



Yasho Industries Limited

Investor Presentation – August 2021

Safe Harbour

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Q1 FY22 Highlights

Business Highlights

Q1FY22



84%

Total Revenue
growth on YoY basis



97%

EBITDA
growth on YoY basis



73%

Sales Volume
growth on YoY basis

“We are pleased to report our highest quarterly performance led by better product mix. Total revenue for the quarter stood at Rs 134 crores, a growth of 84% on YoY basis. Our sales volume grew by 73% and EBITDA grew by 97% on YoY basis. Demand for all major chemicals has been healthy in Q1FY22 led by Rubber chemicals, Lubricant chemicals & Speciality chemical business.

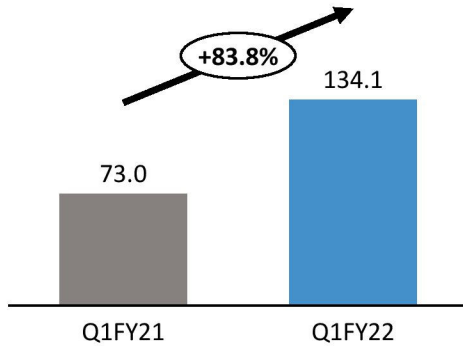
Looking at the current demand for these products, we have incurred a Capex up to Rs 10 crores to enhance our existing capacity by 1,800 MTPA through debottlenecking at our unit 1 and unit 2 plant by 900 MTPA each. The said capacity expansion is expected to fully commercialize from Q3FY22 onwards and will be able to serve incremental demand.

Over the past few years, we have steadily built up our strengths in innovation, customization, manufacturing, as well as in global distribution. We have invested lots of effort in product development, product approval cycle, and various global certifications to match international quality standards. We serve more than 1,000 clients across 50 countries and have been their long-term business partner backed by our strong R&D approach that creates value add chemistries. We foresee huge prospects in Rubber chemicals, Lubricant chemicals & Speciality chemical segments. This expansion will strengthen our capabilities and will be able to capture upcoming opportunities”

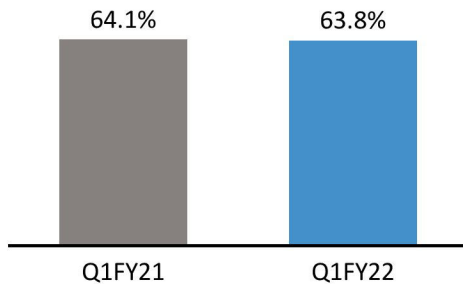
Mr. Parag Jhaveri,
Managing Director & CEO

Financial Highlights

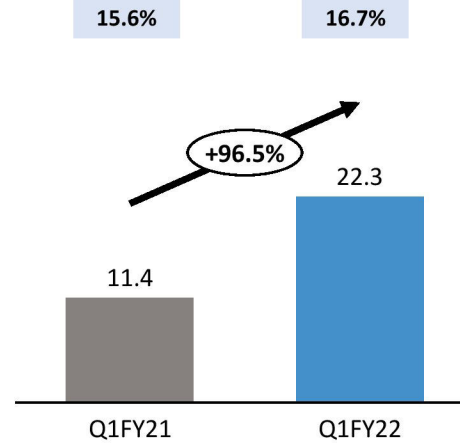
Revenue (Rs. Crs.)



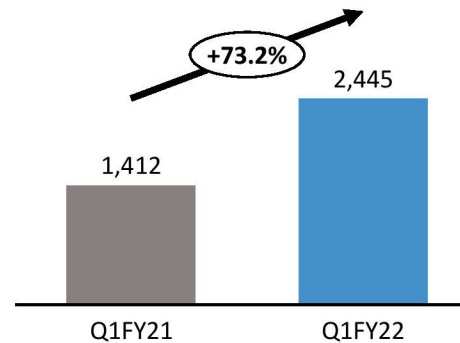
Export (%)



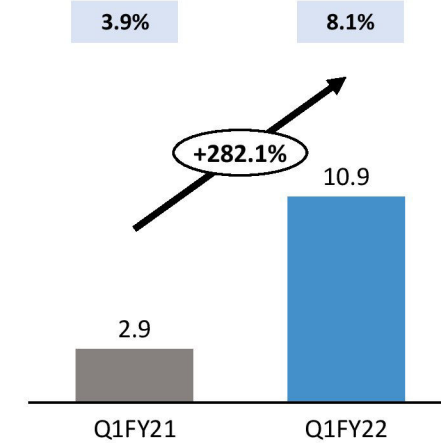
EBITDA (Rs. Crs.)



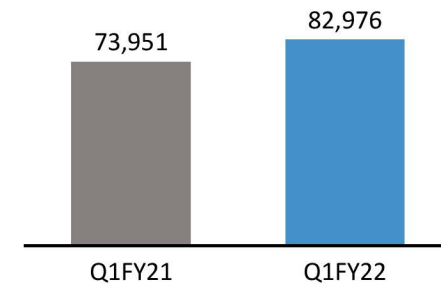
Sales Volume (MTPA)



PAT (Rs. Crs.)



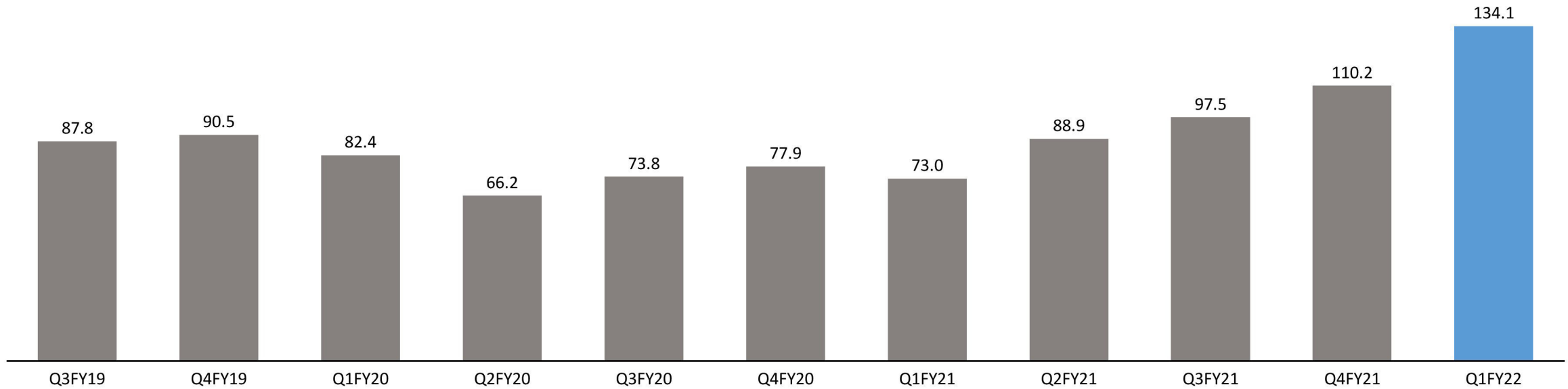
EBITDA/ Tonne** (Rs)



Margin

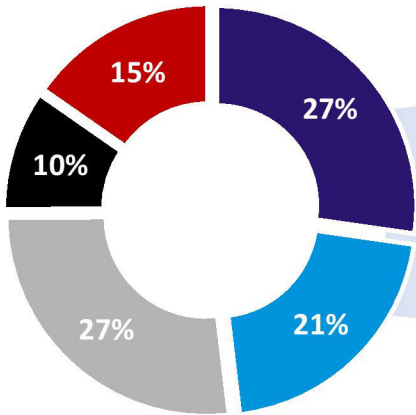
Highest Quarterly Performance

Revenue (Rs. Crs.)

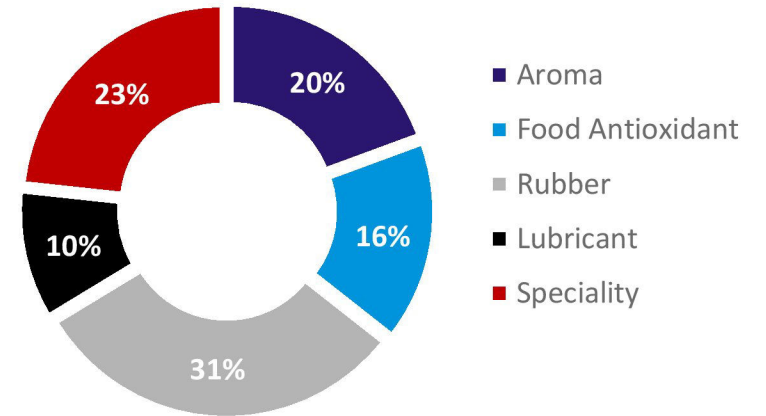


Growing Contribution From Value Added Segments

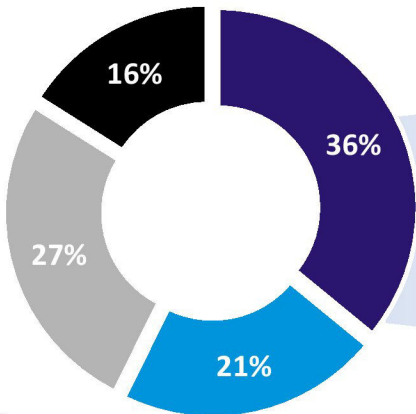
Q1 FY21 Segment-wise
Revenue Breakup (Rs 71 Cr)



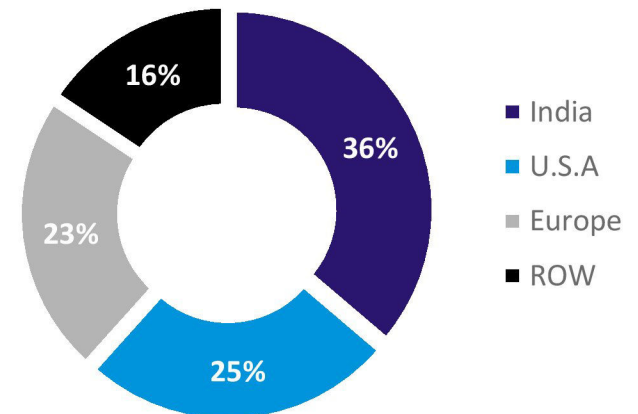
Q1 FY22 Segment-wise
Revenue Breakup (Rs 131 Cr)



Q1 FY21 Region-wise



Q1 FY22 Region-wise



Profit & Loss Statement

Particulars (Rs. In Crs.)	Q1 FY22	Q1 FY21	Y-o-Y	Q4 FY21	Q-o-Q
Revenue from Operation	132.0	72.0		107.4	
Other income	2.0	0.9		2.7	
Total Revenue	134.1	73.0	83.8%	110.1	21.7%
Cost of Material Consumed	84.8	47.6		66.9	
Employee's Benefits Expense	7.2	4.6		7.0	
Other Expenses	19.7	9.4		17.1	
EBITDA	22.3	11.4	96.5%	19.2	16.6%
EBITDA Margin	16.7%	15.6%		17.4%	
Depreciation	3.5	3.1		3.0	
EBIT	18.8	8.3	126.6%	16.1	17.0%
Finance cost	3.4	4.5		3.1	
PBT	15.4	3.8	300.9%	13.0	18.9%
Tax expense	4.5	1.0		3.9	
PAT	10.9	2.9	282.2%	9.1	19.9%
PAT Margin	8.1%	3.9%		8.3%	
EPS	10.01	2.62		8.35	



Company Overview

Yasho Industries Ltd : A Snapshot



Manufacturer of Specialty &
Performance Chemicals

Technocrat Promoters

Strong Presence in
Over 50 Countries

Global Certifications

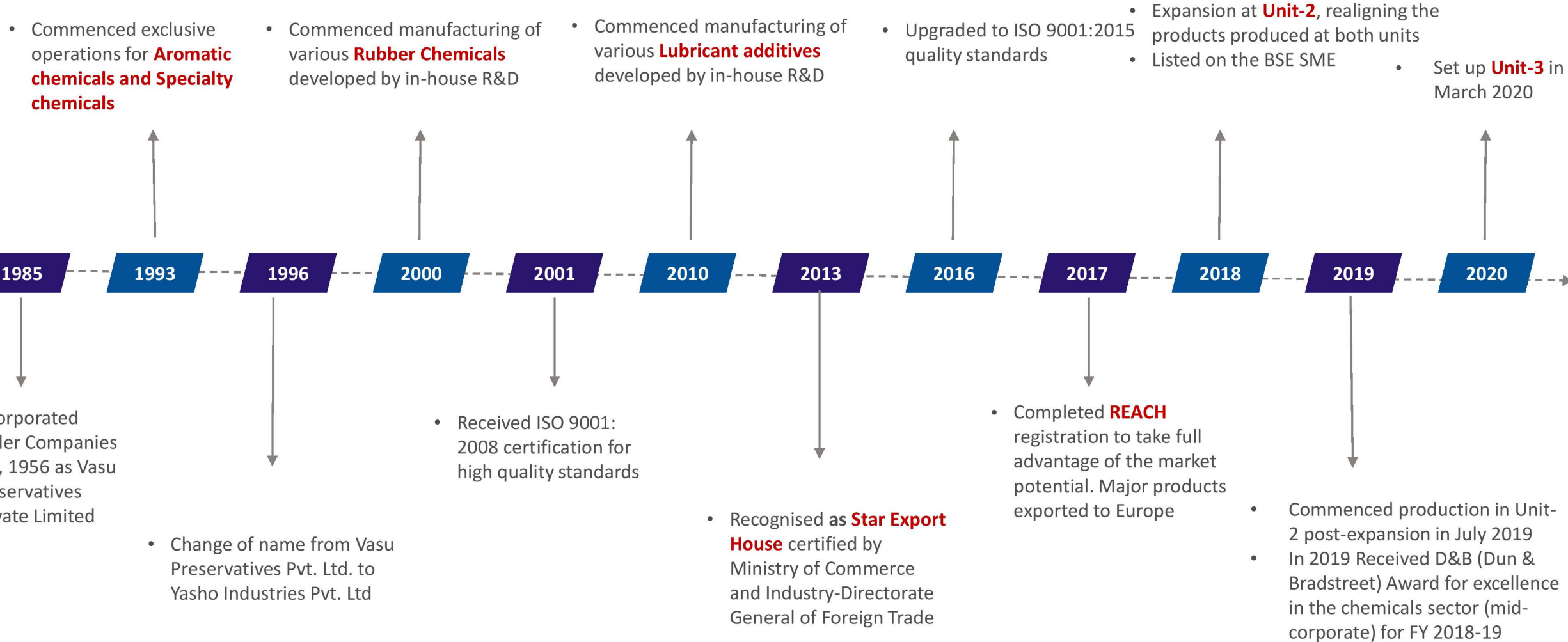
Business Vertical : 5

Total Products : 148

9,200 MT
Manufacturing Capacity

3 Manufacturing Units in
Vapi, Gujarat

Our Journey from Aromatic Chemicals to Rubber & Lubricant additives



Diversified Business Portfolio

Highly Competitive segments



Aroma Chemicals



Food Antioxidants

Limited Competition, Export Opportunity and Superior Margin Profile



Rubber Chemicals



Lubricant Additives

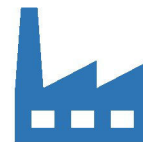


Specialty Chemical

Business Verticals



Multi-Products



Multi-Applications



Multi-Reach

Made in India : Delivering Globally

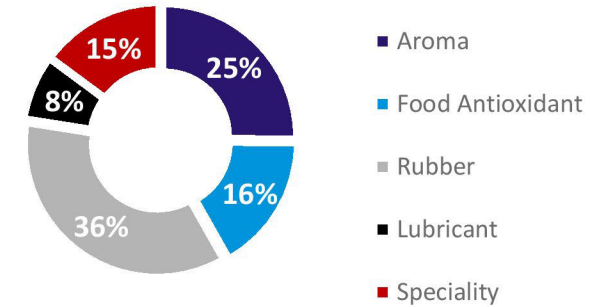
Strong Presence in over **50 countries** across Europe, America, Middle East and Asia.

Exports over **60%**

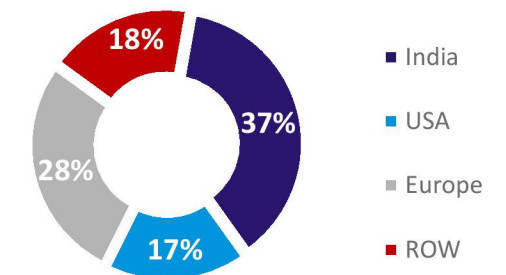


Recognized Supplier in Global Markets since last **2 Decades**

FY21 Segment-wise Revenue Breakup (Rs 357 Cr)



FY21 Region-wise Revenue Breakup (Rs 357 Cr)



Large Marquee Clients



हिन्दुस्तान पेट्रोलियम



Balmer Lawrie



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 1,000+ Clients

Our Facilities are Multipurpose & Multiproduct

**Existing Capacity
9,200 MTPA**

Unit 1: 3,450 MTPA

Unit 2: 4,550 MTPA

Unit 3: 1,200 MTPA

**3 Units at
Vapi, Gujarat**



**New Capacity
1,800 MTPA**

- 900 MTPA will be added through debottlenecking and is expected to fully commercialized from Q3FY22

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- Warehousing facilities and 1,200 MTPA capacity commissioned in March 20
- Capacity ramp up expected in 2022

Competitive Edge

01

Strategically located within 200 Kms from Nhava Sheva Sea Port

02

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

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 chemical 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 capabilities identify process bottlenecks and undertake specific initiatives to enhance efficiencies. This leads to **cost optimization** and ensures **higher capacity utilization**.

This has helped to **reduce waste generated** at the facilities.

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

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

We also continued our efforts towards new product development in the emerging fields of **electric vehicles and Euro-VI fuel**.

Global Certifications : Highly Compliant Manufacturer

ISO 9001:2015 –
Quality standards

HALAL – certifies various products processed by us is registered with Jamiat Ulama Halal Foundation (JUHF)

Delivering highest quality products across the globe

FSSC 22000 –
Food safety standards

FSSAI – certifies items of food products are authorised to manufacture/ re-pack/re-label

Our testing laboratory is well equipped with modern instruments

FAMI-QS – Feed Safety Management System including Good Manufacturing Practice (GMP) in compliance with FAMI-QS Code

Export Inspection Agency Certification – certifies food antioxidants and flavouring compound for export to all countries excluding EU

Our conformity to global best practices have led us to achieving global certifications which act as an entry barrier especially in large exports market

STAR-K KOSHER – certifies various products as KOSHER certified

REACH - To take full advantage of the market potential. Major products exported to Europe

Board of Directors



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
- Built a robust framework for excellence in execution



Mr. Ashok Malaviya

Non-Executive Independent Director

- Commerce graduate from Mumbai University with over 20 years of experience in handling exports, worldwide parcel service, bulk cargo handling and trading of special hazardous chemicals
- As an Independent Director, he provides his expertise and inputs, to ensure that the Board adheres to the required corporate governance requirements



Mr. Parag Jhaveri

Managing Director & CEO

- M.Sc Chemistry from Mumbai University. He has over three decades of experience in the chemical 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



Mrs. Mila Desai

Non-Executive Independent Director

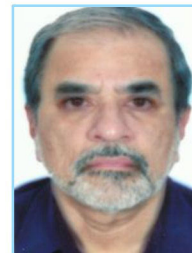
- Commerce graduate and has completed her Master's Degree from Calcutta University. She has various diplomas in fields such as Foundation and Advanced Course in Learning Disabilities and Diploma in Early Childhood Teacher Education



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 also played an integral part in setting up Unit-II & Unit-III



Dr. Prakash Bhate

Non-Executive 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