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**Ph. : 0265 - 2773672, 2773535**

**Factory:**  
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Swaroopgunj, Dist. Sirohi, Rajasthan - 307023



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

**CIN : U24100GJ2016PLC094939 • GST : 08AAGCK3927K1Z7**

**Date: May 18, 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

KOTYARK INDUSTRIES LIMITED

India's only  
pure play listed  
**Biodiesel company**

INVESTOR PRESENTATION



MAY 2024



# Inside the Presentation

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- 01.** Company Overview
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# 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 with a capacity of 500 KL of per day another unit at Anand, Gujarat with a capacity of 100 KL per day from multi feedstock.



2,19,000 KL

Cumulative Annual Biodiesel Production Capacity



NSE Emerge

Listed via IPO in 2021



Only Pure Play Listed

Biodiesel Company in India



109

Total Team Strength



Diversified

Revenue Streams



Zero Effluent Discharge

Company



Indigenously Designed

Manufacturing Facility





# Corporate Ethos



## 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.



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.**



# 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 70 MT per day glycerin plant at its Sirohi unit in Rajasthan.

# Core Competencies

Within its six 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



## State-of-the-art facilities

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

**Feedstock  
Pre-treatment**

**Transesterification  
& Separation**

**Washing**

**Drying**



## Indigenously designed

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



## 2,19,000<sub>KL</sub>

Biodiesel Annual Production Capacity of 2,19,000 KL.



## Unutilised capacity

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



## ~25,550 MT

Glycerin Annual Production Capacity of ~25,550 MT.



# Manufacturing Process

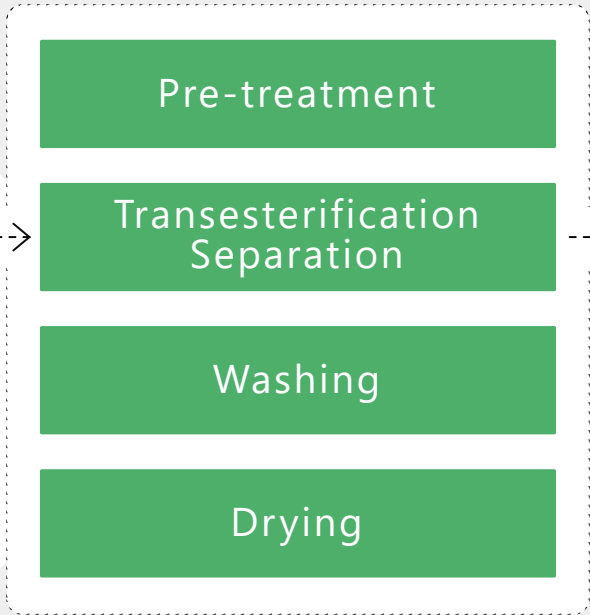


## Inputs



**METHANOL  
& CATALYST**

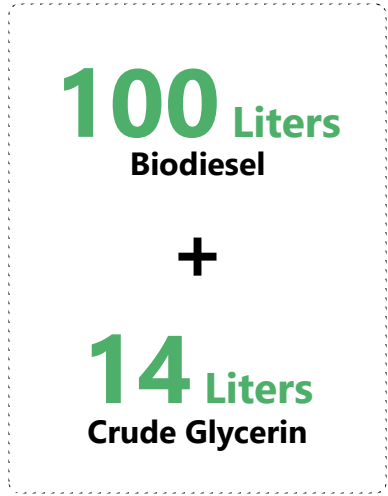
**OIL & FATS**



**CRUDE GLYCERIN**

**BIODIESEL**

## Output (Yields up to 99%)



Glycerin Processing  
Plant

**GLYCERIN**



# 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 AND MANAGING  
DIRECTOR

Mr. Gaurang Shah was appointed on the Board of the Company on December 12, 2018 and was further designated as the Chairman and 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. Dhruti Mihir Shah**

WHOLE TIME DIRECTOR

Mrs. Dhruti Shah was appointed on the Board of the Company on December 30, 2016 and was further designated as the Whole Time Director of the Company on August 09, 2021. She holds a Masters' 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.

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# Industry Opportunity

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Indian Biodiesel  
Opportunity **15**

Indian Government  
Policy on Biodiesel **17**

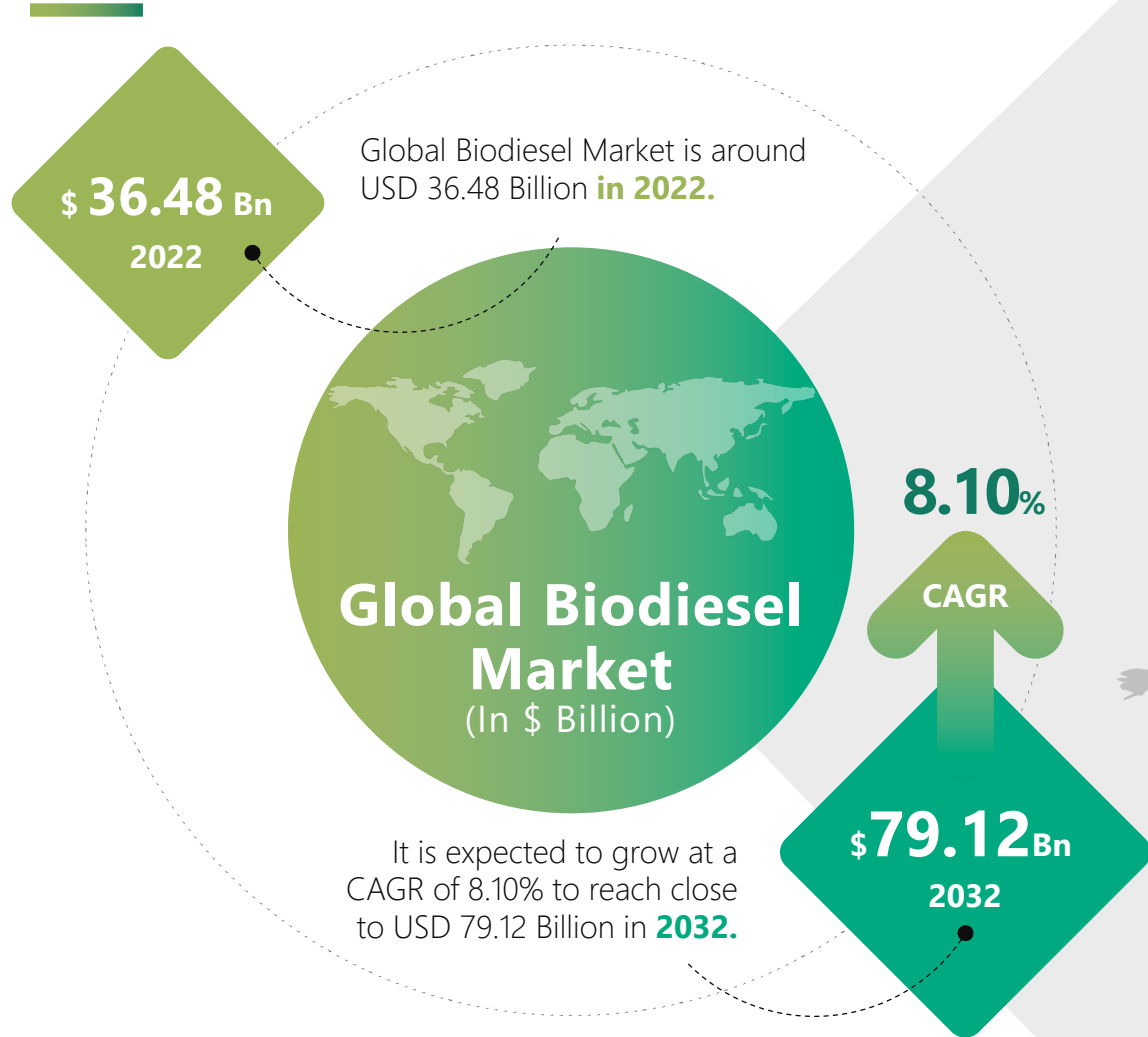
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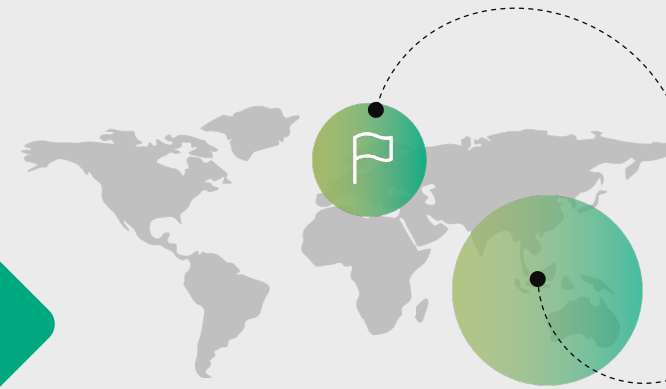
# Global Biodiesel Opportunity



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, Jetropha, Mahua among others. The feedstock used in a country is dependent on crop availability.



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

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

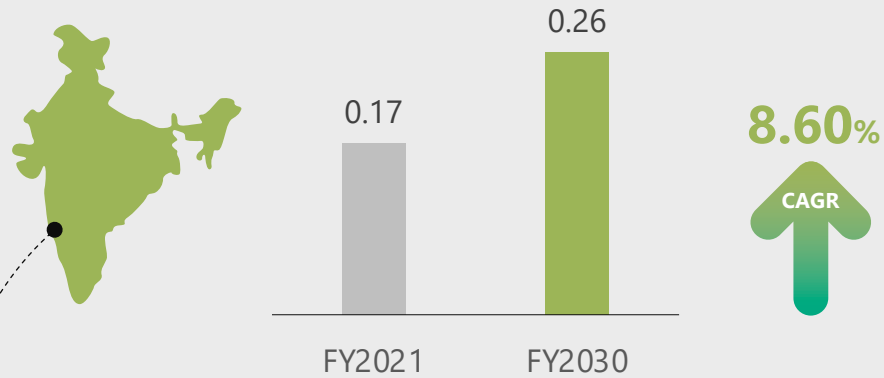


# Indian Biodiesel Opportunity



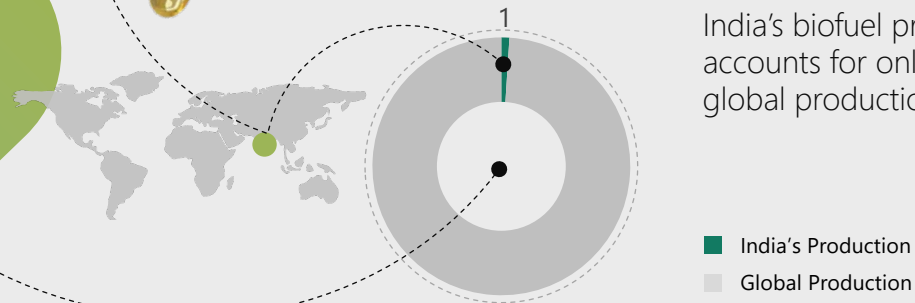
## India's Biodiesel

Figures (in Million Tonnes)



## Biofuel Production

Figures (in %)



## Biodiesel procurement by OMCs

Figures (in crores litres)



## 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.

Source: Chemanalyst India Biodiesel Market



# Indian Biodiesel Opportunity (cont.)



## Growth Drivers

- 01 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.
- 02 Increasing crude oil import bills made the Indian government switch to domestic fuel alternatives, with biodiesel being the frontrunner.
- 03 Initiation of the National Policy on Biofuels in 2018 will push the demand for Biodiesel in the coming years.

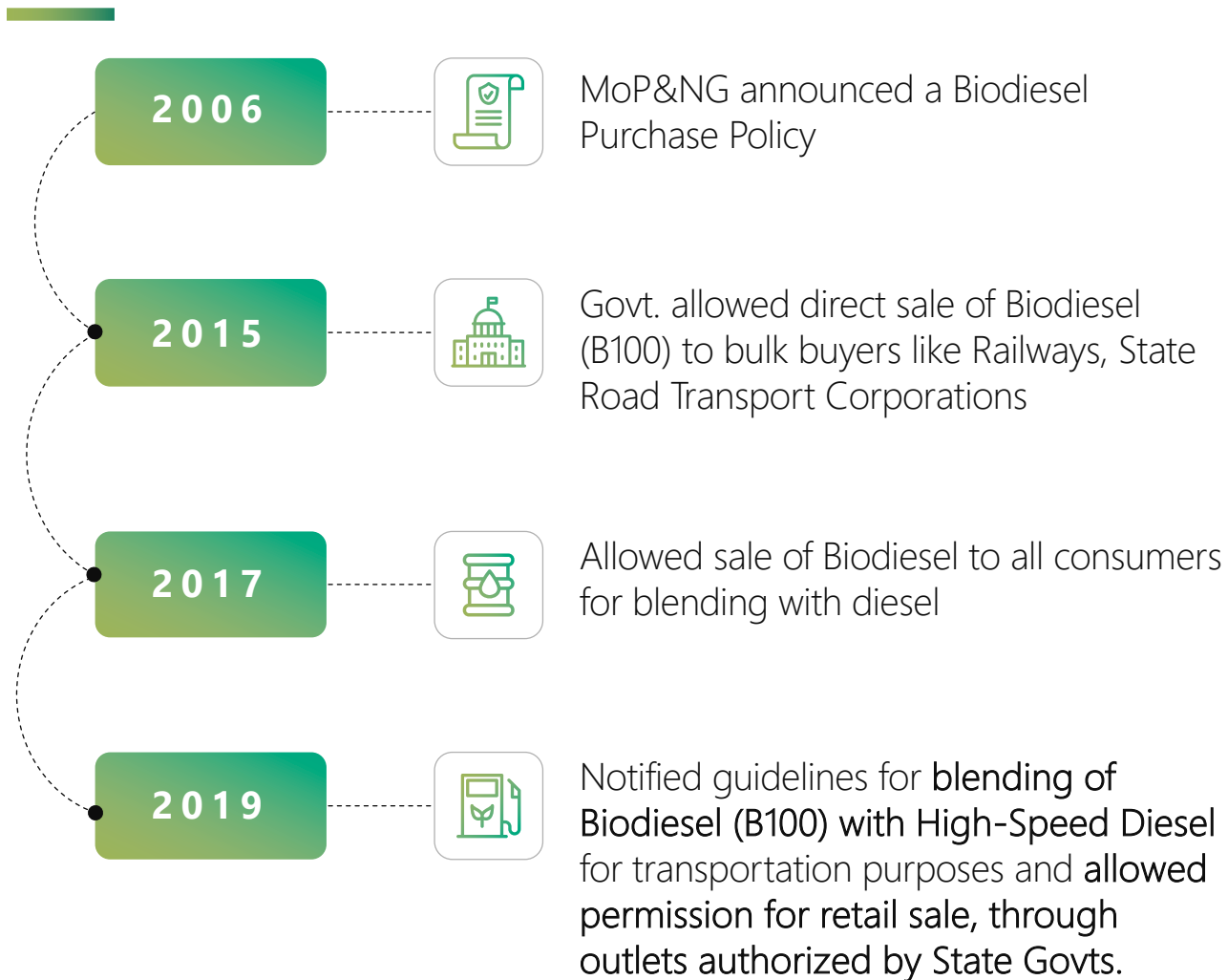


## Raw Material Sourcing

- 01 Presently, biodiesel is being produced in the country primarily from imported palm stearin oil.
- 02 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.
- 03 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



- 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.

## The state has decided to:



Focus on increasing **production of oilseeds**



Establish a Centre of Excellence in Udaipur to **promote research** in the fields of alternative fuels and energy resources



Promote **marketing of biofuels** and raise awareness about the same



Encourage **setting up of supply chain** mechanisms for biodiesel production from non-edible oilseeds, used cooking oil and short gestation crops



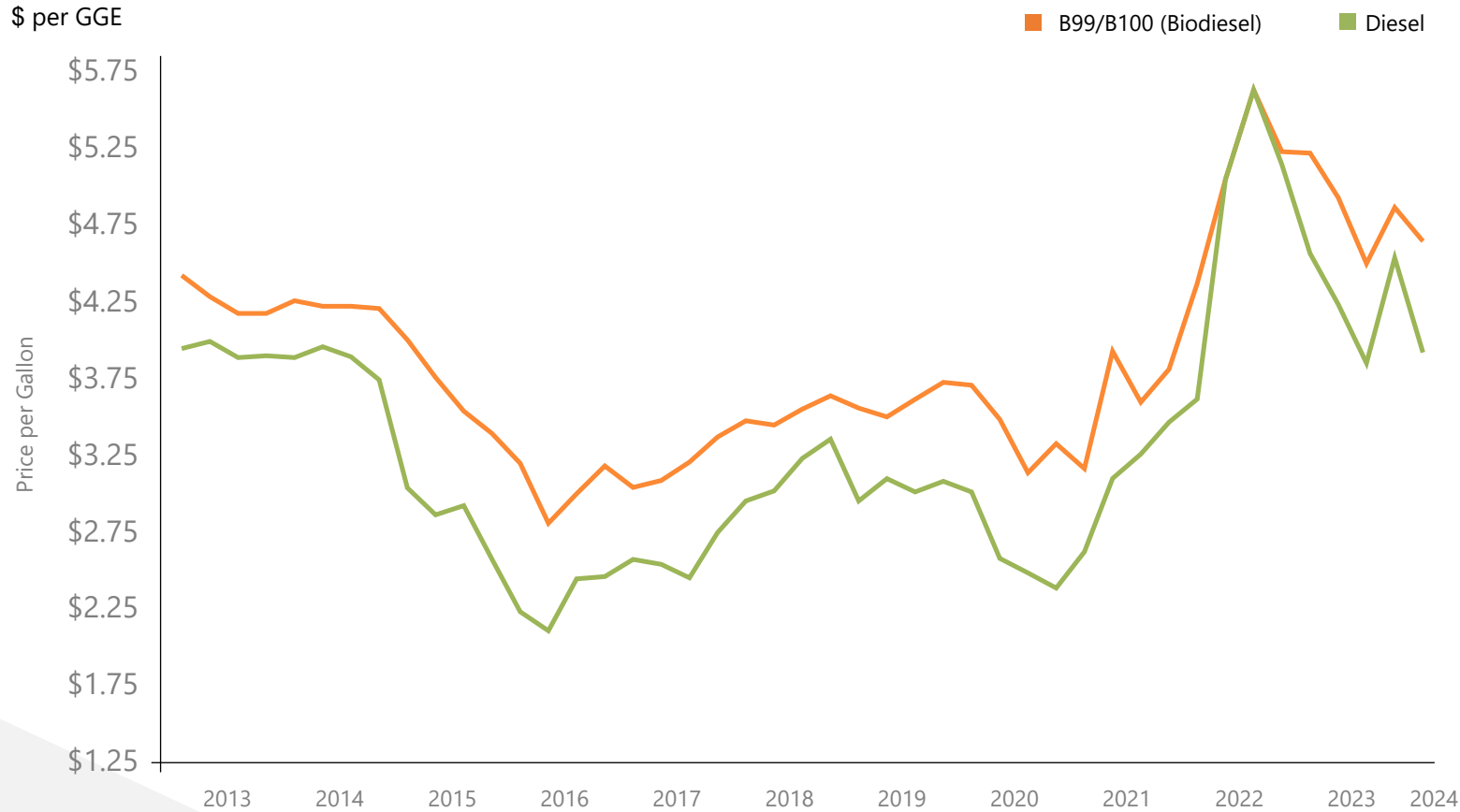
Moreover, the State Rural Livelihood Development Council aims to encourage **women's self help groups** to explore the scope for additional income through the supply of biodiesel





# A use case for Biodiesel in India

## Average Retail Fuel Prices in the United States



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

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# Strategic Overview

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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.



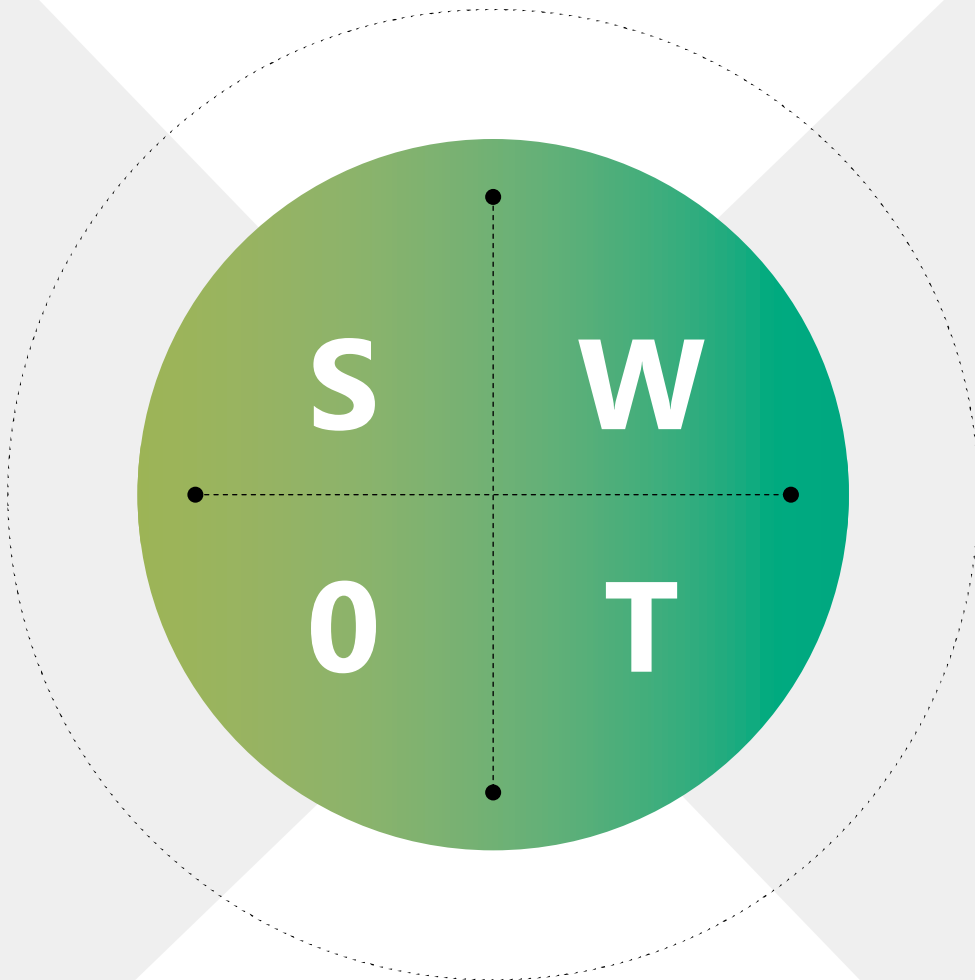
# SWOT Analysis

## Strengths

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

## 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 15<sup>th</sup> September 2020 to 31<sup>st</sup> March 2022



## Weakness

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

## 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



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# Financial Statements

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# P&L Summary

(in ₹ Lakhs)

Particulars	FY20	FY21	FY22	FY23	FY24
<b>Revenue from Operations</b>	<b>2,575.41</b>	<b>6,520.61</b>	<b>15,604.59</b>	<b>13,098.91</b>	<b>27,099.18</b>
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
<b>EBITDA %</b>	<b>7.5%</b>	<b>4.5%</b>	<b>8.2%</b>	<b>18.8%</b>	<b>16.4%</b>
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
<b>Shareholders' Funds</b>	<b>214.00</b>	<b>318.43</b>	<b>2663.41</b>	<b>7,671.50</b>	<b>14,412.44</b>
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	-	-
<b>Total Equity and Liabilities</b>	<b>1,912.56</b>	<b>1,802.00</b>	<b>3148.97</b>	<b>11,512.71</b>	<b>22,172.45</b>
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	2491.58	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
<b>Total Assets</b>	<b>1,912.56</b>	<b>1,802.00</b>	<b>3148.97</b>	<b>11,512.71</b>	<b>22,172.45</b>



# 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

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# H2FY24 Result Discussion

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# Profit & Loss Summary

(in ₹ Lakhs)

Particulars	H2FY24	H1FY23	H2FY23	YoY Change (%)	Sequential Change (%)
<b>Revenue from Operations</b>	<b>14,376.13</b>	<b>12,723.05</b>	<b>7,816.35</b>	<b>84%</b>	<b>13%</b>
Total Income	14,466.17	12,725.72	7,817.38	85%	14%
Operating Expenses	11,927.83	10,722.89	5,878.42	103%	11%
EBITDA (excl. OI)	2,448.30	2,000.16	1,937.93	26%	22%
<b>EBITDA %</b>	<b>17.0%</b>	<b>15.7%</b>	<b>24.8%</b>	<b>-31%</b>	<b>8%</b>
Finance Cost	362.81	292.26	181.14	100%	24%
Depreciation & Ammortization	645.02	180.62	100.18	544%	257%
Profit Before Tax	1,530.51	1,529.95	1,657.64	-8%	0%
Profit After Tax	1,140.27	1079.57	1,282.32	-11%	6%
Earnings Per Share (₹)	11.56	11.19	13.3	-13%	3%

## 84%

H2FY24 Revenue from Operations at 14,376.13 Lakhs compared to 7,816.35 Lakhs in H2FY23

## 26%

H2FY24 EBITDA at 2,448.30 Lakhs compared to 1,937.93 Lakhs in H2FY23

## (11%)

H2FY24 PAT at 1,140.27 Lakhs compared to 1,282.32 Lakhs in H2FY23



# Order Book Update

## Kotyark Industries – Order Flow for FY24

(Volumes in KL)

Allocation Sheet Received	Purchase Order Received	Indent Received	Delivery Completed
1,54,867	31,147	20,661	20,541

## Yamuna Bio Energy – Order Flow for FY24

(Volumes in KL)

42,303	7,122	6,563	6,563
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## Cumulative Order Flow for FY24

(Volumes in KL)

1,97,170	38,269	27,224	27,104
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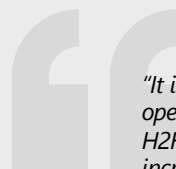


# Management Commentary



**Mr. Gaurang Rameshchandra Shah**

CHAIRMAN AND  
MANAGING DIRECTOR



*"It is my pleasure to present to you the financial and operational performance of Kotyark Industries Limited for the H2FY24 and the full FY24. H2FY24 witnessed a significant increase in Revenue from Operations, both on a YOY basis and sequentially. Revenue from Operations stood at ₹144 Crore in H2FY24, growing by an impressive 84% YOY and 13% sequentially. This growth is a testament to the Company's ability to capitalize on market opportunities.*

*EBITDA margin stood at a healthy 17.0% in H2FY24, compared to 15.7% in H1FY24. It is important to note that H2FY23 profitability was exceptionally high due to a few strategic order wins and low-cost inventory at the time. PAT growth has been lesser than EBITDA on account of higher depreciation expense from the recently concluded CAPEX. This will normalise in due course of business.*

*While Kotyark's business has shown substantial growth in FY24, with Revenue from Operations reaching ₹271 Crore, more than double the previous year's ₹131 Crore, it still did not realize its full potential. This was primarily due to delays in the issuance of Purchase Orders by Oil Marketing Companies (OMCs) against the tenders won by the company. In many cases, even after the issuance of Purchase Orders, the required Indent for supply came late. These delays from OMCs have led to the lapse of orders in some instances, leading the company unable to supply such orders.*

*Out of the cumulative allocations received by Kotyark Industries and Yamuna Bio Energy in FY24, Purchase Orders have been received for only a partial quantity, and out of that, Indent has been received for an even lesser volume. The mismatch between allocations and actual business has been primarily due to this reason. Industry participants are actively*

*working with the OMCs to resolve these issues and ensure a smoother flow of Purchase Orders. As the entire mechanism of biodiesel procurement is relatively new, some teething issues are expected, which should be resolved in due course. The Company continues to receive additional orders, as signalled by the recent order announcement in May, which itself is a partial allocation of a larger tender.*

*One of the significant milestones achieved in the previous financial year was Kotyark's accreditation under Verra, the globally recognized standard for carbon certification. This landmark accomplishment positions Kotyark as the first Indian company in the Biodiesel sector to receive this recognition. By adopting innovative and eco-friendly practices, Kotyark Industries has successfully earned 57,874 carbon credits for the period from September 15, 2020, to March 31, 2022, as confirmed by the Verra registry on March 2, 2024.*

*Taking into account the financial performance, robust reserves, and comfortable capital structure of the company, the Board of Directors has announced a dividend of ₹7.5 per equity share. This decision reflects the company's commitment to rewarding its shareholders and maintaining a balanced approach to growth and shareholder returns.*

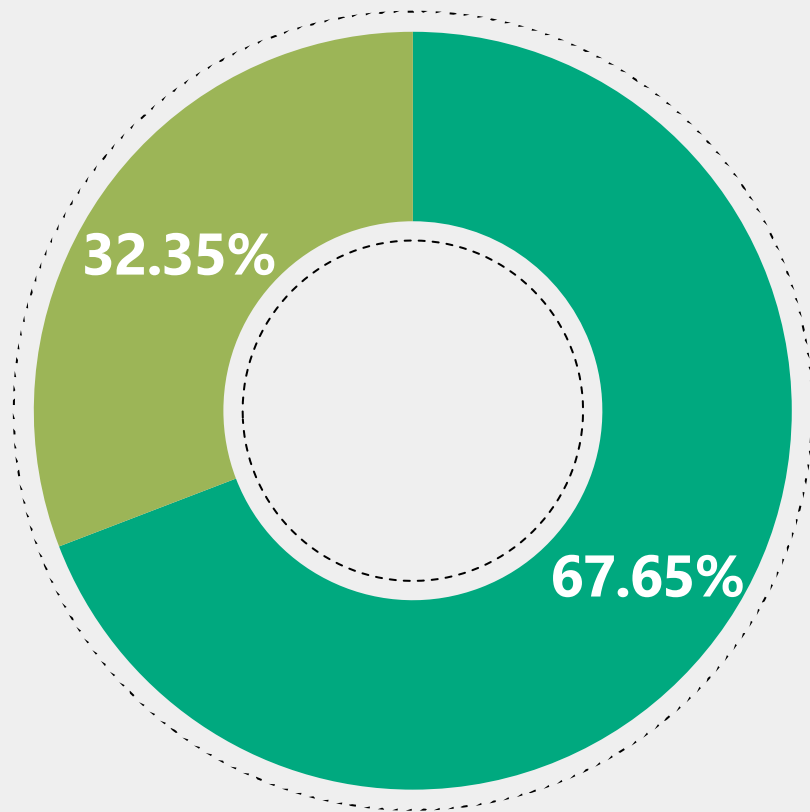
*In conclusion, Kotyark Industries Limited is on a remarkable growth trajectory, despite facing temporary headwinds. The company remains confident in its ability to address these challenges, capitalize on the opportunities, and deliver long-term value to its shareholders. We appreciate your continued support and trust in our company."*





# Shareholding Pattern

## Shareholding Pattern

(As of March 31, 2024)



-  Promoter Holding
-  Public Holding

### Current Market Price

**1,340.95**

52 Week High/Low

1,582.00/420.10

Market Capitalization

1,378.38 Crores

Shares Outstanding

1.03 Lakhs

NSE Scrip Code

KOTYARK

(Market close price data as of May 17, 2024)



# Get in Touch

**GAURANG SHAH**

Chairman & Managing Director  
KOTYARK INDUSTRIES LIMITED

info@kotyark.com

## Safe Harbor

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