

**8<sup>th</sup> May, 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 Q4 & FY25 Investor Presentation**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submits the Q4 and 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

Q4 & FY2024-25

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.



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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





# 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 from May 2025

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 HAMEESHA

## BRAND AMBASSADOR





# PERFORMANCE SNAPSHOT



## Q4FY25

**65.2%**

Gross Margin

**30.7%**

EBITDA Margin

**25.2%**

PAT Margin

## FY25

**69.0%**

Gross Margin

**31.5%**

EBITDA Margin

**26.0%**

PAT Margin

**Volume growth for Q4 stood at 14.5% YoY and ~24% QoQ** led by penetration efforts to increase market share, sale generated from new states and higher share of Premium Products.



**Dividend Declared Rs. 9/- Per share** (90% of Face Value) which is **equivalent to ~15% Dividend Payout**

**Revenue growth** (adjusted for redemption schemes) **for Q4 stood at 14% YoY** led by volume growth.



Company has signed its first ever **Brand Ambassador** namely Celebrity Actor **Mr. Pankaj Tripathi**, This strategic association is part of a larger vision to scale the brand's national footprint and deepen its connect with consumers, professionals, and trade partners alike.



**EBITDA Margin of 30.7%** - Company is focused on increased Sales Promotion, Marketing & Branding Exercises.



# CASH FLOW FROM OPERATIONS



(Rs mn)	FY25
Cash flow from operating activities (as per CFS)	147.5
<b>Added back</b>	
Change in Non current financial assets*	28.7
Change in Other bank balance**	307.7
<b>Reconciled Cash Flow from Operations</b>	<b>483.9</b>

**On Reconciliation, Cash flow from operations stood at Rs 483.9 mn in FY25**

\*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.)	Q4FY25	Q3FY25	Q4FY24	YoY%	QoQ%	FY25	FY24	YoY%
Net Sales	786.1	710.9	712.4	10.3	10.6	2,841.2	2,573.0	10.4
Expenditure	544.5	485.9	500.1	8.9	12.1	1,946.4	1,733.9	12.3
<b>EBITDA</b>	<b>241.6</b>	<b>225.0</b>	<b>212.3</b>	<b>13.8</b>	<b>7.4</b>	<b>894.8</b>	<b>839.1</b>	<b>6.6</b>
<b>EBITDA Margin (%)</b>	<b>30.73%</b>	<b>31.65%</b>	<b>29.80%</b>	<b>+93 bps</b>	<b>-92 bps</b>	<b>31.49%</b>	<b>32.61%</b>	<b>-112 bps</b>
Other Income	33.7	29.1	42.0	-19.8	15.8	109.7	68.2	60.9
Depreciation	4.2	4.2	2.6	61.5	-	15.9	10.9	45.9
Interest	0.7	-	0.5	-	-	0.7	0.5	40.0
<b>Profit Before Tax</b>	<b>270.4</b>	<b>249.9</b>	<b>251.2</b>	<b>7.6</b>	<b>8.2</b>	<b>987.9</b>	<b>895.9</b>	<b>10.3</b>
Tax	72.6	59.2	63.5	14.3	22.6	249.1	224.8	10.8
<b>Profit After Tax</b>	<b>197.8</b>	<b>190.6</b>	<b>187.7</b>	<b>5.4</b>	<b>3.8</b>	<b>738.7</b>	<b>671.2</b>	<b>10.1</b>
<b>PAT Margin (%)</b>	<b>25.16%</b>	<b>26.81%</b>	<b>26.35%</b>			<b>26.00%</b>	<b>26.09%</b>	
<b>Reported Earnings Per Share (Rs)</b>	<b>16.48</b>	<b>15.88</b>	<b>15.64</b>	<b>5.4</b>	<b>3.8</b>	<b>61.57</b>	<b>55.93</b>	<b>10.1</b>

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



# 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
<b>EBITDA</b>	<b>104.4</b>	<b>237.6</b>	<b>606.2</b>	<b>839.1</b>	<b>894.8</b>
<b>EBITDA Margin (%)</b>	<b>10.30%</b>	<b>13.06%</b>	<b>23.20%</b>	<b>32.61%</b>	<b>31.49%</b>
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
<b>Profit Before Tax</b>	<b>161.7</b>	<b>264.6</b>	<b>614.0</b>	<b>895.9</b>	<b>987.9</b>
Tax	40.1	67.0	149.7	224.8	249.1
<b>Profit After Tax</b>	<b>121.7</b>	<b>197.6</b>	<b>464.4</b>	<b>671.2</b>	<b>738.7</b>
<b>PAT Margin (%)</b>	<b>12.01%</b>	<b>10.86%</b>	<b>17.77%</b>	<b>26.09%</b>	<b>26.00%</b>
<b>Earnings Per Share (Rs)</b>	<b>30.41</b>	<b>49.41</b>	<b>38.70</b>	<b>55.93</b>	<b>61.57</b>

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



# ANNUAL BALANCE SHEET



(All values in Rs Mn.)

Equity & Liabilities	FY23	FY24	FY25
Share Capital	120.0	120.0	120.0
Other Equity	939.8	1,542.4	2,172.6
<b>Total Equity</b>	<b>1,059.8</b>	<b>1,662.4</b>	<b>2,292.6</b>
Deferred Tax Liabilities (Net)	2.8	5.4	6.0
Other Financial Liabilities	4.3	9.3	12.8
<b>Total Non- Current Liabilities</b>	<b>7.1</b>	<b>14.7</b>	<b>18.8</b>
Financial Liabilities			
i. Trade Payables	142.0	99.0	147.9
ii. Other Financial Liabilities	1.4	20.3	23.4
Other Current Liabilities	862.0	888.0	951.5
Provisions	16.6	5.9	1.0
Current Tax Liabilities (Net)	17.5	225.0	247.5
<b>Total Current Liabilities</b>	<b>1,039.6</b>	<b>1,238.2</b>	<b>1,371.3</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>2,106.5</b>	<b>2,915.3</b>	<b>3,682.7</b>

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

Assets	FY23	FY24	FY25
Property, Plant & Equipment	472.6	482.3	483.8
Financial Assets			
i. Other Financial Assets (Bank FD)	279.8	14.8	43.5
<b>Total Non-Current Assets</b>	<b>752.4</b>	<b>497.1</b>	<b>527.3</b>
Inventories	50.3	49.7	68.5
Financial Assets			
i. Investments	0.2	0.4	15.4
ii. Trade Receivable	914.6	939.9	1,255.4
iii. Cash & Cash Equivalents	38.6	281.8	397.7
iv. Bank Balance other than	270.2	824.1	1,131.8
Other Current Assets	80.1	322.4	286.6
<b>Total Current Assets</b>	<b>1,354.1</b>	<b>2,418.2</b>	<b>3,155.4</b>
<b>TOTAL ASSETS</b>	<b>2,106.5</b>	<b>2,915.3</b>	<b>3,682.7</b>



# CONTINUED MARKETING EFFORTS IN FY25

**Mega Dealer and  
Carpenter Meets**



Dealer Meets



Carpenter Meets



# 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 48 branches for bigger cities (metros).
- + Selling to 12,500 retailers.
- + 430 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.





# 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 3-5 YEARS:

**We continue to target 20% Volume CAGR over the next 3-5 years**



## 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.



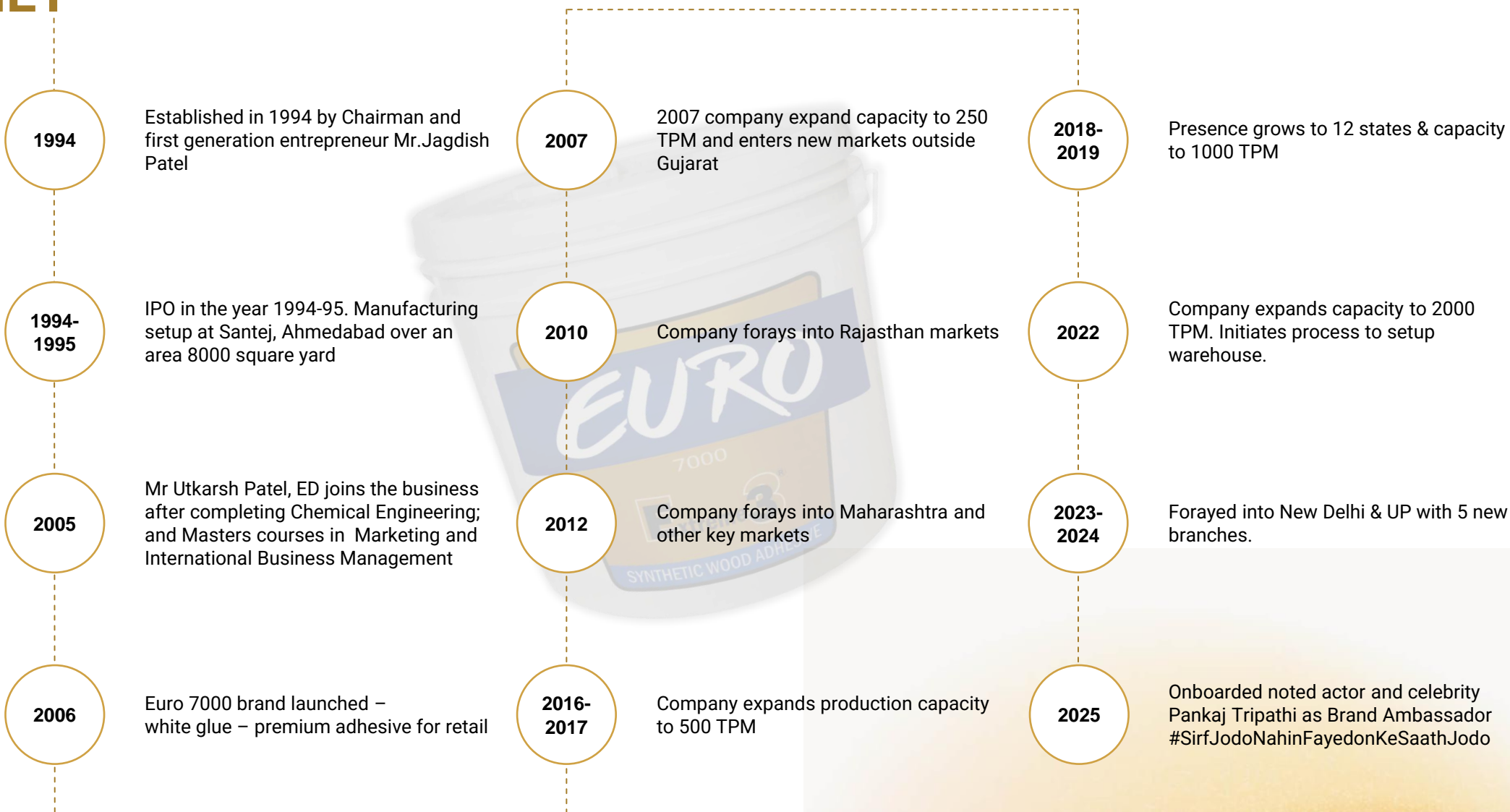
## ABOUT US

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 48 branches and 65 distributors, catering to 12,500 retailers and 3.5 lac carpenters.
- + A 430 strong sales force plays a key role in this process.



# OUR JOURNEY





# OUR NETWORK TODAY



**14**  
STATES

**~430**  
SALES FORCE

**48**  
BRANCHES

**12,500**  
RETAILERS

**65**  
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  
**48 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

48

Branches

65

Distributors

~430

Sales force

12,500

Retailers

350,000

Carpenters



&  
COMMITMENT



**35%+**

Return on Equity

**~50%+**

Return on Capital Employed

Maintained strong  
ROE & ROCE in  
FY25

**Second Largest brand in India**

Clear lead as 2<sup>nd</sup> 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 49.97% in Mar 2022 to  
50.83% as on Mar 2023 (maintained Mar'25)





# 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)



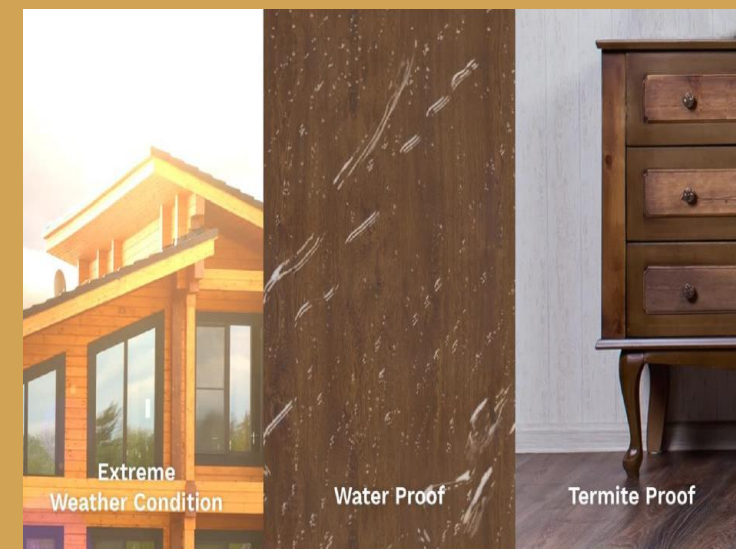
Waterproof, Anti termite, Fast drying  
(2-3 hours), Weather Proof



# APPLICATIONS



## USAGE OF OUR PRODUCT



**PAKKA JOD,  
HAMESHA**



# RECENT MEDIA COVERAGE – SIGNING OF BRAND AMBASSADOR

## SOCIAL MEDIA COVERAGE



#SIRFJODONAHINFAYEDONKESAATHJODO

## 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.*

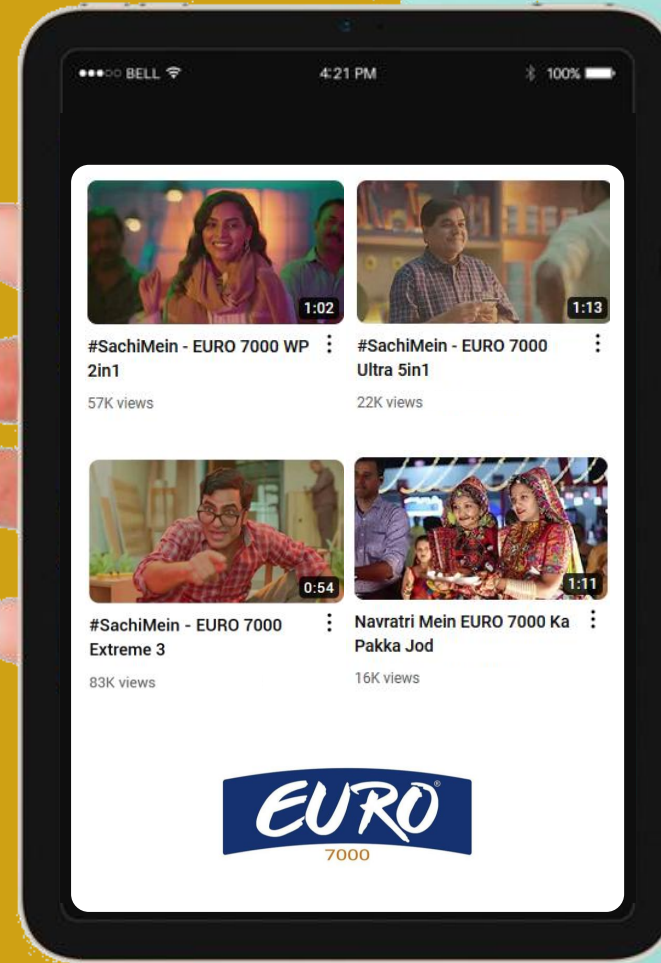
afaqs! news bureau  
29 Apr 2025 12:58 IST



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  
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 \_\_\_\_\_

7000 RESINS & ADHESIVES LIMITED www.euro7000.com





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# THANK YOU!