



Date: February 6, 2024

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

Sub: Investor Presentation

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

We request you to kindly take the same on record.

Thanking You,

For Yasho Industries Limited

Parag Vinod Jhaveri
Managing Director & CEO
DIN: 01257685
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

Q3 FY24 | February 2024



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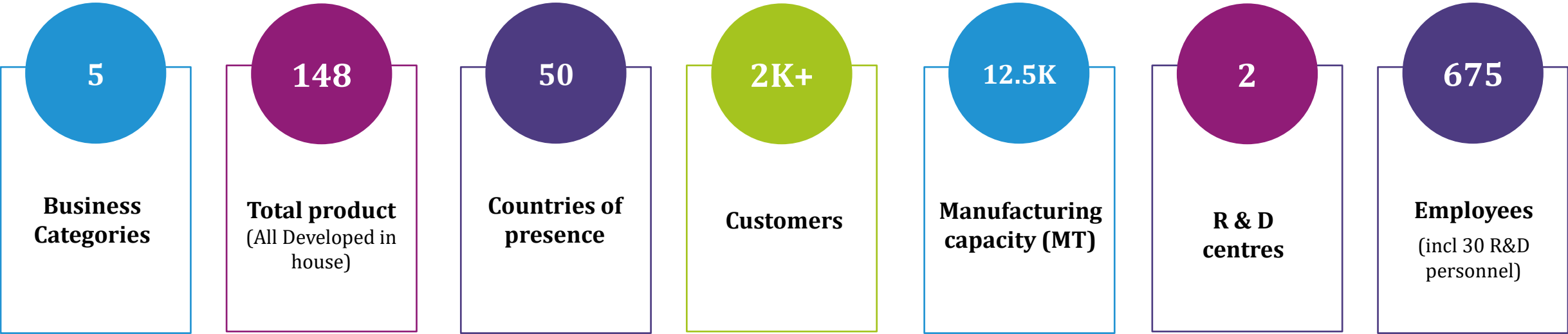
COMPANY OVERVIEW



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.



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 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 appetising for a longer time while enhancing its nutrient content

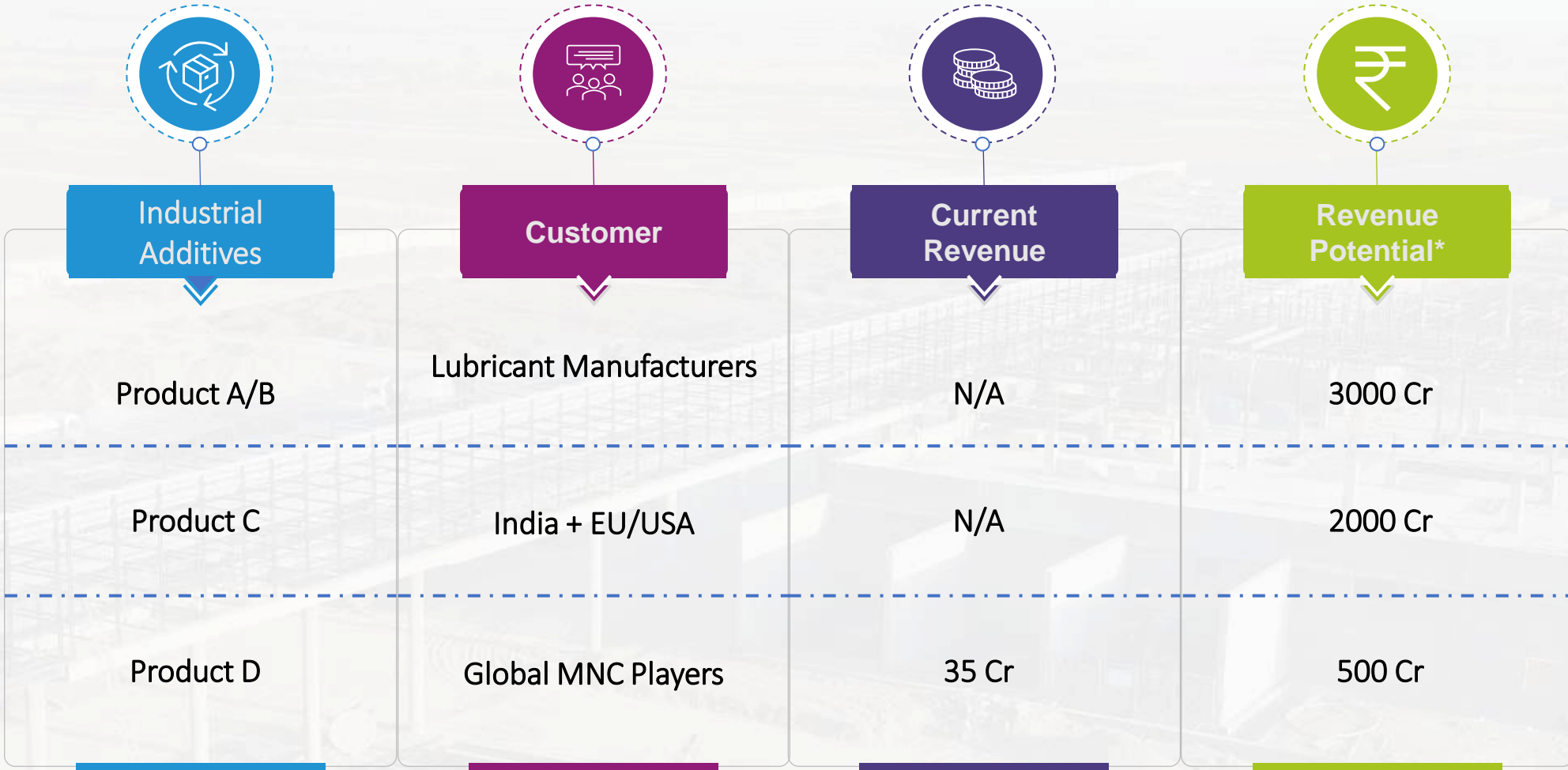
Industrial Division

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



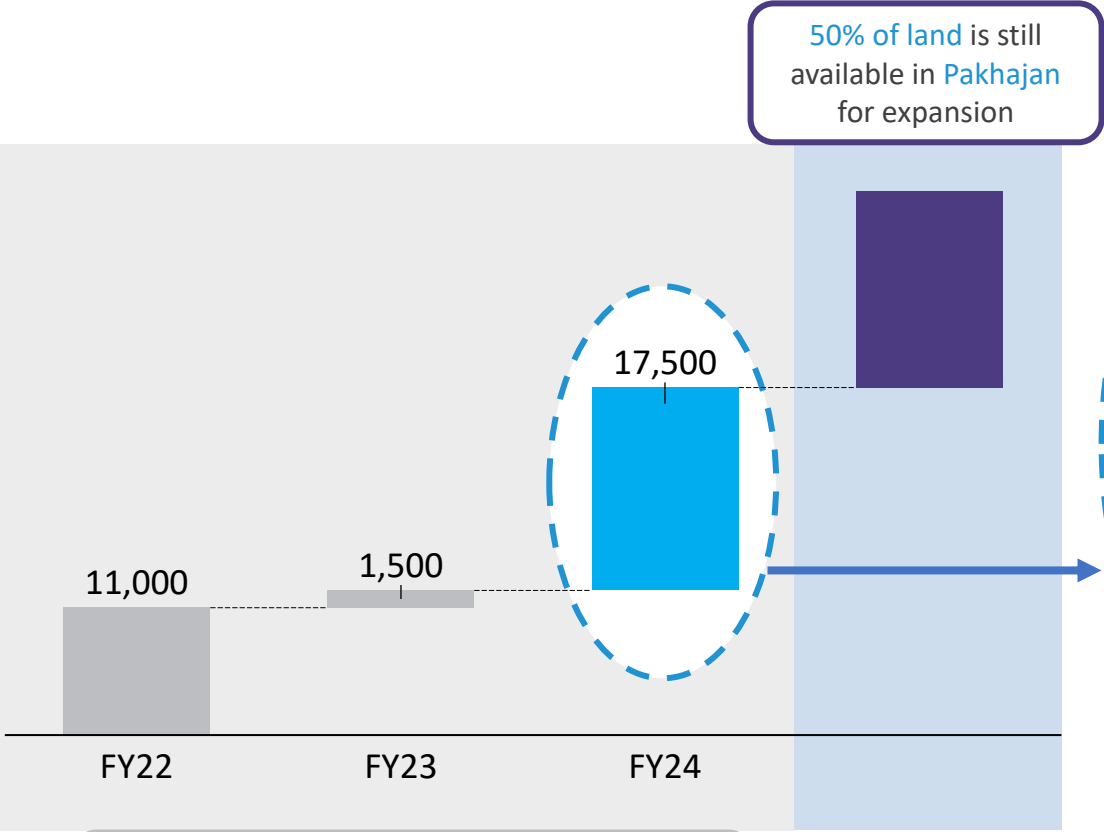
Manufacturing Capabilities

	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.

Trial run started 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**: ~Q1FY25 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 accrual
- 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

Q3 & 9M FY24 Results Highlights

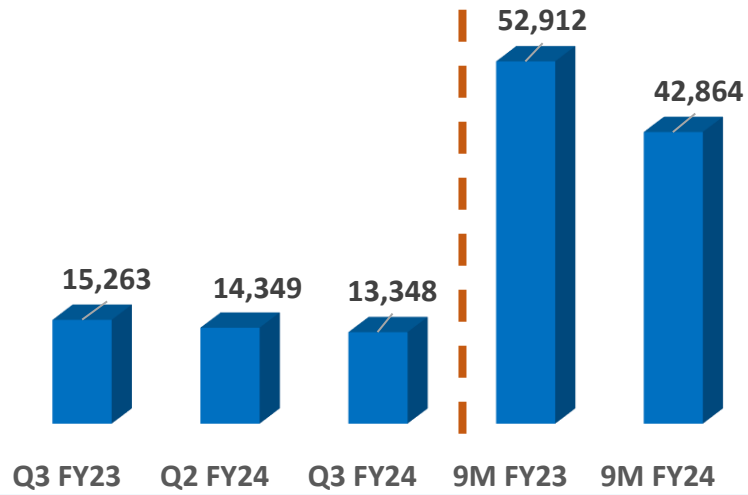


Results Highlights (Q3 & 9M FY24)

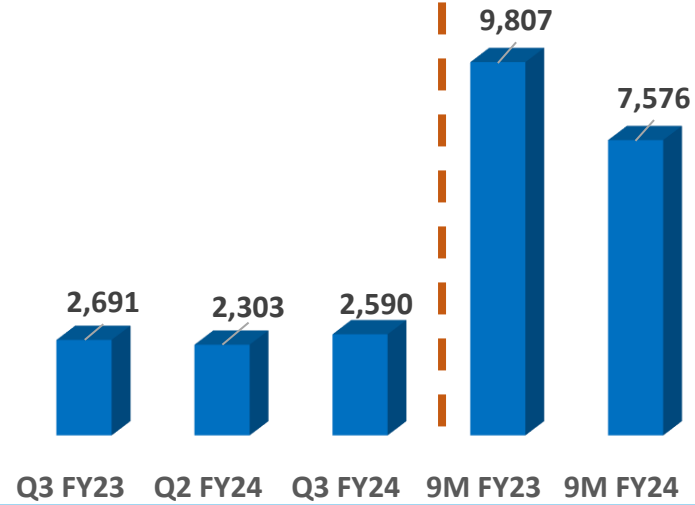
(INR in Lac)



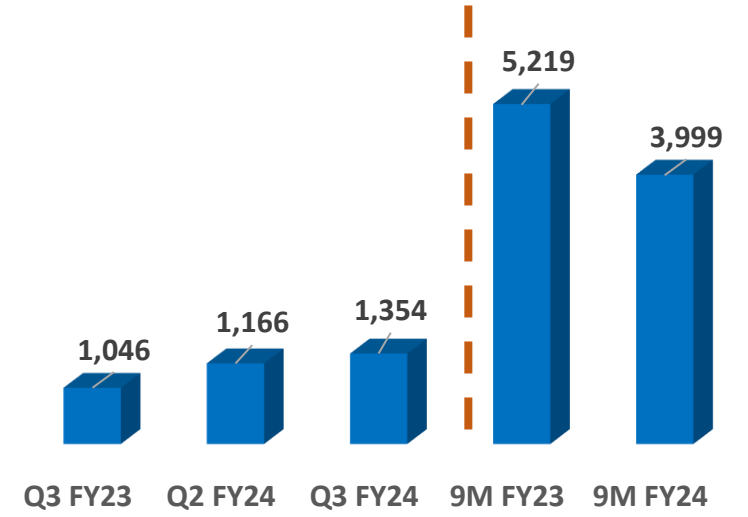
Total Revenue



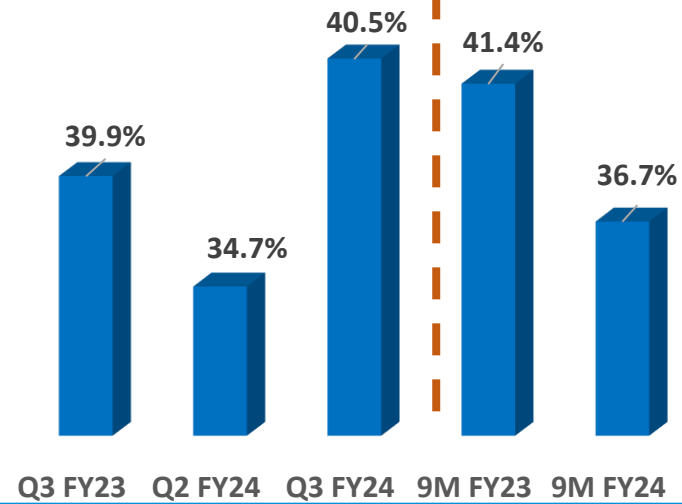
EBITDA



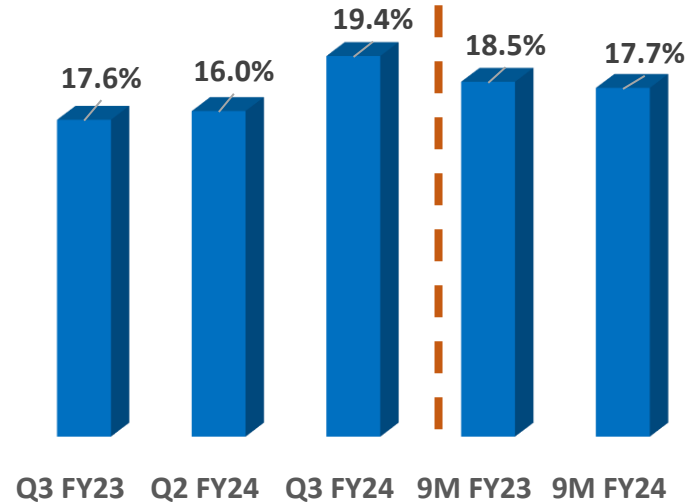
PAT



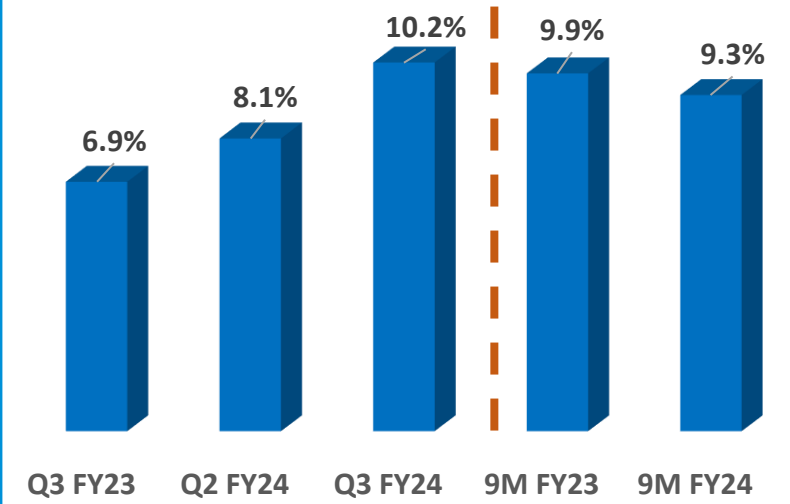
Gross Margin (%)



EBITDA Margin (%)



PAT Margin (%)



Results Highlights (Q3 & 9M FY24)

Category-wise Revenue Breakup

	Industrial Chemicals	Consumer Chemicals
Q3 FY24	87%	13%
Q3 FY23	79%	21%
9M FY24	84%	16%
9M FY23	79%	21%

Geography-wise Revenue Breakup

	International	Domestic
Q3 FY24	62%	38%
Q3 FY23	64%	36%
9M FY24	62%	38%
9M FY23	68%	32%

Consolidated Income Statement – Q3 & 9M FY24

(INR in Lac)



Particulars	Q3 FY24	Q3 FY23	Y-o-Y	Q2 FY24	Q-o-Q	9MFY24	9MFY23	Y-o-Y
Revenue from Operations	12,987	14,888	-12.8%	14,109	-8.0%	42,127	51,959	-18.9%
Other Income	361	375		240		737	954	
Total Revenue	13,348	15,263		14,349		42,864	52,912	
Cost of Material Consumed	8,702	10,192		8,338		25,945	35,662	
Change in Inventories of Finished goods & Work in Progress	-766	-1,015		1,030		1,200	-4,633	
Total Material Consumed	7,936	9,177		9,368		27,145	31,029	
Gross Profit	5,412	6,086		4,981		15,719	21,884	
Gross Profit Margin (%)	40.5%	39.9%		34.7%		36.7%	41.4%	
Employee Expenses	1,063	967		1,055		3,127	2,873	
Other Expenses	1,759	2,428		1,623		5,016	9,204	
EBITDA	2,590	2,691	-3.8%	2,303	12.5%	7,576	9,807	-22.7%
EBITDA Margin (%)	19.4%	17.6%		16.0%		17.7%	18.5%	
Depreciation	391	519		387		1,166	1,511	
EBIT	2,199	2,172	1.2%	1,916	14.8%	6,410	8,296	-22.7%
EBIT Margin (%)	16.5%	14.2%		13.3%		15.0%	15.7%	
Finance Cost	355	395		388		1,040	1,182	
Profit before Tax	1,843	1,777	3.7%	1,529	20.6%	5,370	7,115	-24.5%
Profit before Tax(%)	13.8%	11.6%		10.7%		12.5%	13.4%	
Tax	489	731		363		1,371	1,896	
Profit After Tax	1,354	1,046	29.4%	1,166	16.2%	3,999	5,219	-23.4%
PAT Margin (%)	10.1%	6.9%		8.1%		9.3%	9.9%	
EPS (As per Profit after Tax)	11.93	9.18		10.23		35.14	45.78	

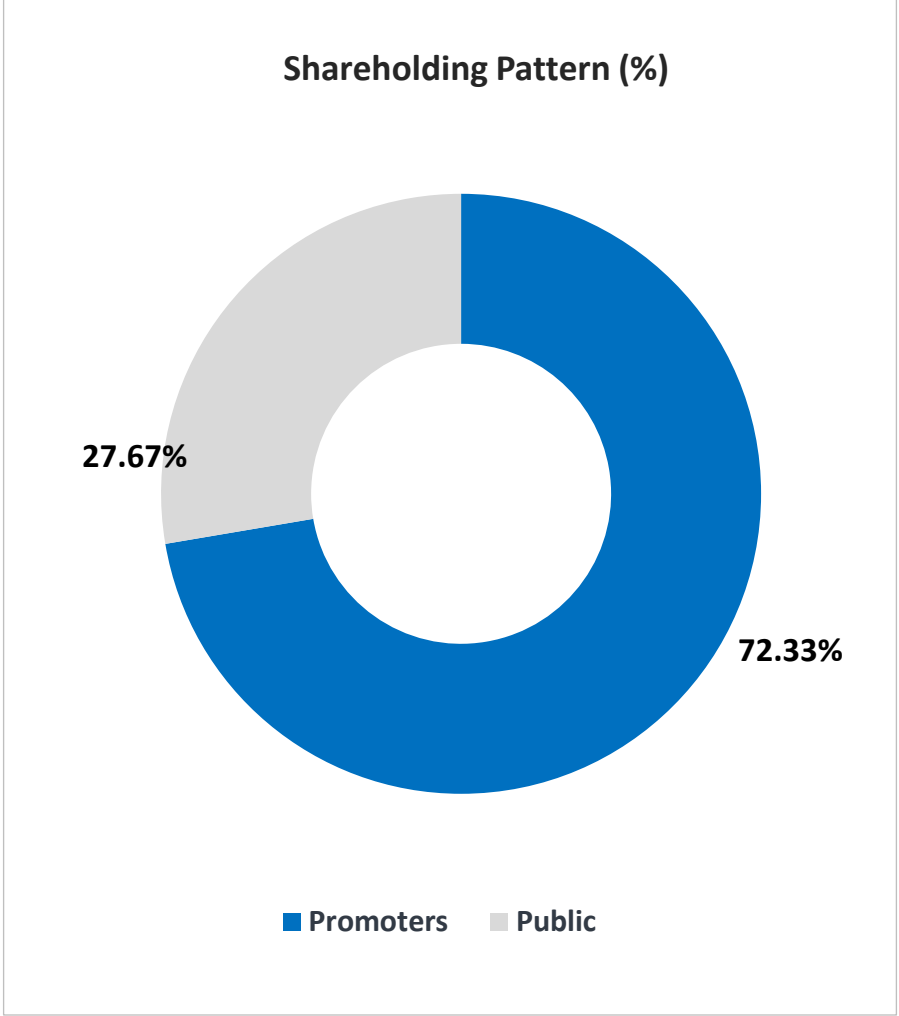
Shareholders Information

Stock Information (as on 6th February 2024)

 Market Capitalization (₹)	1,882 Cr
 Shares Outstanding	11.4M
 Free Float	527 Cr
 Symbol BSE / NSE	524709 / YASHO

(As on 31st December 2023)

Stock Performance Chart





Mr. Deepak Kaku
Chief Financial Officer

deepak@yashoindustries.com
www.yashoindustries.com

CIN – L74110MH1985PLC037900

thank you!



Investor Relations:

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

Mrs. Shiwani Karwat
Shiwani.karwat@linkintime.co.in
+91 98332 51393

www.orientcap.com



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