



Date: August 04, 2023

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

**Sub: Investor Presentation**

**Scrip Code: 541167**

Dear Sir/ Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, a copy of the Investor's Presentation is enclosed herewith and the said Investor's Presentation has also been uploaded on the Company's website at [www.yashoindustries.com](http://www.yashoindustries.com)

We request you to kindly take the same on record.

Thanking You,

**For Yasho Industries Limited**

**Komal Bhagat**  
**(Company Secretary & Compliance Officer)**

***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](mailto:info@yashoindustries.com); CIN No: L74110MH1985PLC037900



# INVESTOR PRESENTATION

Q1FY24 | August 2023

# Safe Harbor

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# COMPANY OVERVIEW

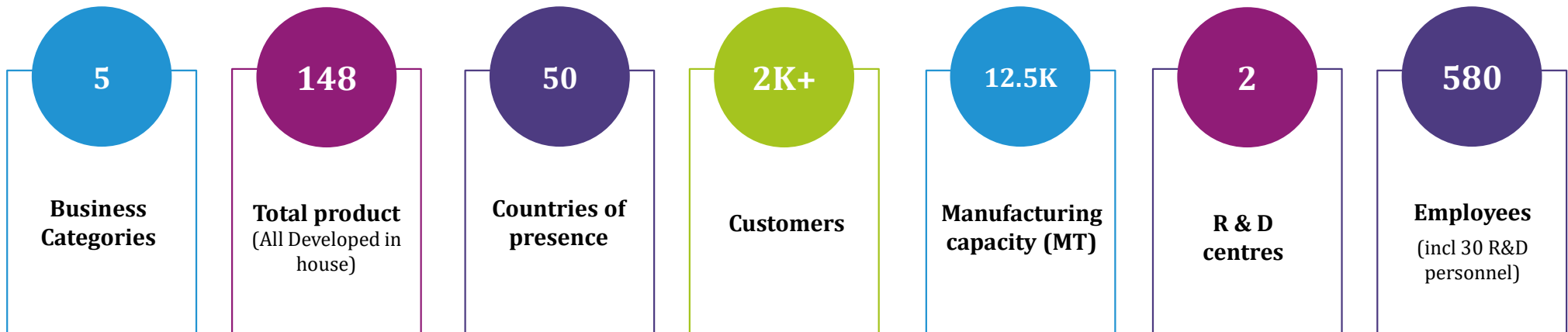
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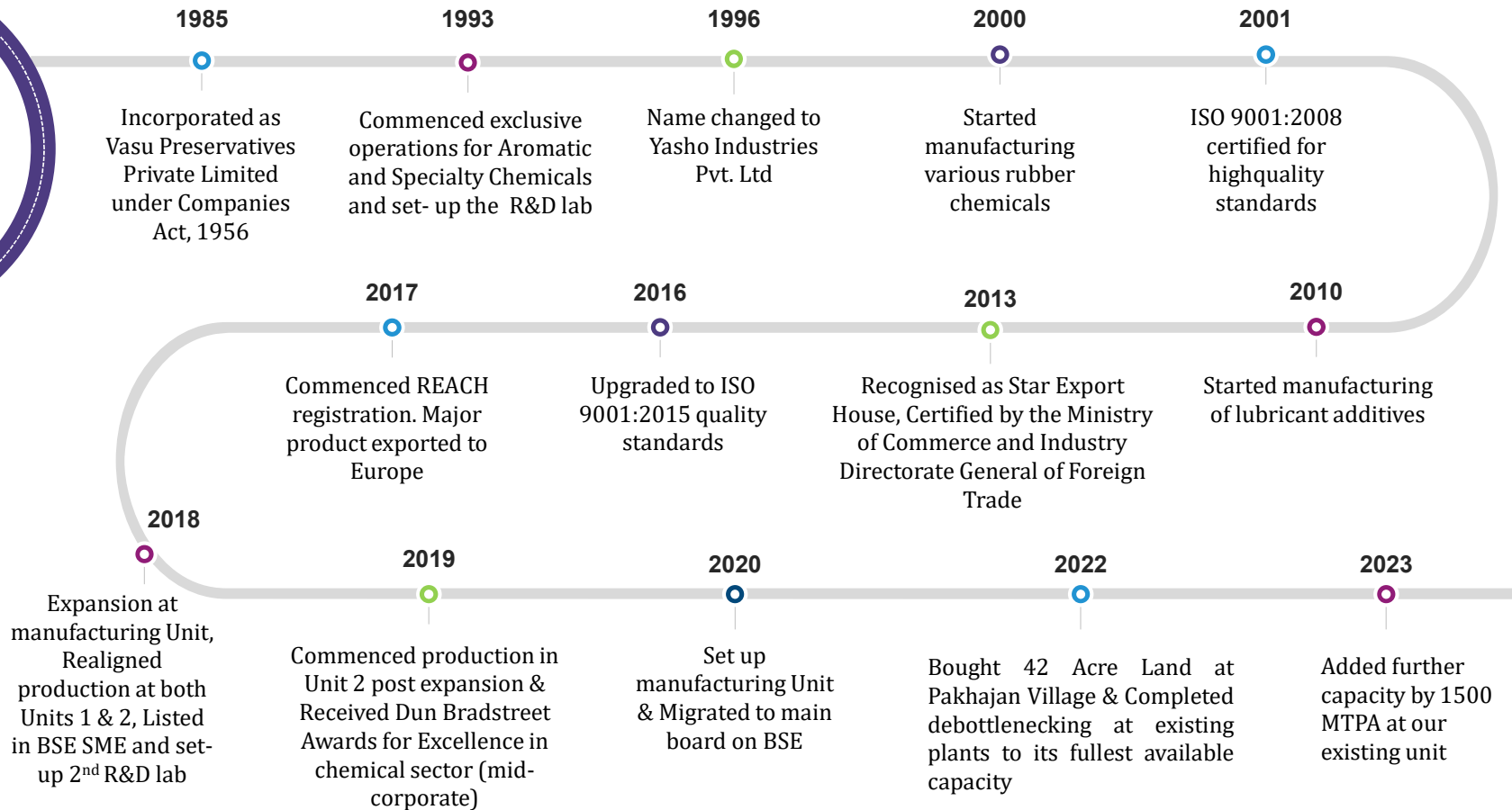
# Business Overview

## 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

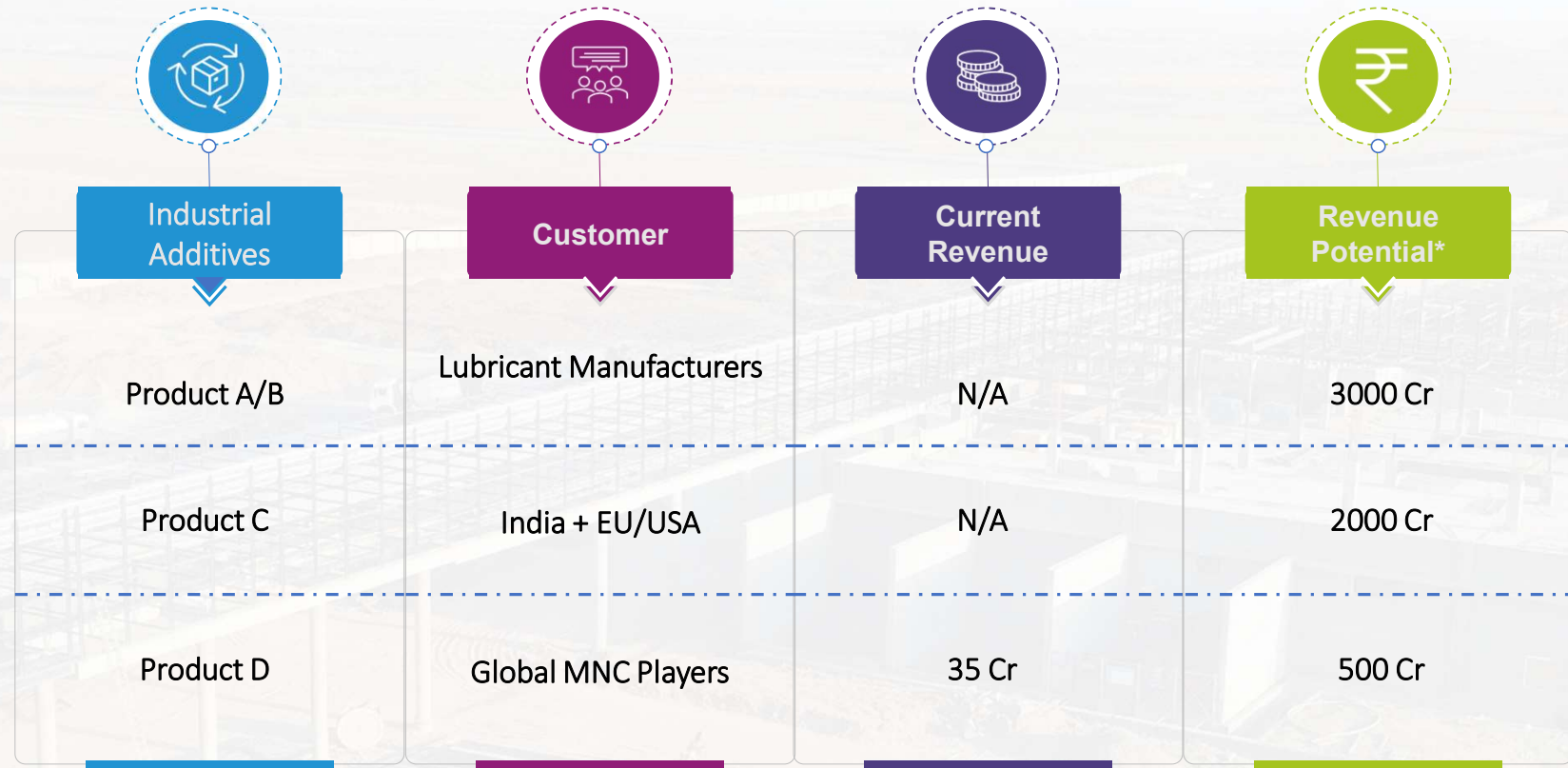
### Applications

- 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

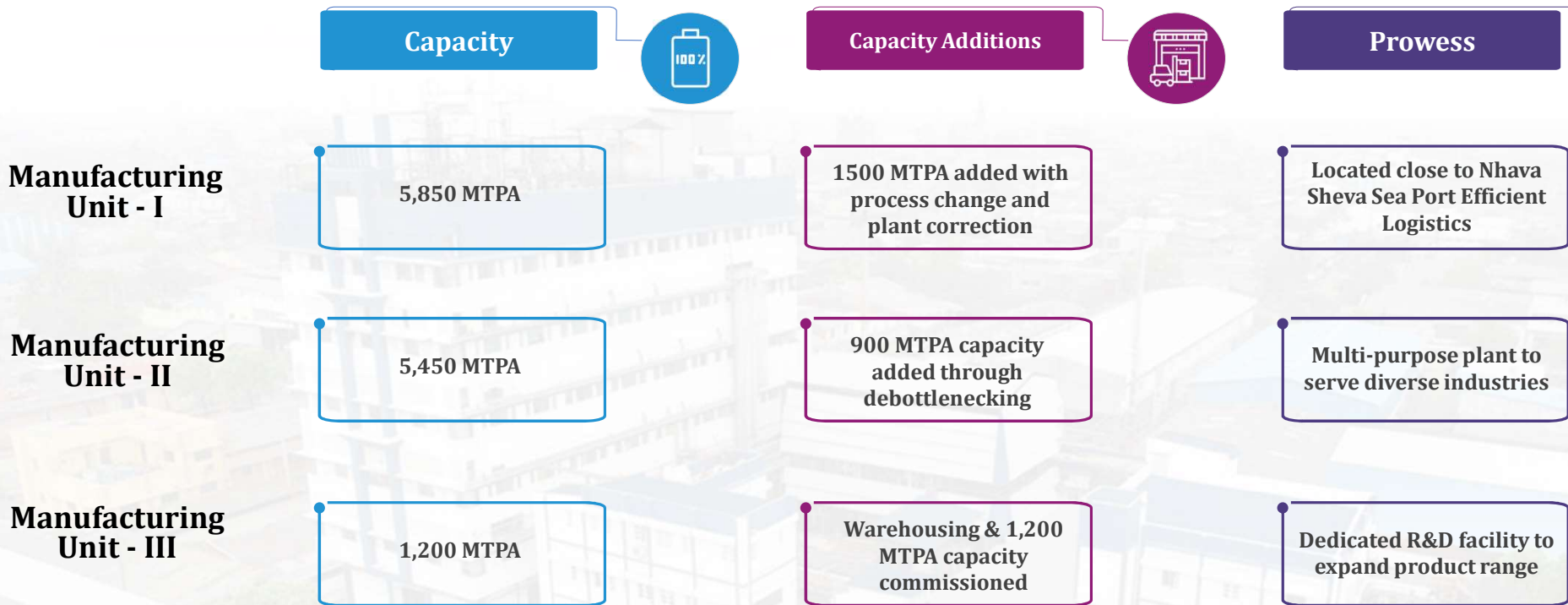
**Offerings** - Products like tyres and automotive components like hoses, seals, conveyor belts etc.  
 Branded as YALUB elevate the performance of lubricants by improving boundary lubricity, oxidation resistance, extreme pressure properties, and inhibiting corrosion



# Product Pipeline & Revenue Potential



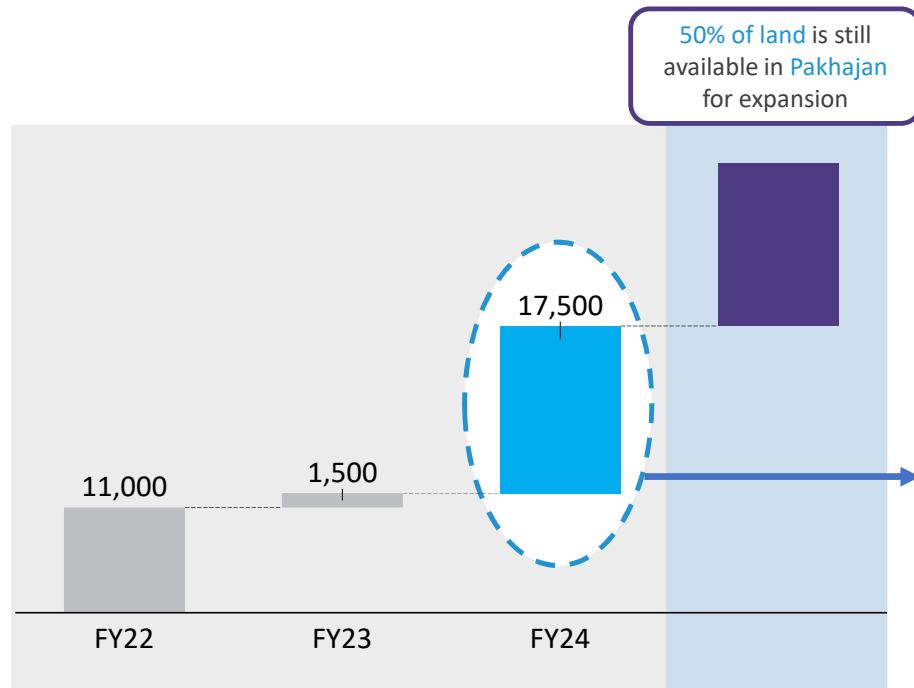
# Manufacturing Capabilities



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

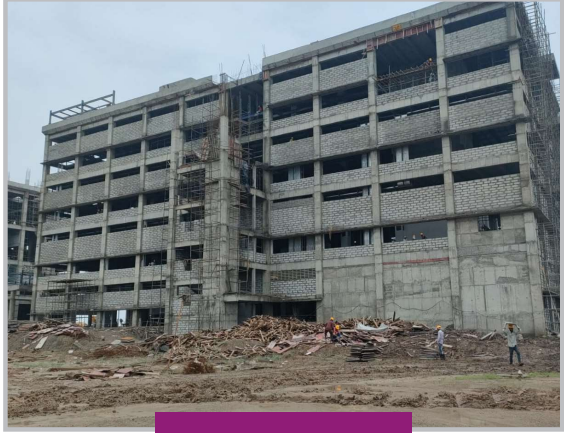


To address the Demand Supply Gap through capacity expansion

## 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



## 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



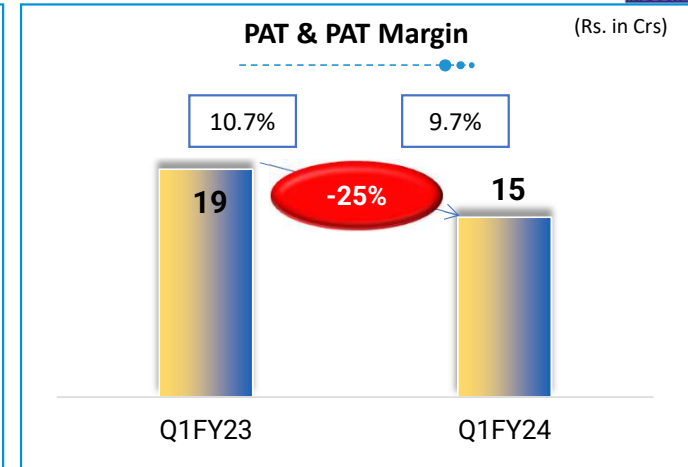
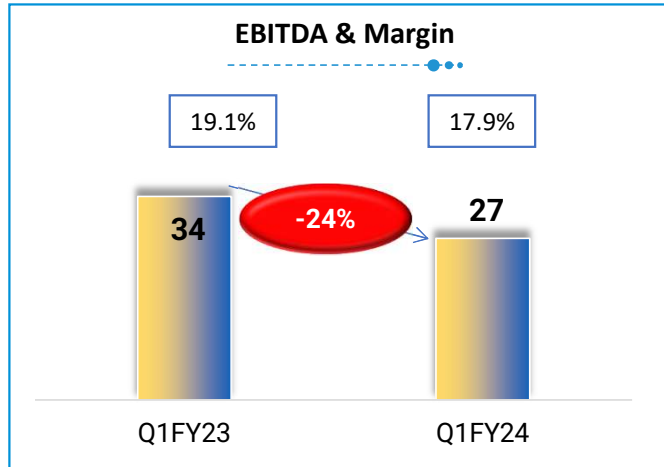
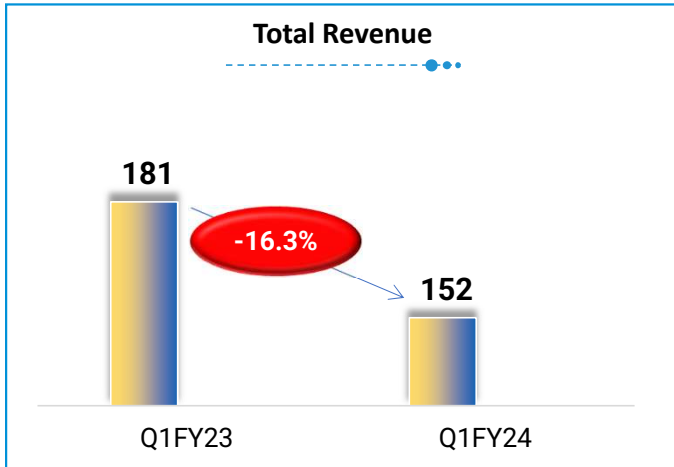
HALAL Certification

**Q1FY24**  
**Results Highlights**

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# Results Highlights (Q1FY24)



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%

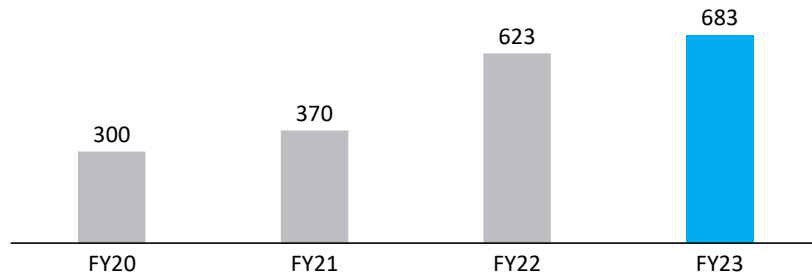


## Consolidated Income Statement – Q1FY24

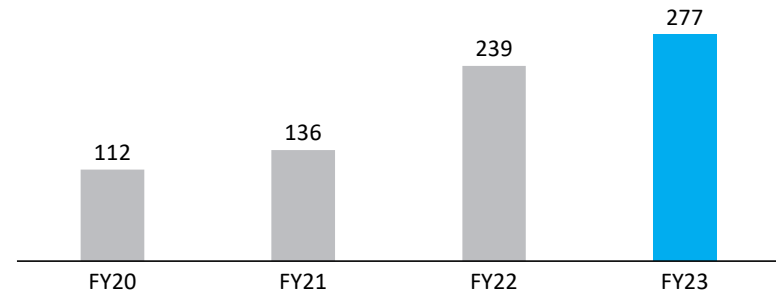
Particulars (Rs. in Crs)	Q1 FY24	Q1 FY23	Y-o-Y	Q4 FY23	Q-o-Q	FY23	FY22	Y-o-Y
Revenue from Operations	150.3	177.2		152.0		671.6	612.7	
Other Income	1.5	4.1		1.5		11	10.3	
<b>Total Revenue</b>	<b>151.7</b>	<b>181.3</b>	<b>-16.3%</b>	<b>153.5</b>	<b>-1.2%</b>	<b>682.6</b>	<b>623.0</b>	<b>9.60%</b>
Cost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

# Financial Performance

### Total Revenue (Rs. Crs.)

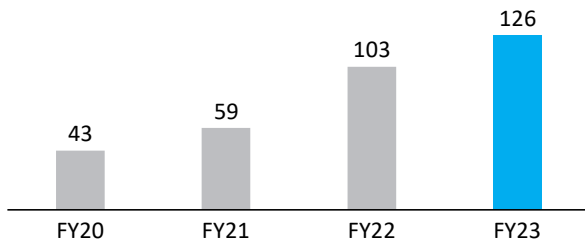


### Gross Profit



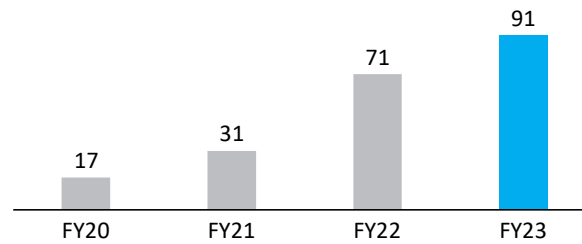
### EBITDA (Rs. Crs) & EBITDA Margin

14.4%    16.4%    16.9%    18.5%



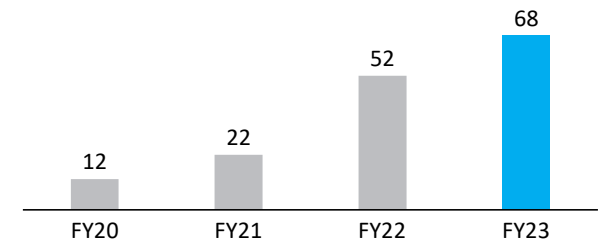
### PBT (Rs. Crs) & PBT Margin

5.7%    8.5%    11.6%    13.5%



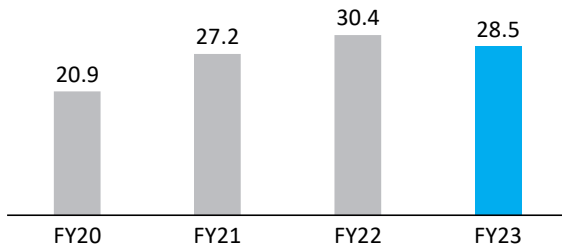
### PAT (Rs. Crs) & PAT Margin

4.0%    5.9%    8.5%    9.9%

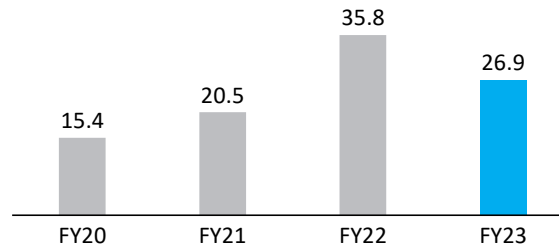


# Financial Performance

### ROE (%)



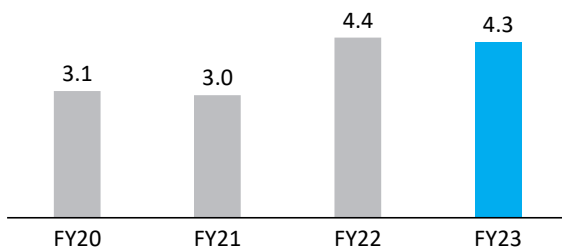
### ROCE (%)



### Net Debt / Equity (x)



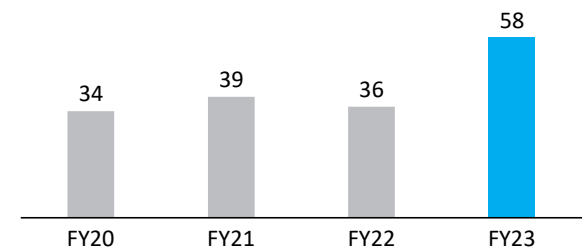
### Fixed Asset Turnover (x)



### Working Capital Days







### Cash Flow from Operations (Rs. Crs.)



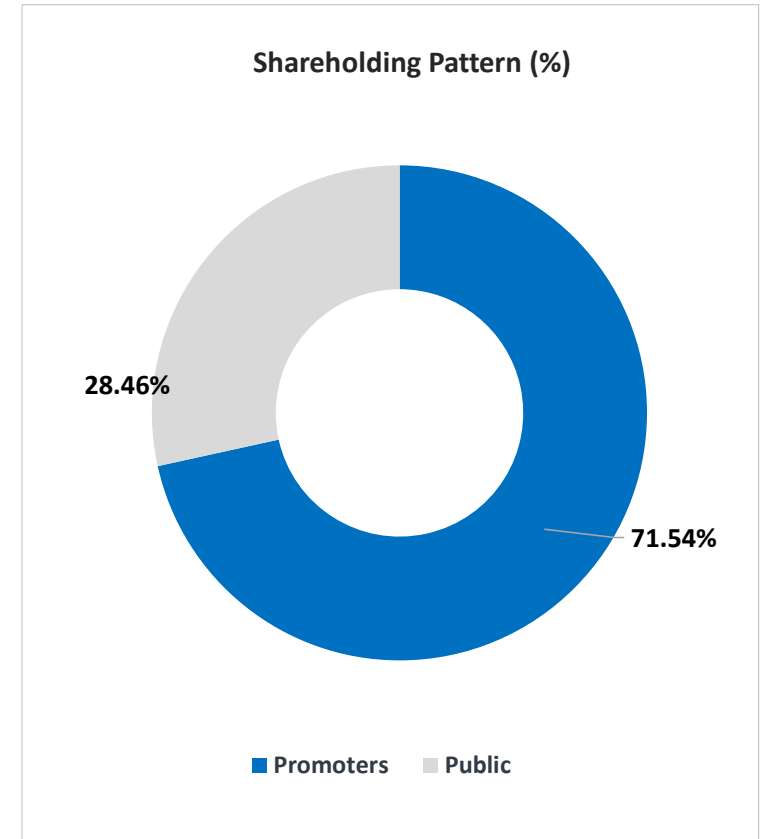
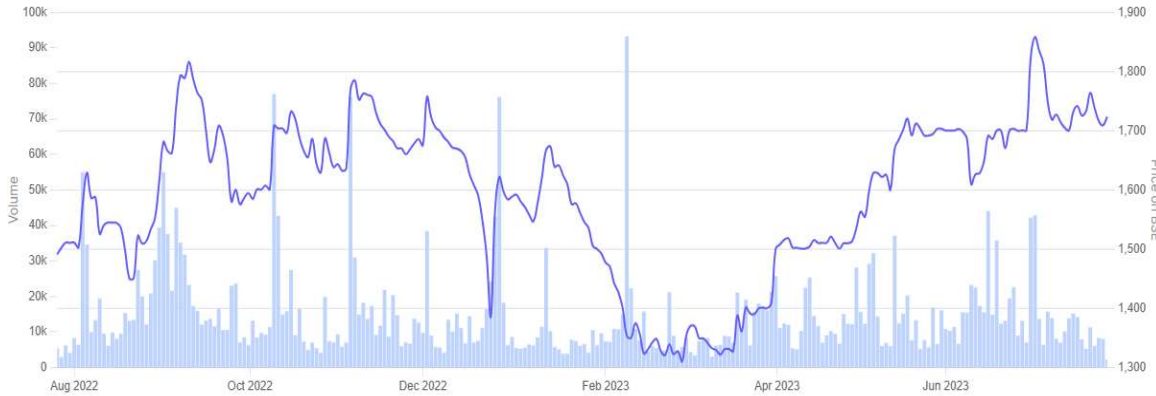
# Shareholders Information

**Stock Information** (as on 3<sup>rd</sup> August 2023)

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

(As on 30<sup>th</sup> June 2023)

**Stock Performance Chart** (as on 3<sup>rd</sup> August 2023)





**Mr. Deepak Kaku**  
CFO

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Thank you!



**BSE** 541167

**Bloomberg** YASHO:IN

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