



# Valiant Organics Limited

May 20, 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**

**Sub: Investor Presentation.**

**Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

Dear Sir/Madam,

Please find attached herewith Q4 FY23 Results presentation of the Company for your records.

Kindly take the same on your record.

Thanking you,

Yours faithfully,  
**For VALIANT ORGANICS LIMITED**

Avani D. Lakhani  
**Company Secretary & Compliance Officer**  
ICSI M. NO: A47118

Encl: As above



# **Valiant Organics** Limited

Earnings Presentation | Q4-FY23/FY23

# SNAPSHOT



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



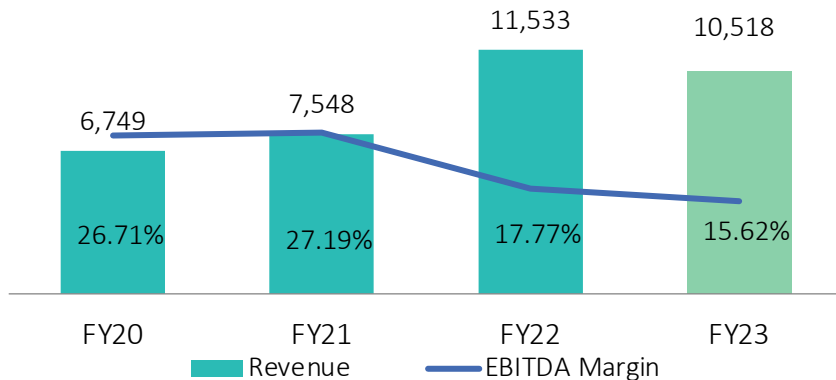
Total Production Capacity of 70,000 TPA



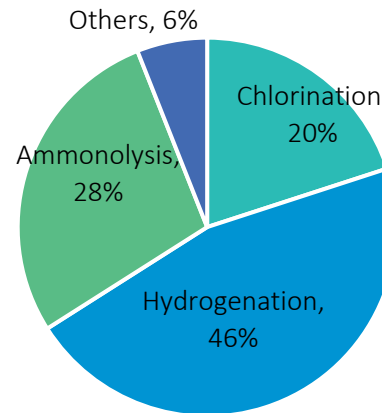
850+ Employees

- 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

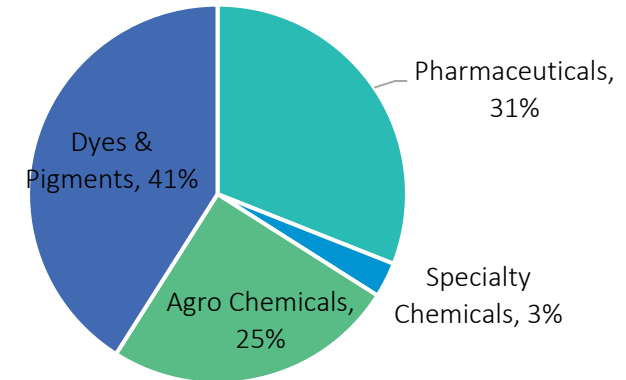
Operating Revenue (INR Mn) and EBITDA Margin (%)



FY23 Revenue Break-up – Chemistries



FY23 Revenue Break-up – End user Industry



## FY23 Revenue Share

### Ammonolysis

**Key Products:**

- Para Nitro Aniline
- Ortho Chloro Para Nitro Aniline

**Industries Served:**

- Dyes
- Pigments

### Others

**Acetylation**

**Key Products:**

- 6 Acetyl OAPSA
- OA Acetanilide
- PA Acetanilide

**Industries Served:**

- Dyes

**Sulphonation**

**Key Products:**

- OT5SA
- 4B Acid
- 2B Acid

**Industries Served:**

- Dyes
- Pigments

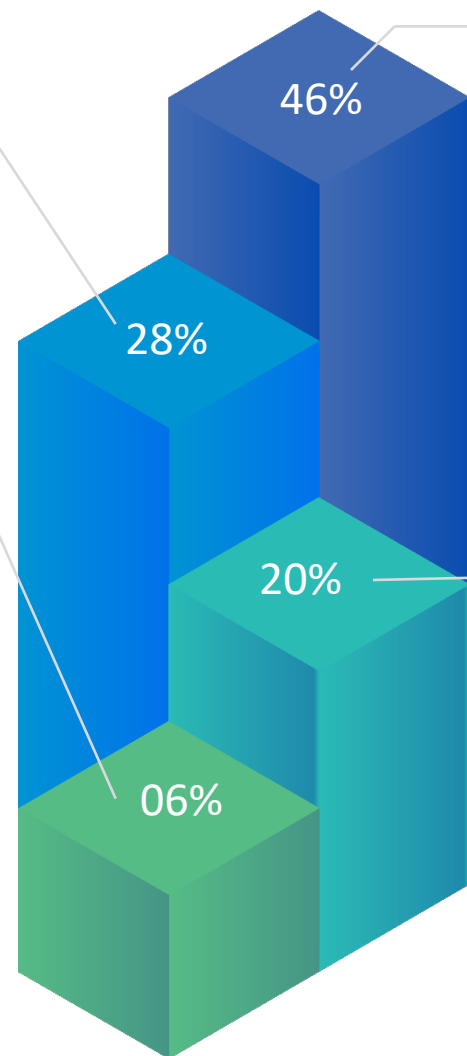
**Methoxylation**

**Key Products:**

- Ortho Nitro Anisole
- Para Nitro Anisole

**Industries Served:**

- Dyes
- Pigments



### Hydrogenation

**Key Products:**

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

**Industries Served:**

- Dyes
- Pigments
- Pharmaceutical
- Agro Chemicals

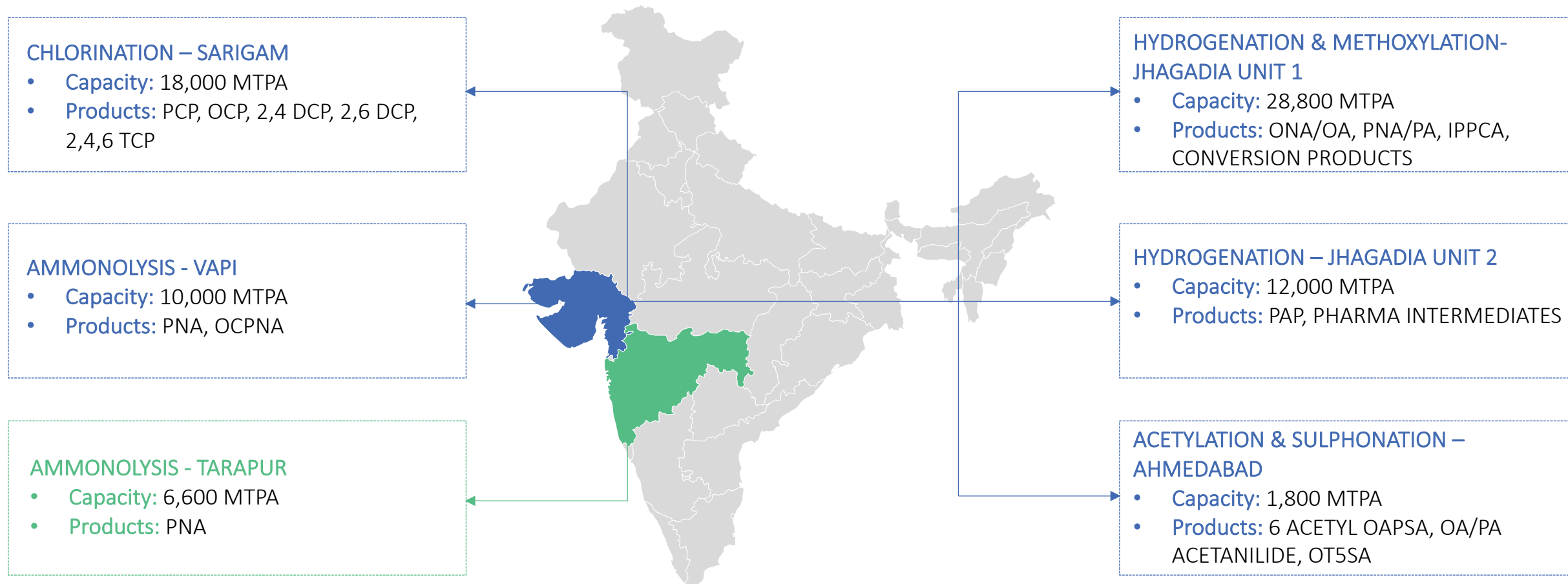
### Chlorination

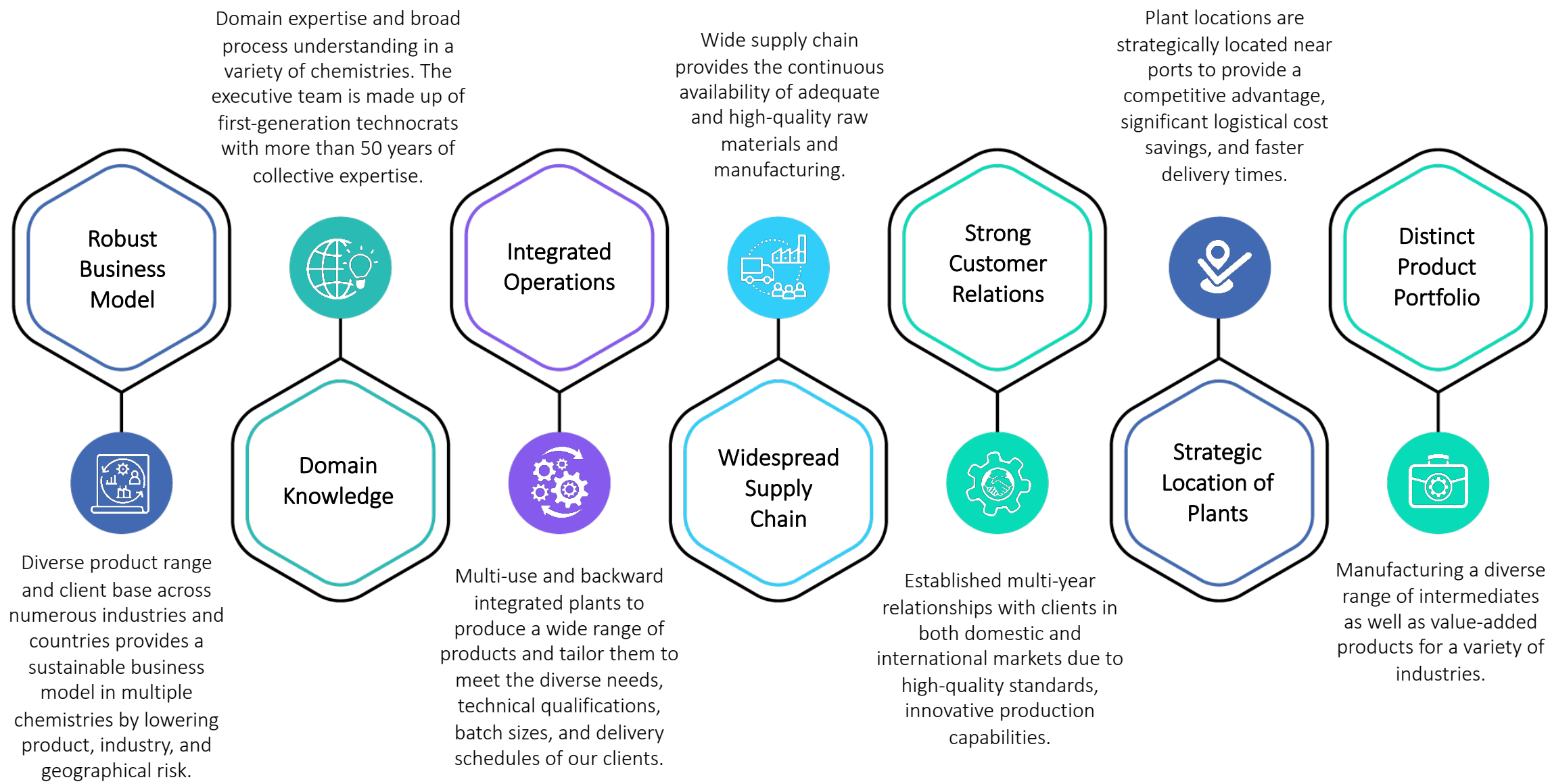
**Key Products:**

- 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





Product	Project Status	Remarks
<b>Commissioned</b>		
Para Amino Phenol (PAP)	Completed in Q4 FY'21	<ul style="list-style-type: none"> <li>• Currently, limited availability domestically and mostly imported</li> <li>• Ramp up in the production ongoing to achieve the target by the end of FY'24</li> </ul>
Pharma Intermediates	Completed in Q4 FY'23	<ul style="list-style-type: none"> <li>• Multi-purpose plant for forward integration within Group Company</li> <li>• Manufactures N-1, N-2 raw materials for API products</li> <li>• Product identification and streamlining ongoing for ramp up in producton</li> </ul>
<b>Ongoing Projects</b>		
Ortho Amino Phenol (OAP)	Expected to commence by end of Q2-FY'24	<ul style="list-style-type: none"> <li>• Currently, entirely imported in India</li> <li>• Part of the production will be utilized as forward integration for one of company's existing products</li> <li>• Trial run successful however, further improvement is still required</li> </ul>



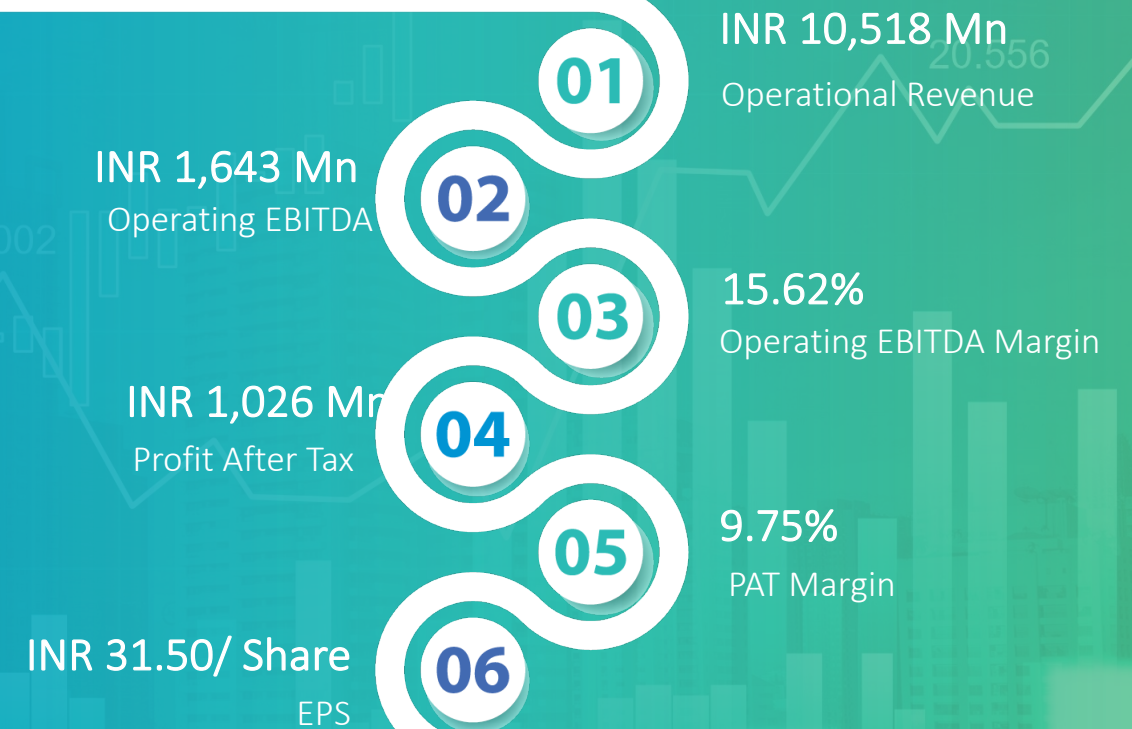
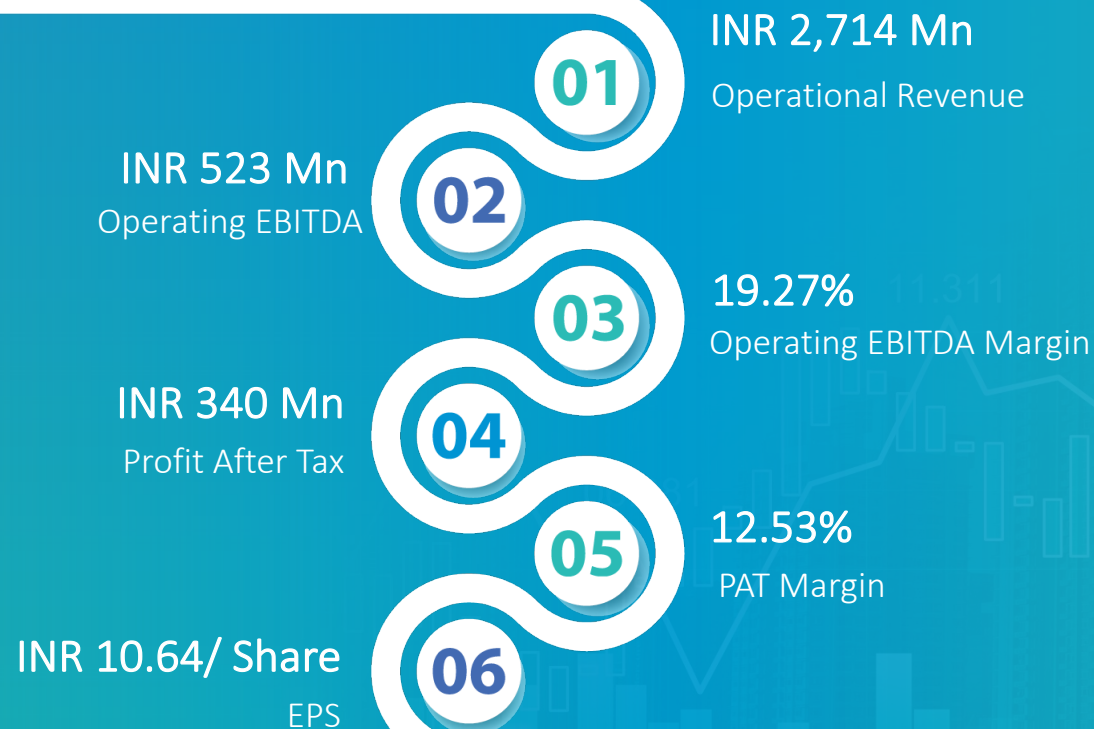


# Q4-FY23/FY23 HIGHLIGHTS

# CONSOLIDATED FINANCIAL HIGHLIGHTS

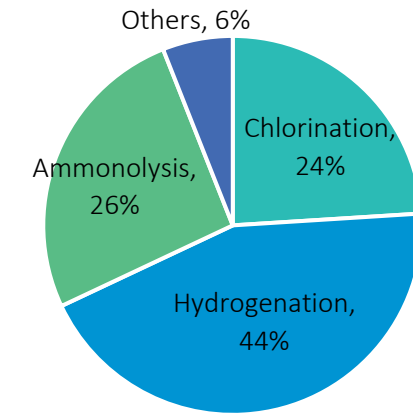
## Q4-FY23 Consolidated Financial Highlights

## FY23 Consolidated Financial Highlights

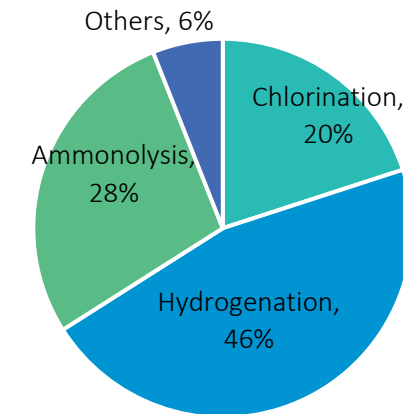


- Q4-FY23 witnessed a significant improvement in terms of revenue and margins due to improvement in orders from the Sarigam unit, which was in recovery mode after the fire incident.
- There was also some improvement in demand witnessed in dyes & pigments compared to the previous quarter, however, the overall demand is still subdued compared to last year.
- Margins improved significantly from the previous quarter. On a standalone basis, the EBITDA margin improved from 13.05% in Q3-FY23 to 19.41% in this quarter and the PAT margin improved from 8.50% in Q3-FY23 to 11.53% in this quarter due to improved operational efficiencies and better input price scenario.
- For the quarter, PAP production has been around 400 MT per month and is expected to scale up in the coming quarters.

### Q4-FY23 Revenue Break-up – Chemistries

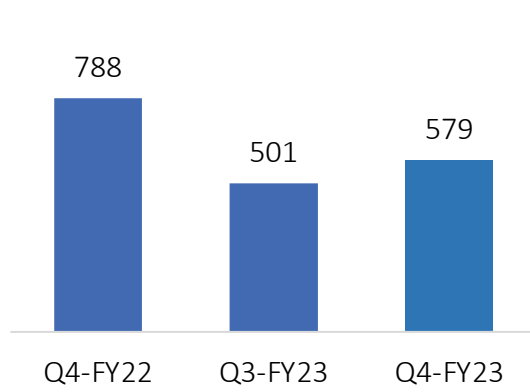


### FY23 Revenue Break-up – Chemistries

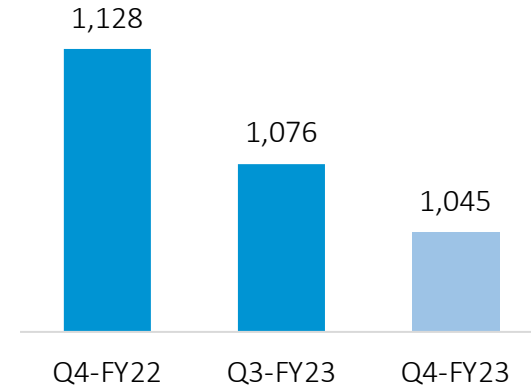


## Chlorination

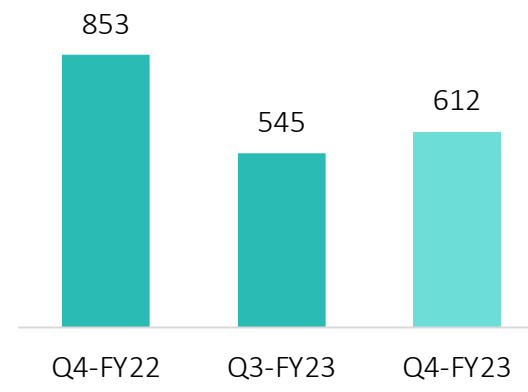
REVENUES (INR Mn)



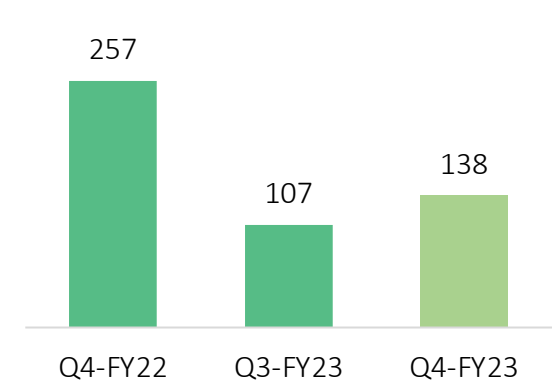
## Hydrogenation



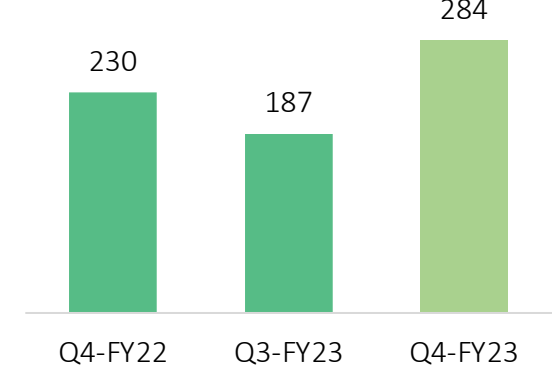
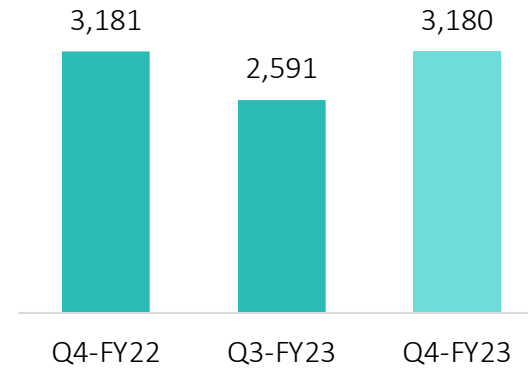
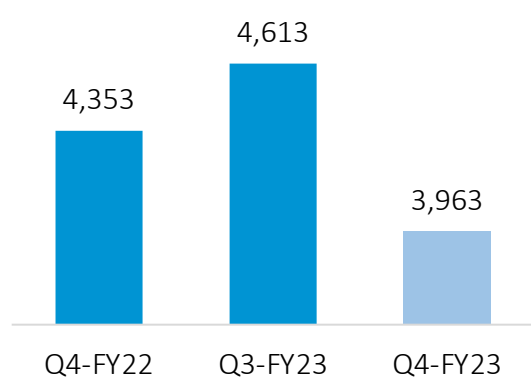
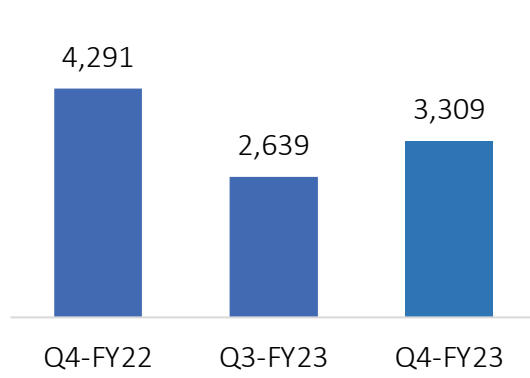
## Ammonolysis



## Others



SALES VOLUMES (MT)



# Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q4-FY23	Q4-FY22	Y-o-Y	Q3-FY23	Q-o-Q
Revenue from Operations	2,714	3,476	(21.9)%	2,504	8.4%
Total Expenses	2,191	2,906	(24.6)%	2,121	3.3%
EBITDA	523	570	(8.2)%	383	36.6%
<i>EBITDA Margins (%)</i>	<i>19.27%</i>	<i>16.40%</i>	<i>287 Bps</i>	<i>15.30%</i>	<i>397 Bps</i>
Other Income	28	22	27.3%	14	NA
Depreciation	80	84	(4.8)%	73	9.6%
Finance Cost	30	17	76.5%	26	15.4%
Exceptional Items	-	-	NA	49	NA
PBT	441	491	(10.2)%	347	27.1%
Tax	101	120	(15.8)%	86	17.4%
PAT	340	371	(8.4)%	261	30.3%
<i>PAT Margins (%)</i>	<i>12.53%</i>	<i>10.67%</i>	<i>186 Bps</i>	<i>10.42%</i>	<i>211 Bps</i>
Other Comprehensive Income	(2)	1	NA	8	NA
Total Comprehensive Income	338	372	(9.1)%	269	25.7%
Basic/ Diluted EPS (INR)	10.64	11.12	(4.3)%	7.85	35.5%

# Annual Consolidated Financial Performance

Particulars (INR Mn)	FY23	FY22	Y-o-Y
Revenue from Operations	10,518	11,533	(8.8)%
Total Expenses	8,875	9,484	(6.4)%
EBITDA	1,643	2,049	(19.8)%
<i>EBITDA Margins (%)</i>	<i>15.62%</i>	<i>17.77%</i>	<i>(215) Bps</i>
Other Income	80	74	8.1%
Depreciation	292	296	(1.4)%
Finance Cost	108	65	66.2%
Exceptional Items	49	-	NA
PBT	1,372	1,762	(22.1)%
Tax	346	483	(28.4)%
PAT	1,026	1,279	(19.8)%
<i>PAT Margins (%)</i>	<i>9.75%</i>	<i>11.09%</i>	<i>(134) Bps</i>
Other Comprehensive Income	1	6	(83.3)%
<b>Total Comprehensive Income</b>	<b>1,027</b>	<b>1,285</b>	<b>(20.1)%</b>
Basic/ Diluted EPS (INR)	31.50	40.51	(22.2)%

# Quarterly Standalone Financial Performance

Particulars (INR Mn)	Q4-FY23	Q4-FY22	Y-o-Y	Q3-FY23	Q-o-Q
Revenue from Operations	2,272	2,906	(21.8)%	2,176	4.4%
Total Expenses	1,831	2,463	(25.7)%	1,892	(3.2)%
EBITDA	441	443	(0.5)%	284	55.3%
<i>EBITDA Margins (%)</i>	<b>19.41%</b>	<b>15.24%</b>	<b>417 Bps</b>	<b>13.05%</b>	<b>636 Bps</b>
Other Income	6	10	(40.0)%	7	(14.3)%
Depreciation	75	73	2.7%	69	8.7%
Finance Cost	29	17	70.6%	26	11.5%
Exceptional Items	-	-	NA	49	NA
PBT	343	363	(5.5)%	245	40.0%
Tax	81	91	(11.0)%	60	35.0%
PAT	262	272	(3.7)%	185	41.6%
<i>PAT Margins (%)</i>	<b>11.53%</b>	<b>9.36%</b>	<b>217 Bps</b>	<b>8.50%</b>	<b>303 Bps</b>
Other Comprehensive Income	(2)	2	NA	(2)	NA
Total Comprehensive Income	260	274	-5.1%	183	42.1%
Basic/Diluted EPS (INR)	9.36	9.72	(3.7)%	6.62	41.4%

# Annual Standalone Financial Performance

Particulars (INR Mn)	FY23	FY22	Y-o-Y
Revenue from Operations	9,116	9,484	(3.9)%
Total Expenses	7,817	7,811	0.1%
EBITDA	1,299	1,673	(22.4)%
<i>EBITDA Margins (%)</i>	<i>14.25%</i>	<i>17.64%</i>	<i>(339) Bps</i>
Other Income	29	33	(12.1)%
Depreciation	276	273	1.1%
Finance Cost	105	64	64.1%
Exceptional Items	49	-	NA
PBT	996	1,369	(27.2)%
Tax	240	340	(29.4)%
PAT	756	1,029	(26.5)%
<i>PAT Margins (%)</i>	<i>8.29%</i>	<i>10.85%</i>	<i>(256) Bps</i>
Other Comprehensive Income	(11)	8	NA
<b>Total Comprehensive Income</b>	<b>745</b>	<b>1,037</b>	<b>(28.2)%</b>
Basic/ Diluted EPS (INR)	27.02	36.81	(26.6)%





# HISTORICAL FINANCIAL OVERVIEW

# Historical Consolidated Income Statement

Particulars (INR Mn)	FY20	FY21*	FY22*	FY23*
Operational Income	6,749	7,548	11,533	10,518
Total Expenses	4,946	5,496	9,484	8,875
EBITDA	1,803	2,052	2,049	1,643
<i>EBITDA Margins (%)</i>	<i>26.71%</i>	<i>27.19%</i>	<i>17.77%</i>	<i>15.62%</i>
Other Income	63	59	74	80
Depreciation	158	212	296	292
Finance Cost	23	50	65	108
Exceptional Items	-	-	-	49
PBT	1,685	1,849	1,762	1,372
Tax	423	540	483	346
Profit After Tax	1,262	1,309	1,279	1,026
<i>PAT Margins (%)</i>	<i>18.70%</i>	<i>17.34%</i>	<i>11.09%</i>	<i>9.75%</i>
Other Comprehensive Income	2	69	6	1
Total Comprehensive Income	1,264	1,378	1,285	1,027
Diluted EPS (INR per share)	44.32	40.97	40.51	31.50

\*FY21 onward figures as per Ind AS

# Consolidated Balance Sheet (IND – AS)

Particulars (INR Mn)	FY21	FY22	FY23
<b>EQUITY</b>	<b>5,086</b>	<b>6,489</b>	<b>7,401</b>
a) Equity Share Capital	272	272	272
b) Other Equity	4,747	5,856	6,616
c) Optionally Convertible Preference Shares	4	4	4
d) Non Controlling Interest	63	357	509
<b>LIABILITIES</b>			
<b>Non-Current Liabilities</b>	<b>971</b>	<b>1,340</b>	<b>1,064</b>
Financial Liabilities			
a) Borrowings	751	1,058	706
b) Lease Liabilities	2	5	11
c) Provisions	15	11	15
d) Deferred Tax Liabilities (Net)	203	266	332
<b>Current Liabilities</b>	<b>2,706</b>	<b>4,092</b>	<b>3,927</b>
a) Financial Liabilities			
(i) Borrowings	1,330	2,568	2,018
(ii) Trade Payables	1,072	1,312	1,656
(iii) Other Financial Liabilities	253	161	200
(iv) Lease Liabilities	4	3	2
b) Other Current Liabilities	21	24	21
c) Provisions	26	24	30
<b>GRAND TOTAL - EQUITIES &amp; LIABILITES</b>	<b>8,763</b>	<b>11,921</b>	<b>12,392</b>

Particulars (INR Mn)	FY21	FY22	FY23
<b>Non-Current Assets</b>	<b>5,731</b>	<b>6,652</b>	<b>7,682</b>
a) Property, Plant and Equipment	4,967	5,303	6,565
c) Right-Of-Use Assets	6	8	12
b) Capital Work In Progress	459	1,116	709
d) Other Intangible Assets	-	-	2
e) Goodwill on Consolidation	123	123	123
f) Financial Assets			
(i) Investments	23	33	37
(ii) Loans	59	58	68
(iii) Other Financial Assets	-	-	-
g) Other Non-Current assets	94	11	166
<b>Current Assets</b>	<b>3,032</b>	<b>5,269</b>	<b>4,710</b>
a) Inventories	722	1,136	1,262
b) Financial Assets			
(i) Investments	40	46	375
(ii) Trade Receivables	1,568	3,209	2,543
(iii) Cash and Cash Equivalents	128	250	78
(iv) Other Bank balances	182	203	4
(v) Loans	5	5	8
(vi) Other financial assets	2	11	36
c) Other Current Assets	363	300	308
d) Current Tax Assets (Net)	22	109	96
<b>GRAND TOTAL – ASSETS</b>	<b>8,763</b>	<b>11,921</b>	<b>12,392</b>

# Historical Standalone Income Statement

Particulars (INR Mn)	FY20	FY21*	FY22*	FY23*
Revenue from Operations	5,836	5,742	9,484	9,116
Total Expenses	4,103	4,170	7,811	7,817
<b>EBITDA</b>	<b>1,733</b>	<b>1,572</b>	<b>1,673</b>	<b>1,299</b>
<i>EBITDA Margins (%)</i>	<i>29.69%</i>	<i>27.38%</i>	<i>17.64%</i>	<i>14.25%</i>
Other Income	52	169	33	29
Depreciation	130	186	273	276
Finance Cost	10	35	64	105
Exceptional Items	-	-	-	49
<b>PBT</b>	<b>1,645</b>	<b>1,520</b>	<b>1,369</b>	<b>996</b>
Tax	406	374	340	240
<b>Profit After Tax (After Merger)</b>	<b>1,239</b>	<b>1,146</b>	<b>1,029</b>	<b>756</b>
<i>PAT Margins (%)</i>	<i>21.23%</i>	<i>19.96%</i>	<i>10.85%</i>	<i>8.29%</i>
Other Comprehensive Income	2	69	8	(11)
<b>Total Comprehensive Income</b>	<b>1,241</b>	<b>1,215</b>	<b>1,037</b>	<b>745</b>
Diluted EPS (INR per share)	44.32	40.98	36.81	27.02

\*FY21 onward figures as per Ind AS

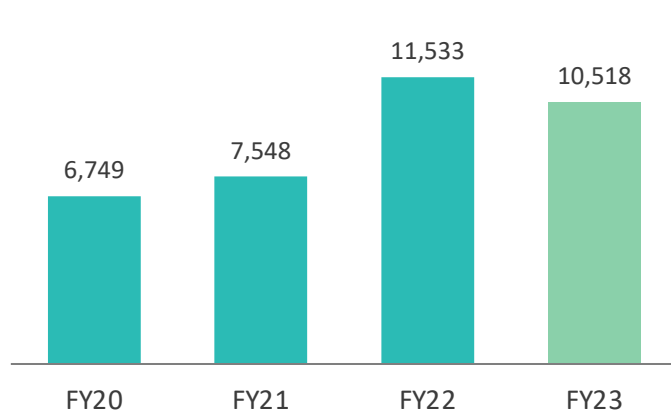
# Standalone Balance Sheet (IND – AS)

Particulars (INR Mn)	FY21	FY22	FY23
<b>EQUITY</b>	<b>5,023</b>	<b>6,031</b>	<b>6,661</b>
a) Equity Share Capital	272	272	272
b) Other Equity	4,747	5,755	6,385
c) Optionally Convertible Preference Shares	4	4	4
<b>LIABILITIES</b>			
<b>Non-Current Liabilities</b>	<b>962</b>	<b>1,215</b>	<b>932</b>
Financial Liabilities			
a) Borrowings	748	940	589
b) Lease Liabilities	2	2	2
c) Provisions	15	10	15
d) Deferred Tax Liabilities (Net)	197	263	326
e) Other Non-Current Liabilities	-	-	-
<b>Current Liabilities</b>	<b>2,071</b>	<b>3,583</b>	<b>3,465</b>
a) Financial Liabilities			
(i) Borrowings	736	2,110	1,602
(ii) Trade Payables	1,042	1,271	1,643
(iii) Other Financial Liabilities	244	154	179
(iv) Lease Liabilities	3	2	2
b) Other Current Liabilities	20	22	11
c) Provisions	26	24	28
d) Current Tax Liabilities (Net)	-	-	-
<b>GRAND TOTAL - EQUITIES &amp; LIABILITES</b>	<b>8,056</b>	<b>10,829</b>	<b>11,058</b>

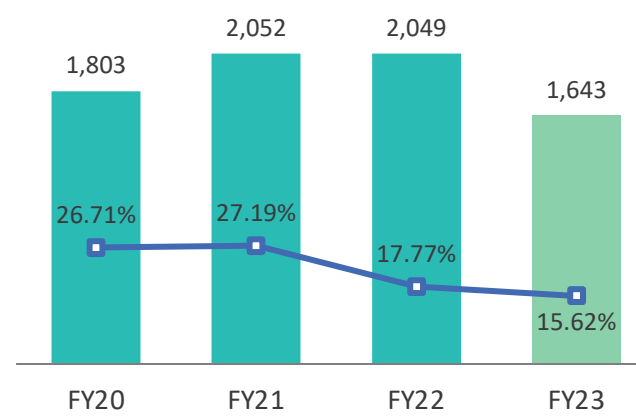
Particulars (INR Mn)	FY21	FY22	FY23
<b>Non-Current Assets</b>	<b>5,798</b>	<b>6,787</b>	<b>7,424</b>
a) Property, Plant and Equipment	4,771	5,085	6,092
b) Right-Of-Use Assets	4	4	4
c) Capital Work In Progress	459	1,102	702
d) Other Intangible Assets	-	-	2
e) Financial Assets			
(i) Investments in Subsidiaries	395	501	489
(ii) Other Investments	24	32	37
(iii) Loans	52	52	55
f) Other Non-Current assets	93	11	43
<b>Current Assets</b>	<b>2,258</b>	<b>4,042</b>	<b>3,634</b>
a) Inventories	660	973	1,137
b) Financial Assets			
(i) Investments	1	1	2
(ii) Trade Receivables	1,166	2,532	2,118
(iii) Cash and Cash Equivalents	86	230	63
(iv) Other Bank balances	32	3	3
(v) Loans	5	5	7
(vi) Other financial assets	2	3	29
c) Other Current Assets	257	217	198
d) Current Tax Assets (Net)	49	78	77
<b>GRAND TOTAL – ASSETS</b>	<b>8,056</b>	<b>10,829</b>	<b>11,058</b>

# Consolidated Financial Highlights

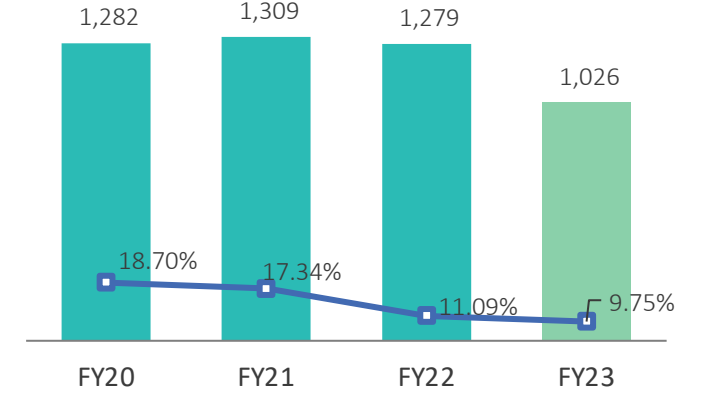
### Operational Revenue (INR Mn)



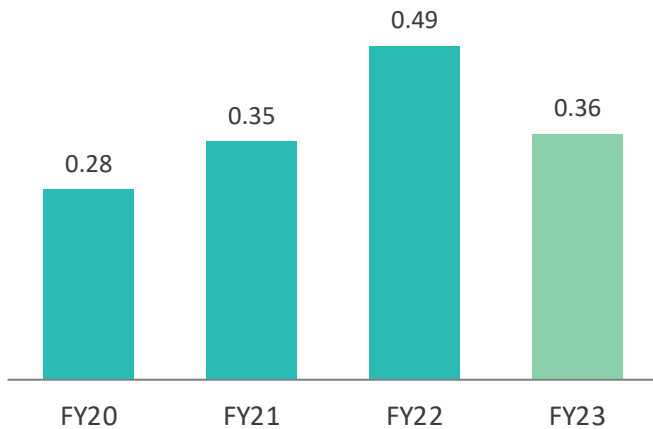
### EBITDA (INR Mn) & EBITDA Margins (%)



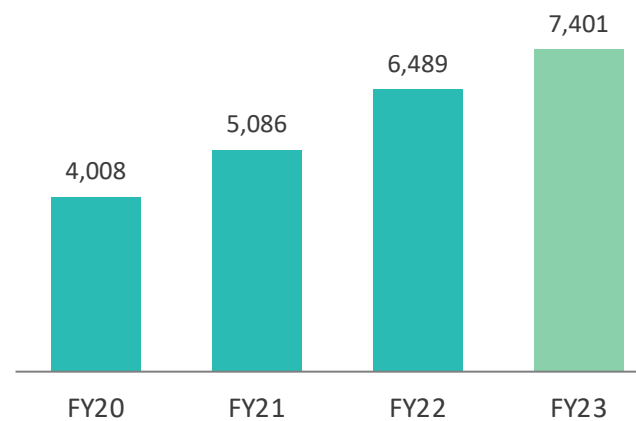
### PAT (INR Mn) & PAT Margins (%)



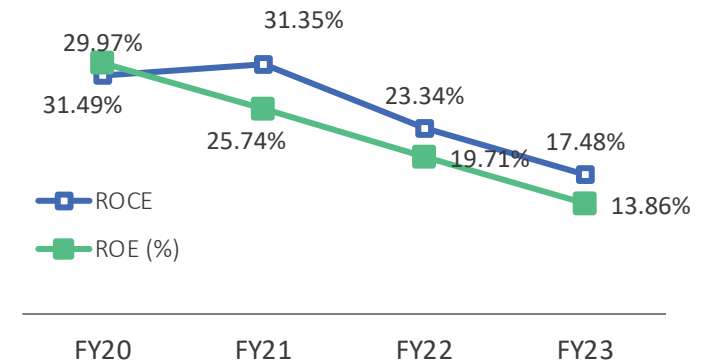
### Net Debt to Equity (x)



### Net Worth (INR Mn)



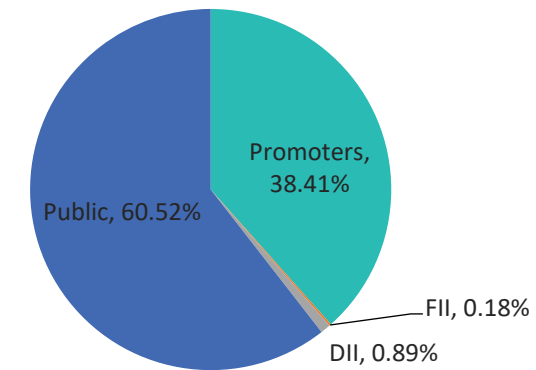
### Return on Capital Employed & Return on Equity (%)



## Share Price up to 31st March, 2023



## Shareholding pattern (As on 31st March 2023)



Price Data (As on 31 <sup>st</sup> March, 2023)	INR
Face Value	10.00
Market Price	417.00
52 Week H/L	1,034.00/366.20
Market Cap (Mn)	11,321.55
Equity Shares Outstanding (Mn)	27.15
1 Year Avg Trading Volume ('000)	123.62

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**THANK YOU**