



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](http://www.yashoindustries.com)

We request you to kindly take the same on record.

Thanking You,

**For Yasho Industries Limited**

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



# INVESTOR PRESENTATION

Q3 FY24 | February 2024

# Safe Harbor

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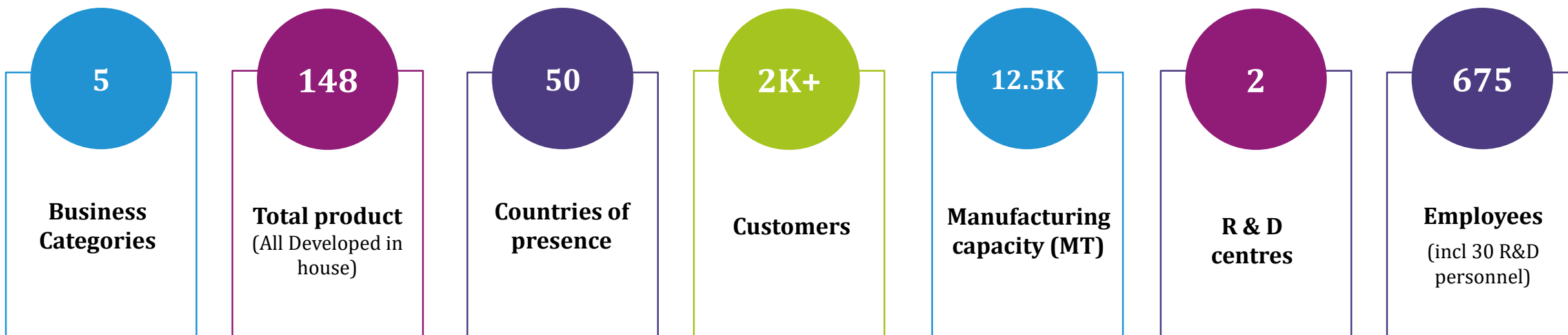
# COMPANY OVERVIEW



# 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 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

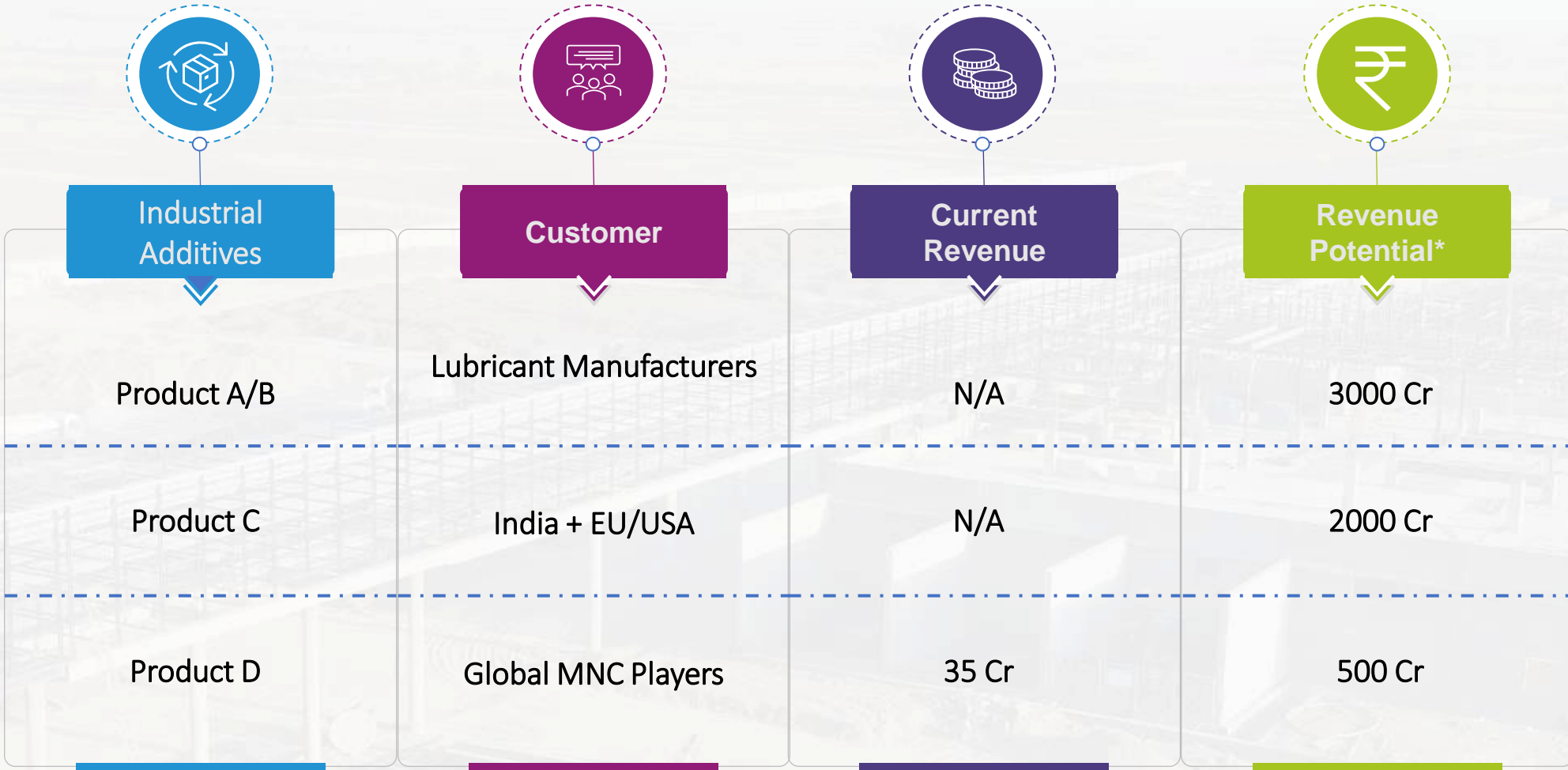
### Applications

- 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

## Manufacturing Unit - I

## Manufacturing Unit - II

## Manufacturing Unit - III

### Capacity



5,850 MTPA

5,450 MTPA

1,200 MTPA

### Capacity Additions



1500 MTPA added with process change and plant correction

900 MTPA capacity added through debottlenecking

Warehousing & 1,200 MTPA capacity commissioned

### Prowess



Located close to Nhava Sheva Sea Port Efficient Logistics

Multi-purpose plant to serve diverse industries

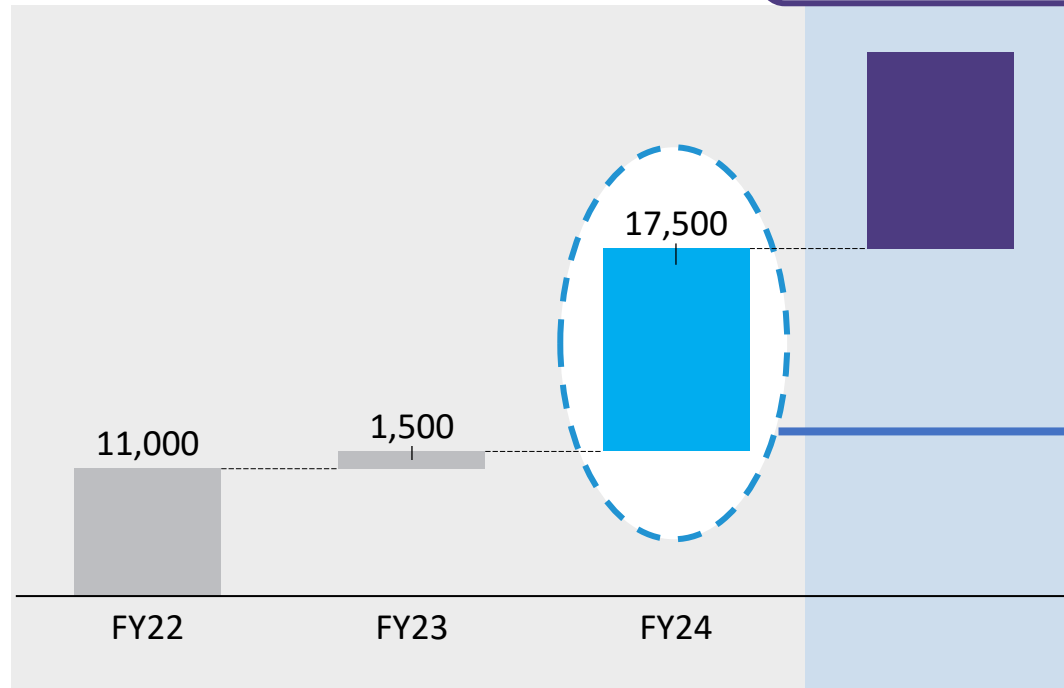
Dedicated R&D facility to expand product range

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

50% of land is still available in Pakhajan for 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

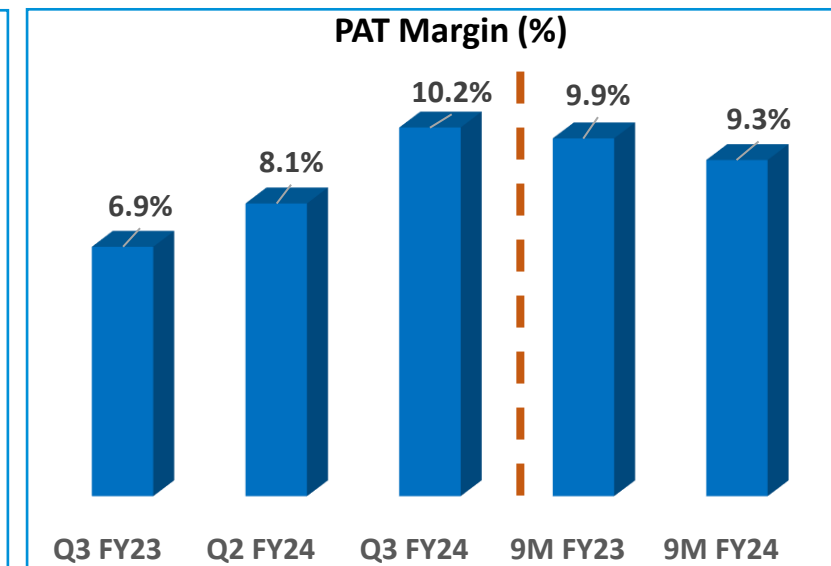
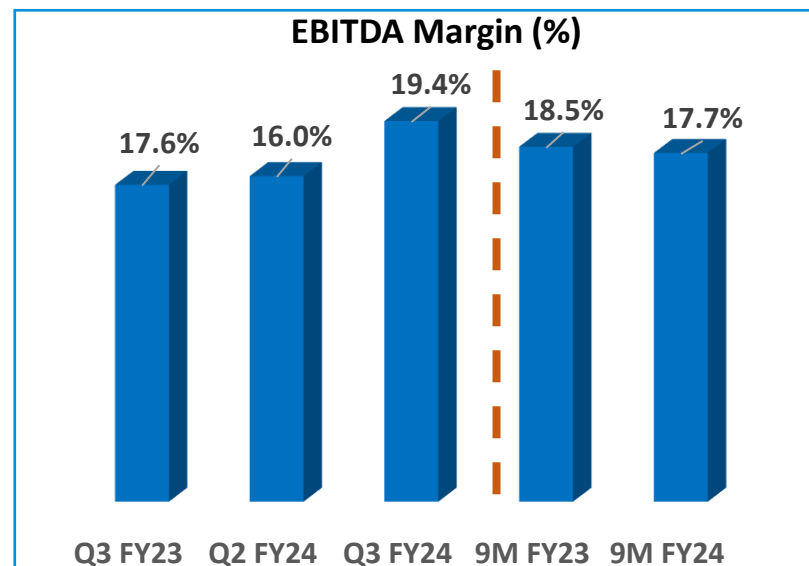
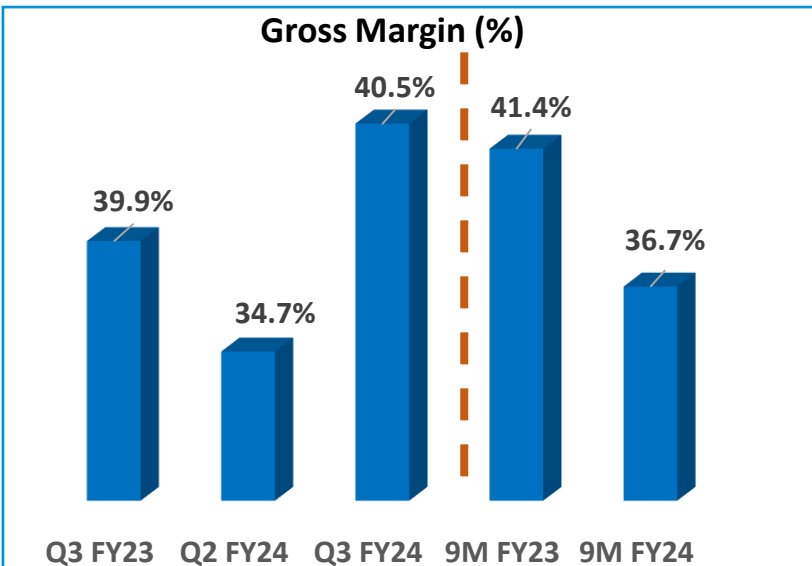
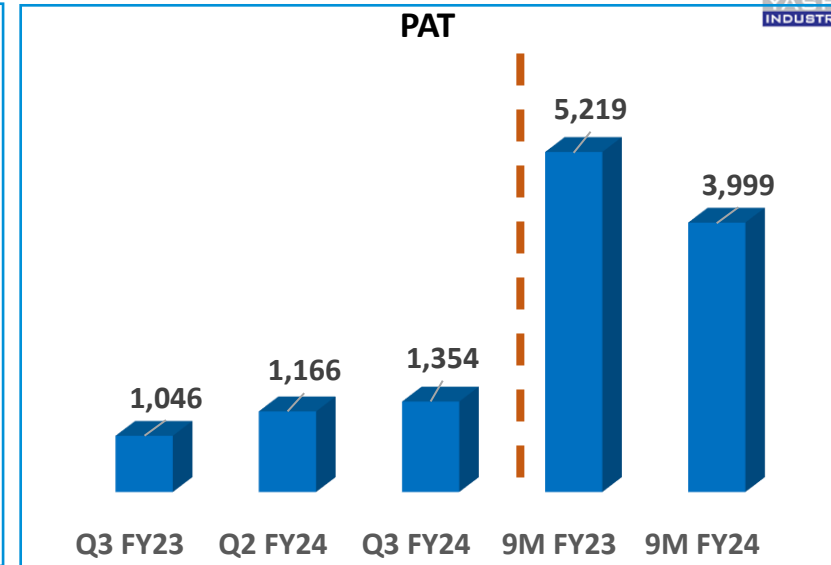
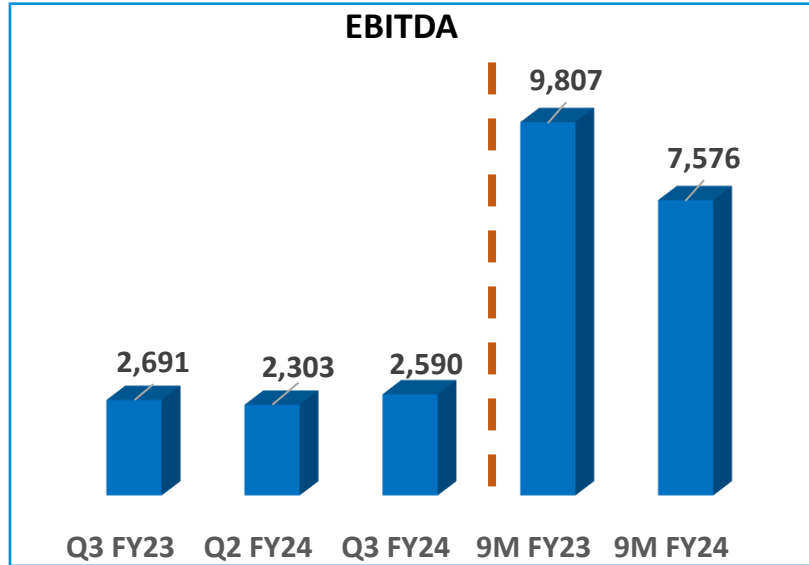
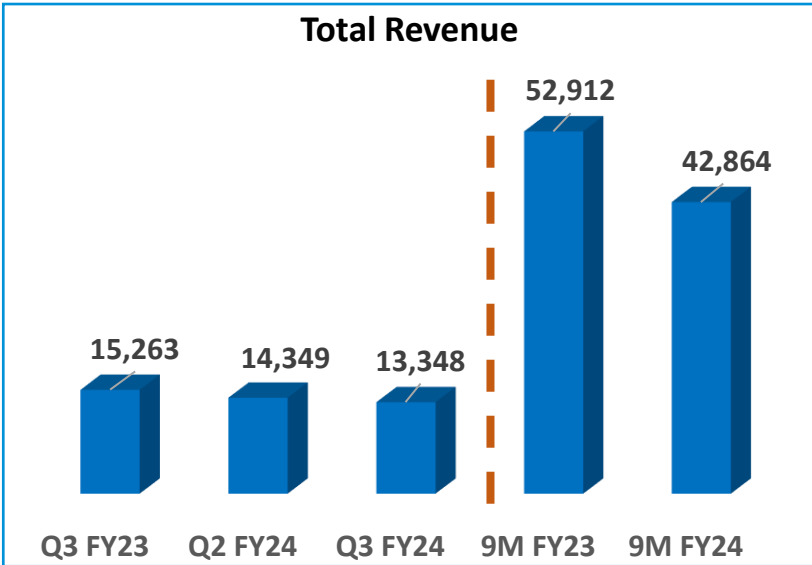
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# Results Highlights (Q3 & 9M FY24)



(INR in Lac)



# Results Highlights (Q3 & 9M FY24)



## Category-wise Revenue Breakup

	Industrial Chemicals	Consumer Chemicals
<b>Q3 FY24</b>	<b>87%</b>	<b>13%</b>
<b>Q3 FY23</b>	<b>79%</b>	<b>21%</b>
<b>9M FY24</b>	<b>84%</b>	<b>16%</b>
<b>9M FY23</b>	<b>79%</b>	<b>21%</b>

## Geography-wise Revenue Breakup

	International	Domestic
<b>Q3 FY24</b>	<b>62%</b>	<b>38%</b>
<b>Q3 FY23</b>	<b>64%</b>	<b>36%</b>
<b>9M FY24</b>	<b>62%</b>	<b>38%</b>
<b>9M FY23</b>	<b>68%</b>	<b>32%</b>

# 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	
<b>Total Revenue</b>	<b>13,348</b>	<b>15,263</b>		<b>14,349</b>		<b>42,864</b>	<b>52,912</b>	
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	
<b>Total Material Consumed</b>	<b>7,936</b>	<b>9,177</b>		<b>9,368</b>		<b>27,145</b>	<b>31,029</b>	
<b>Gross Profit</b>	<b>5,412</b>	<b>6,086</b>		<b>4,981</b>		<b>15,719</b>	<b>21,884</b>	
<b>Gross Profit Margin (%)</b>	<b>40.5%</b>	<b>39.9%</b>		<b>34.7%</b>		<b>36.7%</b>	<b>41.4%</b>	
Employee Expenses	1,063	967		1,055		3,127	2,873	
Other Expenses	1,759	2,428		1,623		5,016	9,204	
<b>EBITDA</b>	<b>2,590</b>	<b>2,691</b>	<b>-3.8%</b>	<b>2,303</b>	<b>12.5%</b>	<b>7,576</b>	<b>9,807</b>	<b>-22.7%</b>
<b>EBITDA Margin (%)</b>	<b>19.4%</b>	<b>17.6%</b>		<b>16.0%</b>		<b>17.7%</b>	<b>18.5%</b>	
Depreciation	391	519		387		1,166	1,511	
<b>EBIT</b>	<b>2,199</b>	<b>2,172</b>	<b>1.2%</b>	<b>1,916</b>	<b>14.8%</b>	<b>6,410</b>	<b>8,296</b>	<b>-22.7%</b>
<b>EBIT Margin (%)</b>	<b>16.5%</b>	<b>14.2%</b>		<b>13.3%</b>		<b>15.0%</b>	<b>15.7%</b>	
Finance Cost	355	395		388		1,040	1,182	
<b>Profit before Tax</b>	<b>1,843</b>	<b>1,777</b>	<b>3.7%</b>	<b>1,529</b>	<b>20.6%</b>	<b>5,370</b>	<b>7,115</b>	<b>-24.5%</b>
<b>Profit before Tax(%)</b>	<b>13.8%</b>	<b>11.6%</b>		<b>10.7%</b>		<b>12.5%</b>	<b>13.4%</b>	
Tax	489	731		363		1,371	1,896	
<b>Profit After Tax</b>	<b>1,354</b>	<b>1,046</b>	<b>29.4%</b>	<b>1,166</b>	<b>16.2%</b>	<b>3,999</b>	<b>5,219</b>	<b>-23.4%</b>
<b>PAT Margin (%)</b>	<b>10.1%</b>	<b>6.9%</b>		<b>8.1%</b>		<b>9.3%</b>	<b>9.9%</b>	
EPS (As per Profit after Tax)	11.93	9.18		10.23		35.14	45.78	



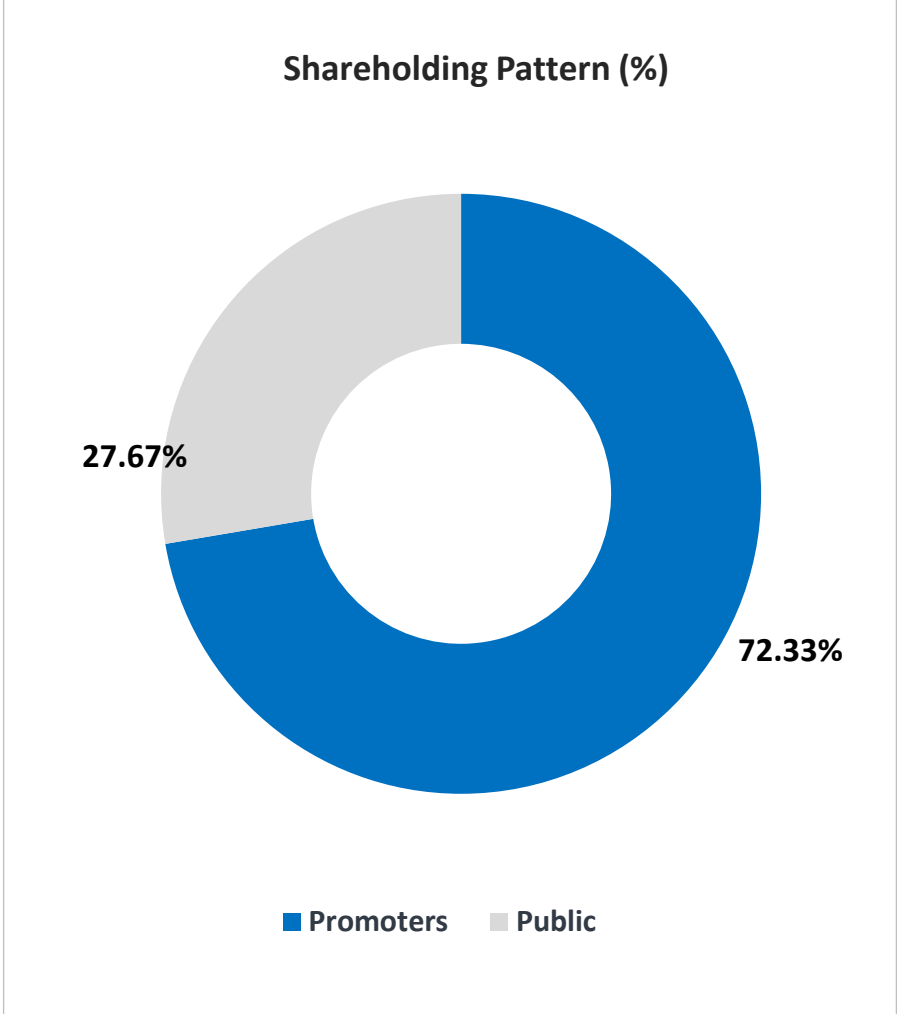
# Shareholders Information

Stock Information (as on 6<sup>th</sup> February 2024)

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

(As on 31<sup>st</sup> December 2023)

Stock Performance Chart





**Mr. Deepak Kaku**  
Chief Financial Officer

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CIN – L74110MH1985PLC037900

thank you!



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