



ANNUAL REPORT

THROUGH
THE
CHAOS

2020 - 2021

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Disclaimer

This document contains statements about expected future events and financials of Jost's Engineering Company Limited, which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that the assumptions, predictions and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the Management Discussion and Analysis of this Annual Report.

ABOUT US

MATERIAL HANDLING DEPARTMENT

THE MHD MANUFACTURES AND DISTRIBUTES MATERIAL HANDLING EQUIPMENT, SUCH AS ELECTRIC PALLET TRUCKS, PLATFORM/TOW TRUCKS, RACKING SYSTEMS, ELECTRIC/DIESEL FORKLIFTS AND REACH TRUCKS.

THE MHD PROVIDES INNOVATIVE SOLUTIONS TO ITS CUSTOMERS TO SAVE ON THEIR LABOR COSTS, MATERIAL COSTS AND CONSERVE TIME, THEREBY INCREASING THE EFFICIENCY OF THEIR PROCESSES. JOSTS HAS BEEN CATERING TO VARIOUS INDUSTRIES FOR THEIR MATERIAL STORAGE AND TRANSPORTATION NEEDS; LOADING AND UNLOADING, STACKING AND RETRIEVING OPERATIONS FOR OVER FIFTY YEARS.

ENGINEERED PRODUCTS DIVISION

THE EPD OF THE COMPANY DEALS IN VARIOUS PRODUCT LINES SUCH AS SOUND AND VIBRATION, ENVIRONMENTAL SIMULATION, PROCESS CONTROL INSTRUMENTATION, COMPONENTS, ELECTRICAL TEST AND MEASUREMENT, NANOTECHNOLOGY AND ANALYTICAL SOLUTIONS, HEAT AND COMBUSTION SOLUTIONS. THE COMPANY IS COMMITTED TO PROVIDING ENVIRONMENT- FRIENDLY TECHNOLOGY WHILE ASSISTING ITS CUSTOMERS TO ENHANCE THE PERFORMANCE OF THEIR PRODUCTS AND PROCESSES.

TECHNICAL SERVICES

JOSTS ALSO PROVIDES ON-SITE TESTING, TECHNICAL TRAINING INSTALLATION, ERECTION, AND COMMISSIONING, CALIBRATION, ANNUAL MAINTENANCE CONTRACT, MAINTENANCE SERVICES, AND FURTHER TO PROVIDE SERVICES SUPPORT TO THEIR CUSTOMERS

MHE RENTALS

MHE RENTALS OFFERS THE BEST EQUIPMENT IN ACCORDANCE WITH CUSTOMERS' NEEDS ALONG WITH ON-TIME TECHNICAL SUPPORT. THE PRODUCTS AND SERVICES ARE CUSTOMIZED AS PER THE FOLLOWING PARAMETERS: Equipment | Trained operator | Annual maintenance contract | Manpower

OUR JOURNEY

1907

Year of incorporation

08

Service centers

35+

International companies
represented in India

17

Dealers across India

114

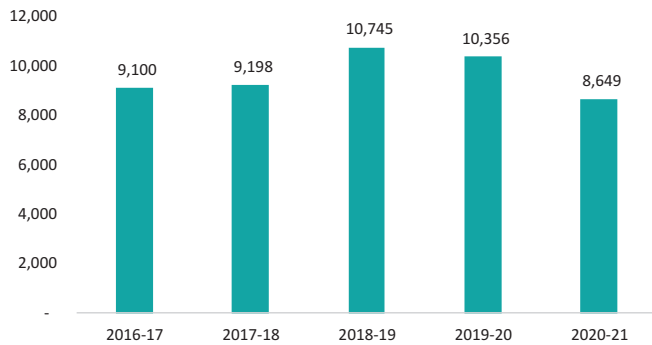
Years of excellence

08

Regional sales offices

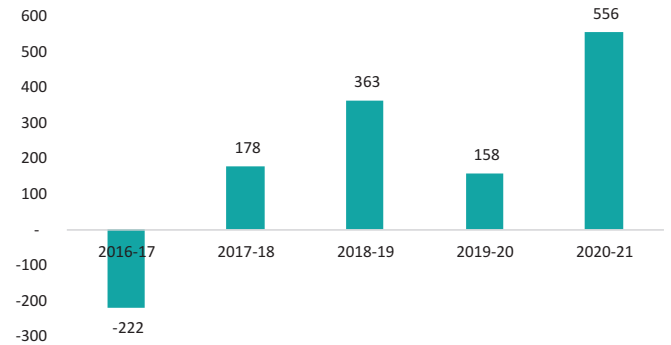
Income

(₹ in Lakhs)



Profit Before Tax

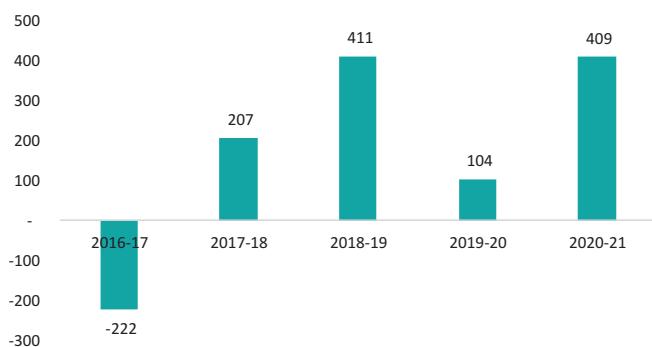
(₹ in Lakhs)



Financial highlights

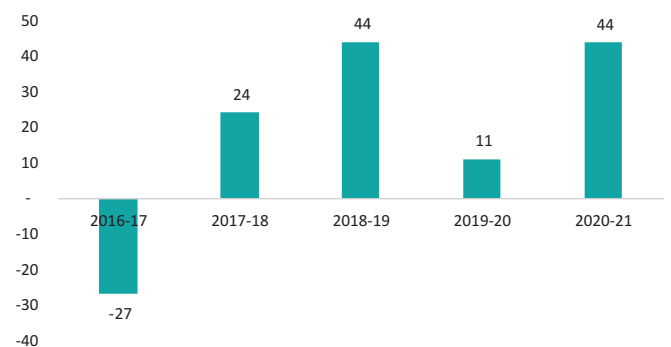
Profit After Tax

(₹ in Lakhs)



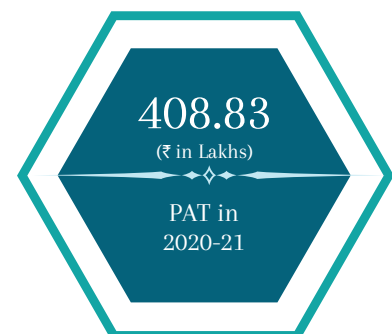
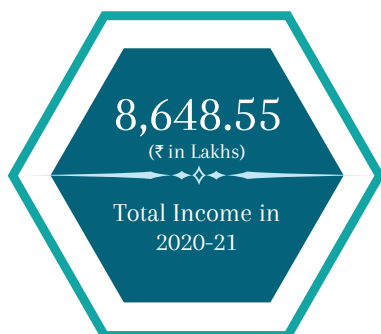
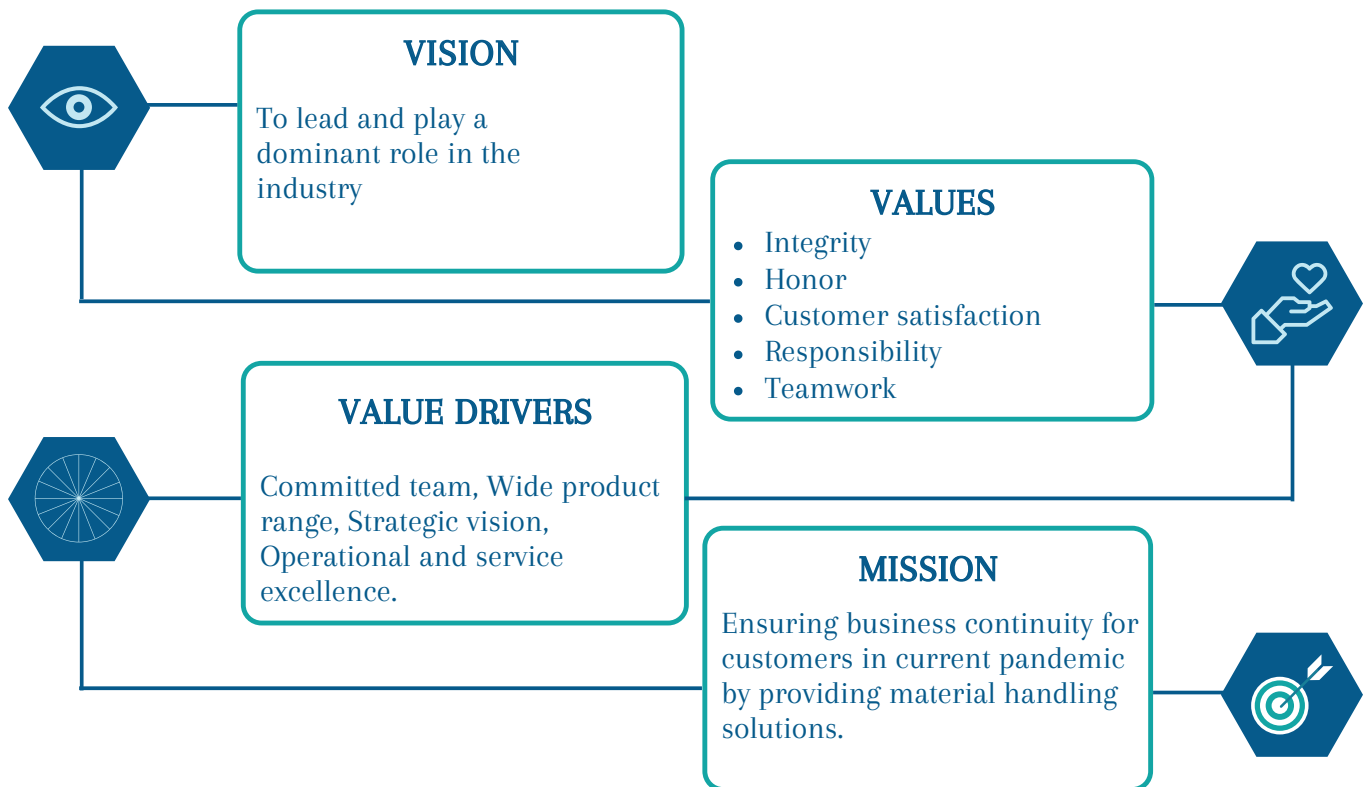
Earnings per share

(₹ in Lakhs)



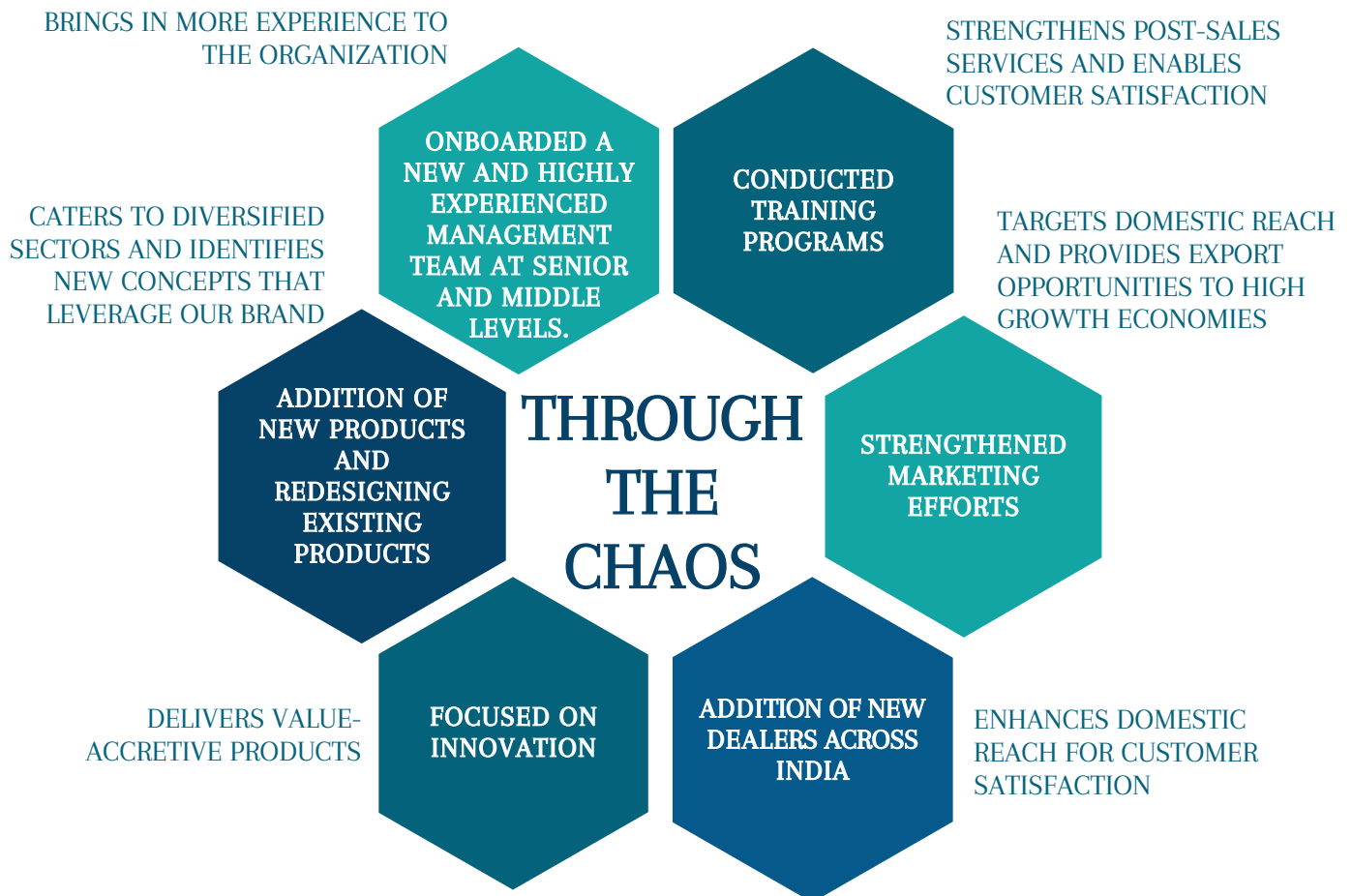
THROUGH THE CHAOS

JOST'S IS EVOLVING WITH A UNIQUE BUSINESS STRUCTURE FOR BUILDING A SUSTAINABLE ENVIRONMENT.



Josts undertook some major initiatives to move towards a better future in these uncertain and chaotic times.

With a robust and productive hybrid model of operation, Josts worked on improving performance, crafting clear goals, and empowering small, cross-silo teams to make decisions. We also worked on recognizing and adopting new collaboration technologies.



WINSTON CHURCHILL ONCE SAID,
"NEVER LET A GOOD CRISIS GO TO WASTE."

BOARD OF DIRECTORS



Mr. Shailesh Sheth
Director



Mr. Jai Prakash Agarwal
Chairman



Mr. Vishal Jain
Vice-Chairman and Managing Director



Mrs. Shikha Jain
Director



Mr. Marco Wadia
Director



Mr. F.K. Banatwalla
Director

MANAGEMENT

Mr. L. Sharath Kumar
President – EPD

Mr. Vishal Jain
Vice Chairman and Managing Director

Mr. Rohit Jain
Chief Finance Officer

CORPORATE INFORMATION

Bankers

HDFC Bank Ltd.

The Zoroastrian Co-operative Bank Ltd.

Bank of Maharashtra

Solicitors

M/s. Crawford Bayley and Company

AUDITORS

M/s. Singhi & Co

Chartered Accountants

Registrar and Share Transfer Agents

Bigshare Services Private Limited

1st Floor, Bharat Tin Works Building,

Opp. Vasant Oasis, Makwana Road, Marol,

Andheri (East), Mumbai – 400 059, Maharashtra, India.

Phone: 022-6263 8200, Website: www.bigshareonline.com

Investor correspondence link :

<https://www.bigshareonline.com/InvestorLogin.aspx>

From the Chairman's desk



Dear Shareholders,

It gives me immense satisfaction to present to you, the Josts' Annual Report for the year 2020-21. We survived through this year of chaos by continuing our journey of transformation and thrived by improving on profitable growth. Even during the most tumultuous time that our company has ever seen, we can look at Josts performance for the fiscal year 2021 with quiet contentment.

Over the past year, we were extremely focused on ensuring the safety and wellbeing of our employees. To support our employees during this challenging period, we prioritized mental and physical health while helping them maintain a better work-life balance. For our employees, we have taken a variety of measures that encompass financial, medical and insurance assistance.

Today, the world is undergoing three major transitions simultaneously – the pandemic-induced model for hybrid work which requires new ways to collaborate, orchestrate and deliver, the technology transformation driven by cloud, and the digital acceleration of business models that are changing the way we work and live. Josts is proud to say that our employees have access to the latest digital technology and are embracing agile ways of working. We have been successful in virtually engaged with our employees, as employees continue to work remotely

Josts' subsidiary, MHE Rental business, is steady, and the company is consolidating its business while providing satisfactory services to its customers.

The year FY21 was an economic roller coaster. It can be described as a 'tale of two halves', where we witnessed a precipitous slowdown in economic activity in the first half, followed by an impressive sequential rebound in the second half. We believe a phased recovery in economic activity over the next couple of years will result in tax

buoyancy, and consequently enable the Government to forge ahead with various infrastructure projects. While the Union Budget 2021 highlighted large outlays on infrastructure, the Government also postponed the fiscal consolidation exercise to FY25, essentially creating more room for future capital expenditure. Currently, numerous projects in India are being funded by various bilateral/ multilateral agencies, which can potentially plug funding gaps in the National Infrastructure Pipeline. Private sector balance sheets have been looking healthier, thanks to the combination of incentives, low tax rates and liquidity.

We have created a strong leadership team to work with trained and motivated employees who have proven their mettle by working through the pandemic. Our cross-functional teams have brought the best of all our capabilities together by working in unison, to support and serve our clients.

I am pleased to inform you that Josts has continued its growth in the Engineered Products Division and Material Handling Division despite the impact of nationwide lockdown imposed due to the COVID-19 Pandemic. The Engineered Products Division has made a substantial contribution to the profits made in the FY21. Through this division, we serve the industries of Aerospace & Defense, Education, R&D Labs, and private segments like Auto Engineering and FMCG. We aspire to sharpen the focus on the technical service business in the years to come.

The Material Handling Division performed better this year. Josts is continuously putting focus on the quality of products and better customer services. Refinement and enhancement of customer acquisition has added value to the division.

We continue to emphasize on shareholder value creation by concentrating on cost efficiencies and leveraging technology for productivity gains. Josts' strategically diversified business portfolio, geographical dispersion, robust balance sheet and strong order book are reliable signs pointing to a brighter future. Furthermore, Josts has proven its execution capability and the committed workforce is successfully aiding the company's transition into a digitally evolved work environment.

For me, it is a matter of pride to see the commitment and dedication that our employees have displayed during this year to serve our clients. I am extremely grateful to them, our clients, the leadership team, our board members, and all our well-wishers, who have supported us with their trust and patience through this most challenging year.

With Best Wishes,

Jai Prakash Agarwal
Chairman