



Date: November 13, 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 for Q2FY25

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith the Investor's Presentation for Q2FY25.

The said Investor's Presentation will be simultaneously posted 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

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; CIN No: L74110MH1985PLC037900



INVESTOR PRESENTATION

November, 2024

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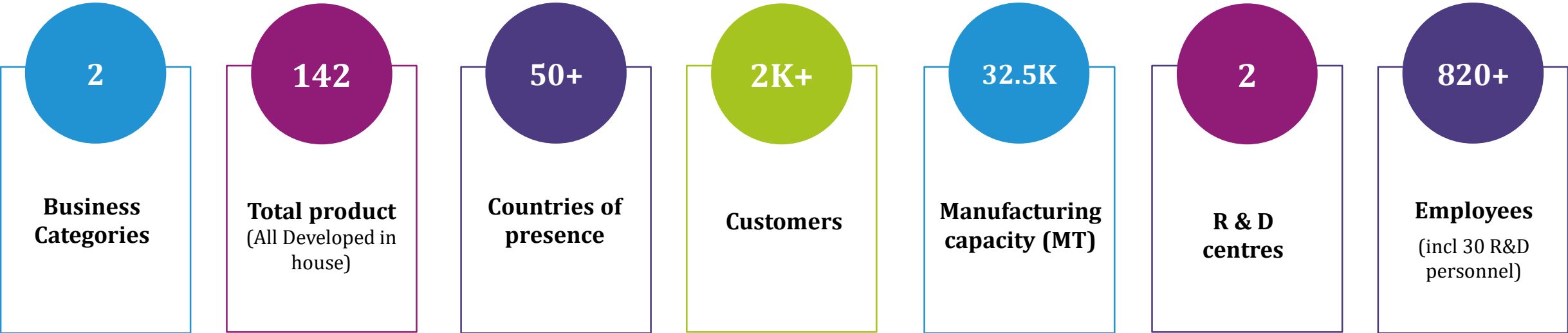


COMPANY OVERVIEW

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 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 more than 60% 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 142 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

Manufacturing Capabilities





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



Q2 & H1 FY25 Results Highlights

Consolidated Income Statement – Q2 & H1 FY25

Particulars (Rs. in lacs)	Q2 FY25	Q2 FY24	Y-o-Y	Q1 FY25		H1FY25	H1FY24	Y-o-Y	FY 24
Revenue from Operations	16,390	14,109	16.2%	17,287	-5.2%	33,677	29,140	15.6%	59,356
Other Income	345	240		195		540	376		741
Total Revenue	16,735	14,349		17,482		34,217	29,516		60,097
Cost of Material Consumed	11,960	8,338		11,501		23,461	17,244		34,406
Change in Inventories of Finished goods & Work in Progress	-3,010	1,030		-134		-3,144	1,966		3,605
Total Material Consumed	8,950	9,368		11,367		20,317	19,209		38,011
Gross Profit	7,785	4,982		6,115		13,900	10,307		22,086
Gross Profit Margin (%)	46.5%	34.7%		35.0%		40.6%	34.9%		36.8%
Employee Expenses	1,613	1,055		1,528		3,142	2,063		4,316
Other Expenses	3,024	1,623		2,217		5,241	3,258		7,049
EBITDA	3,148	2,304	36.6%	2,370	32.8%	5,517	4,986	10.7%	10,722
EBITDA Margin (%)	18.8%	16.1%		13.6%		16.1%	16.9%		17.8%
Depreciation	1235	387		1172		2407	774		1,562
EBIT	1,912	1,917		1,198		3,110	4,211		9,159
EBIT Margin (%)	11.4%	13.4%		6.9%		9.1%	14.3%		15.2%
Finance Cost	1423	388		1402		2824	684		1,487
Profit before Tax	490	1,529		-204		286	3,527		7,673
Profit before Tax(%)	2.9%	10.7%		-1.2%		0.8%	11.9%		12.8%
Tax	54	363		42		96	882		1,879
Profit After Tax	436	1,166		-246		190	2,645		5,795
PAT Margin (%)	2.6%	8.1%		-1.4%		0.6%	9.0%		9.6%
EPS	3.84	10.23		-2.16		1.68	23.21		50.25

Management Commentary on Results – Q2FY25

Highlights of Q2FY25:

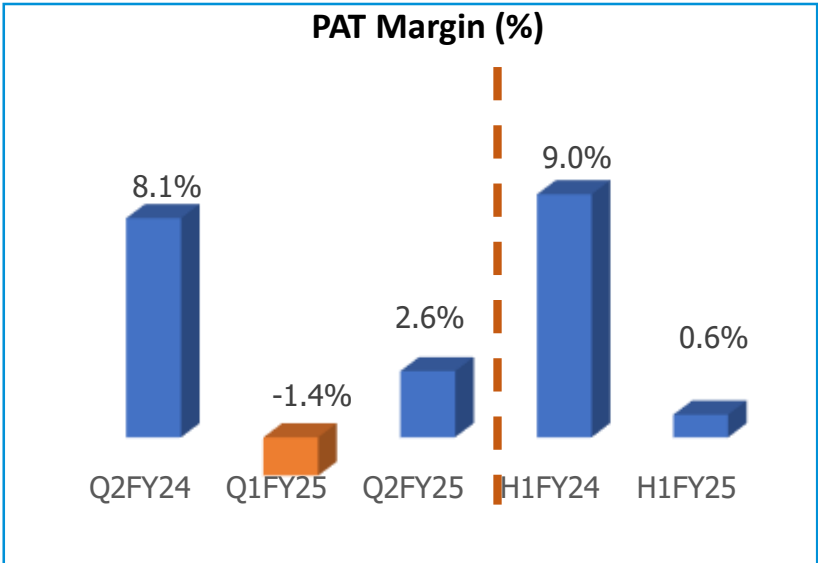
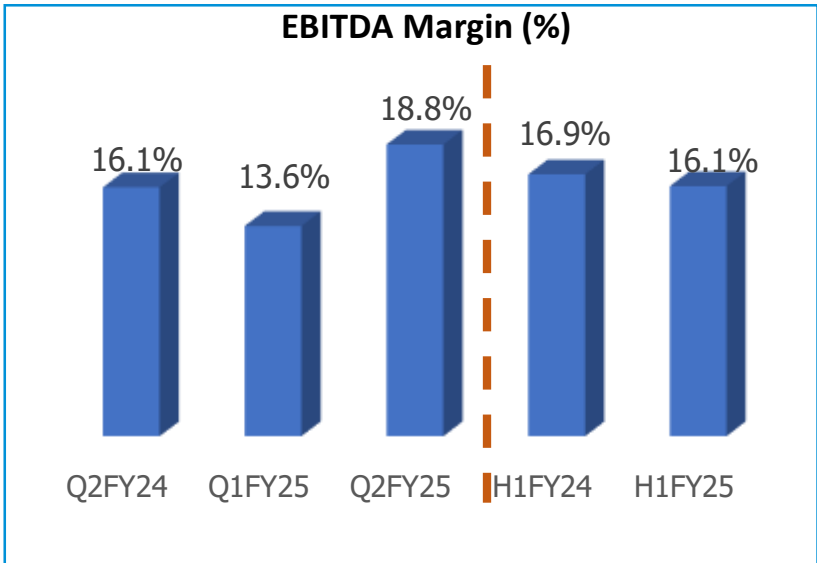
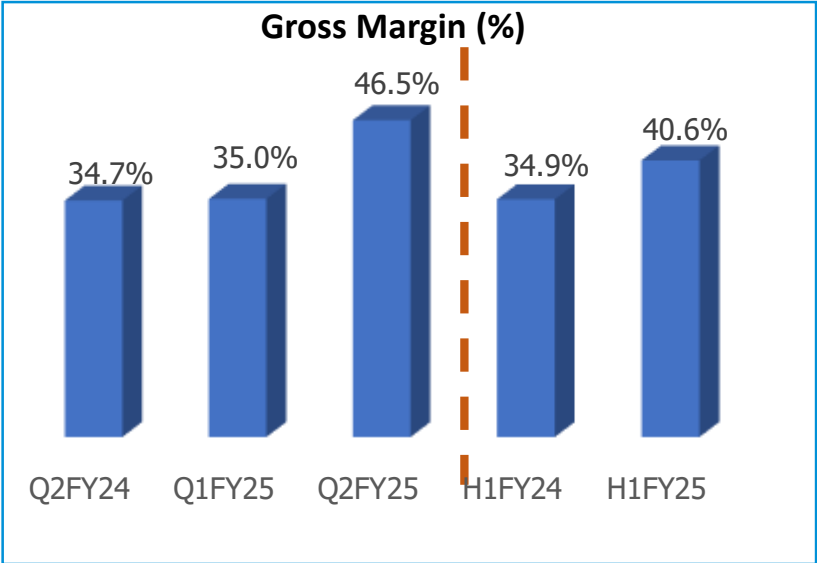
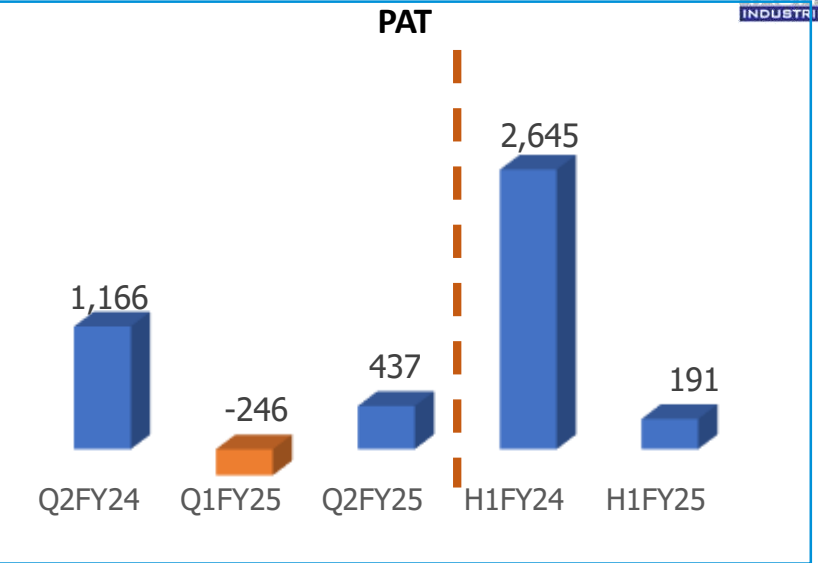
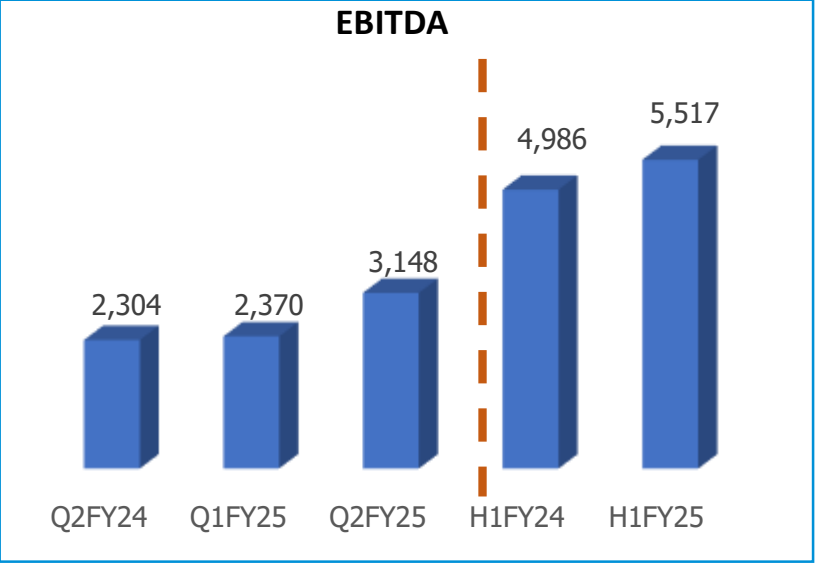
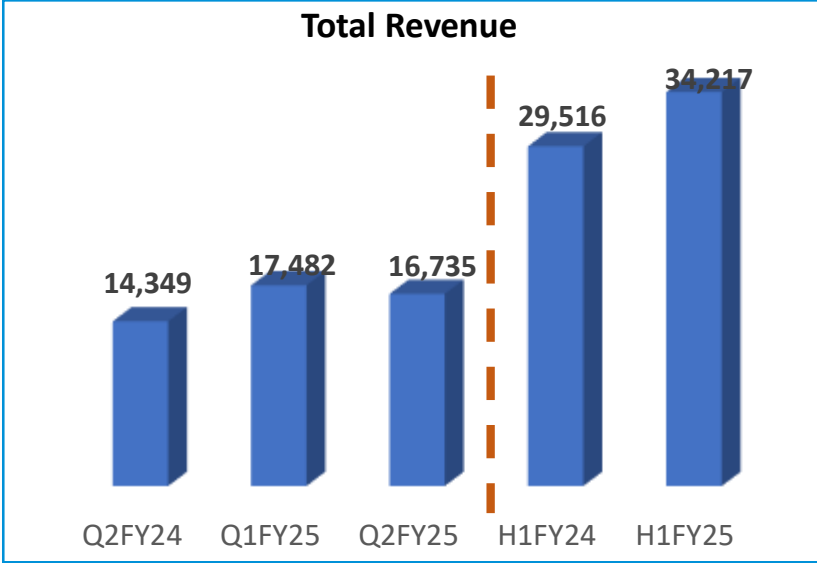
- ❖ Volumes have increased by 18% on Y-o-Y basis.
- ❖ Operating margins have improved due to better product mix and improved efficiencies.

Outlook:

- ❖ We expect the Pakhajan plant to run at about 60% utilization in Q4
- ❖ Overall, we see the downturn in product prices to continue for the next 6-9 months, though, we will endeavour to protect EBITDA margin through better cost management.

Results Highlights (Q2 & H1 FY25)

(INR in Lac)



Results Highlights (Q2 & H1 FY25)

Category-wise Revenue Breakup

	Industrial Chemicals	Consumer Chemicals
Q2FY25	82%	18%
Q2FY24	84%	16%

Geography-wise Revenue Breakup

	International	Domestic
Q2FY25	66%	34%
Q2FY24	60%	40%

Category-wise Revenue Breakup

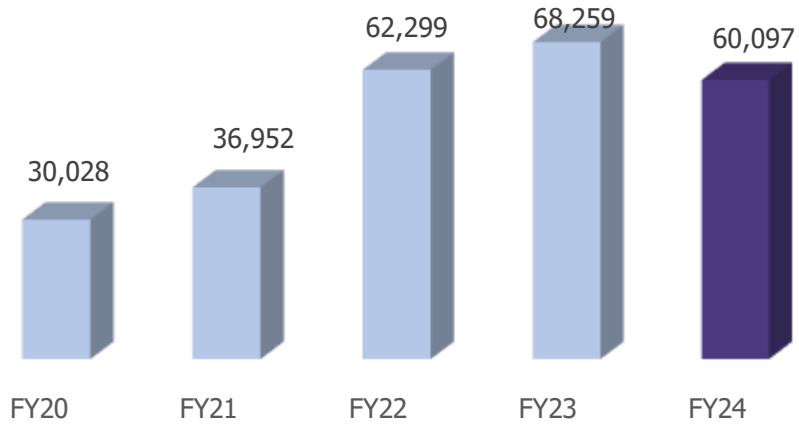
	Industrial Chemicals	Consumer Chemicals
H1FY25	83%	17%
H1FY24	83%	17%

Geography-wise Revenue Breakup

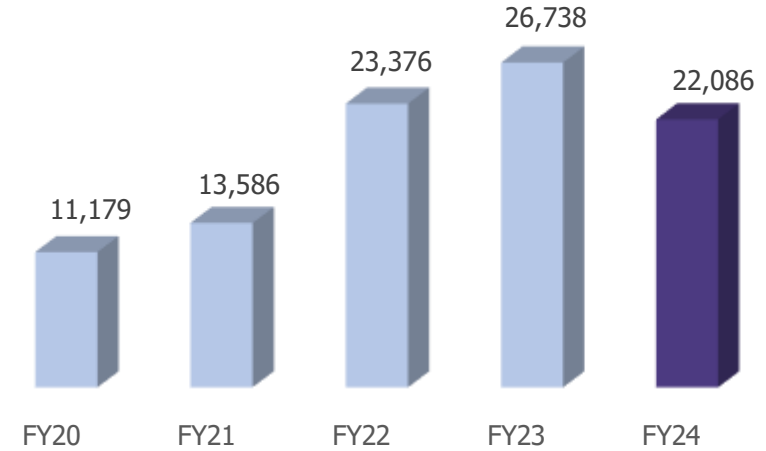
	International	Domestic
H1FY25	63%	37%
H1FY24	62%	38%

Financial Performance

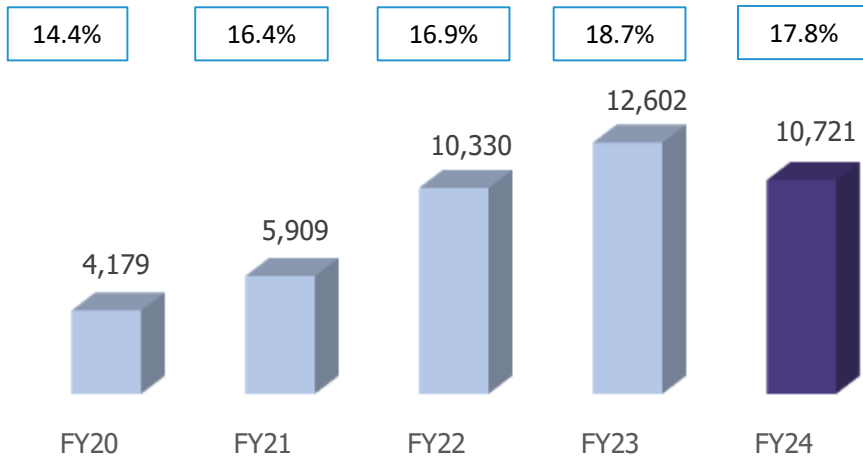
Total Revenue (Lac)



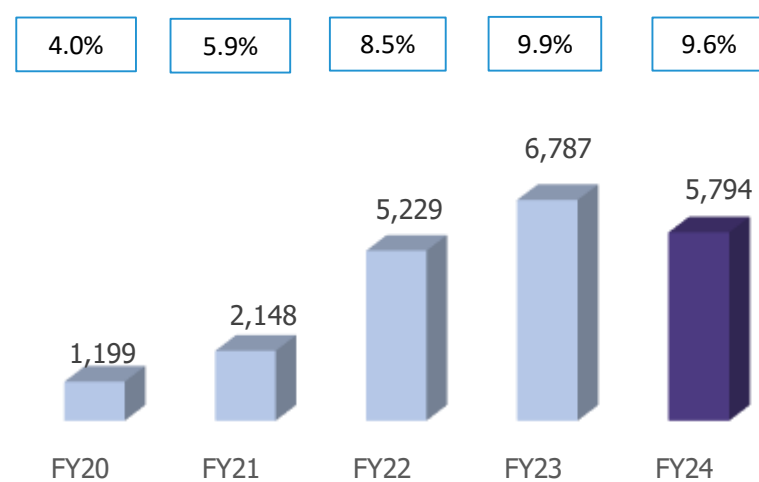
Gross Profit



EBITDA (Rs. lac) & EBITDA Margin

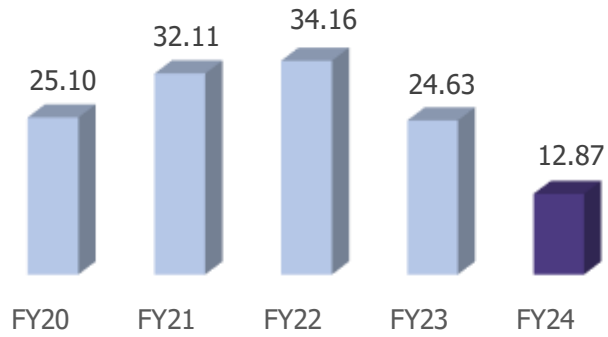


PAT (Rs. Lac) & PAT Margin

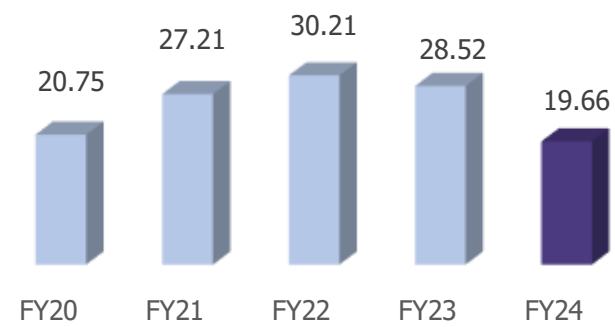


Financial Performance

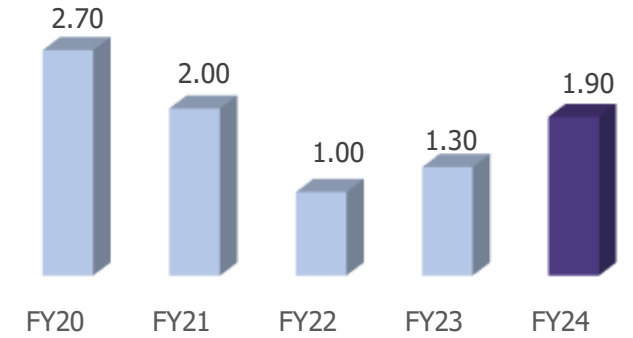
ROCE (%)



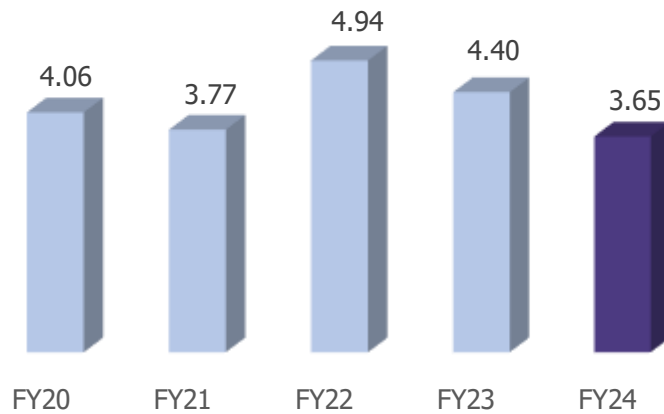
ROE (%)



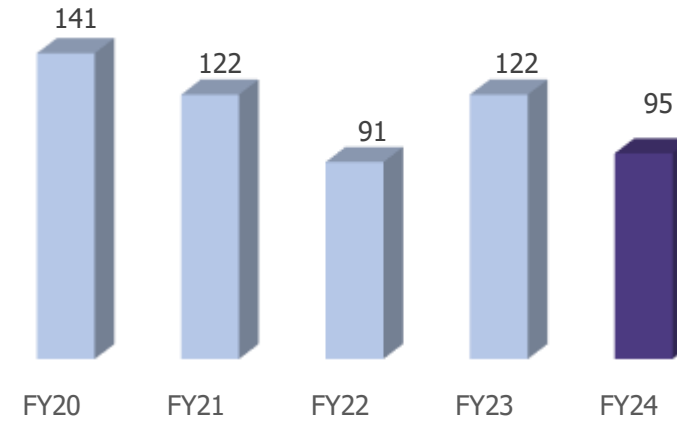
Debt / Equity (x)



Fixed Asset Turnover (x)

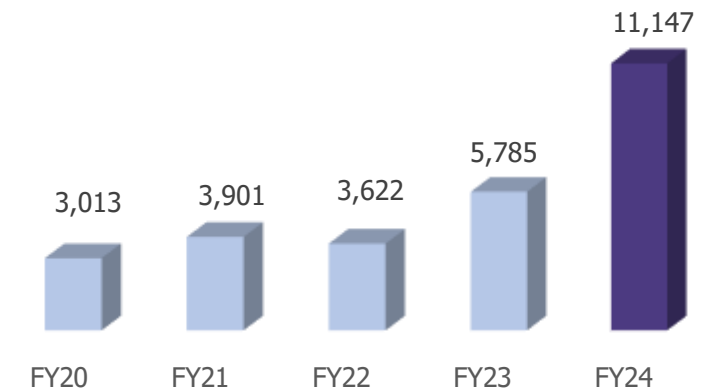


Net Working Capital Days



Cash Flow from Operations (pre-tax)

INR in Lac



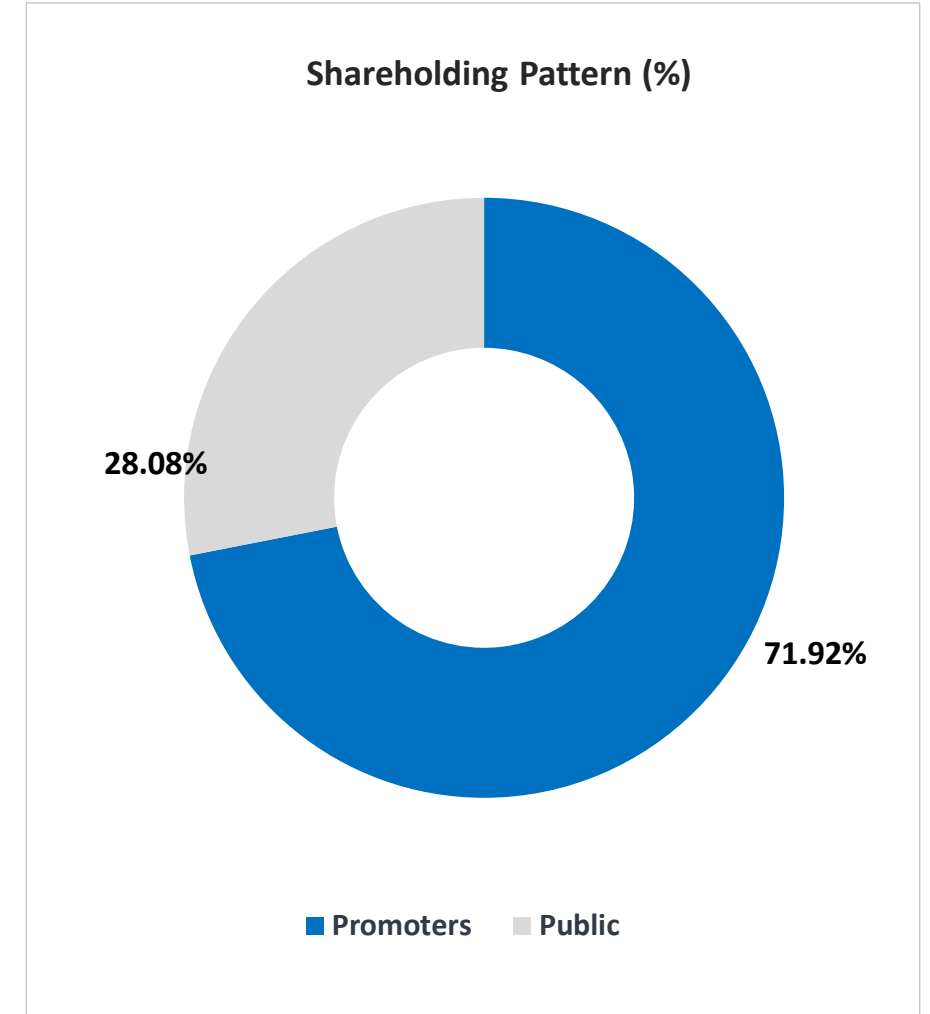
Shareholders Information

Stock Information (as on)

 Market Capitalization (₹)	1984.14 Crs.
 Shares Outstanding	11.4 mn.
 Free Float	555.56 Crs.
 Symbol BSE / NSE	541167 / YASHO

(As on 30th Sep 2024)

Stock Performance Chart





BSE

541167



YASHO

Bloomberg

YASHO:IN



REUTERS

YASO:NS



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