



INVESTOR PRESENTATION

Q2FY24 | October 2023

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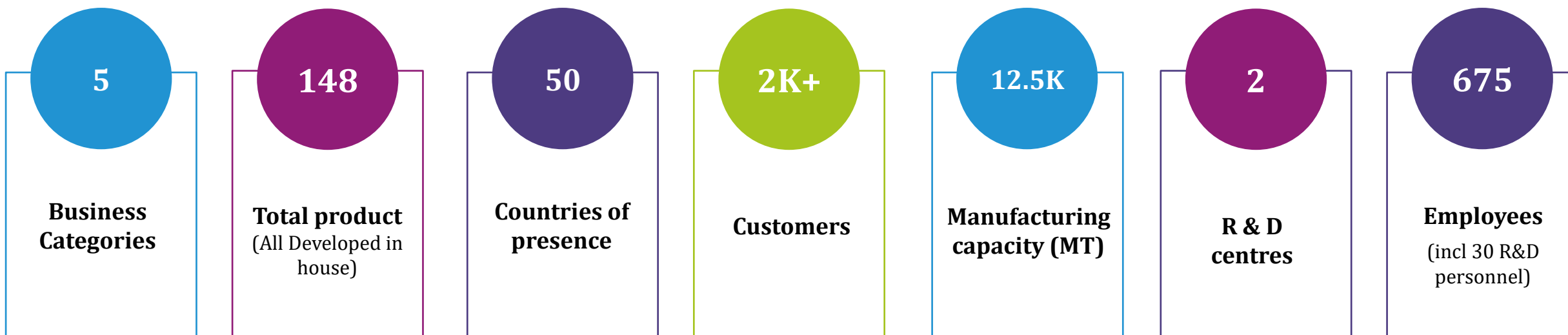
COMPANY OVERVIEW



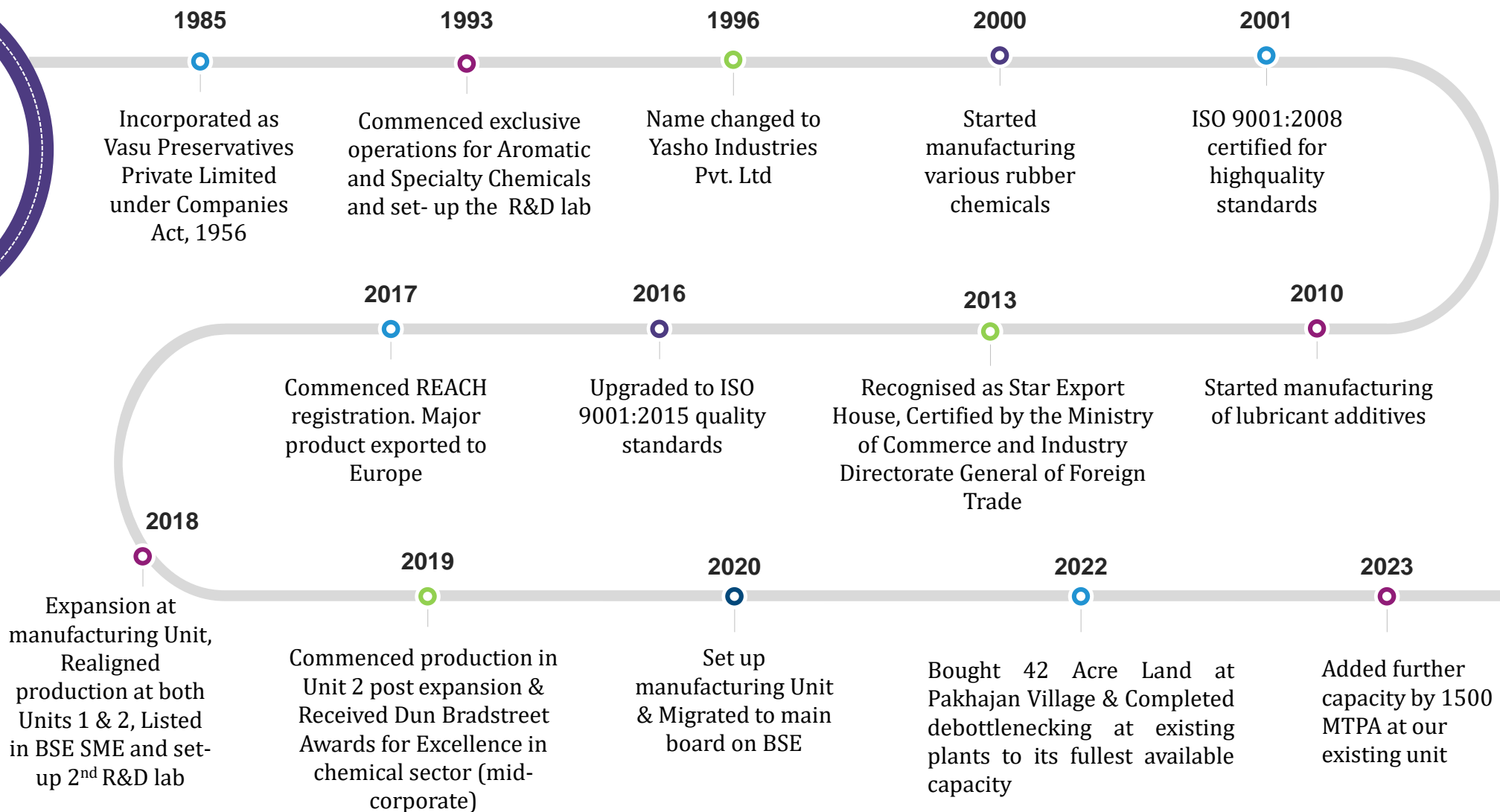
Business Overview

Leading specialty and performance chemicals manufacturer

Yasho Industries is a pioneer in specialty and fine chemicals manufacturing, incorporated in 1985 by Mr. Vinod Jhaveri. Equipped with a dedicated research and development centre and state-of the-art manufacturing facilities, we manufacture 148 products across five business verticals - Food Antioxidants, Aroma Chemicals, Rubber Chemicals, Lubricant Additives, and Specialty Chemicals. Our diverse product portfolio helps us serve a dynamic and far-reaching customer base across the world including the United States of America (USA), Europe, Asia, and the Middle East, securing around 65% of revenue from exports.



History Timeline



Board of Directors



MR. VINOD JHAVERI

Chairman & Executive Director



MR. PARAG JHAVERI

Managing Director & CEO



MR. YAYESH JHAVERI

Whole Time Director



MR. ANURAG SURANA

Non-Executive Independent Director



MR. U R BHAT

Non-Executive Independent Director



DR. PRAKASH BHATE

Non-Executive Independent Director



MRS. SUDHA NAVANDAR

Non-Executive Independent Director

Diversified portfolio of over 148 products

Consumer Division

Applications

- Flavours and fragrances; personal care products - cosmetics & toiletries
- Agro chemicals as pheromones; Pharmaceutical products such as pain relief, cold & cough formulations
- Dentifrices and oral care preparations including toothpaste, tooth powder and mouthwash
- Edible oil, Confectioneries & food stuff, Animal feed, Vitamin premix, Nutraceutical

Offerings - Chemicals like fatty esters and natural essential / aroma oils find utilisation in various industries.

Branded as YANTQ, with their superior anti-oxidative power, find widespread application in keeping food fresh and appetising for a longer time while enhancing its nutrient content

Industrial Division

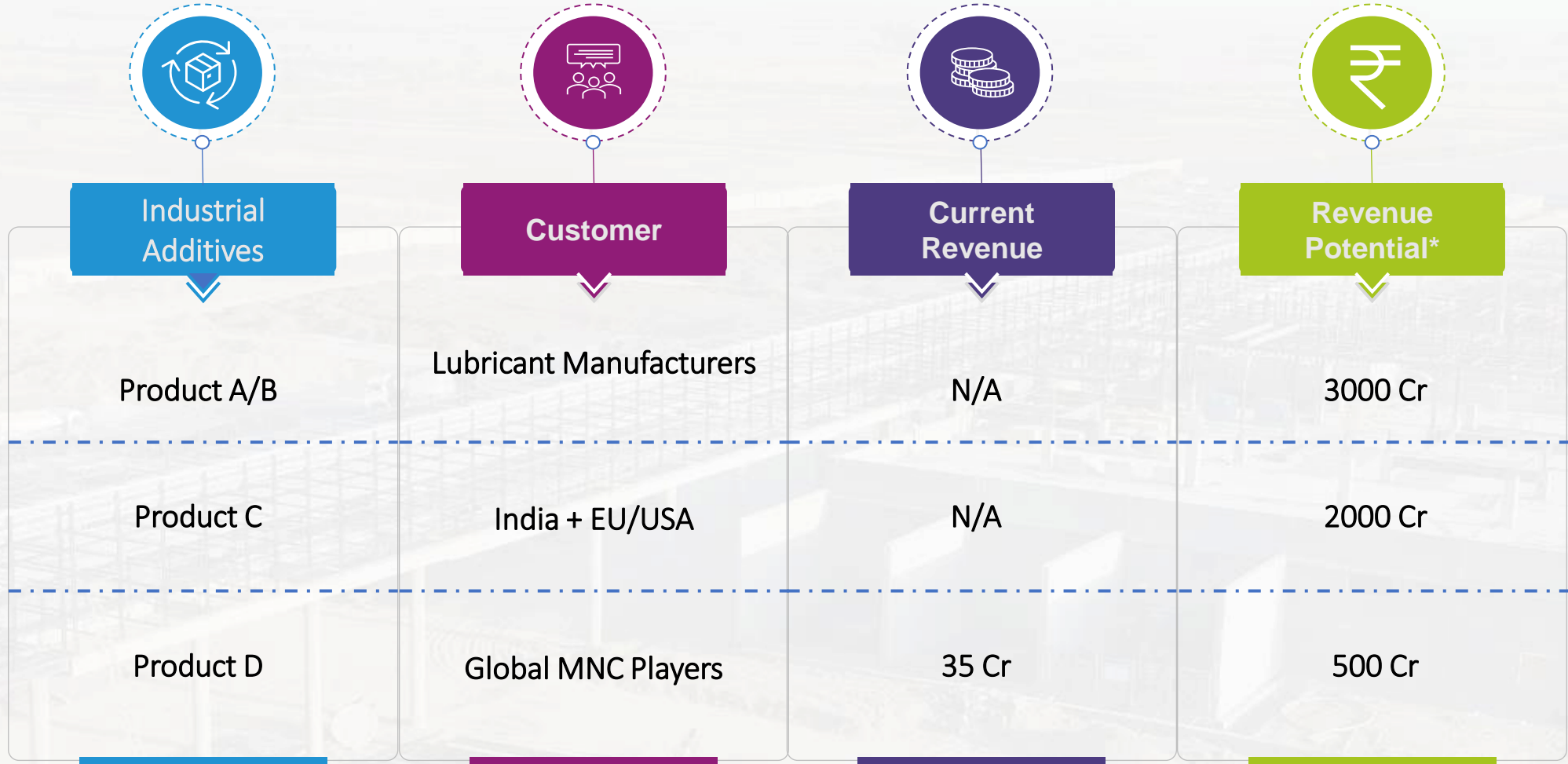
Applications

- Tyres, Automobile components, Conveyor belts, surgical gloves, latex gloves, condoms, balloons
- Hydraulic, turbine, engine & gear oils, metal working fluids & greases
- Stabilisers for acrylics, printing inks/coating, UPR resins and fibre composite resins
- Intermediates for API and bulk drugs, and agrochemicals




Offerings - Products like tyres and automotive components like hoses, seals, conveyor belts etc.

Branded as YALUB elevate the performance of lubricants by improving boundary lubricity, oxidation resistance, extreme pressure properties, and inhibiting corrosion

Product Pipeline & Revenue Potential



Manufacturing Capabilities

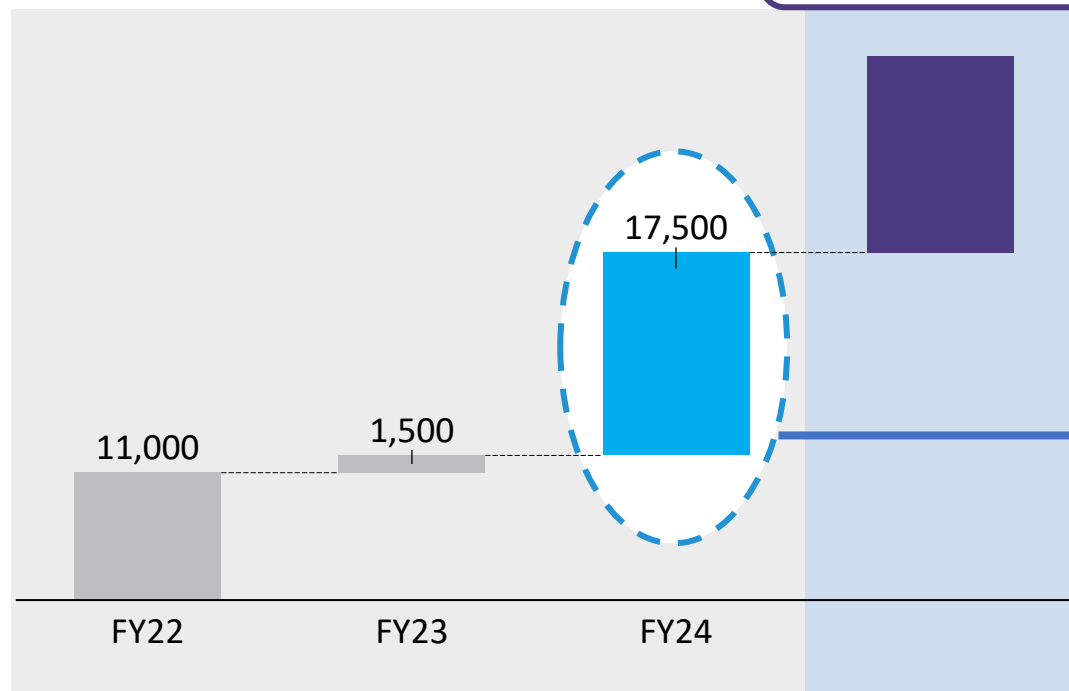
| | Capacity  | Capacity Additions  | Prowess  |
|---------------------------------|---------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|
| Manufacturing Unit - I | 5,850 MTPA | 1500 MTPA added with process change and plant correction | Located close to Nhava Sheva Sea Port Efficient Logistics |
| Manufacturing Unit - II | 5,450 MTPA | 900 MTPA capacity added through debottlenecking | Multi-purpose plant to serve diverse industries |
| Manufacturing Unit - III | 1,200 MTPA | Warehousing & 1,200 MTPA capacity commissioned | Dedicated R&D facility to expand product range |

The upcoming new facility in Pakhajan, Dahej with a capacity of 17,500 MT, strategically focused on the production of Lubricant and rubber chemicals.

Update on Capex – Trial run to start in Q3FY24

Capacity Expansion

50% of land is still available in Pakhajan for expansion



To address the Demand Supply Gap through capacity expansion

Greenfield Project at Pakhajan, Gujarat

Estimated Cost

~ Rs 400 Crores for Phase 1

Target Products

Industrial Chemicals, EBITDA Margin > 20%

Timeline

~Q4FY24 to commence production

Estimated Revenue

~ Rs 550 – 600 Crores from Phase 1

Source of Funding

~Rs 269 Crores from Bank loans & ~ Rs 131 Crores via internal accruals and equity already raised

Usage of Land

Phase 1 will use 50-55% of the newly acquired 42-acre land

Green Field Project at Pakhajan, Gujarat





Research & Development

- As the cornerstone of our business, R&D is led by our promoters with active contribution and guidance
- We are working on process improvements and new products which align with our business portfolio
- Recently, we have upgraded our R&D facility and now have more than 30 chemists contributing actively
- Several projects are in various stages of development, and we are confident that this will help us to achieve our future growth



Quality Control

- Research & Development & Quality Control is our core strength. YIL continues to invest in R&D and technological upgradation to ensure sustainable operations throughout its facilities
- Our In-house testing facility & the state-of-the-art laboratory uses modern quality control methods and sophisticated instrumentation such as:
 - AAS(Atomic Absorption Spectrophotometer)
 - CHNS Analyzer
 - Differential Scanning Calorimeter (DSC)
 - FTIR (Fourier Transforms Infrared Spectrophotometer)
 - GC (Gas Chromatography)
 - HPLC (High-Performance Liquid Chromatography)
 - UV Spectrophotometer

Certifications & Accreditation



ISO Certification



FSSC 22000 Certification



FSSAI Certification



NSF Certified



STAR KOSHER Certification



FAMIQS Certification

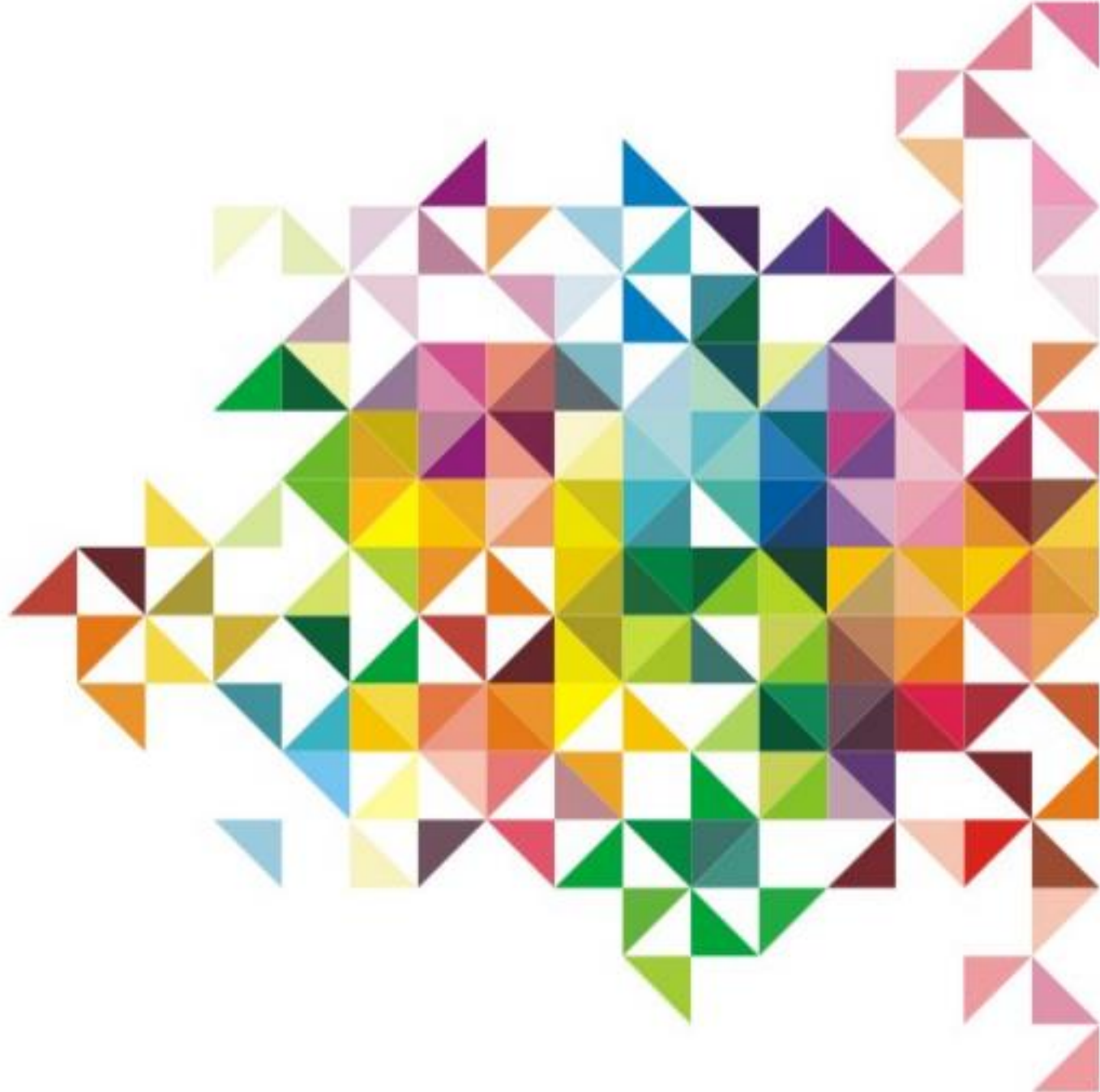


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Q2 & H1 FY24 Results Highlights



Results Highlights (Q2 FY24)



(INR. in lakhs)

Total Income

19,515



Q2FY23

14,349



Q2FY24

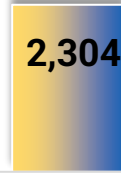
Operating EBITDA & Margin

19.1%



Q2FY23

16%



Q2FY24

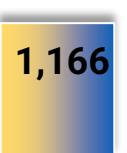
PAT & PAT Margin

11.4%



Q2FY23

8.1%



Q2FY24

Category-wise Revenue Breakup

Industrial Chemicals

Consumer Chemicals

Q2 FY24

84%

16%

Q2 FY23

80%

20%

Geography-wise Revenue Breakup

International

Domestic

Q2 FY24

60%

40%

Q2 FY23

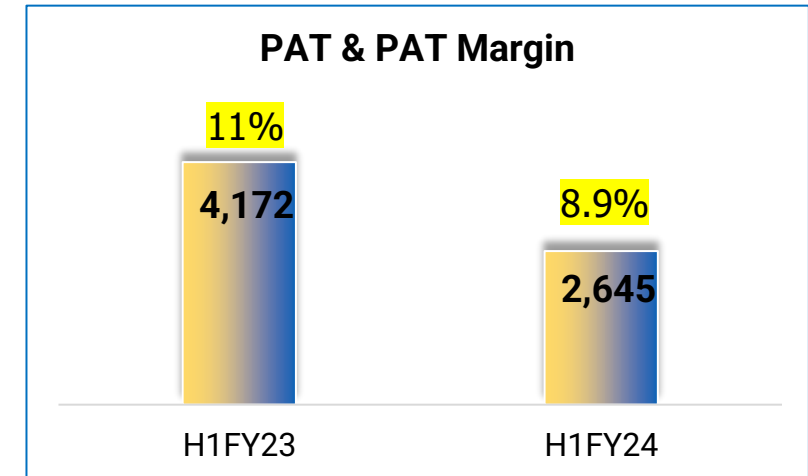
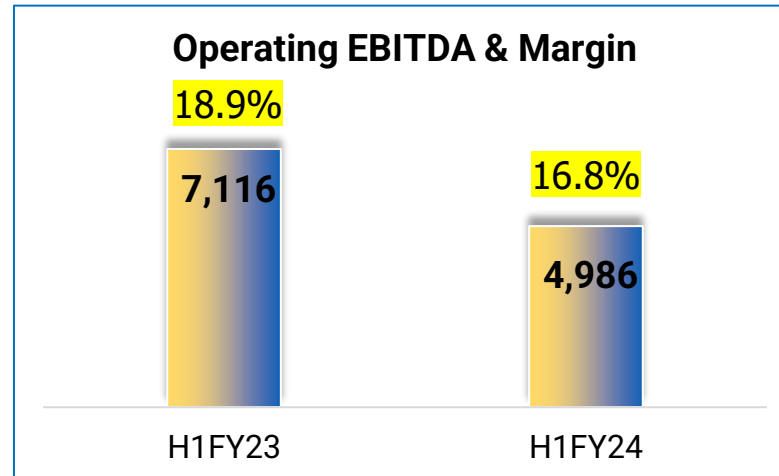
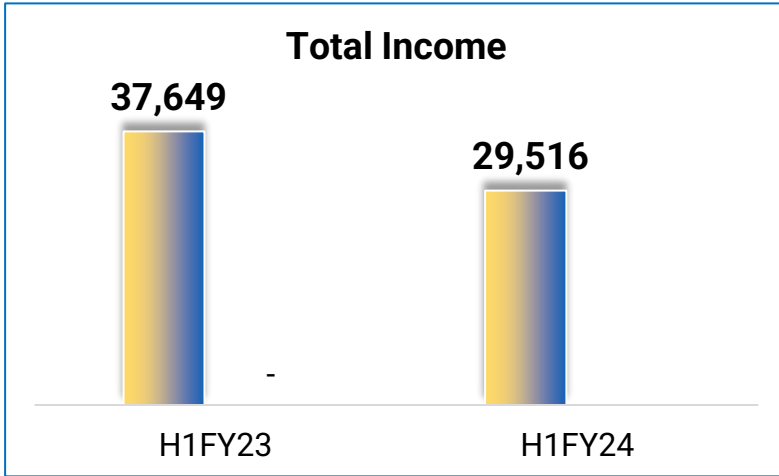
69%

31%

Results Highlights (H1 FY24)



(INR. in lakhs)



Category-wise Revenue Breakup

| | Industrial Chemicals | Consumer Chemicals |
|----------------|----------------------|--------------------|
| H1 FY24 | 83% | 17% |
| H1 FY23 | 79% | 21% |

Geography-wise Revenue Breakup

| | International | Domestic |
|----------------|---------------|------------|
| H1 FY24 | 62% | 38% |
| H1 FY23 | 69% | 31% |

Consolidated Income Statement – Q2 & H1 FY24

| Particulars (INR in Lac) | Q2 FY24 | Q2 FY23 | Y-o-Y | Q1FY24 | Q-o-Q | H1FY24 | H1FY23 | Y-o-Y |
|------------------------------------------------------------|---------------|---------------|-------------|---------------|-------------|---------------|---------------|---------------|
| Revenue from Operations | 14,109 | 19,347 | -27% | 15,031 | -6% | 29,140 | 37,071 | -21% |
| Other Income | 240 | 169 | | 136 | | 376 | 578 | |
| Total Revenue | 14,349 | 19,515 | | 15,167 | | 29,516 | 37,649 | |
| Cost of Material Consumed | 8,338 | 12,404 | | 8,906 | | 17,244 | 25,298 | |
| Change in Inventories of Finished goods & Work in Progress | 1,030 | (953) | | 936 | | 1,966 | (3,604) | |
| Total Raw Material | 9,368 | 11,451 | | 9,842 | | 19,209 | 21,694 | |
| Gross Profit | 4,981 | 8,064 | | 5,325 | | 10,307 | 15,955 | |
| Gross Profit Margin (%) | 35.3% | 41.7% | | 35.4% | | 35.4% | 43.0% | |
| Employee Expenses | 1,055 | 1,005 | | 1,008 | | 2,063 | 1,905 | |
| Other Expenses | 1,623 | 3,322 | | 1,635 | | 3,258 | 6,933 | |
| EBITDA | 2,304 | 3,737 | -38% | 2,682 | -14% | 4,986 | 7,116 | -30.0% |
| EBITDA Margin (%) | 16.0% | 19.2% | | 17.6% | | 16.9% | 18.9% | |
| Depreciation | 387 | 504 | | 387 | | 774 | 993 | |
| EBIT | 1,917 | 3,233 | -41% | 2,295 | -16% | 4,211 | 6,124 | -31.2% |
| EBIT Margin (%) | 13.4% | 16.5% | | 15.1% | | 14.2% | 16.3% | |
| Finance Cost | 388 | 392 | | 297 | | 684 | 787 | |
| Profit before Tax | 1,529 | 2,840 | -46% | 1,998 | -23% | 3,527 | 5,337 | -33.9% |
| Profit before Tax(%) | 10.7% | 14.5% | | 13.2% | | 11.9% | 14.2% | |
| Tax | 363 | 605 | | 519 | | 882 | 1,165 | |
| Profit After Tax | 1,166 | 2,235 | | 1,479 | | 2,645 | 4,172 | |
| PAT Margin (%) | 8.3% | 11.5% | | 9.8% | | 8.9% | 11.0% | |
| EPS (As per Profit after Tax) | 10.23 | 19.60 | | 12.9 | | 23.2 | 36.6 | |

Consolidated Balance Sheet

| Assets (Rs in crs) | Sept'23 | Mar'23 |
|-------------------------------------|---------------|---------------|
| Property, plant and equipment | 16,554 | 16,008 |
| Capital Work-in-Progress | 30,461 | 12,335 |
| Right of Use Asset | 850 | 696 |
| Investment | 0.0 | 0.0 |
| Other Intangible Assets | 833 | 963 |
| Intangible assets under development | 105 | 107 |
| Other Non Current Assets | 10,267 | 3,687 |
| Total Non-Current Assets | 59,070 | 33,796 |
| Financial Assets | | |
| (i) Inventories | 16,076 | 16,761 |
| (ii) Trade Receivable | 9,893 | 10,287 |
| (iii) Cash and Cash Equivalents | 117 | 52 |
| (iv) Bank balances other than above | 1,363 | 1,322 |
| (v) Other Loan & Advances | 30 | 26 |
| Other Current Assets | 2,293 | 2,761 |
| Total Current Assets | 30,488 | 31,209 |
| Total Assets | 89,559 | 65,004 |

| Equity & Liabilities (Rs in crs) | Sept'23 | Mar'23 |
|---------------------------------------|---------------|---------------|
| Equity Share Capital | 1,140 | 1,140 |
| Other Equity | 25,219 | 22,656 |
| Total Equity | 26,358 | 23,796 |
| Financial liabilities | | |
| 1. Borrowing | 26,913 | 15,716 |
| 2. Lease Liabilities | 801 | 630 |
| Long term provisions | 247 | 225 |
| Deferred tax Liabilities (Net) | 720 | 720 |
| Total Non-Current Liabilities | 28,653 | 17,291 |
| Financial Liabilities | | |
| (ii) Borrowings | 20,567 | 15,894 |
| (ii) Lease Liabilities | 165 | 137 |
| (iii) Trade Payables | 13,022 | 7,182 |
| (iv) Other Financial Liabilities | 1 | 0 |
| Other Current Liabilities | 155 | 259 |
| Current Tax Liabilities | | 15 |
| Short Term Provisions | 636 | 429 |
| Total Current Liabilities | 34,546 | 23,917 |
| Total Equity & Liabilities | 89,559 | 65,004 |

Cashflow

(INR. in Lac)

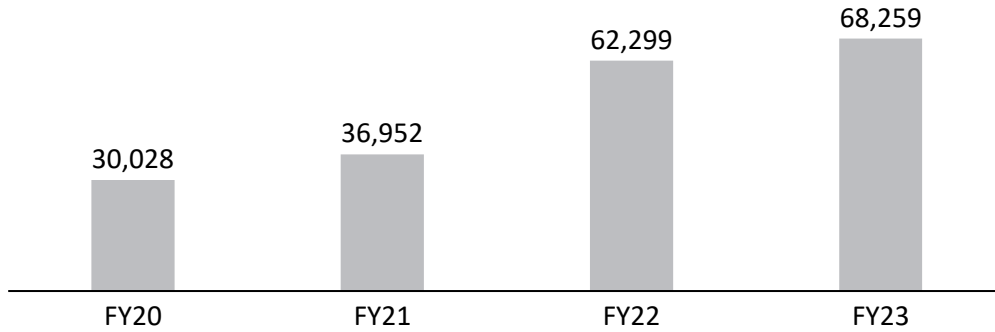
| Cash Flow Statement (Rs. crs.) | Sep-23 | Mar-23 |
|---------------------------------------------------------------|----------------|----------------|
| Cash Flow from Operating Activities | | |
| Profit before Tax | 3,515 | 9,037 |
| Adjustment for Non-Operating Items | 1,500 | 3,476 |
| Operating Profit before Working Capital Changes | 4,934 | 12,514 |
| Changes in Working Capital | 6,396 | -6,728 |
| Cash Generated from Operations | 11,331 | 5,785 |
| Less: Direct Taxes paid | -910 | -2,511 |
| Net Cash from Operating Activities | 10,421 | 3,274 |
| Cash Flow from Investing Activities | -25,636 | -15,206 |
| Cash Flow from Financing Activities | 15,297 | 12,183 |
| Net increase/ (decrease) in Cash & Cash equivalent | 81 | 252 |
| Add: Cash and cash equivalents as at 1st April | 52 | 22 |
| Add: Net effect of exchange gain on cash and cash equivalents | -16 | -222 |
| Cash and cash equivalents as at end of the period | 117 | 52 |

Financial Performance

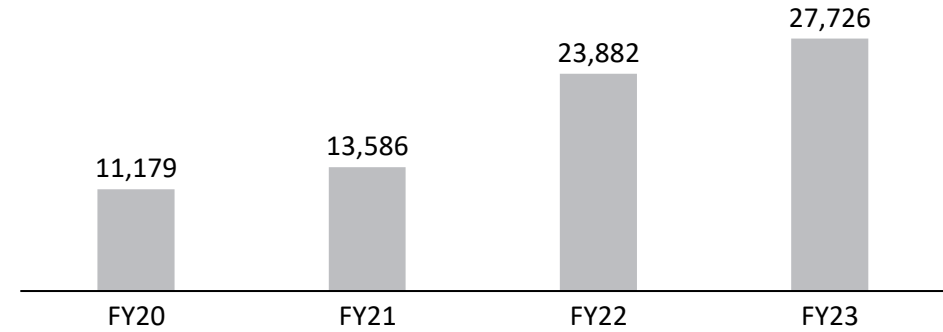


(Rs. In lac)

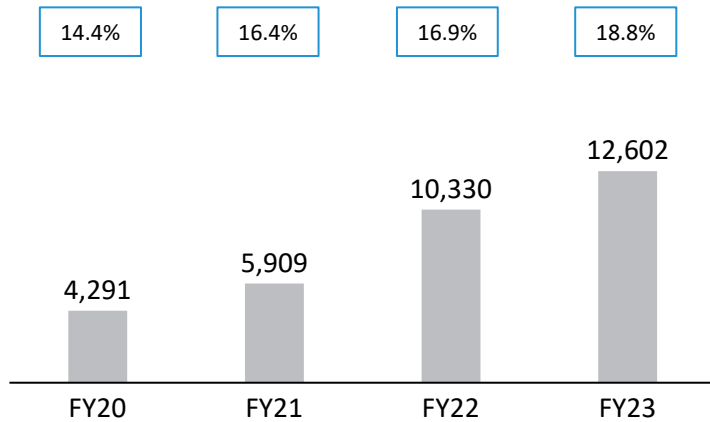
Total Revenue



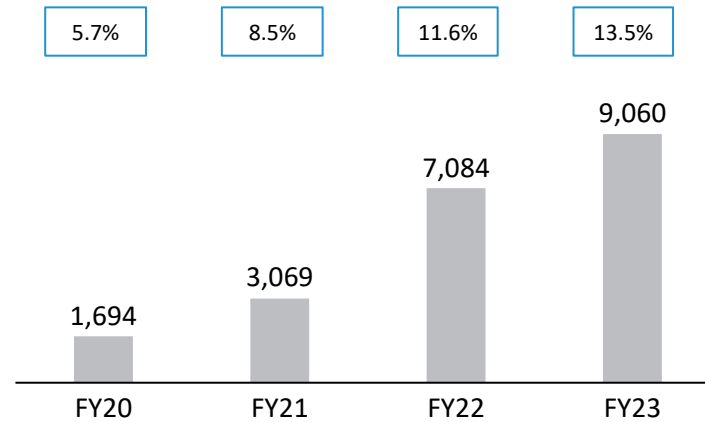
Gross Profit



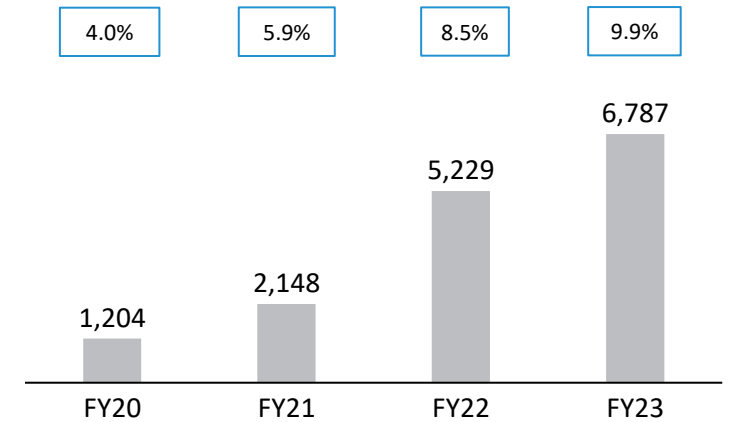
EBITDA & EBITDA Margin



PBT & PBT Margin

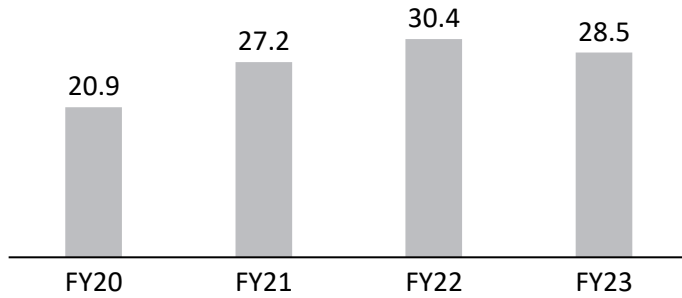


PAT & PAT Margin

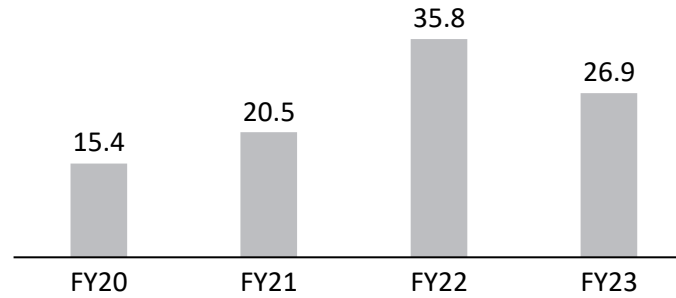


Financial Performance

ROE (%)



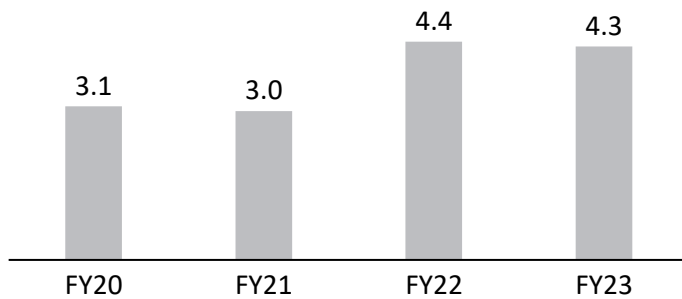
ROCE (%)



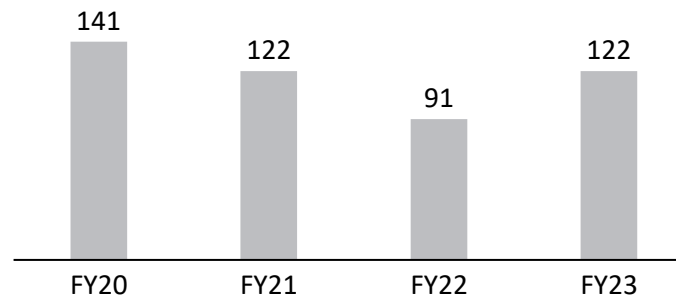
Net Debt / Equity (x)



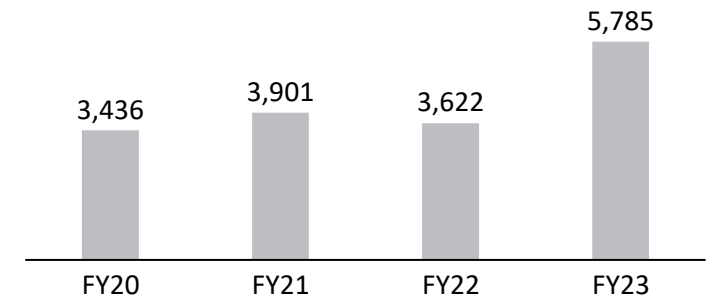
Fixed Asset Turnover (x)



Working Capital Days



Cash Flow from Operations (Rs. in lakhs)



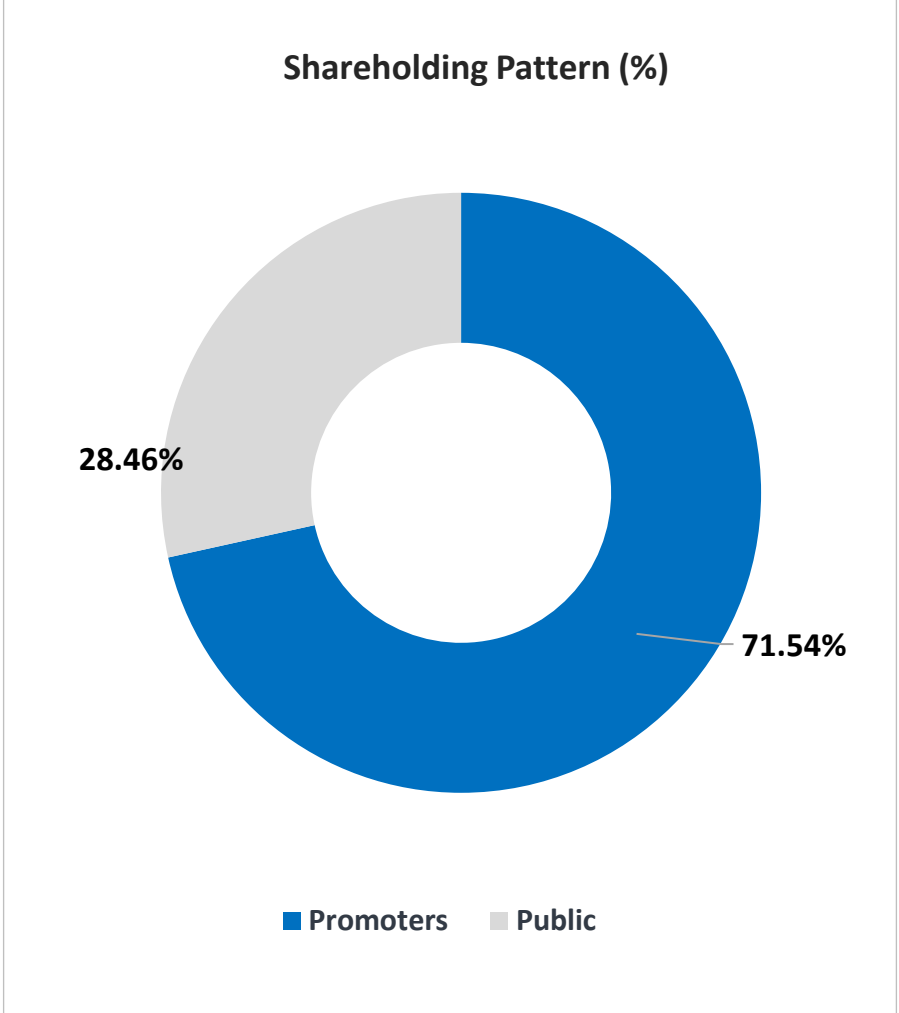
Shareholders Information

Stock Information (as on 31st October 2023)

| | |
|------------------------------------------------------------------------------------------------------------|----------------|
|  Market Capitalization (₹) | 1,929 Cr |
|  Shares Outstanding | 11.4 mn |
|  Free Float | 540 Cr |
|  Symbol BSE / NSE | 524709 / YASHO |

(As on 30th Sept 2023)

Stock Performance Chart (as on 31st October 2023)





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thank you!



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