

May 31, 2024

To, Listing/Compliance Department BSE LTD Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400 001. To, Listing/Compliance Department National Stock Exchange of India Limited "Exchange Plaza", Plot No. C/1, G Block Bandra-Kurla Complex, Bandra (E), Mumbai- 400 051

**SCRIP CODE - 540145** 

**SYMBOL-VALIANTORG** 

Dear Sir / Madam,

**Sub: Investor Presentation** 

Pursuant to Regulation 30 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investors' Presentation for Q4 FY24 Results of Valiant Organics Limited.

A copy of aforesaid Investor Presentation is also hosted on the website of company <a href="https://www.valiantorganics.com">www.valiantorganics.com</a>.

Please take the same on your records.

Thanking you.

Yours faithfully,

For Valiant Organics Limited

Mahek Chheda **Executive Director** DIN: 06763870











## Valiant Organics Limited

Earnings Presentation | Q4-FY24/FY24









One of the largest chlorophenol derivatives manufacturer globally



One of the leading manufacturer of Benzene derivatives products



One of the largest domestic PNA manufacturer



One of the few commercial players in Ortho Anisidine and Para Anisidine



Amongst 1st few domestic PAP Manufacturers



Diversified client base across
Pharmaceuticals, Dyes & Pigments,
Agrochemicals and specialty chemicals.



6 Manufacturing units across 5 Locations



5 Zero Liquid Discharge plants



Total Production Capacity of 70,000 TPA



1,300+ Employees

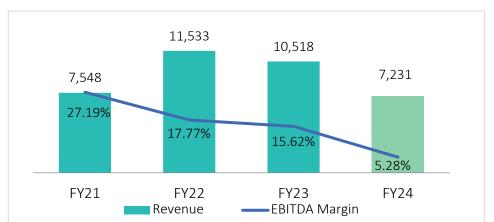


### Company Overview

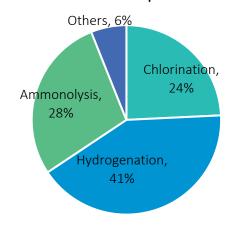


- Valiant Organics Limited was incorporated in 1984 by first generation technocrats and is headquartered out of Mumbai, India.
- The company is focused on the manufacturing and marketing of specialty chemicals which find usage in a variety of industries, including agrochemicals, pharmaceuticals, dyes, pigments, and veterinary medications.
- Key chemistries include Chlorination, Hydrogenation, Ammonolysis, Acetylation, Sulphonation, Methoxylation amongst others.
- Over the years the company has primarily focused on manufacturing specialty chemicals that have a high demand but low supply and are primarily dependent on imports.
- The company is listed on both the BSE and NSE with a market capitalization of INR ~10,473 Mn. as on 31st March, 2024.

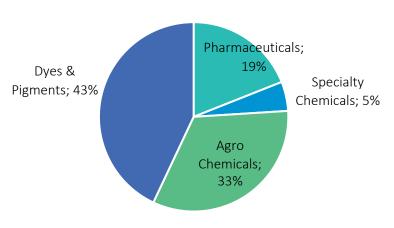
#### Operating Revenue (INR Mn) and EBITDA Margin (%)



FY24 Revenue Break-up - Chemistries



FY24 Revenue Break-up — End user Industry



<sup>\*</sup>Pursuant to the allotment of further equity shares through IPO by the Company's material step down subsidiary namely, Valiant Laboratories Limited ("VLL"), the stake of Company's subsidiary Dhanvallabh Ventures LLP in VLL has been diluted to 46.83% and accordingly VLL has ceased to be a step down subsidiary of the Company and has became an associate company w.e.f. October 04,2023. Hence, consolidated financial of previous periods and YTD results are not comparable.

### Chemistries And Product Basket





#### **Key Products:**

- Para Nitro Aniline
- Ortho Chloro Para Nitro Aniline

### **Industries Served:**

- Dyes
- **Pigments**

### Hydrogenation

**FY24 Revenue Share** 

28%

6%

41%

24%

### **Key Products:**

- Ortho Anisidine
- Para Anisidine
- **IPPCA**
- Meta Chloro Aniline
- Para Amino Phenol
- Ortho Amino Phenol

#### **Industries Served:**

- Dyes
- **Pigments**
- Pharmaceutical
- Agro Chemicals

### Others

#### Acetylation **Key Products:**

- 6 Acetyl OAPSA
- OA Acetanilide
- PA Acetanilide

### Sulphonation **Key Products:**

- OT5SA
- 4B Acid
- 2B Acid

### Methoxylation **Kev Products:**

- Ortho Nitro Anisole
- Para Nitro Anisole

#### **Industries Served:**

#### Chlorination

#### **Key Products:**

- Para ChloroPhenol (PCP)
- Ortho ChloroPhenol (OCP)
- 2,4 Di Chlorophenol (2,4 DCP)
- 2,6 Di ChloroPhenol (2,6 DCP)
- 2,4,6 Tri ChloroPhenol (2,4,6 TCP)

#### **Industries Served:**

- Agro Chemicals
- Cosmetics
- Veterinary
- Pharmaceuticals

#### **Industries Served:**

Dyes

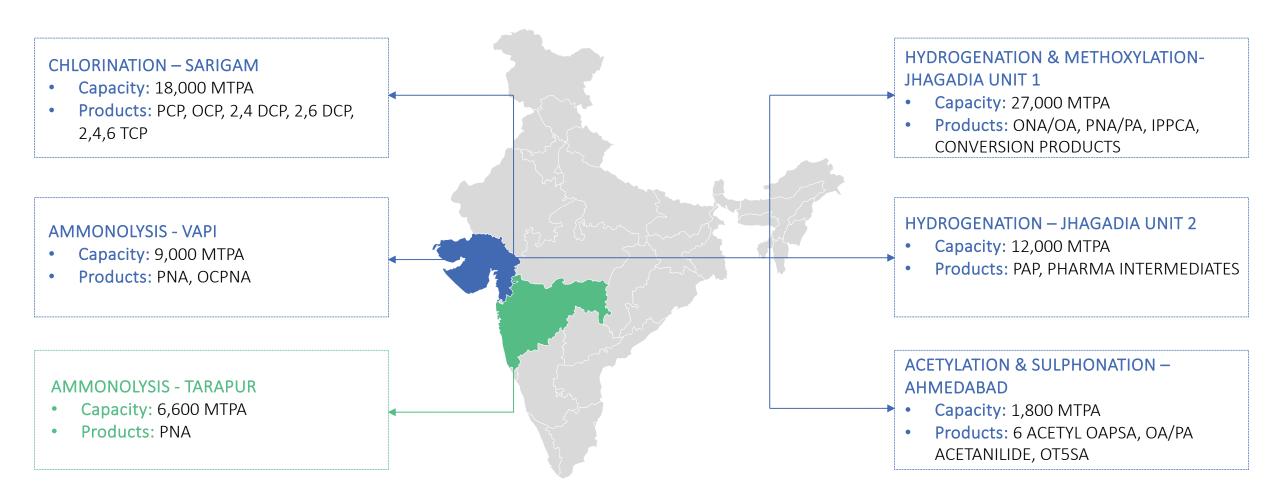
#### Industries Served:

- Dyes
- Pigments

- Dves
- Pigments

### Manufacturing Footprint





### **Key Strengths**



Domain expertise and broad process understanding in a variety of chemistries. The executive team is made up of first-generation technocrats with more than 50 years of

collective expertise.

Integrated **Operations** 

Strong Customer Relations

Plant locations are strategically located near ports to provide a competitive advantage, significant logistical cost savings, and faster delivery times.



Robust

**Business** 

Model

Diverse product range and client base across numerous industries and countries provides a sustainable business model in multiple chemistries by lowering product, industry, and geographical risk.

Domain Knowledge



Multi-use and backward integrated plants to produce a wide range of products and tailor them to meet the diverse needs, technical qualifications, batch sizes, and delivery schedules of our clients.

Widespread **Supply Chain** 

Wide supply chain

provides the continuous

availability of adequate

and high-quality raw

materials and

manufacturing.



Established multi-year relationships with clients in both domestic and international markets due to high-quality standards, innovative production capabilities.



Strategic Location of **Plants** 



Distinct

**Product** 

**Portfolio** 



Manufacturing a diverse range of intermediates as well as value-added products for a variety of industries.











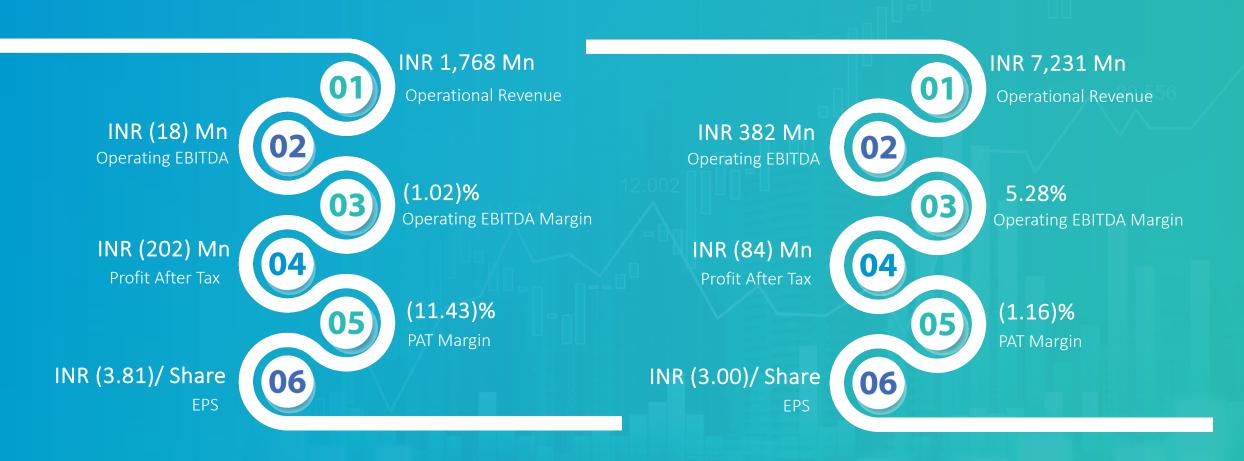
Q4-FY24/FY24 HIGHLIGHTS

### CONSOLIDATED FINANCIAL HIGHLIGHTS



### **Q4-FY24 CONSOLIDATED FINANCIAL HIGHLIGHTS**

#### **FY24 CONSOLIDATED FINANCIAL HIGHLIGHTS**

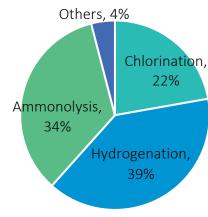


### Q4-FY24/FY24 Operational Highlights

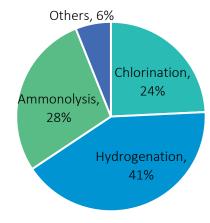


- Sales volumes increased by 15% YoY in Q4-FY24 due to improvement in demand of dyes & pigments.
- The overall performance for the quarter was under stress mainly from continued pricing pressure.
- Chlorination contributed 27% to the total volume, whereas Hydrogenation, a major revenue driver contributed 41% to the total volume, and Ammonolysis contributed 29% to the total volume.
- PAP's average monthly volume was 237 MT/MO, affected by lower demand for paracetamol.
- We anticipate a stronger performance in FY25, driven by stabilization of our Pharma intermediates project, the completion of upgradation work at our Ahmedabad plant, and enhanced contributions as the plant approaches its target quality standards.

Q4-FY24 Revenue Break-up – Chemistries

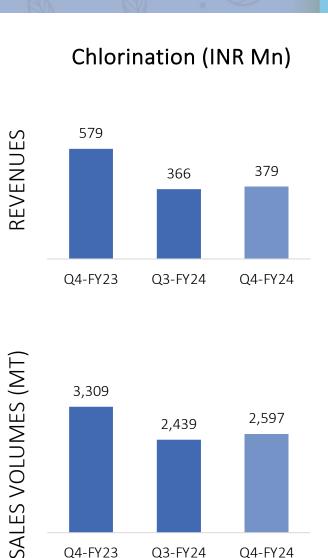


FY24 Revenue Break-up – Chemistries



### **Key Chemistries**

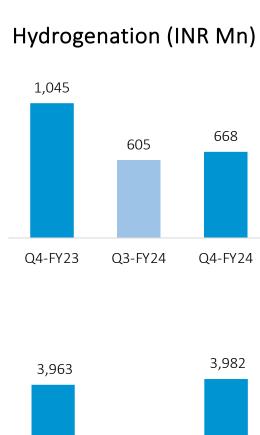


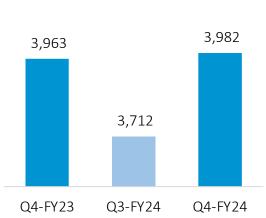


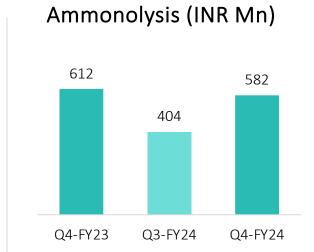
Q3-FY24

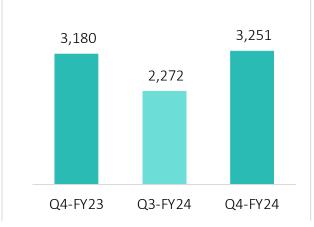
Q4-FY24

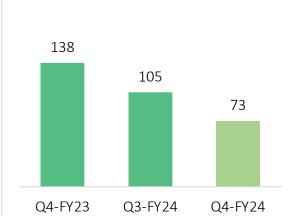
Q4-FY23



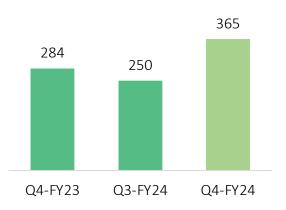








Others (INR Mn)



## Quarterly Consolidated Financial Performance



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Particulars (INR Mn)	Q4-FY24	Q4-FY23	Y-o-Y	Q3-FY24	Q-o-Q
Revenue from Operations	1,768	2,714	(34.9)%	1,414	25.0%
Total Expenses	1,786	2,191	(18.5)%	1,376	29.8%
EBITDA	(18)	523	NA	38	NA
EBITDA Margins (%)	(1.02)%	19.27%	NA	2.69%	(371) bps
Other Income	21	28	(25.0)%	4	NA
Depreciation	88	80	10.0%	86	2.3%
Finance Cost	71	30	NA	42	69.0%
Profit Before Exceptional Items & Share of Profit/(Loss) of Associates	(156)	441	NA	(86)	81.4%
Exceptional Items	(92)	-	NA	-	NA
Share of Profit/(Loss) of Associates	(3)	-	NA	(12)	(75.0)%
PBT	(251)	441	NA	(98)	NA
Tax	(49)	101	NA	(19)	NA
PAT	(202)	340	NA	(79)	NA
PAT Margins (%)	(11.43)%	12.53%	NA	(5.59)%	(584) bps
Other Comprehensive Income	7	(2)	NA	5	40.0%
Total Comprehensive Income	(195)	338	NA	(74)	NA
Basic/Diluted EPS (INR)	(3.81)	10.64	NA	(2.85)	33.7%

### **Annual Consolidated Financial Performance**



Particulars (INR Mn)	FY24	FY23	Y-o-Y
Revenue from Operations	7,231	10,518	(31.3)%
Total Expenses	6,849	8,875	(22.8)%
EBITDA	382	1,643	(76.7)%
EBITDA Margins (%)	5.28%	15.62%	NA
Other Income	93	80	16.3%
Depreciation	349	292	19.5%
Finance Cost	163	108	50.9%
Profit Before Exceptional Items & Share of Profit/(Loss) of Associates	(37)	1,323	NA
Exceptional Items	(34)	49	NA
Share of Profit/(Loss) of Associates	(16)	-	NA
PBT	(87)	1,372	NA
Tax	(3)	346	NA
PAT	(84)	1,026	NA
PAT Margins (%)	(1.16)%	9.75%	NA
Other Comprehensive Income	7	1	NA
Total Comprehensive Income	(77)	1,027	NA
Basic/Diluted EPS (INR)	(3.00)	31.50	NA

## Quarterly Standalone Financial Performance



					EllTitoo
Particulars (INR Mn)	Q4-FY24	Q4-FY23	Y-o-Y	Q3-FY24	Q-o-Q
Revenue from Operations	1,768	2,272	(22.2)%	1,414	25.0%
Total Expenses	1,786	1,831	(2.5)%	1,376	29.8%
EBITDA	(18)	441	NA	38	NA
EBITDA Margins (%)	(1.02)%	19.41%	NA	2.69%	(371) bps
Other Income	21	6	NA	4	NA
Depreciation	88	75	17.3%	86	2.3%
Finance Cost	71	29	NA	42	69.0%
PBT	(156)	343	NA	(86)	81.4%
Tax	(50)	81	NA	(19)	NA
PAT	(106)	262	NA	(67)	58.2%
PAT Margins (%)	(6.00)%	11.53%	NA	(4.74)%	(126) bps
Other Comprehensive Income	7	(2)	NA	5	40.0%
Total Comprehensive Income	(99)	260	NA	(62)	59.7%
Basic/Diluted EPS (INR)	(3.80)	9.36	NA	(2.42)	57.0%

### Annual Standalone Financial Performance



			EITHEG
Particulars (INR Mn)	FY24	FY23	Y-o-Y
Revenue from Operations	6,772	9,116	(25.7)%
Total Expenses	6,376	7,817	(18.4)%
EBITDA	396	1,299	(69.5)%
EBITDA Margins (%)	5.85%	14.25%	(840) bps
Other Income	29	29	NA
Depreciation	340	276	23.2%
Finance Cost	194	105	84.8%
PBT (Excl. Exceptional Items)	(109)	947	NA
Exceptional Items	58	49	18.4%
PBT	(51)	996	NA
Tax	(21)	240	NA
PAT	(30)	756	NA
PAT Margins (%)	(0.44)%	8.29%	(873) bps
Other Comprehensive Income	7	(11)	NA
Total Comprehensive Income	(23)	745	NA
Basic/Diluted EPS (INR)	(1.09)	27.02	NA











# HISTORICAL FINANCIAL OVERVIEW

### Historical Consolidated Income Statement



				LITTICG
Particulars (INR Mn)	FY21	FY22	FY23	FY24
Revenue from Operations	7,548	11,533	10,518	7,231
Total Expenses	5,496	9,484	8,875	6,849
EBITDA	2,052	2,049	1,643	382
EBITDA Margins (%)	27.19%	17.77%	15.62%	5.28%
Other Income	59	74	80	93
Depreciation	212	296	292	349
Finance Cost	50	65	108	163
Profit Before Exceptional Items & Share of Profit/(Loss) of Associates	1,849	1,762	1,323	(37)
Exceptional Items	-	-	49	(34)
Share of Profit/(Loss) of Associates	-	-	-	(16)
PBT	1,849	1,762	1,372	(87)
Tax	540	483	346	(3)
PAT	1,309	1,279	1,026	(84)
PAT Margins (%)	17.34%	11.09%	9.75%	(1.16)%
Other Comprehensive Income	69	6	1	7
Total Comprehensive Income	1,378	1,285	1,027	(77)
Basic/Diluted EPS (INR)	40.97	40.51	31.50	(3.00)
		•		•

<sup>\*</sup>FY21 onward figures as per Ind AS

### Consolidated Balance Sheet



Particulars (INR Mn)	FY22	FY23	FY24
EQUITY	6,489	7,401	7,293
a) Equity Share Capital	272	272	276
b) Other Equity	5,856	6,616	7,017
c) Optionally Convertible Preference Shares	4	4	-
d) Non Controlling Interest	357	509	-
LIABILITIES			
Non-Current Liabilities	1,340	1,064	1,055
Financial Liabilities			
a) Borrowings	1,058	706	742
b) Lease Liabilities	5	11	2
c) Provisions	11	15	19
d) Deferred Tax Liabilities (Net)	266	332	292
Current Liabilities	4,092	3,927	4,132
a) Financial Liabilities			
(i) Borrowings	2,568	2,018	1,823
(ii) Trade Payables	1,312	1,656	2,074
(iii) Other Financial Liabilities	161	200	173
(iv) Lease Liabilities	3	2	2
b) Other Current Liabilities	24	21	23
c) Provisions	24	30	37
GRAND TOTAL - EQUITIES & LIABILITES	11,921	12,392	12,480

	Limited		
Particulars (INR Mn)	FY22	FY23	FY24
Non-Current Assets	6,652	7,682	8,352
a) Property, Plant and Equipment	5,303	6,565	6,297
c) Right-Of-Use Assets	8	12	5
b) Capital Work In Progress	1,116	709	861
d) Other Intangible Assets	-	2	2
e) Goodwill on Consolidation	123	123	123
f) Financial Assets			
(i) Investments	33	37	953
(iii) Other Financial Assets	58	68	54
g) Other Non-Current assets	11	166	57
Current Assets	5,269	4,710	4,128
a) Inventories	1,136	1,262	1,142
b) Financial Assets			
(i) Investments	46	375	33
(ii) Trade Receivables	3,209	2,543	2,094
(iii) Cash and Cash Equivalents	250	78	35
(iv) Other Bank balances	203	4	3
(v) Loans	5	8	492
(vi) Other financial assets	11	36	29
c) Other Current Assets	300	308	173
d) Current Tax Assets (Net)	109	96	127
GRAND TOTAL – ASSETS	11,921	12,392	12,480

<sup>\*</sup>FY21 onward figures as per Ind AS

### Historical Standalone Income Statement



Particulars (INR Mn)	FY21	FY22	FY23	FY24
Revenue from Operations	5,742	9,484	9,116	6,772
Total Expenses	4,170	7,811	7,817	6,376
EBITDA	1,572	1,673	1,299	396
EBITDA Margins (%)	27.38%	17.64%	14.25%	5.85%
Other Income	169	33	29	29
Depreciation	186	273	276	340
Finance Cost	35	64	105	194
PBT (Excl. Exceptional Items)	1,520	1,369	947	(109)
Exceptional Items	-	-	49	58
PBT	1,520	1,369	996	(51)
Tax	374	340	240	(21)
Profit After Tax	1,146	1,029	756	(30)
PAT Margins (%)	19.96%	10.85%	8.29%	(0.44)%
Other Comprehensive Income	69	8	(11)	7
Total Comprehensive Income	1,215	1,037	745	(23)
Diluted EPS (INR per share)	40.98	36.81	27.02	(1.09)

<sup>\*</sup>FY21 onward figures as per Ind AS

### Standalone Balance Sheet



Particulars (INR Mn)	FY22	FY23	FY24
EQUITY	6,031	6,661	6,649
a) Equity Share Capital	272	272	276
b) Other Equity	5,755	6,385	6,373
c) Optionally Convertible Preference Shares	4	4	-
LIABILITIES			
Non-Current Liabilities	1,215	932	1,055
Financial Liabilities			
a) Borrowings	940	589	742
b) Lease Liabilities	2	2	2
c) Provisions	10	15	19
d) Deferred Tax Liabilities (Net)	263	326	292
e) Other Non-Current Liabilities	-	-	-
Current Liabilities	3,583	3,465	3,719
a) Financial Liabilities			
(i) Borrowings	2,110	1,602	1,410
(ii) Trade Payables	1,271	1,643	2,074
(iii) Other Financial Liabilities	154	179	173
(iv) Lease Liabilities	2	2	2
b) Other Current Liabilities	22	11	23
c) Provisions	24	28	37
d) Current Tax Liabilities (Net)	-	-	-
GRAND TOTAL - EQUITIES & LIABILITES	10,829	11,058	11,423

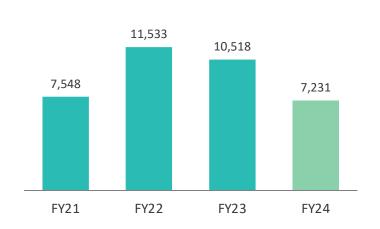
	Limited		
Particulars (INR Mn)	FY22	FY23	FY24
Non-Current Assets	6,787	7,424	7,818
a) Property, Plant and Equipment	5,085	6,092	6,297
b) Right-Of-Use Assets	4	4	5
c) Capital Work In Progress	1,102	702	861
d) Other Intangible Assets	-	2	2
e) Financial Assets			
(i) Investments in Subsidiaries	501	489	489
(ii) Other Investments	32	37	53
(iii) Loans	52	55	54
f) Other Non-Current assets	11	43	57
Current Assets	4,042	3,634	3,605
a) Inventories	973	1,137	1,142
b) Financial Assets			
(i) Investments	1	2	-
(ii) Trade Receivables	2,532	2,118	2,094
(iii) Cash and Cash Equivalents	230	63	33
(iv) Other Bank balances	3	3	3
(v) Loans	5	7	6
(vi) Other financial assets	3	29	29
c) Other Current Assets	217	198	171
d) Current Tax Assets (Net)	78	77	127
GRAND TOTAL – ASSETS	10,829	11,058	11,423

<sup>\*</sup>FY21 onward figures as per Ind AS

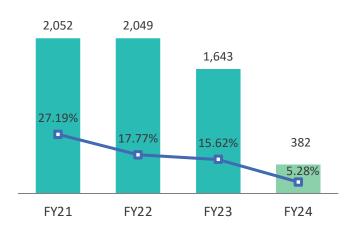
### Consolidated Financial Highlights



#### Operational Revenue (INR Mn)



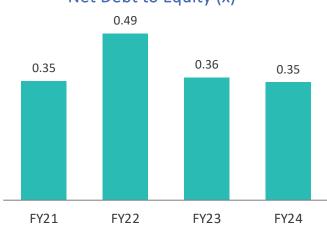
#### EBITDA (INR Mn) & EBITDA Margins (%)



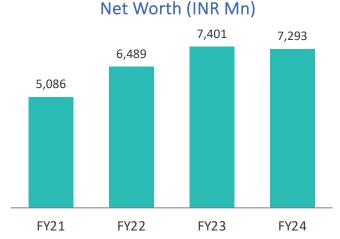
#### PAT (INR Mn) & PAT Margins (%)



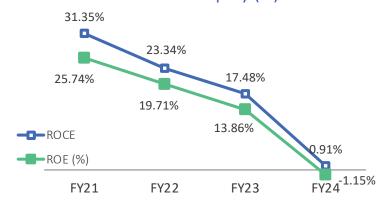
Net Debt to Equity (x)



Net Worth (INR Mn)



### Return on Capital Employed & Return on Equity (%)



### Capital Market Information

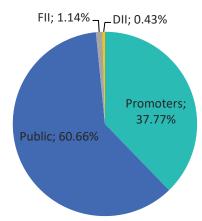


### Share Price up to 31st March, 2024



Price Data (As on 31st <b>March</b> , 2024)	INR
Face Value	10.00
Market Price	379.80
52 Week H/L	635.20/373.95
Market Cap (Mn)	10,473.00
Equity Shares Outstanding (Mn)	27.58
1 Year Avg Trading Volume ('000)	13.90

### Shareholding pattern (As on 31st March, 2024)



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For further details please contact our Investor Relations Representatives: VALOREM ADVISORS

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Email: valiant@valoremadvisors.com











# THANK YOU