



INVESTOR PRESENTATION

Q1FY24 | August 2023

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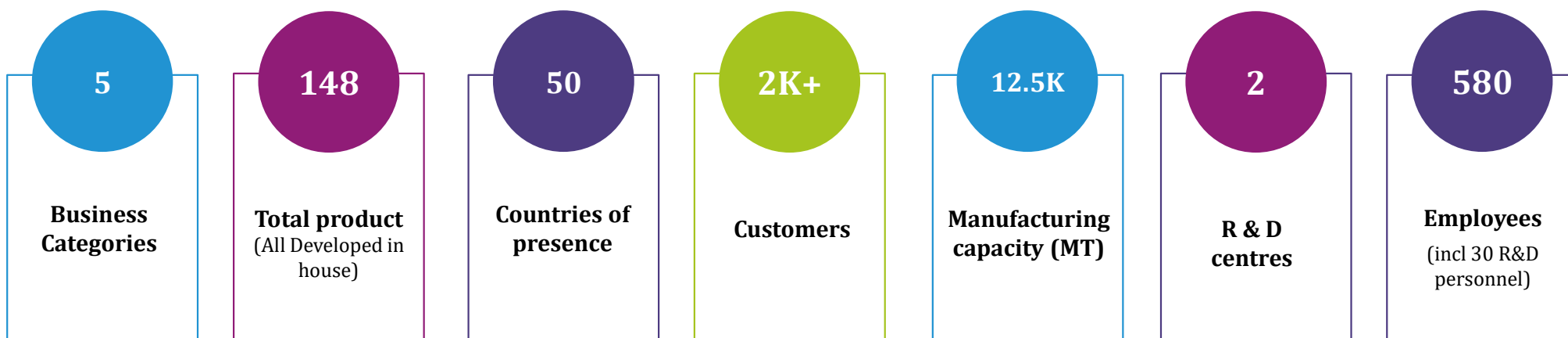
**COMPANY
OVERVIEW**



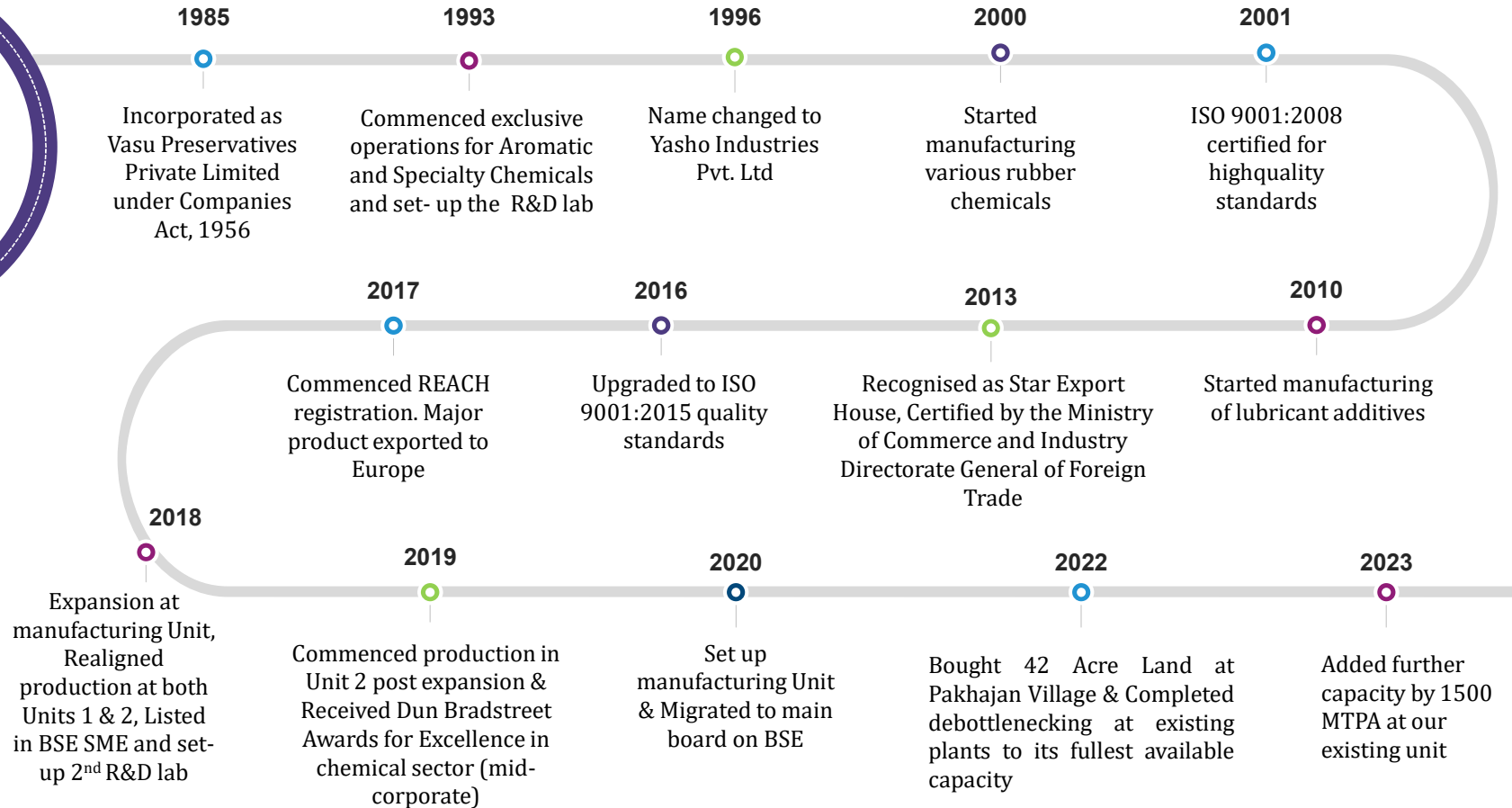
Business Overview

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. ULLAL 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 appetizing 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



 Industrial Additives	 Customer	 Current Revenue	 Revenue Potential*
Product A/B	Lubricant Manufacturers	N/A	3000 Cr
Product C	India + EU/USA	N/A	2000 Cr
Product D	Global MNC Players	35 Cr	500 Cr

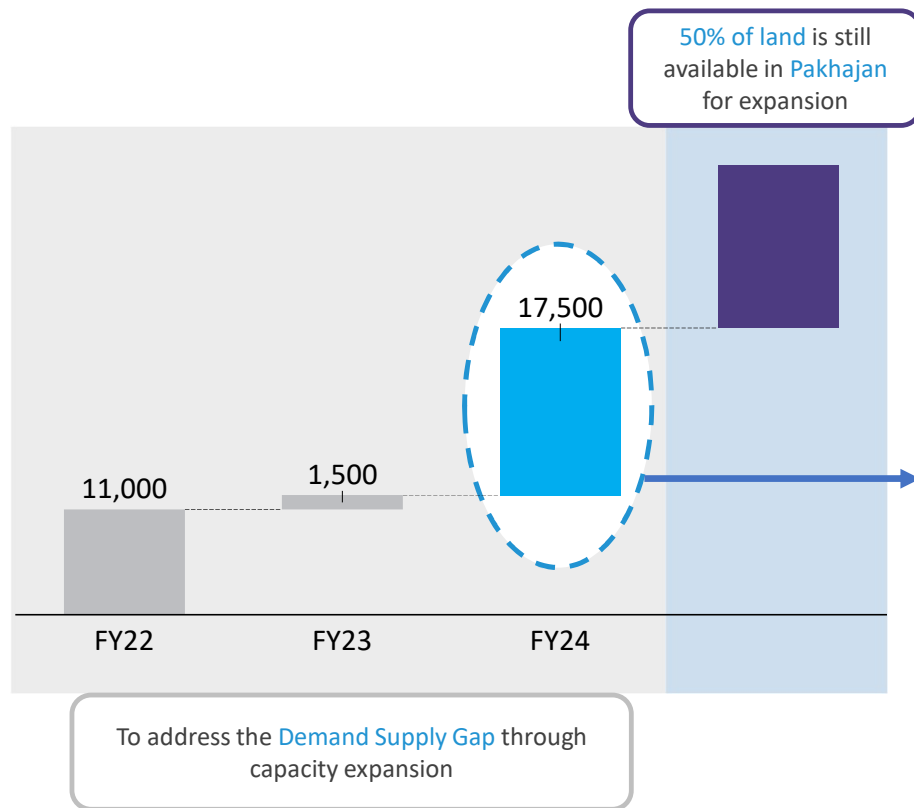
Manufacturing Capabilities

	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

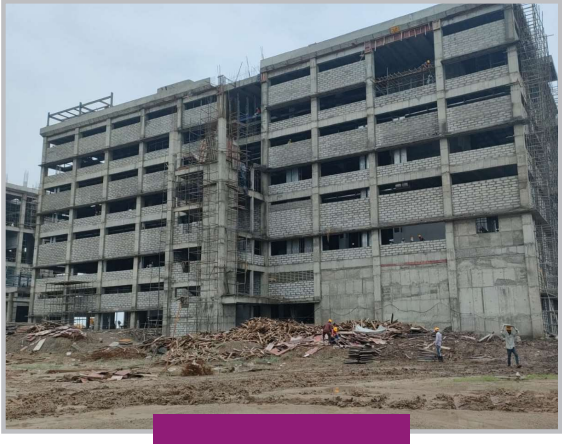
Capacity Expansion



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



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

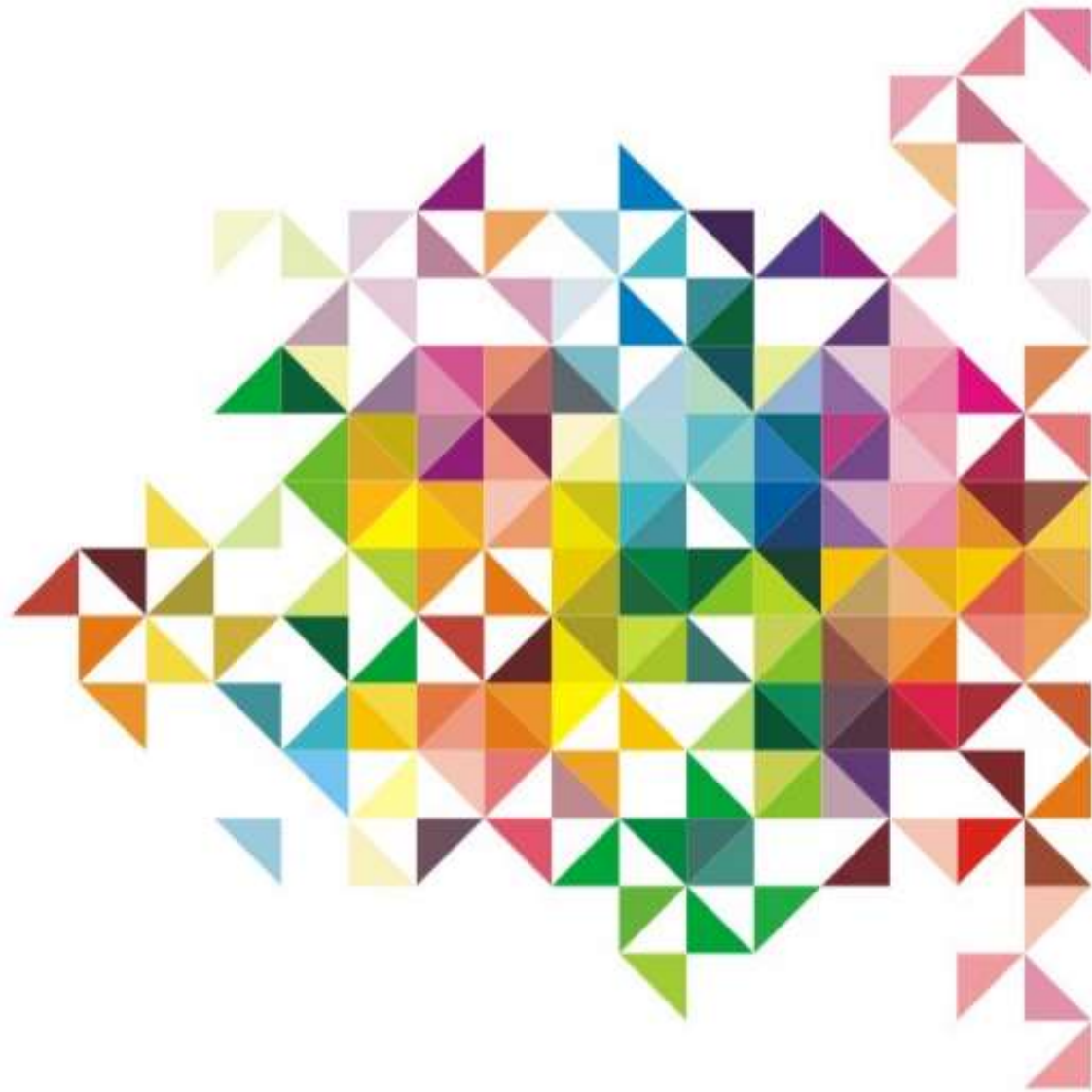


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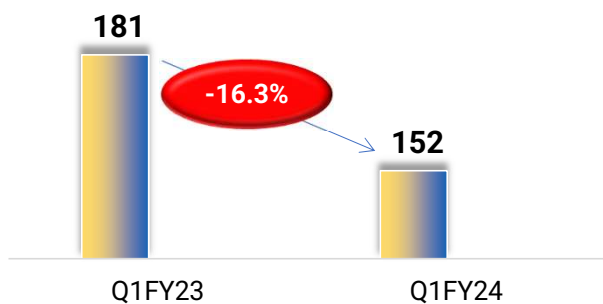
HALAL Certification

Q1FY24
Results Highlights

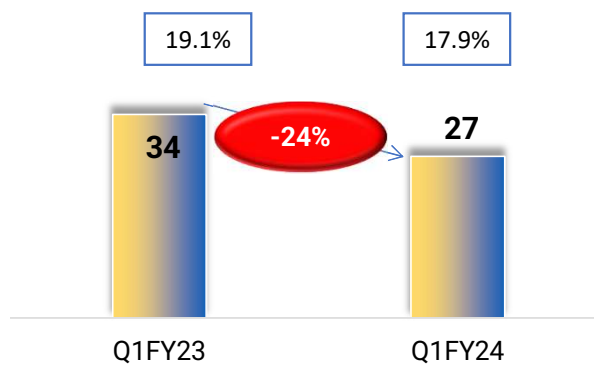


Results Highlights (Q1FY24)

Total Revenue

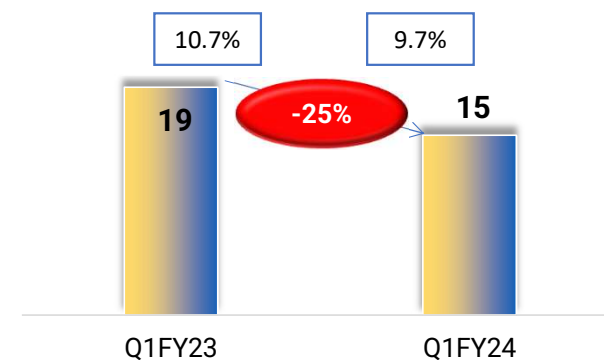


EBITDA & Margin



PAT & PAT Margin

(Rs. in Crs)



Category-wise Revenue Breakup

	Industrial Chemicals	Consumer Chemicals
Q1 FY24	81%	19%
Q1 FY23	79%	21%

Geography-wise Revenue Breakup

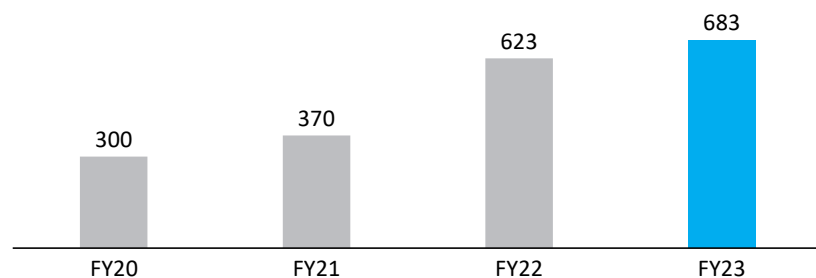
	International	Domestic
Q1 FY24	64%	36%
Q1 FY23	69%	31%

Consolidated Income Statement – Q1FY24

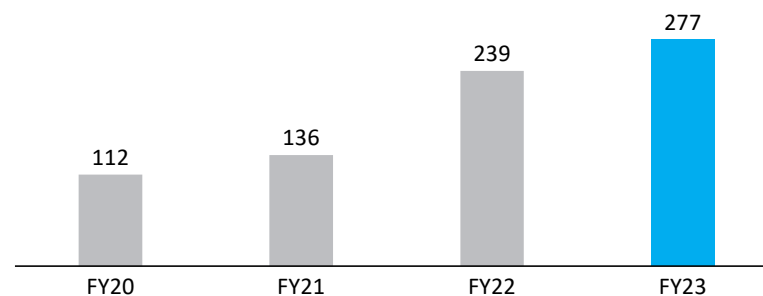
Particulars (Rs. in Crs)	Q1 FY24	Q1 FY23	Y-o-Y	Q4 FY23	Q-o-Q	FY23	FY22	Y-o-Y
Revenue from Operations	150.3	177.2		152.0		671.6	612.7	
Other Income	1.5	4.1		1.5		11	10.3	
Total Revenue	151.7	181.3	-16.3%	153.5	-1.2%	682.6	623.0	9.60%
Cost of Material Consumed	89.1	128.9		106.1		462.7	409.1	
Change in Inventories of Finished goods & Work in Progress	9.3	-26.5		-11		-57.4	-19.9	
Total Raw Material	98.4	102.4		95.1		405.3	389.2	
Gross Profit	53.3	78.9		58.4		277.2	233.8	
Gross Profit Margin (%)	35.4%	43.5%		38.0%		40.6%	37.5%	
Employee Expenses	10.1	9.0		9.9		38.6	32.5	
Other Expenses	16.4	36.1		20.6		112.7	97.9	
EBITDA	26.8	33.8	-20.7%	27.9	-3.9%	126	103.3	22%
EBITDA Margin (%)	17.8%	19.1%		18.4%		18.5%	16.9%	
Depreciation	3.8	4.9		4.7		19.8	18.7	
EBIT	22.9	28.9	-20.8%	23.2	-1.3%	106.2	84.6	25.50%
EBIT Margin (%)	15.2%	15.9%		15.1%		15.6%	13.6%	
Finance Cost	2.9	3.9		3.8		15.6	13.8	
Profit before Tax	19.9	25.0	-20.4%	19.5	2.1%	90.6	70.8	27.90%
Profit before Tax(%)	13.0%	13.8%		12.7%		13.5%	11.6%	
Tax	5.1	5.6		3.8		22.7	18.5	
Profit After Tax	14.8	19.4	-24%	15.7	-6%	67.9	52.3	29.80%
PAT Margin (%)	9.7%	10.7%		10.2%		9.9%	8.4%	
EPS (As per Profit after Tax)	12.9	17.0		13.8		59.5	47.2	

Financial Performance

Total Revenue (Rs. Crs.)

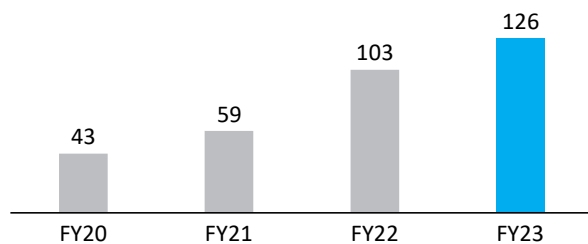


Gross Profit



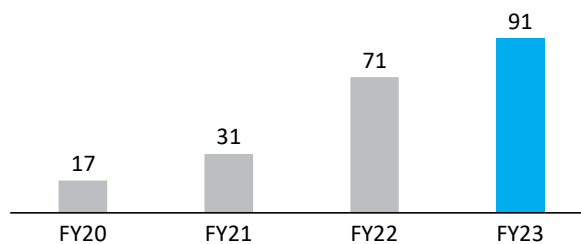
EBITDA (Rs. Crs) & EBITDA Margin

14.4% 16.4% 16.9% 18.5%



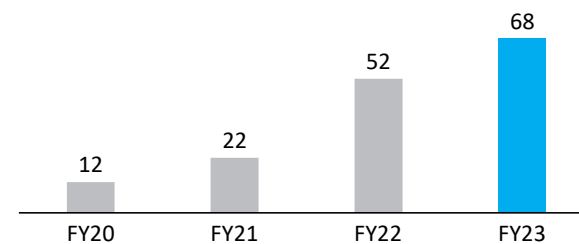
PBT (Rs. Crs) & PBT Margin

5.7% 8.5% 11.6% 13.5%



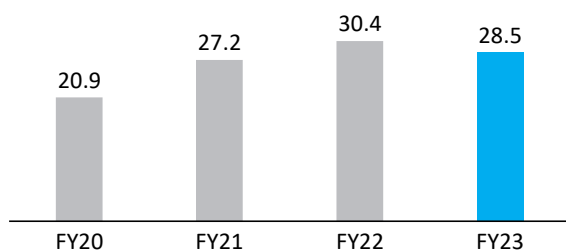
PAT (Rs. Crs) & PAT Margin

4.0% 5.9% 8.5% 9.9%

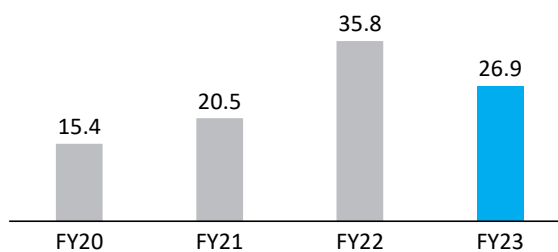


Financial Performance

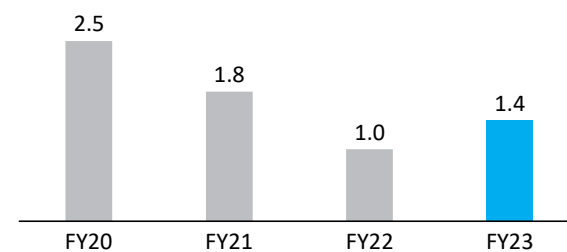
ROE (%)



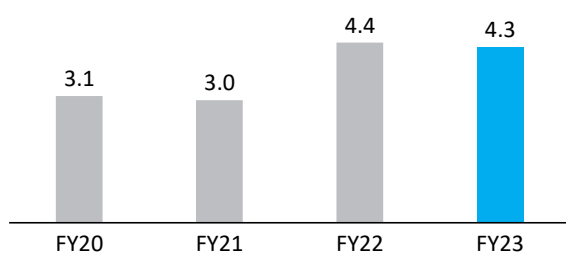
ROCE (%)



Net Debt / Equity (x)



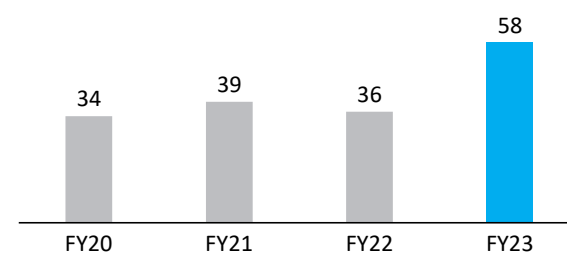
Fixed Asset Turnover (x)



Working Capital Days



Cash Flow from Operations (Rs. Crs.)

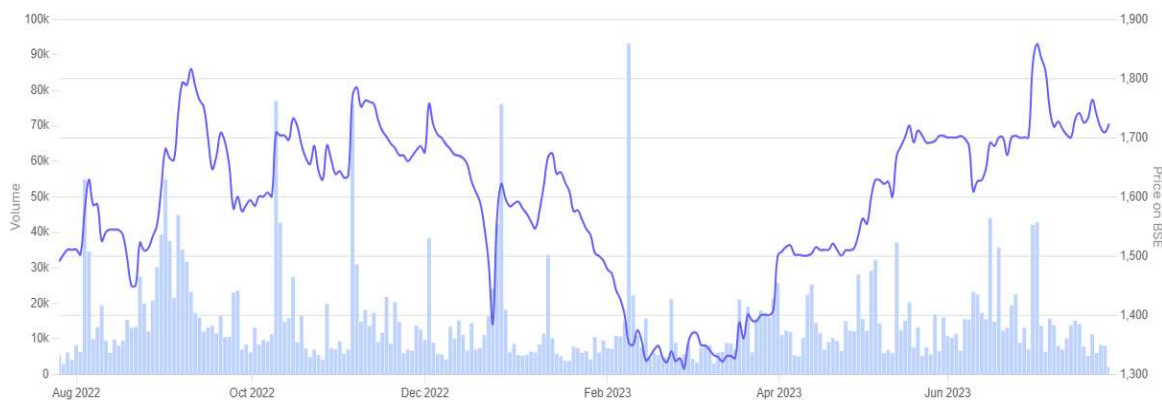


Shareholders Information

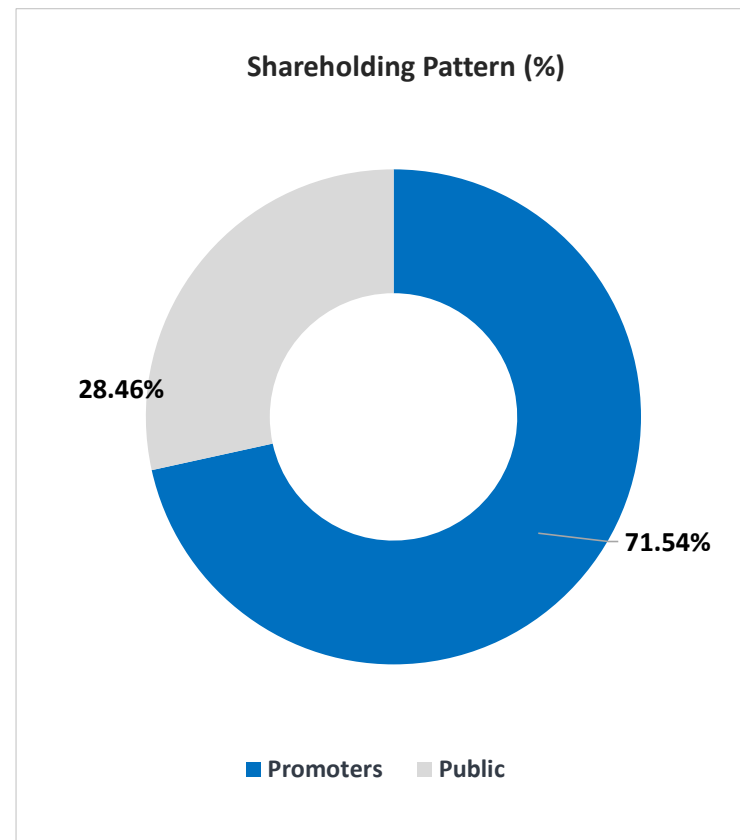
Stock Information (as on 3rd August 2023)

 Market Capitalization (₹)	1,973 Cr
 Shares Outstanding	11.4 mn
 Free Float	553 Cr
 Symbol (BSE)	524709

Stock Performance Chart (as on 3rd August 2023)



(As on 30th June 2023)





Mr. Deepak Kaku
CFO

deepak@yashoindustries.com
www.yashoindustries.com

CIN – L74110MH1985PLC037900



Investor Relations:

Mr. Bhavya Shah
bhavya.shah@linkintime.co.in
+91 80827 48577

Mr. Nachiket Kale
nachiket.kale@linkintime.co.in
+91 99209 40808

www.orientcap.com

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