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5th June, 2024

To,
The Manager,
BSE Limited,
Department of Corporate Services,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001

Script Code: 514448

Dear Sir,

Subject: Investor Presentation of Q4 & FY2024

We hereby submit the Investor Presentation of Q4 & FY2024.

This is for your information and records.

Thanking You,

Yours Faithfully

For, Jyoti Resins and Adhesives Limited

Utkarsh Patel
Managing Director
DIN: 02874427



Jyoti Resins and Adhesives Ltd

Q4 & FY2024
Investor Presentation

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You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

Performance highlights

Performance snapshot |
Financial highlights

01

Business Model

Business Model |
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Way forward

Way forward

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Company background

About Us | Our Journey | Our Network |
Manufacturing | Our strengths &
commitment | Management Team

05

Product Portfolio, New Products, Digital Advertisement, Events

Diversified product portfolio |
New Products |
Digital Ads |
Recent Dealer Events



Performance Highlights



Performance Snapshot

FY24 vs FY23

66.5% Gross Margin Vs 47.5% YoY	32.6% EBITDA Margin Vs 23.2% YoY	26.1% PAT Margin Vs 17.8% YoY
38.4% Growth in EBITDA YoY	45.9% Growth in PBT YoY	44.5% Growth in Net Profit & EPS YoY

Gross Margin improved to 66.5% in FY24 led by softer raw material and higher share of premium products. This led to **EBITDA and PBT Margin at 32.6% and 26.1% respectively**

Achieved **volume growth of 8%** for Q4FY24 while annual volume were flattish, indicating good recovery in sales volume from Q4FY24

On a reconciliation basis (*see next slide*) company generated **Cash Flows from Operations to the tune of Rs 822.5 mn for FY24**, up from Rs 377.2 mn in FY23

Cash & Cash Equivalent for FY24 stands at Rs 1120 mn viz. 1.3x higher than Liability for Expenses at Rs 888 mn

Dividend Declared Rs 9 per share (90% of FV) equivalent to 16% Dividend Payout for FY24.

Stronger Balance Sheet; Improving Cash Flows

(Rs mn)	FY24	FY23
Cash flow from operating activities (as per CFS)	268.6	10.0
Added back		
Change in Non current financial assets*	-	271.6
Change in Other bank balance**	553.9	95.5
Reconciliation of Cash Flow from Operations	822.5	377.2

On Reconciliation, Cash flow from operations has increased from Rs. 377.2 mn in FY23 to Rs. 822.5 mn in FY23

*Fixed Deposits having maturity beyond 12 months from the Balance sheet date

**Fixed Deposits having maturity between 3 to 12 months from the Balance sheet date

Note: As per accounting standards, FDs up to 3 months form part of cash and cash equivalent at end of Cash Flow

Quarterly Financial Highlights

(All values in Rs Mn)	Q4FY24	Q3FY24	Q4FY23	YoY%	FY24	FY23	YoY%
Net Sales	712.4	619.2	650.8	9.5	2,573.0	2,612.5	-1.5
Expenditure	500.1	413.7	450.2	11.1	1,733.9	2,006.3	-13.6
EBITDA	212.3	205.5	200.6	5.8	839.1	606.2	38.4
<i>EBITDA Margin (%)</i>	<i>29.80%</i>	<i>33.19%</i>	<i>30.82%</i>	<i>- 102 bps</i>	<i>32.61%</i>	<i>23.20%</i>	<i>+ 941 bps</i>
Other Income	42.0	12.5	17.5	140.0	68.2	22.6	201.8
Depreciation	2.6	2.9	4.0	-35.0	10.9	14.5	-24.8
Interest	0.5	-	0.3	66.7	0.5	0.3	66.7
Profit Before Tax	251.2	215.1	213.8	17.5	895.9	614.0	45.9
Tax	63.5	50.7	49.7	27.8	224.8	149.7	50.2
Profit After Tax	187.7	164.4	164.1	14.4	671.2	464.4	44.5
<i>PAT Margin (%)</i>	<i>26.35%</i>	<i>26.55%</i>	<i>25.22%</i>	<i>+ 113 bps</i>	<i>26.08%</i>	<i>17.77%</i>	<i>+ 831 bps</i>
Earnings Per Share (Rs)	15.64	13.70	13.67	14.4	55.93	38.70	44.5

Annual Income Statement

(All values in Rs Mn)

	FY20	FY22	FY23	FY24
Net Sales	1,012.9	1,819.6	2,612.5	2,573.0
Expenditure	908.6	1,581.9	2,006.3	1,733.9
EBITDA	104.4	237.6	606.2	839.1
<i>EBITDA Margin (%)</i>	<i>10.30%</i>	<i>13.06%</i>	<i>23.20%</i>	<i>32.61%</i>
Other Income	64.2	34.5	22.6	68.2
Depreciation	6.2	7.1	14.5	10.9
Interest	0.7	0.5	0.3	0.5
Profit Before Tax	161.7	264.6	614.0	895.9
Tax	40.1	67.0	149.7	224.8
Profit After Tax	121.7	197.6	464.4	671.2
<i>PAT Margin (%)</i>	<i>12.01%</i>	<i>10.86%</i>	<i>17.77%</i>	<i>26.08%</i>
Earnings Per Share (Rs)	30.41	49.41	38.70	55.93

Annual Balance Sheet

Equity & Liabilities	FY24	FY23	Assets	FY24	FY23
Share Capital	120.0	120.0	Property, Plant & Equipment	482.3	472.6
Other Equity	1,542.4	939.8	Financial Assets		
Total Equity	1,662.4	1,059.8	i. Other Financial Assets (Bank FD)	14.8	279.8
Deferred Tax Liabilities (Net)	5.4	2.8	Total Non-Current Assets	497.1	752.4
Other Financial Liabilities	9.3	4.3	Inventories	49.7	50.3
Total Non- Current Liabilities	14.7	7.1	Financial Assets		
Financial Liabilities			i. Investments	0.4	0.2
i. Trade Payables	99.0	142.0	ii. Trade Receivable	939.9	914.6
ii. Other Financial Liabilities	20.3	1.4	iii. Cash & Cash Equivalents	281.8	38.6
Other Current Liabilities	888.0	862.0	iv. Bank Balance other than (ii) above	824.1	270.2
Provisions	5.9	16.6	Other Current Assets	110.4	80.1
Current Tax Liabilities (Net)	13.0	17.5	Total Current Assets	2,206.2	1,354.1
Total Current Liabilities	1,026.2	1,039.6	Total Assets	2,703.3	2,106.5
Total Equity & Liabilities	2,703.3	2,106.5			

Note: Rs 10 mn = Rs 100 lacs = Rs 1 crore



Business Model & Our Edge

Business Model



01

• The company imports raw materials from several countries. The raw materials are then processed and white glue is manufactured in their plant at Santej. The finished product is then packaged into different sizes starting from 500 gm upto 70 kgs. The products are then sold through a mix of Distributors and Consignee & Sales Agents into the retail market (sold to dealers).

02

• At a team level, the company has zonal managers, area managers, sales executives and business development executives. The whole chain works cohesively towards the visibility, promotions, training of carpenters, use and applications, resolving customer issues, sales orders and processing, and other related activities.

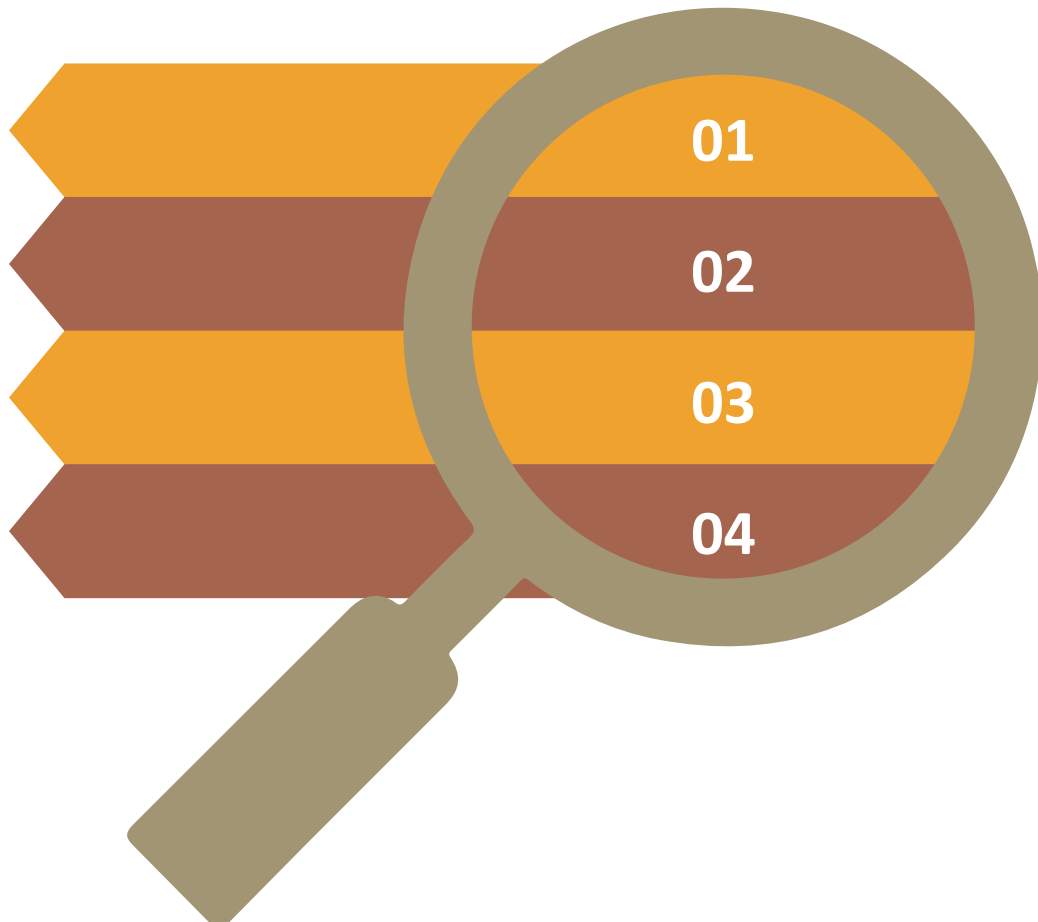
03

• The company also has an efficient carpenter reward model system which is a loyalty program for carpenters. On every bucket / drums purchased by carpenters, they receive certain amount of points, which are then recorded by downloading and logging into the app designed by the company. Post a certain threshold, the carpenters can then redeem these points in return for gifts in several forms / modes of awards.

04

• The company has a well established and customised ERP software, which integrates its sales, purchases, distributor and consignee agent ordering, billing inventory, receivables as well as the carpenter loyalty programme.

Our competitive edge



Low cost manufacturing; Asset light

- Overall manpower costs is limited to 15-16% of revenues
- Selling and Distribution expenses maintained under 12%
- Asset turnover is at 8x
- Amongst the highest EBITDA per tonne vis-à-vis peers
- Working capital efficient hence No Debt and OCF & FCF positive

Our network

- Presence in 14 states
- Operating through 60 distributors for smaller cities
- Operating through 35 branches for bigger cities (metros)
- Selling to 12,000 active retailers & working with 3.5 lac carpenters
- 400 sales executives & business development executives

Diversified product portfolio

- The company offers a wide range of products with several features and catering to different substrates such as :
 - Anti Termite
 - Water proof
 - Fast drying
 - Wider coverage
 - Fungal resistance
 - Heat resistance
 - Weather proof
 - High fixing strength
- Cold and hot press applications
- Multi purpose uses for Wood, PVC and Acrylic.

Our carpenter reward model

- We have one of the best and highest rewarding carpenter rewarding model in the industry
- Reward & loyalty programs are devised state wise
- Company app provided to carpenters for claiming and redeeming points. Slab systems created on usage basis
- 3.5 lac carpenters currently registered under this programme



Way Forward



Way forward

ENHANCE PRODUCTION CAPACITY FURTHER

Owing to sharp demand and growth in our market share, **we completed the process of increasing our production capacity further to 2000 TPM.** Company is in the process of setting up a warehouse for enhancing storage of raw materials and finished goods.

01

EXPAND DISTRIBUTION NETWORK AND OUR BRANCHES

We are looking to expand and increase our penetration in existing states with increase in branches and distributors with an eye on improving our market share. **Foray into new states & increase efficiencies in established states.**

02

GROWTH OVER NEXT 3-5 YEARS

Over the last 5 years, we have grown at CAGR of 38%, 103%, 113% on Revenue, EBIDTA, PAT.

We are targeting 20-25% Volume CAGR over the next 3 years (Base Year: FY2024) owing to softer FY24

03

RETURN RATIOS; DEBT FREE; IMPROVE WORKING CAPITAL EFFICIENCY

Continue to maintain +30-40% ROE and +40% ROCE.

Stay debt free and generate positive operating cash flows and free cash flows.

Keep Liabilities for expenses below 30-35% of Revenue (34% for FY24 due to lower revenue vs FY23).

04



Company background





About Us



The company launched its brand “Euro 7000” in 2006, and is now the second largest (No 2) selling wood adhesive (white glue) brand in India in the retail segment.



Vision & Mission

To Acquire National Leadership Position in Wood Adhesives Field In Retail Segment.

To be India's most Preferable Adhesive Brand For The Carpenters , where Our End Users Can find The Best Solution For Gluing The Furniture.

We Believe To Continuously Create New Opportunities For Our Team Members To Do Growth In Our Strategic Business.

- **JYOTI RESINS AND ADHESIVES LTD** is a manufacturer of synthetic resin adhesives. The Company manufactures various types of wood adhesives (white glue) under the brand name of EURO 7000.
- The company launched its brand “Euro 7000” in 2006.
- The company has steadily increased its plant (at Santej, Ahmedabad) capacity to 1000 Tonnes per month, expanded capacity to **2000 TPM (24,000 TPA) in Aug'22**.
- Euro 7000 has today grown exponentially and is now **the second largest (No 2) selling wood adhesive (white glue) brand in India in the retail segment**.
- The company's success so far in this business is an outcome of its strategic vision focus on delivering world class products and services to its customers.
- Today it services 14 states in India through 35 branches and 60 distributors, catering to 12,000 active retailers and 3.5 lac carpenters.
- A 400 strong sales force plays a key role in this process.

Our Journey

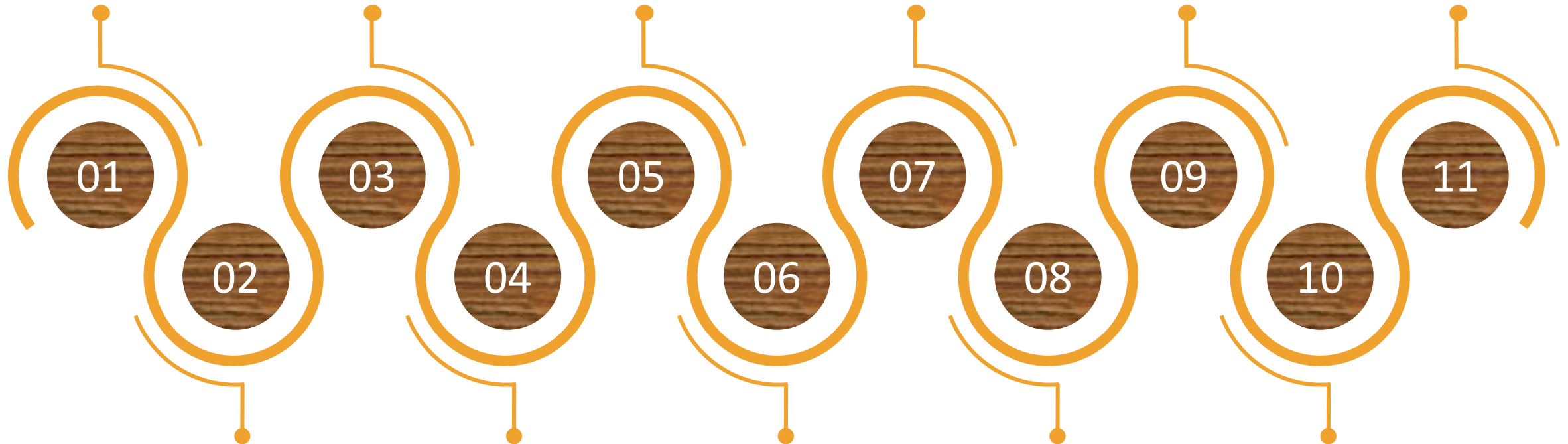
Established in **1994** by Chairman and first generation entrepreneur Mr. Jagdish Patel
2005 – Mr Utkarsh Patel, ED joins the business after completing Chemical Engineering; and Masters courses in Marketing and International Business Management

2007 company expand capacity to 250 TPM and enters new markets outside Gujarat

2012 Company forays into Maharashtra and other key markets

2018-2019 Presence grows to 12 states & capacity to 1000 TPM

2023-2024 Forayed into New Delhi & UP with 5 new branches.



IPO in the year **1994-95**.
Manufacturing setup at Santej, Ahmedabad over an area 8000 square yard

2006 - Euro 7000 brand launched – white glue – premium adhesive for retail

2010 – Company forays into Rajasthan markets

2016-2017 Company expands production capacity to 500 TPM

2022 Company expands capacity to 2000 TPM. Initiates process to setup warehouse.

Our Network today



14
STATES

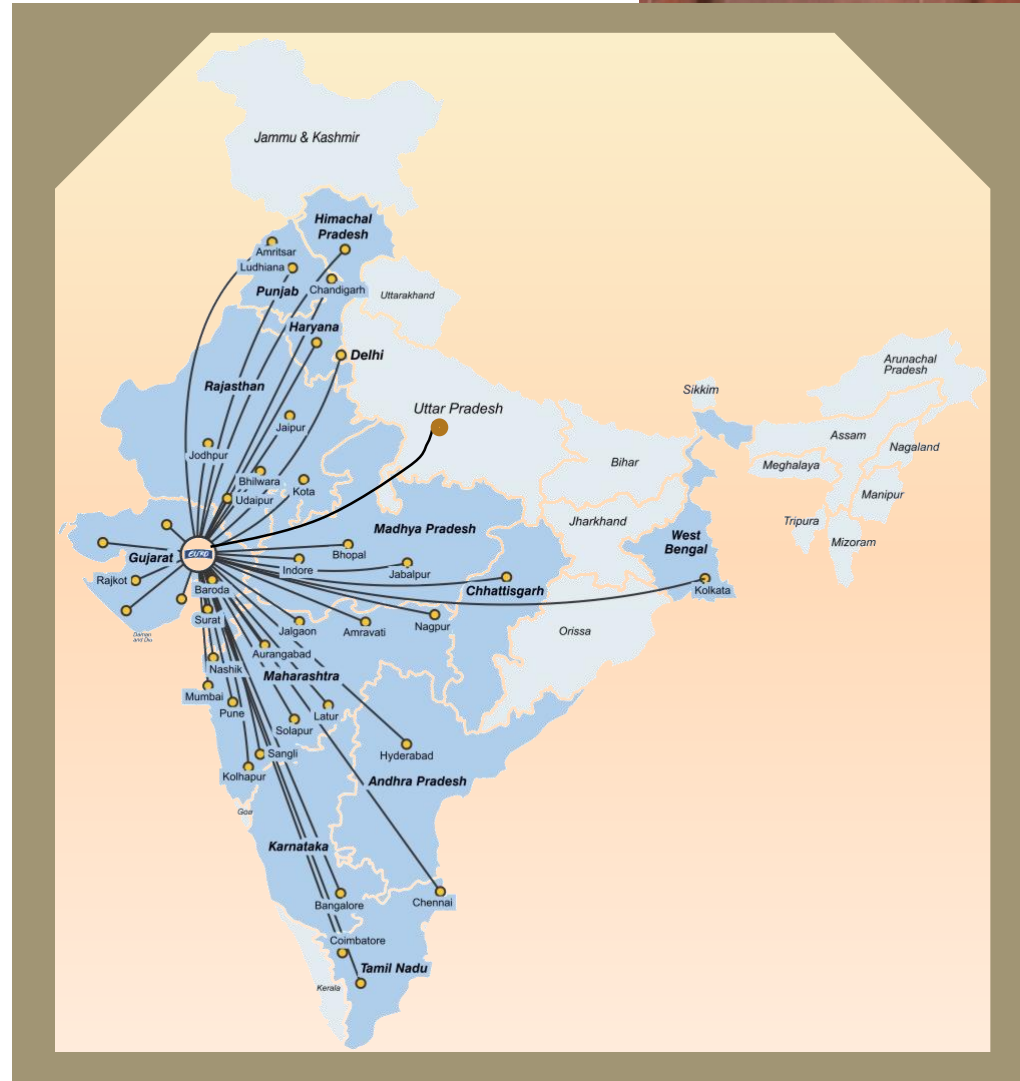
400
SALES
FORCE

35+
BRANCHES

12,000
ACTIVE
RETAILERS

60
DISTRIBUTORS

350,000
CARPENTERS



Manufacturing & Operations

Manufacturing Plant

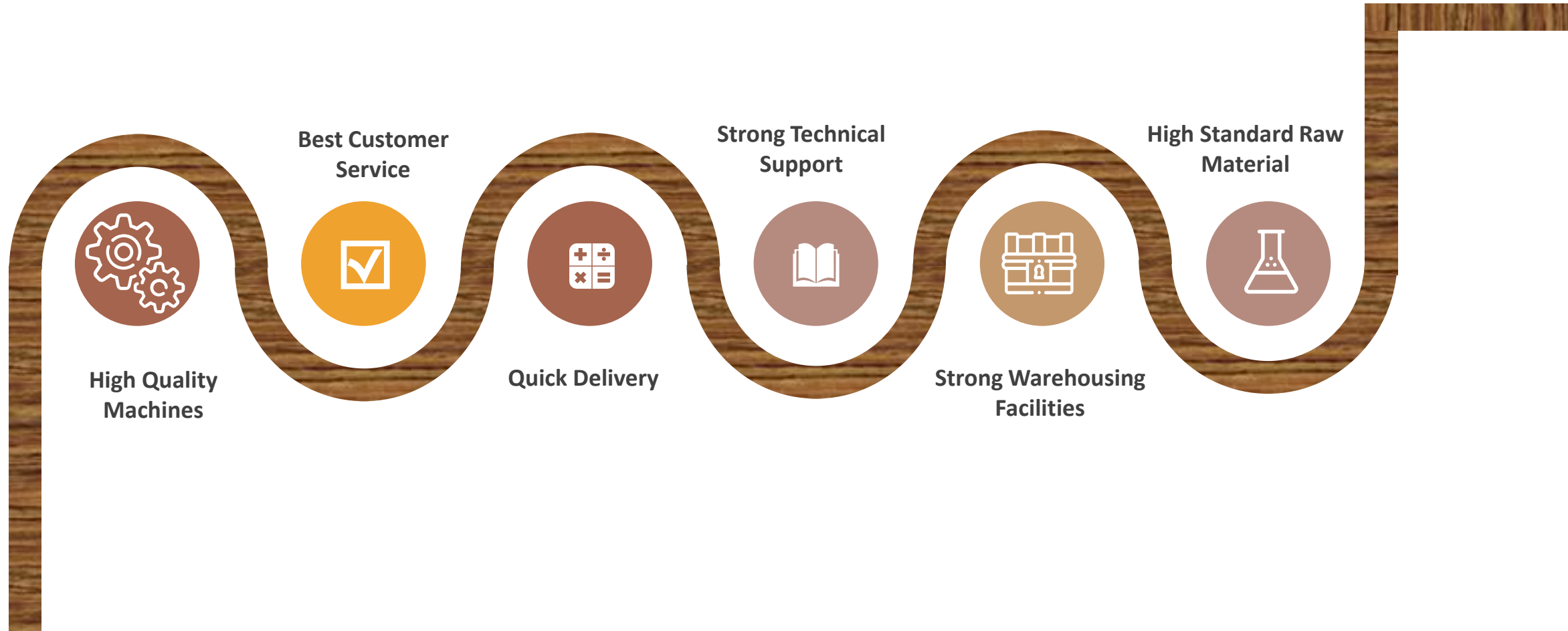
Our manufacturing plant at Santej, Ahmedabad, Gujarat is currently at 2000 TPM (24,000 TPA).

Administrative Offices

Our corporate office is at Ahmedabad, Gujarat. We also have an Administrative Office in Mumbai. Other than this we have 35 branch offices & warehouses across key cities & states.



Our strength & commitment



**High Quality
Machines**

**Best Customer
Service**

Quick Delivery

**Strong Technical
Support**

**Strong Warehousing
Facilities**

**High Standard Raw
Material**

40%

Return on Equity

+50-55%

Return on Capital Employed

**Second Largest
brand in India**

Clear lead as 2nd largest
Wood Adhesive brand in India
(retail segment)

Debt Free

Continues to be Net Debt
negative since FY18

Dividend

90% Dividend Per Share
(Final Dividend)

16% Dividend Payout
for FY24

Maintained strong
ROE & ROCE in
FY24.

Consistent growth
in EBITDA & Net Profit Margins

Both have increased by
1.4x & 1.5x in FY24 (YoY)

Revenue touched
Rs 257 cr in FY24

Current production capacity
stands at 2000 TPM

Promoter holding
Increased from
49.97% in Mar 2022
to
50.83% as on Mar 2023
(maintained Mar'24)



Jagdish N Patel

Chairman

Mr Jagdish N Patel is the first generation entrepreneur and started this company in 1994 eyeing the huge opportunity he saw in the market for organized players in adhesives.

With his financial prowess and effective team management capabilities, he built the strong foundation on which Euro7000 stand today.



Management Team



Utkarsh J Patel

Managing Director

In 2005, Mr. Utkarsh Patel, Executive Director, joined the business, after completing his Chemical Engineering and Management courses in the field of Marketing and International Business Management.

He is currently driving the business on all fronts and has been instrumental in the operational turnaround of the business, with a vision to be the next big participant in the adhesives industry in India.



Product Portfolio



Diversified Product Portfolio



Anti termite applications



Water proof,
Anti termite,
Heat & fungal resistant



Cold & Hot press applications



Waterproof,
Anti termite,
Fast drying (2-3 hours)



Waterproof,
Anti termite,
Heat & fungal resistance



For PVC and Acrylic sheet bonding to wood; pre edge bending taps



Waterproof,
Anti termite,
Fast drying (2-3 hours)



Waterproof, Anti termite,
Fast drying (2-3 hours),
Weather Proof

Past Product Launches

Extreme 3 Hi-Strong



THREE BENEFITS IN ONE

- Fast Drying Adhesive with 2-3 hours handling strength
- Waterproof adhesive
- Anti termite formula

EURO EWR



COLD PRESS EXPERT

- Suitable for cold press
- Economy grade with extra strength
- Use for furniture industry
- Packing: 50 kgs drum

Anti Termite formula water resistant adhesive

EWR D2+



HOT PRESS EXPERT

- Suitable for Hot & Cold Press
- D2+ Formula
- Fast Drying
- Powerful strength
- Packing : 50 kgs drum pack

D2+ Grade Adhesive with Fast Drying Formula

Applications



USAGE OF OUR PRODUCT



PAKKA JOD, HAMESHA



Digital Advertisements



#SachiMein - EURO 7000
Ultra 5in1

22K views



#SachiMein - EURO 7000 WP
2in1

57K views



#SachiMein - EURO 7000
Extreme 3

83K views



Navratri Mein EURO 7000 Ka
Pakka Jod

16K views

Dealer Events



Dealer (500+) Meet – Ahmedabad, Gujarat



Dealer (200+) Meet – Jodhpur, Rajasthan



Dealer (200+) Meet – Vadodara, Gujarat



Dealer (300+) Meet – Rajkot, Gujarat



Dealer (550+) Meet – Mumbai, Maharashtra



Dealer (175+) Meet – Nashik, Maharashtra

Connecting users & dealers digitally

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मोबाइल : _____

शहर : _____

कॉन्ट्राक्टर साईन

यूरो एक्जिक्यूटिव साईन

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