CIN No.: L01111GJ2011PLC068414

JIYA ECO-PRODUCTS LIMITED

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Date: February 27, 2018

To,

Bombay Stock Exchange
P.J.Towers
Dalal Street, Fort
Mumbai-400001

Sub: Quarter 3 Result Presentation

Dear Sir/Madam,

Please find enclosed Quarter 3 (December 2017) Result Presentation pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), Regulation 2015.

You are requested to take note of the same.

Thanking You

Yours Faithfully
For **Jiya Eco Products Limited**

HRShah

Harshil Shah
Company Secretary

JIYA ECO PRODUCTS LIMITED BHAVNAGAR

JIYA Eco Products Limited

Step Towards Green World

Jiya Eco

STEP TOWORDS GREEN WORLD

Result Presentation

February FY18

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STEP TOWORDS GREEN WORLD

Content

Natural

Performance Highlights – Q3FY18

Rs.27.3 Cr
106% YoY
Revenue

34,855 MT
77% YoY
Sales Volume

Rs. 4.3 Cr
89% YoY
EBITDA

Rs.3.2 Cr
150% YoY
Profit After Tax

11.6 %
210 bps
PAT Margin


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Performance Highlights – 9MFY18

Rs.59.8 Cr	44% YoY	Revenue
81,967 MT	26% YoY	Sales Volume
Rs. 10.5 Cr	37% YoY	EBITDA
Rs.6.8 Cr	48% YoY	Profit After Tax
11.5 %	30 bps	PAT Margin

Key Developments till date

- The company has migrated from BSE SME platform to BSE main Board (Group-B) on 8th February,2018
- Finalised two locations for pellet plant expansion in Gujarat, i.e. Gandhidham & Ankleshwar
- Raised Approximately Rs. 27 crores via preferential issue to fund the expansion and working capital
- Purchased 75 % stake in Jiya Eco India Limited

Jiya Eco India Ltd.- Game Changer

- The company provides bio-fuel pellet fired burners and stoves
- Pellet stoves and burners have extremely low particulate emissions due to their high burn efficiency and the density of fuel
- They provide burners and stoves on lease basis to user
- Contractual tie up with user to procure pellets for three years at a fixed rate
- Users of Pellet stoves and burners are manufacturers of Namkeen, Sweets, Bakery, Thermic fluid heater

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Overview

India's First company to produce **Bio Fuel** by agriculture and forest waste

Leading suppliers of **Pellets and Briquettes**

Products are **Substitute** for Coal, Lignite, Kerosene, LPG, Diesel etc..

State of Art Manufacturing facility in Gujarat

Tie up with **52 Villages** for raw material

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Journey So far

2012 | 2013 | 2014 | 2015 | 2016 | 2017

2012 – New Business

- Incorporation of company
- Started with brequettes product with 12,400 MTPA capacity

2013 – Customer Understanding

- Entered Gujarat with plastic manufacturer and chemical factory

2014 – Increase in Manufacturing

- Added 3 machine of Briquettes (Total capacity with Total 37,200 MT Capacity
- Started Manufacturing of Pellets with Semi Automatic Machinery with capacity of 12,400 MTPA Capacity

2015 – Listing of Jiya Eco

- Public issue of Rs. 4.58 crore
- 24 lacs shares at price of Rs. 19 per equity share of Face value 10
- Tax incentives from Gujarat Government

2016 – Top Line Growth

- Added fully automatic machine of Pellets with capacity of 74,400 MTPA
- Added one machinery for Briquette manufacturing (Total capacity of 4 machines is 49,600 MTPA)
- Growing at CAGR of 36%

2017 – Focus on Expansion

- Entering new geographies like Rajasthan, MP
- Tie up with more villages for raw material

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Key Management Profile

Bhavesh Kakadiya
Managing Director

- Young energetic entrepreneur, In-charge of finance, overall administration
- More than 8 years of Experience in production of Briquettes & pellets

Yogeshbhai Patel
Executive Director

- In charge of factory administration and carefully supervising raw material sourcing
- More than 6 years of Experience in production of Briquettes & pellets

Vipul Vora
CFO

- Hold Bachelor degree in Commerce and Diploma in Taxation Laws
- More than 10 years of Experience as tax consultant

Gautam
Head R & D

- Hold Bachelor degree in Mechanical Engineering
- More than 10 years of Experience
- Previously worked with Radhe Machinery in Rajkot

Products

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Bio Mass- Briquettes

01 90 mm in Diameter & Cylindrical in shape

02 Substitute of solid fuel like coal, charcoal & Firewood

03 Provides higher calorific value per rupee than coal for firing Industrial boilers

04 Saves 30-40% of Boiler Fuel Cost

05 Used in Pharmaceuticals, Chemicals, textiles, refractory units etc.

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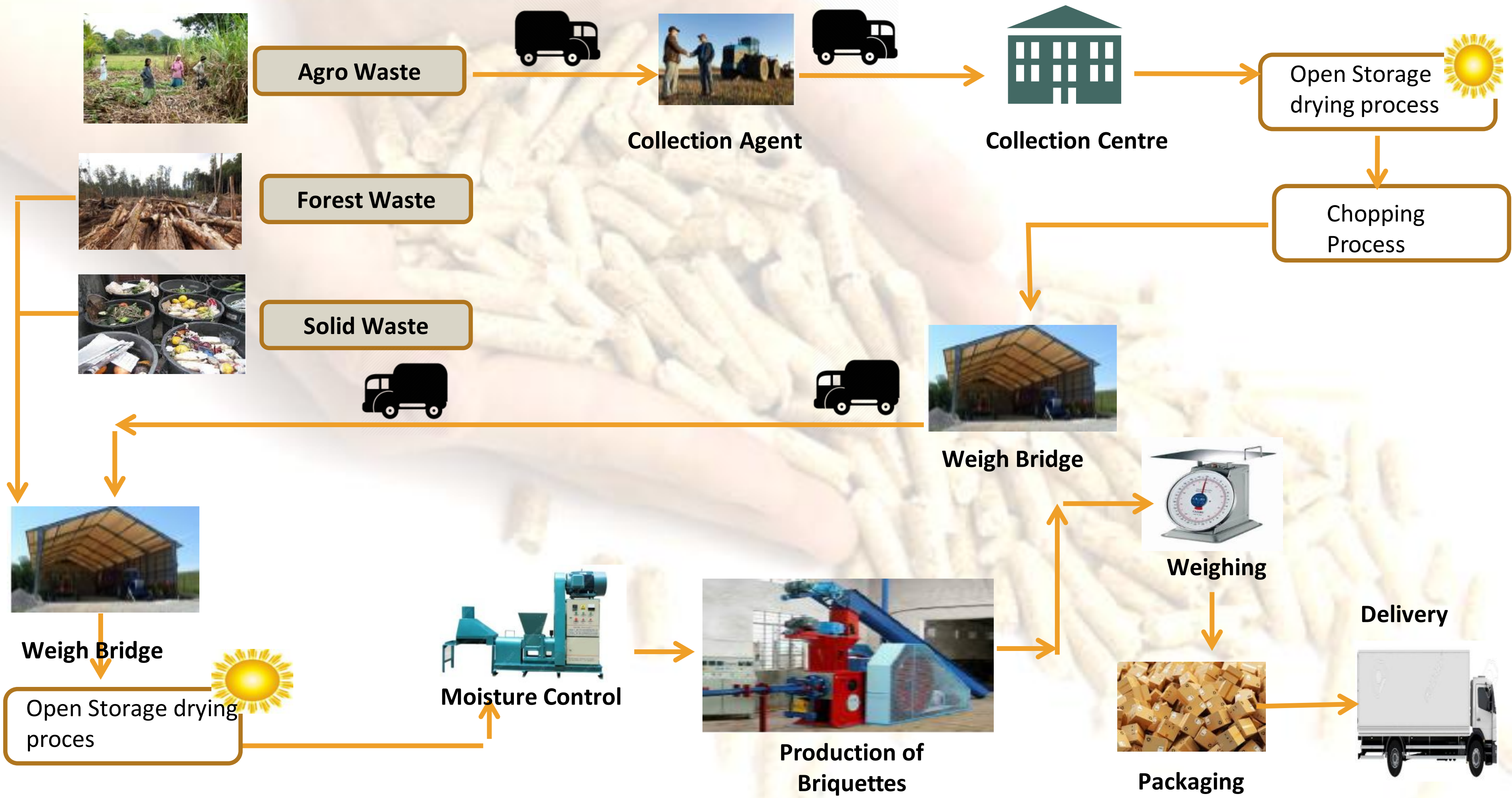
Briquettes- Manufacturing Process



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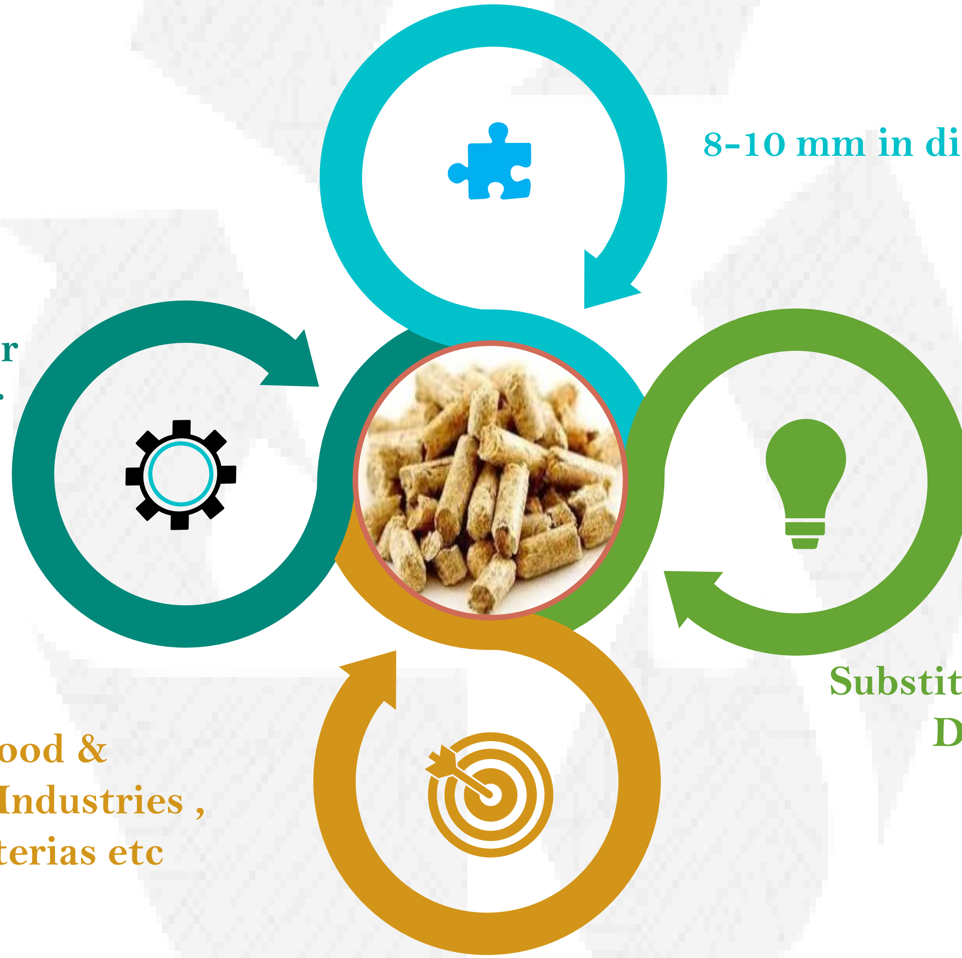
Bio Mass- Pellets

8-10 mm in diameter & cylindrical in shape

Fuel for Electric Power Plant Homes & Other Appliances



Substitute of Industrial Fuel like Diesel, Kerosene LPG

Used in Food & Confectionery Industries , Hotels, Cafeterias etc

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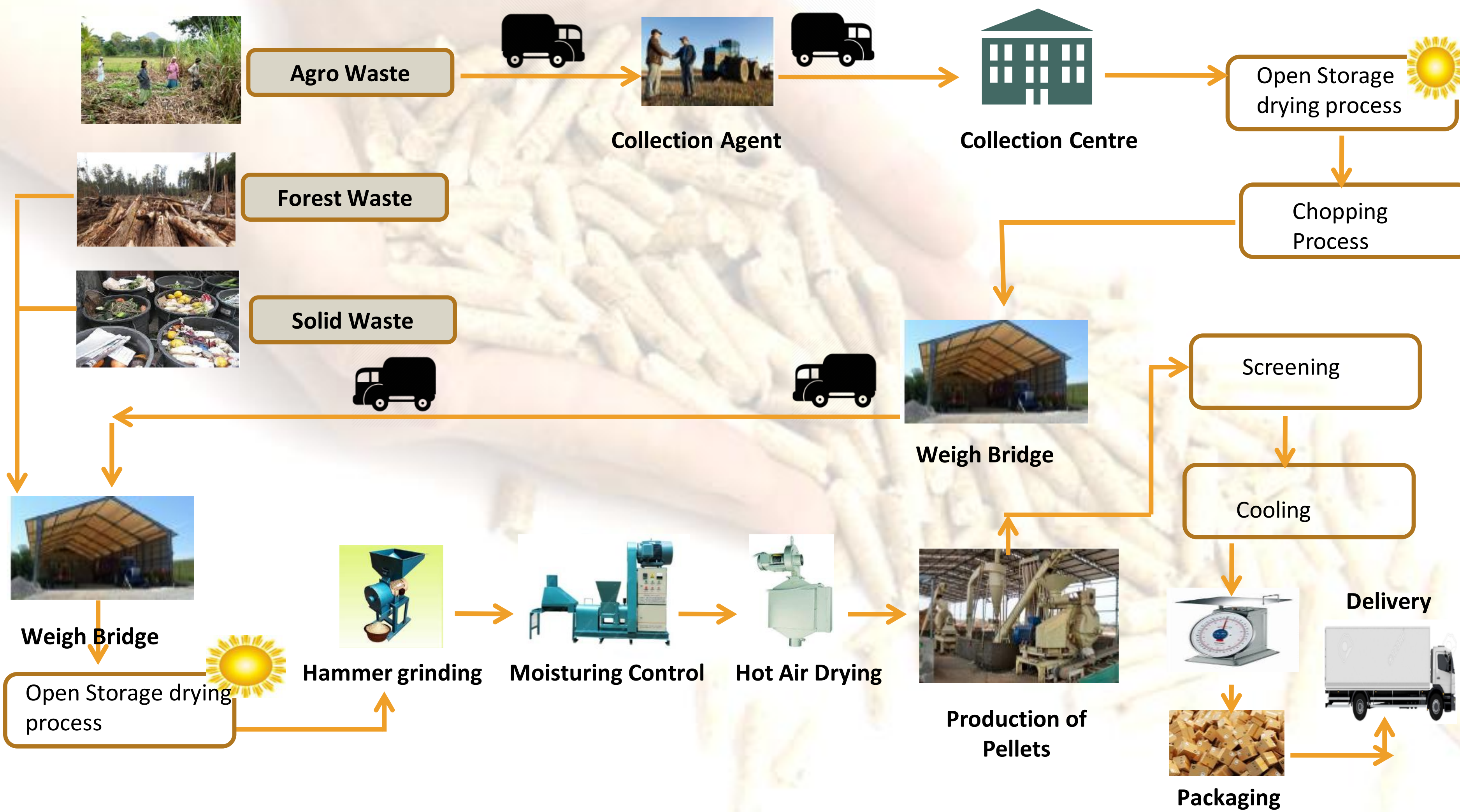
Pellets- Manufacturing Process



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State of Art Manufacturing

- Manufacturing unit situated at Navagam approximately 40 kms from Bhavnagar City
- Infrastructure facilities spread across 14963 sq. mtrs of land
- Capacity of 49,600 MT for briquettes and 74,400 MT for pellets
- Plant has location advantage , surrounded by acres of farm land which facilitates easy access to raw materials at very cheap rates

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Raw Material Used

01 Agriculture Waste

- Cotton Stalk, Groundnut Shells, Cumin waste, Mustard waste, Sugarcane bagasse,

02 Forest Waste

- Forest Leaves, Juri Flora (Babool), Leaves & Trash

03 Solid Waste

- Household waste
- Sourced from 52 villages

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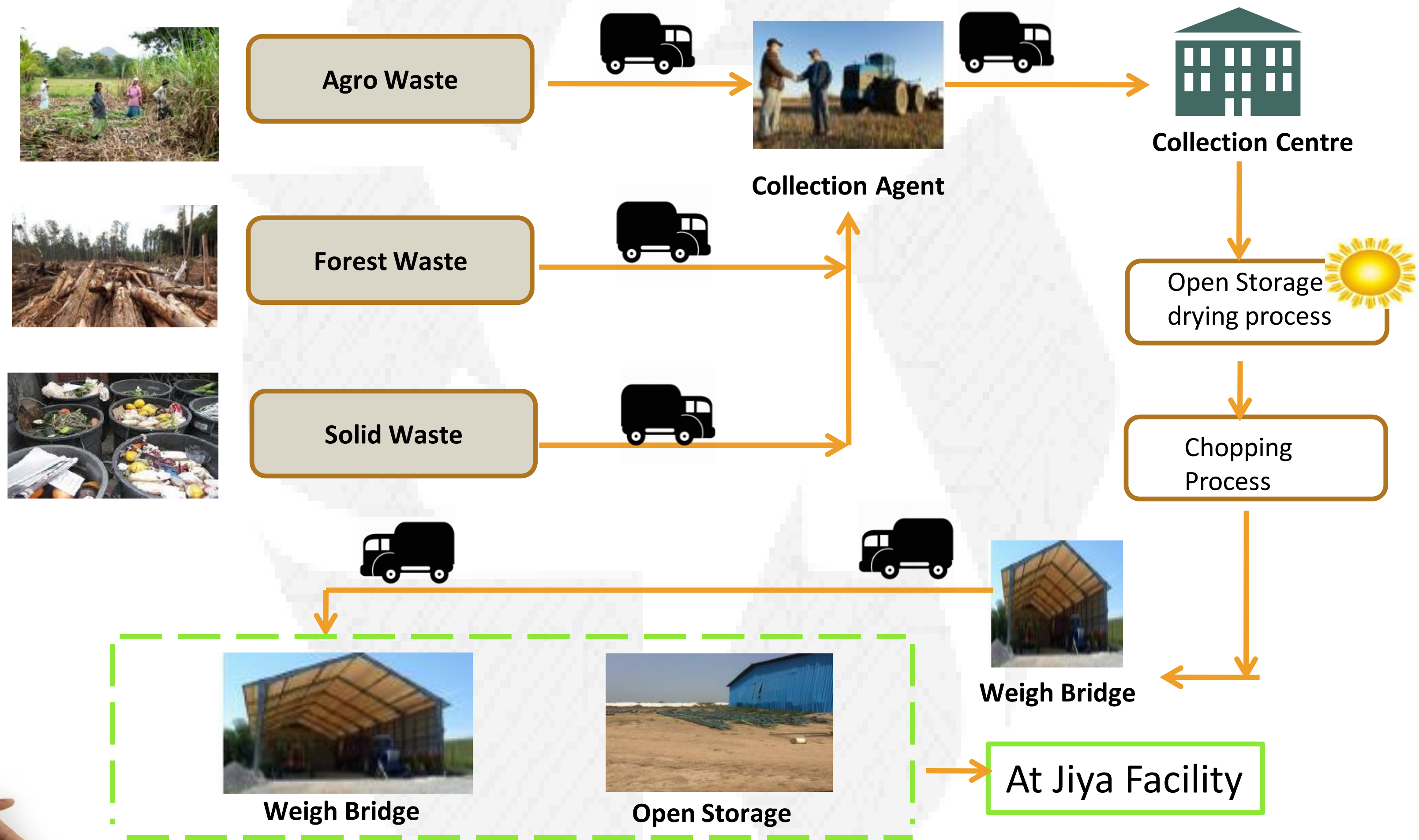
Processing of Raw Material



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Strengths

State of Art Manufacturing Facility

- Strategically located plant; easy access of raw material
- Adequate capacity to scale upwards

First Mover Advantage

- Unique business model
- Only company to produce bio fuel from agriculture and forest waste

Experienced team

- Handled by first generation entrepreneurs
- Team strength 40 people

Tie up with Villages

- 52 villages are tied up to source raw material
- 5 villages received Nirmal Gram Yojana benefits for efficient waste disposal

Environmental Friendly

- Products provide zero smoke & fly ash emission, high fuel efficiency
- Government has provided tax holidays, exemptions for helping villages go clean

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Cost Effectiveness of Pellets

Pellets- Cost Effective	Pellets	Diesel	LPG	LDO
Calorific - Value	4,000	9,100	12,000	8,000
Rate - Rs/Kg	14	60	60	45
Equivalent Pellet consumption - Kgs	1	2.3	3	2
Cost of Pellets	-	33	42	28
Savings		27	18	17
Savings %		45%	30%	38%

Source: Company, Independent Lab report

Way Forward

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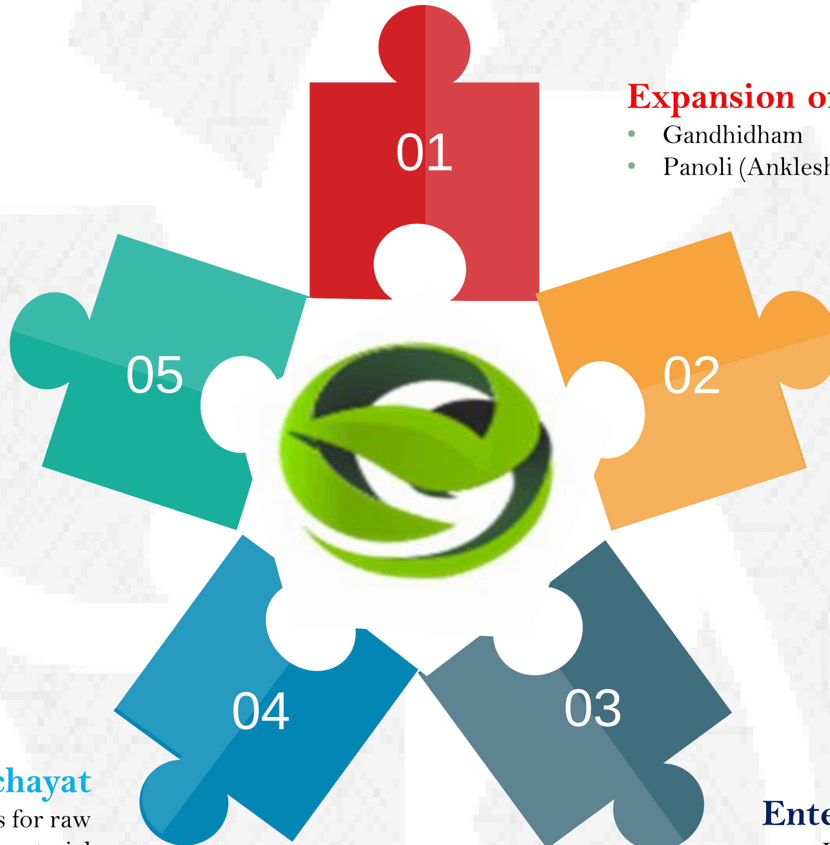
Business Strategy



Expansion of Plant
- Gandhidham
- Panoli (Ankleshwar)

Enhancing Existing Production & Product Quality
- Automation by adding 4 silo's to reduce wastage
- Delivering quality service and products of global standards

Entering New Geographies
- Focus on states like Rajasthan and Madhya Pradesh

Tie up with Grampanchayat
- Tie up with incremental villages for raw material

Focus on Domestic / Retail business of Pellets
- Targetting manufacturers of Namkeen, Bakery and Fursan across the state

Financial Highlights

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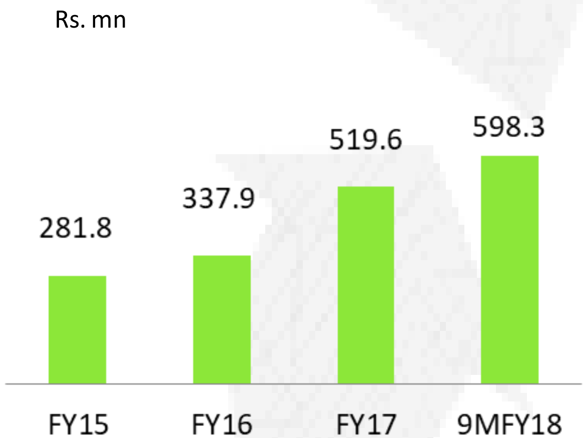
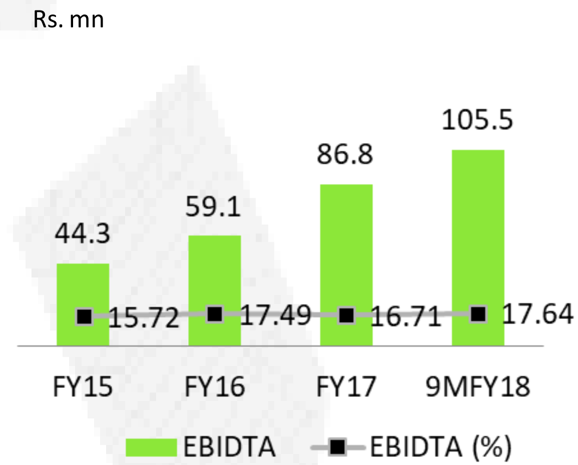
Financial Highlights

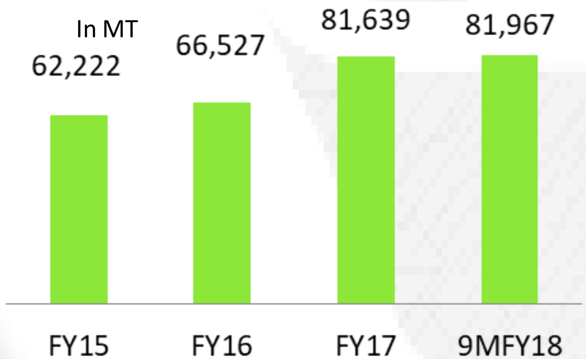
Revenue



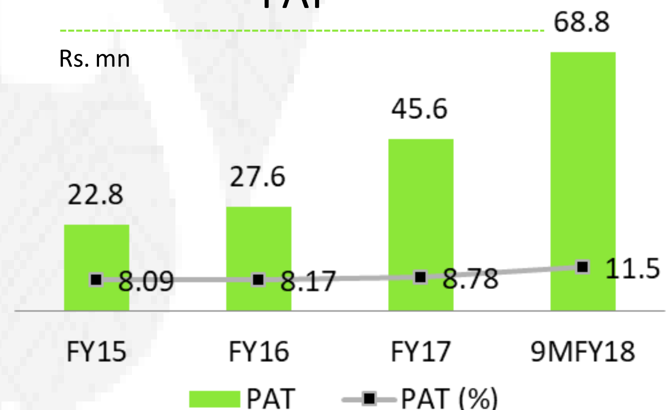
EBDITA



Volume



PAT



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Profit & Loss Statement- Q3FY18

Rs. Mn	Q3FY18	Q3FY17	YoY	Q2FY17	QoQ
Total Income from Operations	**275.34**	**133.59**	**106%**	**143.46**	**92%**
Cost of Raw material Consumed	194.48	70.05		98.57	97%
Changes in Inventory	0.59	2.27		-3.03	-119%
Employee Cost	3.00	6.61		2.73	10%
Other Cost	34.36	31.91		13.64	152%
Total Expenditure	232.43	110.83		111.91	108%
EBITDA	**42.91**	**22.76**	**89%**	**31.55**	**36%**
EBITDA Margin%	**16.0%**	**17.0%**		**22.0%**	**-27%**
Interest	6.48	4.31		8.59	-25%
Depreciation	4.53	5.70		4.53	0%
Other Income	0.00	0.00		0.00	
Profit Before Tax	**31.90**	**12.75**	**150%**	**18.44**	**73%**
Tax	0.00	0.00		0.00	
PAT	**31.90**	**12.75**	**150%**	**18.44**	**73%**
PAT Margin%	**11.6%**	**9.5%**		**12.9%**	
EPS in Rs.	2.98	1.19		1.72	

Profit & Loss Statement- 9M FY18

Rs. Mn	9MFY18	9MFY17	YoY	FY17
Total Income from Operations	**598.28**	**414.68**	**44%**	**519.6**
Cost of Raw material Consumed	399.99	250.24		**413.3**
Changes in Inventory	2.18	2.92		**0.7**
Employee Cost	8.28	10.23		13.2
Other Cost	82.27	74.42		6.2
Total Expenditure	492.71	337.80		433.4
EBITDA	**105.56**	**76.88**	**37%**	**86.8**
EBITDA Margin%	**18%**	**19%**		**17%**
Interest	23.3	13.3	0.75	18.6
Depreciation	13.6	17.1	-0.21	22.8
Other Income	0.1	0.0		0.7
Profit Before Tax	**68.8**	**46.5**	**48%**	45.5
Tax	0.0	0.0		0.1
PAT	**68.8**	**46.5**	**48%**	**45.6**
PAT Margin%	**12%**	**11%**		**9%**
EPS in Rs.	6.4	4.3		4.25

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Lets Connect

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