



VISAKA INDUSTRIES LIMITED[®]

CIN: L52520TG1981PLC003072

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: VILSTEX/Presentation/FY2023/42

Date: 06.08.2022

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: Submission of Presentation being made at Analyst/Institutional Investors' Meet/Earnings Con-Call date 08.08.2022

Ref: VILSTEX/ConCall/FY2023/41 Datted:05.08.2022

Dear Sir/s,

Further to our letter referred above, please find enclosed herewith presentation being made at the earnings con-call scheduled on August 08, 2022 including highlights of the performance of the Company for the first quarter ended 30.06.2022.

This is for your records and dissemination please.

Thanking you,

Yours faithfully,

For VISAKA INDUSTRIES LIMITED

Ramakanth Kunapuli

AVP & Company Secretary

Encl.: 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.



Q1 FY2023

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 thin, light-colored lines forming a grid or mesh.

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**FINANCIAL
HIGHLIGHTS**

A low-angle, black and white photograph of several skyscrapers reaching towards a grey 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

Management Commentary

- Looking at sustainable growth in demand of Vnext Board segment, we announce to set-up our 5th plant at West Bengal, with an installed capacity of 72000 Mts
- Robust performance in V-next Boards segment, volumes (in MT) for Q1FY23 increased by 62% over Q1FY22 and 7% over Q4FY22, also exports of Vnext segment grew at 26% QoQ and 65% YoY. Reiterate the commitment to grow this segment at 25%
- Vnext Board – Delivery to clients from fourth plant at Coimbatore has started
- For Q1FY23, the building products segment (Including ATUM solar roof) revenues saw increase of 16% QoQ and 22% YoY
- Spinning Yarn Segment has shown an impressive improvement in sales. The sales quantity increased by 153% for Q1FY23 compared to Q1FY22

Key Highlights for Q1FY23

OPERATING REVENUES for Q1FY23 Rs. 4792 Mn, up 37% YoY

OPERATING REVENUES for FY22 Rs. 14,158 Mn, up 24% YoY

EBITDA margin for Q1FY23 stood at 14%

EBITDA margin for FY22 stood at 15%,

DEBT TO EQUITY Ratio maintained at 0,28x for FY22

INTEREST Coverage ratio as of Q1FY23 improved to 21.9x from 16.3x of Q4FY22



02

Corporate

Overview

At a glance

Growing strong since past 40 years

4 distinct business segments

16 Manufacturing Plants

1400 + crore turnover

Public listed company



Accolades and Awards



Achieved 24th position in BW Businessworld India's Most Sustainable Companies, 2021-22

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

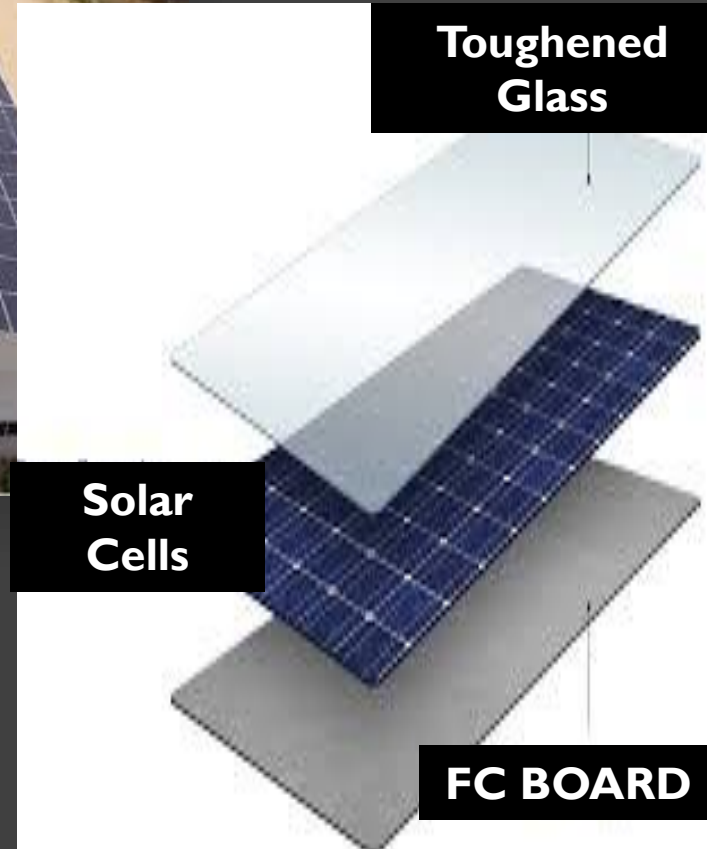
Traditional Solar Roof



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



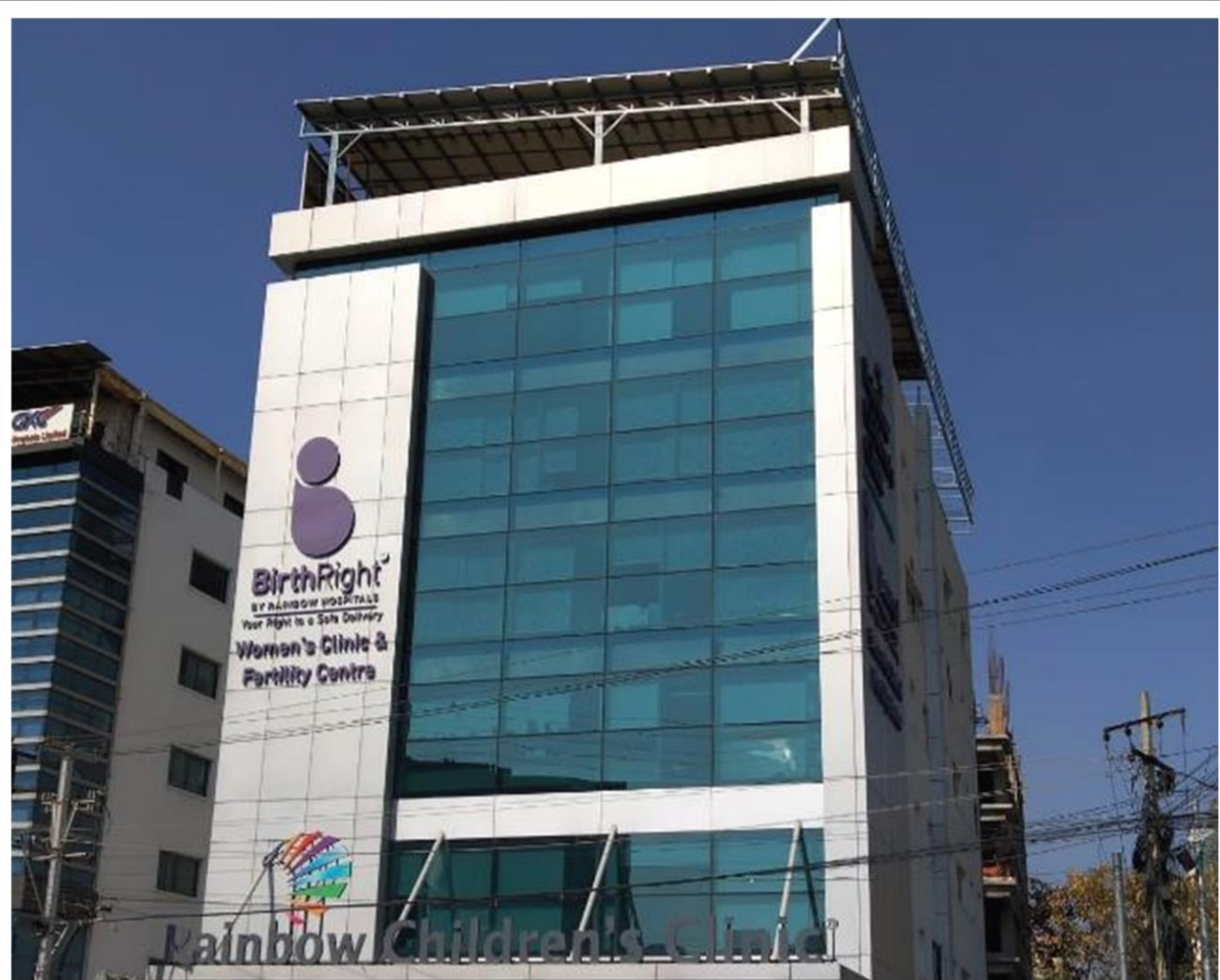
HIMALAYAN INSTITUTE OF ALTERNATIVES, LADAKH

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



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



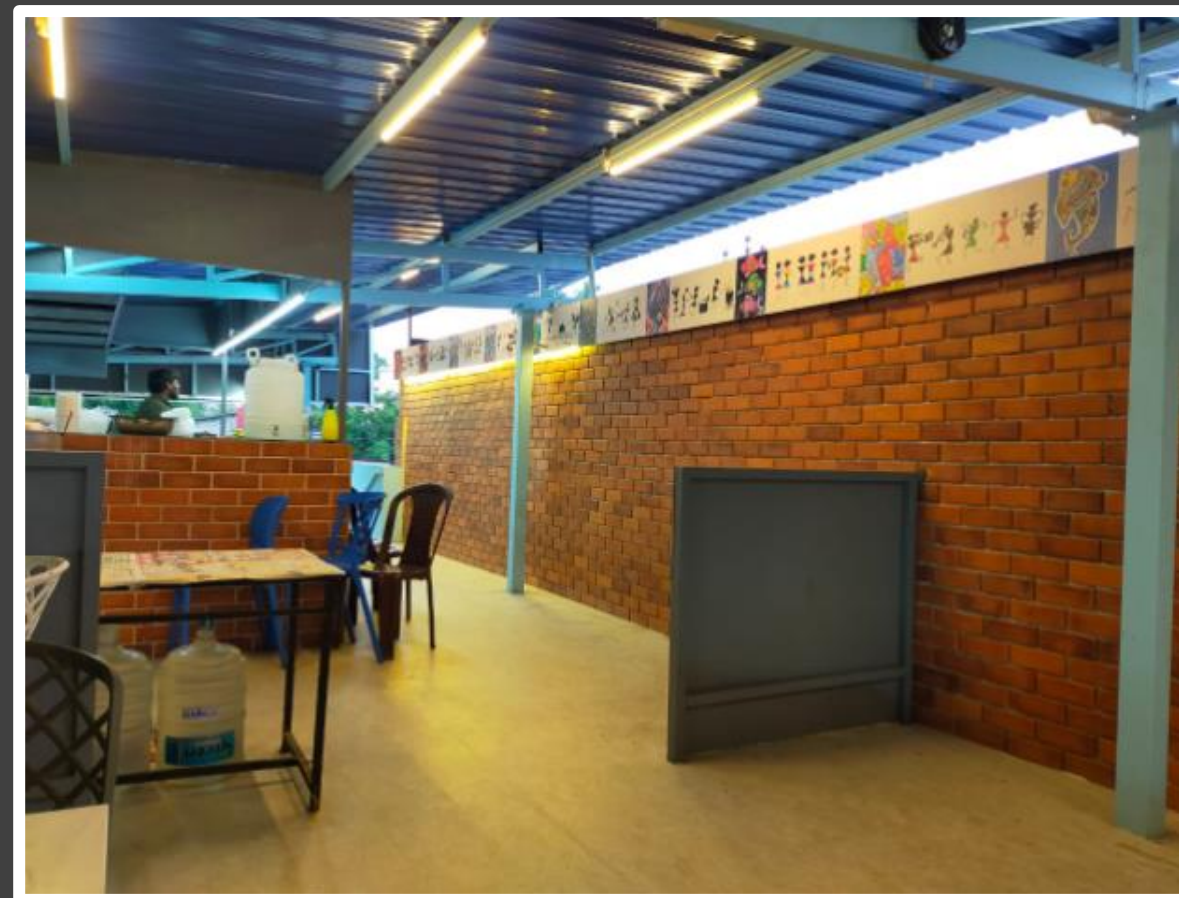
Cabins/Partitions in Industries







Mezzanine flooring done with V Next Boards

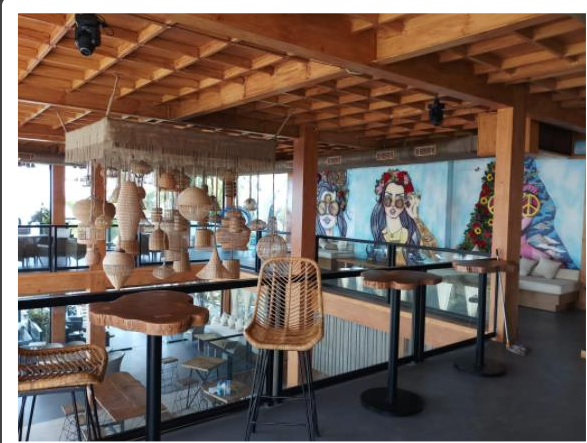


Back lining done with V Next Boards



Virat Kohli's Restaurant
with Vnext





G+2 Hostel Kolkatta, ISB&M



G+1 floor LGSF house





ELEVATION CLADDING

*Adithya
Belmont
Greene villas*



Roof Underlay



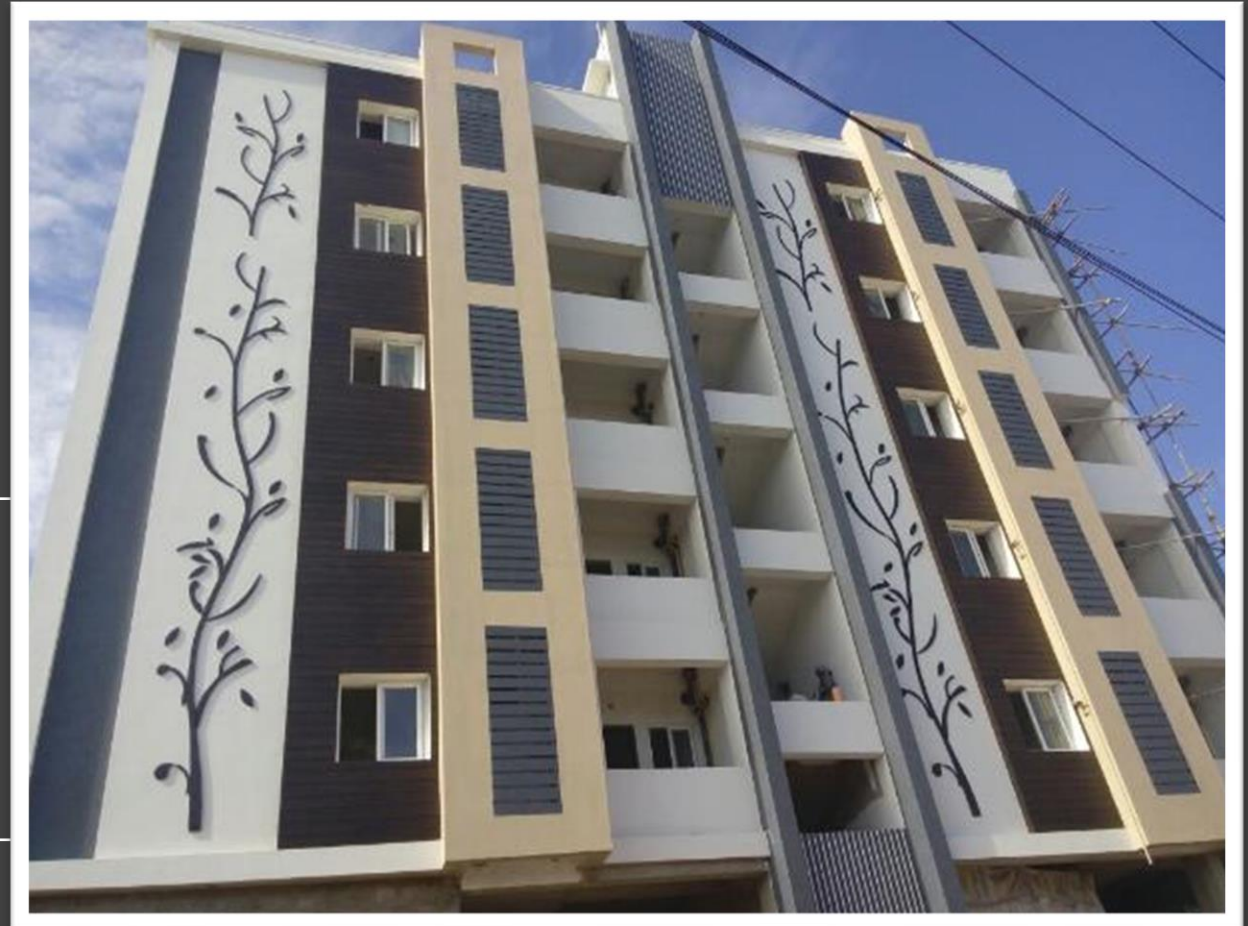
Cladding



T-grid False Ceilings



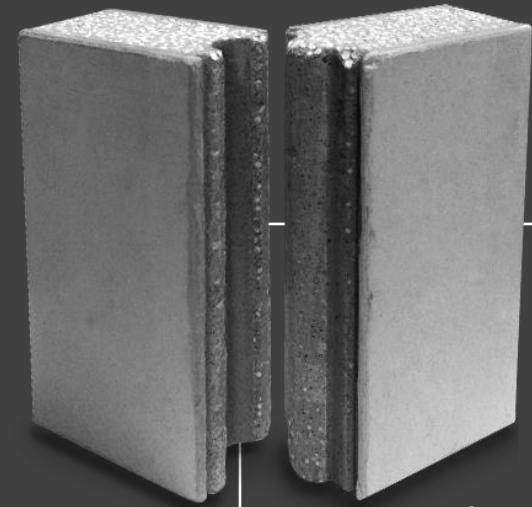
*Duct covering and
Planks*





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

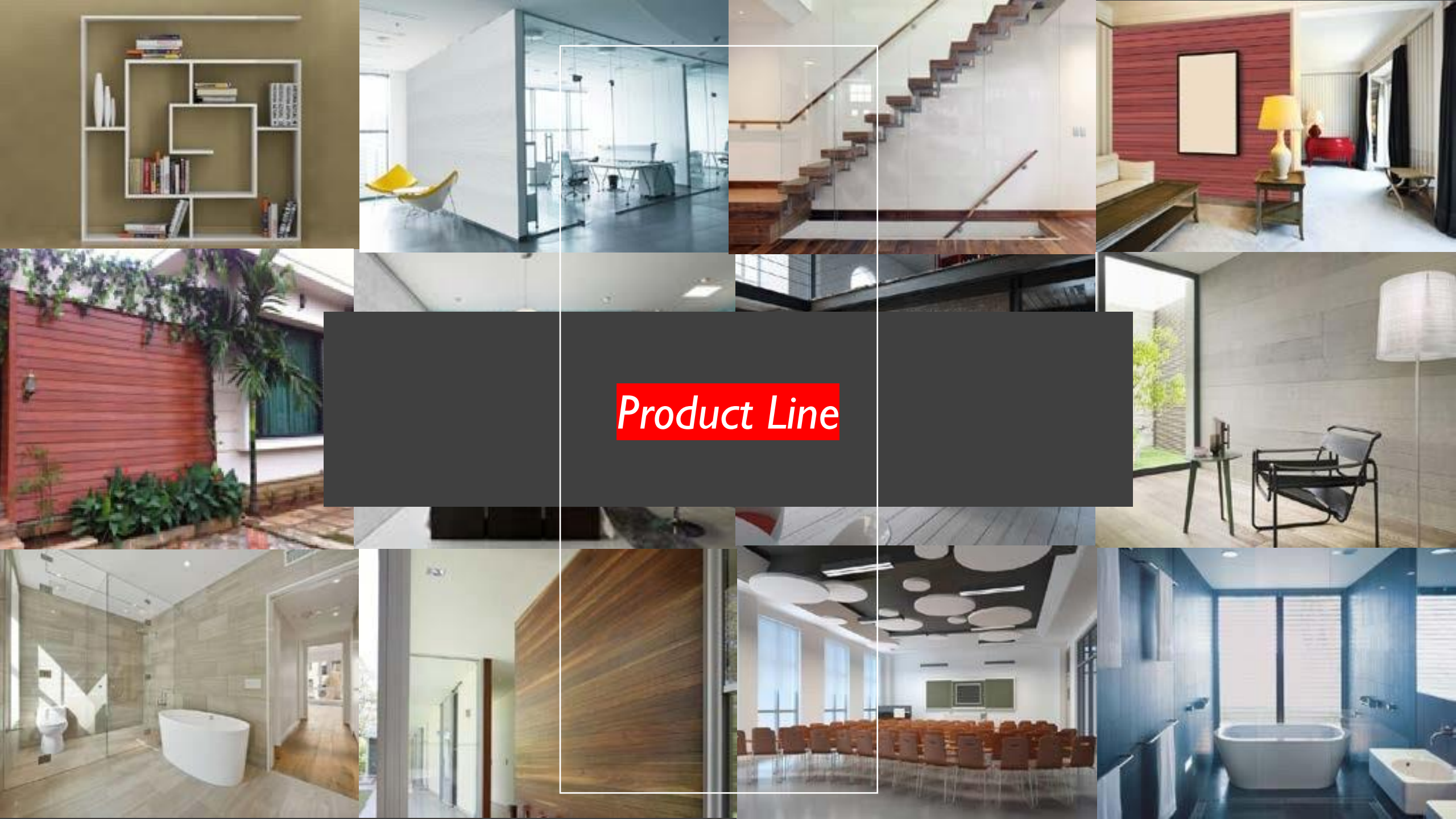


Vplanks

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	FY21	FY22	Q1FY22	Q4FY22	Q1FY23
Installed Capacity in MT	189750	239750	189750	239750	239750
Capacity Utilisation %	71%	76%	72%	86%	92%

Revenue Growth	FY21	FY22	Q1FY22	Q4FY22	Q1FY23
Sales (Rs Cr.)	203	287	55	85	96

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	FY21	FY22	Q1FY22	Q4FY22	Q1FY23
MTS Machines	41	41	41	41	41
Spinning Positions	2752	2752	2752	2752	2752
Revenue Growth	FY21	FY22	Q1FY22	Q4FY22	Q1FY23
Sales (Rs Cr.)	137	248	30	83	88

Cement Fibre Roof

With 8 plants across India and a total capacity at 9 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	FY21	FY22	Q1FY22	Q4FY22	Q1FY23
Installed Capacity in MT	802000	802000	802000	802000	902000
Capacity Utilisation %	89%	96%	113%	112%	113%

Revenue Growth	FY21	FY22	Q1FY22	Q4FY22	Q1FY23
Sales (Rs Cr.)	791	854	257	243	291

2021-22
will
witness the
launch of
promising
brands



Solar powered
Electric Vehicle charging
stations



A retail outlet offering fully
sustainable, green products



Offers services to handle
turnkey building projects



A T U M
C H A R G E



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

ATUM CHARGE

A T U M
CHARGE



251 charging stations already opened

Some locations as below:

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

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

ATUM LIFE – HYDERABAD





**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](#)

A black and white photograph of a business meeting. Several people in suits are seated around a table, looking at documents. A glowing white line graph with an upward-pointing arrow is overlaid on the image, positioned in the center-right. The graph shows a series of bars of increasing height, with a line connecting the tops of the bars and an arrow pointing upwards from the end of the line. The overall scene is dimly lit, with the glowing chart providing a focal point.

04

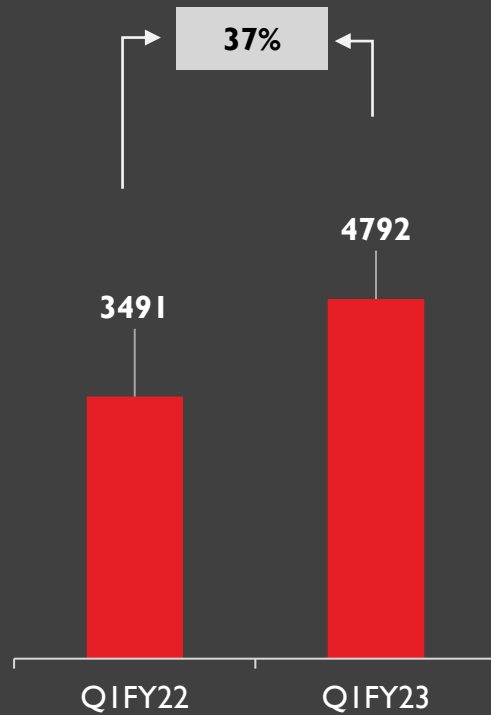
*Performance
Highlights-
Standalone*

Result Snapshot

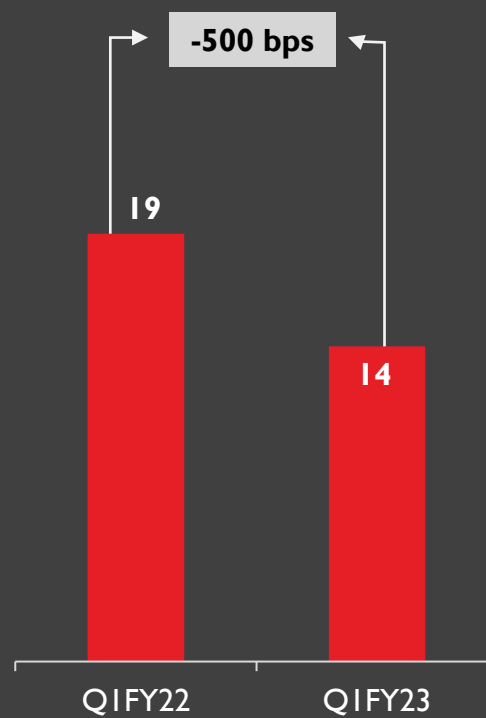
	<u>Q1FY23</u>	<u>Q1FY22</u>	Change	<u>Q4FY22</u>	Change	FY22	FY21	Change
Building Products - Sales MT	309821	261044	18.7%	276805	11.9%	947336	846534	11.9%
Spinning - Sales Mt	3630	1437	152.6%	3482	4.3%	10774	7172	50.2%
Segment Mix Rs.Millions								
Building Products	3908	3194	22.4%	3381	15.6%	11,675	10,096	15.6%
Spinning	884	297	197.7%	825	7.1%	2,483	1,366	81.7%
Income from Operations	4,792	3,491	37.3%	4,206	13.9%	14,158	11,462	23.5%
Direct Costs	2,455	1,513	62.2%	2,125	15.6%	6,709	5,240	28.0%
Employee Expenses	378	354	6.9%	331	14.4%	1,322	1,201	10.1%
Other Expenses	1,321	974	35.6%	1,225	7.8%	4,126	3,086	33.7%
Total Operating Expenses	4,154	2,841	46.2%	3,681	12.9%	12,157	9,527	27.6%
EBITDA	638	649	-1.8%	526	21.4%	2,001	1,935	3.4%
D& A	115	91	26.7%	106	8.1%	376	400	-5.9%
EBIT	523	559	-6.4%	419	24.7%	1,624	1,535	5.8%
Interest Expenses	30	33	-8.4%	34	-10.2%	116	128	-9.8%
Other Income	27	21	29.8%	27	3.0%	99	86	15.2%
Profit Before Tax	520	546	-4.9%	412	26.2%	1,608	1,493	7.7%
Provision for Tax	134	141	-5.0%	111		422	386	
Profit After Tax	386	406	-4.8%	301	28.2%	1,185	1,106	7.1%

Quarterly Financial Highlights

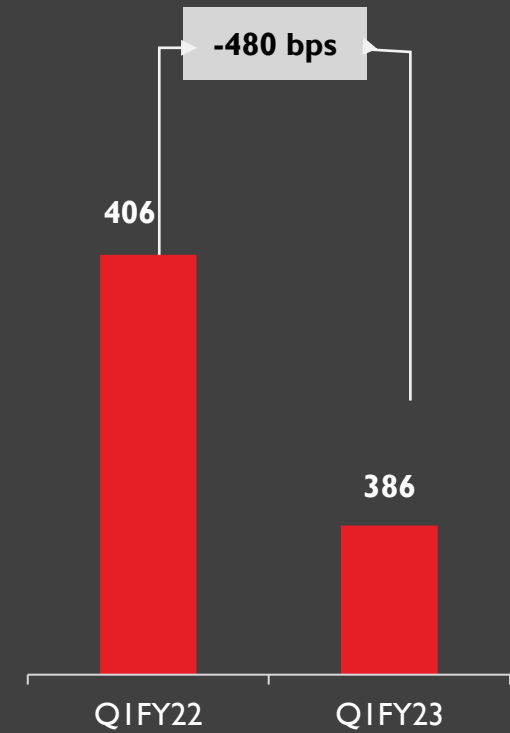
Operating Revenue (₹ mn)



EBITDA (%)

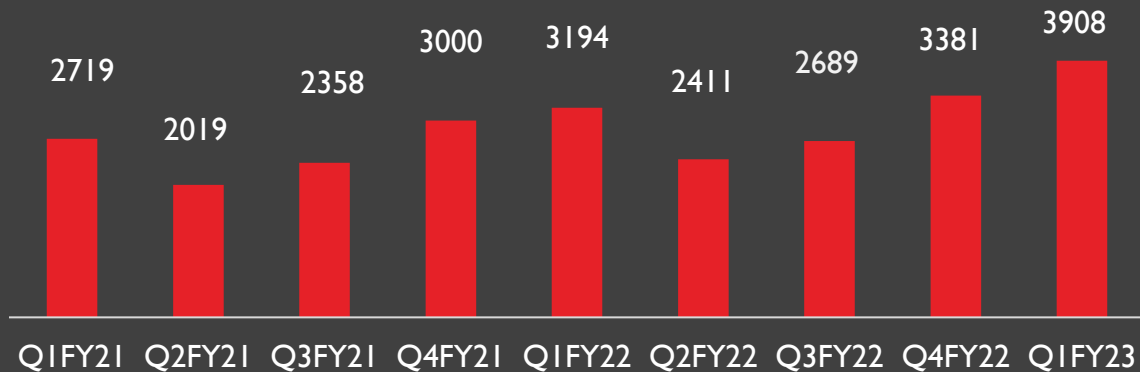


PAT (₹ mn)

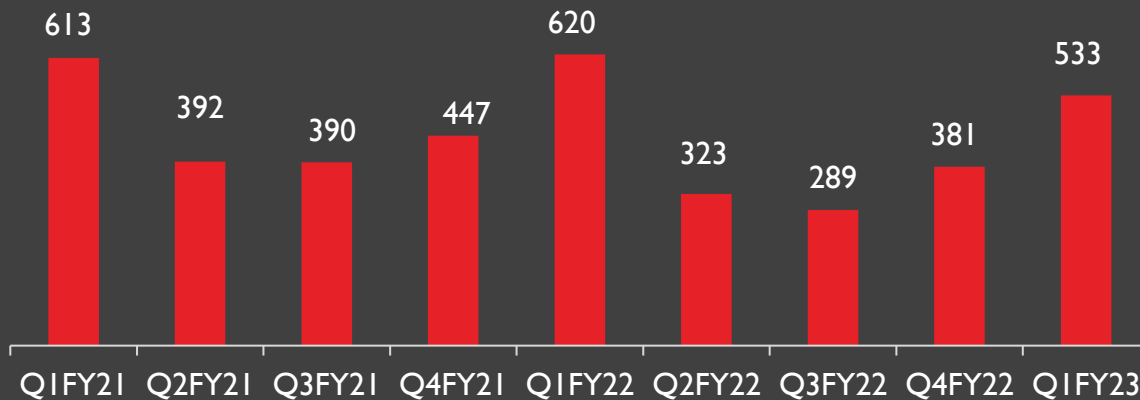


Quarterly Segment Mix

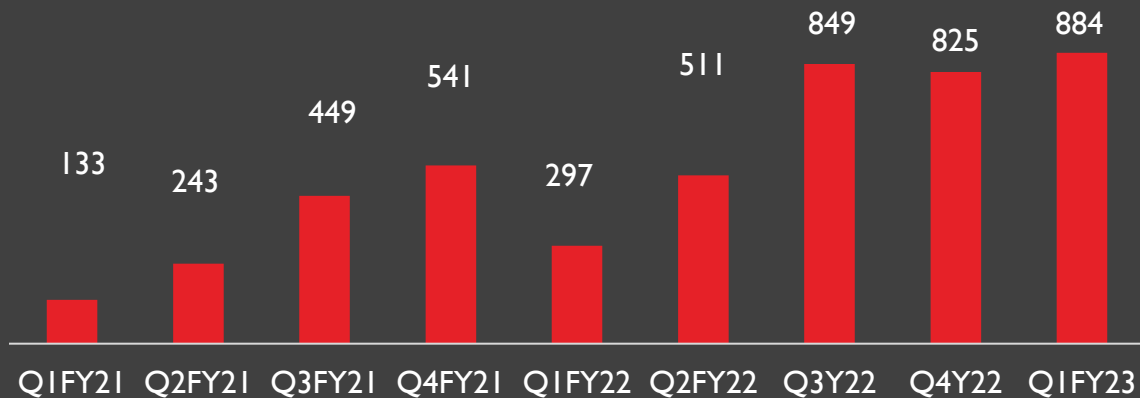
Building Product Revenues (₹ mn)



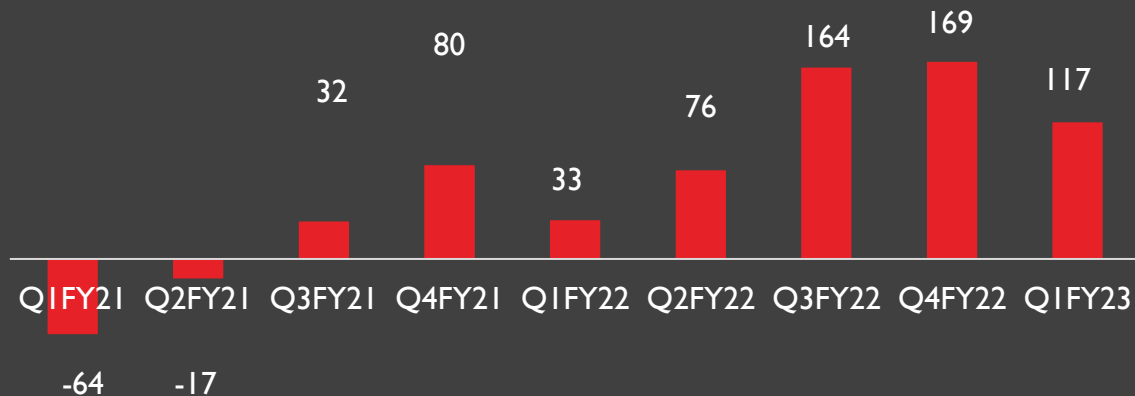
Building EBIT (₹ mn)



Synthetic Revenues (₹ mn)

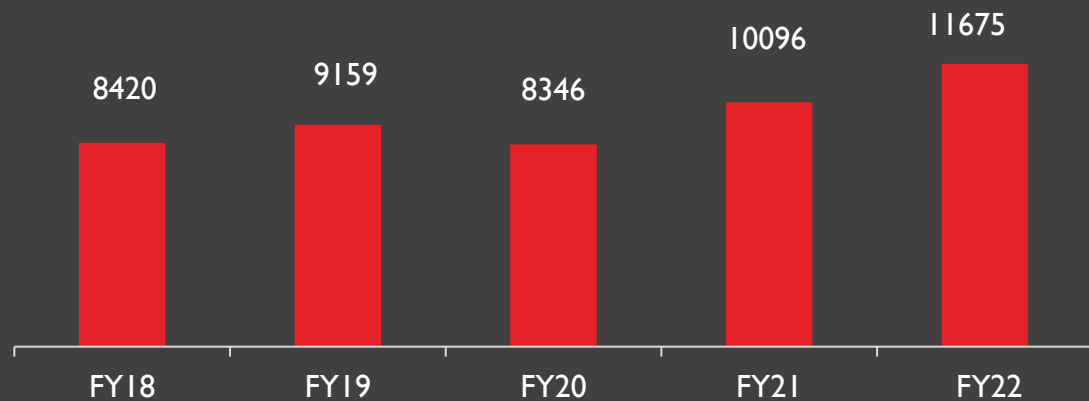


Synthetic EBIT (₹ mn)

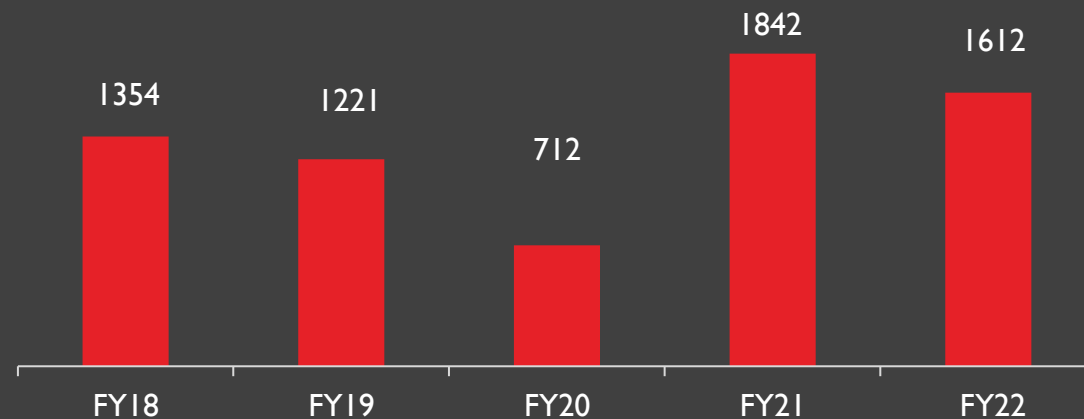


Yearly Segment Mix

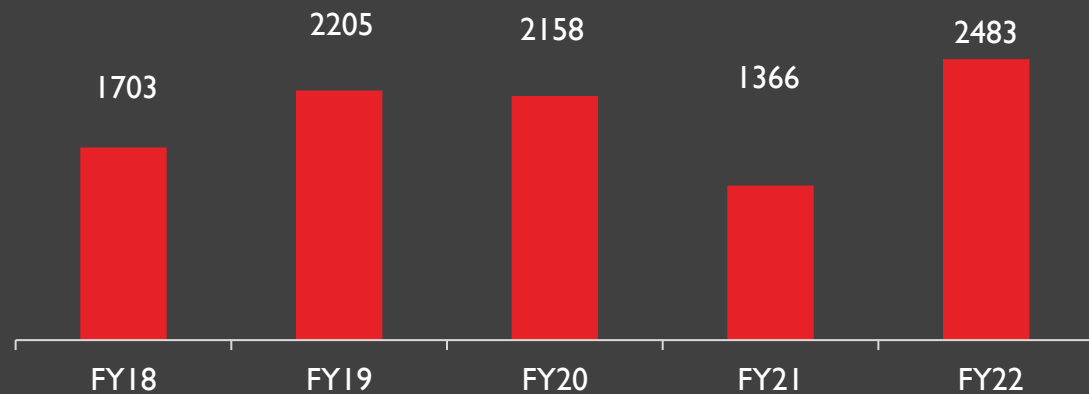
Building Product Revenues (₹ mn)



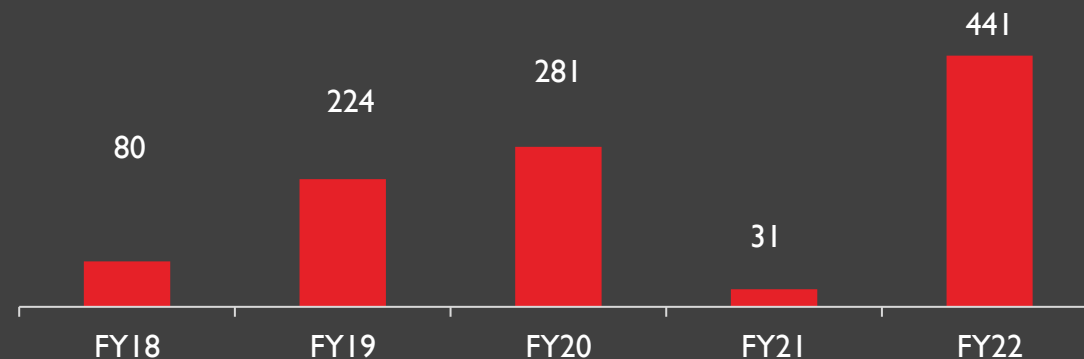
Building EBIT (₹ mn)



Synthetic Revenues (₹ mn)

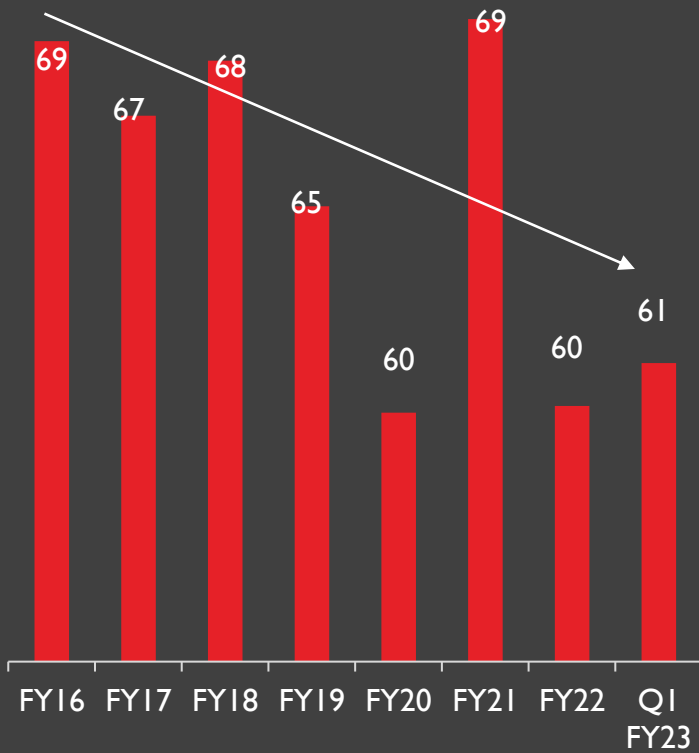


Synthetic EBIT (₹ mn)



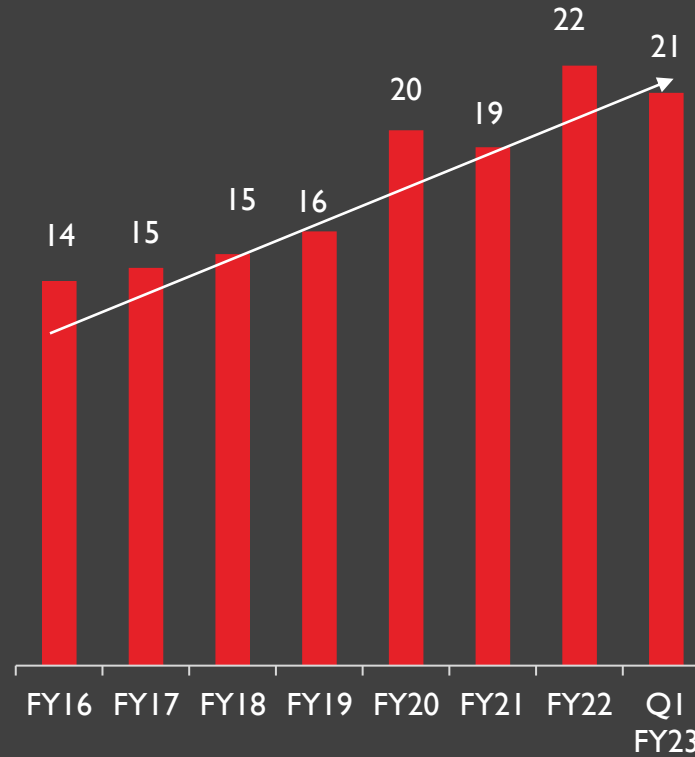
Product Revenues Mix

Cement Asbestos (%)



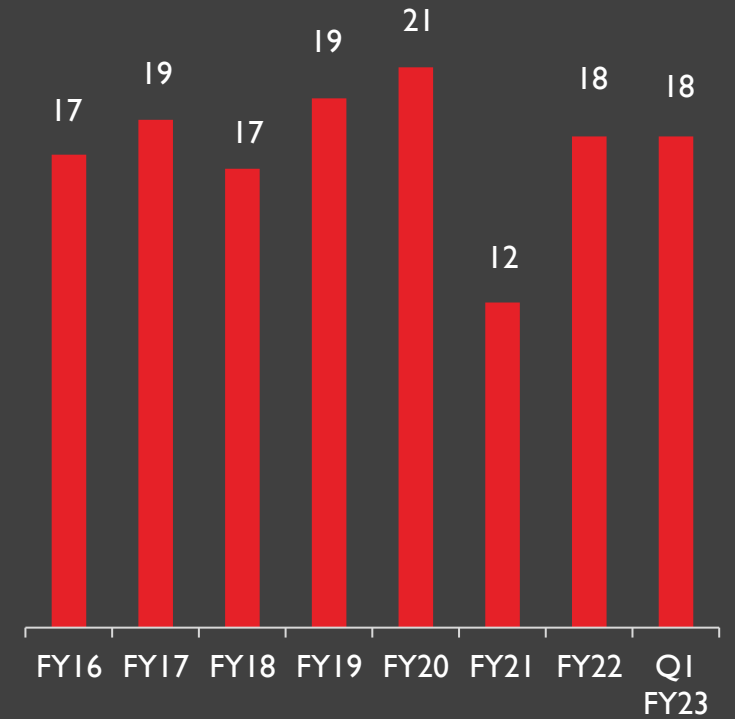
Revenue share dip with lower demand off-take

Fibre Board & Panels (incl ATUM Roof) (%)



Diversified Product Portfolio – A shift from Asbestos based Revenues

Textiles - Synthetic Yarns (%)





05

*Financial
Highlights*

Operational Metrics Quarterly

Operational Metrics (INR mn)	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23
<u>Segmental revenues</u>									
Building Products	2,718.9	2,019.0	2,357.8	3,000.0	3,193.8	2,411.1	2,688.8	3,381.4	3,908.2
Synthetic Yarn	133.0	242.8	449.1	541.5	296.9	511.5	849.5	825.0	883.9
<u>Segmental Profits</u>									
Building Products	612.7	392.1	390.2	447.2	620.1	323.1	287.8	380.6	533.3
Synthetic Yarn	-64.4	-16.8	32.1	80.3	33.0	75.8	163.5	168.8	117.2
<u>Segmental EBIT margins</u>									
Building Products	22.5%	19.4%	16.6%	14.9%	19.4%	13.4%	10.7%	11.3%	13.6%
Synthetic Yarn	-48.4%	-6.9%	7.1%	14.8%	11.1%	14.8%	19.2%	20.5%	13.3%
<u>Installed capacity in MT</u>									
Building Products	9,81,750	9,91,750	9,91,750	9,91,750	9,91,750	9,91,750	10,41,750	10,41,750	11,41,750
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	149488	214468	219795	263872	261593	232038	230598	262181	282602
ATUM (Solar Panels) - KW	443	771	877	608	1365	1243	1664	5050	3748
Synthetic Yarn	830	1464	2040	2489	2666	2587	2611	2593	2815

Profit & Loss Statement Quarterly

Profit & Loss (INR mn)	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23
Income from Operations	2,851.9	2,261.8	2,806.9	3,541.5	3,490.6	2,922.6	3,538.3	4,206.3	4,792.2
Other Income	15.6	24.3	21.8	24.2	21.1	20.4	30.9	53.5	27.3
Total Income	2,867.5	2,286.1	2,828.7	3,565.7	3,511.7	2,943.0	3,569.2	4,259.9	4,819.5
Operating Expenses	2,269.0	1,856.0	2,388.9	3,013.4	2,841.4	2,508.6	3,126.6	3,707.8	4,154.3
EBITDA	598.4	430.2	439.8	552.3	670.3	434.4	442.6	552.1	665.2
Margin %	21.0	19.0	15.7	15.6	19.2	14.9	12.5	13.1	13.9
Depreciation	98.0	100.4	101.1	100.5	90.7	90.1	89.1	106.3	114.9
EBIT	500.4	329.8	338.7	451.8	579.6	344.4	353.6	445.8	550.2
Margin %	17.5	14.6	12.1	12.8	16.6	11.8	10.0	10.6	11.5
Financial Charges	39.4	30.2	27.4	31.1	33.2	24.2	24.4	33.9	30.4
Interest %	1.4	1.3	1.0	0.9	1.0	0.8	0.7	0.8	0.6
PBT	461.0	299.6	311.3	420.7	546.4	320.2	329.2	411.9	519.8
Margin %	16.2	13.2	11.1	11.9	15.7	11.0	9.3	9.8	10.8
Tax	116.8	76.6	80.9	111.9	140.6	82.3	88.9	110.7	133.6
PAT	344.2	223.0	230.4	308.8	405.8	237.9	240.3	301.2	386.3
Margin %	12.1	9.9	8.2	8.7	11.6	8.1	6.8	7.2	8.1
EPS - Basic	21.7	13.9	14.2	18.7	24.6	14.4	14.6	17.6	22.4
Diluted		13.8	13.9	18.4	23.9	14.0	14.2	17.6	22.4

Profit & Loss Statement Annual

Profit & Loss (INR mn)	FY18	FY19	FY20	FY21	FY22
Income from Operations	10,123.2	11,364.1	10,503.9	11,462.1	14,157.8
Other Income	45.7	120.4	66.2	85.9	98.9
Total Income	10,168.9	11,484.5	10,570.1	11,548.0	14,256.7
Operating Expenses	8,621.6	9,927.9	9,415.2	9,527.3	12,157.2
EBITDA	1,547.3	1,556.5	1,154.9	2,020.6	2,099.4
Margin %	15.3	13.7	11.0	17.6	14.8
Depreciation	348.4	353.6	409.7	399.9	376.2
EBIT	1,198.9	1,203.0	745.3	1,620.7	1,723.2
Margin %	11.8	10.6	7.1	14.1	12.2
Financial Charges	182.6	199.5	174.1	128.1	115.6
Interest %	1.8	1.8	1.7	1.1	0.8
PBT	1,016.3	1,003.5	571.2	1,492.6	1,607.7
Margin %	10.0	8.8	5.4	13.0	11.4
Tax	350.8	329.4	78.2	386.1	422.4
PAT	665.5	674.1	493.0	1,106.4	1,185.3
Margin %	6.6	5.9	4.7	9.7	8.4
EPS - Basic	41.9	42.5	31.0	68.5	71.3
EPS - Diluted				67.6	69.5

Operational Metrics Annual

Operational Metrics (INR mn)	FY18	FY19	FY20	FY21	FY22
Segmental revenues					
Building Products	8,420.0	9,159.3	8,346.1	10,095.7	11,675.0
Synthetic Yarn	1,703.2	2,204.8	2,157.8	1,366.4	2,482.8
Segmental Profits					
Building Products	1,353.6	1,220.6	711.8	1,842.2	1,611.7
Synthetic Yarn	80.1	224.2	281.1	31.2	441.1
Segmental EBIT margins					
Building Products	16.1%	13.3%	8.5%	18.2%	13.8%
Synthetic Yarn	4.7%	10.2%	13.0%	2.3%	17.8%
Installed capacity in MT					
Building Products	9,31,750	9,81,750	9,81,750	9,81,750	9,81,750
ATUM (Solar Panels) - KW	30,000	30,000	30,000	30,000	30,000
Synthetic Yarn - Spinning Positions	2,752	2,752	2,752	2,752	2,752
Production in MT					
Building Products	8,37,220	8,95,004	7,69,202	8,47,624	9,86,410
ATUM (Solar Panels) - KW	582	3,512	1,680	2,699	9,322
Synthetic Yarn	10,691	11,383	11,114	6,823	10,457
Sales in MT					
Building Products	8,07,700	8,53,220	7,73,542	8,46,534	9,47,336
ATUM (Solar Panels) - KW	8	519	2,434	1,977	5,395
Synthetic Yarn	9,382	11,221	11,135	7,172	10,774
Utilization (on sales)					
Building Products	86.7%	86.9%	78.8%	86.2%	96.5%
ATUM (Solar Panels) - KW		1.7%	8.1%	6.6%	18.0%
Synthetic Yarn	78.2%	93.5%	92.8%	59.8%	89.8%

Balance Sheet and Ratios

Balance Sheet (INR mn)	FY18	FY19	FY20	FY21	FY22
Share capital	159.2	159.2	159.2	165.2	173.2
Reserves and Surplus	4297.4	4835.8	4890.9	6104.0	7149.9
Non-current liabilities	1090.4	982.9	1001.3	893.4	619.8
Current liabilities	3298.3	3283.2	3383.7	2324.5	3141.1
Total Equity and Liabilities	8845.3	9261.1	9435.2	9487.2	11084.0
Non-current assets	4258.3	4339.1	4298.4	4454.9	5601.9
Current assets	4587.0	4922.0	5136.8	5032.6	5482.2
Total Assets	8845.3	9261.1	9435.2	9487.5	11084.0
Key Ratios	FY18	FY19	FY20	FY21	FY22
RoCE (%)	16.3	14.9	9.0	20.3	18.0
RoE (%)	14.9	13.5	9.8	17.7	16.2
Debt to equity (x)	0.63	0.57	0.60	0.25	0.28
Interest coverage (x)	8.5	7.8	6.6	15.8	18.2
Inventory days	85	88	106	79	76
Receivable days	53	50	49	33	35
Payable days	34	25	30	29	22

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