



Date: August 1, 2024

To,  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai - 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**

Dear Sir/ Madam,

**Sub: Investor Presentation**

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**

**Rupali Verma**  
**(Company Secretary & Compliance Officer)**  
**Membership No. A42923**

*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**

August - 2024

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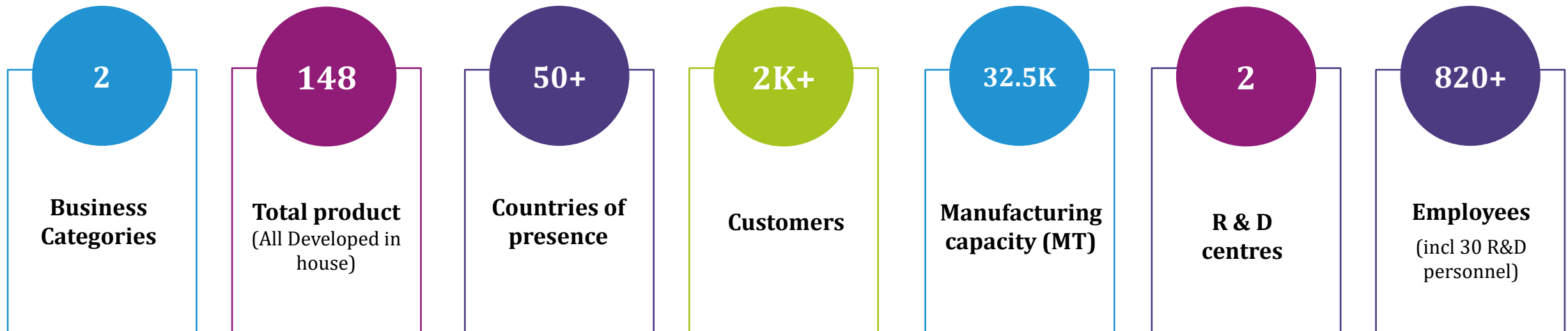
## **COMPANY OVERVIEW**

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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 142 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 & Pharmaceutical products
- Oral care preparations
- Edible oil, Confectioneries & food stuff, Animal feed, Vitamin premix, Nutraceutical

## 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

# Unlocking Global Opportunities with Our New State-of-the-Art Facility at Pakhajan





# Manufacturing Capabilities



**Total  
Manufacturing  
Capability**  
**32,500 MT**

**VAPI**  
**12,500 MT**

**PAKHAJAN**  
**20,000 MT**

# 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



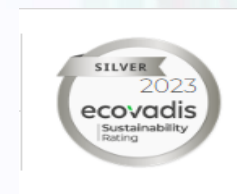
NSF Certified



STAR KOSHER Certification



FAMIQS Certification



ecovadis Certified



HALAL Certification



## **Q1FY25 Results Highlights**

# Consolidated Income Statement – Q1FY25

Particulars (Rs.lac)	Q1 FY25	Q1 FY24	Y-o-Y	Q4 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Revenue from Operations	17,287	15,031		17,203		59,356	67,155	
Other Income	195	136		30		741	1,104	
<b>Total Revenue</b>	<b>17,482</b>	<b>15,167</b>	<b>15%</b>	<b>17,233</b>	<b>1%</b>	<b>60,097</b>	<b>68,259</b>	<b>-12%</b>
Cost of Material Consumed	11,501	8,906		8,461		34,406	47,257	
Change in Inventories of Finished goods & Work in Progress	-134	936		2,405		3,605	-5,735	
<b>Total Material Consumed</b>	<b>11,367</b>	<b>9,842</b>		<b>10,866</b>		<b>38,011</b>	<b>41,522</b>	
<b>Gross Profit</b>	<b>6,115</b>	<b>5,325</b>	<b>15%</b>	<b>6,367</b>	<b>-4%</b>	<b>22,086</b>	<b>26,737</b>	<b>-17%</b>
<b>Gross Profit Margin (%)</b>	<b>35.0%</b>	<b>35%</b>		<b>37%</b>		<b>37%</b>	<b>39%</b>	
Employee Expenses	1,528	1,008		1,189		4,316	3,858	
Other Expenses	2,217	1,635		2,033		7,049	10,278	
<b>EBITDA</b>	<b>2,370</b>	<b>2,682</b>	<b>-12%</b>	<b>3,145</b>	<b>-25%</b>	<b>10,721</b>	<b>12,601</b>	<b>-15%</b>
<b>EBITDA Margin (%)</b>	<b>13.6%</b>	<b>18%</b>		<b>18%</b>		<b>18%</b>	<b>18%</b>	
Depreciation	1,172	387		397		1,562	1,984	
<b>EBIT</b>	<b>1,198</b>	<b>2,295</b>	<b>-48%</b>	<b>2,749</b>	<b>-56%</b>	<b>9,159</b>	<b>10,617</b>	<b>-14%</b>
<b>EBIT Margin (%)</b>	<b>6.9%</b>	<b>15%</b>		<b>16%</b>		<b>15%</b>	<b>16%</b>	
Finance Cost	1,402	297		447		1,487	1,558	
<b>Profit before Tax</b>	<b>-204</b>	<b>1,998</b>	<b>-</b>	<b>2,302</b>	<b>-</b>	<b>7,672</b>	<b>9,060</b>	<b>-15%</b>
<b>Profit before Tax(%)</b>	<b>-</b>	<b>13%</b>		<b>13%</b>		<b>13%</b>	<b>13%</b>	
Tax	42	519		508		1,879	2,274	
<b>Profit After Tax</b>	<b>-246</b>	<b>1,479</b>	<b>-</b>	<b>1,794</b>	<b>-</b>	<b>5,754</b>	<b>6,787</b>	<b>-15%</b>
<b>PAT Margin (%)</b>	<b>-</b>	<b>10%</b>		<b>10%</b>		<b>10%</b>	<b>10%</b>	
EPS (As per Profit after Tax)	-2.2	12.9		15.7		50.8	59.5	

# Management Commentary on Results –Q1FY25

## Highlights of Q1FY25:

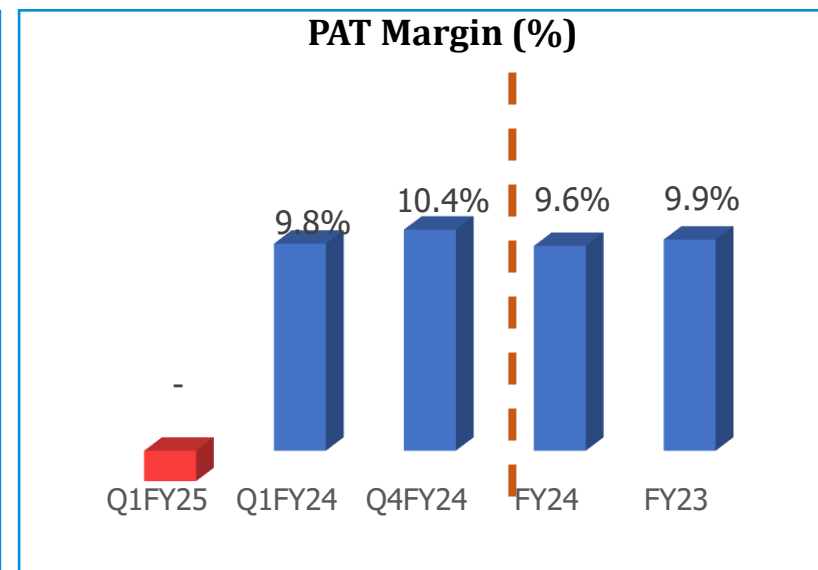
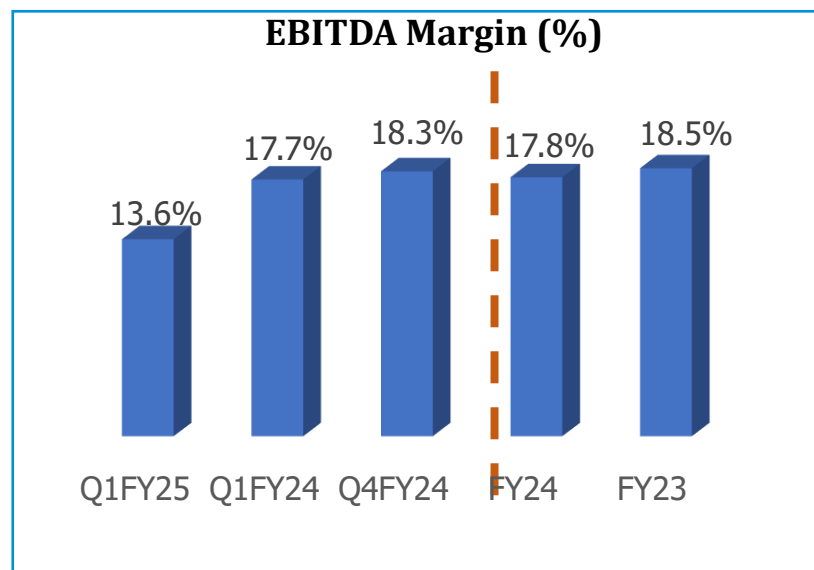
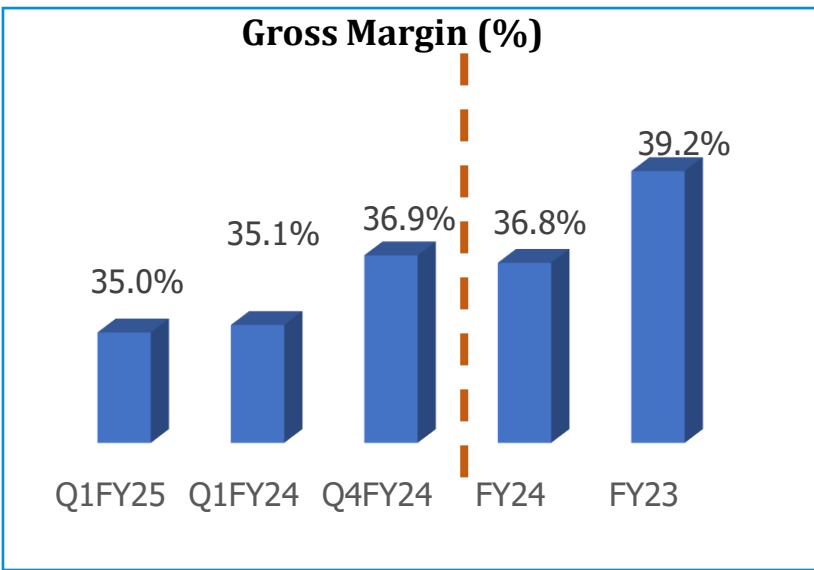
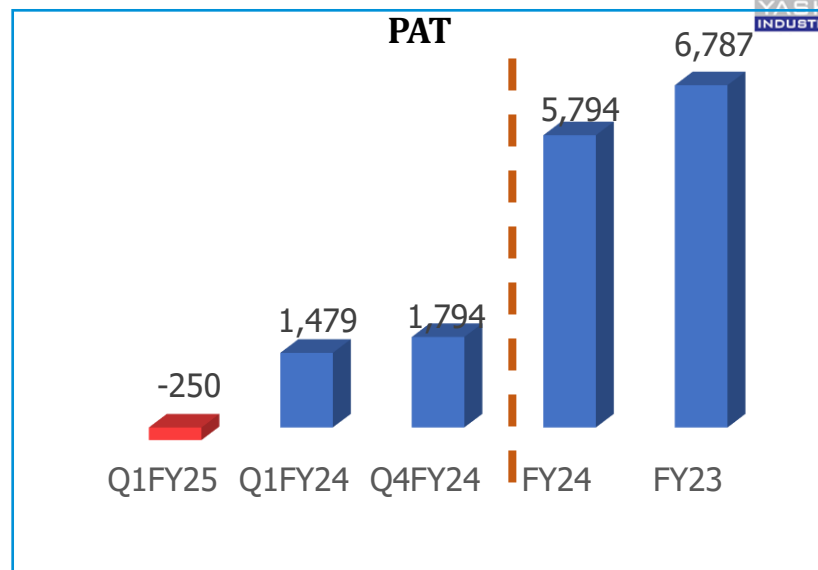
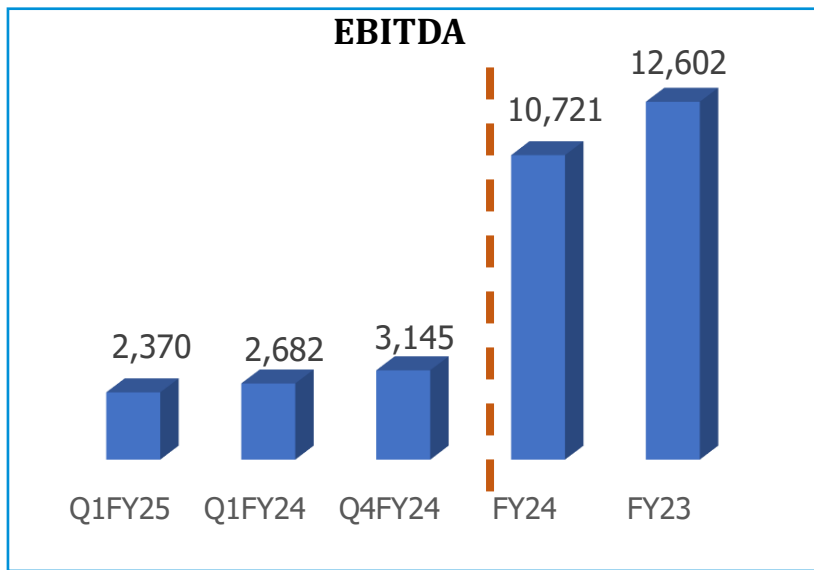
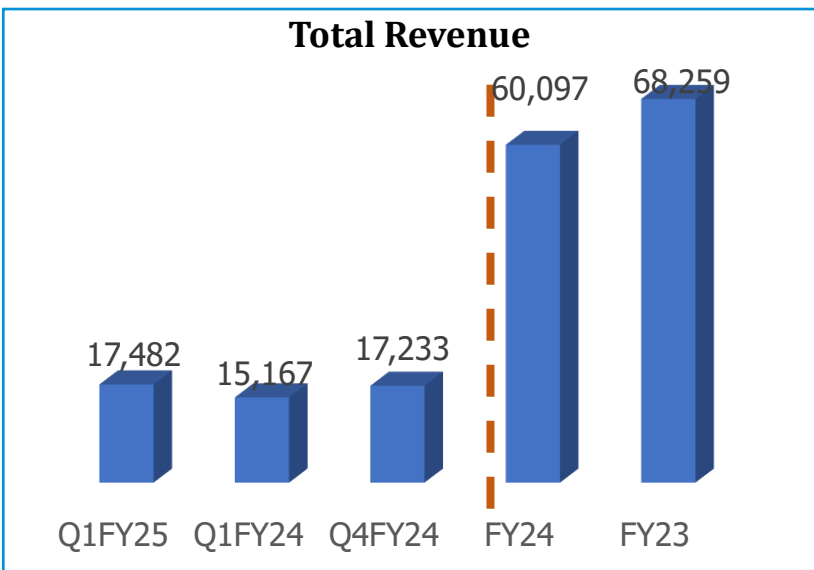
- ❖ **Volumes including export volumes have increased by 27% on Y-o-Y basis. However, due to drop in prices the export sales have dropped by 300 bps on Y-o-Y basis.**
- ❖ **Gross Margins protected by more efficient procurement and better product mix.**
- ❖ **Pakhajan site was commercialized on April 9, 2024, and customer audits and validation are in process. Site likely to stabilize by Q3FY25.**

## Outlook:

- ❖ **The company is poised to ramp up production and deliver volumes from Q3FY25 onwards.**
- ❖ **We are seeing good traction in export orders.**

# Results Highlights (Q1FY25)

(INR in Lac)



# Results Highlights (Q1FY25)

## Category-wise Revenue Breakup

Industrial Chemicals

Consumer Chemicals

Q1FY25

83%

17%

Q1FY24

81%

19%

## Geography-wise Revenue Breakup

International

Domestic

Q1FY25

61%

39%

Q1FY24

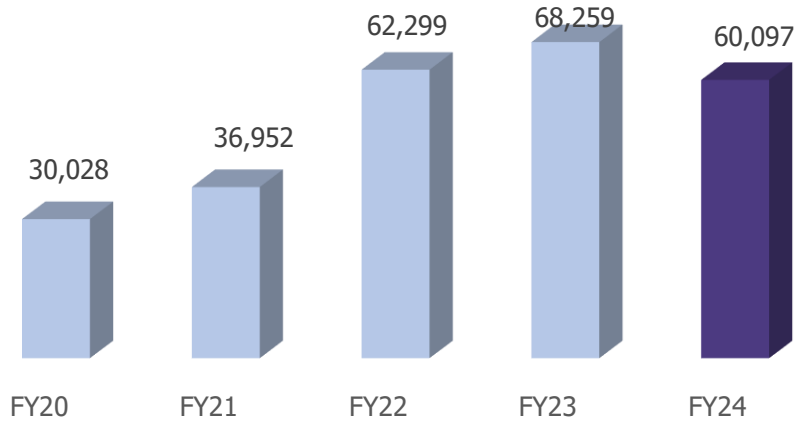
64%

36%

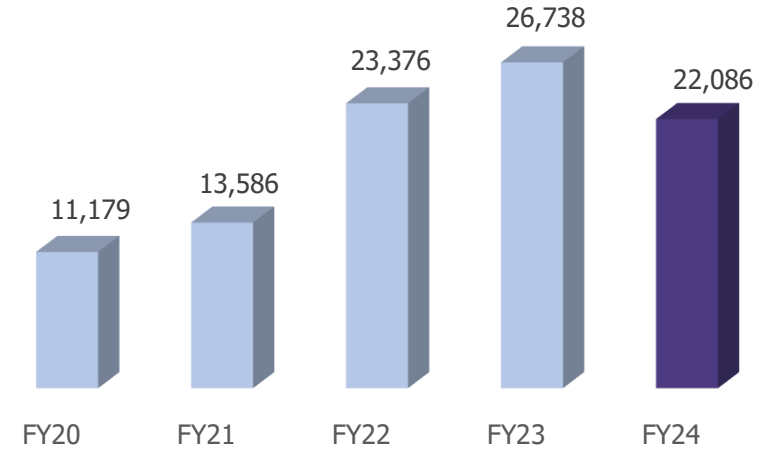
**Note: The Volumes for exports have grown during the period on Y-o-Y basis but due to decrease in the prices the exports revenue has dropped.**

# Financial Performance

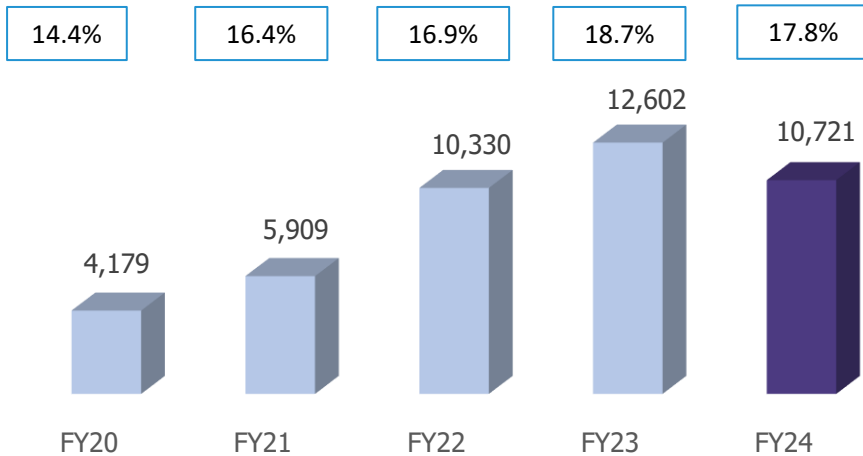
## Total Revenue (Lac)



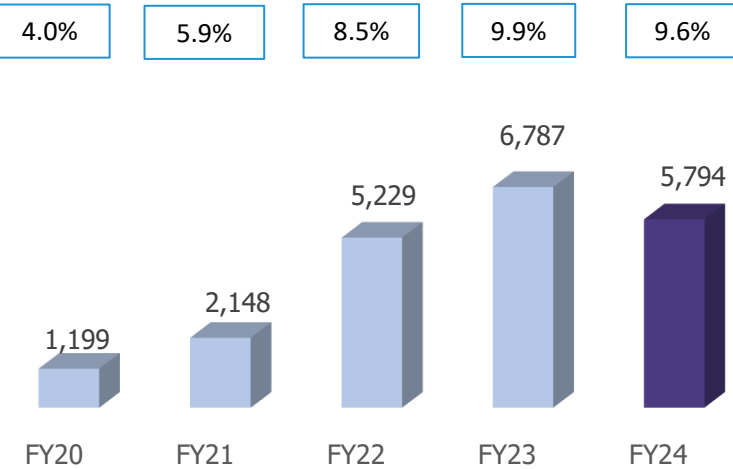
## Gross Profit



## EBITDA (Rs. Crs) & EBITDA Margin



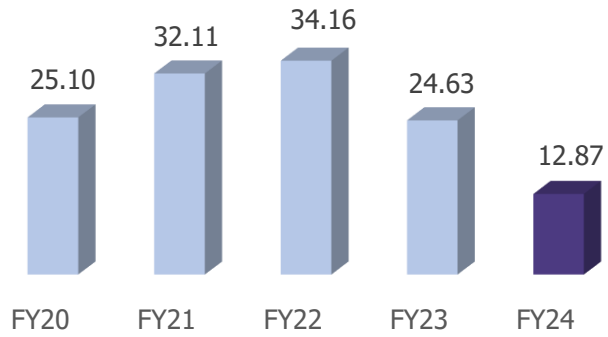
## PAT (Rs. Crs) & PAT Margin



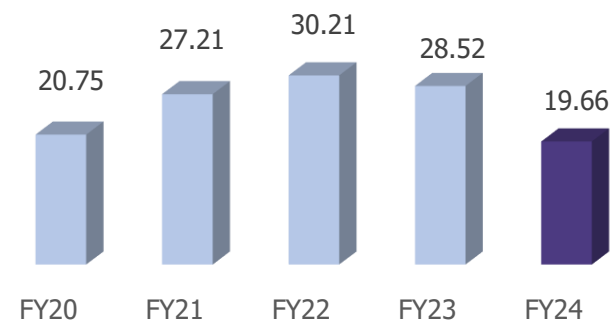


# Financial Performance

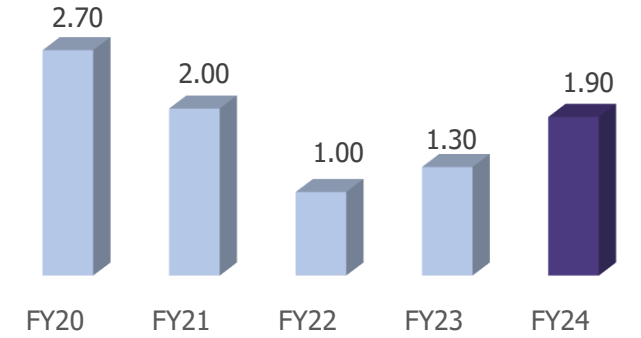
## ROCE (%)



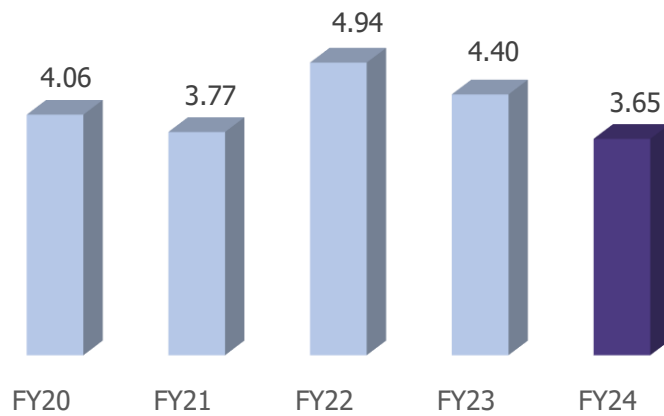
## ROE (%)



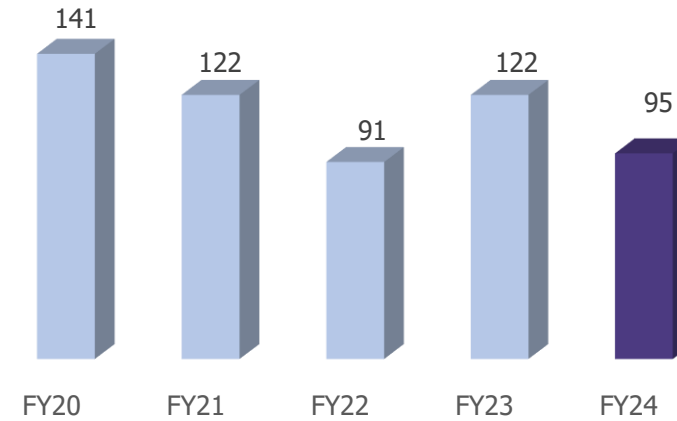
## Debt / Equity (x)



## Fixed Asset Turnover (x)

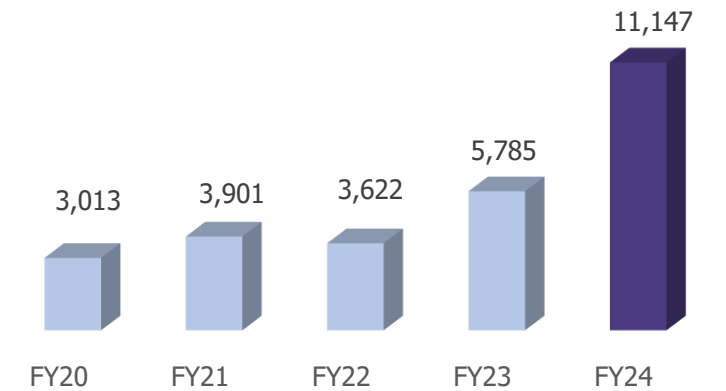


## Net Working Capital Days



## Cash Flow from Operations (pre-tax)

INR in Lac



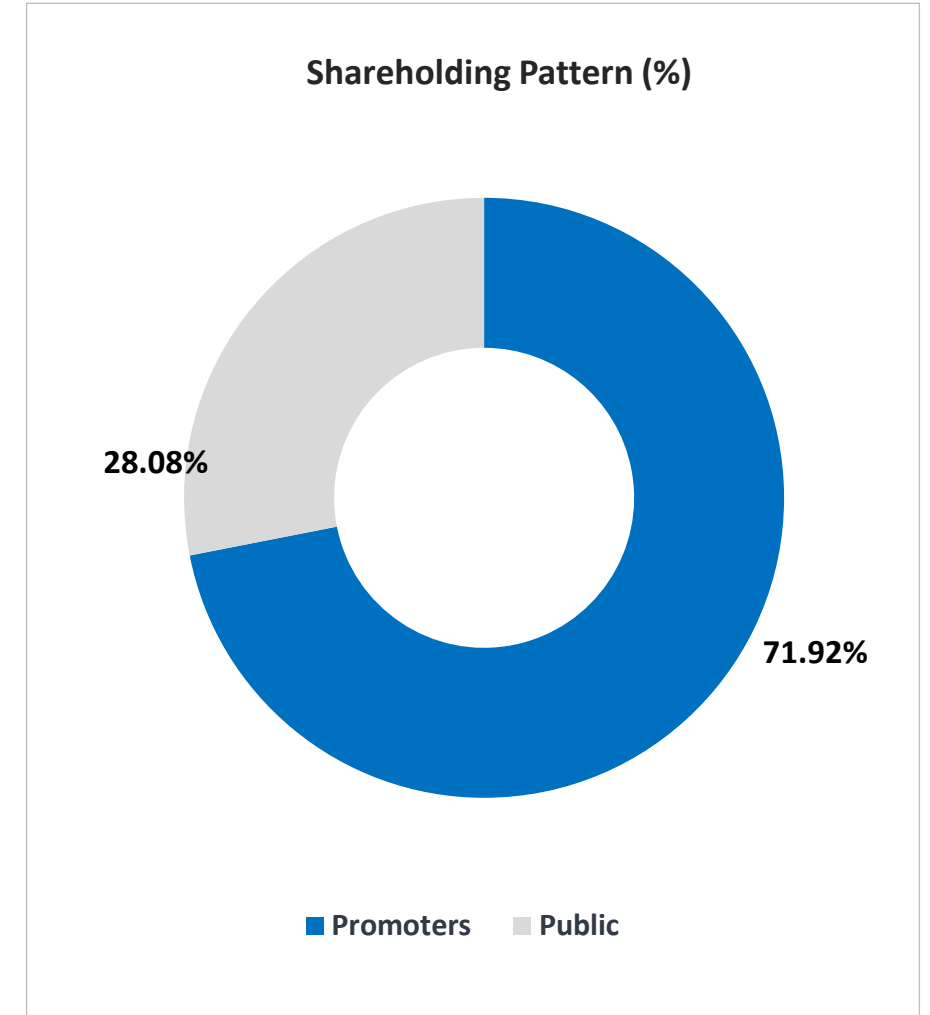
# Shareholders Information

Stock Information (as on 1<sup>st</sup> August 2024)

 Market Capitalization (₹)	2,142 crs
 Shares Outstanding	11.4 mn
 Free Float	600 crs
 Symbol BSE / NSE	524709 / YASHO

(As on 30<sup>th</sup> June 2024)

## Stock Performance Chart





**BSE**

541167



YASHO

**Bloomberg**

YASHO:IN



**REUTERS**

YASO:NS



**Mr. Deepak Kaku**  
Chief Financial Officer

[deepak@yashoindustries.com](mailto:deepak@yashoindustries.com)  
[www.yashoindustries.com](http://www.yashoindustries.com)

CIN – L74110MH1985PLC037900

#### Investor Relations:



**Mr. Bhavya Shah**  
[bhavya.shah@linkintime.co.in](mailto:bhavya.shah@linkintime.co.in)  
+91 80827 48577

**Ms. Shiwani Karwat**  
[Shiwani.karwat@linkintime.co.in](mailto:Shiwani.karwat@linkintime.co.in)  
+91 98332 51393

[www.orientcap.com](http://www.orientcap.com)