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#### 12th 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 - Submission of Q1 & FY26 Investor Presentation

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submits the Q1 and FY26 Investor Presentation.

A copy of the presentation is enclosed for your records.

Kindly take the same on your records.

Thanking You,

Yours Faithfully

For, Jyoti Resins and Adhesives Limited

Utkarsh Patel Managing Director DIN: 02874427



#### SAFE HARBOUR STATEMENT



This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of Jyoti Resins and Adhesives Ltd. ("Euro7000" or "Company"), nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company.

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This document contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as "expects" and "anticipates" and words of similar import. Any statement in this document that is not a statement of historical fact is a forward-looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.

You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.





**Performance Highlights** 

Quarterly Performance Snapshot | Recent Dealer Events | Annual Financial Highlights

**Business Model** 

Business Model | Our Competitive Edge

**Way Forward** 

Way Forward

**Company Background** 

About Us | Our Journey | Our Network | Manufacturing | Our Strengths & Commitment | Management Team | Annual Performance Snapshot | Financial Highlights

Product Portfolio, New Products, Digital Advertisement, Events

Diversified Product Portfolio | New Products | Digital Ads



#### **BRAND AMBASSADOR**

Strengthening Brand Equity with Star Power

Pankaj Tripathi joins Euro Adhesives as National Brand Ambassador

Launched a new 360° campaign #SirfJodoNahinFayedonKeSaathJodo

Live across TV, Print, OOH, and Digital from Q1 FY2026

Campaign highlights product superiority

Enhances national visibility and trade confidence

"I believe that strength lies in the foundation — whether in stories or structures. Euro Adhesives stands for reliability and excellence; values I relate to deeply. I'm proud to represent a brand that empowers craftsmen and creators with the confidence to build lasting work, every single day"

– Pankaj Tripathi



#### **PERFORMANCE SNAPSHOT – Q1FY26**



Rs 75.1 cr

Rs 20.6 cr
Operating EBITDA

Rs 17.4 cr

**72.5**%

Gross Margin

27.5% EBITDA Margin

23.1%

**PAT Margin** 

Due to onset of early monsoon Volume growth was lower by 3%.

**EBITDA** Margin of 27.5% In line with continued guidance for focusing towards higher advertising spend for TV, digital and trade marketing, hence other expenses were elevated.

However, this is in line with long term guidance for margins by the company since the company is focused on increased Sales Promotion, Marketing & Branding Exercises along with enhanced presence across states with an aim to expand market share.



Advertising campaign initiated in Q1FY26 across TV channel and on digital media with **Brand Ambassador** Celebrity Actor **Mr. Pankaj Tripathi.** 

This strategic association is part of a larger vision to scale the brand's national footprint and deepen it's connect with consumers, professionals, and trade partners alike.



We increased our presence by **expanding number of branches to 54 in Q1FY26** 

Conducted more than 30 dealer and carpenter meets in Q1 across territories



#### RECENT DIGITAL MEDIA / ADVERTISEMENTS (CLICK TO SEE AD)















#### **QUARTERLY FINANCIAL HIGHLIGHTS**



(All values in Rs Mn.)	Q1FY26	Q4FY25	Q1FY25	YoY%
Net Sales	751.0	786.1	691.8	8.6
Expenditure	544.6	544.5	457.5	19.0
EBITDA	206.4	241.6	234.3	-11.9
EBITDA Margin (%)	27.5%	30.7%	33.9%	
Other Income	30.6	33.7	19.6	56.1
Depreciation	4.6	4.2	3.7	24.3
Interest	-	0.7	-	-
Profit Before Tax	232.4	270.4	250.2	-7.1
Tax	58.6	72.6	62.5	-6.2
Profit After Tax	173.8	197.8	187.6	-7.4
PAT Margin (%)	23.1%	25.2%	27.1%	
Reported Earnings Per Share (Rs)	14.48	16.48	15.64	-7.4

Note: Rs 10 mn = Rs 100 lacs = Rs 1 crore

# 30 MEGA DEALER AND CARPENTER MEETS HELD IN Q1FY26

















#### **WAY FORWARD**







#### RETURN RATIOS; DEBT FREE; IMPROVE WORKING CAPITAL EFFICIENCY:

Continue to maintain +30-40% ROE and +40% ROCE. Stay debt free and generate positive operating cash flows and free cash flows Keep liabilities for expenses below 30-35% of Revenue (~34% for FY25).

#### **GROWTH OVER NEXT 3 YEARS:**



We continue to focus on reaching a revenue threshold of Rs 500 crore with an increased focus on branding and marketing to establish our national footprint.

#### **EXPAND DISTRIBUTION NETWORK AND OUR BRANCHES:**



We are looking to expand and increase our penetration in existing states with increase in branches and distributors with an eye on improving our market share. Foray into new states & increase market share in existing states.

#### **ENHANCE PRODUCTION CAPACITY FURTHER:**

Owing to sharp demand and growth in our market share, we currently have production capacity of 2000 TPM. Company is in the process of setting up a warehouse for enhancing storage of raw materials and finished goods and take up brown field expansion at existing facility.





#### **VISION & MISSION**



To Acquire National Leadership Position in Wood Adhesives Field In Retail Segment.

To be India's most Preferable Adhesive Brand For The Carpenters, where Our End Users Can find The Best Solution For Gluing The Furniture.

We Believe To Continuously Create New Opportunities For Our Team Members To Do Growth In Our Strategic Business.



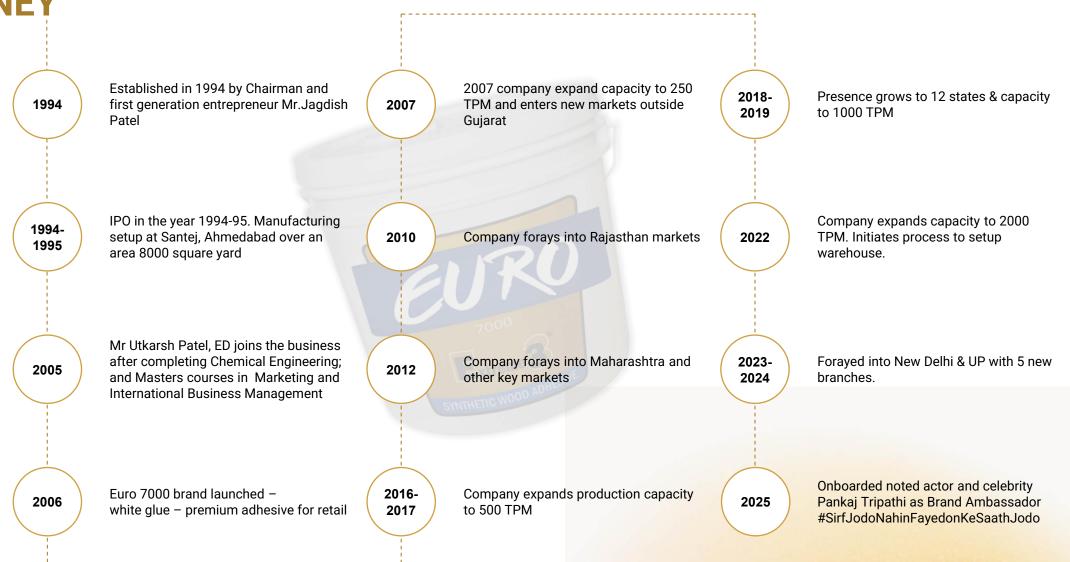
#### **ABOUT US**

The company launched its brand "Euro 7000" in 2006, and is now the second largest (No 2) selling wood adhesive (white glue) brand in India in the retail segment.

- + JYOTI RESINS AND ADHESIVES LTD is a manufacturer of synthetic resin adhesives. The Company manufactures various types of wood adhesives (white glue) under the brand name of EURO 7000.
- + The company launched its brand "Euro 7000" in 2006.
- + The company has steadily increased its plant (at Santej, Ahmedabad) capacity from 1000 Tonnes per month to 2000 TPM (24,000 TPA) in Aug'22.
- + Euro 7000 has today grown exponentially and is now the second largest (No 2) selling wood adhesive (white glue) brand in India in the retail segment.
- + The company's success so far in this business is an outcome of its strategic vision focus on delivering world class products and services to its customers.
- + Today it services 14 states in India through 54 branches and 65 distributors, catering to 13,000 retailers and 3.5 lac carpenters.
- + A 435 strong sales force plays a key role in this process.

#### OUR JOURNEY

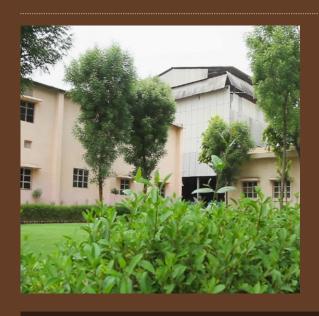




#### **MANUFACTURING & OPERATIONS**



#### **Manufacturing Plant**





Our manufacturing plant at Santej, Ahmedabad, Gujarat Is currently at **2000 TPM** (**24,000 TPA**).

#### **Administrative Offices**

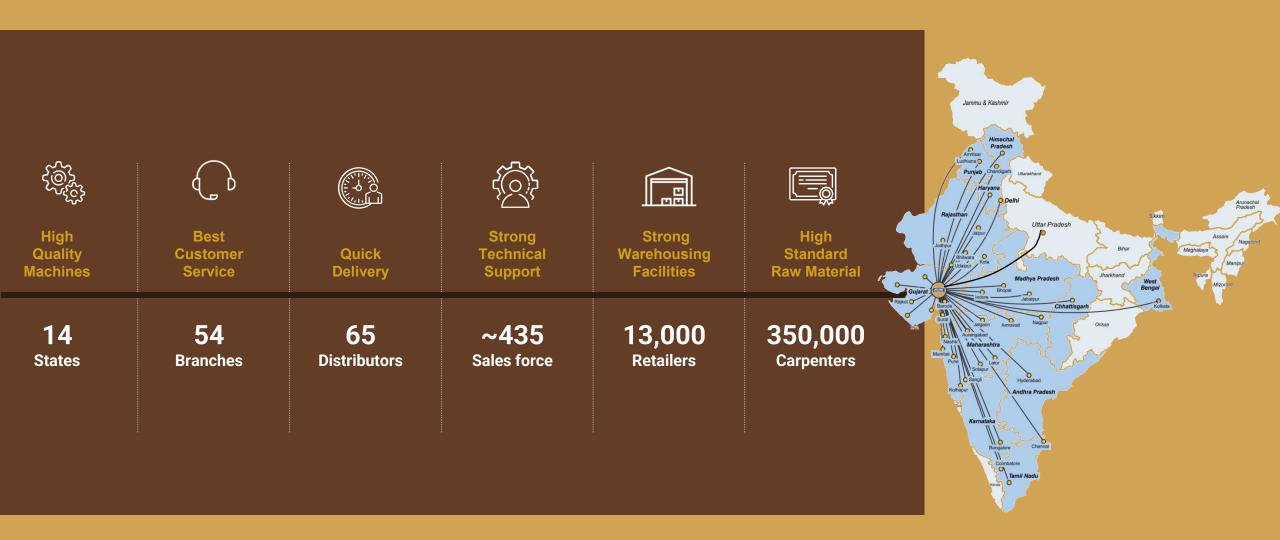




Our corporate office is at Ahmedabad, Gujarat. We also have an Administrative Office in Mumbai. Other than this we have **54 branch offices** & warehouses across key cities & states.

#### **OUR STRENGTH & NETWORK**





#### **OUR COMPETITIVE EDGE**





#### **Low-cost Manufacturing; Asset light**

- + Overall manpower costs is limited to < 15% of revenues.
- + Selling and Distribution expenses stood at approximately 16-17% of revenue
- + Asset turnover is at 8x.
- + Amongst the highest EBITDA per tonne vis-à-vis peers.
- + Working capital efficient hence No Debt and OCF & FCF positive.

#### **Our Network**

- + Presence in 14 states.
- + Operating through 65 distributors for smaller cities.
- + Operating through 54 branches for bigger cities (metros).
- + Selling to 13,000 retailers.
- + 430 sales executives & business development executives.

#### **Diversified Product Portfolio**

- + The company offers a wide range of products with several features and catering to different substrates such as:
- + Anti Termite Water proof-Fast drying.
- + Wider coverage -Fungal resistance-Heat resistance.
- + Weather proof -High fixing strength.
- + Cold and hot press applications.
- + Multi purpose uses for Wood, PVC and Acrylic.

#### **Our Carpenter Reward Model**

- + We have one of the best and highest rewarding carpenter rewarding model in the industry.
- + Reward & loyalty programs are devised state wise.
- + Company app provided to carpenters for claiming and redeeming points. Slab systems created on usage basis.
- + We have touched 3.5 lac carpenters through various gatherings & programs of which 2 lac carpenters are registered on our loyalty program.



35%+

Return on Equity

~50%+

Return on Capital Employed

Maintained strong **ROE & ROCE in** 



#### **Second Largest brand in India**

Clear lead as 2<sup>nd</sup> largest Wood Adhesive brand in India (retail segment)

#### **Debt Free**

Continues to be Net Debt negative since FY18

Revenue touched Rs 284 Cr in FY25 Current production capacity stands at 2000 TPM

#### **Dividend**

90% Dividend Per Share (Final Dividend) 15% Dividend Payout for FY25

Promoter holding Increased from 49.97% in Mar 2022 to 50.83% as on Mar 2023 (maintained Jun'25)

#### **MANAGEMENT TEAM**



#### **Jagdish N Patel**

#### Chairman

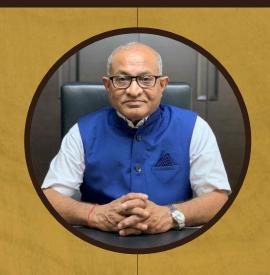
Mr. Jagdish N Patel is the first generation entrepreneur and started this company in 1994 eyeing the huge opportunity he saw in the market for organized players in adhesives. With his financial prowess and effective team management capabilities, he built the strong foundation on which Euro7000 stand today.



**Managing Director** 

In 2005, Mr. Utkarsh Patel, Executive Director, joined the business, after completing his Chemical Engineering and Management courses in the field of Marketing and International Business Management.

He is currently driving the business on all fronts and has been instrumental in the operational turnaround of the business, with a vision to be the next big participant in the adhesives industry in India.





#### **ANNUAL INCOME STATEMENT**



(All values in Rs Mn.)	FY21	FY22	FY23	FY24	FY25
Net Sales	1,012.9	1,819.6	2,612.5	2,573.0	2,841.2
Expenditure	908.6	1,581.9	2,006.3	1,733.9	1,946.4
EBITDA	104.4	237.6	606.2	839.1	894.8
EBITDA Margin (%)	10.30%	13.06%	23.20%	32.61%	31.49%
Other Income	64.2	34.5	22.6	68.2	109.7
Depreciation	6.2	7.1	14.5	10.9	15.9
Interest	0.7	0.5	0.3	0.5	0.7
Profit Before Tax	161.7	264.6	614.0	895.9	987.9
Tax	40.1	67.0	149.7	224.8	249.1
Profit After Tax	121.7	197.6	464.4	671.2	738.7
PAT Margin (%)	12.01%	10.86%	17.77%	26.09%	26.00%
Earnings Per Share (Rs)	30.41	49.41	38.70	55.93	61.57

Note: Rs 10 mn = Rs 100 lacs = Rs 1 crore

#### **ANNUAL BALANCE SHEET**



#### (All values in Rs Mn.)

Equity & Liabilities	FY23	FY24	FY25
Share Capital	120.0	120.0	120.0
Other Equity	939.8	1,542.4	2,172.6
Total Equity	1,059.8	1,662.4	2,292.6
Deferred Tax Liabilities (Net)	2.8	5.4	6.0
Other Financial Liabilities	4.3	9.3	12.8
Total Non- Current Liabilities	7.1	14.7	18.8
Financial Liabilities			
i. Trade Payables	142.0	99.0	147.9
ii. Other Financial Liabilities	1.4	20.3	23.4
Other Current Liabilities	862.0	888.0	951.5
Provisions	16.6	5.9	1.0
Current Tax Liabilities (Net)	17.5	225.0	247.5
<b>Total Current Liabilities</b>	1,039.6	1,238.2	1,371.3
TOTAL EQUITY & LIABILITIES	2,106.5	2,915.3	3,682.7

Assets	FY23	FY24	FY25
Property, Plant & Equipment	472.6	482.3	483.8
Financial Assets			
i. Other Financial Assets (Bank FD)	279.8	14.8	43.5
<b>Total Non-Current Assets</b>	752.4	497.1	527.3
Inventories	50.3	49.7	68.5
Financial Assets			
i. Investments	0.2	0.4	15.4
ii. Trade Receivable	914.6	939.9	1,255.4
iii. Cash & Cash Equivalents	38.6	281.8	397.7
iv. Bank Balance other than	270.2	824.1	1,131.8
Other Current Assets	80.1	322.4	286.6
<b>Total Current Assets</b>	1,354.1	2,418.2	3,155.4
TOTAL ASSETS	2,106.5	2,915.3	3,682.7

Note: Rs 10 mn = Rs 100 lacs = Rs 1 crore



#### **DIVERSIFIED PRODUCT PORTFOLIO**





Anti termite applications



Water proof, Anti termite, Heat & fungal resistant



Cold & Hot press applications



Waterproof, Anti termite, Fast drying (2-3 hours)



Waterproof, Anti termite, Heat & fungal resistance



For PVC and Acrylic sheet bonding to wood; pre edge bending taps



Waterproof, Anti termite, Fast drying (2-3 hours)



Waterproof, Anti termite, Fast drying (2-3 hours), Weather Proof

#### **APPLICATIONS**



#### **USAGE OF OUR PRODUCT**











#### PAST MEDIA COVERAGE - SIGNING OF BRAND AMBASSADOR

#### **SOCIAL MEDIA COVERAGE**



#SIRFJODONAHINFAYEDONKESAATHJODO

#### **PRINT MEDIA COVERAGE**

PR Newswire

**Bollywood Star Pankaj Tripathi joins Euro** Adhesives Family to strengthen the 'Pakka Jod' as a National Brand Ambassador: **Unveils New Campaign Championing Product Superiority** 

~ New 360° campaign #SirfJodoNahinFayedonKeSaathJodo set to go live from May 2025 across TV, Print, OOH & Digital Platforms ~

#### PRESS TRUST OF INDIA

India's premier news agency

Bollywood Star Pankaj Tripathi joins Euro Adhesives Family to strengthen the 'Pakka Jod' as a National Brand Ambassador; **Unveils New Campaign Championing Product Superiority** 

Tuesday, Apr 29, 2025 14:04:40 | Euro Adhesives

#### **Euro Adhesives onboards Pankaj** Tripathi as first brand ambassador

This strategic association is part of a larger vision to scale the brand's national footprint and deepen its connection with consumers, professionals, and trade partners alike.









#### Pankaj Tripathi joins Euro Adhesives family as brand ambassador

#SirfJodoNahinFayedonKeSaathJodo, highlighting the performance benefits of its adhesives. Itkarsh Patel, managing director, Jyoti Resins and Adhesives, expressed confidence that



#### BE Staff · ETBrandEquity

#### THE TIMES OF INDIA

#### PANKAJ TRIPATHI ANNOUNCED AS BRAND AMBASSADOR

Pankai Tripathi has been announced as the brand ambassador for Euro7000 Wood Adhesive. Known for his versatility and credibility, Pankaj's association with the brand is expected to enhance its recognition. Euro7000 is renowned for its high-quality wood adhesives, and Pankaj's endorsement will bring added trust to the product.



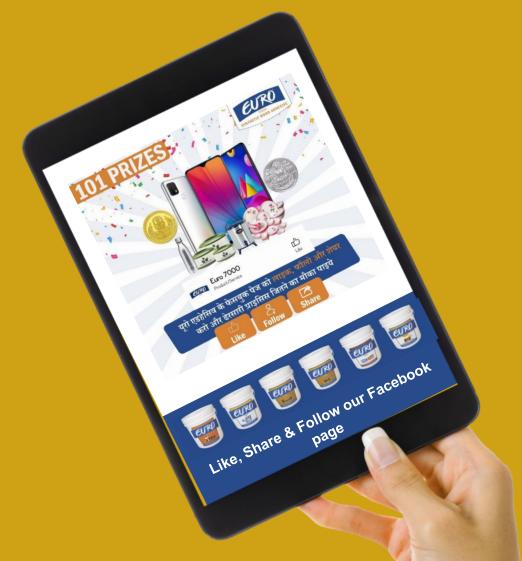
Click on the article for detailed coverage

### DIGITAL ADVERTISEMENTS



## CONNECTING USERS & DEALERS DIGITALLY

PASSBOOK FORM Scan कॉन्ट्राक्टर Points Offer barcode Token + Points & collect Loyalty EURO **Points** युरो एकिजक्युटिव साईन



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# THANK YOU!