

10th February, 2023

VCL/SE/110/2022-23

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

To
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G
Bandra Kurla Complex, Bandra (East),
Mumbai – 400 051
NSE Symbol: VISHNU
Through: NEAPS

Dear Sir,

Q3FY23 Earnings Release - Regulation 30 of SEBI (LODR) Regulations, 2015

Further to outcome of Board Meeting held on 10th February, 2023, please find the enclosed Earnings Release with regard to Un-Audited Standalone & Consolidated Financial Results for the third quarter & nine months ended December 31, 2022.

A copy of this disclosure will be made available 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

Encl: As Above



Q3FY23 Earnings Release

February 10, 2023

For the first time
Vishnu Chemicals Limited crosses milestone of Rs 100 cr PAT in 9MFY23
Eight quarters of consistent EBITDA margin expansion
Resilient growth and promising outlook

Vishnu Chemicals Limited (BSE: 516072, NSE: VISHNU), epitomises manufacturing of high-performance specialty chemicals, has reported its unaudited financial results for the quarter and nine months ended 31st December 2022.

CONSOLIDATED FINANCIAL HIGHLIGHTS

9MFY23 Total Income

Rs 1068 cr



9MFY23 EBITDA

Rs 181 cr



9MFY23 PAT

Rs 101 cr



Q3FY23 Total Income

Rs 331 cr



Q3FY23 EBITDA

Rs 58 cr



Q3FY23 PAT

Rs 32 cr



In Rs Cr	Q3FY23	Q3FY22	Y-o-Y change	9MFY23	9MFY22	Y-o-Y change	FY22
Total Income	331	299	11%	1068	739	44%	1075
EBITDA	58	46	26%	181	108	67%	161
EBITDA Margin	17.5%	15.4%	+217 bps	16.9%	14.6%	+234 bps	15.0%
PAT	32	25	29%	101	53	91%	81
PAT Margin	9.6%	8.2%	+136 bps	9.4%	7.1%	+230 bps	7.6%

Key Highlights:

- **Highest PAT margin** reported by the company at 9.58% (consolidated).
- The Company's EBITDA margins have expanded consistently in the last eight quarters.

- **EBITDA margins** expanded by 217 bps YoY and 80 bps QoQ.
- With one quarter to go, Vishnu Chemical's 9MFY23 consolidated PAT is already 24% higher than previous fiscal FY22 PAT.
- **Encouraging demand** from both domestic and exports leading to balanced geography mix of 50:50 in this quarter.
- **International shipping costs** have decreased by ~80% since the beginning of 2022. In line, Vishnu Chemicals' Q3FY23 consolidated shipping costs declined by 18% YoY and 42% QoQ, the benefits of which were passed on to its customers by adjusting realisations accordingly.
- Completed essential maintenance at its facilities in Q3FY23, the last being taken two years ago.
- **Capex progress** on track in Barium subsidiary.
- Recognized as the '**Company of the year**' in the Chemicals sector at the prestigious Dare to Dream Awards 2022.
- The Company has received an enabling approval from its Board and Committee to raise capital.
- **Promising Q4 outlook** due to stable demand environment for our chemicals coupled with improved operating levels.
- **Chromium Chemicals:**
 - Business on strong footing.
 - Debottlenecking exercise is successfully completed and has resulted in a 10,000 TPA increase in installed capacity in Chromium Chemicals. The incremental capacity at Bhilai is operating at 90%+ levels.
 - The Company is benefitting from its Backward integration plant which has completed one year of successful operations.
 - Margins were supported by stable demand and highly efficient production processes. Standalone EBITDA margins stood at 18.1% in Q3FY23 compared to 14.5% in last fiscal FY22.
- **Barium Chemicals:**
 - Non-substitutable product.
 - Witnessing improved business environment in Q4FY23 and expect normalcy to return by Q1FY24.
 - Benefits to customers: Reduction in freight and falling natural gas prices are positive developments.
 - Growth capex on track. Total installed capacity in Barium Chemicals to be over 90,000 TPA in FY24 compared to 40,000 TPA in January 2022.

Management Comments

Mr. Ch. Krishna Murthy, CMD, Vishnu Chemicals Limited said, "Driven by highly principled values and integrity, the result of meaningful capex done over the past few years is visible in the way we have created value. The outlook appears positive and is driven by a combination of micro and macro factors. Our market share is expanding due to our multi-site capabilities, manufacturing focus, procurement strategies and balanced approach to improve our profits."

"Our focus on core chemistries will drive our ROCE as we are optimistic about our capabilities and ecosystem around us. The Company is well positioned to capitalise extensively on sectoral crests and adequately resist macro headwinds to emerge as a responsible and resilient organisation." **said Mr. Ch. Siddartha, JMD, Vishnu Chemicals Limited.**

About Vishnu Chemicals Limited

Vishnu Chemicals Limited epitomises manufacturing of high-performance speciality chemicals, with strong market leadership and an intelligent symphony of forward and backward integration to produce world-class products that are focused on diverse needs and aspirations of its customers across 60+ countries.

For further information, please connect with us:

Investor Relations: Orient Capital	Company: Vishnu Chemicals Limited
 orient capital	 VISHNU CHEMICALS LTD
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Safe harbour

Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause our actual results to differ materially from those in such forward-looking statements. The conditions caused by the multiple local and global factors including and not limited to COVID-19 pandemic could decrease customer's spending, affecting demand for our services, delaying prospective customer's purchasing decisions, and impact of pandemic on health of people; all of which could adversely affect our future revenue, margin and overall financial performance. Our operations may also be negatively affected by a range of external factors that are not within our control. We do not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.