



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: VIL/SEC/ST-EX/Presentation/2021-22/33

Date: 11.11.2021

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 12.11.2021

Ref: VIL/SEC/ST-EX/Con-Call/2021-22/32 Dated 10.11.2021

Dear Sir/s,

Further to our letter referred above, in connection with the earnings con-call scheduled on November 12, 2021, please find enclosed herewith presentation covering highlights of audited financial results of the company for the quarter ended September 30, 2021.

This is for your information and records please.

Thanking you,

Yours faithfully,

for **VISAKA INDUSTRIES LIMITED**

M.Muralidhar

Company Secretary and Chief Management Accountant



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, Kempnaddodderi 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.



*Quarter Two
FY2021-22*

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.

This Information Package is distributed by Visaka Industries Ltd. on a strictly confidential basis for information only. This Information Package should not be disclosed, reproduced or used in whole or in part for any purpose whatsoever or furnished to any other persons without the express prior written permission of Visaka Industries Ltd. This Information Package is distributed by Visaka Industries Ltd. upon the express understanding that no information herein contained has been independently verified. Further, no representation or warranty expressed or implied is made nor is any responsibility of any kind accepted with respect to the completeness or accuracy of any information. Also, no representation or warranty, express or implied, is made that such information remains unchanged in any respect as of any date or dates after those stated herein with respect to matters concerning any statement made in this Information Package. This Information Package contains several forward-looking statements, there is no express or implied warranty that such forward looking statements would materialize or that Visaka Industries Ltd would achieve the same, wholly or in part or at all. All forward looking statements are subject to changes and modifications (including the risk of discontinuation) based on several factors, both internal and external. No duty is owed to any person to update, from the date hereof, as regards any

changes or modifications (including discontinuance) in forward looking statements in this Information Package. Certain visual representations of properties under construction/ yet to be constructed herein are merely artists' impressions. We cannot assure that the completed projects would resemble the artists' impression. The charts and maps herein are merely indicative of what they depict and may not necessarily be proportionate or to scale. Visaka Industries Ltd and its directors, employees, agents and consultants shall have no liability (including liability to any person by reason of negligence or negligent misstatement) for any statements, opinions, information or matters (express or implied), forward looking statements arising out of, contained in or derived from, or for any omissions from the Information Package. All recipients of the Information Package should make their own independent evaluations and should conduct their own investigation and analysis and should check the accuracy, reliability and completeness of the Information and obtain independent and specific advice from appropriate professional advisers, as they deem necessary. Where this Information Package summarizes the provisions of any other document, that summary should not be relied upon, and the relevant documentation must be referred to for its full effect.

Table of Contents

01

KEY HIGHLIGHTS

02

**CORPORATE
OVERVIEW**

03

SUSTAINABILITY

04

**PERFORMANCE
HIGHLIGHTS -
STANDALONE**

05

**FINANCIAL
HIGHLIGHTS**

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

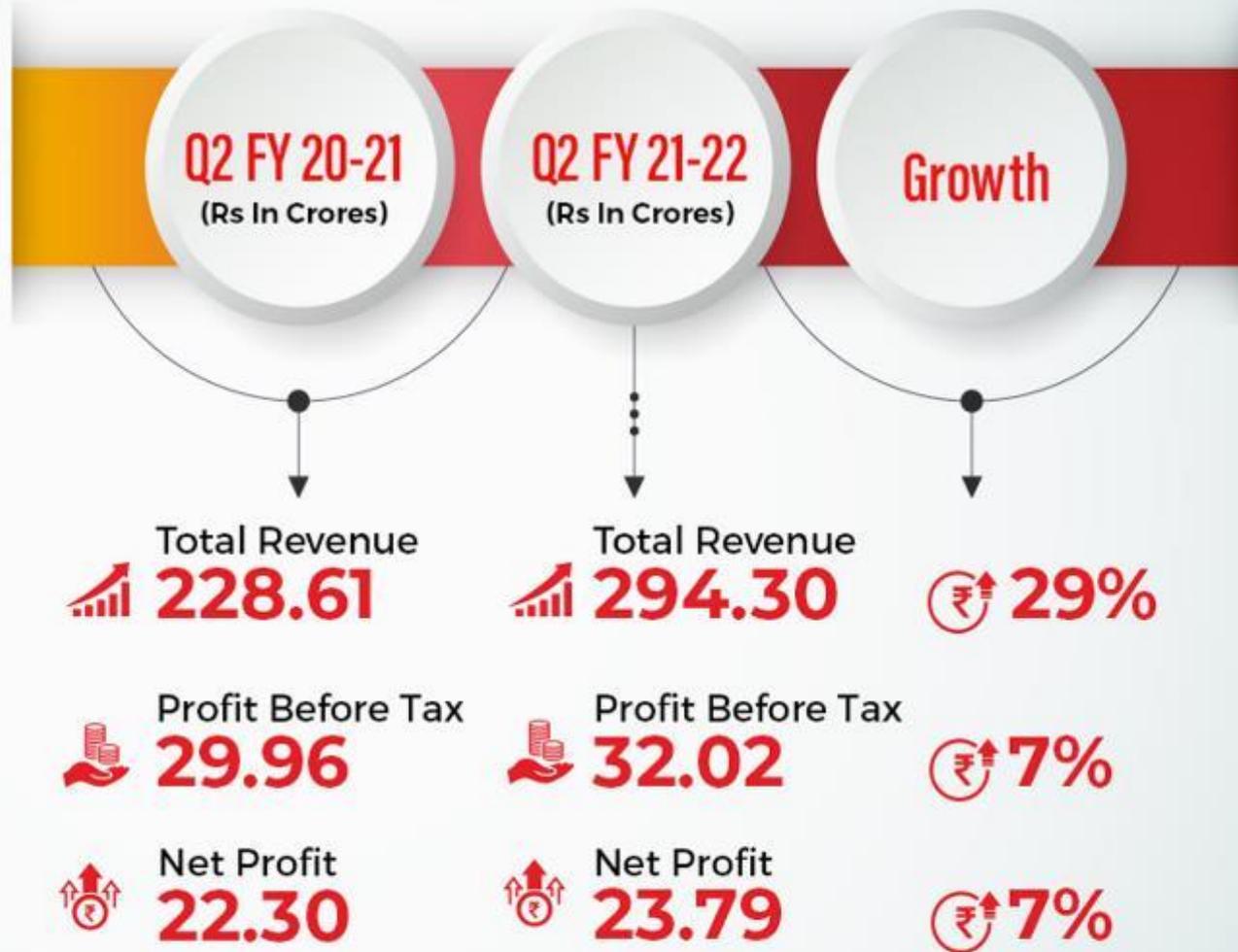
Highlights



Visaka Industries Limited Q2 2021-2022 Highlights

We're very happy to
announce our Q2 Results!

*We'd like to thank the entire Visaka
family for their hard-work, this quarter.*



Key Highlights for Q2FY22

REVENUES for Q2FY22 **Rs. 2923 Mn**, up 29% YoY

REVENUES for H1FY22 **Rs. 6413 Mn**, up 25% YoY

EBITDA margin for Q2FY22 stood at **15%**, down 400 bps YoY

EBITDA margin for H1FY22 stood at **17.2%**, down 300 bps YoY

DEBT TO EQUITY Ratio maintained at **0.25x**

INTEREST Coverage ratio as of Q2FY22 improved to **19.3x** from **15.8x** of FY21

Management Commentary

- Launched Electric Vehicles charging stations at 11 locations pan-country.
- Robust performance in V-next board segment, as indicated and guided in previous quarters, hope to improve further
- Inflation has been prevalent but seems transitional and has affected the margins.
- The building material segment revenues saw increase of 19% as compared Q2FY21
- The Yarn segment has picked up well and revenues have reached pre-covid levels and we expect do better for the next part of the year



02

Corporate

Overview

At a glance

Growing strong since past 40 years

13 Manufacturing Plants

4000+ Employees

1150 + crore turnover

Public listed company



Shareholding

% Holding	Sep-20	Dec-20	Mar-21	Jun-21	Sep-21
Promoters	44.50%	45.85%	45.85%	45.85%	45.85%
Non-Institutions	54.18%	52.81%	51.28%	48.97%	48.52%
Institutions	1.32%	1.34%	2.87%	5.18%	5.63%
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





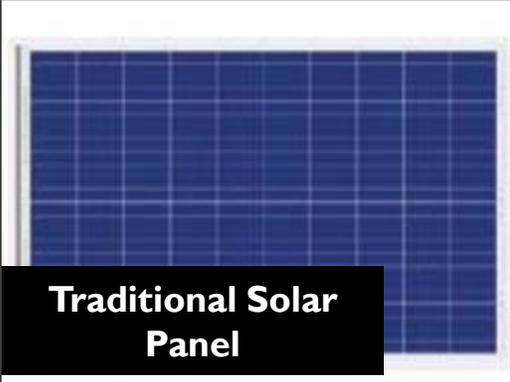
A T U M
VISAKA

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

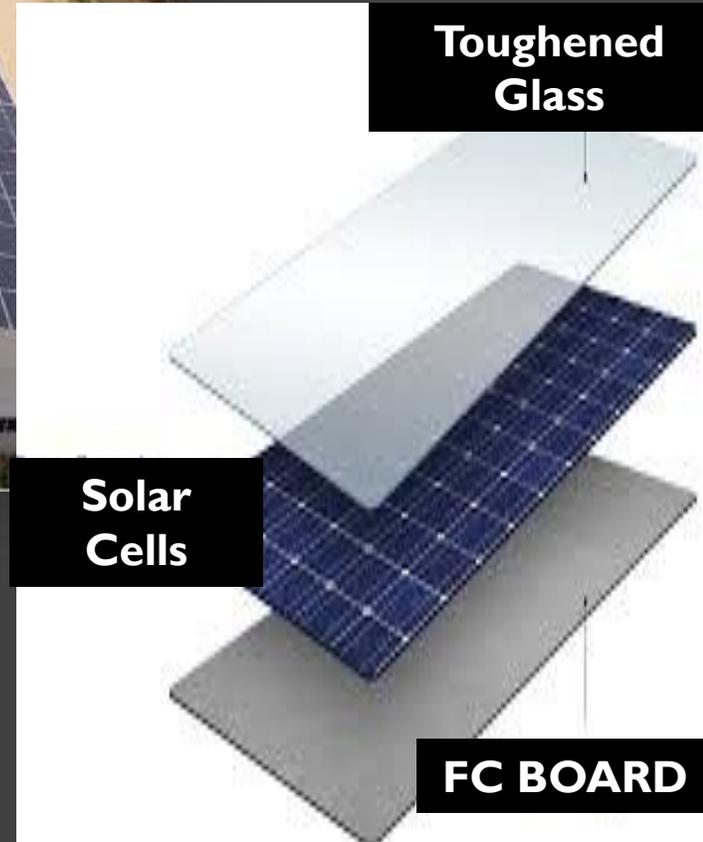
Traditional Solar Roof



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 200kmph 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



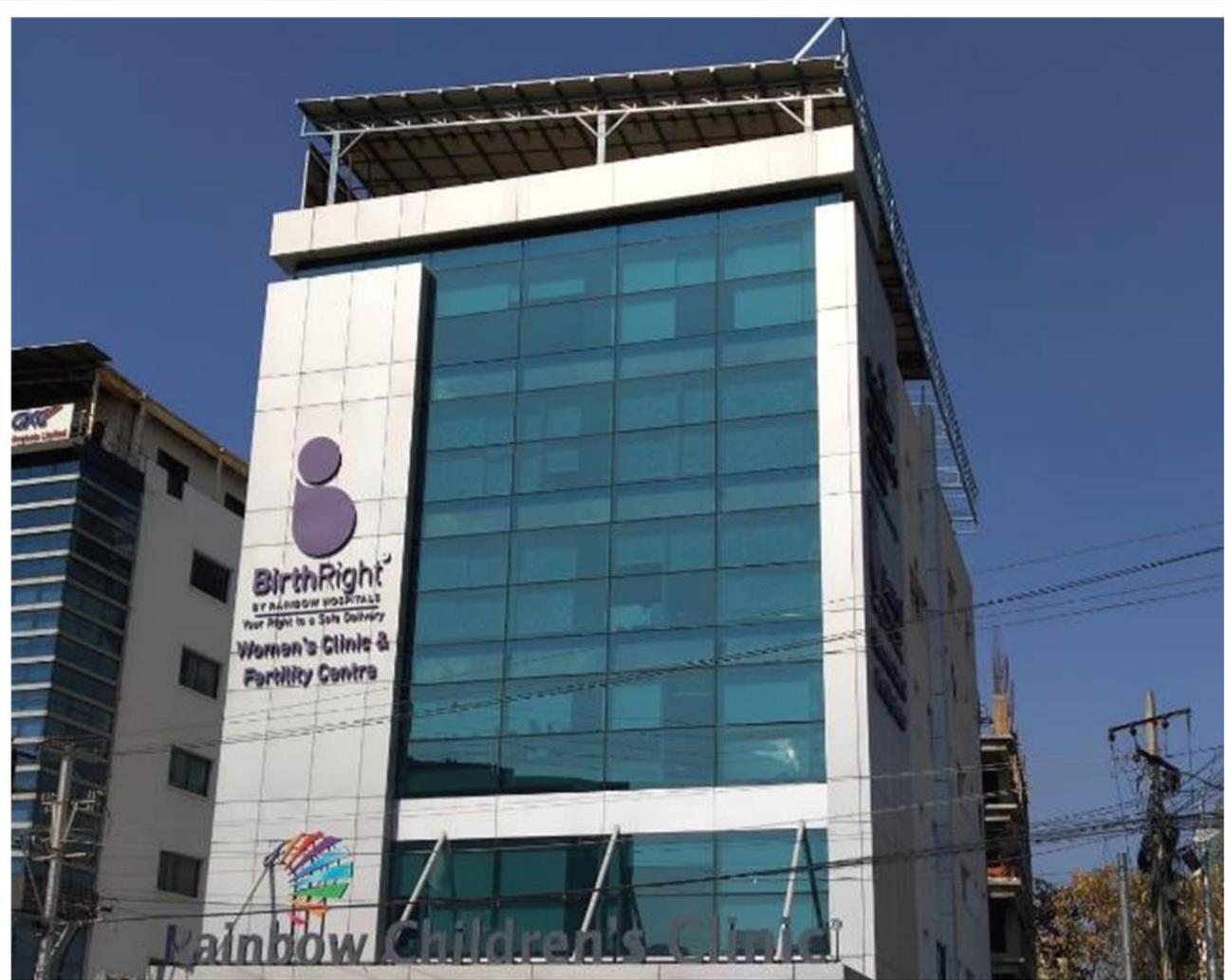
Innovator Sonam Wangchuk and Indian Army

- 5kW Roof and Mud Walls
- Being tested for superior thermal insulation in Ladakh
- Energy Savings from thermal Insulation



35kW-Yoga Training Center

- Mumbai, Virar
- D Atlantis Resort
- Gives 3500 Sft floor area.
- Equivalent to planting 700 trees



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

Srinithi Foods



215kW- Food Processing Unit

- Located in Chennai
- 13000 Sft Roofing
- Saves 1000 units per day
- Equivalent to planting 4000 trees



Entire Home Paid Back in 6 years

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





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



Wardrobes

Shelves



Kitchen Cabinets

Sound Insulated Walls in Theatres



Cabins/Partitions in Industries





G+2 Hostel Kolkatta, ISB&M



G+1 floor LGSF house



Roof Underlay



Cladding



T-grid False Ceilings



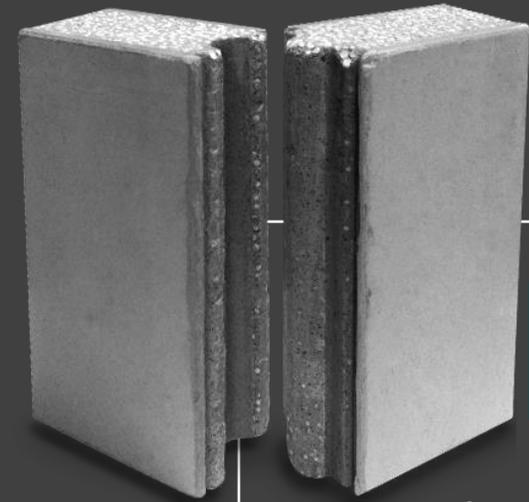
*Duct covering and
Planks*





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

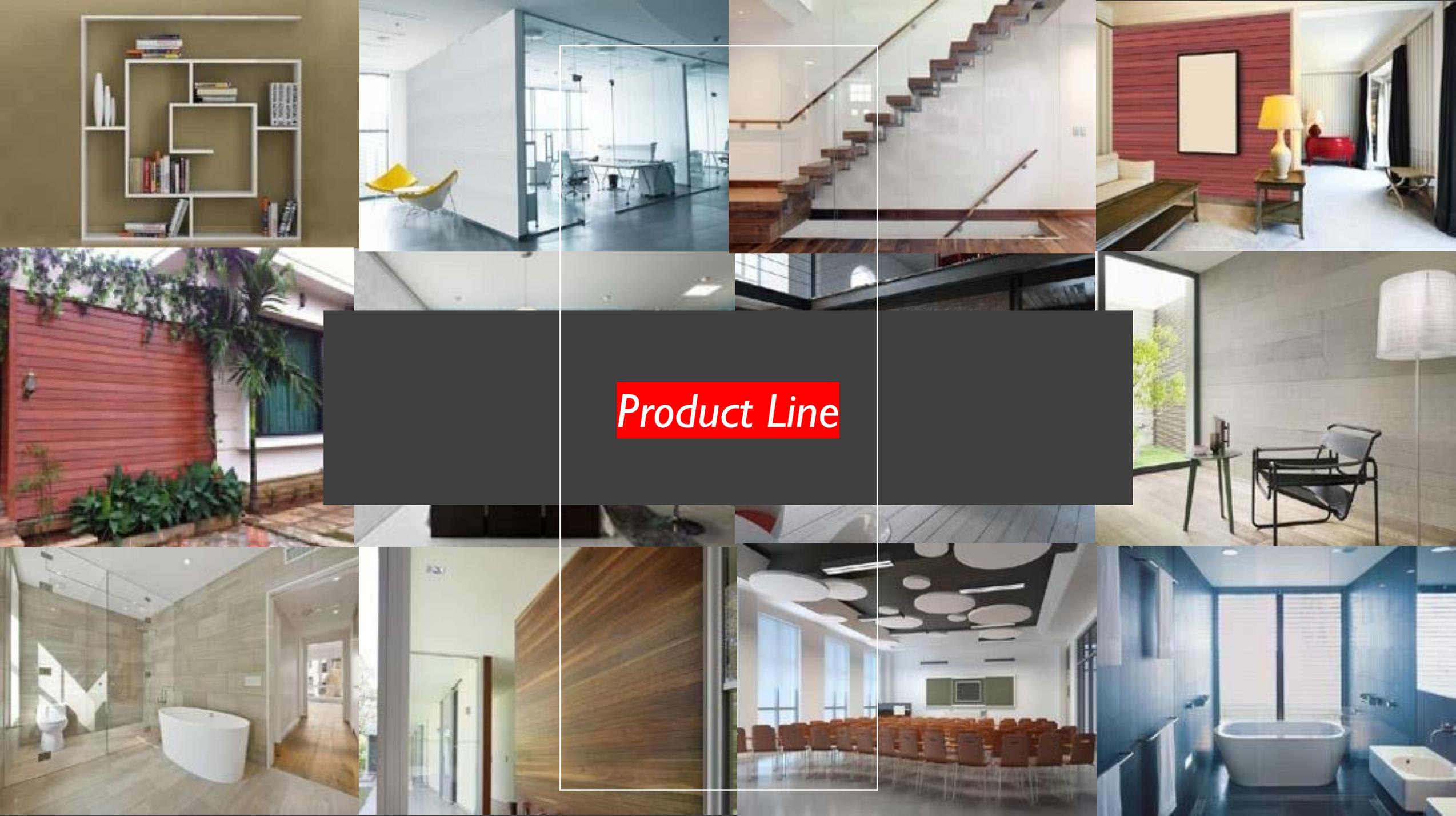


Vplanks

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	FY20	FY21	Q2FY21	Q1FY22	Q2FY22
Installed Capacity in MT	129750	189750	189750	189750	189750
Capacity Utilisation %	76%	71%	70%	74%	94%

Sales Growth	FY20	FY21	Q2FY21	Q1FY22	Q2FY22
Sales (Rs Cr.)	196	203	51	55	70

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	FY20	FY21	Q2FY21	Q1FY22	Q2FY22
MTS Machines	41	41	41	41	41
Spinning Positions	2752	2752	2752	2752	2752

Sales Growth	FY20	FY21	Q2FY21	Q1FY22	Q2FY22
Sales (Rs Cr.)	215	135	24	30	51

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	FY20	FY21	Q2FY21	Q1FY22	Q2FY22
Installed Capacity in MT	802000	802000	802000	802000	802000
Capacity Utilisation %	80%	89%	65%	113%	72%

Sales Growth	FY20	FY21	Q2FY21	Q1FY22	Q2FY22
Sales (Rs Cr.)	626	791	150	257	167

2021-22
will
witness the
launch of
three
promising
brands



Solar powered
Electric Vehicle charging
stations

A retail outlet offering fully
sustainable, green products

Offers services to handle
turnkey building projects



OPPO F19
2021/10/12 17:50



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

A T U M
CHARGE

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

LOCATIONS:

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





ATUMLife is Visaka's chain of retail stores which will offer fully sustainable, eco-friendly, green products. A one-stop-shop for sustainable products, ATUM Life will deal with Vnext sustainable building material, ATUM solar roof, eco-friendly apparel made with sustainable yarn, organic detergents, sustainable consumables, electric vehicles and reusable kitchenware and cutlery. Visaka Industries Limited has plans to open 10 ATUMLife stores in major metros across India. Atum Life will store, sell and promote all products sustainable, making sustainable living accessible for everyone.



**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

ATUM

Telangana

Yarn

Maharashtra

Global Sales Presence



Exports to 30+ countries

7,000 + strong dealer network

03

Sustainability



Ability. Responsibility. Sustainability.

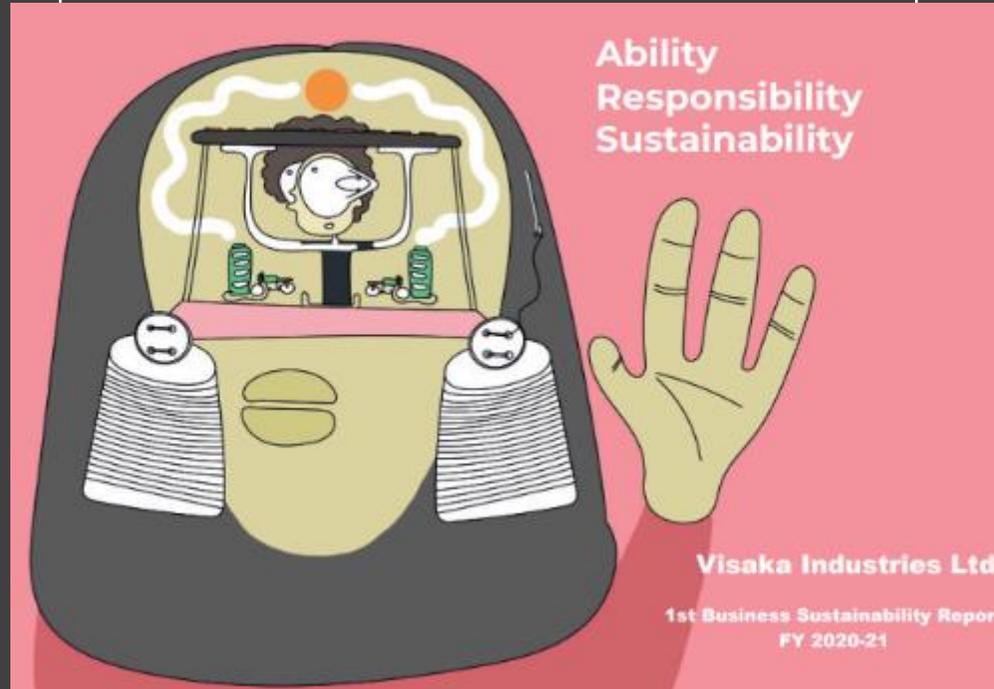
Sustainability in business is more an opportunity than a threat – Joseph Halt



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 right side of the image. The number '04' is prominently displayed in the lower-left quadrant.

04

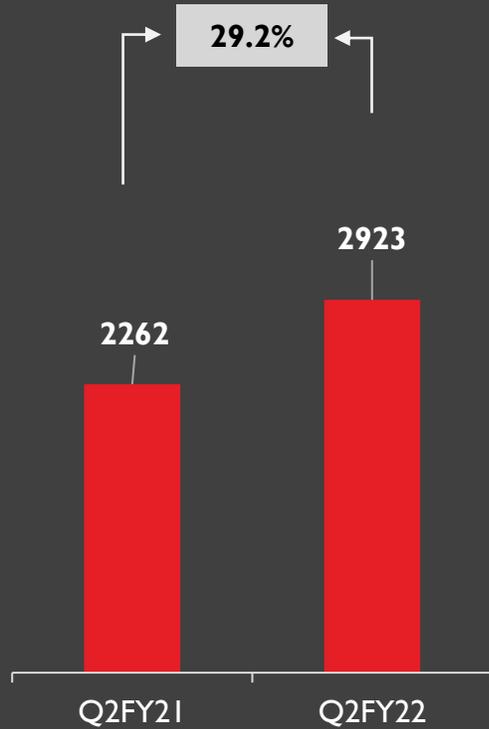
*Performance
Highlights-
Standalone*

Result Snapshot

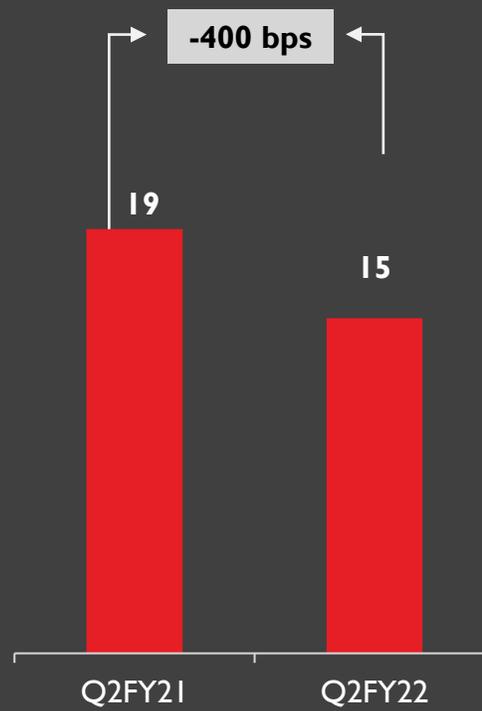
	<u>Q2FY22</u>	<u>Q2FY21</u>	<u>Change</u>	<u>Q1FY22</u>	<u>Change</u>	<u>H1FY22</u>	<u>H1FY21</u>	<u>Change</u>
Building Products - Sales MT	187144	163489	14.5%	261044	-28.3%	448188	389981	14.9%
Spinning - Sales Mt	2269	1388	63.5%	1437	57.9%	3707	2124	74.5%
Segment Mix Rs.Lacs								
Building Products	2411.09	2,019.04	19.4%	3193.75	-24.5%	5,605	4,738	18.3%
Spinning	511	243	110.6%	297	72.3%	808	376	115.1%
Income from Operations	2,923	2,262	29.2%	3,491	-16.3%	6,413	5,114	25.4%
Direct Costs	1,280	910	40.7%	1,513	-15.4%	2,794	2,297	21.7%
Employee Expenses	314	298	5.5%	354	-11.2%	668	591	13.1%
Other Expenses	914	648	41.0%	974	-6.2%	1,888	1,238	52.5%
Total Operating Expenses	2,509	1,856	35.2%	2,841	-11.7%	5,350	4,125	29.7%
EBITDA	414	406	2.0%	649	-36.2%	1,063	989	7.5%
D& A	90	101	-10.5%	91	-0.8%	181	198	-8.9%
EBIT	324	305	6.1%	559	-42.0%	882	790	11.7%
Interest Expenses	24	30	-20.0%	33	-27.2%	57	70	-18.0%
Other Income	20	24	-16.0%	21	-3.0%	41	40	4.1%
Profit Before Tax	320	299	7.0%	546	-41.4%	867	760	14.0%
Provision for Tax	82	77	7.5%	141		223	193	
Profit After Tax	238	223	6.8%	406	-41.4%	644	567	13.5%

Quarterly Financial Highlights

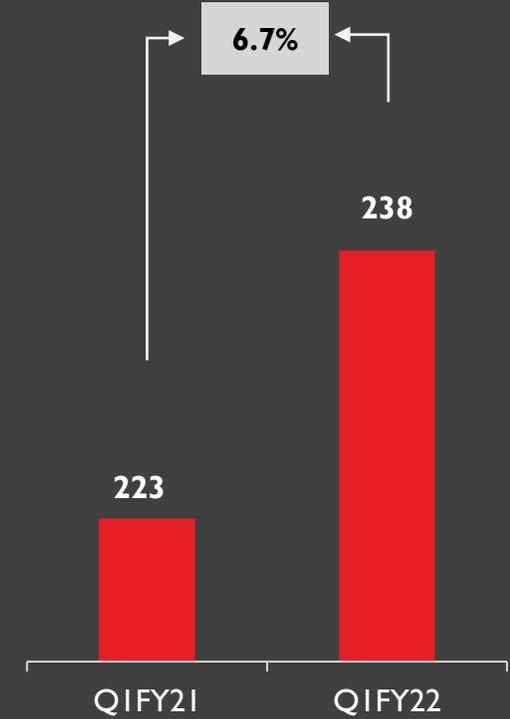
Operating Revenue (₹ mn)



EBITDA (%)

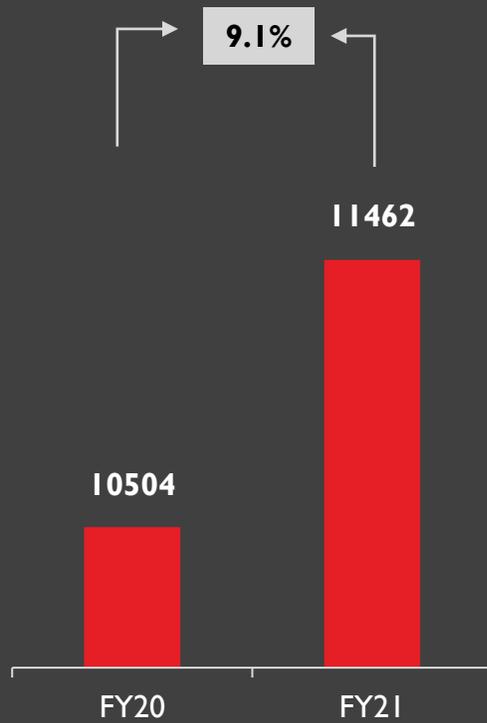


PAT (₹ mn)

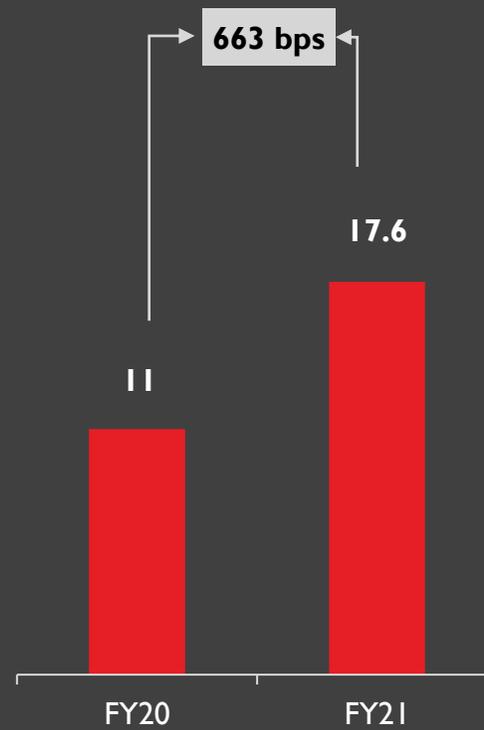


Yearly Financial Highlights

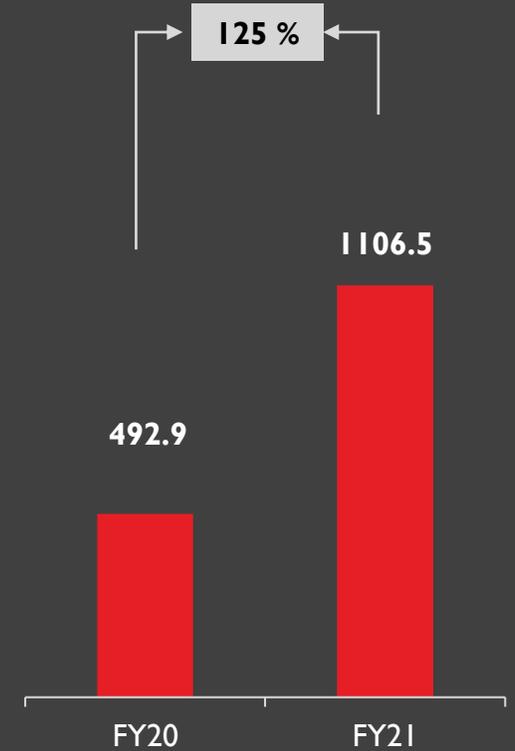
Operating Revenue (₹ mn)



EBITDA (%)

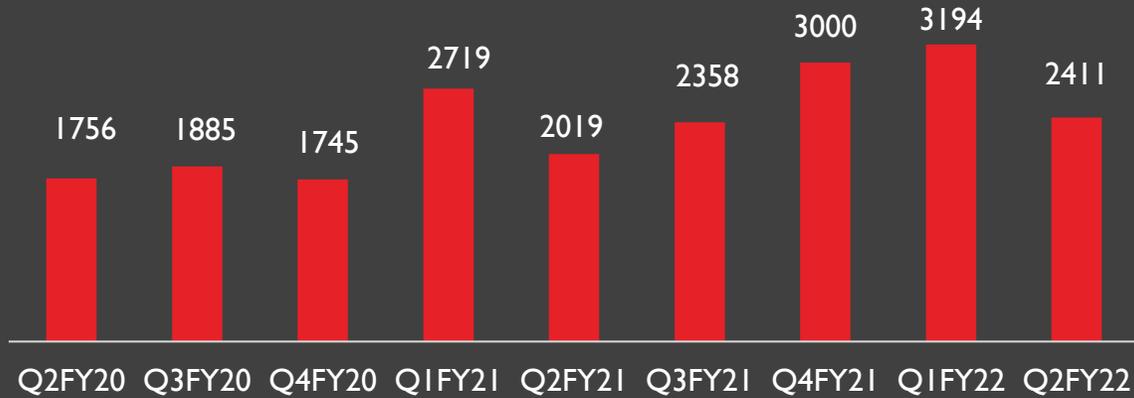


PAT (₹ mn)

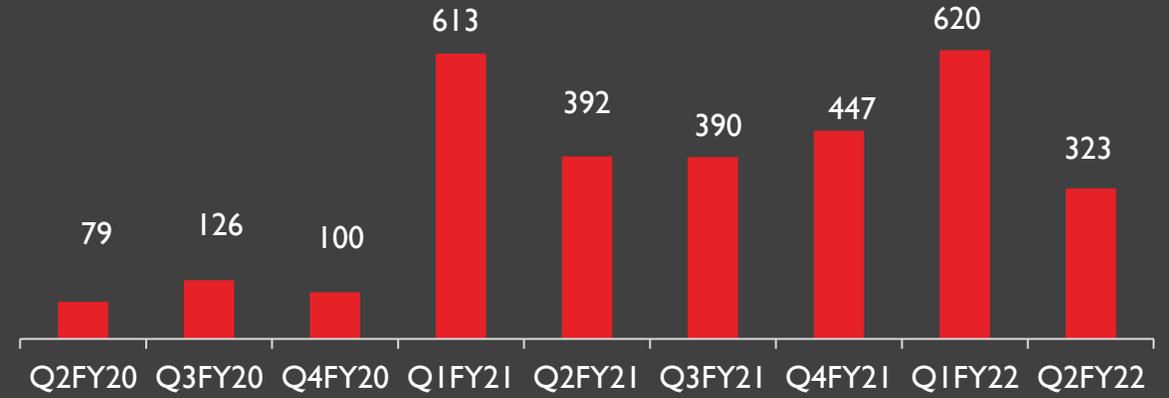


Quarterly Segment Mix

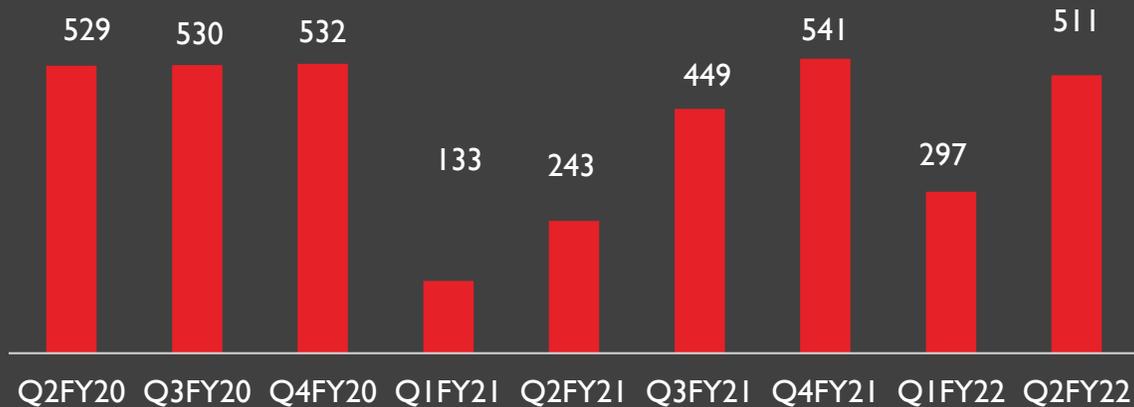
Building Product Revenues (₹ mn)



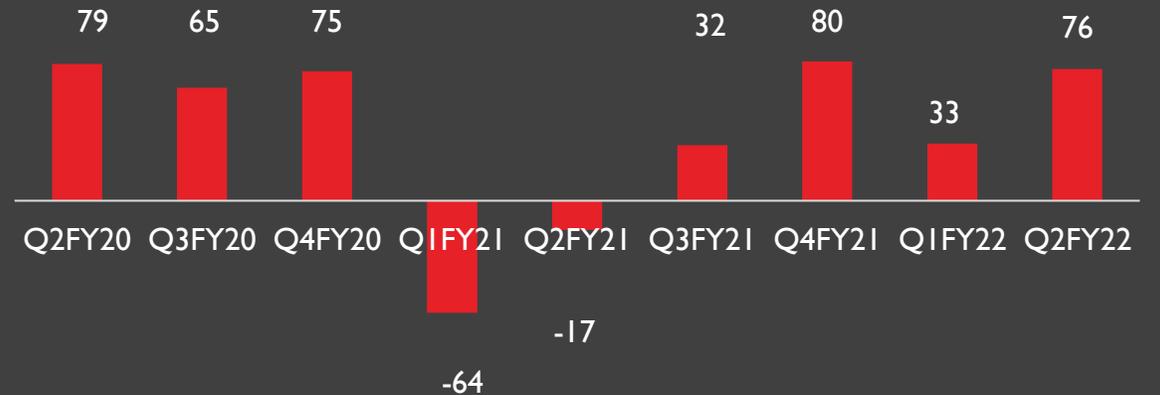
Building EBIT (₹ mn)



Synthetic Revenues (₹ mn)

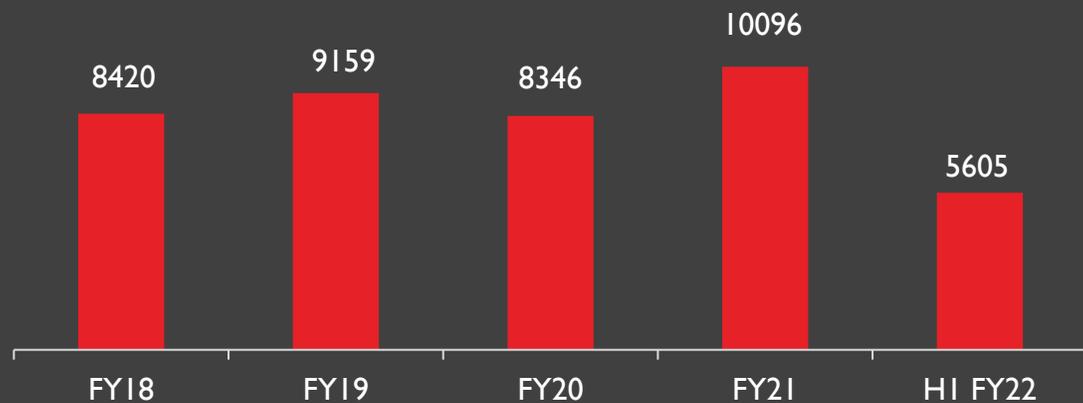


Synthetic EBIT (₹ mn)

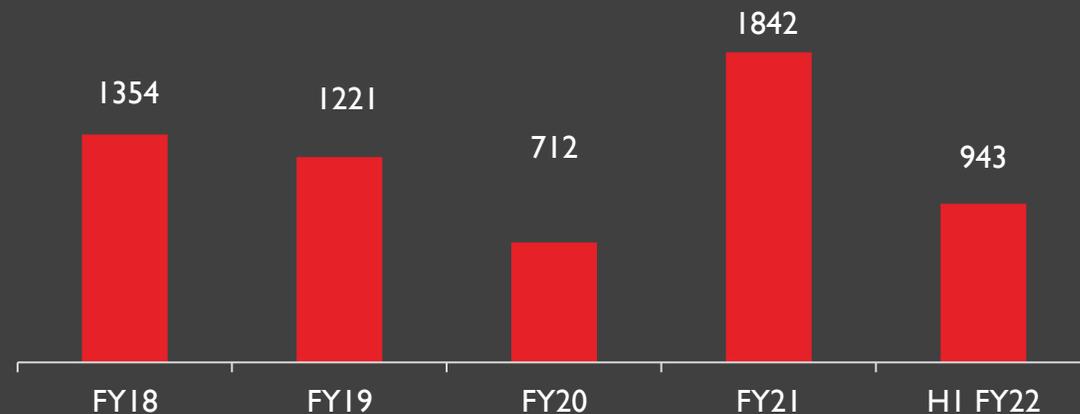


Yearly Segment Mix

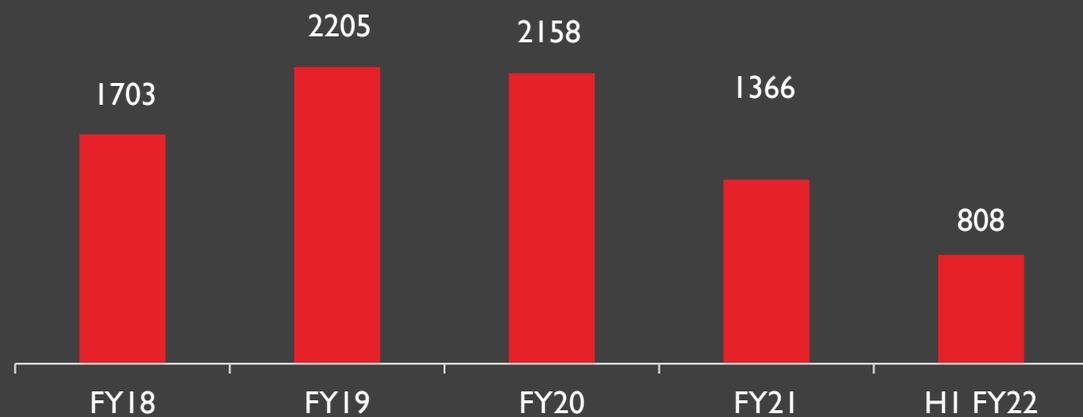
Building Product Revenues (₹ mn)



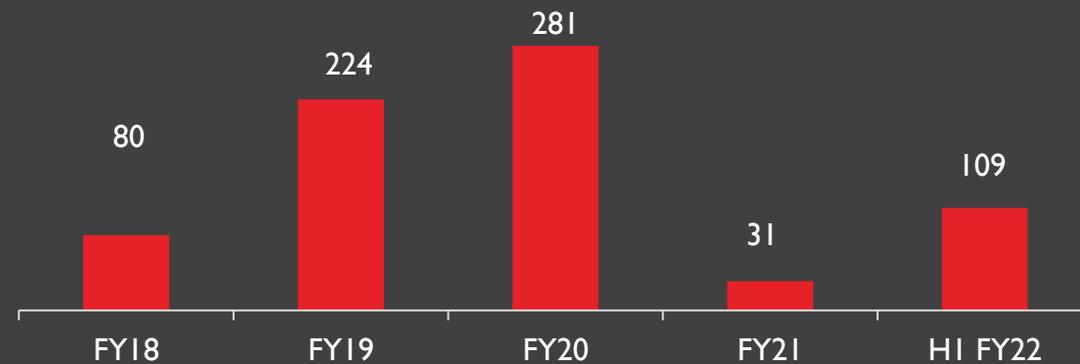
Building EBIT (₹ mn)



Synthetic Revenues (₹ mn)

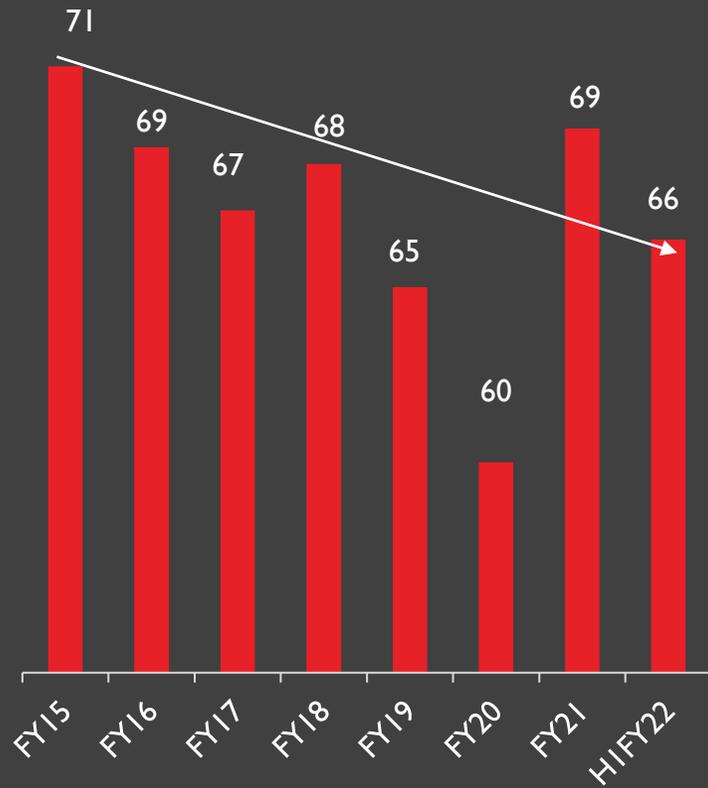


Synthetic EBIT (₹ mn)



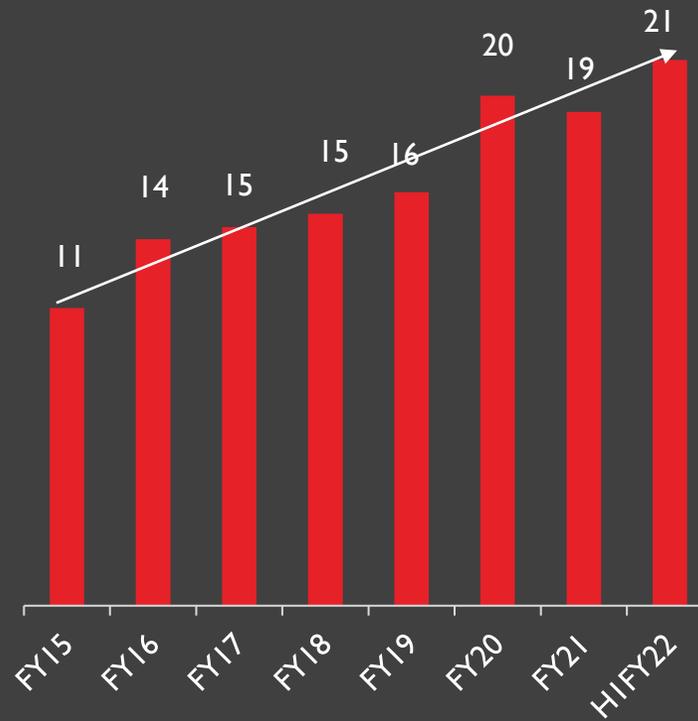
Product Revenues Mix

Cement Asbestos (%)



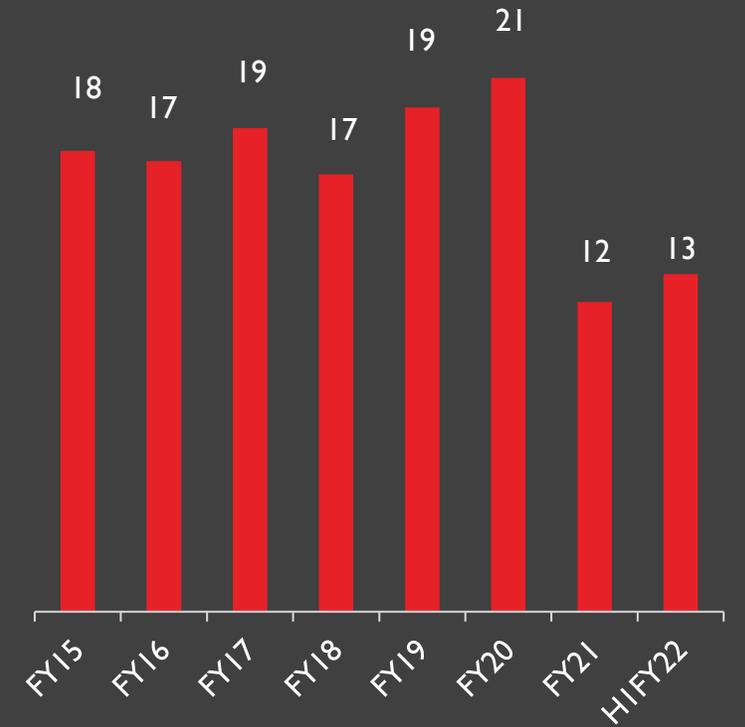
Revenue share dip with lower demand off-take

Fibre Board & Panels (%)



Diversified Product Portfolio – A shift from Asbestos based Revenues

Textiles - Synthetic Yarns (%)





05

*Financial
Highlights*

Operational Metrics Quarterly

Operational Metrics (INR mn)	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22
<u>Segmental revenues</u>									
Building Products	1,755.6	1,884.9	1,745.2	2,718.9	2,019.0	2,357.8	3,000.0	3,193.8	2,411.1
Synthetic Yarn	528.6	529.6	531.9	133.0	242.8	449.1	541.5	296.9	511.5
<u>Segmental Profits</u>									
Building Products	79.4	125.8	100.1	612.7	392.1	390.2	447.2	620.1	323.1
Synthetic Yarn	78.9	65.3	74.6	-64.4	-16.8	32.1	80.3	33.0	75.8
<u>Segmental EBIT margins</u>									
Building Products	4.5%	6.7%	5.7%	22.5%	19.4%	16.6%	14.9%	19.4%	13.4%
Synthetic Yarn	14.9%	12.3%	14.0%	-48.4%	-6.9%	7.1%	14.8%	11.1%	14.8%
<u>Installed capacity in MT</u>									
Building Products	9,81,750	9,81,750	9,81,750	9,81,750	9,91,750	9,91,750	9,91,750	9,91,750	9,91,750
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	185061	167900	176885	149488	214468	219795	263872	261593	232038
ATUM (Solar Panels) - KW	964	149	446	443	771	877	608	1365	1180
Synthetic Yarn	2815	2905	2629	830	1464	2040	2489	2666	2587
<u>Sales in MT</u>									
Building Products	158859	174757	160938	226492	163489	197998	258555	261044	187144
ATUM (Solar Panels) - KW	456	827	909	807	0	905	265	711	526
Synthetic Yarn	2683	2711	2838	737	1388	2429	2619	1437	2269
<u>Utilization (on sales)</u>									
Building Products	65%	71%	66%	92%	66%	80%	104%	105%	75%
ATUM					0%	12%	4%	9%	7%
Synthetic Yarn	89%	90%	95%	25%	46%	81%	87%	48%	76%

Profit & Loss Statement Quarterly

Profit & Loss (INR mn)	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22
Income from Operations	2,284.1	2,414.4	2,277.1	2,851.9	2,261.8	2,806.9	3,541.5	3,490.6	2,922.6
Other Income	20.3	14.3	16.7	15.6	24.3	21.8	24.2	21.1	20.4
Total Income	2,304.5	2,428.7	2,293.7	2,867.5	2,286.1	2,828.7	3,565.7	3,511.7	2,943.0
Operating Expenses	2,101.6	2,200.6	2,072.2	2,269.0	1,856.0	2,388.9	3,013.4	2,841.4	2,508.6
EBITDA	202.9	228.1	221.6	598.4	430.2	439.8	552.3	670.3	434.4
Margin %	8.9	9.4	9.7	21.0	19.0	15.7	15.6	19.2	14.9
Depreciation	101.5	100.3	99.4	98.0	100.4	101.1	100.5	90.7	90.1
EBIT	101.4	127.8	122.2	500.4	329.8	338.7	451.8	579.6	344.4
Margin %	4.4	5.3	5.4	17.5	14.6	12.1	12.8	16.6	11.8
Financial Charges	41.0	42.6	46.7	39.4	30.2	27.4	31.1	33.2	24.2
Interest %	1.8	1.8	2.0	1.4	1.3	1.0	0.9	1.0	0.8
PBT	60.5	85.2	75.5	461.0	299.6	311.3	420.7	546.4	320.2
Margin %	2.6	3.5	3.3	16.2	13.2	11.1	11.9	15.7	11.0
Tax	-71.7	23.7	6.9	116.8	76.6	80.9	111.9	140.6	82.3
PAT	132.1	61.5	68.6	344.2	223.0	230.4	308.8	405.8	237.9
Margin %	5.8	2.5	3.0	12.1	9.9	8.2	8.7	11.6	8.1
EPS - Basic	8.3	3.9	4.3	21.7	13.9	14.2	18.7	24.6	14.4
Diluted					13.8	13.9	18.4	23.9	14.0

Balance Sheet and Ratios

Balance Sheet (INR mn)	FY18	FY19	FY20	FY21
Share capital	159.2	159.2	159.2	165.2
Reserves and Surplus	4297.4	4835.8	4890.9	6104.0
Non-current liabilities	1090.4	982.9	1001.3	893.4
Current liabilities	3298.3	3283.2	3383.7	2324.5
Total Equity and Liabilities	8845.3	9261.1	9435.2	9487.2
Non-current assets	4258.3	4339.1	4298.4	4464.3
Current assets	4587.0	4922.0	5136.8	5022.8
Total Assets	8845.3	9261.1	9435.2	9487.2
Key Ratios	FY18	FY19	FY20	FY21
RoCE (%)	16.3	14.9	9.0	20.3
RoE (%)	14.9	13.5	9.8	17.7
Debt to equity (x)	0.63	0.57	0.60	0.25
Interest coverage (x)	8.5	7.8	6.6	15.8
Inventory days	85	88	106	79
Receivable days	53	50	49	33
Payable days	34	25	30	29

40+ Years of
Experience

Young
Leadership

Unique
Products

Why Visaka?



Robust
Financials

Proven
Performance

Sustainability
is the Future

Thanks

Investor Relations Contact

Mr Vinay Bathija (IR)
vinay.bathija@visaka.in

Mr S Shafiullah (CFO)
shafi.singanamala@visaka.in