

14th August, 2024

VCL/SE/35/2024-25

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 Q1FY25 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 first quarter ended 30th June, 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,

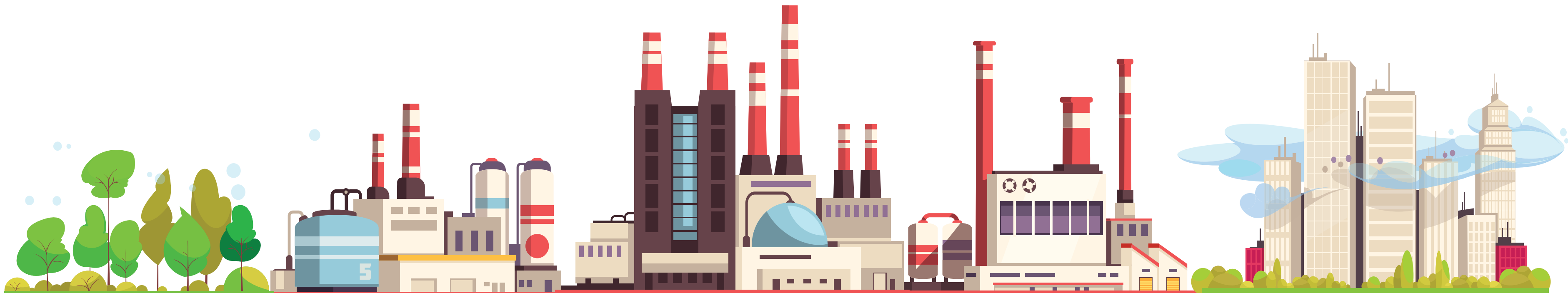
For Vishnu Chemicals Limited

Vibha Shinde
Company Secretary & Compliance Officer



Speciality Performance Chemicals

Q1FY25 Earnings Presentation





"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.

01

Results

02

About Us

03

Identity

04

Products

05

ESG

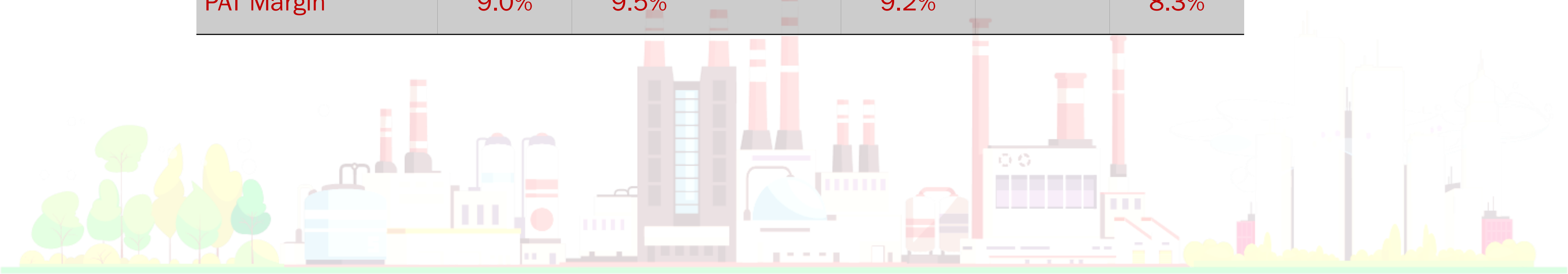
06

Summing Up



Q1FY25: Consolidated Highlights

In ₹ Cr	Q1FY25	Q1FY24	YoY	Q4FY24	QoQ	FY24
Operating Revenues	338.8	300.7	13%	300.4	13%	1212.6
EBITDA	55.6	51.1	9%	63.5	(12)%	201.6
EBITDA Margin	16.4%	17.0%		21.2%		16.6%
PAT	30.5	28.6	6%	27.7	10%	101.1
PAT Margin	9.0%	9.5%		9.2%		8.3%





Q1FY25: Increase in PAT on QoQ & YoY basis

Consolidated Highlights

- Achieved all-time high production volumes this quarter.
- Sequential growth in PAT for last 2 quarters.
- Promoter pledge has been fully released.
- Agile mix of domestic and export sales in the ratio of 50:50.
- Realisations of finished goods were increased to cover the rising freight and raw material costs, while also using some of the benefits to foray into newer markets in Barium chemistry.
- Despite rising freight costs, continued demand growth for our chemicals highlights the resilience of our business model.

Consistent trends in Gross and EBITDA Margin

Gross Margin	FY22	FY23	FY24	Q1FY25
Standalone	42.8%	45.2%	46.2%	45.3%
Consolidated	45.3%	45.9%	48.2%	44.8%

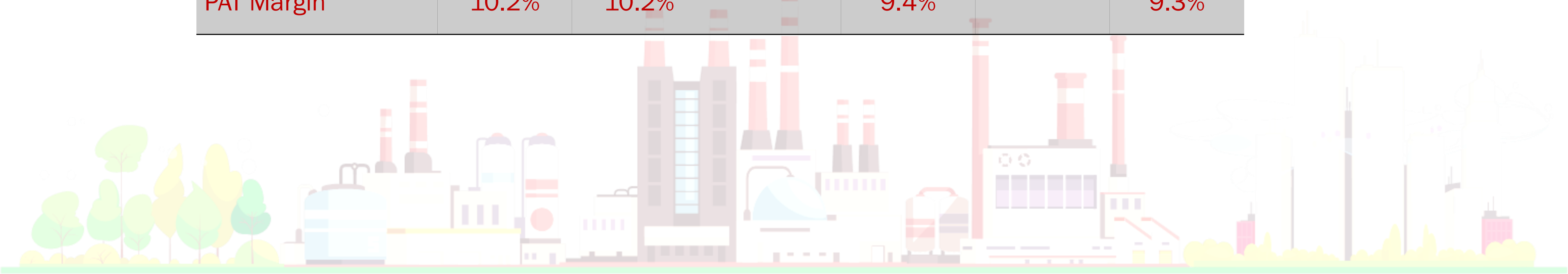
EBITDA Margin	FY22	FY23	FY24	Q1FY25
Standalone	13.9%	17.0%	15.6%	17.0%
Consolidated	14.6%	16.5%	16.6%	16.4%





Q1FY25: Standalone Highlights

In ₹ Cr	Q1FY25	Q1FY24	YoY	Q4FY24	QoQ	FY24
Operating Revenues	258.1	249.9	3%	243.1	6%	1010.8
EBITDA	43.8	42.6	3%	45.4	(3)%	157.7
EBITDA Margin	17.0%	17.0%		18.7%		15.6%
PAT	26.3	25.5	3%	22.8	16%	94.3
PAT Margin	10.2%	10.2%		9.4%		9.3%



- **CHROMIUM CHEMICALS**

- The Company's strengths such as its flexible product mix and process innovations executed over the years makes it one of the most efficient and resilient manufacturers of speciality inorganic chemicals.
- Selling & Administrative expenses was 9.9% of operating revenues in Q1FY25 compared to 8.3% in Q1FY24 due to increase in freights.
- Proximity to ports enables us to support our customers and meet delivery commitments despite supply chain disruptions globally.

- **BARIUM CHEMICALS**

- Sale volumes increased by 11.1% y-o-y.
- Geography mix of 41:59 Domestic:Export markets in Q1FY25 as the company marked its foray into new competitive markets.
- Focused on meeting the demand for India through our portfolio of Barium Chemicals.





Krishna Murthy Cherukuri

Chairman & Managing Director

At Vishnu Chemicals, our biggest strength is manufacturing. By prioritising continuous improvement and research, we have enhanced our portfolio enabling us to deliver sequential PAT growth three quarters in a row. We remain dedicated to pursuing opportunities for growth and improvement.

We are pleased to report a successful quarter, marked by our best ever operational performance. It is inspiring to see the dedication of our R&D and production team, enabling us to manufacture all-time high volumes with the existing asset enabling us to sweat it better and deliver outstanding results.

Siddartha Cherukuri

Jt. Managing Director





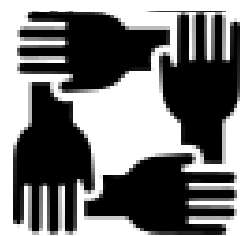
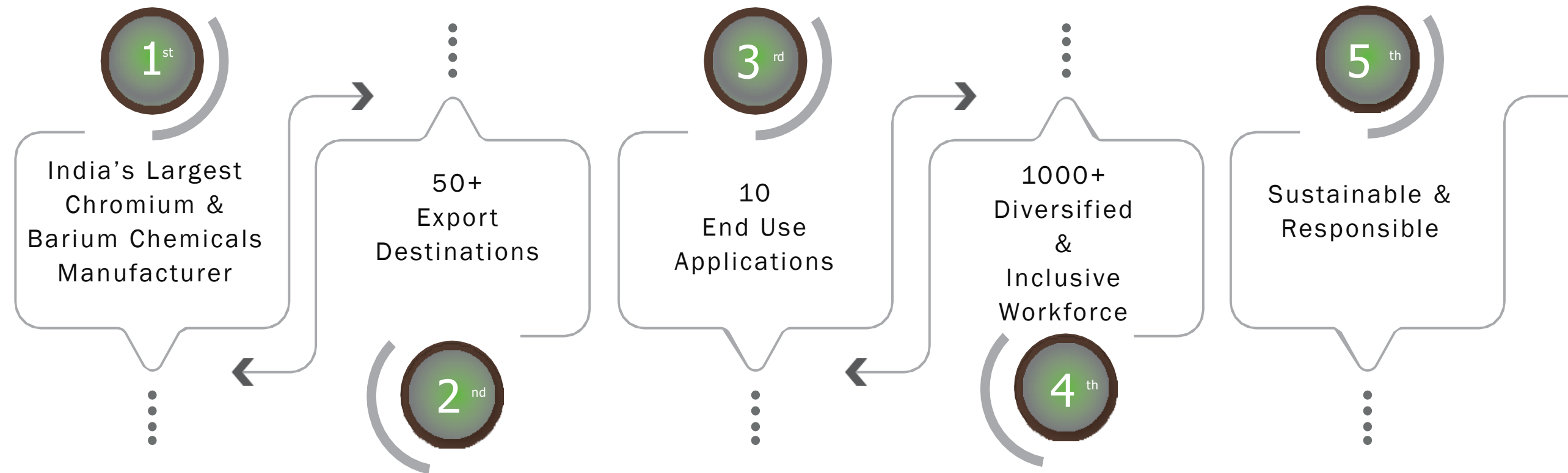
Pioneers in manufacturing of performance enhancing speciality chemicals with strong market leadership in Chromium Chemicals and Barium Chemicals.



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.



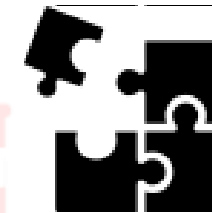
Excellence

Dedication in every decision.



Collaboration

Collective in every concern.



Innovation

Future focused thrust on innovation in every fraction.



Industry Growth Drivers of our Chemistry

Demography

Trends

- Expanding middle class

Leads to demand for:

- Longer lasting products
- Construction & Infrastructure related solutions

Example for India:

Passenger traffic in India will grow at 6.2% p.a. by 2040, the fastest among the major economies and well above the global average of 3.9%. (Airbus)

Industries we serve that will benefit from this

- Pharmaceuticals
- Automobiles
- Construction
- Wood Preservatives
- Aerospace

Premiumisation

Trends

- Premium is not just about price. It is the promise of exceptional quality and experience. Bridging the gap between luxury and mass market.

Leads to demand for:

- Products that make consumers' lives better.
- Products with feel good and premium characteristics.

Example for India:

- **Bath Fittings** Industry in India is poised to **grow** at a CAGR of 9% by 2027.
 - **Automotive chromium market** to grow at 5.51% between 2022-26.
 - Indian leather industry to grow three-fold by 2025
- Source: Mordor Intelligence, Technavio, IFLMEA.

Industries we serve that will benefit from this

- Bath Fittings
- Automotive accessories
- Decorative Plating
- Furniture
- Ceramics, Tiles
- Sports Surfaces, Paints

Performance

Trends

- Rise in industrial activity.

Leads to demand for:

- Performance chemicals

Example for India:

- Growing industrialization and urbanization has paved the way for new use cases for performance enhancing speciality chemicals.

Industries we serve that will benefit from this

- Hard Plating
- Refractory
- Automotive & Mechanical Components
- Hydraulic Cylinders, Valves & Pistons
- Infrastructure



We Manufacture: Chromium Chemicals

Sodium Dichromate



Pharmaceuticals

Artificial
Sweeteners

Basic Chrome Sulphate



Leather 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



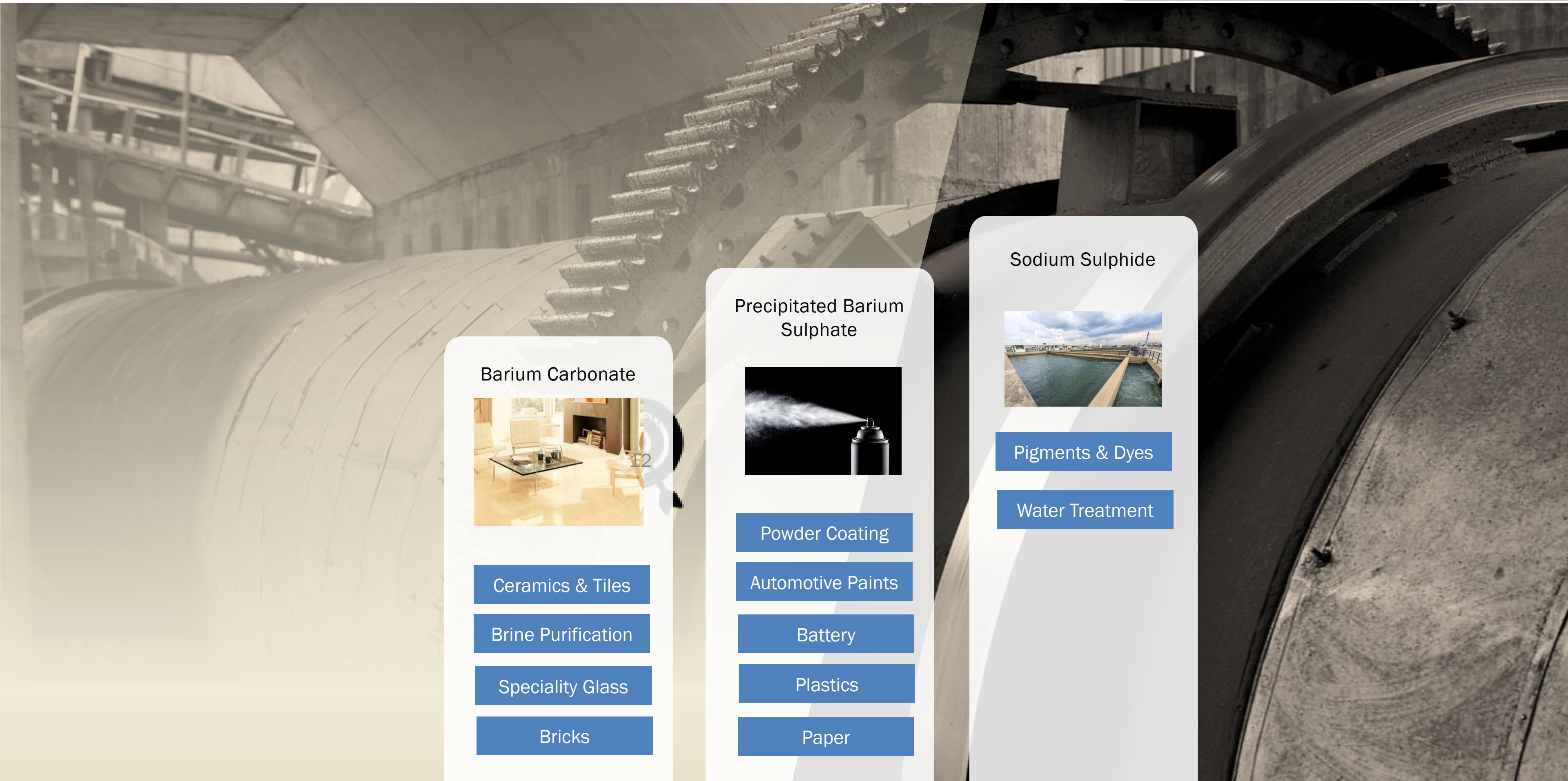
Paper

Detergents

Molten Glass



We Manufacture: Barium Chemicals



Barium Carbonate



Ceramics & Tiles

Brine Purification

Speciality Glass

Bricks

Precipitated Barium Sulphate



Powder Coating

Automotive Paints

Battery

Plastics

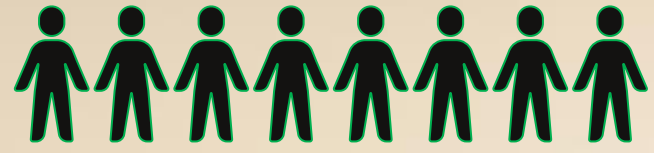
Paper

Sodium Sulphide



Pigments & Dyes

Water Treatment



Commitment to ESG
Commitment to Health & Safety



CARE FOR THE COMMUNITY

Old Age Home



Plantation



Rural Health Care



Diversified





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.
- ✓ Consistent track record of dividend payment.

“WHERE **PERSEVERANCE** AND
COMMITMENT COME TOGETHER



THANK YOU

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