



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/ FY2023/16

Date: 12.05.2022

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: Presentation–Analyst/Institutional Investors’ Meet/Earnings Con-Call date 13.05.2022

Ref: Ref: VILSTEX/ConCall/FY2023/15 Dated:11.05.2022

Dear Sir/s,

Further to our letter referred above, in connection with the earnings con-call scheduled on May 13, 2022, please find enclosed herewith presentation covering highlights of the audited financial results of the company (standalone & consolidated) for fourth quarter and year ended 31.03.2022.

This is for your information and records 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 Raebarell, 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, Delwadl 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
INNOVATE SUSTAINABILITY

Q4 & FY2022

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.

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**FINANCIAL
HIGHLIGHTS**

A low-angle, black and white photograph of several skyscrapers reaching towards a light sky. The perspective is from the ground looking up, creating a sense of height and scale. The buildings are arranged in a way that they seem to converge towards the top of the frame.

01

Key

Highlights

Management Commentary

- Robust performance in V-next Boards segment, volumes (in MT) for FY22 increased by 34% over FY21, hope to maintain growth rates
- Vnext Board - Commenced commercial production of fourth plant at Coimbatore
- The building material segment (Including ATUM solar roof) revenues saw increase of 16% for FY22
- Spinning Yarn Segment has shown an impressive improvement in sales. The sales quantity increased by 50% for FY22 compared to FY21
- Our indigenously developed ATUM solar roof has been witnessing good traction with sales volumes touching 5.3MW for FY22

Key Highlights for Q4FY22

OPERATING REVENUES for Q4FY22 **Rs. 4206 Mn**, up 19% YoY

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

EBITDA margin for Q4FY22 stood at **13%**,

EBITDA margin for FY22 stood at **15%**,

DEBT TO EQUITY Ratio maintained at **0,28x**

INTEREST Coverage ratio as of FY22 improved to **18.2x** from 15.8x of FY21



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



Shareholding

% Holding	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22
Promoters	45.85%	45.85%	45.85%	45.85%	48.36%
Non-Institutions	51.28%	48.97%	48.52%	48.47%	46.04%
Institutions	2.87%	5.18%	5.63%	5.68%	5.60%
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



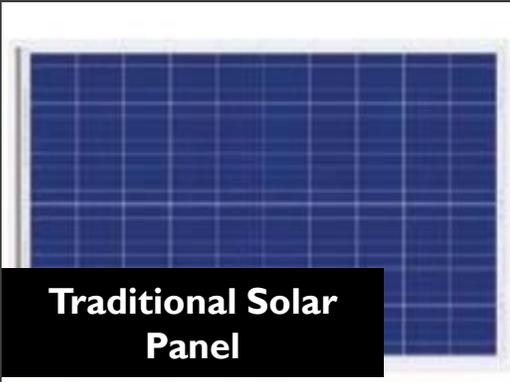
A brainchild of Mr Vamsi Gaddam, ATUM is the much-needed solution in renewable energy space that is both, a roof and solar panel, designed to meet consistent energy demands in a sustainable manner. ATUM is an integrated solar roof and an alternative to the conventional retrofit solar systems. This innovation 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

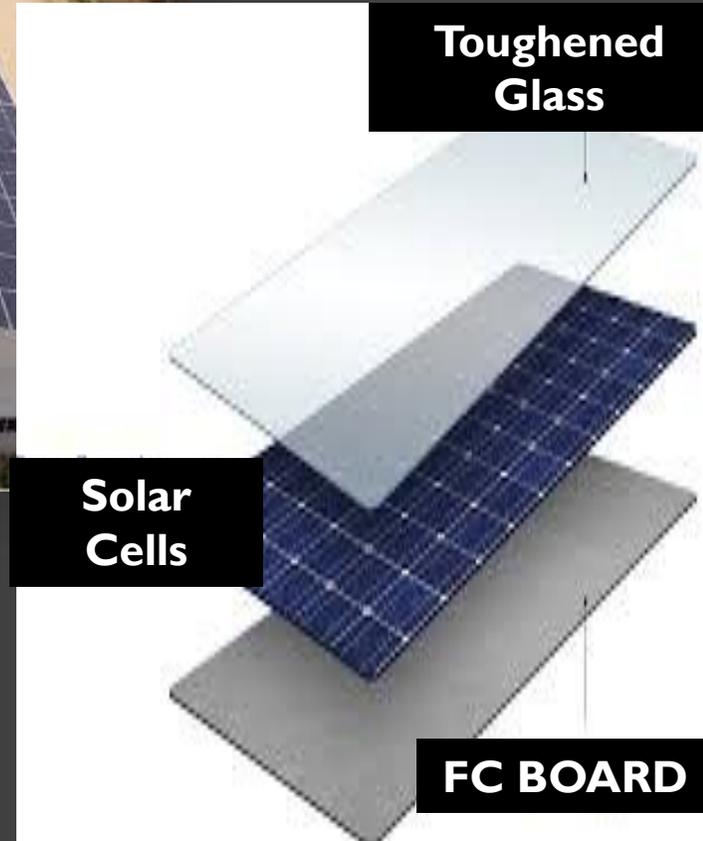
Traditional Solar Roof



Traditional Solar Panel



Integrated ATUM Solar Roof



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



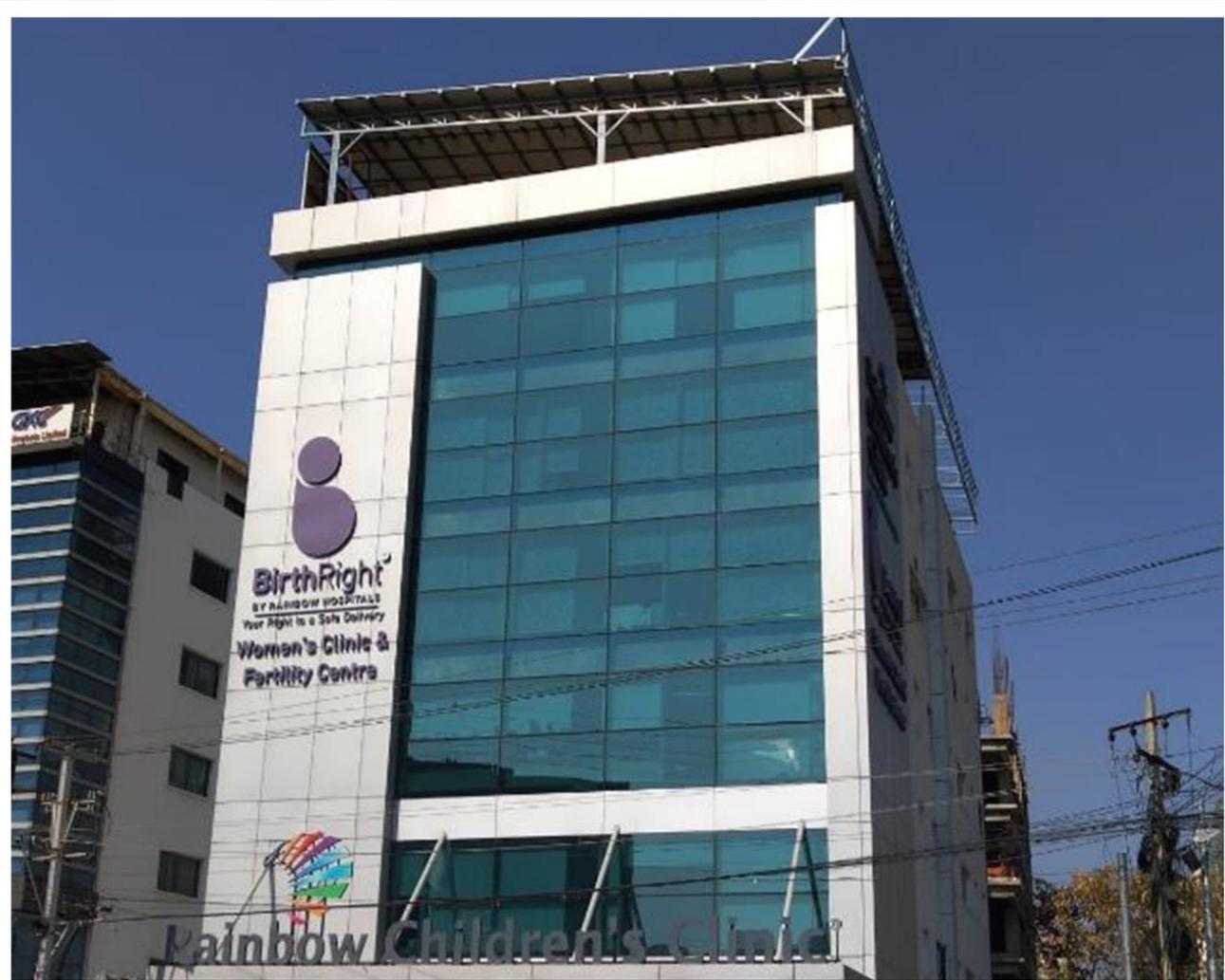
HIMALAYAN INSTITUTE OF ALTERNATIVES, LADAKH

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



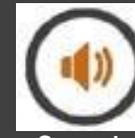
Fire
resistant



Water
resistant



Excellent
Workability
like wood



Sound
Insulation



Highly flexible
material



Low thermal
conductivity

Shelves



Wardrobes

*Kitchen
Cabinets*

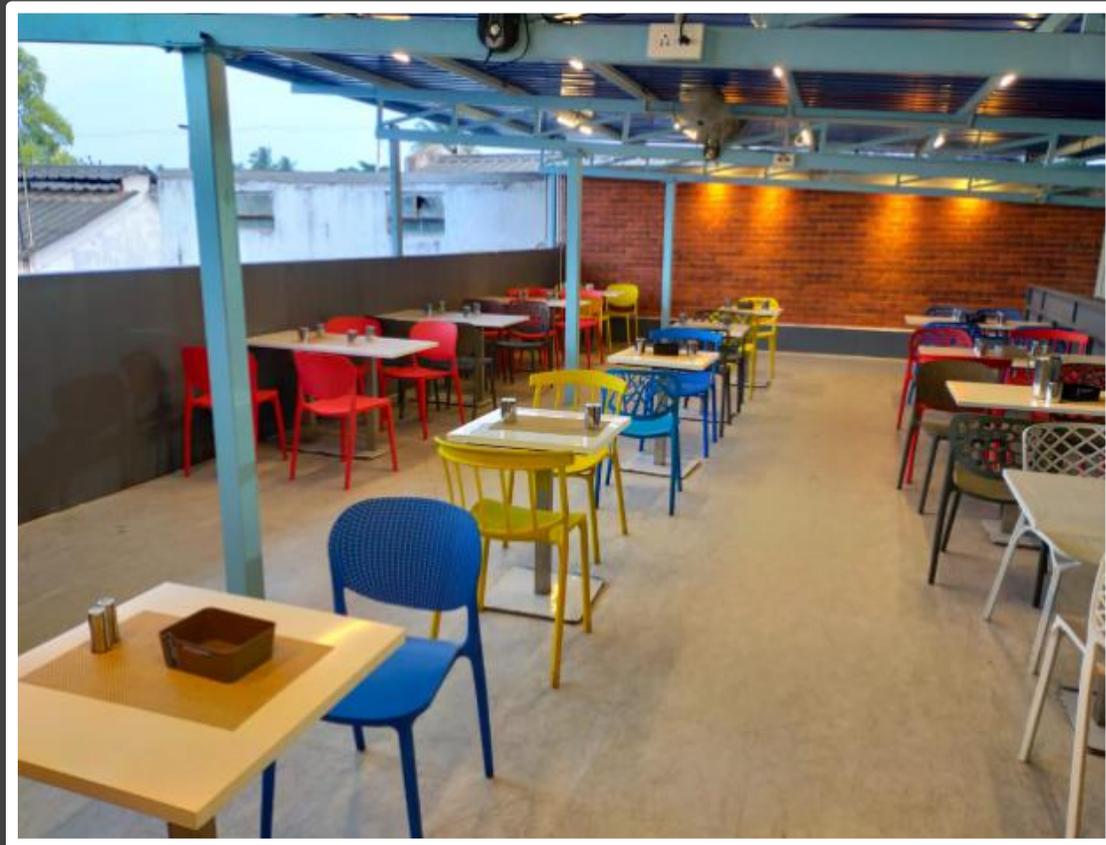
Sound Insulated Walls in Theatres



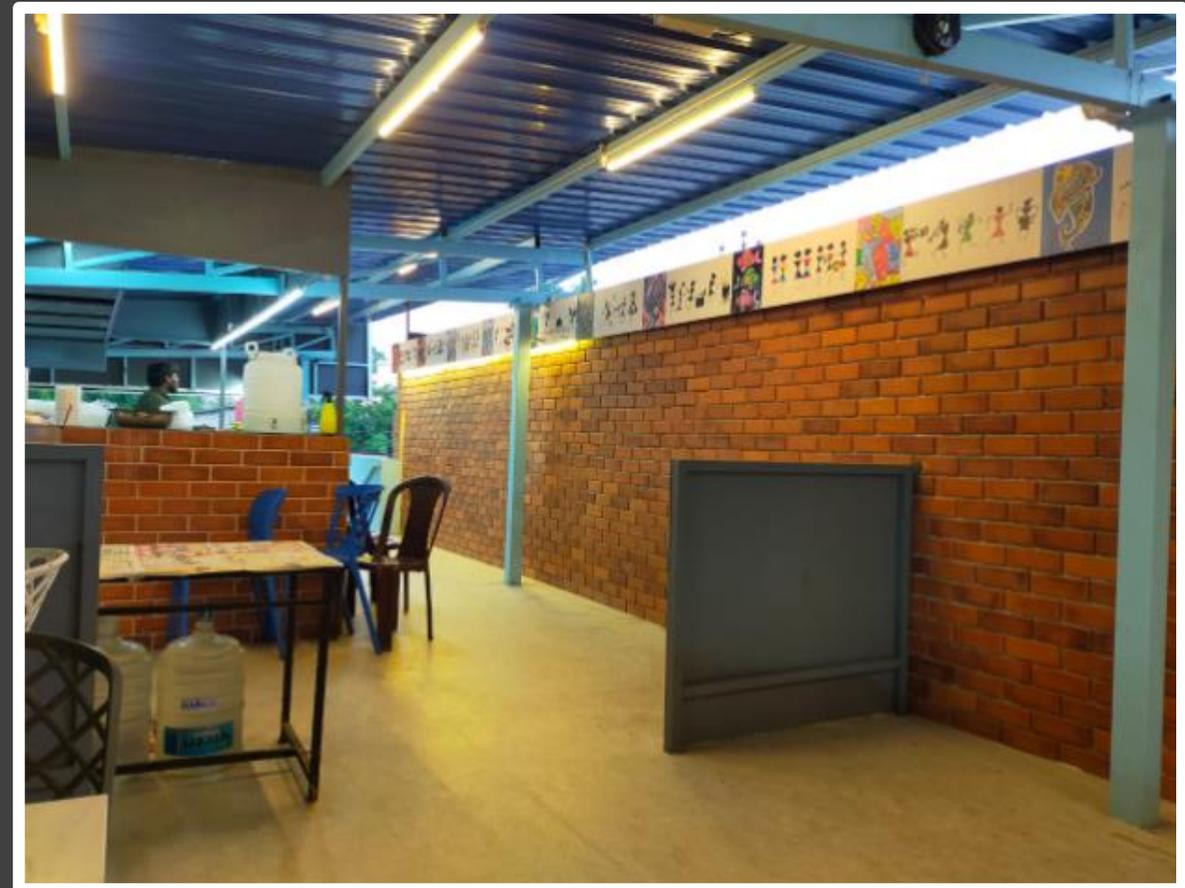
Cabins/Partitions in Industries







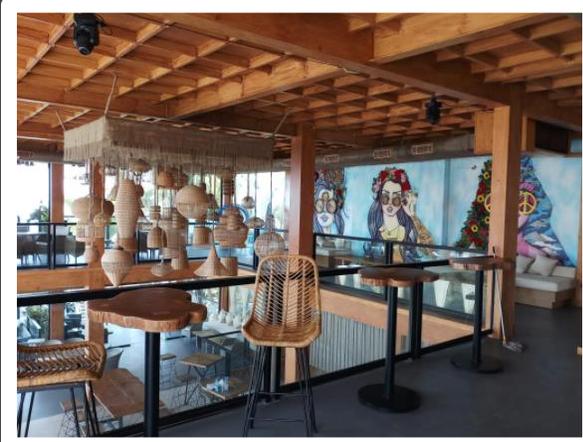
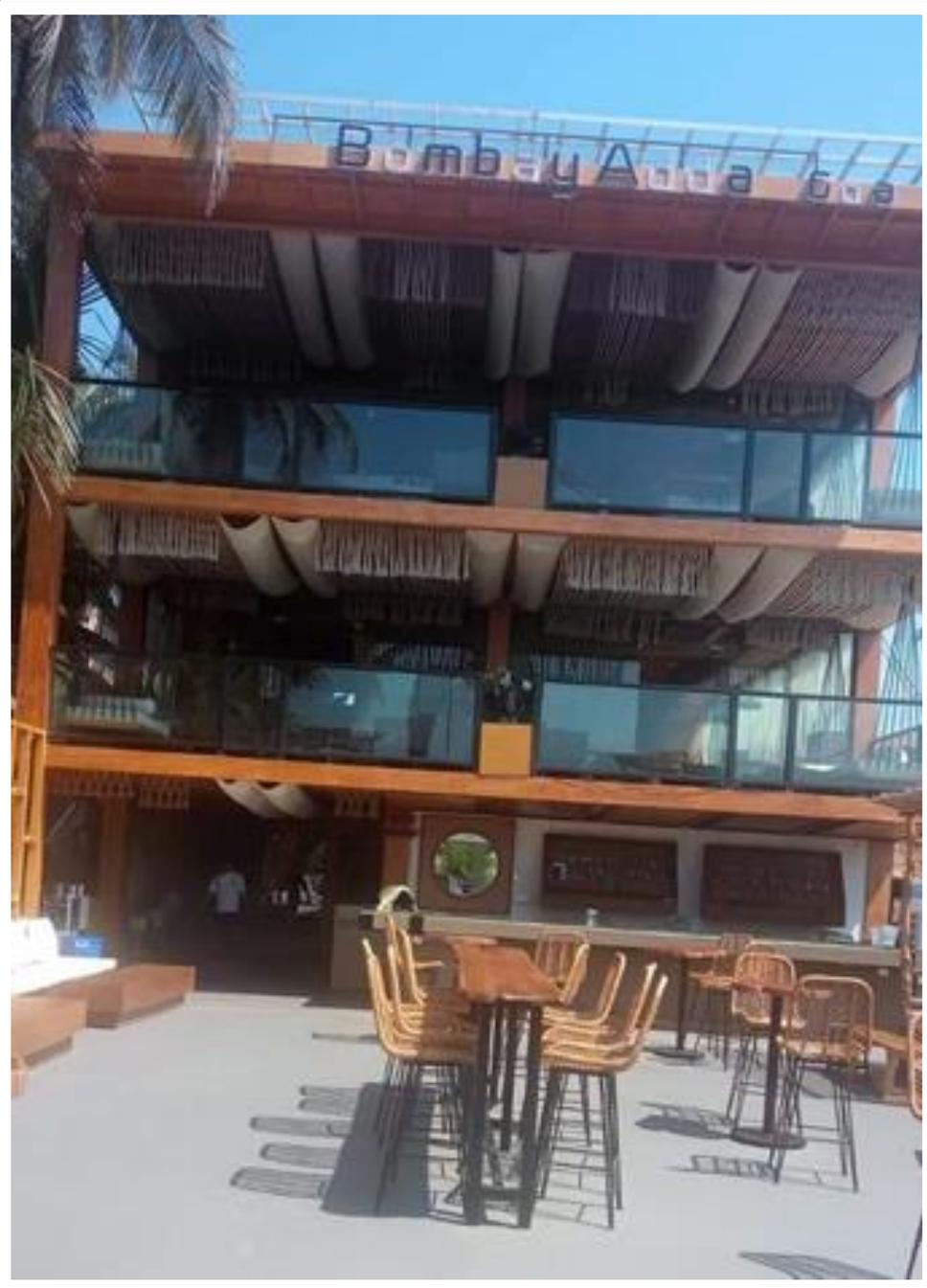
Mezzanine flooring done with V Next Boards



Back lining done with V Next Boards



Hotel Project in Mangalore,
Using 20 mm V - Next
Board and 75 mm V - Panel.



G+2 Hostel Kolkatta, ISB&M



*G+1 floor
LGSF house*





ELEVATION CLADDING

*Adithya
Belmont
Greene villas*



Roof Underlay



Cladding



T-grid False Ceilings



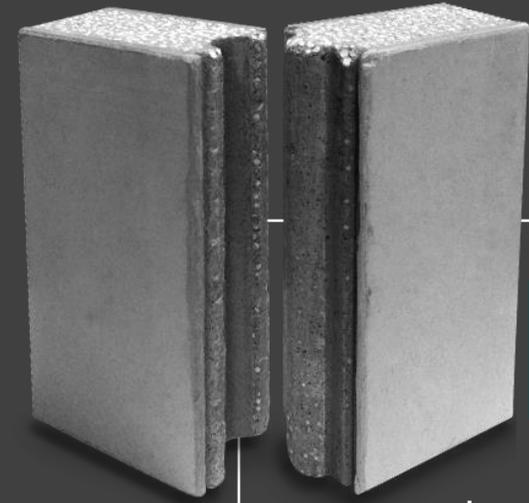
*Duct covering and
Planks*





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

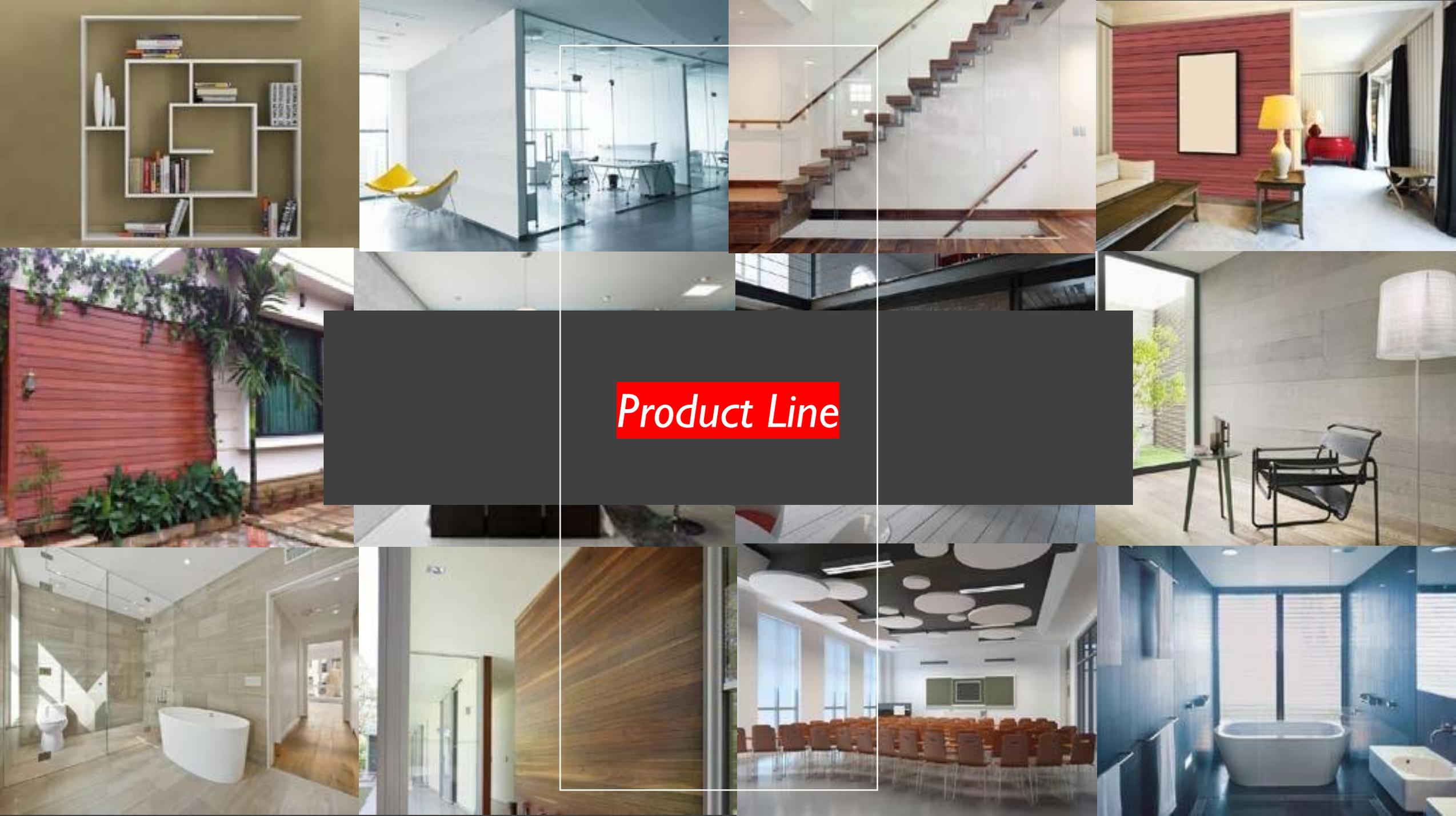


Vplanks

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	Q4FY21	Q3FY22	Q4FY22
Installed Capacity in MT	189750	239750	189750	189750	239750
Capacity Utilisation %	71%	76%	97%	100%	90%

Sales Growth	FY21	FY22	Q4FY21	Q3FY22	Q4FY22
Sales (Rs Cr.)	203	287	68	77	85

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	Q4FY21	Q3FY22	Q4FY22
MTS Machines	41	41	41	41	41
Spinning Positions	2752	2752	2752	2752	2752

Sales Growth	FY21	FY22	Q4FY21	Q3FY22	Q4FY22
Sales (Rs Cr.)	137	248	54	85	83

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	FY21	FY22	Q4FY21	Q3FY22	Q4FY22
Installed Capacity in MT	802000	802000	802000	802000	802000
Capacity Utilisation %	89%	96%	106%	87%	112%

Sales Growth	FY21	FY22	Q4FY21	Q3FY22	Q4FY22
Sales (Rs Cr.)	791	854	227	186	243

2021-22
will
witness the
launch of
promising
brands



Solar powered
Electric Vehicle charging
stations



A retail outlet offering fully
sustainable, green products

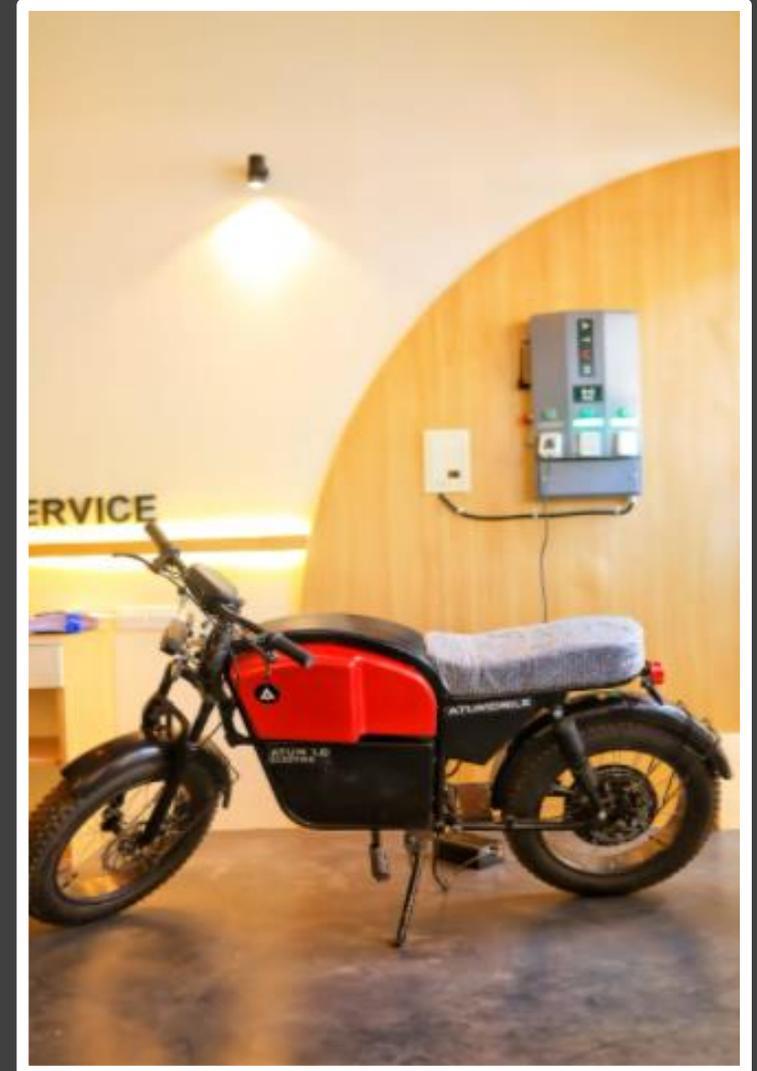


Offers services to handle
turnkey building projects



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 – MALAD (Mumbai)



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

A T U M
CHARGE

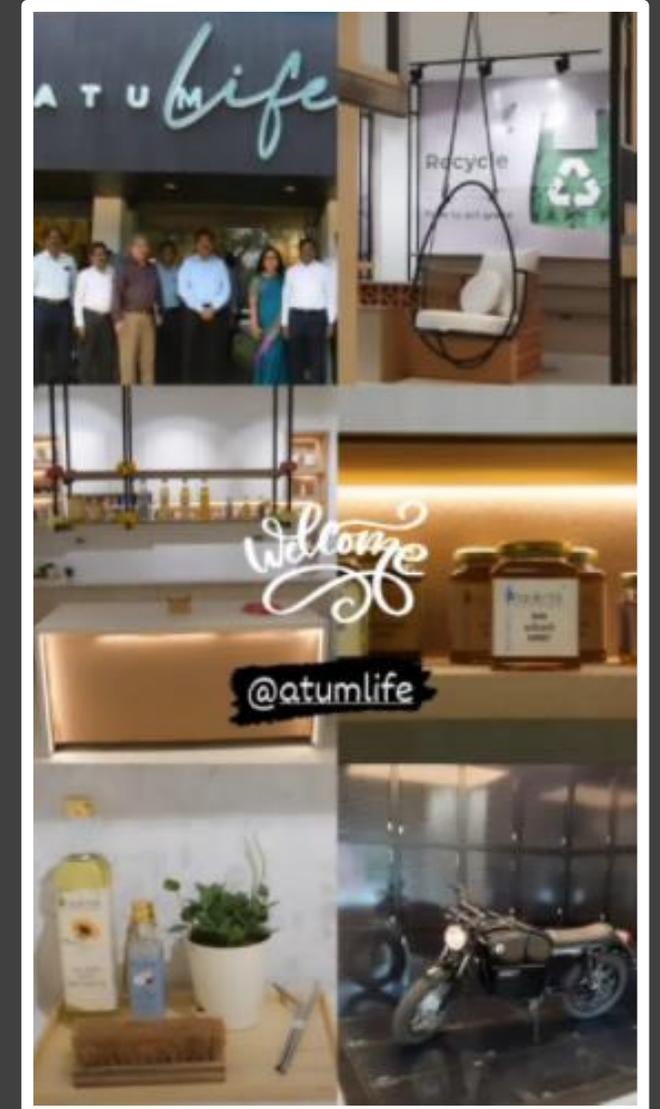
251 charging stations already opened

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



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.

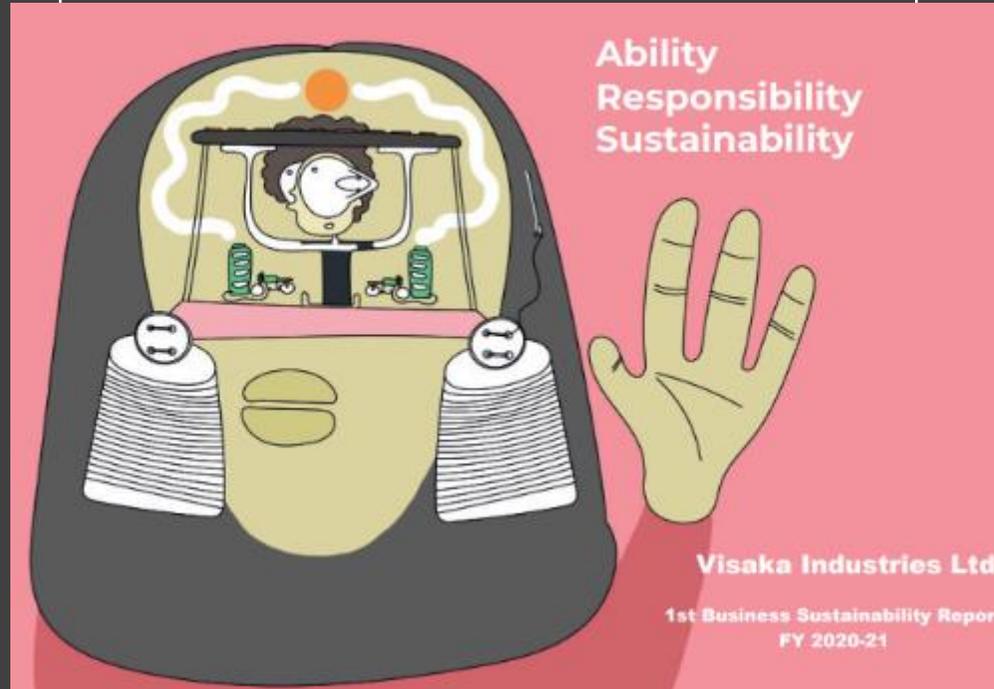
Sustainability in business is more an opportunity than a threat – Joseph Halt



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](#)

04

*Performance
Highlights-
Standalone*

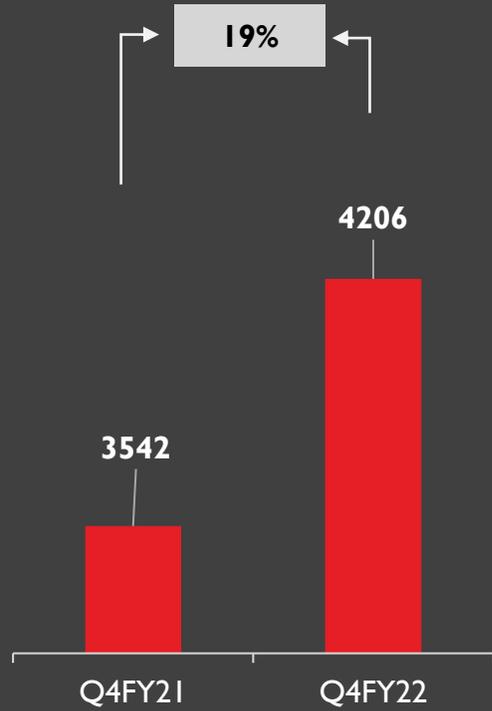


Result Snapshot

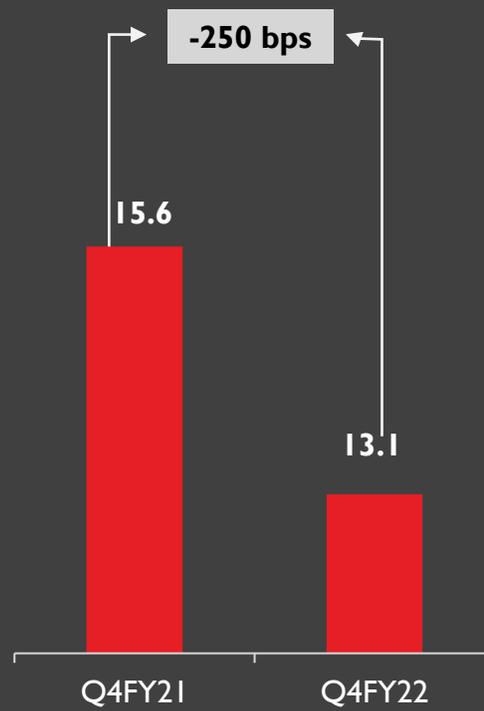
	<u>Q4FY22</u>	<u>Q4FY21</u>	Change	<u>Q3FY22</u>	Change	FY22	FY21	Change
Building Products - Sales MT	276805	258555	7.1%	258555	7.1%	947336	846534	11.9%
Spinning - Sales Mt	3586	3586	0.0%	3586	0.0%	10774	7172	50.2%
Segment Mix Rs.Millions								
Building Products	3381	3000	12.7%	2689	25.8%	11,675	10,096	15.6%
Spinning	825	541	52.4%	849	-2.9%	2,483	1,366	81.7%
Income from Operations	4,206	3,542	18.8%	3,538	18.9%	14,158	11,462	23.5%
Direct Costs	2,125	1,642	29.4%	1,790	18.7%	6,709	5,240	28.0%
Employee Expenses	331	325	1.8%	323	2.3%	1,322	1,201	10.1%
Other Expenses	1,225	1,047	17.0%	1,013	21.0%	4,126	3,086	33.7%
Total Operating Expenses	3,681	3,013	22.1%	3,127	17.7%	12,157	9,527	27.6%
EBITDA	526	528	-0.5%	412	27.6%	2,001	1,935	3.4%
D& A	106	100	5.9%	89	19.4%	376	400	-5.9%
EBIT	419	428	-2.0%	323	29.9%	1,624	1,535	5.8%
Interest Expenses	34	31	8.8%	24	39.1%	116	128	-9.8%
Other Income	27	24	9.8%	31	-14.1%	99	86	15.2%
Profit Before Tax	412	421	-2.1%	329	25.1%	1,608	1,493	7.7%
Provision for Tax	111	112	-1.1%	89		422	386	
Profit After Tax	301	309	-2.4%	240	25.4%	1,185	1,106	7.1%

Quarterly Financial Highlights

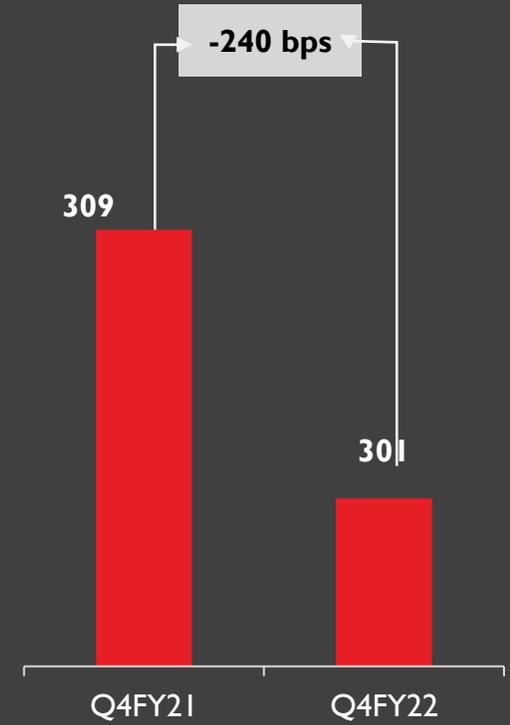
Operating Revenue (₹ mn)



EBITDA (%)

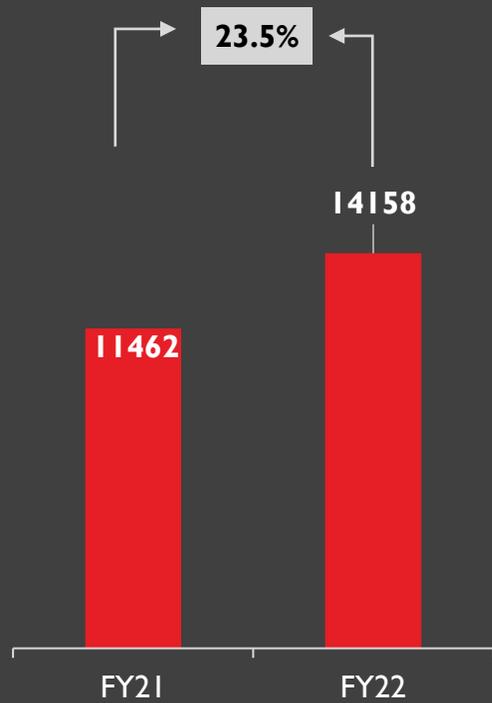


PAT (₹ mn)

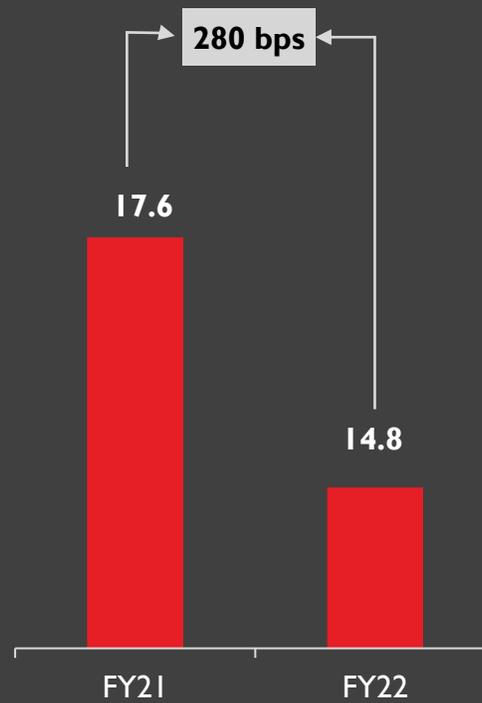


Yearly Financial Highlights

Operating Revenue (₹ mn)



EBITDA (%)

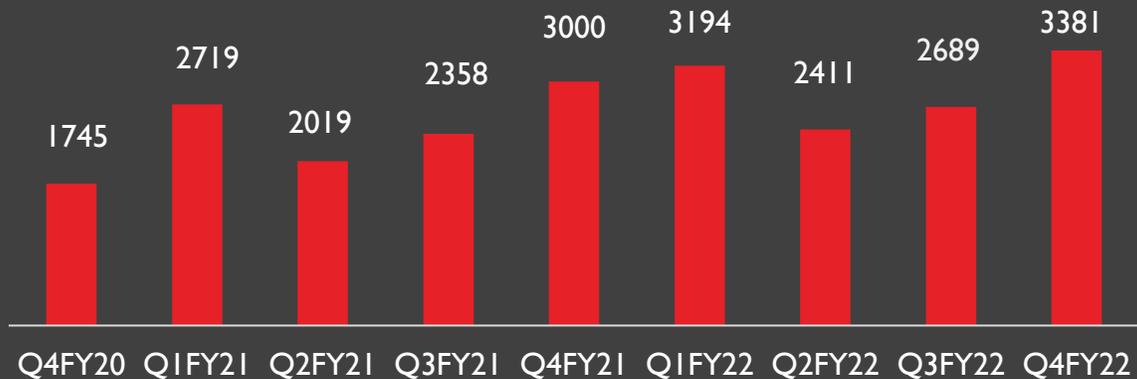


PAT (₹ mn)

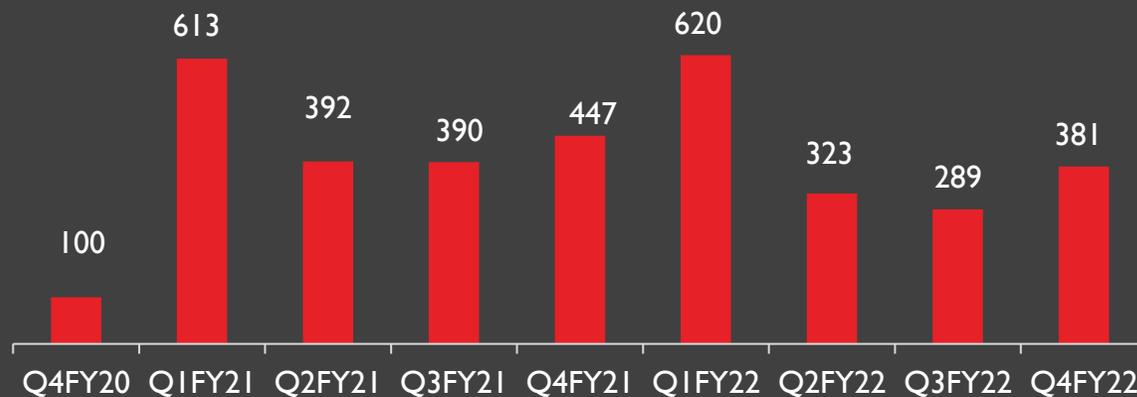


Quarterly Segment Mix

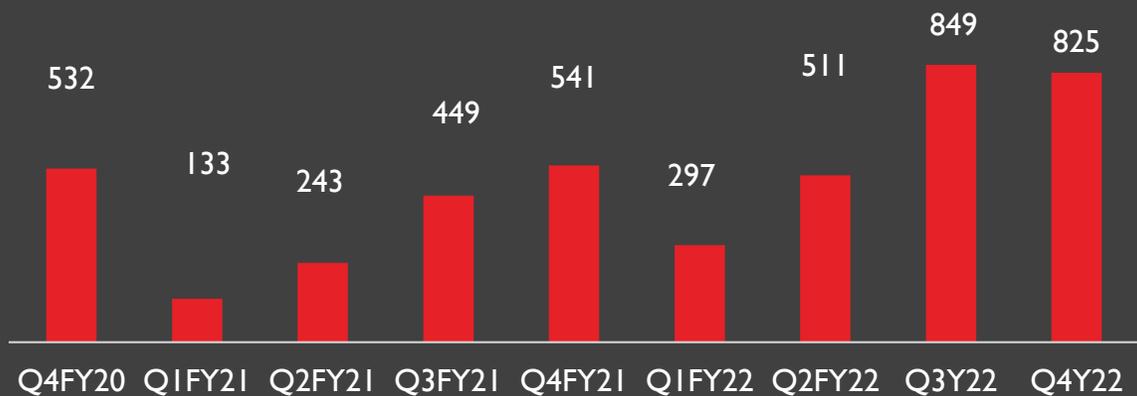
Building Product Revenues (₹ mn)



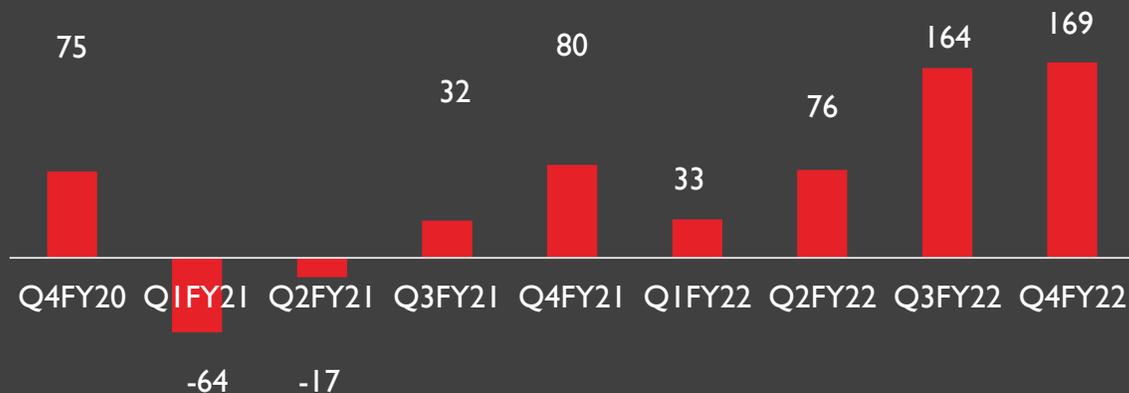
Building EBIT (₹ mn)



Synthetic Revenues (₹ mn)

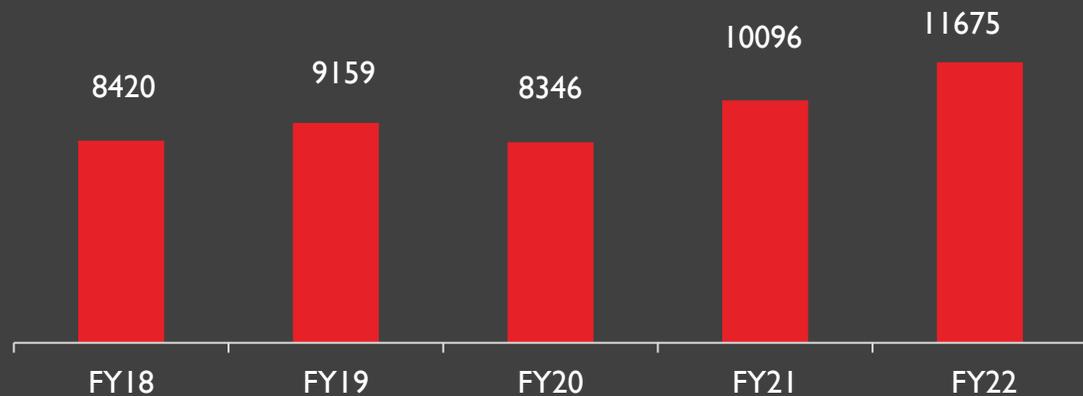


Synthetic EBIT (₹ mn)

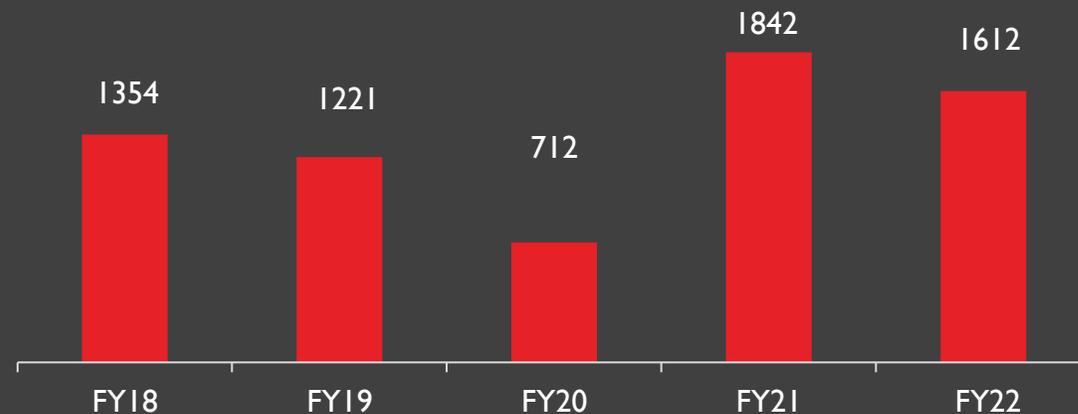


Yearly Segment Mix

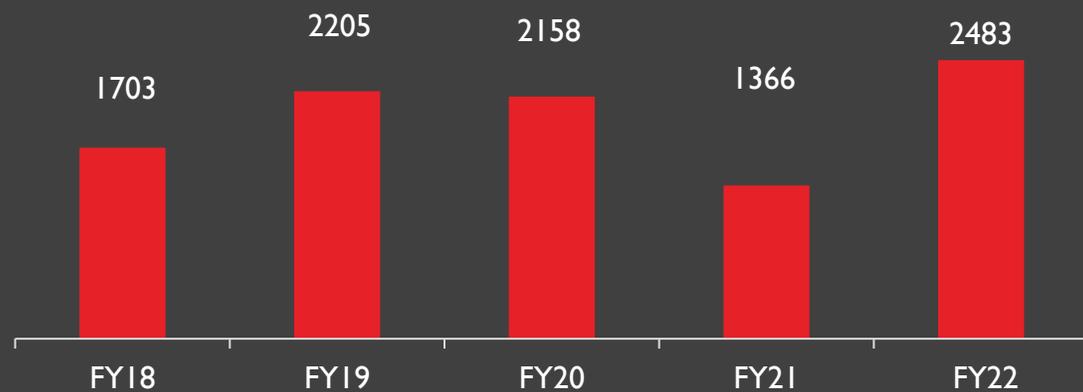
Building Product Revenues (₹ mn)



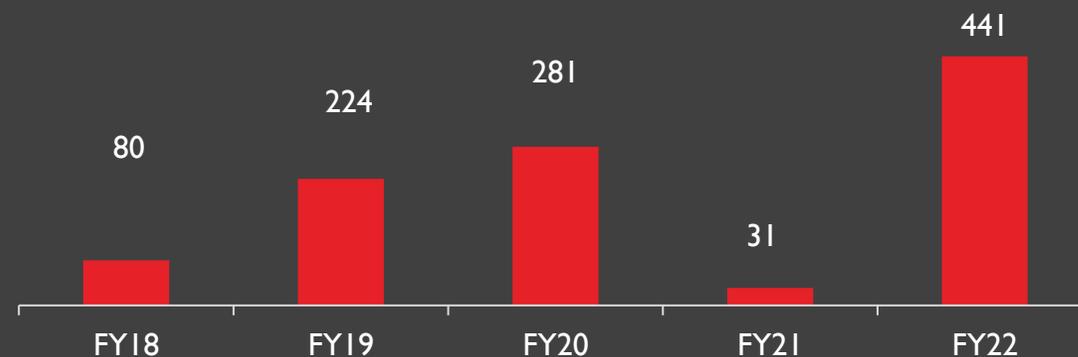
Building EBIT (₹ mn)



Synthetic Revenues (₹ mn)

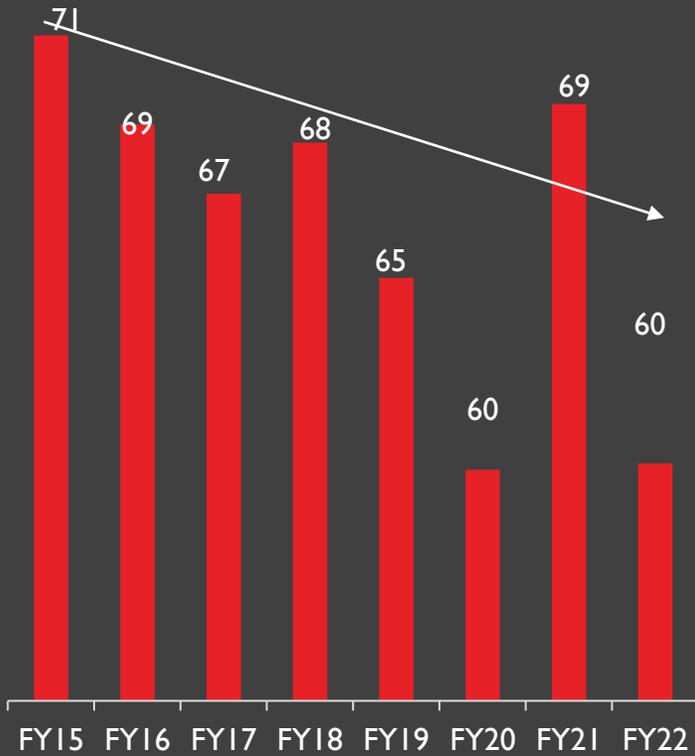


Synthetic EBIT (₹ mn)



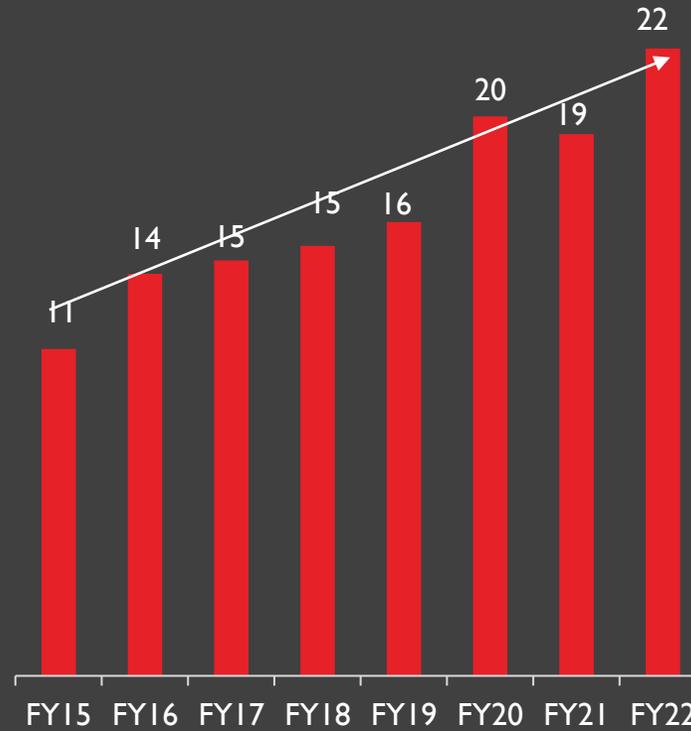
Product Revenues Mix

Cement Asbestos (%)



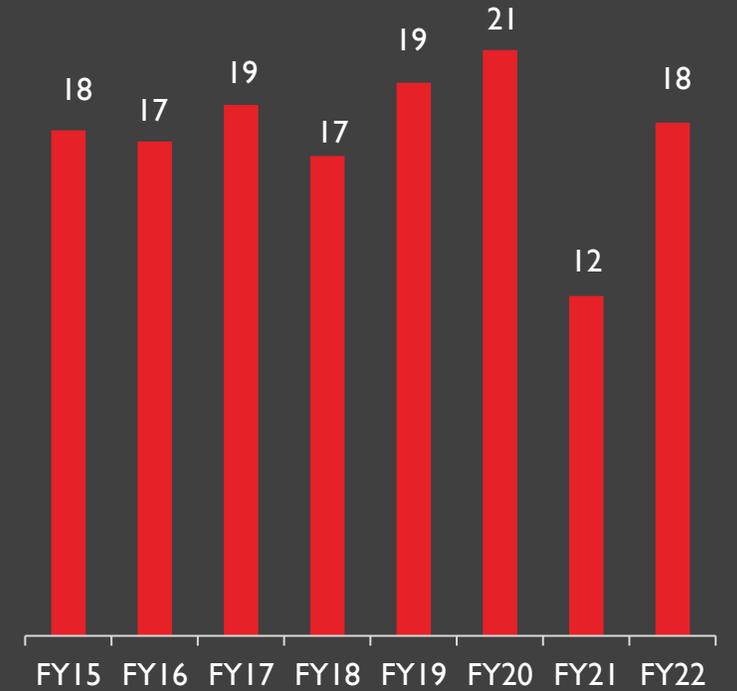
Revenue share dip with lower demand off-take

Fibre Board & Panels (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)	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22
<u>Segmental revenues</u>									
Building Products	1,745.2	2,718.9	2,019.0	2,357.8	3,000.0	3,193.8	2,411.1	2,688.8	3,381.4
Synthetic Yarn	531.9	133.0	242.8	449.1	541.5	296.9	511.5	849.5	825.0
<u>Segmental Profits</u>									
Building Products	100.1	612.7	392.1	390.2	447.2	620.1	323.1	287.8	380.6
Synthetic Yarn	74.6	-64.4	-16.8	32.1	80.3	33.0	75.8	163.5	168.8
<u>Segmental EBIT margins</u>									
Building Products	5.7%	22.5%	19.4%	16.6%	14.9%	19.4%	13.4%	10.7%	11.3%
Synthetic Yarn	14.0%	-48.4%	-6.9%	7.1%	14.8%	11.1%	14.8%	19.2%	20.5%
<u>Installed capacity in MT</u>									
Building Products	9,81,750	9,81,750	9,91,750	9,91,750	9,91,750	9,91,750	9,91,750	10,41,750	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	176885	149488	214468	219795	263872	261593	232038	230598	262181
ATUM (Solar Panels) - KW	446	443	771	877	608	1365	1243	1664	5050
Synthetic Yarn	2629	830	1464	2040	2489	2666	2587	2611	2593
<u>Sales in MT</u>									
Building Products	160938	226492	163489	197998	258555	261044	187159	222329	276805
ATUM (Solar Panels) - KW	909	807	0	905	265	711	526	1365	2793
Synthetic Yarn	2838	737	1388	2429	2619	1437	2269	3586	3482
<u>Utilization (on sales)</u>									
Building Products	66%	92%	66%	80%	104%	105%	75%	85%	106%
ATUM			0%	12%	4%	9%	7%	18%	37%
Synthetic Yarn	95%	25%	46%	81%	87%	48%	76%	120%	116%

Profit & Loss Statement Quarterly

Profit & Loss (INR mn)	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22
Income from Operations	2,277.1	2,851.9	2,261.8	2,806.9	3,541.5	3,490.6	2,922.6	3,538.3	4,206.3
Other Income	16.7	15.6	24.3	21.8	24.2	21.1	20.4	30.9	53.5
Total Income	2,293.7	2,867.5	2,286.1	2,828.7	3,565.7	3,511.7	2,943.0	3,569.2	4,259.9
Operating Expenses	2,072.2	2,269.0	1,856.0	2,388.9	3,013.4	2,841.4	2,508.6	3,126.6	3,707.8
EBITDA	221.6	598.4	430.2	439.8	552.3	670.3	434.4	442.6	552.1
Margin %	9.7	21.0	19.0	15.7	15.6	19.2	14.9	12.5	13.1
Depreciation	99.4	98.0	100.4	101.1	100.5	90.7	90.1	89.1	106.3
EBIT	122.2	500.4	329.8	338.7	451.8	579.6	344.4	353.6	445.8
Margin %	5.4	17.5	14.6	12.1	12.8	16.6	11.8	10.0	10.6
Financial Charges	46.7	39.4	30.2	27.4	31.1	33.2	24.2	24.4	33.9
Interest %	2.0	1.4	1.3	1.0	0.9	1.0	0.8	0.7	0.8
PBT	75.5	461.0	299.6	311.3	420.7	546.4	320.2	329.2	411.9
Margin %	3.3	16.2	13.2	11.1	11.9	15.7	11.0	9.3	9.8
Tax	6.9	116.8	76.6	80.9	111.9	140.6	82.3	88.9	110.7
PAT	68.6	344.2	223.0	230.4	308.8	405.8	237.9	240.3	301.2
Margin %	3.0	12.1	9.9	8.2	8.7	11.6	8.1	6.8	7.2
EPS - Basic	4.3	21.7	13.9	14.2	18.7	24.6	14.4	14.6	17.6
Diluted			13.8	13.9	18.4	23.9	14.0	14.2	17.5

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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