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18th August, 2025

To,
The Manager,
BSE Limited,
Department of Corporate Services,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400001

Script Code: 514448

Dear Sir/Madam,

Subject – Transcript of Q1 FY26 Post Earnings Conference Call

We hereby submit the Transcript of Q1 FY26 Post Earnings Conference Call held on Wednesday, 13th August, 2025.

This is for your information and records.

Thanking You,

Yours Faithfully

For, Jyoti Resins and Adhesives Limited

Utkarsh Patel
Managing Director
DIN: 02874427



Jyoti Resins & Adhesives Ltd.

Q1 FY26

POST EARNINGS CONFERENCE CALL

August 13, 2025 11:00 AM IST

Management Team

Mr. Utkarsh J. Patel - Managing Director

Mr. Samit Shah – Chief Marketing Officer

Call Coordinator



Strategy & Investor Relations Consulting

Presentation

Vinay Pandit:

Ladies and gentlemen, on behalf of Kaptify Consulting Investor Relations team, I welcome you all to the Q1 FY26 post earnings conference call of Jyoti Resins & Adhesives Limited.

Today on the call from the management team we have with us Mr. Utkarsh Patel, Promoter and Managing Director and Mr. Samit Shah, Chief Marketing Officer.

As a disclaimer, I would like to inform all of you that this call may contain forward-looking statements which may involve risk and uncertainties. Also, a reminder that this call is being recorded.

I would now request the management to give us their opening remarks detailing us about the business and performance highlights for the quarter ended June 2025 and their plans for the coming year, post which we will open the floor for Q&A. Over to you Utkarshji.

Utkarsh J Patel:

Good morning to all investors and analysts. I welcome you all to the quarter one, FY26 post earnings call of Jyoti Resins & Adhesives Limited.

Quarter one has been an eventful quarter for us, signified by kick-starting of our advertising, marketing and branding campaign with noted actor and celebrity and our brand ambassador, Mr. Pankaj Tripathi. We have released multiple advertisements across several TV channels like AajTak, India TV, CNBC, Zee Business, etc. Also, on Instagram, Facebook and other digital mediums to provide the necessary push to our pan-India growth plans. We have established our presence in 14 states with Delhi and UP being our newest states. Our aim is to widen our offerings in existing and new states and increase our penetration in existing states.

Our top 5 states contribute to 75% to 80% of our overall sales volumes. However, other states have witnessed good initial traction to our ground level efforts. Quarter 1 witnessed early monsoons which lead to softness in the demand for wood adhesives, and I am sure has also impacted several other related industries. However, while other competitors witnessed sharp drop in sales, we were able to keep our volume drop within a 3% lower threshold of what we achieved last year. This was further supported by our continued efforts in the trade with more than

30 dealer meets and mega meets of our end-users carpenters conducted in April and May month across territories.

Our latest investor presentation uploaded to Exchanges has highlighted our latest ad campaigns with links to the ads as well as pictures of some of the dealer meets conducted. We continue to operate at 60% - 70% capacity utilization rates. We are looking to increase our brownfield capacity by 1,500 tons per month over a period of next 6 to 12 months which will take our total capacity to 3,500 tons per month, thereby enhancing our ability to produce and sell more, get operating leverage on higher volumes as well as be competitive in the market.

The total CapEx expected in this brownfield expansion will totally not be more than INR 10 crore. Further to this, we are trying to scout the land of our next greenfield expansion on the outskirts of the city. As and when we move forward on this, we will keep you updated.

Overall, we continue to be focused on reaching INR 500 crore turnover mark over the next three years lead by volume growth. We also continue to guide for a long-term 22% to 25% EBITDA margin range as we have always done in the past. We are working hard on the ground level as well using all available opportunities for branding, marketing, advertising and trade marketing to scale up and maintain our number 2 positions in the synthetic wood adhesives space.

Now, I am opening the floor for questions.

Q&A

Moderator: Thank you, sir. We will take the first question on the line from Mr. Smit Gala.

Smit Gala: I have two or three questions. The EBITDA margins as guided have come down because of the increase in marketing spends. But at the same time, the revenues have not caught up to that. That was question 1. And with the guided revenue catching up in the year to follow, there was guidance that the operating leverage will help the EBITDA margins to not go down. So, what's your take on that?

Utkarsh J Patel: So, as I mentioned that quarter 1 was soft due to the demand and because of the early monsoon was there and that affected the business, all the building construction material. And we have done the trade marketing in April and May month. So, that leverage will be given for the long year. So, it is not the immediate jump we can get increasing to

the revenue. But we are trying our best and we are on the ground level efforts with our trades and with our end users also. So, we are very confident about the next 2-3 years of journey what we are taking and lifting this organization from that level.

Smit Gala: Okay. So, your full year guidance for revenue growth is now, is it adjusted?

Utkarsh J Patel: So, that is the -- it is a Y-o-Y 3% of drop in the volume as a quarter 1. But we have 3 more quarters to cover that and we are optimistic for the -- after Diwali the market will open at that level that we can cover our volume growth.

Smit Gala: Okay. And EBITDA margins will stay for 22% - 25%, there will be no operating leverage with the volume growth guidance?

Utkarsh J Patel: See, we have always guided that 22% - 25% EBITDA for the longer term. But right now, as you can see that is 27.5%, we land, and because of the trade marketing aggressively we done into the April and May month. We done the more than 30 dealer meets and several mega meets for our end users also. So that expense is coming to this quarter. But I think 70% - 80% territories is already covered with this trade marketing. So, within these next 9 months trade marketing will be less as compared to the quarter 1. But we will continue about the brand communications what we have guided for that. So, we are -- I think we are optimistic for the 27% to 28% EBITDA for this year throughout the 4 quarters.

Smit Gala: Okay. So, for this year it will be 27% to 28% and going forward it will shrink with volumes.

Utkarsh J Patel: Right.

Smit Gala: So, but going forward after this year the volumes increasing will not help the operating leverage to keep the margin at 27% - 28%?

Utkarsh J Patel: That can help of course, if we can grow by the good volume then that will get that of course. But we want to be -- give the conservative guidance to the investors. So that's why I am keeping the 27% - 28% today.

Smit Gala: Okay. Thank you. That was helpful.

Utkarsh J Patel: Thank you.

Moderator: Thank you. We will take the next question from Aditi. Aditi, you can unmute and ask. Aditi?

Aditi: Hello. Am I audible?

Moderator: Yeah.

Aditi: Okay. Sir, are you stepping up sales promotion expenses in your top 5 mature markets?

Utkarsh J Patel: See, it's about the customizations right now. We monitor the territories and where we found the more competitive market and we don't want to lose the customers. So, we modified our sales promotions offers within the territory. So that customizations programs and that CRM we are into that, and to build the more deep -- to do the deep penetration within this end users' criteria and everything. So yeah. So, we do the customizations in a way that we can not lose the market shares.

Aditi: Okay. Customization in the sense that different from mature markets and newer markets.

Utkarsh J Patel: Yes.

Aditi: Okay. So, what can you just list down few of the methods which differentiates both of them like in the ways you do the sales promotion expenses there?

Utkarsh J Patel: See basically in a newer markets it is initial stage we want to push our product; we want to do placements of our products into the shops into the retail counters. So that is the program that how can we give them that comfort to associate with us with a new brand example in UP and Delhi. So right now, we have -- do the placement of 550 counters in UP. So, it is a different strategy as compared to the Gujarat because Gujarat is already an accepted market for our brand and UP is a newer market. So, we do small programs, small placements like 50 kg, 100 kg placements into that sales promotion offers. So, and in Gujarat it is volume-based, loyalty-based offers. So, like this.

Aditi: So, since you mentioned that Gujarat is already a well-established market. So why do you think there lies a need of doing promotion expenses there?

Utkarsh J Patel: Sorry, why?

- Aditi:** Why do you think the need lies to do the sales promotion in the markets of Gujarat?
- Utkarsh J Patel:** So, it is the customer satisfaction and the loyalty about that. So, we don't want to lose the market. Just we are keeping our margin at that level into the Gujarat, but few things is requires is required. So, we believe that we should focus about the long-term association with the carpenters or the dealers. So, it is not like that we keep our margin and we just shut down all the promotions and discounts and not pass to them. I don't think so that is the right strategy for that.
- Aditi:** Okay. And sir how much do you expect to spend on TV ads on a quarterly basis?
- Utkarsh J Patel:** So, we are targeting for 7% to 8% of total revenue for the entire year. So, half will be into the trade marketing and half will be into the brand communication. So, you can consider 4% around of the revenue.
- Aditi:** 4% of brand -- on brand communication comprises of TV ads and the one which we spend on brand ambassador, right?
- Utkarsh J Patel:** No, it is about the brand communication. So, it is about the TVC if we go about the prints or media or any kind of outdoor hoardings or etc. So, that considers the brand communications.
- Aditi:** Okay, sir. Thank you.
- Moderator:** Thank you. We will take the next question from my Mahek.
- Mahek Sanghvi:** My question is why the other expenses are shorter this quarter in comparison to the last quarter even the last year's quarter?
- Utkarsh J Patel:** So mostly the expenses is into the sales promotion offers this time, and other expenses you are considering it is about the transportation cost and other branding and advertising. So, can you elaborate how you compare with the quarter 3 of last year or what?
- Mahek Sanghvi:** Yeah, quarter 4 or even quarter 1 of last year.
- Utkarsh J Patel:** Yeah, because we do the more expenses into the April and May month. So that is the reason and March and February month was the revenue month. So, we cut down that.

Vinay Pandit: So, Mahek, this will also include expenses towards brand ambassador and the events and all that we have conducted.

Mahek Sanghvi: Okay. Okay. Thank you. And another question I wanted to ask is the raw material cost is very less compared to other competitors like Pidilite or HP Adhesives. So, do we have any cost optimization in place there?

Utkarsh J Patel: So, the difference is the product portfolio. They have so many products within the basket. So, we cannot consider the same raw material as them. So, there is a different paints, epoxy, other civil constructed chemicals are there into their portfolio and we are into the white glue. So, that is why there is no comparison for that.

Mahek Sanghvi: And what is the capacity utilization in this quarter?

Utkarsh J Patel: For this quarter 1 you are saying?

Mahek Sanghvi: Yeah, for quarter 1.

Utkarsh J Patel: So, it was around 65% to 70%.

Mahek Sanghvi: Okay.

Utkarsh J Patel: Capacity.

Mahek Sanghvi: Okay. Thank you.

Moderator: Thank you. We will take the next question from Shanti Saraogi.

Shanti Saraogi: Hello.

Moderator: Yes, sir. You are audible. Go ahead.

Shanti Saraogi: [Inaudible].

Utkarsh J Patel: Not audible. Can you please repeat this?

Shanti Saraogi: Sir, my question was in regards to sales promotion expenses. Last year, it was almost 50% close to. This year, it is only this year you [inaudible].

Moderator: Shanti, your voice is muffled. Cannot hear you properly.

Vinay Pandit: Shanti, your voice is breaking. You can send us the question on the chat.

- Shanti Saraogi:** Maybe I will join. I will just check my line and then ask the question.
- Vinay Pandit:** You are clear now. You can continue.
- Shanti Saraogi:** Okay. Actually, my question was in regards with the sales promotion expenses. So last year, from last year, the current -- in current quarter last year, the expenses almost increased by 50%, close to 50%. So, like this year, we have hired like Pankaj Tripathi. So, the increase is mainly because of that or any other reason also?
- Utkarsh J Patel:** No. So, because the productions and the cost of the celebrities comes into this quarter. So, because of that, but that is going to divide into the entire three years of rain. So, it will, it will not be higher for that level, for all the quarters. And also, we have started to expand into the brand communication. So, this is first time what we came into the media. So that's why this is the first time expense into our balance sheet.
- Shanti Saraogi:** Like the cost we have paid to support the brand ambassador. So, it has been accounted for in this quarter for the entire three years period or it's like divided into every quarter, every year?
- Utkarsh J Patel:** No, it is about the all expenses not come into that. That is a partly payments and that about the divide into all the quarters, but depends upon that how we pay and that is the methodology guided by our auditor. So, it is not the full payment done yet and it is partly divided into the quarters.
- Shanti Saraogi:** So, like you said that from current year, we will be spending close to 8% on this promotion and everything. So, till last year, what was the percentage we are spending on this same kind of things?
- Utkarsh J Patel:** No, that was zero because we have started the brand communications from this quarter only. So, before years, we were into the 2% of trade marketing of the revenue, 2% for the trade marketing, the dealer meets, carpenter meets, gathering, etc. And now we are moving to this TVC, digital campaigns, etc. So, this is the first time these expenses there.
- Shanti Saraogi:** Current year, we will be adding up almost 8% cost to our expenses side from current year only for this particular set.
- Utkarsh J Patel:** We can consider 7% to 8% of the revenue.
- Shanti Saraogi:** Just a request, if possible, if you can make a special heading like differentiated heading for this particular expense that we are having

from current year. So, for investors, we could have better idea like what is that cost that we have incurred.

Utkarsh J Patel: That is the auditor guidance. Actually, we cannot change anything and we will try, we will try our best to, if we can go with more transparency, we will try for that.

Shanti Saraogi: At least in the presentation, if you can give the details of the amount that will be helpful.

Utkarsh J Patel: Sure, sure. We will take these suggestions of yours and we will definitely look about this, if we can do for that.

Shanti Saraogi: Thanks.

Moderator: Thank you. We will take the next question from Yash. Yash, you can unmute and ask.

Yash: Hi, am I audible?

Moderator: Yes.

Yash: Sir, actually, my question is regarding your cash flow statement. I think there's actually a mistake by your auditor. What is happening is on screener and wherever you look, your cash flows are actually looking negative because the FD amount, the money that is going into FDs is getting characterized under the wrong classification. Can you please get that fixed and checked?

Vinay Pandit: No, no, Yash, that is not incorrect. Basically, we give it in our -- whenever there is a quarter where the balance sheet is disclosed, we always give a clarification in the presentation that as per the IndAS accounting standard, what is it that is the adjustment in the cash flow because of the changes in the nature of the fixed deposit. And that adjustment, we provide that if we adjust that back, then what would be the correct operating cash flow. Right? So, for example, if you see Q4 FY25, as per the cash flow statement, it is INR 14.7 crores. But then there is adjustment in the non-current financial assets to the tune of INR 2.8 crores. And then there is adjustment in the other bank balance to the tune of INR 30.8 crores. So, when you re-add that back, the correct or the reconciled cash flow from operation is INR 48 crores. And these changes that happen is primarily on account of fixed deposits, nature changing with moving to maturity beyond 12 months and to maturity between 3 to 12 months. And this is again as per accounting standards.

- Yash:** Right. No, because when I saw your -- when I was looking at your balance sheet and cash flow statements initially, it kind of looked like your cash flows are negative, which was very, very surprising for a business like yours. So that is why I -- maybe, maybe you are right. But honestly this is the first time I'm seeing...
- Vinay Pandit:** No, which is why we gave this clarification in the presentation also. And the fact that our cash flows are not negative is clear that we have almost INR 140 crores of fixed deposits sitting with us, you know.
- Yash:** 100%.
- Vinay Pandit:** But we give this clarification in the presentation with every half year because it's an accounting treatment which we cannot handle. Right.
- Yash:** Understood. No, makes sense. Your capacity utilization like sir, said is 65%. This -- could you just throw some light on the brownfield and the greenfield expansion? Because if your capacity utilization is 65%, basically, even if you -- I'm assuming, I'm assuming you can push it to 110, 115. Right. Could you, what capacity utilization can you go to? And the CapEx that you're doing, the brownfield and the greenfield, is it for the same products or different products or are we looking to get into different product categories?
- Utkarsh J Patel:** No, for the brownfield and greenfield, for both for the, this product only. And right now, the utilization is the almost 85% - 90%.
- Yash:** Okay. I thought you said 65%. Hence, I asked.
- Utkarsh J Patel:** No, no. So right now, it is -- utilization is there, but the maximum capacity is the 85% we can consider for the total capacity.
- Yash:** Okay. Okay. So, basically at 85%, you max out, is what you're saying, sir?
- Utkarsh J Patel:** 85% to 90% max out, we can say. Because sometimes the plant breakdown and there are so many factors that we consider into that. So that is 90%, we can say, of the total capacity.
- Yash:** Right. And the brownfield expansion also is for the same product, same thing, right? Hello?
- Utkarsh J Patel:** Same, same products.

- Yash:** Yeah. And is this brownfield expansion close to your greenfield expansion?
- Utkarsh J Patel:** Not exactly close to, but we have not started for that, but we'll keep continue to guide our investors. And I think we will move for that for the next year's planning. We can consider into '27, we'll start planning for that.
- Yash:** But are you planning to do in the same state? That was my main -- the thing that.
- Utkarsh J Patel:** Same state, nearby in Ahmedabad, same state.
- Yash:** Okay. And you said you want to enter new states, right? Could you just kind of guide us on which state you're planning to be more aggressive to grab market share? Which state do you see the most amount of sort of potential in? And which state, you want to be very aggressive in terms of sales growth and sales promotions?
- Utkarsh J Patel:** See, all the tier one cities are always where the real estate and infrastructure are more, more developing and the more population is there. So, we consider UP is a very good state that the new developments are next coming years. We are optimistic for the West Bengal also. We are planning for the Bihar, Jharkhand, Odisha states also. Telangana is doing well also. So, we want to do more penetration in Telangana also.
- Yash:** So, when you enter a new state sir, do you basically just hire a particular distributor for that area or for that particular state? Or how do you exactly enter a new state? What do you do when you're entering a new state?
- Utkarsh J Patel:** So, it's about the network establishment. So obviously we find out the more experienced people into this network, who has the good network with the dealers, these hardware, plywood, laminate shops. So of course, we find out that type of channel partners and we also hire the well-experienced team in our fields for that.
- Yash:** Is it safe to assume you kind of target like Pidilite distributors or Pidilite sort of, you know, people who are already working?
- Utkarsh J Patel:** So, it's not -- it's not about that particular, particular product for particular brand distributor. We see about the network, what he has,

how he's motivated and how he can help us to grow our business. So, it is not kind of fixed formula, we can say. But yes, of course, very well-experienced and well-networked people who can push our product from the first day. So, we always find out about that channel partners.

Yash: Yeah. I'll come back in queue. I have a couple more questions. I'll come back in queue in case somebody else wants to kind of ask.

Moderator: Thank you, Yash. We'll take the next question from Vijay Shah. Vijay?

Vijay Shah: Hi, this is Vijay. Thanks for the opportunity.

Moderator: Vijay, your voice is echoing. You'll have to come closer to the phone.

Vijay Shah: I am closer to the phone. So, my question is, see you've seen a 3% decline in volume and there is a 9% growth in revenue. So that would imply around 12% kind of growth in your realization. So, what does explain the 12% growth in realization? Is it the price hike the industry has taken to reduce discount or there is some change in product mix?

Utkarsh J Patel: So, can you repeat this 12% of...?

Vinay Pandit: Sir, I'll answer that. I'll answer that question. So, the revenue that you see is on account of the adjustment for redemptions and new provisions, right? If you were to reverse that back, then the revenue will be around 5% negative in which 3% negative is because of -- 3.5% negative is because of volume drop.

Vijay Shah: Sorry, I did not understand this because...

Vinay Pandit: Every quarter we have new points created and points redeemed, right, which get adjusted in the revenue. If you adjust that back, then the revenue comes to -5% in which what we have said is -3% is because of volume drop.

Vijay Shah: Just want to understand. So, more redemption took place during the quarter. That's what you mean?

Vinay Pandit: Yes.

Vijay Shah: Okay. So, more redemption took place. When you are talking about 3% volume growth, you are not talking about the growth or volume which you have given to carpenters for redemption of the points. You are talking about the volume which you sold along with the points, right?

- Vinay Pandit:** No, we are just talking about net sales. We don't talk about any free goods, nothing. We are just talking about net sales. The net sales is down 3% in terms of volume.
- Vijay Shah:** Yeah, but on the revenue, it is gross and in the volume what you are talking is net. That is the difference.
- Vinay Pandit:** The revenue is also net only adjusted. When you have redemptions, you don't give any free goods to carpenters. There are different schemes in which they take different products, right? So, you don't give free goods to them. So, when that redemption happens, it gets added back to the revenue and when they create new point, it gets deducted from the revenue. So, if you adjust the net effect of that, the revenue is -5% of which -3% is because of volume growth.
- Vijay Shah:** Got it. So, let's say -5% is your revenue and what is reported is +9%.
- Vinay Pandit:** Correct.
- Vijay Shah:** So, are you saying that you gave out a kind of 13% kind of goods to -- different goods to them and that is coming in your revenue? Actually, there is no...
- Vinay Pandit:** No, the right way to word it would be that there was incremental redemption versus provision creation of almost INR 5 crores.
- Vijay Shah:** Okay. But when you, incremental redemption, so when...
- Vinay Pandit:** So, the difference between redemption and provision creation is approximately INR 5 crores.
- Vijay Shah:** INR 5 crores. So, you, actually there is more redemption than the provision creation, right?
- Vinay Pandit:** Correct.
- Vijay Shah:** And that redemption is happening. So incremental INR 5 crores of whatever redemption happens, you have not sold that much of adhesive. You have given them other things, whatever it could be a bike or it could be a...
- Vinay Pandit:** No, no. So, when the points get created is what defines that whether we have sold more or not. When the points get redeemed does not define

whether we have sold more or not. It is a redemption process which a carpenter can exercise at any given point of time, right, because of the points that are accumulated with him or we sometimes also have our team pushing them to redeem the points. But that does not define whether we have sold more or not. So, when I tell you that our volume growth was down 3% that will define how much have we created this time or how much carpenters have bought and therefore created their points.

Vijay Shah: Honestly, I don't think that I really understand this part and...

Vinay Pandit: See, okay, I will explain it to you. When we sell goods...

Vijay Shah: No, you can explain with like plan what was the volume number, then it will be helpful. And I think this is a very central question with respect to the liabilities which is sitting in there, cash which is sitting in there and there is the reconciliation. So, if you can patiently explain, I think it will be for the benefit of entire shareholder community.

Vinay Pandit: Yeah, so we have done this before. We will do it again.

Vijay Shah: With 1-2 number of this year, I mean, if you can just reconcile this number, actual numbers rather than talking in percentage that what happened, so whatever number you have reported of around INR 70 crore odd, INR 75 crore, how that number has come, if you can reconcile that number, it is helpful. If you are telling me that it is 8%, 3% and all these numbers, I really don't understand.

Vinay Pandit: So, I already gave you that. Only thing is, we cannot give you some very specifics due to competitive reasons. So, the INR 75 crore that you see which is the reported revenue, in that if you reduce the net of provision versus redemption, the effect is approximately INR 5 crores. So, your effective sales which we capture on account of actual sales without any adjustment of redemption is approximately INR 70 crores, right, which is 5% lower versus last year Q1. Last year Q1, the adjusted revenue was INR 74 crores. Last year, it was the reverse. There was more creation versus redemption. So last year, there was a reduction of INR 4.5 crores in the revenue, which we add back was INR 74 crores. This time, if there is incremental redemption of approximately INR 5 crores, which if we reduce, it comes to INR 70 crores. So, there is a drop of approximately INR 4 crores, which is approximately 5%. Yeah.

Vijay Shah: Okay, I will take it offline. And so, we are talking about around 20% kind of volume growth for the full year. Can you give us -- this will

actually through the year translate into 20% kind of revenue growth, the one which you, I mean, reported revenue growth or it could be any number after that?

Vinay Pandit:

Utkarshji, you want to answer that?

Utkarsh J Patel:

Yeah. See, we are trying our best and we are working on the ground level. As you see, every year we are putting more efforts and putting more creativity into our current management. So, as I mentioned that first time celebrity is on boarded and we have started brand communications. And in a quarter when we do the trade marketing, more than 30 dealers meet. So, this is the first time that because it is in the 45 days we have done the 30 meets. So, if we consider into the 1st April to 15th May, so every day or every alternate there is a meet into some territory. So, an example we done in Jaipur, in Mumbai, in Bangalore, in Ajmer or Kota or Indore. So, every territory, most of the territories we covered.

So, these are the efforts we have done the aggression, but that effects cannot generate the immediate revenue into within this quarter 1. So that is this investment will lead us to the more revenue growth into the coming quarters. So, we are optimistic for that and as the quarter 1 was all over soft, the demand was all over soft, we can see all over the building construction material industries are not into that growth. So, we are optimistic for the next three quarters. After Diwali, I think the market will be with more demand and we can cover that -- this gap from that.

Vijay Shah:

But after Diwali, I mean Q2 also will be on the similar line. It is more about second half when you would look to recoup entire volume guidance.

Utkarsh J Patel:

See actually what happens to us is if as I mentioned that 75% to 80% revenue is generated from the 5 states. So remaining states are into the development. So, in UP we have started the 550 counters. So new 550 people of retailers now know our product and they are keeping our product. So, I think that is a good start and that is the initial stage, initial placement stage. So that is not a big volume generated from UP. So, the registration program also into the pipeline. So, we are onboarding so many carpenters into these newer states. We are hiring the people. So, it is on the development stage. We are improving our CRMs; we are improving our customized programs. So, we are on that stage to lead this journey.

This is a B2C, this is a network business. So, it is not immediate effect we can get about. But if we go about the longer term, then if we have achieved this INR 300 crore of top line, so we are very confident about that from that this level we can take our organizations to the INR 500 crore of top line.

Vijay Shah:

Sir, only one comment, I mean one and a half years back also it was the same thing that we are getting into new state, and that time also the story was about UP and Delhi. Now one and a half years later also the story is about UP and Delhi and the growth, I mean in FY'24 it was a negative, slight negative revenue growth. In FY'25 it is 10% growth. So, sir, I mean we have spent enough and more time in UP and Delhi. So, if there is any milestone where we can be much more certain that, okay those markets are like now turning around for us. Otherwise, I mean it will be always that okay, we are investing. Of course, you would be investing in new states. But finally, the revenue growth has to be -- I mean if I look at your revenue versus your top competitor, it is a very small proportion, small fraction of them.

So, taking away market share, should it be that difficult and what kind of revenue growth we should be looking at? I mean I guess probably much faster revenue growth, especially FY'24 and FY'25 the growth was subdued. So probably we should be looking at much, much faster revenue growth in FY'26-'27. That is how probably investors would look at the company. So thought I will just share with you.

Utkarsh J Patel:

See, you are very right on your view, you are as an investor, you are -- what seeing and what you are explaining, it is very right. But see, we need to see about the strong and steady growth also. As Jyoti Resins, as a Euro Adhesives, we have always look about the concrete and the strong steady growth. So, you are seeing our balance sheets that we are delivering 30% of EBITDA. So, no other any other industry in white glue has delivered that. So that is the first thing what I want to mention.

So that is always, it's a parallel thing. If I just go away for the just burning the money, this hard-core money and just go for that. So, it is not like that what strategies we want to believe about that. We always want to focus into the core of the actual customers and what is the problem with that and how can that retain us and how can be they loyal to us as a brand level. And I believe when you go in a sub-level faster and you just spread a network like anything and you appoint so many channel partners, you appoint so many people, then the quality will be compromised. So, we don't want to go about that.

As Jyoti Resins, we have always believed about the profitability should be there and we have maintained that from so many years. We are debt free, we are not hiring, we are not taking the debts or any like startup business what they are burning like money like anything. So, we are not into that path. So maybe you are right in that level but we are trying our best that how can we leverage this network and how can we go more faster about that. But I am very confident about if the market will support, we will definitely reach our destinations for that. Thank you very much for your suggestion.

Vijay Shah: Thank you very much.

Moderator: Thank you. We will take the next question from Amit Agicha. Amit?

Amit Agicha: Hello, good morning, sir. Am I audible?

Moderator: Yes, you are audible.

Amit Agicha: Yeah. Thank you for the opportunity, sir. So, like, how much is the current confirmed orders and dealer stocking levels post Q1 marketing push?

Utkarsh J Patel: Sorry, can you repeat the questions?

Amit Agicha: Sir the confirmed orders or dealer stocking levels post the Q1 marketing spends?

Utkarsh J Patel: Confirmed orders?

Amit Agicha: Yes, or the dealer stockings like the inventory level with the dealers?

Utkarsh J Patel: See, we are working with the 13,000 dealers. So, it is not possible to -- it's not like a B2B kind of business. So, it is a current situation that we are getting the orders daily basis into this model. And we have kept our inventory into 52 depots of our pan 14 states. So that dispatch goes from that depot. So, it is a daily base, daily, at least twice the delivery is there for that. So, it's a different stock maintained by the different stockist.

Amit Agicha: Okay, sir. And sir one more thing like about the market leader, can you just throw some light on like, what is the difference in like ours and them like, they are a big company, but like, what is their size? And what is our size as far as the adhesive is concerned?

Utkarsh J Patel: Sir it's -- I can not guide you about the particular company or brand in this call, but I can give you the all over market.

Amit Agicha: Yeah, the TAM, TAM no?

Utkarsh J Patel: Yeah. So, see, it's a INR 7,500 crore of market per annum, and we are into INR 300 crore of top line. So, we are planning to grab at least INR 500 crore is the first benchmark we want to achieve. And then after that INR 1,000 crore, we want to reach about that. So, it is a thought process that as a brand, as a Euro, this is we want to be present ourselves at least 25% of market share in each state. So, this is the journey what we want to go for next years.

Amit Agicha: And sir this INR 7,500 crore TAM for India or for the global level?

Utkarsh J Patel: INR 7,500 crores.

Amit Agicha: Yeah, this is for India or for the global?

Utkarsh J Patel: For the India.

Amit Agicha: Okay, sir. Thank you, sir. All the best. Thank you.

Utkarsh J Patel: Thank you.

Moderator: Thank you. We'll take the next request from the chat box. I request Yash to unmute and ask the question.

Yash: Yeah. Hi, am I audible?

Moderator: Yeah.

Yash: Yeah. Sir, have you ever explored the export markets? Why don't we look at exporting our products?

Utkarsh J Patel: So, the reason is always it is about the vision. And our vision is to make our Euro Adhesives as a retail segment brand. So, it is already a huge market share lying into India in our current states. So, we don't want to lose our focus, even 1% focus into that. So, we are more focusing into the develop these remaining nine states that we can penetrate more and we can go for at least 25% of market share. So, if...

Yash: No, sorry, continue. Sorry, sir. Continue.

Utkarsh J Patel: If once Euro Adhesives is a brand and now people, the carpenters are accepting us as a white glue brand, then that is a continuous sales what we are getting for that. And that is a B2C network's beauty about that. And we want to continue our journey to that only.

Yash: Yeah. But sir, I've also noticed that brands like yours, in general, in categories like yours, which are highly competitive, have done very well in markets like for example, Bangladesh, Sri Lanka, Nepal, because there your competition is very low. And the markets are also kind of developing as we go forward. I just wanted to know if you've explored these markets, have you explored these opportunity opportunities yet. Or you still haven't got there? You're still just focusing on local?

Utkarsh J Patel: No, we have thought about that obviously, and we have discussed internally also. But all the vision is about this domestic market and that is a market share. That what you are thinking about that that should be into the thought process when the market share is limited, and you have covered entire the market, then definitely we should go about that growth also. But right now, if the nearest market shares are pending at doing the so much and we can we can grab this opportunity in this way. So, we don't want to lose our focus into that. And right now, Euro is at that level because of the first strength is the focus. We have remained into the white glue. And we have a direct connection with our users, our retailers, and that's why we are getting this type of EBITDA.

So, we don't want to do for the going for the overheads. And after one or two or three years of continuous journey, and then we can be to that positions can no, no, no, we now we want to focus into the more domestic. So, we are -- we have that vision that we want to go for the domestic only.

Yash: Right. And sir, as a percentage of cost, what is our logistics cost? Let's say from to move material from our factory to our distributors in other states.

Utkarsh J Patel: It varies state wise, but it is generally 2% to 2.5% of the revenue.

Yash: Yeah. So, one of the reasons I asked you this particular question is, why are we expanding the brownfield in the same state? Why are we not doing that in a different state, some sort of cost optimization?

Utkarsh J Patel: We are into the central and western part. So that is the first reason Gujarat, Maharashtra, Karnataka is the western and central part. If we

grow in the East part, after the coming years, maybe more generate the volume, then we will require to set up the plant into the nearest area. Right now, it is not the requirement for that, because it is a generally 2% to 3% of the transportation cost for that.

Yash: Right. And you give state wise breakup, sales?

Utkarsh J Patel: Not, cannot give you into this call, because it's a competitive information. So, it's not possible for me to give the breakups.

Yash: At least if you can tell me your top three states make up for what percentage of your sales? Whatever those states may be.

Utkarsh J Patel: Five states what I already mentioned, Gujarat, Rajasthan, MP, Maharashtra and Karnataka, it is a 75% to 80% of our revenue.

Yash: Great. And sir, as far as our balance sheet is concerned, we have INR 150 crores of cash in our balance sheet. And like you said, the CapEx is not more than INR 15 crore, INR 20 crore, right, the cost of CapEx?

Utkarsh J Patel: Brownfield will be below INR 10 crore, what we are going to plan for the next 6 to 12 months.

Yash: And the greenfield?

Utkarsh J Patel: Greenfield around INR 45 crores.

Yash: INR 45 crores.

Utkarsh J Patel: That will be coming for the not on an immediate basis. That will be done into part to part for that. So, within two years, that INR 45 crores will be investment.

Yash: And my last question, what kind of raw material do you stock up? For how many months do you stock up your raw material in general? Like when does raw material volatility sort of start impacting us? And where do you source your raw material from?

Utkarsh J Patel: Yeah, sure. We do the contract with our existing vendors. And that is a three months contract. So, if the raw material is procured for the three months, actually, not in our inventory, obviously, but...

Yash: Exactly, exactly. Hello?

- Utkarsh J Patel:** Yes, three months of the contract, we do.
- Yash:** So, every three months, you basically fix a rate every three months, right? Is what I'm understanding. Hello?
- Utkarsh J Patel:** Yes, yes.
- Yash:** Yeah. And so, so let's say raw material -- because I think in the last two years, raw material prices have fallen a lot, right?
- Utkarsh J Patel:** It is almost steady for that, not much fallen. It is about the 1% or 2% max variations, not more than that.
- Yash:** So, in the last four years, what kind of volatility have you seen in the raw material costs? Have they varied too much? Has it been a volatile sort of commodity, your raw material?
- Utkarsh J Patel:** See our main raw material is the VAM, vinyl acetate monomer. And the volatility was there in the COVID period. And within this FY'21 to FY'23. And after FY'23, it is go back down to the routine rates. And it is not volatile, if we go about the history of past 10, 15 years. So, it is about to INR 65 to INR 75 per kg around.
- Yash:** Okay. Okay. Thank you so much for taking all my questions. And congratulations on a great set of numbers. Thank you so much.
- Utkarsh J Patel:** Thank you.
- Moderator:** Thank you. We'll take the next question from Prashant Shah. Prashant? We'll take the next question from Resha Mehta. Resha, you can unmute and ask.
- Resha Mehta:** Yeah, I have just one question. So currently, our adhesives can cater to wood, PVC and acrylic surfaces. So, do we have any plans to kind of, increase the usage of our product, maybe by launching more products, just so that we can increase the addressable market within the adhesive space?
- Utkarsh J Patel:** So, no, because currently, what I explained that there is a huge market still lying into the white glue. So, we want to cover that first. And that is a journey what we want to take this brand at that level. So, we don't want to diversify any products and that is the range is the epoxy adhesives, the rubber adhesives. So, there are the very small, small volumes in the particular, the end users level. So, we don't want to stuck

into that categories and we are the white glue categories what we have selected. And it is a still a INR 7,500 crore of market. So, we want to cover that first.

Resha Mehta: Well, can you just talk about like, how big is the market for these rubber adhesives or epoxy adhesives that you spoke about?

Utkarsh J Patel: I don't have the exact figure about that. But at the usage wise, when we do the survey about the sites, it's a very small part of that. That's the small, small tube, you know, the, that is the stone or any other materials sticking about that, that is the epoxy adhesives range. And different is the tiles adhesives are there, then about the construction chemicals are there, the paints are there. These are the different products categories nearby this white glue category. But we want to continue our journey into the white glue only for that. So, we don't want to stuck into the other products for right now, at least.

Resha Mehta: Would it be fair to say that all these other categories of non-white glue products would be the market size would be maybe less than INR 7,500 crores?

Utkarsh J Patel: Yes, yes, because the higher volume as compared to that is into the white glue. If we compare about that. The paint industries are different. And the first thing is the users and end users are the different actually, if we talk about the tiles and adhesives, then it is the plumbers, not the carpenters. So, we are targeting to the carpenters only right now.

Resha Mehta: All right. Thank you so much and all the best.

Moderator: Thank you. We'll take the next question from Jinesh Kothari.

Utkarsh J Patel: Hello.

Jinesh Kothari: Hello. Yeah, am I audible? Hi, sir.

Utkarsh J Patel: Yes, you are.

Jinesh Kothari: Sir, I had two questions. So basically, first one is on the guidance that you give for sales and promotion that is 7% to 8% of the revenues for the full year. So, sir, if I look at the first quarter that has gone by, so your advertisement spend that was specifically shown in the P&L is around 18% odd of the revenues. So can this trajectory, so you said you have not fully capitalized those expenses in the P&L and it will continue

in coming quarters. So just to know how this can be at 7% - 8% for the full year. So, if you can bring -- throw some light on that part.

Utkarsh J Patel: So, can you tell me what figure you are looking about?

Jinesh Kothari: I am just looking at the INR 1,382 that you have shown under S&P.

Utkarsh J Patel: That is actually different. That is about these point redemptions and sales promotion offers, redemptions, that is the expense for that. So, for that other expenses is the -- there got the advertisement and brand activities are lying into that. So, you are talking about that.

Jinesh Kothari: So, then sales and commission would also constitute of the same thing that you are highlighting?

Utkarsh J Patel: No, that is the commissions what we are passing to our stockists and channel partners.

Jinesh Kothari: So, the advertisement expense have not been shown separately?

Utkarsh J Patel: Into the other expenses and that is the guidance by the auditors. So that is into the other expenses.

Jinesh Kothari: All right, sir. And sir, second question was on the thing that you just highlighted about the redemption, the provision that adjustment you are doing in the revenue part. So just wanted some clarity on that. So, if I understand once we are selling the goods to the dealer or car dealer, so we will be booking some revenues on -- we will be booking the revenues and the proportionate, the provision or the scheme that we are offering to them will be creating a liability for the same. So, sir, how the redemption then be impacting the revenue part? So, sir, that I could not get your point on that. So, if you can please explain this thing.

Utkarsh J Patel: So Vinayji has already explained into the detail into this call. But I suggest if you go offline with Vinayji, he can guide us into the more detail. I suggest you do that.

Jinesh Kothari: Sure, sure, sir.

Utkarsh J Patel: So, we cannot discuss into this call. So that is why, yeah.

Jinesh Kothari: Sure, sir. Sure, sir. That would be good. And sir, last thing on your capacity expansion plan. So, post this brownfield, you will be having

around 35 litres per day of capacity -- so 3,500 tons per day of capacity. So, post that capacity expansion.

Utkarsh J Patel: 3,500 tons per month.

Jinesh Kothari: Per month, sorry, yeah. Sorry, my mistake. So, per month of capacity. So, sir, post that your capacity expansion you are talking about, so how does you look at the utilization level ramping up post you commission that in FY26? And what is the incremental capacity that you looking to put up? So, some guidance on that part. So, the utilization of existing capacity would also help.

Utkarsh J Patel: Yeah. So, see, right now it is a 2,000 tons current capacity and we are considered as a 90% efficiency. So, we are increasing this to 3,500 tons. So, it will be almost if we consider the revenue wise right now, we are generating INR 300 crore of revenue with existing plant. Then after investing this INR 8 crore to INR 10 crore into the brownfield, after this 3,500 tons capacity, we can go over our revenue to the INR 650 crores from here. So almost double from here.

Jinesh Kothari: Understood, understood, sir. So that is at around 80% - 90% utilization levels that you are aiming on the full capacity.

Utkarsh J Patel: Right.

Jinesh Kothari: Understood, sir. That was helpful. Thank you so much, sir.

Moderator: Thank you. We will take the next question from Vijay Shah. Vijay? We will take the next question from Smit Gala. Smit, you can unmute and ask.

Smit Gala: Yeah. Thanks for the follow-up. As you, sir, mentioned that the quarter 1 demands were affected because of the onset of early monsoons. So generally, the setting on early monsoon onset will also mean an offset of monsoon early. So, can we not target the volumes improving in Q2 itself?

Utkarsh J Patel: Definitely, we should target. See, our efforts are at the best level, in the ground level. But in building construction material in real estate, there is always an up-down. You can see over the last years, so many years, there is always up-down. Sometimes the market is like is that if you see the result of the quarter 1 with this segment, all the companies has not much generated good revenue into the existing current quarter 1. So, the reason is all over the demand. But that is not the reason or that is not

the excuses I want to give that because of this, it is open. We are into that, into the growth journey. We are trying our best. But our strategies is always look about the strong fundamentals growth only, not about the primary sales. We are focusing more into the secondary and tertiary sales. So, it always takes time to set up this network.

If we see about our journey, that is 18 years of journey what we have invested into to set up this network because it is a B2C model. So, I suggest to look about the longer-term journey, not quarter-to-quarter. And we are on to that path and we will definitely reach our destination within 2 - 3 years for that.

Smit Gala: Okay. And second question, if I break up the other expenses which were around INR 25 crore for the quarter, I assume that I break up them into INR 5 crore for marketing and INR 20 crore depending on the top line. So is the INR 5 crore run rate to continue for the coming quarters and INR 20 crore will depend on the top line.

Utkarsh J Patel: Can you see the number again, the other expenses if the, it is the INR 7.45 crores for quarter 1.

Smit Gala: I am considering all other expenses excluding employee. I am including them in the other expenses. So, the total comes to INR 25 crores. And I am considering INR 5 crores will be the run rate for marketing and advertisement spent for coming quarters as well. It was for this quarter, INR 5 crores was the run rate and INR 20 crores will depend on the top line.

Utkarsh J Patel: So, it depends upon the situations also. But you can consider it is 8% of the all over marketing spend. That includes 4% of the trade marketing and 4% of the brand communications.

Smit Gala: So maybe this quarter the run rate of the expenses shall continue going forward. There should not be an increase or a decrease for marketing spend.

Utkarsh J Patel: It is not increase or decrease, but that is very little bit vary can -- see as an example, this is August month is a very festive season month. So, we are not able to do that type of trade marketing into this current situation as Friday is 15 August or Janmashtami or like that. So that festival affects into the India market. People are not into the towns and like that. So, after that we need to cover into the September months. So, it is quarter-to-quarter we can consider about this will be the same almost what we have done. But for the trade marketing, I think most of

we have investment done into the quarter 1. So, it will not that much investment into the quarter 2 for trade marketing particularly.

Smit Gala: Okay, and you can -- can you just again give the volume guidance for the year?

Utkarsh J Patel: So, we are targeting ourselves as a 15% to 20% growth at least for the volume every year. And as I mentioned that we are on to that journey. Yes, definitely we have not achieved that month, quarter 1 is -3%. But still 9 months is there and we are trying our best to cover that.

Moderator: Thank you. We will take the next question from Harish Shah.

Harish Shah: Yeah. Am I audible?

Moderator: Yes.

Harish Shah: Hello. Yeah. Utkarsh bhai, good afternoon. Can I speak in Gujarati?

Utkarsh J Patel: You can definitely talk in Gujarati.

Vinay Pandit: Sir, I would request, no sir. We will have translation issues and there are a lot of other people who won't understand the language.

Harish Shah: Okay, so we can talk in Hindi?

Vinay Pandit: Yes.

Harish Shah: Yeah. So, I have a simple question, that has the planning of the brand ambassador has been executed, or when will this be executed, or it has happened in some states? Because I am from Mumbai, and here there are no signs of the branding boosted anywhere here.

Utkarsh J Patel: No, we have mentioned it in the investor presentation that we have started in TVC and digital platform. So, our ads are running on Zee Business, CNBC, and last month we did on AajTak and India TV also. So, YouTube, digital, Insta, Facebook, it has started. Outdoor marketing is now into that journey. So, you will see in quarter 2, quarter 3, shop boards.

Harish Shah: And I have a small second question, that in Mumbai and surrounding states, the redevelop process that's happening here and now the possession has started since last one year. And your product is mainly used in interiors. So, in these new buyers or the new planning of

interiors, how much of your product is being consumed since last two quarters if you can give some idea?

Utkarsh J Patel: It is -- this product is always about the finishing part. As soon as the real estate development occurs, new buildings are constructed, after that the finishing part comes, it is used then. So definitely we have a expectation of revenue growth there. But we are into the retail, so obviously not directly dealing with the developers, but we are focusing on carpenters and we have the retail network. So as soon as the development starts in the cities, the products in business construction see the growth.

Harish Shah: Right, okay. Thank you, sir.

Moderator: Thank you. We will take the next question from Prashant Shah.

Prashant Shah: Hello. Am I audible?

Moderator: Yes.

Prashant Shah: Yeah. So, thanks for the opportunity. I have basically two questions. You have already informed that this quarter the revenue -- I mean the volume has de-grown by 3%. So, I guess that is primary sales. In terms of secondary sales what has been the trend? What has been the de-growth?

Utkarsh J Patel: No, that is the secondary sales only. The tertiary sales is the end-user sales. Secondary is that to the retailers and primary is to the distributor.

Prashant Shah: Yeah. So, I mean what I understood was that same -- I mean the previous year first quarter we had INR 69 crores and this quarter we had INR 75 crores and the difference is basically because there has been a volume de-growth of 3% price increase of some amount and then there has been excess redemption. So, I thought this INR 75 crores or the 3% volume de-growth is primary sales or is it secondary sales? Because secondary sales will not be captured in our P&L. Is my understanding correct?

Utkarsh J Patel: No. So, the invoice is generated to the retailers. It obviously goes to the sales. So, we do not need to confuse about this primary or secondary. That is the main difference is because of that redemptions came aggressive into the quarter 1. So that is the difference that INR 75 crores and INR 70 crore is INR 5 crore is the difference into that. So, all over we have mentioned that we are less by 3% for that. So, we want to be

transparent to the investors. So, we are guiding at that level. So, you can understand more easily for that.

Prashant Shah: So basically 3% volume de-growth is in the secondary sales.

Utkarsh J Patel: In the secondary sales we can say.

Prashant Shah: So, by that logic I mean what would be the inventory levels at the secondary level because I mean we would have added new distributors. So, there would have been some inventory added there and there would be increased primary sales. But otherwise at the channel level how are we seeing the inventory? Is there a stress or are we comfortable with the inventory level at the dealer level and distributor level?

Utkarsh J Patel: So, see most of our sale is by the stockist consignee and sales agents. As an example, what I am talking about these 52 stockists that is the inventory in our books, in company books. So that is a stock transfer from factory to that 52 branches. And then that 52 branches dispatch the stocks to the retailers then it is go to the revenue. So...

Prashant Shah: Please continue.

Utkarsh J Patel: Yeah. So that goes to the revenue. So that is a different, different stocks into the different branches that depends upon the volume of that particular branch. So, if we go to the newer state, newer branches then it is not much higher inventory into that because of the volume is still low for that branch. So, this does not affect in our existing transactions for that.

Prashant Shah: So, I mean what I was understanding is that the inventory at the branch level is reported in our books the inventory at the retailer level is reported or that the inventory at the stockist level is reported in his books. Is that correct?

Utkarsh J Patel: No. Inventory into the stockist level reported to our books and when stockist deliver the material to the retailers then it goes to the sales.

Prashant Shah: Okay. Okay. Fair enough. Understood. And at 31st March our receivables was around INR 125 crores, INR 128 crores. What would be the number at this quarter end?

Utkarsh J Patel: I have not the exact number for that but I think that is reduced because the reason is that at that time actually see in B2C segment March month is always the month where we push the material to the retailers because

that is a loyalty program of the entire year and the volume growth that take. So, we have delivered that INR 80 crores of top line into that quarter 4, and that was the highest still delivered date. So that was the reason that we increased that debtors into that particular 31st March. But right now, it is I think it is about the INR 105 crores to INR 110 crores.

- Prashant Shah:** Okay. And I have some questions regarding the points redemption but I will reach out separately to Vinayji. Thanks for the opportunity and wish you all the best for the coming quarters.
- Utkarsh J Patel:** Thank you.
- Moderator:** Thank you. Thank you. We will take the last follow up question from the Mahek Sanghvi.
- Mahek Sanghvi:** I wanted to ask in a dealer network do we have any branded or non-branded LAM and plywood companies. Like do we have dealers that deal in LAM and ply and also in our adhesives?
- Utkarsh J Patel:** Can you repeat this question? Actually, you are not correctly audible for that.
- Mahek Sanghvi:** Do we have any dealers or stockists that are dealing in LAM and plywood also?
- Utkarsh J Patel:** So, what all of the stockists are there who has the network? So, I think almost all the stockists has the distributorship of any plywood or laminate company. So, they are all into -- who are into this business, we hire them as a stockist because we can utilize their network.
- Mahek Sanghvi:** Okay. So instead of dealing with the stockists, have you tried to directly contact the plywood companies branded or even non-branded for that matter?
- Utkarsh J Patel:** No, we have not directly go with the plywood company or like that because they have already different networks into the different states, different cities. So, we go with the city-based and the state-based only. So, we are dealing with the distributor of the plywood and laminate dealers, distributors.
- Mahek Sanghvi:** Okay. Thank you.

- Moderator:** Thank you. That was the last question for the day. Utkarsh sir, do you have any closing comments?
- Utkarsh J Patel:** Thank you very much all the investors and analysts to keeping trust with our brand. We will keep continue our best efforts at the ground level and we will try our best to take this strong and steady growth for the coming quarters. Thank you very much.
- Vinay Pandit:** Thank you. Thank you to the management for your valuable time and thank you to all the participants for joining this call. You may all disconnect now.