

Date January 24, 2025

VCL/SE/96/2024-25

To
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001
Scrip Code: 516072
Through: BSE Listing Centre

To
National Stock Exchange of India Limited
Exchange Plaza, Bandra-Kurla Complex
Bandra (East), Mumbai 400 051
Symbol: VISHNU
Through: NEAPS

Sub: Investor Presentation on Q3FY25 Financial Results- Regulation 30 of SEBI (LODR) Regulations, 2015

Dear Sir/Madam,

Please find attached the Investor Presentation on the financial results of the Company for the third quarter ended December 31, 2024.

A copy of this disclosure is uploaded on the website of the Company www.vishnuchemicals.com.

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

Thanking You.

Yours faithfully,

For Vishnu Chemicals Limited

Vibha Shinde
Company Secretary & Compliance Officer



Speciality Performance Chemicals

Q3FY25 Earnings Presentation

“Where **Perseverance** and **Commitment** come together”





"A Reflection Of Chemistry"

suggests a connection between the products offered by the company and the science of chemistry. The use of "reflection" implies a deep understanding or embodiment of chemistry, which is a **tribute** to those who value expertise and quality in specialty chemicals. It conveys a sense of depth, precision, and expertise in the field of Chromium and Barium Chemistry. It suggests that the products offered by the company are not just chemicals; they are a manifestation of science and human perseverance.

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Summing Up



Q3FY25: Consolidated Highlights

In ₹ Cr	Q3FY25	Q3FY24	YoY	Q2FY25	QoQ	9MFY25	9MFY24	YoY	FY24
Operating Revenues	371.22	303.58	22%	343.84	8%	1053.92	912.24	15%	1212.60
EBITDA	63.50	40.95	55%	45.19	41%	164.31	138.03	19%	201.56
EBITDA Margin	17.1%	13.5%	+362 bps	13.1%	+396 bps	15.6%	15.1%	+46 bps	16.6%
PAT	34.40	20.76	66%	22.84	51%	87.70	73.36	19.5%	101.10
PAT Margin	9.3%	6.8%	+243 bps	6.6%	+262 bps	8.32%	8.04%	+28 bps	8.3%





Demonstrating Consistent Margin Profile

**Consolidated
Gross Margin**
46.6%



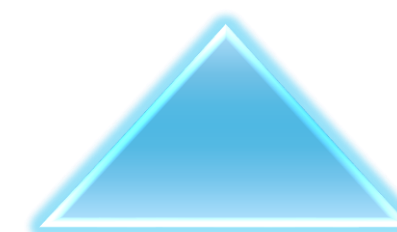
**+237 bps
YoY**

**Consolidated
EBITDA Margin**
17.1%



**+362 bps
YoY**

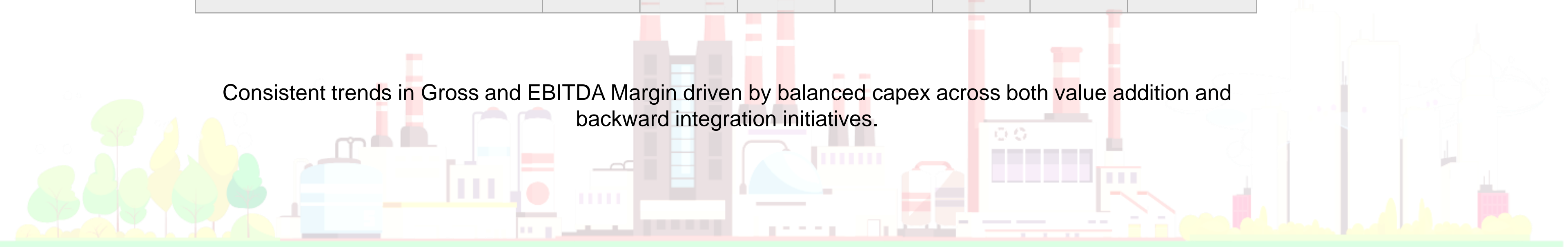
**Consolidated
PAT Margin**
9.3%



**+243 bps
YoY**

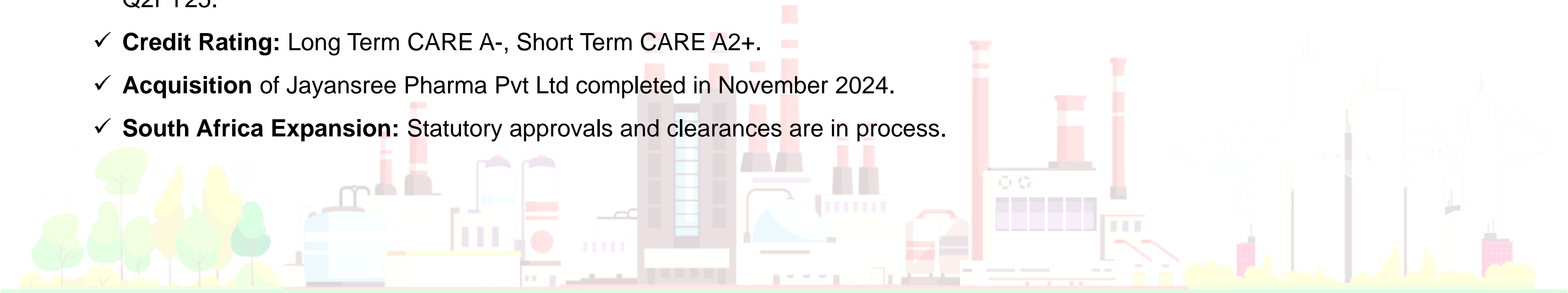
Gross Margin	FY19	FY20	FY21	FY22	FY23	FY24	9MFY24
CONSOLIDATED	43%	43%	45%	45%	46%	48%	45%
STANDALONE	42%	41%	44%	43%	45%	46%	43%

Consistent trends in Gross and EBITDA Margin driven by balanced capex across both value addition and backward integration initiatives.





- ✓ **Consistent:** Despite persistent headwinds in the overall market environment, Vishnu Chemicals has delivered stable performance, strong and consistent margins over the years.
- ✓ **Growth drivers:** Focus on manufacturing, flexible product mix, geographic diversification, a strong balance sheet, and low leverage, which is helping to offset macro backdrop.
- ✓ **Domestic market:** Performance in domestic markets has significantly outperformed the export markets as consolidated Domestic:Export sales mix was 61:39 in Q3FY25 compared to 57:43 in Q2FY25.
- ✓ **Chromium and Barium Chemicals** saw improved profitability due to consistent improvement in processes and diversified industry mix in Chromium Chemicals and improved utilisation levels in Barium Chemicals.
- ✓ **Benefit to customers:** Freight costs reduced to 16.9% of consolidated exports sales in Q3FY25 compared to 18.3% in Q2FY25.
- ✓ **Credit Rating:** Long Term CARE A-, Short Term CARE A2+.
- ✓ **Acquisition** of Jayansree Pharma Pvt Ltd completed in November 2024.
- ✓ **South Africa Expansion:** Statutory approvals and clearances are in process.





Krishna Murthy Cherukuri

Chairman & Managing Director

“The company is delighted to report its latest quarterly results. We are continuously improving our manufacturing processes that combine environmental and economic benefits by comprehensive use of resources and ability to handle complex reactions.”

“Our customer-first strategy has yielded rich dividends, as we remain committed to prioritising their needs while adjusting our product mix in the current and anticipated raw material cost environment. We are optimistic about our chemistry and positive about delivering industry leading ROCE in the future.”

Siddartha Cherukuri

Jt. Managing Director





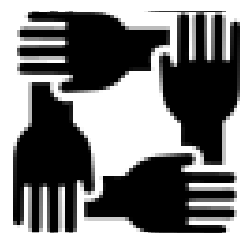
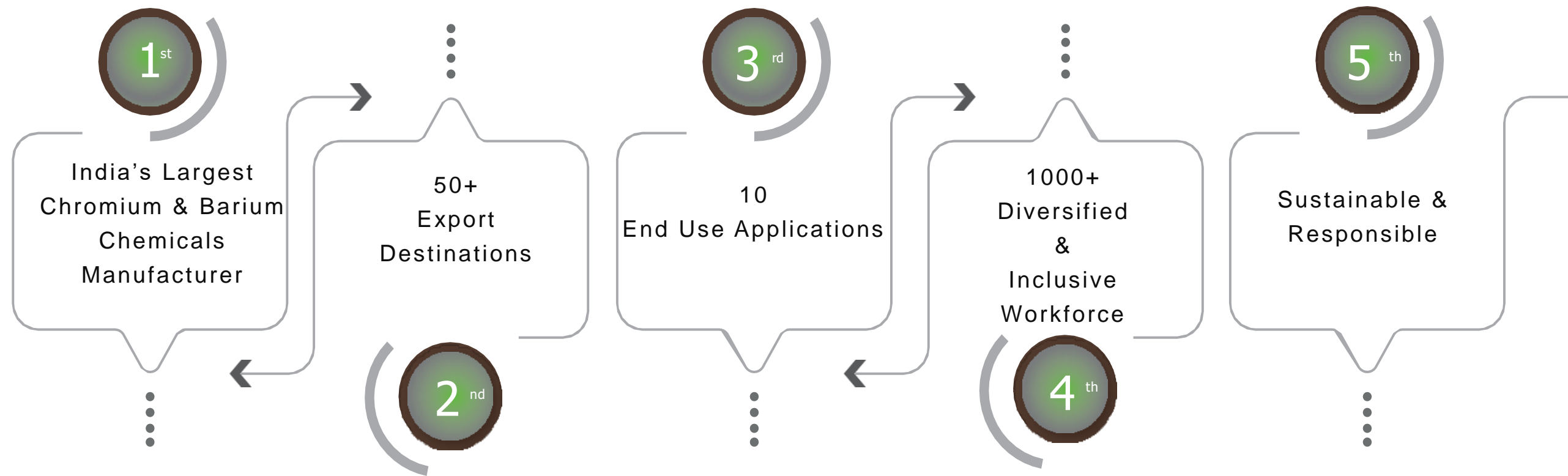
Pioneers in manufacturing of performance enhancing speciality chemicals with strong market leadership in Chromium Chemicals and Barium Chemicals.



Listed enterprise with principle and ethical management focused on diverse needs and aspirations of our customers across 50+ countries.



Our Identity: Manufacturing Legacy of 35 years



INTEGRITY

Accountability in every action.
Transparency in every transaction.



EXCELLENCE

Dedication in every decision.



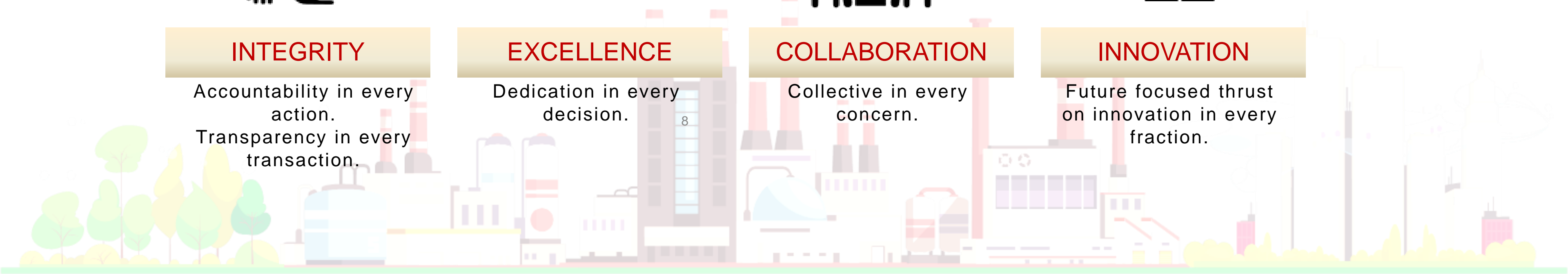
COLLABORATION

Collective in every concern.



INNOVATION

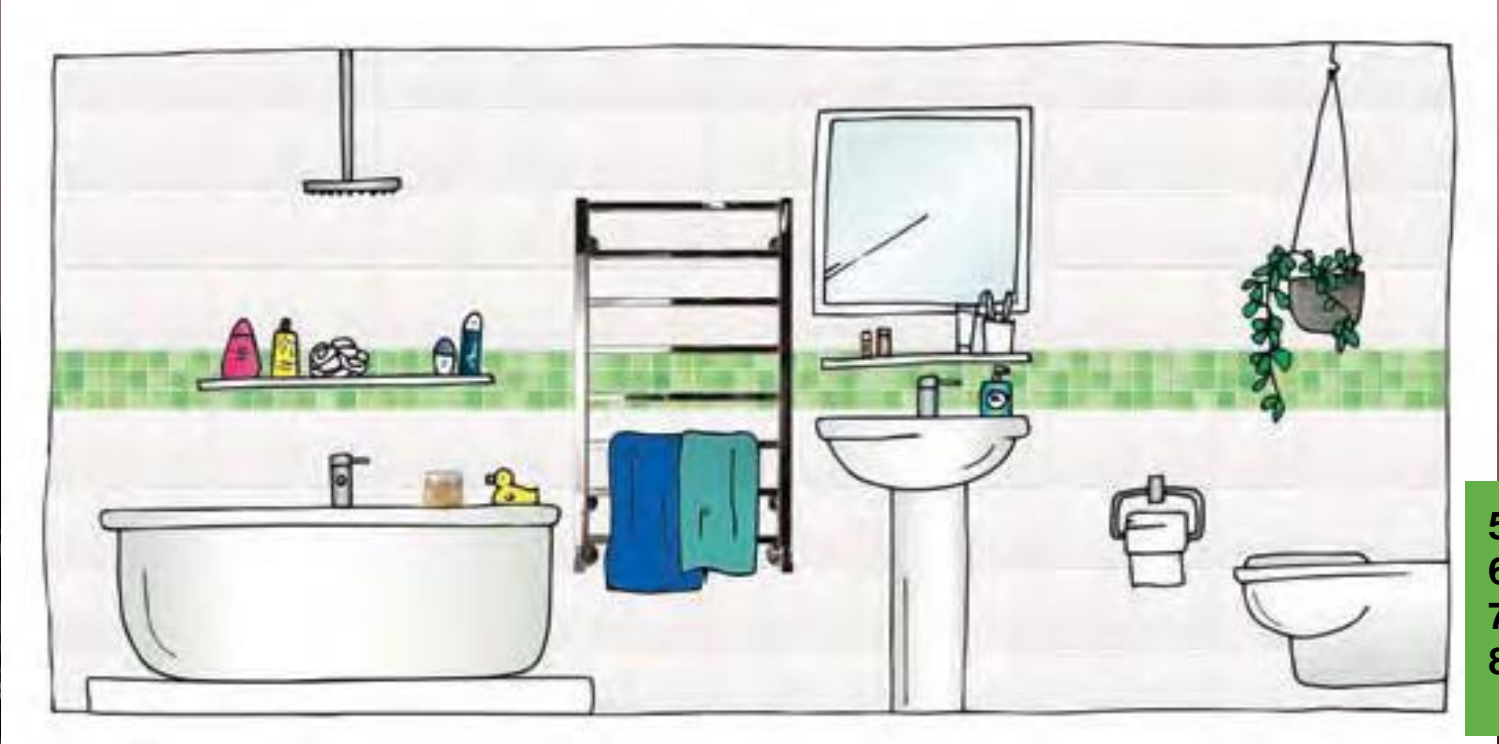
Future focused thrust on innovation in every fraction.



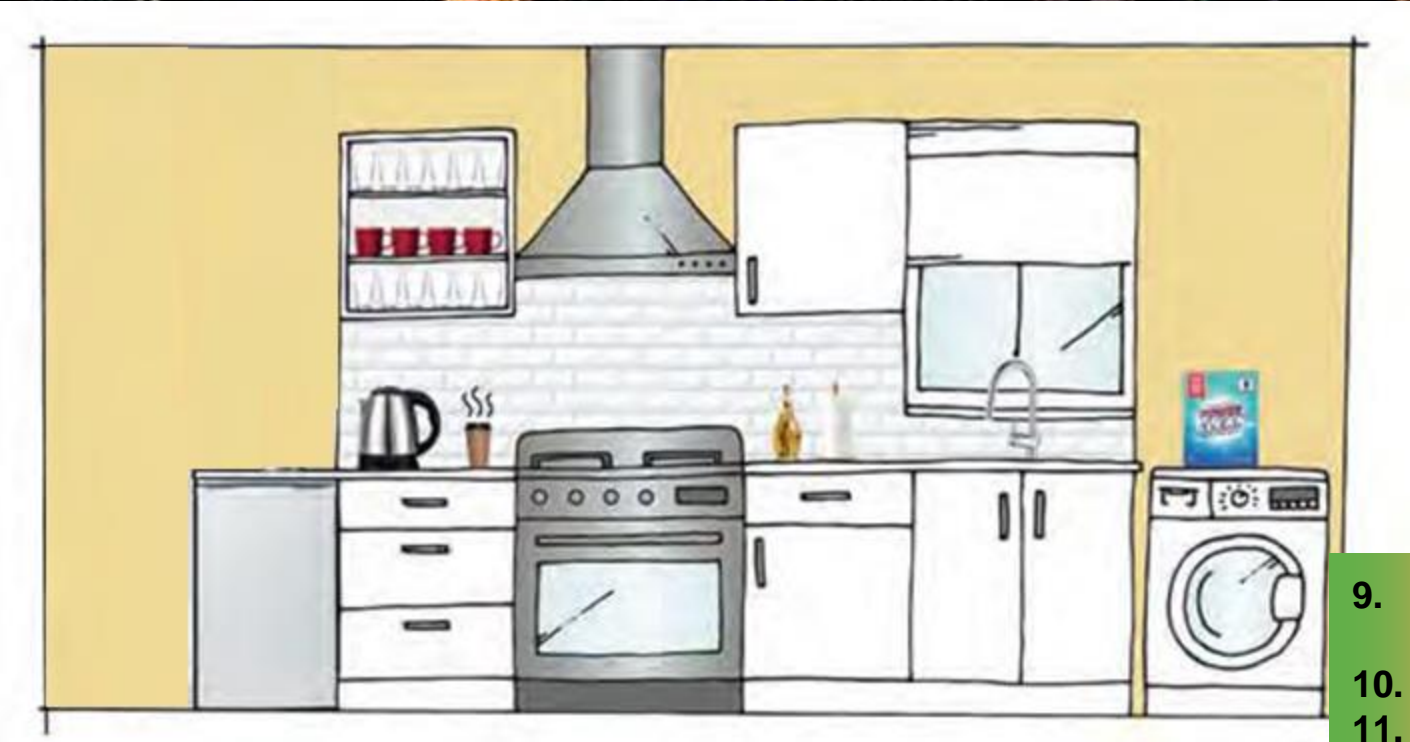
HOW CHROMIUM CHEMICALS TOUCHES LIVES



- 1. Leather sofa
- 2. Ceramic Tiles
- 3. Knobs
- 4. Green Bottle



- 5. Shower Head
- 6. Towel rack
- 7. Faucets
- 8. Green tiles



- 9. Refrigerator coils
- 10. Steel Kettle
- 11. Sink Tap
- 12. Detergent



- 13. Chrome Handle
- 14. Chrome Lamp
- 15. Leather Headboard



Sodium Dichromate



Pharmaceuticals

Artificial Sweeteners

Basic Chrome Sulphate



Tanning

Pigments & Dyes

Chromic Acid



Automobiles

Electroplating

Timber Treatment

Chrome Oxide Green



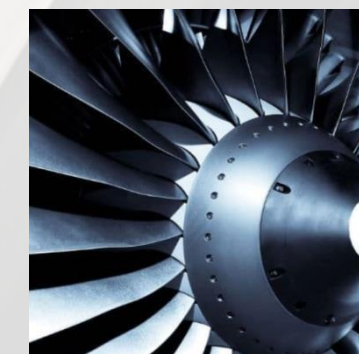
Refractory

Pigments & Dyes

Ceramics & Tiles

Plastic Masterbatches

Potassium Dichromate



Matches

Photographic engraving

Ignition Agent

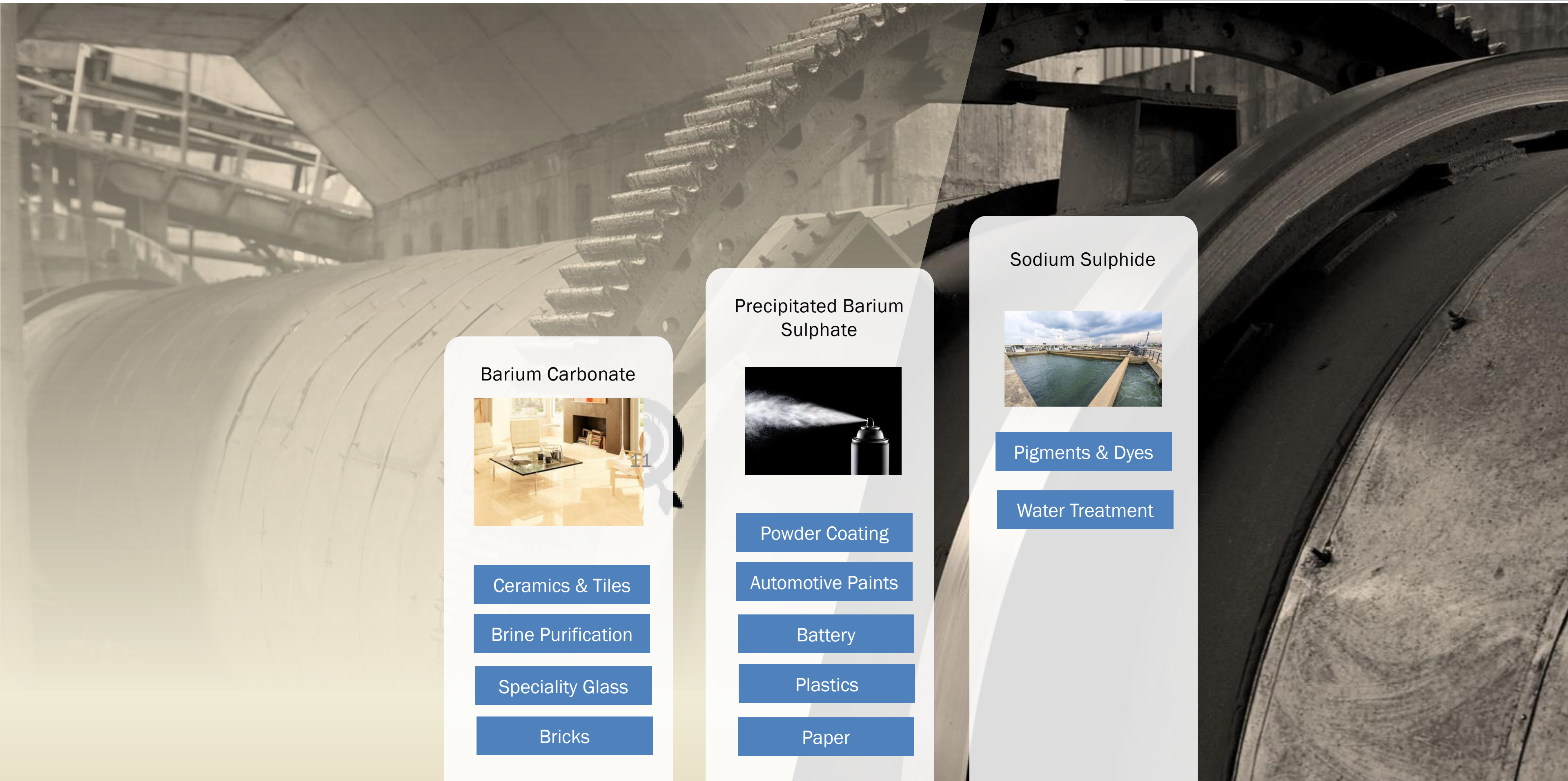
White Sodium Sulphate



Paper

Detergents

Molten Glass



Barium Carbonate



Ceramics & Tiles

Brine Purification

Speciality Glass

Bricks

Precipitated Barium Sulphate



Powder Coating

Automotive Paints

Battery

Plastics

Paper

Sodium Sulphide



Pigments & Dyes

Water Treatment



MULTI LOCATIONAL MANUFACTURING EXCELLENCE



Best in Class Quality



Export to 50+ countries



35 Years of Excellence

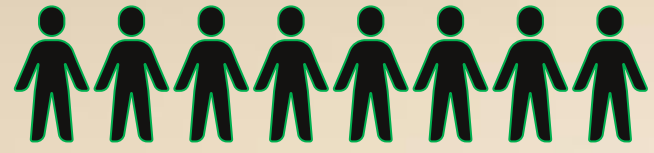


Close proximity to ports



Responsible & Green





Commitment to ESG
Commitment to Health & Safety



CARE FOR THE COMMUNITY

Old Age Home



Plantation






Rural Health Care



Diversified



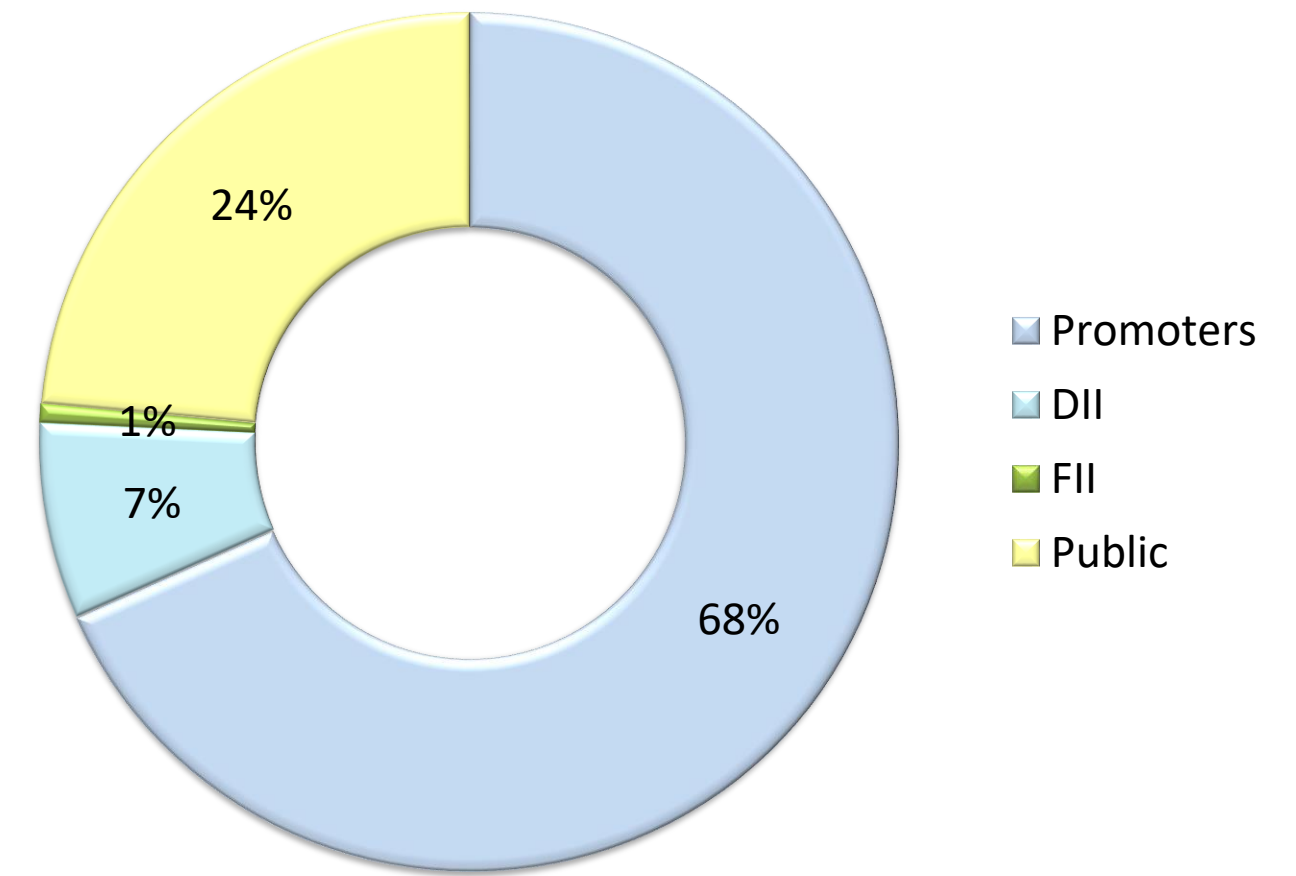
As on 24th Jan 2025

 Market Capitalization (₹ in crs)	2,833.72
 Shares Outstanding (In crs)	6.55
 Symbol (BSE) / (NSE)	516072 / VISHNU

Consistent Dividend Track Record

Year	Dividend (%)	Face Value	Dividend
2020	10	₹10.00	₹1.00
2021	10	₹10.00	₹1.00
2022	20	₹10.00	₹2.00
2023	20	₹2.00	₹0.40
2024	15	₹2.00	₹0.30

Shareholding as on 31 Dec 2024





Summing Up

- ✓ Principle driven leadership with focus on manufacturing.
- ✓ Unique capabilities like flexible product mix and process innovations executed over the years makes us one of the most efficient and resilient producers of chemicals in the areas we operate.
- ✓ Our market share continues to expand due to our multi-site capabilities, reach, procurement strategies and customer centric approach.
- ✓ Focus on waste reduction, recycling and reuse.
- ✓ Emphasis on empowerment and socio-economic welfare of the community.
- ✓ Consistent track record of dividend payment.

“WHERE PERSEVERANCE AND COMMITMENT
COME TOGETHER



THANK YOU

CONTACT US:

Hanumant Bhansali, VP Finance & Strategy
www.vishnuchemicals.com
investors@vishnuchemicals.com



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