

# SUSTAINED EFFORTS FOR SUSTAINABLE GROWTH.



YASHO INDUSTRIES LIMITED | ANNUAL REPORT 2022-23



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**In over three decades, we have built an illustrious track record of performance, credibility, and earned a strong reputation in global markets. Notwithstanding industry upheavals and other macro headwinds, our resilient business model and capabilities has propelled us to a position of consistent growth and success.**

Our teams have always strived to maintain high-quality standards with a mindset of continuous improvement. We continue to focus on our core strengths while also exploring new opportunities that align with our business objectives. In recent years, we have gained significant market share in value-added chemicals, and we believe this sector holds great potential for us. Sustained efforts and improvements in technical capabilities and R&D activities have played a pivotal role in driving our growth and profitability.

We are now enhancing our value-added portfolio, driving operational excellence and cost efficiencies, and expanding our manufacturing capacities to achieve sustainable growth. At the heart of whatever we do is our commitment to responsible chemistry.

Our greenfield project at Pakhajan, Gujarat is on track and soon expected to commence production. This planned capacity expansion in industrial chemicals will enable us to improve our product mix and cater to diverse industries on a global scale.

**SUSTAINED  
EFFORTS FOR  
SUSTAINABLE  
GROWTH.**







# YASHO INDUSTRIES AT A GLANCE

Established in 1985 by Mr. Vinod Jhaveri, Yasho Industries is amongst India's leading specialty and performance chemicals manufacturers with a dedicated research and development centre and robust manufacturing facilities. We manufacture 148 products spanning five business verticals - Food Antioxidants, Aroma Chemicals, Rubber Chemicals, Lubricant Additives, and Specialty Chemicals. Our wide product portfolio caters to the dynamic and ever-evolving customer needs across the world including the United States of America (USA), Europe, Asia, and the Middle East, securing around 65% of revenue from exports.

## KEY NUMBERS THAT DEFINE US



**5**

Business verticals



**148**

Total products  
(all developed in-house)



**659**

Employees (including  
30 R&D personnel)



**2,000+**

Customers



**12,500 MT**

Manufacturing capacity



**2**

R&D centres



**50+**

Countries of presence

## OUR STRENGTHS



### Innovative solutions for the future

Constantly researching and investing in new generation chemicals to stay ahead of industry trends and meet the evolving needs of our customers



### Quality is our top priority

Rigorous quality control measures in place to ensure that all our products meet industry standards and exceed customer expectations



### Optimising efficiency and profitability

Efficient operations and cost-effective processes help us to maximise our profitability and provide competitive pricing to our customers



### Meeting diverse needs

Offering a wide range of products catering to diverse end user applications and a wide geographic reach



### Vast expertise

Our team of experts have extensive knowledge and experience in the industry, ensuring that we can provide the best technical support and advice to our customers



### Building long-term relationships

Strong customer base and long-lasting relationships with our customers due to our commitment to quality and service



### Financial acumen

Strong credit metrics ensures our financial stability and ability to meet our financial obligations and support long-term growth

## OUR PRODUCT PORTFOLIO:

### AROMA CHEMICALS

#### Areas of application

- ▶ Flavours and fragrances
- ▶ Agro chemicals as pheromones
- ▶ Pharmaceutical products such as pain relief, cold and cough formulations
- ▶ Personal care products like toiletries and cosmetics
- ▶ Dentifrices and oral care preparations including toothpaste, tooth powder and mouthwash
- ▶ Insect repellent

#### Our offerings

Chemicals like fatty esters and natural essential / aroma oils find utilisation in various industries.



# 13

No. of products

### FOOD ANTIOXIDANTS

#### Areas of application

- ▶ Edible oils
- ▶ Confectioneries and food stuff
- ▶ Animal feed
- ▶ Vitamin premix
- ▶ Nutraceuticals

#### Our offerings

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.



# 5

No. of products

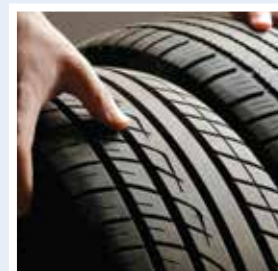
### RUBBER CHEMICALS

#### Areas of application

- ▶ Tyres
- ▶ Conveyor belts
- ▶ Automobile components
- ▶ Surgical gloves
- ▶ Latex gloves
- ▶ Condoms
- ▶ Balloons

#### Our offerings

Products like tyres and automotive components like hoses, seals, conveyor belts, and others.



# 87

No. of products

## LUBRICANT ADDITIVES

### Areas of application

- ▶ Hydraulic
- ▶ Turbine
- ▶ Engine and gear oils
- ▶ Metal working fluids and greases

### Our offerings

Branded as YALUB, the performance of lubricants by improving boundary lubricity, oxidation resistance, extreme pressure properties, and inhibiting corrosion.



# 22

No. of products

## SPECIALTY CHEMICALS

### Areas of application

- ▶ Stabilisers for acrylics, printing inks/coating, UPR resins and fibre composite resins
- ▶ Intermediates for API and bulk drugs, and agrochemicals

### Our offerings

High-quality specialty chemicals specific to the needs of customers across multiple industries.



# 21

No. of products

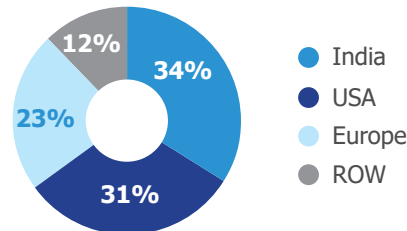
## OUR MARQUEE CLIENTELE



## OUR CERTIFICATIONS & ACCREDITATIONS

- ▶ ISO 9001:2015
- ▶ ISO 27001:2013
- ▶ ISO 14001:2015 & ISO 45001:2018
- ▶ FSSC 22000
- ▶ FAMI-QS
- ▶ STAR-K KOSHER
- ▶ HALAL
- ▶ FSSAI
- ▶ REACH
- ▶ NSF
- ▶ EcoVadis
- ▶ RSPO
- ▶ AGQM

## REGION-WISE REVENUE BREAKUP FY 2022-23



## OUR GLOBAL PRESENCE

6

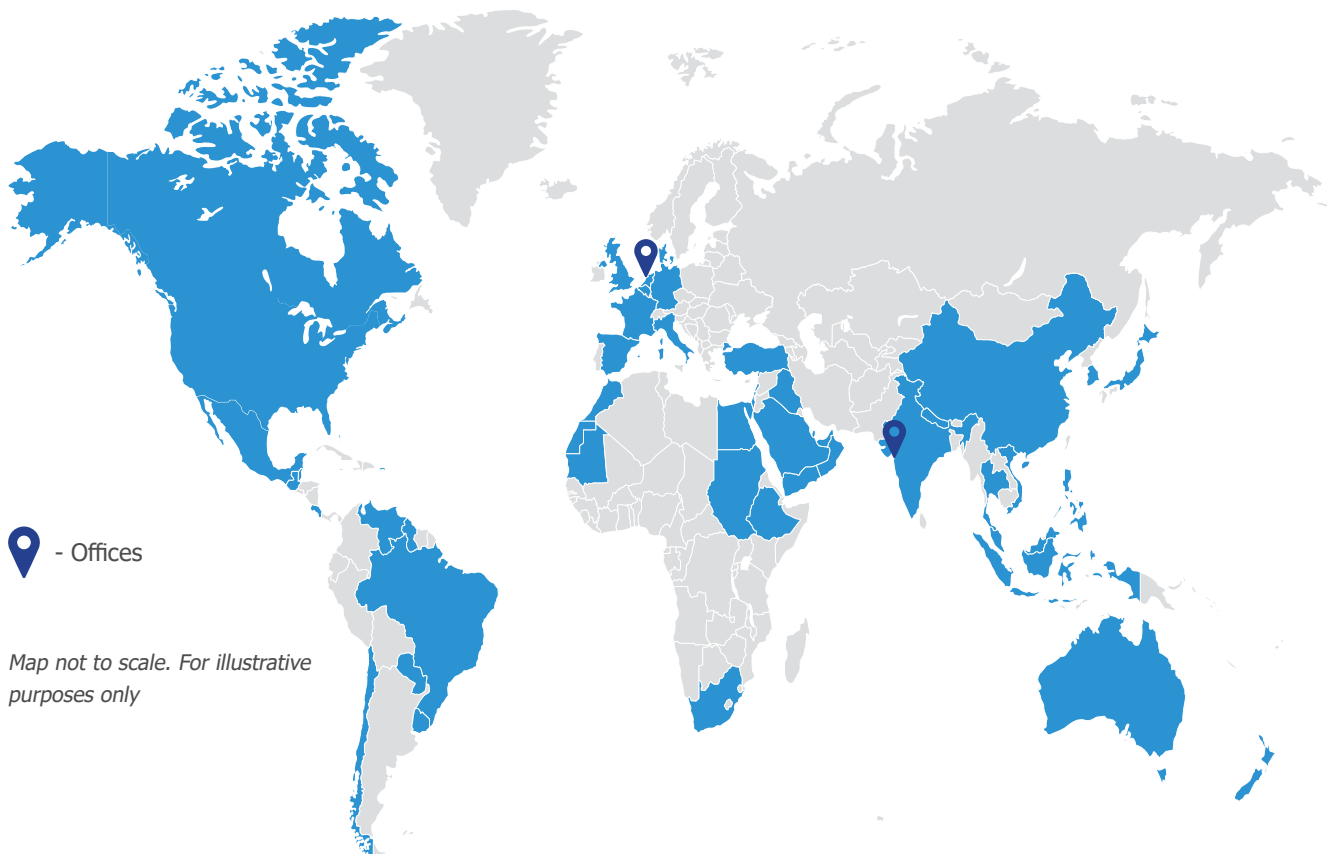
Continents

50+

Countries

2

Offices



- ✓ India ✓ Australia ✓ Bangladesh ✓ Belgium ✓ Brazil ✓ Canada ✓ Chile ✓ China ✓ Colombia ✓ Costa Rica
- ✓ Czech Republic ✓ Denmark ✓ Djibouti ✓ Dubai ✓ Ecuador ✓ Egypt ✓ Ethiopia ✓ France ✓ Germany
- ✓ Guatemala ✓ Indonesia ✓ Iraq ✓ Israel ✓ Italy ✓ Japan ✓ Kuwait ✓ Lebanon ✓ Malaysia ✓ Mexico ✓ Morocco
- ✓ Netherlands ✓ New Zealand ✓ Oman ✓ Paraguay ✓ Philippines ✓ Puerto Rico ✓ Saudi Arabia ✓ Singapore
- ✓ Slovakia ✓ South Africa ✓ South Korea ✓ Spain ✓ Sudan ✓ Taiwan ✓ Thailand ✓ Turkey ✓ United Arab Emirates
- ✓ United Kingdom ✓ United States ✓ Uruguay ✓ Venezuela ✓ Vietnam ✓ Yemen



## MANUFACTURING PROWESS

We operate three strategically located, state-of-the-art manufacturing facilities in Vapi, Gujarat. The facilities have a combined manufacturing capacity of 12,500 MTPA and fulfil the quality and volume requirements of our customers. We continue to invest in expanding capacities and enhancing production to meet the rising global demand. We acquired 42 acres of land at Pakhajan Village, Dahej, Gujarat for the greenfield expansion of our manufacturing capacities in two phases.

Total Capacity 12,500 MTPA	Capacity Additions	Manufacturing Prowess
Unit 1: 5,850 MTPA	1,500 MTPA added with process change and plant correction	Located close to Nhava Sheva Sea Port enabling efficient Logistics
Unit 2: 5,450 MTPA	900 MTPA capacity added through debottlenecking	Designed as multi-purpose plant to serve diverse industries
Unit 3: 1,200 MTPA	Warehousing and 1,200 MTPA capacity commissioned	Dedicated Research and Development facility to expand product range

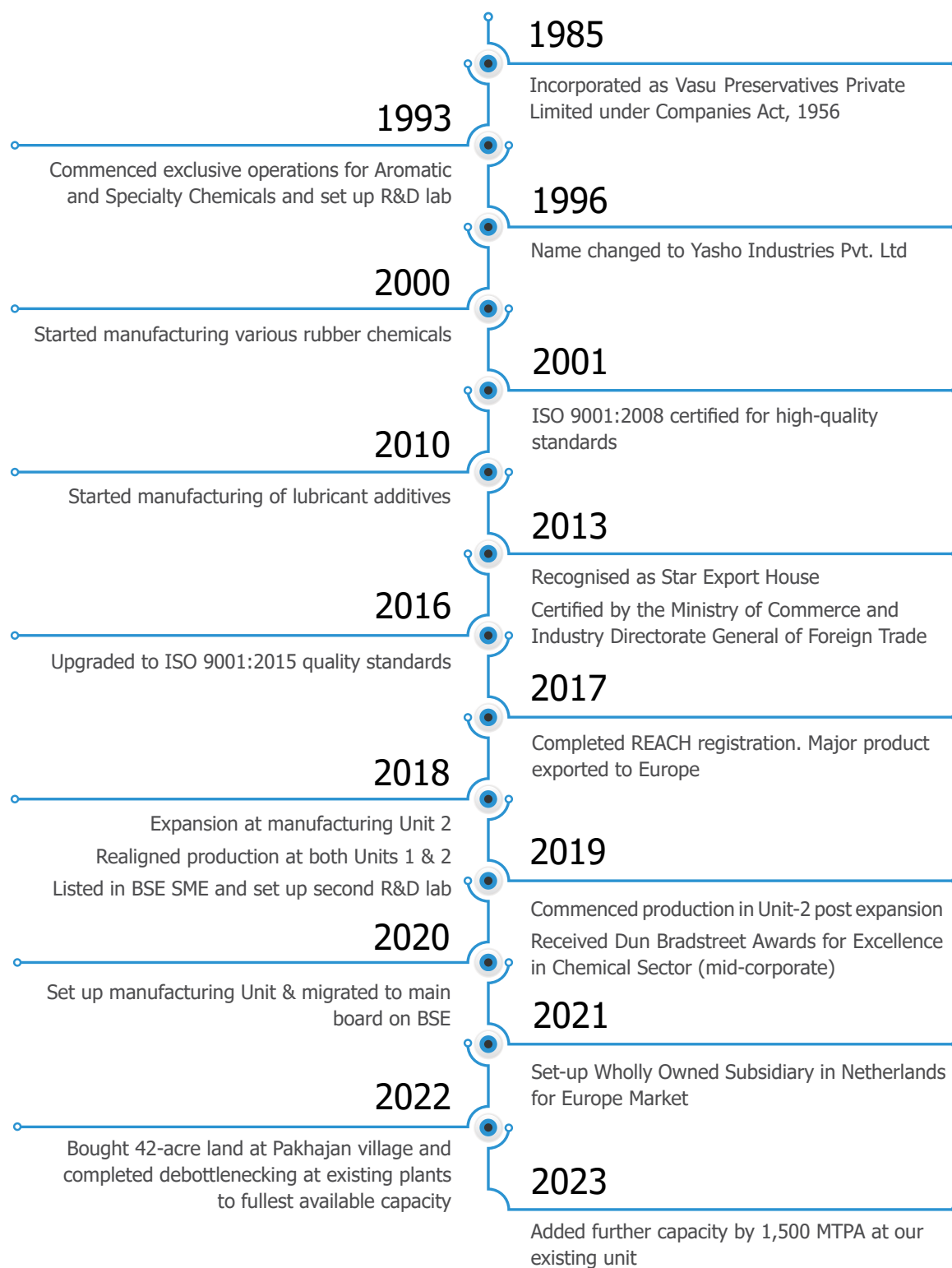
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THE FACILITIES HAVE A COMBINED MANUFACTURING CAPACITY OF 12,500 MTPA AND FULFIL THE QUALITY AND VOLUME REQUIREMENTS OF OUR CUSTOMERS.





# MILESTONE MOMENTS IN OUR JOURNEY



# MANAGING DIRECTOR & CEO'S MESSAGE



OUR EFFORTS IN SUSTAINABLE DEVELOPMENT ARE EQUALLY IMPRESSIVE. ENVIRONMENT CONSERVATION AND SOCIAL WELFARE OF PEOPLE ARE OUR TOPMOST PRIORITIES.

evolving geopolitical tensions, firms are increasingly seeking to make their supply chains more resilient and diversify their sourcing. With its strong value proposition coupled with comparable scale, technology, raw materials, and supportive government policies, India is emerging as a preferred destination for global chemical companies.

## A YEAR OF STRONG PERFORMANCE

We delivered a strong performance in FY 2022-23 despite global turmoil and macroeconomic challenges. Our ability to adapt and respond to market dynamics ensured a steady performance. Total revenue for the year grew by 9.6% to ₹ 683 Crore from ₹ 623 Crore in the previous year, and to capitalise further, exports will be a high priority going forward. Exports contributed 66% to the total revenue, primarily due to the high-quality nature of our products and long-standing relationships with key customers.

EBITDA increased to ₹ 126 Crore from ₹ 103 Crore in FY 2021-22, marking a growth of 22%. Growth was driven by an improved product mix, better realisation, and capacity expansion post debottlenecking despite the sharp rise in raw material and finished product prices. Net profit grew by 31% to ₹ 68 Crore from ₹ 52 Crore in the previous fiscal.

Our focus on industrial chemicals has been paying off well, and we believe that this sector holds tremendous potential. We will continue to invest in research and development to develop high-quality products that cater to our customers' demands. Demand for these chemicals is steadily increasing on a global scale, and I am quite confident that this segment will drive our future growth and profitability.

R&D and product innovation forms the bedrock of our Company and enables us to stay competitive. We are actively engaged in the development of several new products, which are currently at different stages of approval. We anticipate

## DEAR SHAREHOLDERS,

After a prolonged period of uncertainty, 2022 was expected to see the beginning of a global economic recovery with the pandemic waning and focus returning to economic growth. However, geopolitical tensions, supply chain disruptions caused by the Russia-Ukraine war, energy crisis, and high inflation posed challenges to the global economy. Central banks worldwide raised policy rates to combat this crisis.

On the contrary, FY 2022-23 was an incredible year for India. India outperformed and remained one of the world's fastest-growing economies with Gross Domestic Product (GDP) growing at 7.2% in FY 2022-23 as against 9.1% growth recorded in the previous year. It is indeed encouraging to witness this growth story unfold with a visible supply chain shift in India's favour and its manufacturing prowess getting high recognition globally. Enabling policy reforms of the government have led to social and economic transformation of the country, and the nation is all set to become the fourth largest economy in the world within two years.

Even in an environment of global uncertainty, the Indian specialty chemicals industry remains an attractive source of opportunities. With China's supply chain disrupted and