

# Rating Update

November 29, 2023 | Mumbai

# **Jash Engineering Limited**

## Update as on November 29, 2023

This update is provided in continuation of the rating rational below.

The key rating sensitivity factors for the rating include:

### **Upward Factors**

- \* Sustained growth in revenue along with operating margin sustaining at healthy level of over 15%
- \* Enhancement in working capital limits or improved cushion in the existing working capital limits driven by the improvement in working capital management with GCA days below 210 days

## **Downward Factors**

- \* Stretch in gross current assets to more than 250 days, weakening the financial risk profile
- \* Significant decline in revenue and operating profitability, leading to accruals of less than Rs. 15 crores

CRISIL Ratings has a policy of keeping its accepted ratings under constant and ongoing monitoring and review. Accordingly, CRISIL Ratings seeks regular updates from companies on the business and financial performance. CRISIL Ratings is, however, awaiting adequate information from Jash Engineering Limited (JEL, part of Jash group) which will enable us to carry out the rating review. CRISIL Ratings will continue provide updates on relevant developments from time to time on this credit.

CRISIL Ratings also identifies information availability risk as a key credit factor in the rating assessment as outlined in its criteria 'Information Availability Risk in Credit Ratings'.

## **About the Company**

JEL, incorporated in 1973 by the late Mr. Navin Patel and Mr. Laxmi Nandan Amin, is engaged in the manufacturing of varied engineering products such as water control gates, mechanized screening systems, screening conveying and washing systems, knife gate valves and water hammer control valves. Its manufacturing facilities are located in Indore (Madhya Pradesh). Daily operations are managed by third-generation entrepreneur Mr. Pratik Patel (son of Mr. Navin Patel).

JEL acquired SEPL, MMG and RHI in 2011, 2014 and 2016, respectively while Jash USA and EMJL were setup in USA and Hong Kong, respectively, to enhance its product offerings and market reach.



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# **Rating Rationale**

January 27, 2023 | Mumbai

# **Jash Engineering Limited**

Ratings reaffirmed at 'CRISIL BBB+/Stable/CRISIL A2'; Rated amount enhanced for Bank Debt

## **Rating Action**

Total Bank Loan Facilities Rated	Rs.204.04 Crore (Enhanced from Rs.148.4 Crore)
Long Term Rating	CRISIL BBB+/Stable (Reaffirmed)
Short Term Rating	CRISIL A2 (Reaffirmed)

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1 crore = 10 million

Refer to Annexure for Details of Instruments & Bank Facilities

#### **Detailed Rationale**

CRISIL Ratings has reaffirmed its 'CRISIL BBB+/Stable/CRISIL A2' rating on the bank facilities of Jash Engineering Limited (JEL, part of Jash group).

The ratings continue to reflect its established market position in manufacturing of water control systems, established customer base and healthy financial profile. These strengths are partially offset by working capital intensive operations and vulnerability to cyclicality in end-user industry.

#### **Analytical Approach**

For arriving at the ratings, CRISIL Ratings has consolidated the business and financial risk profiles of JEL and its wholly-owned subsidiaries - Shivpad Engineers Private Limited (SEPL), Jash USA Inc, Mahr Maschinenbau GmbH (MMG), Engineering and Manufacturing Jash Limited (EMJL) and Rodney Hunt Inc (RHI). This is because all these entities, together referred to as the 'Jash Group', are strategically important to, and have a significant degree of operational integration with JEL. CRISIL Ratings considers these entities as being strategic to JEL in view of their strong integration with JEL's operations.

Please refer Annexure - List of entities consolidated, which captures the list of entities considered and their analytical treatment of consolidation.

## <u>Key Rating Drivers & Detailed Description</u> Strengths:

**Six Decades of experience in same industry:** With presence of over five decades across the major geographies, Jash group has established a strong market position in the gates and screens segment in the water and waste water management industry. Group has consistently added new products and entered into technical collaborations for products, strengthening its product portfolio. The group has hence established long-standing relationships with its customers leading to repeat orders. Group recorded an operating income of Rs.368.18 crore in fiscal 2022. further group had a healthy order book of Rs 700 crore as on Dec.2022 which provides medium term revenue visibility.

Established track record of satisfactory execution of projects coupled with satisfactory technical know-how: Group has well-established track record of five decades in the water and waste water equipment industry. In past years group have developed in house manufacturing facility by collaborating with other players for technical know-how. Group many foreign companies - Mahr Maschinenbau - Austria (in FY15), 176 years old "Rodney Hunt" brand, IP and designs from VAG USA LLC, USA (in FY17) . Foreign acquisitions have helped company to achieve technical expertise in various products.

**Diversified product and customer base:** Jash manufactures various products like gates (47% of revenue), valves (17% of revenue), screens (18% of revenue), hydropower & pumping, process equipment and others (18% of revenue). The products are used in diverse industries such as human drinking water cycle and wastewater cycle, industrial usage, renewable energy generation and storm water cycle. It has a diversified customer base in the domestic and international markets (over 45 countries- majorly Germany, the US, Hong Kong, Canada, and Singapore). The top 5 customers contribute to around 20-30% of the total revenue.

**Healthy financial risk profile:** Group has a strong networth, at around Rs 156.34 crore as on March 31, 2022, driven by healthy accretion to reserves. Capital structure is healthy and the same is reflected in sub-1 gearing over the past five fiscals ended 2022. Gearing was below 0.55 time as on March 31, 2022. Debt-protection metrics continue be comfortable, with interest coverage and net cash accruals to adjusted debt ratios of around 6.15 times and 0.45 time, respectively for fiscal 2022. Going forward, the metrics will improve further with improvement in profitability. Group does not have any debt-funded capex plans going forward.

#### Weaknesses:

**Working capital intensive operations:** Operations remain working capital-intensive, as reflected in gross current assets (GCA) of 215 days as on March 31, 2022, driven by high debtors of 138 days as it is required to extend long credit period to its customers and large inventory of 88 days, due to customized nature of its products. This is partly supported by bank lines, and partly by company's ability to stretch its creditors, which stood at 114 days as on March 31, 2022. GCA days are expected to be around 220 days over the medium term.

Susceptibility of revenue to slowdown in end user industry: With significant portion of Jash's revenue coming through sales EPC players executing projects for state and central government agencies, any change or deferment in government policies regarding spending on projects related to water management will have a significant effect on the topline.

Susceptibility of profitability to volatile raw material prices: Prices of its major raw materials such as steel and castings are volatile in nature. This, along with high competition in the industry and tender-based order system for government contracts limits the price passing power of company. Thus, Group's profitability remains exposed to volatile raw material prices

#### Liquidity: Adequate

Liquidity is adequate, marked by expected cash accrual of over Rs 35 crore per fiscal, against term debt obligations of Rs 8-9 crore per fiscal over the medium term. Bank lines have been utilized at an average of 69% over the 12 months ended November 2022. Free cash & bank balance is around Rs.3.76 crore as on March 31, 2022. CRISIL Ratings expects internal accruals, cash & bank balance and unutilized bank lines to be sufficient to meet its incremental working capital requirements and capital expenditure over the medium term.

#### **Outlook: Stable**

CRISIL Ratings believes the group will continue to benefit from the extensive experience of its promoter, and established relationships with clients.

## **Rating Sensitivity factors**

#### **Upward Factors**

- \* Sustained growth in revenue along with operating margin sustaining at healthy level of over 15%
- \* Enhancement in working capital limits or improved cushion in the existing working capital limits driven by the improvement in working capital management with GCA days below 210 days

#### **Downward Factors**

- \* Stretch in gross current assets to more than 250 days, weakening the financial risk profile
- \* Significant decline in revenue and operating profitability, leading to accruals of less than Rs. 15 crores

## **About the Company**

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JEL acquired SEPL, MMG and RHI in 2011, 2014 and 2016, respectively while Jash USA and EMJL were setup in USA and Hong Kong, respectively, to enhance its product offerings and market reach.

**Key Financial Indicators** 

As on / for the period ended March 31		2022	2021
Operating income	Rs crore	368.18	300.20
Reported profit after tax	Rs crore	28.33	29.14
PAT margins	%	8.70	10.12
Adjusted Debt/Adjusted Net worth	Times	0.54	0.57
Interest coverage	Times	5.87	5.44

Any other information: Not applicable

## Note on complexity levels of the rated instrument:

CRISIL Ratings` complexity levels are assigned to various types of financial instruments and are included (where applicable) in the 'Annexure - Details of Instrument' in this Rating Rationale.

CRISIL Ratings will disclose complexity level for all securities - including those that are yet to be placed - based on available information. The complexity level for instruments may be updated, where required, in the rating rationale published subsequent to the issuance of the instrument when details on such features are available.

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Annexure - Details of Instrument(s)

ISIN	Name of instrument	Date of allotment	Coupon rate (%)	Maturity date	Issue size (Rs crore)	Complexity levels	Rating assigned with outlook
NA	Bank Guarantee	NA	NA	NA	12.5	NA	CRISIL A2
NA	Cash Credit	NA	NA	NA	60.5	NA	CRISIL BBB+/Stable
NA	Letter of Credit	NA	NA	NA	15	NA	CRISIL A2
NA	Letter of credit & Bank Guarantee	NA	NA	NA	81	NA	CRISIL A2
NA	Long Term Loan	NA	NA	Dec-26	3.93	NA	CRISIL BBB+/Stable
NA	Standby Letter of Credit	NA	NA	NA	11	NA	CRISIL A2
NA	Working Capital Facility	NA	NA	NA	10	NA	CRISIL BBB+/Stable
NA	Working Capital Term Loan	NA	NA	Jan-26	10.11	NA	CRISIL BBB+/Stable

## Annexure - List of entities consolidated

Names of Entities Consolidated	Extent of Consolidation	Rationale for Consolidation
Jash Engineering Limited (JEL), Shivpad Engineers Private Limited (SEPL), Jash USA Inc, Mahr Maschinenbau GmbH (MMG), Engineering and Manufacturing Jash Limited (EMJL) and Rodney Hunt Inc (RHI)	100%	All these entities, together referred to as the 'Jash Group', are strategically important to, and have a significant degree of operational integration with JEL. CRISIL Ratings considers these entities as being strategic to JEL in view of their strong integration with JEL's operations.

## **Annexure - Rating History for last 3 Years**

	Current		2023 (History)		2022		2021		2020		Start of 2020	
Instrument	Туре	Outstanding Amount	Rating	Date	Rating	Date	Rating	Date	Rating	Date	Rating	Rating
Fund Based Facilities	LT	84.54	CRISIL BBB+/Stable	17-01-23	CRISIL BBB+/Stable	13-04-22	CRISIL BBB+/Stable	28-01-21	CRISIL BBB+/Stable			CRISIL BBB+/Stable
Non-Fund Based Facilities	ST	119.5	CRISIL A2	17-01-23	CRISIL A2	13-04-22	CRISIL A2	28-01-21	CRISIL A2			CRISIL A2

All amounts are in Rs.Cr.

#### **Annexure - Details of Bank Lenders & Facilities**

Facility	Amount (Rs.Crore)	Name of Lender	Rating
Bank Guarantee	12.5	State Bank of India	CRISIL A2
Cash Credit	24	State Bank of India	CRISIL BBB+/Stable
Cash Credit	26	HDFC Bank Limited	CRISIL BBB+/Stable
Cash Credit	10.5	Axis Bank Limited	CRISIL BBB+/Stable
Letter of Credit	15	State Bank of India	CRISIL A2
Letter of credit & Bank Guarantee	28.04	HDFC Bank Limited	CRISIL A2
Letter of credit & Bank Guarantee	14	Axis Bank Limited	CRISIL A2
Letter of credit & Bank Guarantee	11	Kotak Mahindra Bank Limited	CRISIL A2
Letter of credit & Bank Guarantee	27.96	HDFC Bank Limited	CRISIL A2
Long Term Loan	3.93	Axis Bank Limited	CRISIL BBB+/Stable
Standby Letter of Credit	11	Axis Bank Limited	CRISIL A2
Working Capital Facility	7.4	Kotak Mahindra Bank Limited	CRISIL BBB+/Stable
Working Capital Facility	2.6	Kotak Mahindra Bank Limited	CRISIL BBB+/Stable
Working Capital Term Loan	3.5	HDFC Bank Limited	CRISIL BBB+/Stable
Working Capital Term Loan	6.61	Axis Bank Limited	CRISIL BBB+/Stable

This Annexure has been updated on 27-Jan-2023 in line with the lender-wise facility details as on 25-Jan-2023 received from the rated entity.

## **Criteria Details**

Citteria Details	
Links to related criteria	
CRISILs Approach to Financial Ratios	
Rating criteria for manufaturing and service sector companies	
Understanding CRISILs Ratings and Rating Scales	
CRISILs Bank Loan Ratings - process, scale and default recognition	
The Rating Process	
CRISILs Bank Loan Ratings	

**Rating Criteria for Engineering Sector** 

# CRISILs Criteria for rating short term debt

## **CRISILs Criteria for Consolidation**

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