



VISAKA INDUSTRIES LIMITED[®]

CIN: L52520TG1981PLC003072

CORP. OFF : "VISAKA TOWERS", 1-8-303/69/3, S.P. ROAD, SECUNDERABAD - 500 003.

TEL : +91-40-27813833, 27813835 FAX : +91-40-27813837, 27891833 www.visaka.in e-mail : vil@visaka.in

Ref: VIL/SEC/ST-EX/Intimation-Inst. Investors' Meet/2018-19/38

Date: 08.11.2018

To,

National Stock Exchange of India Limited, Exchange Plaza, 5 th Floor, Plot No. C/1G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051	BSE Limited, The Senior General Manager, Listing Compliances, Floor 25, P. J. Towers, Dalal Street, Mumbai – 400 001
Scrip Code – VISAKAIND	Scrip Code – 509055

Sub: Intimation – Schedule of Analyst / Institutional Investors' Meet

Ref: Announcement under Regulation 30 of LODR

Dear Sir/s,

With reference to above, we wish to inform that our Company has been invited to participate in the following conferences:

SLNO	CONFERENCE DETAILS	DATE OF PARTICIPATION / PRESENTATION
1	IDFC Securities' annual investor conference 'The Stock called India' from 19.11.2018 to 21.11.2018 @ The Grand Hyatt, Mumbai.	20.11.2018
2	'Edelweiss Emerging Ideas Conference' scheduled to be held on 27.11.2018 @ St. Regis Hotel, Mumbai	27.11.2018
3	B&K Securities' conference 'Emergent India – 2018 – Institutional Investor Conference' scheduled to be held from 3.12.2018 to 5.12.2018 @ Hotel Trident, Bandra Kurla Complex, Mumbai.	04.12.2018

In the above connection please find herewith enclosed presentation being made at the said conferences by Mr.V.Vallinath, Whole-time Director & CFO of the Company.

This is for your information and records please.

Thanking you,

Yours faithfully,

for **VISAKA INDUSTRIES LIMITED**

I SRINIVAS

Vice President (Corporate Affairs)
& Company Secretary



Encl. Presentation

Regd. Office & Factory	: A.C. Division I, Survey No. 315, Yelumala Village, R.C. Puram Mandal, Medak District - 502 300. T.S.
Factory : A.C. Division II	: Behind Supa Gas Manikantham Village, Paramathi-Velur Taluq, Namakkala District - 637 207. Tamil Nadu.
Factory : A.C. Division III	: 70/3A, 70/3, Sahajpur Industrial Area, Nandur Village, Daund Taluka, Pune District - 412 020. Maharashtra.
Factory : A.C. Division IV	: Changsol Mouza, Bankibundh, G.P.No. 4, Saliboniblock, Midnapore West. W.B 721147
Factory : A.C. Division V	: No. 27/1, G. Nagenahalli Village, Kora Hobli, Tumkur - 572138, Karnataka State
Factory : A.C. Division VI	: Vill. Kannawan, PS Bachrawan, Tehsil Maharajgunji, Dist Raibareli, UP - 229 301
Factory : A.C. Division VII	: Survey No. 385, 386, Jujjur Village, Veerullapadu Mandal, Near Kanchika Cherla, Krishna District - 521 181. A.P
Factory : A.C. Division VIII	: Plot No. 2006, 1994, Khata No. 450, At-Paramanapur Manejwan, Navamunda Village Sambalpur Dist - 768200
Factory : Textile Division	: Survey No. 179 & 180, Chiruva Village, Mouda Taluk, Nagpur District, Maharashtra.
Factory : V-Boards Division I	: Gajalapuram Village, Peddadevalapally Post, Tripuramam Mandal, Near Miryalaguda, Nalgonda Dist. - 508 207. T.S
Factory : V-Boards Division II	: Gate No : 262 to 269, Delwadi Village, Daund Taluq, Pune Dist, Maharashtra - 412 214.



VISAKA INDUSTRIES LIMITED

Q2FY19 RESULTS PRESENTATION

3rd November, 2018





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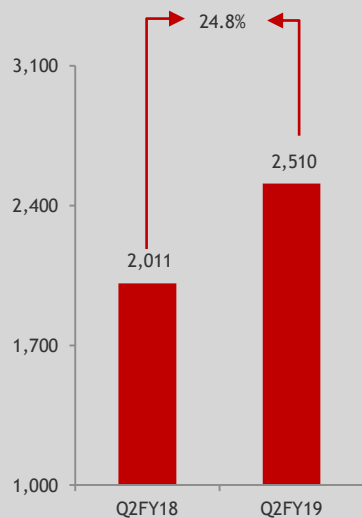
Result Highlights



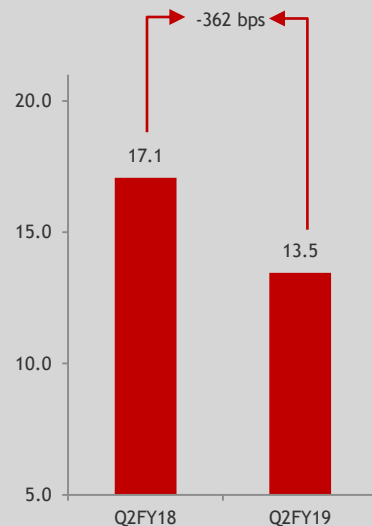
Quarterly financial highlights



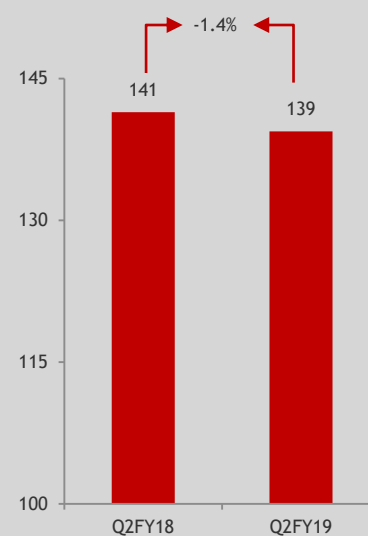
Operating Revenue (INR mn)



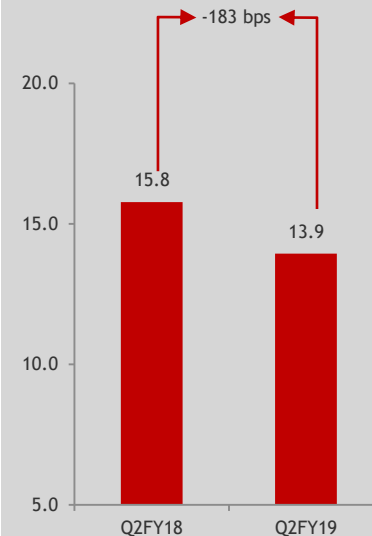
EBITDA (%)



PAT (INR mn)



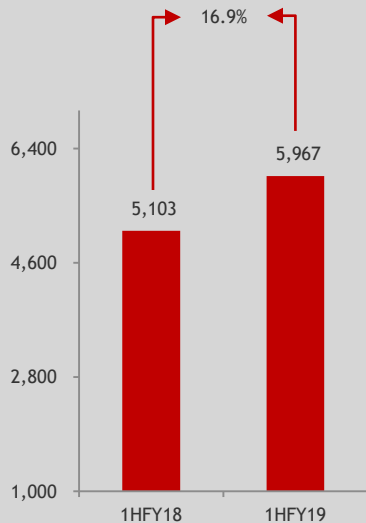
RoCE (%)



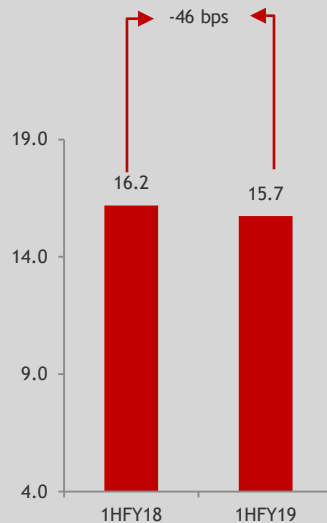
Half-Yearly financial highlights



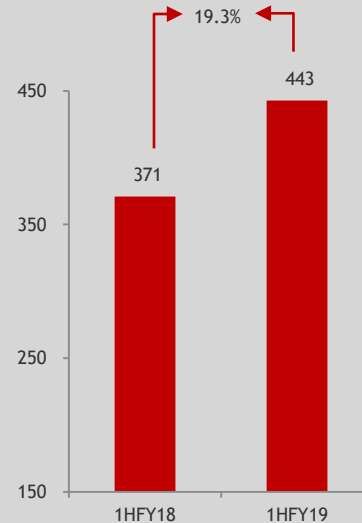
Operating Revenue (INR mn)



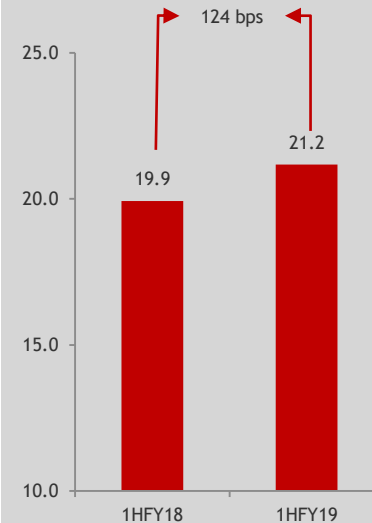
EBITDA (%)



PAT (INR mn)



RoCE (%)



Management commentary



- Operating Revenue grew 24.8% YoY in Q2FY19 to Rs 2,510 mn aided by double-digit volume growth in all the 3 businesses
- RoCE (Annualised) for H1FY19 was 21.2% against H1FY18 of 19.9%
- ROE (Annualised) for H1FY19 was 18.6% against H1FY18 of 17.9%
- Solar panels (ATUM) unit commenced commercial production on 28th Sept, 2018
- Expected to commence commercial production of V-Board plant at Jhajjar in Nov, 2018
- The outlook for the future is positive

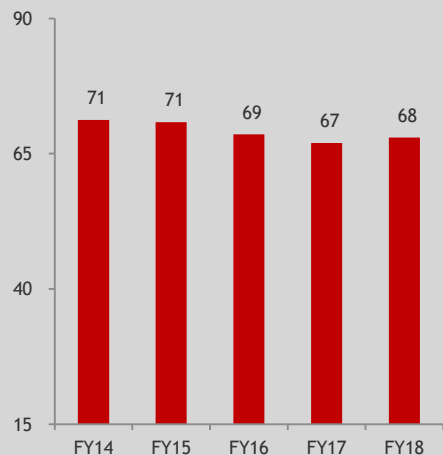
Current market share of business segments

- Cement Asbestos continued with a strong hold on its market share with 18%
- Boards and Panels retains a market share at 26% in Q2FY19 with higher domestic market share

Revenue contribution shifting to higher margin offerings

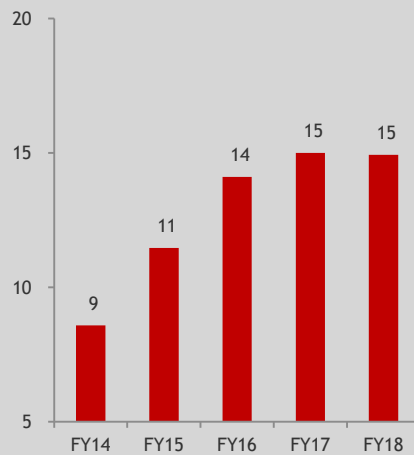


Cement Asbestos (% Sales)



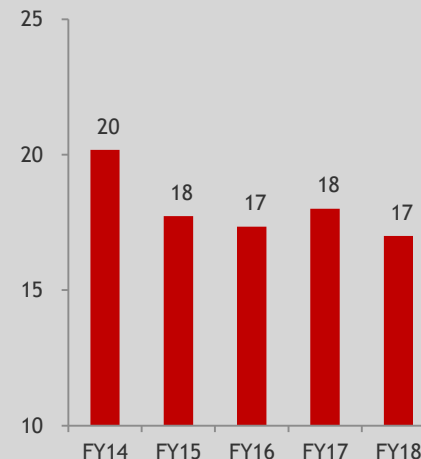
Cement asbestos continues its flattish revenue share

Fibre Cement (% Sales)



De-risking the business operations by focusing on non-asbestos businesses

Textiles (% Sales)





Operational Metrics



Operational Metrics - Quarterly



Operational Metrics (INR mn)	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18	Q1FY19	Q2FY19
Segmental revenues								
Building Products	1,551.1	2,134.9	2,613.1	1,693.6	1,969.7	2,143.7	2,956.0	1,912.9
Synthetic Yarn	445.8	407.6	485	317.2	448.7	452.3	500.8	597.5
Segmental Profits								
Building Products	161.9	312.6	447.4	279.6	297.8	328.8	506.7	235.3
Synthetic Yarn	36.5	9.8	11.8	6.0	27.3	35.1	43.7	74.5
Segmental EBIT margins								
Building Products	10.4%	14.6%	17.1%	16.5%	15.1%	15.3%	17.1%	12.3%
Synthetic Yarn	8.2%	2.4%	2.41%	1.9%	6.1%	7.8%	8.7%	12.5%
Installed capacity in MT								
Building Products	931,750	931,750	931,750	931,750	931,750	931,750	931,750	931,750
Synthetic Yarn - Spinning capacity	2,752	2,752	2,752	2,752	2,752	2,752	2,752	2,752
Production in MT								
Building Products	176,697	186,142	235,987	187,343	211,361	202,529	228,330	237,613
Synthetic Yarn	2,535	2,634	2,743	2,568	2,892	2,488	2,717	2,849
Sales in MT								
Building Products	158,967	218,445	252,816	157,967	188,508	208,408	276,107	176,009
Synthetic Yarn	2,354	2,137	2,646	1,738	2,461	2,537	2,723	2,981
Utilization (on sales)								
Building Products	68%	94%	109%	68%	81%	89%	119%	76%
Synthetic Yarn	78%	71%	88%	58%	82%	85%	91%	99%

Operational Metrics - Annually



Operational Metrics (INR mn)	FY14	FY15	FY16	FY17	FY18	1HFY19
Segmental revenues						
Building Products	7,047.9	8,334.6	8,179.7	7,817.3	8,420.0	4,868.9
Synthetic Yarn	1,781.3	1,796.4	1,715.8	1,788.3	1,703.2	1,098.3
Segmental Profits						
Building Products	244.6	486.3	531.3	1,009.0	1,353.6	742.0
Synthetic Yarn	268.6	216.3	262.4	172.0	80.1	118.2
Segmental EBIT margins						
Building Products	3.5%	5.8%	6.5%	12.9%	16.1%	15.2%
Synthetic Yarn	15.1%	12.0%	15.3%	9.6%	4.7%	10.8%
Installed capacity in MT						
Building Products	881,750	931,750	931,750	931,750	931,750	931,750
Synthetic Yarn - Spinning Positions	2,032	2,032	2,176	2,752	2,752	2,752
Production in MT						
Building Products	664,436	855,293	797,157	800,817	837,220	465,942
Synthetic Yarn	8,614	8,900	9,290	9,985	10,691	5,566
Sales in MT						
Building Products	697,714	805,604	796,238	787,481	807,700	452,116
Synthetic Yarn	8,522	8,958	9,199	9,453	9,382	5,704
Utilization (on sales)						
Building Products	79%	86%	85%	85%	87%	97%
Synthetic Yarn	96%	101%	97%	79%	78%	95%



Financial Summary



Profit & Loss statement - Quarterly



Profit & Loss (INR mn)	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18	Q1FY19	Q2FY19
Income from Operations	1,996.8	2,542.5	3,092.3	2,010.8	2,418.4	2,596.0	3,456.9	2,510.4
Other Income	10.2	8.3	15.9	10.2	9.9	9.8	69.1	20.0
Total Income	2,007.1	2,550.8	3,108.2	2,020.9	2,428.2	2,605.8	3,526.0	2,530.3
Operating Expenses	1,775.5	2,232.3	2,625.2	1,677.6	2,074.1	2,239.0	2,924.9	2,192.7
EBITDA	231.5	318.5	483.1	343.3	354.1	366.9	601.1	337.6
Margin %	11.6	12.5	15.6	17.1	14.6	14.1	17.4	13.4
Depreciation	87.4	91.0	90.5	86.3	86.6	84.9	86.0	84.8
EBIT	144.2	227.5	392.6	257.0	267.5	281.9	515.2	252.8
Margin %	7.2	8.9	12.7	12.8	11.1	10.9	14.9	10.1
Financial Charges	51.2	54.8	39.7	39.9	48.7	54.2	51.8	43.6
Interest %	2.6	2.2	1.3	2.0	2.0	2.1	1.5	1.7
PBT	93.0	172.7	352.9	217.1	218.7	227.7	463.4	209.2
Margin %	4.7	6.8	11.4	10.8	9.0	8.8	13.4	8.3
Tax	34.0	68.6	123.3	75.7	76.1	75.8	160.0	69.8
PAT	59.0	104.2	229.6	141.4	142.6	151.9	303.4	139.4
Margin %	3.0	4.1	7.4	7.0	5.9	5.9	8.8	5.6
EPS	3.7	6.6	14.5	8.9	9.0	9.6	19.1	8.8

Profit & Loss statement - Annually



Profit & Loss (INR mn)	FY14	FY15	FY16	FY17	FY18
Income from Operations	8,921.0	10,211.3	10,048.5	9,605.7	10,123.2
Other Income	53.6	24.2	27.3	57.1	45.7
Total Income	8,974.6	10,235.5	10,075.8	9,662.8	10,168.9
Operating Expenses	8,348.1	9,252.3	9,096.2	8,433.8	8,621.6
EBITDA	626.5	983.3	979.6	1,229.0	1,547.3
Margin %	7.0	9.6	9.7	12.8	15.3
Depreciation	224.6	430.9	363.0	340.8	348.4
EBIT	401.9	552.4	616.6	888.2	1,199.0
Margin %	4.5	5.4	6.1	9.2	11.8
Financial Charges	214.0	220.3	212.9	196.0	182.6
Interest %	2.4	2.2	2.1	2.0	1.8
PBT	188.0	332.1	403.7	692.2	1,016.3
Margin %	2.1	3.3	4.0	7.2	10.0
Tax	68.3	119.7	159.4	264.4	350.8
PAT	119.7	212.4	244.4	427.9	665.6
Margin %	1.3	2.1	2.4	4.5	6.6
EPS	7.5	13.3	15.3	26.9	41.8

Balance sheet & Key Ratios



Balance Sheet (INR mn)	FY14	FY15	FY16	FY17	FY18
Share capital	159.2	159.2	159.2	159.2	159.2
Reserves and Surplus	3,174.5	3,162.6	3,311.4	3,766.5	4,297.4
Non-current liabilities	3,132.2	3,521.4	3,354.2	1,828.8	2,109.5
Current liabilities	818.3	1,059.0	1,364.4	1,848.9	2,279.2
Total Equity and Liabilities	7,284.2	7,902.2	8,189.2	7,603.4	8,845.3
Non-current assets	3,877.8	3,464.4	3,368.7	3,546.0	4,258.3
Current assets	3,406.4	4,437.8	4,820.4	4,057.4	4,587.0
Total Assets	7,284.2	7,902.2	8,189.2	7,603.4	8,845.3

Key Ratios	FY14	FY15	FY16	FY17	FY18
RoCE (%)	6.2	8.0	8.6	13.4	16.3
RoE (%)	3.6	6.4	7.0	10.9	14.9
Debt to equity (x)	0.9	1.0	1.0	0.6	0.6
Interest coverage (x)	2.9	4.5	4.6	6.3	8.5
Inventory days	77.0	89.0	84.0	74.0	85.0
Receivable days	40.0	46.0	53.0	59.0	53.0
Payable days	19.0	21.0	23.0	29.0	34.0



Annexure

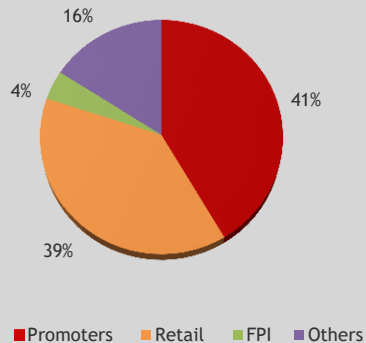


Stock information

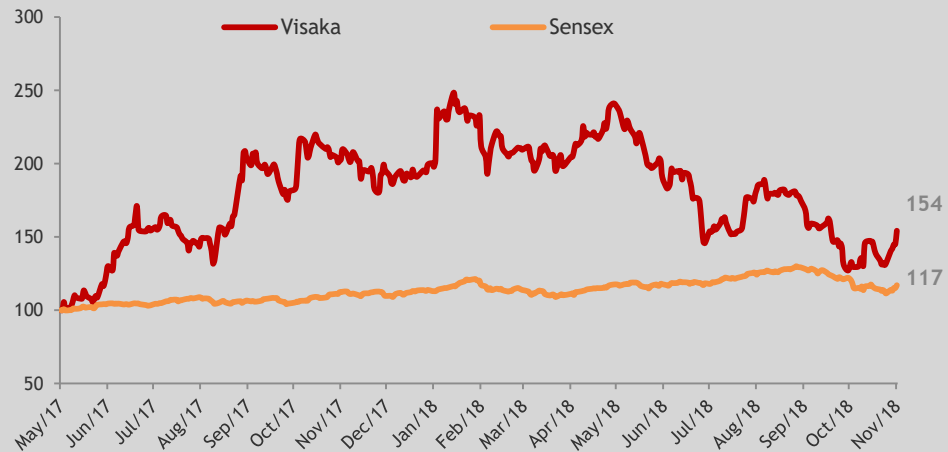


- Market cap (INR) - 8,101 mn (as on 2nd Nov 2018)
- Shares outstanding- 15.9mn (30th Sept 2018)
- BSE code: 509055
- NSE code: VISAKAIND

Shareholding Pattern as on 30th Sept 2018



Relative stock price vs BSE Sensex (as on 2nd Nov 2018)



Key Managerial Team



Shri. Dr G. Vivekanand
Vice 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.

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.

Shri. Vepa Vallinath
Whole Time Director & CFO



He is a member of Institute of Chartered Accountants of India and Institute of Cost Accountants of India. He has a rich and varied experience of over 33 years spreading over various key operations of Finance, Business Strategy, Costing etc.



Brands & Offerings



Prestigious Brands of VISAKA Industries



VISAKA & SHAKTI

V-Next

V-Board

V-Premium

V-Plank

V-Panel

ATUM

V-Infill

Green products footprint increasing



Vnext by Visaka products are manufactured using Cellulose fiber and are **Green Pro Certified** product (V board, V designer, V plank & V premium, and V panel) by CII-IGBC, the first and only company to be certified **Green Products in the category of FCB**. With use of V board, you save huge amount of electricity and water as our product is dry wall construction. Due to shortage of Red Sand for construction, Vnext is an ideal ecofriendly product for future generations to come.

Revolutionizing use of energy efficiently-ATUM



ATUM PLANT



ROOFING with the ATUM product



Revolutionizing use of energy efficiently-ATUM



ATUM ROOFING PANELS



ROOFING WITH THE ATUM PANELS



ADMINISTRATIVE BLOCK - JHAJJAR PLANT

AN APPLICATION AT HYDERABAD

Multifarious use of Boards and Panels



Mezzanine Flooring with V-Boards



Kitchen cabinets rich look with V-Boards



Aesthetic offering with V-Boards & Panels



Wall Paneling with V-Boards



Roof Underlay with V-Premium



Partitions, False Ceiling,
Mezzanine flooring, Shelves in
House Boat with V-Board



Contact us



Investor Relations contact

Name : V. Vallinath (Whole Time Director & CFO)
Email id : vallinath@visaka.in
Phone : 040-27813833

Address

Visaka Industries Limited. Visaka towers", 1-8-303/69/3, S.P. Road, Secunderabad - 500003