

1<sup>st</sup> Nov, 2022

VCL/SE/72/2022-23

To  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai – 400 001

**Scrip Code: 516072**  
**Through: BSE Listing Centre**

To  
**National Stock Exchange of India Limited**  
Exchange Plaza, Bandra-Kurla Complex  
Bandra (East), Mumbai 400 051

**Symbol: VISHNU**  
**Through: NSE Digital Exchange**

Dear Sir,

**Sub: Investor Presentation on Q2 FY23 Financial Results- Regulation 30 of SEBI LODR Regulations, 2015**

Please find attached the Investor Presentation on the financial results of the Company for the quarter ended 30<sup>th</sup> September, 2022

A copy of this disclosure is uploaded on the website of the Company [www.vishnuchemicals.com](http://www.vishnuchemicals.com)

Kindly take the same on record and disseminate on your website.

Thanking You.

Yours faithfully,

**For Vishnu Chemicals Limited**

Vibha Shinde Digitally signed by  
Vibha Shinde  
Date: 2022.11.01  
14:31:21 +05'30'

**Vibha Shinde**  
**Company Secretary & Compliance Officer**  
**M No: F8466**

Encl: As above



WHERE  
**PERSEVERANCE**  
AND  
**COMMITMENT**  
COME TOGETHER



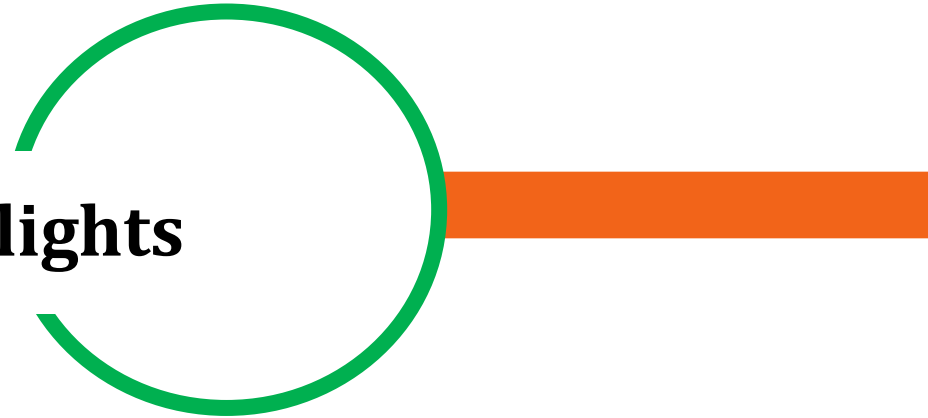
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All Maps used in the Presentation are not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

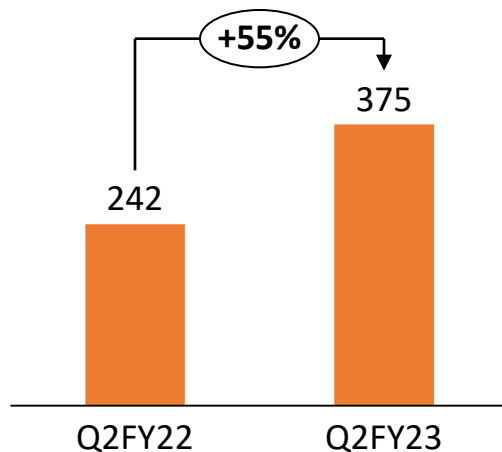
# **Q2 & H1 FY23 Highlights**



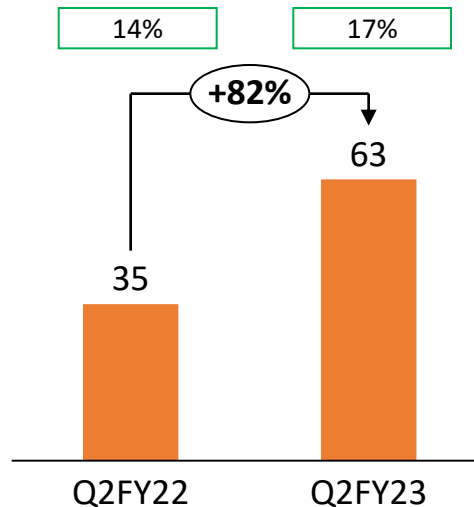
# Consolidated Financial Highlights

(₹ in Cr.)

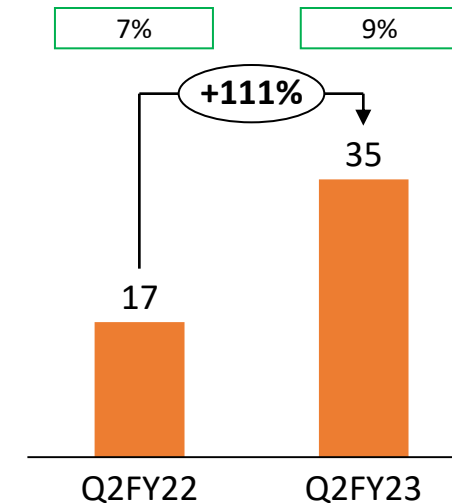
## Total Revenue



## EBITDA



## PAT

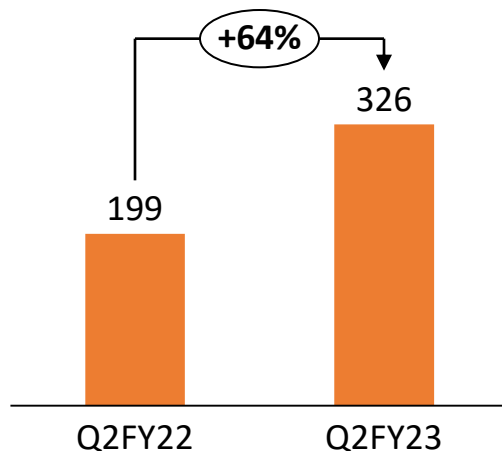


Particulate	Q2FY23	Q2FY22	Y-o-Y	Q1FY23	Q-o-Q	H1FY23	H1FY22	Y-o-Y
Total Income	375	242	55%	361	4%	736	440	67%
EBITDA	63	35	82%	61	3%	123	62	98%
EBITDA Margin %	16.7%	14.2%	245 bps	16.7%	(4) bps	16.7%	14.1%	258 bps
Profit After Tax (PAT)	35	17	111%	34	3%	69	28	145%
PAT Margin %	9.3%	6.8%	249 bps	9.4%	(5) bps	9.4%	6.4%	298 bps

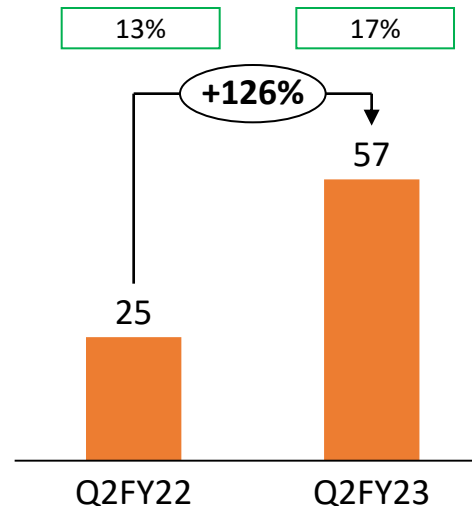
# Standalone Financial Highlights

(₹ in Cr.)

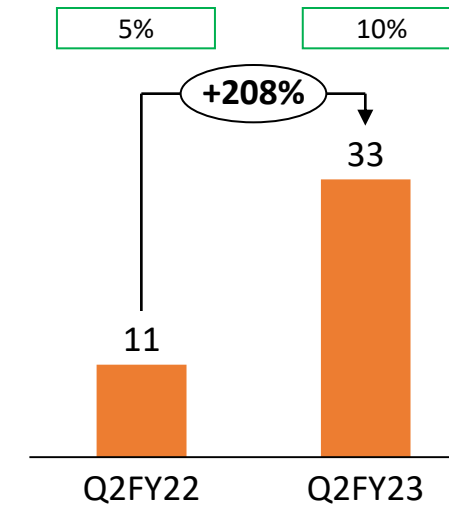
## Total Revenue



## EBITDA



## PAT



Particulate	Q2FY23	Q2FY22	Y-o-Y	Q1FY23	Q-o-Q	H1FY23	H1FY22	Y-o-Y
Total Income	326	199	64%	306	6%	632	361	75%
EBITDA	57	25	126%	52	10%	108	45	139%
EBITDA Margin %	17.4%	12.6%	474 bps	16.8%	52 bps	17.1%	12.6%	450 bps
Profit After Tax (PAT)	33	11	208%	29	11%	62	18	253%
PAT Margin %	9.9%	5.3%	467 bps	9.6%	42 bps	9.7%	4.8%	490 bps

## Consolidated Highlights

- Consolidated domestic and exports sales continued its growth trend, growing by 57% and 53% YoY.
- EBITDA margin expanded by 245 bps YoY and PAT margin by 250 bps YoY in Q2FY23.
- Highest ever Gross Asset Turnover ratio at 2.0 compared to 1.6 in FY22.
- Record ROCE levels at 35%+ for the first time.
- Debt to Equity reduced to 1.0 from 1.3 in FY22
- The company continues to improve its working capital efficiency resulting in reduction in –
  - Inventory days to 87 as on Sep 30, 2022 compared to 112 days as on 31 March 2022.
  - Debtor days to 47 as on Sep 30, 2022 compared to 52 days as on 31 March 2022.

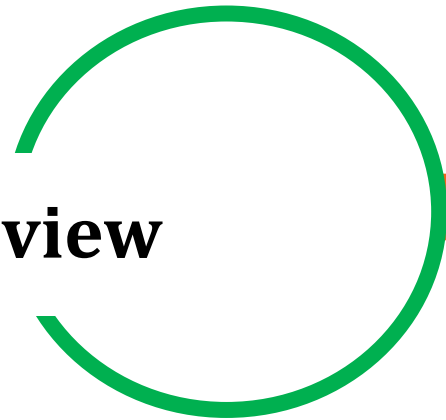
## Chromium Chemistry Highlights

- Debottlenecking has led to capacity increase by 10,000 TPA, an increase of ~14% on our existing plate capacity. Production started from Q2FY23.
- Reduced D/E to 0.99 while Interest Coverage Ratio expands to 7x.
- Standalone ROCE is at 40%+.

## Barium Chemistry Highlights

- The company is focused on balancing its sales mix geographically by increasing its market share in India which would mitigate geography risk in the long term.
- Brownfield expansion to introduce a new speciality chemical to aid Barium portfolio diversification is on track and is expected to be commissioned by H1FY24.
- Solar power capacity under the OPEX model is on track and is expected to be completed in H2FY23.

# **Company Overview**





Vishnu Chemicals Ltd. epitomises manufacturing of high-performance speciality chemicals, with strong market leadership and an intelligent symphony of forward and backward integration to produce world-class products that are focused on diverse needs and aspirations of its customers. Its products include Chromium Compounds and Barium Compounds.

Vishnu Chemicals Limited has long standing relationships with over 100 customers across Pharmaceuticals, Automobiles, Glass, Refractory, Ceramics, Tiles, Pigments & Dyes among others. The Company's products and processes conform to global standards, which is a testimony of product quality and reliability.



**30+**  
Years expertise



**4**  
Manufacturing  
units



**12+**  
User Application  
Industries



**50+**  
Export  
Destinations



**100+**  
Customers



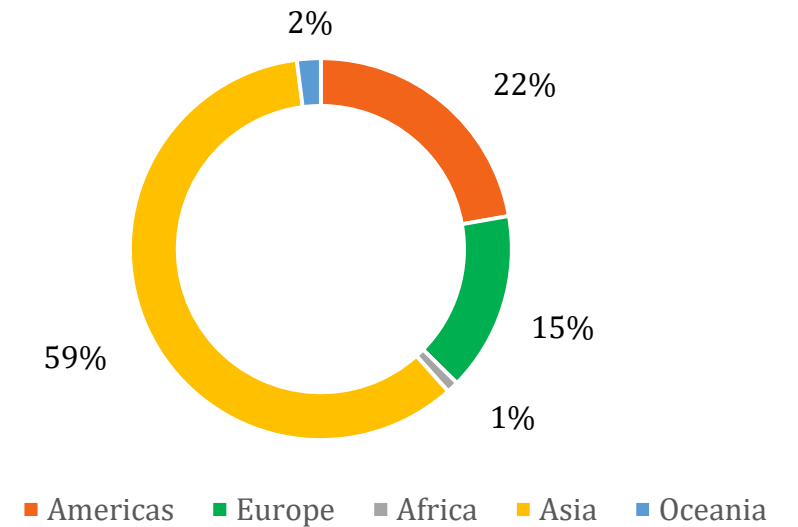
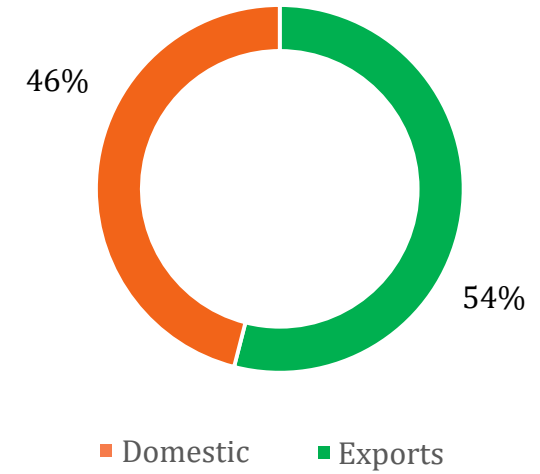
**1000+**  
Workforce

# Our Value Proposition

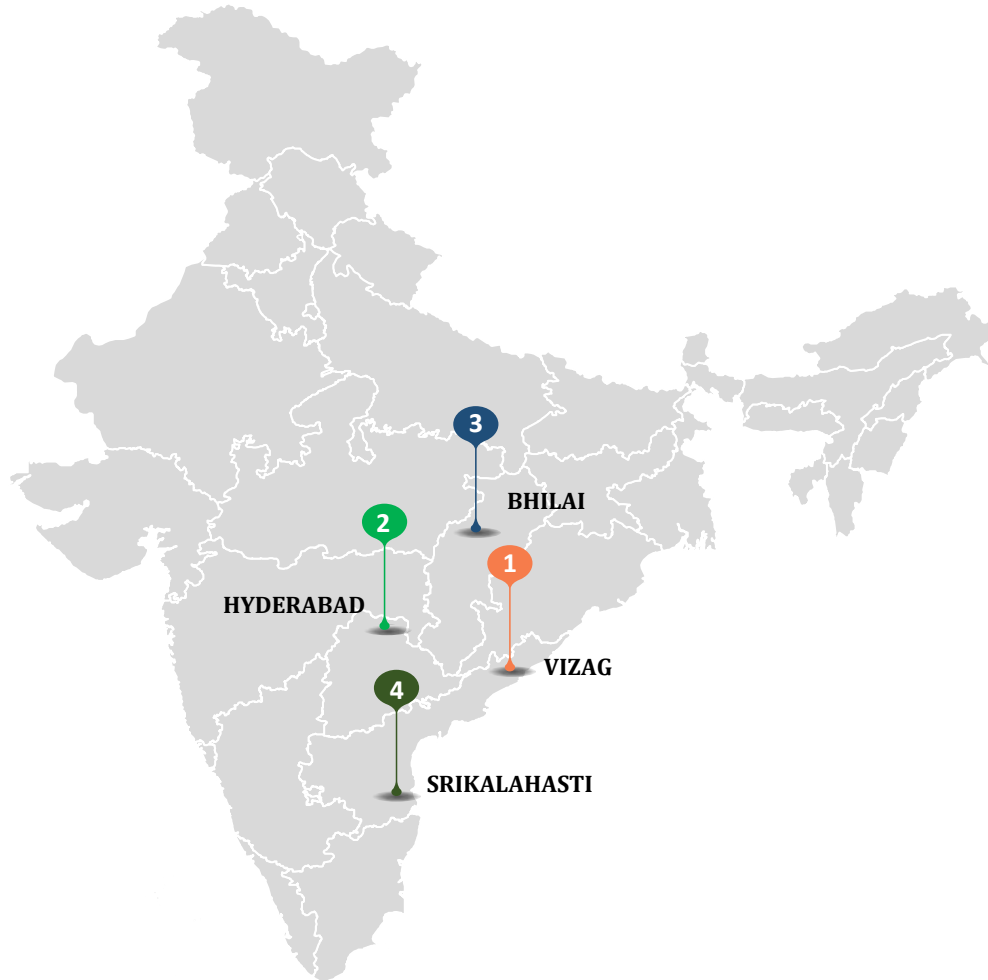


# Clients Across Multiple End-Industries and Geographies

Long standing relationships with domestic and overseas marquee customers



Vishnu Chemicals maintains its production operations from 4 dedicated facilities across India



1

**Visakhapatnam, Andhra Pradesh**  
Manufactures Chromium Chemicals

2

**Hyderabad, Telangana**  
Manufactures Chromium Chemicals

3

**Bhilai, Chhattisgarh**  
Manufactures Chromium Chemicals

4

**Srikalahasti, Andhra Pradesh**  
Manufactures Barium Chemicals

Vishnu's manufacturing facilities are strategically located close to ports. Proximity to ports is key to on-time delivery commitment.

# Well Diversified Board

The Board and leadership at Vishnu conduct itself with integrity and honesty, setting the tone for an ethical organisational culture.



Mr. Ch. Krishna Murthy

Chairman &  
Managing Director



Mr. Ch. Siddartha

Joint Managing  
Director



Mrs. Ch. Manjula

Non-Executive  
Director

Mr. Tirthankar Mitra

Independent  
Director

Mr. Chetan  
Navinchandra Shah

Independent  
Director

Mr. V. Vimalanand

Independent  
Director

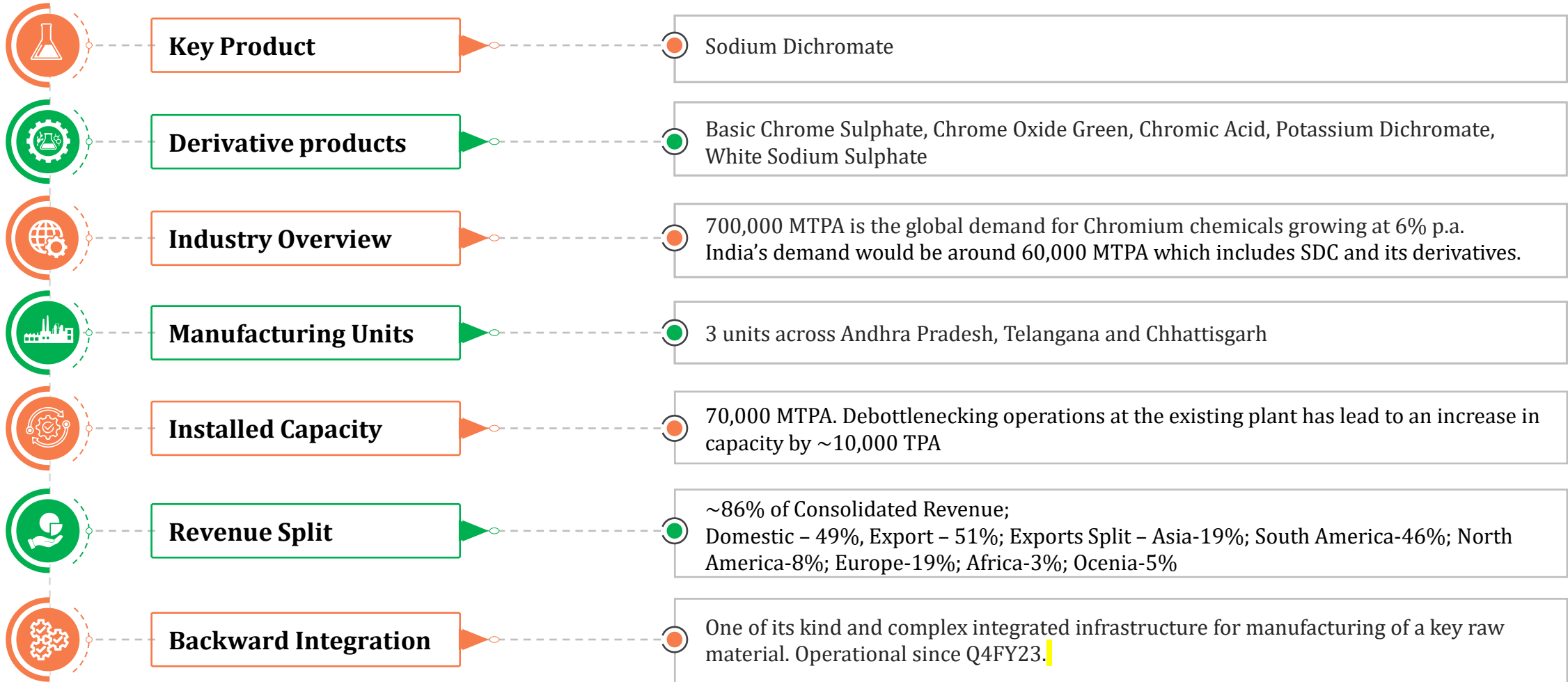
Dr. Sita Vanka

Independent  
Director

# **Business Overview**



Chromium chemistry is proven to be of high value as it possesses properties of high corrosion resistance, colours, and uniformity, thereby improving the performance and life of industrial components, timber treatment, pharmaceuticals, pigments, and dyes



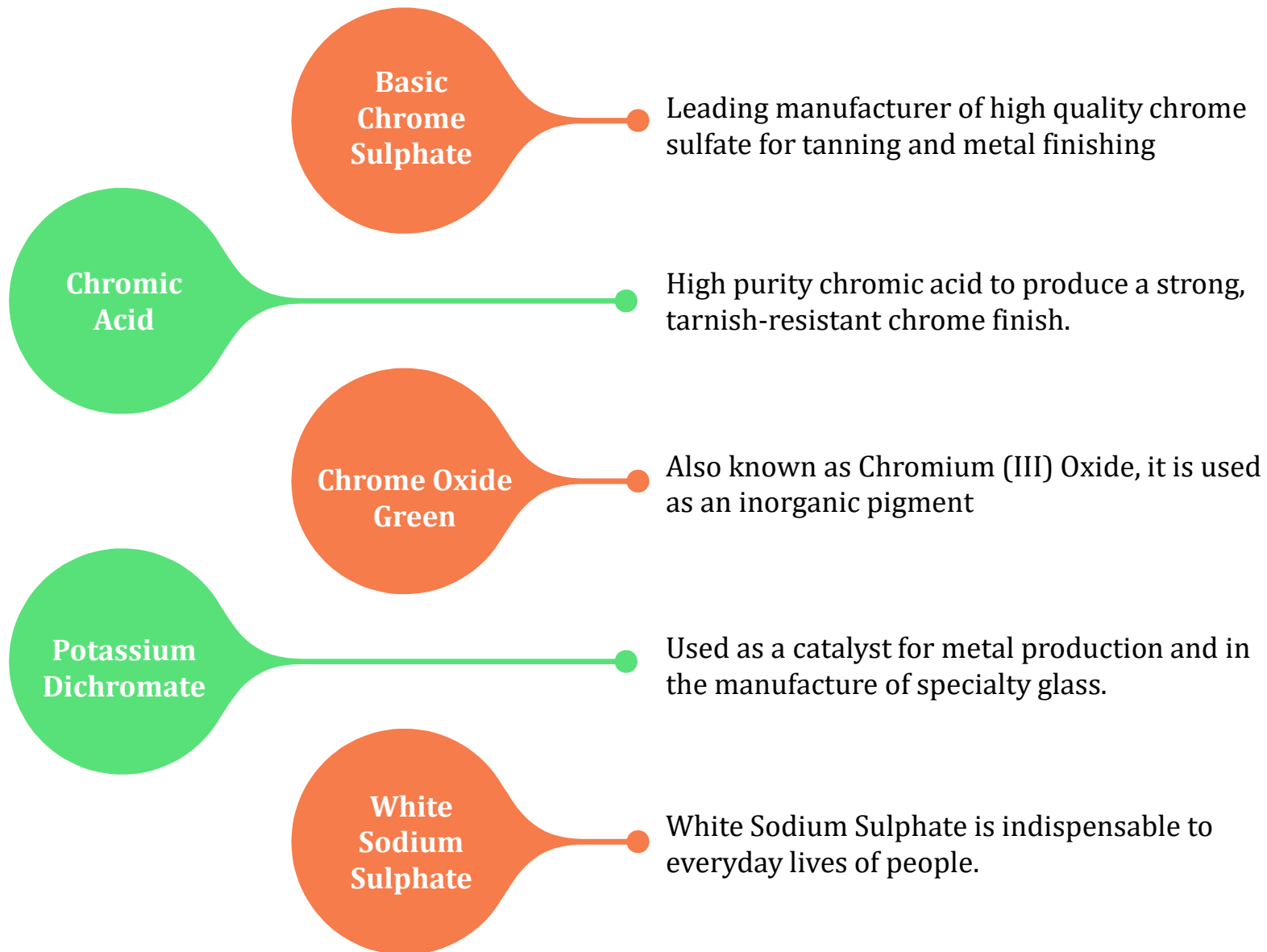
Unique capabilities created over the years makes us the most efficient producer in the world

## SODIUM DICHROMATE

Sodium Dichromate is a strong oxidising agent and a source in preparing chromium based derivatives. It is used in metal passivation and finds applications across industries like pharmaceuticals, textiles, constructions to name a few.

## KEY APPLICATIONS FOR CHROMIUM CHEMISTRY

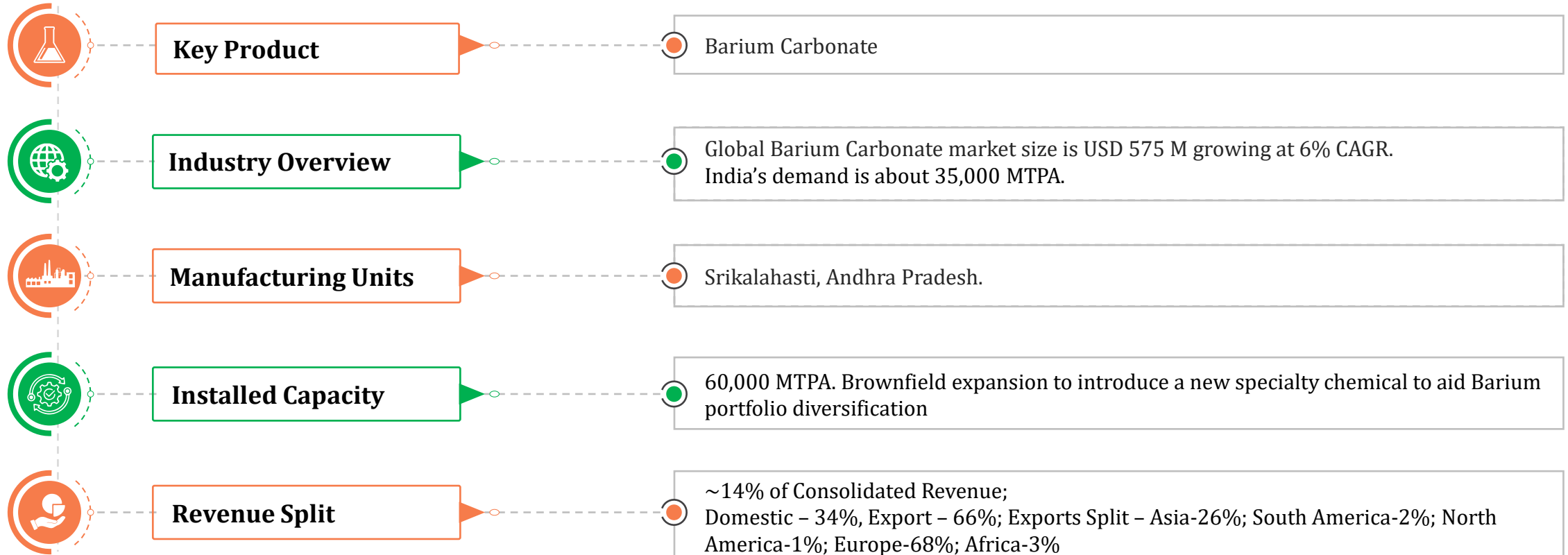
- Pharmaceuticals
- Automobiles
- Metallurgy
- Pigments & Dyes
- Leather
- Plastic Masterbatches
- Ceramic Glazes
- Tiles
- Electroplating
- Refractories
- Wood Preservative
- Paper Pulping



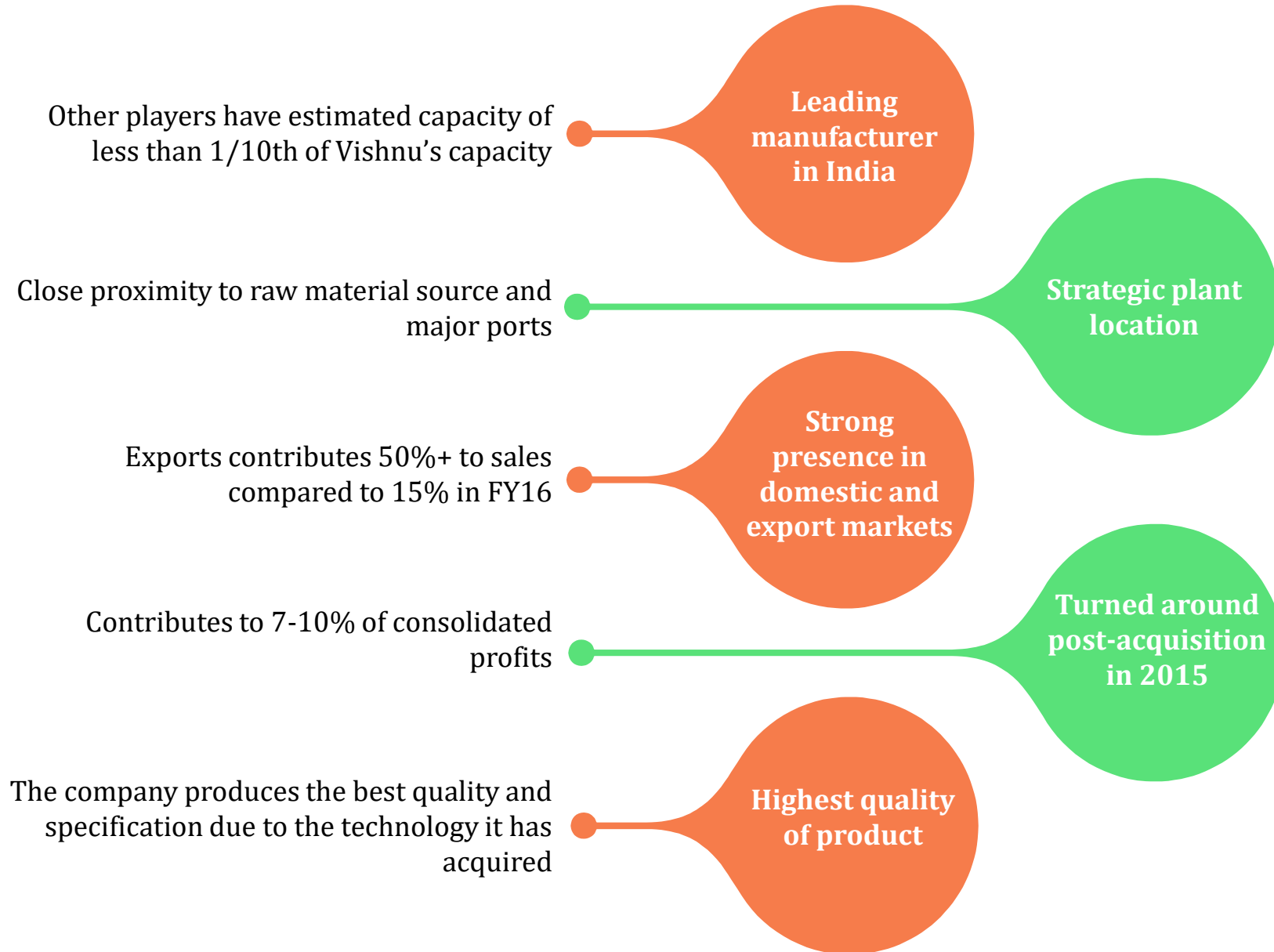


# Barium Chemicals – Largest & Only Organized Manufacturer in India

The Company manufactures industry grade Barium Carbonate that finds applications in the manufacture of a plethora of ceramic, tiles, glass, enamel products and caustic lye brine purification process.



Focus is to grow our market share with higher volumes which would lead to operating leverage and better profitability



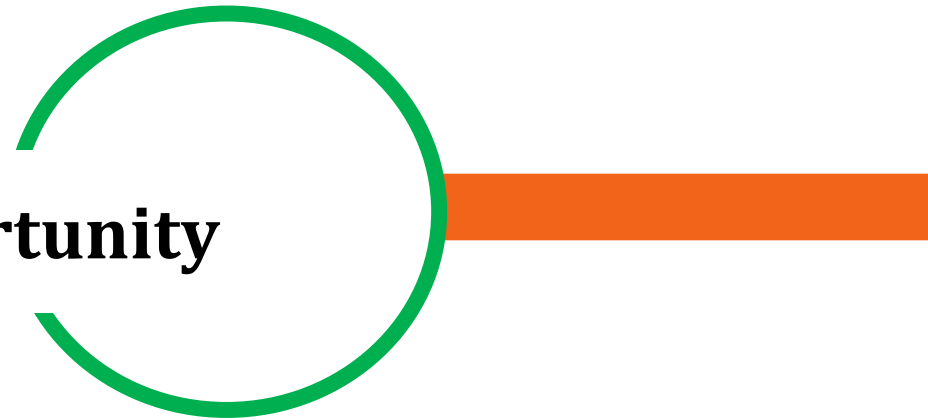
## CHARACTERISTICS

Available in several grades with different chemical purities, shapes and granulometry. It is characterized by high reactivity and tightly controlled narrow particle size distribution. It acts as a flux, a matting and crystallizing agent and combines with certain colouring oxides to produce unique colours not easily attainable by other means.

## KEY APPLICATIONS

- Ceramics
- Tiles
- Glazes
- Bricks
- Refractories
- Caustic Soda Industry
- Speciality Glass
- Luminescent Compounds

**Well Poised to Capture the Opportunity**



# Capacity Expansion to Support our Growth

CHROMIUM BUSINESS		BARIUM BUSINESS
₹ 30 crores	<b>AMOUNT</b>	₹ 90 crores
Internal Accruals	<b>SOURCE OF FUND</b>	Debt and Internal Accruals
Towards upgradation & expansion of our capacity from 70,000 tonnes to 80,000 tonnes	<b>PURPOSE</b>	Introduce a new specialty chemical, Precipitated Barium Sulphate which is an import substitute with a great opportunity in India
Production has started	<b>COMPLETION</b>	Expected commencement of operations H1FY24

**In commissioning stage:** Solar power capacity at the subsidiary unit under OPEX model as a step towards self-sufficiency and sustainability. Execution of this project will help us understand and do further investments in Solar.

# Well-Positioned to Capture Future Growth Opportunities



## Industry led drivers



Strong and Growing Indian Consumer Base

India is emerging as a preferred manufacturing hub for Speciality Chemicals

Challenges in peer competing countries driving the Indian Manufacturing ecosystem

India has an edge over other major manufacturing competitors because of its relentless focus on improving quality and scale

Chemistry offers scope of launching newer grades and compounds for newer applications

## Company specific growth drivers

### Committed for the long term

- Focused on capacity building and value accretive product addition
- Purposeful continuous improvement
- Dynamic and principled management with transparency

### People-friendly

- Building a team of technical and operational workforce that are trained to make things happen
- Cross Cultural Marketing Team

### Sound Financial Health

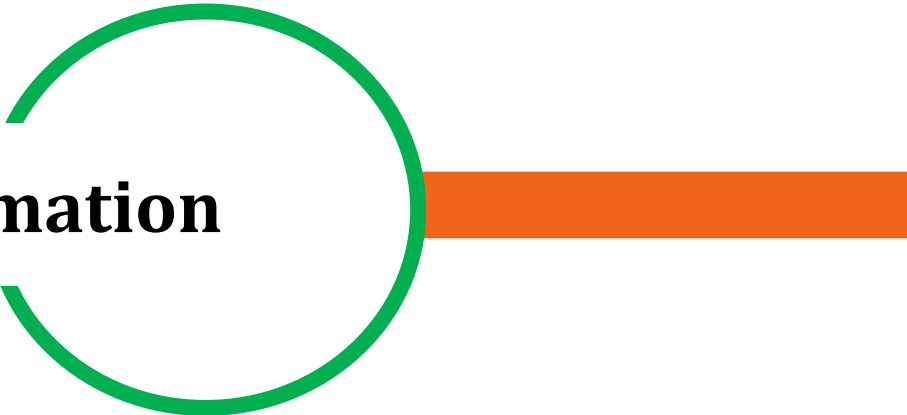
- Emphasis on reducing debt & efficient working capital management
- Highest Asset Turnover Ratio among peers
- Attain self sufficiency in select input costs
- Strong focus on ROCE while scaling up

- Future Focused Initiatives

- Consistent growth, adding value to all stakeholders

- Active Automation

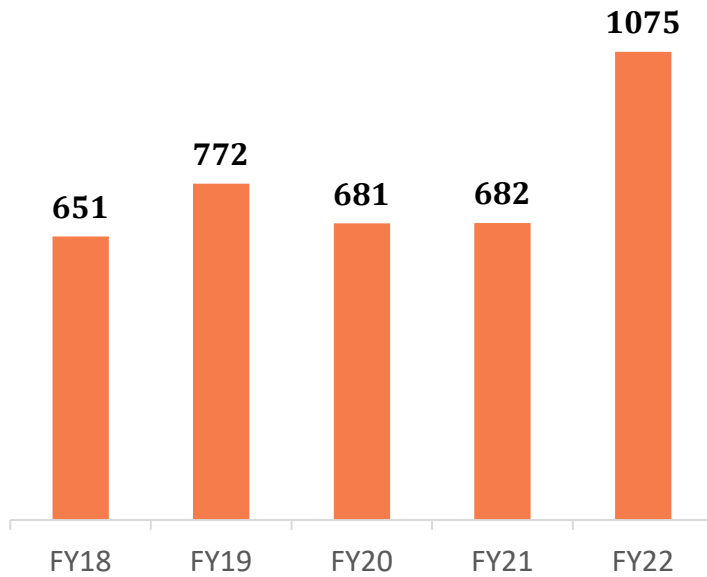
# **Financial Overview & Shareholder's Information**



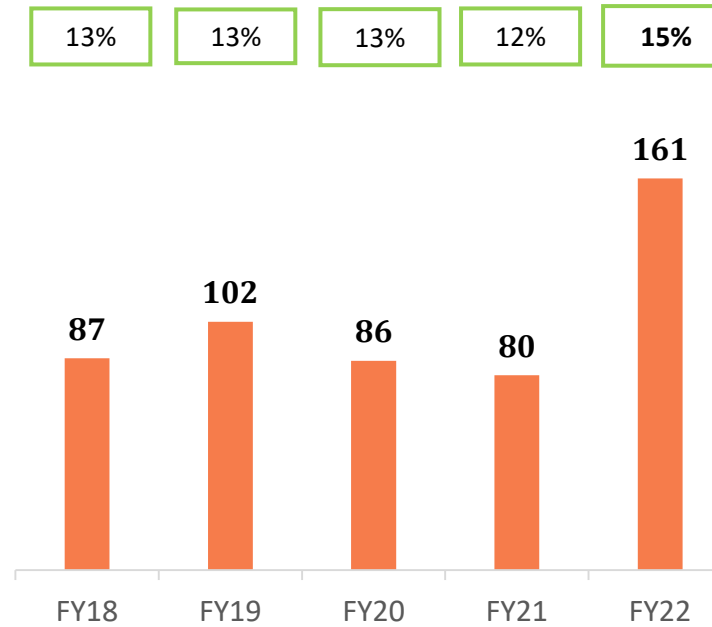
# Focused on Consistently Delivering Sustainable Performance

(Consolidated)

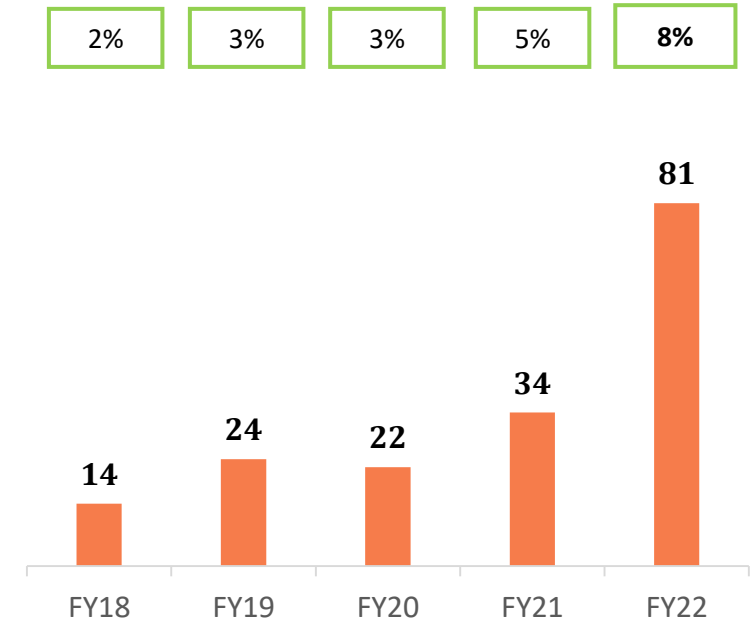
Total Revenue



EBITDA & EBITDA Margin



PAT & PAT Margin

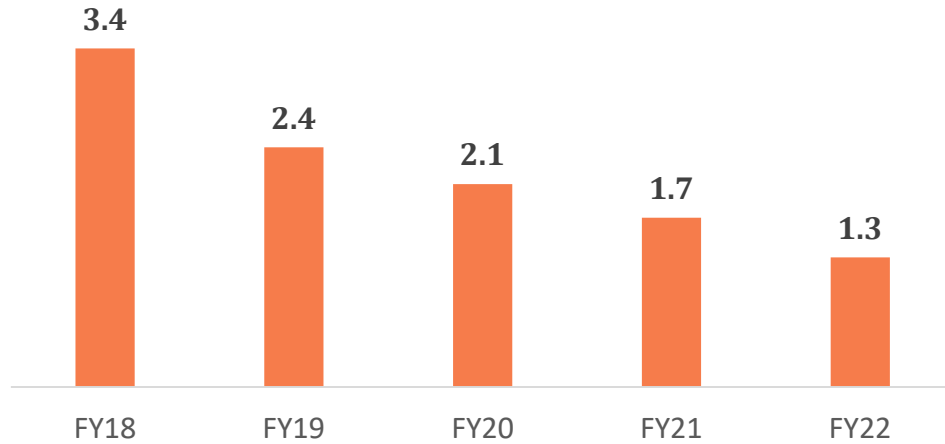




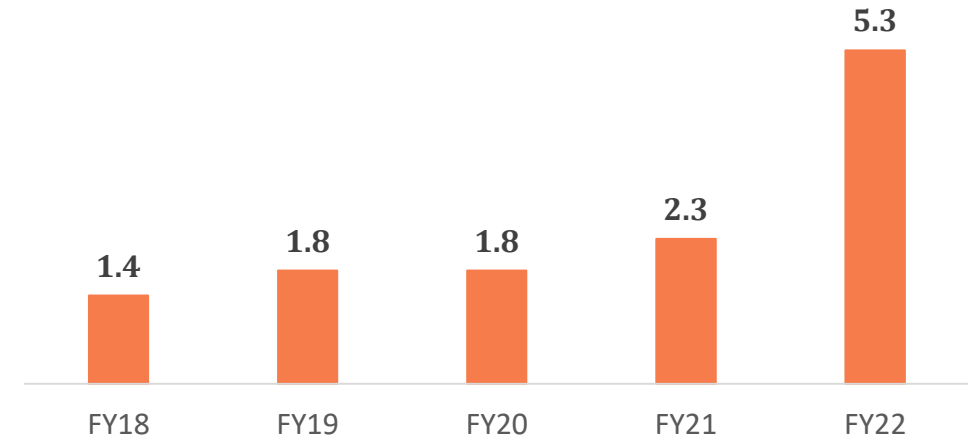
# Disciplined Capital Allocation

(Consolidated)

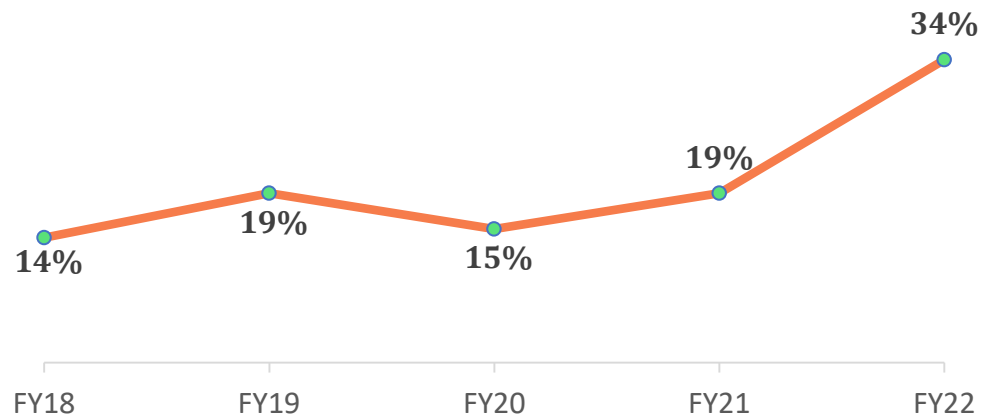
## Debt to Equity



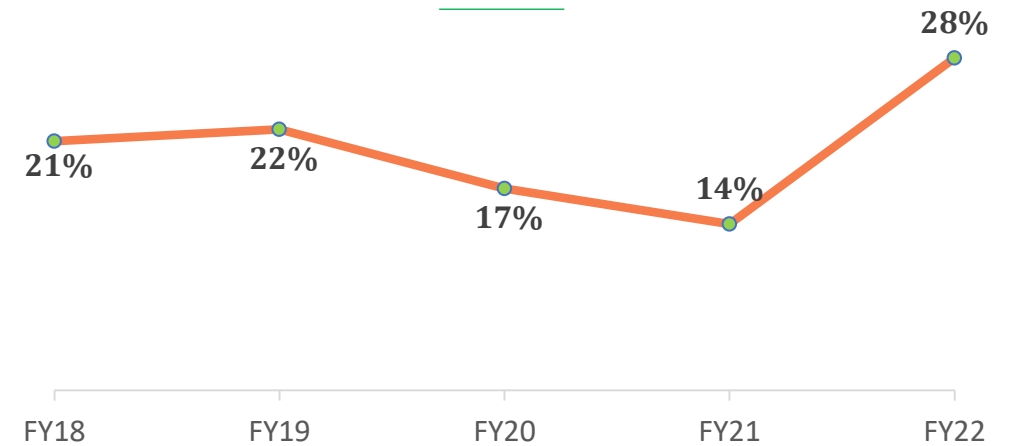
## Interest Coverage Ratio







## ROE



## ROCE



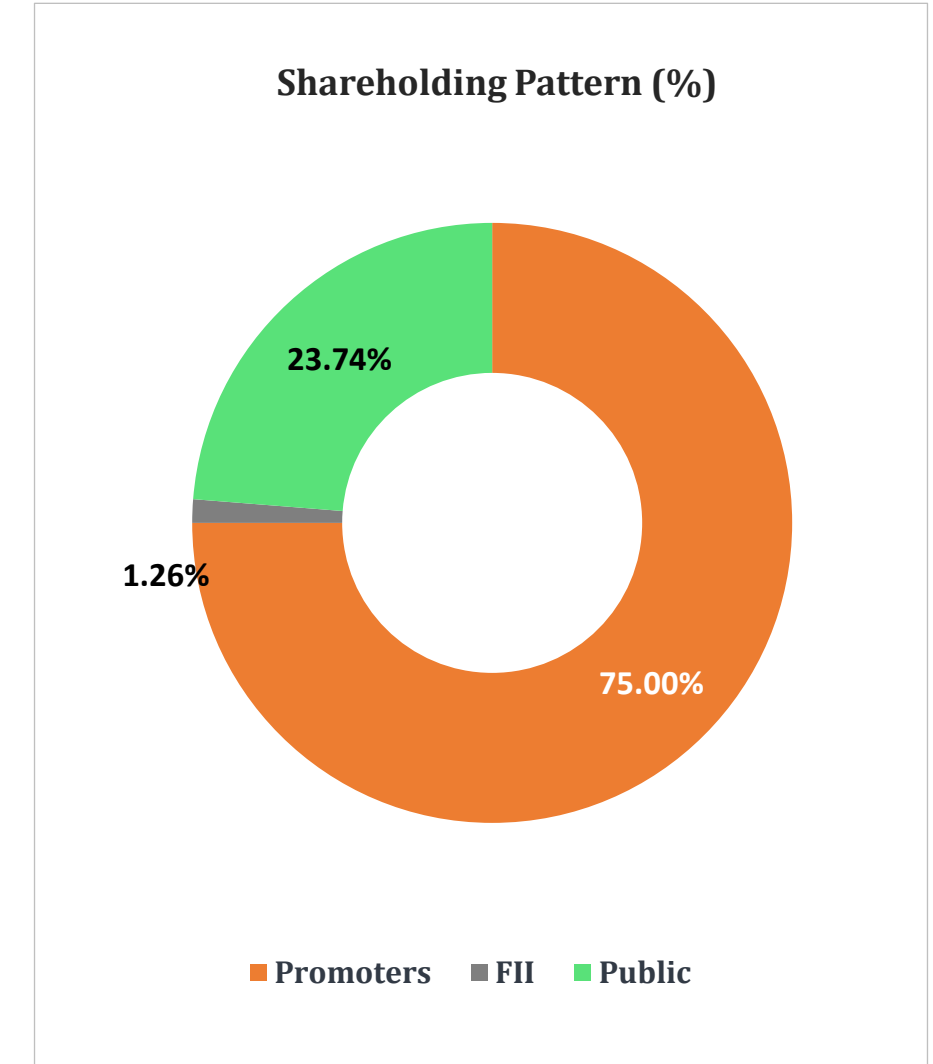
## Stock Information (as on 30<sup>th</sup> September 2022)

 Market Capitalization (₹ in crs)	2260.96
 Shares Outstanding (₹ in crs)	1.19
 Free Float (₹ in crs)	565.24
 Symbol (BSE) / (NSE)	516072 / VISHNU

## Consistent Dividend Track Record

Year	Dividend Type	Dividend (%)	Dividend (Rs)
2018	Final	10	1.00
2019	Final	10	1.00
2020	Final	10	1.00
2021	Final	10	1.00
2022	Final	20	2.00

(As on 30<sup>th</sup> September 2022)





# THANK YOU

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**Vishnu Chemicals Limited**

investors@vishnuchemicals.com  
<https://vishnuchemicals.com>

**Investor Relations Advisors :**



**Orient Capital (a division of Link Group)**

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