



Date: 02/02/2022

To,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai,
Maharashtra - 400 001.

Dear Sir/Madam,

Sub: Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 - Investor Presentation

In terms of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and other applicable provisions, please find enclosed the Investor Presentation on Q3 & 9M FY22 Results.

The said Investor Presentation will be simultaneously posted on the Company's website at www.yashoindustries.com

You are requested to take note of the same.

Thanking You,

For Yasho Industries Limited

Komal Bhagat

Komal Bhagat
(Company Secretary and Compliance Officer)



YASHO INDUSTRIES LIMITED

(FORMERLY KNOWN AS YASHO INDUSTRIES PVT. LTD.)

Office No. 101/102, Peninsula Heights, C. D. Barfiwala Marg, Juhu Lane, Andheri (West), Mumbai - 400058, INDIA.

Telephone No.+91-22-62510100, Fax : +91-22-62510199

E-mail : info@yashoindustries.com, Website : www.yashoindustries.com

CIN No. L74110MH1985PLC037900



Yasho Industries Limited

Investor Presentation – February 2022

Safe Harbour

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Q3 & 9M FY22 Highlights

Business Highlights

9M FY22



69%

Total Revenue
growth on YoY basis



90%

EBITDA
growth on YoY basis



50%

Sales Volume
growth on YoY basis

“We are delighted to report our quarterly and nine-month performance in terms of volumes, sales, and profitability, which has been driven by a mix of improved product mix and price realization. Total revenue for 9MFY22 was Rs 437.6 crores, an increase of 68.7% percent year on year. On a year-over-year basis, our sales volume increased by 49.5% and our EBITDA increased by 89.7% in 9MFY22

We offer a comprehensive range of products to customers in India and around the world. Demand for all principal chemicals in our portfolio has been strong, led by the value-added products

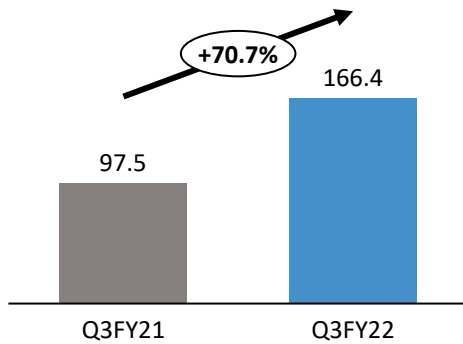
Relentless efforts of our R&D team are the key contributor to our company's growth and success. Over the years, we have increased our R&D spend to provide quality products to our clients. Furthermore, our technological capabilities have assisted us in identifying process bottlenecks and implementing specific initiatives to increase efficiencies and reduce costs.”

Mr. Parag Jhaveri,

Managing Director & CEO

Performance Highlights

Revenue (Rs. Crs.)

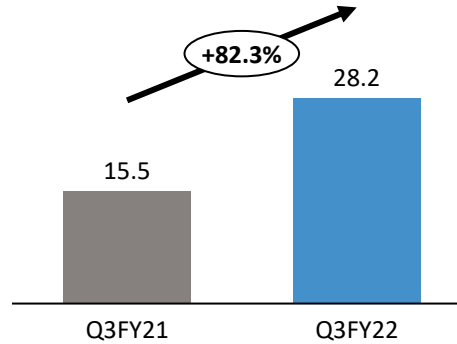


EBITDA (Rs. Crs.)

15.9%

17.0%

Margin

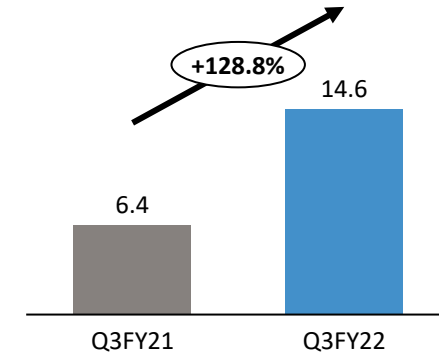


PAT (Rs. Crs.)

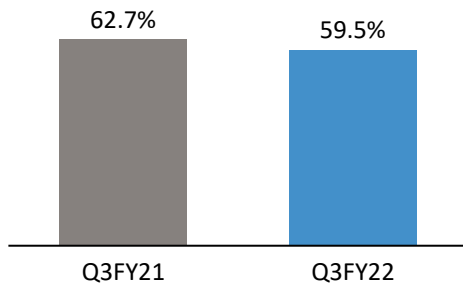
6.5%

8.8%

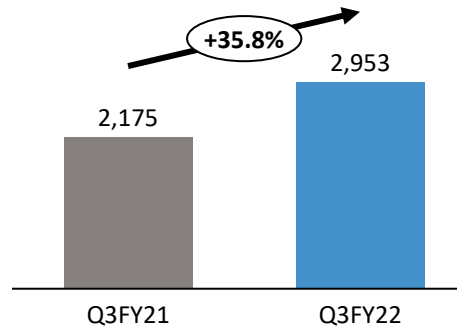
Margin



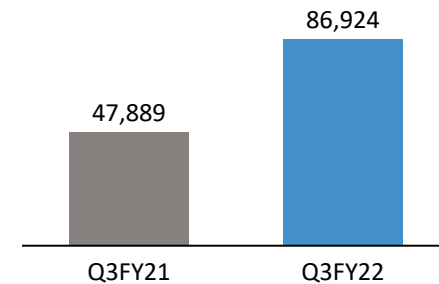
Export (%)



Sales Volume (MTPA)



EBITDA/ Tonne** (Rs)

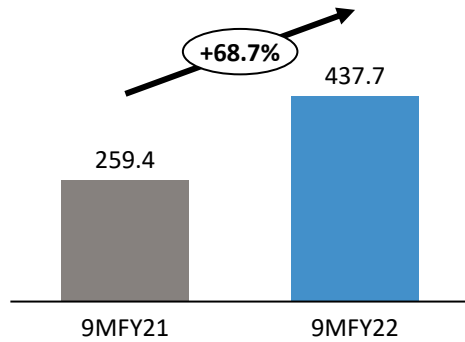


On Standalone Basis

Revenue Includes Other Income
**Excluding other Income

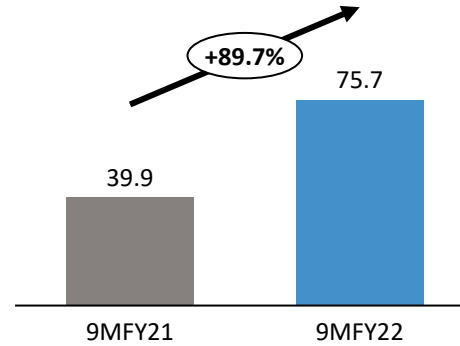
Performance Highlights

Revenue (Rs. Crs.)



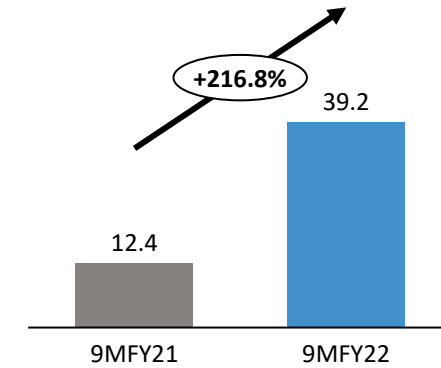
EBITDA (Rs. Crs.)

15.4% 17.3% Margin

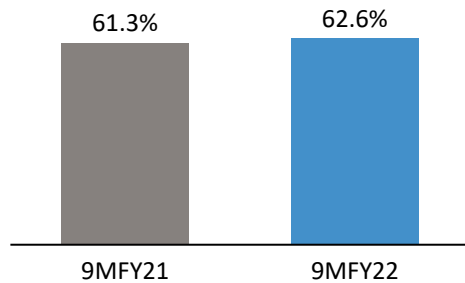


PAT (Rs. Crs.)

4.8% 9.0% Margin

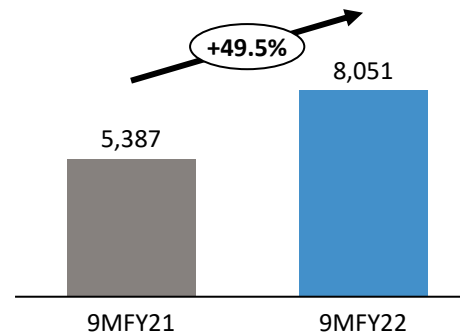


Export (%)

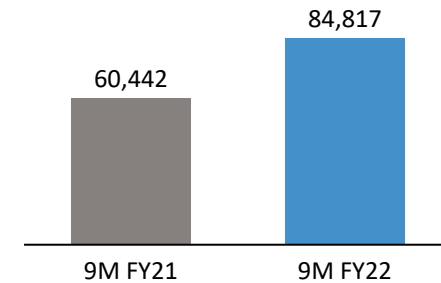


Sales Volume (MTPA)

+49.5%

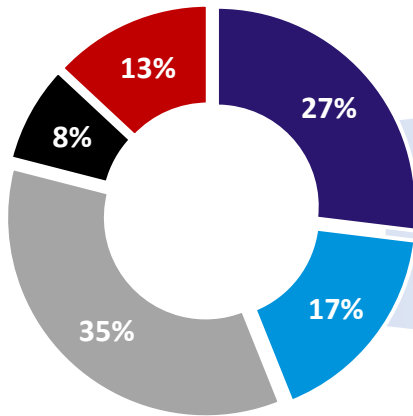


EBITDA/ Tonne** (Rs)

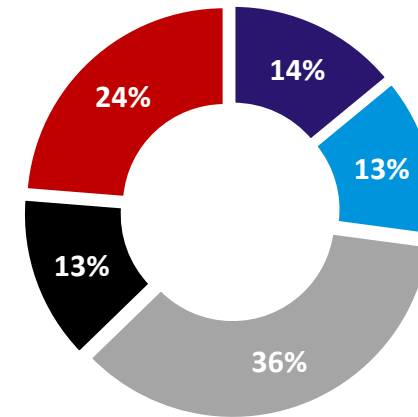


Growing Contribution From Value Added Segments

9M FY21 Segment-wise
Revenue Breakup (Rs 251 Cr)

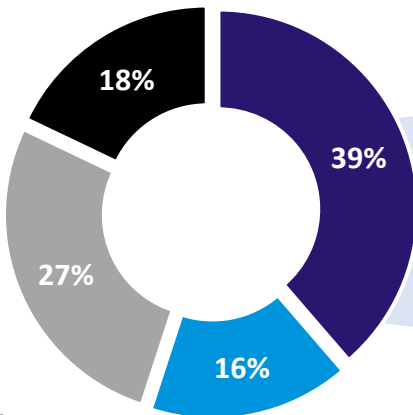


9M FY22 Segment-wise
Revenue Breakup (Rs 426 Cr)

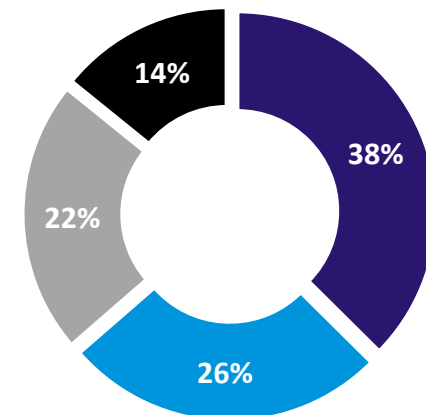


- Aroma Chemicals
- Food Antioxidants
- Rubber Chemicals
- Lubricant Additives
- Speciality Chemicals

9M FY21 Region-wise



9M FY22 Region-wise



- India
- U.S.A
- Europe
- ROW

Profit & Loss Statement

Particulars (Rs. In Crs.)	Q3 FY22	Q3 FY21	Y-o-Y	9M FY22	9M FY21	Y-o-Y
Revenue from Operation	163.8	92.4		430.2	252.0	
Other income	2.5	5.1		7.5	7.4	
Total Revenue	166.4	97.5	70.6%	437.7	259.4	68.7%
Cost of Material Consumed	102.4	62.4		268.7	166.8	
Employee's Benefits Expense	8.1	6.3		23.4	16.3	
Other Expenses	27.7	13.3		69.8	36.4	
EBITDA	28.2	15.5	82.3%	75.7	39.9	89.7%
EBITDA Margin	17.0%	15.9%		17.3%	15.4%	
Depreciation	6.4	2.7		13.5	8.9	
EBIT	21.9	12.8		62.3	31.0	
Finance cost	3.8	4.0		10.6	13.3	
PBT	18.1	8.7		51.6	17.7	
Tax expense	3.6	2.4		12.4	5.3	
PAT	14.6	6.4	128.8%	39.2	12.4	216.8%
PAT Margin	8.8%	6.5%		9.0%	4.8%	
EPS (in Rs.)	13.2	12.6		35.4	11.4	



Company Overview

Yasho Industries Ltd : A Snapshot



Manufacturer of Specialty &
Performance Chemicals

Technocrat Promoters

Strong Presence in
Over 50 Countries

Global Certifications

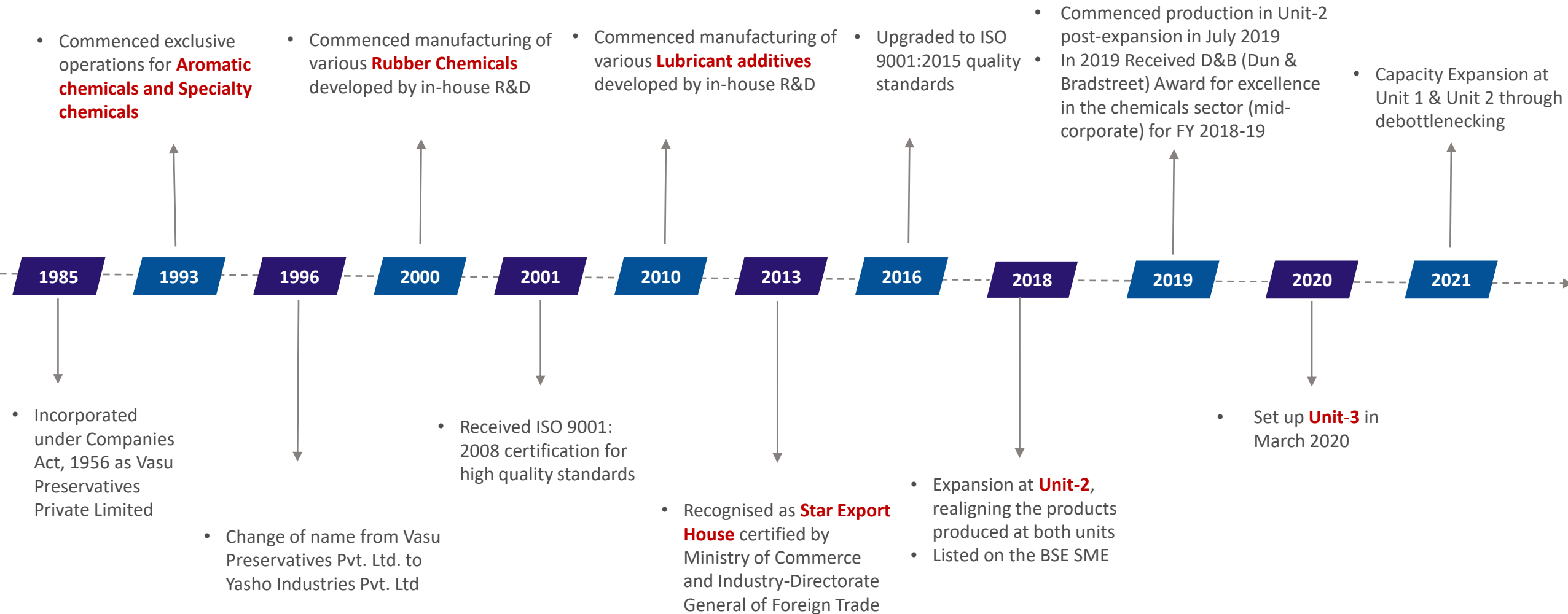
Business Verticals: 5

Total Products : 148

11,000 MT
Manufacturing Capacity

3 Manufacturing Units in
Vapi, Gujarat

Our Journey from Aromatic Chemicals to Rubber & Lubricant Additives



Diversified Business Portfolio

Highly Competitive segments

Limited Competition, Export Opportunity and Superior Margin Profile



Aroma Chemicals

Food Antioxidants

Rubber Chemicals

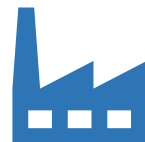
Lubricant Additives

Specialty Chemicals

Business Verticals



Multi-Products



Multi-Applications



Multi-Reach

Large Marquee Clients




हिन्दुस्तान पेट्रोलियम



Balmer Lawrie



IndianOil





For a healthy growing nation









We are a **customer-centric producer**,
with the ability to deliver as per the
specifications desired by our buyers.

Serving 2,000+ Clients

Our Facilities are Multipurpose & Multiproduct

**Total Capacity
11,000 MTPA**

**3 Units at
Vapi, Gujarat**

**1,800 MTPA Capacity Added
in last 6 Month**

Competitive Edge

Unit 1: 4,350 MTPA



- 900 MTPA capacity added through debottlenecking

01

Strategically located within 200 Kms from Nhava Sheva Sea Port

Unit 2: 5,450 MTPA



- 900 MTPA capacity added through debottlenecking

02

Designed to be 'multi-purpose', giving us the advantage of manufacturing several products

Unit 3: 1,200 MTPA



- Warehousing facilities and 1,200 MTPA capacity commissioned on March 20


03

Easy access for import of raw materials and export of finished goods

04

Dedicated R&D center with well equipped instrument

Research & Development is Core to Our Approach

- 
- Being a specialty chemicals company, our R&D Team is the backbone of the company. It has contributed greatly to the growth and expansion of our company.
 - Our R&D facility is DSIR certified, thereby having official recognition by the Government
 - Our research has been the focused-on development and optimization of the new products, upgrading process and improving existing products using green chemistry.
 - Over the years, we have constantly increased our R&D spend to deliver the best quality products to our customers.
 - Our R&D department has developed a whole range of rubber chemicals, antioxidants, lube additives and various other specialty chemicals indigenously.



Greening our Operations



Our R&D team identifies process bottlenecks and undertakes specific initiatives to enhance efficiencies. This leads to **cost optimization** and ensures **higher capacity utilization**.



Process intensification has helped to reduce energy intensive processes.



Further, the use of environment-friendly catalysts in the units help in **eliminating toxic metal waste generation**.



We have improved several processes to **reduce water consumption by more than 50%**.



We continue to endeavor to improve our processes in order to reduce waste.

Global Certifications : Highly Compliant Manufacturer



9001:2015



FSSC 22000



- Delivering quality products across the globe
- Testing Laboratory is well equipped with modern instruments
- Our conformity to global best practices has led us to achieving global certifications which act as an entry barrier especially in large exports market

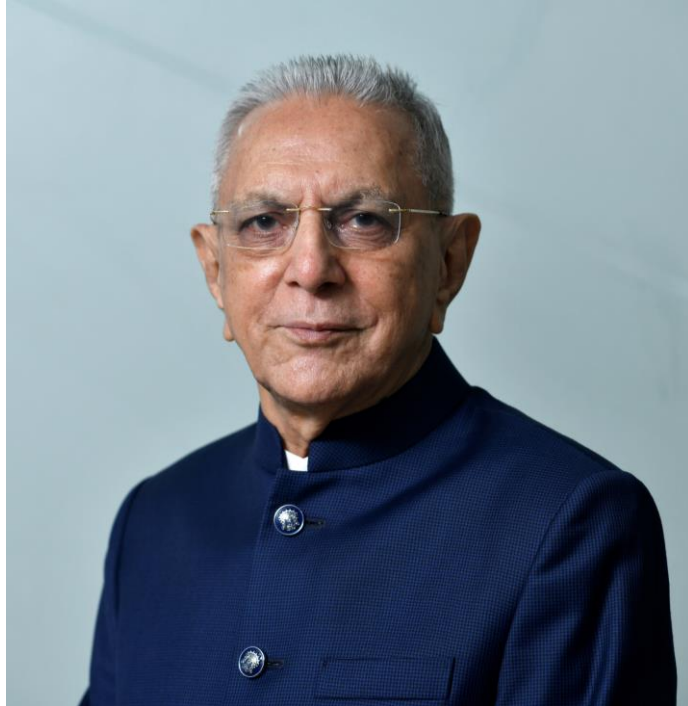
- REACH is a regulation of the European Union, adopted to improve the protection of human health and the environment from the risks that can be posed by chemicals, while enhancing the competitiveness of the EU chemicals industry.
- It is required by European Manufacturer, Importer, Downstream Users and Companies established outside the EU.
- We have registered **35 products** for **REACH** to increase business opportunity in European Region



Initiative to Re-Construct School in Vapi District

- Till December 2021, the Company has spent Rs 81.5 Lacs towards the reconstruction of Kocharva Patel Falia School. Further spending of approx. Rs.75 Lac is budgeted for completion.
- By the development of Kocharva Patel Falia School approx 120 students will be benefited.
- The school will be equipped with cutting-edge equipment, such as classroom projectors and a computer lab.
- The school will be open to the public on April 22

Founding Team on the Board



Mr. Vinod Jhaveri

Chairman & Executive Director

- One of the founding promoters of the Company. He is a Commerce graduate from Gujarat University
- He remains the main guiding force behind the growth and business strategy and plays a crucial role in the accounts and finance function
- Played a key role in ensuring the consistent growth of the Company and has helped build a robust framework for excellence in implementation



Mr. Parag Jhaveri

Managing Director & CEO

- M.Sc Chemistry from Mumbai University. He has over three decades of experience in the chemicals industry
- He played a key role in ensuring the robust growth of the organisation with oversight over the functions of sales, finance, R&D and marketing
- Under his visionary leadership, the Company has built a model for a sustainable future.



Mr. Yayesh Jhaveri

Whole Time Director & CFO

- Commerce graduate from Mumbai University. With experience of more than 25 years in the chemical industry, he has played an eminent role in handling the purchase, logistics, supply chain and production planning
- He played an integral part in setting up Unit-II & Unit-III

Along with the Independent Directors



Mr. Anurag Surana
Independent Director

- He has 27 years of professional experience, 14 of which he has spent on the Board of Directors of different Specialty Chemicals and Agrochemical Companies.
- Was associated with PI Industries for 20 years
- Currently, he is the Managing Director of KAGASHIN Global Network Private Limited
- He is a Director on the Board of IFFCO MC Crop Science Pvt Ltd, Nichino India Pvt Ltd, Nichino Chemical India Pvt Ltd, Kagashin Global Network Pvt Ltd, Neogen Chemicals Limited, and Privi Specialty Chemicals Ltd.



Mr. Ullal Bhatt
Independent Director

- M.Sc. from IIT, Kanpur and has attended advanced courses on Finance at the Harvard Business School, Boston and IIM, Ahmedabad
- He is one of India's well-known investment managers having managed foreign institutional investments in Indian equities for more than two decades
- He joined the Dalton group, UK in 2005 to lead their entry into India as the Managing Director of Dalton Capital Advisors (India) Pvt. Ltd., advising foreign institutional investors investing in India and has cofounded Alphaniti Fintech Pvt. Ltd., a new-age Investment Advisory Co. offering data-driven, rule-based and tech-enabled investment products.



Mrs. Mila Desai
Independent Director

- Mrs. Mila Desai has completed her Master's Degree from Calcutta University.
- She has various diplomas in fields such as Foundation and Advanced Course in Learning Disabilities and Diploma in Early Childhood Teacher Education
- As an Independent Director, she is responsible for providing her expertise & Inputs, for ensuring the growth of our Company



Dr. Prakash Bhate
Independent Director

- Ph.D. in Organic Chemistry from the Ohio State University, Columbus.
- He has over 37 years of experience in the chemical industry. He is a visiting professor at the Institute of Chemical Technology in Mumbai
- He has been elected as the Fellow of Society of Dyers and Colourists (UK) in 2011-12, and is a member of the American Chemical Society



Business Overview

Aroma Chemicals

Aroma Chemicals

Food Antioxidants

Rubber Chemicals

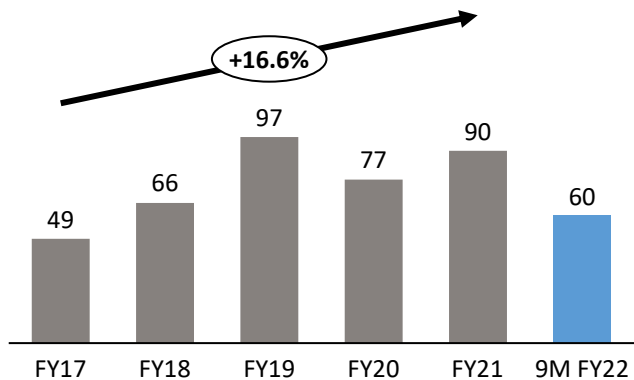
Lubricant Additives

Specialty Chemicals

- We are the market leaders for clove oil and its derivatives
- Chemicals like fatty esters and natural essential / aroma oils cater to a gamut of personal care products such as cosmetics and toiletries
- They are also used for flavours and fragrances, and in pharmaceutical segments for pain relief, cold and cough formulations
- It is also utilized in dentifrices and oral care preparations including toothpaste, tooth powder and mouthwash
- It is also used as an insect repellent



Revenue Trend (Rs. Crs.)



- Total Products: 13
- Revenue Contribution: ~14%
- Margin: Single Digit
- Domestic Market Presence: Yes
- Global Market Presence : Yes

Food Antioxidants

[Aroma Chemicals](#)

[Food Antioxidants](#)

[Rubber Chemicals](#)

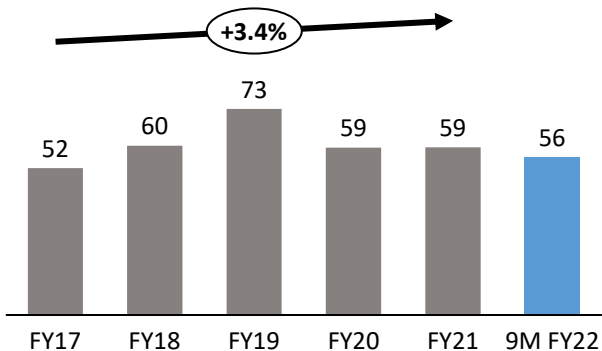
[Lubricant Additives](#)

[Specialty Chemicals](#)

- Fatty oils and oil-based foods are prone to auto-oxidation that results in a rancid taste and unpleasant odour
- Our antioxidants help inhibit the negative effects of oxidation.
- The YANTQ brand of synthetic antioxidants has superior antioxidative power and finds application in foodstuff
- It helps enhance the food nutrient content, keeps it fresh and makes it more appetizing
- This is also used in animal feed, vitamin pre-mixes and in nutraceuticals



Revenue Trend (Rs. Crs.)



- Total Products: 5
- Revenue Contribution: ~13%
- Margin: Single Digit
- Domestic Market Presence: Yes
- Global Market Presence : Yes

Rubber Chemicals

Aroma Chemicals

Food Antioxidants

Rubber Chemicals

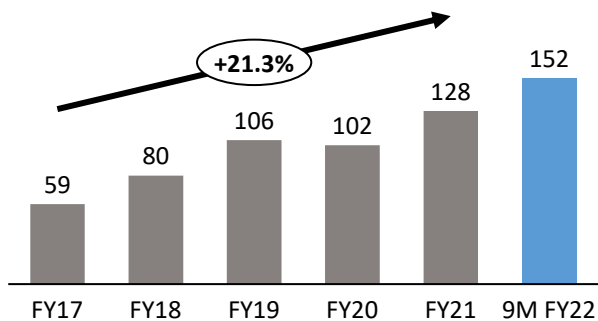
Lubricant Additives

Specialty Chemicals

- Our range of rubber chemicals is used to manufacture rubber products like tyres, automotive components like hoses, seals, conveyor belts, and others
- They are also used in the manufacture of surgical gloves, condoms, balloons and latex gloves.



Revenue Trend (Rs. Crs.)



- Total Products: 87
- Revenue Contribution: ~36%
- Margin: Double Digit
- Domestic Market Presence: Yes
- Global Market Presence : Yes

Lubricant Additives

Aroma Chemicals

Food Antioxidants

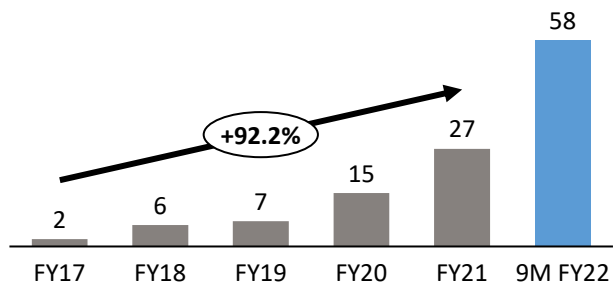
Rubber Chemicals

Lubricant Additives

Specialty Chemicals

- Our Lubricant additives improve the performance of lubricants by providing critical performance parameters
- They improve boundary lubricity, extreme pressure properties, inhibit corrosion and improve oxidation resistance
- This products are marketed under the “YALUB”
- It finds application in hydraulic, turbine, engine and gear oils, metal working fluids and greases

Revenue Trend (Rs. Crs.)



- Total Products: 22
- Revenue Contribution: ~14%
- Margin: Double Digit
- Domestic Market Presence: Yes
- Global Market Presence : Yes



- Yasho manufactures a range of Additives for Industrial / Automotive Lube & Greases like
 - Antioxidants (Phenolic / Aminic)
 - Molybdenum based Friction Modifiers / Antiwear agents
 - Dithiocarbamates
 - Thiadiazoles Corrosion Inhibitor & Extreme pressure additives
 - Triazole Metal Deactivators

Specialty Chemicals

Aroma Chemicals

Food Antioxidants

Rubber Chemicals

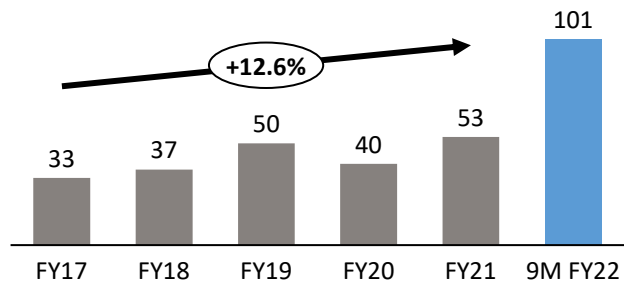
Lubricant Additives

Specialty Chemicals

- These value-added chemicals are used as stabilisers for acrylics, printing inks, UPR resins and fibre composite resins, as cross linkers for thermoplastics urethanes, electroplating chemicals, intermediates for API and bulk drugs, and agrochemicals.



Revenue Trend (Rs. Crs.)



- Total Products: 21
- Revenue Contribution: ~24%
- Margin: Double Digit
- Domestic Market Presence: Yes
- Global Market Presence : Yes



Embracing Opportunities

Opportunities

- China +1 opportunity
- Strong domestic demand
- Demand from global customers for niche products
- Atmanirbhar Bharat opportunity

Our Edge

- Recognized global partner
- Strategically located near port
- Multi-purpose, multiproduct plant
- Dedicated R&D Centre with well equipped instrument
- Branding & distribution capabilities
- As an environmentally conscious company, we stand to benefit from stricter environment norms and compliance

Core Focus

- Continuous product development
- Wide distribution reach through distributors
- Diversified client base across multiple industries
- Market Penetration to reach the end-users directly

Global Chemicals Market: \$2.4 trn

Global **Specialty** Chemicals Market: \$470 bn

Indian **Specialty** Chemicals Market: \$32 bn

Indian Chemicals Products: +70,000

Compliant Manufacturers have a competitive edge

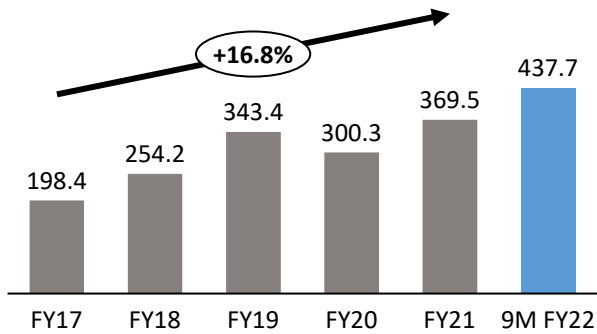
Our Opportunity: Medium to High



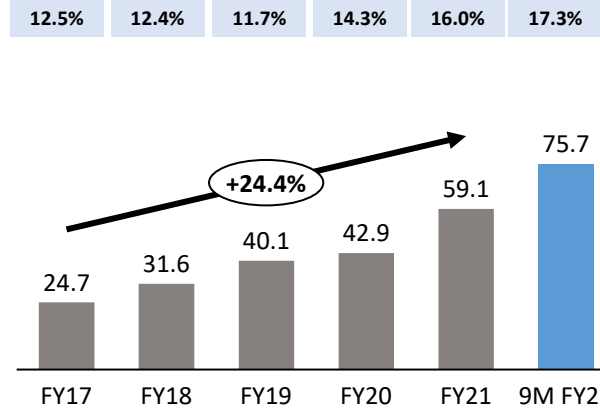
Financial Highlights

Performance Highlights

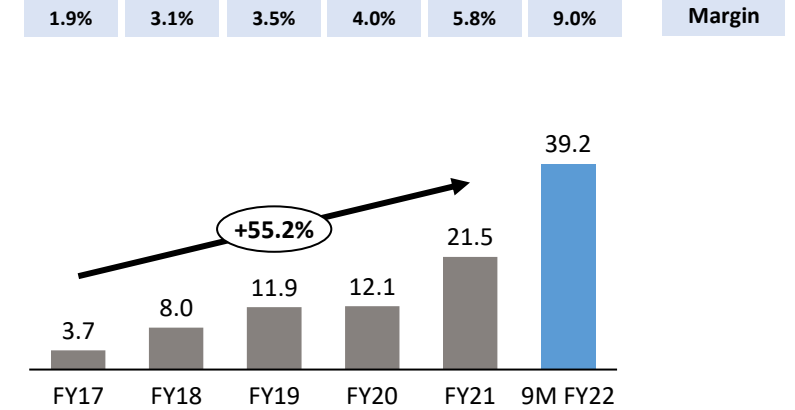
Revenue (Rs. Crs.)



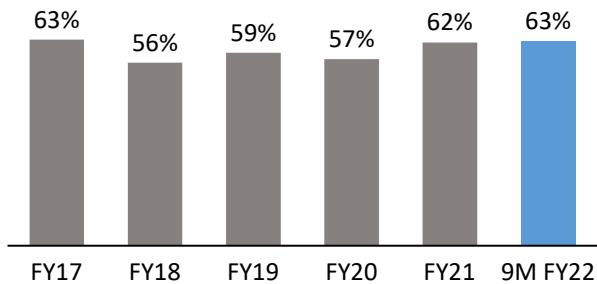
EBITDA (Rs. Crs.)



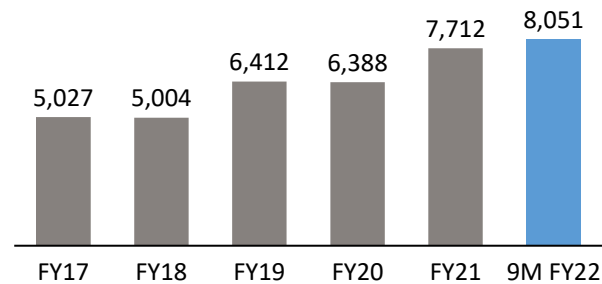
PAT (Rs. Crs.)



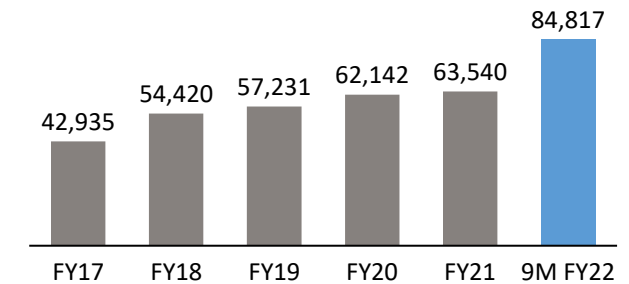
Export (%)



Sales Volume (MTPA)



EBITDA/ Tonne** (Rs)



On Standalone Basis

Revenue Includes Other Income
**Excluding other Income

Way Forward

Augmented Capacity

- The company has completed its capacity expansion of 1,800 MTPA through debottlenecking and strives to improve margins beginning this quarter.

Sustainable Growth

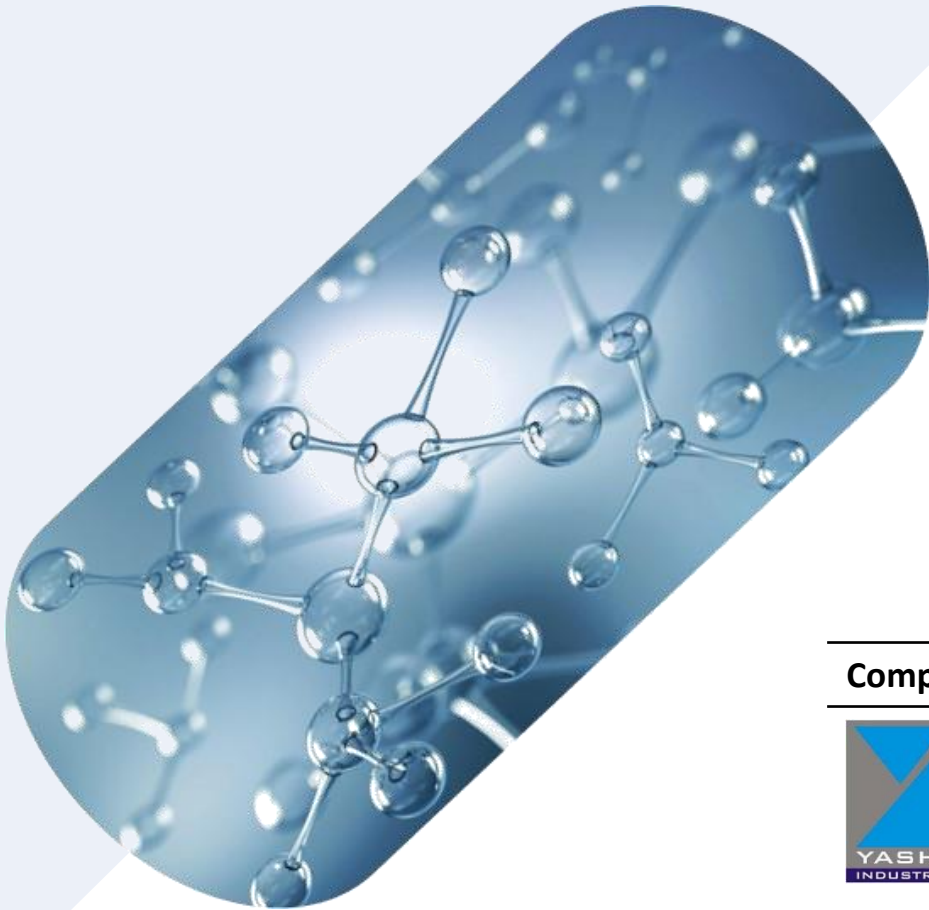
- To propel sustainable growth, the company is evaluating various mode of capacity expansion.

Operational Efficiency

- Current capacity utilization rate is ~90%. We aim to improve our operational efficiencies and product mix through ongoing product development through R&D and product innovation.

Increase Global Footprint

- Our European subsidiary is now operational which help us to penetrate further into the European market
- Leveraging REACH registered Products



Contact Information

Company :



Yasho Industries Ltd.

CIN – L74110MH1985PLC037900

Mr. Yayesh Jhaveri

Email - yayesh@yashoindustries.com

www.yashoindustries.com

Investor Relations Advisors :

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.

CIN - U74140MH2010PTC204285

Mr. Shrikant Sangani / Ms. Pankti Majithia

Email - shrikant.sangani@sgapl.net

[/pankti.majithia@sgapl.net](mailto:pankti.majithia@sgapl.net)

+91 9619595686 / +91 9619611096

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