



# VISAKA INDUSTRIES LIMITED<sup>®</sup>

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-ConCall/2020-21/31

Date: 05.08.2020

To,

<b>National Stock Exchange of India Limited,</b> Exchange Plaza, 5 <sup>th</sup> Floor, Plot No. C/1G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051	<b>Bombay Stock Exchange Limited,</b> The Senior General Manager, Listing Compliances, Floor 25, P. J. Towers, Dalal Street, Mumbai – 400 001
<b>Scrip Code – VISAKAIND</b>	<b>Scrip Code – 509055</b>

**Sub: Presentation – Schedule of Analyst / Institutional Investors' Meet**

**Ref: VIL/SEC/ST-EX/Con-Call/2020-21/29 Dated 04.08.2020**

Dear Sir/s,

Further to our letter referred above, please find enclosed herewith presentation in connection with the concall scheduled on August 06, 2020 by ICICI Securities.

This is for your information and records please.

Thanking you,

Yours faithfully,

for **VISAKA INDUSTRIES LIMITED**

**Authorised Signatory**



Encl.: Presentation

Regd. Office & Factory	: A.C. Division I, Survey No. 315, Yelumala Village, R.C. Puram Mandal, Sanga Reddy District, T.S, Pin 502 300.
Factory : A.C. Division II	: Survey No. 170/1, Manikantham Village, Paramathi-Velur Taluq, Namakkal District, Tamil Nadu, Pin 637 207.
Factory : A.C. Division III	: GAT.No.70/3A & 70/3A/3 & 70/1B & 70/1C, Sahajpur Industrial Area, Nandur (V), Daund (Tq), Pune, Maharashtra, Pin 412 020.
Factory : A.C. Division IV	: Plot No.11, 12,18 To 21 & 30, Changsole Mouza, Bankibundh G.P. No. 4, Salboni Midnapur West, W.B, Pin 721 147.
Factory : A.C. Division V	: Survey No. 90/2A 90/2B 27/1, G.Nagenhalli Village, Kempannadodderi Post, Kestur Road, Kora Hobli, Tumkur Dist, Karnataka, Pin 572 138.
Factory : A.C. Division VI	: Village & Post, Kannawan, PS Bachrawan, Tehsil Maharajgunj, Dist Raebareli, U.P, Pin 229 301.
Factory : A.C. Division VII	: Survey No. 385, 386, Jujjuru (V), Near Kanchikacharla, Veerulapadu (M), Krishna Dist, A.P, Pin 521 181.
Factory : A.C. Division VIII	: Plot No. 1994 (P) 2006, Khata No. 450, Chaka No. 727, Paramanpur (V), P.S. Sason, Tehsil Maneswar, Sambalpur Dist, Odisha, Pin 768 200.
Factory : Textile Division	: Survey No. 179 & 180, Chiruva Village, Mouda Taluk, Nagpur District, Maharashtra, Pin 441 104.
Factory : V-Boards Division I	: Gajalapuram Village, Kukkadam Post, Vemulapaly Mandal, Adjacent to Kukkadam Railway Station, Nalgonda Dist, T.S, Pin 508 207.
Factory : V-Boards Division II	: GAT No : 248 & 261 to 269, Delwadi Village, Daund Taluq, Pune Dist, Maharashtra, Pin 412 214.
Factory : V-Boards Division III	: Mustil Nos. 106, 107 & 115, Jhaswa Village, P.S. & Tehsil Salawas, Jhajjar, Haryana, Pin 124 146.



**VISAKA**

**Q1FY21**

**RESULTS PRESENTATION**

August 2020



ATUM  
 **VISAKA**

  
**Vnext**  
 **VISAKA**

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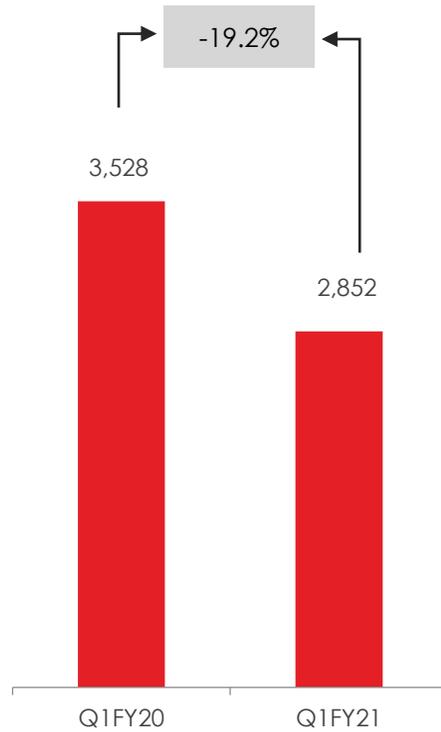


## RESULT HIGHLIGHTS

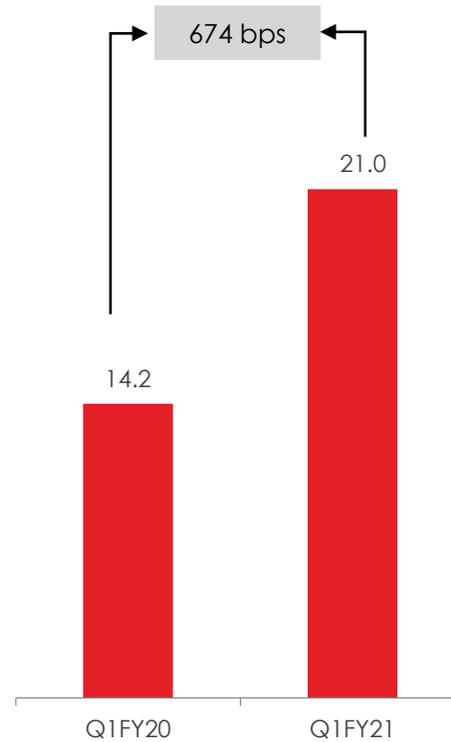


# QUARTERLY FINANCIAL HIGHLIGHTS

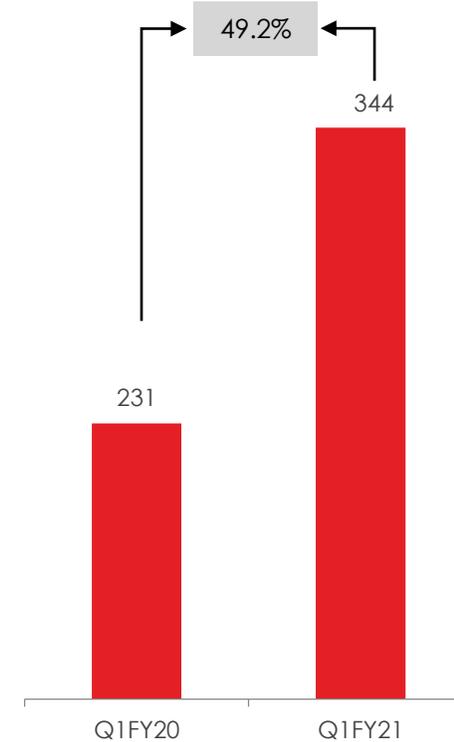
**Operating Revenue**  
(₹ mn)



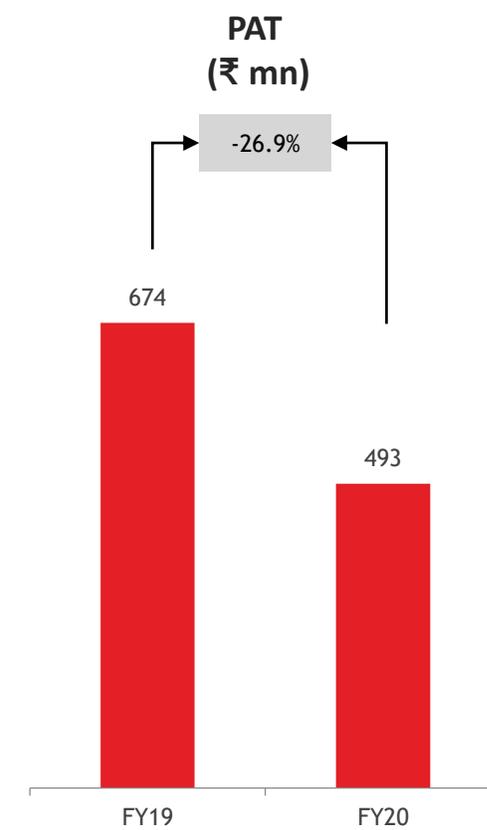
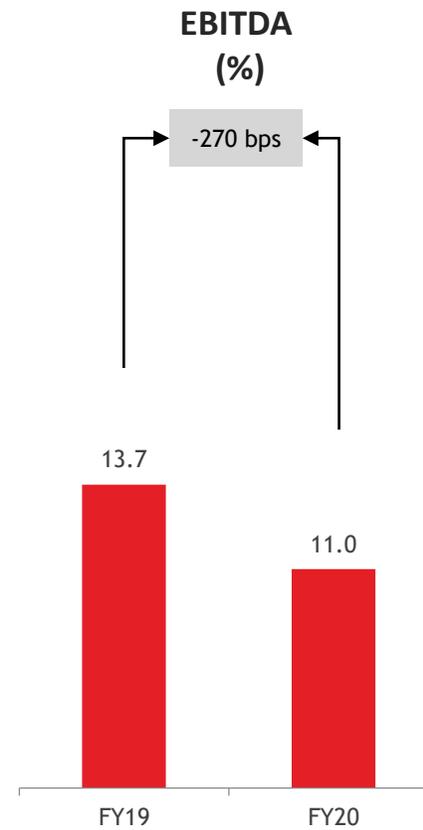
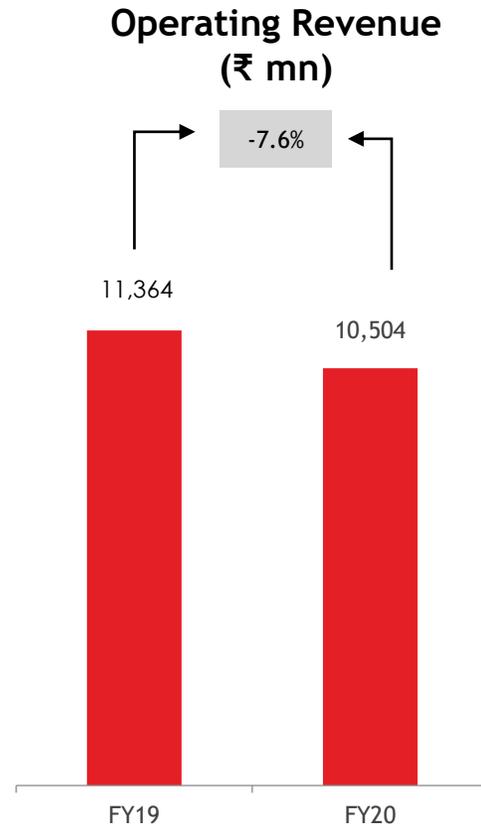
**EBITDA**  
(%)



**PAT**  
(₹ mn)

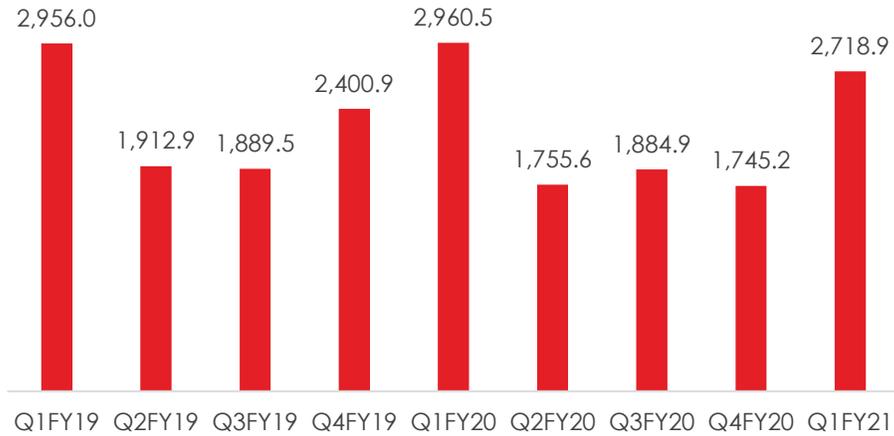


# YEARLY FINANCIAL HIGHLIGHTS

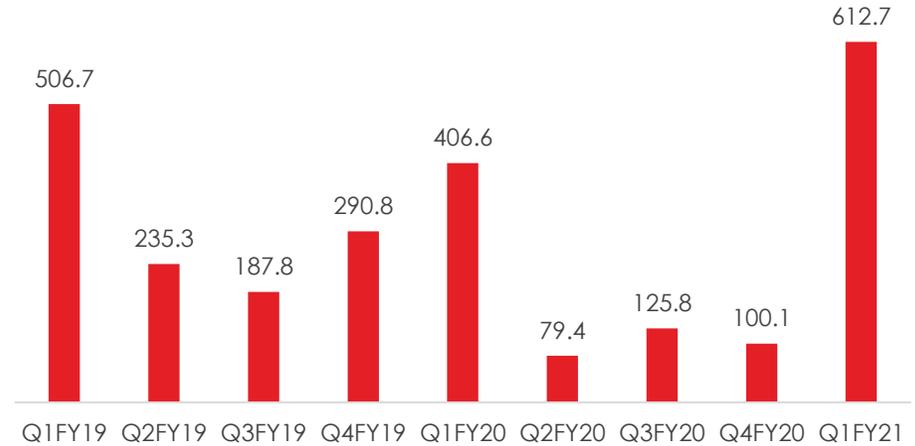


# QUARTERLY SEGMENT MIX

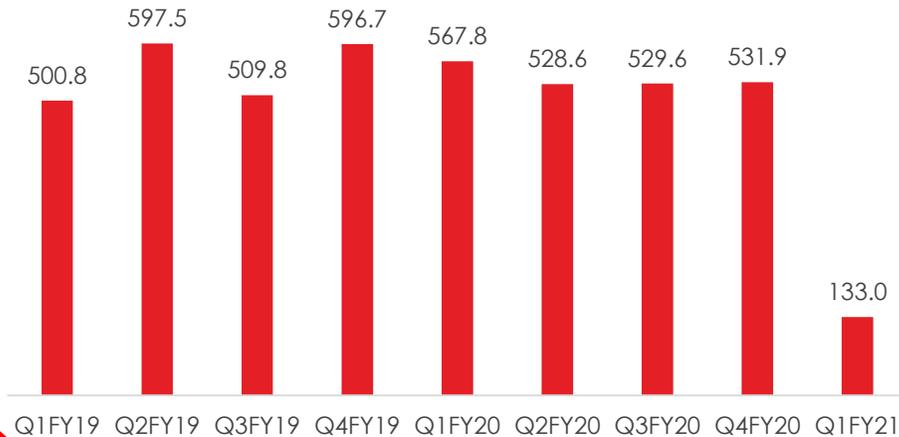
### Building Product Revenues (Rs mn)



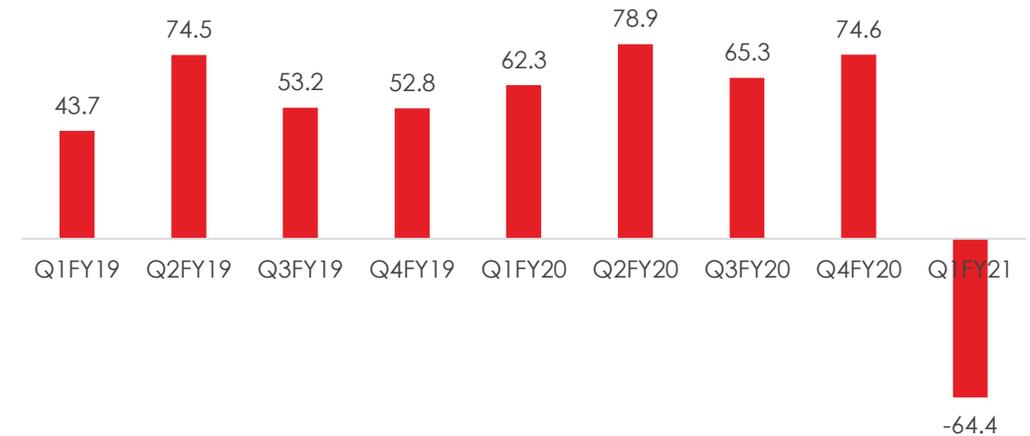
### Building EBIT (Rs mn)



### Synthetic Yarn Revenues (Rs mn)

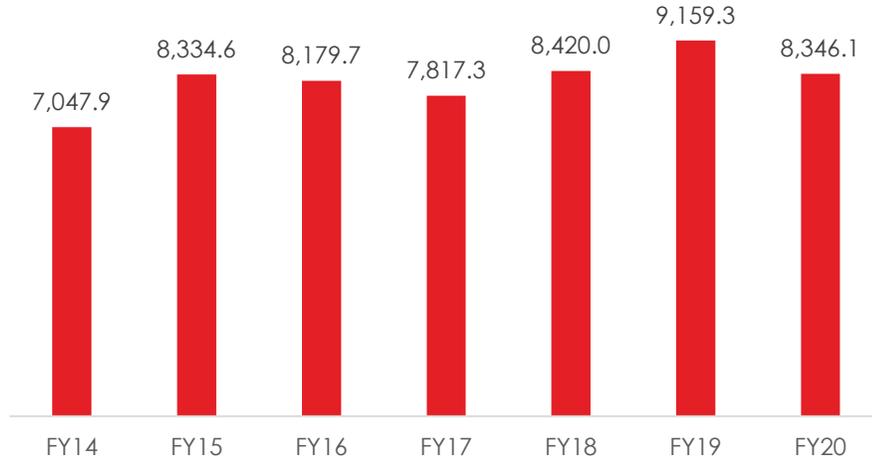


### Synthetic EBIT (Rs mn)

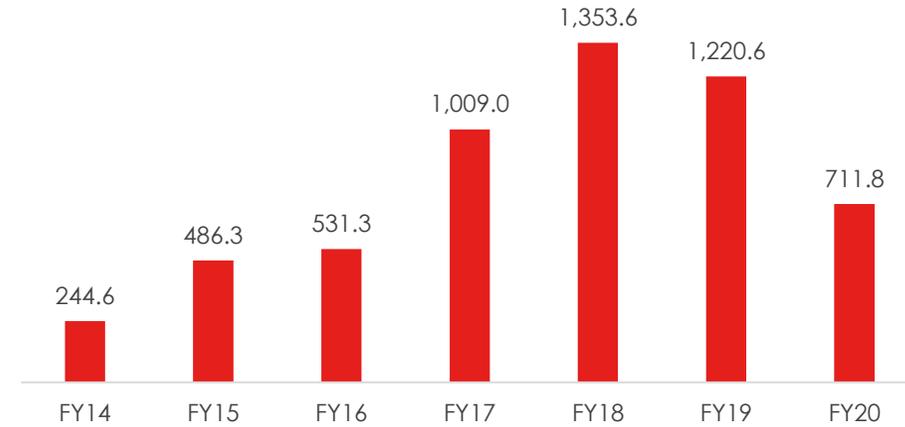


# YEARLY - SEGMENT MIX

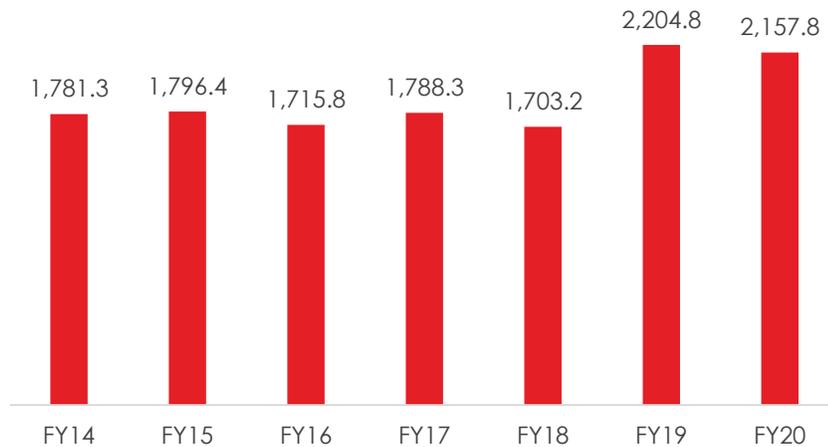
### Building Products Revenues (Rs mn)



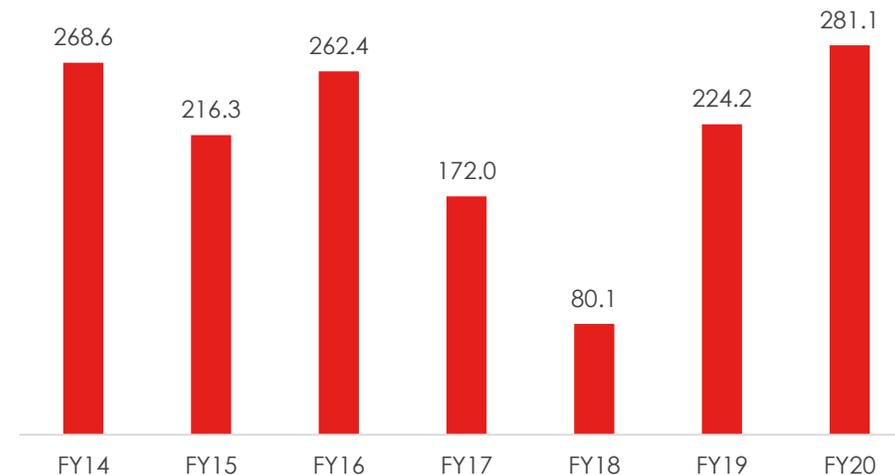
### Building EBIT (Rs mn)



### Synthetic Revenues (Rs mn)

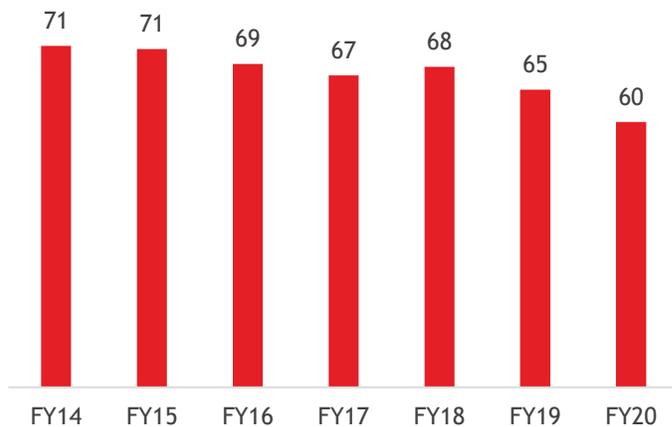


### Synthetic EBIT (Rs mn)



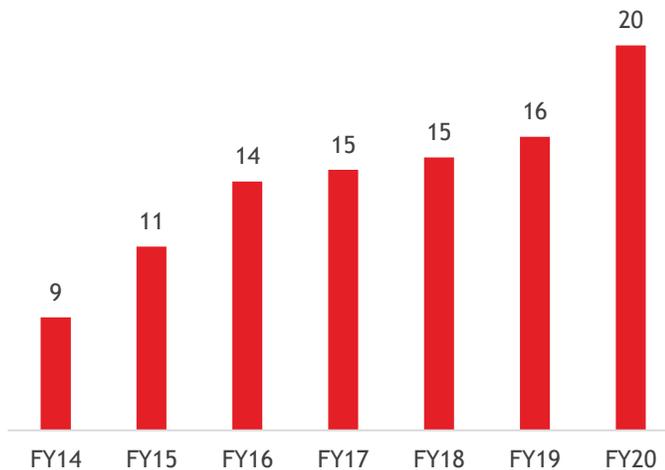
# Building Product revenues dominant, Textiles pick up gradual

### Cement Asbestos (%)



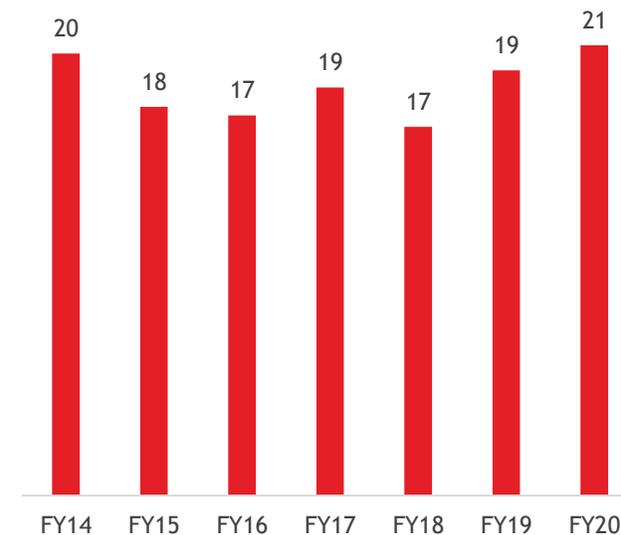
Revenue share dip with lower demand off-take

### Cement Board & Panels (%)



Diversified Product Portfolio - A shift from Asbestos based Revenues

### Textiles - Synthetic Yarns (%)



# MANAGEMENT COMMENTARY

- Q1FY 21 Operating Revenue Declined by 19 % YOY due to covid lockdown
- Gross profit Margin improved to 20% in Q1FY21 as against 14 % YoY
- PAT increased by 49% in Q1FY21 YoY
- ROCE improved by 730 basis points in Q1FY21 YoY
- EBIT Margin is at 23% in Q1FY21 as against 13.7% in Q1FY20 in building products segment
- Synthetic yarn segment made loss in Q1FY21 on account of the COVID lockdown and shut down of Mumbai market
- Atum Solar Panels Production of 400 kw and sales 800 kw in Q1FY21 vs. 120 KW of production and 240 kw of sales in Q1FY20.
- In wake of the pandemic the management has resorted to several cost saving initiatives for the ensuing year without causing disruption to its business operations

## CURRENT MARKET SHARE OF BUSINESS SEGMENT

- Cement Asbestos market share stays at 18% in FY20
- Boards and Panels market share at 32%
- Visaka's spinning business being a unique technology will bounce back once Mumbai and bhilwara lockdowns stops



# OPERATIONAL METRICS



# OPERATIONAL METRICS - QUARTERLY

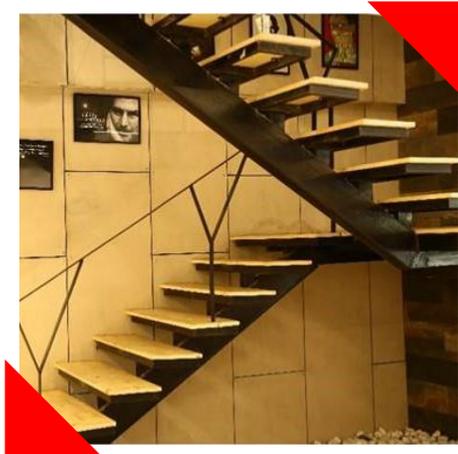
Operational Metrics (₹ mn)	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21
<b>Segmental revenues</b>									
Building Products	2,956.0	1,912.9	1,889.5	2,400.9	2,960.5	1,755.6	1,884.9	1,745.2	2,718.9
Synthetic Yarn	500.8	597.5	509.8	596.7	567.8	528.6	529.6	531.9	133.0
<b>Segmental Profits</b>									
Building Products	506.7	235.3	187.8	290.8	406.6	79.4	125.8	100.1	612.7
Synthetic Yarn	43.7	74.5	53.2	52.8	62.3	78.9	65.3	74.6	-64.4
<b>Segmental EBIT margins</b>									
Building Products	17.1%	12.3%	9.9%	12.1%	13.7%	4.5%	6.7%	5.7%	22.5%
Synthetic Yarn	8.7%	12.5%	10.4%	8.8%	11.0%	14.9%	12.3%	14.0%	-48.4%
<b>Installed capacity in MT</b>									
Building Products	931,750	931,750	931,750	981,750	9,81,750	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	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
<b>Production in MT</b>									
Building Products	228,330	237,613	209,922	219,140	2,39,356	1,85,061	1,67,900	1,76,885	1,49,508
ATUM (Solar Panels) – KW	88	1,245	1,658	521	120	964	149	446	443
Synthetic Yarn	2,717	2,849	2,979	2,838	2,765	2,815	2,905	2,629	830
<b>Sales in MT</b>									
Building Products	276,107	176,009	173,941	227,163	2,78,988	1,58,859	1,74,757	1,60,938	2,26,492
ATUM (Solar Panels) – KW	0	25	304	190	241	456	827	909	807
Synthetic Yarn	2,723	2,981	2,474	3,043	2,903	2,683	2,711	2,838	737
<b>Utilization (on sales)</b>									
Building Products	119%	76%	75%	93%	114%	65%	71%	66%	92%
Synthetic Yarn	91%	99%	82%	101%	97%	89%	90%	95%	25%

# OPERATIONAL METRICS – ANNUALLY

Operational Metrics (₹ mn)	FY14	FY15	FY16	FY17	FY18	FY19	FY20
<b>Segmental revenues</b>							
Building Products	7,047.9	8,334.6	8,179.7	7,817.3	8,420.0	9,159.3	8,346.1
Synthetic Yarn	1,781.3	1,796.4	1,715.8	1,788.3	1,703.2	2,204.8	2,157.8
<b>Segmental Profits</b>							
Building Products	244.6	486.3	531.3	1,009.0	1,353.6	1,220.6	711.8
Synthetic Yarn	268.6	216.3	262.4	172.0	80.1	224.2	281.1
<b>Segmental EBIT margins</b>							
Building Products	3.5%	5.8%	6.5%	12.9%	16.1%	13.3%	8.5%
Synthetic Yarn	15.1%	12.0%	15.3%	9.6%	4.7%	10.2%	13.0%
<b>Installed capacity in MT</b>							
Building Products	881,750	931,750	931,750	931,750	931,750	981,750	9,81,750
ATUM (Solar Panels) – KW					30,000	30,000	30,000
Synthetic Yarn - Spinning Positions	2,032	2,032	2,176	2,752	2,752	2,752	2,752
<b>Production in MT</b>							
Building Products	664,436	855,293	797,157	800,817	837,220	895,004	7,69,202
ATUM (Solar Panels) – KW					582	3,512	1,680
Synthetic Yarn	8,614	8,900	9,290	9,985	10,691	11,383	11,114
<b>Sales in MT</b>							
Building Products	697,714	805,604	796,238	787,481	807,700	853,220	7,73,542
ATUM (Solar Panels) – KW					8	519	2,434
Synthetic Yarn	8,522	8,958	9,199	9,453	9,382	11,221	11,135
<b>Utilization (on sales)</b>							
Building Products	79%	86%	85%	85%	86.7%	86.9%	78.8%
ATUM (Solar Panels) – KW						1.7%	8.1%
Synthetic Yarn	96%	101%	97%	79%	78.2%	93.5%	92.8%



Fibre Cement Roof



V Next by Visaka



A T U M by V Next



The Wonder Yarn

# PROFIT & LOSS STATEMENT - QUARTERLY

Profit & Loss (₹ mn)	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21
Income from Operations	3,456.9	2,510.4	2399.3	2,997.5	3,528.2	2,284.1	2,414.4	2,277.1	2,851.9
Other Income	69.1	20.0	13.4	17.9	14.9	20.3	14.3	16.7	15.6
<b>Total Income</b>	<b>3,526.0</b>	<b>2,530.3</b>	<b>2412.7</b>	<b>3,015.4</b>	<b>3,543.1</b>	<b>2,304.5</b>	<b>2,428.7</b>	<b>2,293.7</b>	<b>2,867.5</b>
Operating Expenses	2,924.9	2,192.7	2155.4	2,655.0	3,040.8	2,101.6	2,200.6	2,072.2	2,269.0
<b>EBITDA</b>	<b>601.1</b>	<b>337.6</b>	<b>257.4</b>	<b>360.4</b>	<b>502.3</b>	<b>202.9</b>	<b>228.1</b>	<b>221.6</b>	<b>598.4</b>
<b>Margin %</b>	<b>17.4</b>	<b>13.4</b>	<b>10.7</b>	<b>12.0</b>	<b>14.2</b>	<b>8.9</b>	<b>9.4</b>	<b>9.7</b>	<b>21.0</b>
Depreciation	86.0	84.8	89.3	93.5	108.5	101.5	100.3	99.4	98.0
<b>EBIT</b>	<b>515.2</b>	<b>252.8</b>	<b>168.0</b>	<b>266.9</b>	<b>393.9</b>	<b>101.4</b>	<b>127.8</b>	<b>122.2</b>	<b>500.4</b>
<b>Margin %</b>	<b>14.9</b>	<b>10.1</b>	<b>7.0</b>	<b>8.9</b>	<b>11.2</b>	<b>4.4</b>	<b>5.3</b>	<b>5.4</b>	<b>17.5</b>
Financial Charges	51.8	43.6	50.9	53.2	43.9	41.0	42.6	46.7	39.4
Interest %	1.5	1.7	2.1	1.8	1.2	1.8	1.8	2.0	1.4
<b>PBT</b>	<b>463.4</b>	<b>209.2</b>	<b>117.1</b>	<b>213.7</b>	<b>350.0</b>	<b>60.5</b>	<b>85.2</b>	<b>75.5</b>	<b>461.0</b>
<b>Margin %</b>	<b>13.4</b>	<b>8.3</b>	<b>4.9</b>	<b>7.1</b>	<b>9.9</b>	<b>2.6</b>	<b>3.5</b>	<b>3.3</b>	<b>16.2</b>
Tax	160.0	69.8	26.3	73.3	119.2	-71.7	23.7	6.9	116.8
<b>PAT</b>	<b>303.4</b>	<b>139.4</b>	<b>90.9</b>	<b>140.5</b>	<b>230.8</b>	<b>132.1</b>	<b>61.5</b>	<b>68.6</b>	<b>344.2</b>
<b>Margin %</b>	<b>8.8</b>	<b>5.6</b>	<b>3.8</b>	<b>4.7</b>	<b>6.5</b>	<b>5.8</b>	<b>2.5</b>	<b>3.0</b>	<b>12.1</b>
EPS	19.1	8.8	5.7	8.8	14.5	8.3	3.9	4.3	21.7

# PROFIT & LOSS STATEMENT – ANNUALLY

Profit & Loss (₹ mn)	FY14	FY15	FY16	FY17	FY18	FY19	FY20
Income from Operations	8,921.0	10,211.3	10,048.5	9,605.7	10,123.2	11,364.1	10,503.8
Other Income	53.6	24.2	27.3	57.1	45.7	120.4	66.2
<b>Total Income</b>	<b>8,974.6</b>	<b>10,235.5</b>	<b>10,075.8</b>	<b>9,662.8</b>	<b>10,168.9</b>	<b>11,484.5</b>	<b>10,570.1</b>
Operating Expenses	8,348.1	9,252.3	9,096.2	8,433.8	8,621.6	9,927.9	9,415.1
<b>EBITDA</b>	<b>626.5</b>	<b>983.3</b>	<b>979.6</b>	<b>1,229.0</b>	<b>1,547.3</b>	<b>1,556.5</b>	<b>1,154.9</b>
<b>Margin %</b>	<b>7.0</b>	<b>9.6</b>	<b>9.7</b>	<b>12.8</b>	<b>15.3</b>	<b>13.7</b>	<b>11.0</b>
Depreciation	224.6	430.9	363.0	340.8	348.4	353.6	409.7
<b>EBIT</b>	<b>401.9</b>	<b>552.4</b>	<b>616.6</b>	<b>888.2</b>	<b>1,198.9</b>	<b>1,203.0</b>	<b>745.3</b>
<b>Margin %</b>	<b>4.5</b>	<b>5.4</b>	<b>6.1</b>	<b>9.2</b>	<b>11.8</b>	<b>10.6</b>	<b>7.1</b>
Financial Charges	214.0	220.3	212.9	196.0	182.6	199.5	174.1
Interest %	2.4	2.2	2.1	2.0	1.8	1.8	1.7
<b>PBT</b>	<b>188.0</b>	<b>332.1</b>	<b>403.7</b>	<b>692.2</b>	<b>1,016.3</b>	<b>1,003.5</b>	<b>571.2</b>
<b>Margin %</b>	<b>2.1</b>	<b>3.3</b>	<b>4.0</b>	<b>7.2</b>	<b>10.0</b>	<b>8.8</b>	<b>5.4</b>
Tax	68.3	119.7	159.4	264.4	350.8	329.4	78.2
<b>PAT</b>	<b>119.6</b>	<b>212.4</b>	<b>244.3</b>	<b>427.8</b>	<b>665.5</b>	<b>674.1</b>	<b>493.0</b>
<b>Margin %</b>	<b>1.3</b>	<b>2.1</b>	<b>2.4</b>	<b>4.5</b>	<b>6.6</b>	<b>5.9</b>	<b>4.7</b>
EPS	7.5	13.3	15.3	26.9	41.8	42.5	31.0

# BALANCE SHEET & KEY RATIOS

Balance Sheet (₹ mn)	FY14	FY15	FY16	FY17	FY18	FY19	FY20
Share capital	159.2	159.2	159.2	159.2	159.2	159.2	159.2
Reserves and Surplus	3,174.5	3,162.6	3,311.4	3,719.5	4,297.4	4,835.8	4890.9
Non-current liabilities	1,258.2	1,193.9	758.9	999.3	1,090.4	982.9	1001.3
Current liabilities	2692.3	3,386.5	3,959.6	2,812.9	3,298.3	3,283.2	3383.7
<b>Total Equity and Liabilities</b>	<b>7,284.2</b>	<b>7,902.2</b>	<b>8,189.2</b>	<b>7,690.8</b>	<b>8,845.3</b>	<b>9,261.1</b>	<b>9435.2</b>
Non-current assets	3,877.8	3,464.4	3,368.8	3,563.7	4,258.3	4,339.1	4298.4
Current assets	3,406.4	4,437.8	4,820.4	4,127.1	4,587.0	4,922.0	5136.7
<b>Total Assets</b>	<b>7,284.2</b>	<b>7,902.20</b>	<b>8,189.2</b>	<b>7,690.8</b>	<b>8,845.3</b>	<b>9,261.1</b>	<b>9435.2</b>

Key Ratios	FY14	FY15	FY16	FY17	FY18	FY19	FY20
RoCE (%)	6.2	8.0	8.6	13.4	16.3	14.9	9.0
RoE (%)	3.6	6.4	7.0	10.9	14.9	13.5	9.8
Total Debt to equity (x)	0.87	1.00	1.02	0.64	0.63	0.57	0.60
Interest coverage (x)	2.9	4.5	4.6	6.3	8.5	7.8	6.6
Inventory days	77	89	84	74	85	88	106
Receivable days	40	46	53	59	53	50	49
Payable days	19	21	23	29	34	25	30

# ANNEXURE



# STOCK INFORMATION



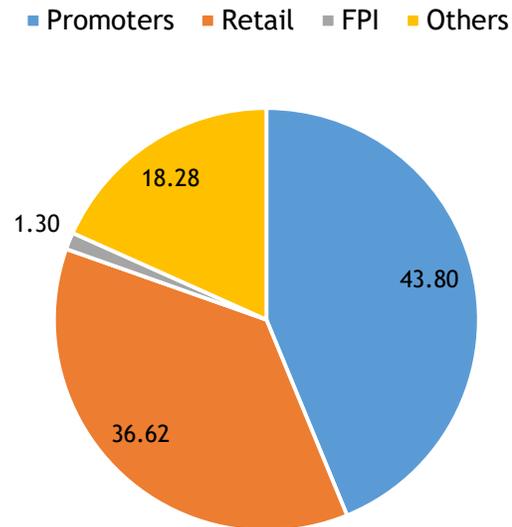
Market cap (₹)  
**5,083 mn**  
(as on 5<sup>th</sup> Aug 2020)

Shares outstanding  
**15.9 mn**  
(31<sup>st</sup> March 2020)

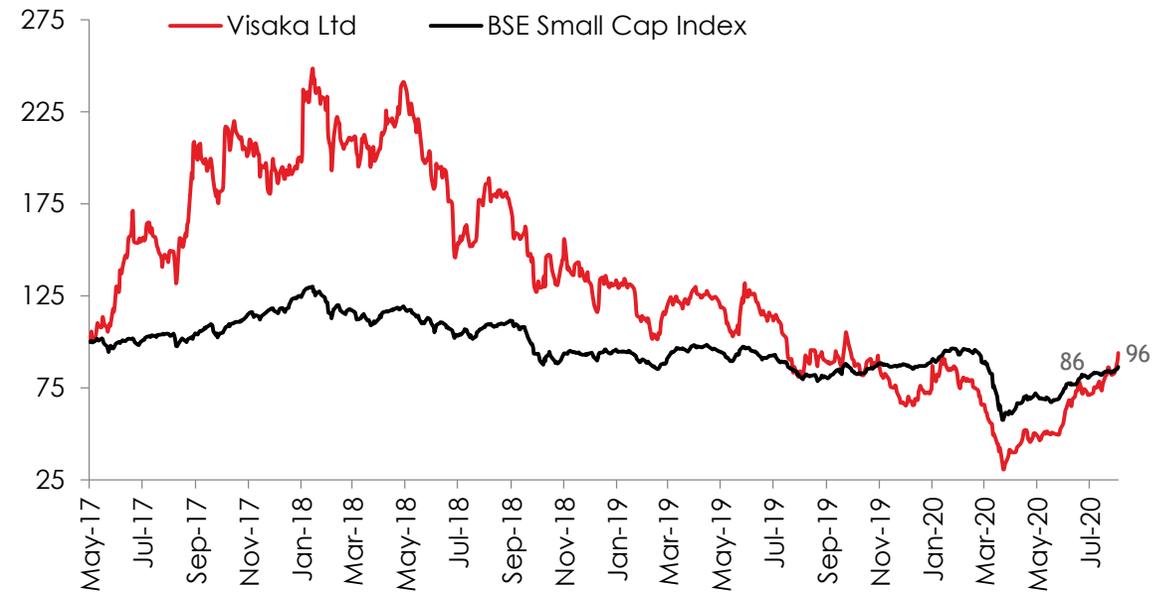
NSE code  
**VISAKAIND**

BSE code  
**509055**

Shareholding Pattern as on 30<sup>th</sup> June 2020



Relative stock price vs BSE Small Cap



Price as on 5<sup>th</sup> Aug 2020)

# KEY MANAGERIAL TEAM



**SHRI. DR G.  
VIVEKANAND**

**Vice  
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.



**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.



**SHRI. VEPA  
VALLINATH**

**Whole Time Director  
& CFO**

He is a member of Institute of Chartered Accountants of India and Institute of Cost Accountants of India. He has a rich and varied experience of over 33 years spreading over various key operations of Finance, Business Strategy, Costing etc.

# BRAND OFFERINGS



# PRESTIGIOUS BRANDS OF VISAKA INDUSTRIES



**VISAKA & SHAKTI**



**V-Board**



**V-Plank**



**ATUM**



**V-Next**



**V-Premium**



**V-Panel**



**V-Infill**

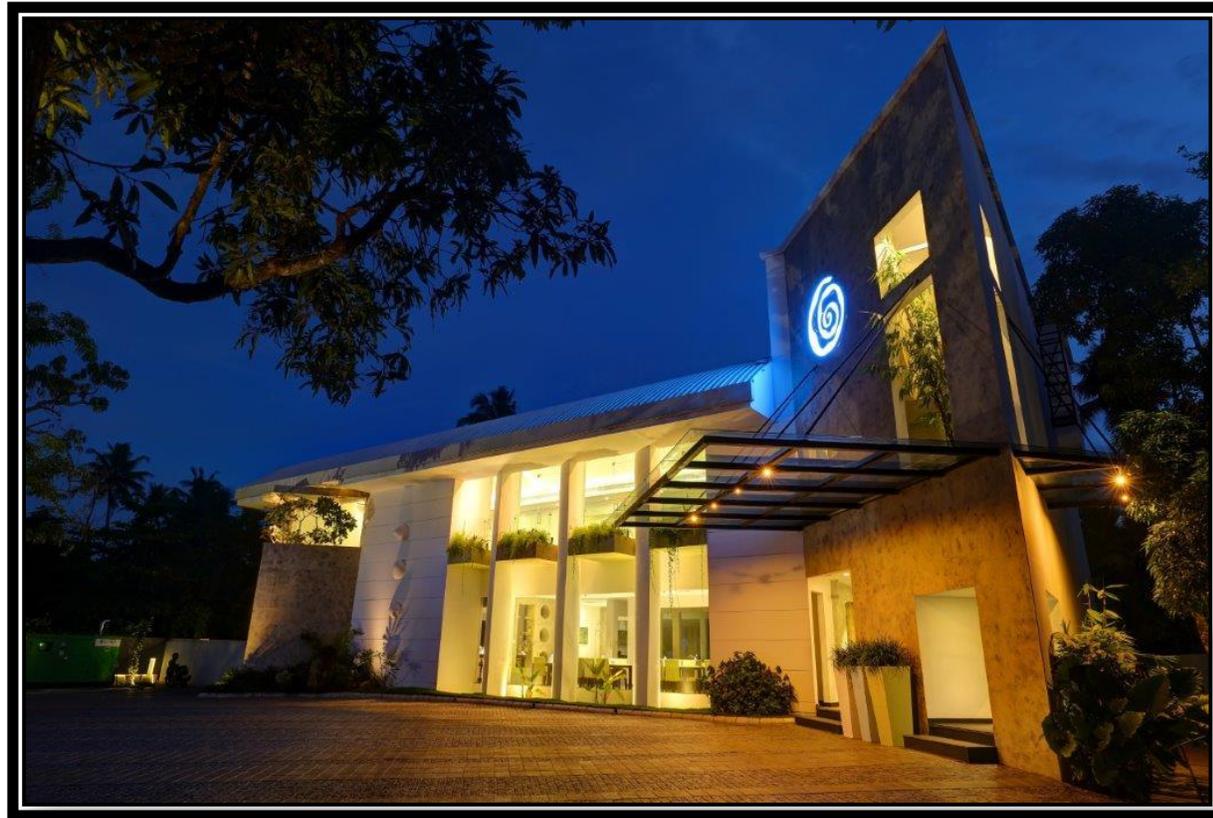
# GREEN PRODUCTS FOOTPRINTS INCREASING



**Vnext by Visaka** products are manufactured using Cellulose fiber and are **Green Pro Certified** product (V board, V designer, V plank & V premium, and V panel) by **CII-IGBC**, the first and only company to be certified **Green Products in the category of FCB**. With use of V board, you save huge amount of electricity and water as our product is dry wall construction. Due to shortage of Red Sand for construction, Vnext is an ideal ecofriendly product for future generations to come.

# REVOLUTIONIZING USE OF ENERGY EFFICIENTLY - ATUM

ATUM  
VISAKA



# AESTHETIC APPEARANCE WITH THE V-BOARDS AND PANELS



# INCREASED ACCEPTANCE OF VISAKA'S OFFERINGS IN RESIDENTIALS



# AWARDS AND ACCOLADES



- 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

## INVESTOR RELATIONS CONTACT

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(Whole Time Director & CFO)  
Email id : vallinath@visaka.in  
Phone : 040-27813833

## ADDRESS

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Visaka towers", 1-8-303/69/3, S.P.  
Road, Secunderabad - 500003



# Thank You