JASH ENGINEERING LTD.

50th Annual General Meeting

26th September 2024



CELEBRATING 50 YEARS 1973 - 2023

WHEN EVERY DROP COUNTS

JASH

RODNEY HUNT

MM SINCE 1927

WATERFRONT

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Agenda

1. Company Overview
2. Product Overview
3. Financial Overview
4. Business Outlook
5. Highlights of FY 23-24
6. New Development for FY 24-25



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.



Evolution of the company

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

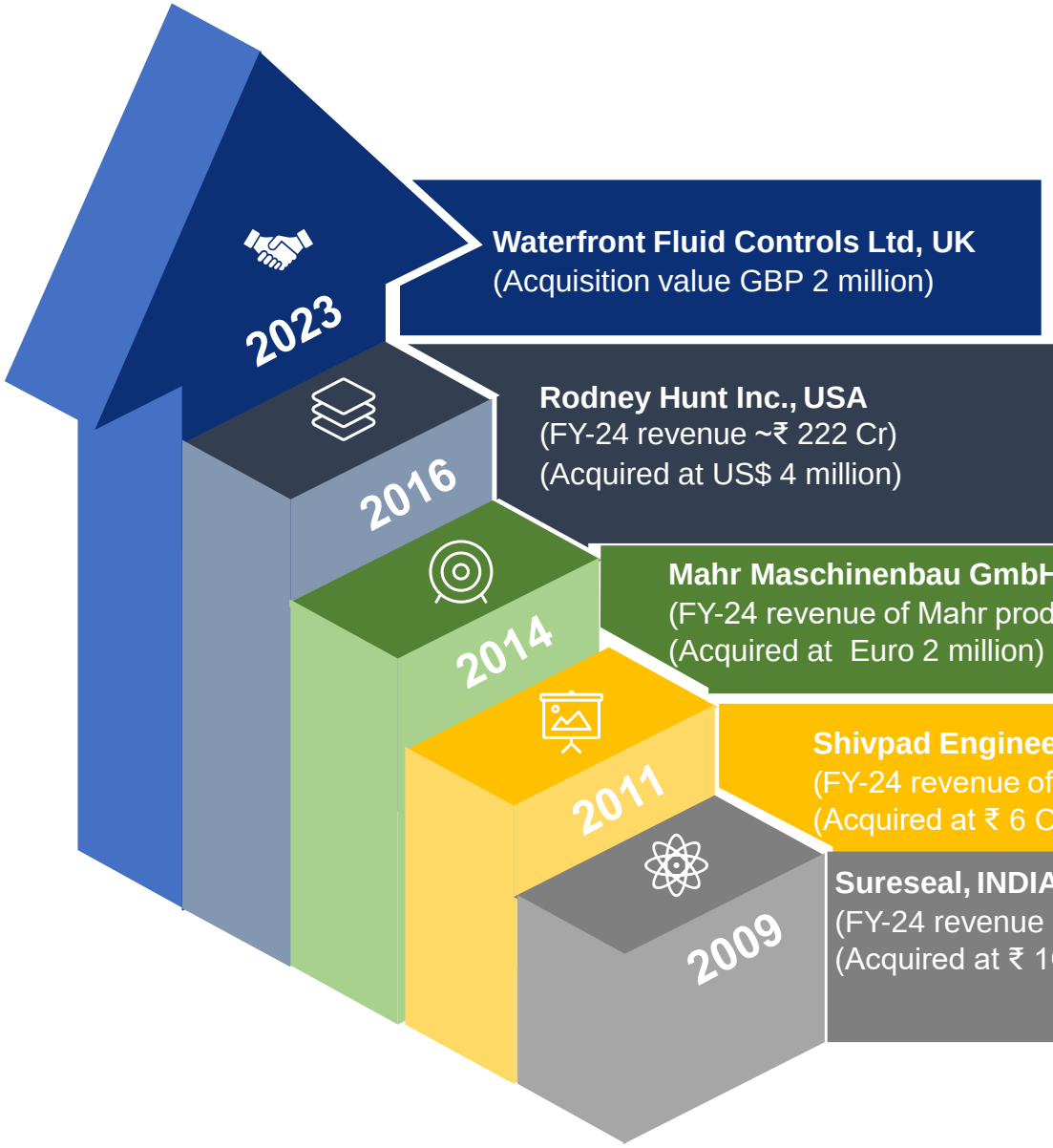
2017 — Company listed on National Stock Exchange (NSE)

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



2023 — Waterfront Fluid Controls Ltd, UK
(Acquisition value GBP 2 million)

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)

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)

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.)

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



Built Up Area: 125,000 Sq. ft.

Turnover Capability : ₹ 75 Crore



Built Up Area: 185,000 Sq. ft.

Turnover Capability : ₹ 350 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 15M (₹ 125 Crore)



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



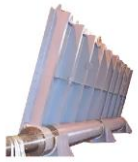
Bulk Head Slide Gates



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



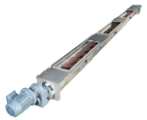
Travelling Band Screen

Product at a Glance

Screening Conveying Equipment



Belt Conveyor



Screw Conveyor



Screw Conveyor with wash compactor



Jet Breaker Washer Compactor

Knife Gate Valves



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

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

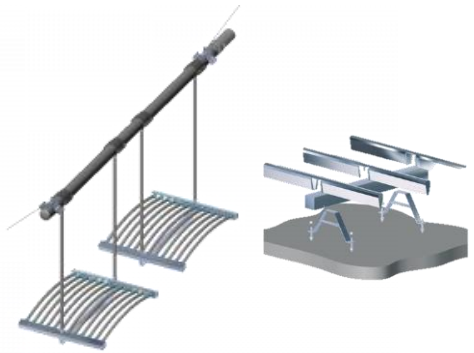
Filtering Equipment



iFILT® Diamond Disc Filter

Product at a Glance

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

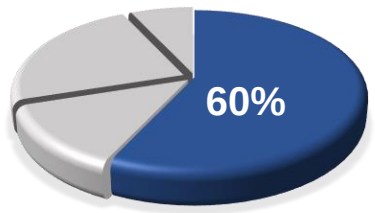


Steel plants



Product Offerings With Revenue Contribution (FY24)

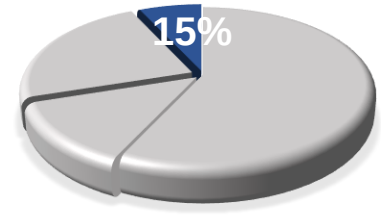
Water Control Gates



Revenue Contribution



Screening Equipment



Revenue Contribution



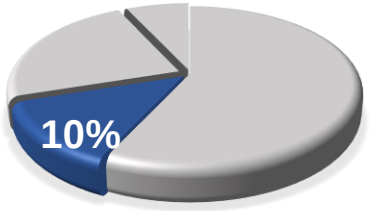
Valves



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
FY24
9.56

USA
FY24
228.8

MIDDLE EAST
FY24
5.68



INDIA
FY24
205.76

FAR & SOUTHEAST ASIA
FY24
65.85

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

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

Clients & Consultants - India

CONTRACTORS



CONSULTANTS

Clients & Consultants - International



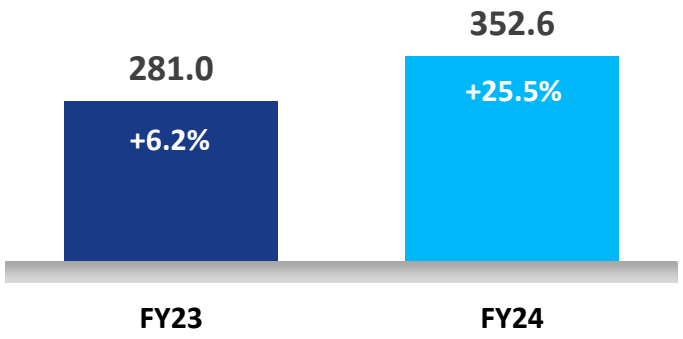


Financial Performance

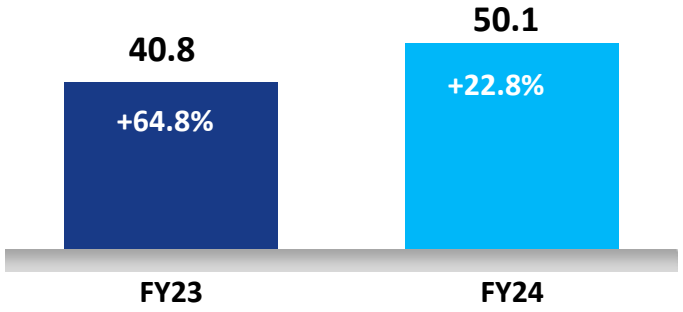
Standalone Performance – Jash, Shivpad & Jash USA

JASH ENGINEERING LTD.

Revenue (₹Cr)*

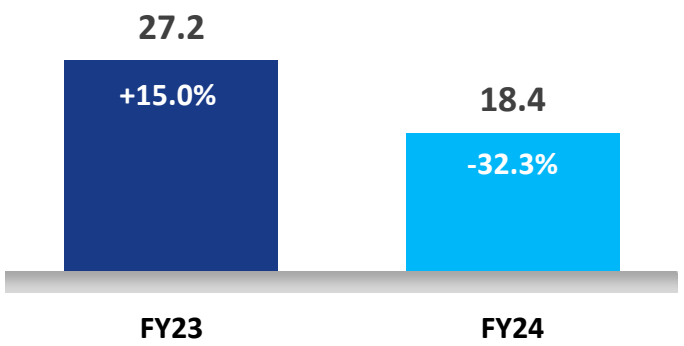


PAT (₹Cr)

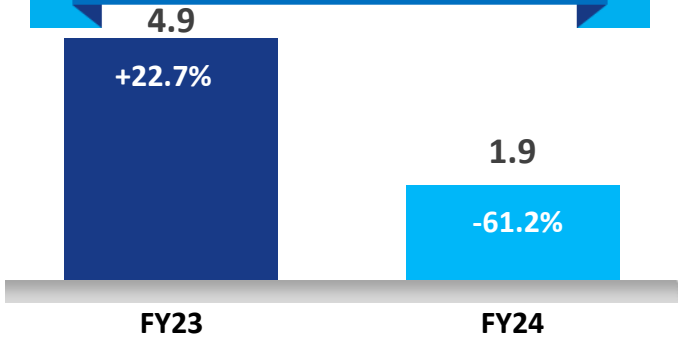


SHIVPAD ENGINEERING PVT. LTD.

Revenue (₹Cr)*

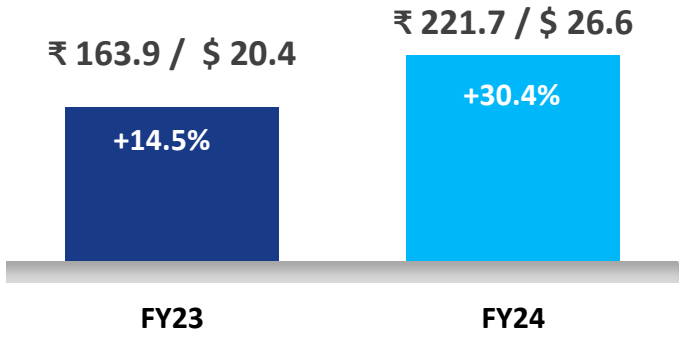


PAT (₹Cr)

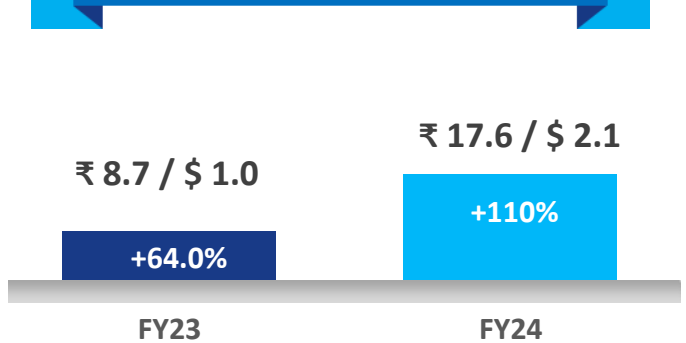


JASH USA / RODNEY HUNT

Revenue (₹Cr/ US$ Mn)



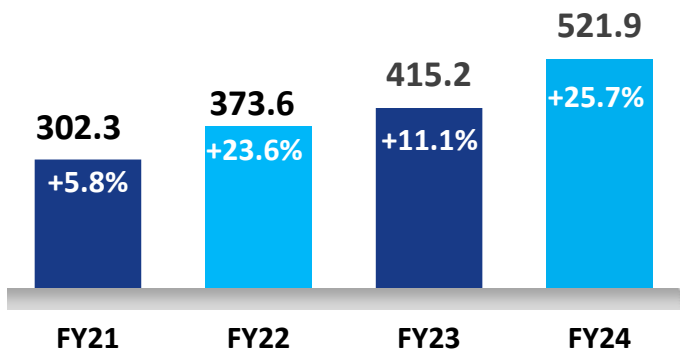
PAT (₹Cr/ US$ Mn)



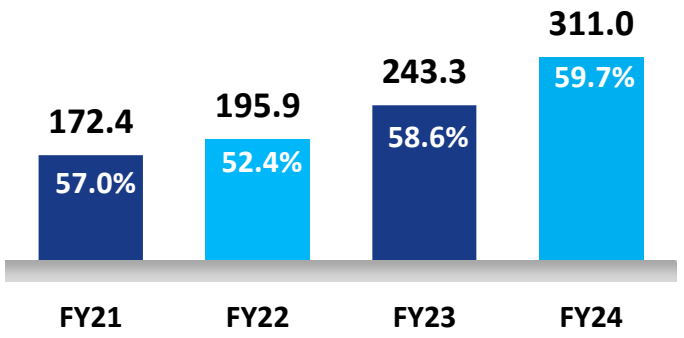
* includes other income.

Consolidated Financial Snapshot

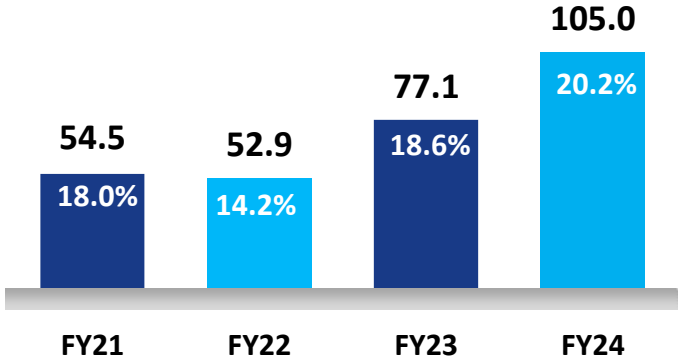
Revenues (₹Cr)*



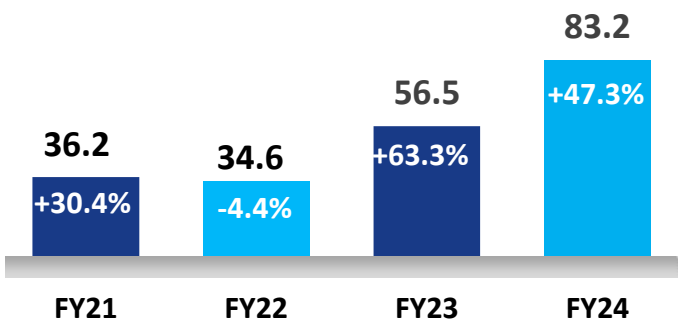
Gross Profit (₹Cr) & Margin (%)



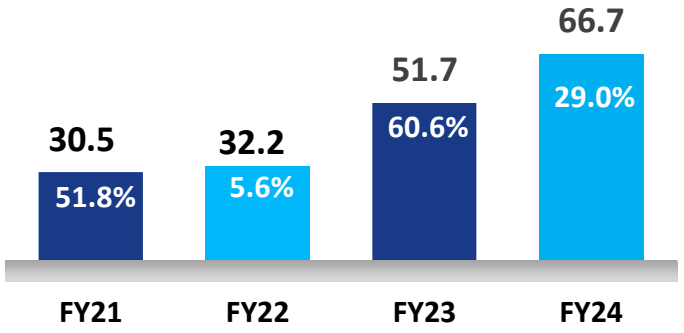
EBITDA (₹Cr) & Margin (%)



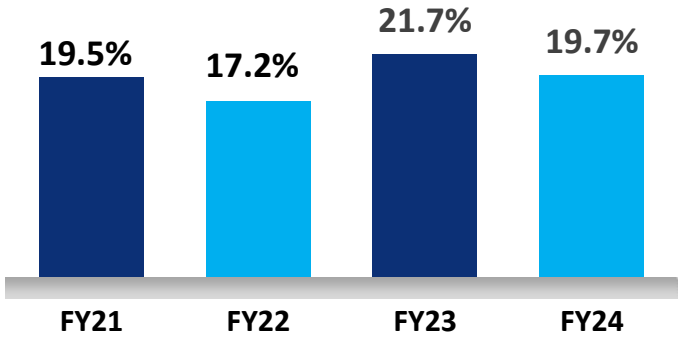
Profit Before Tax (₹Cr)



Profit After Tax (₹Cr)



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**

Consolidated Balance Sheet

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

Consolidated Order Book as on 1st September 2024

Jash Engineering Ltd
₹ 554 Cr*

Jash USA / Rodney Hunt
₹ 371 Cr

Waterfront Fluid Controls Ltd.
₹ 21 Cr**



Within India
₹ 328 Cr

Outside India
₹618 Cr

Combined order book stood at
₹ 946 Cr

*Jash includes Shivpad order Booking of Rs.44 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 September 2024

ALREADY NEGOTIATED

Within India
₹ 28 Cr

Outside India
₹ 11 Cr

Combined
₹ 39 Cr



UNDER NEGOTIATION

Within India
₹ 27 Cr

Outside India
₹ 8 Cr

Combined
₹ 35 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.



Highlights of FY 23-24

Highlights of FY 2023-24

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 and 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.

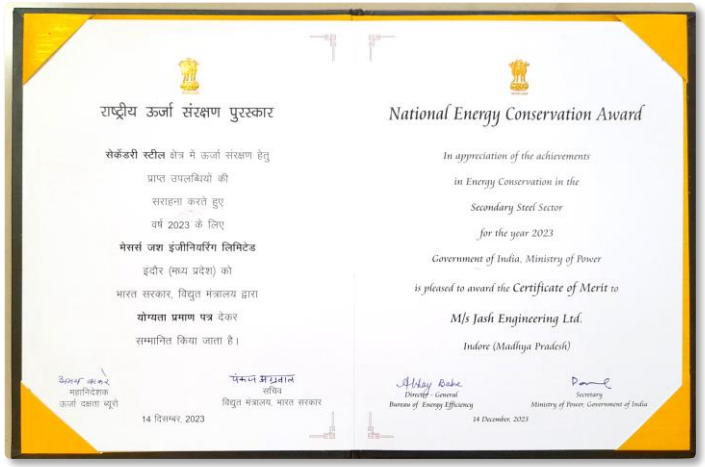




Highlights of FY 2023-24

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.





Highlights of FY 2023-24

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.



Highlights of FY 2023-24

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

Highlights of FY 2023-24

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.



Cincinnati Milacron HMC at Unit 3



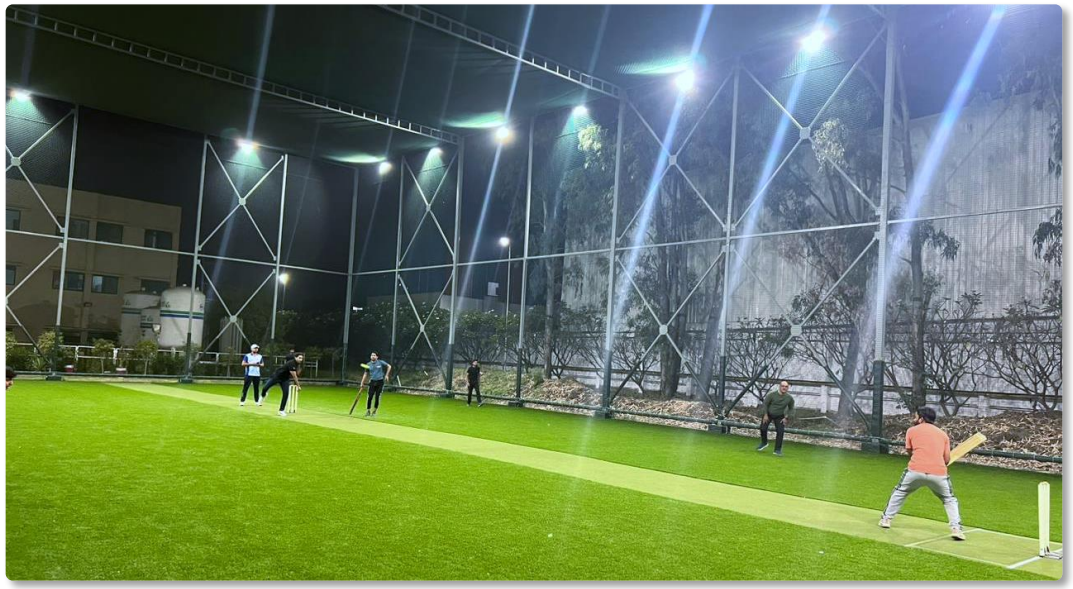
15 T capacity crane installed at Unit 1

Highlights of FY 2023-24

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.





Highlights of FY 2023-24

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

New Product Development in FY 2023-24

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



Vortex Mechanism



Grit Classifier

New Product Development in FY 2023-24

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



New Product Development in FY 2023-24

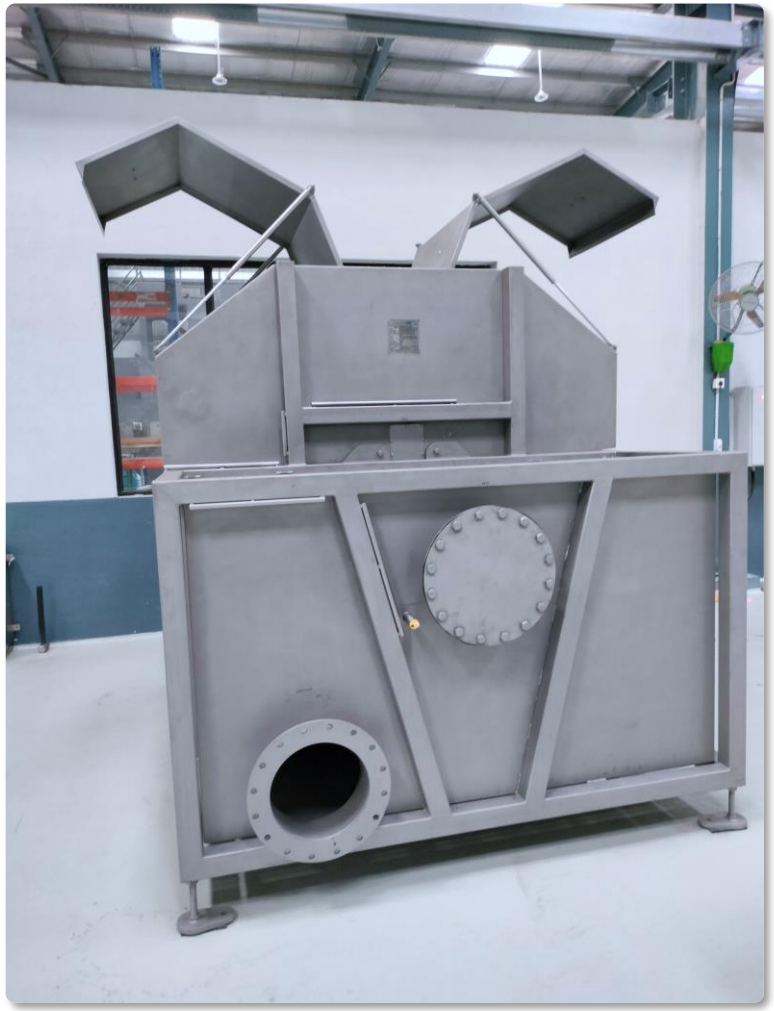
First set of Bladder Vessel 9 m3 x 3, 1 m3 x 3 supplied to Varanasi WSP Project



New Product Development in FY 2023-24

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







Prestigious Jobs Done In FY 2023-24

Prestigious jobs done in FY 2023-24

Travelling Band Screen for NPCIL, KKNPP , India.





Prestigious Jobs Done in FY 2023-24

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



Prestigious Jobs Done in FY 2023-24

First 1 mm opening Travelling Band Screen for Reliance, Jamnagar



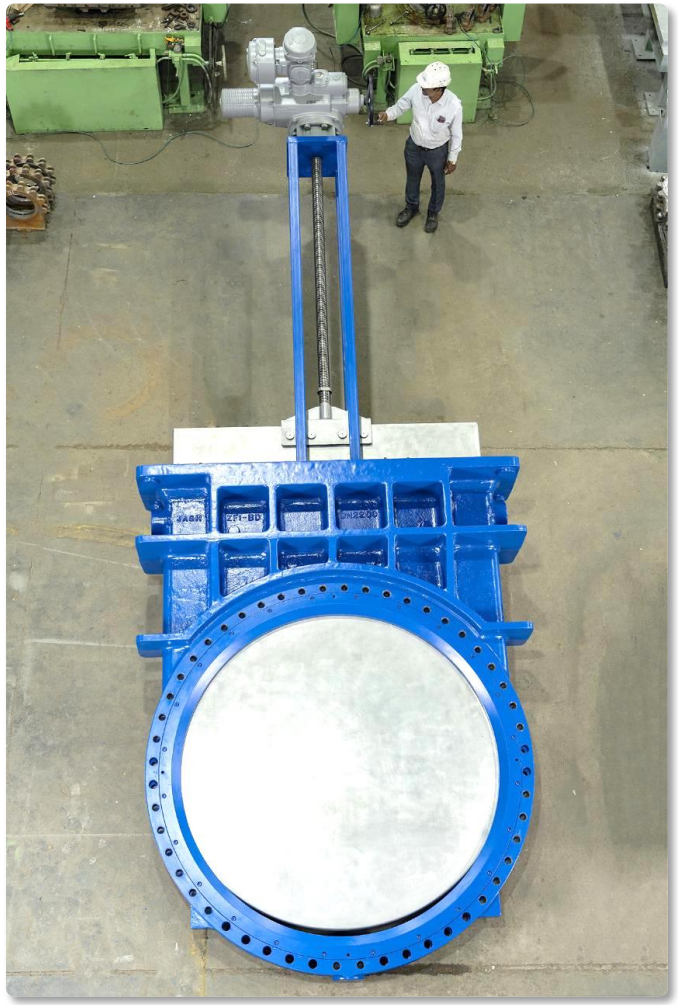
Prestigious Jobs Done in FY 2023-24

11 nos. 3250 mm ZVV for NVDA Project of Kalpataru



Prestigious jobs done in FY 2023-24

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





New Development for FY 24-25

New Development For FY 2024-25

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 was commissioned on 31st May 2024.





New Development For FY 2024-25

RESTAURANT IN UNIT 2

A new restaurant in Unit 2 is under construction and will be commissioned by the end of 2024.





Actual Site Progress

NEW DEVELOPMENT FOR FY 2024-25

SHIVPAD MANUFACTUING 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

New Development for FY 2024-25

LAND ACQUISITION FOR UNIT 5, SEZ PITHAMPUR

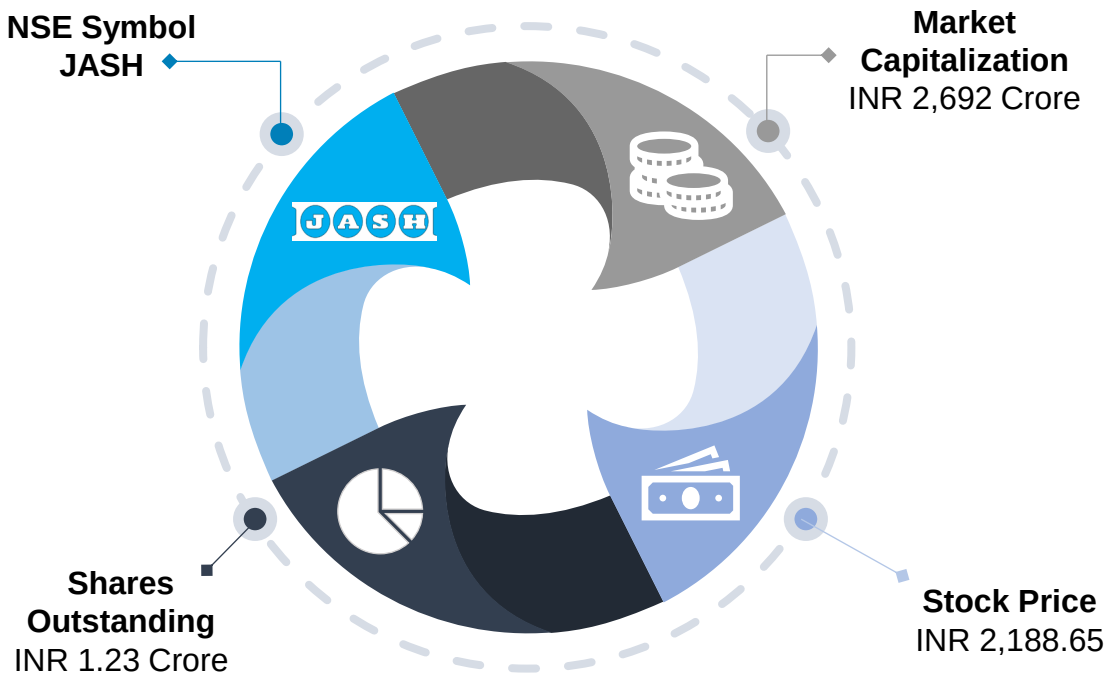
A new land has been acquired for expansion of Unit 4 (Fabricated Products Plant), SEZ Unit. This new plant of ~ 55000 sq. ft. will be commissioned in FY 2025-26 .



Shareholders Information

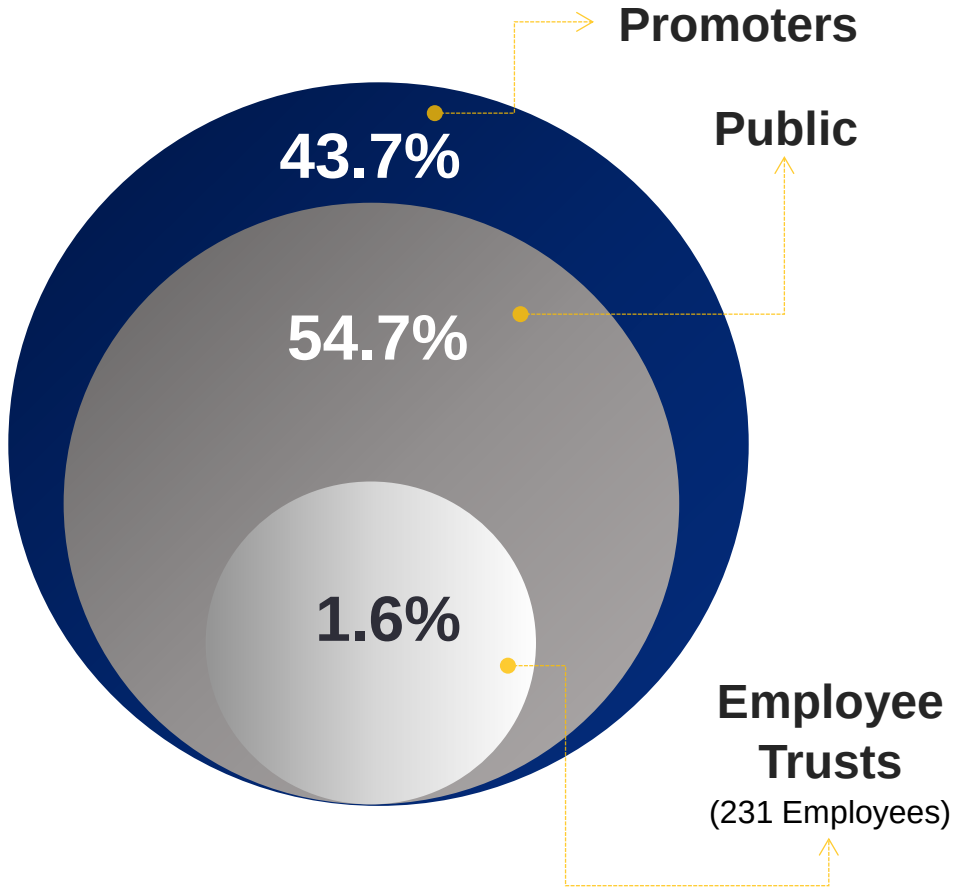
STOCK DATA

(As on 25th Sep 2024)



SHAREHOLDING PATTERN

(As on 30th June 2024)





THANK YOU

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