



VISAKA

**Q3 FY'21
Results**

***Stellar
performance.
Remarkable
achievement.***





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Corporate overview



**40 years
of legacy**

- › *Strong brand equity*
- › *14 Manufacturing Plants*
- › *PAN India Presence*
- › *Exports to 20 countries*
- › *Largest manufacture of FCB in India*
- › *7,000 + strong dealer network*

Stock Performance

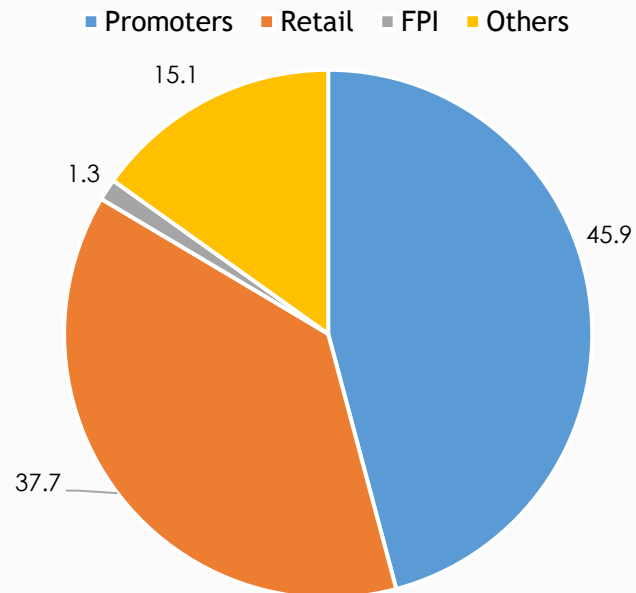
Market cap (₹)
6,952 mn
(as on 28^h Jan 2021)

Shares outstanding
16.48 mn
(31st Dec 2020)

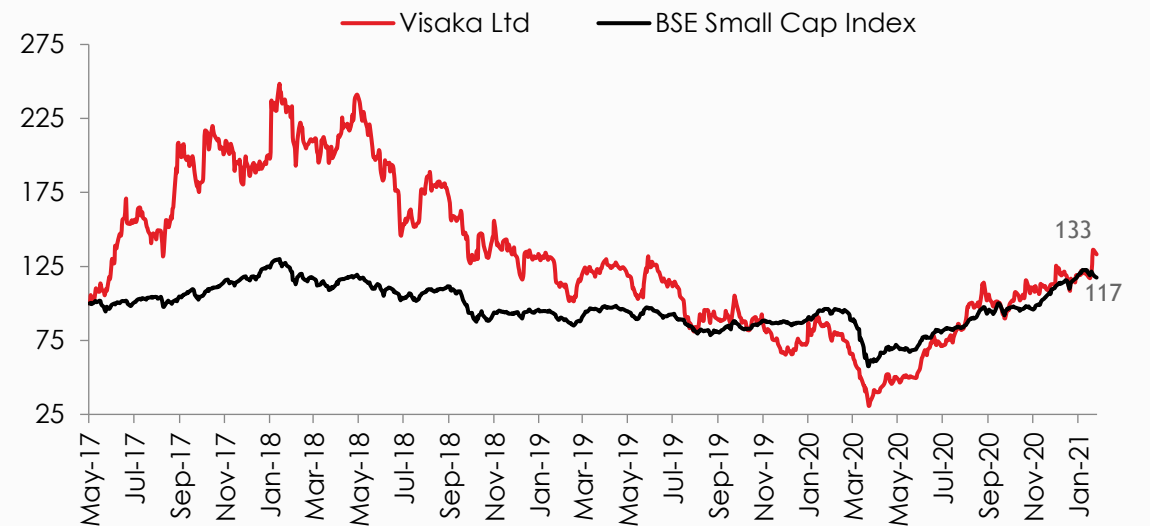
NSE code
VISAKAIND

BSE code
509055

Shareholding Pattern as on 31th Dec 2020



Relative stock price vs BSE Small Cap





**Key
management**



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.



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.



**Brand
offerings**

***Stronger brands.
Stronger tomorrow.***



VISAKA
FIBRE CEMENT ROOF
(Visaka & Shakti Brands)



Vnext
by **VISAKA**
FIBRE CEMENT BOARDS



A T U M
by **VISAKA**
INTEGRATED SOLAR ROOF



THE WONDER YARN
SUSTAINABLE YARN

A T U M

by  VISAKA

INTEGRATED SOLAR ROOF

Revolutionising use of energy efficiently






FIBRE CEMENT BOARDS

Durable. Sturdy. Aesthetic.



Increased demand in residential segment





Our portfolio of brands caters to all sociographics and geographics

Certified Green Products



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.



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



Strong
quarterly
growth YoY
and QoQ on
all fronts



A person in a dark suit and white shirt is pointing their right index finger towards a glowing blue bar chart. The chart consists of several vertical bars of increasing height from left to right. A bright white arrow with a glowing blue outline curves upwards from the left side of the chart, ending at the top of the tallest bar. The background is a blurred blue-grey color with bokeh light effects.

Q3 Sales
revenue grew
16.3% YoY
and 24.1%
QoQ

A hand in a white shirt cuff holds a golden chess king piece, poised to move it from a silver knight piece. The pieces are on a dark wooden board with several stacks of silver and gold coins scattered around. The background is a blurred image of a person in a suit, with a bright light flare in the upper left.

Q3 turnover
Rs 2,807 mn

Q3 profit
Rs 230 mn

Quarterly Result Snapshot

Particulars (₹ mn)	Q3FY21	Q3FY20	% chg	Q2FY21	% chg	9MFY21	9MFY20	% chg
Segment Sales Vol (Mt)								
Building Products	1,97,846	1,74,757	13.2%	1,63,489	21.0%	5,87,827	6,12,604	-4.0%
Spinning	2,429	2,711	-10.4%	1,388	75.0%	4,554	8,297	-45.1%
Segment Mix								
Building Products	2,358	1,885	25.1%	2,019	16.8%	7,096	6,601	7.5%
Spinning	449	530	-15.2%	243	85.0%	825	1,626	-49.3%
Income from Operations	2,807	2,414	16.3%	2,262	24.1%	7,921	8,227	-3.7%
Other Income	22	14	53.0%	24	-10.1%	62	50	24.5%
Total Income - (A)	2,829	2,429	16.5%	2,286	23.7%	7,982	8,276	-3.6%
Direct Costs	1,301	1,186	9.7%	910	43.0%	3,598	4,068	-11.6%
Employee Expenses	286	288	-0.7%	298	-4.1%	876	882	-0.6%
Other Expenses	802	727	10.3%	649	23.7%	2,040	2,393	-14.8%
Total Operating Expenses -(B)	2,389	2,201	8.6%	1,856	28.7%	6,514	7,343	-11.3%
EBITDA (A-B)	440	228	92.8%	430	2.4%	1,468	933	57.3%
D&A	101	100	0.8%	100	0.7%	299	310	-3.5%
EBIT	339	128	165.0%	329	2.8%	1,169	623	87.6%
Interest Expenses	27	43	-35.7%	30	-9.3%	97	127	-23.9%
Profit Before Tax	311	85	265.4%	299	4.1%	1,072	496	116.3%
Provision for Tax	81	24	241.2%	77	5.7%	274	71	284.7%
Profit After Tax	230	61	274.8%	223	3.5%	798	424	88.0%

Company posted strong quarterly growth YoY and QoQ on all fronts

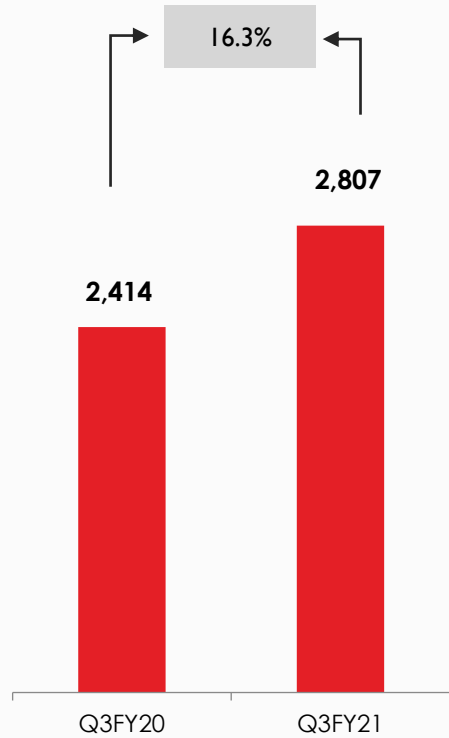
In Q3FY21 Sales revenue grew 16.3% YoY and 24.1% QoQ at Rs 2,807 mn which was complimented with growth in Building product segment of 25.1% YoY and 16.8% QoQ

EBITDA continued to witness an upward trend in Q3FY21 with growth of 92.8% YoY and 2.4% QoQ on account of rise in volumes and utilisation levels in the building products and yarn segments

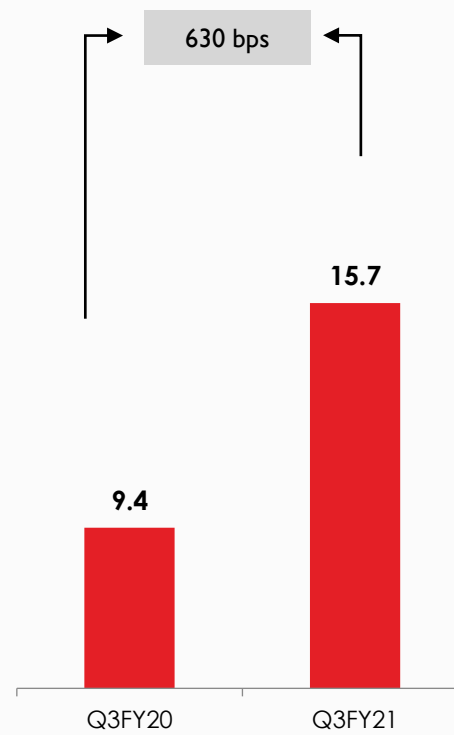
Posted a stellar profit of Rs 230mn a 275% increase YoY

Quarterly Financial Highlights

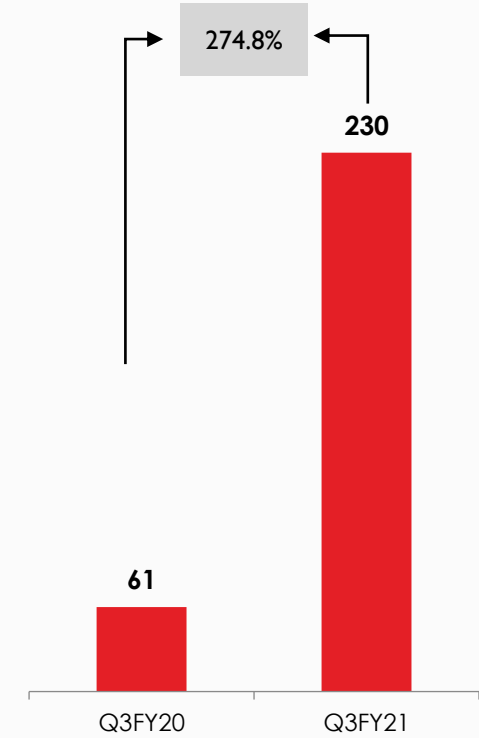
Operating Revenue (₹ mn)



EBITDA (%)

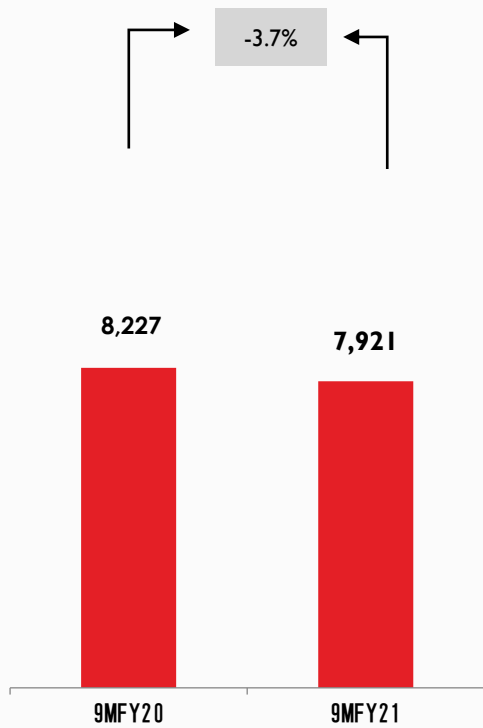


PAT (₹ mn)

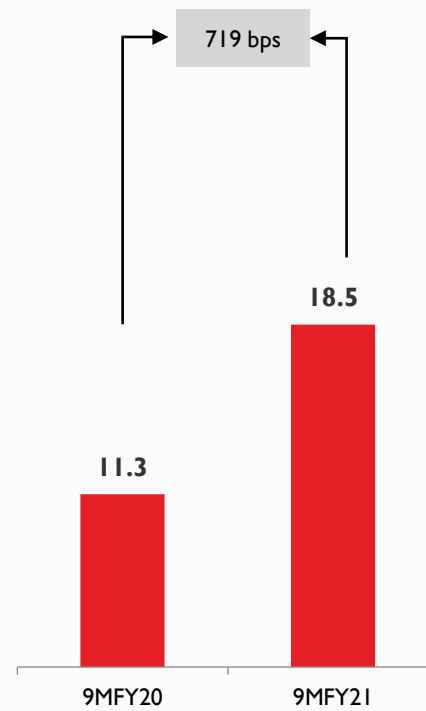


9M Financial Highlights

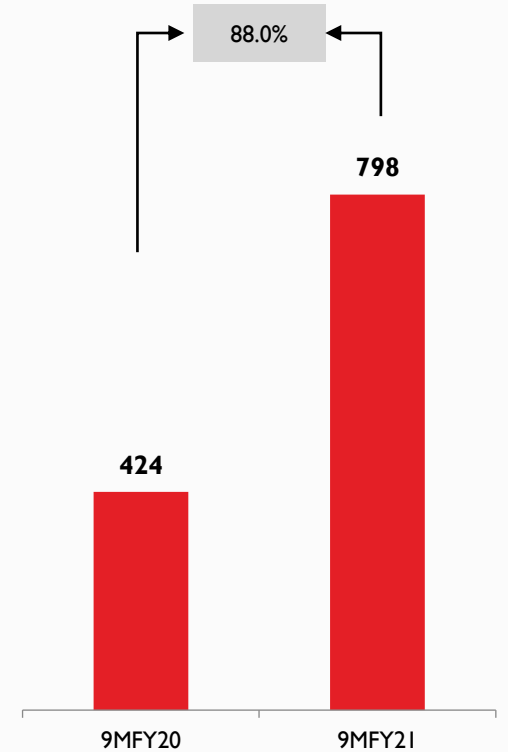
Operating Revenue (₹ mn)



EBITDA (%)

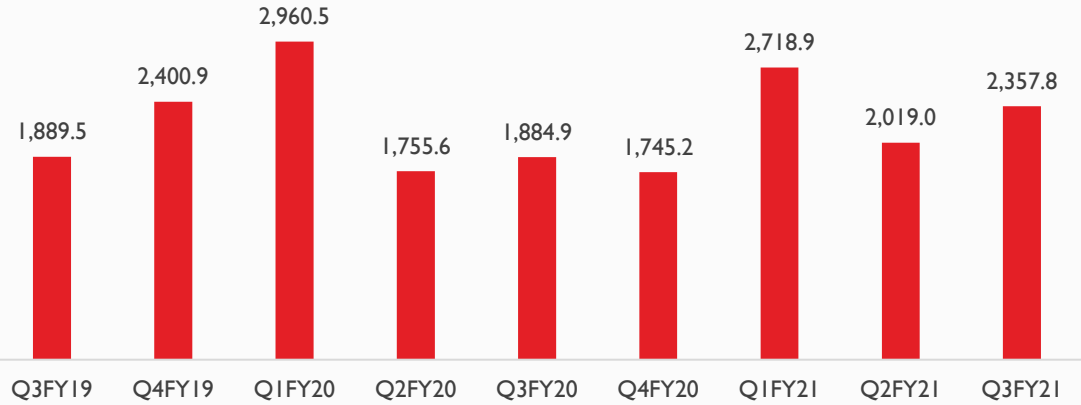


PAT (₹ mn)

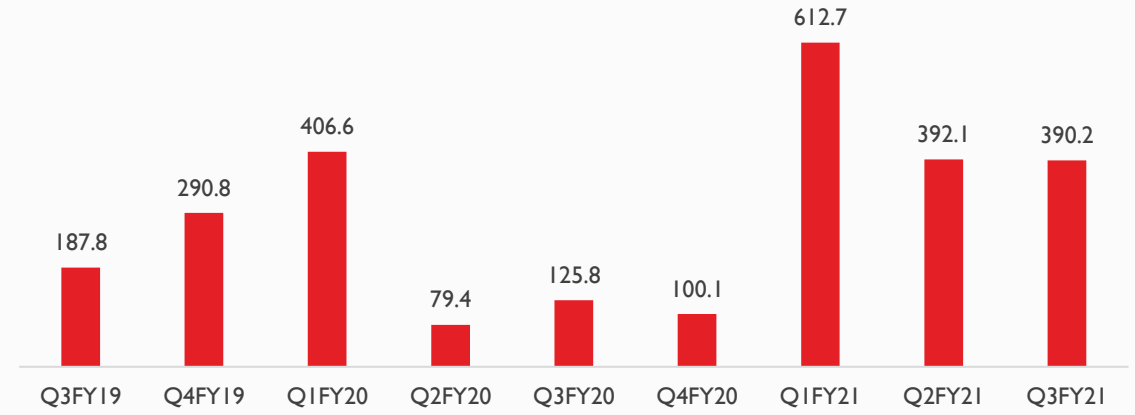


Quarterly Segment Mix

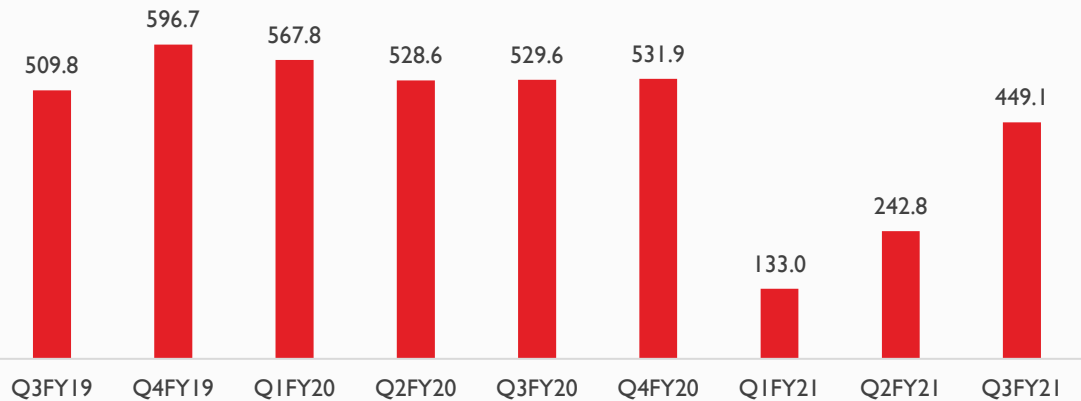
Building Product Revenues (₹ mn)



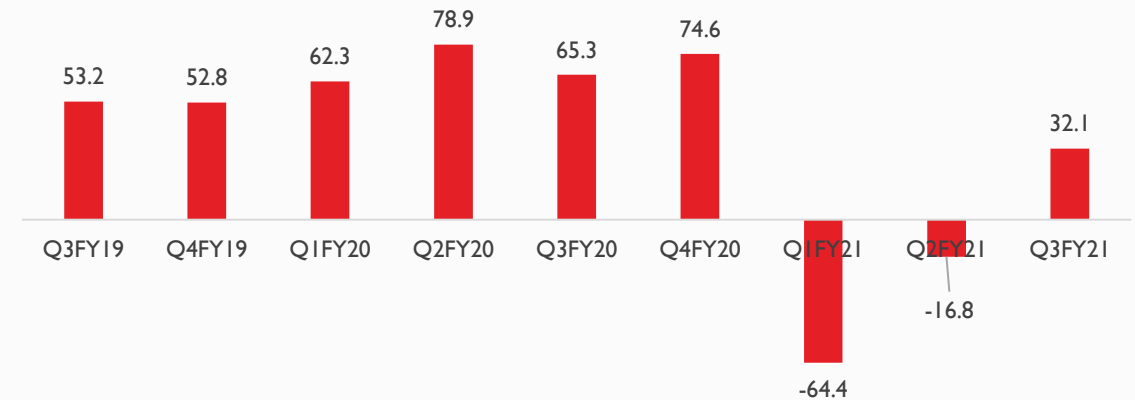
Building EBIT (₹ mn)



Synthetic Revenues (₹ mn)

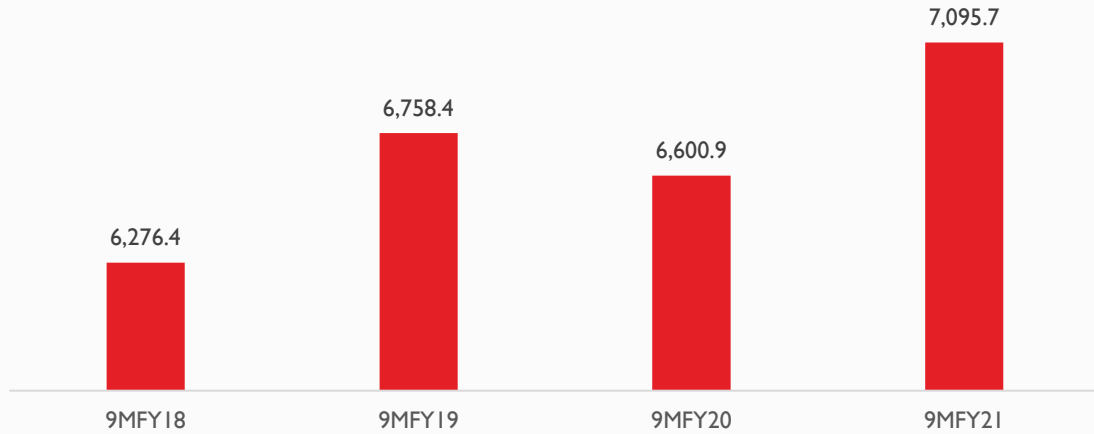


Synthetic EBIT (₹ mn)

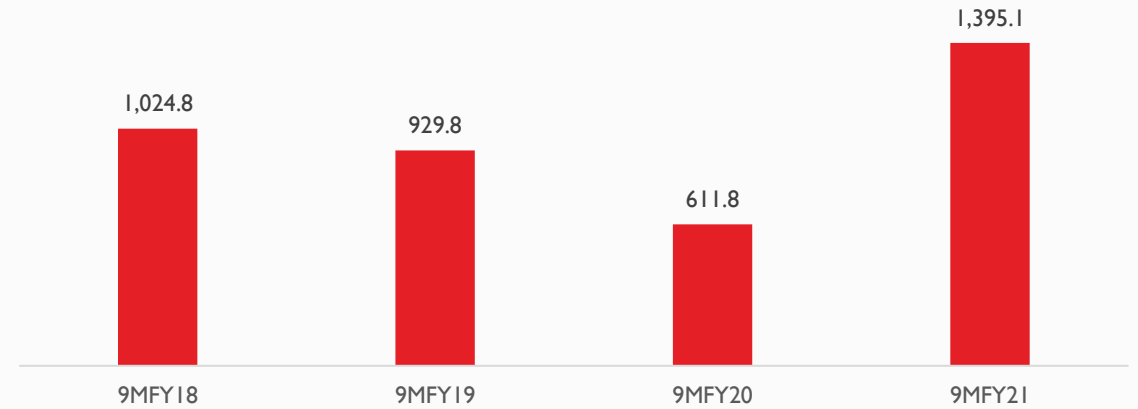


9M Segment Mix

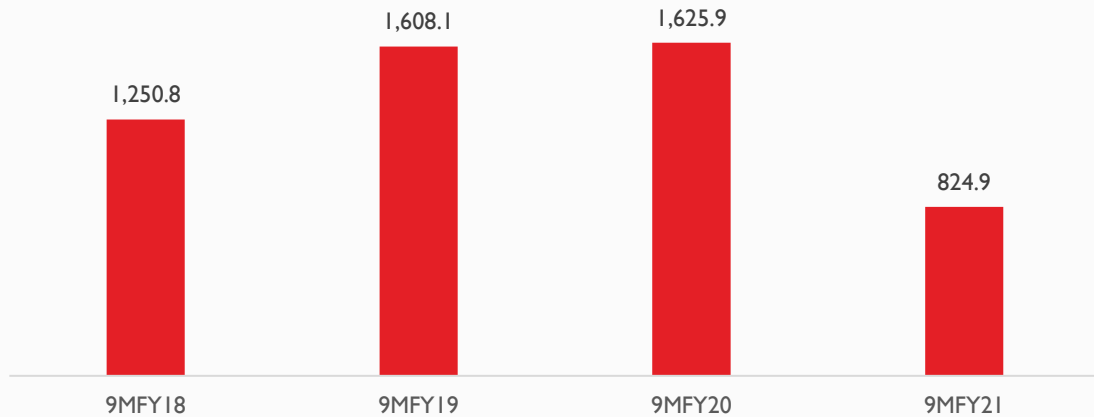
Building Product Revenues (₹ mn)



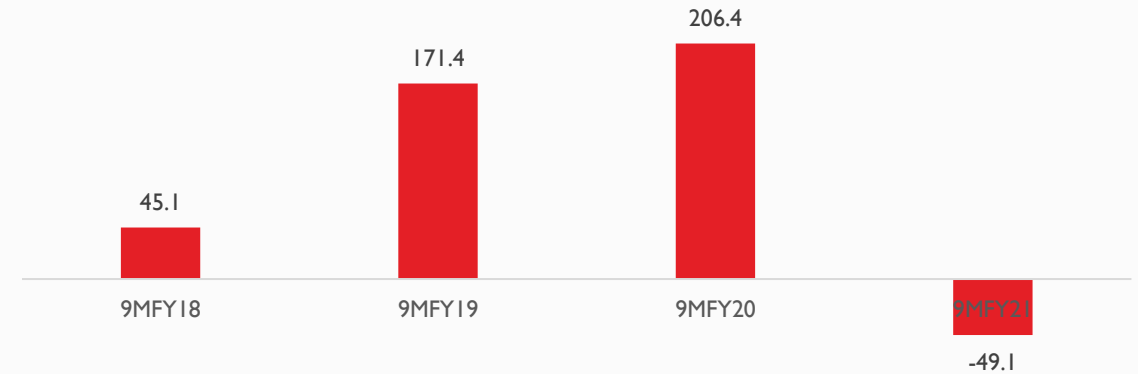
Building EBIT (₹ mn)



Synthetic Revenues (₹ mn)

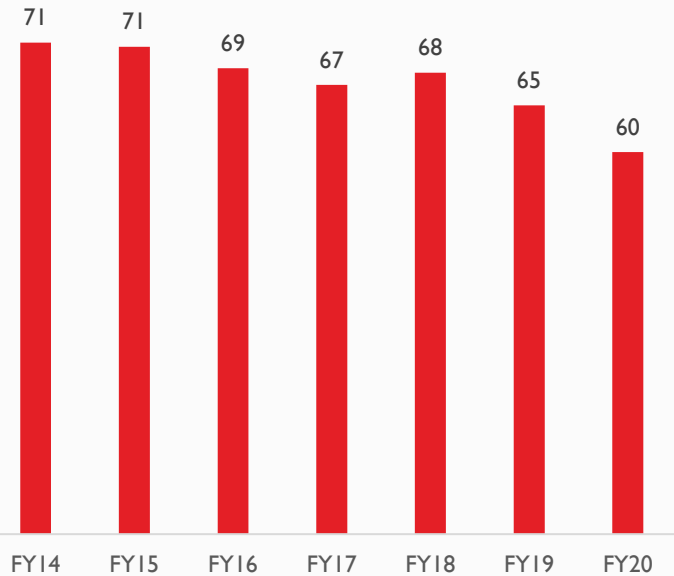


Synthetic EBIT (₹ mn)



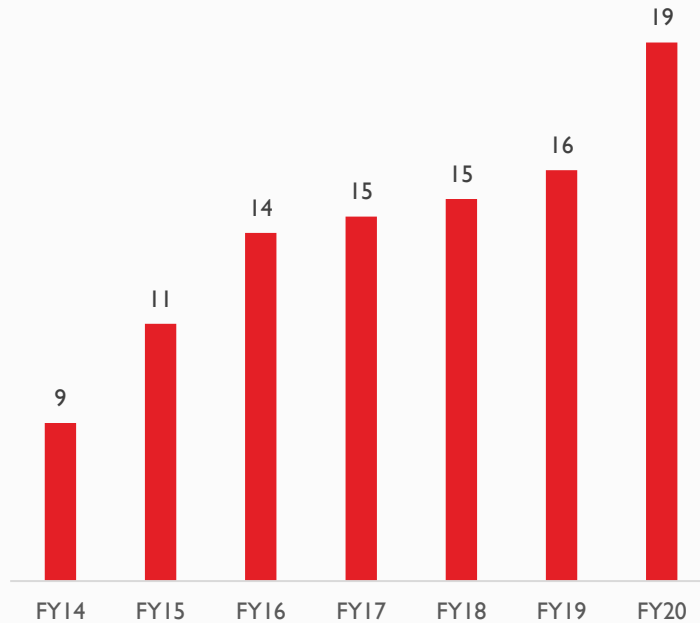
Building Product revenues dominant, Textiles pick up gradual

Cement Asbestos (%)



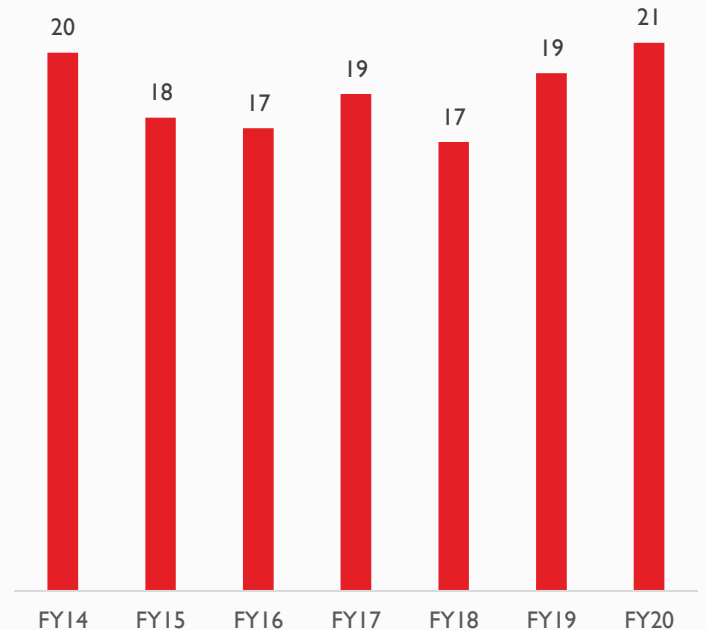
Revenue share dip with lower demand off-take

Cement Board & Panels (%)



Diversified Product Portfolio – A shift from Asbestos based Revenues

Textiles - Synthetic Yarns (%)



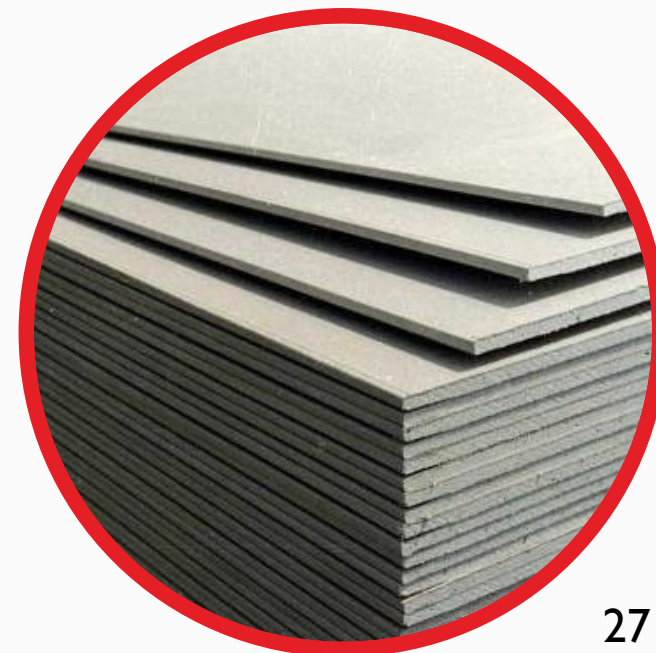
Management Commentary

- Robust growth in Revenue/EBIDT/PAT in Q3FY21 on account of strong rural markets, gradual opening of urban markets, ease of supply chain and digital marketing support
- EBIDT margins increased 630 bps at 15.7% in Q3FY21 vs. 9.4% in Q3FY20
- Building Products segment led the strong quarterly performance, of which margin is at 16.6% in Q3FY21 vs. 6.7% in Q3FY20, synthetic yarns EBIT dipped to 7.1% vs. 12.3% in Q3FY20
- Capacity Utilization in Building Products at 80% in Q3FY21 and 81% for Synthetic Yarns
- Management continues to remain vigilant in the wake of Covid-19 and continues to take initiatives to rationalise cost without effecting the business operations
- Management holds its bullish stance on its building products segment and optimistic on the synthetic yarn segment



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 is a unique technology and management expects significant improvement in sales as the demand improves in the textile markets post Covid-19 unlocking





Operational Metrics Quarterly

Operational Metrics (₹ mn)	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21
Segmental revenues									
Building Products	1,889.5	2,400.9	2,960.5	1,755.6	1,884.9	1,745.2	2,718.9	2,019.0	2,357.8
Synthetic Yarn	509.8	596.7	567.8	528.6	529.6	531.9	133.0	242.8	449.1
Segmental Profits									
Building Products	187.8	290.8	406.6	79.4	125.8	100.1	612.7	392.1	390.2
Synthetic Yarn	53.2	52.8	62.3	78.9	65.3	74.6	-64.4	-16.8	32.1
Segmental EBIT margins									
Building Products	9.9%	12.1%	13.7%	4.5%	6.7%	5.7%	22.5%	19.4%	16.6%
Synthetic Yarn	10.4%	8.8%	11.0%	14.9%	12.3%	14.0%	-48.4%	-6.9%	7.1%
Installed capacity in MT									
Building Products	931,750	981,750	9,81,750	9,81,750	9,81,750	9,81,750	9,81,750	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
Production in MT									
Building Products	209,922	219,140	2,39,356	1,85,061	1,67,900	1,76,885	1,49,508	2,14,468	2,19,725
ATUM (Solar Panels) – KW	1,658	521	120	964	149	446	443	771	877
Synthetic Yarn	2,979	2,838	2,765	2,815	2,905	2,629	830	1,464	2,040
Sales in MT									
Building Products	173,941	227,163	2,78,988	1,58,859	1,74,757	1,60,938	2,26,492	1,63,489	1,97,846
ATUM (Solar Panels) – KW	304	190	241	456	827	909	807	0	990
Synthetic Yarn	2,474	3,043	2,903	2,683	2,711	2,838	737	1,388	2,429
Utilization (on sales)									
Building Products	75%	93%	114%	65%	71%	66%	92%	66%	80%
Synthetic Yarn	82%	101%	97%	89%	90%	95%	25%	46%	81%

Operational Metrics 9M

Operational Metrics (₹ mn)	9MFY18	9MFY19	9MFY20	9MFY21
Segmental revenues				
Building Products	6,276.4	6,758.4	6,600.9	7,095.7
Synthetic Yarn	1,250.8	1,608.1	1,625.9	824.9
Segmental Profits				
Building Products	1,024.8	929.8	611.8	1,395.1
Synthetic Yarn	45.1	171.4	206.4	-49.1
Segmental EBIT margins				
Building Products	16.3%	13.8%	9.3%	19.7%
Synthetic Yarn	3.6%	10.7%	12.7%	-5.9%
Installed capacity in MT				
Building Products	9,31,750	9,31,750	9,81,750	9,91,750
ATUM (Solar Panels) – KW	30,000	30,000	30,000	30,000
Synthetic Yarn - Spinning Positions	2,752	2,752	2,752	2,752
Production in MT				
Building Products	6,34,691	6,75,865	5,92,317	5,83,701
ATUM (Solar Panels) – KW	417	2,991	1,234	2,091
Synthetic Yarn	8,203	8,545	8,485	4,334
Sales in MT				
Building Products	5,99,291	6,26,057	6,12,604	5,87,827
ATUM (Solar Panels) – KW	2.1	329	1,525	1,706
Synthetic Yarn	6,845	8,178	8,297	4,554
Utilization (on sales)				
Building Products	86%	90%	83%	79%
ATUM (Solar Panels) – KW	0%	1%	7%	8%
Synthetic Yarn	76%	91%	92%	51%

Profit & Loss Statement Quarterly

Profit & Loss (₹ mn)	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21
Income from Operations	2399.3	2,997.5	3,528.2	2,284.1	2,414.4	2,277.1	2,851.9	2,261.8	2,806.9
Other Income	13.4	17.9	14.9	20.3	14.3	16.7	15.6	24.3	21.8
Total Income	2412.7	3,015.4	3,543.1	2,304.5	2,428.7	2,293.7	2,867.5	2,286.1	2,828.7
Operating Expenses	2155.4	2,655.0	3,040.8	2,101.6	2,200.6	2,072.2	2,269.0	1,856.0	2,388.9
EBITDA	257.4	360.4	502.3	202.9	228.1	221.6	598.4	430.2	439.8
Margin %	10.7	12.0	14.2	8.9	9.4	9.7	21.0	19.0	15.7
Depreciation	89.3	93.5	108.5	101.5	100.3	99.4	98.0	100.4	101.1
EBIT	168.0	266.9	393.9	101.4	127.8	122.2	500.4	329.8	338.7
Margin %	7.0	8.9	11.2	4.4	5.3	5.4	17.5	14.6	12.1
Financial Charges	50.9	53.2	43.9	41.0	42.6	46.7	39.4	30.2	27.4
Interest %	2.1	1.8	1.2	1.8	1.8	2.0	1.4	1.3	1.0
PBT	117.1	213.7	350.0	60.5	85.2	75.5	461.0	299.6	311.3
Margin %	4.9	7.1	9.9	2.6	3.5	3.3	16.2	13.2	11.1
Tax	26.3	73.3	119.2	-71.7	23.7	6.9	116.8	76.6	80.9
PAT	90.9	140.5	230.8	132.1	61.5	68.6	344.2	223.0	230.4
Margin %	3.8	4.7	6.5	5.8	2.5	3.0	12.1	9.9	8.2
EPS	5.7	8.8	14.5	8.3	3.9	4.3	21.7	13.9	14.2

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
Total Income	8,974.6	10,235.5	10,075.8	9,662.8	10,168.9	11,484.5	10,570.1
Operating Expenses	8,348.1	9,252.3	9,096.2	8,433.8	8,621.6	9,927.9	9,415.1
EBITDA	626.5	983.3	979.6	1,229.0	1,547.3	1,556.5	1,154.9
Margin %	7.0	9.6	9.7	12.8	15.3	13.7	11.0
Depreciation	224.6	430.9	363.0	340.8	348.4	353.6	409.7
EBIT	401.9	552.4	616.6	888.2	1,198.9	1,203.0	745.3
Margin %	4.5	5.4	6.1	9.2	11.8	10.6	7.1
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
PBT	188.0	332.1	403.7	692.2	1,016.3	1,003.5	571.2
Margin %	2.1	3.3	4.0	7.2	10.0	8.8	5.4
Tax	68.3	119.7	159.4	264.4	350.8	329.4	78.2
PAT	119.6	212.4	244.3	427.8	665.5	674.1	493.0
Margin %	1.3	2.1	2.4	4.5	6.6	5.9	4.7
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
Total Equity and Liabilities	7,284.2	7,902.2	8,189.2	7,690.8	8,845.3	9,261.1	9435.2
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
Total Assets	7,284.2	7,902.20	8,189.2	7,690.8	8,845.3	9,261.1	9435.2
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



**Thank
You**

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