

## Valiant Communications Limited

(An ISO 9001:2015 and ISO 14001:2015 Certified Company)

Regd. Office : 71/1, Shivaji Marg, New Delhi 110015, India

Corporate Identity No. : L74899 DL1993 PLC056652 | GSTIN : 07 AAACV4250G 1ZJ

T : +91-11-2592 8415, 2592 8416, 2541 0053 | F : + 91-11-2543 4300, 4105 5604

E : admin@valiantcom.com | W : www.valiantcom.com



Date: 09-08-2022

The Deputy General Manager  
Corporate Relationship Department  
BSE limited, Phiroze Jeejeebhoy Towers,  
25<sup>th</sup> Floor, Dalal Street, Fort,  
Mumbai -400 001  
BSE Scrip Code : 526775

### Sub: Business Updates

Dear Sir / Madam,

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; and also in continuation of our erstwhile disclosures, please find attached herewith the business updates.

This is for your information and record.

Sincerely,

For Valiant Communications Limited

  
Manish Kumar  
Company Secretary

Encl.: As above

- i) During the quarter under reporting:
- a) **At standalone level:** The Company has posted its quarterly revenue figure at ₹ 507 lac (corresponding previous quarter: ₹ 223 lac) with three digits growth rate. The reported loss before tax is reduced at ₹ 39 lac from corresponding loss of ₹ 120 lac.
- b) **At consolidated level:** The net revenue of the Group is increased from ₹ 260 lac to ₹ 524 lac on quarterly basis. Whereas the loss before tax stands at ₹ 41 lac Vs. loss of ₹ 68 lac.
- ii) The Company has started the current year with an all-time high order book of exceeding ₹ 4,100 lacs, which is 3X of last reported annual turnover with an expected execution period of next 12 to 15 months. These details have been disclosed by the Company in its statutory filings before stock exchange(s) and can also be accessed at the website of the company.
- iii) The above order book includes recently secured orders from Tejas Networks Limited [NSE: TEJASNET], a Tata Group company. Given the global reach of Tata Group, the Company is now determined to replicate its winning partnership with Tejas at the international level.

The recent successes have strengthened Valiant's decade long relationship with Tejas. It is a testimony that our natural partnership is a winning combination in all business opportunities falling under 'Make-in-India' wherein, Tejas and Valiant compete as a team against foreign MNCs.

- iv) Apart from above, the Company has, direct or indirect participation in various business opportunities of similar scale, at various other tenders, which are expected to be unfolded soon.
- v) At present, the Company is forced to carry higher inventory than its usual level because of ongoing world-wide supply chain disruption in semi-conductors.

However, in view of the revenue opportunities as cited above, we expect the same shall be translated in cash and return to its usual level by the end of this year.

- vi) The Company has also increased its heads count in R&D and Quality Departments for its forthcoming high technology products, which may have a -ve impact on margins in near term.
- vii) The Company and all its subsidiaries maintained its debt free status.

## BUSINESS UPDATES



- viii) Being indigenous manufacturers, Valiant is apparently beneficiary of all business opportunities that are notably arising in the Indian Public Sector out of the 'Make in India' and '*Atmanirbhar Bharat*' initiatives of our Hon'ble Prime Minister of India.
- ix) The opportunities of marketing of IP/MPLS Routers are progressing very well to all Government departments and addressing other global opportunities.

The Government heightened focus on Cyber Security of its departments and with a view of protecting critical infrastructure and data, Valiant is manufacturing (and presently exporting) certain products that are listed as immediate requirements in its network. This should translate into induction of our products in the Government Sector under the Make in India and the '*Atmanirbhar Bharat*', path-breaking initiatives taken by the Government of India.

- x) During the reported year, Valiant group has taken focused marketing initiatives to breakthrough into the international markets in Latvia, Hungary, Thailand, Philippines, Peru, Mexico and Brazil in the Power and IT Sectors.
- xi) The Company does not see incremental risk to recoverability of assets (investments, receivables, etc.) given the measures being taken to mitigate the COVID-19 situation.

### **Cautionary Statement:**

The future-outlook statements are forward looking. It involves risks and uncertainties and is based on current expectations. Actual results may differ materially.

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