



Regd. Office:
2nd Floor, A-3 Shree Ganesh Nagar Housing Society,
Ramakaka Temple Road, Chhani, Vadodara-391740
Ph. : 0265 - 2773672, 2773535

Factory:
F-86 to F-90, RIICO Industrial Area,
Swaroopgunj, Dist. Sirohi, Rajasthan - 307023



E-mail : info@kotyark.com, kipl7722@gmail.com,
Website : www.kotyark.com

CIN : U24100GJ2016PLC094939 • GST : 08AAGCK3927K1Z7

Date: October 30, 2024

To,
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block-G,
Bandra Kurla Complex,
Bandra (E), Mumbai-400051

Subject: Investor Presentation and Performance Note for Investors

Ref: Kotyark Industries Limited (Symbol/ISIN: KOTYARK/INE0J0B01017)

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Dear Sir/Ma'am,

Pursuant to the provisions of Regulation 30 read with Para A of Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to enclose herewith the Investor Presentation and Note for Investors on Performance of Company.

Further, the above information is also available on the Company's website at www.kotyark.com under the head of Investor.

You are requested to kindly take the aforesaid information on record.

Thanking you,

Yours faithfully,
For, **Kotyark Industries Limited**

Bhavesh Nagar
Company Secretary and Compliance officer
Mem No.: A62546

Place: Vadodara

Encl.: A/a



India's only
pure
play listed
Biodiesel
company

KOTYARK INDUSTRIES LIMITED

INVESTOR PRESENTATION

OCTOBER 2024



Inside the Presentation

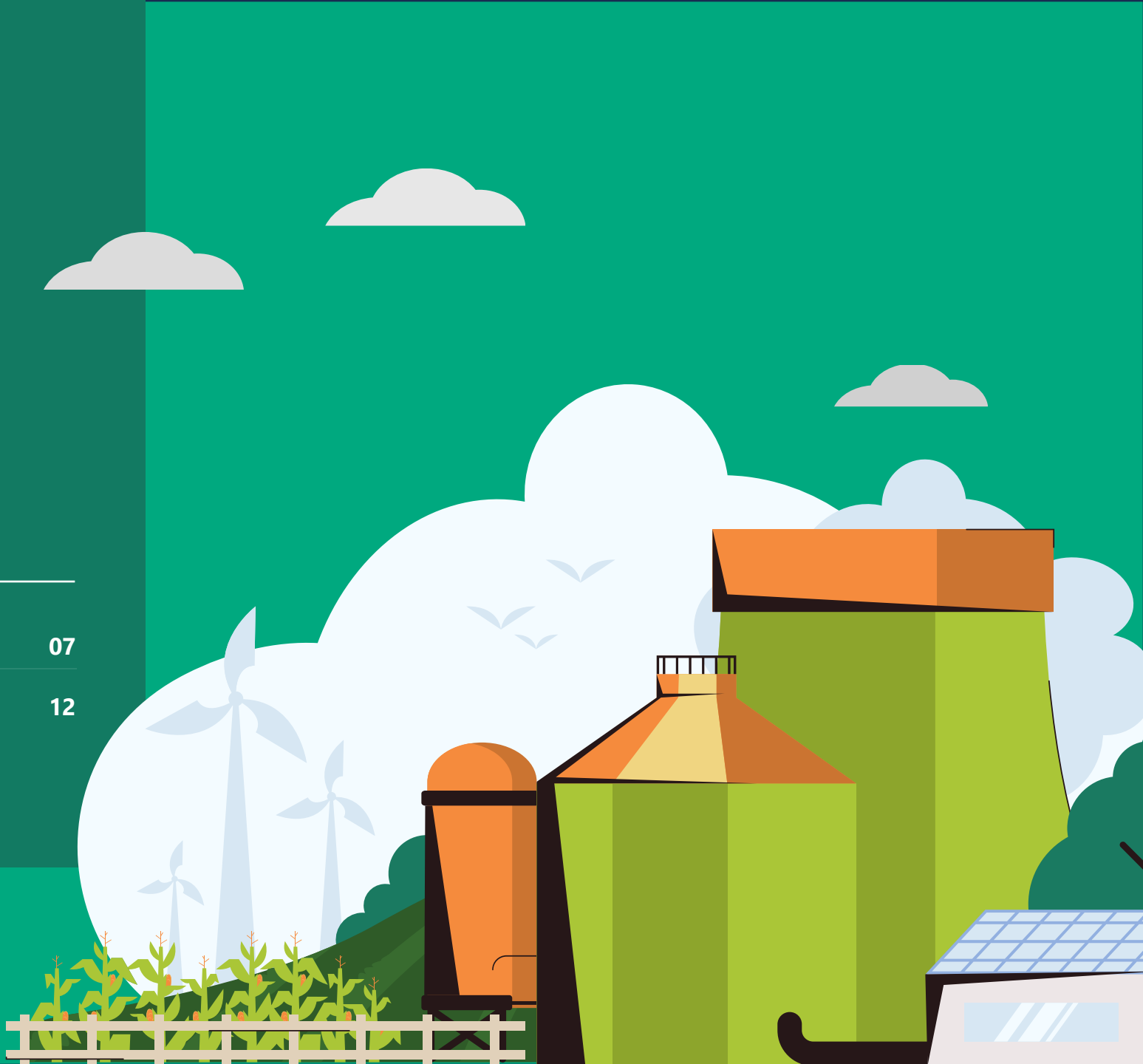
- 01.** Company Overview
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01

Company Overview

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Snapshot

Kotyark Industries Limited, incorporated in 2016, is engaged in the manufacturing of biodiesel and its by-products, and is one of the key players across the state of Rajasthan in India. The Company focuses on **green energy** and sustainable development of **renewable resources (biofuel)** through the adoption of environmentally friendly technology. It has two biodiesel manufacturing units, at Sirohi, Rajasthan and Anand, Gujarat.



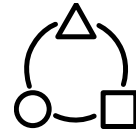
4,80,000 KL

Cumulative Annual Biodiesel
Production Capacity



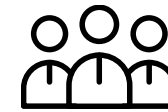
NSE Emerge

Listed via IPO in 2021



~63,000 KL

Annual Crude Glycerin
Production Capacity



109

Total Team Strength



Only Pure
Play Listed

Biodiesel Company in India



Zero Effluent
Discharge

Company



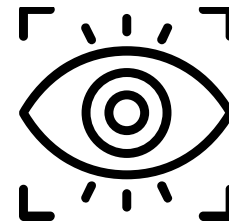
Indigenously
Designed

Manufacturing Facility



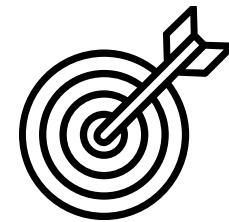
Corporate Ethos

Kotyark is positioned as a **socially responsible entity** with zero effluent discharge. The Company's sharp focus on R&D and technological enhancement coupled with its strong relationships with various stakeholders enables it to become one of the **leading producer of green biofuels in India.**



Our Vision

Is to become a responsible and impactful leader in the manufacturing of biofuels.



Our Mission

Is to become a leading biodiesel manufacturing company in India with a keen focus on R&D, deploying state-of-the-art facilities to achieve a varied product mix enabled with latest technology, catering to countries worldwide.

Products

Our core product is Biodiesel and in the process of manufacturing the same, the Company also produces Crude Glycerin which is further processed to manufacture Glycerine.



Biodiesel

It is a liquid fuel, often referred to as B100 or neat biodiesel, in its pure and unblended form.

- Any vehicle that has a diesel engine can be powered by biodiesel easily, without any modifications. It is just like petroleum diesel, which can be used to fuel compression-ignition engines.
- Biodiesel meets both the biomass-based diesel and overall advanced biofuel requirement of the Renewable Fuel Standard.



Glycerin

Glycerin is the key by-product in the biodiesel manufacturing process. On average, for every 100 liters of biodiesel produced, approximately 14 liters of crude glycerin is produced as a by-product.

- On further processing, it finds application in food, pharmaceutical and cosmetic industries.
- The Company has a ~63,000 KL Annual Crude Glycerin Production Capacity plant at its Sirohi unit in Rajasthan.



Core Competencies

Within its seven years of existence, Kotyark Industries has carved out a niche for itself in the Indian biofuel industry, by riding on its strengths and capabilities. The Company believes that its ability to solve problems innovatively sets it apart from its peers.



Raw Material
Sourcing

Slide 08



Indigenously Designed
Manufacturing Plant

Slide 09



Diverse
Clientele

Slide 11

Raw Material Sourcing

- Kotyark prides itself on its ability to source quality raw materials in a cost-competitive manner from across the country.
- Raw material availability, particularly of non-edible vegetable oil, is a critical aspect in biodiesel manufacturing.
- Vast inter-generational experience of the promoters of the Company in the vegetable oil trading industry, serves as critical know-how for the Company.



Vegetable Oil

Non-edible vegetable oils are the primary raw material



Alcohol

Such as Ethanol, Methanol, Isopropyl or Butanol



Catalysts

To initiate reaction Sodium Hydroxide and Potassium Hydroxide are used



Indigenously Designed Manufacturing Plant

2

Manufacturing units located at Sirohi, Rajasthan and Anand, Gujarat

4,80,000 KL

Biodiesel Annual Production Capacity of 4,80,000 KL.

~63,000 KL

Crude Glycerin Annual Production Capacity of ~63,000 KL.

Indigenously designed

Indigenously designed unit, featuring one of the highest asset-turns and output productivity across the industry

State-of-the-art facilities

Equipped with state-of-the-art facilities, capable of conducting all steps, such as:

Unutilised capacity

Kotyark has sufficient unutilized capacity to growth without further investments in capacity additions for coming few years

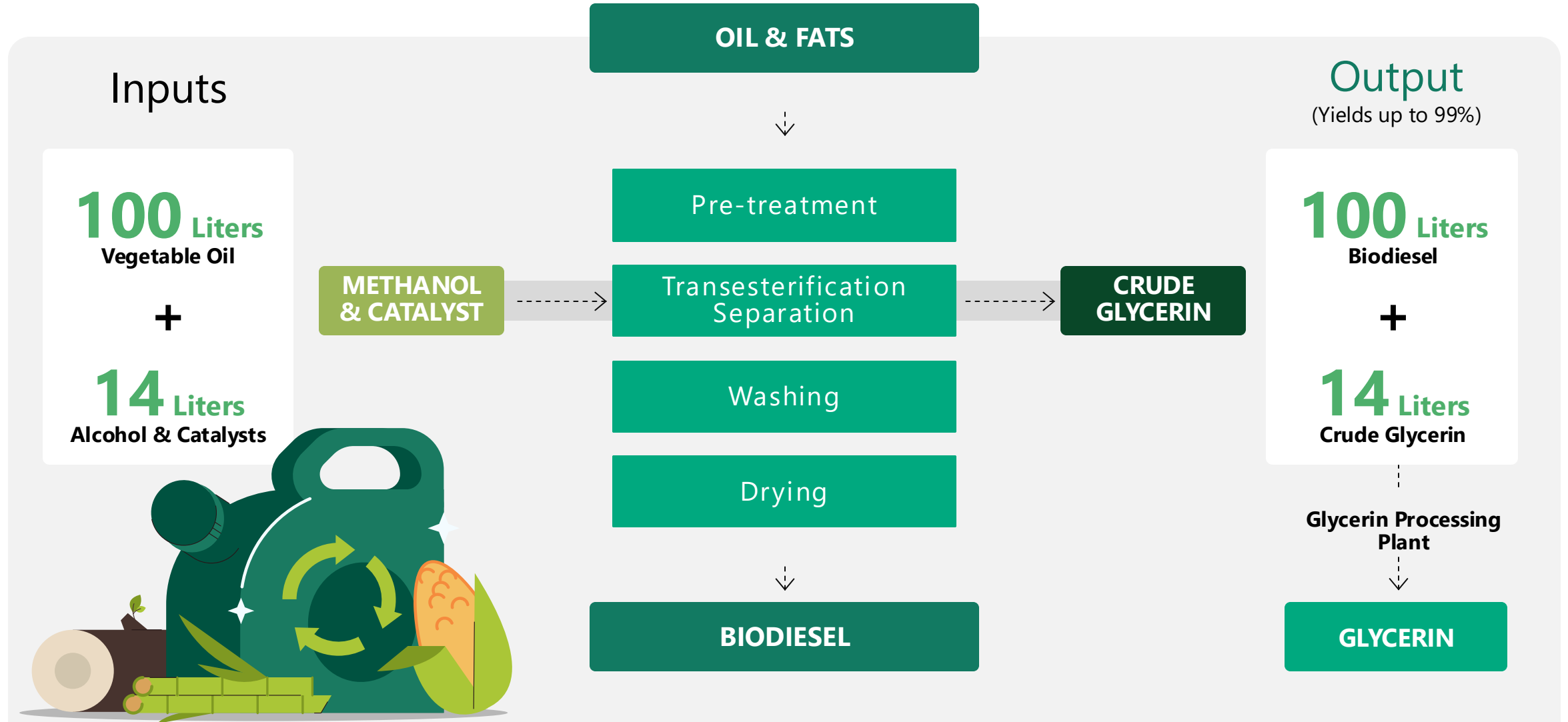
Feedstock
Pre-treatment

Transesterification
& Separation

Washing

Drying

Manufacturing Process



Diverse Clientele

Oil Marketing Companies



OMC's procure biodiesel for blending in diesel and premium category speed-diesel. At present **blending in biodiesel less than 1%**, with Indian Government setting a goal to **take this level to 5% by 2030**.

Tender based business, requiring government approval to participate

Receivable cycle is <30 days

Bulk Buyers



Bulk buyers include transport contractors, mining companies and industries. Traditionally, biodiesel trades cheaper than diesel in India, offering bulk buyers an opportunity to cut costs. Further, since biodiesel falls under The GST Act, 2017, **input credit of 12%** can be availed by buyers.

Company supplies biodiesel to bulk buyers in its vicinity

Receivable cycle is ~15 days

Mobile Retail Outlets



The Company operates mobile retail outlets (MRO) of biodiesel under its brand 'Green N Green'. It has been operating 25 such outlets, via a dealership model, hence remaining asset-light. These outlets are primarily located on highways in Rajasthan.

Receivable cycle is ~15 days

Management Team



**Mr. Gaurang
Rameshchandra Shah**

CHAIRMAN CUM MANAGING
DIRECTOR

Mr. Gaurang Shah was appointed on the Board of the Company on December 12, 2018 and was further designated as the Chairman cum Managing Director of the Company on August 09, 2021. He holds a Graduate degree in Commerce from MS University.

He spearheads the leadership team and manages the Company's operations. His contributions to the Company has been noteworthy, and it is his ability to proficiently research and learn about new concepts, that make him a huge asset to the Company.



**Mrs. Dhruvi
Mihir Shah**

WHOLE TIME DIRECTOR
AND CHIEF FINANCIAL
OFFICER (CFO)

Mrs. Dhruvi Shah was appointed on the Board of the Company on December 30, 2016, and was further designated as the Whole Time Director on August 09, 2021. She was also appointed as the Chief Financial Officer of the Company with effect from September 05, 2024. She holds a Master's degree in Commerce and an MBA degree.

She has been associated with the Company from its initial days of conceptualization and planning. Her knowledge of the operations, biofuels industry, and her invaluable business acumen makes her an incredible asset to the Company.

02

Industry Opportunity

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Indian Government Policy on Biodiesel	17		



Global Biodiesel Opportunity

\$ 36.48 Bn
2022

Global Biodiesel Market is around USD 36.48 Billion in 2022.

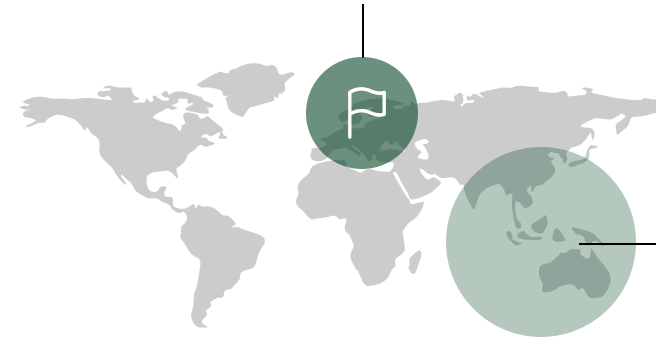
Global Biodiesel Market
(In \$ Billion)

\$ 79.12 Bn
2023

It is expected to grow at a CAGR of 8.10% to reach close to USD 79.12 Billion in 2032.

8.10%
CAGR

Globally, **Europe** is the leading market of biodiesel.



Asia-Pacific is projected to be the fastest-growing biodiesel market in the next decade.



Fuel application accounts for majority of biodiesel consumption, in categories such as marine, automotive, railway and agriculture industries.

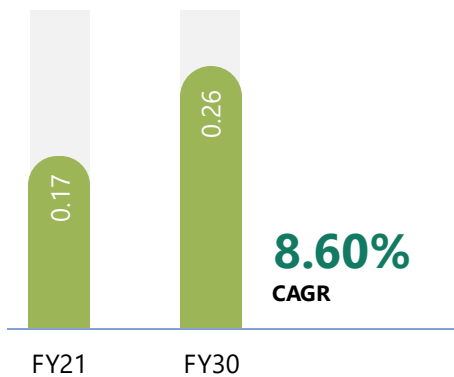


The majority of biodiesel is made from vegetable oils like Soyabean, Palm, Jatropha, Mahua among others. The feedstock used in a country is dependent on crop availability.

Indian Biodiesel Opportunity

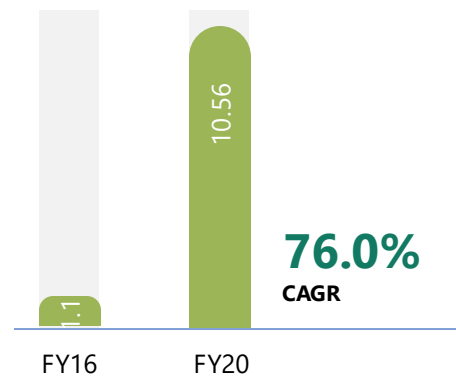
INDIA'S BIODIESEL

Figures (in Million Tonnes)



BIODIESEL PROCUREMENT BY OMCs

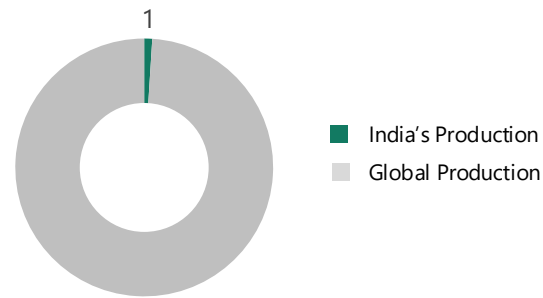
Figures (in crores litres)



BIOFUEL PRODUCTION

Figures (in %)

India's biofuel production accounts for only 1% of the global production.



TRANSPORTATION SECTOR

The transportation sector is one of the major consumers of biodiesel, followed by the energy and construction sector, where it is used in operations.

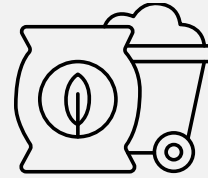


Indian Biodiesel Opportunity (contd.)



Growth Drivers

- 1** As India's primary energy demand is all set to double in the next two decades, the usage of cleaner fuel alternatives will continue to push the sales of biodiesel.
- 2** Increasing crude oil import bills made the Indian government switch to domestic fuel alternatives, with biodiesel being the frontrunner.
- 3** Initiation of the National Policy on Biofuels in 2018 will push the demand for Biodiesel in the coming years.



Raw Material Sourcing

- 1** Presently, biodiesel is being produced in the country primarily from imported palm stearin oil.
- 2** In order to phase-out palm stearin, and as a measure towards import substitution, it has been decided to promote domestically available used cooking oil (UCO) as the feedstock.
- 3** UCO has been identified as a potential raw material for biodiesel production in National Policy on Biofuels, 2018. It can be collected from bulk consumers such as hotels, restaurants, canteens, etc. for conversion.

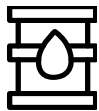
Indian Government Policy on Biodiesel

2006

MoP&NG announced a Biodiesel Purchase Policy

2015

Govt. allowed direct sale of Biodiesel (B100) to bulk buyers like Railways, State Road Transport Corporations

2017

Allowed sale of Biodiesel to all consumers for blending with diesel

2019

Notified guidelines for **blending of Biodiesel (B100) with High-Speed Diesel** for transportation purposes and **allowed permission for retail sale, through outlets authorized by State Govts.**

- The Indian Government has emphasized on improving energy security by, among other measures, reducing import dependence, with a target of decreasing fossil fuels use by 10% from current levels by the year 2022; it also targets reducing the country's carbon footprint by 30-35% by the year 2030.

These targets will be achieved through a five-pronged strategy which includes:

1. Increasing domestic production
 2. Adopting biofuels and renewables
 3. Implementing energy efficiency norms
 4. Improving refinery processes
 5. Achieving demand substitution
- The Indian government, in its National Policy on Biofuels, 2018, has proposed a target of 20% blending of ethanol in petrol and **5% blending of biodiesel in diesel by 2030.**
 - These strong tailwinds from the Indian government is enabling many domestic and international players to enter the biofuel industry in India.
 - Recently in Sep'22, GOI came out with a **gazette proposing a penalty on OMCs of ₹ 3.8/liter & ₹ 6.2/liter** (respective for without brand name & with brand name) **for not blending biodiesel with diesel.** This is expected to boost biodiesel blending by OMCs.

Rajasthan Government Policy on Biodiesel

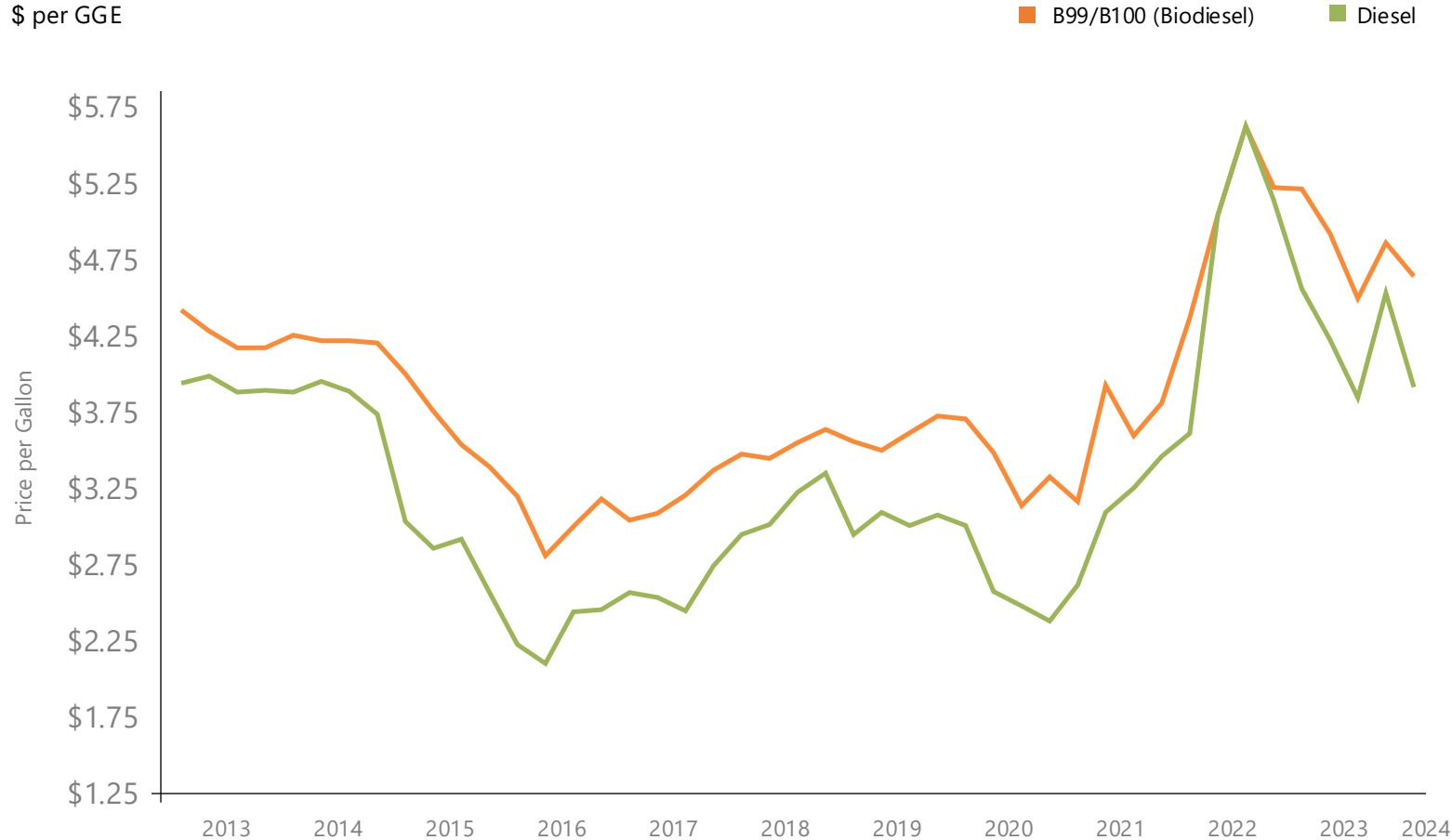
Rajasthan was the first state in India to adopt the National Policy and created an implementable framework for Biodiesel production and manufacturing.



A use case for Biodiesel in India

AVERAGE RETAIL FUEL PRICES IN THE UNITED STATES

\$ per GGE



Source: Clean Cities Alternative Fuel Price Reports (AFDC)

- Globally, in markets like US & EU, Biodiesel (B100) trades at a premium to Diesel
- Despite premium prices there is a decent consumers acceptance to support environment friendly green fuels
- In India, as of 2023, Biodiesel still trades roughly at a 15-20% discount, whilst not including the 12% GST input credit advantage available to commercial buyers
- This creates a strong use case for growing biodiesel demand in the country

03

Strategic Overview

Strategic Priorities

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SWOT Analysis

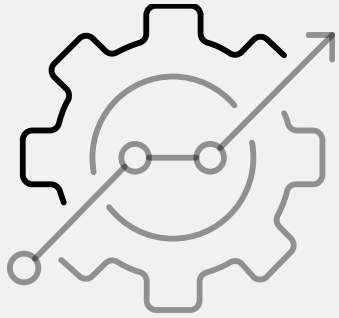
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Investment Case

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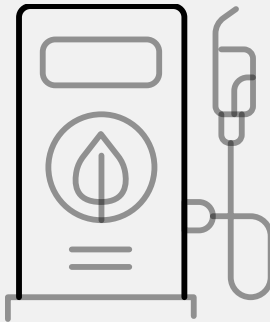


Strategic Priorities



Increasing capacity utilization

The company intends to reach optimum capacity utilization in coming 2 years.



Servicing OMCs needs

The Company is gearing up for servicing the growing demand of OMCs for blending biodiesel in diesel. This has been accelerated by the policies & recent gazette notifications by the GOI.



Addressing raw material availability

The company has evaluated and is working on implementing projects that address the long-term raw material sourcing for its biodiesel feedstock. A **MoU has been signed with the Rajasthan Government** to explore potential avenues for this project.

SWOT Analysis

Strengths

- Diversified revenue stream
- Indigenously designed manufacturing facility
- Experienced promoters with a knack for raw material sourcing

Weakness

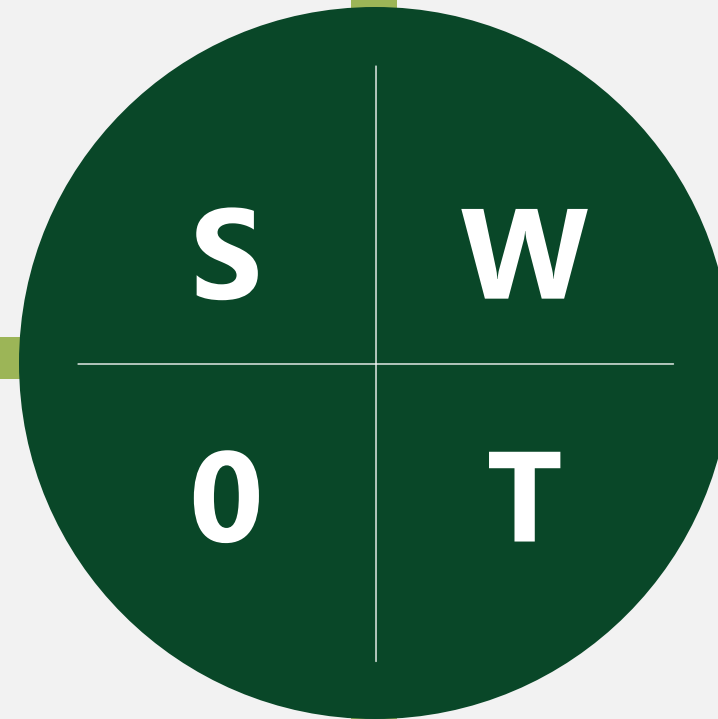
- Less entry barriers to the industry
- Un-defined state policies, and differing state laws for biodiesel
- Working capital intensive operations

Opportunities

- Large unutilised manufacturing capacity
- Long-standing price arbitrage between diesel and biodiesel in India, offering consumer a chance for cost-savings
- Growing acceptance of biodiesel
- Higher blending targets (5% by 2030)
- Kotyark Industries has successfully earned 57,874 carbon credits from the period of 15th September 2020 to 31st March 2022

Threats

- Change in government policy with regards to biodiesel blending, retail usage, raw material sourcing, etcetera
- Competition from other biofuels, renewable sources of energy



Investment Case

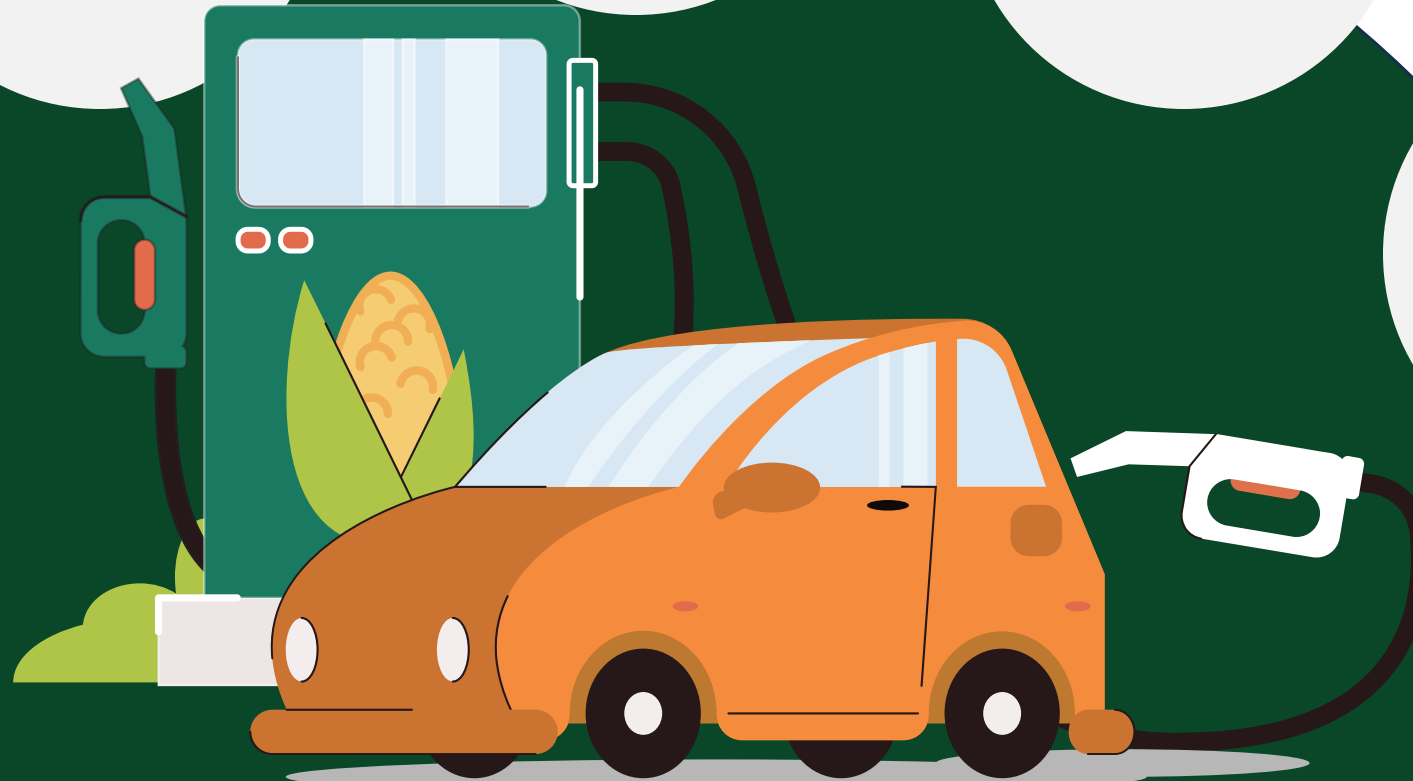
Large unutilized capacity offering headroom to grow without any CAPEX

One of the most **efficient & productive** biodiesel facilities in India

A **well-diversified revenue stream** with exposure to OMCs, Bulk Buyers and Retail consumption of biodiesel

Only pure play listed Biodiesel company in India, **an emerging green fuel play**

Strengthened & well-capitalized Balance Sheet after IPO, preferential issue and Amalgamation

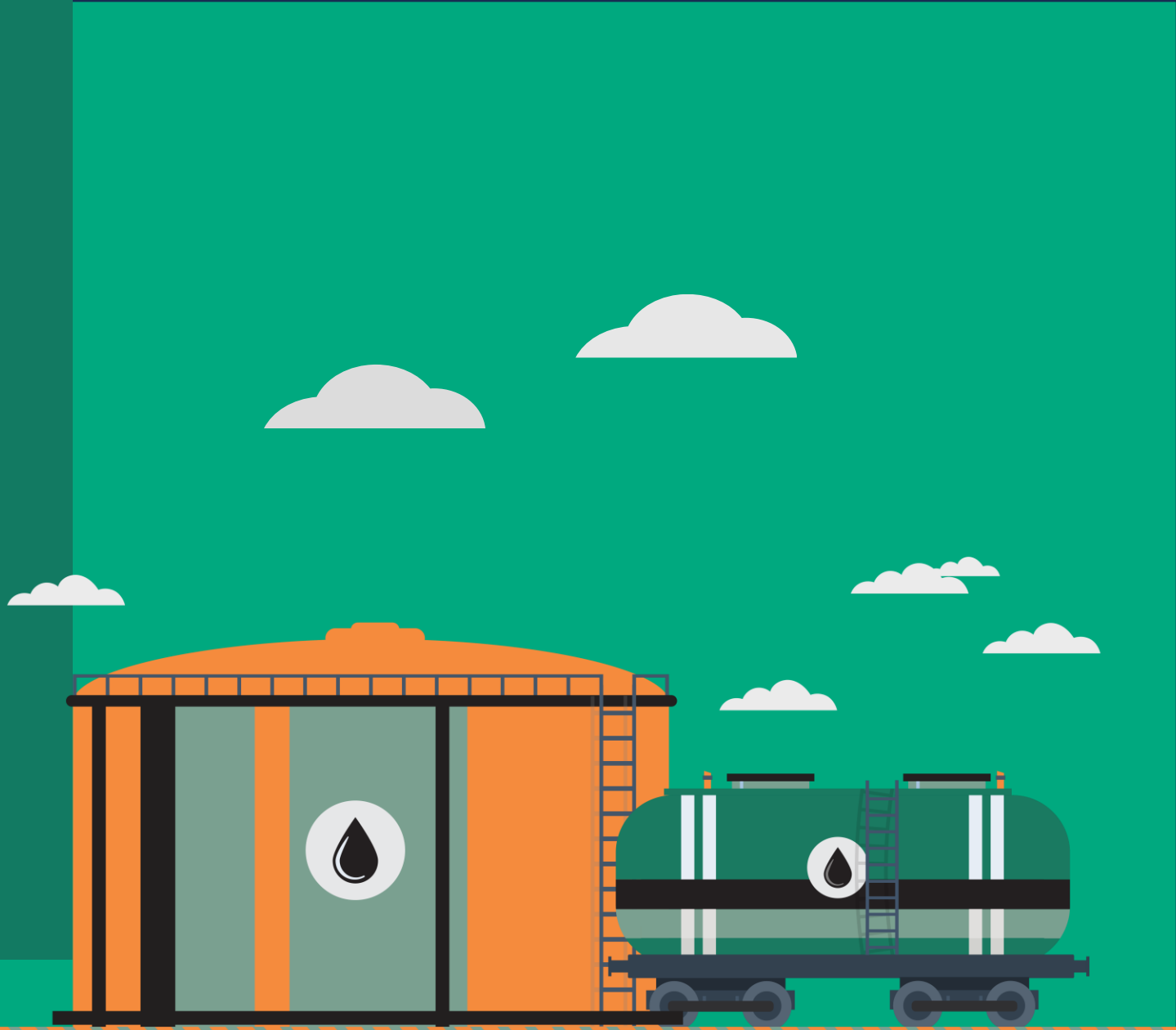


04

Financial Statements

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Cash Flow Summary 27



P&L Summary

(in ₹ Lakhs)

Particulars	FY20	FY21	FY22	FY23	FY24
Revenue from Operations	2,575.41	6,520.61	15,604.59	13,098.91	27,099.18
Total Income	2,578.12	6,529.07	15,634.10	13,100.38	27,191.89
Operating Expenses	2,383.06	6,230.20	14,332.27	10,640.42	22,650.72
EBITDA (excl. OI)	192.35	290.41	1272.32	2,458.49	4,448.46
EBITDA %	7.5%	4.5%	8.2%	18.8%	16.4%
Finance Cost	50.22	71.87	46.45	330.16	655.07
Depreciation & Ammortization	76.82	87.79	98.75	194.45	825.65
Profit Before Tax	68.02	139.21	1156.63	1,935.35	3,060.45
Profit After Tax	48.57	104.43	864.04	1,434.49	2,219.83
Earnings Per Share (₹)	1.68	3.61	14.26	15.25	22.76

Balance Sheet Summary

(in ₹ Lakhs)

Narration	FY20	FY21	FY22	FY23	FY24
Shareholders' Funds	214.00	318.43	2,663.41	7,671.50	14,412.44
Minority Interest	0.00	0.00	0.00	0.00	2.11
Non Current Liabilities	1,033.53	1,033.16	296.2	1,685.84	3,156.18
Long Term Borrowings	1,033.53	1,033.16	296.2	1,628.48	3,053.12
Current Liabilities	665.03	450.41	189.36	2,155.37	4,601.72
Short Term Borrowings	316.59	336.55	69.12	1,765.87	3,755.88
Trade Payables	315.57	15.99	0.00	-	-
Total Equity and Liabilities	1,912.56	1,802.00	3,148.97	11,512.71	22,172.45
Non Current Assets	568.41	629.21	657.39	5,603.86	8,454.04
Tangible Assets	560.99	607.5	612.84	2,566.39	7,369.03
CWIP	0.00	0.00	0.00	827.33	787.32
Current Assets	1,344.15	1,172.79	2,491.58	5,908.85	13,718.41
Inventories	712.59	714.71	853.19	3,657.34	8,457.33
Trade Receivables	553.61	26.19	718.67	1,359.16	3,443.73
Cash & Bank Balances	1.69	30.09	57.25	21.14	504.60
Total Assets	1,912.56	1,802.00	3,148.97	11,512.71	22,172.45

Cash Flow Summary

(in ₹ Lakhs)

Narration	FY20	FY21	FY22	FY23	FY24
Cash from Operating Activities	(994.37)	199.31	(284.65)	991.06	(1,555.80)
Cash from Investing Activities	(135.00)	(151.17)	(96.64)	(3,200.18)	(5,343.66)
Cash from Financing Activities	1117.48	(26.34)	415.06	2,167.02	7,382.92
Net Cash Flow	(11.90)	21.79	33.77	(42.1)	483.46
Cash at the Beginning of Year	13.59	1.69	23.48	63.24	21.14
Cash at the End of Year	1.69	23.48	57.25	21.14	504.6



05

H1FY25

Result Discussion

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Shareholding Pattern 31



Profit & Loss Summary

(in ₹ Lakhs)

Particulars	H1FY25	H2FY24	H1FY24	YoY Change (%)	Sequential Change (%)
Revenue from Operations	19,675.79	14,376.13	12,723.05	55%	37%
Total Income	19,712.38	14,466.17	12,725.72	55%	36%
Operating Expenses	16,068.30	11,927.83	10,722.89	50%	35%
EBITDA (excl. OI)	3,607.49	2,448.30	2,000.16	80%	47%
EBITDA %	18.3%	17.0%	15.7%	261 BPS	130 BPS
Finance Cost	407.34	362.81	292.26	39%	12%
Depreciation & Ammortization	756.60	645.02	180.62	319%	17%
Profit Before Tax	2,480.14	1,530.51	1,529.95	62%	62%
Profit After Tax	1,783.43	1,140.27	1,079.57	65%	56%
Earnings Per Share (₹)	17.36	11.56	11.19	55%	50%

55%

H1FY25 Revenue from Operations at 19,675.79 Lakhs compared to 12,723.05 Lakhs in H1FY24

80%

H1FY25 EBITDA at 3,607.49 Lakhs compared to 2,000.16 Lakhs in H1FY24

65%

H1FY25 PAT at 1,783.43 Lakhs compared to 1,079.57 Lakhs in H1FY24

Management Commentary



**Mr. Gaurang
Rameshchandra Shah**

CHAIRMAN CUM
MANAGING DIRECTOR

"I am pleased to share the financial results of H1FY25, which once again underscore Kotyark Industries' pivotal role in advancing India's transition towards sustainable biofuels. Our commitment to this mission is reflected in our impressive performance across key financial metrics.

Kotyark Industries has reported a top line of ₹19,675.79 lakhs, marking a remarkable growth of 55% YOY and 37% sequentially. This growth can be directly attributed to increased volumes delivered to our Oil Marketing Company (OMC) customer segment, demonstrating our ability to meet rising demand in the biofuels sector.

Our profitability remains healthy with EBITDA margins at 18.3% in H1FY25, compared to 17.0% in H2FY24 and 15.7% in H1FY24. This improvement reflects our ongoing efforts to enhance operational efficiency and manage costs effectively while scaling our production capabilities.

In my previous commentary, I highlighted delays in the receipt of Purchase Orders (POs) and Indents of Supply against allocated tenders from OMCs, which limited revenue growth last year. I am pleased to report that this situation has partially improved, with a better response from OMCs in recent months. However, we recognize that there is still room for improvement, and we anticipate further progress by the end of the financial year on this front.

While we did experience some order lapses in H1 FY25 due to non-receipt of POs and Indents, we remain optimistic about future developments in this area. The ongoing support from both OMCs and the Government of India towards biofuel transition remains robust.

We are also excited to commemorate 3 years since Kotyark's listing as of Vikram

Samvat 2081. In recognition of this milestone, the Board of Directors has decided to reward our shareholders with an interim dividend of ₹7.5 per equity shares as on record date i.e. 15.11.2024.

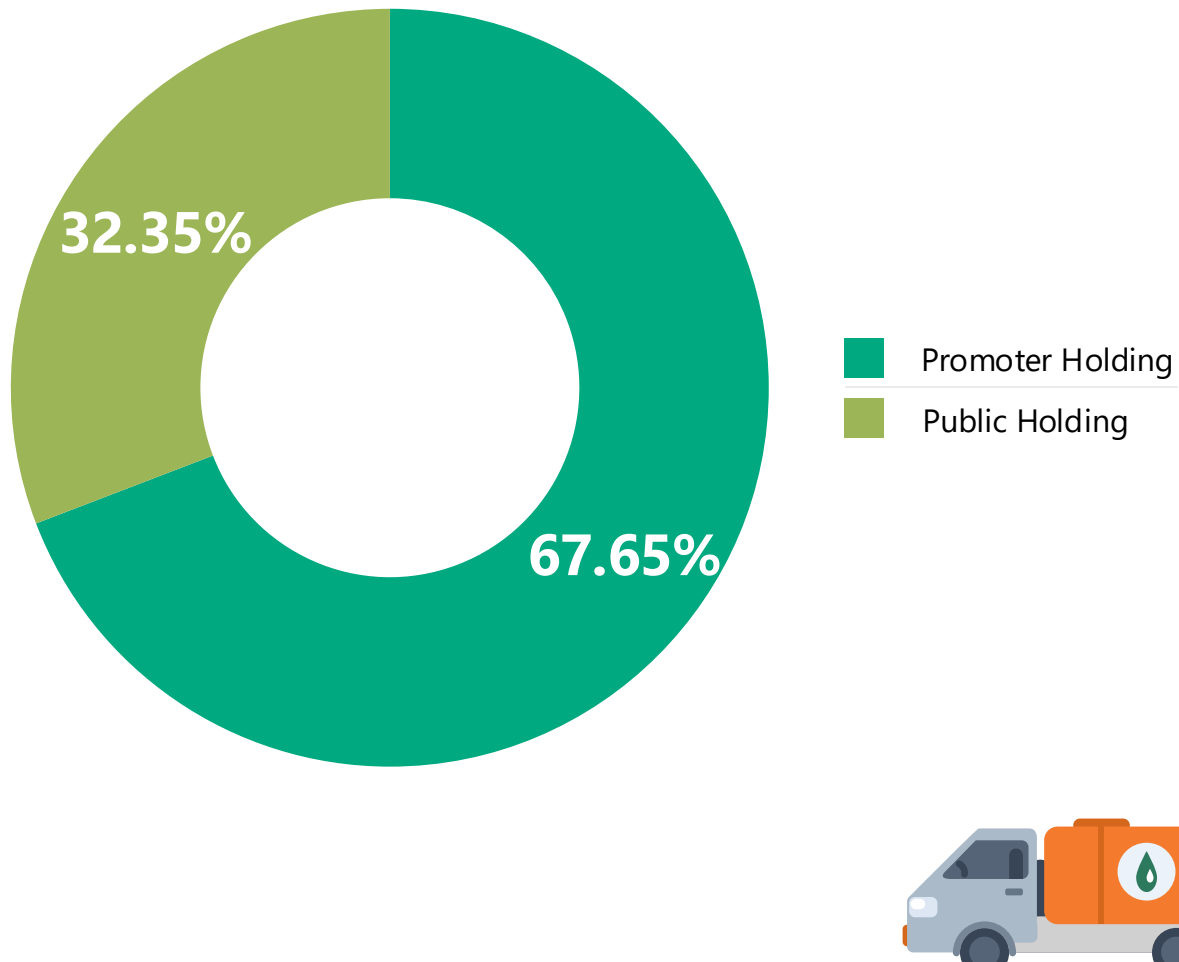
Furthermore, we are pleased to announce that the Board has approved the migration of Kotyark Industries Limited to the mainboard of both NSE and BSE. We have initiated further proceedings on this front, which we believe will enhance our visibility and accessibility to a broader investor base.

In conclusion, we remain committed to our strategic objectives and are optimistic about the opportunities that lie ahead as we continue to lead in the biofuels sector."

Shareholding Pattern

Shareholding Pattern

(As of September 30, 2024)



Current Market Price

1,122.95

52 Week High/Low

1,582.00/720.00

Market Capitalization

1,154.29 Crores

No. of Shares Outstanding

102.79 Lakhs

NSE Symbol

KOTYARK

(Market close price data as of October 29, 2024)





Get in Touch

GAURANG SHAH

Chairman cum Managing Director
KOTYARK INDUSTRIES LIMITED

info@kotyark.com

Safe Harbor

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