



# 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 E-mail : vil@visaka.in

Ref: VIL/SEC/ST-EX/Presentation/2021-22/22

Date: 29.07.2021

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: Presentation–Analyst/Institutional Investors’ Meet/Earnings Con-Call date 30.07.2021**

**Ref: VIL/SEC/ST-EX/Con-Call/2021-22/21 Date:29.07.2021**

Dear Sir/s,

Further to our letter referred above, in connection with the earnings con-call scheduled on July 30, 2021, please find enclosed herewith presentation covering highlights of audited financial results of the company for the quarter ended June 30, 2021.

This is for your information and records please.

Thanking you,

Yours faithfully,

for **VISAKA INDUSTRIES LIMITED**



**S. Shafiulla**  
Chief Financial Officer (CFO)



Encl.: Presentation

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



**VISAKA**  
INNOVATE SUSTAINABILITY

*Quarter One  
FY2021-22*

*VIL Corporate Presentation*



The logo consists of the word "SAFE" in white capital letters on a red rectangular background, positioned above the word "HARBOUR" in white capital letters on a red rectangular background. The background of the entire page features a dark grey grid of thin white lines forming a pattern of triangles and squares.

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**FINANCIAL  
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A low-angle, black and white photograph of several skyscrapers reaching towards a light sky. The buildings are viewed from below, creating a sense of height and scale. A white rectangular border is superimposed over the center of the image.

01

Key

Highlights

# ON A GROWTH TRAJECTORY TO THE STARS

## Visaka Industries Ltd. Q1- 2021-2022 Highlights

Despite the disruptive year that was, we've stood resolute.



## *Key Highlights for Q1FY22*

REVENUES for Q1FY22 **Rs. 3491 Mn**, up 22% YoY

REVENUES for FY21 **Rs. 11,462 Mn**, up 9.1% YoY

EBITDA margin for Q1FY22 stood at **19.2%**, down 178 bps YoY

EBITDA margin for FY21 stood at **17.6%**, up 560 bps YoY

DEBT TO EQUITY Ratio down from **0.28 to 0.25** YoY

INTEREST Cost % of Turnover for Q1FY22 lower by **0.43%** YoY

## Management Commentary

- Q1 FY2022 saw lockdowns in many pockets of the country in lieu of second wave. This impacted the consumer discretionary spending nation-wide.
- This impact was visible in the growth of demand, but Visaka Industries Limited was able to tide this with our reach and was able to maintain its market share in the building material segment
- We continue to be vigilant of the situation as some seasonality kicks in the building material sector with the onset of monsoon
- The building material segment revenues saw increase of 6.5% as compared Q4FY21, EBIT for the segment increased 39% compared to Q4FY21
- The yarn segment is yet to pick up from the perils of pandemic, we continue to remain optimistic about this segment



- Cement Asbestos market share stays at 18% as of FY21, we continue to increase our foothold in this segment with our geographic expansion. We strive to increase our market share in the Boards and Panels (market share at 32% as of FY21) with a new plant at Coimbatore expected to be operational by Dec-21
- We announced our foray into ATUM Life – a chain of physical stores selling sustainable products; ATUM Charge, Electric Vehicles charging stations using ATUM Solar Roof; and Vnext Solution, which offer turnkey solutions for a wide range of building requirements ranging from prefabricated buildings to interior furniture requirements. Visaka Industries Limited is coming up with its first ATUM Life store in Hyderabad. It is also setting up ATUM Charge EV Charging Stations in Tier-1 and Tier-2 cities across the country.

*Current Market Share  
and New Announcements*



02

*Corporate*

*Overview*

## *At a glance*

Growing strong since 40 years

13 Manufacturing Plants

4000+ Employees

1150 + crore turnover

Public listed company



# Key Management



**SHRI. DR G.  
VIVEKANAND**  
Chairman

An MBBS graduate from Osmania University and a former Member of Parliament is a first-generation entrepreneur playing a pivotal role in the company growth. It is under his leadership and guidance, Visaka Industries has grown multifold and diversified into building products and synthetic blended yarn with a prominent position in both industries.



**SMT. G. SAROJA  
VIVEKANAND**  
Managing Director

She has been on the board of the company since 2003. She has a good exposure to the functioning of the company in all respects and is the MD of the 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 promoted as Chief Business strategist then as whole-time director and he is currently joint managing director. He spearheaded the growth of the V-next business and invented ATUM. He was responsible in repositioning the company and introduction of ATUM.

## Shareholding

% Holding	Jun-20	Sep-20	Dec-20	Mar-21	Jun-21
Promoters	43.80%	44.50%	45.85%	45.85%	45.85%
Non-Institutions	54.67%	54.18%	52.81%	51.28%	48.97%
Institutions	1.53%	1.32%	1.34%	2.87%	5.18%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

**Diversified Product Portfolio:**

**4 Product Lines**

Wonder Yarn  
Est: 1991



Fibre Cement Roofs  
Est: 1981

Integrated Solar Roof  
Est: 2018



Fibre Cement Boards  
Est: 2008



A T U M  
by VISAKA

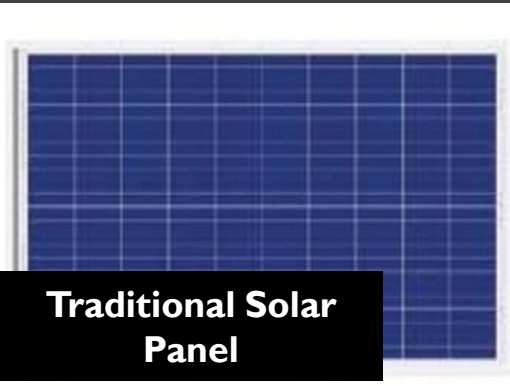
A brainchild of Mr Vamsi Gaddam, ATUM is the much-needed solution in renewable energy space that is both, a roof and solar panel, designed to meet consistent energy demands in a sustainable manner. ATUM is an integrated solar roof and an alternative to the conventional retrofit solar systems. This innovation is the first-of-its-kind globally & had been Patented as Solar Roof, making waves in areas like affordable housing, net-zero industries and businesses.





**Metal Roof**

## Traditional Solar Roof



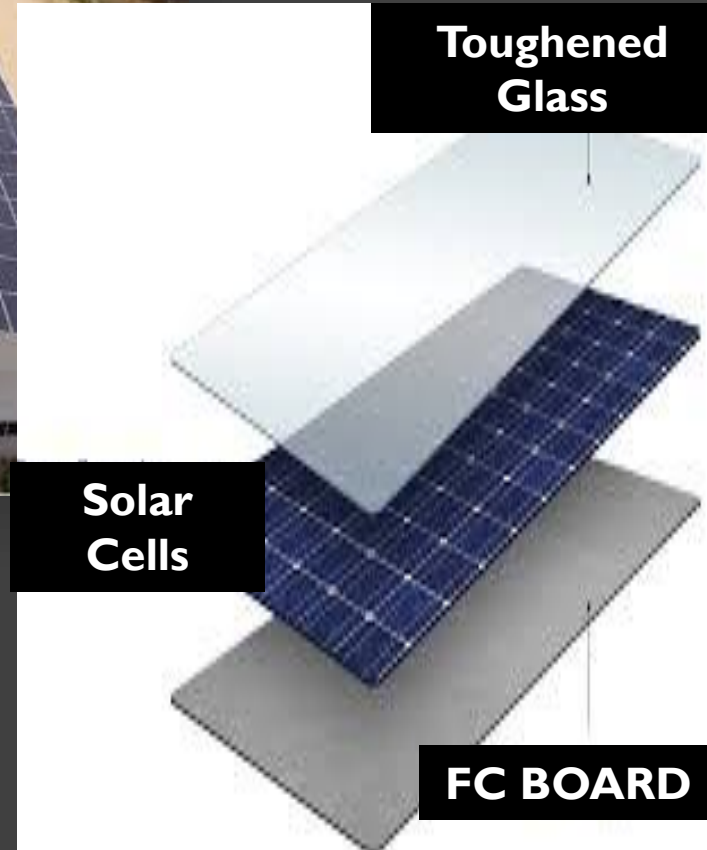
**Traditional Solar Panel**



**Clamping Mechanism**



## Integrated ATUM Solar Roof



**Toughened Glass**

**Solar Cells**

**FC BOARD**

# Distinctive Advantages

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



**Class A Fire Rated**

ATUM does not catch nor spread fire. Certified by UL.



**Can withstand Hurricanes**

Tagged Hurricane Proof by Lean maestro. Can withstand 250kmph.

**Withstands Hail and Snow**

Leakproof Roofing Certified by UL.



**Pay back in 5 years**

The savings from solar power generation pays back the investment in 5 years.





- **100% Leakproof for lifetime.**
- Leakproof industrial Grade Sealant and Aluminum profiles.
- Panel Jointing has been designed to withstand 200kmph speed unlike the conventional fragile clamps.
- Can withstand **300 kg/sqm live load**
- Wind load resistance of above **250kmph are possible.**





We have collaborated with Needlab to create a self-sustainable and an eco-friendly house at the UN-HABITAT assembly in Nairobi.

# ATUM Solar Factory



## *Manufacturing Unit of ATUM*

- Current Manufacturing Capacity: 30 MV
- ATUM Panels are made using power produced by ATUM Roof
- This is a Net Zero Building
- Oldest plant with generation data of 2 years



## HIMALAYAN INSTITUTE OF ALTERNATIVES, LADAKH

An Alternative Institute for Mountain Development



### *Innovator Sonam Wangchuk and Indian Army*

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



### *35kW-Yoga Training Center*

- Mumbai, Virar
- D Atlantis Resort
- Gives 3500 Sft floor area.
- Equivalent to planting 700 trees



## 40kW- Rainbow Hospitals

- One of the many hospitals who created extra roof using ATUM thereby making usable real estate out of an empty terrace while producing power at the same time.





### *Netmagic Data Centre*

- Located in Mumbai
- Data centers are power guzzlers

# Srinithi Foods



## *215kW- Food Processing Unit*

- Located in Chennai
- 13000 Sft Roofing
- Saves 1000 units per day
- Equivalent to planting 4000 trees



Entire Home Paid Back in 6 years

## Affordable Housing

- Under Proto Deployment in City of San Jose
- All materials used are made of IGBC certified Cement Fiber Board of Visaka
- Roof is made of ATUM Solar





***Unique Product.  
Immense Possibilities.***



## The Game Changer

The global fraternity of architects, project management consultants, and interior designers, all of whom we work with endorse fibre cement boards. Made to combat the cons of boards made from plywood and gypsum, fibre cement boards provide resistance against three significant threats to construction – **termite, water, and fire**. Vnext products encourage engineers, builders, architects, and applicators to promote sustainable architecture and build a healthy, green future.

## Salient Features



Products with Lowest  
Carbon Emissions in  
the Industry

Only 36kgs of CO<sub>2</sub>  
emissions per One MT  
of Vnext boards  
production.  
Which is about 30  
times lesser than  
Conventional Building  
Materials



Environment  
friendly



Asbestos  
Free



Termite  
resistant



Fire  
resistant



Water  
resistant



Excellent  
Workability  
like wood



Sound  
Insulation



Highly flexible  
material



Low thermal  
conductivity



*Wardrobes*

*Shelves*



*Kitchen Cabinets*

## *Sound Insulated Walls in Theatres*



## *Cabins/Partitions in Industries*





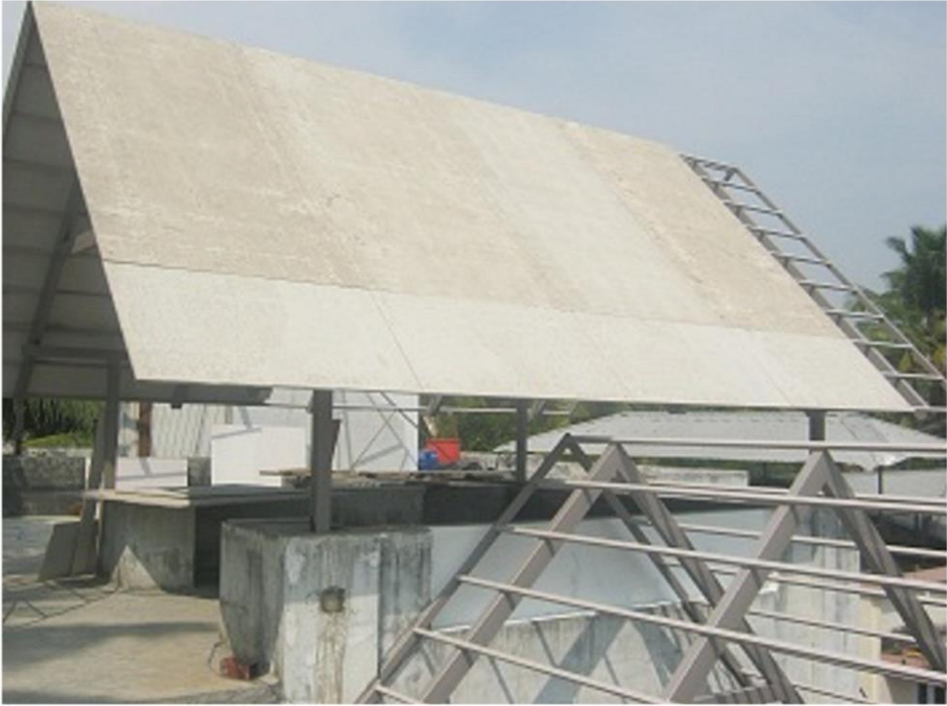
## *T-grid False Ceilings*



*Duct covering and  
Planks*



## *Roof Underlay*



## *Cladding*

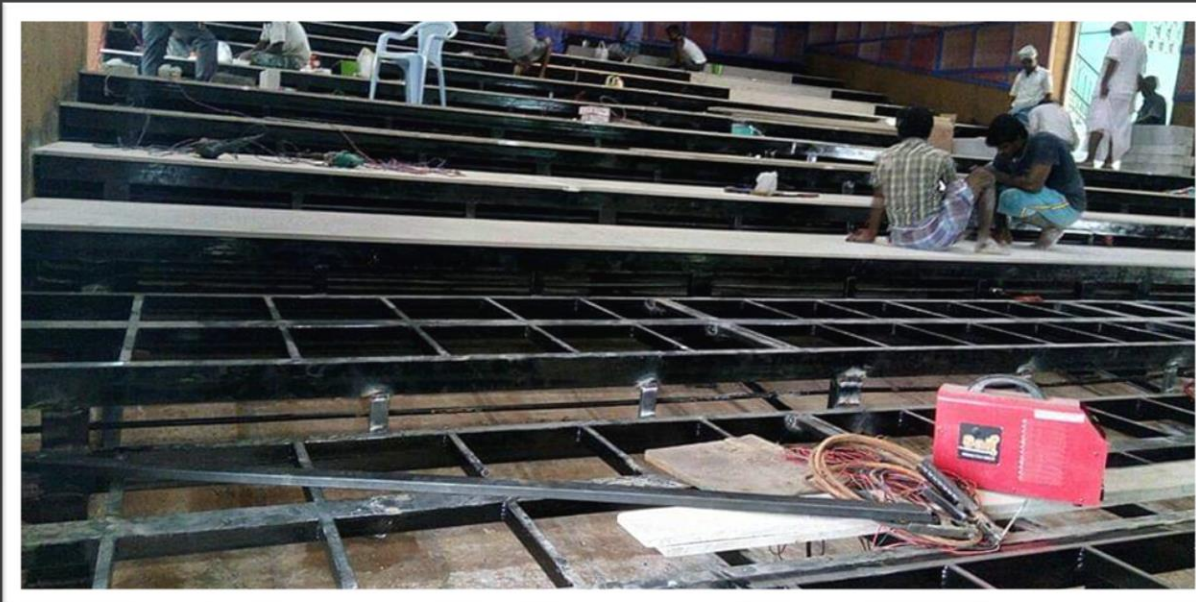


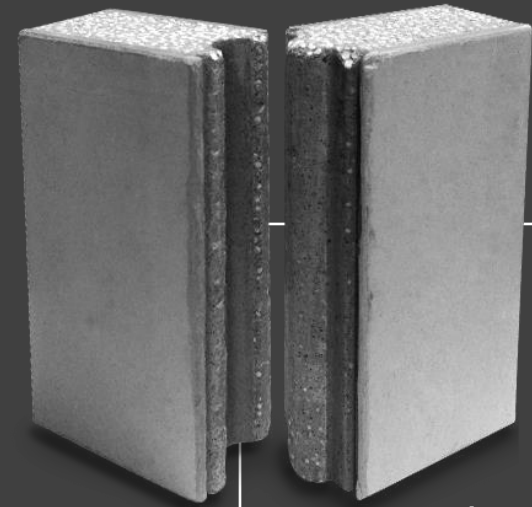
*G+2 Hostel Kolkatta, ISB&M*



*G+1 floor  
LGSF house*







## Vpanel

Instant dry wall

Used for

- ✓ Internal Walls
- ✓ External Walls
- ✓ Prefabricated Structures
- ✓ Compound Walls
- ✓ Construction Site Office
- ✓ Security Cabins

## Vpremium

Heavy duty board

Used for

- ✓ External Cladding
  - ✓ CNC Cutting
  - ✓ Roof Underlay
  - ✓ Duct Covering
- ✓ Wet Area Applications





## Vboards

Quick, affordable, and durable construction with Fiber Cement Boards

Used for

- ✓ Kitchen Cabinets and Shelves
- ✓ Internal Wall Paneling
- ✓ False Ceiling
- ✓ Internal Partitions
- ✓ Shelves / Wardrobes
- ✓ Mezzanine flooring

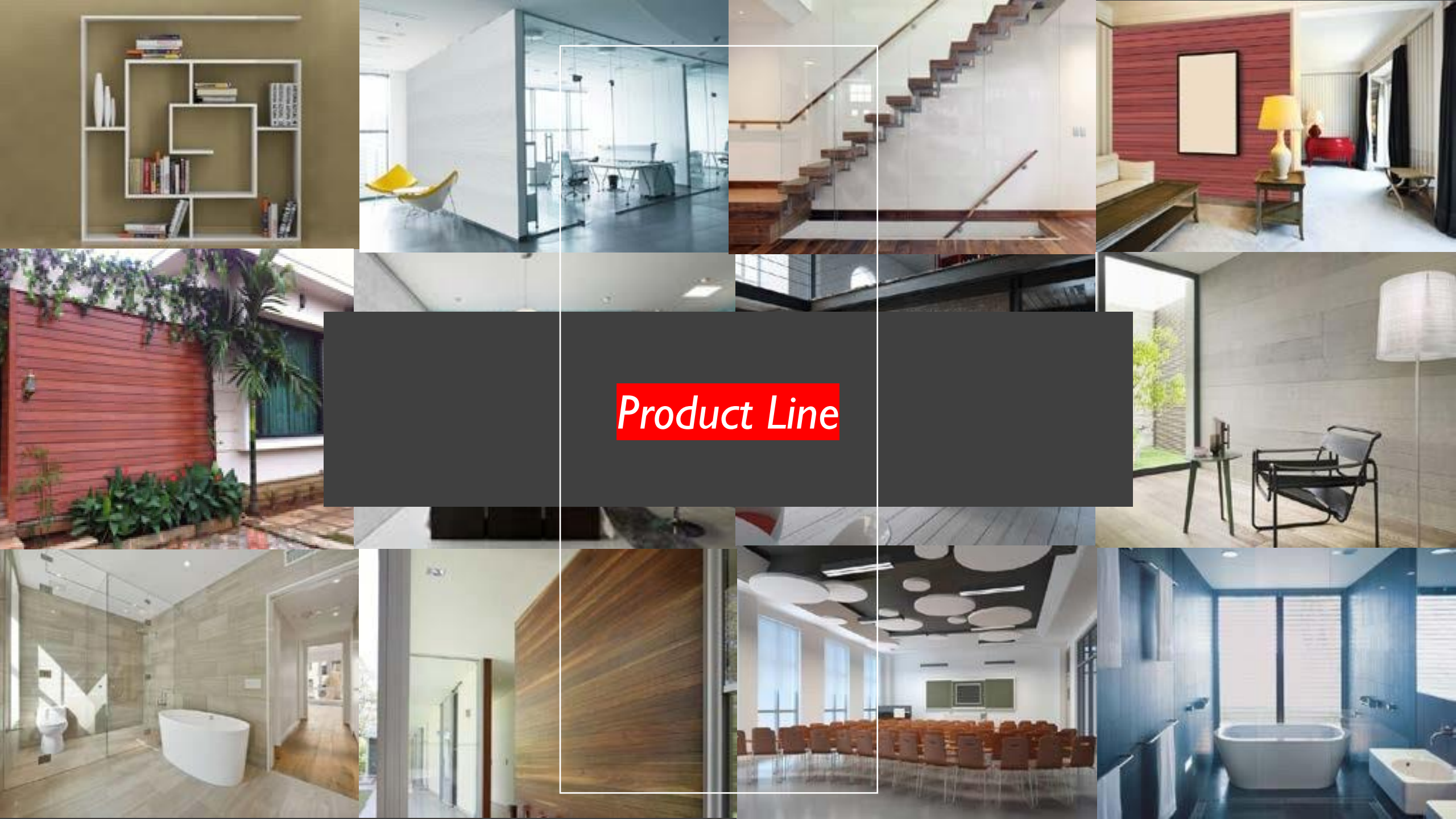


## Vplanks

Tough inside, beautiful outside!

Used for

- ✓ External Cladding
  - ✓ Facades
- ✓ Duct Covering
- ✓ Compound Wall
- ✓ Garden Fencing
- ✓ Gate Cladding



*Product Line*

# Designer Variants



Vnext Sandstone



Vnext L&H



Vnext - O



Vnext Plank



Vnext Stone



Vnext Wave



**Market Position: 1st**

**Market Share: 32%**

<b>Capacity Utilisation</b>	<b>FY20</b>	<b>FY21</b>	<b>Q1FY21</b>	<b>Q4FY21</b>	<b>Q1FY22</b>
Installed Capacity in MT	179750	179750	179750	179750	179750
Capacity Utilisation %	76%	71%	33%	97%	74%

<b>Sales Growth</b>	<b>FY20</b>	<b>FY21</b>	<b>Q1FY21</b>	<b>Q4FY21</b>	<b>Q1FY22</b>
Sales (Rs Cr.)	196	203	24	67	54

Products with Lowest Carbon Emissions in the Industry

Only 36kgs of CO2 emissions per 1MT of Vnext boards production.  
Which is about 30 times lesser than Conventional Building Materials





THE  
WONDER  
YARN

## *Subsistence Is Sustainable*

'The Wonder Yarn', founded in 1992, is a sustainable yarn produced by recycling used PET bottles. This has helped the company to get to an international presence with its progressive ideology and technology. We are in line with the United Nations Conference on Sustainable Development – a document that contains clear and practical measures for implementing green economy goals in the context of Sustainable Development Goals (SDG). While meeting these 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.

Since 1992 used in 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

**Market Position: 1st**

**Market Share: 50%**

<b>Capacity</b>	<b>FY20</b>	<b>FY21</b>	<b>Q1FY21</b>	<b>Q4FY21</b>	<b>Q1FY22</b>
MTS Machines	41	41	41	41	41
Spinning Positions	2752	2752	2752	2752	2752

<b>Sales Growth</b>	<b>FY20</b>	<b>FY21</b>	<b>Q1FY21</b>	<b>Q4FY21</b>	<b>Q1FY22</b>
Sales (Rs Cr.)	215	135	13	54	30

## *Cement Fibre Roof*

With 8 plants across India and a total capacity at 8 lakh tons, we are the number one AC roofing sheets brand in the country.



*40 years of core experience*

*Market Position: 2nd*

*Market Share: 18%*

<b>Capacity Utilisation</b>	<b>FY20</b>	<b>FY21</b>	<b>Q1FY21</b>	<b>Q4FY21</b>	<b>Q1FY22</b>
Installed Capacity in MT	802000	802000	802000	802000	802000
Capacity Utilisation %	80%	89%	106%	106%	113%

<b>Sales Growth</b>	<b>FY20</b>	<b>FY21</b>	<b>Q1FY21</b>	<b>Q4FY21</b>	<b>Q1FY22</b>
Sales (Rs Cr.)	626	791	245	227	257

2021-22  
will  
witness the  
launch of  
three  
promising  
brands



Offers services to handle  
turnkey building projects



A retail outlet offering fully  
sustainable, green products



Solar powered  
Electric Vehicle charging  
stations



**Expert teams.  
Expert solutions.**

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.

A T U M  
CHARGE



**ATUMCharge** is a self-sustaining solar powered Electric Vehicle charging station which will be set up across India, and elsewhere in the world, to support the movement to promote the use of electric vehicles. ATUM Solar Roof, with its clean and green power, will allow the entire electric vehicle charging proposition to move to 100% solar whereas, currently, most EV charging stations use electricity projected by thermal power generation completely defeating the purpose of moving to environment friendly power. ATUMCharge is also looking at partnering with other electric charging station providers who are either in the market or are expected to come in the near future





**ATUMLife** is Visaka's chain of retail stores which will offer fully sustainable, eco-friendly, green products. A one-stop-shop for sustainable products, ATUM Life will deal with Vnext sustainable building material, ATUM solar roof, eco-friendly apparel made with sustainable yarn, organic detergents, sustainable consumables, electric vehicles and reusable kitchenware and cutlery. Visaka Industries Limited has plans to open 10 ATUMLife stores in major metros across India. Atum Life will store, sell and promote all products sustainable, making sustainable living accessible for everyone.

# Accolades and Awards

Most Promising Women Leaders- Femina



**Vnext**  
by  
**VISAKA**

**MOST TRUSTED BRANDS OF INDIA**  
2021

**Sustainable Building Products And Fibre Cement Boards Are our Forte.**  
Vnext has attained the highest sales in both segments this year, in the entire country!

**Choose Trust. Choose Vnext.**

**VISAKA**  
INNOVATE SUSTAINABILITY

**Visaka Cement Roofing Sheets**  
Commanding the highest premium in today's market.  
Receiving the Most Trusted Brands recognition.  
A true indication of the **MARKET LEADER!**

**MOST TRUSTED BRANDS OF INDIA**  
2021

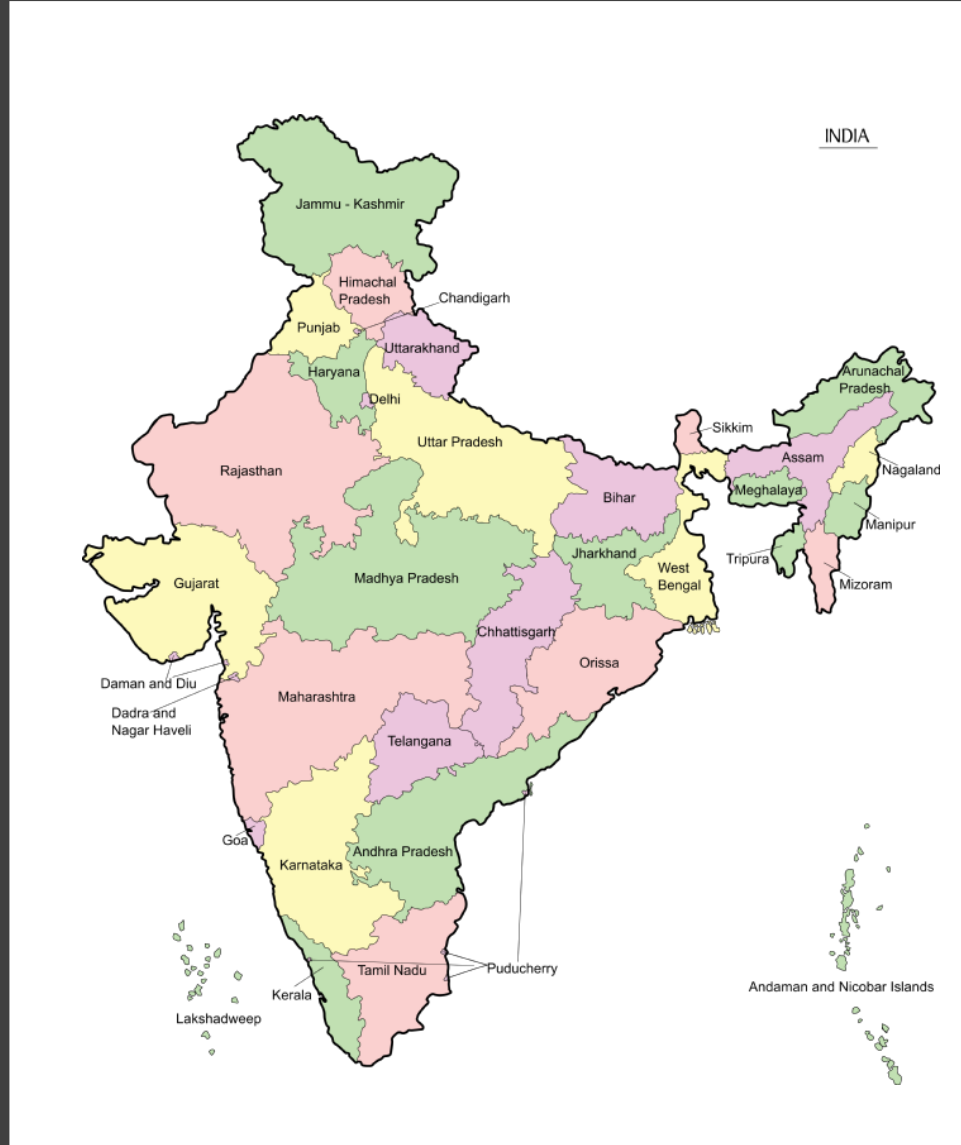
Visaka Industries Ltd. as a group had been recognised and awarded as one of 'The Most Trusted Brands of India 2021' by CNBC TV18.

# Accolades and Awards



- Silver Winner-Spot light 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 the year 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

*40-year-old legacy of humble beginnings followed by rapid growth in last two decades*



## *Fibre Cement Roof Plants*

*Andhra Pradesh*

*Telangana*

*Tamil Nadu*

*Karnataka*

*West Bengal*

*Odisha*

*Uttar Pradesh*

*Maharashtra*

## *Vnext Plants*

*Telangana*

*Maharashtra*

*Haryana*

## *ATUM*

*Telangana*

## *Yarn*

*Maharashtra*

# Global Sales Presence



*Exports to 30 countries*

*7,000 + strong dealer network*

03

Sustainability



# *Ability. Responsibility. Sustainability.*

*Sustainability in business is more an opportunity than a threat – Joseph Halt*



# GRI Sustainability Report

At Visaka, our commitment to build the lives of the people and protect the environment serves as the basis of our product offerings, operations and overall business conduct. We approach sustainability as a business opportunity.

The report represents our evolution over 40 years and elaborates on how innovation, our people, their determination on science and research for generating clean revenue has enabled us to leverage sustainability as a business



The Visaka Sustainability report has been prepared in accordance with **Global Reporting Initiative Standards** core options

Sustainability at VIL is at core of our products and operations. From our search for alternate raw mater that are environment friendly, to continually improving the resource efficiency of our operations, as well as taking care of local communities through our products and philanthropic initiatives. Visaka's clear commitment to building a better world for all of us is evident

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

[Click to access the report](#)



04

*Performance  
Highlights-  
Standalone*



# Quarterly Result Snapshot

	<u>Q1FY22</u>	<u>Q1FY21</u>	Change	<u>Q4FY21</u>	Change	FY21	FY20	Change
Building Products - Sales	261044	226492	15.3%	258555	1.0%	846534	773542	9.4%
Spinning - Sales	1437.29	736.8204	95.1%	2619.2	-45.1%	7172	11135	-35.6%
Segment Mix								
Building Products	3193.75	2719	17.5%	3000	6.5%	10,096	8,346	21.0%
Spinning	297	133	123.2%	541	-45.2%	1,366	2,158	-36.7%
Income from Operations	3,491	2,852	22.4%	3,542	-1.4%	11,462	10,504	9.1%
Direct Costs	1,513	1,387	9.2%	1,642	-7.8%	5,240	5,132	2.1%
Employee Expenses	354	293	20.9%	325	9.0%	1,201	1,160	3.5%
Other Expenses	974	590	65.2%	1,047	-7.0%	3,086	3,123	-1.2%
<b>Operating Expenses</b>	<b>2,841</b>	<b>2,269</b>	<b>25.2%</b>	<b>3,013</b>	<b>-5.7%</b>	<b>9,527</b>	<b>9,415</b>	<b>1.2%</b>
EBITDA	<b>649</b>	<b>583</b>	11.4%	<b>528</b>	23.0%	<b>1,935</b>	<b>1,089</b>	77.7%
D& A	91	98	-7.4%	100	-9.7%	400	410	-2.4%
EBIT	<b>559</b>	<b>485</b>	15.2%	<b>428</b>	30.6%	<b>1,535</b>	<b>679</b>	126.0%
Interest Expenses	33	39	-15.8%	31	6.7%	128	174	-26.4%
Other Income	21	16	35.3%	24	-12.9%	86	66	29.7%
Profit Before Tax	<b>546</b>	<b>461</b>	18.5%	<b>421</b>	29.9%	<b>1,493</b>	<b>571</b>	161.3%
Provision for Tax	141	117	20.4%	112		386	78	
Profit After Tax	<b>406</b>	<b>344</b>	17.9%	<b>309</b>	31.4%	<b>1,106</b>	<b>493</b>	124.5%

Company posted strong quarterly growth YoY and QoQ on all fronts

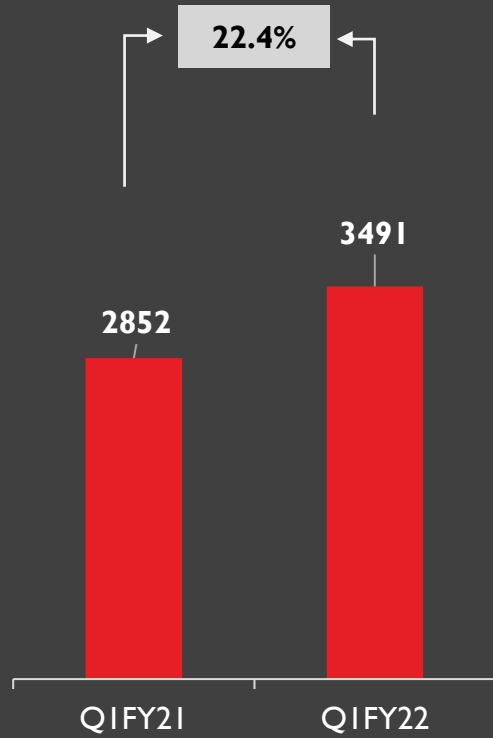
In Q1FY22 Sales revenue grew 22.4% YoY and De-grew 1.4% QoQ at Rs 3491 Mn which was complimented with growth in Building product segment of 17.5% YoY and 6.5% QoQ

EBITDA continued to witness an upward trend in Q1FY22 with growth of 11.4% YoY and 23% QoQ on account of rise in volumes and utilisation levels in the building products and yarn segments

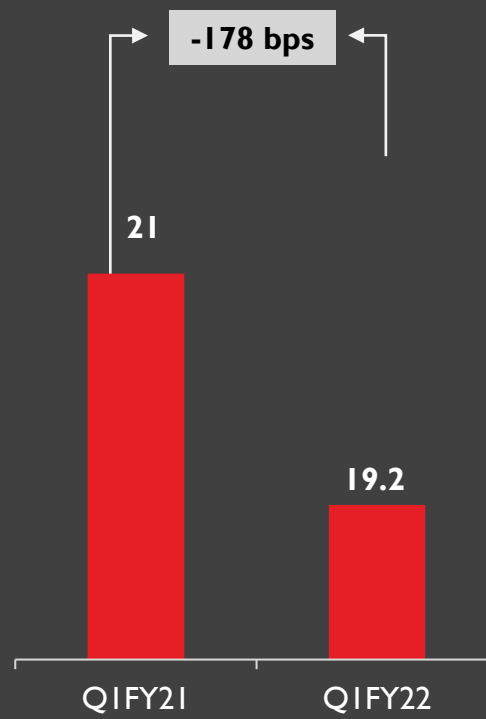
Posted a good profit of Rs 406 Mn a 17.9% increase YoY

# Quarterly Financial Highlights

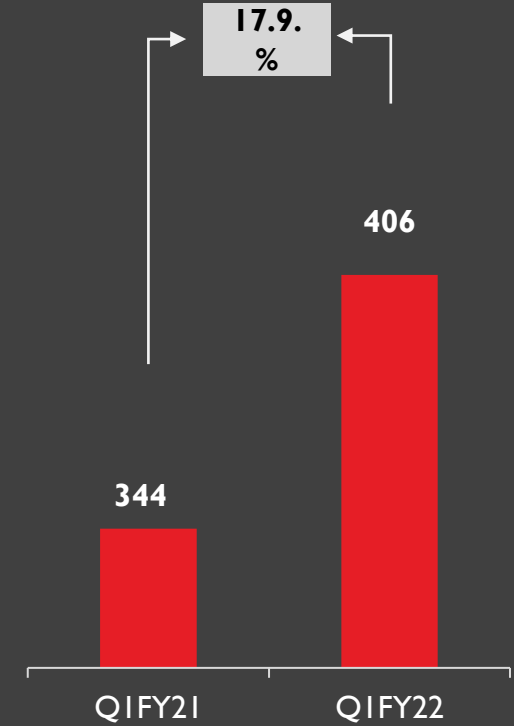
Operating Revenue (₹ mn)



EBITDA (%)

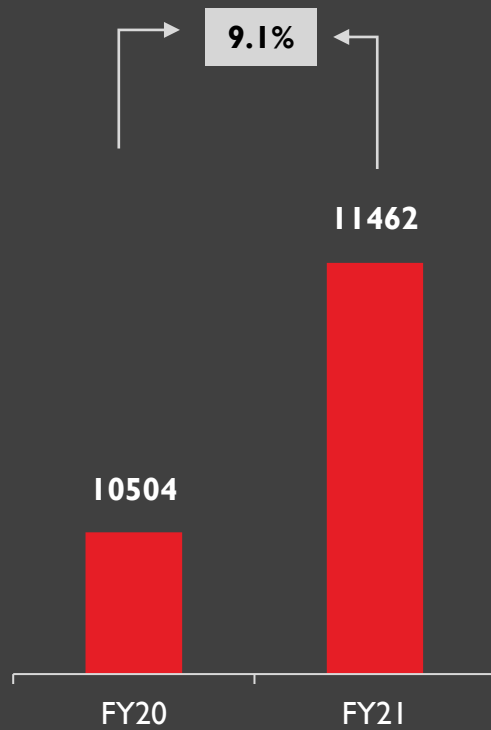


PAT (₹ mn)

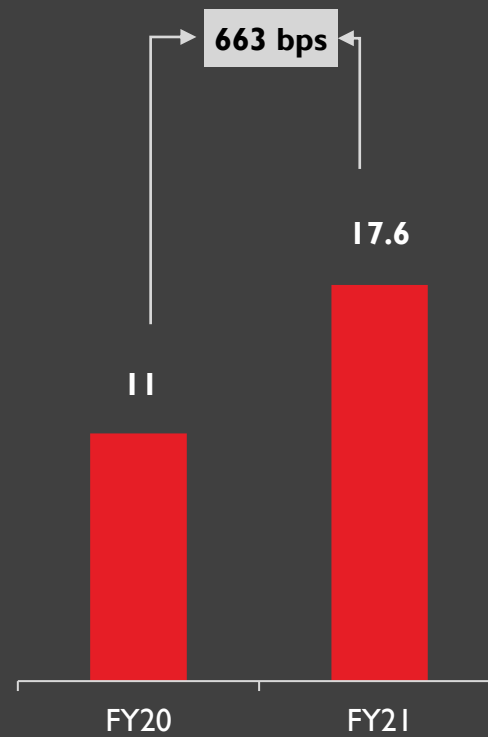


# Yearly Financial Highlights

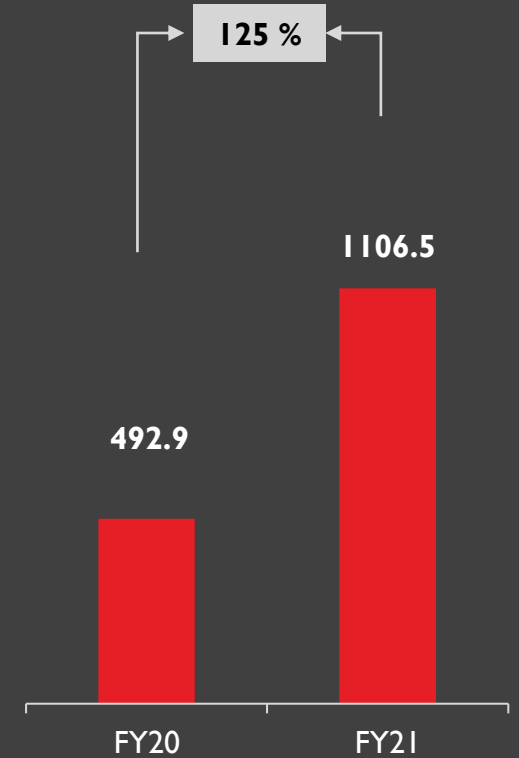
## Operating Revenue (₹ mn)



## EBITDA (%)

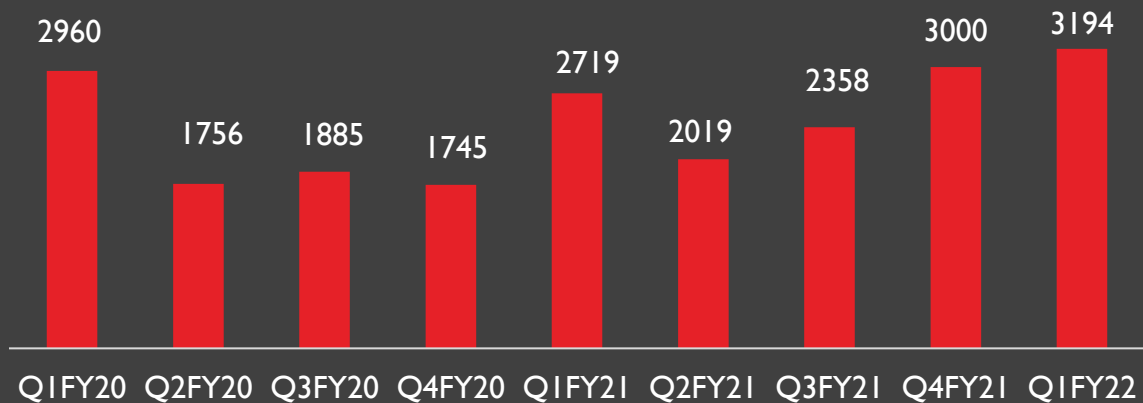


## PAT (₹ mn)

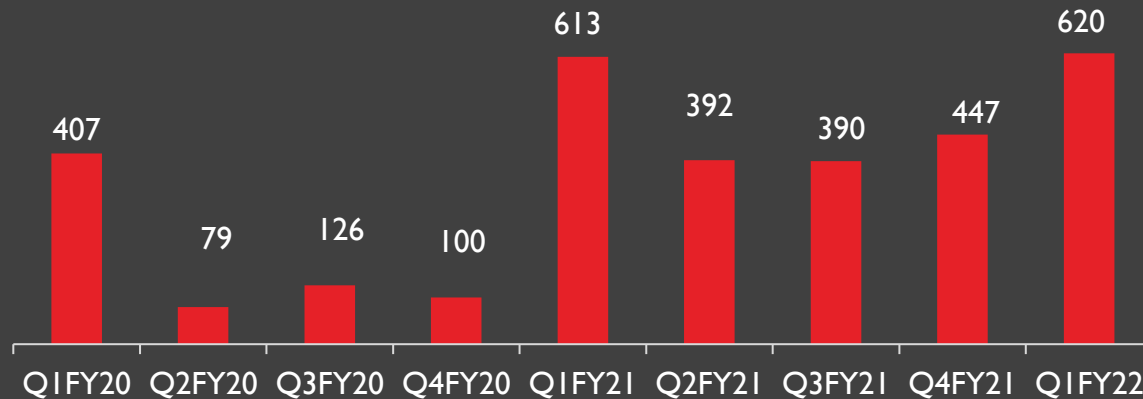


# Quarterly Segment Mix

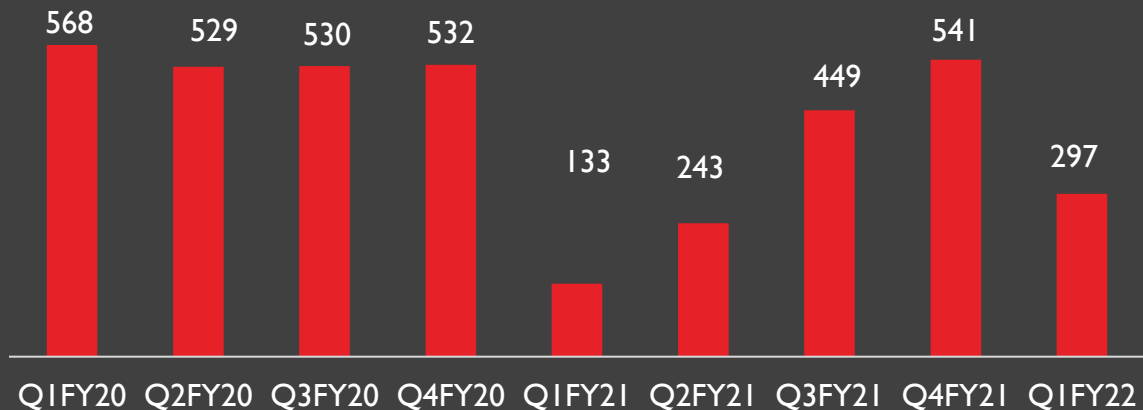
## Building Product Revenues (₹ mn)



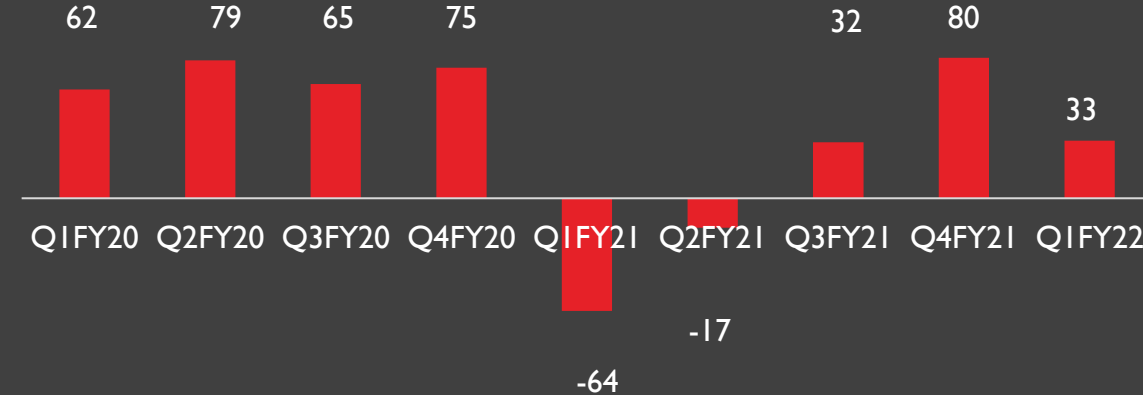
## Building EBIT (₹ mn)



## Synthetic Revenues (₹ mn)

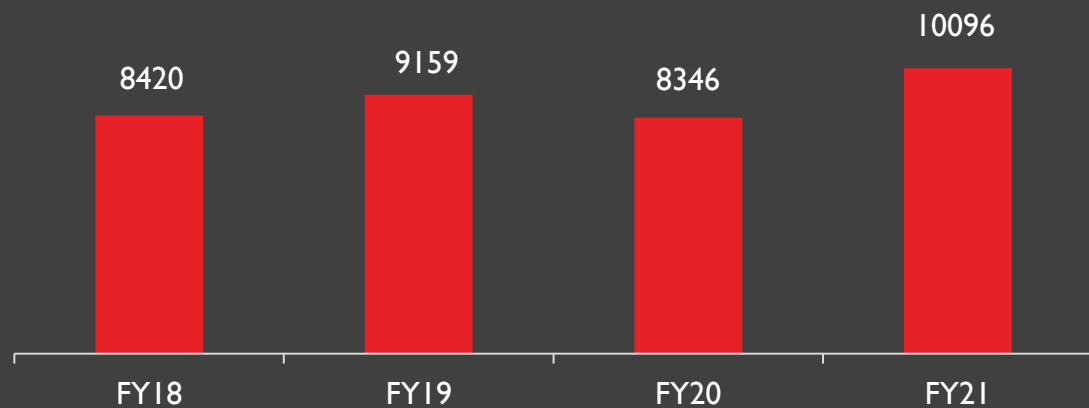


## Synthetic EBIT (₹ mn)

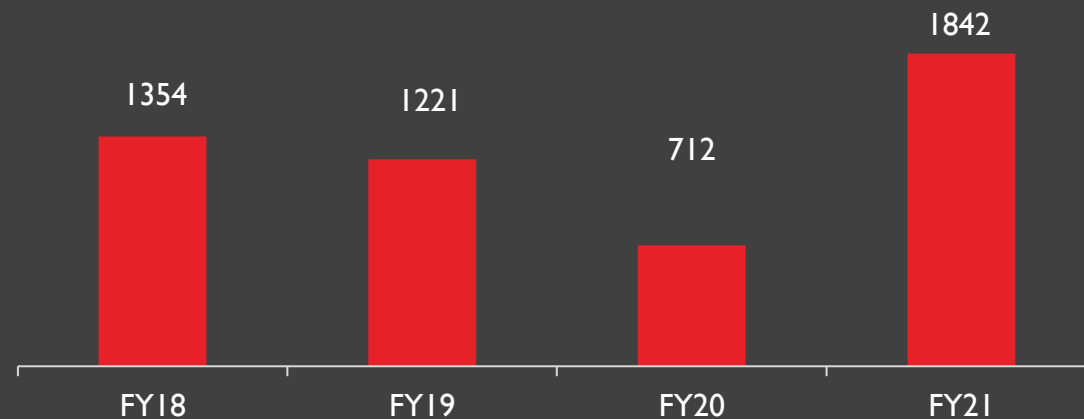


# Yearly Segment Mix

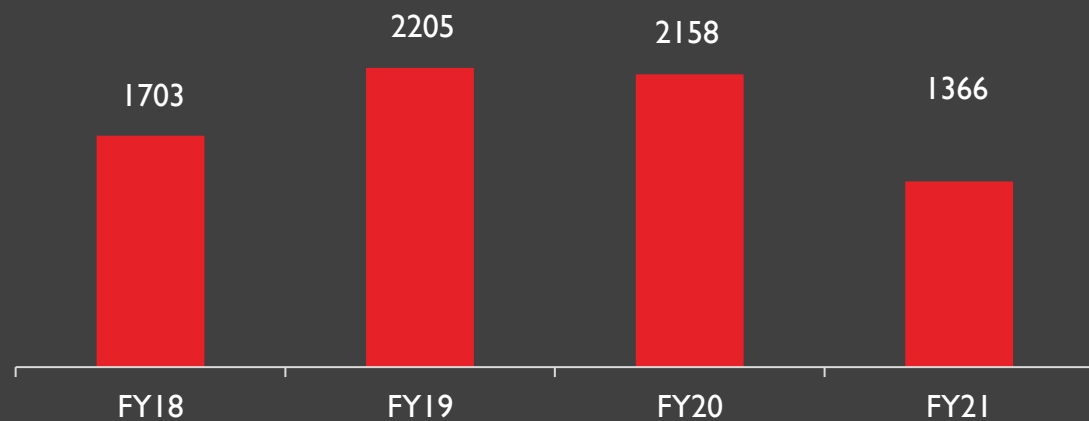
## Building Product Revenues (₹ mn)



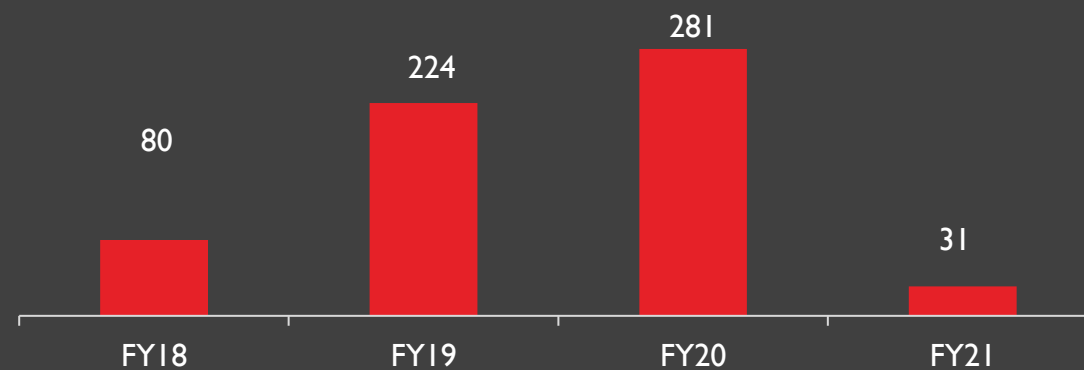
## Building EBIT (₹ mn)



## Synthetic Revenues (₹ mn)

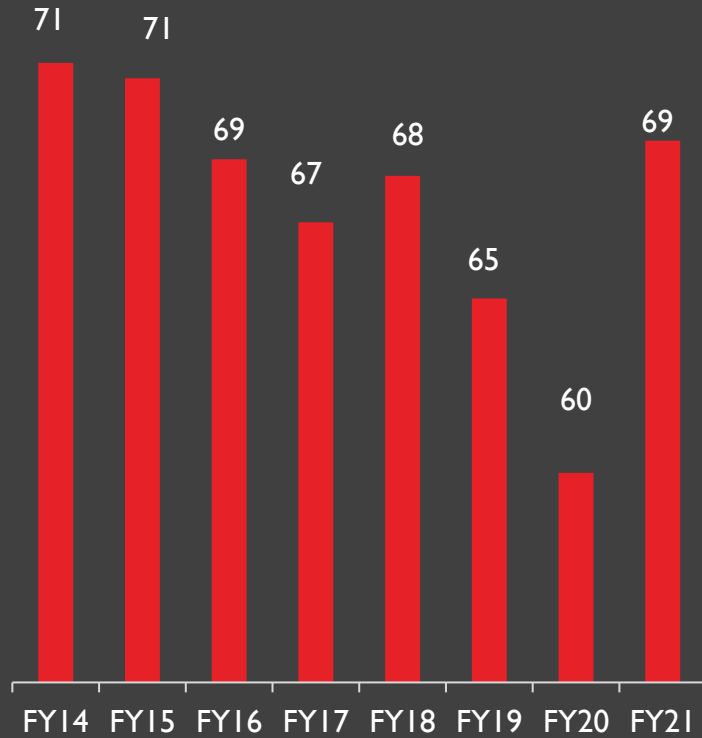


## Synthetic EBIT (₹ mn)



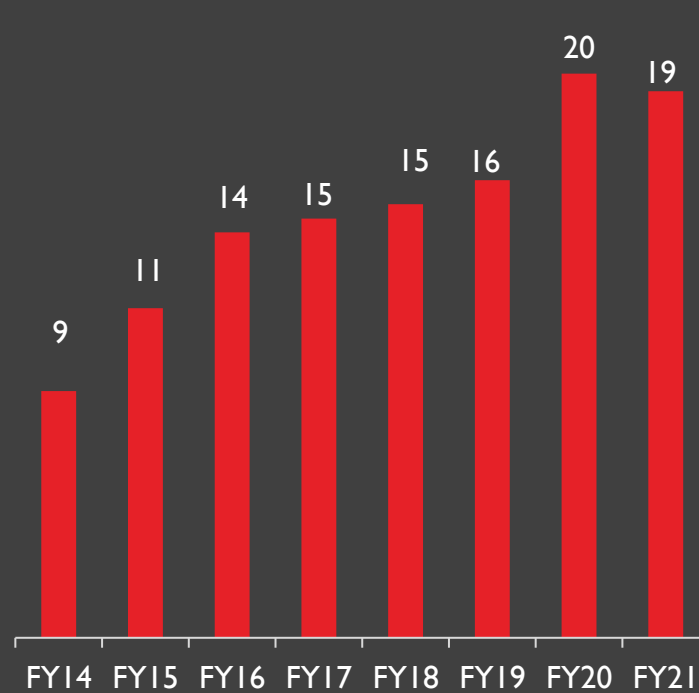
# Product Revenues Mix

## Cement Asbestos (%)



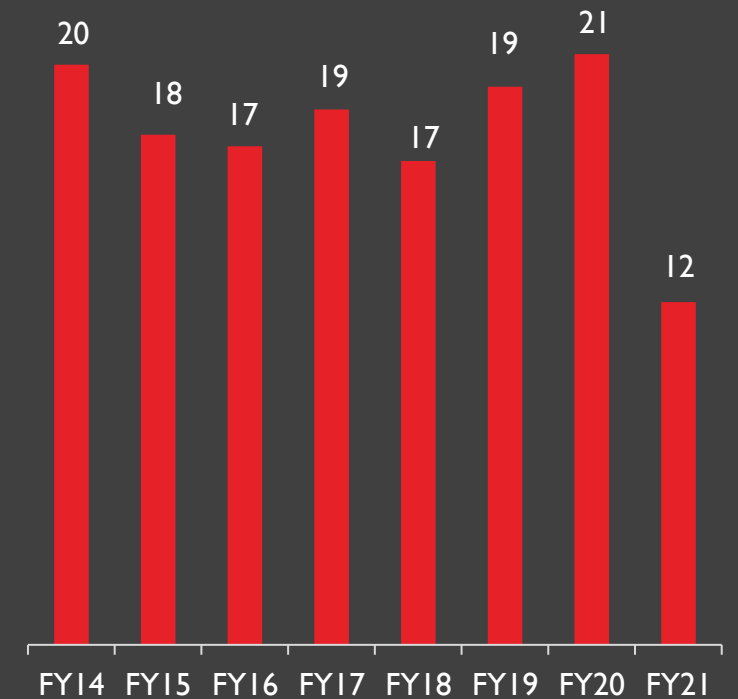
Revenue share dip with lower demand off-take

## Cement Board & Panels (%)



Diversified Product Portfolio – A shift from Asbestos based Revenues

## Textiles - Synthetic Yarns (%)





05

*Financial  
Highlights*



# Operational Metrics Quarterly

Operational Metrics (INR Mn)	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22
<b><u>Segmental revenues</u></b>									
Building Products	2,960.5	1,755.6	1,884.9	1,745.2	2,718.9	2,019.0	2,357.8	3,000.0	3,193.8
Synthetic Yarn	567.8	528.6	529.6	531.9	133.0	242.8	449.1	541.5	296.9
<b><u>Segmental Profits</u></b>									
Building Products	406.6	79.4	125.8	100.1	612.7	392.1	390.2	447.2	620.1
Synthetic Yarn	62.3	78.9	65.3	74.6	-64.4	-16.8	32.1	80.3	33.0
<b><u>Segmental EBIT margins</u></b>									
Building Products	13.7%	4.5%	6.7%	5.7%	22.5%	19.4%	16.6%	14.9%	19.4%
Synthetic Yarn	11.0%	14.9%	12.3%	14.0%	-48.4%	-6.9%	7.1%	14.8%	11.1%
<b><u>Installed capacity in MT</u></b>									
Building Products	9,81,750	9,81,750	9,81,750	9,81,750	9,81,750	9,91,750	9,91,750	9,91,750	9,91,750
ATUM (Solar Panels) - KW	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000	30,000
Synthetic Yarn – Spinning Positions	2,752	2,752	2,752	2,752	2,752	2,752	2,752	2,752	2,752
<b><u>Production in MT</u></b>									
Building Products	239356	185061	167900	176885	149488	214468	219795	263872	261593
ATUM (Solar Panels) - KW	120	964	149	446	443	771	877	608	1365
Synthetic Yarn	2765	2815	2905	2629	830	1464	2040	2489	2666
<b><u>Sales in MT</u></b>									
Building Products	278988	158859	174757	160938	226492	163489	197998	258555	261044
ATUM (Solar Panels) - KW	241	456	827	909	807	0	905	265	711
Synthetic Yarn	2903	2683	2711	2838	737	1388	2429	2619	1437
<b><u>Utilization (on sales)</u></b>									
Building Products	114%	65%	71%	66%	92%	66%	80%	104%	105%
ATUM						0%	12%	4%	9%
Synthetic Yarn	97%	89%	90%	95%	25%	46%	81%	87%	48%

# Operational Yearly Metrics

Operational Metrics (INR Mn)	FY17	FY18	FY19	FY20	FY21
<b>Segmental revenues</b>					
Building Products	7,817.3	8,420.0	9,159.3	8,346.1	10,095.7
Synthetic Yarn	1,788.3	1,703.2	2,204.8	2,157.8	1,366.4
<b>Segmental Profits</b>					
Building Products	1,009.0	1,353.6	1,220.6	711.8	1,842.2
Synthetic Yarn	172.0	80.1	224.2	281.1	31.2
<b>Segmental EBIT margins</b>					
Building Products	12.9%	16.1%	13.3%	8.5%	18.2%
Synthetic Yarn	9.6%	4.7%	10.2%	13.0%	2.3%
<b>Installed capacity in MT</b>					
Building Products	9,31,750	9,31,750	9,81,750	9,81,750	9,81,750
ATUM (Solar Panels) - KW		30,000	30,000	30,000	30,000
Synthetic Yarn - Spinning Positions	2,752	2,752	2,752	2,752	2,752
<b>Production in MT</b>					
Building Products	8,00,817	8,37,220	8,95,004	7,69,202	8,47,624
ATUM (Solar Panels) - KW		582	3,512	1,680	2,699
Synthetic Yarn	9,985	10,691	11,383	11,114	6,823
<b>Sales in MT</b>					
Building Products	7,87,481	8,07,700	8,53,220	7,73,542	8,46,534
ATUM (Solar Panels) - KW		8	519	2,434	1,977
Synthetic Yarn	9,453	9,382	11,221	11,135	7,172
<b>Utilization (on sales)</b>					
Building Products	84.5%	86.7%	86.9%	78.8%	86.2%
ATUM (Solar Panels) - KW			1.7%	8.1%	6.6%
Synthetic Yarn	78.8%	78.2%	93.5%	92.8%	59.8%

# Profit & Loss Statement Quarterly

Profit & Loss (INR Mn)	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22
Income from Operations	3,528.2	2,284.1	2,414.4	2,277.1	2,851.9	2,261.8	2,806.9	3,541.5	3,490.6
Other Income	14.9	20.3	14.3	16.7	15.6	24.3	21.8	24.2	21.1
<b>Total Income</b>	<b>3,543.1</b>	<b>2,304.5</b>	<b>2,428.7</b>	<b>2,293.7</b>	<b>2,867.5</b>	<b>2,286.1</b>	<b>2,828.7</b>	<b>3,565.7</b>	<b>3,511.7</b>
Operating Expenses	3,040.8	2,101.6	2,200.6	2,072.2	2,269.0	1,856.0	2,388.9	3,013.4	2,841.4
EBITDA	502.3	202.9	228.1	221.6	598.4	430.2	439.8	552.3	670.3
<b>Margin %</b>	<b>14.2</b>	<b>8.9</b>	<b>9.4</b>	<b>9.7</b>	<b>21.0</b>	<b>19.0</b>	<b>15.7</b>	<b>15.6</b>	<b>19.2</b>
Depreciation	108.5	101.5	100.3	99.4	98.0	100.4	101.1	100.5	90.7
<b>EBIT</b>	<b>393.9</b>	<b>101.4</b>	<b>127.8</b>	<b>122.2</b>	<b>500.4</b>	<b>329.8</b>	<b>338.7</b>	<b>451.8</b>	<b>579.6</b>
<b>Margin %</b>	<b>11.2</b>	<b>4.4</b>	<b>5.3</b>	<b>5.4</b>	<b>17.5</b>	<b>14.6</b>	<b>12.1</b>	<b>12.8</b>	<b>16.6</b>
Financial Charges	43.9	41.0	42.6	46.7	39.4	30.2	27.4	31.1	33.2
Interest %	1.2	1.8	1.8	2.0	1.4	1.3	1.0	0.9	1.0
<b>PBT</b>	<b>350.0</b>	<b>60.5</b>	<b>85.2</b>	<b>75.5</b>	<b>461.0</b>	<b>299.6</b>	<b>311.3</b>	<b>420.7</b>	<b>546.4</b>
<b>Margin %</b>	<b>9.9</b>	<b>2.6</b>	<b>3.5</b>	<b>3.3</b>	<b>16.2</b>	<b>13.2</b>	<b>11.1</b>	<b>11.9</b>	<b>15.7</b>
Tax	119.2	-71.7	23.7	6.9	116.8	76.6	80.9	111.9	140.6
<b>PAT</b>	<b>230.8</b>	<b>132.1</b>	<b>61.5</b>	<b>68.6</b>	<b>344.2</b>	<b>223.0</b>	<b>230.4</b>	<b>308.8</b>	<b>405.8</b>
<b>Margin %</b>	<b>6.5</b>	<b>5.8</b>	<b>2.5</b>	<b>3.0</b>	<b>12.1</b>	<b>9.9</b>	<b>8.2</b>	<b>8.7</b>	<b>11.6</b>
EPS - Basic	14.5	8.3	3.9	4.3	21.7	13.9	14.2	18.7	24.6
Diluted						13.8	13.9	18.4	23.9

## Profit & Loss Statement Annually

<b>Profit &amp; Loss (INR Mn)</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Income from Operations	9,605.7	10,123.2	11,364.1	10,503.9	11,462.1
Other Income	57.1	45.7	120.4	66.2	85.9
<b>Total Income</b>	<b>9,662.8</b>	<b>10,168.9</b>	<b>11,484.5</b>	<b>10,570.1</b>	<b>11,548.0</b>
Operating Expenses	8,433.8	8,621.6	9,927.9	9,415.2	9,527.3
<b>EBITDA</b>	<b>1,229.0</b>	<b>1,547.3</b>	<b>1,556.5</b>	<b>1,154.9</b>	<b>2,020.6</b>
<b>Margin %</b>	<b>12.8</b>	<b>15.3</b>	<b>13.7</b>	<b>11.0</b>	<b>17.6</b>
Depreciation	340.8	348.4	353.6	409.7	399.9
<b>EBIT</b>	<b>888.2</b>	<b>1,198.9</b>	<b>1,203.0</b>	<b>745.3</b>	<b>1,620.7</b>
<b>Margin %</b>	<b>9.2</b>	<b>11.8</b>	<b>10.6</b>	<b>7.1</b>	<b>14.1</b>
Financial Charges	196	182.6	199.5	174.1	128.1
Interest %	2.0	1.8	1.8	1.7	1.1
<b>PBT</b>	<b>692.2</b>	<b>1,016.3</b>	<b>1,003.5</b>	<b>571.2</b>	<b>1,492.6</b>
<b>Margin %</b>	<b>7.2</b>	<b>10.0</b>	<b>8.8</b>	<b>5.4</b>	<b>13.0</b>
Tax	264.4	350.8	329.4	78.2	386.1
<b>PAT</b>	<b>427.8</b>	<b>665.5</b>	<b>674.1</b>	<b>493.0</b>	<b>1,106.4</b>
<b>Margin %</b>	<b>4.5</b>	<b>6.6</b>	<b>5.9</b>	<b>4.7</b>	<b>9.7</b>
EPS - Basic	26.9	41.9	42.5	31.0	68.5
EPS - Diluted					67.64

## Balance Sheet & Key Ratios

<b>Balance Sheet (INR Mn)</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Share capital	159.2	159.2	159.2	159.2	165.2
Reserves and Surplus	3719.5	4297.4	4835.8	4890.9	6104.0
Non-current liabilities	999.3	1090.4	982.9	1001.3	893.4
Current liabilities	2812.9	3298.3	3283.2	3383.7	2324.5
<b>Total Equity and Liabilities</b>	<b>7690.8</b>	<b>8845.3</b>	<b>9261.1</b>	<b>9435.2</b>	<b>9487.2</b>
Non-current assets	3563.7	4258.3	4339.1	4298.4	4464.3
Current assets	4127.1	4587.0	4922.0	5136.8	5022.8
<b>Total Assets</b>	<b>7690.8</b>	<b>8845.3</b>	<b>9261.1</b>	<b>9435.2</b>	<b>9487.2</b>
<b>Key Ratios</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
RoCE (%)	13.4	16.3	14.9	9.0	20.3
RoE (%)	10.9	14.9	13.5	9.8	17.7
Debt to equity (x)	0.64	0.63	0.57	0.60	0.25
Interest coverage (x)	6.3	8.5	7.8	6.6	15.8
Inventory days	74	85	88	106	79
Receivable days	59	53	50	49	33
Payable days	29	34	25	30	29

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