



VISAKA INDUSTRIES LIMITED[®]

CORP OFF : "VISAKA TOWER", 1-8-303/69/3, S.P. ROAD, SECUNDERABAD - 500 003.
TEL : +91-40-2781 3833, 2781 3835, www.visaka.co E-mail : vil@visaka.in

Ref: VIL/SEC/ST-EX/Con-Call/FY2022/52

Date:21.02.2022

To,

National Stock Exchange of India Limited, Exchange Plaza, 5 th Floor, Plot No. C / 1G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051	BSE Limited, The Senior General Manager, Listing Compliances, Floor 25, P. J. Towers, Dalal Street, Mumbai – 400 001
Scrip Code – VISAKAIND	Scrip Code – 509055
ISIN CODE: INE392A01013	

Sub: Intimation – Schedule of Analyst / Investors' Meet / Earnings Conference Call on audited financial results of the company (standalone & consolidated) for third quarter and nine months ended 31.12.2021

Dear Sir/s,

Pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI LODR"), the details of schedule of Earnings Conference Call is as under:

Date and Time of Meeting	Participant	Type of Interaction
Wednesday, 23rd February 2022 16:00 HRS (IST)	Open to all	Conference Call

Copy of invitation containing dial-in details and diamond pass link along with the investor presentation are enclosed herewith and the same are also available on the website of the company at <http://www.visaka.co>.

This is for your information and records purposes please.

Thanking you,

Yours faithfully,

For **VISAKA INDUSTRIES LIMITED**


Ramakanth Kunapuli
AVP & Company Secretary



Encl.: Copy of Invitation and Investor Presentation

Regd. Office & Factory	: A.C. Division I, Survey No. 315, Yelumala Village, R.C. Puram Mandal, Sanga Reddy District, T.S, Pin 502 300.
Factory : A.C. Division II	: Survey No. 170/1, Manikantham Village, Paramathi-Velur Taluq, Namakkal District, Tamil Nadu, Pin 637 207.
Factory : A.C. Division III	: GAT.No.70/3A & 70/3A/3 & 70/1B &70/1C, Sahajpur Industrial Area, Nandur (V), Daund (Tq), Pune, Maharashtra, Pin 412 020.
Factory : A.C. Division IV	: Plot No.11, 12,18 To 21 & 30, Changsole Mouza, Bankibundh G.P. No. 4, Salboni Midnapur West, W.B, Pin 721 147.
Factory : A.C. Division V	: Survey No. 90/2A 90/2B 27/1, G.Nagenhalli Village, Kempannadodderi Post, Kestur Road, Kora Hobli, Tumkur Dist, Karnataka, Pin 572 138.
Factory : A.C. Division VI	: Village & Post, Kannawan, PS Bachrawan, Tehsil Maharajgunj, Dist Raebareli, U.P, Pin 229 301.
Factory : A.C. Division VII	: Survey No. 385, 386, Jujjuru (V), Near Kanchikacharla, Veerulapadu (M), Krishna Dist, A.P, Pin 521 181.
Factory : A.C. Division VIII	: Plot No. 1994 (P) 2006, Khata No. 450, Chaka No. 727, Paramanpur (V), P.S. Sason, Tehsil Maneswar, Sambalpur Dist, Odisha, Pin 768 200.
Factory : Textile Division	: Survey No. 179 & 180, Chiruva Village, Mouda Taluk, Nagpur District, Maharashtra, Pin 441 104.
Factory : V-Boards Division I	: Gajalapuram Village, Kukkadam Post, Vemulapaly Mandal, Adjacent to Kukkadam Railway Station, Nalgonda Dist, T.S, Pin 508 207.
Factory : V-Boards Division II	: GAT No : 248 & 261 to 269, Delwadi Village, Daund Taluq, Pune Dist, Maharashtra, Pin 412 214.
Factory : V-Boards Division III	: Mustil Nos. 106, 107 & 115, Jhaswa Village, P.S. & Tehsil Salawas, Jhajjar, Haryana, Pin 124 146.



VISAKA INDUSTRIES LIMITED

Q3 & 9M FY22 INVESTOR CONFERENCE CALL

Pleased to invite you for a conference call to present and discuss
Q3 & 9M FY2022 Results

on **Wednesday, 23rd February 2022 4:00 pm** Indian Standard Time

The call will be represented by:
Mr. G Vamsi Krishna, Joint Managing Director
Mr. Shafiulla, Chief Financial Officer
Mr. Vinay Bathija, Head - Investor Relations

Please pre-register to avoid wait time

Diamond Pass Link:

[CLICK HERE](#)

Dial in

Universal Access: +91 22 6280 1386 / +91 22 7115 8287

USA: 1866 7462 133

Hong Kong: 800 964 448

UK: 0808 1011 573

Singapore: 800 101 2045

For further queries reach

vinay.bathija@visaka.in

[Mobile: 9920062766](tel:9920062766)

Conference Call Transcript will be made available on the [company website](#) within 7 working days



*Quarter Three
FY2021-22*

VIL Corporate Presentation



The logo consists of the word "SAFE" in white capital letters on a red rectangular background, positioned above the word "HARBOUR" in white capital letters on a black rectangular background. The background of the entire page features a dark, textured pattern of intersecting lines forming a grid-like structure.

SAFE
HARBOUR

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changes or modifications (including discontinuance) in forward looking statements in this Information Package. Certain visual representations of properties under construction/ yet to be constructed herein are merely artists' impressions. We cannot assure that the completed projects would resemble the artists' impression. The charts and maps herein are merely indicative of what they depict and may not necessarily be proportionate or to scale. Visaka Industries Ltd and its directors, employees, agents and consultants shall have no liability (including liability to any person by reason of negligence or negligent misstatement) for any statements, opinions, information or matters (express or implied), forward looking statements arising out of, contained in or derived from, or for any omissions from the Information Package. All recipients of the Information Package should make their own independent evaluations and should conduct their own investigation and analysis and should check the accuracy, reliability and completeness of the Information and obtain independent and specific advice from appropriate professional advisers, as they deem necessary. Where this Information Package summarizes the provisions of any other document, that summary should not be relied upon, and the relevant documentation must be referred to for its full effect.

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**FINANCIAL
HIGHLIGHTS**

A low-angle, black and white photograph of several skyscrapers reaching towards a light sky. The buildings are viewed from below, creating a sense of height and scale. A white rectangular border is superimposed over the center of the image.

01

Key

Highlights

Key Highlights for Q3FY22

REVENUES for Q3FY22 **Rs. 3538 Mn**, up 26% YoY

REVENUES for 9MFY22 **Rs. 9951 Mn**, up 26% YoY

EBITDA margin for Q3FY22 stood at **12.5%**, down 320 bps YoY

EBITDA margin for 9MFY22 stood at **15.5%**, down 300 bps YoY

DEBT TO EQUITY Ratio maintained at **0.26x**

INTEREST Coverage ratio as of Q3FY22 improved to **18.2x** from 15.8x of FY21

Management Commentary

- Robust performance in V-next Boards segment, revenue increased by 25% YoY, hope to maintain growth rates
- Vnext Board - Commenced commercial production of fourth plant at Coimbatore
- The building material segment revenues saw increase of 14% as compared Q3FY21
- Spinning Yarn Segment has shown an impressive improvement in sales. The sales quantity increased by 47.6% correspondingly
- Our indigenously developed ATUM solar roof has been witnessing good traction with revenues already crossing Rs 10 Cr for 9M FY22



02

Corporate

Overview

At a glance

Growing strong since past 40 years

14 Manufacturing Plants

5000+ Employees

1150 + crore turnover

Public listed company



Shareholding

% Holding	Dec-20	Mar-21	Jun-21	Sep-21	Dec-21
Promoters	45.85%	45.85%	45.85%	45.85%	45.85%
Non-Institutions	52.81%	51.28%	48.97%	48.52%	48.47%
Institutions	1.34%	2.87%	5.18%	5.63%	5.68%
Total	100%	100%	100%	100%	100%

Accolades and Awards

*Construction World Top
Challenger Award 2021*



Accolades and Awards

Most Promising Women Leaders- Femina



Vnext
VISAKA

MOST TRUSTED BRANDS OF INDIA 2021

Sustainable Building Products And Fibre Cement Boards Are our Forte.
Vnext has attained the highest sales in both segments this year, in the entire country!

Choose Trust. Choose Vnext.

VISAKA
VISAKA

Visaka Cement Roofing Sheets
Commanding the highest premium in today's market.
Receiving the Most Trusted Brands recognition.
A true indication of the MARKET LEADER!

MOST TRUSTED BRANDS OF INDIA 2021

Visaka Industries Ltd. as a group had been recognised and awarded as one of 'The Most Trusted Brands of India 2021' by CNBC TV18.

Accolades and Awards



- Silver Winner-Spot light awards by LACP -Under Category Annual Report for 2011-12
- Awareness Centre of Environment- World Environment day – 2006
- AP Distinguished industrial award from Exhibition Society in the year 2003.
- The Exhibition Society – AP Distinguished Industrialist Award – 2003 (Large)
- All India Manufacturers Association – Best performance in Large and Medium scale- 2001
- Man of the Millennium award 2000
- Council for Industrial Development & Trade – Industrial Promotion Gold Medal Award– 1990
- Productivity award from the Andhra Pradesh Federation of Chamber of Commerce in 1987.
- FAPCCI – The Best Industrial Productivity Effort in the state – 1987 (Large)
- Best management award from the government of Andhra Pradesh in 1987
- Award from Council for Industrial Development in 1985

Key Management



**SHRI. DR G.
VIVEKANAND**
Chairman

An MBBS graduate from Osmania University and a former Member of Parliament is a first-generation entrepreneur playing a pivotal role in the company growth. It is under his leadership and guidance, Visaka Industries has grown multifold and diversified into building products and synthetic blended yarn with a prominent position in both industries.



**SMT. G. SAROJA
VIVEKANAND**
Managing Director

She has been on the board of the company since 2003. She has a good exposure to the functioning of the company in all respects and is the MD of the company since 2009. She also worked as the Chairperson of the Indian Women Network (IWN) for the erstwhile combined state of Andhra Pradesh.



SHRI. G. VAMSI KRISHNA

Joint Managing Director

He is a science graduate from Purdue University, USA. He joined Visaka in June 2010 as a management trainee and was later promoted as Chief Business strategist then as whole-time director and he is currently joint managing director. He spearheaded the growth of the V-next business and invented ATUM. He was responsible in repositioning the company and introduction of ATUM.

Diversified Product Portfolio:

4 Product Lines

Wonder Yarn
Est: 1991



Fibre Cement Roofs
Est: 1981



Fibre Cement Boards
Est: 2008

Integrated Solar Roof
Est: 2018



PATENTED IN INDIA, SOUTH AFRICA AND USA



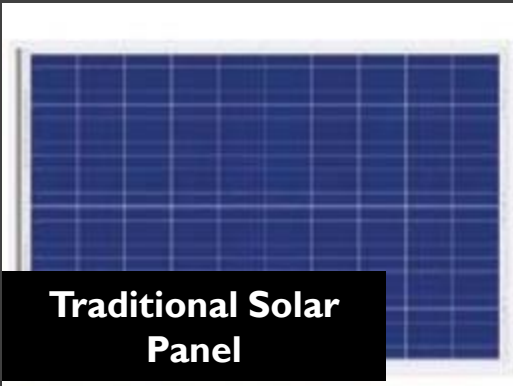
A brainchild of Mr Vamsi Gaddam, ATUM is the much-needed solution in renewable energy space that is both, a roof and solar panel, designed to meet consistent energy demands in a sustainable manner. ATUM is an integrated solar roof and an alternative to the conventional retrofit solar systems. This innovation is the first-of-its-kind globally & had been Patented as Solar Roof, making waves in areas like affordable housing, net-zero industries and businesses.





Metal Roof

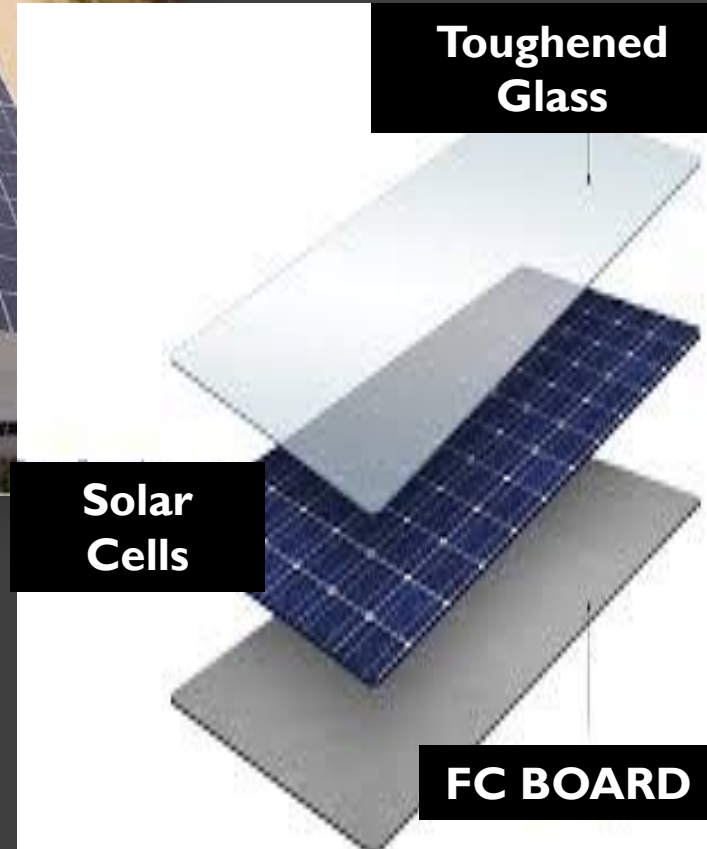
Traditional Solar Roof



Traditional Solar Panel



Integrated ATUM Solar Roof



Toughened Glass

Solar Cells

FC BOARD



Clamping Mechanism

Distinctive Advantages

ATUM is **Solar Cells** embedded into **Fibre Cement Boards** making it a **composite Solar Roof** with unmatched mechanical properties



**Withstands
Hail and Snow**

Leakproof
Roofing
Certified by
UL.



**Can withstand
Hurricanes**

Tagged Hurricane Proof
by Lean maestro.
Can withstand
250kmph.

Class A Fire Rated

ATUM does not catch
nor spread fire.
Certified by UL.



Pay back in 5 years

The savings from solar
power generation
pays back the
investment in 5 years.





- **100% Leakproof for lifetime.**
- Leakproof industrial Grade Sealant and Aluminum profiles.
- Panel Jointing has been designed to withstand 250kmph speed unlike the conventional fragile clamps.
- Can withstand **300 kg/sqm live load**
- Wind load resistance of above **250kmph are possible.**



ATUM Solar Factory



Manufacturing Unit of ATUM

- Current Manufacturing Capacity: 30 MV
- ATUM Panels are made using power produced by ATUM Roof
- This is a Net Zero Building
- Oldest plant with generation data of 2 years



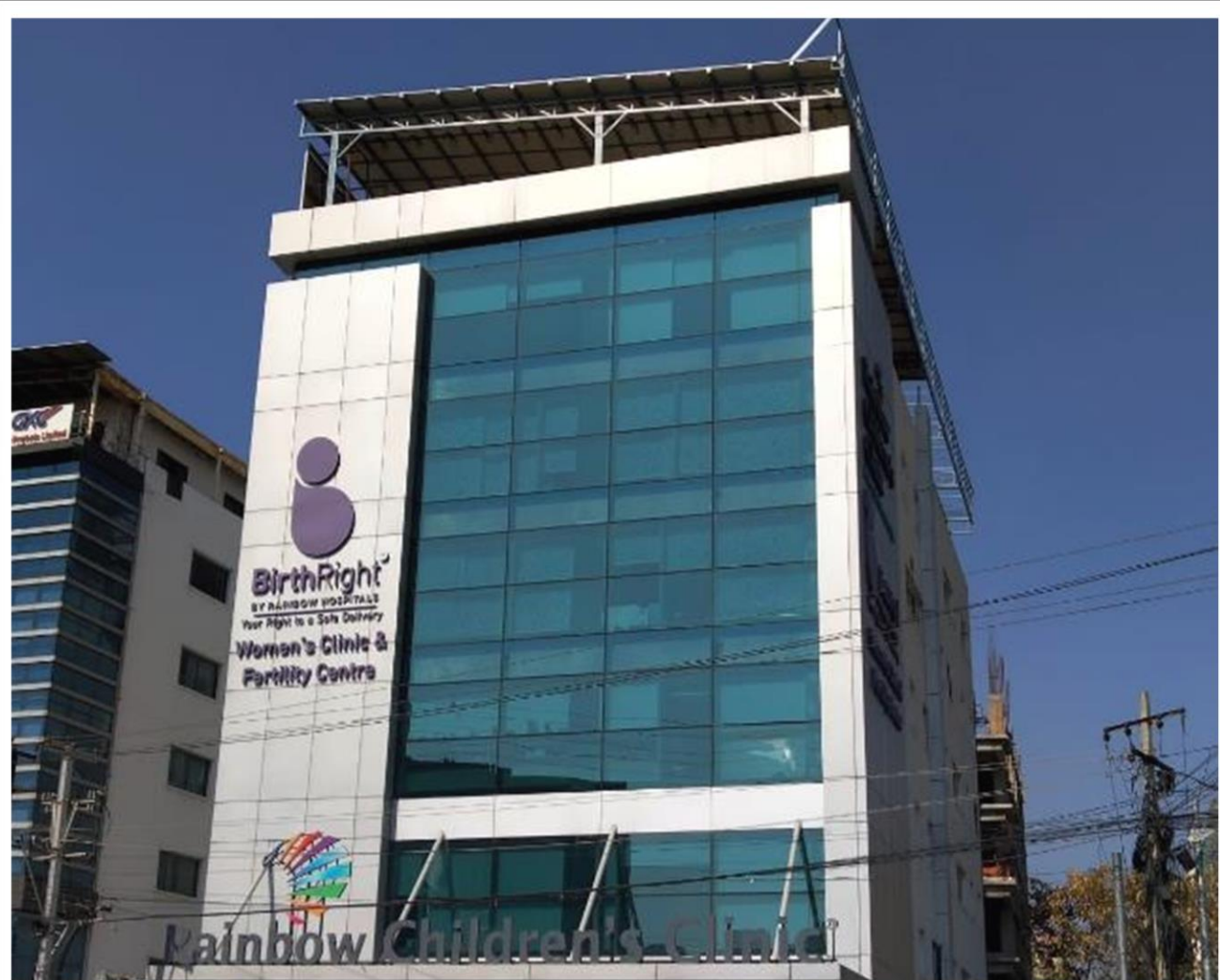
HIMALAYAN INSTITUTE OF ALTERNATIVES, LADAKH

An Alternative Institute for Mountain Development

Innovator Sonam Wangchuk and Indian Army

- 5kW Roof and Mud Walls
- Being tested for superior thermal insulation in Ladakh
- Energy Savings from thermal Insulation





40kW- Rainbow Hospitals

- One of the many hospitals who created extra roof using ATUM thereby making usable real estate out of an empty terrace while producing power at the same time.



Netmagic Data Centre

- Located in Mumbai
- Data centers are power guzzlers



Railway Station

- Located in Bengaluru
- Governments leading the way





35kW-Yoga Training Center

- Mumbai, Virar
- D Atlantis Resort
- Gives 3500 Sft floor area.
- Equivalent to planting 700 trees

Srinithi Foods



215kW- Food Processing Unit

- Located in Chennai
- 13000 Sft Roofing
- Saves 1000 units per day
- Equivalent to planting 4000 trees



Affordable Housing

- Under Proto Deployment in City of San Jose
- All materials used are made of IGBC certified Cement Fiber Board of Visaka
- Roof is made of ATUM Solar

Entire Home Paid Back in 6 years





We have collaborated with Needlab to create a self-sustainable and an eco-friendly house at the UN-HABITAT assembly in Nairobi.



*Unique Product.
Immense Possibilities.*

Salient Features



Products with Lowest
Carbon Emissions in
the Industry

Only 36kgs of CO₂
emissions per One MT
of Vnext boards
production.
Which is about 30
times lesser than
Conventional Building
Materials



Environment
friendly



Asbestos
Free



Termite
resistant



Fire
resistant



Water
resistant



Excellent
Workability
like wood



Sound
Insulation



Highly flexible
material



Low thermal
conductivity

Shelves



Wardrobes

*Kitchen
Cabinets*

Sound Insulated Walls in Theatres



Cabins/Partitions in Industries







G+2 Hostel Kolkatta, ISB&M



G+1 floor LGSF house





ELEVATION CLADDING

*Adithya
Belmont
Greene villas*



Roof Underlay



Cladding



T-grid False Ceilings



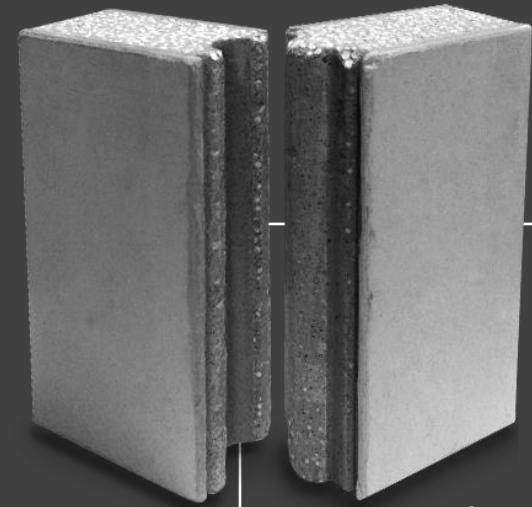
*Duct covering and
Planks*





The Game Changer

The global fraternity of architects, project management consultants, and interior designers, all of whom we work with endorse fibre cement boards. Made to combat the cons of boards made from plywood and gypsum, fibre cement boards provide resistance against three significant threats to construction – **termite, water, and fire**. Vnext products encourage engineers, builders, architects, and applicators to promote sustainable architecture and build a healthy, green future.



Vpanel

Instant dry wall

Used for

- ✓ Internal Walls
- ✓ External Walls
- ✓ Prefabricated Structures
- ✓ Compound Walls
- ✓ Construction Site Office
- ✓ Security Cabins

Vpremium

Heavy duty board

Used for

- ✓ External Cladding
 - ✓ CNC Cutting
 - ✓ Roof Underlay
 - ✓ Duct Covering
- ✓ Wet Area Applications





Vboards

Quick, affordable, and durable construction with Fiber Cement Boards

Used for

- ✓ Kitchen Cabinets and Shelves
- ✓ Internal Wall Paneling
- ✓ False Ceiling
- ✓ Internal Partitions
- ✓ Shelves / Wardrobes
- ✓ Mezzanine flooring

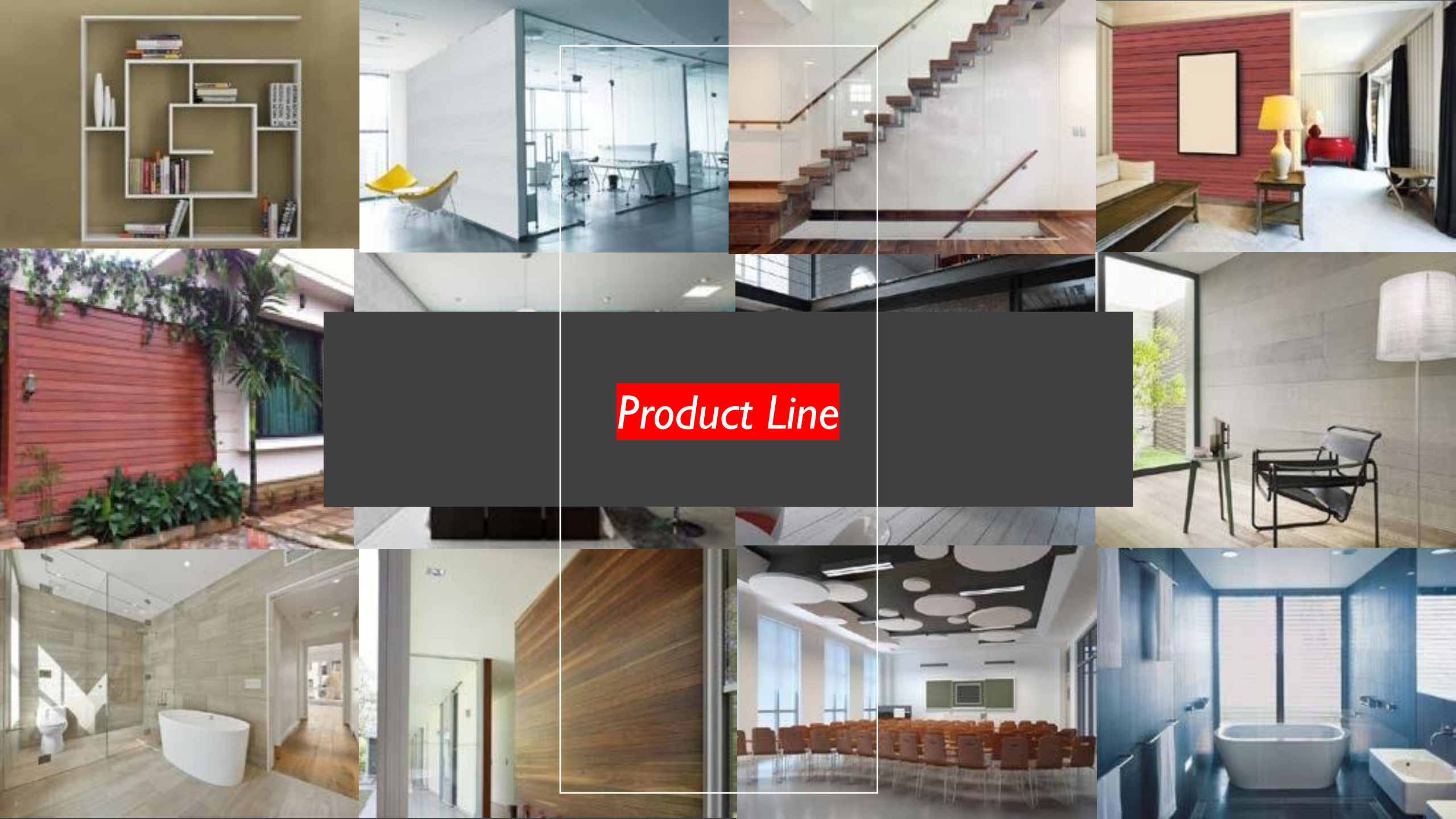


Vplanks

Tough inside, beautiful outside!

Used for

- ✓ External Cladding
 - ✓ Facades
- ✓ Duct Covering
- ✓ Compound Wall
- ✓ Garden Fencing
- ✓ Gate Cladding



Product Line

Designer Variants



Vnext Sandstone



Vnext L&H



Vnext - O



Vnext Plank



Vnext Stone



Vnext Wave

Market Position: 1st

Market Share: 32%

Capacity Utilisation	FY20	FY21	Q3FY21	Q2FY22	Q3FY22
Installed Capacity in MT	129750	189750	189750	189750	189750
Capacity Utilisation %	76%	71%	85%	91%	100%

Sales Growth	FY20	FY21	Q3FY21	Q2FY22	Q3FY22
Sales (Rs Cr.)	196	203	62	70	77

Products with Lowest Carbon Emissions in the Industry

Only 36kgs of CO2 emissions per 1MT of Vnext boards production.
Which is about 30 times lesser than Conventional Building Materials





THE
WONDER
YARN

Subsistence Is Sustainable

'The Wonder Yarn', founded in 1992, is a sustainable yarn produced by recycling used PET bottles. This has helped the company to get to an international presence with its progressive ideology and technology. We are in line with the United Nations Conference on Sustainable Development – a document that contains clear and practical measures for implementing green economy goals in the context of Sustainable Development Goals (SDG). While meeting these Sustainable Development Goals (SDG), we have, until now, consumed sustainable fibre that can be roughly equated to over 116 million Used PET (Polyethylene Terephthalate) bottles.

Since 1992 used in wide range of Applications

- Replaced cotton yarn for table napkins in UK and US
- Replaced Cotton Yarns and Twisted Filament yarns for upholstery fabrics in Belgium
- Matt like finish used exclusively for high-end shirting and feather light suiting for customers in Italy, France and USA
- Hair Free matt finish yarn used for making banners in Germany
- Replaced cotton yarns and filament yarns for curtain fabrics in Italy and France

Market Position: 1st

Market Share: 50%

Capacity	FY20	FY21	Q3FY21	Q2FY22	Q3FY22
MTS Machines	41	41	41	41	41
Spinning Positions	2752	2752	2752	2752	2752

Sales Growth	FY20	FY21	Q3FY21	Q2FY22	Q3FY22
Sales (Rs Cr.)	215	135	45	51	85

Cement Fibre Roof

With 8 plants across India and a total capacity at 8 lakh tons, we are one of the topmost AC roofing sheets brand in the country.



40 years of core experience

Market Position: 2nd

Market Share: 18%

Capacity Utilisation	FY20	FY21	Q3FY21	Q2FY22	Q3FY22
Installed Capacity in MT	802000	802000	802000	802000	802000
Capacity Utilisation %	80%	89%	79%	72%	87%

Sales Growth	FY20	FY21	Q3FY21	Q2FY22	Q3FY22
Sales (Rs Cr.)	626	791	169	167	186

2021-22
will
witness the
launch of
promising
brands

The logo for ATUM CHARGE features the letters 'A', 'T', 'U', and 'M' in a large, white, sans-serif font. The letter 'U' is highlighted in red. Below these letters, the word 'CHARGE' is written in a smaller, white, sans-serif font.

A T U M
CHARGE

Solar powered
Electric Vehicle charging
stations

The logo for Vnext Solutions features a stylized orange bird icon above the word 'Vnext' in a white, sans-serif font. Below 'Vnext', the word 'Solutions' is written in a smaller, white, sans-serif font.

Vnext
Solutions

Offers services to handle
turnkey building projects



ATUMCharge is a self-sustaining solar powered Electric Vehicle charging station which will be set up across India, and elsewhere in the world, to support the movement to promote the use of electric vehicles. ATUM Solar Roof, with its clean and green power, will allow the entire electric vehicle charging proposition to move to 100% solar whereas, currently, most EV charging stations use electricity projected by thermal power generation completely defeating the purpose of moving to environment friendly power. ATUMCharge is also looking at partnering with other electric charging station providers who are either in the market or are expected to come in the near future

[Click to here watch the ATUM Charge video presentation](#)

A T U M
CHARGE

25 charging stations already opened
Launching the Atum Charge App by Jan 2022
Target 200 ATUM charging stations end of
FY2022

Some locations as below:

- Hyderabad, Telangana
- Miryalguda, Telangana
- Pune, Maharashtra
- Baramati, Maharashtra
- Nagpur, Maharashtra
- Vijayawada, Andhra Pradesh
- Rae Bareilly, Uttar Pradesh
- Jhajjar, Haryana
- Sambalpur, Odisha
- Tumkur, Karnataka
- Midnapore, West Bengal





**Expert teams.
Expert solutions.**

Vnext solutions aims at offering turnkey solutions for a wide range of building requirements ranging from pre-fabricated buildings to interior furniture requirements. All the solutions offered aim at using only sustainable products, making this a one-of-its-kind offering in the entire building solutions industry.

40-year-old legacy of humble beginnings followed by rapid growth in last two decades



Fibre Cement Roof Plants

Andhra Pradesh

Telangana

Tamil Nadu

Karnataka

West Bengal

Odisha

Uttar Pradesh

Maharashtra

Vnext Plants

Telangana

Maharashtra

Haryana

Tamil Nadu

ATUM

Telangana

Yarn

Maharashtra

Global Sales Presence



Exports to 30+ countries

7,000 + strong dealer network

03

Sustainability



Ability. Responsibility. Sustainability.

Sustainability in business is more an opportunity than a threat – Joseph Halt



GRI Sustainability Report

At Visaka, our commitment to build the lives of the people and protect the environment serves as the basis of our product offerings, operations and overall business conduct. We approach sustainability as a business opportunity.

The report represents our evolution over 40 years and elaborates on how innovation, our people, their determination on science and research for generating clean revenue has enabled us to leverage sustainability as a business



The Visaka Sustainability report has been prepared in accordance with **Global Reporting Initiative Standards** core options

Sustainability at VIL is at core of our products and operations. From our search for alternate raw mater that are environment friendly, to continually improving the resource efficiency of our operations, as well as taking care of local communities through our products and philanthropic initiatives. Visaka's clear commitment to building a better world for all of us is evident

**- Smt. G. Saroja Vivekanand
Managing Director**

[Click to access the report](#)

04

*Performance
Highlights-
Standalone*

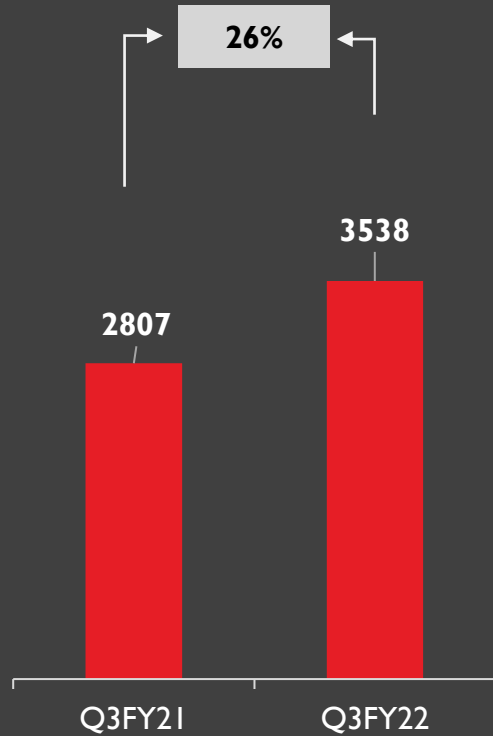


Result Snapshot

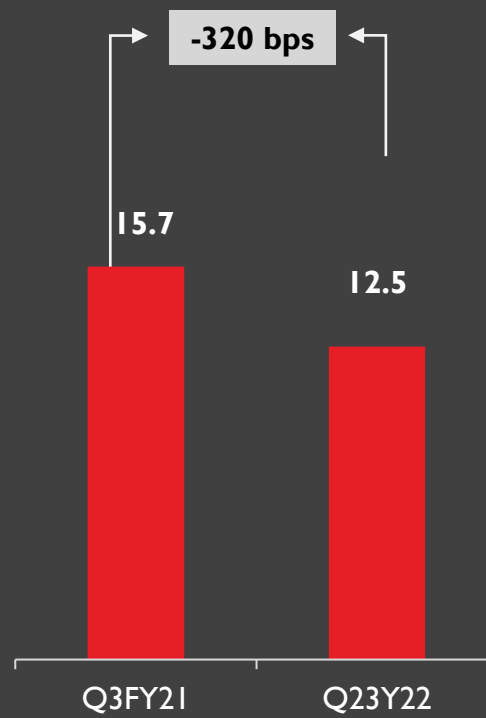
	<u>Q3FY22</u>	<u>Q3FY21</u>	Change	<u>Q2FY22</u>	Change	9MFY22	9MFY21	Change
Building Products - Sales MT	222329	197998	12.3%	187159	18.8%	670531	587979	14.0%
Spinning - Sales Mt	3586	2429	47.6%	2269	58.0%	7293	4553	60.2%
Segment Mix Rs.Millions								
Building Products	2689	2358	14.0%	2411	11.5%	8,294	7,096	16.9%
Spinning	849	449	89.1%	511	66.1%	1,658	825	101.0%
Income from Operations	3,538	2,807	26.1%	2,923	21.1%	9,951	7,921	25.6%
Direct Costs	1,790	1,301	37.6%	1,280	39.8%	4,584	3,598	27.4%
Employee Expenses	323	286	13.2%	314	2.9%	992	876	13.1%
Other Expenses	1,013	802	26.3%	914	10.8%	2,901	2,040	42.2%
Total Operating Expenses	3,127	2,389	30.9%	2,509	24.6%	8,476	6,514	30.1%
EBITDA	412	418	-1.5%	414	-0.5%	1,475	1,407	4.9%
D& A	89	101	-11.9%	90	-1.1%	270	299	-9.9%
EBIT	323	317	1.8%	324	-0.4%	1,205	1,107	8.8%
Interest Expenses	24	27	-11.1%	24	0.8%	82	97	-15.8%
Other Income	31	22	41.3%	20	51.2%	72	62	17.2%
Profit Before Tax	329	311	5.7%	320	2.8%	1,196	1,072	11.6%
Provision for Tax	89	81	9.9%	82		312	274	
Profit After Tax	240	230	4.3%	238	1.0%	884	798	10.8%

Quarterly Financial Highlights

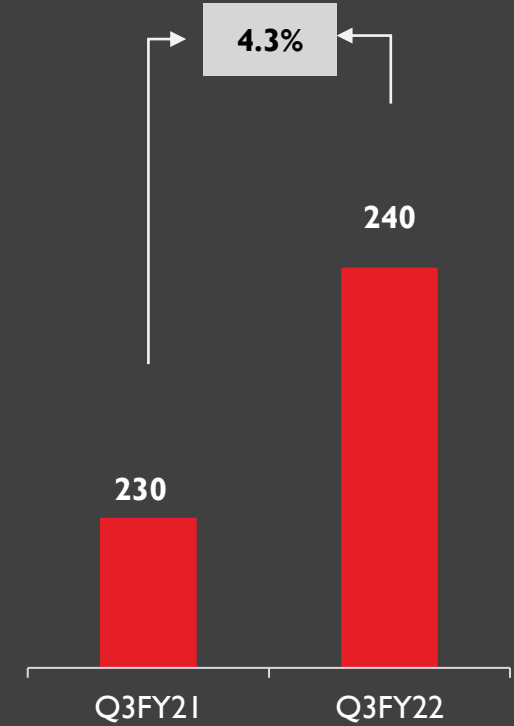
Operating Revenue (₹ mn)



EBITDA (%)

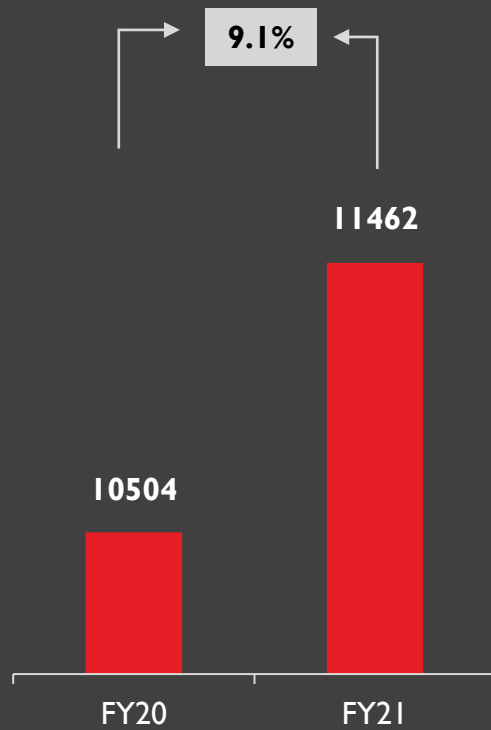


PAT (₹ mn)

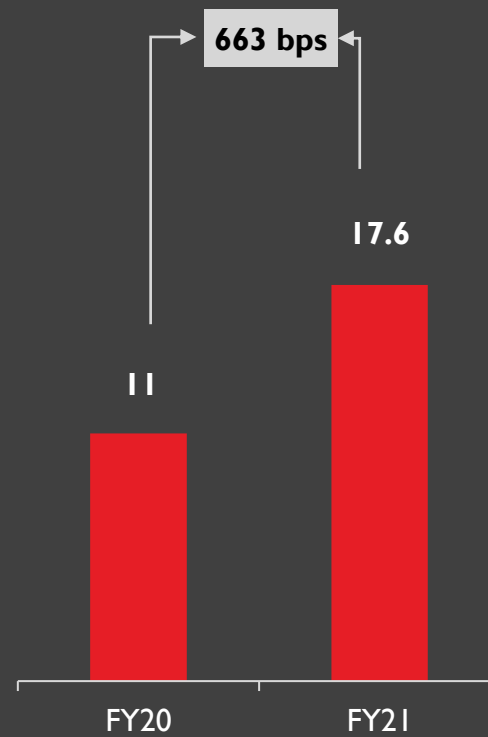


Yearly Financial Highlights

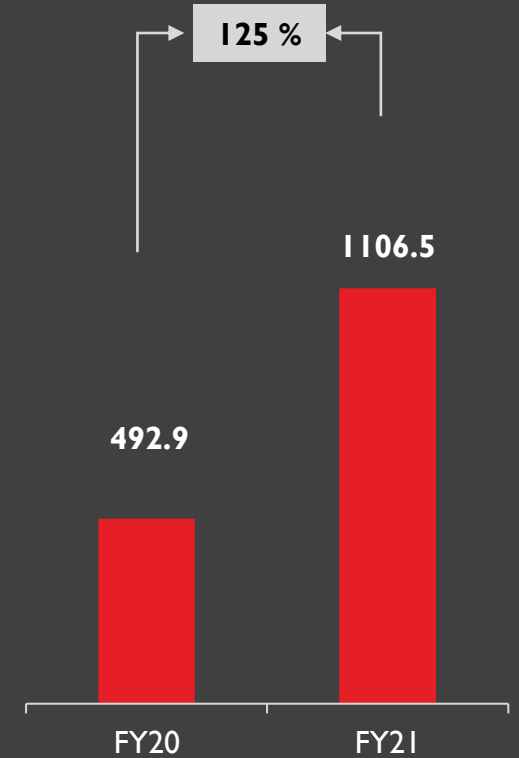
Operating Revenue (₹ mn)



EBITDA (%)

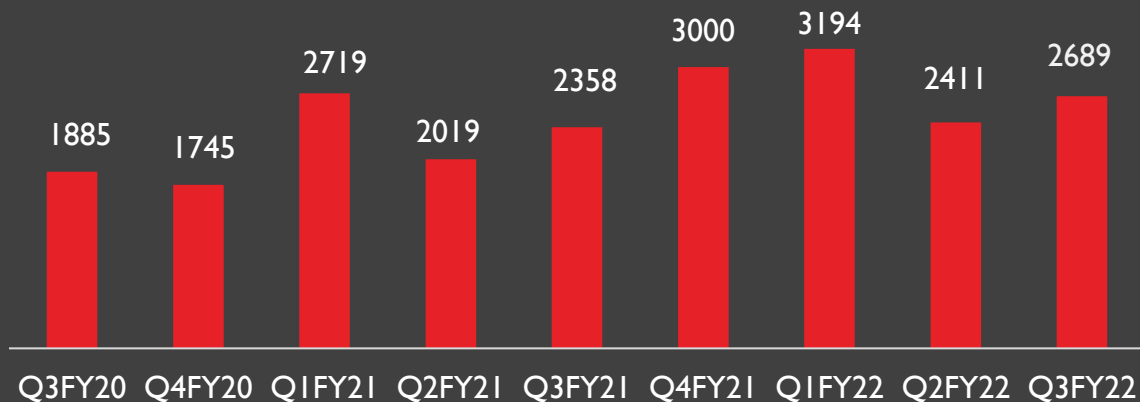


PAT (₹ mn)

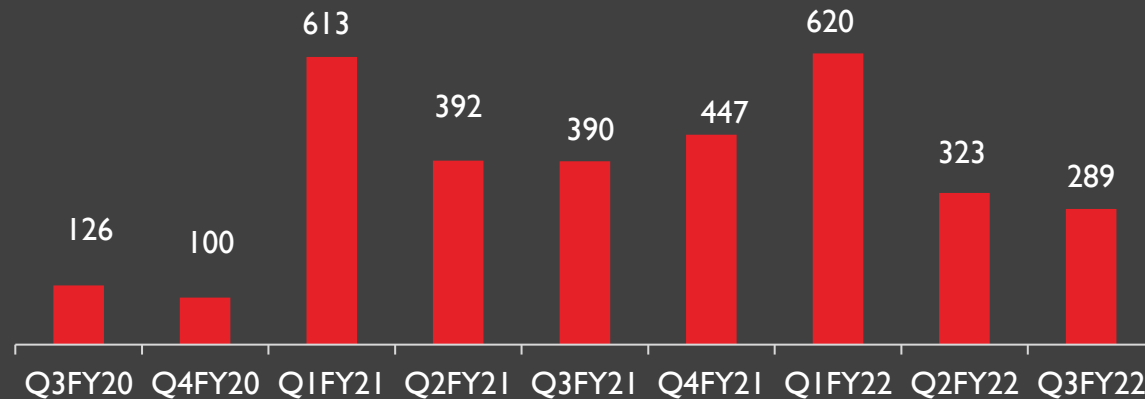


Quarterly Segment Mix

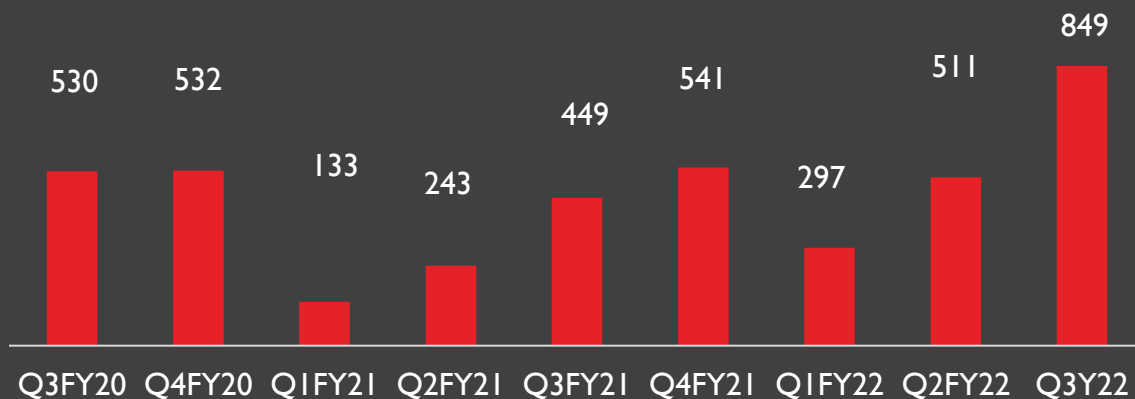
Building Product Revenues (₹ mn)



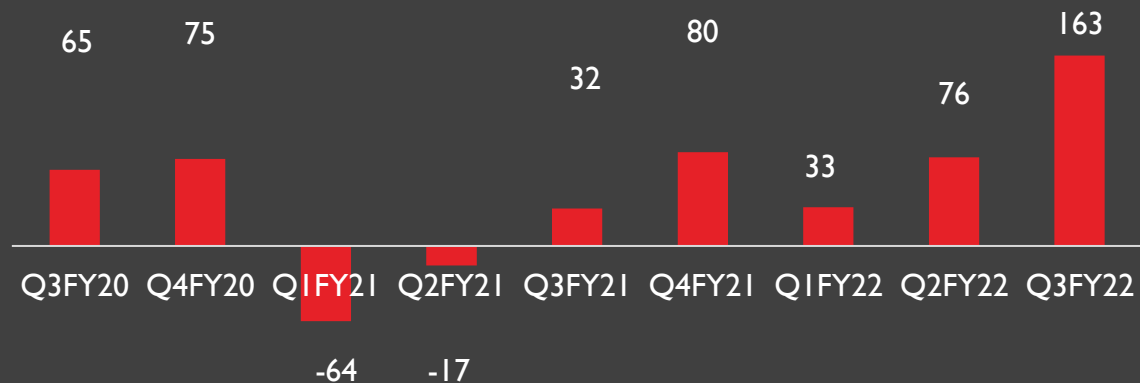
Building EBIT (₹ mn)



Synthetic Revenues (₹ mn)

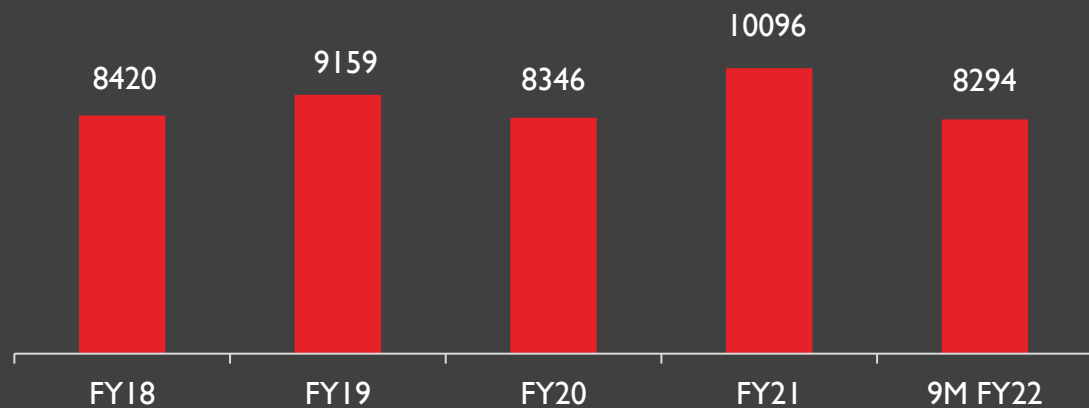


Synthetic EBIT (₹ mn)

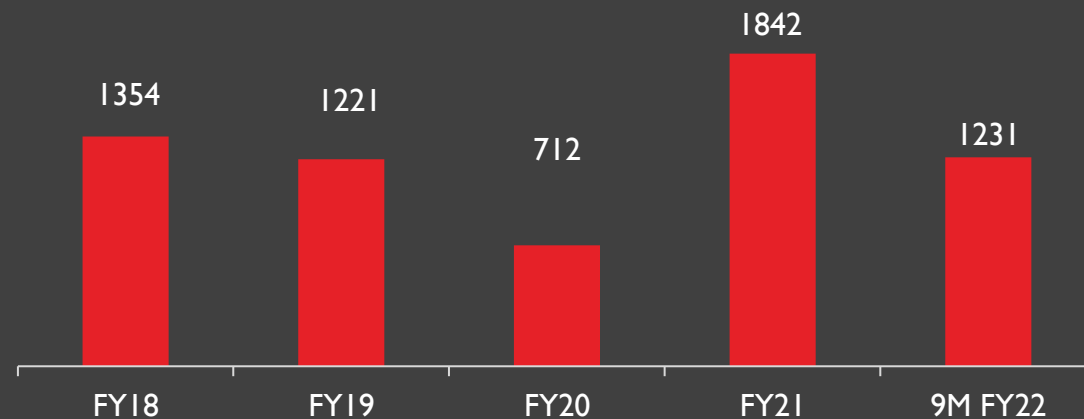


Yearly Segment Mix

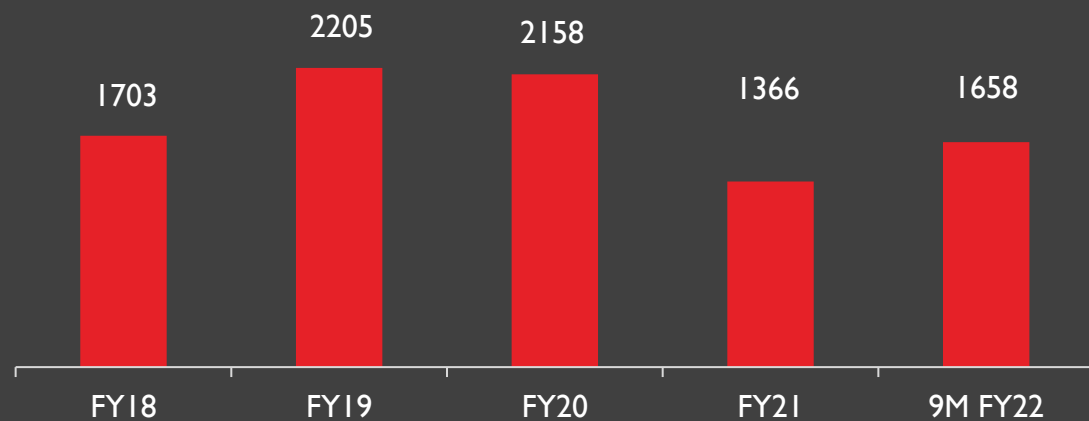
Building Product Revenues (₹ mn)



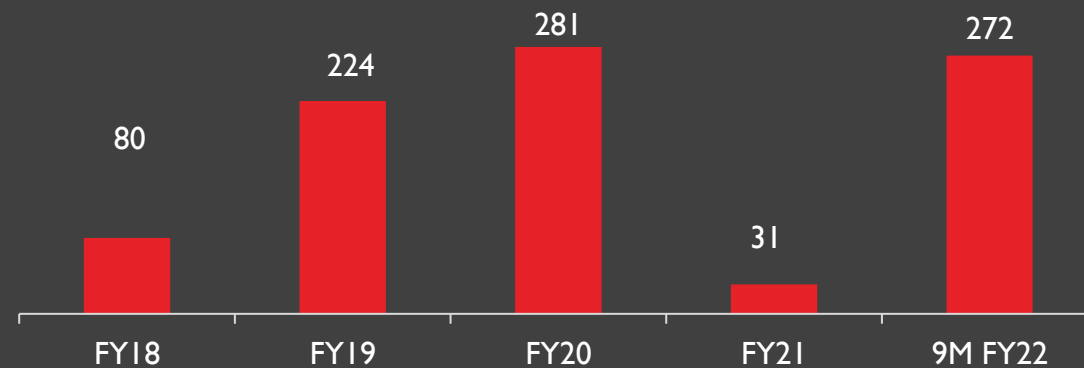
Building EBIT (₹ mn)



Synthetic Revenues (₹ mn)

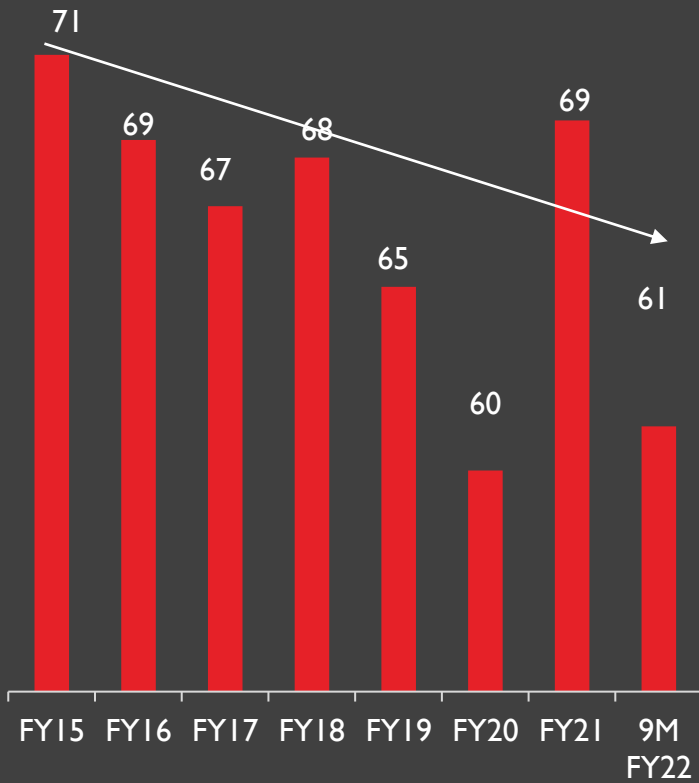


Synthetic EBIT (₹ mn)



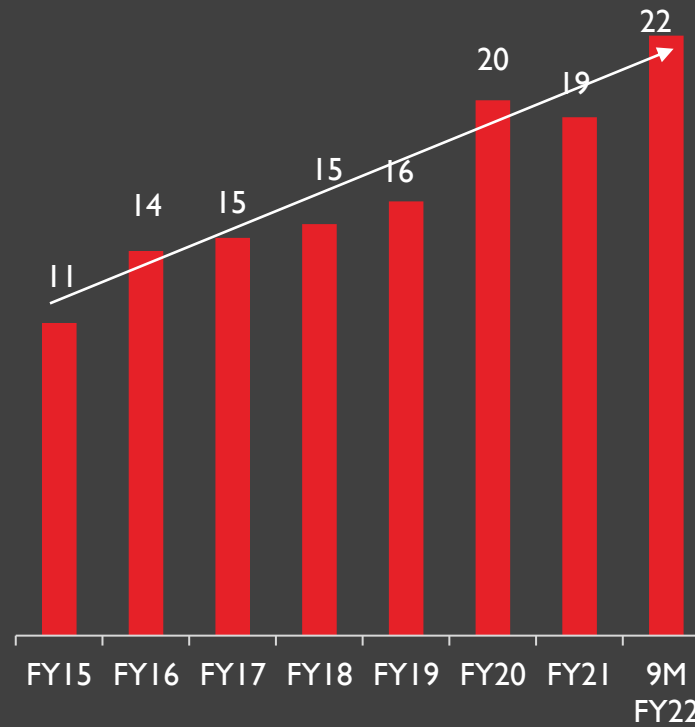
Product Revenues Mix

Cement Asbestos (%)



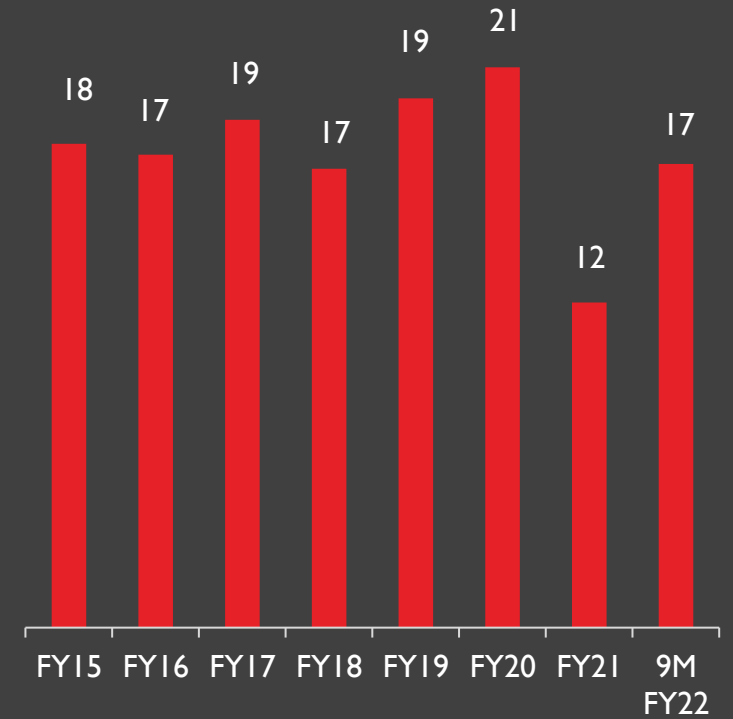
Revenue share dip with lower demand off-take

Fibre Board & Panels (%)



Diversified Product Portfolio – A shift from Asbestos based Revenues

Textiles - Synthetic Yarns (%)





05

*Financial
Highlights*

Operational Metrics Quarterly

Operational Metrics (INR mn)	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22
<u>Segmental revenues</u>									
Building Products	1,884.9	1,745.2	2,718.9	2,019.0	2,357.8	3,000.0	3,193.8	2,411.1	2,688.8
Synthetic Yarn	529.6	531.9	133.0	242.8	449.1	541.5	296.9	511.5	849.5
<u>Segmental Profits</u>									
Building Products	125.8	100.1	612.7	392.1	390.2	447.2	620.1	323.1	287.8
Synthetic Yarn	65.3	74.6	-64.4	-16.8	32.1	80.3	33.0	75.8	163.5
<u>Segmental EBIT margins</u>									
Building Products	6.7%	5.7%	22.5%	19.4%	16.6%	14.9%	19.4%	13.4%	10.7%
Synthetic Yarn	12.3%	14.0%	-48.4%	-6.9%	7.1%	14.8%	11.1%	14.8%	19.2%
<u>Installed capacity in MT</u>									
Building Products	9,81,750	9,81,750	9,81,750	9,91,750	9,91,750	9,91,750	9,91,750	9,91,750	10,41,750
ATUM (Solar Panels) - KW	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
Synthetic Yarn – Spinning Positions	2,752	2,752	2,752	2,752	2,752	2,752	2,752	2,752	2,752
<u>Production in MT</u>									
Building Products	167900	176885	149488	214468	219795	263872	261593	232038	230598
ATUM (Solar Panels) - KW	149	446	443	771	877	608	1365	1180	1613
Synthetic Yarn	2905	2629	830	1464	2040	2489	2666	2587	2611
<u>Sales in MT</u>									
Building Products	174757	160938	226492	163489	197998	258555	261044	187159	222329
ATUM (Solar Panels) - KW	827	909	807	0	905	265	711	526	1368
Synthetic Yarn	2711	2838	737	1388	2429	2619	1437	2269	3586
<u>Utilization (on sales)</u>									
Building Products	71%	66%	92%	66%	80%	104%	105%	75%	85%
ATUM				0%	12%	4%	9%	7%	18%
Synthetic Yarn	90%	95%	25%	46%	81%	87%	48%	76%	120%

Profit & Loss Statement Quarterly

Profit & Loss (INR mn)	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22
Income from Operations	2,414.4	2,277.1	2,851.9	2,261.8	2,806.9	3,541.5	3,490.6	2,922.6	3,538.3
Other Income	14.3	16.7	15.6	24.3	21.8	24.2	21.1	20.4	30.9
Total Income	2,428.7	2,293.7	2,867.5	2,286.1	2,828.7	3,565.7	3,511.7	2,943.0	3,569.2
Operating Expenses	2,200.6	2,072.2	2,269.0	1,856.0	2,388.9	3,013.4	2,841.4	2,508.6	3,126.6
EBITDA	228.1	221.6	598.4	430.2	439.8	552.3	670.3	434.4	442.6
Margin %	9.4	9.7	21.0	19.0	15.7	15.6	19.2	14.9	12.5
Depreciation	100.3	99.4	98.0	100.4	101.1	100.5	90.7	90.1	89.1
EBIT	127.8	122.2	500.4	329.8	338.7	451.8	579.6	344.4	353.6
Margin %	5.3	5.4	17.5	14.6	12.1	12.8	16.6	11.8	10.0
Financial Charges	42.6	46.7	39.4	30.2	27.4	31.1	33.2	24.2	24.4
Interest %	1.8	2.0	1.4	1.3	1.0	0.9	1.0	0.8	0.7
PBT	85.2	75.5	461.0	299.6	311.3	420.7	546.4	320.2	329.2
Margin %	3.5	3.3	16.2	13.2	11.1	11.9	15.7	11.0	9.3
Tax	23.7	6.9	116.8	76.6	80.9	111.9	140.6	82.3	88.9
PAT	61.5	68.6	344.2	223.0	230.4	308.8	405.8	237.9	240.3
Margin %	2.5	3.0	12.1	9.9	8.2	8.7	11.6	8.1	6.8
EPS - Basic	3.9	4.3	21.7	13.9	14.2	18.7	24.6	14.4	14.6
Diluted				13.8	13.9	18.4	23.9	14.0	14.2

Balance Sheet and Ratios

Balance Sheet (INR mn)	FY18	FY19	FY20	FY21
Share capital	159.2	159.2	159.2	165.2
Reserves and Surplus	4297.4	4835.8	4890.9	6104.0
Non-current liabilities	1090.4	982.9	1001.3	893.4
Current liabilities	3298.3	3283.2	3383.7	2324.5
Total Equity and Liabilities	8845.3	9261.1	9435.2	9487.2
Non-current assets	4258.3	4339.1	4298.4	4464.3
Current assets	4587.0	4922.0	5136.8	5022.8
Total Assets	8845.3	9261.1	9435.2	9487.2
Key Ratios	FY18	FY19	FY20	FY21
RoCE (%)	16.3	14.9	9.0	20.3
RoE (%)	14.9	13.5	9.8	17.7
Debt to equity (x)	0.63	0.57	0.60	0.25
Interest coverage (x)	8.5	7.8	6.6	15.8
Inventory days	85	88	106	79
Receivable days	53	50	49	33
Payable days	34	25	30	29

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