



Valiant Organics Limited

Date: August 06,2022

To,
Listing/Compliance Department
BSE LTD
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400 001.

BSE CODE-540145

To,
Listing/Compliance Department
**National Stock Exchange of
India Limited**
"Exchange Plaza",Plot No.C/1,
G Block Bandra-Kurla Complex,
Bandra (E), Mumbai- 400 051.
NSE CODE- VALIANTORG

Sub: Investor Presentation.

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (LODR) Regulations, 2015, please find enclosed herewith Q 1 FY23 Results presentation of Valiant Organics Limited

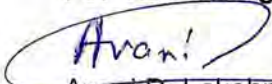
A copy of aforesaid Investor Presentation is also hosted on the website of company www.valiantorganics.com

Kindly take the same on your record and acknowledge.

Thanking You,

Yours Faithfully,

For Valiant Organics Limited


Avani D. Lakahni
Company Secretary
ICSI M.NO.: A47118

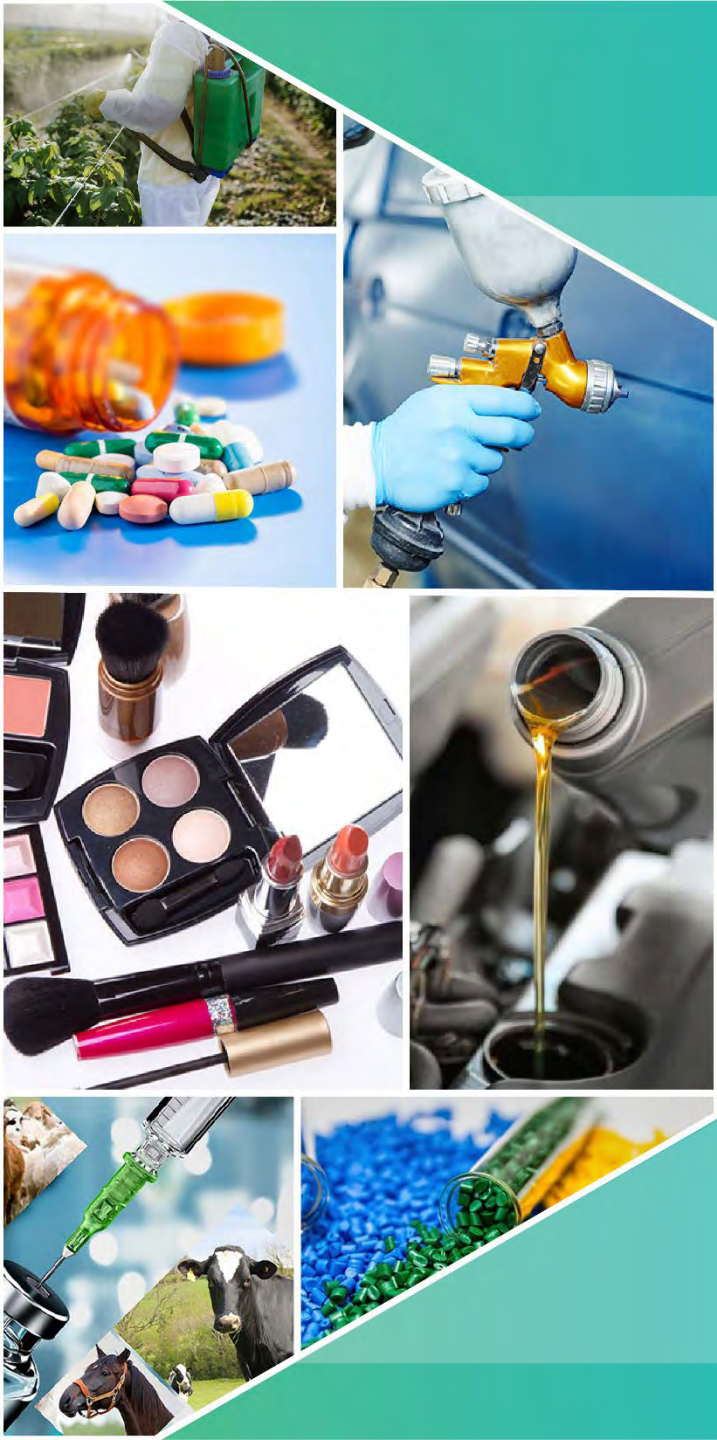




Valiant Organics Limited

Earnings Presentation | Q1-FY23

SNAPSHOT



One of the largest chlorophenol derivatives manufacturer globally



One of the largest domestic PNA manufacturer



Amongst 1st few domestic PAP Manufacturers



6 Manufacturing units across 5 Locations



Total Production Capacity of 70,000 TPA



One of the leading manufacturer of Benzene derivatives products



One of the few commercial players in Ortho Anisidine and Para Anisidine



Diversified client base across Pharmaceuticals, Dyes & Pigments, Agrochemicals and specialty chemicals.



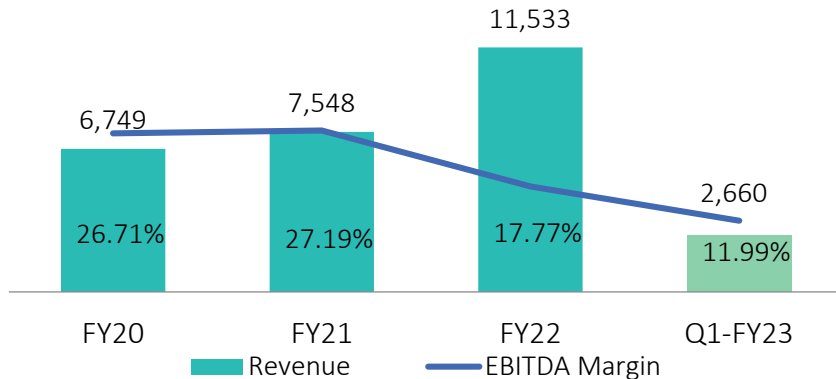
5 Zero Liquid Discharge plants



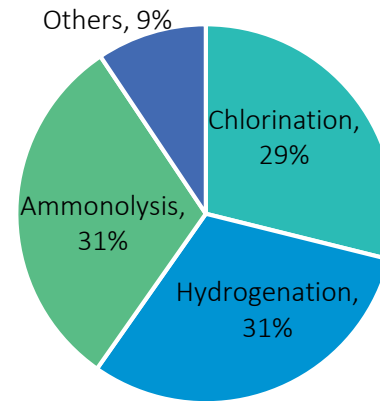
850+ Employees

- Valiant Organics Limited was incorporated in 1984 by first generation technocrats and is headquartered out of Mumbai, India.
- The company is focused on the manufacturing and marketing of specialty chemicals which find usage in a variety of industries, including agrochemicals, pharmaceuticals, dyes, pigments, and veterinary medications.
- Key chemistries include Chlorination, Hydrogenation, Ammonolysis, Acetylation, Sulphonation, Methoxylation amongst others.
- Over the years the company has primarily focused on manufacturing specialty chemicals that have a high demand but low supply and are primarily dependent on imports.
- The company is listed on both the BSE and NSE with a market capitalization of INR 14,474 Mn as on 30th June, 2022.

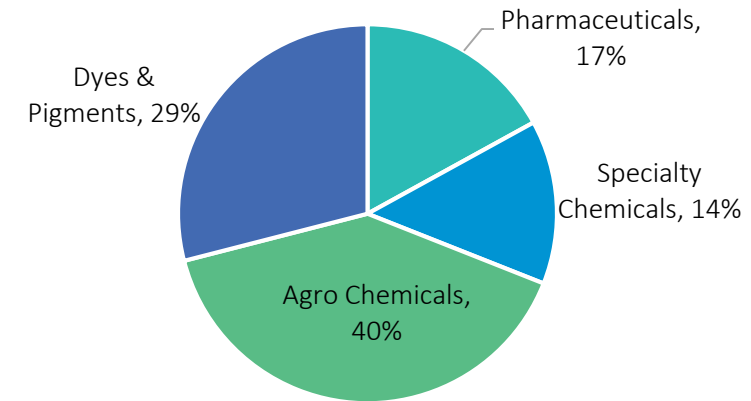
Operating Revenue (INR Mn) and EBITDA Margin (%)



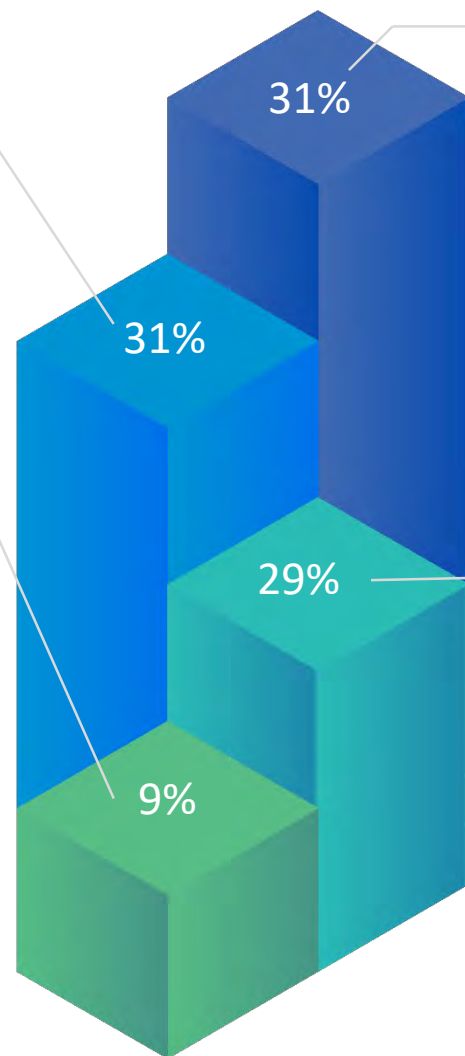
FY22 Revenue Break-up – Chemistries



FY22 Revenue Break-up – End user Industry



FY22 Revenue Share



Ammonolysis

Key Products:

- Para Nitro Aniline
- Ortho Chloro Para Nitro Aniline

Industries Served:

- Dyes
- Pigments

Hydrogenation

Key Products:

- Ortho Anisidine
- Para Anisidine
- IPPCA
- Meta Chloro Aniline
- Para Amino Phenol
- Ortho Amino Phenol

Industries Served:

- Dyes
- Pigments
- Pharmaceutical
- Agro Chemicals

Others

Acetylation

Key Products:

- 6 Acetyl OAPSA
- OA Acetanilide
- PA Acetanilide

Sulphonation

Key Products:

- OT5SA
- 4B Acid
- 2B Acid

Methoxylation

Key Products:

- Ortho Nitro Anisole
- Para Nitro Anisole

Industries Served:

- Dyes

Industries Served:

- Dyes
- Pigments

Industries Served:

- Dyes
- Pigments

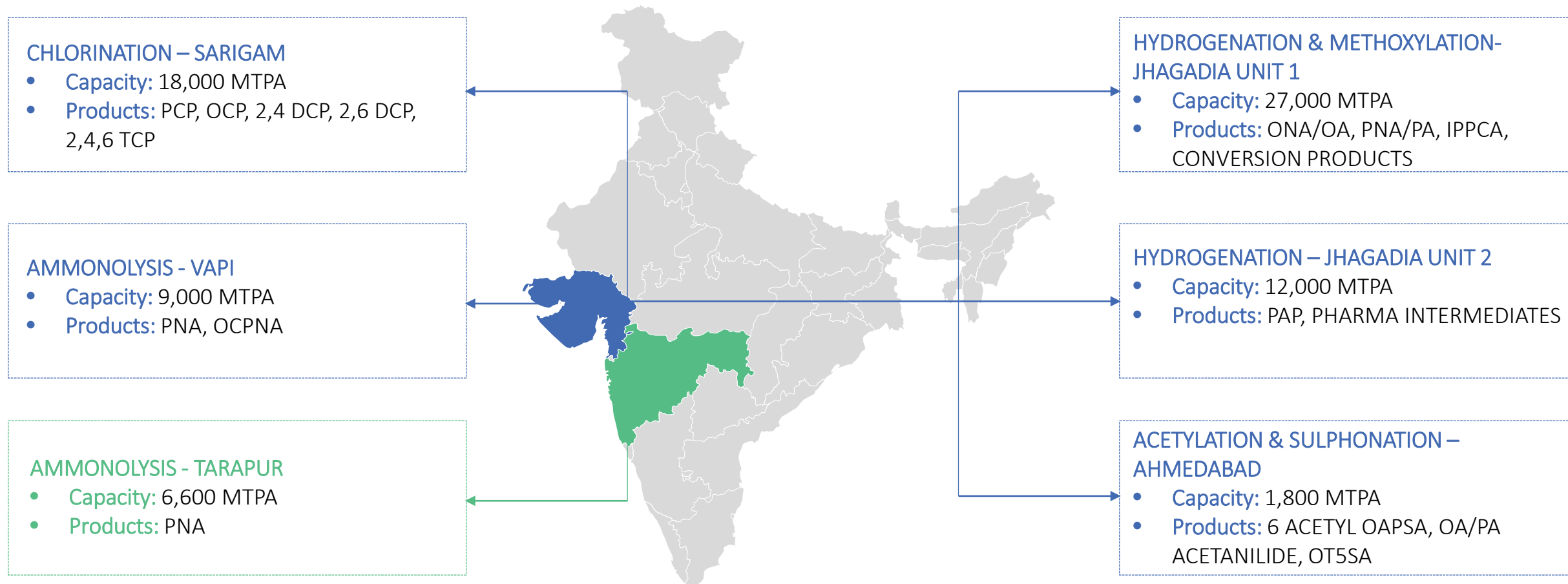
Chlorination

Key Products:

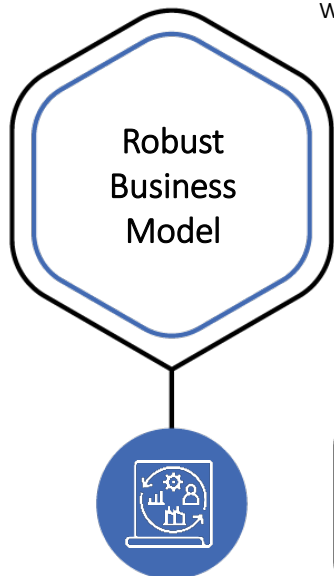
- Para ChloroPhenol (PCP)
- Ortho ChloroPhenol (OCP)
- 2,4 Di Chlorophenol (2,4 DCP)
- 2,6 Di ChloroPhenol (2,6 DCP)
- 2,4,6 Tri ChloroPhenol (2,4,6 TCP)

Industries Served:

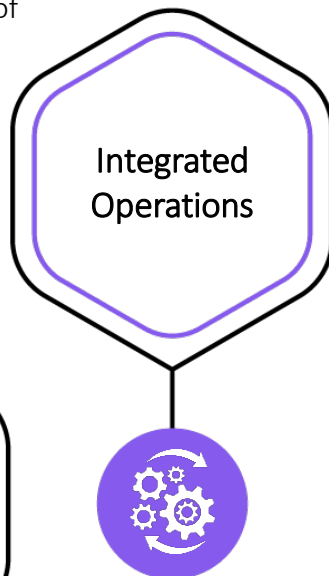
- Agro Chemicals
- Cosmetics
- Veterinary
- Pharmaceuticals



Domain expertise and broad process understanding in a variety of chemistries. The executive team is made up of first-generation technocrats with more than 50 years of collective expertise.

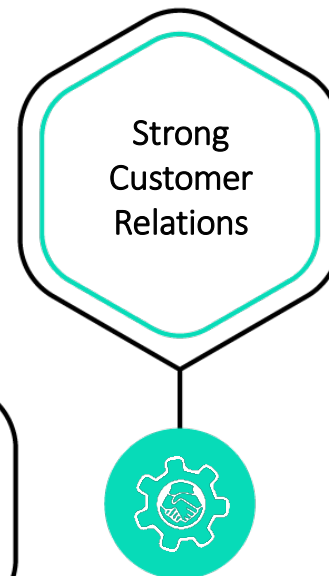


Diverse product range and client base across numerous industries and countries provides a sustainable business model in multiple chemistries by lowering product, industry, and geographical risk.



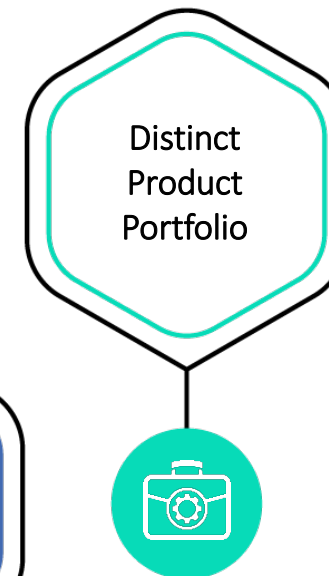
Wide supply chain provides the continuous availability of adequate and high-quality raw materials and manufacturing.

Multi-use and backward integrated plants to produce a wide range of products and tailor them to meet the diverse needs, technical qualifications, batch sizes, and delivery schedules of our clients.



Plant locations are strategically located near ports to provide a competitive advantage, significant logistical cost savings, and faster delivery times.

Established multi-year relationships with clients in both domestic and international markets due to high-quality standards, innovative production capabilities.



Manufacturing a diverse range of intermediates as well as value-added products for a variety of industries.

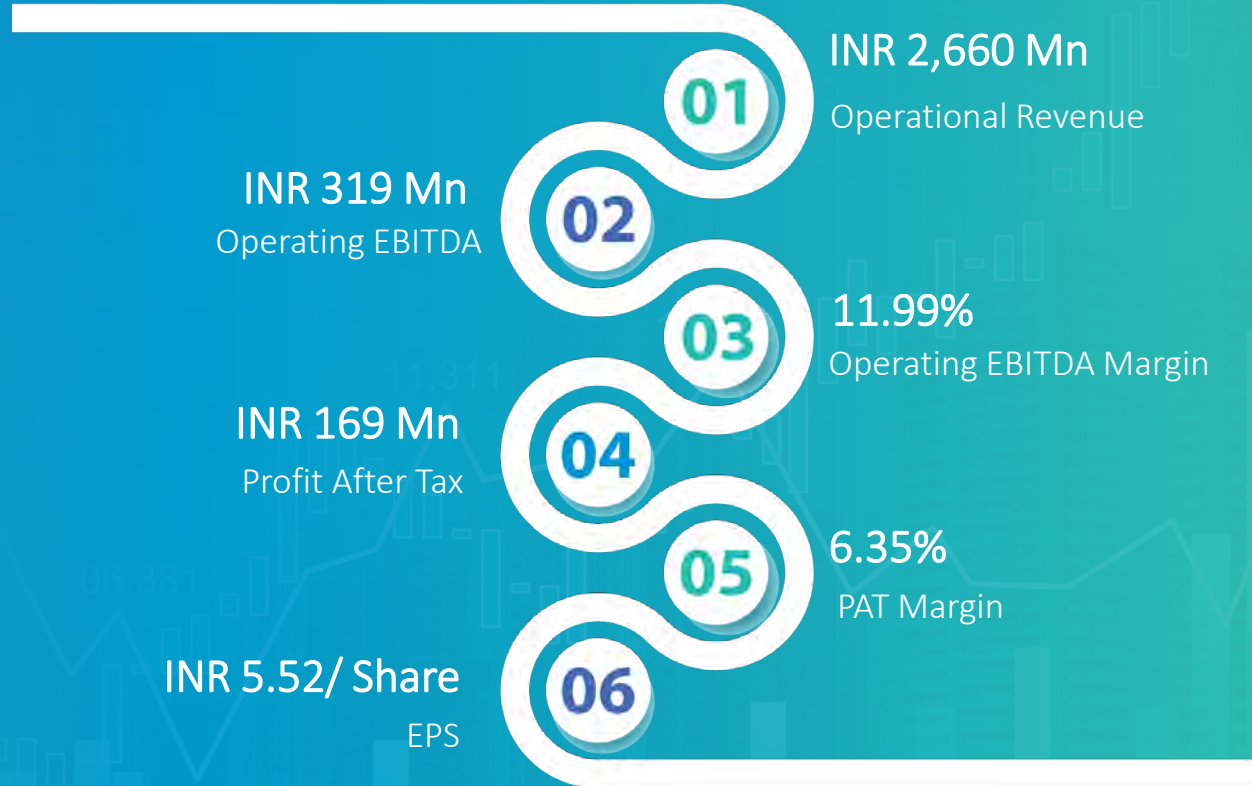
Capex Projects

Product	Installed Capacity (MT per month)	Approx. Capex (INR Mn)	Project Status	Remarks
Commissioned				
Para Nitro Aniline (PNA) & Ortho Chloro Para Nitro Aniline (OCPNA)	550	~ 70	Completing phase-wise	<ul style="list-style-type: none"> Expansion from 550 TPM to 750 TPM at Vapi plant Full capacity addition in progress
Ortho Nitro Anisole (ONA)	600	~ 350-400	Completed in Q4 FY'20	<ul style="list-style-type: none"> Backward integrated for existing product Ortho Anisidine
Para Nitro Anisole (PNA)	200		Completed in Q4 FY'20	<ul style="list-style-type: none"> Captive use towards manufacture of Para Anisidine
Para Anisidine (PA)	150		Completed in Q4 FY'20	<ul style="list-style-type: none"> Currently mostly being imported in India Valiant will be one of the major producers in India
Ongoing Projects				
Para Amino Phenol (PAP)	1,000	~ 2,200	Completed in Q4 FY'21	<ul style="list-style-type: none"> Currently, limited availability domestically and mostly imported Due to technical difficulties in achieving the desired specification, the actual production delayed Ramp up in process for batch operations on-going. Simultaneous work on-going towards continuous process
Ortho Amino Phenol (OAP)	100	~ 150	Phase 1 production to commence from Q2 FY'23	<ul style="list-style-type: none"> Currently, entirely imported in India Part of the production will be utilized as forward integration for one of company's existing products Trial run successful
Pharma Intermediates	20	~ 600	Expected production from Q2 FY'23	<ul style="list-style-type: none"> Multi-purpose plant for forward integration within Group Company Will manufacture N-1, N-2 raw materials for API products Delay due to approvals



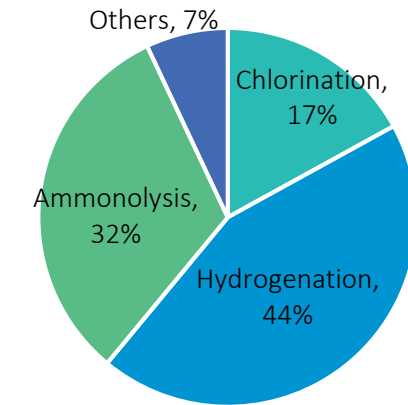
Q1-FY23 HIGHLIGHTS

Q1-FY23 CONSOLIDATED FINANCIAL HIGHLIGHTS



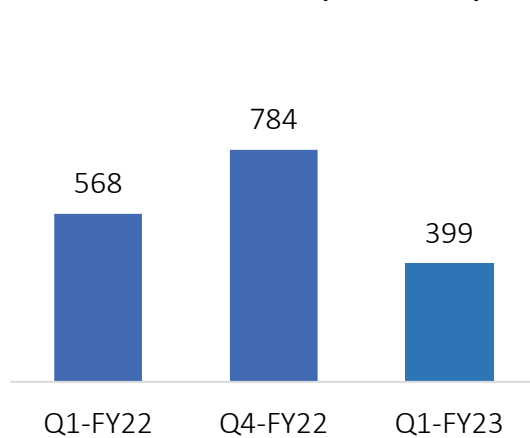
- Q1-FY23 financials were impacted primarily due to the unfortunate blast at our Chlorination plant in Sarigam leading to shutdown for an extensive period of time, as well as subdued demand of our hydrogenation products and mandatory maintenance shut down at one of our Ammonolysis plant.
- The Sarigam plant has resumed partial operations since 21st July 2022, although it will take a few weeks to restore to normalcy due to ordering/delivery/erection of new machinery. The cost of damage and loss of business is covered under insurance.
- With regard to PAP, batch process is running as planned and have maintained an average run rate of 350 MT/month for Q1-FY23.
- The Pharma Intermediates project is still awaiting approvals. Water runs have been done and trial runs and production in a phased manner will commence immediately once the approvals are received.
- Price volatility stabilized to a certain extent in Q1-FY23 for our key raw materials and the positive impact of this will be seen in the quarters ahead if the market dynamics continue to remain the same.

Q1-FY23 Revenue Break-up – Chemistries

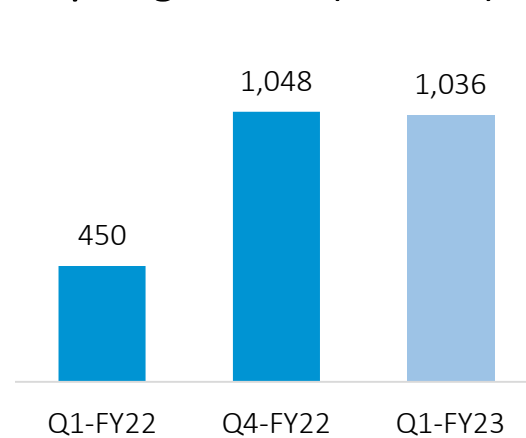


REVENUES

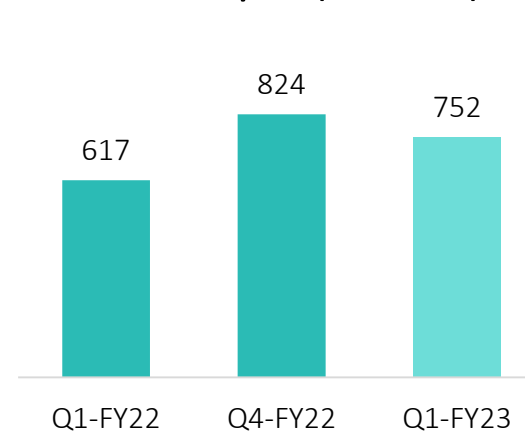
Chlorination (INR Mn)



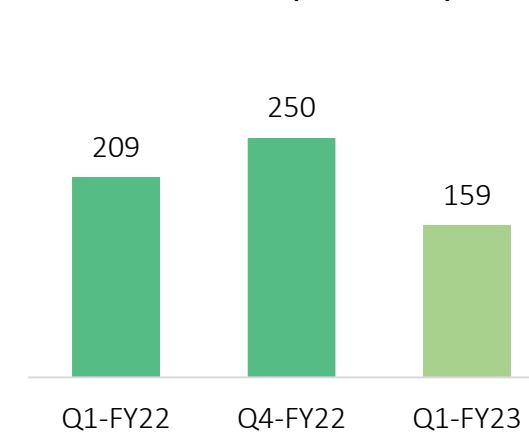
Hydrogenation (INR Mn)



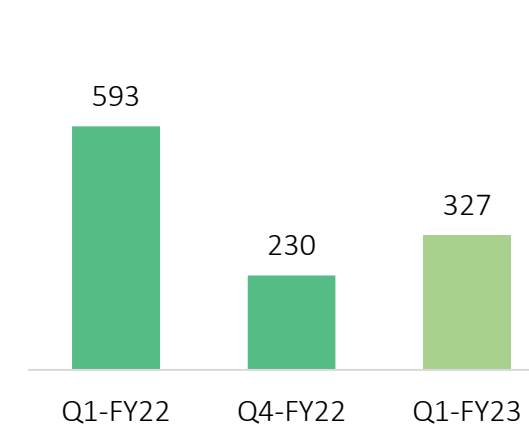
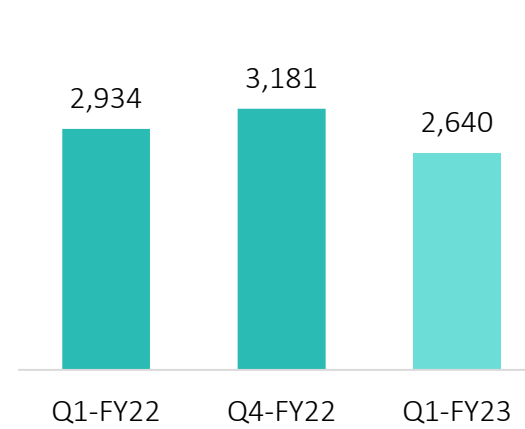
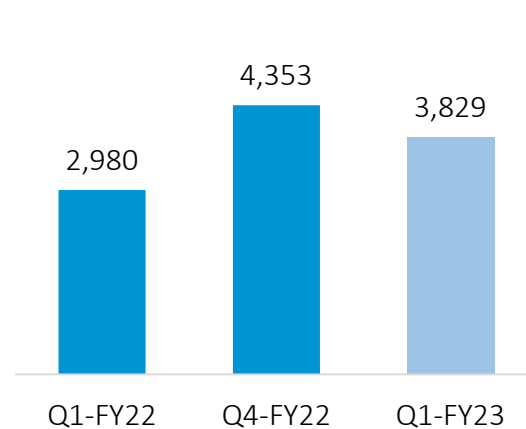
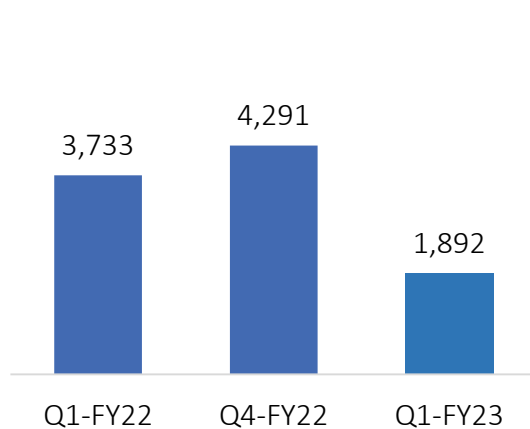
Ammonolysis (INR Mn)



Others (INR Mn)



SALES VOLUMES (MT)



Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q1-FY23	Q1-FY22	Y-o-Y	Q4-FY22	Q-o-Q
Revenue from Operations	2,660	2,441	9.0%	3,476	(23.5)%
Total Expenses	2,341	1,937	20.9%	2,906	(19.4)%
EBITDA	319	504	(36.7)%	570	(44.0)%
<i>EBITDA Margins (%)</i>	<i>11.99%</i>	<i>20.65%</i>	<i>(866) Bps</i>	<i>16.40%</i>	<i>(441) Bps</i>
Other Income	19	9	NA	22	(13.6)%
Depreciation	68	67	1.5%	84	(19.0)%
Finance Cost	27	19	42.1%	17	58.8%
PBT	243	427	(43.1)%	491	(50.5)%
Tax	74	141	(47.5)%	120	(38.3)%
PAT	169	286	(40.9)%	371	(54.4)%
<i>PAT Margins (%)</i>	<i>6.35%</i>	<i>11.72%</i>	<i>(537) Bps</i>	<i>10.67%</i>	<i>(432) Bps</i>
Other Comprehensive Income	(5)	6	NA	1	NA
Total Comprehensive Income	164	292	(43.8)%	372	(55.9)%
Basic/ Diluted EPS (INR)	5.52	9.53	(42.1)%	11.12	(50.4)%

Quarterly Standalone Financial Performance

Particulars (INR Mn)	Q1-FY23	Q1-FY22	Y-o-Y	Q4-FY22	Q-o-Q
Revenue from Operations	2,346	1,843	27.3%	2,906	(19.3)%
Total Expenses	2,084	1,450	43.7%	2,462	(15.4)%
EBITDA	262	393	(33.3)%	444	(41.0)%
<i>EBITDA Margins (%)</i>	<i>11.17%</i>	<i>21.32%</i>	<i>NA</i>	<i>15.28%</i>	<i>(411) Bps</i>
Other Income	12	26	(53.8)%	9	33.3%
Depreciation	65	61	6.6%	73	(11.0)%
Finance Cost	27	18	50.0%	17	58.8%
PBT	182	340	(46.5)%	363	(49.9)%
Tax	44	74	(40.5)%	91	(51.6)%
PAT	138	266	(48.1)%	272	(49.3)%
<i>PAT Margins (%)</i>	<i>5.88%</i>	<i>14.43%</i>	<i>(855) Bps</i>	<i>9.36%</i>	<i>(348) Bps</i>
Other Comprehensive Income	(7)	6	NA	2	NA
Total Comprehensive Income	131	272	(51.8)%	274	(52.2)%
Basic/Diluted EPS (INR)	4.93	9.53	(48.3)%	9.72	(49.3)%



HISTORICAL FINANCIAL OVERVIEW

Historical Consolidated Income Statement

Particulars (INR Mn)	FY20	FY21*	FY22*	Q1-FY23*
Operational Income	6,749	7,548	11,533	2,660
Total Expenses	4,946	5,496	9,484	2,341
EBITDA	1,803	2,052	2,049	319
<i>EBITDA Margins (%)</i>	<i>26.71%</i>	<i>27.19%</i>	<i>17.77%</i>	<i>11.99%</i>
Other Income	63	59	74	19
Depreciation	158	212	296	68
Finance Cost	23	50	65	27
PBT	1,685	1,849	1,762	243
Tax	423	540	483	74
Profit After Tax	1,262	1,309	1,279	169
<i>PAT Margins (%)</i>	<i>18.70%</i>	<i>17.34%</i>	<i>11.09%</i>	<i>6.35%</i>
Other Comprehensive Income	2	69	6	(5)
Total Comprehensive Income	1,264	1,378	1,285	164
Diluted EPS (INR per share)	44.32	40.97	40.51	5.52

*FY21 onward figures as per Ind AS

Consolidated Balance Sheet

Particulars (INR Mn)	FY20	FY21*	FY22*
EQUITY	4,007	5,086	6,489
a) Equity Share Capital	121	272	272
b) Other Equity	3,736	4,747	5,856
c) Optionally Convertible Preference Shares	18	4	4
d) Non Controlling Interest	132	63	357
LIABILITIES			
Non-Current Liabilities	992	971	1,340
Financial Liabilities			
a) Borrowings	841	751	1,058
b) Lease Liabilities	-	2	5
c) Provisions	2	15	11
d) Deferred Tax Liabilities (Net)	149	203	266
Current Liabilities	1,692	2,706	4,018
a) Financial Liabilities			
(i) Borrowings	406	1,330	2,568
(ii) Trade Payables	879	1,072	1,238
(iii) Other Financial Liabilities	359	253	161
(iv) Lease Liabilities	-	4	3
b) Other Current Liabilities	13	21	24
c) Provisions	35	26	24
GRAND TOTAL - EQUITIES & LIABILITES	6,691	8,763	11,847

*FY21 onward figures as per Ind AS

Particulars (INR Mn)	FY20	FY21*	FY22*
Non-Current Assets	4,451	5,731	6,652
a) Property, Plant and Equipment	2,729	4,967	5,303
b) Capital Work In Progress	1,291	459	1,116
c) Right-Of-Use Assets	7	6	8
d) Goodwill	28	-	-
e) Goodwill on Consolidation	-	123	123
f) Financial Assets			
(i) Investments	181	23	33
(ii) Loans	61	59	58
(iii) Other Financial Assets	-	-	-
g) Other Non-Current assets	154	94	11
Current Assets	2,240	3,032	5,195
a) Inventories	449	722	1,136
b) Financial Assets			
(i) Investments	47	40	46
(ii) Trade Receivables	1,326	1,568	3,209
(iii) Cash and Cash Equivalents	77	128	251
(iv) Other Bank balances	50	182	203
(v) Loans	7	5	5
(vi) Other financial assets	-	2	3
c) Other Current Assets	242	363	233
d) Current Tax Assets (Net)	42	22	109
GRAND TOTAL – ASSETS	6,691	8,763	11,847

Historical Standalone Income Statement

Particulars (INR Mn)	FY20	FY21*	FY22*	Q1-FY23*
Revenue from Operations	5,836	5,742	9,484	2,346
Total Expenses	4,103	4,170	7,834	2,084
EBITDA	1,733	1,572	1,650	262
<i>EBITDA Margins (%)</i>	<i>29.69%</i>	<i>27.38%</i>	<i>17.40%</i>	<i>11.17%</i>
Other Income	52	169	56	12
Depreciation	130	186	273	65
Finance Cost	10	35	64	27
PBT	1,645	1,520	1,369	182
Tax	406	374	340	44
Profit After Tax (After Merger)	1,239	1,146	1,029	138
<i>PAT Margins (%)</i>	<i>21.23%</i>	<i>19.96%</i>	<i>10.85%</i>	<i>5.88%</i>
Other Comprehensive Income	2	69	8	(7)
Total Comprehensive Income	1,241	1,215	1,037	131
Diluted EPS (INR per share)	44.32	40.98	36.81	4.93

*FY21 onward figures as per Ind AS

Standalone Balance Sheet

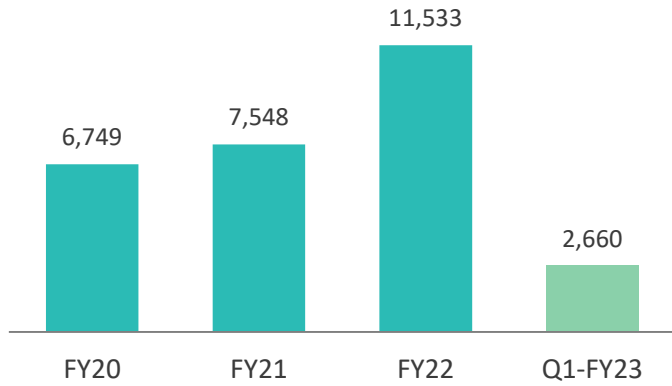
Particulars (INR Mn)	FY20	FY21*	FY22*
EQUITY	3,875	5,023	6,031
a) Equity Share Capital	121	272	272
b) Other Equity	3,736	4,747	5,755
c) Optionally Convertible Preference Shares	18	4	4
LIABILITIES			
Non-Current Liabilities	953	962	1,215
Financial Liabilities			
a) Borrowings	808	748	940
b) Lease Liabilities	-	2	2
c) Provisions	2	15	10
d) Deferred Tax Liabilities (Net)	143	197	263
e) Other Non-Current Liabilities	-	-	-
Current Liabilities	1,462	2,071	3,583
a) Financial Liabilities			
(i) Borrowings	221	736	2,110
(ii) Trade Payables	840	1,042	1,271
(iii) Other Financial Liabilities	355	244	154
(iv) Lease Liabilities	-	3	2
b) Other Current Liabilities	13	20	22
c) Provisions	33	26	24
d) Current Tax Liabilities (Net)	-	-	-
GRAND TOTAL - EQUITIES & LIABILITES	6,290	8,056	10,829

*FY21 onward figures as per Ind AS

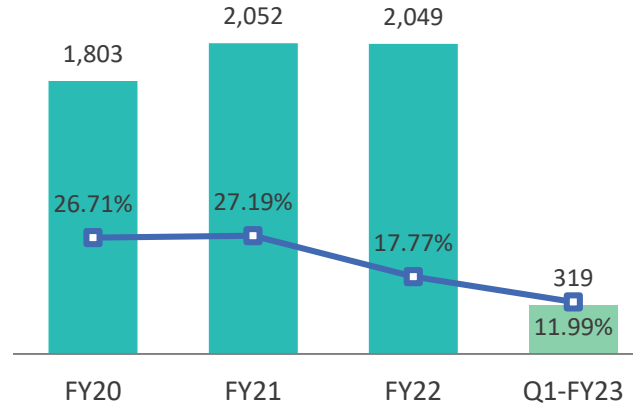
Particulars (INR Mn)	FY20	FY21*	FY22*
Non-Current Assets	4,381	5,798	6,787
a) Property, Plant and Equipment	2,525	4,771	5,085
b) Capital Work In Progress	1,291	459	1,102
c) Right-Of-Use Assets	3	4	4
d) Goodwill	28	-	-
(i) Investments in Subsidiaries	145	395	501
(ii) Loans	54	52	52
(iii) Other Financial Assets	181	24	32
j) Other Non-Current assets	154	93	11
Current Assets	1,909	2,258	4,042
a) Inventories	409	660	973
b) Financial Assets			
(i) Investments	12	1	1
(ii) Trade Receivables	1,108	1,166	2,532
(iii) Cash and Cash Equivalents	75	86	230
(iv) Other Bank balances	30	32	3
(v) Loans	6	5	5
(vi) Other financial assets	-	2	3
c) Other Current Assets	224	257	217
d) Current Tax Assets (Net)	45	49	78
GRAND TOTAL – ASSETS	6,290	8,056	10,829

Consolidated Financial Highlights

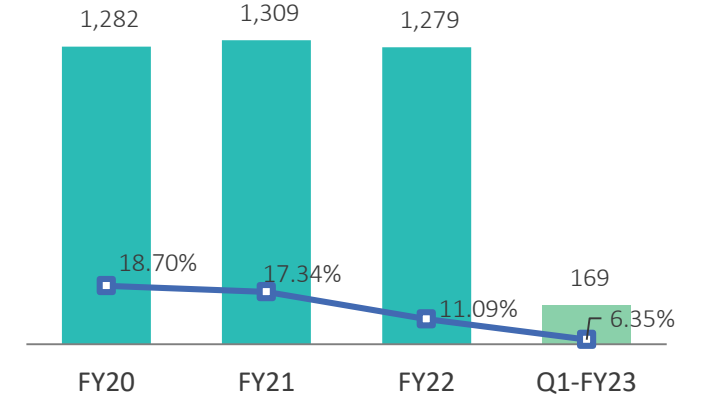
Operational Revenue (INR Mn)



EBITDA (INR Mn) & EBITDA Margins (%)



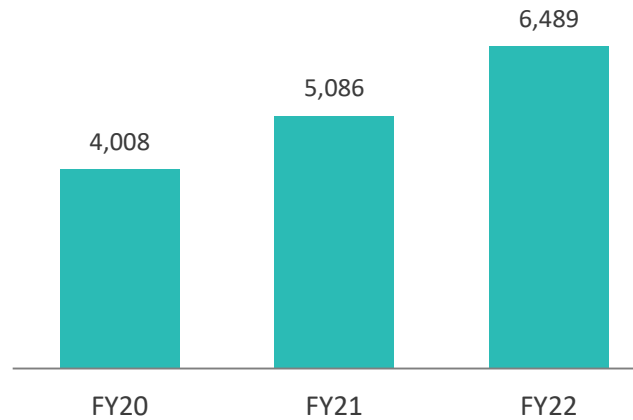
PAT (INR Mn) & PAT Margins (%)



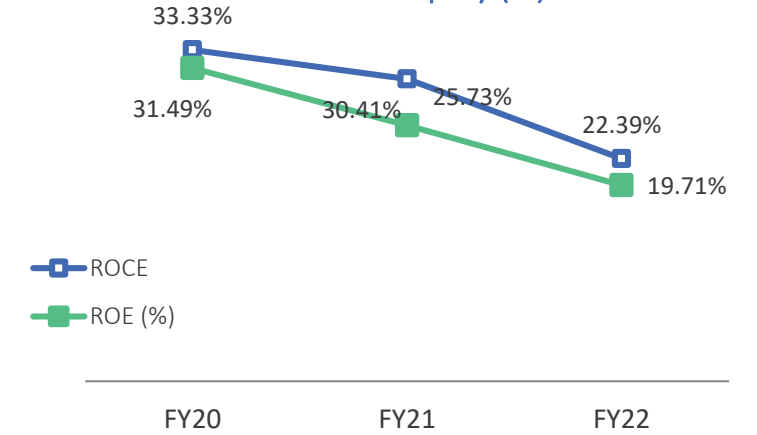
Net Debt to Equity (x)



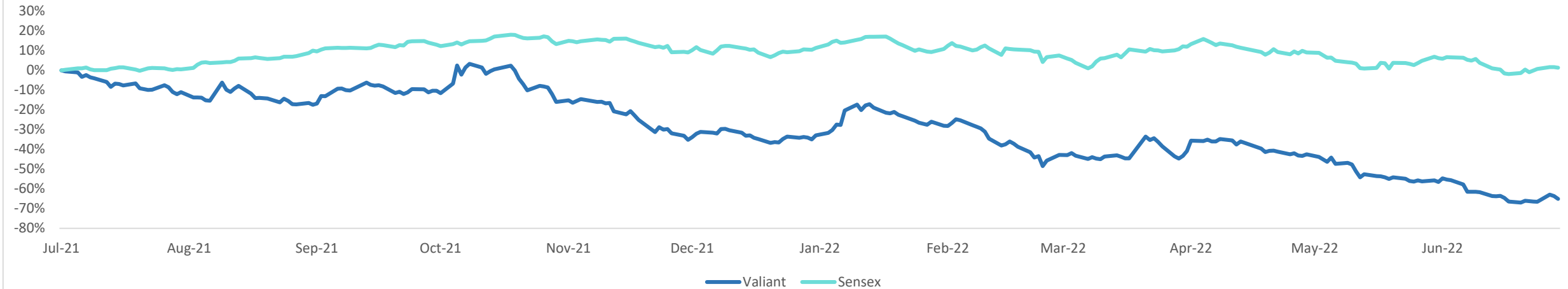
Net Worth (INR Mn)



Return on Capital Employed & Return on Equity (%)

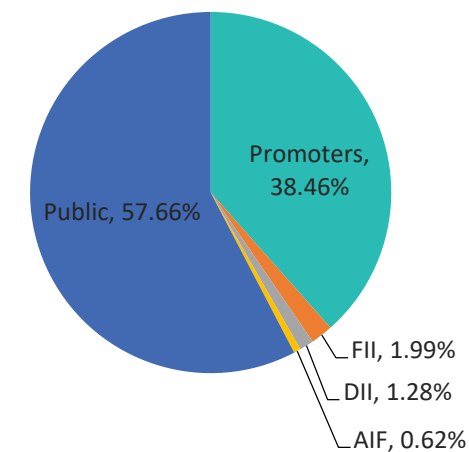


Share Price up to 30th June 2022



Price Data (As on 30 th June, 2022)	INR
Face Value	10.00
Market Price	533.05
52 Week H/L	1,674.5 / 504.5
Market Cap (Mn)	14,474.17
Equity Shares Outstanding (Mn)	27.15
1 Year Avg Trading Volume ('000)	87.02

Shareholding pattern (As on 30st June, 2022)



Valiant Organics Limited

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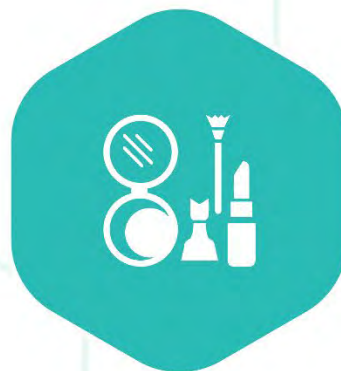
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