JASH ENGINEERING LTD.

Contributing to a sustainable environment worldwide...

Investor Presentation

March 2022







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Company Overview

Products & Application

Financial Performance

Business Outlook

Investment Rationale

Mahr Maschinenbau



COMPANY OVERVIEW

JASH AT-A-GLANCE





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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.



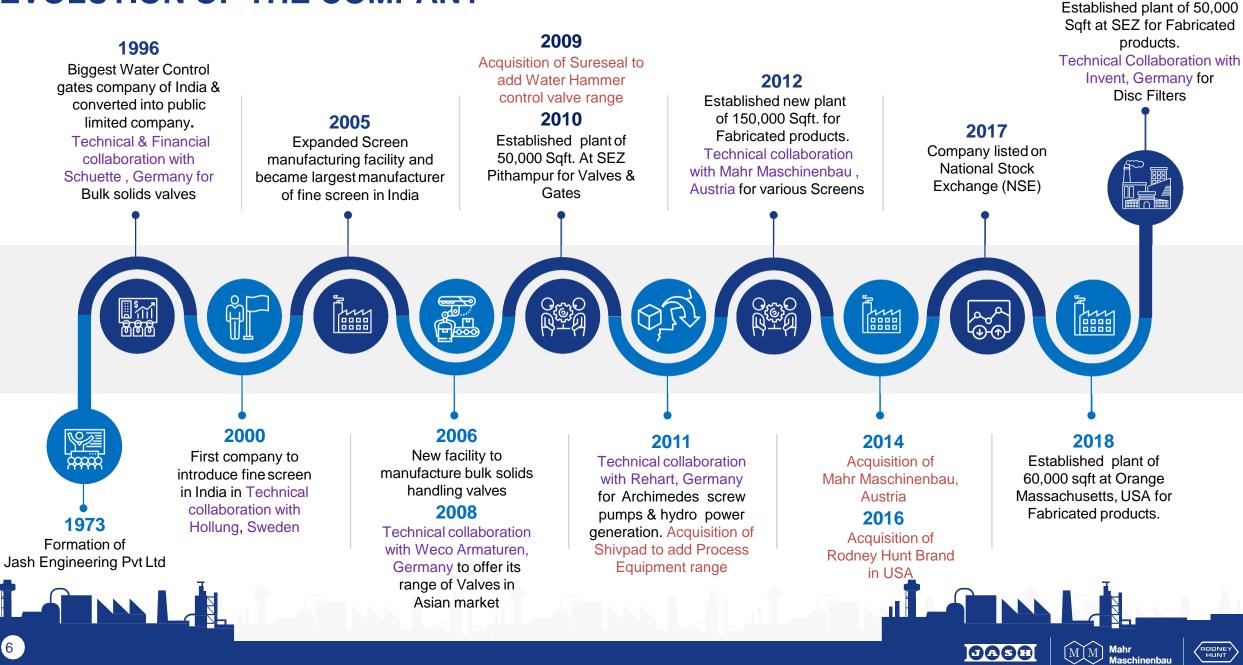


Approved by Major Municipal Authorities in India and Abroad

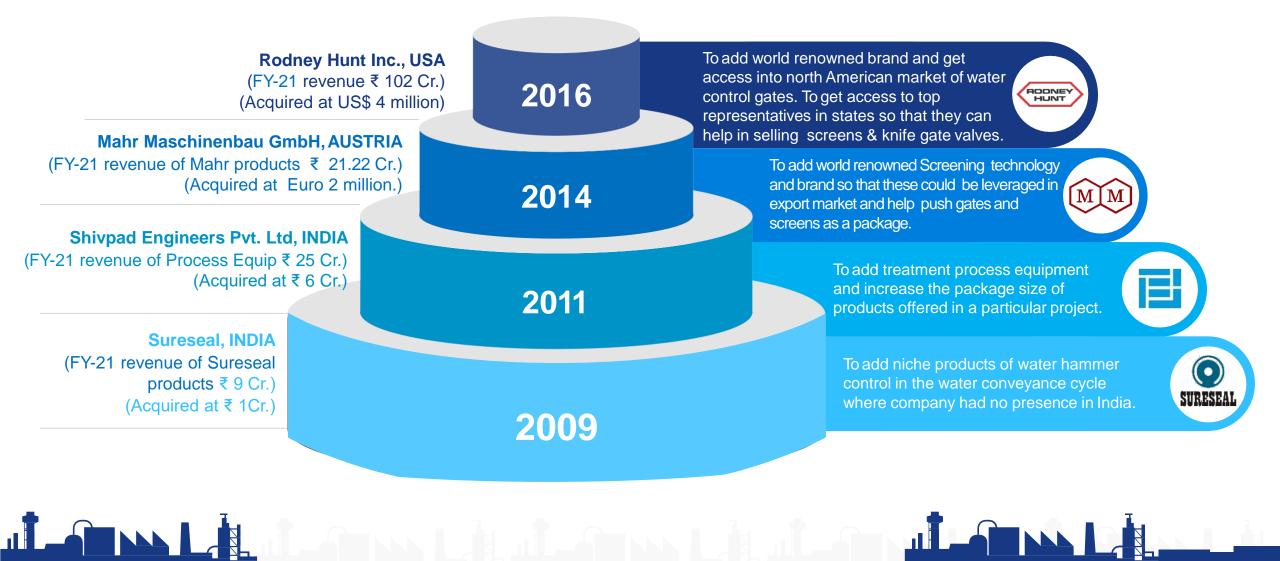




EVOLUTION OF THE COMPANY



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



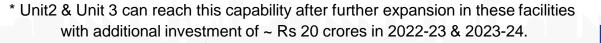
UNIT-3 SEZ PLANT BUILT UP AREA: 50,000 Sq.ft. Turnover Capability : ₹ 100* Crore

Total Turnover Potential from existing facility ₹ 500+ Cr



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



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



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 20000mm



Laser Cutting Machine for plates upto 16 mm thick



Flight Forming Machine for 5000 mm diameter



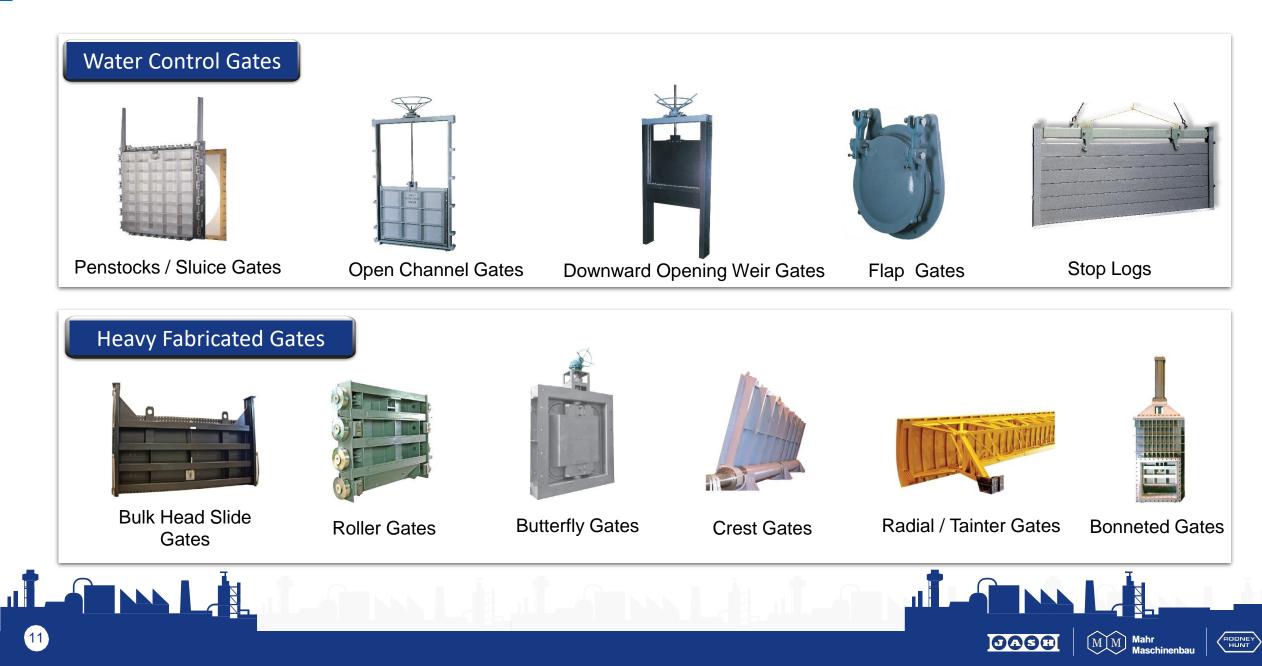
Flight welding machine for 4500 mm diameter x 24,000 mm length

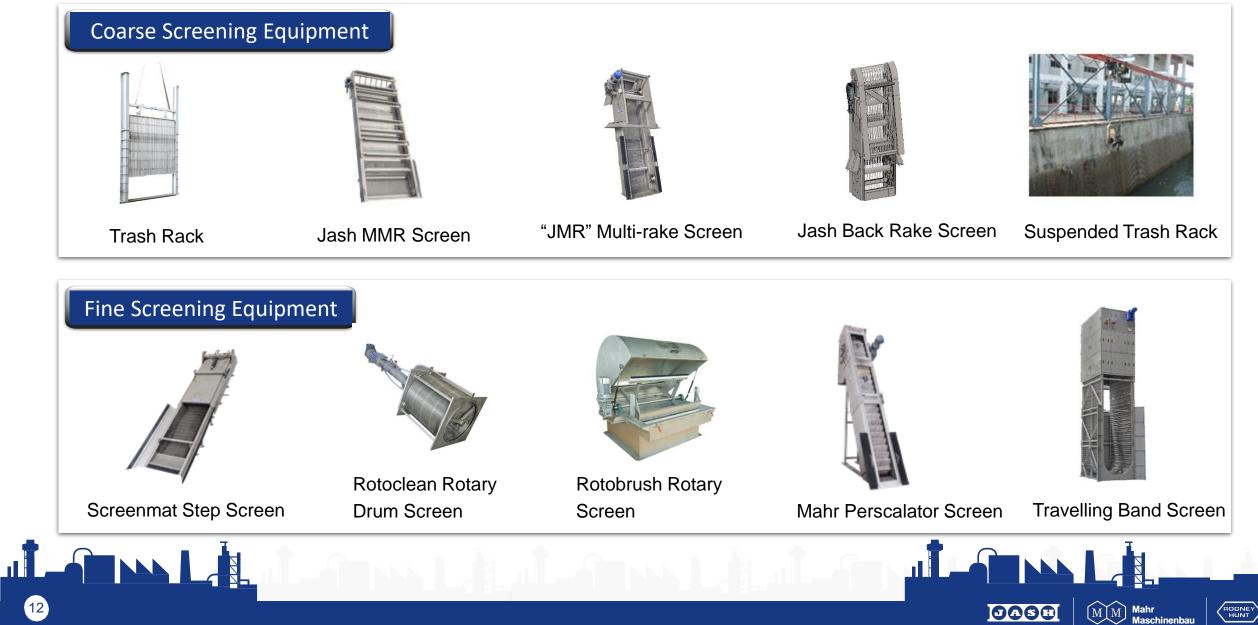




Jash Fabricated Products Plant Unit-2

PRODUCTS OVERVIEW











Process Equipment



Detritor



Slow speed floating aerator



Clarifier



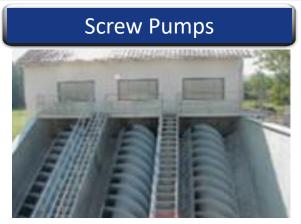
Clarifloculator



Slow speed fixed aerator



Hydropower Screw Generator



Archimedean Screw Pump



APPLICATION OF PRODUCTS





Power plants



Paper & pulp plants



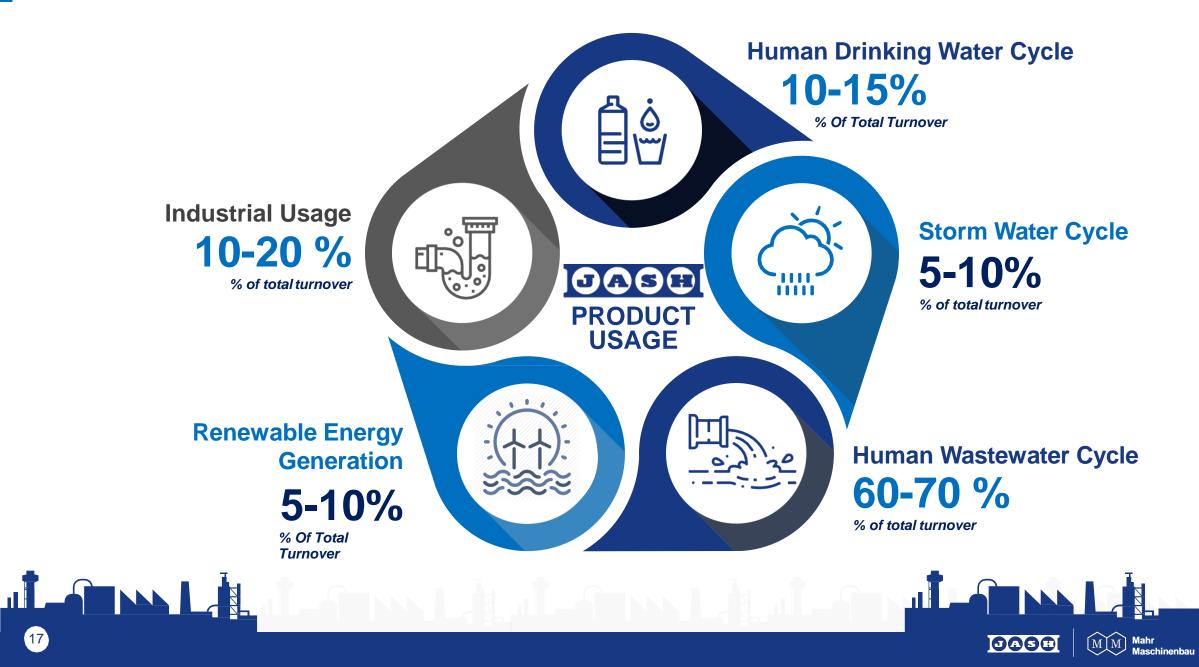
Petrochemical plants



Steel plants



PRODUCT USAGE



Human Drinking Water Cycle





St	ages in Human Drinking Water Cycle	Jash Products Used
•	Collection / storage of water in dams and reservoirs	Water control gates
•	Intake systems to take fresh water from dams / reservoirs or take seawater from sea for desalination	Water control gates Screens
•	Pumping stations to pump water to distant cities	Water control gates Screens
•	Water transmission lines to take water to distant cities	Water hammer control valves
•	Water treatment plant / Desalination plants where water is treated and made fit for human consumption	Water control gates Process equipment
•	Long distance water transmission lines to cities and homes	Energy dissipating valves



Human waste water and Industrial waste water cycle





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St	ages in Human & Industrial Waste Water Cycle	Jash Products Used
•	Pumping stations to collect and pump waste water to distant sewerage treatment plant	Water control gates Screens Knife gate valves Archimedes screw pumps
•	Waste water transmission lines to take water to distant plants	Water hammer control valves Knife gate valves
•	Sewerage treatment plant where waste water is treated and made fit for disposal or in some cases for human consumption	Water control gates Screens Knife gate valves Process equipment Disc filters
•	Outfalls of treated water to sea or rivers	Water control gates Hydropower Screw Generators

Mahr Maschinenbau

Storm water cycle	Stages in Storm Water Cycle	Jash Products Used
	 Pumping stations to collect and pump storm water to sea / river / treatment plant 	Water control gates Screens Knife gate valves Archimedes Screw pumps
	 Storm water treatment plant where storm water is treated and made fit for disposal to river / sea or for other uses: 	Water control gates Screens Knife gate valves





Renewable Energy Generation





St	ages in Renewable Energy Generation	Jash Products Used
•	Canal based power generation	Hydropower screw generator Water Control Gates Screens
•	Run of river based power generation	Hydropower screw generator Water Control Gates Screens
•	Outfalls of Sewage treatment plants based power generation	Hydropower screws Water Control Gates
•	Outfalls of Power plants based power generation	Hydropower screws Water Control Gates
•	Replacement of water wheels and other old technologies for power generation	Hydropower screws Water Control Gates





Industrial use





St	ages in Industrial Use	Jash Products Used
•	Collection / storage of water in dams and reservoirs	Water control gates
•	Intake systems to take water from dams and reservoirs	Water control gates Screens
•	Pumping stations to pump water to distant plants	Water control gates Screens
•	Water transmission lines to take water to distant plants	Water hammer control valves
•	Water treatment plant where water is treated and made fit for industrial use	Water control gates Process equipment
•	Effluent treatment plant where waste water is treated and made fit for disposal or in some cases for reuse	Water control gates, Screens Knife gate valves Process equipment Disc Filter
•	Outfalls of treated water to sea or rivers	Water control gates Hydropower Screw Generators
•	Cement / Power Plant / Petroleum / Paper Pulp / Chemical / Food processing / Pharmaceuticals etc.	Knife Gate Valves Bulk Solid Valves.





PRODUCT OFFERINGS WITH REVENUE CONTRIBUTION (FY21)

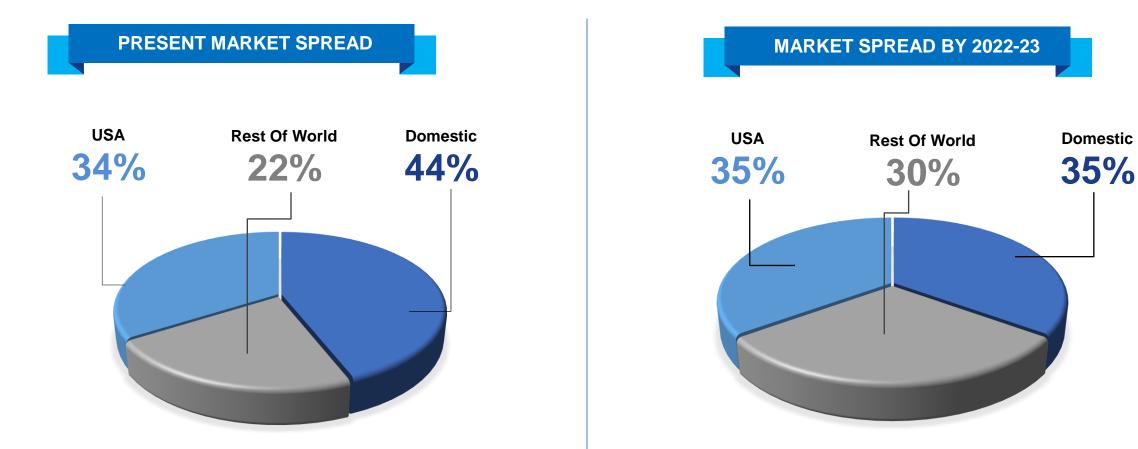


MAKING THE WORLD OUR MARKET

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.



IMPROVEMENT IN MARKET SPREAD



The company had decided to pursue an export led growth strategy and reduce dependence on Indian market by increasing exports from 20% earlier to 65% by 2024-25. In 2019-20 exports was nearly 46% of total business and reaffirmed that the vision of improving the market spread was on course. Achieving the target of 65% exports by 2024-25 will place the Company on a strong pedestal from a topline and profitability perspective.

CLIENTS & CONSULTANTS - INDIA



Mahr Maschinenbau

JASH

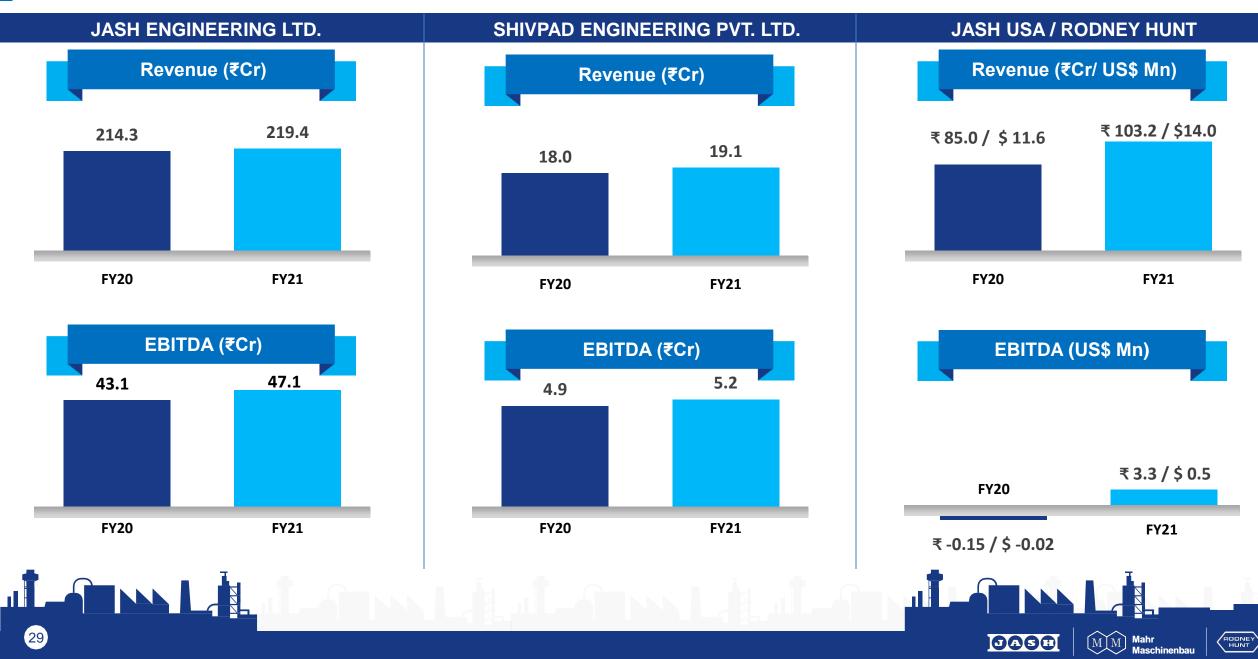
CLIENTS & CONSULTANTS - INTERNATIONAL



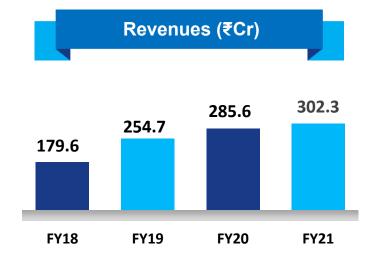


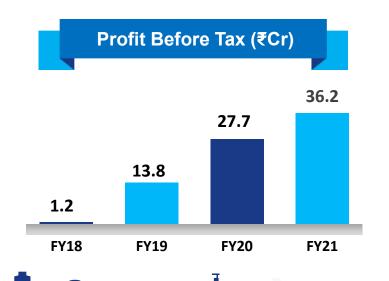
FINANCIAL PERFORMANCE

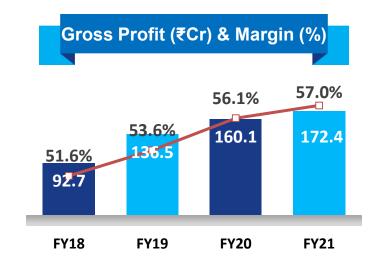
STANDALONE PERFORMANCE – JASH, SHIVPAD & JASH USA

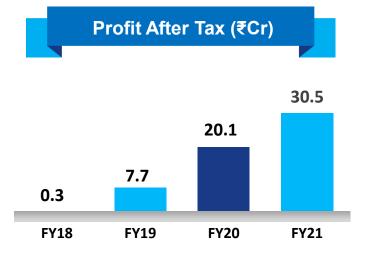


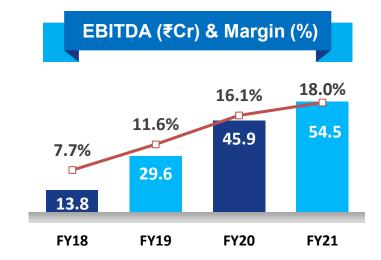
CONSOLIDATED FINANCIAL SNAPSHOT



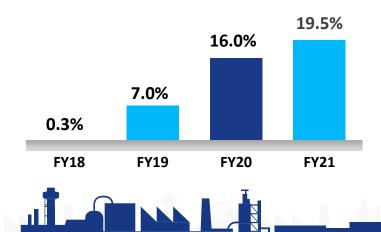












Mahr Maschinenbau



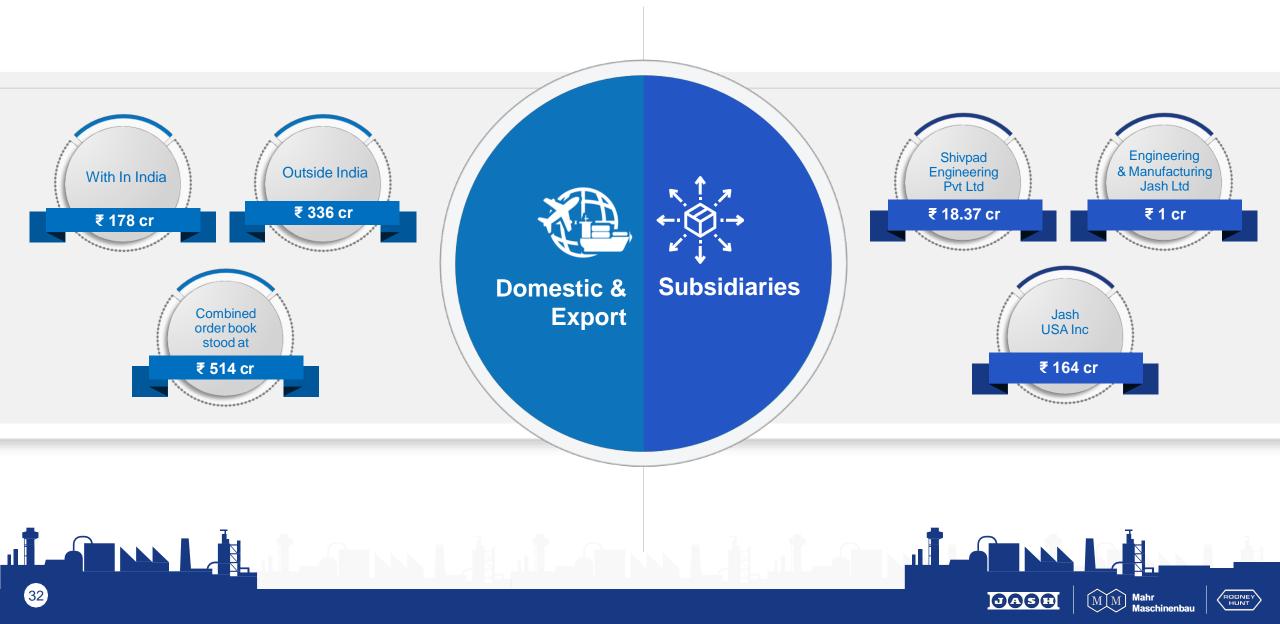


BUSINESS OUTLOOK

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

1.00

CONSOLIDATED PENDING ORDER BOOK AS ON 1st MARCH 2022



CONSOLIDATED ORDER PIPE LINE AS ON 1st MARCH 2022

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Orders already negotiated with clients by 1st March 2022 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 21-22

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Projections are subject to adverse conditions due to Covid-19 & Russian-Ukraine war related developments





Unit-4 & Unit-3 at SEZ, Pithampur

INVESTMENT RATIONALE

STRONG BOARD WITH DIVERSIFIED EXPERIENCE

Mr. Axel Schuette

He has wide business experience in many countries and is on the board since 1995. He has experience of over 37 years in the Engineering Industry and is an expert on Knife gate and bulk solids handling valves.

Ms. Sunita Kishnani

She has wide experience in software and internet based businesses. She has worked with Easymedico as a whole time Director (Marketing) and is presently Chief Marketing Officer in Systematix Infotech P. Ltd., Indore.

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Mr. Vishwapati Trivedi

He is highly experienced ex-officer who has served in Govt. of India. He has been Technical Asst to Executive Director, International Monetary Fund, USA, MD -MPFC, CMD - Indian Airlines Ltd., Secretary to the Govt. of India - Ministry of Mines, Chairman - Inland Waterways Authority of India, Secretary - Ministry of Shipping.

Mr. Brij Mohan Maheshwari

He is acting as Corporate Adviser & Practicing Advocate at High Court of M.P (Indore Bench) mostly on corporate matters and has worked as Company Secretary of Alpine Industries Limited from 1990 to 2003.

Mr. Durgalal Tuljaram Manwani

He has over 35 years of experience in manufacturing companies and is a visiting faculty member in various management institutes across India. He has worked in HAL, Nucon, Fluidomat and is presently Managing Director in Quantile Analytics Private Limited, Indore.

Mr. Sunil Choksi

He has over 42 years of experience in Quality Control Management and is currently the Managing Director of Choksi Laboratories Limited, a listed company on BSE.

JASE

This diversity of knowledge and experience of the board helps guide the management in its approach to business. The board comprise of total 8 members of which 2 members are from promoter family (Pratik Patel & Suresh Patel), 1 member is our German partner since 1995 (Axel Schuette) and balance 5 members are independent directors with expertise in different fields.

COMPETENT & PROFESSIONAL MANAGEMENT IN HEAD OFFICE





COMPETENT & PROFESSIONAL MANAGEMENT IN SUBSIDIARIES

Mr Ranjit Nair President, Rodney Hunt

Mechanical Engineer, MBA - Finance, Age - 47 Years, 18 years of experience in the field of the wastewater industry with Headworks USA, a leading manufacturer of screens in USA using technology from Mahr Maschinenbau and with Spaans Babcock, who are world leader in Screw Pump & Screw Generators business. Looking after Marketing & Sales activities and Customer relationship.

Mr Rob Kibler Head of Engineering, Rodney Hunt

Age - 65 years. Associated with over 37 years at Rodney Hunt Inc, last 10 years as Chief Engineer. Having experience of more than 35 years for water control gates. He has an extensive experience in designing, project management and managerial function for roller gates for Deep Tunnels and has also worked as consultant to some of the leading cities in USA.

Ms. Harshita Gandhi Head of Finance, Rodney Hunt

Chartered Accountant & doing CPA, Age – 30 Years, 10 years of experience in Finance & Banking with HDFC Bank, India. Looking after Finance and administration.

Mr. Suresh Kumar

Director, Shivpad Engineers

BE-Mechanical, PGDMM, Age - 55 years, 33 years experience in marketing of rotating equipment to water and waste water industry through KBL, Mather & Platt, Beacon weir. Looking after all aspects of Shivpad operations since acquisition.



APPROVED BRANDS / COMPREHENSIVE PRODUCT BASE

APPROVED BRANDS

The business is based on brand approval from end users. The company markets its products under Jash, Jash-Schuette, Jash-Rehart, Mahr Maschinenbau, Rodney Hunt, E&M Jash, Shivpad and Sureseal brands. These brands are approved by major municipal corporations, sewerage boards, consultants and large EPC companies in India and abroad (US, Europe, Middle East, South East Asia and Africa).

The acquisition of Rodney Hunt in USA, Mahr Maschinenbau in Austria and E&M in Hongkong has ensured that the company has now access in all the principle markets that it is targeting through these brands.

Availability of internationally known brands like Rodney Hunt, Mahr, Schuette and E&M Jash ensures easy acceptance of company products in international market and faster approval in new markets worldwide.

COMPREHENSIVE PRODUCT BASE

The company is quite dominant in Water control gates, Screens, Knife gate valves, Water Hammer Control valves, Process equipment, Bulk solids handling valves and Archimedes Screw pumps and Hydropower Generators. To this product range the company is adding Disk Filters & Agitators-Mixers from Invent, Germany leading to very wide spread product offering to a single project.

No other peers or company in India or in world manufactures more than 3 products. This diversified product base ensures that adverse market condition due to competition in any one product or by any one company will not severely affect company performance.

This also allows company to package a project thereby insulating it from price competition in any one or two products.



DIVERSIFIED MARKETS & GLOBAL REACH / INFRASTRUCTURAL INVESTMENT

DIVERSIFIED MARKETS AND GLOBAL REACH

Unlike most of its peers the company is not focused only on Indian market. Its markets are diversified with supplies in over 45 countries. Hence until there is a global recession or major global conflict, any set back or political upheaval in any one country or few countries does not affect its operations. To deleverage dependency on any one markets the company targets to have between 30-40% business from its 3 major business markets of India , North & south America & Rest of World.

This focus of spreading the markets is helping exports grow and today company is in vicinity of achieving over 50% sales from markets outside India. The company is presently on course with its target of achieving 60-65% sales from export markets in next 3 years time so as to reduce its dependency on Indian market which puts severe pressure on cash flows as well as on margins.

INFRASTRUCTURAL INVESTMENT

The company has put in place one of the most comprehensive facilities for manufacturing of these products and has created capacities and capabilities which are biggest amongst its peers worldwide! This ensures that when there are big projects or projects needing fast delivery or complex projects the clients prefer to opt for the company instead of its peers.

The company is in the process of investing close to ₹ 20 Cr. in its various facilities in India with a view to cater to expected growth from export as well as domestic market. This investment will be done over the years 2022-23 & 2023-24 after which the company will be in a position to cater to annual business to the tune of ₹ 500 Cr.



THE TURNAROUND OF RODNEY HUNT

The Rodney Hunt brand was acquired By Jash in Sept 2016 ! The Rodney Hunt manufacturing facilities in USA were acquired in Aug 2017 and production started after reorganization in Aug 2018 !

In 4 years of commencement of operations in USA we have touched revenue of USD 14 million and have nearly achieved breakeven in 2020-21. Had it not been for Covid shutdown in April / May 2020 or contamination of packaging wood of a big consignment which was required to be called back in March 2021 or the Suez canal shutdown, we would have crossed USD 14.5 million in sales and posted some profit in the fourth year of operations.

However we are today quite optimistic that the year 2021-22 will be the breakout year for Rodney Hunt. We have a good shot at touching USD 18 million in sales in the year 2021-22 with some minor profit. For the year 2022-23 we already have order book in excess of USD 19 million and our order pipeline is quite strong which makes us confident to project sales of USD 21 million for year 2022-23. At this sales level we expect the company to be reasonably profitable.

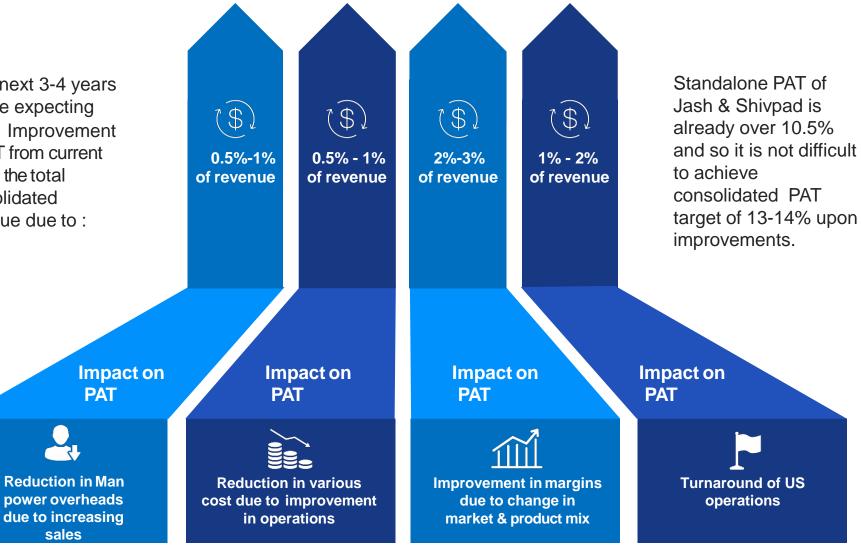
Once the company is profitable then it will open doors on projects which we cannot bid today due to limitation in bonding. This will allow us to scale up further and bring Rodney Hunt within top 2 players in Water control gates market in USA by 2024-25 with sales in excess of USD 28 million. In 2 years thereafter we hope to re-achieve the number 1 position in US market with sales in excess of USD 34 million, a position that belonged to Rodney Hunt since the early sixties till early 2015 !





IMPROVED PAT OUTLOOK

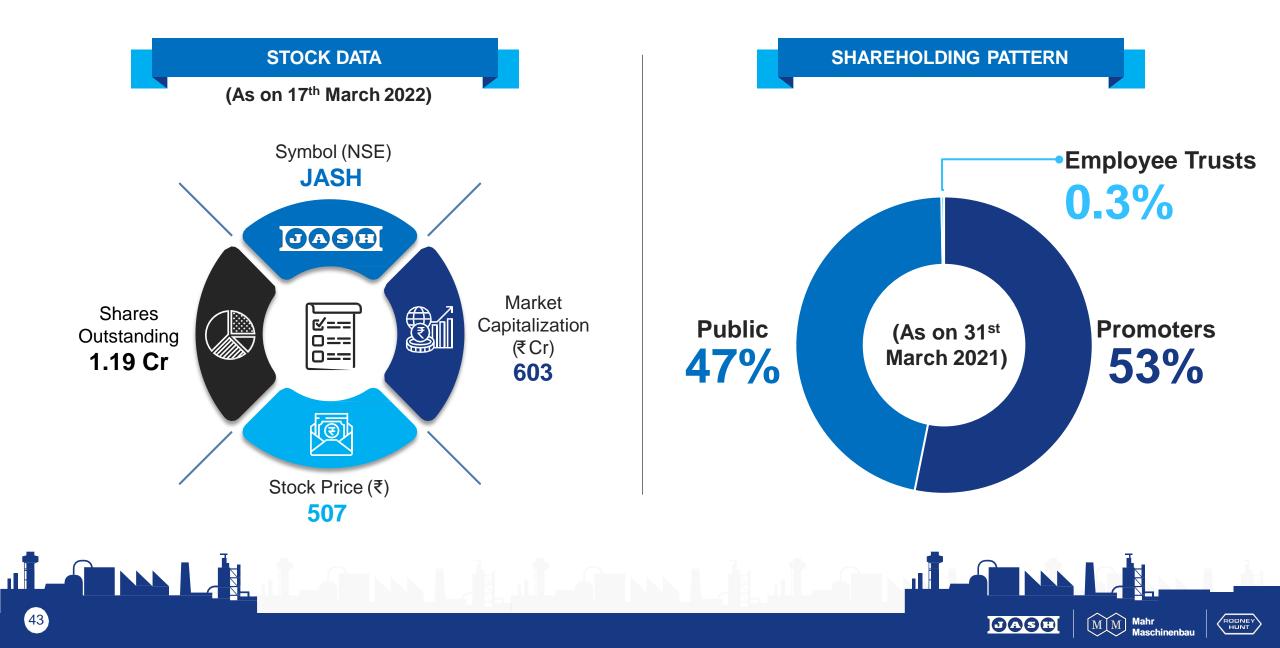
Over next 3-4 years we are expecting 4-5% Improvement in PAT from current 9% of the total consolidated revenue due to :







SHAREHOLDERS INFORMATION



THANK YOU

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