



10th February, 2026

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

Script Code: 514448

Dear Sir/Madam,

Subject – Investor Presentation of Q3 & 9M FY26

We hereby submit the Investor Presentation of Q3 & 9M FY26.

Kindly take the same on your records.

Thanking You,

Yours Faithfully

For, Jyoti Resins and Adhesives Limited

Utkarsh Patel
Managing Director
DIN: 02874427

Registered Office :

1104-1112 Ellite, Nr. Shapath Hexa, Opp. Kargil Petrol Pump,
Nr. Sola Over Bridge, S.G.Highway, Ahmedabad-380060
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CIN : L24229GJ1993PLC020879

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Mumbai- 400053 | **M :** +91 83693 99446

Plant Facility :

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JYOTI RESINS AND ADHESIVES LTD

Q3 & 9M FY26

Investor Presentation



SAFE HARBOUR STATEMENT



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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.

EURO ADHESIVES के दमदार PRODUCTS



CORE TOPICS

01

Performance Highlights

Quarterly Performance Snapshot | Quarterly Performance Highlights | Recent Digital Media / Advertisements | Recent Dealer Events | Brand Ambassador

02

Way Forward

Way Forward

03

Company Background

About Us | Our Journey | Manufacturing & Operations | Our Strength & Network | Our Competitive Edge | Management Team | Annual Financial Highlights

04

Product Portfolio, New Products, Digital Advertisement, Events

Diversified Product Portfolio | Applications | Past Media Coverage | Digital Ads | Connecting Users & Dealers Digitally



PERFORMANCE HIGHLIGHTS



PERFORMANCE SNAPSHOT – Q3 FY26



Rs 72.3 cr
Revenue

Rs 18.9 cr
Operating EBITDA

Rs 15.4 cr
Net Profit

72.4%
Gross Margin

26.1%
EBITDA Margin

21.3%
PAT Margin

Volume growth was flattish due to soft October sales pulling down overall volume growth to ~4-5% for 9MFY26

EBITDA Margin of 26% Led by softer volume growth with elevated spends towards higher advertising spend for TV, digital and trade marketing. However, our margin is within the guidance threshold standing at 27% for 9MFY26

Company continues to focus on increasing its presence and share in new markets while aiming to increase share in existing markets.

During the quarter we increased the **number of branches to 56** (from 54) and enhanced the **sales force to 455** members

QUARTERLY FINANCIAL HIGHLIGHTS



| (All values in Rs Mn.) | Q3FY26 | Q2FY26 | Q3FY25 | YoY% | QoQ% | 9M FY26 | 9M FY25 | YoY% |
|---|---------------|---------------|---------------|--------------|--------------|---------------|---------------|-------------|
| Net Sales | 723.1 | 743.8 | 710.9 | 1.7 | -2.8 | 2,218.0 | 2,055.2 | 7.9 |
| Expenditure | 534.4 | 539.1 | 485.9 | 10.0 | -0.9 | 1,618.1 | 1,401.9 | 15.4 |
| EBITDA | 188.7 | 204.7 | 225.0 | -16.1 | -7.8 | 599.9 | 653.3 | -8.2 |
| EBITDA Margin (%) | 26.10% | 27.52% | 31.65% | | | 27.05% | 31.79% | |
| Other Income | 29.0 | 31.2 | 29.1 | -0.3 | -7.1 | 90.9 | 76.0 | 19.6 |
| Depreciation | 4.8 | 4.8 | 4.2 | 14.3 | 0.0 | 14.2 | 11.7 | 21.4 |
| Interest | - | - | 0.0 | - | - | - | - | - |
| Profit Before Tax | 212.9 | 231.1 | 249.9 | -14.8 | -7.9 | 676.6 | 717.6 | -5.7 |
| Tax | 59.3 | 59.6 | 59.2 | 0.2 | -0.5 | 177.4 | 176.5 | 0.5 |
| Profit After Tax | 153.7 | 171.6 | 190.6 | -19.4 | -10.4 | 499.1 | 541.0 | -7.7 |
| PAT Margin (%) | 21.26% | 23.07% | 26.81% | | | 22.50% | 26.32% | |
| Reported Earnings Per Share (Rs) | 13 | 14 | 16 | -19.4 | -10.4 | 42 | 45 | -7.7 |

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

RECENT ADS WITH END USERS (CLICK TO SEE AD)



RECENT DIGITAL MEDIA / ADVERTISEMENTS (CLICK TO SEE AD)



BRAND AMBASSADOR

Strengthening Brand Equity with Star Power

Pankaj Tripathi joins Euro Adhesives as National Brand Ambassador

Launched a new 360° campaign **#SirfJodoNahinFayedonKeSaathJodo**

Live across TV, Print, OOH, and Digital Media since Q1FY26

Campaign highlights product superiority

Enhances national visibility and trade confidence

"I believe that strength lies in the foundation — whether in stories or structures. Euro Adhesives stands for reliability and excellence; values I relate to deeply. I'm proud to represent a brand that empowers craftsmen and creators with the confidence to build lasting work, every single day"

– Pankaj Tripathi



पंकज त्रिपाठी के साथ

पक्का जोड़ HAMESHA

BRAND AMBASSADOR



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 FY25).



GROWTH OVER NEXT 3 YEARS:

We continue to focus on reaching a revenue threshold of Rs 500 crore with an increased focus on branding and marketing to establish our national footprint.



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 and take up brown field expansion at existing facility.



COMPANY BACKGROUND

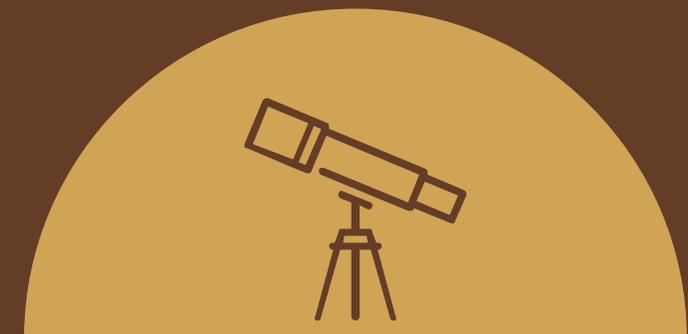


VISION & MISSION

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.

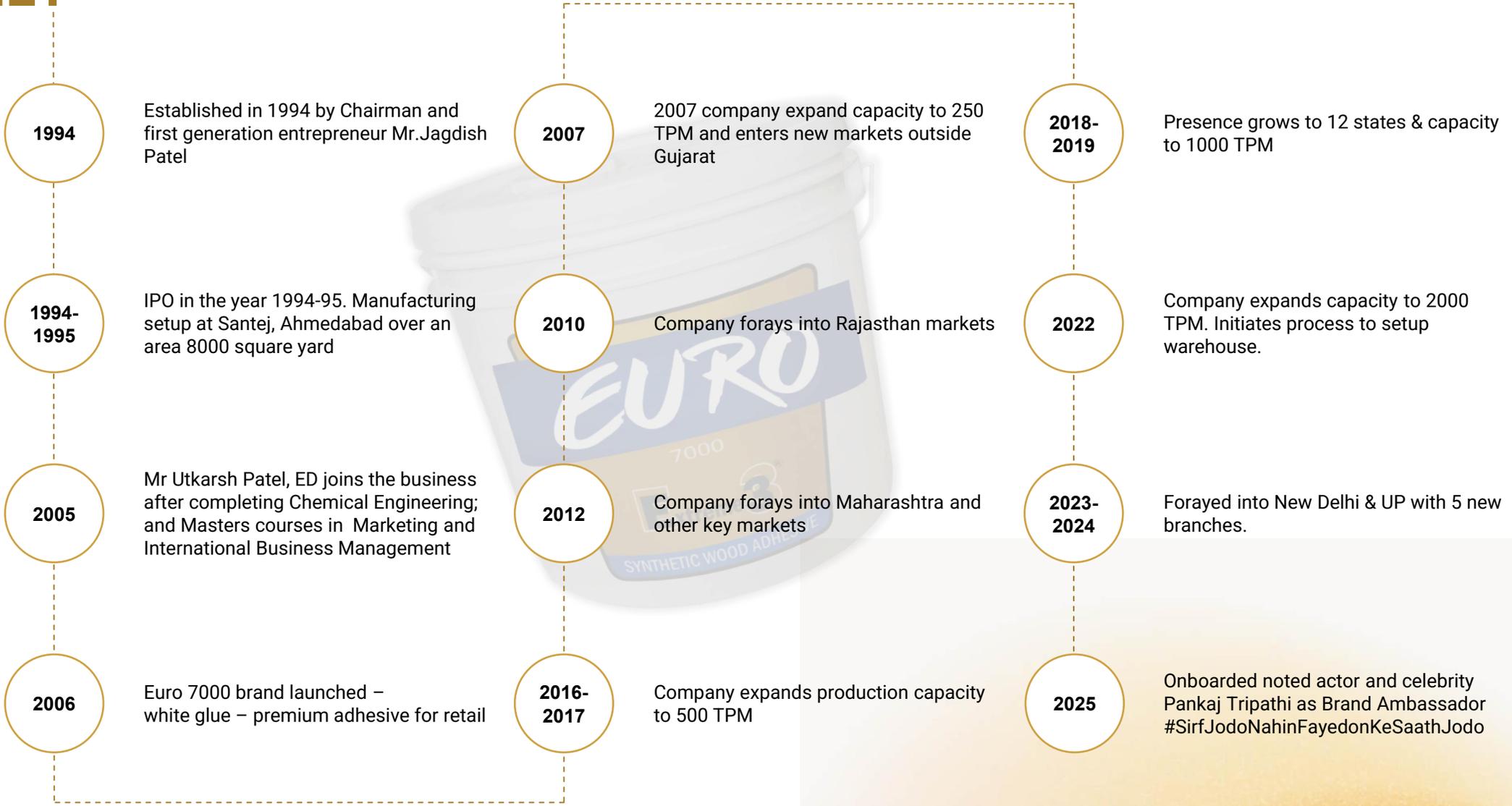


ABOUT US

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 56 branches and 65 distributors, catering to 13,000 retailers and 3.5 lac carpenters.
- + A 455 strong sales force plays a key role in this process.

OUR JOURNEY



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 **56 branch offices** & warehouses across key cities & states.

OUR STRENGTH & NETWORK



High Quality Machines

14 States



Best Customer Service

56 Branches



Quick Delivery

65 Distributors



Strong Technical Support

~455 Sales force



Strong Warehousing Facilities

13,000 Retailers



High Standard Raw Material

350,000 Carpenters



OUR COMPETITIVE EDGE



Low-cost Manufacturing; Asset light

- + Overall manpower costs is limited to < 15% of revenues.
- + Selling and Distribution expenses stood at approximately 16-17% of revenue
- + 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 65 distributors for smaller cities.
- + Operating through 56 branches for bigger cities (metros).
- + Selling to 13,000 retailers.
- + 455 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 2 lac carpenters are registered on our loyalty program.





35%+

Return on Equity

~50%+

Return on Capital Employed

Maintained strong
ROE & ROCE in
FY25

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

Revenue touched Rs 284 Cr in FY25
Current production capacity stands at 2000 TPM

Dividend

90% Dividend Per Share (Final Dividend)
15% Dividend Payout for FY25

Promoter holding Increased from 50.83% in Jun 2025 to
50.89% as on Sep 2025



MANAGEMENT TEAM

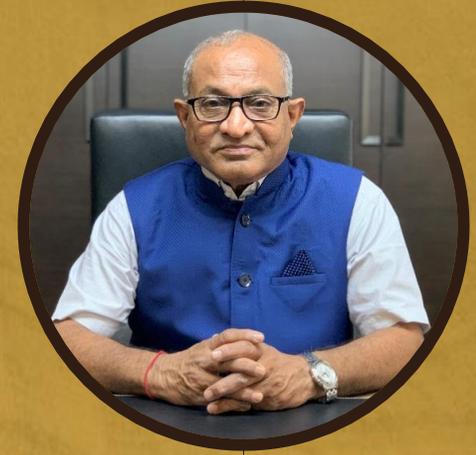


Jagdish N Patel

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.



ANNUAL INCOME STATEMENT



| (All values in Rs Mn.) | FY21 | FY22 | FY23 | FY24 | FY25 |
|--------------------------------|--------------|--------------|--------------|--------------|--------------|
| Net Sales | 1,012.9 | 1,819.6 | 2,612.5 | 2,573.0 | 2,841.2 |
| Expenditure | 908.6 | 1,581.9 | 2,006.3 | 1,733.9 | 1,946.4 |
| EBITDA | 104.4 | 237.6 | 606.2 | 839.1 | 894.8 |
| EBITDA Margin (%) | 10.3% | 13.1% | 23.2% | 32.6% | 31.5% |
| Other Income | 64.2 | 34.5 | 22.6 | 68.2 | 109.7 |
| Depreciation | 6.2 | 7.1 | 14.5 | 10.9 | 15.9 |
| Interest | 0.7 | 0.5 | 0.3 | 0.5 | 0.7 |
| Profit Before Tax | 161.7 | 264.6 | 614.0 | 895.9 | 987.9 |
| Tax | 40.1 | 67.0 | 149.7 | 224.8 | 249.1 |
| Profit After Tax | 121.7 | 197.6 | 464.4 | 671.2 | 738.7 |
| PAT Margin (%) | 12.0% | 10.9% | 17.8% | 26.1% | 26.0% |
| Earnings Per Share (Rs) | 30.41 | 49.41 | 38.70 | 55.93 | 61.57 |

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

ANNUAL BALANCE SHEET



(All values in Rs Mn.)

| Equity & Liabilities | FY24 | FY25 | H1 FY26 |
|---------------------------------------|----------------|----------------|----------------|
| Share Capital | 120.0 | 120.0 | 120.0 |
| Other Equity | 1,542.4 | 2,172.6 | 2,410.1 |
| Total Equity | 1,662.4 | 2,292.6 | 2,530.1 |
| Deferred Tax Liabilities (Net) | 5.4 | 6.0 | 6.2 |
| Other Financial Liabilities | 9.3 | 12.8 | 14.7 |
| Total Non- Current Liabilities | 14.7 | 18.8 | 20.9 |
| Financial Liabilities | | | |
| i. Trade Payables | 99.0 | 147.9 | 129.2 |
| ii. Other Financial Liabilities | 20.3 | 23.4 | 111.2 |
| Other Current Liabilities | 888.0 | 951.5 | 902.9 |
| Provisions | 5.9 | 1.0 | 0.8 |
| Current Tax Liabilities (Net) | 225.0 | 247.5 | 125.5 |
| Total Current Liabilities | 1,238.2 | 1,371.3 | 1,269.6 |
| TOTAL EQUITY & LIABILITIES | 2,915.3 | 3,682.7 | 3,820.6 |

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

| Assets | FY24 | FY25 | H1 FY26 |
|-------------------------------------|----------------|----------------|----------------|
| Property, Plant & Equipment | 482.3 | 483.8 | 493.5 |
| Financial Assets | | | |
| i. Other Financial Assets (Bank FD) | 14.8 | 43.5 | 3.5 |
| Total Non-Current Assets | 497.1 | 527.3 | 497.0 |
| Inventories | 49.7 | 68.5 | 111.3 |
| Financial Assets | | | |
| i. Investments | 0.4 | 15.4 | 36.1 |
| ii. Trade Receivable | 939.9 | 1,255.4 | 1,287.0 |
| iii. Cash & Cash Equivalents | 281.8 | 397.7 | 386.2 |
| iv. Bank Balance other than | 824.1 | 1,131.8 | 1,311.4 |
| Other Current Assets | 322.4 | 286.6 | 191.6 |
| Total Current Assets | 2,418.2 | 3,155.4 | 3,323.6 |
| TOTAL ASSETS | 2,915.3 | 3,682.7 | 3,820.6 |

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)

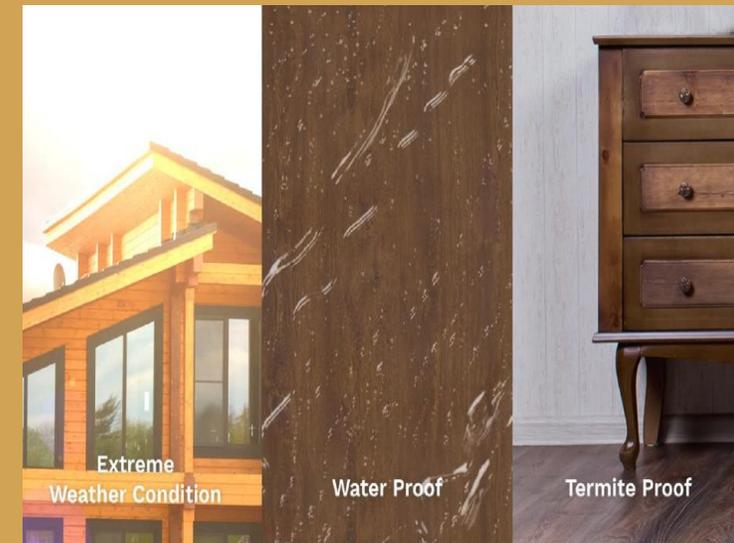


Waterproof, Anti termite, Fast drying (2-3 hours), Weather Proof

APPLICATIONS



USAGE OF OUR PRODUCT



PAKKA JOD,
HAMESHA

PAST MEDIA COVERAGE – SIGNING OF BRAND AMBASSADOR

SOCIAL MEDIA COVERAGE



#SIRFJODONAHINFAYEDONKESAATHJODO

Click to see video

PRINT MEDIA COVERAGE

PR Newswire
Bollywood Star Pankaj Tripathi joins Euro Adhesives Family to strengthen the 'Pakka Jod' as a National Brand Ambassador; Unveils New Campaign Championing Product Superiority

- New 360° campaign #SirfJodoNahinFayedonKeSaathJodo set to go live from May 2025 across TV, Print, OOH & Digital Platforms -

Pankaj Tripathi joins Euro Adhesives family as brand ambassador

Euro Adhesives has onboarded actor Pankaj Tripathi as its first brand ambassador to broaden its national presence. The brand also launched its new advertising campaign, #SirfJodoNahinFayedonKeSaathJodo, highlighting the performance benefits of its adhesives. Utkarsh Patel, managing director, Jyoti Resins and Adhesives, expressed confidence that Tripathi's association will enhance brand recall and expand reach across markets.



BE Staff · ETBrandEquity
 Updated On Apr 29, 2025 at 05:21 PM IST

PRESS TRUST OF INDIA
 India's premier news agency

Bollywood Star Pankaj Tripathi joins Euro Adhesives Family to strengthen the 'Pakka Jod' as a National Brand Ambassador; Unveils New Campaign Championing Product Superiority

Tuesday, Apr 29, 2025 14:04:40 | Euro Adhesives

THE TIMES OF INDIA

PANKAJ TRIPATHI ANNOUNCED AS BRAND AMBASSADOR

Pankaj Tripathi has been announced as the brand ambassador for Euro7000 Wood Adhesive. Known for his versatility and credibility, Pankaj's association with the brand is expected to enhance its recognition. Euro7000 is renowned for its high-quality wood adhesives, and Pankaj's endorsement will bring added trust to the product. [... Read More](#)

Euro Adhesives onboards Pankaj Tripathi as first brand ambassador

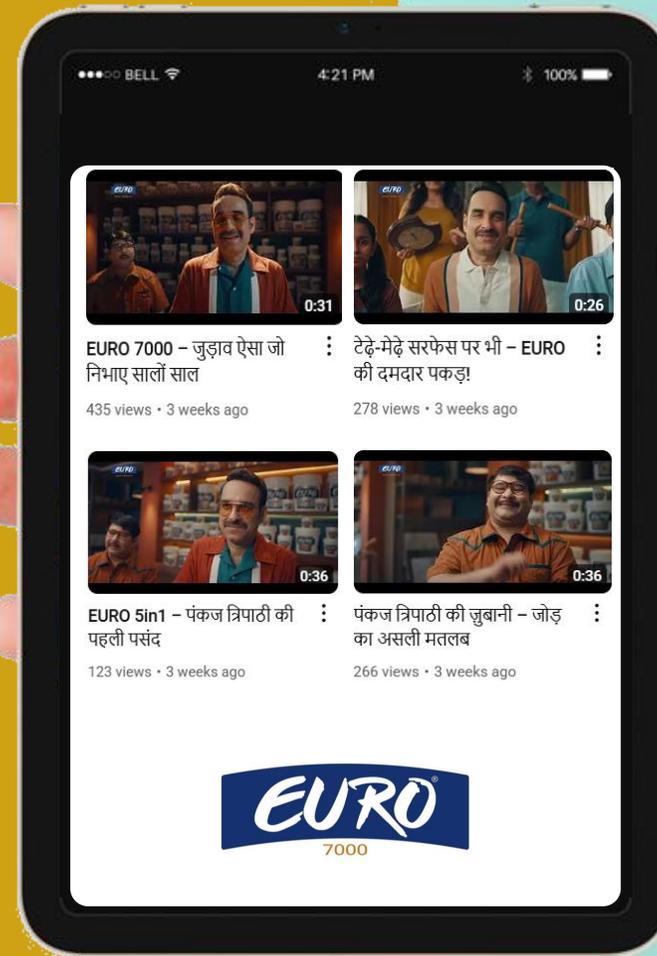
This strategic association is part of a larger vision to scale the brand's national footprint and deepen its connection with consumers, professionals, and trade partners alike.

afaqs! news bureau
 29 Apr 2025 12:58 IST



Click on the article for detailed coverage

DIGITAL ADVERTISEMENTS



CONNECTING USERS & DEALERS DIGITALLY

Scan
barcode
& collect
Loyalty
Points

मजबूत जोड़
हमारे रिक्तों का...

EURO
7000
An ISO 9001:2008 certified company

PASSBOOK FORM
कॉन्ट्राक्टर
Points Offer

Token + Points

तारीख : _____ Sr. No. : _____

कोन्ट्राक्टर नाम : _____

मोबाइल नं. : _____

प्रोडर : _____

कोन्ट्राक्टर साईन _____ घुसे एडिजिस्ट्रिब साईन _____

JYOTI RESINS & ADHESIVES LIMITED www.euro7000.com

EURO
7000
SYNTHETIC WOOD ADHESIVE

कॉन्ट्राक्टर Points Offer

Token + Points

मजबूत जोड़
हमारे रिक्तों का...

101 PRIZES

EURO
SYNTHETIC WOOD ADHESIVE

Euro 7000
Product Overview

यूरो एडिजिस्टिव के फेसबुक पेज को लाइक, फॉलो और शेयर
करो और डेससारी प्राइजिस जितने का मौका पाइयें

Like Follow Share

Like, Share & Follow our Facebook page

JYOTI RESINS & ADHESIVES LTD

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KAPTIFY® Consulting

Strategy & Investor Relations | Consulting

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THANK YOU!