CIN No.: L01111GJ2011PLC068414

JIYA ECO-PRODUCTS LIMITED

Office : F/11, Ruturaj Complex, Opp. A. V. School Ground, Crescent Road, Bhavnagar-364001. (Gujarat) INDIA.
Ph.: 9898859191 **Web :** www.jiyaeco.com **E-mail :** cfo@jiyaeco.com

Date: May 31 , 2018

To,
Listing Department,
Bombay Stock Exchange Limited,
Phirozejeejeebhoy tower, Dalal Street,
Mumbao- 400001

Subject: **Investor Presentation**

Respected Sir/ Madam,

Please find enclosed Investor Presentation pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure requirements), Regulation 2015

Kindly take on your record and acknowledge the same.

For Jiya Eco Products Limited

JIYA ECO PRODUCTS LIMITED BHAVNAGAR

BHAVESHBHAI J KAKADIYA

(MANAGING DIRECTOR)

DIN NO:- 05147695

JIYA Eco Products Limited

Step Towards Green World

Jiya Eco

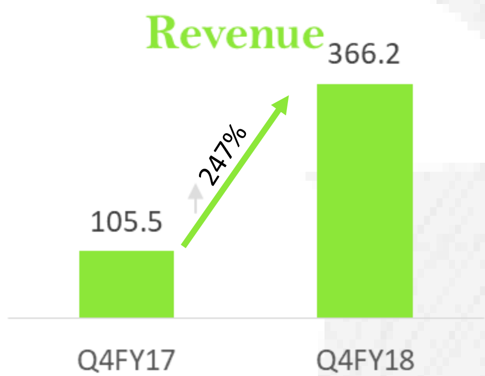
STEP TOWORDS GREEN WORLD

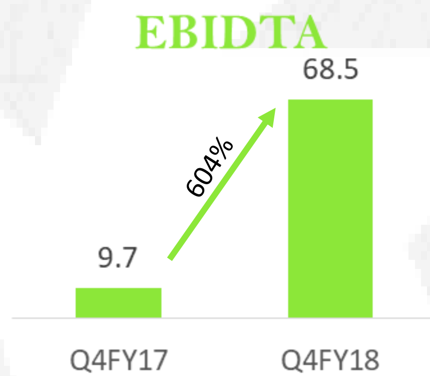
Investor Presentation

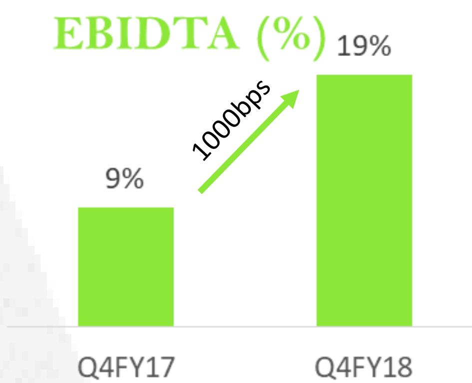
May FY18

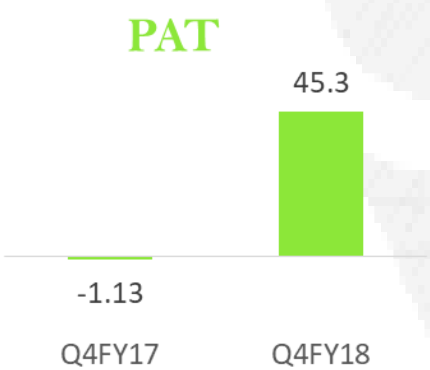
Performance Highlights – Q4FY18

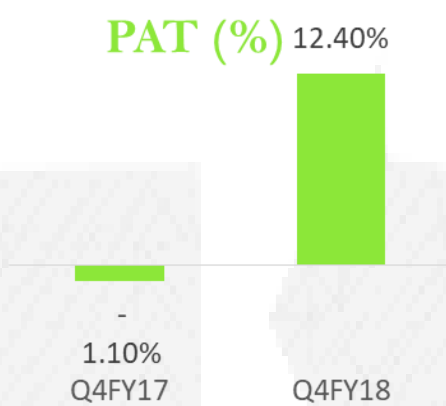
Rs. mn

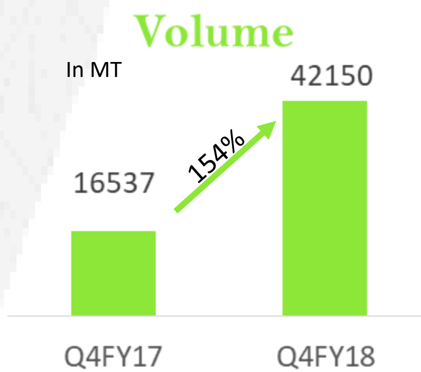








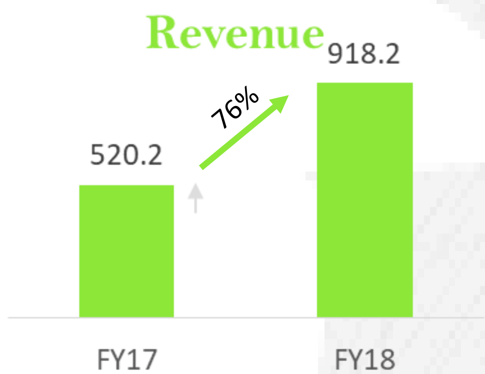


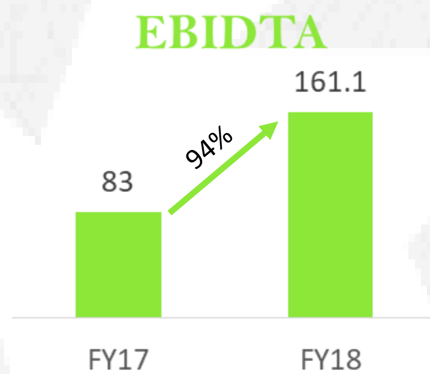


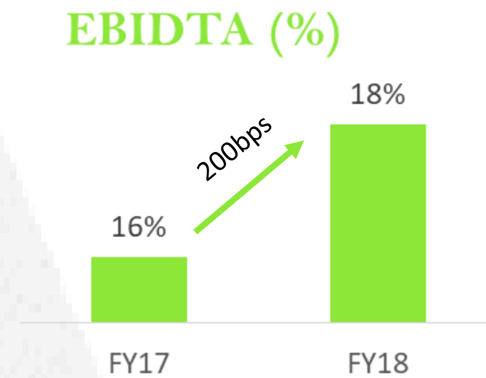
Note: Figures are on standalone basis, revenue inclusive of other income

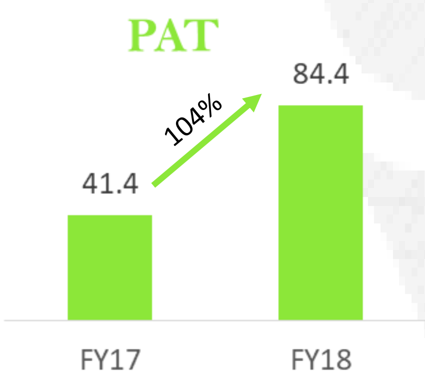
Performance Highlights – FY18

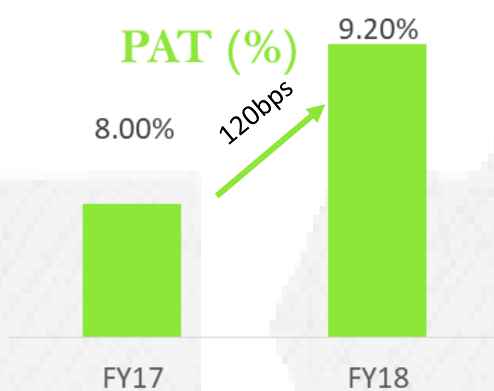
Rs. mn

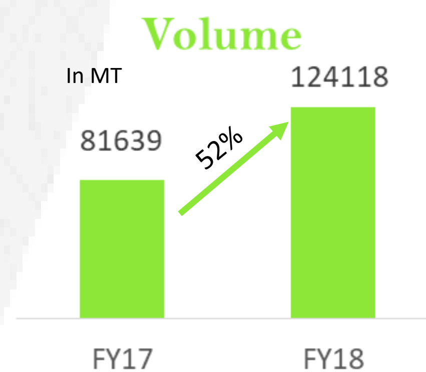












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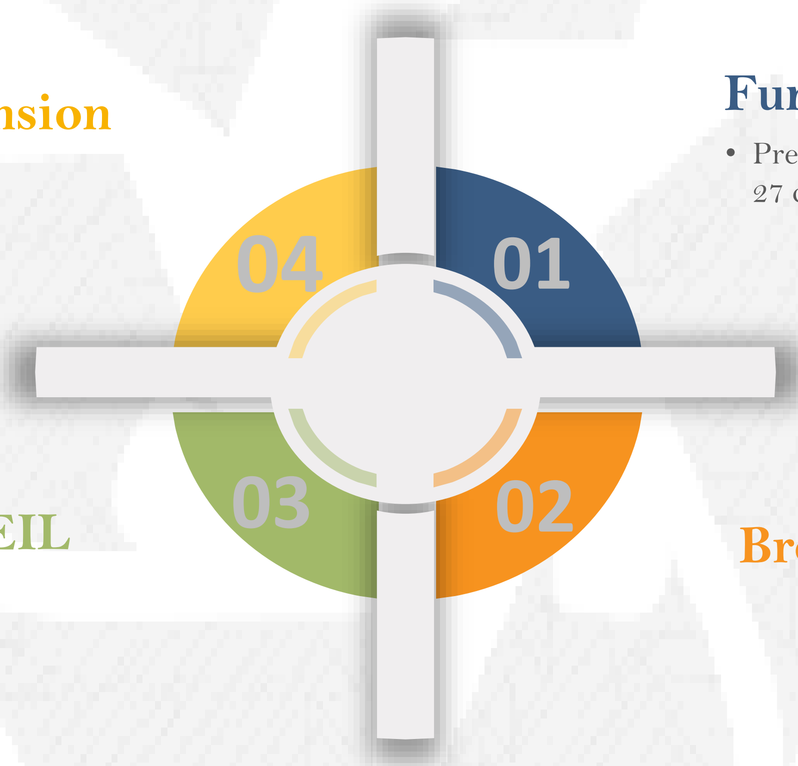
Jiya Eco

STEP TOWORDS GREEN WORLD

Key developments till date



Fund Raising

- Preferential warrant worth Rs. 27 crore

Brownfield Expansion

100% Stake in JEIL

Greenfield Expansion

Natural

Brownfield expansion

- Reconfigured the existing machines in Navagam which helped increase the rated capacity of briquettes & pellets to 4 tons/hr/machine (from earlier 3 tons/hr/machine).

- Reconfiguration also allows us to now utilize these lines for upto 22 hrs/ day (from earlier 20 hrs/day)

- This gives rated capacity of 1,19,680 ton /year for briquettes & pellets each

Natural

100% Stake in JEIL

- Jiya Eco Products limited acquired 100% stake in Jiya Eco India Limited at book value, from the promoters, to make it a wholly owned subsidiary

<u>Jiya Eco India Limited (JEIL)</u>

- 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

Why Jiya Eco India Limited (JEIL)

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

Revenue visibility

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

Improvement in W/C cycle

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

Lower Transit cost

- Proximity to end consumer would lower transit costs

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STEP TOWORDS GREEN WORLD

Greenfield expansion

- 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 have 6 machine of pellet with 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

Jiya Eco
STEP TOWORDS GREEN WORLD

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

Natural

Jiya Eco
STEP TOWORDS GREEN WORLD

Journey So far

2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018

New Business

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

Customer Understanding

- Entered Gujarat with plastic manufacturer and chemical factory

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

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

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%

Fund Raising

- Raised Rs. 27 cr through preferential warrants

Focus on Expansion

- Acquired 100% Stake in JEIL
- Migrated on Main Board
- Pellet Plant Expansion in Gandhidham

Natural

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STEP TOWORDS GREEN WORLD

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

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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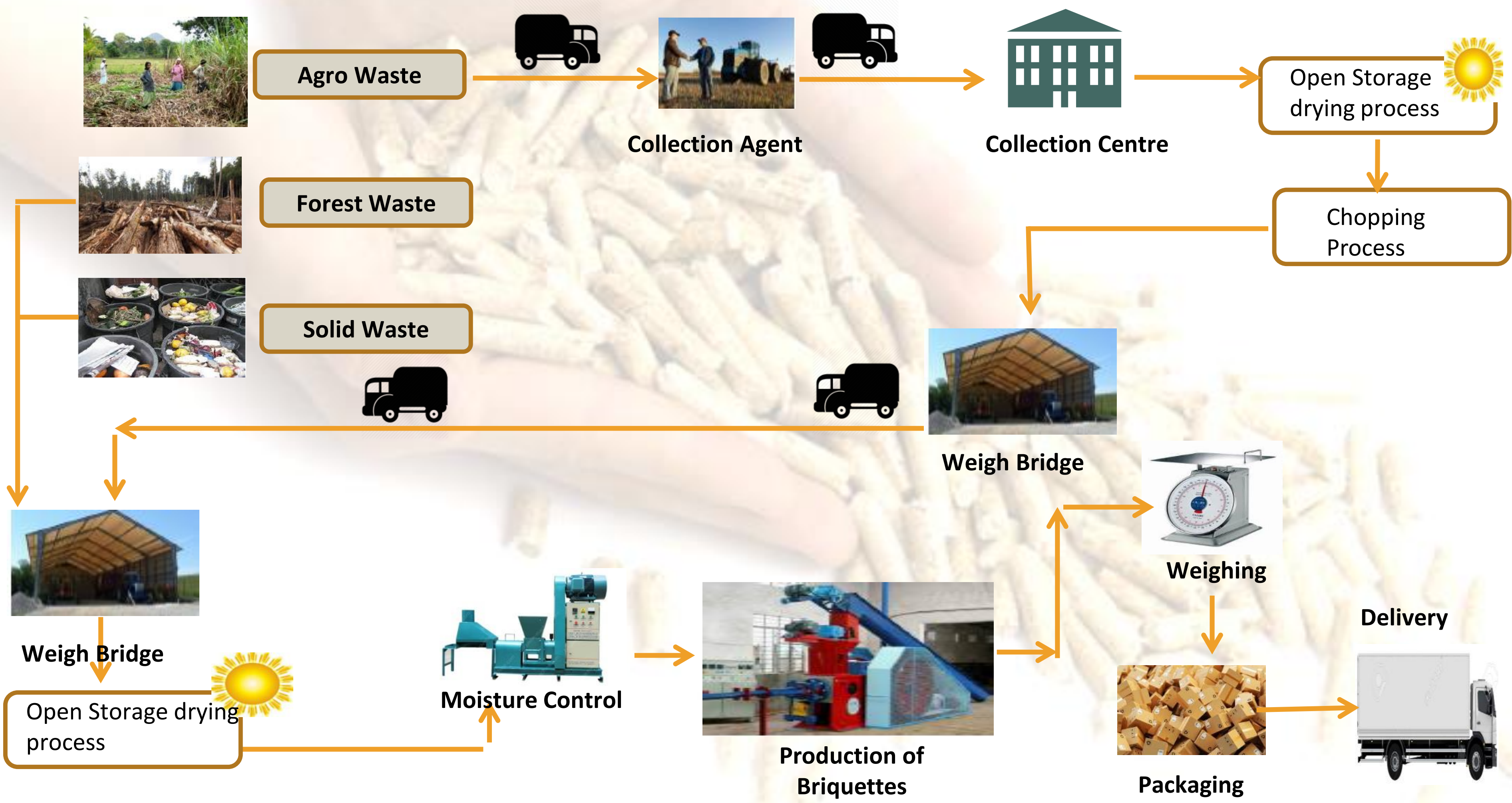
STEP TOWORDS GREEN WORLD

Briquettes- Manufacturing Process



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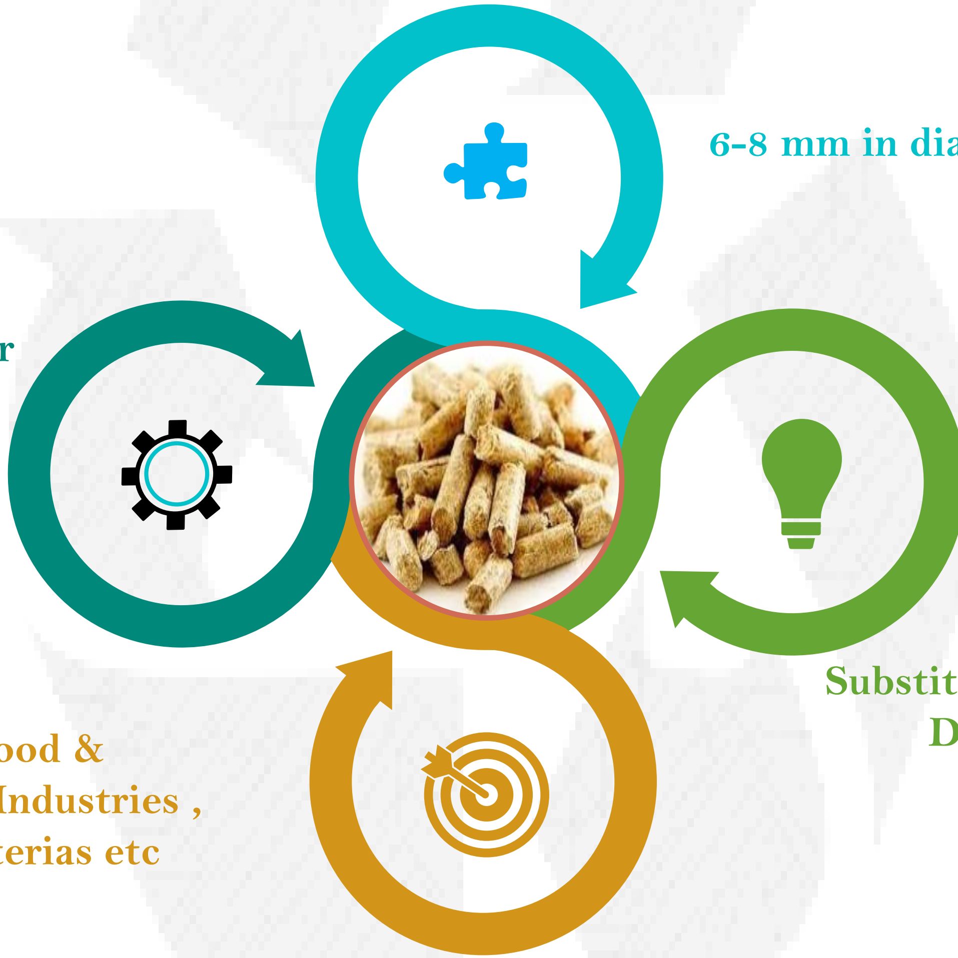
Bio Mass- Pellets



6-8 mm in diameter & cylindrical in shape

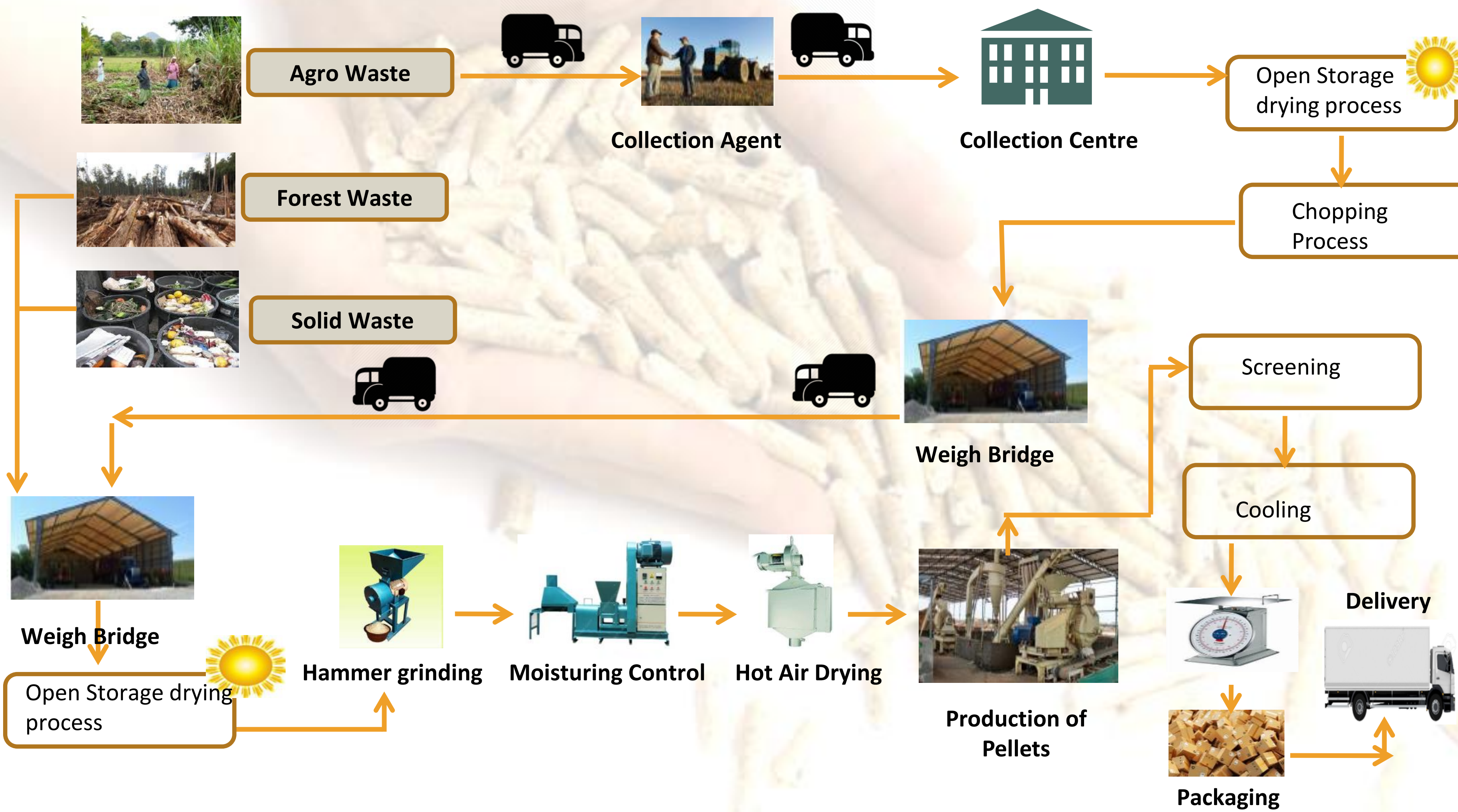
Fuel for Electric Power Plant Homes & Other Appliances

Substitute of Industrial Fuel like Diesel, Kerosene LPG

Used in Food & Confectionery Industries , Hotels, Cafeterias etc

Natural

Pellets- Manufacturing Process



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 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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Raw Material Used

01

Agriculture Waste

- Cotton Stalk, Cumin waste, Mustard waste

02

Forest Waste

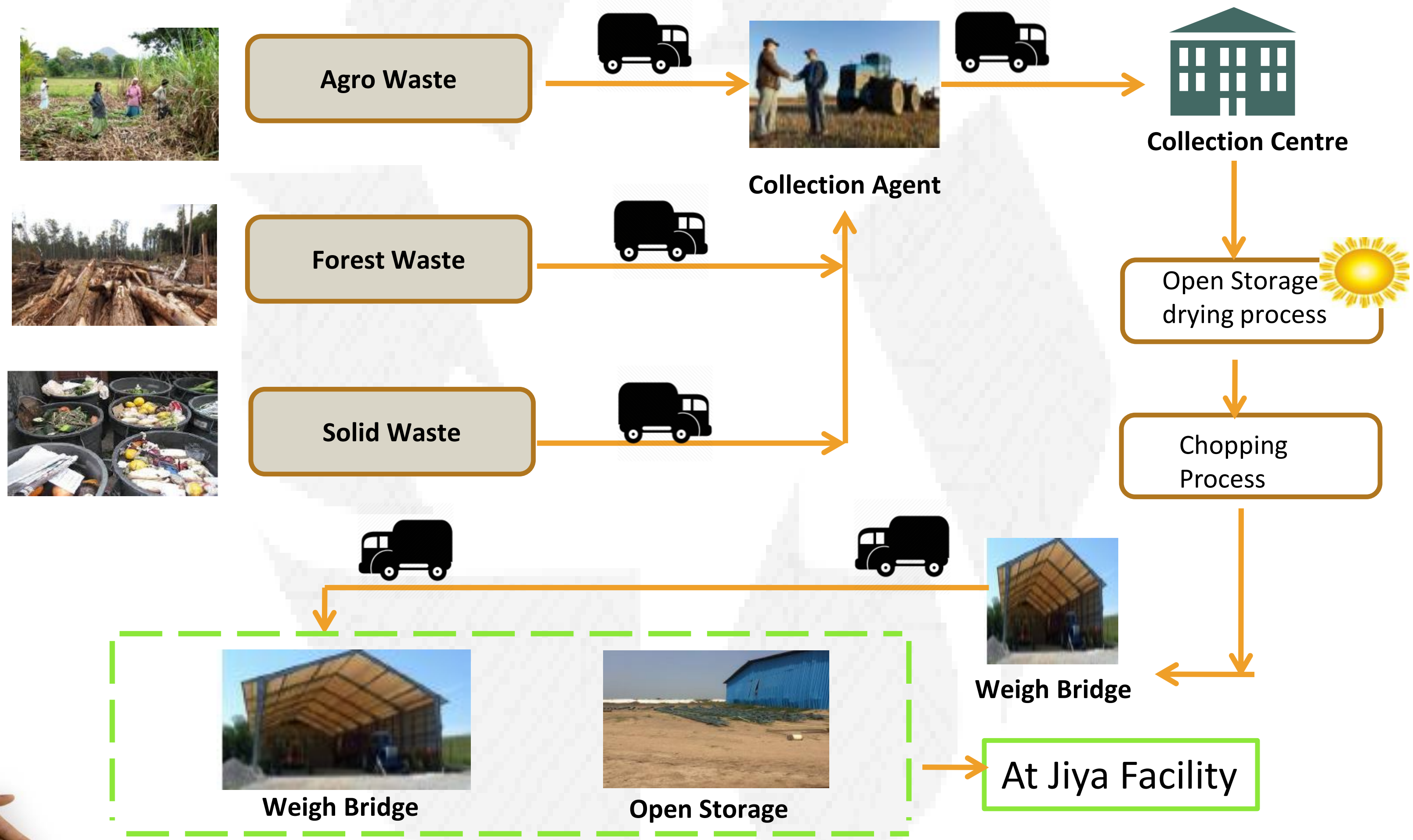
- Forest Leaves, Juri Flora (Babool), Leaves & Trash

03

Solid Waste

- Household waste
- Sourced from 52 villages

Processing of Raw Material



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

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	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

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Opportunity

Source: market reports

NTPC

- Invited bids for procuring 1,000 metric tonnes per day of agro residue based fuel for its 2,650 mw Dadri power plant in the National Capital RegionReplacement demand provides further upside
- Requirement of 500 metric tonnes per day of agro residue pellets and 500 metric tonnes per day of torrefied agro residue based pellets or briquettes, the tender seeks supply for 2 years
- NTPC has 20 coal based power stations

Government Initiatives

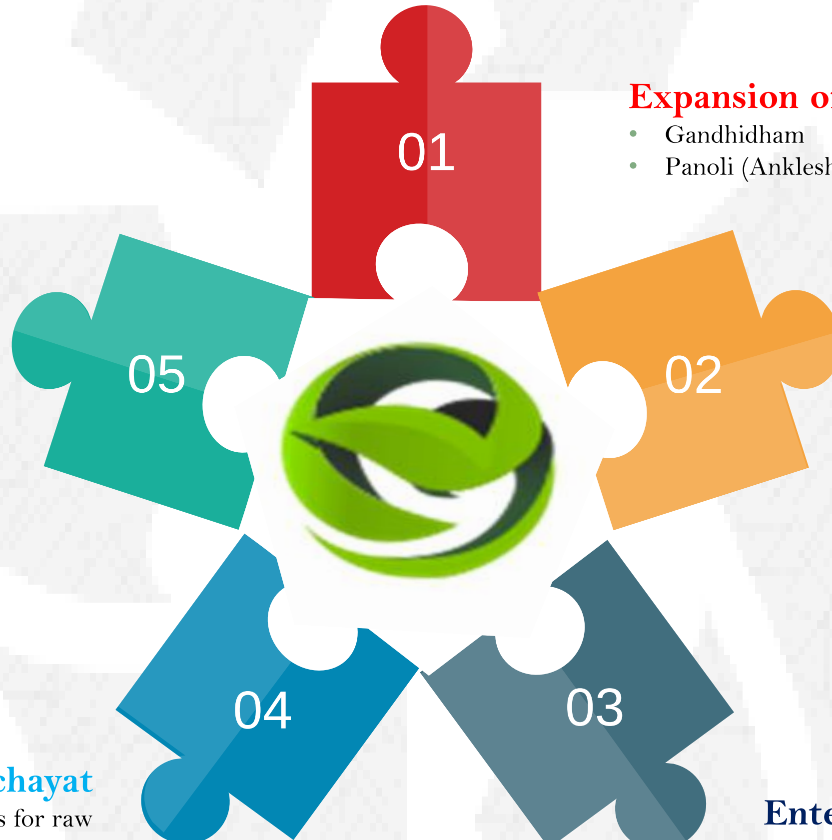
- CEA Asks States to Use 5-10% Biomass Pellets for Power Generation
  - There are 116 power plants in India
  - if the industry switches to 10% (as proposed by CEA as alternate fuel) of its fuel requirement to Agri waste from current coal would imply a sourcing market opportunity of **USD 2.7bn** for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

Way Forward

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

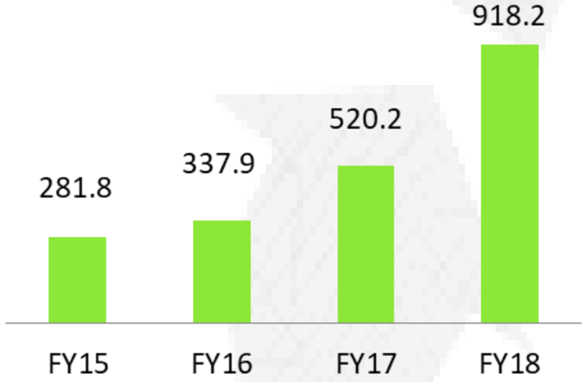
- Targetting manufacturers of Namkeen, Bakery and Fursan across the state

Financial Highlights

Financial Highlights

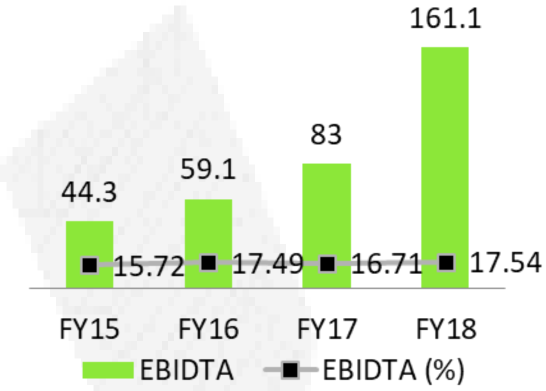
Revenue

Rs. mn



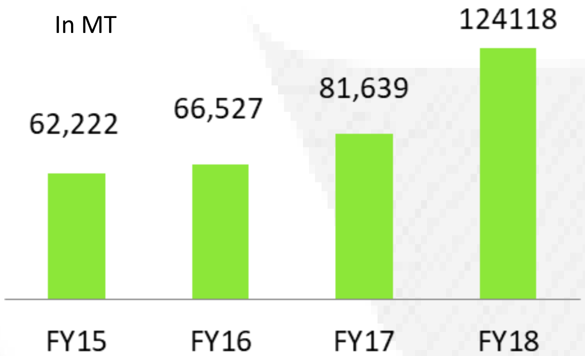
EBDITA

Rs. mn



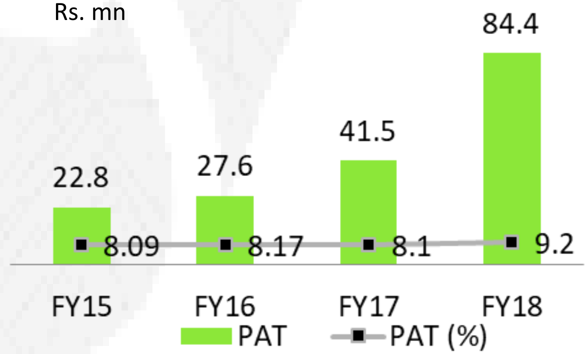
Volume

In MT



PAT

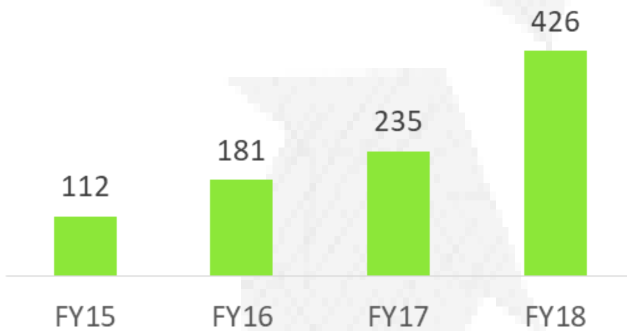
Rs. mn



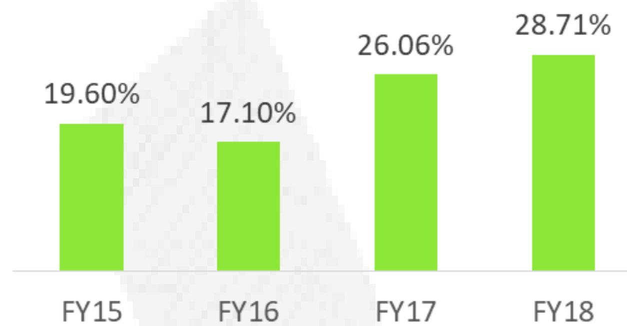
Financial Highlights

Networth

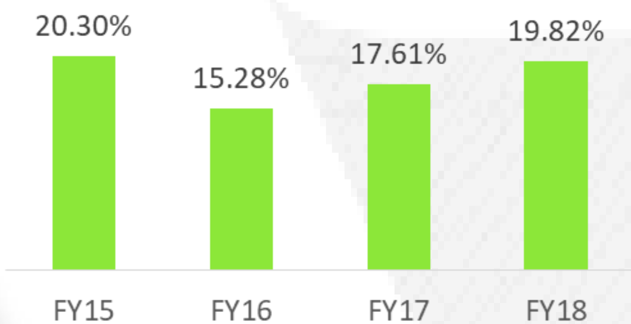
Rs. mn



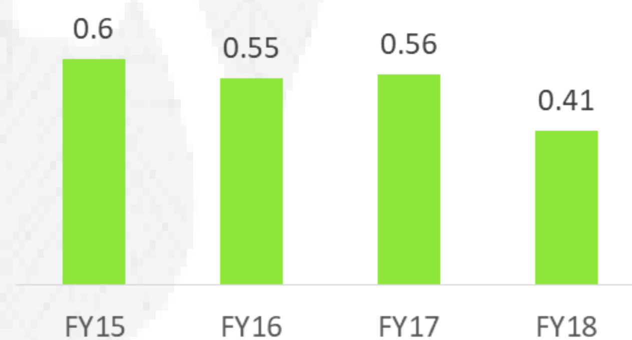
ROCE



ROE



Debt:Equity



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Profit & Loss Statement

Rs. mn	FY18	FY17	FY16	FY15
Total Income from Operations	**918.2**	**520.2**	**337.9**	**281.8**
Raw Materials (net of stock)	595.5	417.2	259.4	221.5
Employee Cost	12.7	14.4	9.1	7.3
Other Cost	148.8	5.5	11.2	8.2
Total Expenditure	757.1	437.2	279.7	237.0
EBITDA	**161.1**	**83.0**	**59.1**	**44.3**
EBITDA Margin%	**17.5%**	**15.9%**	**17.5%**	**15.7%**
Interest	18.7	23.2	12.2	8.1
Depreciation	26.8	18.4	17.4	13.0
Other Income	0.0	0.0	0.0	0.00
Exceptional Item	0.0	0.0	0.0	0.0
Profit Before Tax	115.4	41.4	29.5	23.9
Tax	31.0	-0.14	1.9	1.1
PAT	**84.4**	**41.5**	**27.6**	**22.8**
PAT Margin%	**9.2%**	**8.0%**	**8.17%**	**8.09%**
EPS in Rs.	**7.99**	**4.34**	**3.35**	**3.94**

Standalone Financial as per INDAS

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Balance Sheet

Rs. Mn	FY18	FY17
NON-CURRENT ASSETS	**156.14**	**145.91**
Property, plant and equipment	123.68	141.68
Capital work-in-progress	-	-
Intangible assets	-	-
Financial assets		
Investments	28.33	-
Loans	-	-
Other non-current financial assets	4.12	4.22
Other non current assets	-	-
CURRENT ASSETS	**617.78**	**251.6**
Inventories	48.35	51.87
Financial assets		
Investments	-	-
Trade receivables	497.6	156.31
Cash and cash equivalents	6.2	3.96
Bank balances other than cash and cash equivalents	-	-
Loans	-	-
Other current financial assets	-	-
Other current assets	65.61	39.45
TOTAL ASSETS	**773.93**	**397.51**

Rs. Mn	FY18	FY17
Total Equity	**426.8**	**235.61**
Share Capital	107.16	107.16
Other equity	318.91	128.45
LIABILITIES		
NON-CURRENT LIABILITIES	**41.45**	**12.23**
Financial liabilities		
Borrowings	34.73	5.85
Other non-current financial liabilities	0.13	0.11
Provisions	2.23	1.78
Deferred tax liabilities (net)	4.35	4.46
CURRENT LIABILITIES	**306.41**	**149.66**
Financial liabilities		
Borrowings	135.83	125.34
Trade payables	135.65	14.12
Other current financial liabilities	3.7	0.82
Provisions	31.21	9.36
Other current liabilities	-	-
Current tax liabilities	-	-
TOTAL EQUITY AND LIABILITIES	**773.93**	**397.51**

Standalone Financial as per INDAS

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Lets Connect

Jiya Eco
STEP TOWORDS GREEN WORLD

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