

# DILIGENT INDUSTRIES LIMITED

CIN: L15490AP1995PLC088116

**Registered Office :** Dwarka Thirumala Road, Denduluru Village and Mandal, West Godavari-534 432,  
Andhra Pradesh - 534432, Phone No: 08829-256077/99, Fax: 08829-256088  
E-mail: diligentinvestors@gmail.com, Website: www.diligentindustries.com

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Date: 05.05.2022

To  
**BSE Limited**  
**Listing Department**  
**P J Towers, Dala Street**  
**Mumbai-400001**

Dear Sir

**Sub: Press Release / Presentation on the earing of Q-4 & 12m FY-22 for investors**

Pursuant to Regulation 30 of SEBI (LODR) Regulation, 2015, we are herewith enclosing press release / investor presentation for the fourth Quarter & year ended 2021-2022.

This is for your information and necessary records

Thanking you

For **Diligent Industries Limited**



**V Bhanu Prakash**  
**Chairman & Managing Director**  
**DIN No: 00919910**



**Diligent Industries Limited**

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**INVESTOR PRESENTATION  
Q4 FY22**

# COMPANY OVERVIEW



**Diligent Industries Limited**

# ABOUT THE COMPANY

Established in 1995 Diligent Industries Limited (The Company) is engaged into manufacturing, processing and trading of edible oils, food, feeds and agriculture commodities

The company is having PAN India presence with primary focus on the state of Andhra Pradesh and Telangana

The company's manufacturing plant is located at West Godavari, Andhra Pradesh.

The company's is known for producing Oil with good colour and High protein content in it's Animal Feed products.



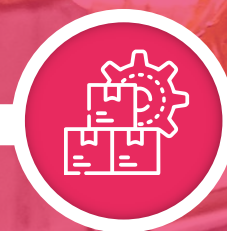
25+ YEARS  
EXPERIENCE



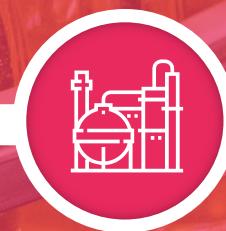
FULLY INTEGRATED  
PLANT



PLANT IS LOCATED IN THE  
HUB OF AQUA CULTURE



200 TPD SOLVENT  
EXTRACTION CAPACITY



250 TPD EDIBLE OILS  
REFINERY CAPACITY



FY22  
Revenue ₹ 103.45 Cr  
EBITDA ₹ 4.44 Cr  
PAT ₹ 1.37 Cr



## OUR MISSION

To create self sustain India and ensure dietary needs for an active and healthy life.



## OUR VISION

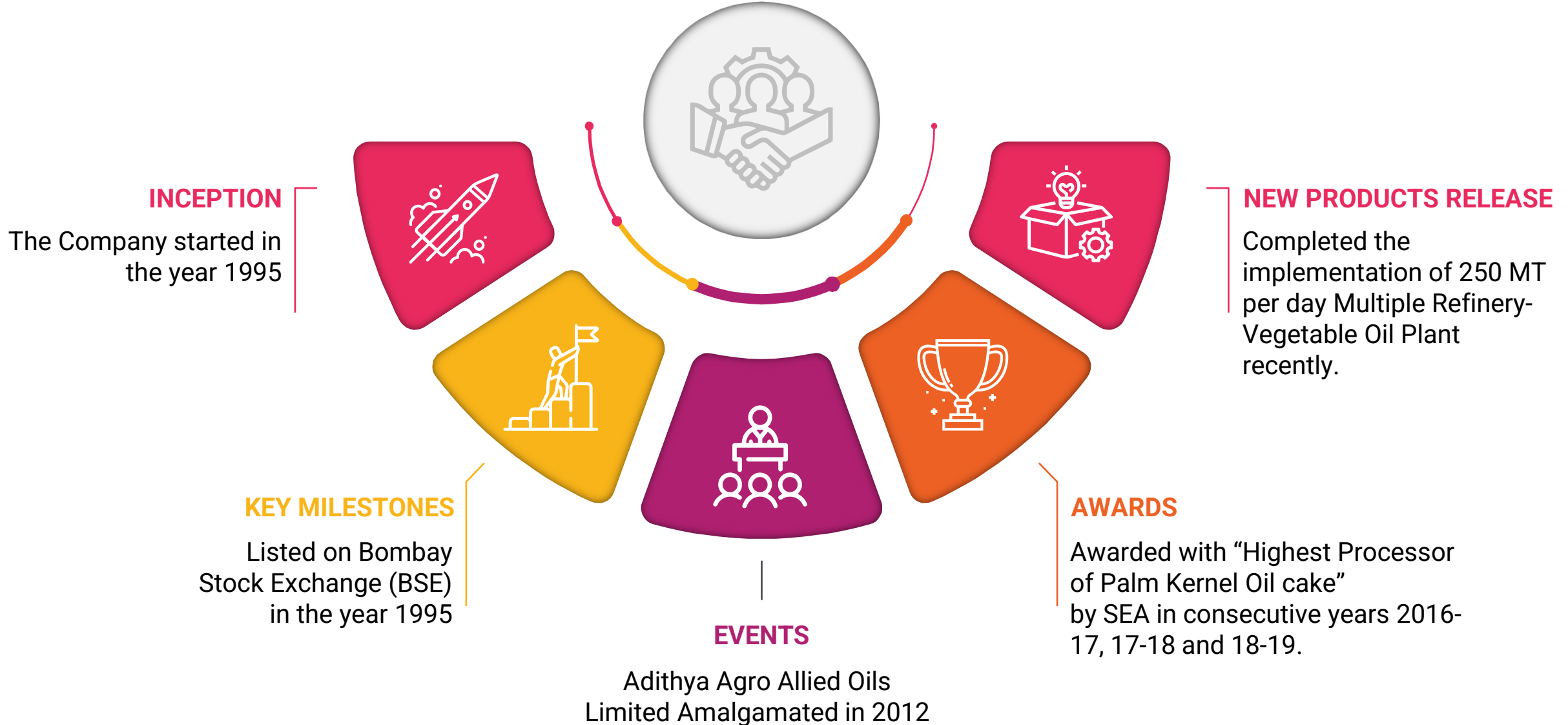
To be the leader in the field of edible oils, food, feeds and agriculture commodities in India.



## OUR GOALS

All people should have access to quality, sufficient, safe, and nutritious food.

# COMPANY HISTORY



# MANAGEMENT TEAM

## MANAGING DIRECTOR



### MR. VANKINENI BHANUPRAKASH

is the Founder and Managing Director of the Company. He has 32 years of rich Experience in the fields of Edible Oils, Aqua Culture And feed processing and marketing.

## BOARD OF DIRECTORS



**MR. BHANU PRAKASH VANKINENI**  
Managing Director



**MR. KIRAN KUMAR VANKINENI**  
Executive Director & CFO



**MRS. PHANI ANUPAMA VANKINENI**  
Non-Executive Non-Independent Director

## INDEPENDENT DIRECTORS



**MR. SRINIVAS BABU EDUPUGANTI**



**MR. LOKESWARARAO NELLURI**



**MR. MOHAMMED BABA**

# MANUFACTURING FACILITY



**FULLY INTEGRATED MANUFACTURING FACILITY SPREAD ACROSS 10.50 ACRES**



# KEY CUSTOMER PROFILE



## THE FOLLOWING ARE THE KEY CLIENTS OF OUR COMPANY:

Government of Telangana

Government of Andhra Pradesh

Sangam Dairy

FFF Oils

Naga Hanuman Oils & Feeds

Heritage Foods

Growel Feeds

FCL

Civil Supplies Department, AP State

Civil Supplies Department, Central Government and Many other major edible oils, foods and feeds manufacturing and trading companies including aqua farmers

# AWARDS AND CERTIFICATIONS



## Recognized by The Solvent Extractors Association of India (SEA), Mumbai

Continuously awarded with “Highest Processor of Palm Kernel Oil Cake” by SEA in consecutive years 2016-17, 2017-18 and 2018-19.



The Company’s processing is strictly in compliance with the Food Safety and Standards Act, 2006 FSSAI License Number: 10012044000073

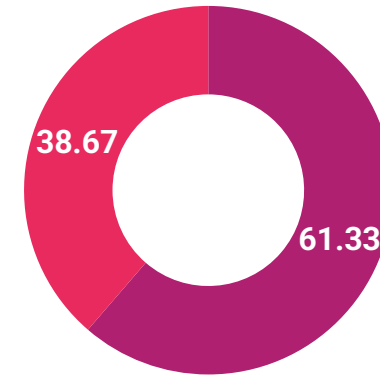
# STOCK DATA

As on 04-05-2022

**BSE: 531153 | ISIN: INE652Z01017**

|                              |              |
|------------------------------|--------------|
| Share Price (₹)              | 16.70        |
| Market Capitalization (₹ Cr) | 190.98       |
| No. of Shares Outstanding    | 2,28,72,000  |
| Face Value (₹)               | 1.00         |
| 52 week High-Low (₹)         | 22.50 – 1.22 |

## SHARE HOLDING PATTERN



- Promoter & Promoter Group
- Non Institutional Investor

## SHARE PERFORMANCE FROM 01 APRIL 2021



Source - BSE



**Diligent Industries Limited**

# **BUSINESS OVERVIEW**

# SOLVENT EXTRACTION OF EDIBLE OILS

The Company has state of the art processing plant

The company produces the edible oils like Rice Bran Oil, Cotton Oil & Palm Carnal Oil which are useful for the human consumption

The company also manufactures the following products in the process of Solvent Extraction of Edible Oils which are useful for the cattle feed, aqua feed, poultry feed, manufacturing of specialty bakery items, bakery shortening, confectionary industry and so on.



## KEY RAW MATERIAL



RICE BRAN



COTTON CAKE



PALM KERNEL CAKE

**CONTRIBUTION TO THE REVENUE - 52.50%**

THE COMPANY ALSO MANUFACTURES PRODUCTS THAT ARE KEY INGREDIENT FOR



## KEY PRODUCTS

PALM KERNEL CAKE

DE OILED RICE BRAN

DE OILED COTTON  
SEED CAKE

MAIZE

SOYA

PLANT IS LOCATED IN THE HUB OF AQUA CULTURE

CONTRIBUTION TO THE REVENUE - 30%

# AGRICULTURE COMMODITIES

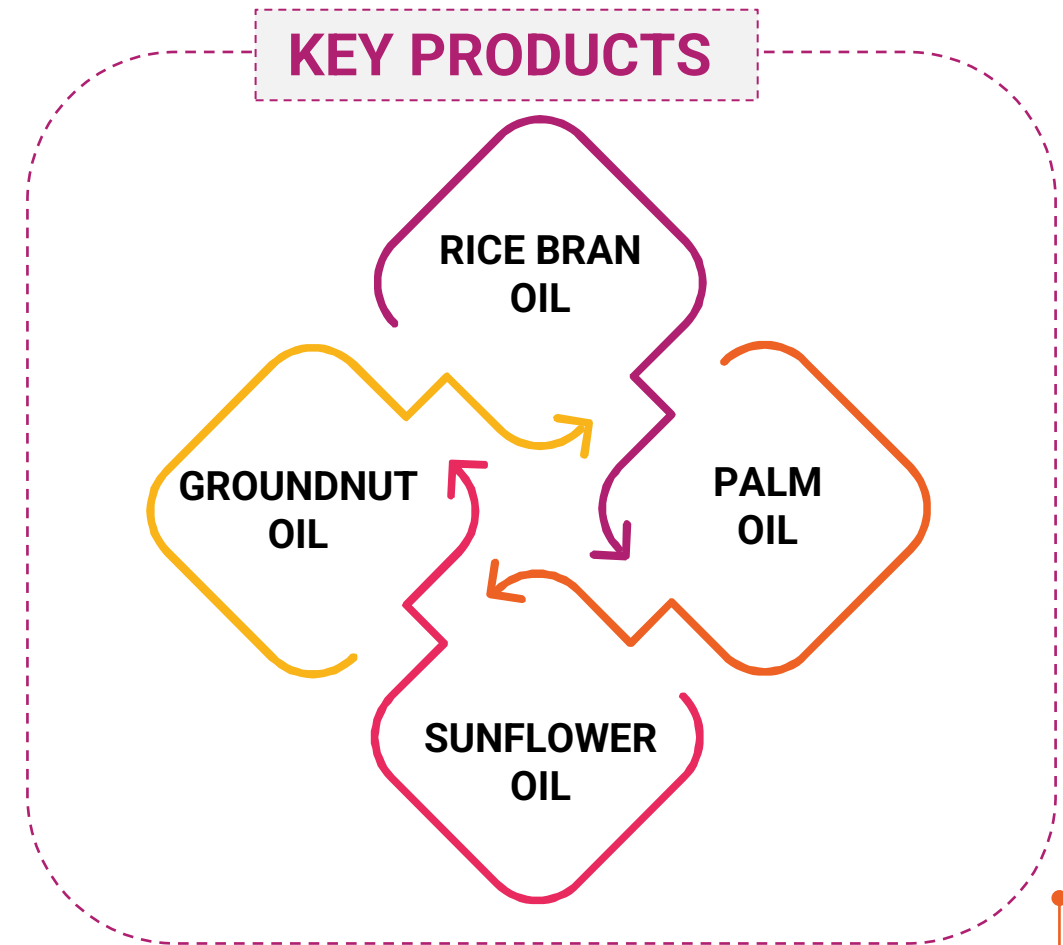
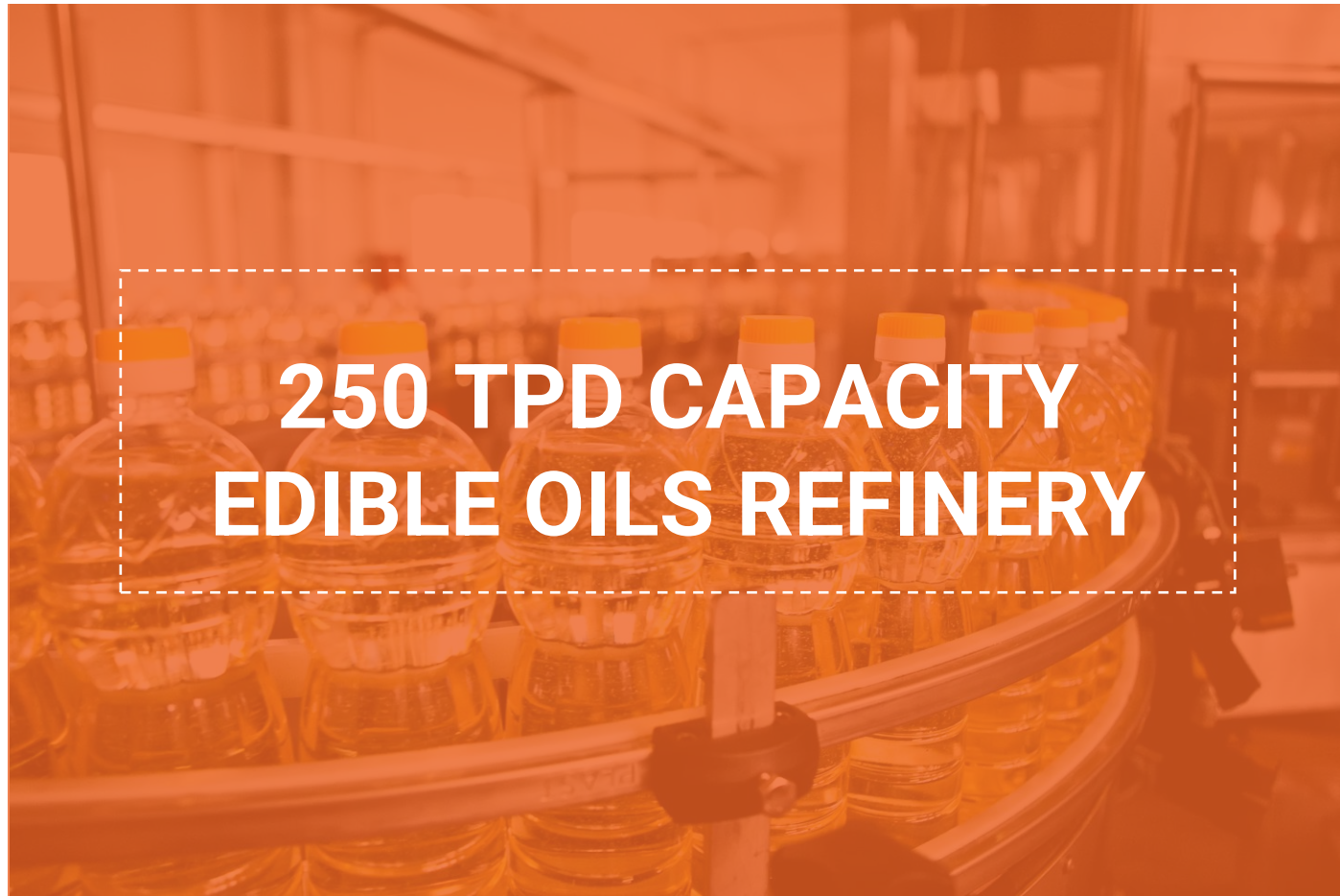
THE COMPANY ALSO DEALS WITH AGRI COMMODITIES WHICH GIVES A COMPETITIVE EDGE OVER THE COMPETITORS IN SOURCING AND REDUCED COST OF RAW MATERIAL PROCUREMENT.



CONTRIBUTION TO THE REVENUE – 12.5%

THE COMPANY ALSO HAS A SORTEX RICE PROCESSING PLANT WITH CAPACITY OF 100 TONNES / DAY WHICH IS A FORWARD INTEGRATION STRATEGY OF THE COMPANY.

UPCOMING EDIBLE OIL REFINERY WITH ALL CAPABILITY OF REFINING ALL TYPES OF EDIBLE OILS.





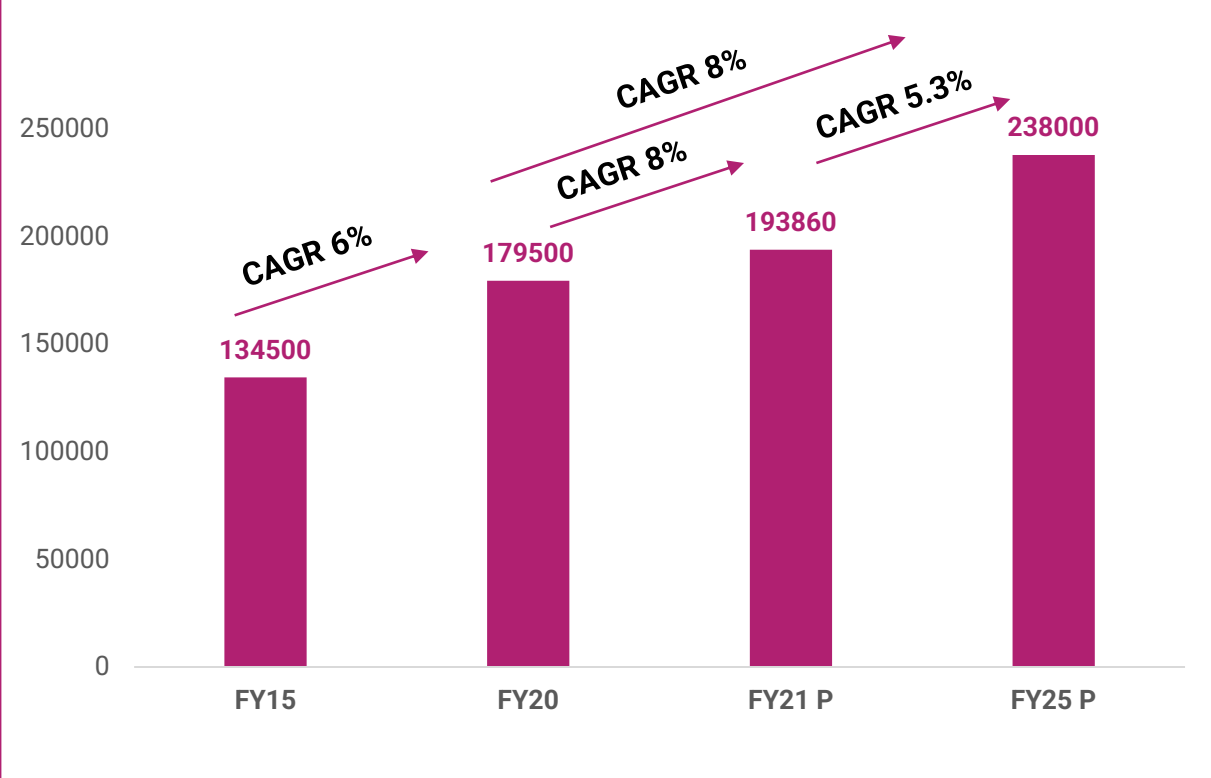
# INDUSTRY OVERVIEW



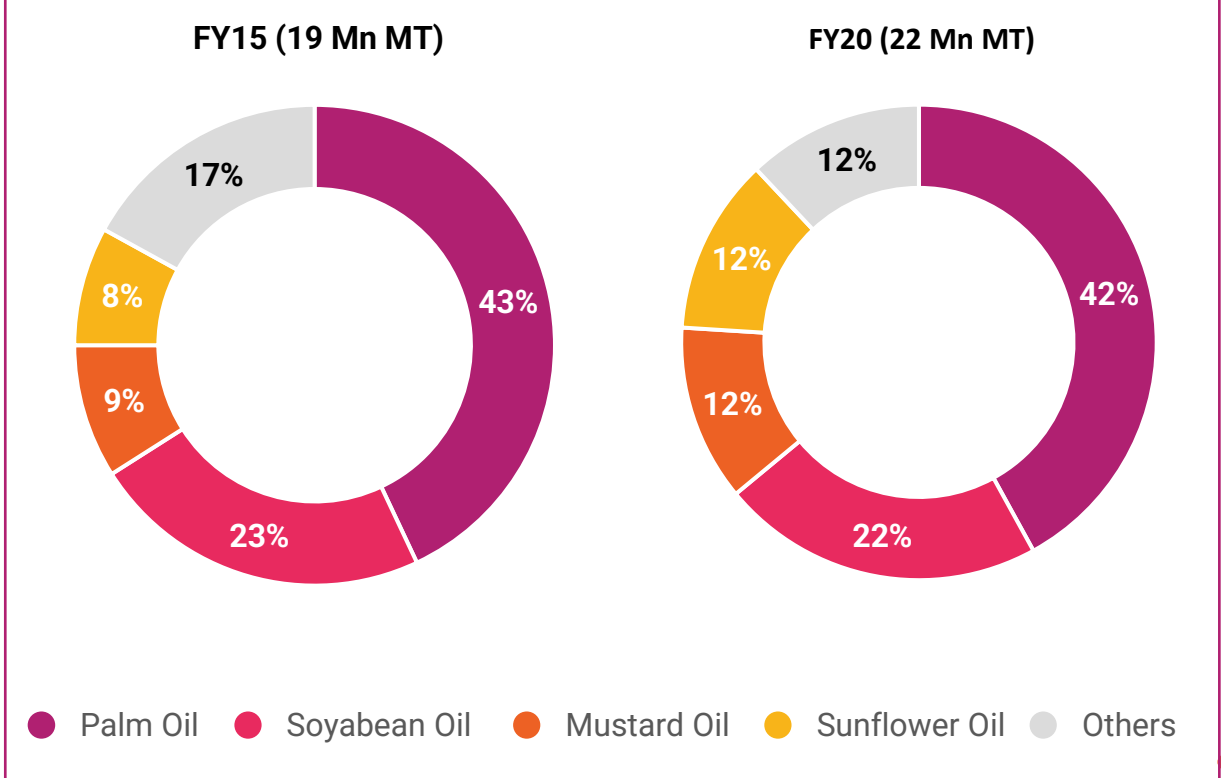
**Diligent Industries Limited**

The India edible oil market reached a volume of 23.9 Million Tons in 2021 and expected the market to reach 26.3 Million Tons by 2027, exhibiting a CAGR of 1.59% during 2022-2027.

## Edible Oil Retail Market In India (INR Cr)



## Edible Oil Consumption By Type (Volume)



Source: Technopak Research



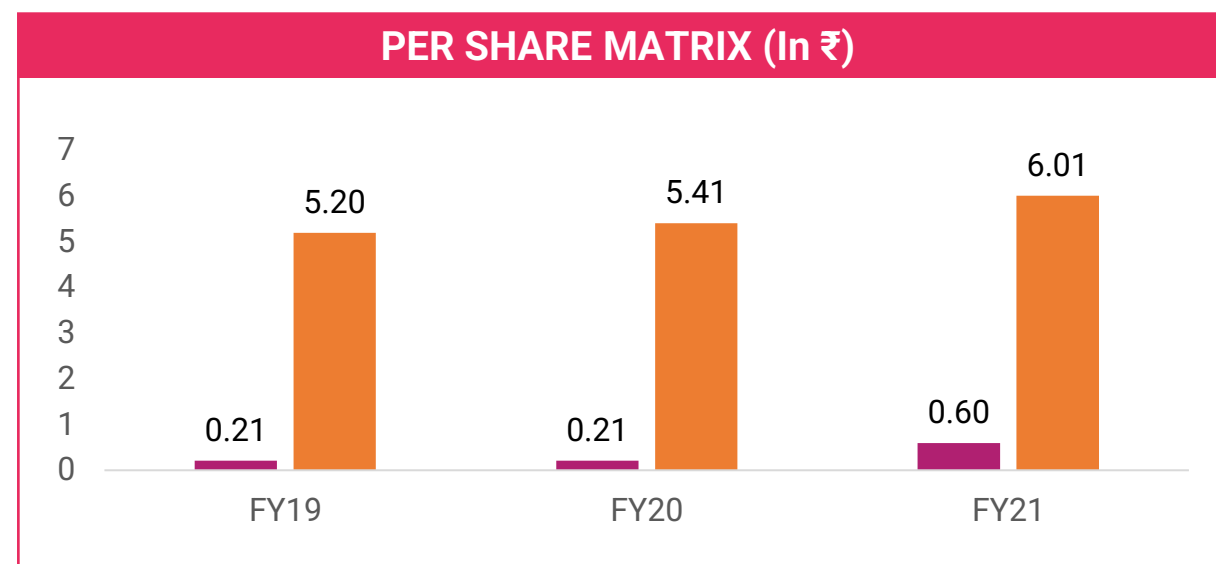
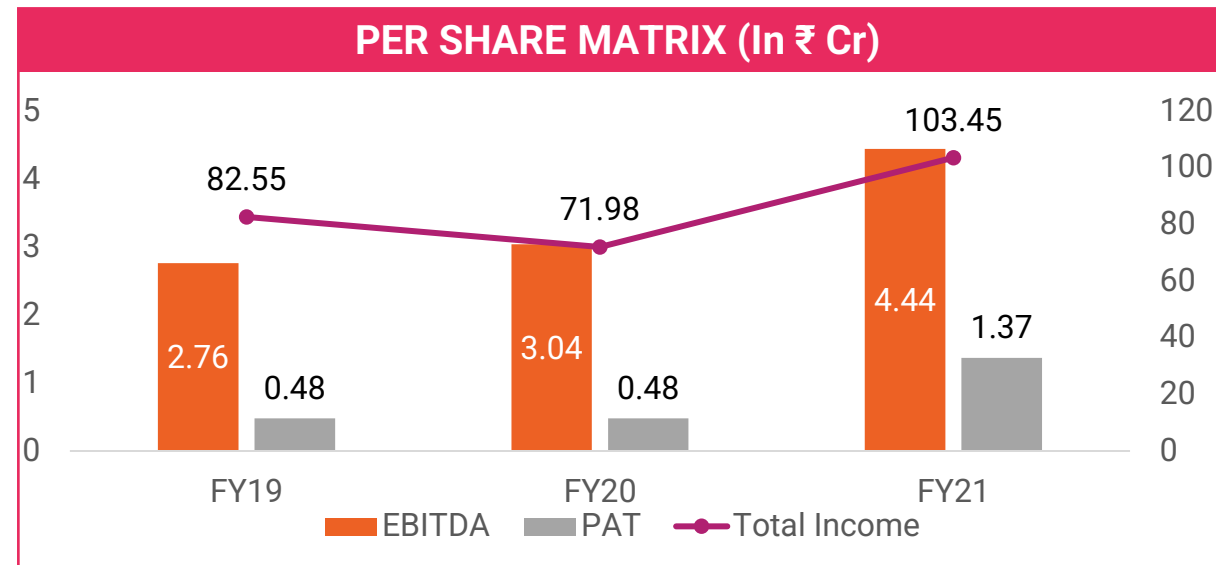
**Diligent Industries Limited**

# FINANCIAL OVERVIEW

# PROFIT & LOSS STATEMENT

In ₹ Cr

| Particulars                          | FY20         | FY21         | FY22         |
|--------------------------------------|--------------|--------------|--------------|
| Net Sales                            | 81.34        | 71.20        | 101.65       |
| Other Income                         | 1.21         | 0.78         | 1.80         |
| <b>Total Income</b>                  | <b>82.55</b> | <b>71.98</b> | 103.45       |
| <b>Expenses</b>                      |              |              |              |
| Raw Material costs                   | 78.65        | 65.94        | 96.66        |
| Employee Cost                        | 0.20         | 0.23         | 0.41         |
| Other Expenses                       | 0.95         | 2.77         | 1.94         |
| <b>Total Expenditure</b>             | <b>79.80</b> | <b>68.95</b> | <b>99.01</b> |
| <b>EBIDTA</b>                        | <b>2.76</b>  | <b>3.04</b>  | <b>4.44</b>  |
| <b>EBIDTA(%)</b>                     | <b>3.39%</b> | <b>4.26%</b> | <b>4.37%</b> |
| Interest                             | 1.53         | 1.75         | 1.62         |
| Depreciation                         | 0.60         | 0.62         | 0.95         |
| PBT                                  | 0.62         | 0.66         | 1.87         |
| TAX Expense (Including Deferred Tax) | 0.14         | 0.18         | 0.50         |
| <b>Net Profit</b>                    | <b>0.48</b>  | <b>0.48</b>  | <b>1.37</b>  |
| <b>NPM(%)</b>                        | <b>0.59%</b> | <b>0.67%</b> | <b>1.35%</b> |



# BALANCE SHEET

In ₹ Cr

| Equities & Liabilities               | FY20         | FY21         | FY22         |
|--------------------------------------|--------------|--------------|--------------|
| Equity                               | 11.44        | 11.44        | 11.44        |
| Reserves                             | 0.46         | 0.94         | 2.31         |
| <b>Net Worth</b>                     | <b>11.90</b> | <b>12.38</b> | <b>13.75</b> |
| <b>Non-current Liabilities</b>       |              |              |              |
| Long-term borrowing                  | 11.61        | 12.39        | 18.66        |
| Deferred tax Liabilities             | -0.04        | -0.11        | -0.13        |
| Other long terms Liabilities         | 0.00         | 0.00         | 0.00         |
| Long-term provision                  | 0.00         | 0.00         | 0.00         |
| <b>Total Non Current Liabilities</b> | <b>11.57</b> | <b>12.28</b> | <b>18.53</b> |
| <b>Current Liabilities</b>           |              |              |              |
| Short-term borrowings                | 12.91        | 15.31        | 12.70        |
| Trade payables                       | 15.74        | 2.87         | 10.51        |
| Other Current Financial Liabilities  | 0.00         | 0.00         | 0.00         |
| Other current liabilities            | 0.67         | 0.49         | 0.44         |
| Short-term provision                 | 0.42         | 0.67         | 1.10         |
| <b>Total Current Liabilities</b>     | <b>29.72</b> | <b>19.34</b> | <b>24.75</b> |
| <b>Total Liabilities</b>             | <b>53.19</b> | <b>44.00</b> | <b>57.03</b> |

| Assets                             | FY20           | FY21         | FY22         |
|------------------------------------|----------------|--------------|--------------|
| <b>Non Current Assets</b>          |                |              |              |
| Fixed assets                       | 9.47           | 11.41        | 12.75        |
| Non-current investments            | 3.00           | 3.00         | 3.00         |
| Other Non-Current Financial Assets | 0.67           | 0.70         | 0.71         |
| Other non-current assets           | 0.00           | 0.00         | 0.00         |
| <b>Total Non Current Assets</b>    | <b>13.1389</b> | <b>15.11</b> | <b>16.46</b> |
| <b>Current Assets</b>              |                |              |              |
| Inventories                        | 4.46           | 6.79         | 21.82        |
| Trade receivables                  | 30.48          | 20.71        | 13.72        |
| Cash & Bank Balance                | 0.45           | 0.17         | 0.78         |
| Other Current Financial Assets     | 4.59           | 1.15         | 3.43         |
| Current Tax Assets (Net)           | 0.00           | 0.00         | 0.00         |
| Other current assets               | 0.07           | 0.07         | 0.82         |
| <b>Total Current Assets</b>        | <b>40.05</b>   | <b>28.89</b> | <b>40.57</b> |
| <b>Total Assets</b>                | <b>53.19</b>   | <b>44.00</b> | <b>57.03</b> |

# LAST FIVE QUARTES PERFORMANCE

| Particulars                 | Mar-21        | Jun-21       | Sep-21       | Dec-21       | Mar-22       |
|-----------------------------|---------------|--------------|--------------|--------------|--------------|
| Net Sales                   | 10.82         | 19.56        | 20.26        | 30.15        | 31.68        |
| Other Income                | 0.78          | 0.54         | 0.77         | 0.49         | 0.00         |
| <b>Total Income</b>         | <b>11.60</b>  | <b>20.10</b> | <b>21.03</b> | <b>30.64</b> | <b>31.68</b> |
| Raw Material Consumed       | 10.04         | 18.91        | 19.72        | 28.75        | 29.29        |
| Employee Cost               | 0.12          | 0.09         | 0.08         | 0.09         | 0.14         |
| Other expenses              | 1.08          | 0.43         | 0.50         | 0.43         | 0.60         |
| Total Expenditure           | 11.24         | 19.43        | 20.30        | 29.27        | 30.03        |
| <b>EBITDA</b>               | <b>0.36</b>   | <b>0.67</b>  | <b>0.73</b>  | <b>1.37</b>  | <b>1.65</b>  |
| <b>EBITDA (%)</b>           | <b>3.10%</b>  | <b>3.33%</b> | <b>3.47%</b> | <b>4.47%</b> | <b>5.21%</b> |
| Interest                    | 0.50          | 0.39         | 0.39         | 0.38         | 0.45         |
| Depreciation                | 0.17          | 0.18         | 0.18         | 0.18         | 0.40         |
| PBT                         | -0.31         | 0.10         | 0.16         | 0.81         | 0.80         |
| Tax                         | -0.07         | 0.00         | 0.01         | 0.19         | 0.30         |
| <b>Profit After Tax</b>     | <b>-0.24</b>  | <b>0.10</b>  | <b>0.15</b>  | <b>0.62</b>  | <b>0.50</b>  |
| <b>Profit After Tax (%)</b> | <b>-2.07%</b> | <b>0.50%</b> | <b>0.71%</b> | <b>2.02%</b> | <b>1.58%</b> |

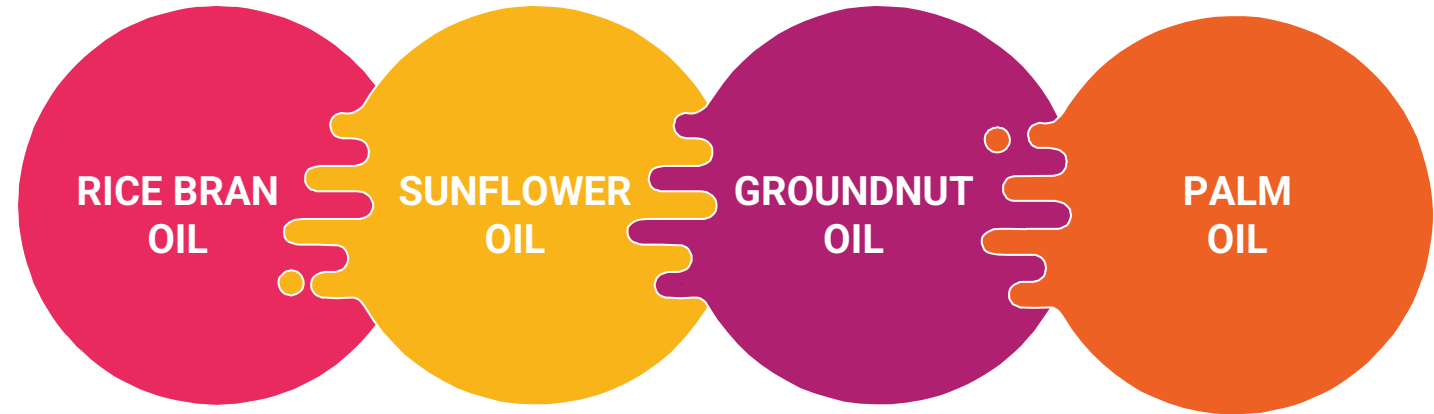
# THE WAY AHEAD



**Diligent Industries Limited**

# MULTIPLE REFINERY VEGETABLE OIL PLANT

The Company Just completed the implementation of a green field Multiple Refinery- Vegetable Oil Plant in the existing facility with a capacity of 250 Metric Ton per day.



The Company will market the following refined edible oils in wholesale and retail segments under our own brand name supplying Pan India.



The Company currently supplying Cattle, Aqua and Poultry feeds like:

**PALM KERNEL CAKE**

**DE OILED RICE BRAN**

**MAIZE**



The Company has firm plans to venture in to manufacturing of pellet feed for Cattle, Aqua and Poultry with a capacity of 10 TPH.  
The Company will launch it's own feeds and oils brands in the second half of 2022-23.

# SAFE HARBOR STATEMENT

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**These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks.**

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**Thank You**



**Diligent Industries Limited**

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