Board approved the proposal for Direct Listing of Equity Shares of the Company on the Main Board of BSE Limited ("BSE") subject to requisite approvals.

Mr. Pratik Patel

Managing Director

We are pleased to report improved performance in this quarter. Capitalising on our robust order book, we have achieved consolidated revenue growth of 78% in Q1 and are able to report minor profits for the quarter. Historically, every year we have been showing significant losses in Q1 and so even minor profit in this Q1 is a critical improvement for the company ! Importantly Jash as well as all the other subsidiaries including Rodney Hunt have achieved significant growth in revenue in this quarter.

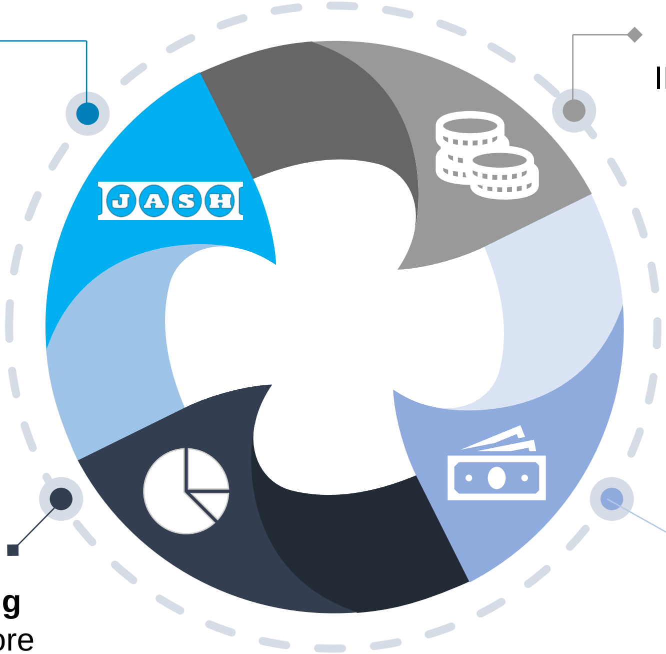
Our consolidated order book at ₹939 crores is quite healthy and our order pipeline remains strong. We remain confident of positive performance going forward on the back of robust demand environment for our products domestically and globally. New opportunities arising from Wastewater treatment and Reuse, Desalination, Storm water & Flood prevention and Rising Sea levels will open up exciting possibilities for the company on the basis of huge investments planned in these activities, domestically as well as globally !

We expect the growth momentum to strongly continue going forward and we remain optimistic about surpassing our targets for FY25 , buoyed by a strong order pipeline.

Shareholders Information

STOCK DATA

(As on 31st July 2024)



NSE Symbol
JASH

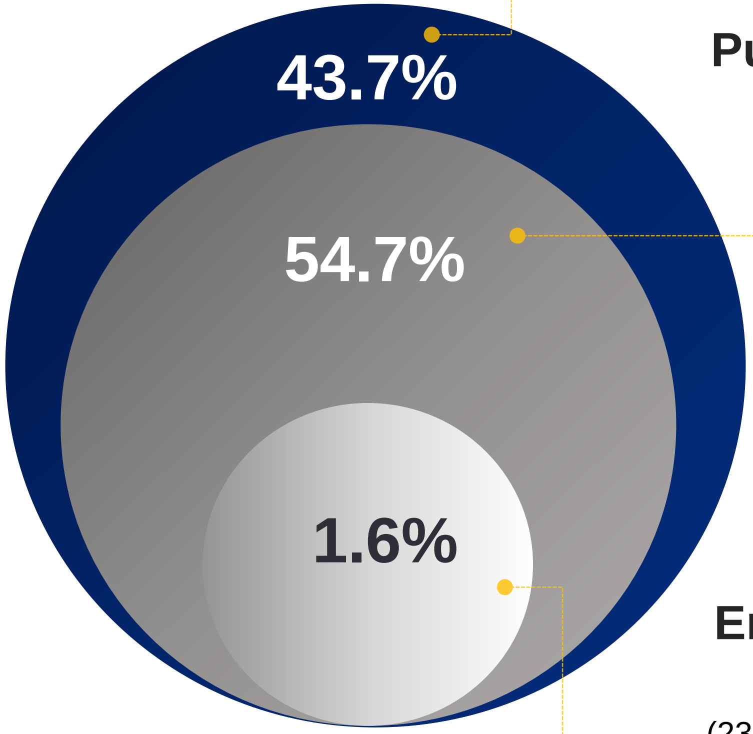
Market Capitalization
INR 3,169 Crore

Shares Outstanding
INR 1.25 Crore

Stock Price
INR 2,535

SHAREHOLDING PATTERN

(As on 30th June 2024)



Promoters

Public

Employee Trusts
(231 Employees)

THANK YOU

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