

September 15, 2023

To, Listing/Compliance Department BSE LTD Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400 001.

SCRIP CODE - 540145

To, Listing/Compliance Department National Stock Exchange of India Limited "Exchange Plaza", Plot No. C/1, G Block Bandra-Kurla Complex, Bandra (E), Mumbai- 400 051. SYMBOL- VALIANTORG

<u>Sub: Presentation to Shareholders.</u>

<u>Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements)</u>

Regulations, 2015.

Dear Sir/Madam,

Please find enclosed herewith presentation made to the Shareholders of the Company at the 18th Annual General Meeting held today i.e. September 15, 2023.

Kindly take the same on your record.

Thanking you.

Yours faithfully, For Valiant Organics Limited

Avani D. Lakhani Company Secretary ICSI M. NO: A47118

Encl: As above











Valiant Organics Limited

Annual General Meeting FY 2022 - 23 | September 2023









One of the largest chlorophenol derivatives manufacturer globally



One of the leading manufacturer of Benzene derivatives products



One of the largest domestic PNA manufacturer



One of the few commercial players in Ortho Anisidine and Para Anisidine



Amongst 1st few domestic PAP Manufacturers



Diversified client base across
Pharmaceuticals, Dyes & Pigments,
Agrochemicals and specialty chemicals.



6 Manufacturing units across 5 Locations



5 Zero Liquid Discharge plants



Total Production Capacity of 70,000 TPA



1,300+ Employees













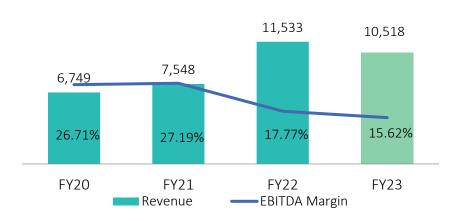
COMPANY OVERVIEW

Company Overview

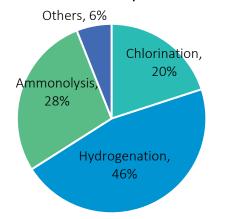


- Valiant Organics Limited was incorporated in 1984 by first generation technocrats and is headquartered out of Mumbai, India.
- The company is focused on the manufacturing and marketing of specialty chemicals which find usage in a variety of industries, including agrochemicals, pharmaceuticals, dyes, pigments, and veterinary medications.
- Key chemistries include Chlorination, Hydrogenation, Ammonolysis, Acetylation, Sulphonation, Methoxylation amongst others.
- Over the years the company has primarily focused on manufacturing specialty chemicals that have a high demand but low supply and are primarily dependent on imports.
- The company is listed on both the BSE and NSE with a market capitalization of INR 11,321.55 Mn as on 31st March, 2023

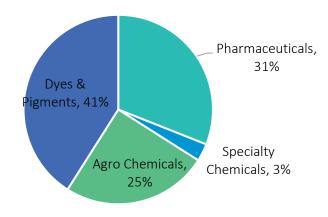
Operating Revenue (INR Mn) and EBITDA Margin (%)



FY23 Revenue Break-up – Chemistries

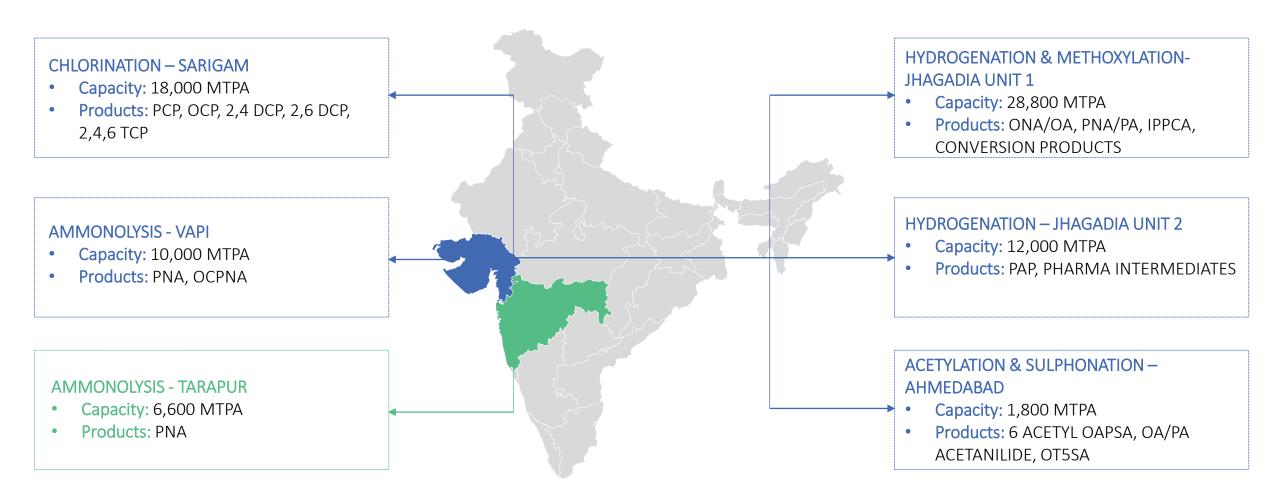


FY23 Revenue Break-up – End user Industry



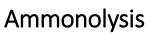
Manufacturing Footprint





Chemistries And Product Basket





Key Products:

- Para Nitro Aniline
- Ortho Chloro Para Nitro Aniline

Industries Served:

- Dyes
- **Pigments**

FY23 Revenue Share Hydrogenation

46%

20%

28%

06%

Key Products:

- Ortho Anisidine
- Para Anisidine
- **IPPCA**
- Meta Chloro Aniline
- Para Amino Phenol
- Ortho Amino Phenol

Industries Served:

- Dyes
- **Pigments**
- Pharmaceutical
- Agro Chemicals

Others

Acetylation **Kev Products:**

- 6 Acetyl OAPSA
- OA Acetanilide
- PA Acetanilide
- **Industries Served:**

Dyes

Sulphonation **Key Products:**

- OT5SA
- 4B Acid
- 2B Acid

Methoxylation **Kev Products:**

- Ortho Nitro Anisole
- Para Nitro Anisole

Industries Served: Industries Served:

- Dyes
- Pigments

- Dyes
- Pigments

Chlorination

Key Products:

- Para ChloroPhenol (PCP)
- Ortho ChloroPhenol (OCP)
- 2,4 Di Chlorophenol (2,4 DCP)
- 2,6 Di ChloroPhenol (2,6 DCP)
- 2,4,6 Tri ChloroPhenol (2,4,6 TCP)

Industries Served:

- Agro Chemicals
- Cosmetics
- Veterinary
- **Pharmaceuticals**

Key Strengths



Domain expertise and broad process understanding in a variety of chemistries. The executive team is made up of first-generation technocrats with more than 50 years of

collective expertise.

Integrated **Operations**

2111

Wide supply chain

provides the continuous

availability of adequate

and high-quality raw

materials and

manufacturing.

Strong Customer Relations

savings, and faster delivery times. Distinct Product

H B B

Robust

Business

Model

Diverse product range and client base across numerous industries and countries provides a sustainable business model in multiple chemistries by lowering product, industry, and geographical risk.

Domain Knowledge

Multi-use and backward integrated plants to produce a wide range of products and tailor them to meet the diverse needs, technical qualifications, batch sizes, and delivery schedules of our clients.

Widespread Supply Chain

Established multi-year relationships with clients in both domestic and international markets due to high-quality standards, innovative production capabilities.

Strategic Location of **Plants**

Plant locations are

strategically located near

ports to provide a

competitive advantage,

significant logistical cost

Portfolio

Manufacturing a diverse range of intermediates as well as value-added products for a variety of industries.









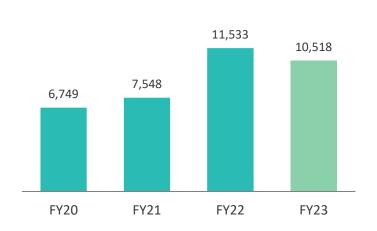


FINANCIAL OVERVIEW

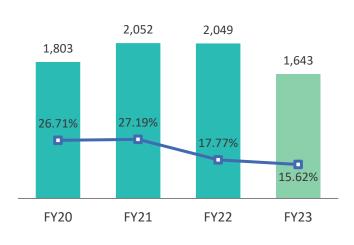
Consolidated Financial Highlights



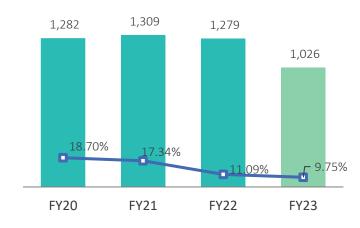
Operational Revenue (INR Mn)



EBITDA (INR Mn) & EBITDA Margins (%)



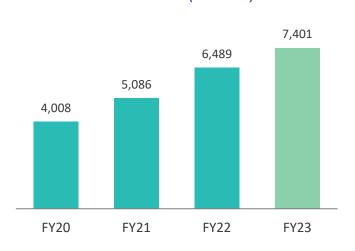
PAT (INR Mn) & PAT Margins (%)



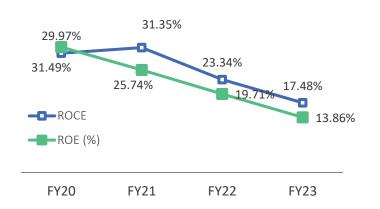
Net Debt to Equity (x)



Net Worth (INR Mn)



Return on Capital Employed & Return on Equity (%)













THANK YOU