



Jiya Eco Product Limited

Office: F-11, Raturaj Complex, Crescent Road, Bhavnagar 364001

We Support:



CIN NO: L01111GJ2011PLC068414
GST IN: 24AACGJ7441B1Z0

Date: July 22, 2019

To,
Department of Corporate Services
BSE Limited
P.J. Towers,
Dalal Street,
Mumbai-400 001

Dear Sir/Madam,

Subject: Investor Presentation on Financial Results for the quarter ended on June 30, 2019

With reference to the above mentioned subject and pursuant to the Regulation of 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirement) Regulations, 2015, find the enclosed Investor Presentation on Financial Results for quarter ended on June 30, 2019.

The details of the same are attached herewith.

Kindly take the same on record.

Thanking You,

Yours faithfully,

For Jiya Eco Products Limited



Bhavesh J. Kakadiya
Managing Director
DIN: 05147695





JIYA Eco Products Limited

Step Towards Green World



Jiya Eco
STEP TOWARDS GREEN WORLD

Result Presentation

July 2019



Content



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STEP TOWARDS GREEN WORLD



- ➔ Performance Highlight
- ➔ Company Overview
- ➔ Business Overview
- ➔ Jiya Eco India Limited
- ➔ Way Forward



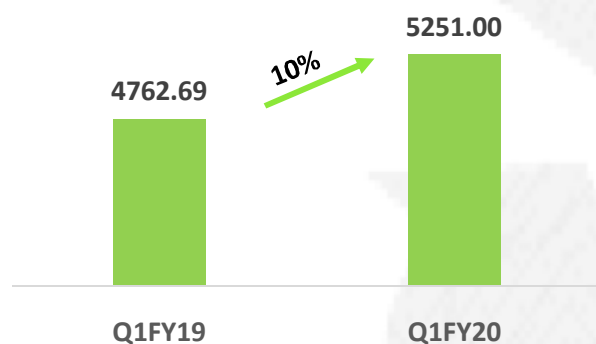
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Performance Highlights - Q1FY20 Consolidated

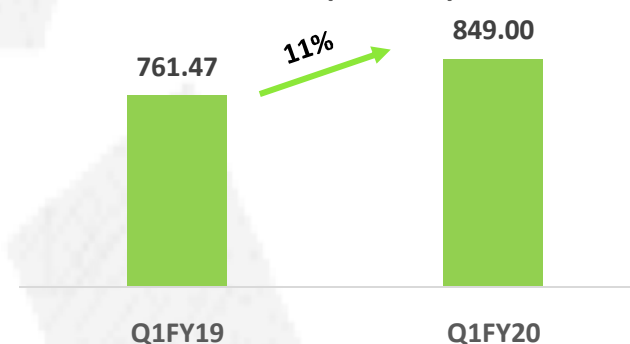


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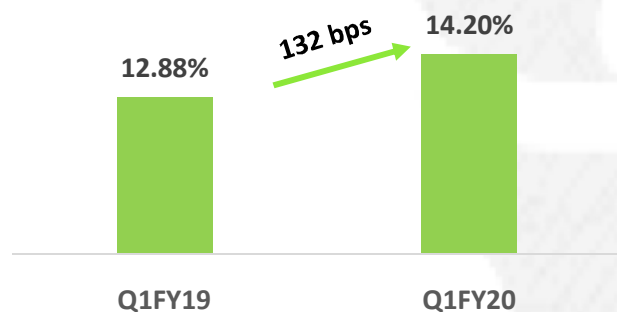
Revenue (Rs. Lacs)



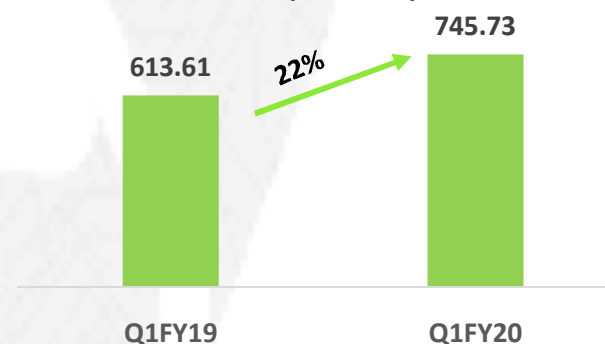
EBIDTA (Rs. Lacs)



PAT (%)



PAT (Rs. Lacs)



Note: revenue inclusive of other income



Natural

Performance Highlights - Q1FY20 Standalone



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Rs. Lacs

Rs. 4,965

36% YoY

Revenue

Rs. 696

11% YoY

EBIDTA

Rs. 604

14% YoY

PAT



Natural



Key Developments till date



- **New product development**

- Currently researching on manufacturing pellets using pine wood from Gandhidham.
- Gandhidham is considered to be a significant timber hub, with more than 2000 saw mills and ~100 plywood factories, which generate sufficient timber waste through the year.
- Pine timber, being a soft wood, claims to have a higher calorific value and lower moisture content as compared to hard wood waste.
- Pellets, developed by using pine wood waste, could essentially have a better efficiency and thereby can retail as a premium quality pellet.
- We would test the product for its acceptance and efficacy once we have successfully tested it inhouse

- **Update on Gandhidham Plant**

- Very close to commencing trial production, announcements to that effect can be expected over the next few days.
- Commercial production to commence within 7-10 days of the trial production.
- Work related to seeking regulatory approvals to be fast tracked, on commencement of commercial production, post which sample batches could be exported.



Key Developments till date



- **Jiya Eco India Limited – Burners deployed**
 - JEIL has installed 25 incremental burners at retail client sites.
 - Total base of ~400 burners now
 - Pace of addition restricted by the capacities at existing Bhavnagar plant
 - In line with our proposed plans to ramp up our distribution reach to 1000 retail touch points over the next few years
- **Jiya Eco India Limited – Gandhidham Plant**
 - 58k MT of processed agri-waste sold during the quarter,
 - Now contributes more than 60% of the company's standalone revenues.
 - Robust enquiries continue in this segment.
 - The success of this product is driven by its fast and more efficient combustion properties, when compared to briquettes.





JIYA ECO PRODUCTS LIMITED

Overview



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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



Journey So far



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Customer Understanding

- Entered Gujarat with plastic manufacturer and chemical factory

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

Fund Raising

- Raised Rs. 27 cr through preferential warrants

2012

2013

2014

2015

2016

2017

2018

New Business

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

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

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%

Focus on Expansion

- Acquired 100% Stake in JEIL
- Migrated on Main Board
- Pellet Plant Expansion in Gandhidham
- 1:1 bonus issuance of shares



Key Management Profile



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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



Natural



Briquettes



Products

Processed Agri-waste



Pellets

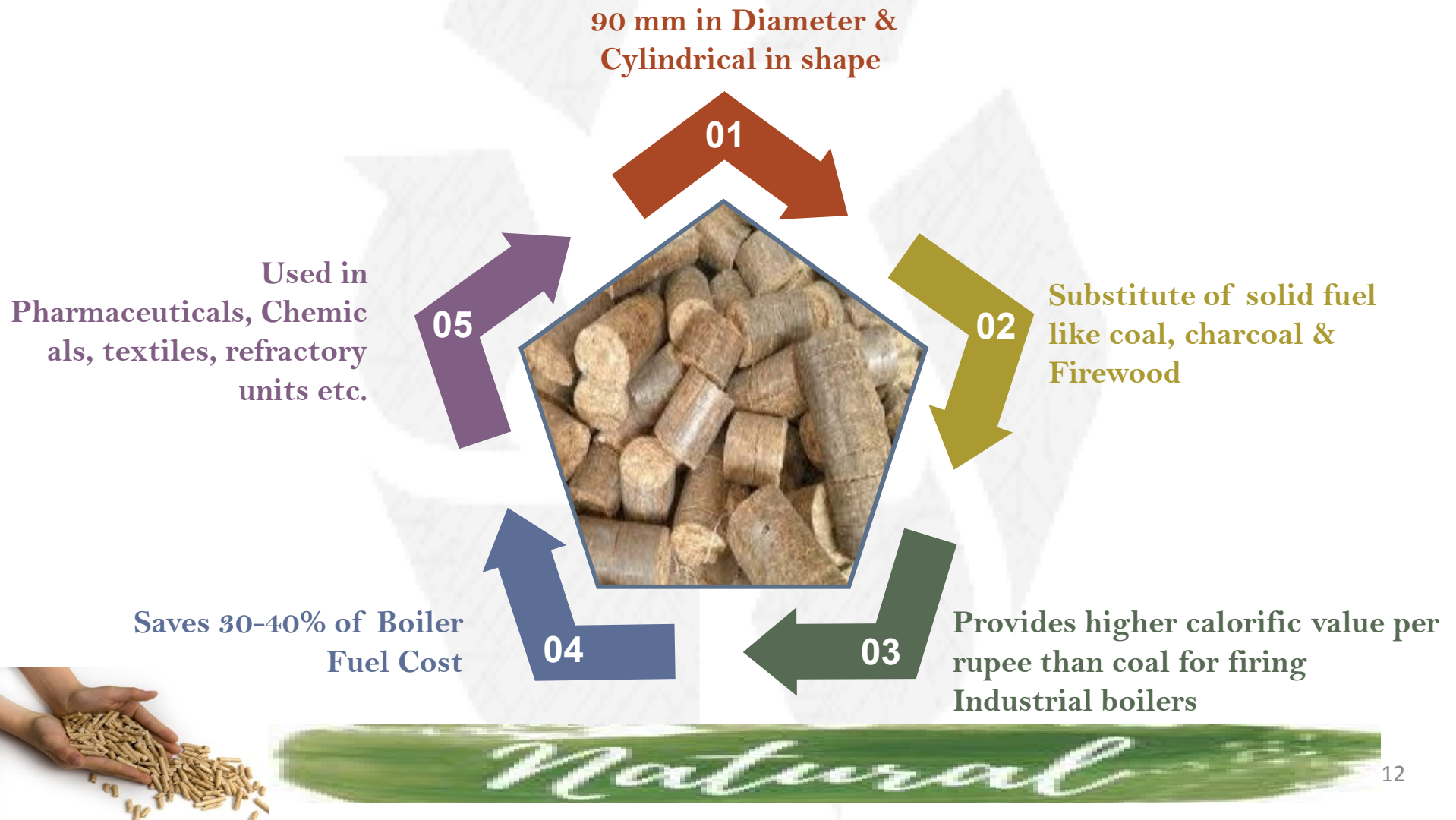


Bio Mass- Briquettes



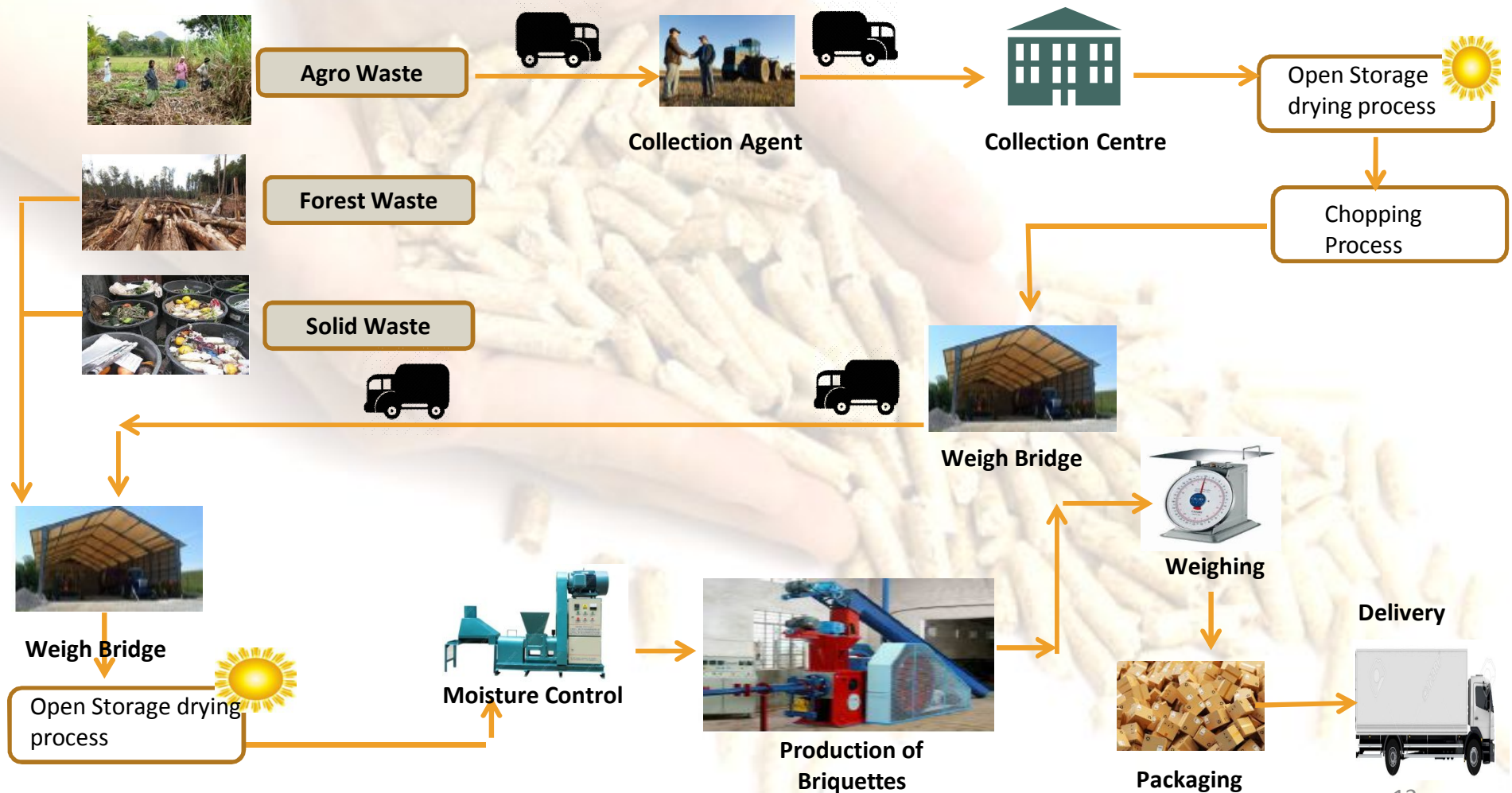
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Briquettes- Manufacturing Process

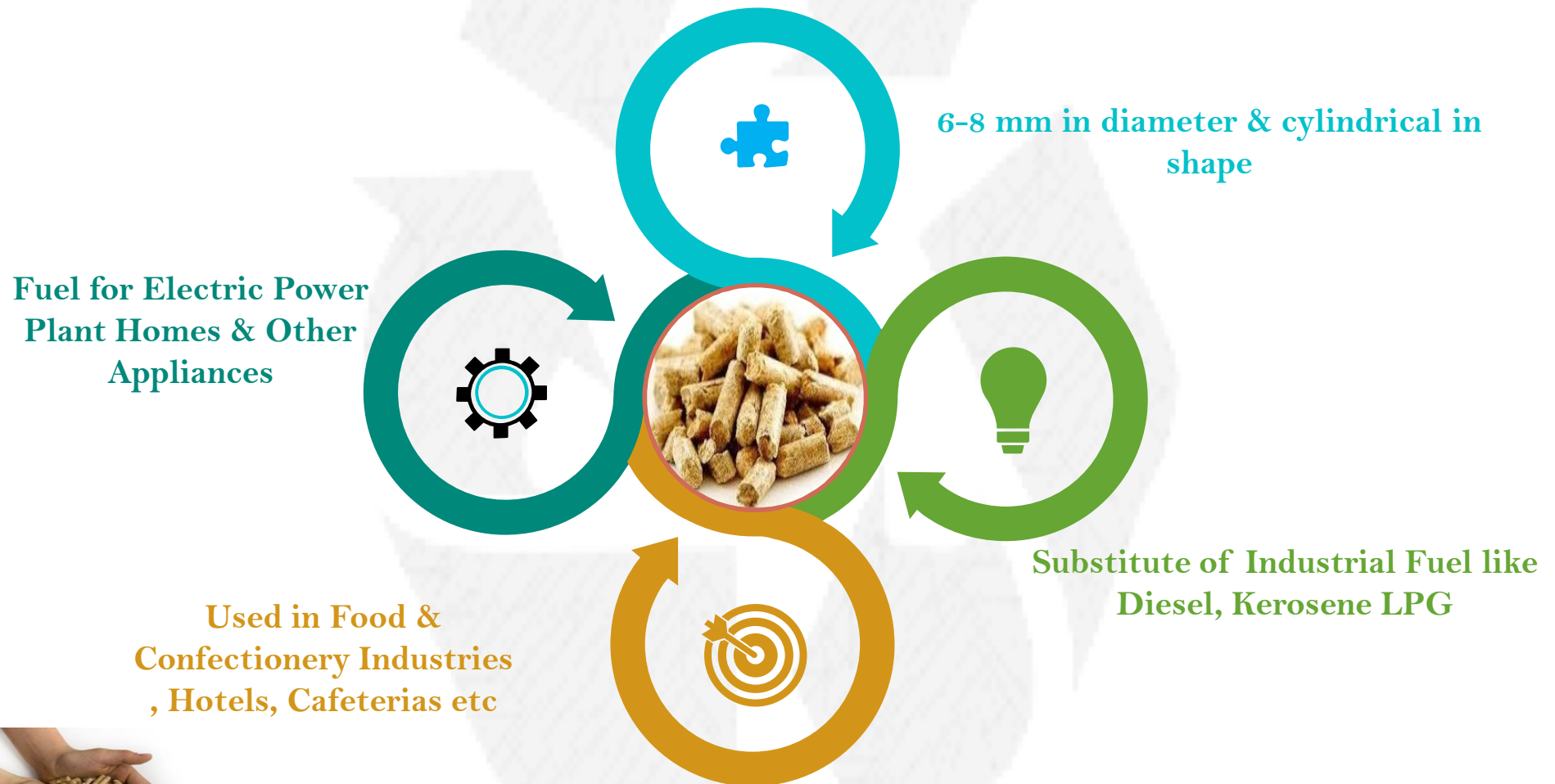


Bio Mass- Pellets



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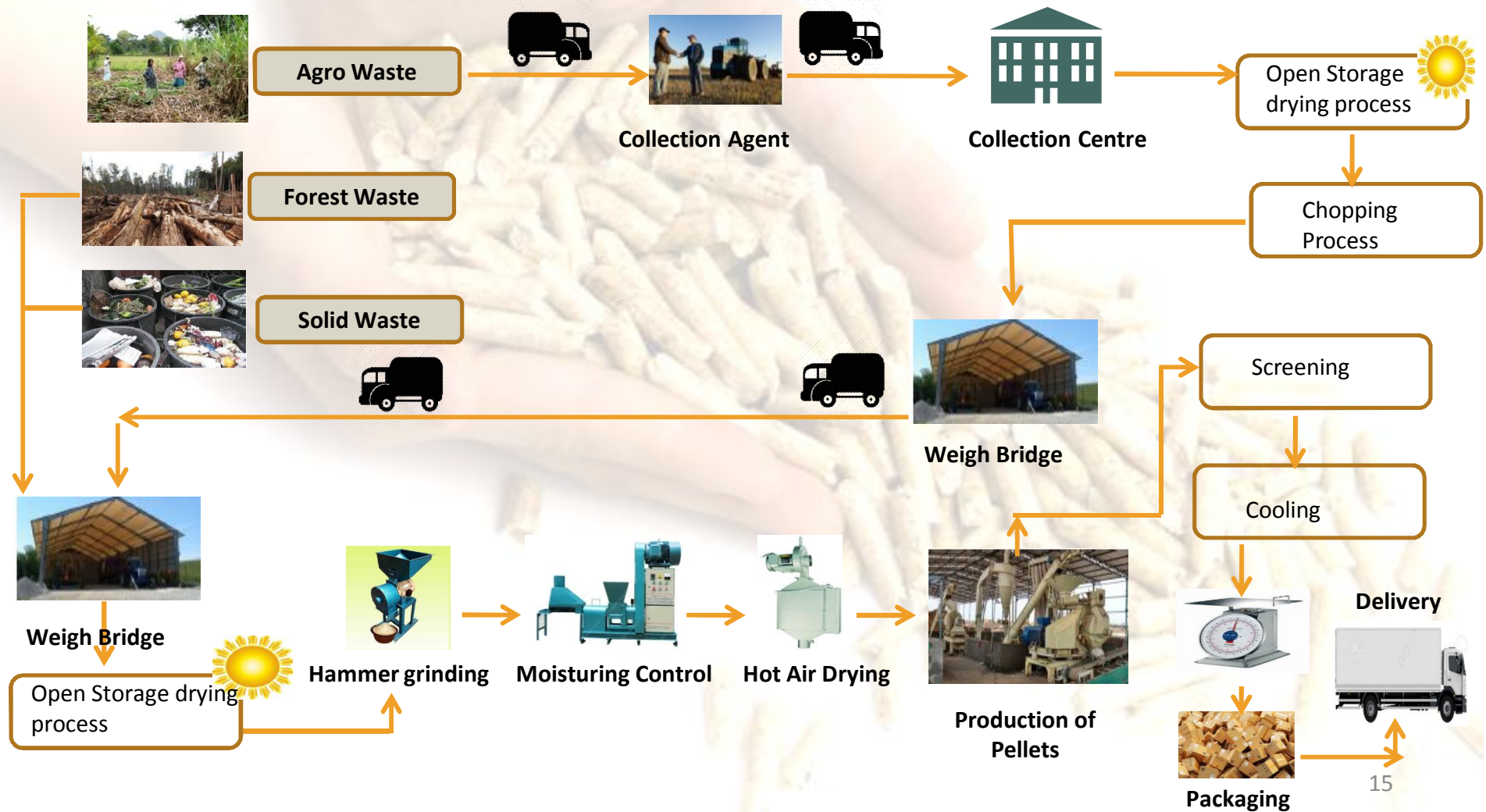




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Pellets- Manufacturing Process





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Processed Agro- Waste

- Processed Agro – Waste, was developed by the company upon observing that some of their industrial clients were resorting to crushing products, purchased from us, by hiring extra labour.
- The logic: a crushed product offers larger surface area for burning and hence proves to be more efficient as compared to a briquette or pellet.
- Benefits of Processed Agro-Waste
 - Agro waste processing is first stage in manufacturing briquette and pellets
 - Selling processed agro-waste directly to client saves company conversion cost as well as time
 - Company sell this product at a lower cost to its clients, while helping blended margins to improve.
 - Clients benefits by saving time and money



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State of Art Manufacturing facility



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- ❑ Manufacturing unit situated at Navagam approximately 40 kms from Bhavnagar City
- ❑ Infrastructure facilities spread across 14963 sq. mtrs of land
- ❑ Capacity of 1,19,860 MT for briquettes and 1,19,860 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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Gandhidham: Greenfield expansion



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- Leased land of ~ 3 acres for 15 years at Village Chudva, Taluka Gandhidham
- Abundant access to raw material and a reduction in transit cost are key parameters in finalisation of location
- The plant would eventually have 6 pellet machines, with a total rated capacity of ~2,60,000 MTPA
- Proximity to Kandla port is added advantage; export opportunity increases
- The pellet manufactured would be catered to Retail (SME) Segment
- The plant is expected to be commercially operational by July'19



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Raw Material Used



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01

Agriculture Waste

- Cotton Stalk, Cumin waste, Mustard waste



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





Jiya Eco India Limited



Jiya Eco India Limited (JEIL)



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- Jiya Eco India Limited is a 100% subsidiary of Jiya Eco Products Ltd.
- B2C venture of the parent, JEPL

Jiya Eco India Limited (JEIL)

- 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 install burners and stoves, at user site, in exchange for a contractual tie up with users to procure pellets for three years at a fixed rate from JEIL
- Users of Pellet stoves and burners are manufacturers of Namkeen, Sweets, Bakery, Thermic fluid heater, micro industries like dying and chemical units



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Why Jiya Eco India Limited (JEIL)



Lower Transit cost

- Proximity to end consumer would lower transit costs

De-risk client concentration

- Shifting focus from Industrial customers to Retail (SME)
- Targeting more than 1000 SME Customers in next 18-24 months.

Significant higher realization

- Retail pellet sales fetches much higher realization

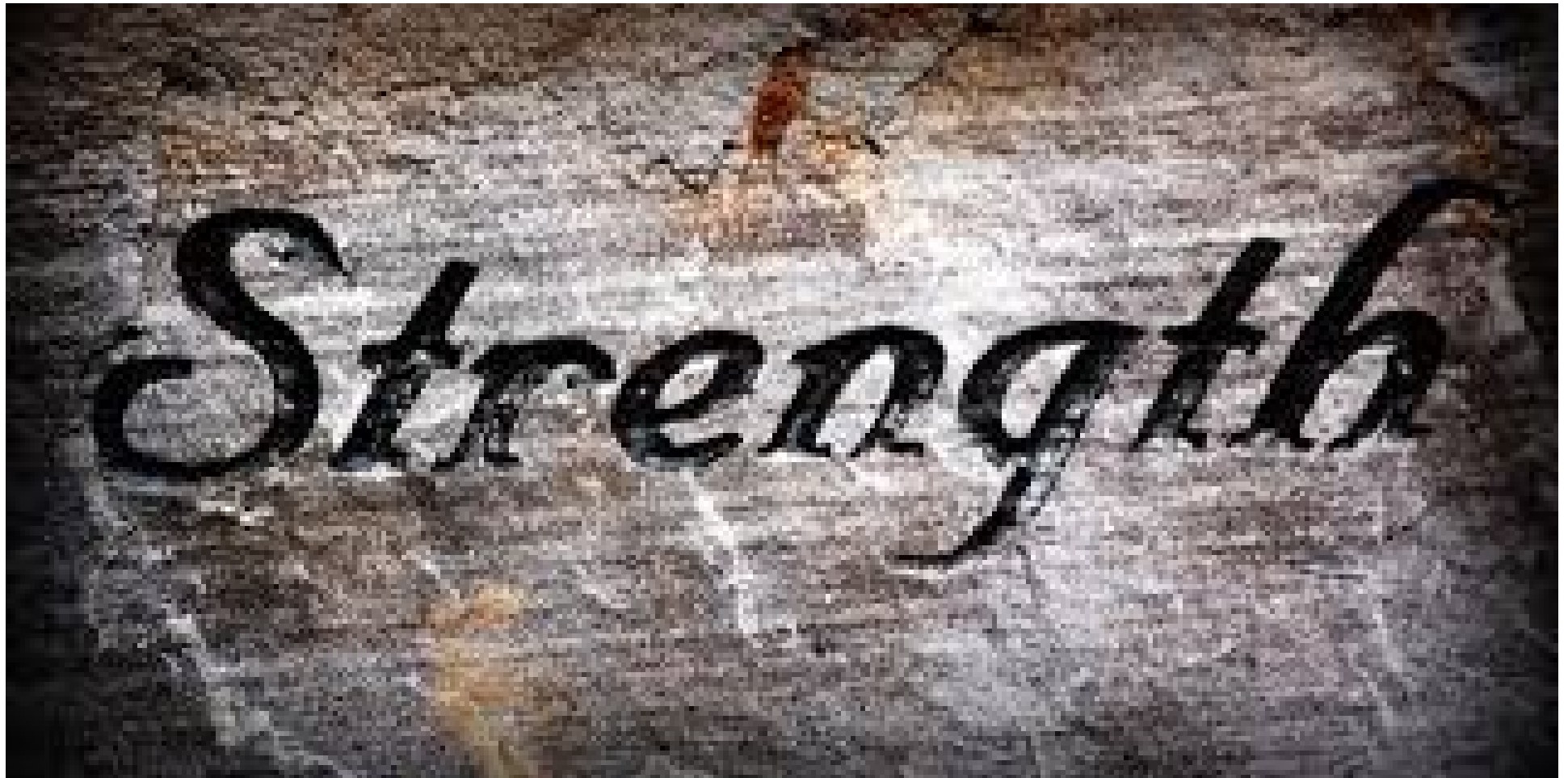
Improvement in W/C cycle

- Unlike industrial customers, retail customers have a lower working capital cycle of 45 days

Revenue visibility

- Product sold by installing burners/stoves, with a 3-year contract to procure their monthly pellet requirements from the company





Strengths

Strengths



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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



Strong Research & Development

- The company have introduced variants of product pellets, which can be used by different industries
- Our R&D team constantly works towards developing newer products and applications.



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



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Pellets- Cost Effective	Pellets	Diesel	LPG	LDO
Calorific - Value	4,000	9,100	12,000	8,000
Rate - Rs/Kg	14	70	60	45
Equivalent Pellet consumption - Kgs	1	2.3	3	2
Cost of Pellets	-	33	42	28
Savings		37	18	17
Savings %		52%	30%	38%



Source: Company, Independent Lab report





Opportunities

Opportunity



Government Initiatives

- CEA Asks States to Use 5-10% Biomass Pellets for Power Generation
 - There are 116 power plants in India
 - if the industry switches to 10% (as proposed by CEA as alternate fuel) of its fuel requirement to Agri waste from current coal would imply a sourcing market opportunity of **USD 2.7bn** for biomass briquettes and pellets in the years to come



Others

- Peripheral industry like pharmaceuticals, chemicals, textiles, refractory units which uses 30% of the total coal consumption of India, if convert to biofuel could be opportunity of USD 2.7bn
- Substitute market for cremation using wood is industry size of Rs. 38.6 bn
- Large manufacturer of Namkeen, fursan, bakery across India

Source: market reports

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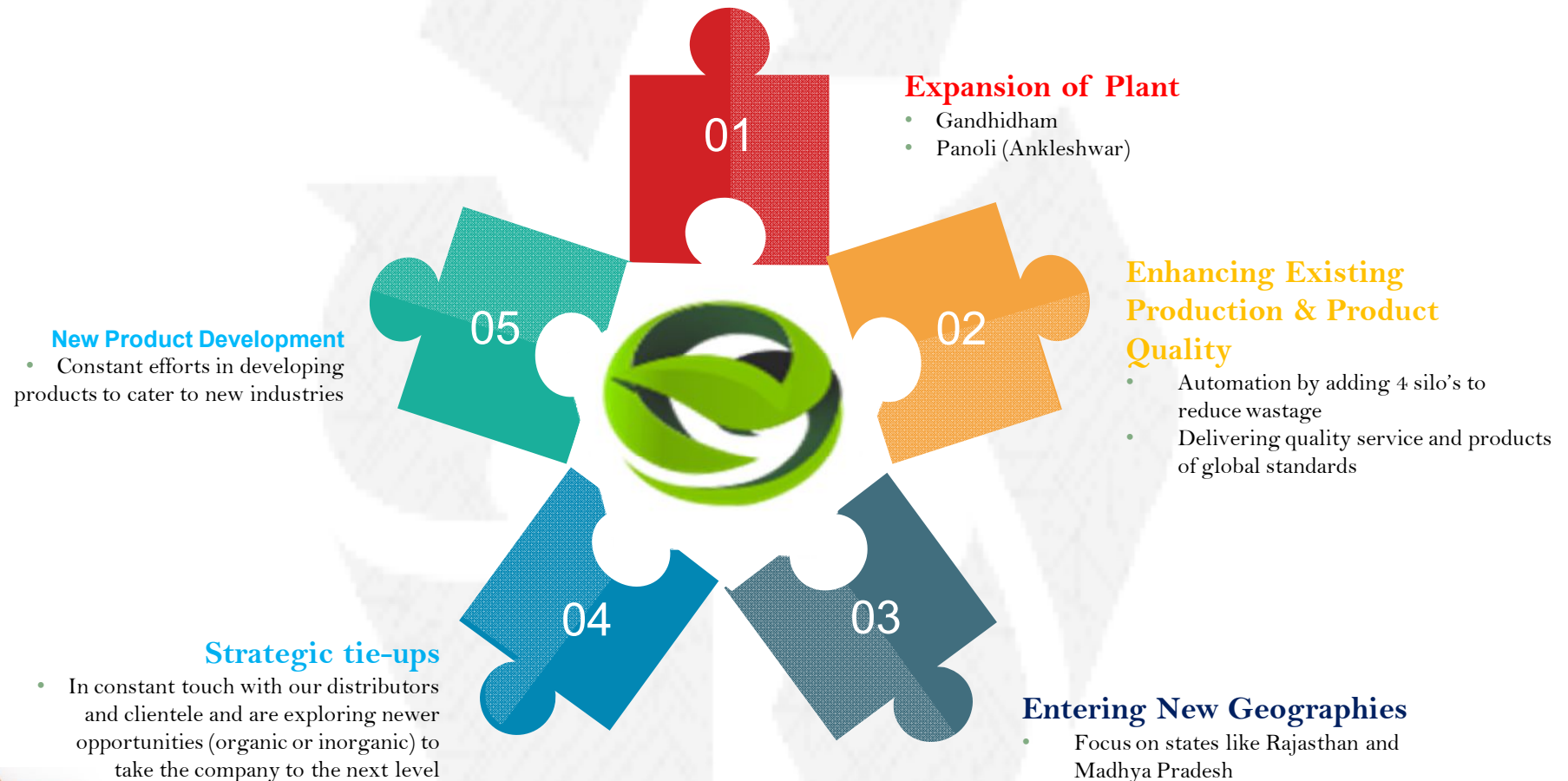
Way Forward

Business Strategy



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Financial Highlights

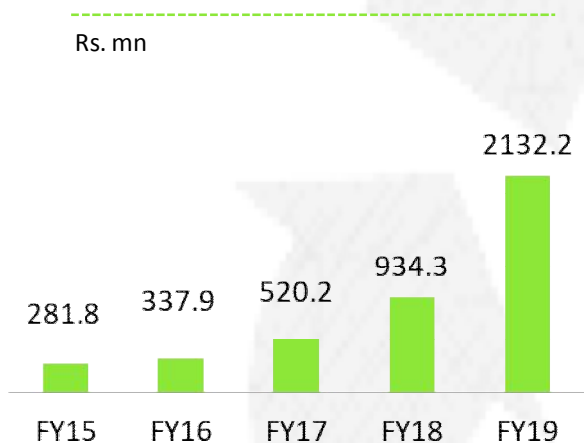
Financial Highlights - Consolidated



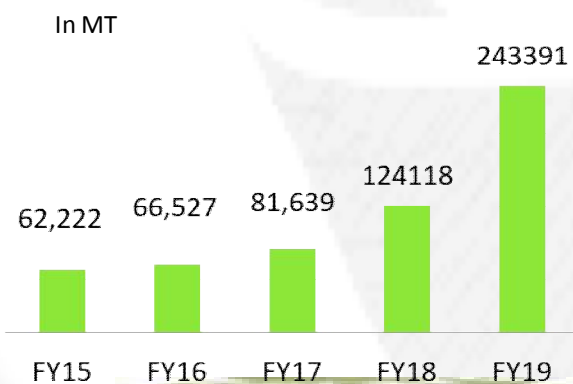
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Consolidated Financial

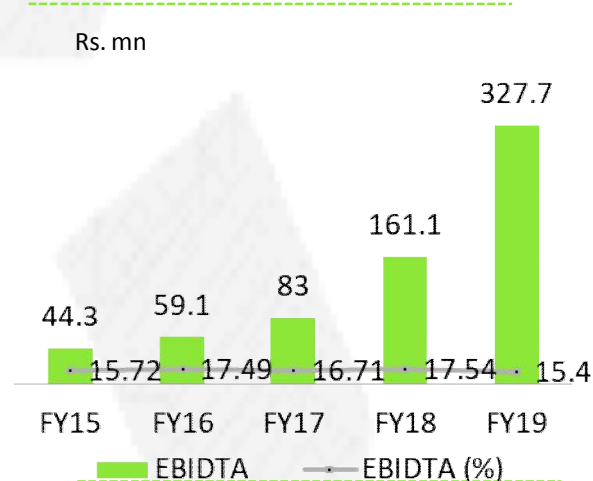
Revenue



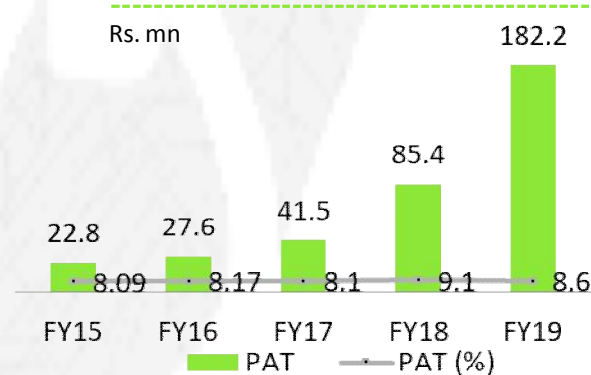
Volume



EBDITA



PAT



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Financial Highlights



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Consolidated Financial

Networth

Rs. mn



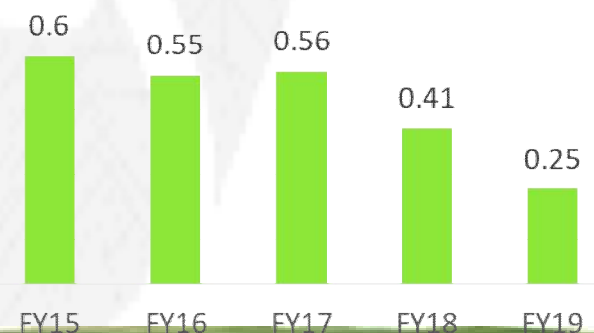
ROCE



ROE



Debt:Equity



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Profit & Loss Statement



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Rs. mn	FY19	FY18	FY17	FY16
Total Income from Operations	2132.6	925.8	520.2	337.9
Raw Materials (net of stock)	1617.1	595.5	417.2	259.4
Employee Cost	14.5	12.7	14.4	9.1
Other Cost	173.3	148.8	5.5	11.2
Total Expenditure	1804.9	757.1	437.2	279.7
EBITDA	327.7	161.1	83.0	59.1
EBITDA Margin%	15.4%	17.5%	15.9%	17.5%
Interest	41.4	18.7	23.2	12.2
Depreciation	17.1	26.8	18.4	17.4
Other Income	1.2	0.0	0.0	0.0
Exceptional Item	0	0.0	0.0	0.0
Profit Before Tax	270.4	115.4	41.4	29.5
Tax	87.6	31.0	-0.14	1.9
PAT	182.8	85.4	41.5	27.6
PAT Margin%	8.6%	9.2%	8.0%	8.17%
EPS in Rs.	6.34	7.99	4.34	3.35

Consolidated Financial as per INDAS

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Balance Sheet



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Rs. Mn	FY19	FY18
NON-CURRENT ASSETS	208.3	138.9
Property, plant and equipment	159.9	133.5
Capital work-in-progress	-	-
Intangible assets	-	-
Financial assets	-	-
Investments	-	-
Loans	26.8	-
Other non-current financial assets	21.6	5.4
Other non current assets	-	-
CURRENT ASSETS	1225.8	674.7
Inventories	114	56
Financial assets	-	-
Investments	-	-
Trade receivables	1086.7	547.1
Cash and cash equivalents	1.3	7.8
Bank balances other than cash and cash equivalents	-	-
Loans	-	-
Other current financial assets	23.8	0.2
Other current assets	-	63.6
TOTAL ASSETS	1434.1	813.6

Rs. Mn	FY19	FY18
Total Equity	757.6	437.76
Share Capital	300.7	107.16
Other equity	456.9	330.6
LIABILITIES		
NON-CURRENT LIABILITIES	115.05	42.59
Financial liabilities	-	-
Borrowings	110.2	34.73
Other non-current financial liabilities	1	0.13
Provisions	0	2.23
Deferred tax liabilities (net)	3.85	5.5
CURRENT LIABILITIES	561.4	333.25
Financial liabilities	-	-
Borrowings	80.5	156.7
Trade payables	314.5	135.65
Other current financial liabilities	47.5	3.7
Provisions	8	0.5
Other current liabilities	0	0.7
Current tax liabilities	110.9	36
TOTAL EQUITY AND LIABILITIES	1434.1	813.6

Standalone Financial as per INDAS

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Lets Connect



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