



Date: February 11, 2025

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

To,
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra-Kurla Complex, Bandra (East),
Mumbai - 400 051.

Scrip Code: **541167**

Symbol: **YASHO**

Dear Sir/ Madam,

Sub: Investor Presentation for Q3FY25

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith the Investor's Presentation for Q3FY25.

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

We request you to kindly take the same on record.

Thanking You,

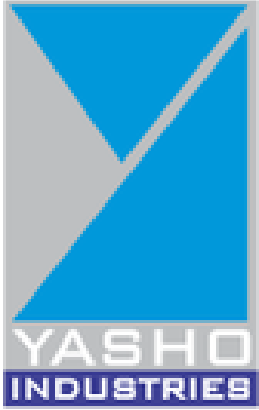
For Yasho Industries Limited

Rupali Verma
(Company Secretary & Compliance Officer)
Membership No. A42923

Encl: As above

YASHO INDUSTRIES LIMITED

REGISTERED OFFICE: Office No. 101/102, Peninsula Heights, C.D Barfiwala Marg, Juhu lane, Andheri (West), Mumbai - 400058, India
TEL: +91 22 62510100; FAX: +91 22 62510199; E-Mail: info@yashoindustries.com; CIN No: L74110MH1985PLC037900



INVESTOR PRESENTATION

February - 2025

Safe Harbor

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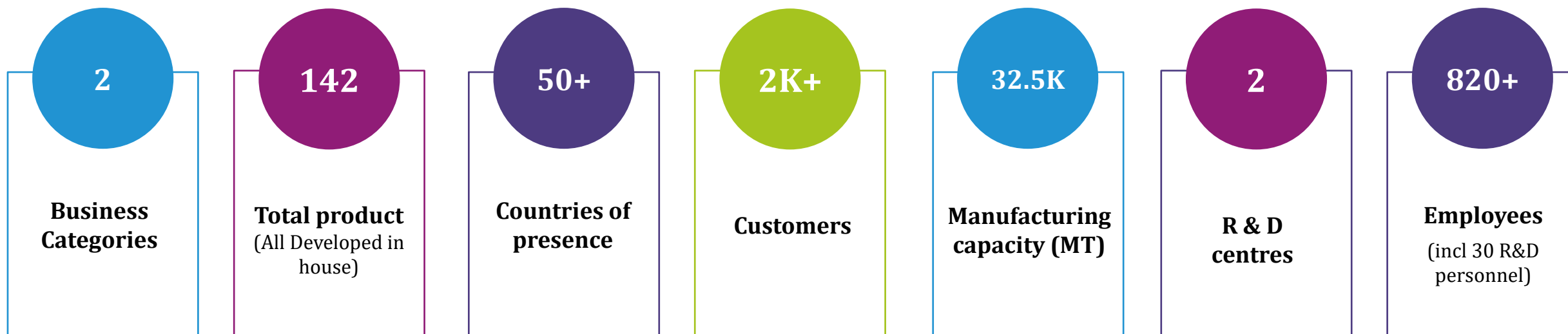


COMPANY OVERVIEW

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 142 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 more than 60% of revenue from exports.



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 142 products

Consumer Division

Applications

- Flavours and fragrances; personal care products - cosmetics & toiletries
- Agro chemicals & Pharmaceutical products
- Oral care preparations
- Edible oil, Confectioneries & food stuff, Animal feed, Vitamin premix, Nutraceutical

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

Manufacturing Capabilities



**Total
Manufacturing
Capability**
32,500 MT

VAPI
12,500 MT

PAKHAJAN
20,000 MT



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



ecovadis Certified



HALAL Certification



Q3 & 9M FY25 Results Highlights

Consolidated Income Statement – Q3FY25 and 9MFY25

(INR in Lac)

Particulars	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25		9 M FY25	9 M FY24	Y-o-Y	FY 24
Revenue from Operations	14,891	13,002	14.5%	16,390	-9%	48,568	42,127	15.3%	59,356
Other Income	64	346		345		604	737		741
Total Revenue	14,956	13,348		16,735		49,173	42,864		60,097
Cost of Material Consumed	11,926	8,702		11,960		35,387	25,945		34,406
Change in Inventories of Finished goods & Work in Progress	-3,787	-766		-3,010		-6,931	1,200		3,605
Total Material Consumed	8,139	7,936		8,950		28,456	27,145		38,011
Gross Profit	6,816	5,412		7,785		20,717	15,719		22,086
Gross Profit Margin (%)	45.6%	40.5%		46.5%		42.1%	36.7%		36.8%
Employee Expenses	1,625	1,063		1,613		4,767	3,127		4,316
Other Expenses	2,439	1,759		3,024		7,680	5,016		7,049
EBITDA	2,752	2,590	6.3%	3,148	-12.6%	8,269	7,576	9.2%	10,722
EBITDA Margin (%)	18.4%	19.4%		18.8%		16.8%	17.7%		17.8%
Depreciation	1301	391		1235		3708	1166		1,562
EBIT	1,451	2,199		1,912		4,561	6,410	-28.8%	9,159
EBIT Margin (%)	9.7%	16.5%		11.4%		9.3%	15.0%		15.2%
Finance Cost	1638	355		1423		4462	1040		1,487
Profit before Tax	-186	1,843		490		99	5,370	-98.2%	7,673
Profit before Tax(%)	-1.2%	13.8%		2.9%		0.2%	12.5%		12.8%
Tax	-105	489		54		-9	1371		1,879
Profit After Tax	-81	1,354		436		108	3,999	-97.3%	5,795
PAT Margin (%)	-0.5%	10.1%		2.6%		0.2%	9.3%		9.6%
EPS	-0.77	12.97		3.82		0.79	35.08		50.25

Management Commentary on Results –Q3FY25 and 9MFY25

Highlights of Q3FY25 and 9MFY25:

- ❖ Volumes have increased 8% for Q3FY25 and 18% for 9MFY25
- ❖ Operating margins have improved due to better product mix and improved efficiencies.

Outlook:

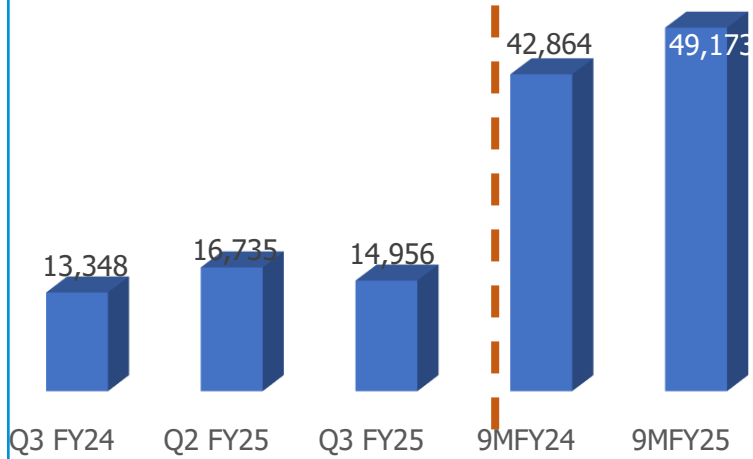
- ❖ We are confident that the new plant will start to operate at 50% utilization starting March 2025
- ❖ Product prices appear to have bottomed out and there is a strong industry-wide confidence that prices are expected to go up from here on
- ❖ Our focus remains on safeguarding EBITDA margins through an optimized product mix and effective cost management

Results Highlights (Q3FY25 and 9MFY25)

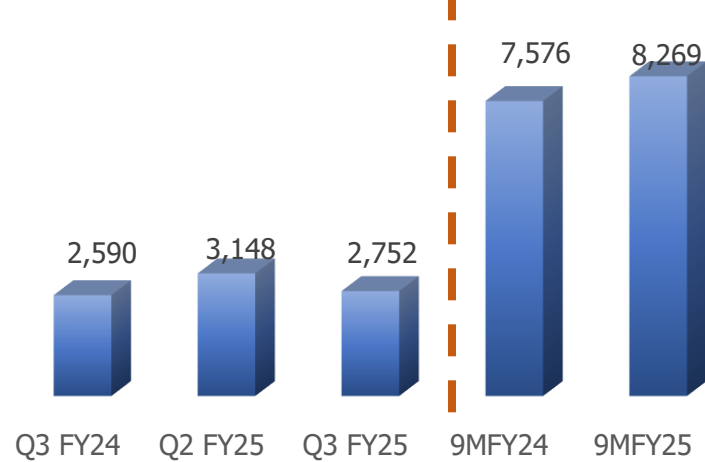
(INR in Lac)



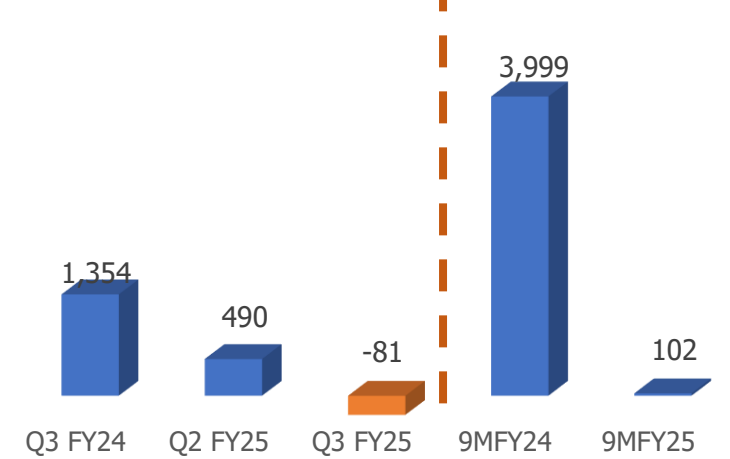
Total Revenue



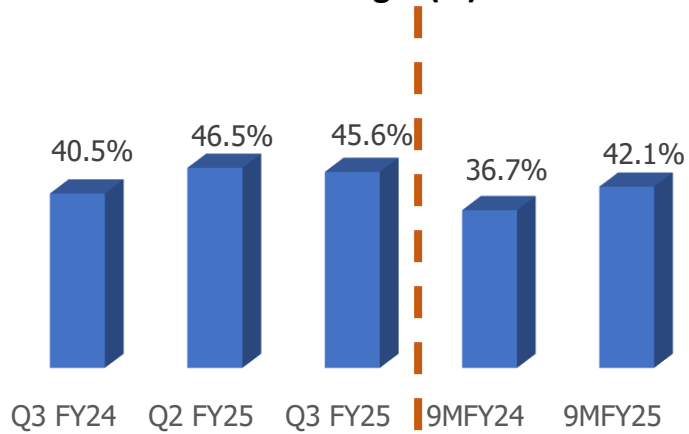
EBITDA



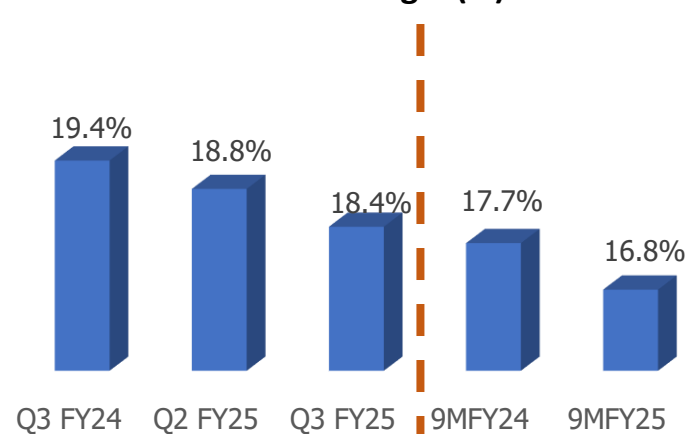
PAT



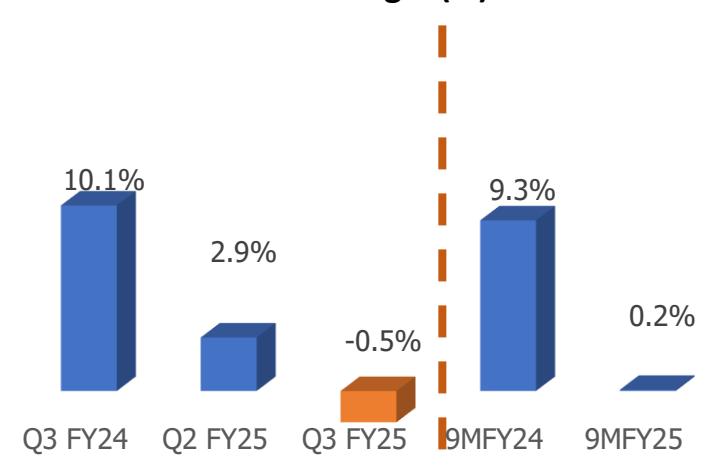
Gross Margin (%)



EBITDA Margin (%)



PAT Margin (%)



Results Highlights (Q3FY25 and 9MFY25)

Category-wise Revenue Breakup

	Industrial Chemicals	Consumer Chemicals
Q3FY25	11,791	3,108
Q3FY24	11,350	1,666

Geography-wise Revenue Breakup

	International	Domestic
Q3FY25	9,821	5,077
Q3FY24	8,140	4,876

Category-wise Revenue Breakup

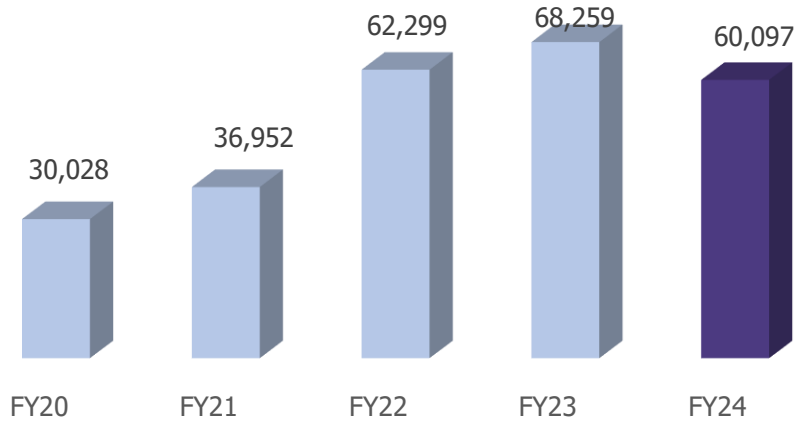
	Industrial Chemicals	Consumer Chemicals
9MFY25	39,474	8,835
9MFY24	35,065	6,662

Geography-wise Revenue Breakup

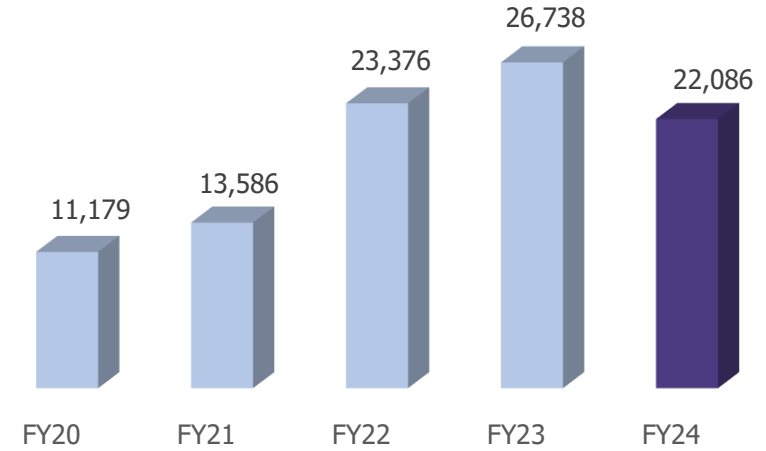
	International	Domestic
9MFY25	30,926	17,383
9MFY24	25,983	15,745

Financial Performance

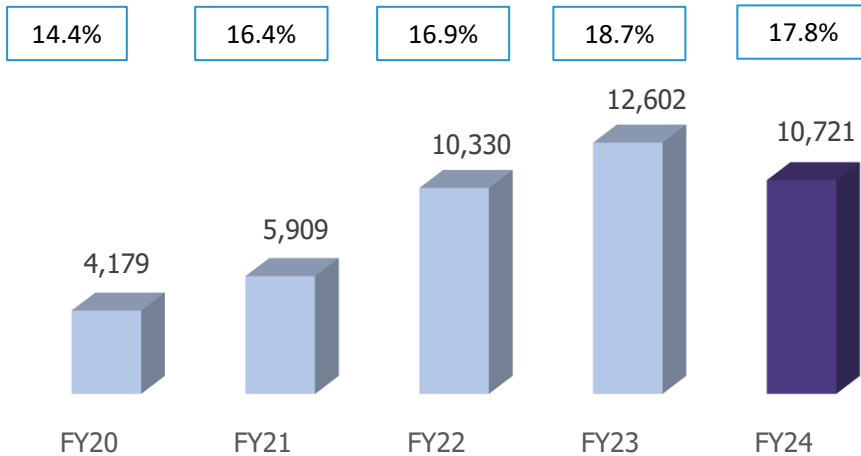
Total Revenue (Lac)



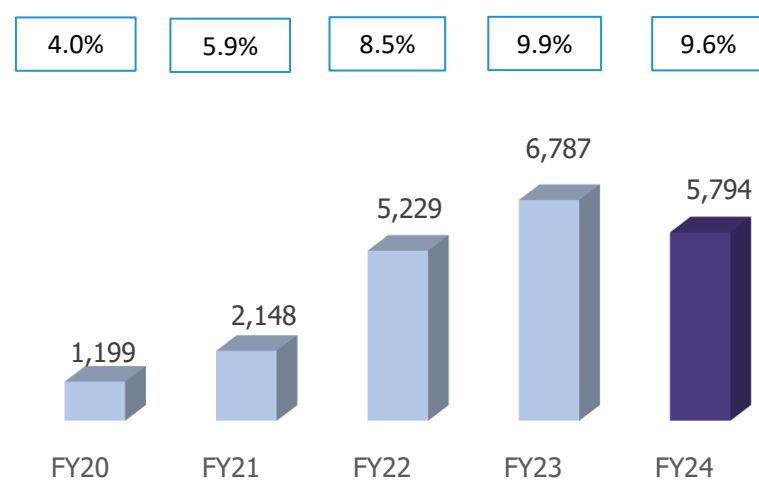
Gross Profit



EBITDA (Rs. lac) & EBITDA Margin

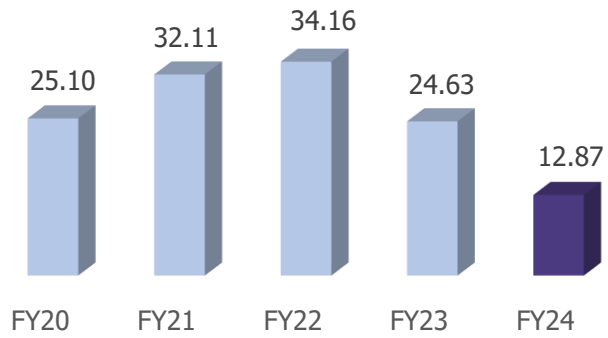


PAT (Rs. Lac) & PAT Margin

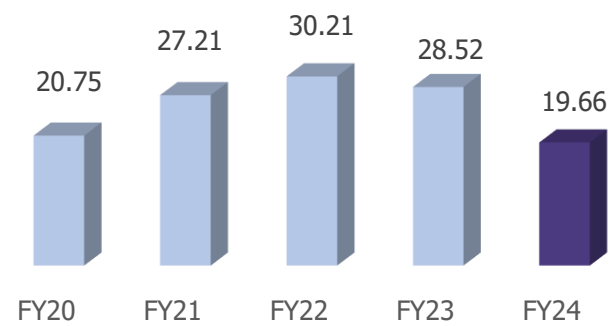


Financial Performance

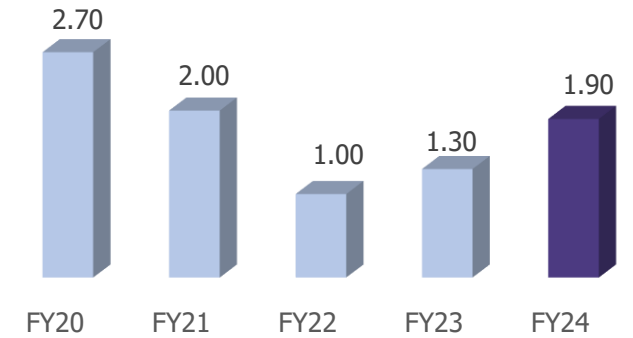
ROCE (%)



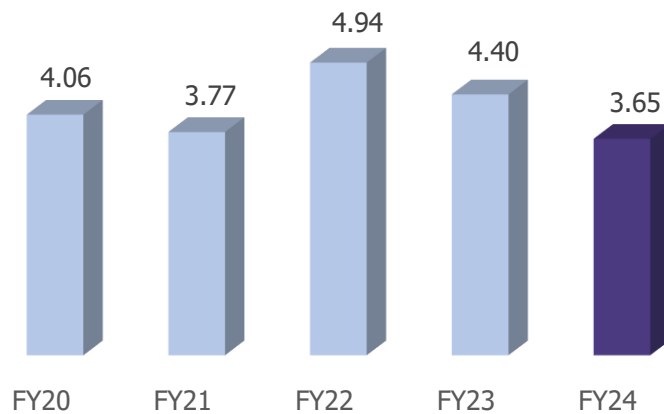
ROE (%)



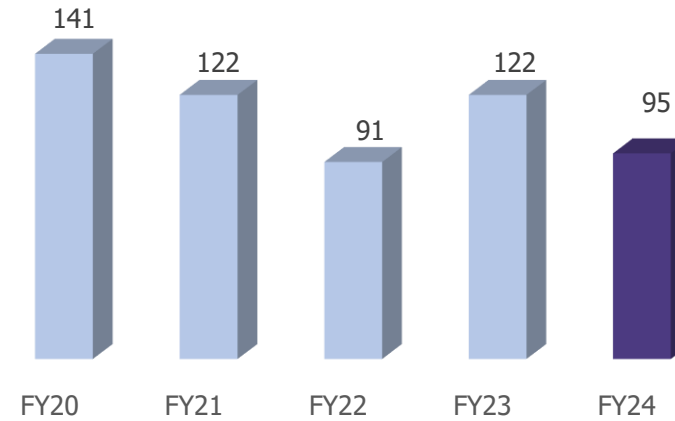
Debt / Equity (x)



Fixed Asset Turnover (x)

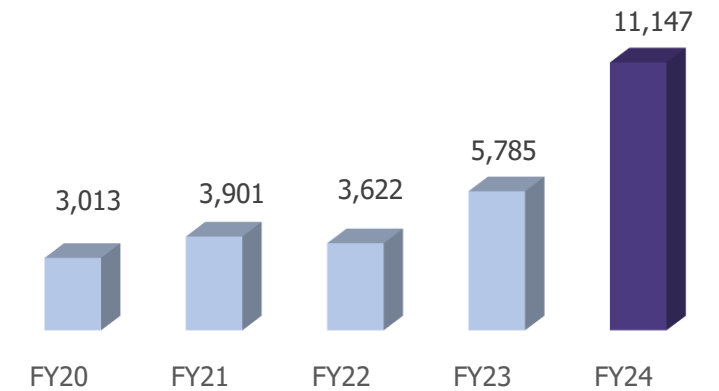


Net Working Capital Days



Cash Flow from Operations (pre-tax)

INR in Lac



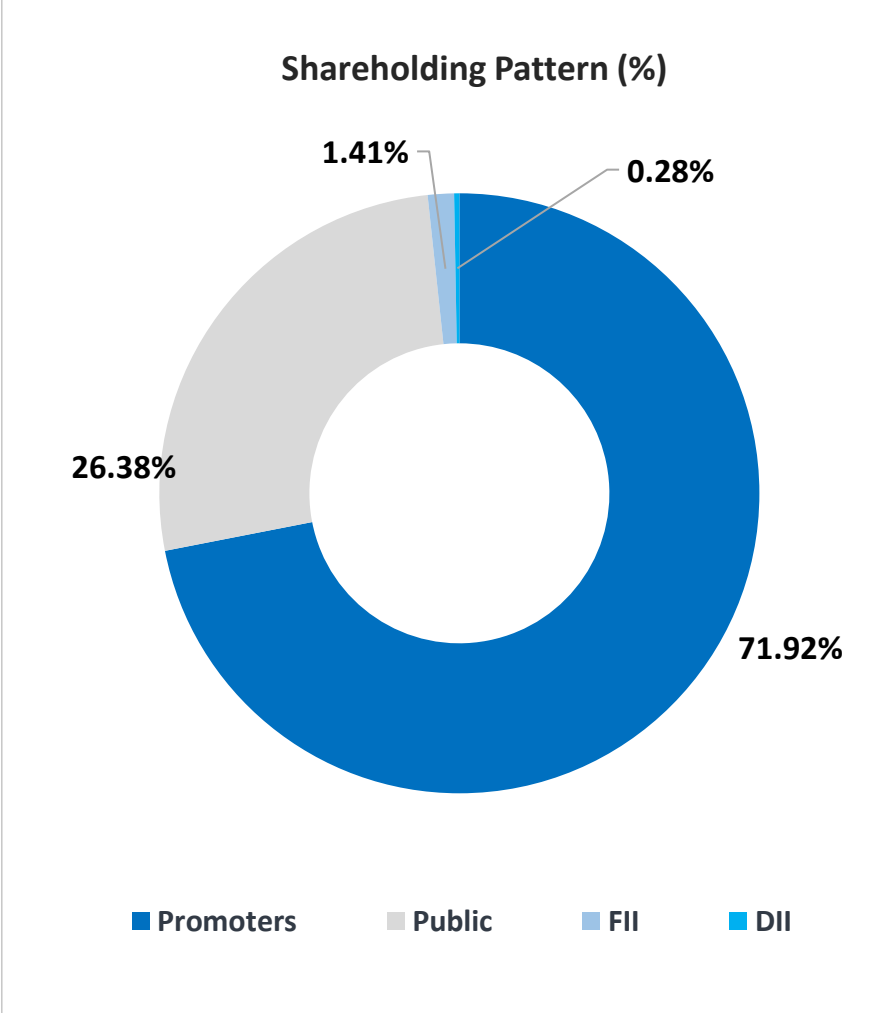
Shareholders Information

Stock Information (as on 11th February, 2025)

 Market Capitalization (₹)	2,286
 Shares Outstanding	11.4 mn.
 Free Float	640 crs
 Symbol BSE / NSE	541167 / YASHO

(As on 31st December 2024)

Stock Performance Chart





BSE

541167



NSE

YASHO

Bloomberg

YASHO:IN



REUTERS

YASO:NS



Mr. Deepak Kaku
Chief Financial Officer

deepak@yashoindustries.com
www.yashoindustries.com

CIN – L74110MH1985PLC037900

Investor Relations:

Mr. Bhavya Shah
bhavya.shah@in.mpms.mufg.com
+91 80827 48577



Ms. Masoom Rateria
masoom.rateria@in.mpms.mufg.com
+91 98332 51393