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3rd February, 2025

To,
The Manager,
BSE Limited,
Department of Corporate Services,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400001

Script Code: 514448

Dear Sir/Madam,

Subject – Submission of Q3 & 9M FY25 Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submits the Q3 and 9M FY25 Investor Presentation.

A copy of the presentation is enclosed for your records.

Kindly take the same on your records.

Thanking You,

Yours Faithfully

For, Jyoti Resins and Adhesives Limited

Utkarsh Patel
Managing Director
DIN: 02874427

JYOTI RESINS AND ADHESIVES LTD

Q3 & 9M FY25

Investor Presentation



SAFE HARBOUR STATEMENT



This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of Jyoti Resins and Adhesives Ltd. ("Euro7000" or "Company"), nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company.

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This document contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as "expects" and "anticipates" and words of similar import. Any statement in this document that is not a statement of historical fact is a forward looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.

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.

CORE TOPICS

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Performance Highlights

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Way Forward

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Product Portfolio, New Products, Digital Advertisement, Events

Diversified Product Portfolio | New Products | Digital Ads



PERFORMANCE HIGHLIGHTS



PERFORMANCE SNAPSHOT



Q3FY25

70%

Gross Margin

31.6%

EBITDA Margin

26.8%

PAT Margin

9MFY25

70.4%

Gross Margin

31.8%

EBITDA Margin

26.3%

PAT Margin

Volume growth stood at **18% YoY**

for Q3 led by increased market share, sale from

new states and higher share of Premium Products.



EBITDA Margin of 31.6% led by softer

raw material prices, higher volumes (operating

leverage) and higher penetration in key as well as

new states.



Revenue growth (adjusted) **for Q3** stood at

16.5% YoY led by volume growth.

Company has witnessed good response to focused marketing strategies in existing as well as new states.

Number of branches increased from 38 to 42.



Company foray in new markets like Delhi-NCR and Uttar Pradesh has met with good response and company continues to expand in the new markets.

QUARTERLY FINANCIAL HIGHLIGHTS



(All values in Rs Mn.)	Q3FY25	Q2FY25	Q3FY24	YoY%	QoQ%	9MFY25	9MFY24	YoY%
Net Sales	710.9	652.5	619.2	14.8	9.0	2,055.2	1,860.6	10.5
Expenditure	485.9	458.5	413.8	17.4	6.0	1,401.9	1,233.8	13.6
EBITDA	225.0	194.0	205.4	9.5	16.0	653.3	626.8	4.2
EBITDA Margin (%)	31.65%	29.73%	33.17%			31.79%	33.69%	
Other Income	29.1	27.3	12.5	132.8	6.6	76.0	26.2	190.1
Depreciation	4.2	3.8	2.9	44.8	10.5	11.7	8.3	41.0
Interest	0.0	-	-	-	-	0.0	-	-
Profit Before Tax	249.9	217.5	215.0	16.2	14.9	717.6	644.7	11.3
Tax	59.2	54.8	50.7	16.8	8.0	176.5	161.3	9.4
Profit After Tax	190.6	162.9	164.4	15.9	17.0	541.0	483.5	11.9
PAT Margin (%)	26.81%	24.97%	26.55%			26.32%	25.99%	
Reported Earnings Per Share (Rs)	15.88	13.58	13.69	16.0	17.0	45.09	40.29	11.9

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

CONTINUED MARKETING EFFORTS IN Q3FY25

**Mega Dealer and
Carpenter Meets**



Dealer Meets



Carpenter Meets

ANNUAL INCOME STATEMENT



(All values in Rs Mn.)	FY21	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
EBITDA Margin (%)	10.30%	13.06%	23.20%	32.61%
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
PAT Margin (%)	12.01%	10.86%	17.77%	26.08%
Earnings Per Share (Rs)	30.41	49.41	38.70	55.93

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

ANNUAL BALANCE SHEET



(All values in Rs Mn.)

Equity & Liabilities	FY23	FY24	H1FY25
Share Capital	120.0	120.0	120.0
Other Equity	939.8	1,542.4	1,786.5
Total Equity	1,059.8	1,662.4	1,906.5
Deferred Tax Liabilities (Net)	2.8	5.4	7.4
Other Financial Liabilities	4.3	9.3	2.2
Total Non- Current Liabilities	7.1	14.7	9.7
Financial Liabilities			
i. Trade Payables	142.0	99.0	96.6
ii. Other Financial Liabilities	1.4	20.3	118.4
Other Current Liabilities	862.0	888.0	917.4
Provisions	16.6	5.9	3.7
Current Tax Liabilities (Net)	17.5	13.0	-
Total Current Liabilities	1,039.6	1,026.2	1,136.1
TOTAL EQUITY & LIABILITIES	2,106.5	2,703.3	3,052.3

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

Assets	FY23	FY24	H1FY25
Property, Plant & Equipment	472.6	482.3	479.5
Financial Assets			
i. Other Financial Assets (Bank FD)	279.8	14.8	1.0
Total Non-Current Assets	752.4	497.1	480.5
Inventories	50.3	49.7	97.5
Financial Assets			
i. Investments	0.2	0.4	28.4
ii. Trade Receivable	914.6	939.9	991.1
iii. Cash & Cash Equivalents	38.6	281.8	300.0
iv. Bank Balance other than	270.2	824.1	1,039.0
Other Current Assets	80.1	110.4	115.7
Total Current Assets	1,354.1	2,206.2	2,571.8
TOTAL ASSETS	2,106.5	2,703.3	3,052.3

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 42 branches for bigger cities (metros).
- + Selling to 12,000 active retailers.
- + 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.
- + We have touched 3.5 lac carpenters through various gatherings & programs of which 1.70 lac caprenters are registered in our loyalty program.



WAY FORWARD



WAY FORWARD



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).



GROWTH OVER NEXT 3-5 YEARS:

We are targeting 20-25% Volume CAGR over the next 3-5 years (Base Year: FY2024).

FY25 expect to deliver between 15-20% volume growth.



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 market share in existing states.**



ENHANCE PRODUCTION CAPACITY FURTHER:

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



COMPANY BACKGROUND



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.

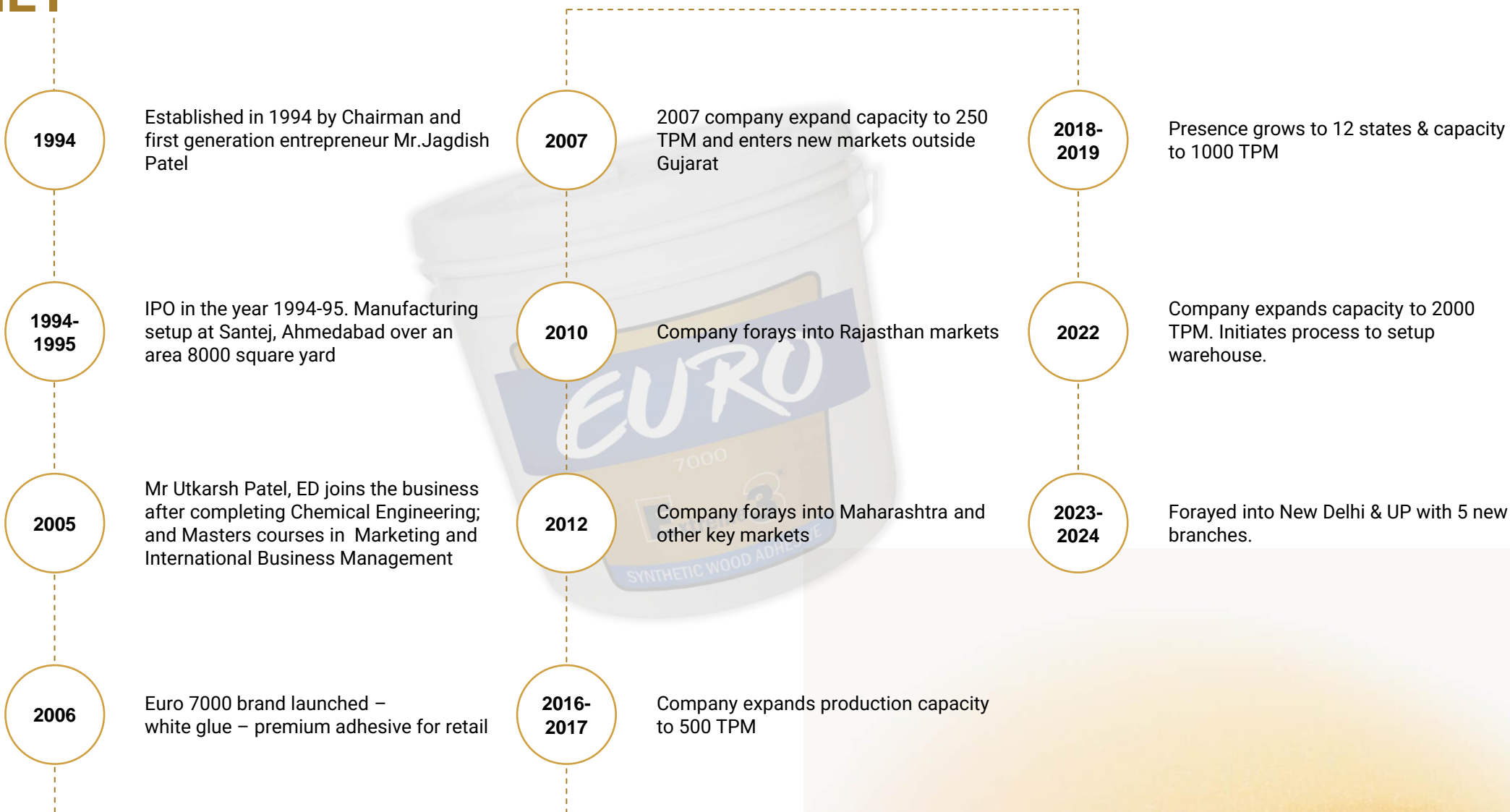


ABOUT US

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.

- + **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 from 1000 Tonnes per month 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 42 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



OUR NETWORK TODAY



14
STATES

~400
SALES FORCE

42
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
42 branch offices & warehouses across key cities & states.

OUR STRENGTH



High
Quality
Machines



Best
Customer
Service



Quick
Delivery



Strong
Technical
Support



Strong
Warehousing
Facilities



High
Standard
Raw Material

14

States

42

Branches

60

Distributors

~400

Sales force

12,000

Active Retailers

350,000

Carpenters



&
COMMITMENT

+40%

Return on Equity

+50-55%

Return on Capital Employed

Maintained strong
ROE & ROCE in
FY24

Second Largest brand in India

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

Consistent growth in Operating Profit & Net Profit.
Both have increased by 1.4x & 1.5x in FY24 (YoY)

Debt Free

Continues to be Net Debt negative since FY18

Revenue touched Rs 257 Cr in FY24
Current production capacity stands at 2000 TPM

Dividend

90% Dividend Per Share (Final Dividend)
16% Dividend Payout for FY24

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



MANAGEMENT TEAM

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.



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

APPLICATIONS

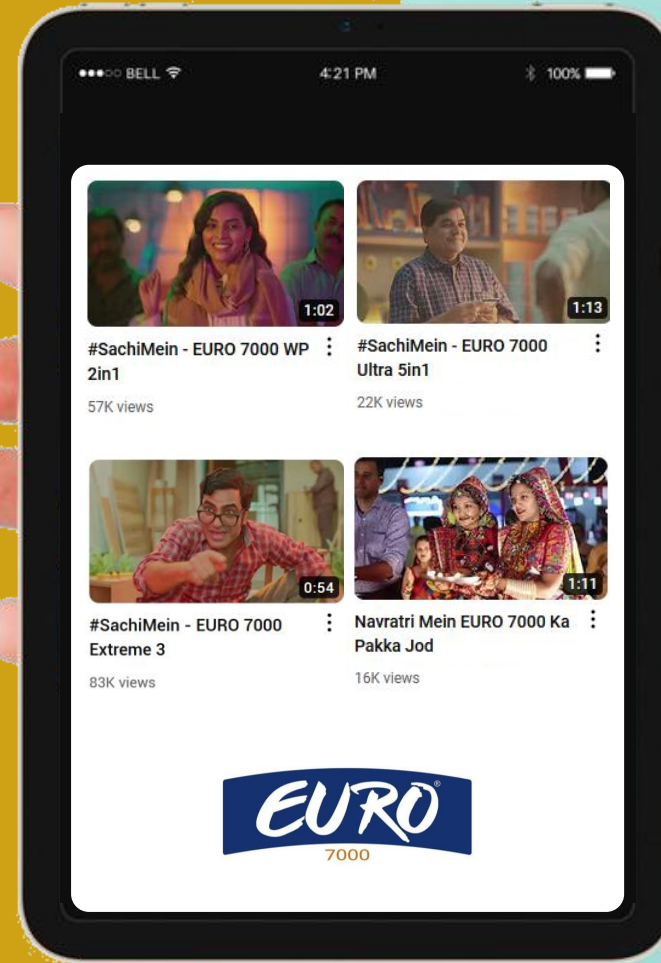


USAGE OF OUR PRODUCT



**PAKKA JOD,
HAMESHA**

DIGITAL ADVERTISEMENTS



CONNECTING USERS & DEALERS DIGITALLY

Scan
barcode
& collect
Loyalty
Points

मजबूत जोड़
हमारे रिक्तों का...

EURO
7000
As ISO 9001:2008 certified company

PASSBOOK FORM

कॉन्ट्रक्टर Points Offer

Token + Points

तारीख : _____ Sr. No. : _____

कॉन्ट्रक्टर नाम : _____

मोबाइल : _____

प्रोडक्ट : _____

कॉन्ट्रक्टर साईन _____ यूरो एडिसेव्स लिमिटेड साईन _____

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THANK YOU!