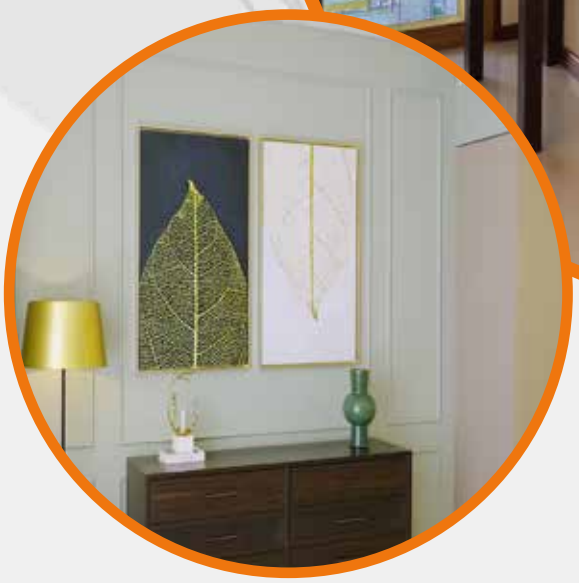
Building the next generation with Vnext!



Visaka Industries Limited
Annual Report 2022-23

Forward-looking statement

In this Annual Report we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements - written and oral - that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipates', 'estimates', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

Revenues

1640

EBITDA

146.97 crore

Net Profit

54.79 crore

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Building the next generation with

Vnext!

At Visaka Industries, we are positioned at the cusp of a new growth journey.

Even as we address the market needs of the day, we are engaged in building our company for the future.

The future of Visaka Industries is expected to be derived from V Next products. The Company is expected to enhance the manufacturing capacity of V Next products, commissioning plants in new locations and broadbasing the product portfolio.

This shift is expected to lead the Company into rapidly growing segments expected to accelerate revenues, strengthen margins, and reinforce surpluses. This initiative is expected to deepen business sustainability and enhance value for the Company's stakeholders in a sustainable way.

PART 1

What we stand for and **what we do**

Corporate **snapshot**

Visaka Industries Limited.

Broad-based across businesses riding the growth of India.

The business of fibre cement boards and panels rides the growth of India's construction sector.

The traditional business of fibre cement sheets provides cost-effective rural roofing solutions.

ATUM solar panels provide sustainable green power with roofing shelter.

The business of synthetic yarns rides the need for wearing better.

The complement of these businesses has empowered the Company to remain profitable across market cycles.

This has helped the Company enhance value for stakeholders in a sustainable way.

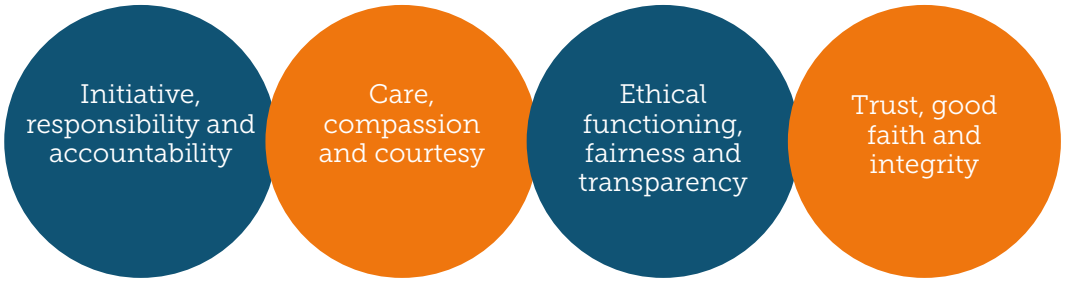
Our **ethos**

Vision

Committed to be a 'credible', 'passionate' and 'innovative' solutions-providing company

Mission: To be a complete cost-effective and qualitative building solutions provider. To identify potential products, which add value to the societal needs. To explore and enhance our niche textile markets. To create value and trust among all the stakeholders.

Values



Background

The Company was established in 1981 by Dr. G. Vivekanand. At present, the Company's operations are led by Mr. G. Vamsi Krishna, son of Dr. G. Vivekanand and Mrs. Saroja Vivekanand. The Company has earned respect due to its operational history across four decades and is considered among premier building construction material players and a reliable synthetic yarns manufacturer in India.

Presence

The Company's headquarters are located in Hyderabad with 12 manufacturing facilities across India. The Company's manufacturing units are backed by 13 marketing offices across India. The annual production capacity of the building products unit comprised 8,30,000 tonnes of cement roofing sheets and 2,49,750 tonnes of fibre cement flat board products. The annual production capacity of the yarn spinning plant includes 3,040 twin air-jet spinning positions equivalent to 91,200 ring spindles

Products portfolio

The Company started producing corrugated cement fibre sheets in 1985 and diversified into the manufacture of synthetic yarns in 1992. The Company broad-based its product range by manufacturing V Next fibre cement boards in 2008. This was followed by the launch of a one-of-its kind solar roofing product called ATUM in 2018. The Company's non-asbestos roofing business contributed 44% of its revenues in 2022-23

Brands

- Visaka's cement roofing sheets are marketed under the Visaka / Shakti brands.
- Visaka's Boards / Panels / Planks are marketed under the V Next brand
- Visaka's integrated solar panel roofing is offered under the ATUM brand
- Visaka's synthetic blended yarn is marketed under the Wonder Yarn brand.

Distribution network

The Company's products are directly marketed to the retailers. The Company has been able to create longstanding relationships with retailers across urban, rural and suburban India. The Company's retailer network comprises more than 7000 dealers

Employees

The Company employed skilled and talented professionals with diverse experience across the quality management, IT, manufacturing and ESG functions. The Company's talent pool of employees stood at 1960 as on 31st March 2023. Around 73% of the employees had been associated with the Company for five years or more ending 2022-23.

Listing

Visaka's equity shares are listed and actively traded on the National Stock Exchange and Bombay Stock Exchange. The Company's market capitalisation stood at ₹591 crore as on March 31, 2023. The promoter group owned a 48.42% stake in the Company's equity capital.

Awards

- The Company achieved 24th position in Business world India's Most Sustainable Companies, 2021-22
- Best Management Award for 2023 by the Telangana State government
- Most Trusted Brands Award 2021 by CNBC TV18 in 2020-21
- Construction World Top Challenger Award 2021

Visaka's product **basket**