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 28, 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 Q4 & FY 19.

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 and year ended March 31, 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

BHAVNAGAR

JIYA Eco Products Limited

Step Towards Green World

Jiya Eco

STEP TOWORDS GREEN WORLD

Result Presentation

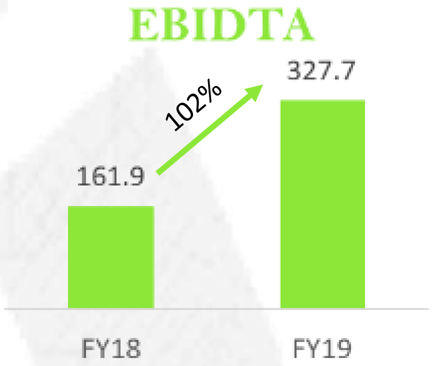
May 2019

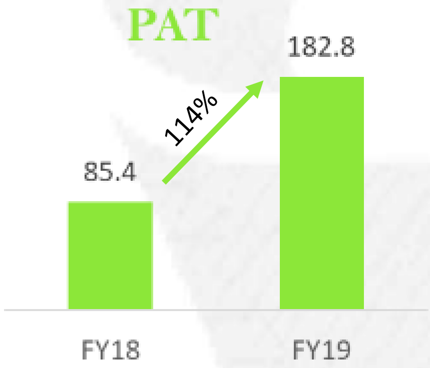
Content

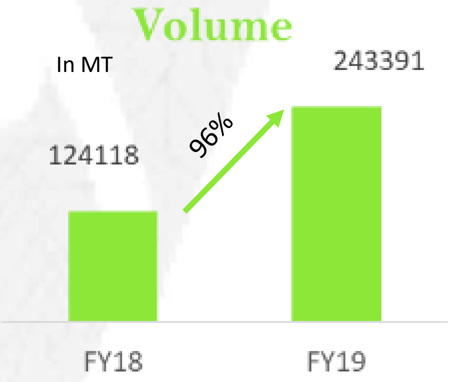
Jiya Eco
STEP TOWORDS GREEN WORLD

Performance Highlights – FY19 Consolidated

Rs. mn







Note: revenue inclusive of other income

Performance Highlights – FY19 Standalone

Rs. mn

Rs. 1,702 85%

Revenue

Rs. 266 65%

EBIDTA

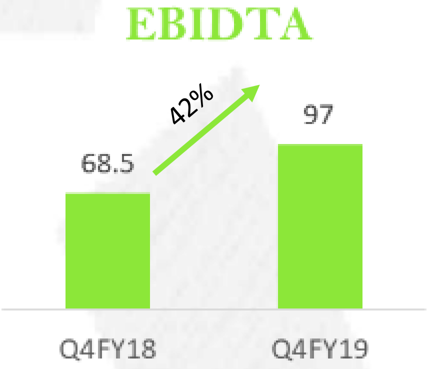
Rs.   140 66%

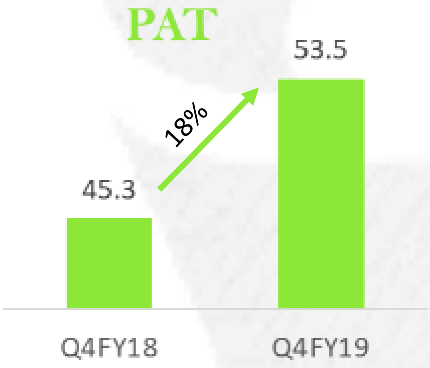
PAT

Performance Highlights – Q4FY19 Consolidated

Rs. mn


Revenue


EBIDTA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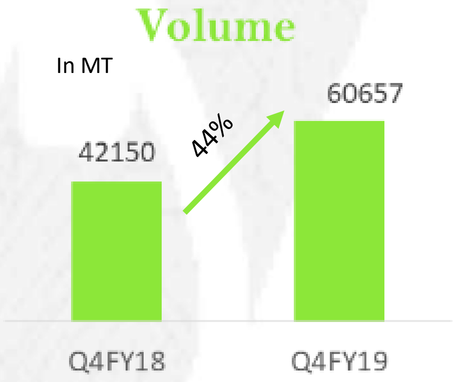

Volume

Note: revenue inclusive of other income

Performance Highlights – Q4FY19 Standalone

Rs. mn

Rs. 443 ↑ 21%

Revenue

Rs. 80 ↑ 16%

EBIDTA

Rs. 38.5 ↓ 15%

PAT

Key Developments till date

Jiya Eco
STEP TOWORDS GREEN WORLD

- **New industry application**
  - The company has been able to increase its reach across segments in this financial year. Our efforts to widen the usage of our products has shown significant results.
  - Brass Manufacturers: The company have achieved significant savings in the usage of their fuel cost, earlier our test run has been fruitful and we were able to increase our supply from initial 20 burners to 45 burners. Total business opportunity available for the company in Jamnagar itself is more than 4500+ small and medium brass units
  - Morbi Sector: our pilot tests at manufacturer's site is going on, subsequent to the success we are hopeful to make further in roads in the company. Morbi is home to more than 500 Small and medium tiles manufacturers

- **Update on Gandhidham Plant**
  - We have received all necessary utility approvals for the plant
  - Fencing work around the premises has been completed and erection of the factory shed is in full swing and should complete over the next couple of weeks
  - 2 pellet mills and some related machineries have already been procured, and orders placed for chippers and hammer mill, which should arrive over the next couple of days.
  - The power connection should be established over the next couple of days, post which we intend commencing trial production at this site. On successful production of the trial batches, we intend commencing commercial production from this plant, latest by June end

Key Developments till date

- **Jiya Eco India Limited – Burners deployed**
  - During this quarter, we have installed ~100 incremental burners at retail client sites, in Gujarat. With this, our total burner installations cross 375 by end FY19.
  - 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**
  - Jiya Eco India Ltd. (JEIL) proposes to take-over the pellet manufacturing activity at Gandhidham. This activity was earlier undertaken by Jiya Eco Gandhidham Pvt Ltd. (JEGL), another wholly owned subsidiary of JEPL
  - Pellets manufactured at the Gandhidham facility is proposed to be supplied purely to retail customers
  - JEIL is the entity engaged in the B2C business This helps establish two distinct entities, within the group, engaged in two distinct activities. While JEPL would focus on the wholesale (B2B) part of the business, JEIL would focus on expanding the retail (B2C) footprint for the group

- **Exploring export opportunities**
  - Company has received enquiries from several companies from Asia and Japan to whom we had sent sample quantities
  - Our product has found approval with some of these corporates, We look to commence exports only in case it sounds economically viable to the company

JIYA ECO PRODUCTS LIMITED

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

Journey So far

Jiya Eco
STEP TOWORDS GREEN WORLD

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 brequettes 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

Jiya Eco
STEP TOWORDS GREEN WORLD

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

Briquettes

Processed Agri-waste

Pellets

Bio Mass- Briquettes

Jiya Eco
STEP TOWORDS GREEN WORLD

01 90 mm in Diameter & Cylindrical in shape

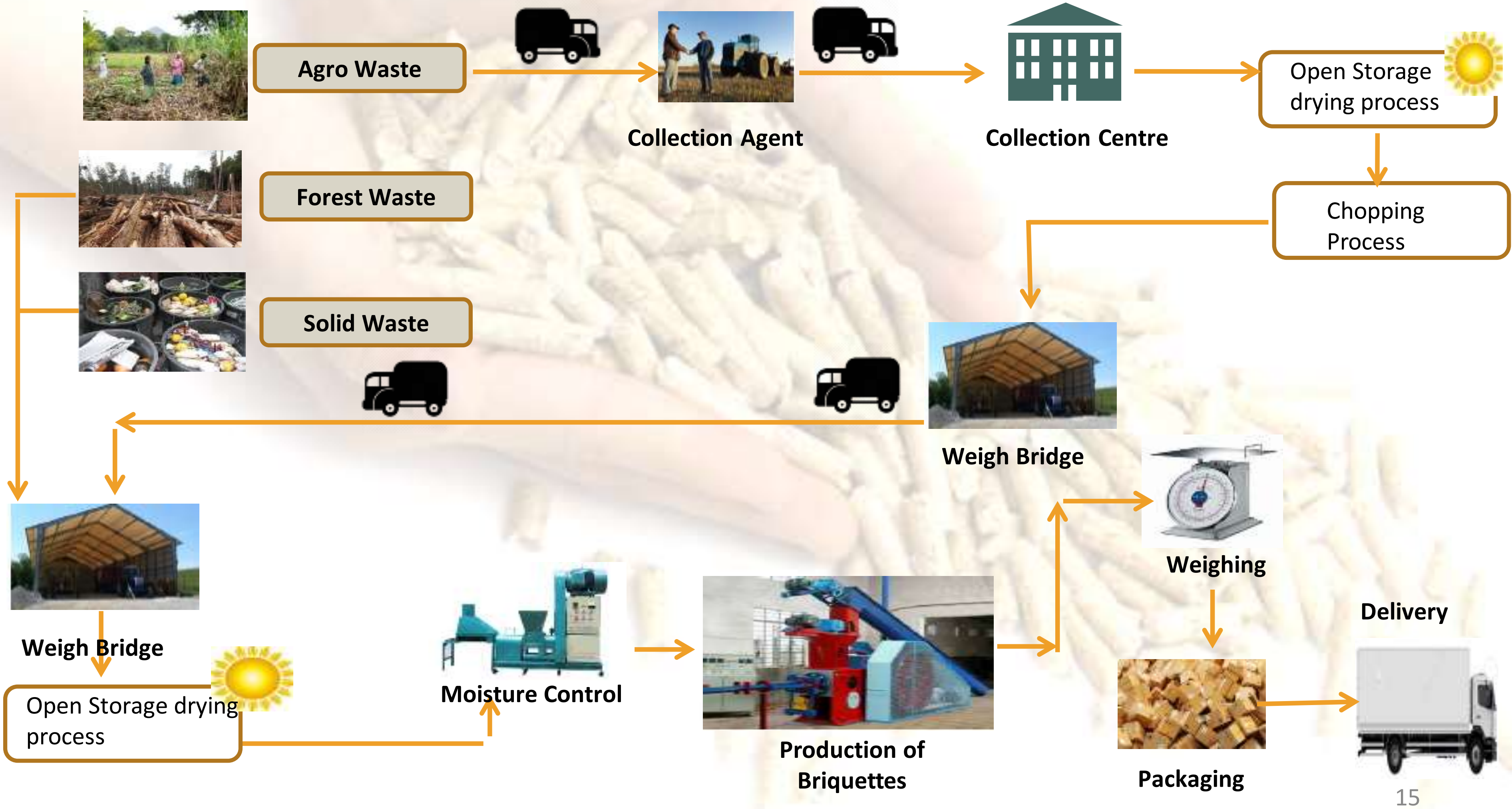
02 Substitute of solid fuel like coal, charcoal & Firewood

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.

Briquettes- Manufacturing Process



Agro Waste

Collection Agent

Collection Centre

Open Storage drying process

Chopping Process

Weigh Bridge

Forest Waste

Solid Waste

Weigh Bridge

Open Storage drying process

Moisture Control

Production of Briquettes

Weighing

Packaging

Delivery

Bio Mass- Pellets

Jiya Eco
STEP TOWORDS GREEN WORLD

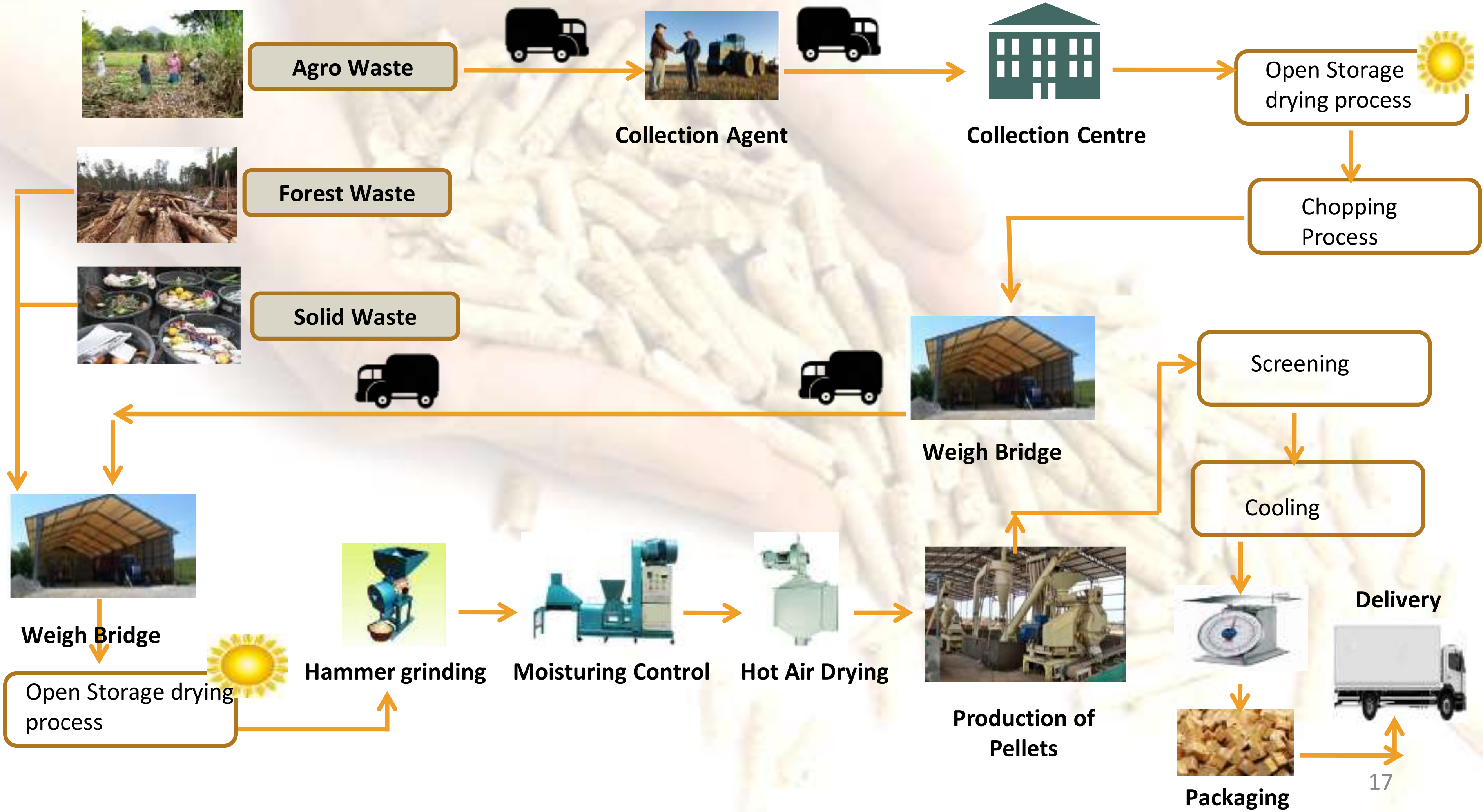
6-8 mm in diameter & cylindrical in shape

Fuel for Electric Power Plant Homes & Other Appliances

Substitute of Industrial Fuel like Diesel, Kerosene LPG

Used in Food & Confectionery Industries , Hotels, Cafeterias etc

Pellets- Manufacturing Process



Agro Waste

Forest Waste

Solid Waste

Collection Agent

Collection Centre

Open Storage drying process

Chopping Process

Weigh Bridge

Weigh Bridge

Open Storage drying process

Hammer grinding

Moisturing Control

Hot Air Drying

Production of Pellets

Screening

Cooling

Packaging

Delivery

Processed Agro- Waste

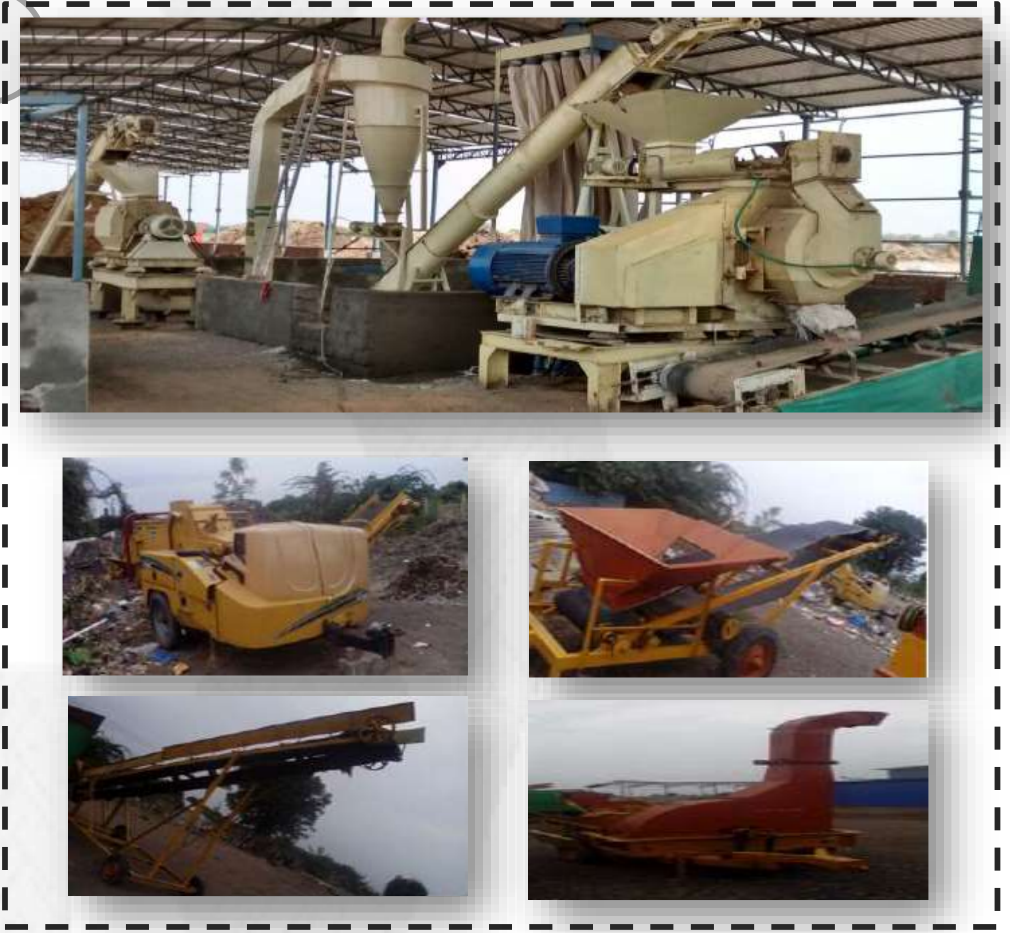
- Processed Agro – Waste, was developed by the company upon observing that some of their industrial clients were resorting to crushing products, purchased from us, by hiring extra labour.

- 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

State of Art Manufacturing facility

- 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



Gandhidham: 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
- The plant is expected to be commercially operational by June'19

Raw Material Used

Jiya Eco
STEP TOWORDS GREEN WORLD

01 Agriculture Waste

- Cotton Stalk, Cumin waste, Mustard waste

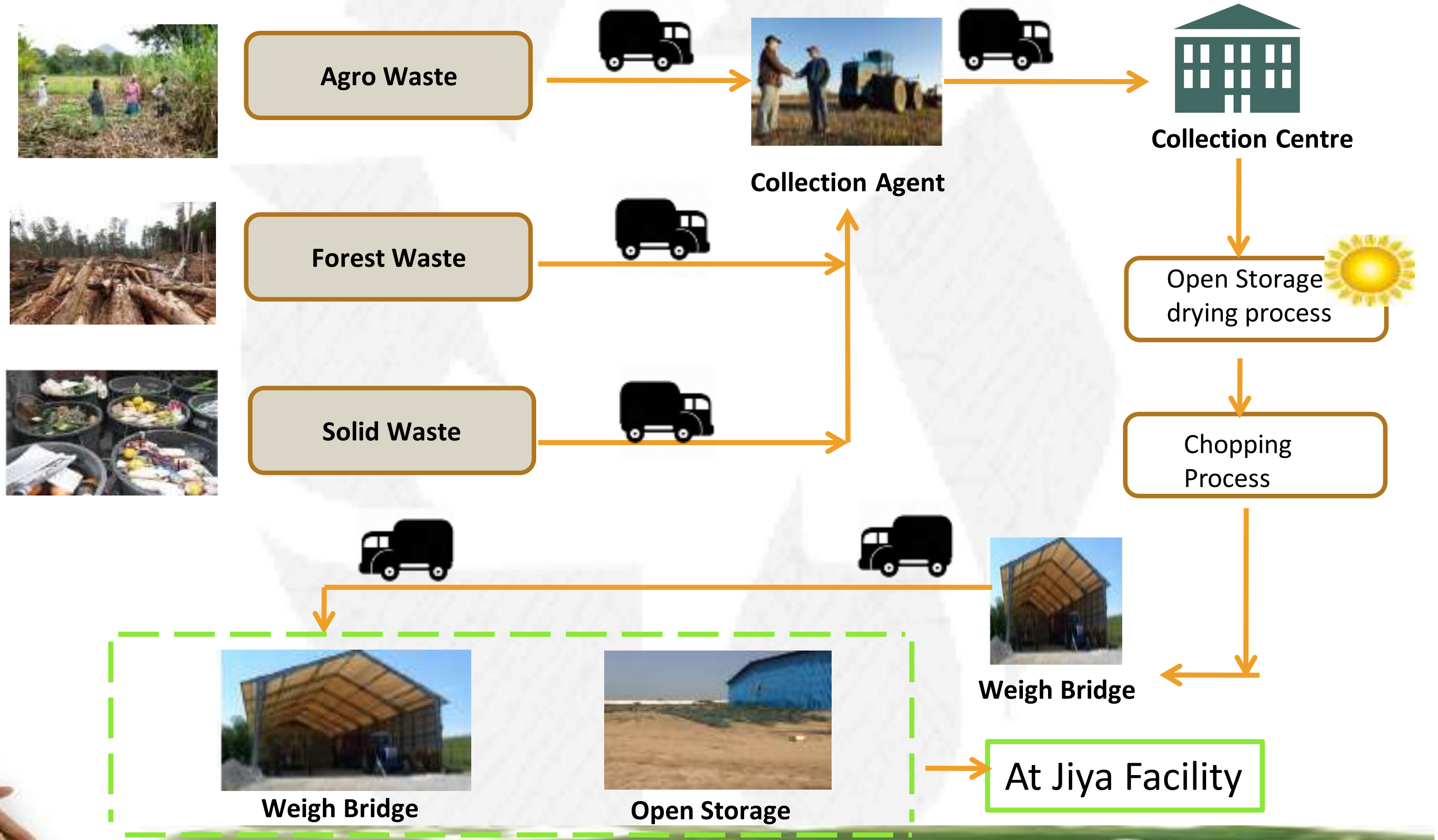
02 Forest Waste

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

03 Solid Waste

- Household waste
- Sourced from 52 villages

Processing of Raw Material



Agro Waste

Forest Waste

Solid Waste

Collection Agent

Collection Centre

Open Storage drying process

Chopping Process

Weigh Bridge

Weigh Bridge

Open Storage

At Jiya Facility

Jiya Eco India Limited

Jiya Eco India Limited (JEIL)

- 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

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

Strengths

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

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

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

Opportunities

Opportunity

Jiya Eco
STEP TOWORDS GREEN WORLD

Source: market reports

Government Initiatives

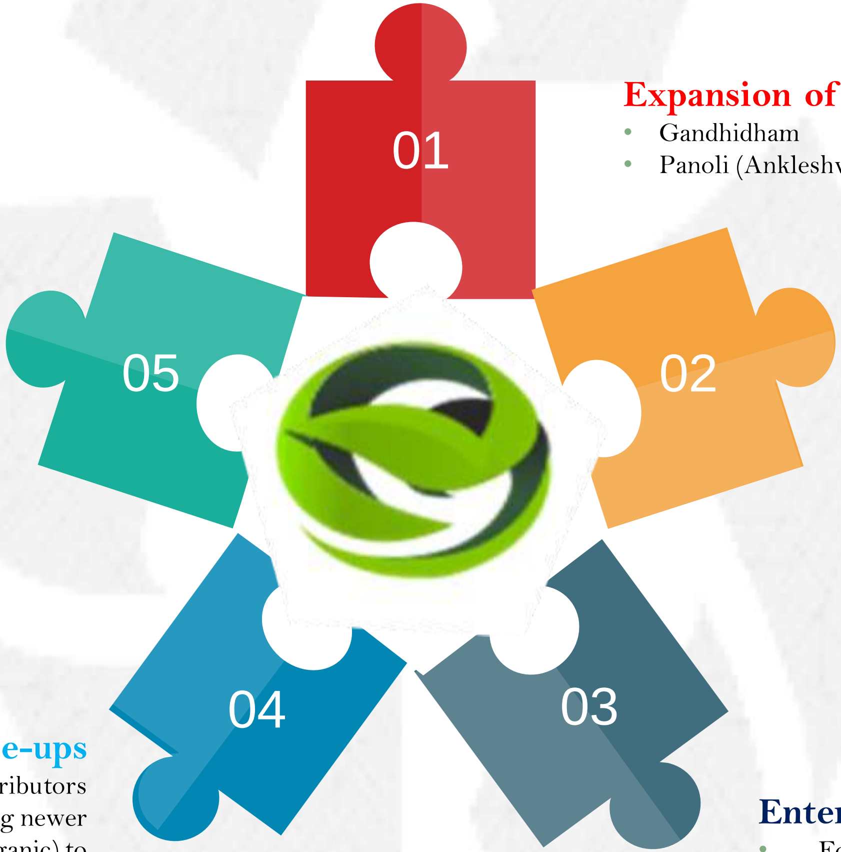
- CEA Asks States to Use 5-10% Biomass Pellets for Power Generation
  - There are 116 power plants in India
  - if the industry switches to 10% (as proposed by CEA as alternate fuel) of its fuel requirement to Agri waste from current coal would imply a sourcing market opportunity of **USD 2.7bn** for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

Strategic tie-ups

- In constant touch with our distributors and clientele and are exploring newer opportunities (organic or inorganic) to take the company to the next level

New Product Development

- Constant efforts in developing products to cater to new industries

Financial Highlights

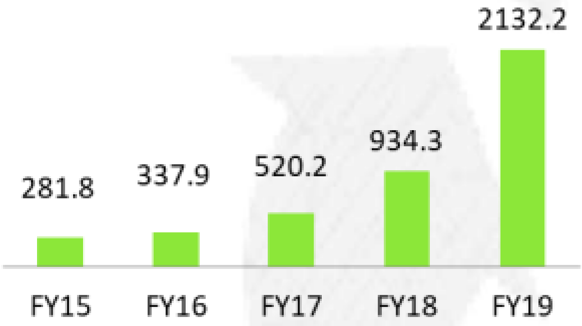
Financial Highlights – Consolidated

Jiya Eco
STEP TOWORDS GREEN WORLD

Consolidated Financial

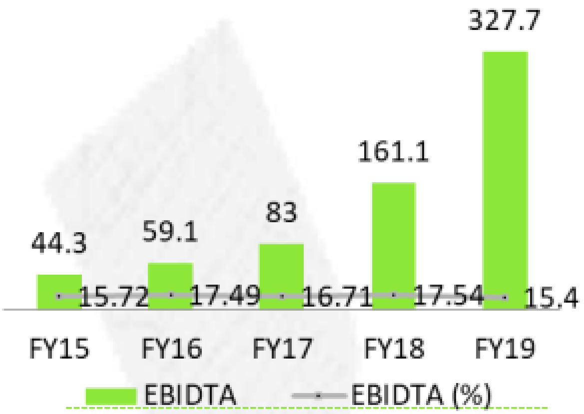
Revenue

Rs. mn



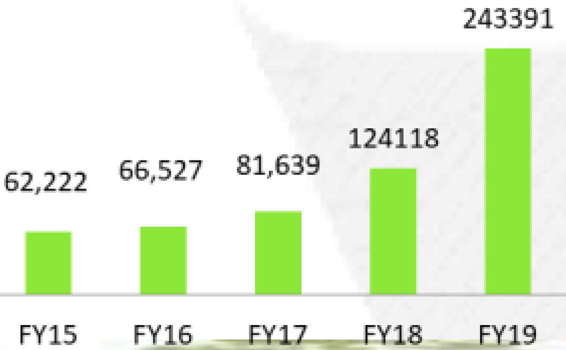
EBDITA

Rs. mn



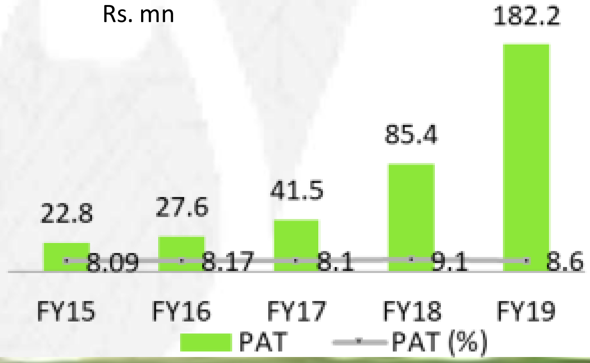
Volume

In MT



PAT

Rs. mn

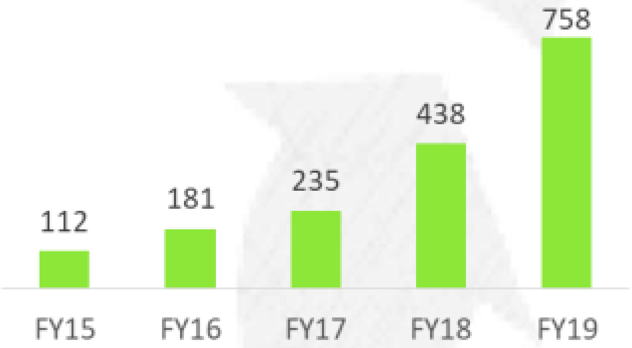


Financial Highlights

Consolidated Financial

Networth

Rs. mn



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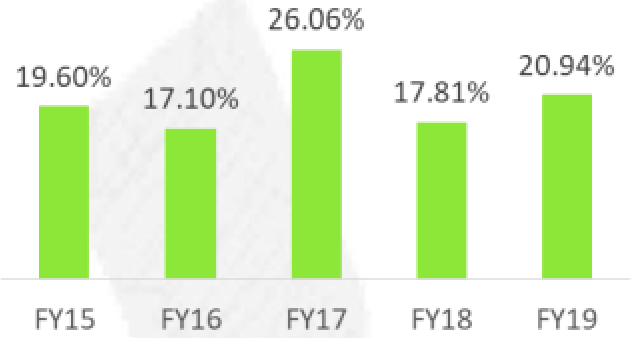

ROE

Debt:Equity

Profit & Loss Statement

Jiya Eco
STEP TOWORDS GREEN WORLD

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

Balance Sheet

Jiya Eco
STEP TOWORDS GREEN WORLD

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

Jiya Eco

STEP TOWORDS GREEN WORLD

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INTEGRATED IR

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vivek@integratedir.in