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Date :- 06.08.2022

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

Script Code: 514448

Sub :- Q1 F.Y. 23 Investor Presentation.

Dear Sir,

With reference to above subject, please find attached herewith our
Q1 F.Y. 2022 - 23 Investor Presentation.

You are requested to kindly update the same on your website.

Thanking you,

Yours faithfully,

For, JYOTI RESINS & ADHESIVES LTD.

Jain Manish

MANISH SHANTILAL JAIN

Compliance Officer & Company Secretary

(M.No. ACS – 53423)





Jyoti Resins and Adhesives Ltd

Q1-FY2023

Investor Presentation

Safe Harbour Statement



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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.

Q1FY23 Performance highlights

Quarter Performance snapshot |
Financial highlights

01

Business Model

Business Model | Our competitive
edge

02

Way forward
Way forward

03



04

Company background

About Us | Our Journey | Our Network |
Manufacturing | Our strengths &
commitment | Management Team |
Annual Performance snapshot |
Financial highlights

Product Portfolio, New Products, Events

Diversified product portfolio | New
Products | Events

05

Shareholding & Price performance

Shareholding pattern | Relative Price
Performance

06



Q1FY23 Performance Highlights

Performance Snapshot

137%
Growth in
Revenue
YoY

+234 bps
EBITDA
Margin
YoY

+80 bps
PAT
Margin
YoY

174%
Growth in
EBITDA
YoY

151%
Growth in
Net Profit
YoY

151%
Growth in
EPS
YoY

In Q1FY2023 strong growth continued on all fronts.

Revenue, EBITDA, PAT are up 137%, 174% , 151% YoY

Price increase of 4% implemented in May 2022.

Gross Margin improvement led by easing of supply side constraints

Further expansion to 2000 TPM completed w.e.f. 1 Aug 2022

Company continues to be debt free.

Quarterly Financial highlights



(All values in Rs mn)

	Q1FY23	Q4FY22	Q1FY23	YoY%	FY22	FY21	YoY%
Net Sales	639.1	574.6	270.1	136.6	1,819.6	1,012.9	79.6
Expenditure	530.2	499.0	230.4	130.2	1,581.9	908.6	74.1
EBITDA	108.9	75.6	39.7	174.3	237.6	104.4	127.6
<i>EBITDA Margin (%)</i>	<i>17.04</i>	<i>13.16</i>	<i>14.69</i>	<i>234 bps</i>	<i>13.06</i>	<i>10.30</i>	<i>+275.5 bps</i>
Other Income	2.1	17.7	8.2	(74.9)	34.5	46.3	-25.5
Depreciation	2.7	1.9	1.6	63.4	7.1	6.2	13.6
Interest	0.0	0.3	0.1	(89.2)	0.5	0.7	-30.4
Profit Before Tax	108.2	91.2	46.2	134.4	264.6	143.8	84.0
Tax	17.5	21.9	10.0	75.0	66.9	40.1	67.0
Profit After Tax	90.7	69.2	36.2	150.8	197.6	103.7	90.5
<i>PAT Margin (%)</i>	<i>14.20</i>	<i>12.04</i>	<i>13.39</i>	<i>80.3</i>	<i>10.86</i>	<i>10.24</i>	<i>+62 bps</i>
Earnings Per Share (Rs)	22.68	17.30	9.04	150.8	49.41	25.94	90.5
Dividend Per Share (Rs)	-	-	-	-	7.5	3.0	-

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.

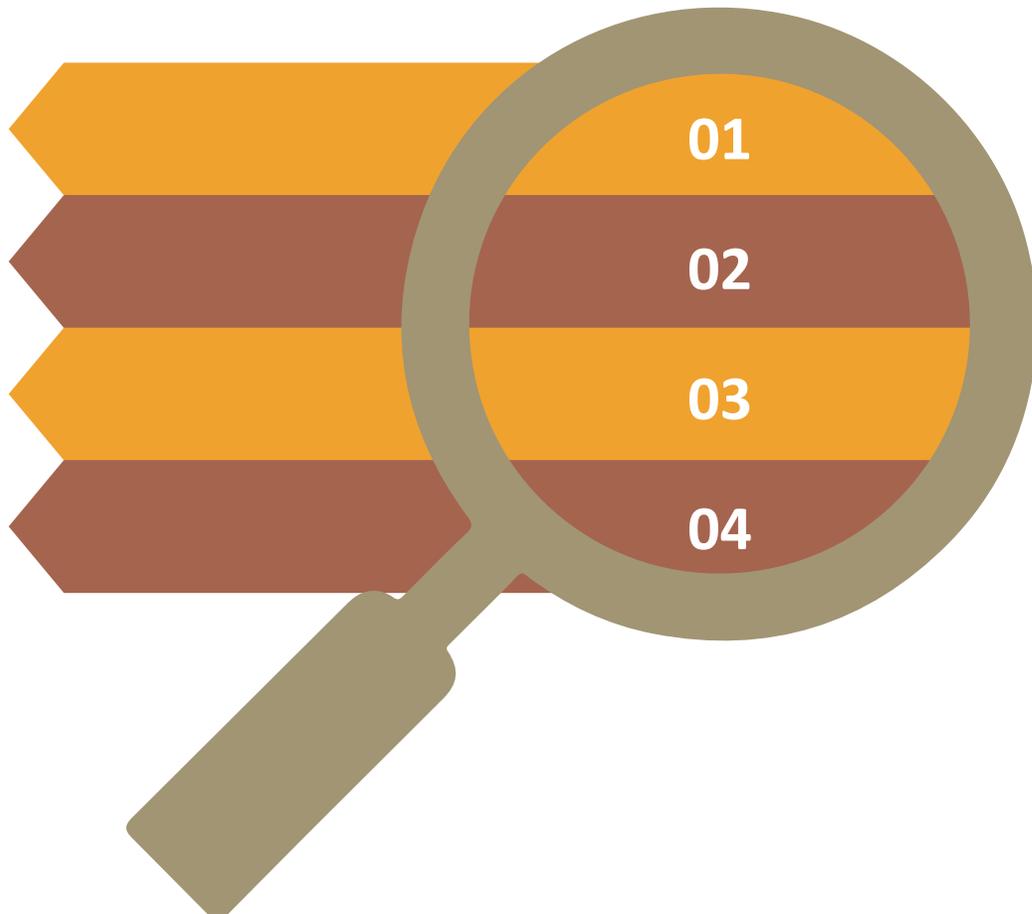
03

• 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 13 states
- Operating through 50 distributors for smaller cities
- Operating through 28 branches for bigger cities (metros)
- Selling to 10,000 active retailers & working with 3 lac carpenters
- 300 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 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 our reach in several more states as well as increase our penetration in existing states with increase in branches and distributors. **During Q4FY22 company forayed into Assam.**

02

GROWTH OVER NEXT 3-5 YEARS

Over the last 7 years, we have grown at CAGR of 38%, 73%, 115% on Revenue, Ebitda, PAT.

We are targeting 25% CAGR for Revenues over the next 3-4 years (Base Year: FY2022)

03

RETURN RATIOS; DEBT FREE; IMPROVE WORKING CAPITAL EFFICIENCY

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

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

Foray into new states & increase margins in established states.

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

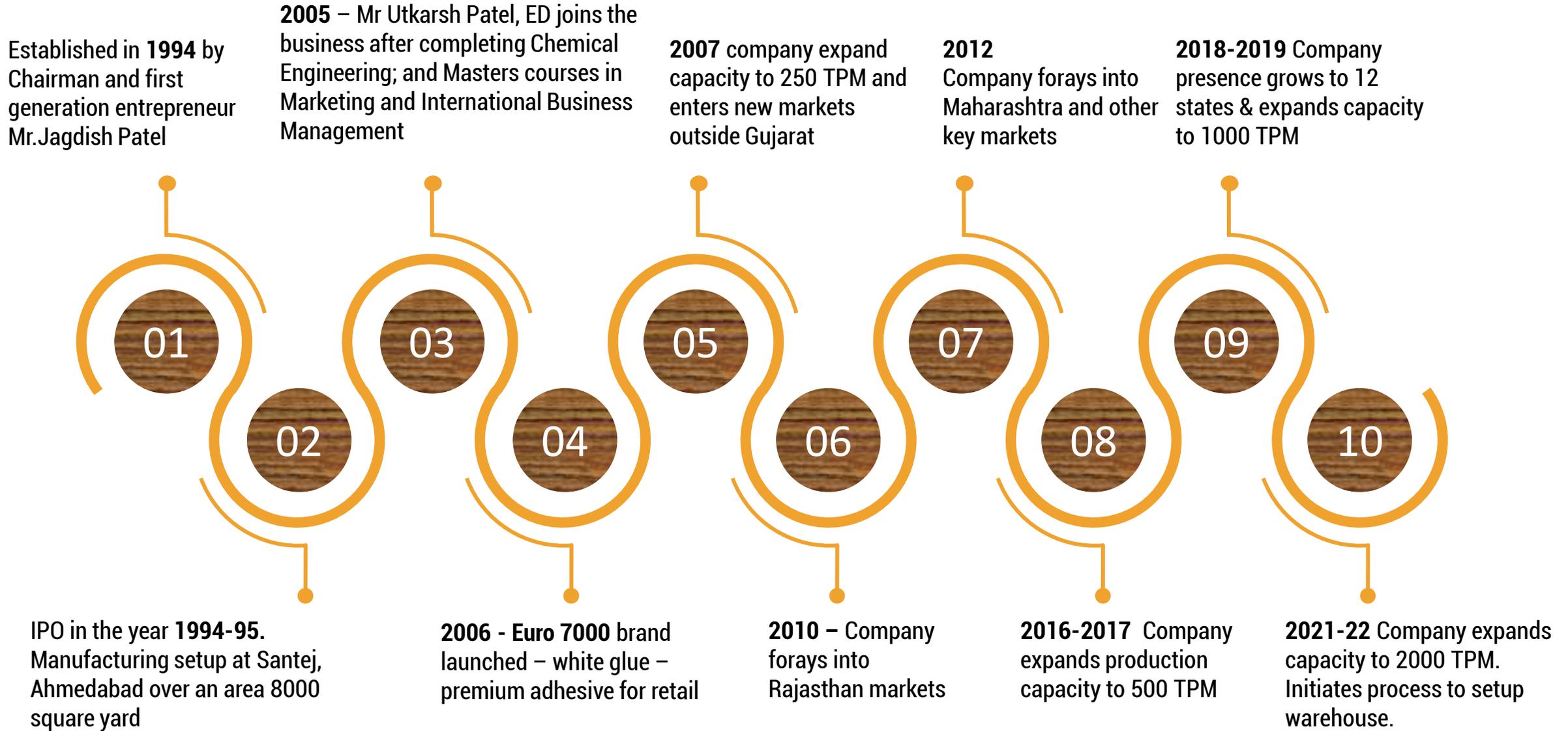
To Acquire National Leadership Position in Wood Adhesives Field In Retail Segment.

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 **by 50% to 1500 TPM in Nov'21 and now further expanded to 2000 TPM 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 13 states in India through 28 branches and 50 distributors, catering to 10,000 active retailers and 3 lac carpenters across India. A 300 strong sales force plays a key role in this process.

Our Journey



Our Network today



13
STATES

300
SALES
FORCE

28
BRANCHES

10,000
ACTIVE
RETAILERS

50
DISTRIBUTORS

300,000
CARPENTERS



Manufacturing & Operations

Manufacturing Plant

Our manufacturing plant at Santej, Ahmedabad, Gujarat is currently at 1500 TPM manufacturing facility and has been expanded to 2000 TPM in August 2022.

Administrative Offices

Our corporate office is at Ahmedabad, Gujarat. We also have a Administrative Office in Mumbai. Other than this we have 28 branch offices & warehouses across key cities & states.



Our strength & commitment

13
STATES

28
BRANCHES

50
DISTRIBUTORS

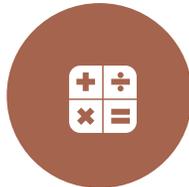


High Quality
Machines

Best Customer
Service



Quick Delivery



Strong Technical
Support



Strong Warehousing
Facilities



High Standard Raw
Material



300
SALES
FORCE

10,000
ACTIVE
RETAILERS

300,000
CARPENTERS



Management Team



Jagdish N Patel

Chairman and Managing Director

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.

Utkarsh J Patel

Executive 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.



Annual Performance Highlights

+31%

Return on Equity

+41%

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

75% Dividend Per Share declared in FY22

Shareholders Funds increased by 185.6% YoY

Consistent growth in Operating Profit & Net Profit. Both have increased by 1.8 – 1.9x over previous year

Revenue touched Rs 182 cr in FY22
Capacity enhanced to 1500 TPM and further to 2000 TPM in August'22

Promoter holding increased to 49.97% in Mar 2022 vs 48.98% in Mar 2021

Annual Income Statement

(Rs mn)	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22
Net Sales	266.0	470.9	582.0	686.9	735.4	1012.9	1,819.6
Expenditure	257.0	458.5	569.1	658.3	618.9	908.6	1,581.9
EBITDA	9.0	12.4	12.9	28.6	116.5	104.4	237.6
<i>EBITDA Margin (%)</i>	<i>3.4%</i>	<i>2.6%</i>	<i>2.2%</i>	<i>4.2%</i>	<i>15.8%</i>	<i>10.3%</i>	<i>13.1%</i>
Other Income	0.2	0.1	0.2	5.3	13.5	46.3	34.5
Depreciation	0.8	0.8	0.8	2.5	4.8	6.2	7.1
Interest	5.4	8.4	6.0	0.2	0.7	0.7	0.5
Profit Before Tax	3.0	3.3	6.3	31.2	124.6	143.8	264.6
Tax	0.9	1.1	1.9	8.7	30.4	40.1	66.9
Net Profit	2.1	2.2	4.4	22.5	94.2	103.7	197.6
<i>PAT Margin (%)</i>	<i>0.8%</i>	<i>0.5%</i>	<i>0.8%</i>	<i>3.3%</i>	<i>12.8%</i>	<i>10.2%</i>	<i>10.9%</i>
Earnings Per Share (Rs)	0.5	0.5	1.1	5.5	23.55	25.94	49.41
Dividend Per Share (Rs)	-	-	-	-	2.5	3.0	7.5

80%
Growth in
Revenue

+275 bps
EBITDA
Margin

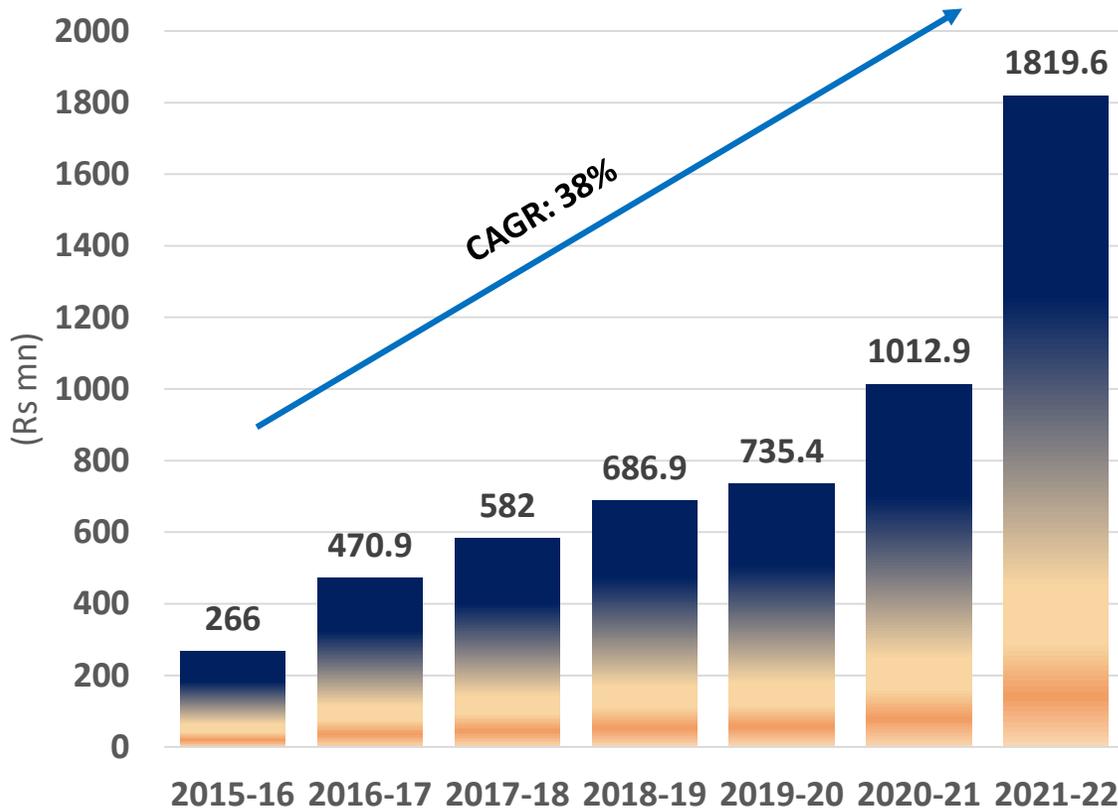
+127%
Growth in
EBITDA

+90%
Growth in
Net Profit

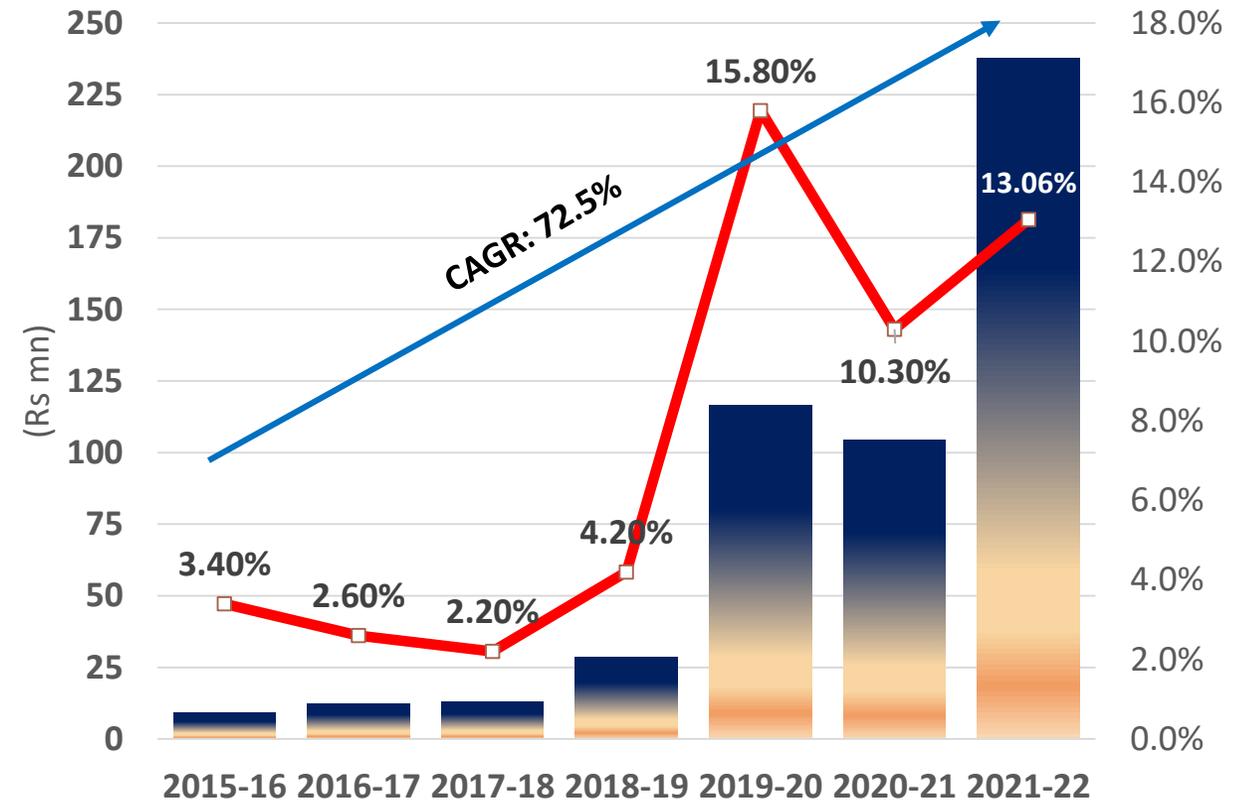
Financial highlights (1/3)



Revenues (Rs mn)



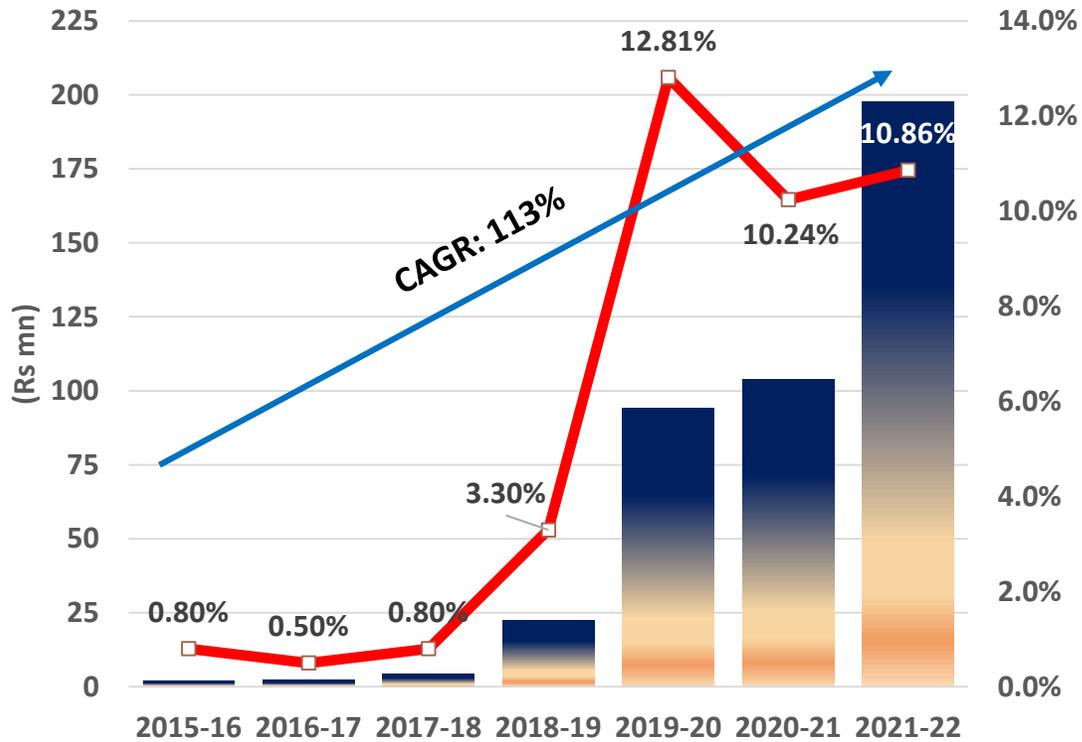
EBITDA (Rs mn) & EBITDA Margins (%)



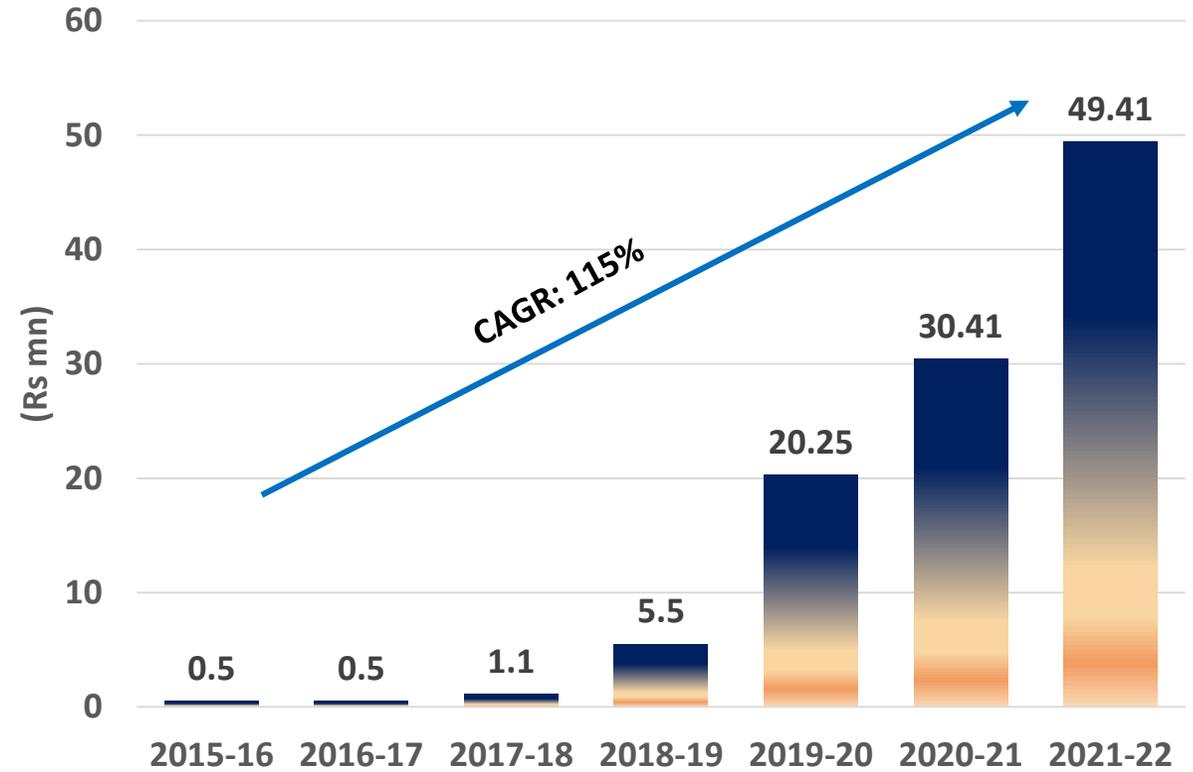
Financial highlights (3/3)



Net Profit (Rs mn) & PAT Margin (%) (excl exceptional)



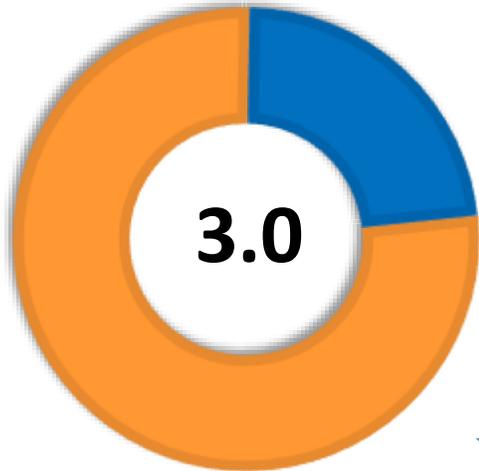
Earnings per share (Rs) (Reported)



Dividend History

FY2020-21

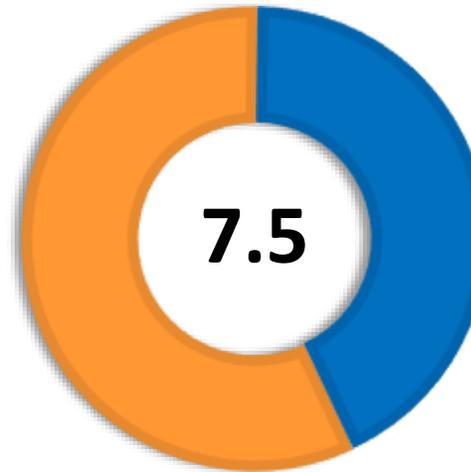
DIVIDEND PER SHARE (RS)



**Dividend
Payout
10%**

FY2021-22

DIVIDEND PER SHARE (RS)



**Dividend
Payout
15%**



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

Product Launches (last 12 months)

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



Recent Events



Dealer Meet Jodhpur – July 2022

Pre Covid Events



Dealers meet – Ahmedabad - 2020



Contractor Meet – Mumbai - 2020



Contractor Meet – Nagpur - 2020



Contractor meet – Ahmd, Rajkot, Baroda - 2020



ACETECH Exhibition – 2019 – Mumbai



Sponsoring festivals and events

Connecting users & dealers digitally



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सोबाइन : _____

शहर : _____

कॉन्ट्रॉक्टर साईन

यूरो एडिजिस्टिव साईन

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Shareholding & Price Performance

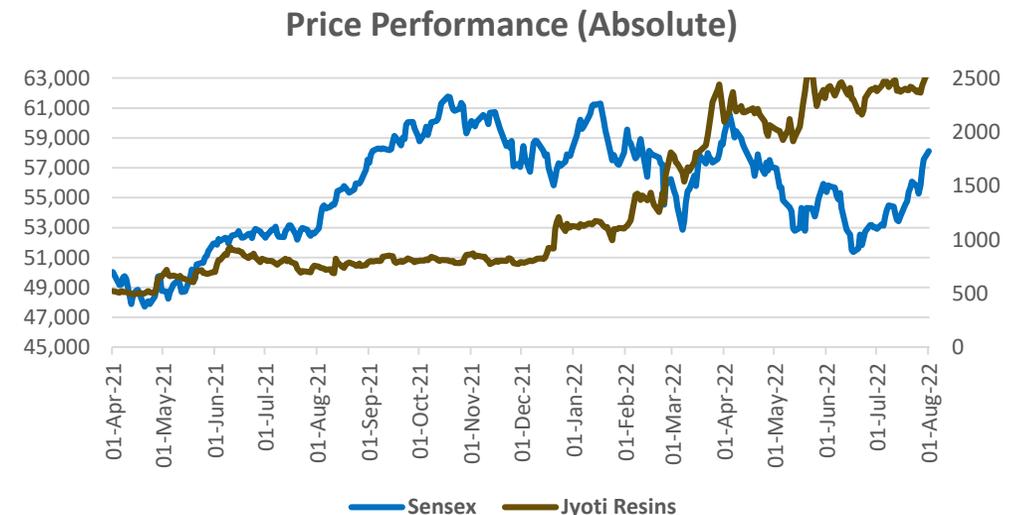
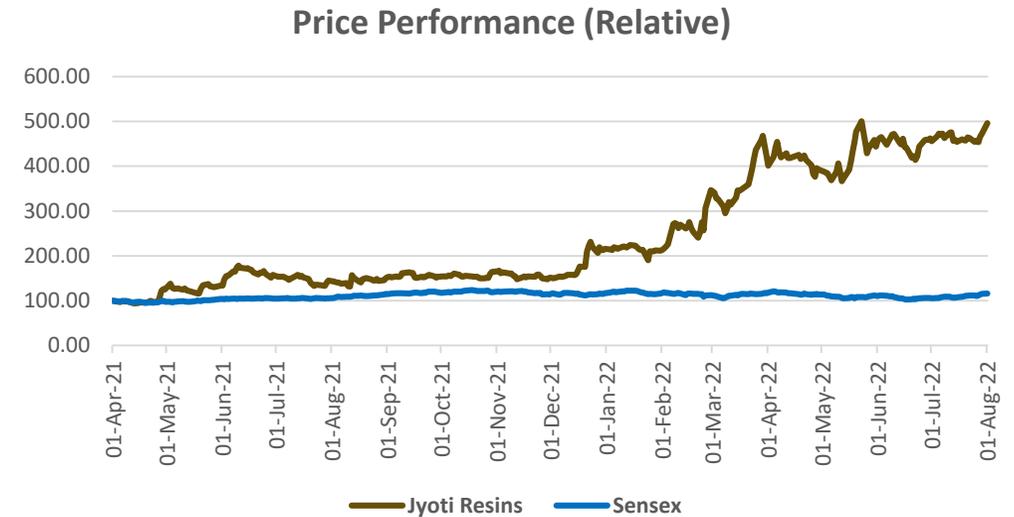
Shareholding Pattern & Price Performance



Category	Mar-20	Mar-21	Mar-22	Jun-22
Promoter	47.21%	48.98%	49.97%	49.97%
Public	52.79%	51.02%	50.03%	50.03%
- Foreign Institutional Investors*	-	-	2.00%	2.00%
- Ark Global Emerging Companies, Lp	-	-	1.25%	1.25%
- Deseret Mutual Employee Pension Plan Trust**	-	-	0.75%	0.75%

* FII shareholding is part of overall public shareholding

** Source: Bulk Deals, BSE India - % derived from shares bought vs total equity shares outstanding



Thank You

FOR FURTHER INFORMATION PLEASE CONTACT



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