



JIYA ECO-PRODUCTS LIMITED

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Date: August 09, 2018

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

Subject: Investor Presentation

Dear Sir/Madam,

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 herewith Investor Presentation.

The details of the same are attached herewith.

Kindly take the same on record.

Thanking You,

Yours faithfully,

For Jiya Eco Products Limited

Harshil Shah
Company Secretary





JIYA Eco Products Limited

Step Towards Green World



Jiya Eco
STEP TOWARDS GREEN WORLD

Result Presentation

August FY18



Content



Jiya Eco
STEP TOWARDS GREEN WORLD

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



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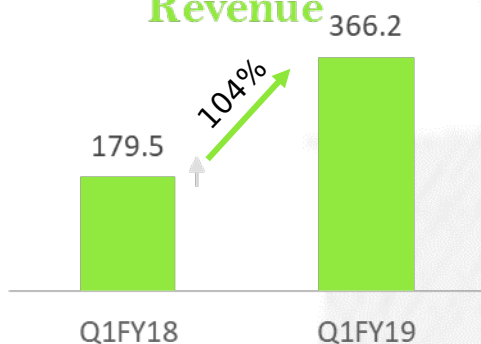
Performance Highlights - Q1FY19



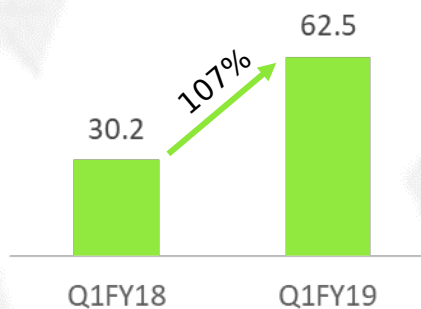
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Rs. mn

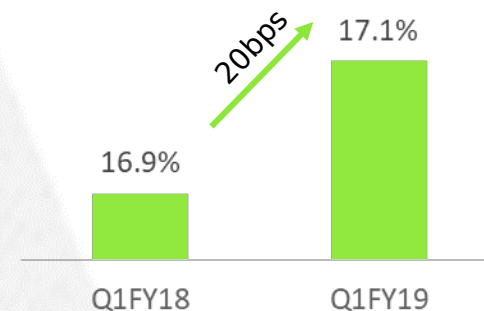
Revenue



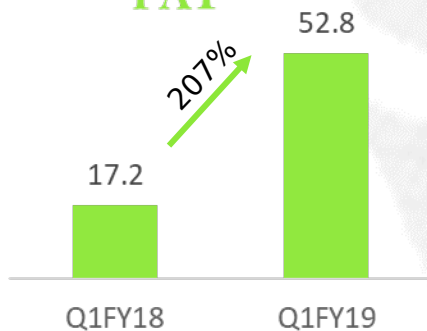
EBIDTA



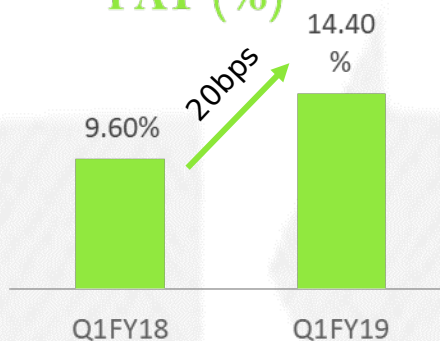
EBIDTA (%)



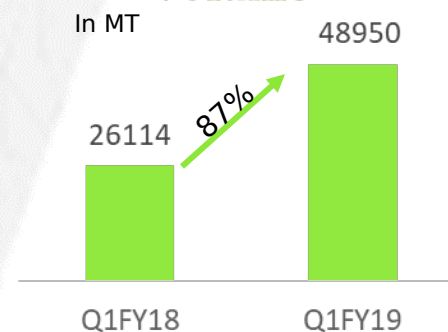
PAT



PAT (%)



Volume



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



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Profit & Loss Statement



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Rs. mn	Q1FY19	Q1FY18	YoY	Q4FY18	QoQ
	Standalone				
Total Income from Operations	366.24	179.48	104%	357.88	2%
Cost of Raw material Consumed	260.32	103.15		236.45	
Purchased of Stock in trade	0.00	0.00		0.00	
Changes in Inventorsy	6.32	0.00		-14.54	
Total Raw material Consumed	266.64	103.15		221.91	
Employee Cost	2.72	3.12		4.47	
Other Cost	34.35	42.94		71.36	
Total Expenditure	303.72	149.21		297.74	
EBITDA	62.53	30.27	107%	60.14	4%
EBITDA Margin%	17.1%	16.9%		17%	
Interest	5.71	8.24		3.59	
Depreciation	3.94	5.06		5.17	
Other Income	0.00	8.78		8.40	
Exceptional Item	0.00	0.00		0.00	
Profit Before Tax	52.88	25.76		59.78	
Tax	0.00	8.52		14.48	
PAT	52.88	17.24	207%	45.30	17%
PAT Margin%	14.4%	9.6%		12.7%	
EPS in Rs.	4.49	1.61		4.255	

Note: Figures are on standalone basis



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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 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



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Key Management Profile



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Bhavesh
Kalkodiya
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



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Products



Bio Mass- Briquettes



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**90 mm in Diameter &
Cylindrical in shape**

01

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**

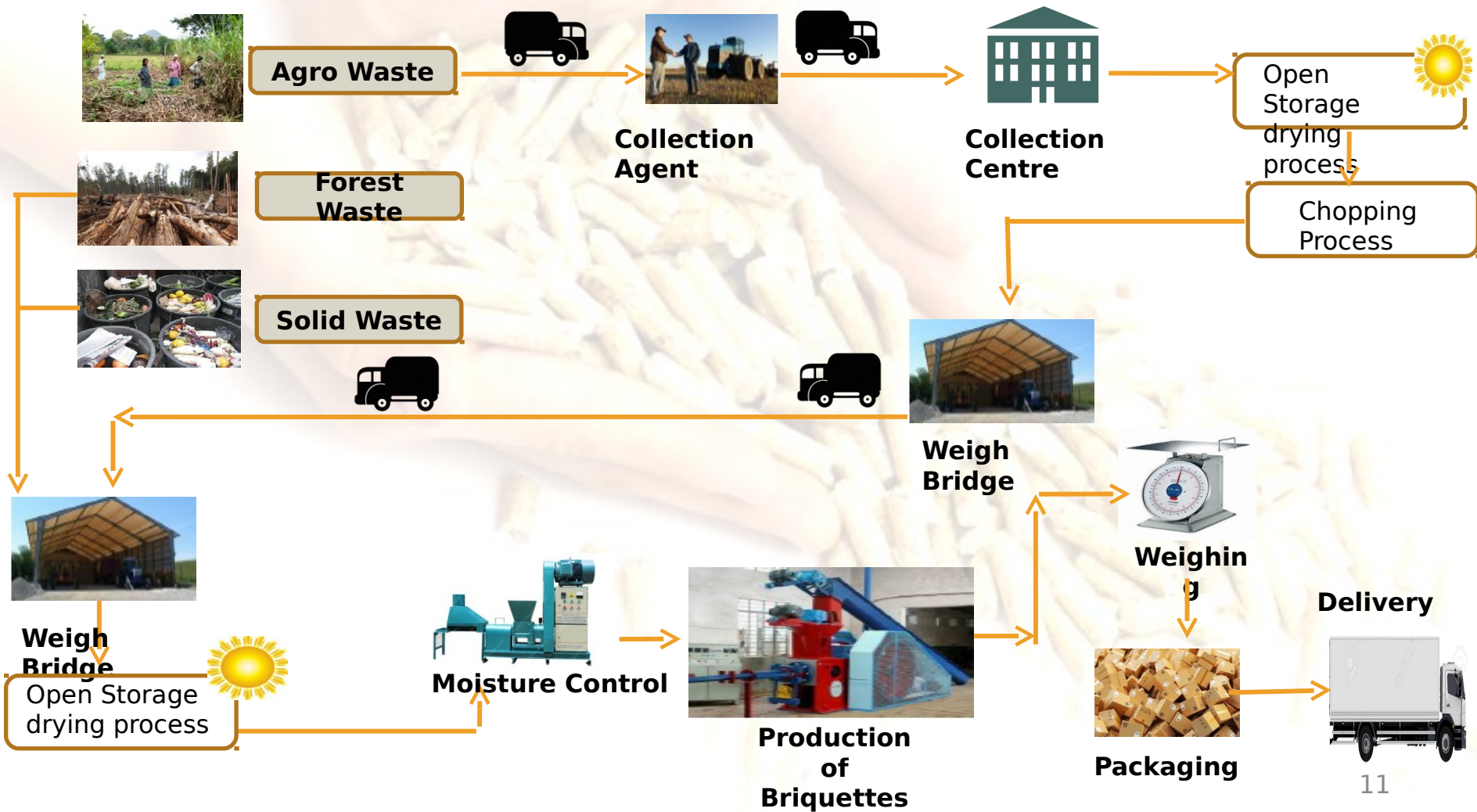
05

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



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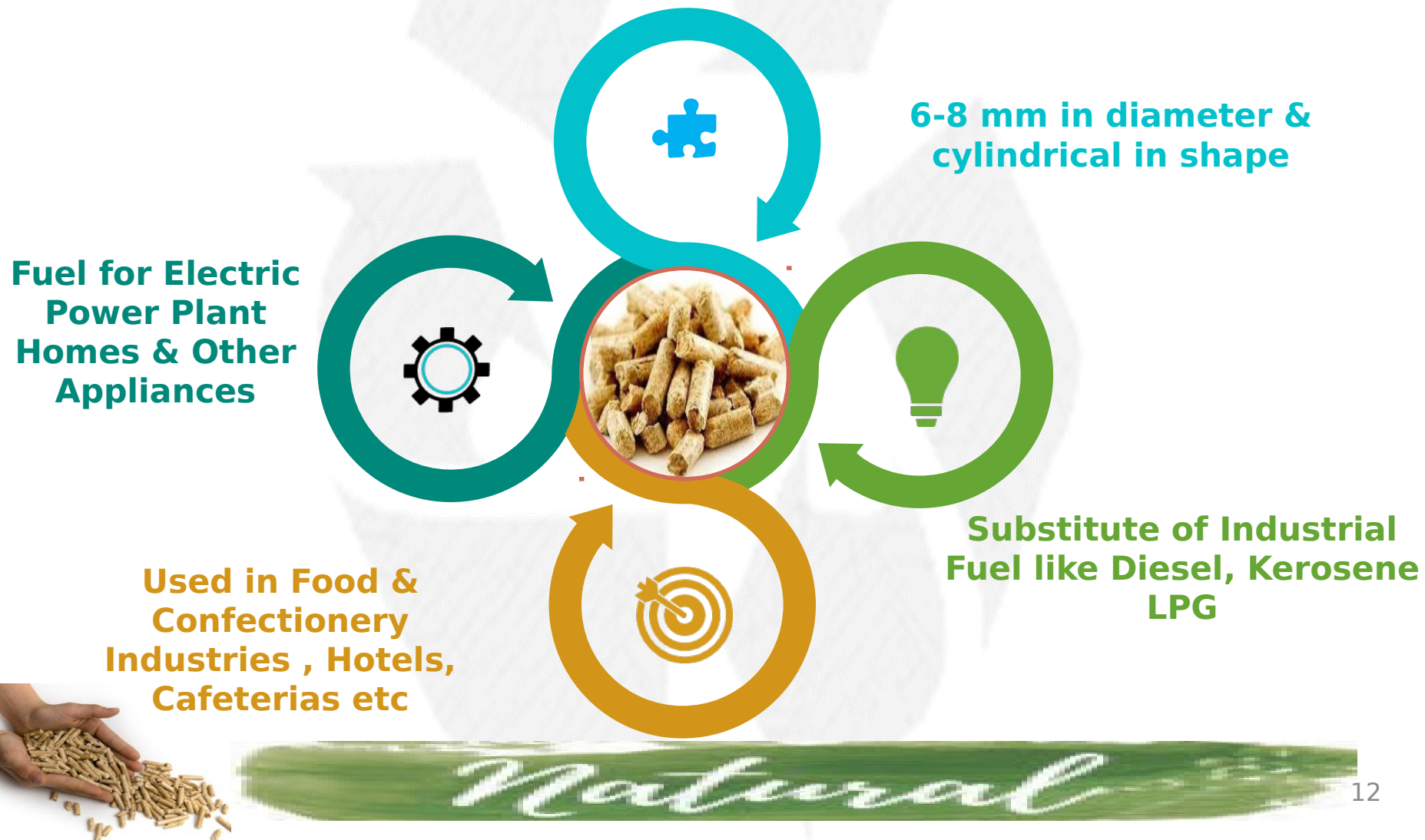
Briquettes- Manufacturing Process



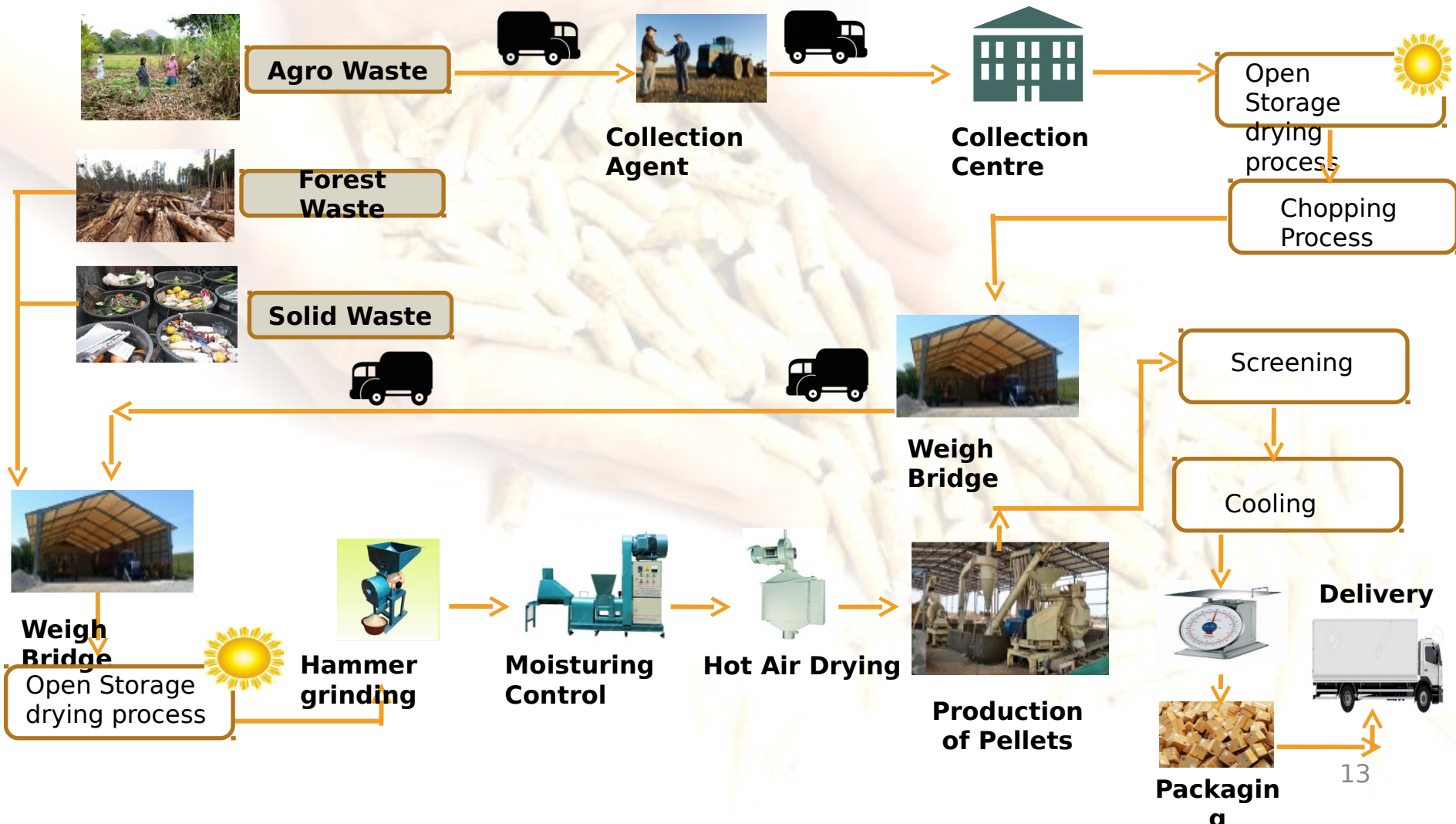
Bio Mass- Pellets



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Pellets- Manufacturing Process



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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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 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



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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

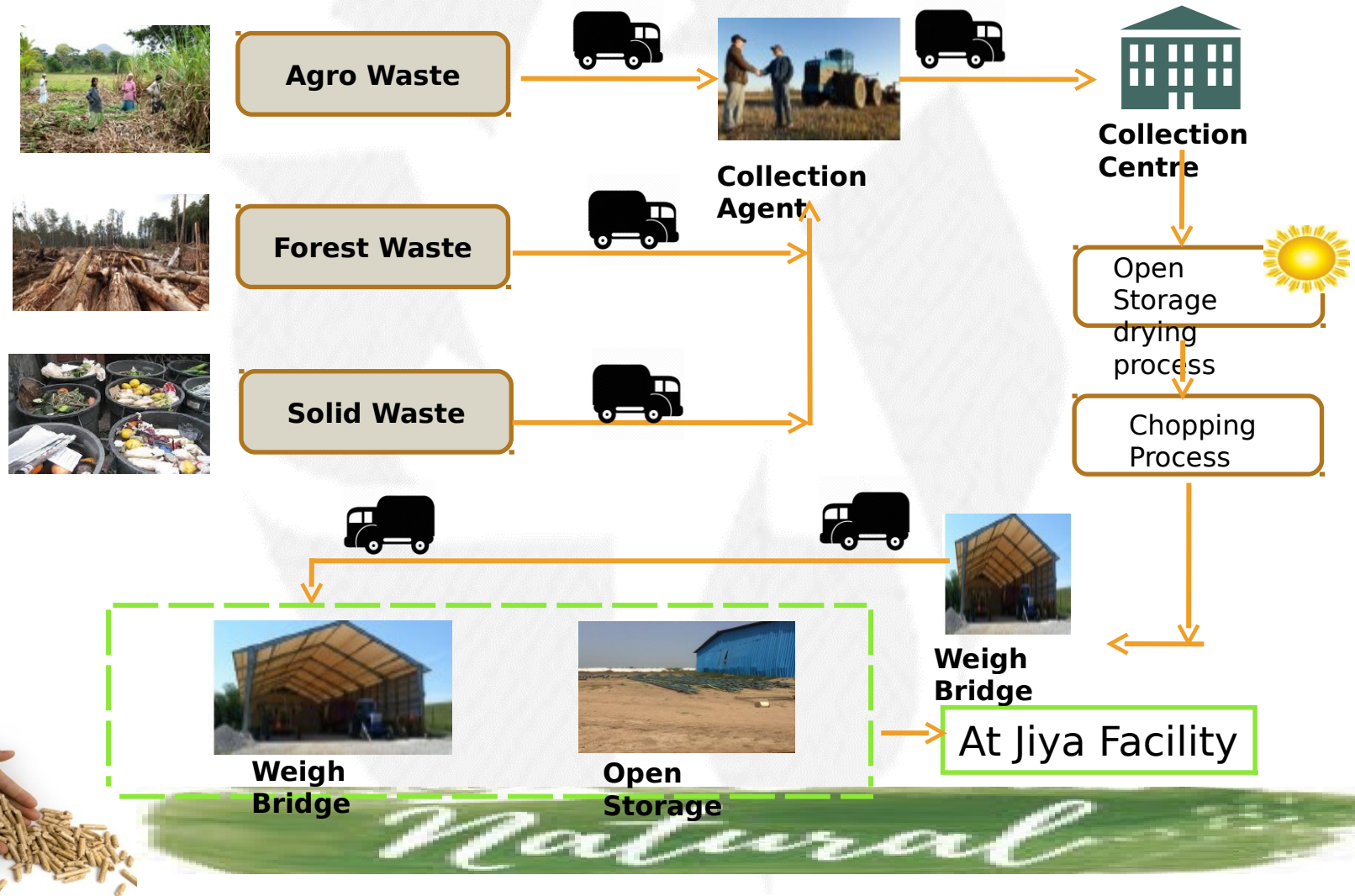
Solid Waste

- Household waste
- Sourced from 52 villages



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Processing of Raw Material





Giya Eco India Limited



Jiya Eco India Limited (JEIL)



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- 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

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

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





Strength

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



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



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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



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Opportunities

Opportunity



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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 Region 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

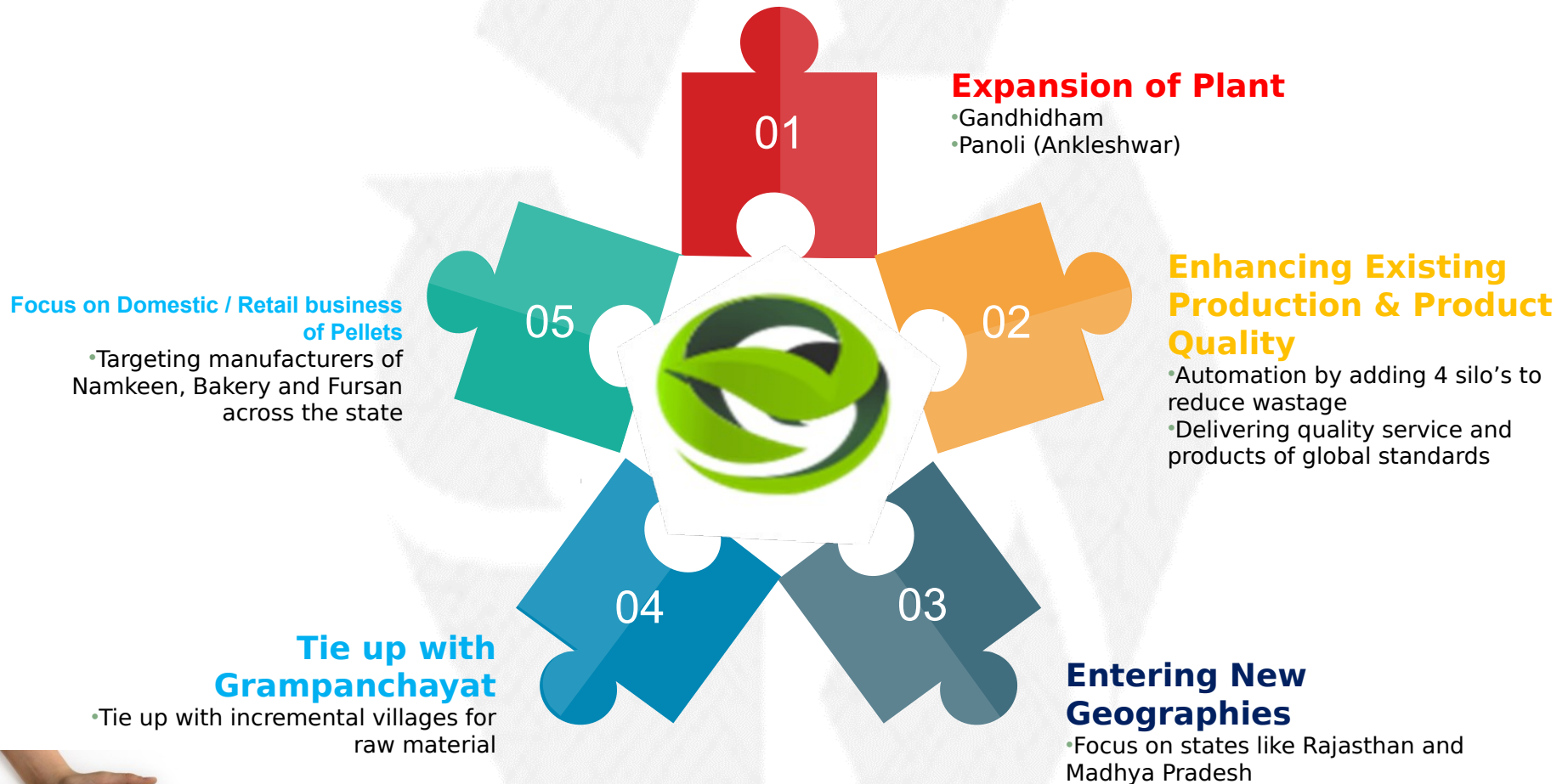


Way Forward

Business Strategy



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Financial Highlights

Financial Highlights

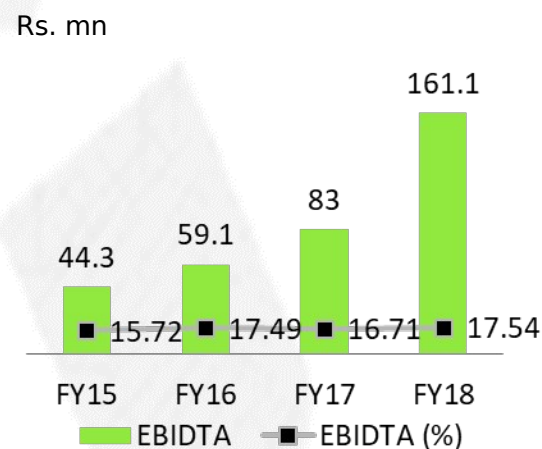


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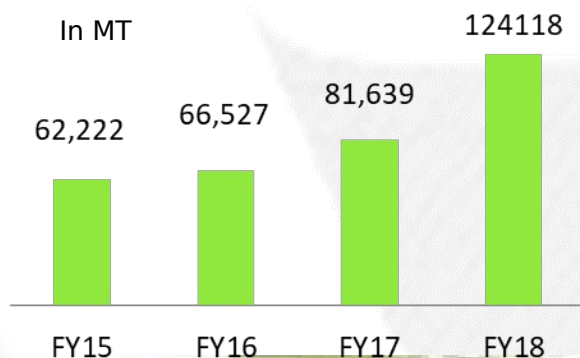
Revenue



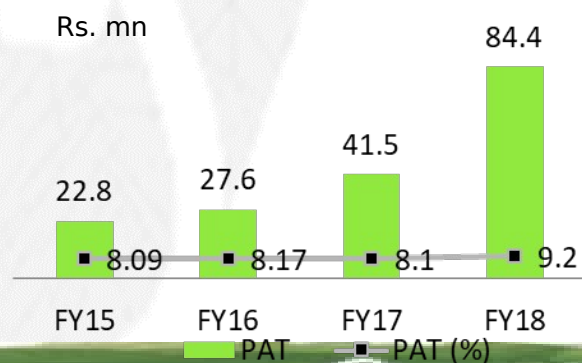
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Volume



PAT



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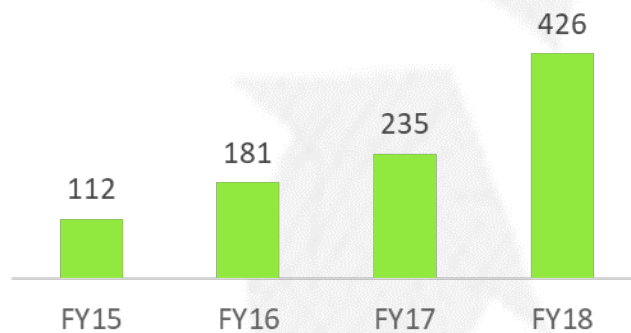
Financial Highlights



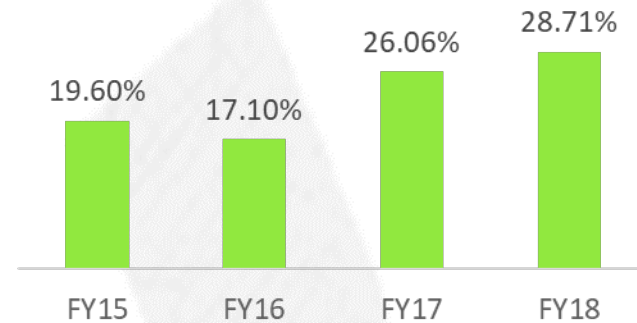
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Networth

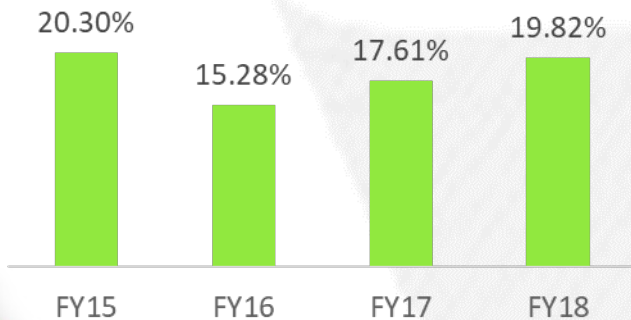
Rs. mn



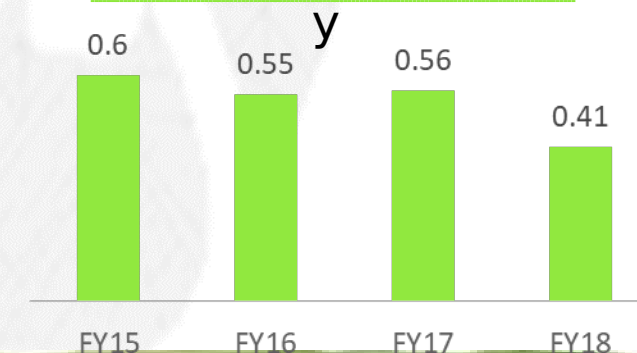
ROCE



ROE



Debt:Equity



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Profit & Loss Statement



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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



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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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Disclaimer



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Lets Connect



Jiya Eco

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