

25<sup>th</sup> May, 2024

VCL/SE/11/2024-25

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,

**Q4FY24 Earnings Release - Regulation 30 of SEBI (LODR) Regulations, 2015**

Further to outcome of Board Meeting held on 25<sup>th</sup> May, 2024, enclosed please find Earnings Release with regard to Audited Standalone & Consolidated Financial Results for the fourth quarter and financial year ended 31<sup>st</sup> March, 2024.

A copy of this disclosure will be made available on the website of the Company [www.vishnuchemicals.com](http://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**



## FY24 and Q4FY24 Press Release

Saturday, May 25, 2024

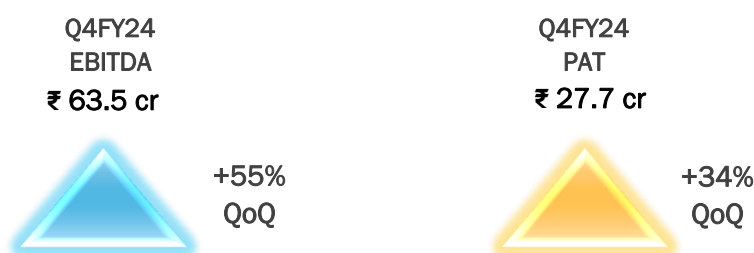
**Ended FY24 on a strong note**  
**Consolidated EBITDA Margin expanded by 766 basis points qoq**

Vishnu Chemicals Limited (BSE: 516072, NSE: VISHNU), a manufacturer of high-performance specialty chemicals with strong market leadership and an intelligent symphony of forward and backward integration to produce world-class chemicals that are focused on diverse needs and aspirations of its customers, reported its audited financial results today for the quarter and year ended March 31, 2024.

### ACHIEVEMENTS IN FY24

- Record volumes produced and sold
- Acquired 100% shares of Ramadas Minerals
- Commissioned Precipitated Barium Sulphate plant
- Commissioned 4.3 MW Solar Plant

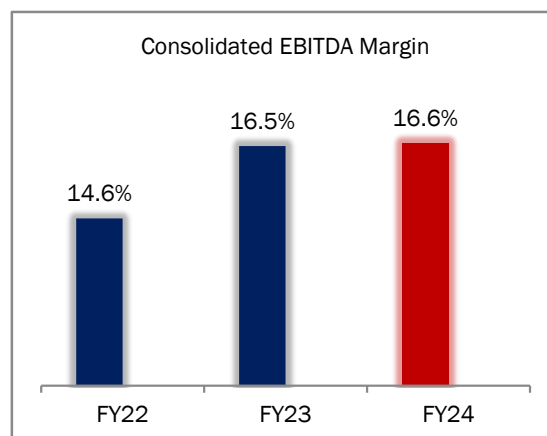
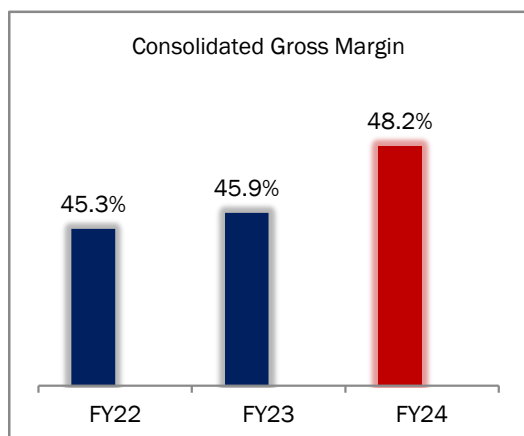
### CONSOLIDATED HIGHLIGHTS



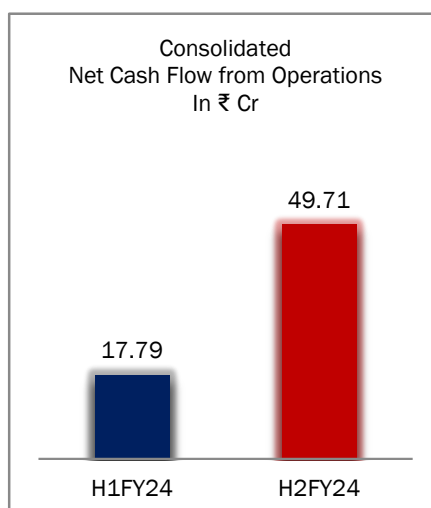
In ₹ Cr	Q4FY24	Q3FY23	QoQ Change	FY24	FY23	YoY change
Operating Revenues	300.4	303.6	(1)%	1212.6	1391.0	(13)%
EBITDA	63.5	40.9	55%	201.6	230.1	(12)%
EBITDA Margin	21.2%	13.5%	+766 bps	16.6%	16.5%	+8 bps
PAT	27.7	20.8	34%	101.1	136.6	(26)%
PAT Margin	9.2%	6.8%	+239 bps	8.3%	9.8%	(148) bps

- The full year highlighted the resilience of our business model.
- Unique capabilities like flexible product mix and process innovations executed over the years make us one of the most efficient and resilient producers of chemicals in the areas we operate.
- The 7% Preference Shareholders, who are also promoters of the company, have waived off 100% of preference dividend for FY24. Preference dividend waived off for the quarter is ₹1.3 cr and for twelve months ending March 31, 2024 is ₹ 5.3 cr
- Vishnu's board has proposed a final dividend of ₹ 0.3 per equity share (15% of face value) for FY24.

- Agile mix of domestic and export sales in the ratio of 53:47
- EBITDA Margin expanded by 766 basis points in Q4FY24 at 21.2% compared to 13.5% in Q3FY24.
- Margin expansion was driven by disciplined investments across both value addition and backward integration initiatives.



- Net cash flow from operations increased in second half of the fiscal compared to first half.



- Performance was steered by strong improvement in the Barium Chemicals.
- Record volumes produced and sold with margin expansion, all while aiding our international clients recover from challenging macro environments.
- Prudent spending kept operational expenses flat y-o-y.
- Balance sheet and liquidity position:
  - ✓ Reduction in consolidated long term borrowings by ₹ 90.9 cr in FY24.
  - ✓ Debt to Equity at 0.45
  - ✓ Cash, Cash Equivalents & Bank Balances at ₹ 60.4 cr.
- The Red Sea crisis has increased transit times by 2-4 weeks. As a result, the company is maintaining higher inventories of raw materials to ensure continuous supply of feedstock, as well as higher inventories of finished goods to enable quick dispatches.
- External credit rating upgraded from CARE BBB to CARE A-

## CHROMIUM CHEMICALS

- Standalone EBITDA increased by 37% q-o-q from ₹ 33.0 cr in Q3FY24 to ₹ 45.4 cr in Q4FY24.
- Standalone EBITDA Margin increased by 558 basis points from 13.1% in Q3FY24 to 18.7% in Q4FY24.
- Standalone PAT improved marginally on a sequential basis from ₹ 22.2 cr in Q3FY24 to ₹ 22.8 cr in Q4FY24.
- Despite high interest scenario, our finance costs were lower at ₹ 24.8 cr in FY24 compared to ₹ 27.8 cr in FY23 due to deleveraging.
- Exports as a % of total sales was 48% in H2FY24 compared to 44% in H1FY24.
- In comparison to FY23, the average consumption of feedstock (volume) reduced by nearly 10% in FY24 due to process improvements and equipment upgradation.
- We are reaping the fruits of investing in the backward integration project at Visakhapatnam which reduced the impact of elevated chrome ore prices to a certain extent.
- Nearly 80% of India's merchandise trade with Europe passes through the Red Sea. Selling & Administrative expenses was 13.4% of revenues in Q4FY24 compared to 9.8% in Q3FY24 due to increase in freights.
- The tax expense was elevated in Q4FY24 due to higher deferred tax. Our tax rate excluding deferred tax was approximately 24% for the full year.

## BARIUM CHEMICALS

- Sale volumes of Barium Carbonate increased 13% q-o-q.
- Geography mix of 50:50 across domestic:export markets in FY24 compared to 35:65 in FY22.
- Integration of beneficiation benefits from newly acquired Ramadas Minerals reflects in our margin improvements.
- We give significant emphasis on energy management as a key focus area that directly influences the operations of our manufacturing facilities. As we understand the importance of sustainable energy practices, we have taken installed 4.3 MW of solar power in Q4FY24.
- Sales pressure on Precipitated Barium Sulphate persists due to dumping from China as they have overcapacity. We continue to remain focused on meeting the demand for India.

## MANAGEMENT COMMENTS

**Mr. Ch. Krishna Murthy, CMD, Vishnu Chemicals Limited** said, "Vishnu Chemicals is pleased to end the financial year 2023-24 on a high note. The macroeconomic headwinds faced by the speciality chemicals industry and our customers proved this year to be a significant test for us. Our answer to this was our resilience, where we never compromised on our principles and prioritised customer success with the focus on margin expansion. Going in FY25, we continue to work tirelessly to achieve growth and continuous improvement."

"Our performance was driven by our core belief of being persistent in any circumstance, taking measured risks and keeping the communication simple. Vishnu has entered FY25 with the same core belief of doing business with efficiency, nurturing complex chemistry, seizing opportunities and never compromise on our efforts." said **Mr. Ch. Siddartha, JMD, Vishnu Chemicals Limited**.

## Q4 & FY24 Earnings call:

Please join us on the conference call to discuss the earnings.

- **Date & Time:** Monday, June 03, 2024 at 2:30 pm IST
- Participants can pre-register on:  
<https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=4195918&linkSecurityString=1a3b55472a>

- Dial in details as follows:

<b>Universal Dial in</b>	+91 22 6280 1325 / +91 22 7115 8226
<b>International Number:</b> USA UK Singapore Hong Kong	+1 8667 462 133 +44 808 101 1573 +65 800 101 2045 +852 800964448

### **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 50+ countries.

For further information, please connect with us on [investors@vishnuchemicals.com](mailto:investors@vishnuchemicals.com)

### **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.*

Vishnu Chemicals Limited, Plot No. C-23, Road No. 8, Film Nagar, Jubilee Hills, Hyderabad – 500 096, India.  
Website: [www.vishnuchemicals.com](http://www.vishnuchemicals.com)