

When every drop counts...



# JASH ENGINEERING LTD.

*Contributing to a sustainable environment worldwide...*

## 48<sup>th</sup> Annual General Meeting

*23<sup>rd</sup> September 2022*





Head Office at Unit 1 in Indore



# COMPANY OVERVIEW

1973

Incorporation  
of Company



## Jash Engineering Ltd.



**5** Manufacturing  
Units



**~850** Employees



**₹ Cr. ~374**  
Consolidated Sales  
2021-22

- › 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.



**45+** Countries Global  
Exports



**350+** Years of  
Cumulative  
Experience



Approved by Major  
Municipal Authorities in  
India and Abroad

# STATE OF ART FACILITIES & TURNOVER CAPABILITY



**UNIT-1 CAST PRODUCTS PLANT**  
BUILT UP AREA: 125,000 Sq. ft.  
Turnover Capability : ₹ 75 Crore

Total  
Turnover Potential  
from existing facility  
**₹ 500+ Cr**



**UNIT-2 FABRICATED PRODUCTS PLANT**  
BUILT UP AREA: 155,000 Sq. ft.  
Turnover Capability : ₹ 175\* Crore



**UNIT-3 SEZ 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



**UNIT-4 Rodney Hunt Plant**  
BUILT UP AREA: 50,000 Sq. ft.  
Turnover Capability : ₹ 100 Crore

\* Unit2 & Unit 3 can reach this capability after further expansion in these facilities with additional investment of ~ Rs 20 crores in 2022-23 & 2023-24.

# 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**



**Bend & shear 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 2000mm**



**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**

# APPLICATION OF PRODUCTS



Water intake systems



Storm water pumping stations



Water & waste water treatment plants



Irrigation systems



Power plants



Paper & pulp plants

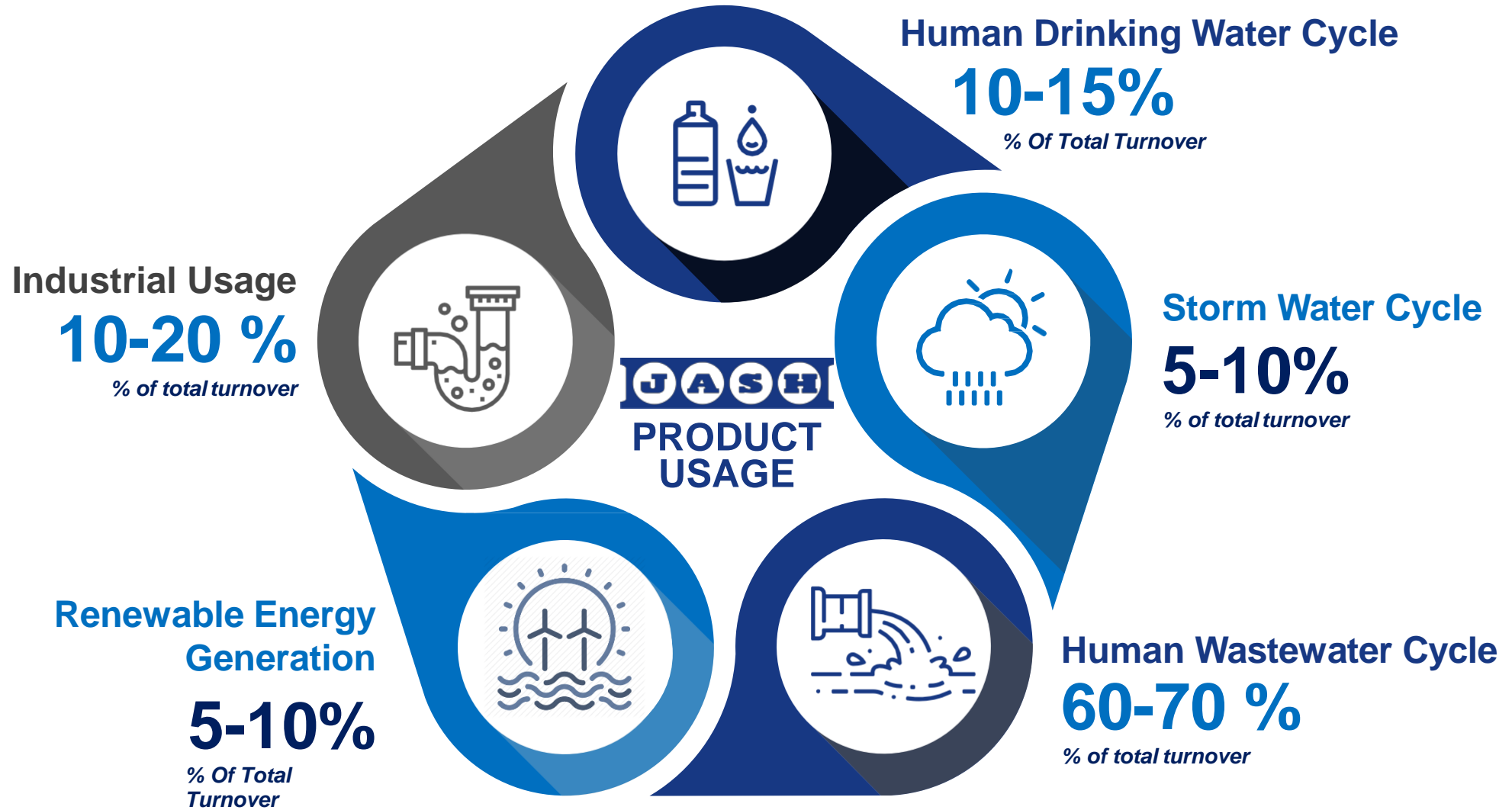


Petrochemical plants



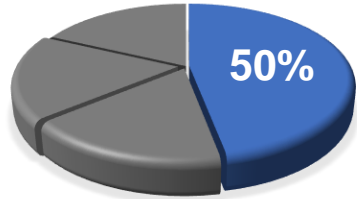
Steel plants

# PRODUCT USAGE



# PRODUCT OFFERINGS WITH REVENUE CONTRIBUTION (FY22)

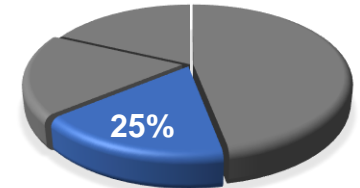
## Water Control Gates



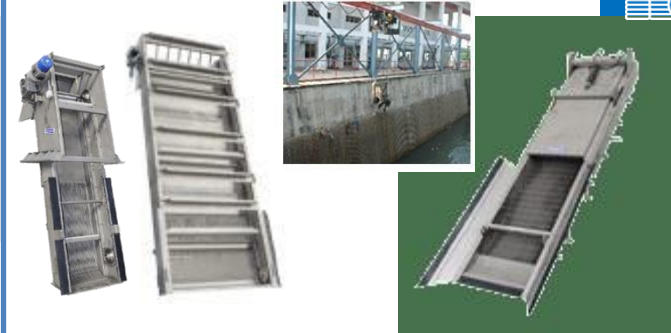
Revenue Contribution



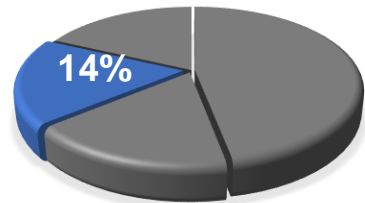
## Screening Equipment



Revenue Contribution



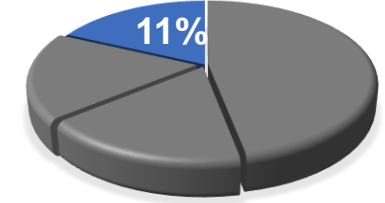
## Valves



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.



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



Crest Gate at Landsberg Fish Passage Ravensdale, WA, USA

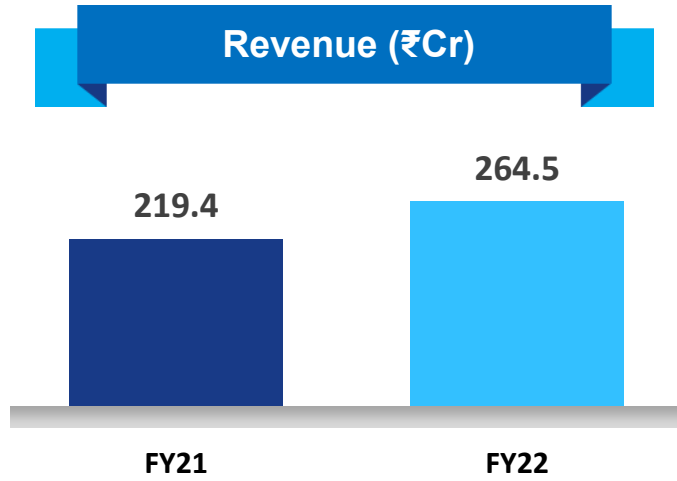


# FINANCIAL PERFORMANCE

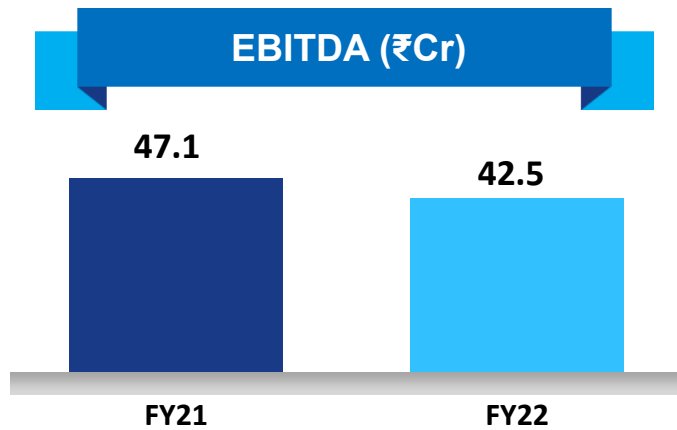
# STANDALONE PERFORMANCE – JASH, SHIVPAD & JASH USA

## JASH ENGINEERING LTD.

### Revenue (₹Cr)

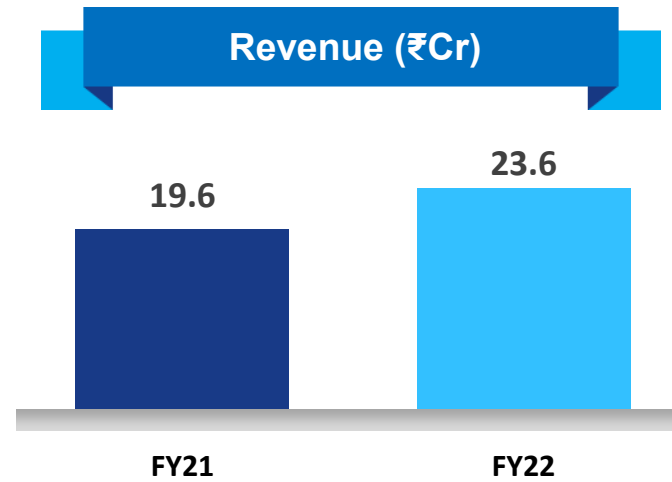


### EBITDA (₹Cr)

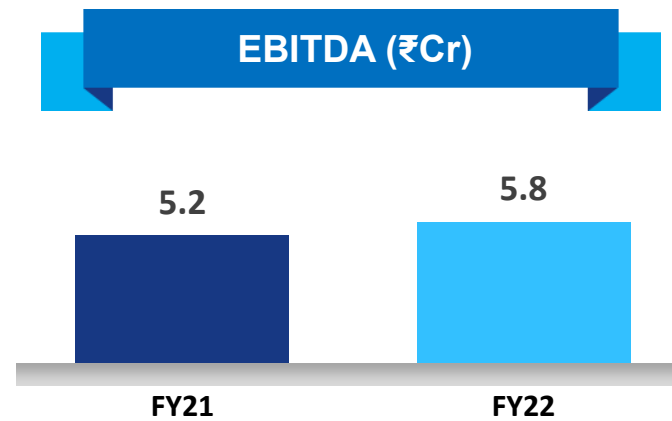


## SHIVPAD ENGINEERING PVT. LTD.

### Revenue (₹Cr)

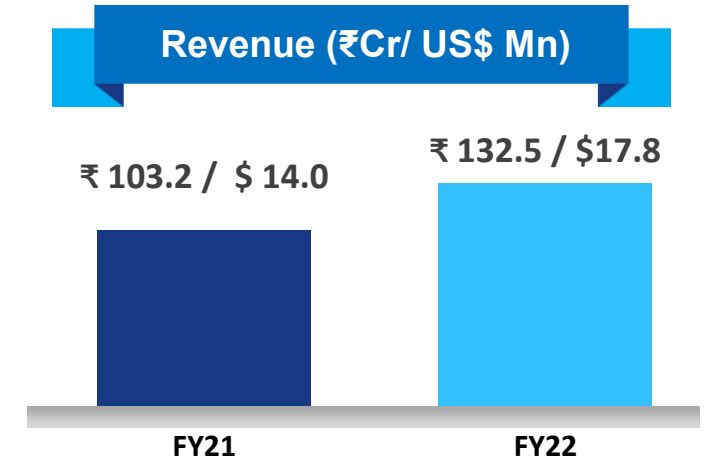


### EBITDA (₹Cr)

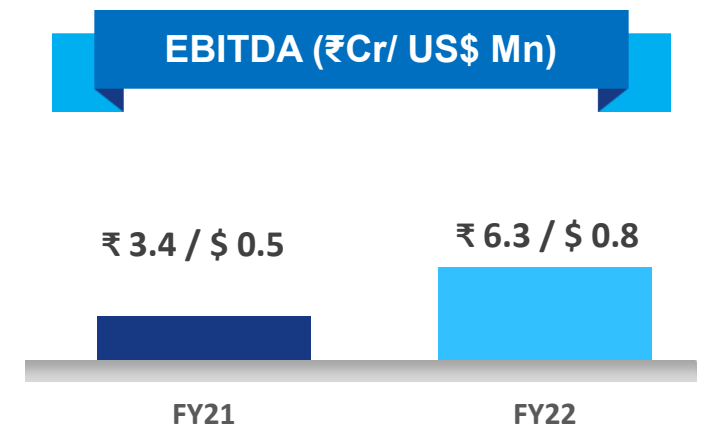


## JASH USA / RODNEY HUNT

### Revenue (₹Cr/ US\$ Mn)

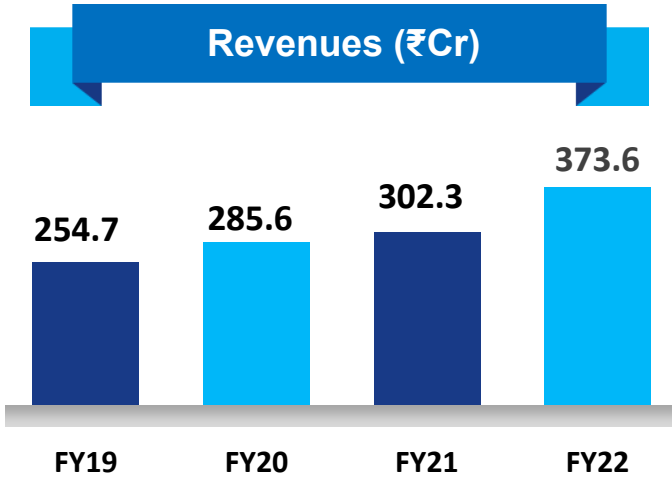


### EBITDA (₹Cr/ US\$ Mn)

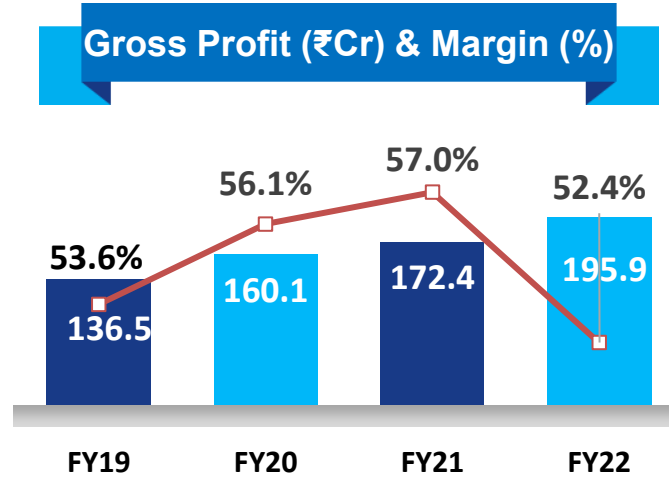


# CONSOLIDATED FINANCIAL SNAPSHOT

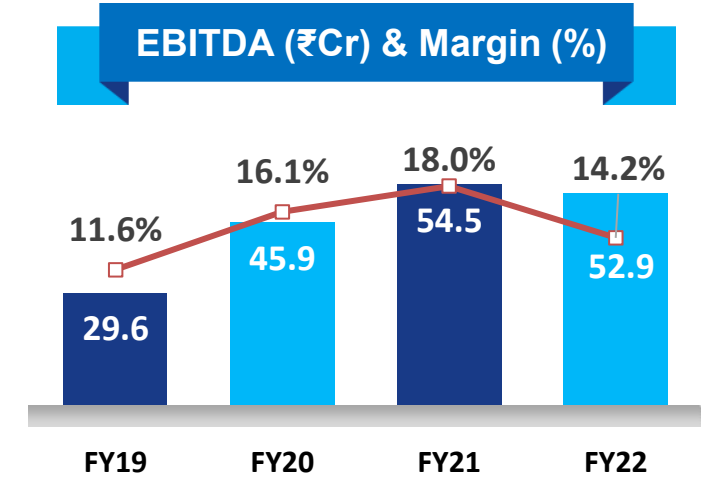
## Revenues (₹Cr)



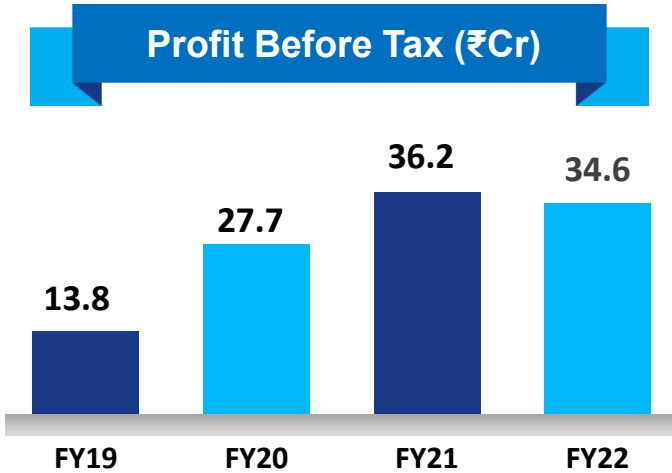
## Gross Profit (₹Cr) & Margin (%)



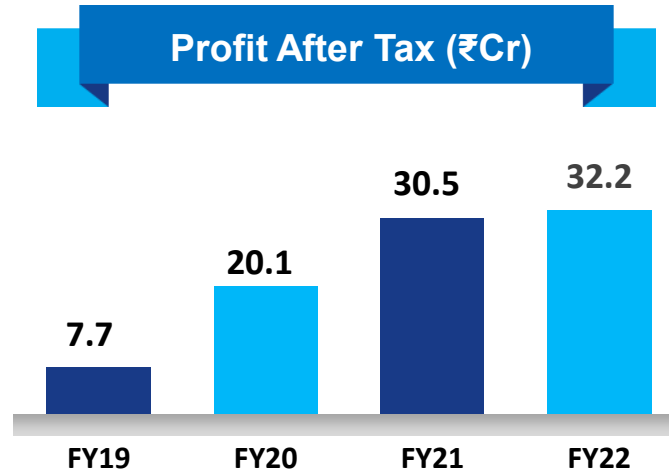
## EBITDA (₹Cr) & Margin (%)



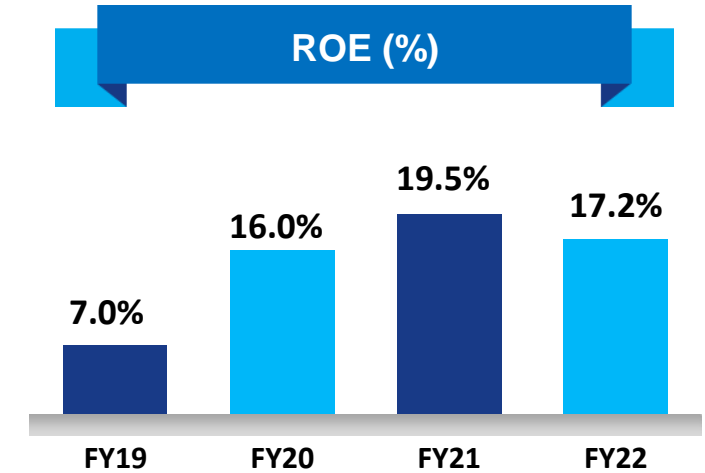
## Profit Before Tax (₹Cr)



## Profit After Tax (₹Cr)



## ROE (%)



# CONSOLIDATED INCOME STATEMENT

Particulars (₹ Cr)	Q4FY22	Q3FY22	Q4FY21	FY22	FY21
<b>Total Income</b>	<b>159.5</b>	<b>105.2</b>	<b>128.5</b>	<b>373.6</b>	<b>302.3</b>
Total Expenses	134.9	91.0	102.8	339.0	266.1
<b>EBITDA</b>	<b>29.7</b>	<b>19.3</b>	<b>30.3</b>	<b>52.9</b>	<b>54.5</b>
<b>EBITDA Margin (%)</b>	<b>18.6%</b>	<b>18.4%</b>	<b>23.6%</b>	<b>14.2%</b>	<b>18.0%</b>
Finance Cost (Net)	2.2	2.6	2.4	8.6	9.8
Depreciation	2.9	2.6	2.2	9.7	8.5
<b>PBT</b>	<b>24.6</b>	<b>14.2</b>	<b>25.7</b>	<b>34.6</b>	<b>36.2</b>
Tax	1.2	0.6	1.9	2.4	5.6
<b>PAT</b>	<b>23.4</b>	<b>13.6</b>	<b>23.7</b>	<b>32.2</b>	<b>30.5</b>
<b>PAT Margins (%)</b>	<b>14.7%</b>	<b>12.9%</b>	<b>18.4%</b>	<b>8.6%</b>	<b>10.1%</b>
EPS (₹)	19.7	11.4	20.0	27.1	25.8

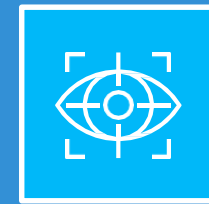
# CONSOLIDATED BALANCE SHEET

Particulars (₹ Cr)	FY22	FY21
<b>Equity &amp; Liabilities</b>		
<b>Shareholder's Funds</b>		
Share Capital	11.9	11.8
Other Equity	174.7	144.5
<b>Total Shareholder's Fund</b>	<b>186.6</b>	<b>156.3</b>
<b>Non-Current Liabilities</b>		
Long-Term Borrowings	16.8	24.3
Provisions	4.6	4.8
Deferred Tax Liabilities (Net)	-	0.8
Other Non-Current Liabilities	1.2	0.5
<b>Total Non Current Liabilities</b>	<b>22.6</b>	<b>30.4</b>
<b>Current Liabilities</b>		
Short-Term Borrowings	65.2	47.7
Trade Payables	59.0	45.4
Other Financial Liabilities	9.1	8.1
Other Current Liabilities	25.7	27.2
Provisions	0.8	1.2
Current Tax Liabilities (Net)	0.07	0.04
<b>Total Current Liabilities</b>	<b>159.9</b>	<b>129.6</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>369.1</b>	<b>316.4</b>

Particulars (₹ Cr)	FY22	FY21
<b>ASSETS</b>		
<b>Non-Current Assets</b>		
Property, Plant & Equipment	81.3	68.2
Capital Work in Progress	0.9	10.2
Intangible Assets	9.6	8.4
Intangible Assets Under Development	-	1.5
Goodwill on Consolidation	20.7	21.0
Financial Assets	0.7	0.3
Non-Current Assets	1.8	1.6
Deferred Tax Assets (Net)	2.9	0.1
Other Non Current Assets	1.4	1.2
<b>Total Non Current Assets</b>	<b>119.3</b>	<b>112.2</b>
<b>Current Assets</b>		
Inventories	76.4	71.4
Investments	0.0	0.0
Trade Receivables	134.8	95.7
Cash and Cash Equivalents	3.8	3.9
Other Bank Balances	22.9	18.3
Loans	0.1	0.1
Other Financial Assets	1.4	2.8
Other Current Assets	2.4	4.2
<b>Total Current Assets</b>	<b>241.8</b>	<b>196.4</b>
Asset Classified as held for sale	8.0	7.7
<b>TOTAL - ASSETS</b>	<b>369.1</b>	<b>316.4</b>



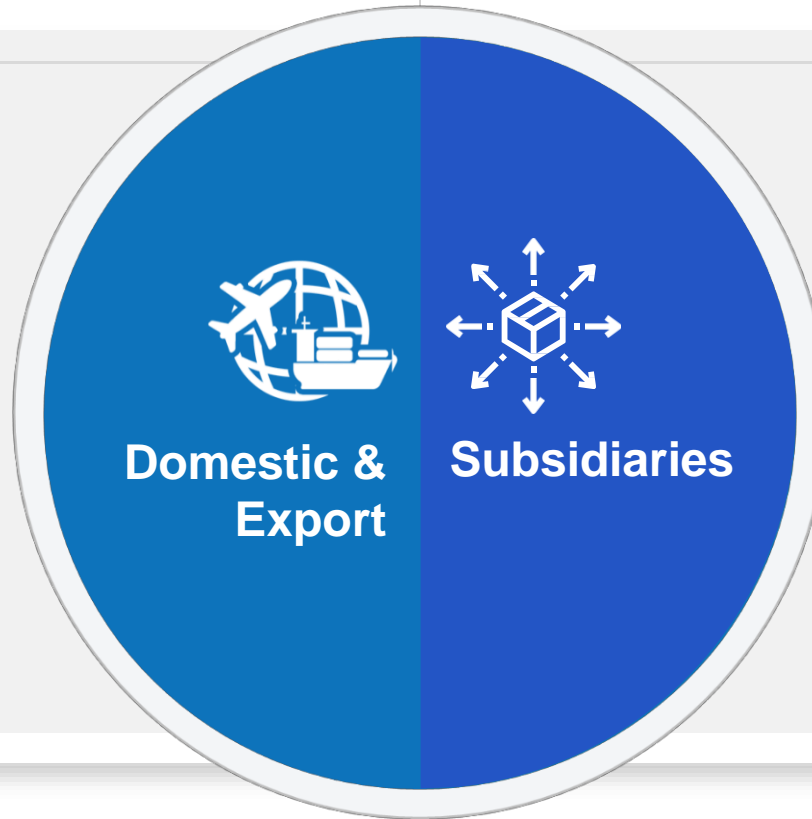
Sluice Gates at Storage Reservoir Colorado River Front, Colorado, USA



# BUSINESS OUTLOOK

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# CONSOLIDATED ORDER BOOK AS ON 1<sup>ST</sup> SEPTEMBER 2022



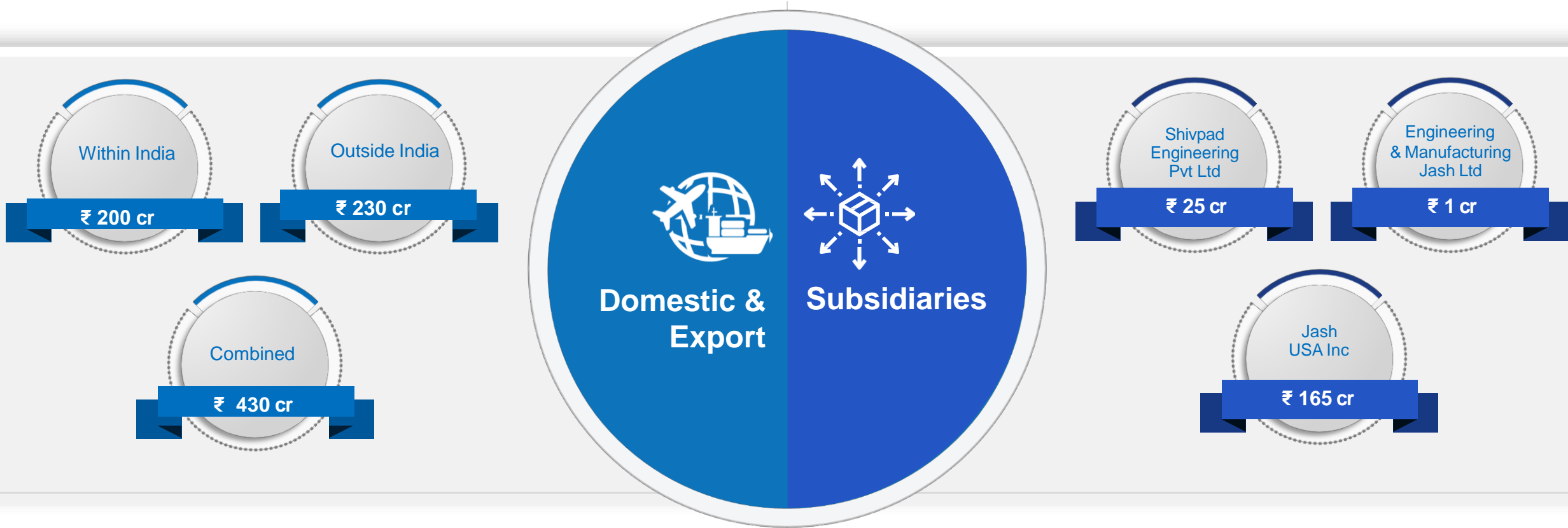


# CONSOLIDATED ORDER PIPE LINE AS ON 1<sup>ST</sup> SEPTEMBER 2022



*Orders already negotiated with clients by 1st September 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 22-23



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

# HIGHLIGHTS OF 2021-22

1. Rodney Hunt has turned the corner and has become profitable. Henceforth we expect continuous improvements in its performance.
2. The company has already become the first company to offer local manufactured Disc Filter machines in Indian market. Indigenization of disc filter machine is progressing well and we expect the machine to be majorly indigenized by March 2023. This should help the company to sell more machines in year 2023-24.
3. The company successfully developed and manufactured Air Vessels for water hammer control requirement. The company expects this business to grow significantly in time to come and will strength our water hammer control products offering.



Disc Filter



Air Vessel

# HIGHLIGHTS OF 2021-22

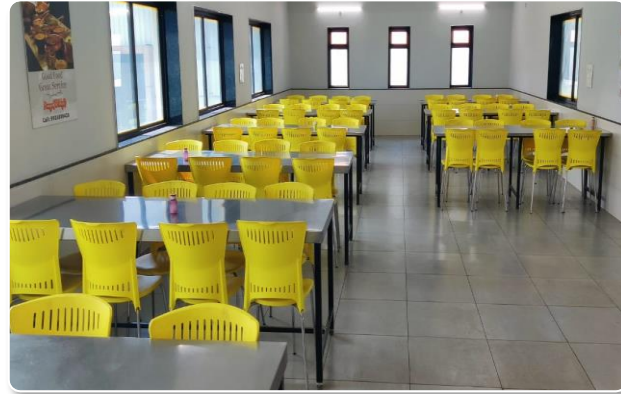
4. **The Cast Iron Gates manufacturing facility at SEZ Unit 3 was commissioned in April 2022. With this development the dependency of export production on domestic production units is restricted to just sourcing of castings from Unit 1. This will help improve capacity as well as delivery in exports as well as domestic markets.**
5. **The company has carried out significant improvements in its manufacturing capabilities and various other facilities in all its manufacturing units in the year 2021-22. This will help company in achieving higher revenue and improve on its delivery in the coming years. ( Covered in detail in next slides )**
6. **The company has drawn up plans to set up new manufacturing facilities at Indore as well as Chennai in year 2022-23 as under :**
  - **Construction activities for new stainless steel products plant at Unit 2 will start by Oct 2022 and the plant is expected to be commissioned by Dec 2023. This plant will be built at a cost of approx. Rs. 11 crores. Construction of this plant will help in manufacturing of new products like Disc filters and other new products to be added under collaboration with Invent and X2 Solutions , Italy.**
  - **Shivpad has been allotted 2 acres Land at SIPCOT Industrial Park Vallam-Vadagal in Chennai. This will enable Shivpad to build up its own manufacturing facility so as to be in a position to scale up its revenue in future. This plant will be built in 2 phases and the first phase will call for an investment of approx. Rs. 10 crores. Construction activities will start by Jan 2023 and the plant is expected to be commissioned by March 2024.**

# INFRASTRUCTURAL IMPROVEMENTS IN 2021-22

## UNIT-2 : FABRICATED PRODUCTS PLANT



New Canteen Facility



Inside view of canteen



New Concrete Road At Entrance



Expansion of Oxygen Tank



New Concrete Road inside Plant

# INFRASTRUCTURAL IMPROVEMENTS IN 2021-22

## UNIT-3 : SEZ EXPORTS PLANT



Plant Expansion for Cast Iron Products



Machine Shop



Paint Shop



Shot Blasting



Assembly Area

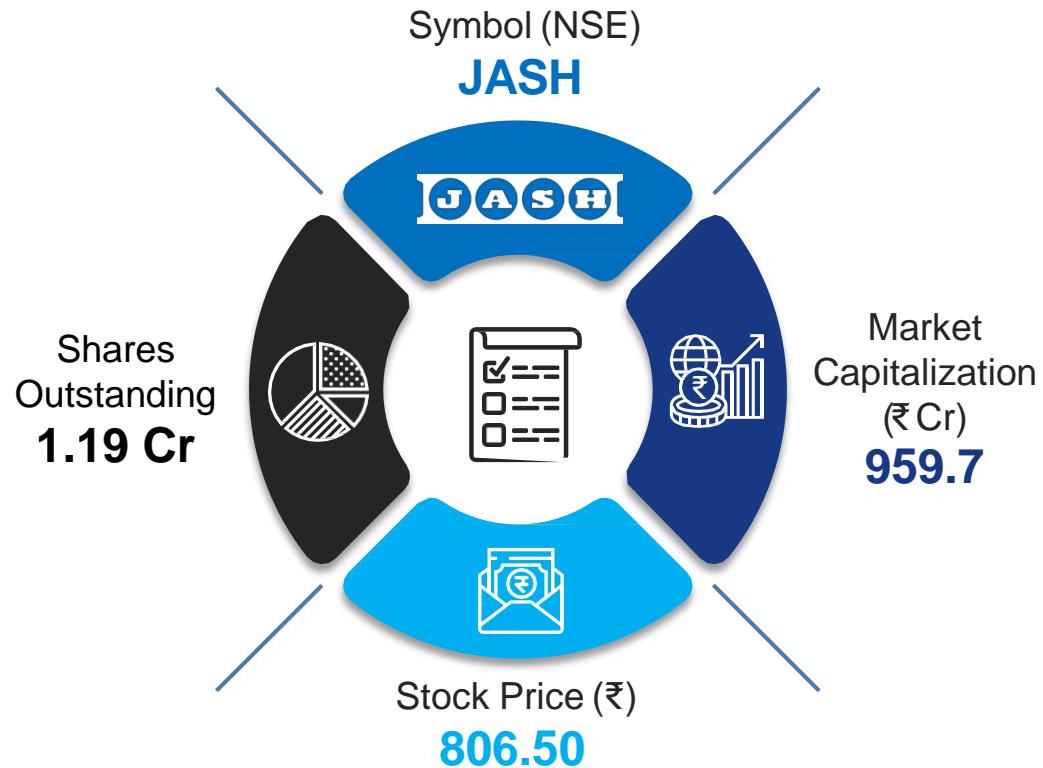


Gate Hydro-Testing Area

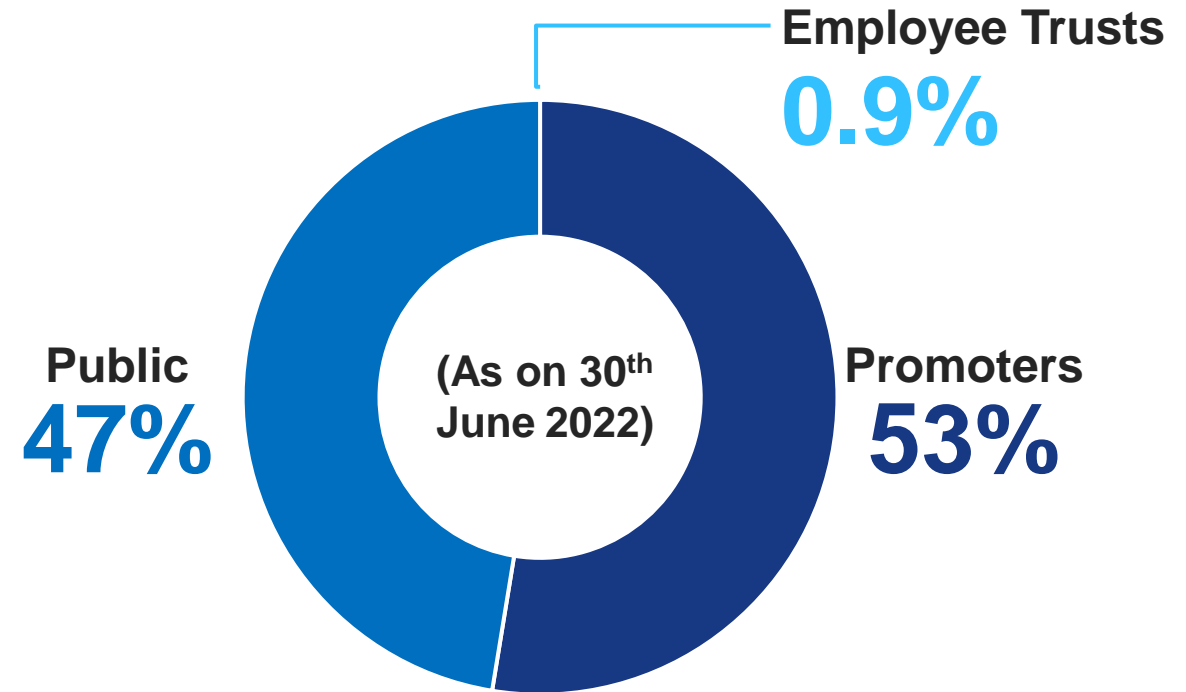
# SHAREHOLDERS INFORMATION

## STOCK DATA

(As on 13<sup>th</sup> September 2022)



## SHAREHOLDING PATTERN



# THANK YOU

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