

Annual Report  
2018-19



# A QUANTUM **LEAP FORWARD**



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To view our Annual Report online,  
please visit:  
**[www.valiantorganics.com](http://www.valiantorganics.com)**

### Forward-Looking Statement

Statement in the Annual Report describing the Company's objectives, projections, expectations and estimates regarding future performance may be "Forward-Looking Statements" and are based on currently available information. The Management believes these to be true to the best of its knowledge at the time of preparation of this Report. However, these statements are subject to certain future events and uncertainties, which could cause actual results to differ materially from those which may be indicated in such statements.

## Highlights FY 2018-19\*


<div>Revenues</div> <div></div> <div>₹ 606 Crores</div> <div>402%</div>	<div>Exports</div> <div></div> <div>₹ 74 Crores</div> <div>158%</div>	<div>EBITDA</div> <div></div> <div>₹ 184 Crores</div> <div>560%</div>
<div>Profit After Tax</div> <div></div> <div>₹ 121 Crores</div> <div>641%</div>	<div>Net Worth</div> <div></div> <div>₹ 259 Crores</div> <div>339%</div>	<div>EBITDA Margin</div> <div></div> <div>30.4 %</div> <div>730 (bps) growth</div>

\*FY 2018-19 figures include figures of merged entity, Amarjyot Chemical Limited.

\*Percentages indicate YoY comparison.

# A QUANTUM LEAP FORWARD

**AGILE IN OUR STRATEGY AND SET ON AN ACCELERATED GROWTH PATH, WE HAVE TAKEN A QUANTUM LEAP FORWARD DURING THE YEAR ACROSS OUR PRODUCTS, CAPACITIES, PROFICIENCIES, AND PROFITABILITY.**



With deep domain knowledge, a specialised business model, and competitive advantages, we worked towards achieving synergistic growth during the year. Capacities were augmented and operational efficiencies improved, alongside the launch of an extensive range of innovative products and specialty chemicals.

Today, we have robust financials, a healthy bottom line, and a near debt-free balance sheet. We are leveraging the growing addressable market and rising industry opportunities to fulfil our vision of a sustainable and profitable progress.

**WE REAFFIRM OUR  
COMMITMENT TO  
FUTURE-READY  
GROWTH AND  
ENHANCED VALUE  
CREATION, AND TO  
BUILDING THE VALIANT  
OF TOMORROW.**

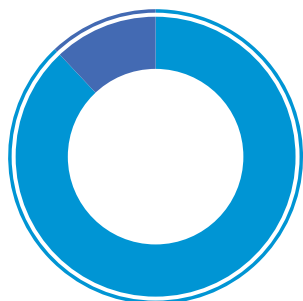
## We are Valiant Organics Limited

As a specialty chemical manufacturing company in India, backed by a legacy of 35 years, we have established a reputation of being a highly reliable supplier and a diversified product player, one that is capable of not only meeting but also anticipating market needs.





## Revenue break-up



▶ 88% Domestic ▶ 12% Exports  
₹532 Crores ₹74 Crores

## Total exports is contributed by



▶ 80% Europe



▶ 10% Japan



▶ 5% North America



▶ 5% China

## Our Quality Certifications

ISO 9001:2015

ISO 14001:2015

OHSAS 18001:2007

Zero Liquid Discharge Units

## Our products are mainly used as intermediates in...



Agrochemicals



Dyes



Pigments



Polymers



Veterinary Drugs



Automobiles



Refineries



Fuel Additives



Rubber



Pharmaceuticals

# Key Enablers for a Significant Leap

## Domain expertise

We have a cumulative experience of more than three decades in specialty chemicals manufacturing.

## Integrated operations

- ▶ Enabling operational efficiency and meeting high quality standards.
- ▶ Implementing cost-efficient processes.

## Diversified and stable customer base

We manufacture a wide range of specialty chemicals, which find application across a variety of end-use industries.

## De-risked and unique portfolio

- ▶ Reduced dependence on single chemistry.
- ▶ Serving a variety of end-user markets across three continents.

## Multi-purpose plants

We can customise our products, enabling agile manufacturing – in terms of product types and quantities – as per the immediate market demands.

## Strategic location

Our strategically located manufacturing facilities are in close proximity to ports, offering a notable logistics and cost advantage.





### Manufacturing diverse array of products

We also manufacture higher value-added and forward-integrated products.

### Assured supply of raw material

Our efficient supply chain ensures a ready availability of raw materials and uninterrupted production at all times.

### Achieving operational excellence

Our focus on operational excellence has contributed to our financial strength and performance.

### Strong relationships with clients

We enjoy multi-year relationships with our clients, and are a preferred supplier for domestic and overseas clients.



Bayer CropScience



Gujarat Insecticides Limited

# Our Journey of Evolution

