



# 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](http://www.visaka.co) E-mail : [vil@visaka.in](mailto:vil@visaka.in)

**Ref: VILSTEX/presentations/FY2024/45**

**Date:10.08.2023**

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>BSE 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>
<b>ISIN CODE: INE392A01013</b>	

**Sub: Investor Presentation on Q1 FY-24 Financial Results**

**Ref: Regulation 30 of SEBI LODR Regulations, 2015**

Dear Sir/s,

In continuation to our intimation dt. 10<sup>th</sup> August, 2023 and pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are submitting herewith, presentation to be made at the earnings call scheduled to be held on 16<sup>th</sup> August, 2023 at 4.00 PM IST.

A copy of this disclosure is being uploaded on the website of the Company [www.visaka.co](http://www.visaka.co).

This is for your information and dissemination.

Thanking you,

Yours faithfully,

**For VISAKA INDUSTRIES LIMITED**

**Ramakanth Kunapuli**

**AVP & Company Secretary**

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



Investor Presentation | August'23

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All Maps used in the presentation are not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

- The Company was incorporated in 1981 by Dr. G. Vivekanand. It is presently stewarded by Mr. G. Vamsi Krishna, son of Dr. G. Vivekanand and Mrs. Saroja Vivekanand
- Headquartered in Hyderabad (India), Visaka has **13** manufacturing locations across India.
- Over the last four decades, the Company has established itself as one of the leading building construction material providers and a dependable synthetic yarns manufacturer in India

₹ **446.84** Crs  
Revenue- Q1 FY24

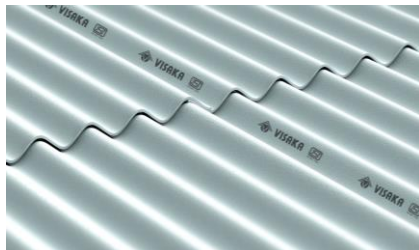
₹ **38.61** Crs  
EBITDA- Q1 FY24

**8.64** %  
EBIDTA Margin (%) - Q1 FY24

₹ **12.26** Crs  
PAT- Q1 FY24

## Business Mix

### Cement Roofing Sheets



Market Share(%) **18**  
Market Position **02**

### Solar Roofing (ATUM)



Market Share(%) **100**  
Market Position **01**

### V Next Products



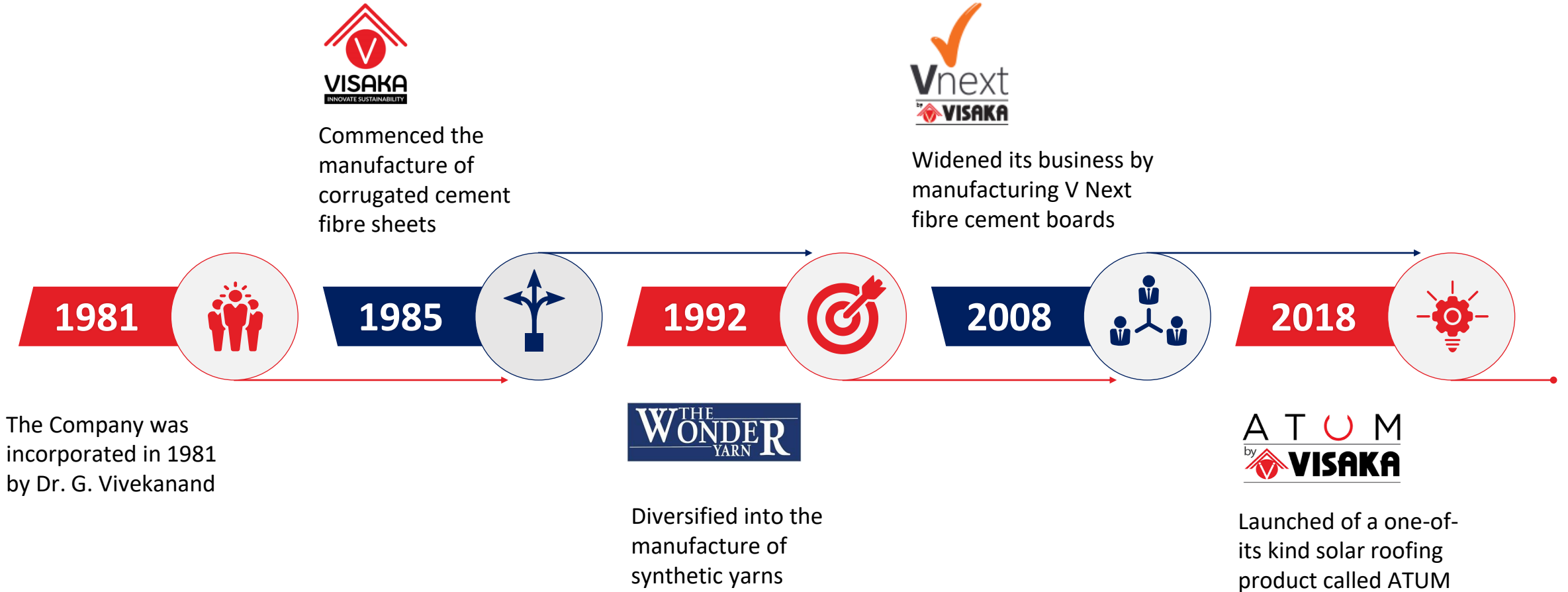
Market Share(%) **32**  
Market Position **01**

### Yarn (twin air-jet-spun)



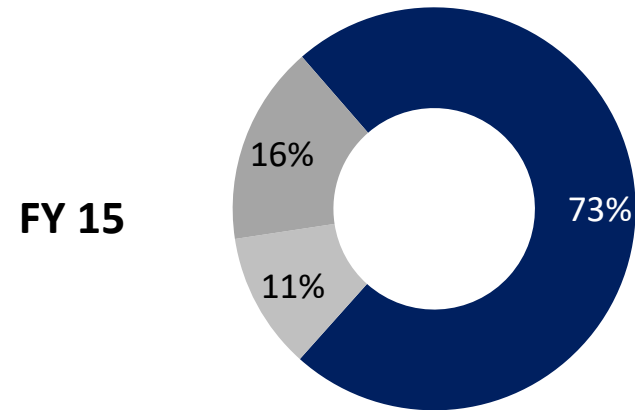
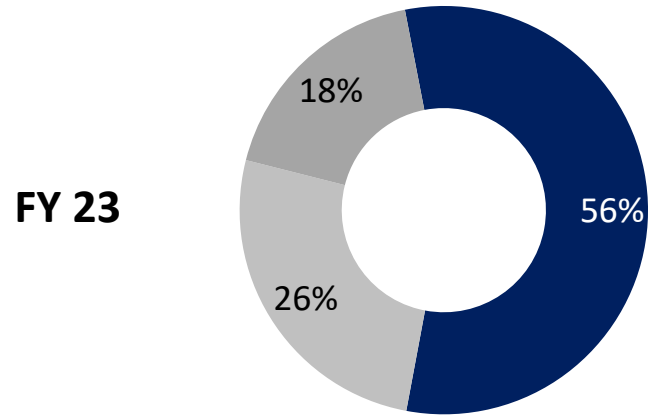
Market Share(%) **80**  
Market Position **01**

# The Journey of Transformation



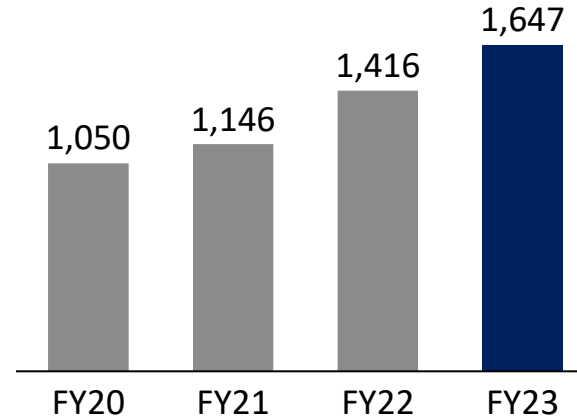
# Business Transformation: Success Metrics (Standalone)

## Revenue Contribution

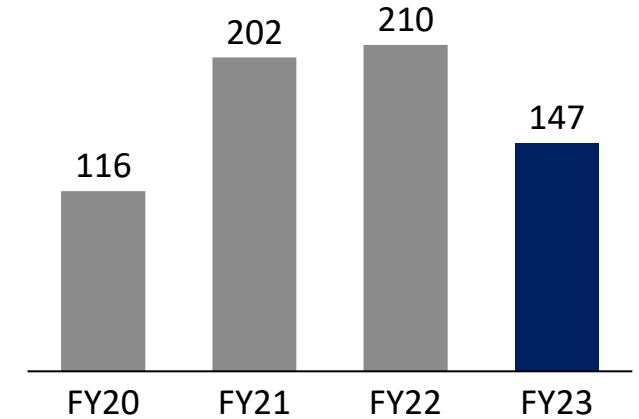


■ Cement Roofings  
■ \*Fibre Board & Panels (incl ATUM Roof) (%)  
■ Textiles - Synthetic Yarns (%)

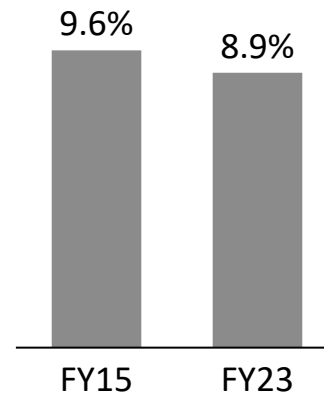
## Revenues (INR in Crs)



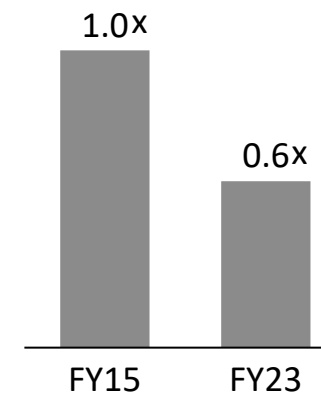
## EBITDA<sup>^</sup> (INR in Crs)



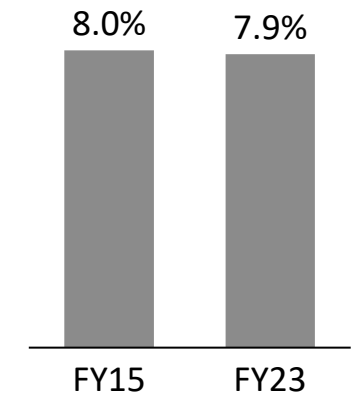
## EBITDA Margin



## Debt to Equity

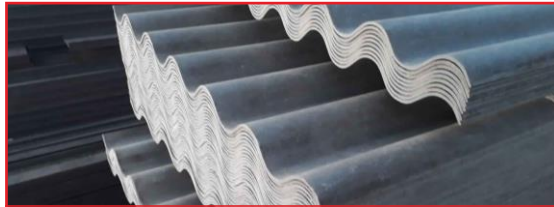


## ROCE%



<sup>^</sup> EBITDA calculated including Other Income    \*ATUM Roof segment launched in 2018

# Diversified Product Portfolio



Fibre Cement Roofs Est: 1981



- Company commenced the manufacture of cement roofing sheets in **1985**
- Annual capacity of **36,000** metric tonnes. It possessed the capacity to manufacture **8,30,000** metric tonnes across **seven** plants by the close of the year under review



Integrated Solar Roof Est: 2018



- The pioneering ATUM solar roof was launched in **2018**, a breakthrough in the field of sustainable energy.
- Visaka secured patents for this product in **USA, South Africa and India**.
- Company also commenced exports to Africa and the Middle East, broadbasing its geographic coverage.



Fibre Cement Boards Est: 2008



- Visaka commenced the manufacture of fibre cement boards and panels in **2008**.
- Annual capacity is **2,20,000** metric tonnes per annum for boards and **29,750** metric tonnes per annum for panels
- Company is the leading player in terms of market share, accounting for **32%** of sectoral capacity.

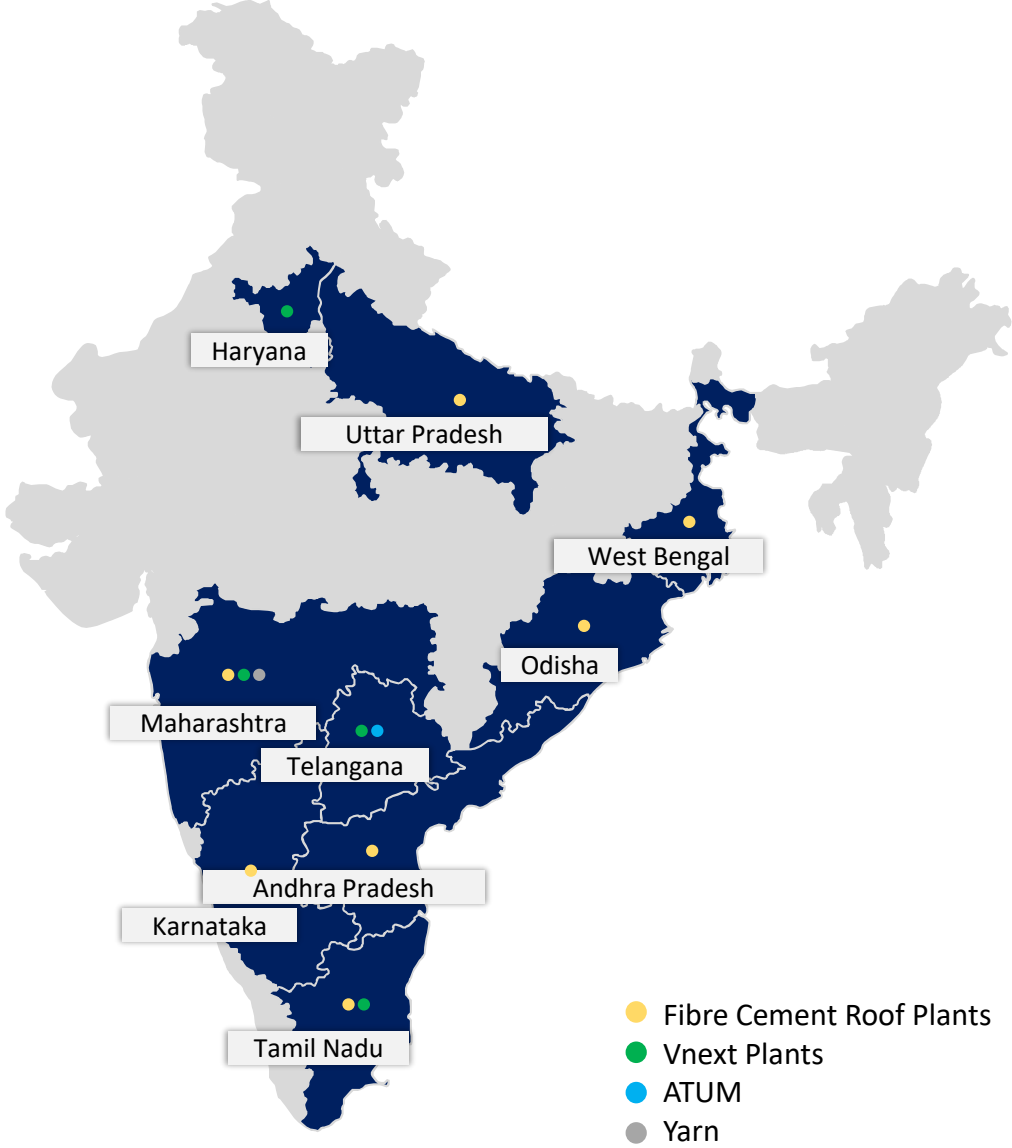


Wonder Yarn Est: 1992



- Visaka extended into the manufacture of synthetic yarn in **1992** when it commissioned a factory in Nagpur
- Plant was initially designed to produce **2,000 tonnes** of man-made yarns per annum using the cutting-edge air-jet spinning technology
- Company scaled its spinning capacity at present to produce **13,200 tonnes per annum**

# Diversified Locations, Closer to the Customer





# Diversified Geographical Presence

## Global Presence

1. Germany
2. Italy
3. Turkey
4. Egypt
5. USA
6. UK
7. Taiwan
8. France
9. Russia
10. Lebanon
11. Mexico
12. Portugal
13. Poland
14. Hong Kong
15. Bosnia
16. South Africa
17. Sri Lanka
18. Nepal
19. Gulf countries



Export to **30+** Countries

**7,000+** Strong dealer network

# Diversified Marquee Customers



**Indian Railways**



**Serum Institute**



**Mahindra Holidays & Resorts**



**Manipal Institute**



**Phoenix Group**



**Rainbow Hospital**



**Hindustan Aeronautics**



**Himalayan Institute of  
Alternatives, Ladakh**



**Shri. Dr G. Vivekanand**  
Chairman

- An MBBS graduate from Osmania University and a former Member of Parliament, he is an entrepreneur and has played a pivotal role in the company's growth
- Under his leadership and guidance, the company has grown multifold and diversified into the fields of Building Products and Synthetic Blended Yarn with a prominent position in both industries



**Shri. G. Appender Babu**  
Independent Director

- Shri Gogineni Appender Babu (Non-Executive Director) is an industrialist, with 35 years off experience in manufacturing corrugated and other packing materials. He has done BE, Mechanical from Bangalore University
- He was also a member of the Federation of Telangana and AP Chamber of Commerce and Industry for a period of 2 years in the past



**Shri. Gusti J. Noria**  
Independent Director

- He has been on the company's board since 2000. He has varied experience in manufacturing, marketing, and export of artificial jewellery
- He is the Managing Director of Normak Fashions Ltd., the manufacturers of Estelle brand of artificial jewellery



**Smt. Vanitha Datla**  
Independent Director

- She held various prestigious positions like Director on the Board, Chairwoman, Deputy Chairwoman, Chairperson of the Audit Committee as well as a member of the Risk Management Committee
- She holds expertise in areas such as Business strategy & operations, risk management, financial management, governance and regulatory affairs



**Shri. P. Srikar Reddy**  
Independent Director

- He is with Sonata Software Limited since 1986 and has been pivotal in building Sonata as a trusted and reliable IT service partner. He is currently the Managing Director and CEO of the company
- He holds an engineering degree from REC, Tiruchirapalli, and a postgraduate degree in Management from the Indian Institute of Management, Calcutta. He has been on the company's board since 2014



**Smt. G. Saroja Vivekanand**  
Managing Director

- She has been on the company's board since January 2003. She has good exposure to the company's functioning in all respects and has been the Managing Director of 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 appointed as Chief Business strategist of the company
- He is very passionately involved in creating the market for the Vnext Division. He was then promoted to Joint Managing Director of the company effective from May 6, 2017



**Shri J. P. Rao**  
Director (Strategic Planning &  
Business Development)

- He has 40 years of rich experience, spreading over sales, distribution, and Cement Sheets marketing. He holds a bachelors degree in Public Administration and has completed his MBA
- His competencies involve Marketing, sales & consumer insights, operations, supply chain management and distribution

# Testimony to Our Performance



Best Management Award for 2023 by Telangana State Government



Achieved 24th position in BW Businessworld India's Most Sustainable Companies, 2021-22



The Company was awarded the Most Trusted Brands Award 2021 by CNBC TV18 in 2020-21



Silver Winner Spotlight 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 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

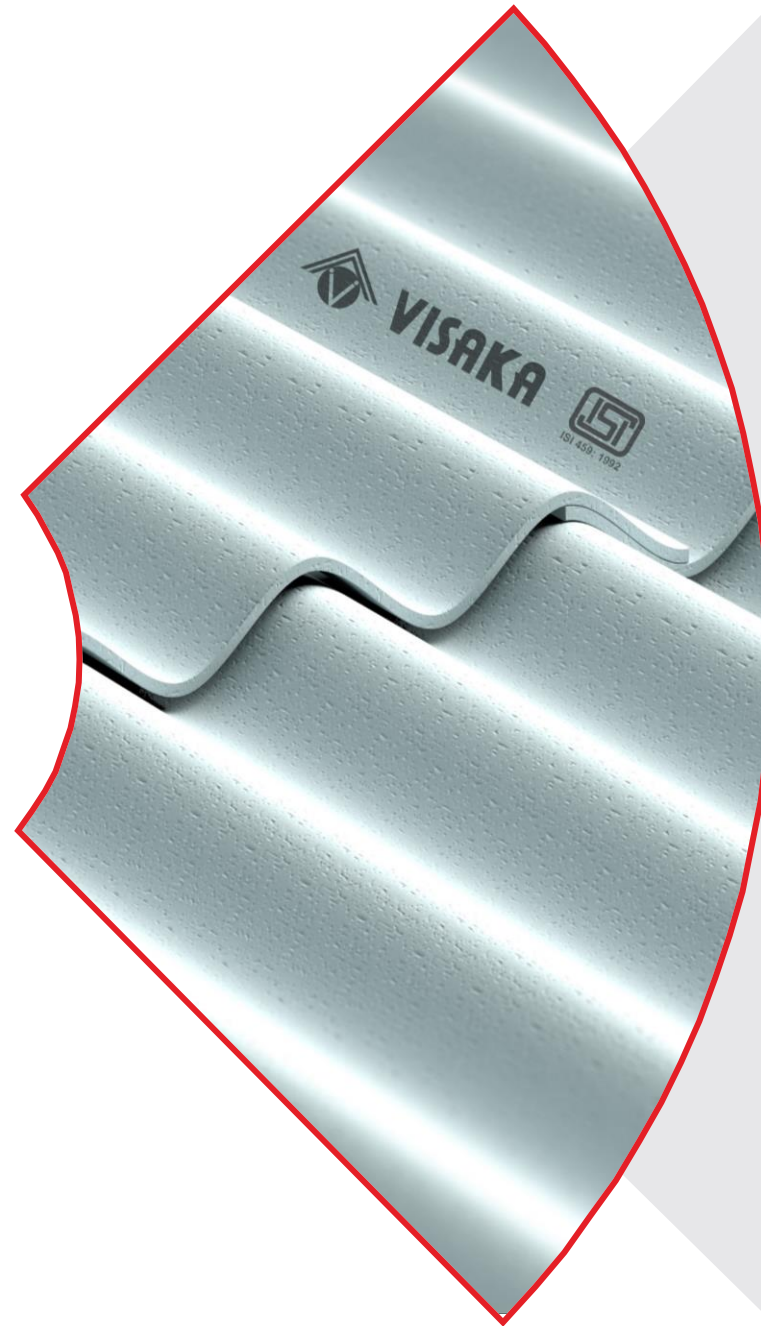


Award from Council for Industrial Development in 1985

BUSINESS DIVISION ANALYSIS # 1

# Cement roofing sheets

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# Cement Roofing Sheets- Our Cement Roofing Sheets Business

ROOFING  
ATUM  
V-NEXT  
YARN

- Visaka is one of the topmost AC roofing sheets brand in the country with production capacity of 8.3 lakh tpa. and 40 years of core experience and having a market share of 18%
- We are number two with a market share of 18% in FY23
- The attractive offtake of the product was the result of a consumer recognition of the advantage of a cement roofing sheet over the metal alternative
  - The metal products have a high heat transfer and generate a lot of sound when it rains
  - Multi-decade durability - 'buy it, lay it, forget it'
  - Metal sheets became more expensive during the commodity inflation, strengthening the overall price-value proposition for cement roofing sheets
- The Company added a second manufacturing line (capacity 100,000 TPA) in our Raebareli plant, the first such expansion in 10 years and commercial production commenced on 5th May 2022

## Highlights, 2022-23

**01**

8% Increase in Revenue

**02**

98% Capacity Utilization

**03**

Sales contributes 56% to overall revenues

# Cement roofing sheets

ROOFING  
ATUM  
V-NEXT  
YARN



Plant Locations : Andhra Pradesh, Tamil Nadu, Karnataka, West Bengal, Odisha, Uttar Pradesh, and Maharashtra



# Capacity utilisation

ROOFING

ATUM

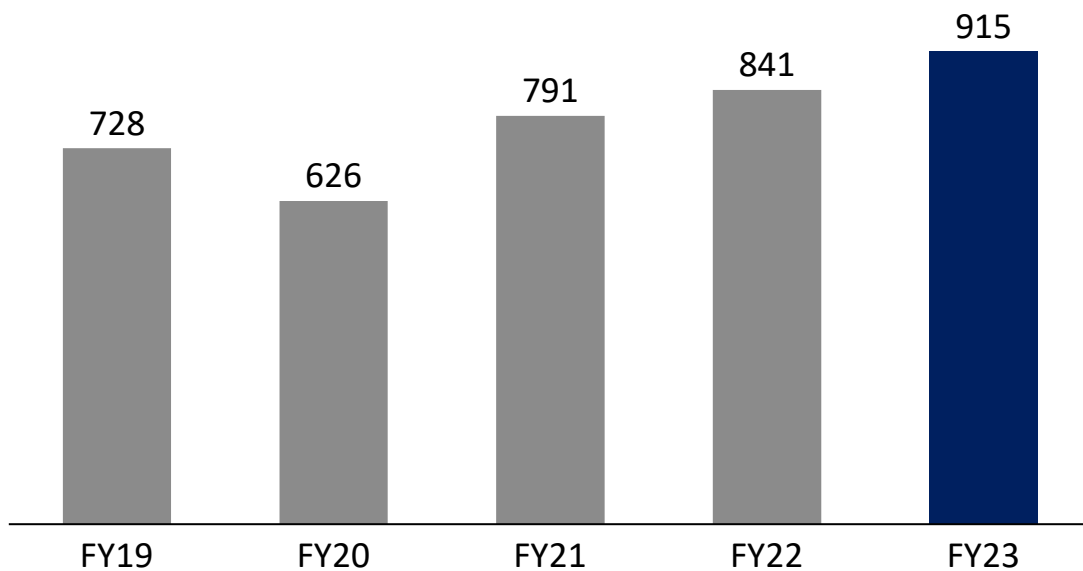
V-NEXT

YARN

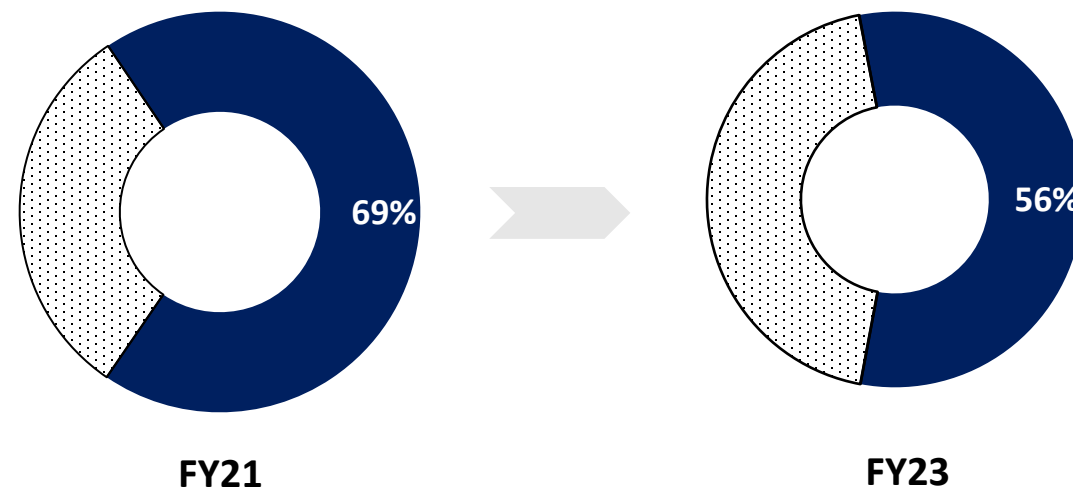
## Capacity Utilisation

	FY19	FY20	FY21	FY22	FY23
Installed capacity (metric tonnes)	8,02,000	8,02,000	8,02,000	8,02,000	8,30,000
Capacity utilisation (%)	92	80	89	96	98

### Annual Growth in Sales (INR in Crs.)



### Contribution to total sales (%)

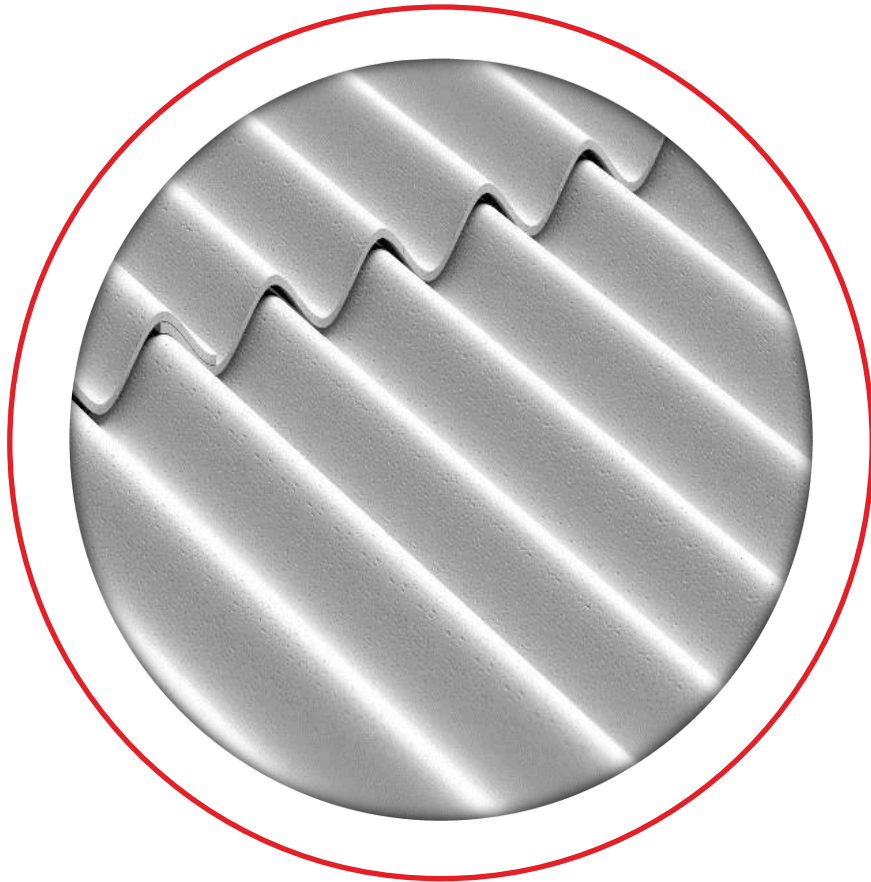


ROOFING

ATUM

V-NEXT

YARN



## Key Products



Close fitting Adjustable Ridges



North light Ridges



Ridge Finials



Barge Boards

SUB-BUSINESS SEGMENT

**ATUM**

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## WHAT IS ATUM?

- ATUM is the first power-generating roofing solution in India. It seamlessly combines the traditional functions of roof-stability, shelter and protection with sustainable energy generation
- We have taken solar roofing solutions to the next level with its state-of-the-art technology designed to complement the aesthetics of your home, office or industry
- As a smart roof, ATUM earns you money throughout its lifetime by generating free electricity. Thanks to its non-corrosive property and resistance to water and fire, an ATUM roof lasts well over 25 years and remains sturdy
- It insulates noise from the roof during rain, and also keeps the interiors cooler in summer. With a sleek and leak-proof design, ATUM also enhances the elegance and aesthetics of your property
- The electricity you generate, and use can be easily tracked live on the ATUM application on your smartphone

## Highlights, 2022-23

01

Installed Solar Power roof in some of existing plant locations generating power with pay back of 5 to 6 years on the Investment

02

Generated repeat orders from pan-India hospital segment, data centres and large family enterprise

03

The business got patents for the product in the US, South Africa and India

# What is ATUM?

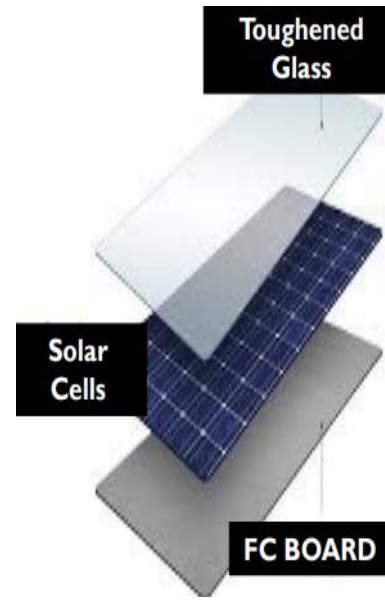
ATUM is Solar Cells embedded into Fibre Cement Boards making it a composite Solar Roof with unmatched mechanical properties

ROOFING

ATUM

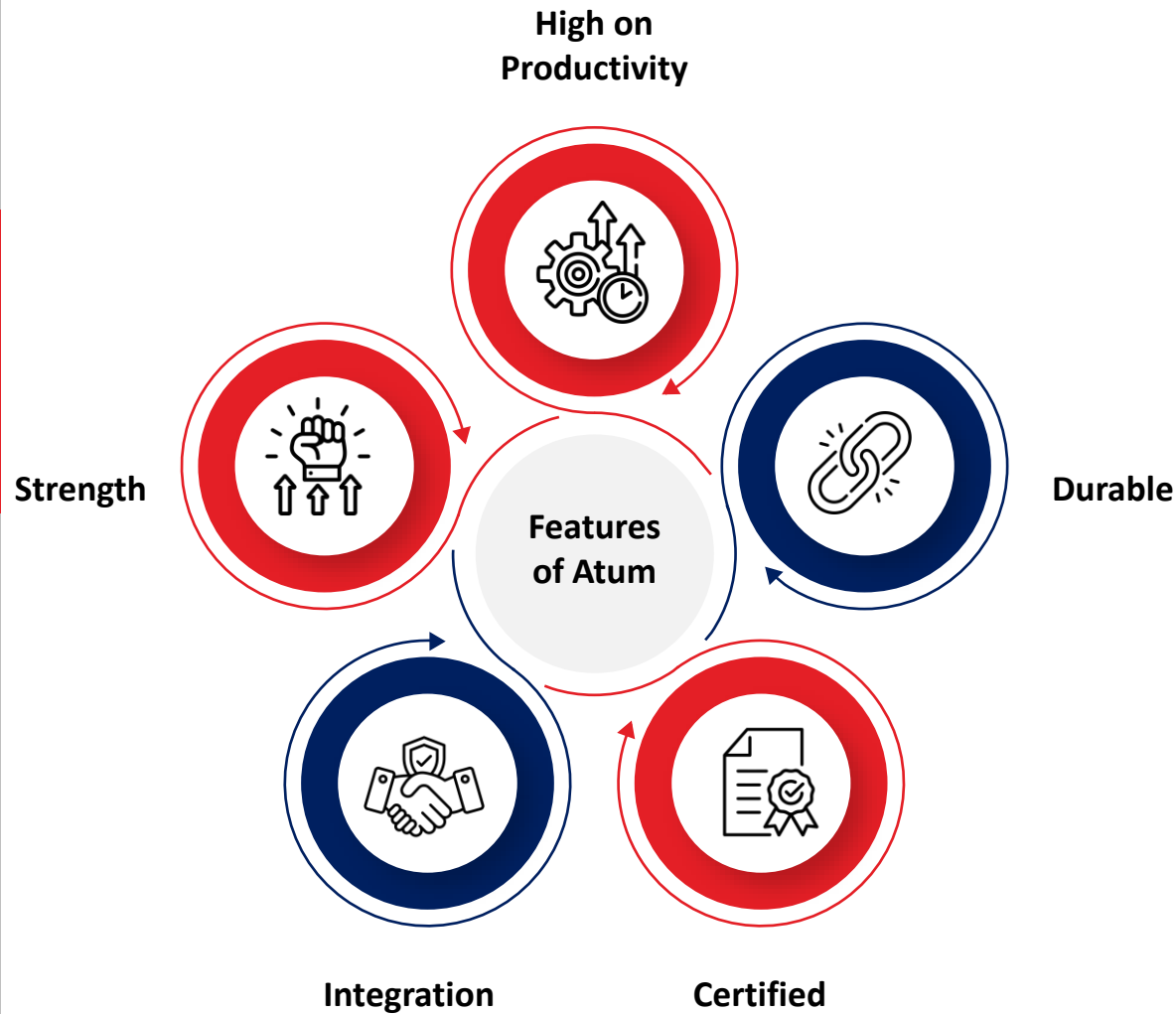
V-NEXT

YARN



## Various Key Projects Undertaken





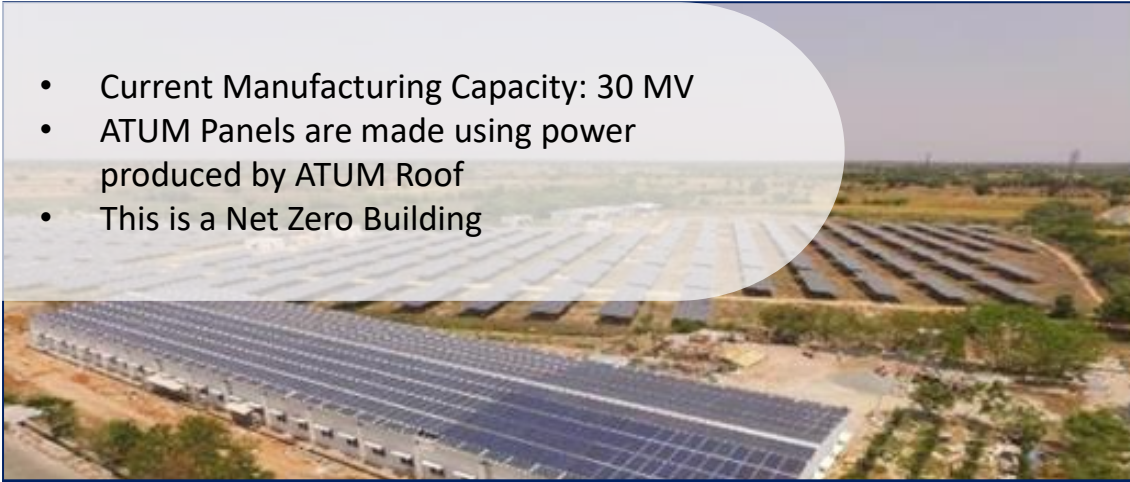
## Advantages

- **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**
- Withstands Hail, Snow & Hurricanes
- Class A Fire Rated

# ATUM Key Projects & Units

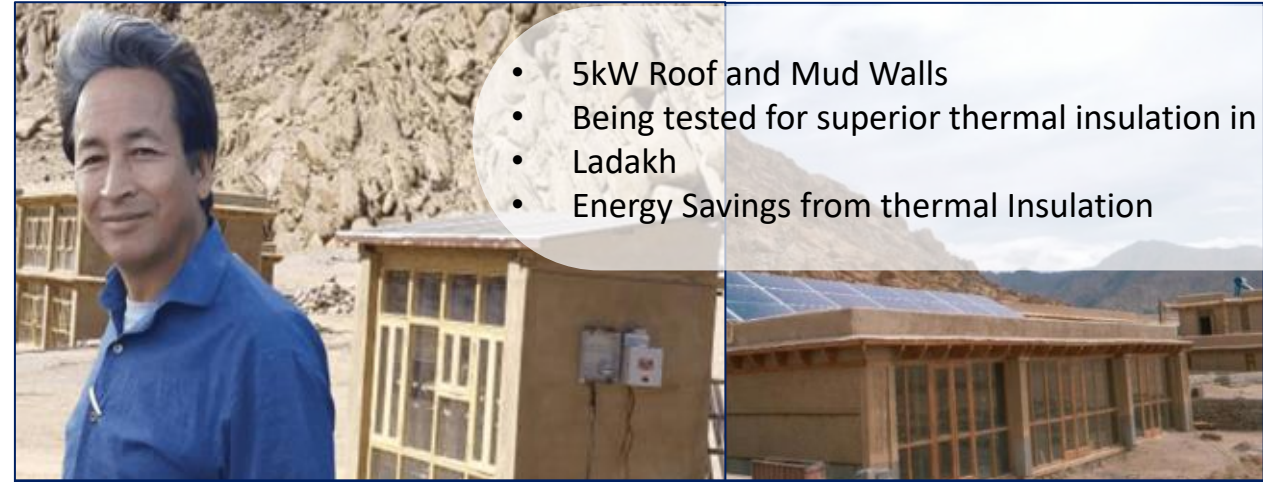
ROOFING

- Current Manufacturing Capacity: 30 MV
- ATUM Panels are made using power produced by ATUM Roof
- This is a Net Zero Building



**Manufacturing Unit of ATUM**

ATUM



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

**Innovator Sonam Wangchuk and Indian Army**

V-NEXT



**Netmagic Data Centre**

YARN



**35kW- Yoga Training Center**



**Affordable Housing**

BUSINESS DIVISION ANALYSIS # 2

# **V Next products, fiber cement boards & panels**

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# Fibre cement boards: Unique Product Immense Possibilities

ROOFING

ATUM

V-NEXT

YARN

## What are Fibre Cement Boards

- Products are marketed under the brand V- Next and covers a wide range of products -V Panel, V Premium, V Planks and V Boards which are manufactured using cellulose fibre and have applications in exteriors as well as interiors
- V Next Products have one of the Lowest Carbon Emissions in the Industry: Only 36kgs of CO2 emissions per 1MT of V Next boards production which is about 30 times lesser than Conventional Building Materials
- 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
- The off-take of cement bonded boards has been consistently growing following enhanced product awareness, shift from timber product, higher affordability, maintenance-free, low erection cost, functional use by carpenters, easy transportability and safety in seismic zones

## Highlights, 2022-23 (V Next products)

01

Revenues increased by 43% from Rs. 284 crore in 2020-21 to Rs. 405 crore in 2022-23.

02

Capacity utilisation stood at 96% (76% in the previous year).

03

Sales accounted for 25% of revenues.

04

Marquee customers like Mahindra Life Spaces, Tatas and L&T etc

05

Exports accounting for 21% of revenues (20% in the previous year)

06

Products are marketed across 2500+ outlets

# V Next products, fibre cement boards and panels

ROOFING

ATUM

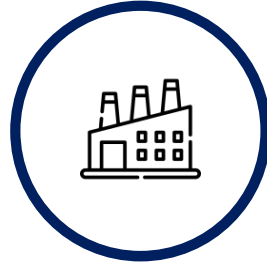
V-NEXT

YARN



**32%**

Market share



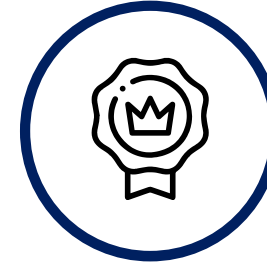
**04**

Number of Plants



**Pan India**

Market Presence



**V Next**

Brands



**25%**

Sales contribution (%)  
to total revenue

Added 72,000 MT of capacity with greenfield expansion at West Bengal (Midnapore) which expects to commence production by September 2023

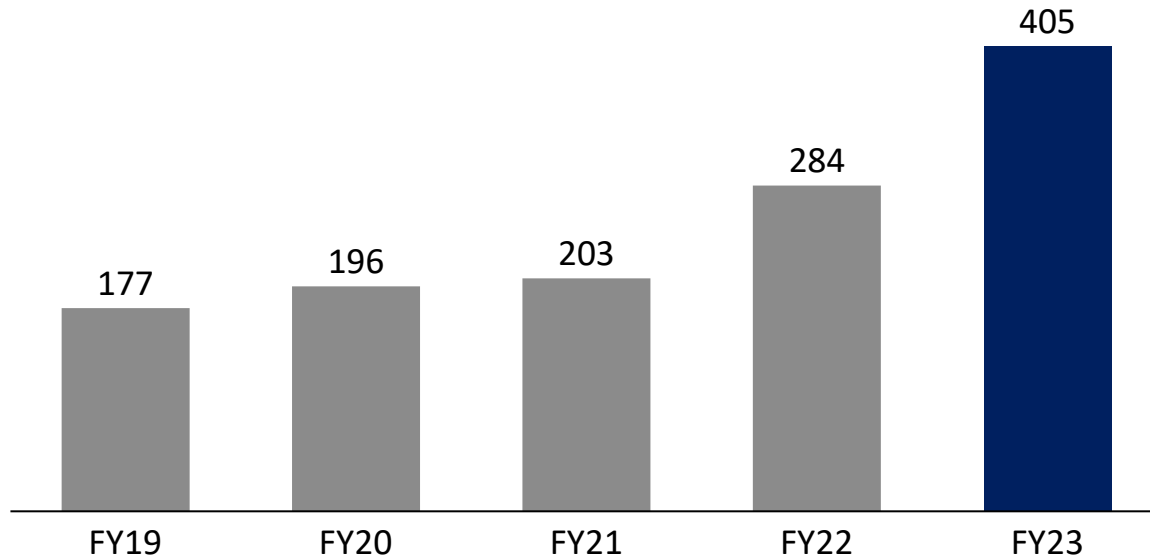
**Plant Locations : Telangana, Maharashtra, Haryana and Tamil Nadu**

# Capacity utilisation

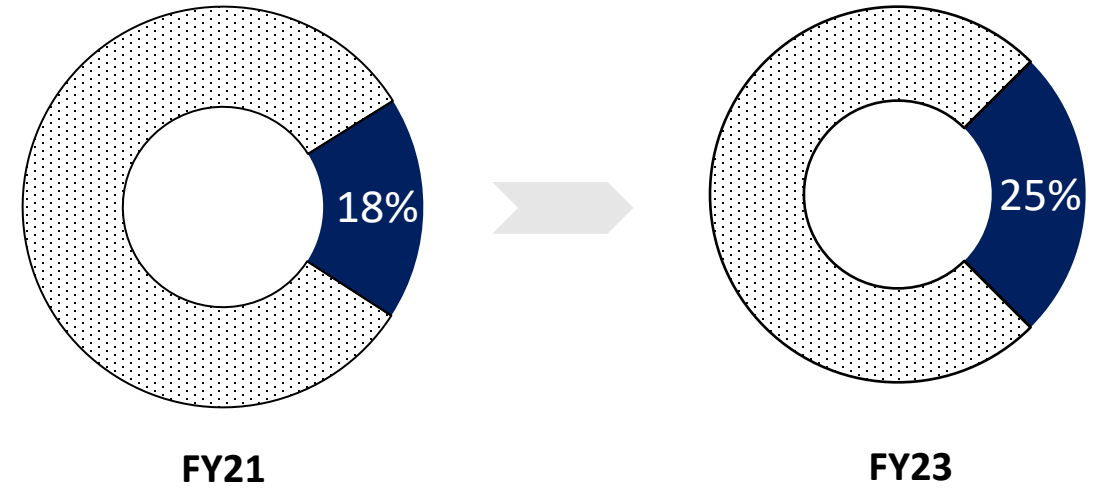
## Capacity Utilisation

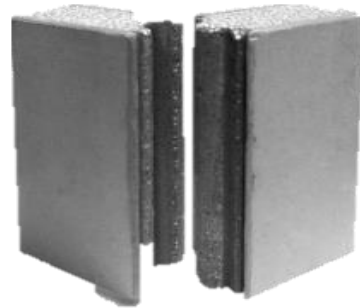
	FY19	FY20	FY21	FY22	FY23
Installed capacity (metric tonnes)	179,750	179,750	189,750	239,750	249,750
Capacity utilisation (%)	67	76	71	76	96

### Annual Growth in Sales (INR in Crs.)

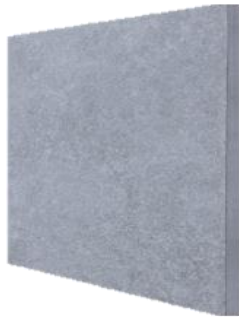


### Contribution to total sales (%)





Vpanel



Vpremium



Vplanks



## Salient Features

- Environment friendly
- Asbestos Free
- Termite resistant
- Fire resistant
- Water resistant
- Excellent Workability like wood
- Sound Insulation
- Highly flexible material
- Low thermal conductivity

ROOFING  
ATUM  
V-NEXT  
YARN



Office Boards



Wardrobes, Kitchen Cabinets & Shelves



Sound Insulated Walls in Theatres



Virat Kohli's Restaurant- V-Next

HAPPY TO BE PART OF THE MARVELOUS NEW PARLIAMENT WITH **VNEXT** – SUPPLYING MORE THAN **3,00,000 SFT VNEXT ECO FRIENDLY BOARDS**



BUSINESS DIVISION ANALYSIS # 3

# Synthetic yarns

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# The Wonder Yarn (Subsistence Is Sustainable)

ROOFING

ATUM

V-NEXT

YARN

- 'The Wonder Yarn', founded in 1992, is a sustainable yarn produced by recycling used PET bottles.
- This business has helped the company to get to an international presence with its progressive ideology and technology
- While meeting UN's 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
- The yarn business reported an impressive recovery on the back of a release in pent-up demand and a normalization in textile sector activity across the principal weaving hubs of Mumbai and Bhilwara
- The outlook of this business remains optimistic on account of its nicheness, committed clientele, increased exports and new free trade deals being signed by India that could open new market

## Highlights, 2022-23

01

19% Revenue Increase

02

Capacity of 3,040 spinning positions

03

14.53% Ebitda Margin



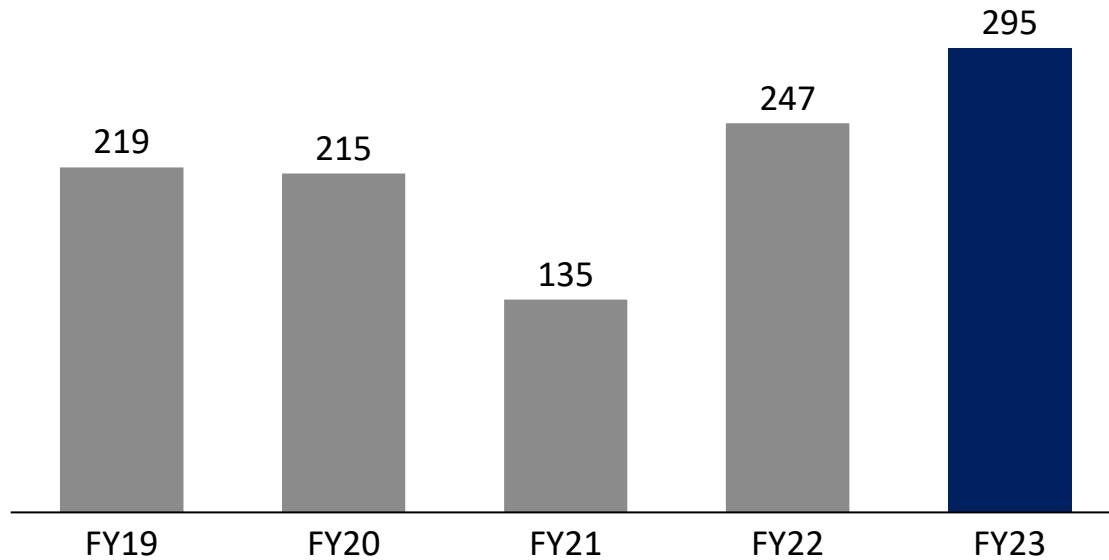
# Capacity utilisation

## Capacity Utilisation

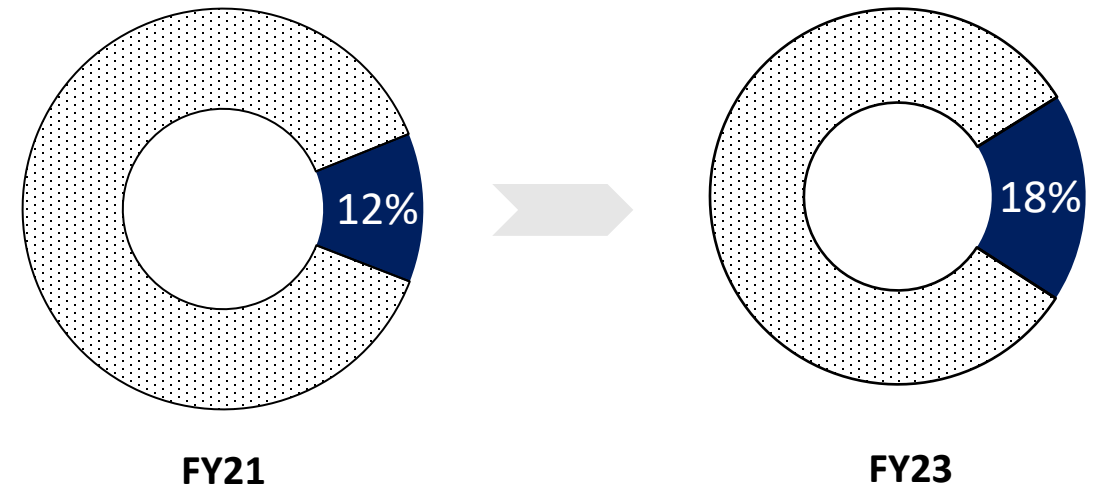
	FY19	FY20	FY21	FY22	FY23
MTS Machines	41	41	41	41	45
Spinning Positions	2,752	2,752	2,752	2,752	3,040

During the year end 2023, the Company has added four MTS machines with 288 Spinning Positions

### Annual Growth in Sales (INR in Crs.)



### Contribution to total sales (%)





## 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

## Subsidiaries



A retail outlet offering fully sustainable, green products

- The Company is fabricating ATUM Life, a chain of experience centres offering all eco-friendly sustainable and green products under one roof
- The Company intends to launch about 10 ATUM Life studios to explain the product



Offers services to handle turnkey Solar roof Projects & other Building solutions.

- V next solutions aims at offering turnkey solutions of Building requirements i.e undertaking solar roofing projects & prefabricated buildings .
- Turn-key properties are homes that are move-in ready, meaning appliances are in working condition and there are no obvious structural or electrical issues with the home.



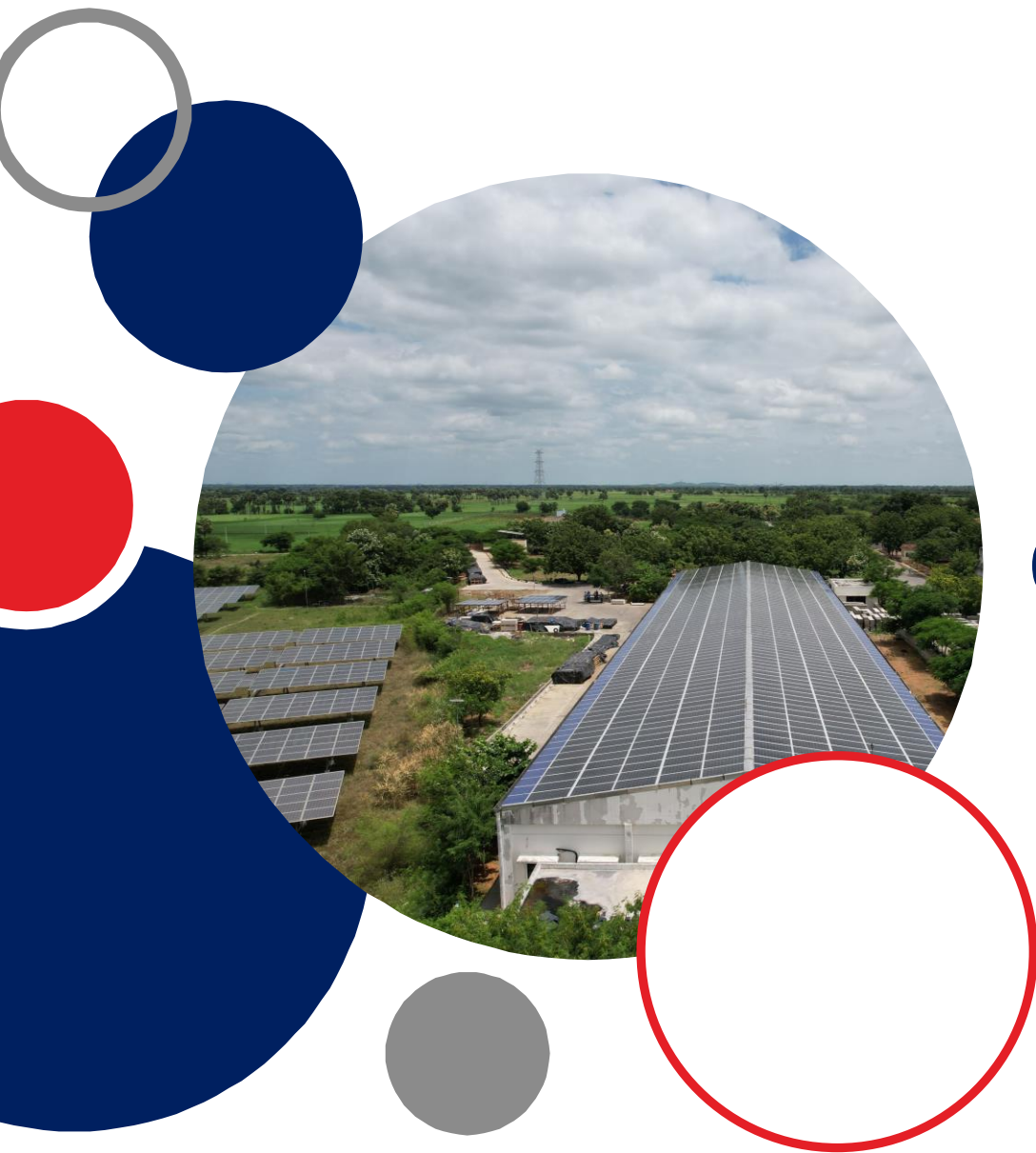
Sustainable Fashion



Stationery



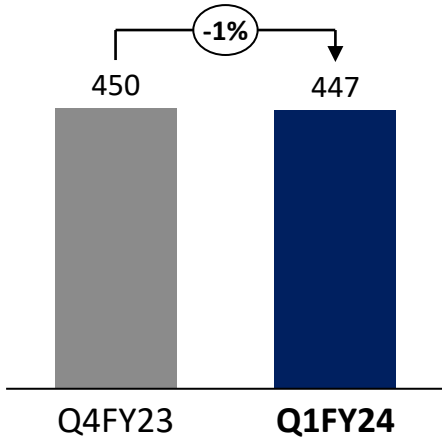
Cosmetics



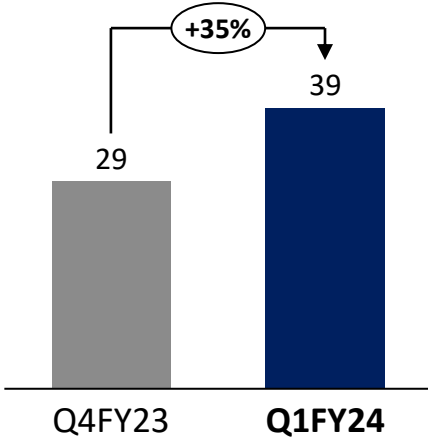
# Q1 FY24 FINANCIAL STATEMENT

# Standalone Quarterly Financial Highlights

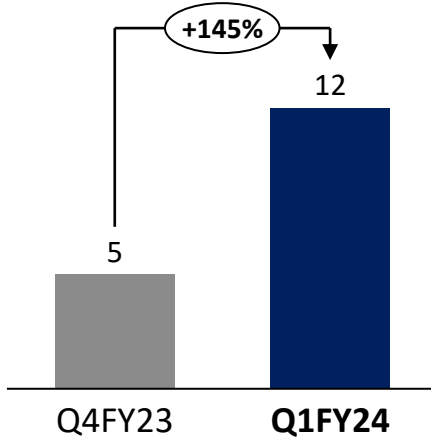
Operating Revenue (₹ Crs.)



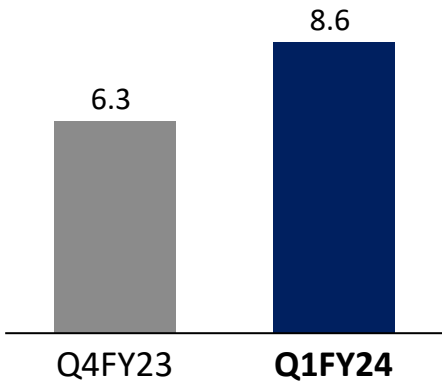
EBITDA<sup>^</sup>



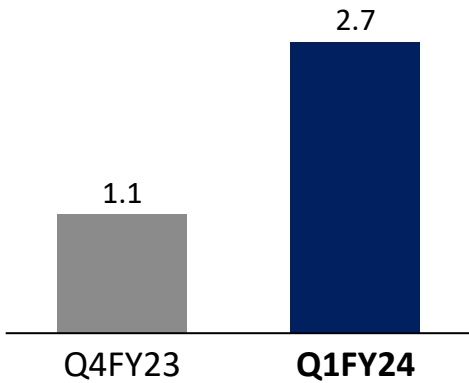
Profit After Tax



EBITDA (%)



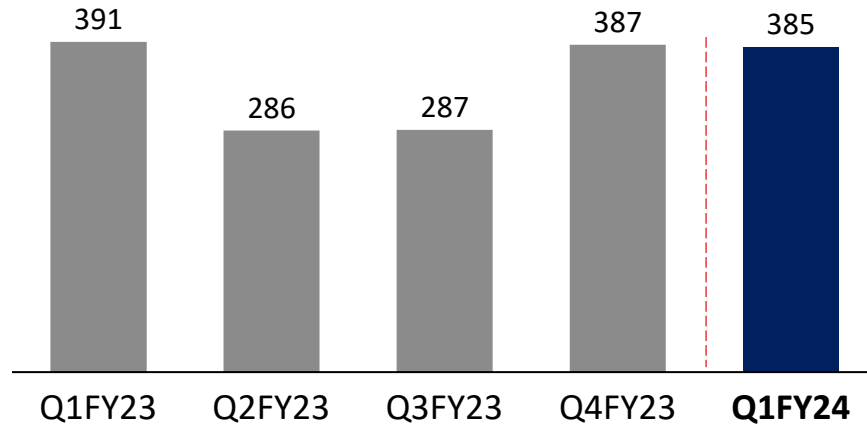
PAT (%)



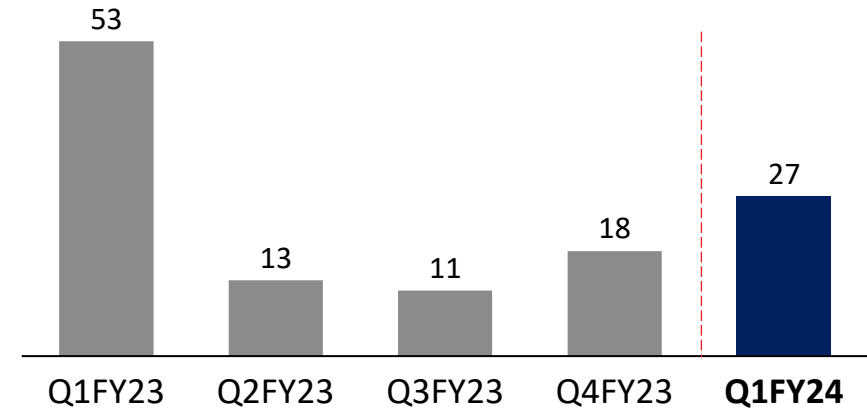
<sup>^</sup> EBITDA calculated including Other Income

# Standalone Quarterly Segment Mix

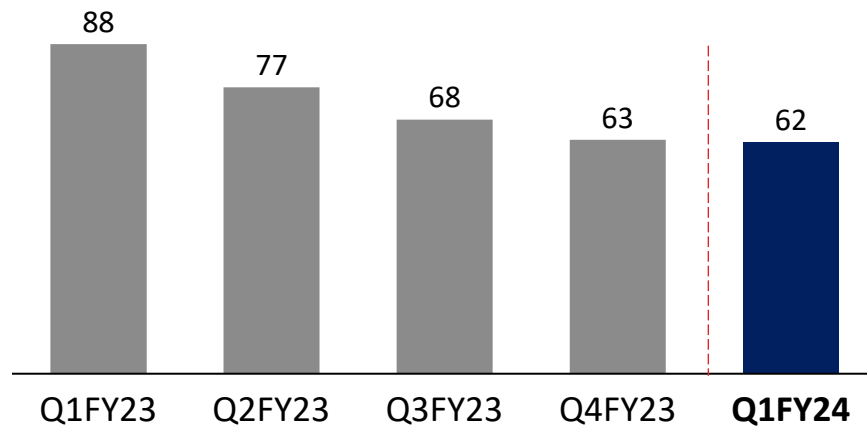
### Building Product Revenues (₹ Crs.)



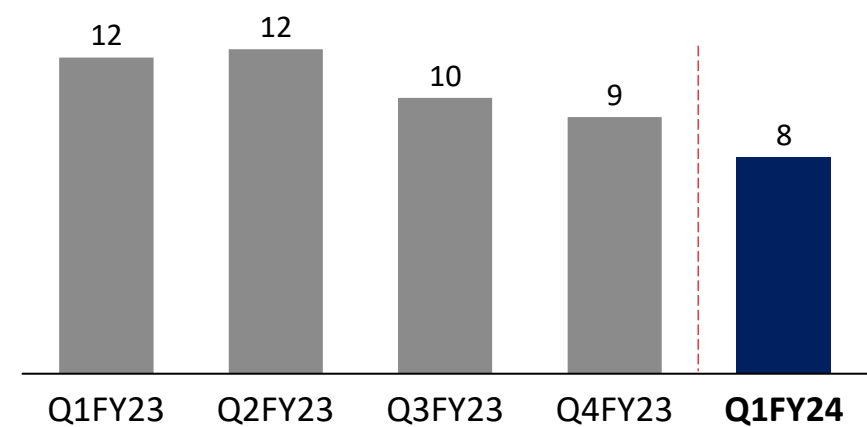
### Building EBIT (₹ Crs.)



### Synthetic Revenues (₹ Crs.)



### Synthetic EBIT (₹ Crs.)



# Standalone Profit & Loss Statement – Q1 FY24

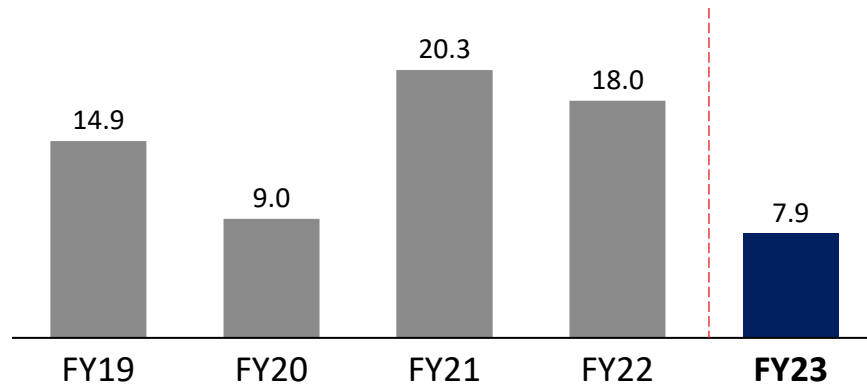


Profit & Loss Statement (Rs. Crs.)	Q1 FY24	Q1 FY23	Y-o-Y	Q4 FY23	Q-o-Q
<b>Revenue from Operations</b>	<b>446.8</b>	<b>479.2</b>	<b>-6.8%</b>	<b>450.1</b>	<b>-0.7%</b>
Cost of Materials Consumed	248.0	222.1		241.7	
Purchase of stock-in-trade	1.0	1.5		2.2	
Changes in Inventories of Finished Goods and Work in Progress	-6.1	21.9		19.8	
<b>Gross Profit</b>	<b>203.9</b>	<b>233.7</b>	<b>-12.7%</b>	<b>186.4</b>	<b>9.4%</b>
<b>GP %</b>	<b>45.6%</b>	<b>48.8%</b>		<b>41.4%</b>	
Employee Benefits Expense	36.9	37.8		34.1	
Other Expenses	130.6	132.1		127.2	
<b>EBITDA (Before Other Income)</b>	<b>36.4</b>	<b>63.8</b>	<b>-43.0%</b>	<b>25.2</b>	<b>44.6%</b>
Depreciation and Amortisation Expense	13.5	11.5		13.2	
<b>EBIT</b>	<b>22.8</b>	<b>52.3</b>	<b>-56.3%</b>	<b>12.0</b>	<b>90.7%</b>
<b>EBIT %</b>	<b>5.1%</b>	<b>10.9%</b>		<b>2.7%</b>	
Finance Costs	8.4	3.0		8.3	
Other Income	2.2	2.7		3.4	
<b>PBT</b>	<b>16.7</b>	<b>52.0</b>	<b>-67.9%</b>	<b>7.0</b>	<b>137.6%</b>
Total Tax Expense	4.4	13.4		2.0	
<b>Profit for the period</b>	<b>12.3</b>	<b>38.6</b>	<b>-68.3%</b>	<b>5.0</b>	<b>145.0%</b>
<b>PAT %</b>	<b>2.7%</b>	<b>8.1%</b>		<b>1.1%</b>	
<b>EBITDA ( Including Other Income)</b>	<b>38.6</b>	<b>66.5</b>	<b>-41.9%</b>	<b>28.5</b>	<b>35.4%</b>
<b>EBITDA %</b>	<b>8.6%</b>	<b>13.9%</b>		<b>6.3%</b>	

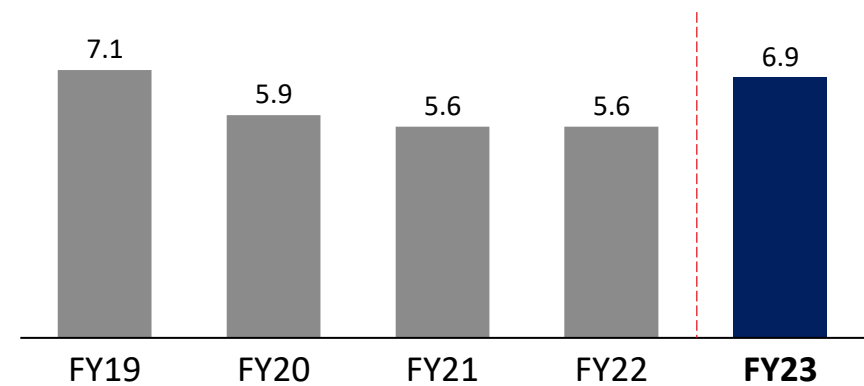


# Standalone Key Financial Ratios

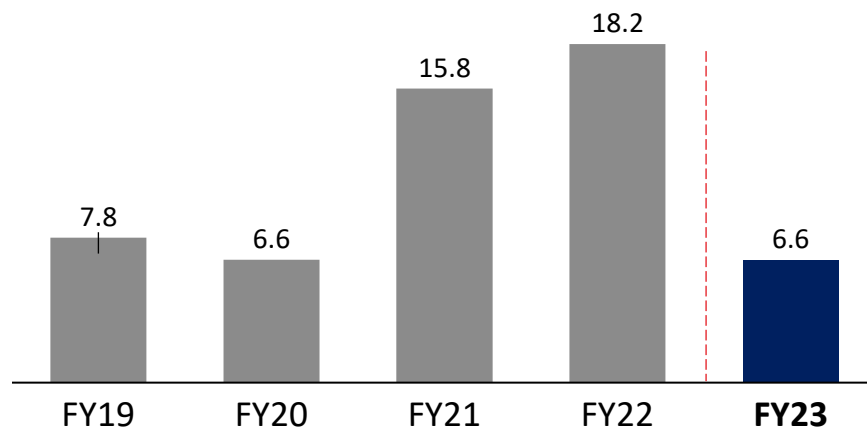
### RoCE (%)



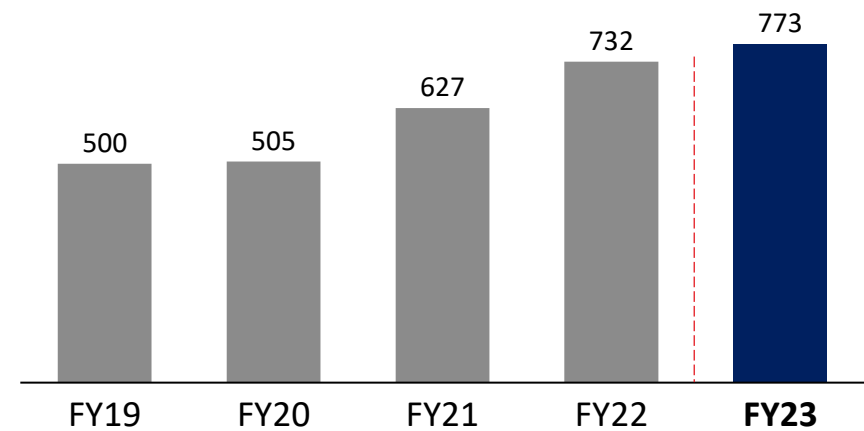
### Debt Cost (%)



### Interest Cover (x)

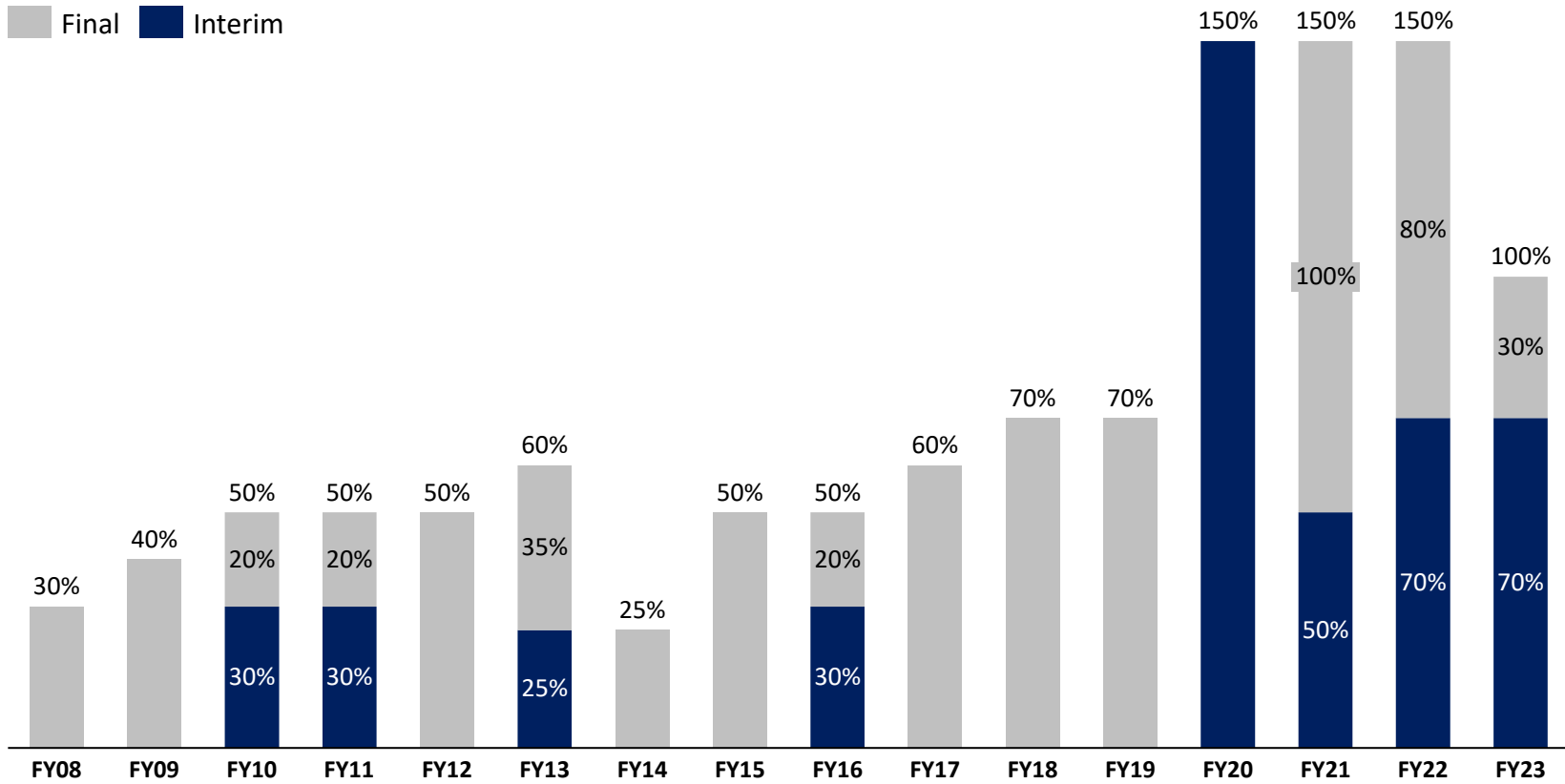


### Net Worth (₹ Crs.)



# Consistent Dividend Performance

## Dividend as % of Face Value



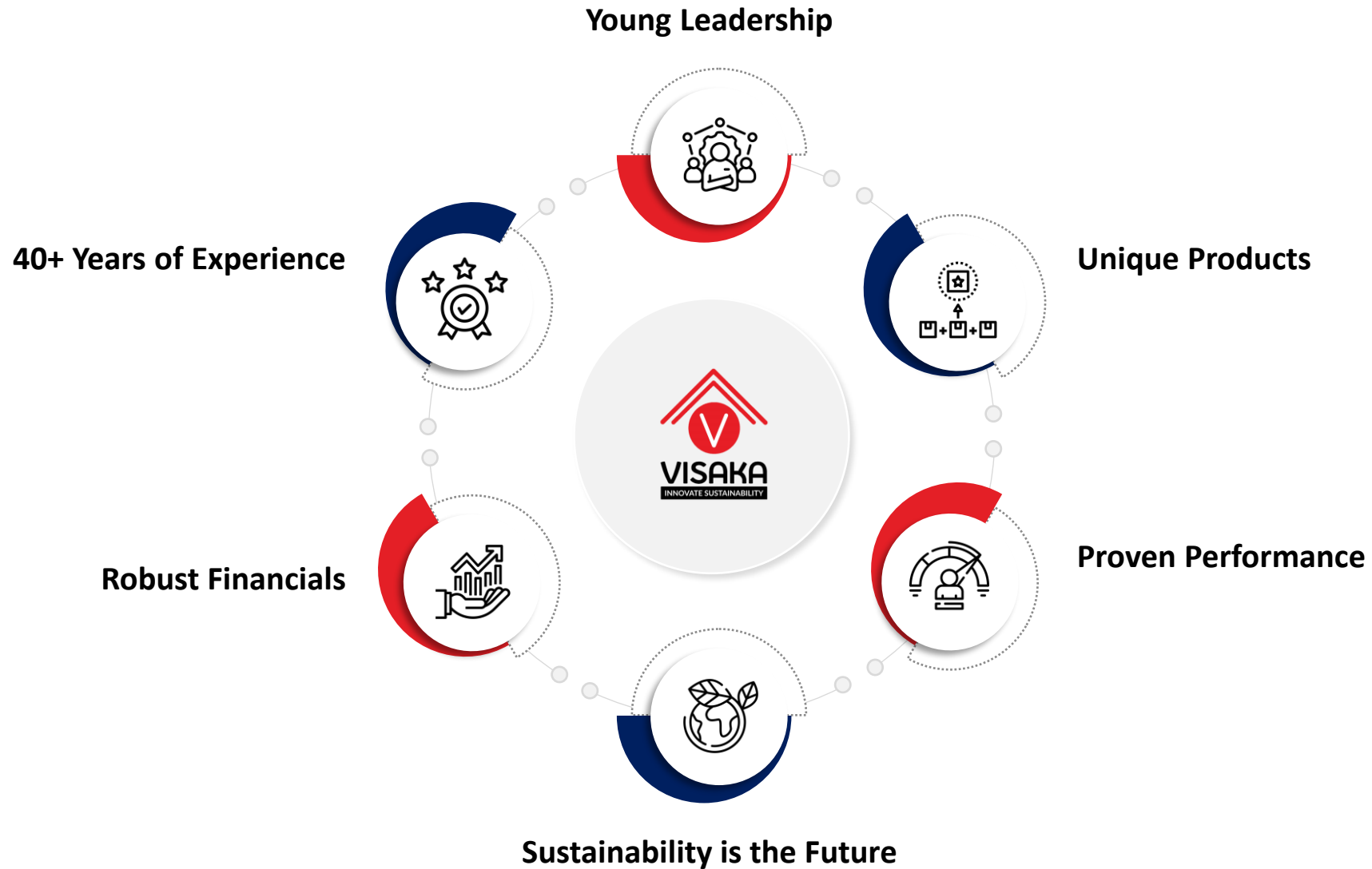
## Robust Dividend Payout



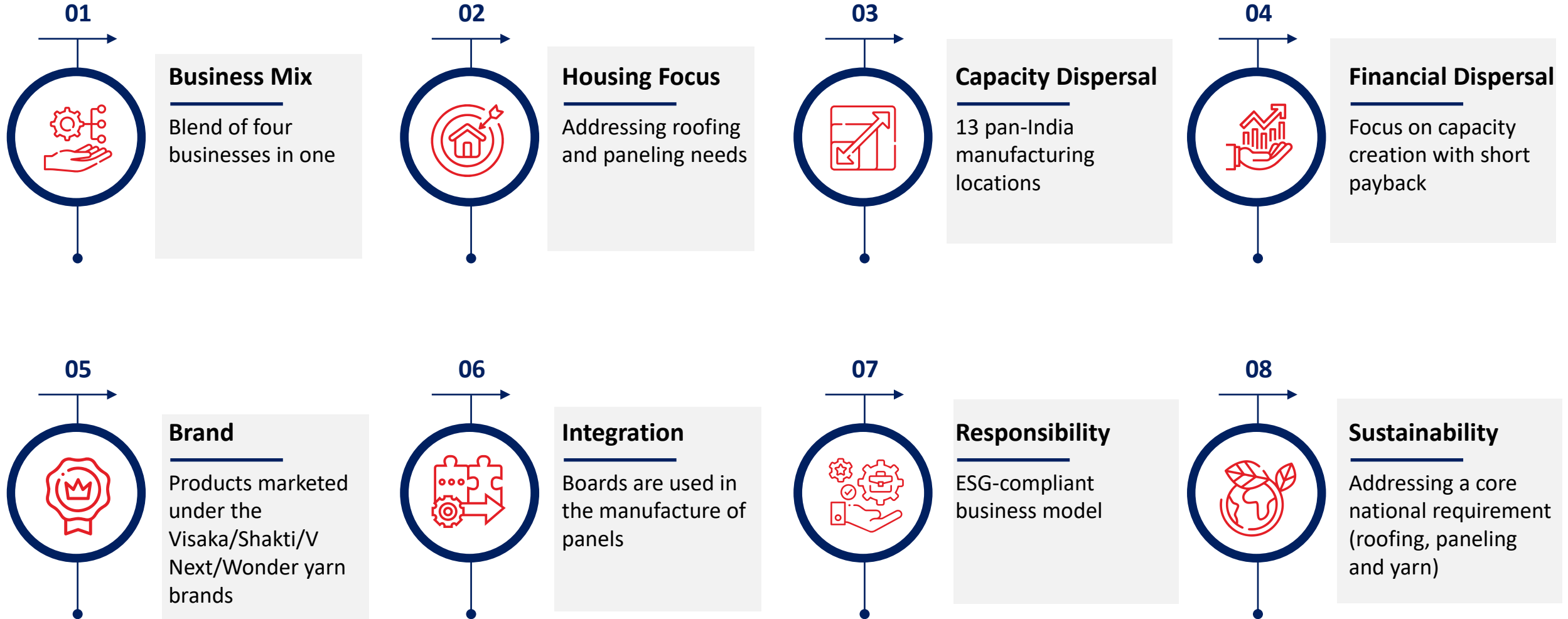
The Company paid out an aggregated Rs 212 Crores in dividend across 27 successive years ending 2022-23



## KEY TAKEAWAYS



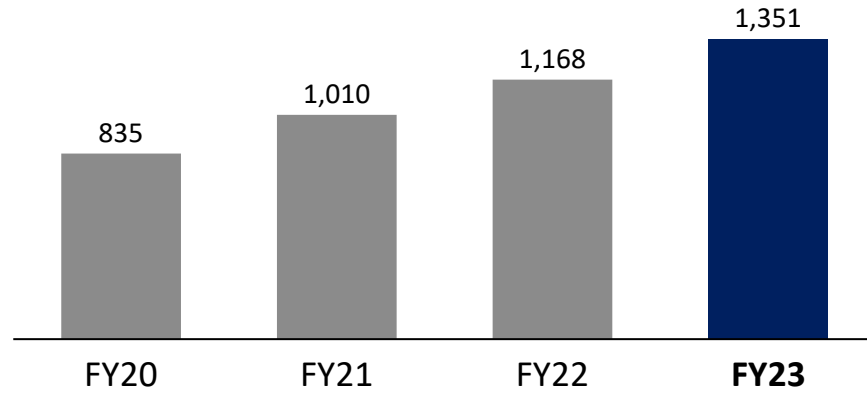
# The Drivers of Value at Visaka



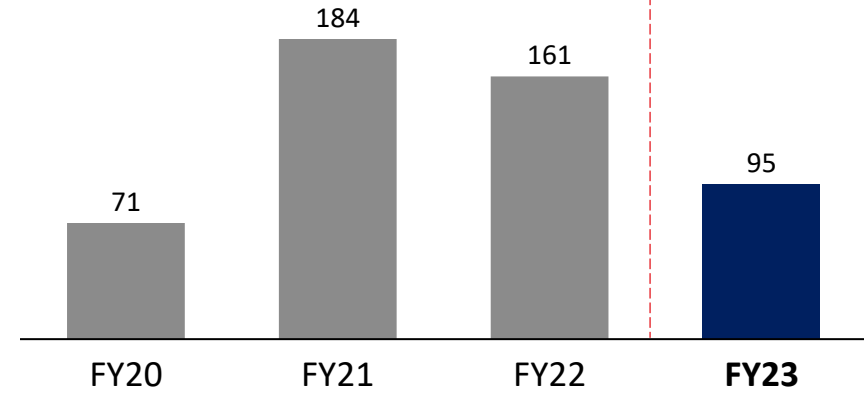
# Annexure

# Historical Yearly Segment Mix

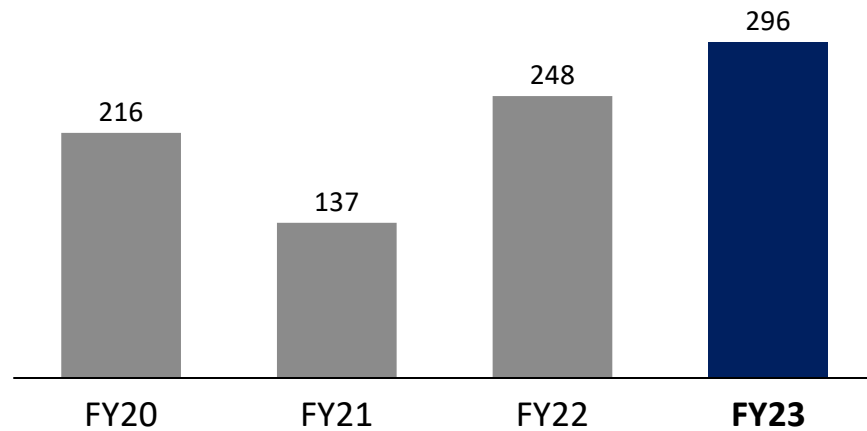
Building Product Revenues (₹ Crs.)



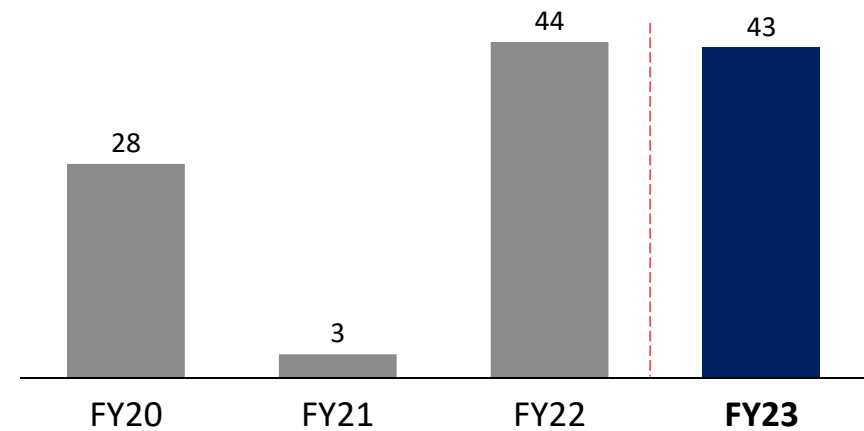
Building EBIT (₹ Crs.)



Synthetic Revenues (₹ Crs.)

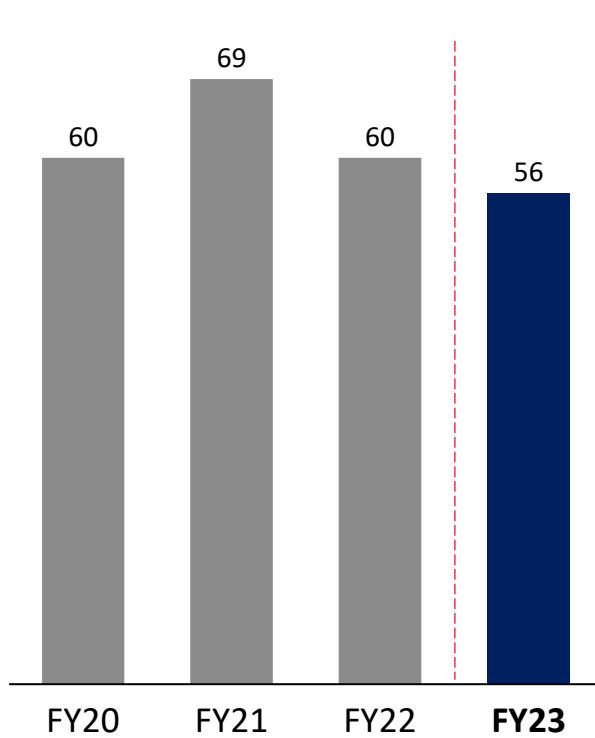


Synthetic EBIT (₹ Crs.)

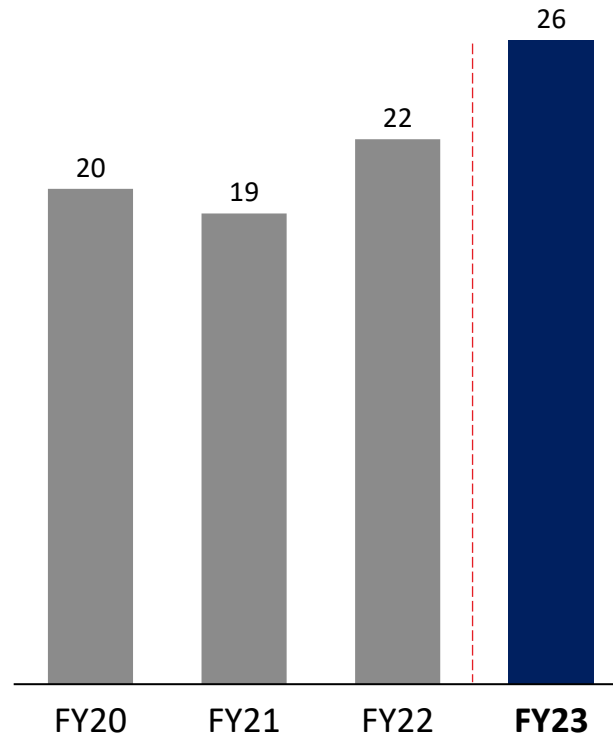


# Historical Product Revenues Mix

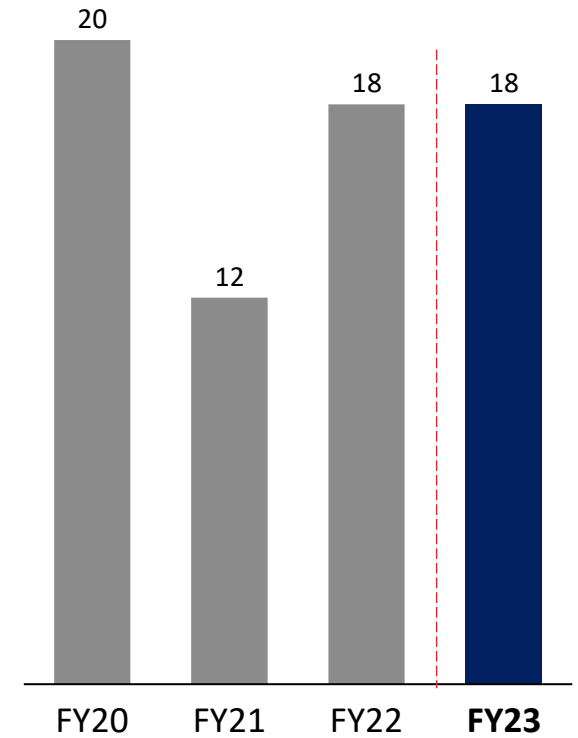
Cement Asbestos (%)



Fibre Board & Panels (incl ATUM Roof) (%)



Textile- Synthetic Yarn- Wonder (%)





# Historical Profit & Loss Statement



Profit & Loss Statement (Rs. Crs.)	FY20	FY21	FY22	FY23
<b>Income from Operations</b>	<b>1,050.4</b>	<b>1,146.2</b>	<b>1,415.8</b>	<b>1,646.6</b>
Other Income	6.6	8.6	9.9	11.0
Total Income	1,057.0	1,154.8	1,425.7	1,657.6
Operating Expenses	941.5	952.7	1,215.7	1,510.6
<b>EBITDA</b>	<b>115.5</b>	<b>202.1</b>	<b>209.9</b>	<b>147.0</b>
<b>EBITDA Margin %</b>	<b>11.0</b>	<b>17.6</b>	<b>14.8</b>	<b>8.9</b>
Depreciation	41.0	40.0	37.6	50.2
EBIT	74.5	16.2	172.3	96.8
<b>EBIT Margin %</b>	<b>7.1</b>	<b>14.1</b>	<b>12.2</b>	<b>5.9</b>
<b>Financial Charges</b>	<b>17.4</b>	<b>12.8</b>	<b>11.6</b>	<b>22.3</b>
Interest %	1.7	1.1	0.8	1.4
PBT	57.1	149.3	160.8	74.5
<b>PBT Margin %</b>	<b>5.4</b>	<b>13.0</b>	<b>11.4</b>	<b>4.5</b>
<b>Tax</b>	<b>7.8</b>	<b>38.6</b>	<b>42.2</b>	<b>19.7</b>
PAT	49.3	110.6	118.5	54.8
PAT Margin %	4.7	9.7	8.4	3.3
<b>EPS - Basic<sup>^</sup></b>	<b>6.2</b>	<b>13.7</b>	<b>14.2</b>	<b>6.3</b>

<sup>^</sup> EPS- Adjusted to split of shares

# Historical Balance Sheet and Key Ratios



Balance Sheet (INR in Crores)	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23
Share capital	15.9	15.9	15.9	15.9	15.9	15.9	15.9	16.5	17.3	17.3
Reserves and Surplus	317.5	316.3	331.1	371.9	429.7	483.6	489.1	610.4	715.0	755.6
Non-current liabilities	125.8	119.4	75.9	99.9	109.0	98.3	100.1	89.3	62.0	177.8
Current liabilities	269.2	338.6	396.0	281.3	329.8	328.3	338.4	232.5	314.1	420.6
<b>Total Equity and Liabilities</b>	<b>728.4</b>	<b>790.2</b>	<b>818.9</b>	<b>769.1</b>	<b>884.5</b>	<b>926.1</b>	<b>943.5</b>	<b>948.7</b>	<b>1108.4</b>	<b>1371.3</b>
Non-current assets	387.8	346.4	336.9	356.4	425.8	433.9	429.8	445.5	560.2	737.1
Current assets	340.6	443.8	482.0	412.7	458.7	492.2	513.7	503.3	548.2	634.2
<b>Total Assets</b>	<b>728.4</b>	<b>790.2</b>	<b>8189.2</b>	<b>769.1</b>	<b>884.5</b>	<b>926.1</b>	<b>943.5</b>	<b>948.7</b>	<b>1108.4</b>	<b>1371.3</b>

Key Ratios	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23
RoCE (%)	6.2	8.0	8.6	13.4	16.3	14.9	9.0	20.3	18.0	7.9
RoE (%)	3.6	6.4	7.0	10.9	14.9	13.5	9.8	17.7	17.4	7.3
Debt to equity (x)	0.9	1.0	1.0	0.6	0.6	0.6	0.6	0.3	0.3	0.6
Interest coverage (x)	2.9	4.5	4.6	6.3	8.5	7.8	6.6	15.8	18.2	6.6
Inventory days	77.0	89.0	84.0	74.0	85.0	88.0	106.0	79.0	71.0	75.0
Receivable days	40.0	46.0	53.0	59.0	53.0	50.0	49.0	33.0	31.0	30.0
Payable days	19.0	21.0	23.0	29.0	34.0	25.0	30.0	29.0	46.0	34.0



**Company:**



CIN: L52520TG1981PLC003072

Mr. Shafi Singanamala  
Chief Financial Officer

[shafi.singanamala@visaka.in](mailto:shafi.singanamala@visaka.in)

**Investor Relations Advisors :**



Mr. Irfan Raeen  
+91 97737 78669

[irfan.raeen@linkintime.co.in](mailto:irfan.raeen@linkintime.co.in)

Mr. Parth Patel  
+91 98197 85972

[parth.patel@linkintime.co.in](mailto:parth.patel@linkintime.co.in)