



**SHRI VENKATESH  
REFINERIES LIMITED**



Shri Venkatesh Refineries Limited  
Address: GAT NO. 16, Umarde, Erandol,  
Jalgaon, Maharashtra, 425109, India.

Email : corporate@richsoya.in  
Website: www.richsoya.in  
Phone no.: (+ 91) 2588-245451

CIN: U15140MH2003PLC139397  
GST:27AABCV6437G1Z7

**SVRL/BSE/2022-23/009**

**Date: 16/05/2022**

**To,**  
**The Listing Department**  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Samachar Marg,  
Mumbai – 400001, India

Dear Sir/Madam,

**Sub: Announcement under Regulation 30 (LODR)-Investor Presentation**

**Ref: Scrip Code: 543373.**

Dear Sir/Madam,

Pursuant to Regulation 30(2) and 46(2)(o) of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we enclose herewith a copy of Investor Presentation that will be shared with the analyst/investors.

The same shall be uploaded on our website <http://www.richsoya.in>

We request you to kindly take the above information on record.

**For Shri Venkatesh Refineries Limited**

**Sapna Vaishnav**  
**Company Secretary**  
**M. no.: 63217**





**QUALITY**  
**IS OUR**  
**APPROACH &**  
**ATTRIBUTE!**

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**Investor Presentation- FY22**



# REFINING & PRESERVING A HEALTHY FUTURE!

- Shri Venkatesh Refineries Limited based out of Jalgaon, Maharashtra is a strong regional player engaged in the business of refining and preservation of Edible oils mainly
  - Soyabean Oil
  - Cotton Seed Oil
- Its brand name “Rich Soya” is a prominent name among edible oil producers.
- Backed by a huge refining plant of 36,000 TPA located strategically in Jalgaon, Maharashtra, the company is focused on serving good quality and healthy edible oil at affordable price.
- Apart from the refining of edible oil, the company is also engaged in the business of trading of edible oil, under own brand, mainly soyabean oil, cotton seed oil, & palm oil.

36,000 Tons **Refining capacity per annum**

46,404 Tons **Volume handled in March 22**

6,000 MT **Total storing capacity**

148 **Network of dealers & distributors**

14 **Owned Tankers**

**612.38 Cr. Total Revenue FY22**

**26.09 Cr. EBITDA FY22**

**14.07 Cr. PAT FY22**

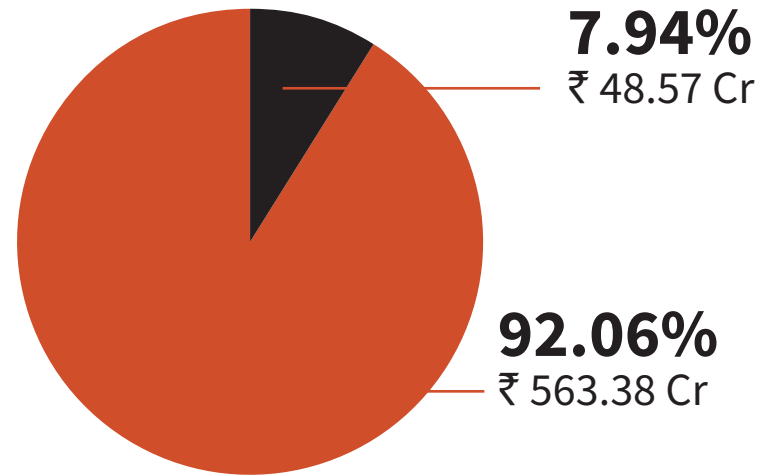


# PACKAGED TASTE PRIORITISED HEALTH!

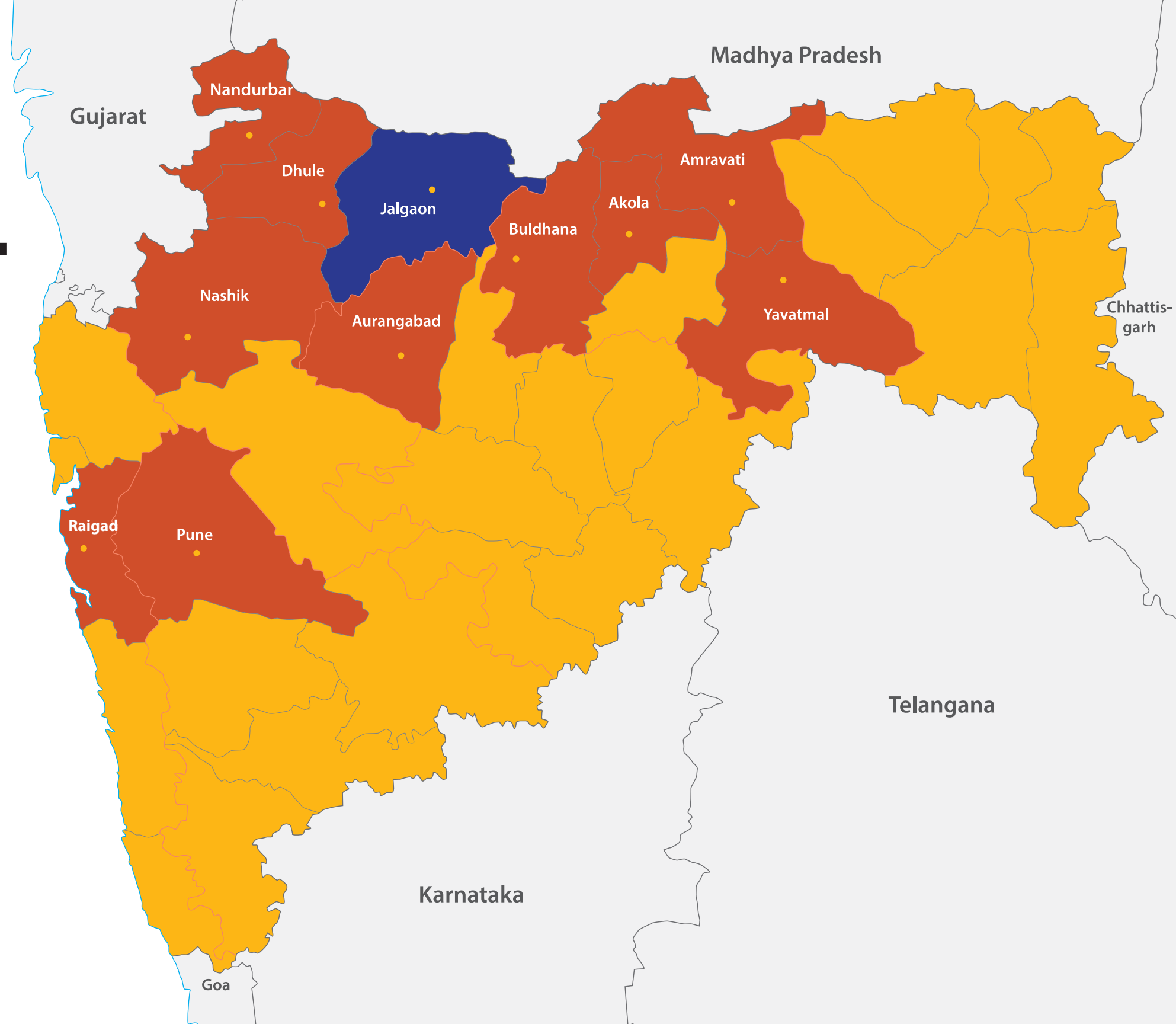


# FROM STRONG TO STRONGEST REGIONAL PRESENCE

Region wise Sales Mix for FY22



■ Maharashtra ■ Outside Maharashtra



# SUSTAINABLE JOURNEY TO SUCCESS!



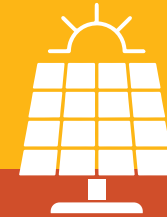
2004

Started production at the factory at Erandol



2014

Set-up of the Lecithin Plant



2018

Installation of the Solar power plant for captive consumption



2019

Increase in the installed capacity from 17,310 TPA to 36,000 TPA for refining edible oil



2020

Started trading of Sunflower oil



2021

Listing on BSE SME Exchange

“

**NUTRITIOUS  
CHILDHOOD  
IS HEALTHY  
FUTURE!**

”

# BUSINESS VERTICALS

## Manufacturing of crude edible oil to produce

- Soyabean Oil
- Cotton Seed Oil

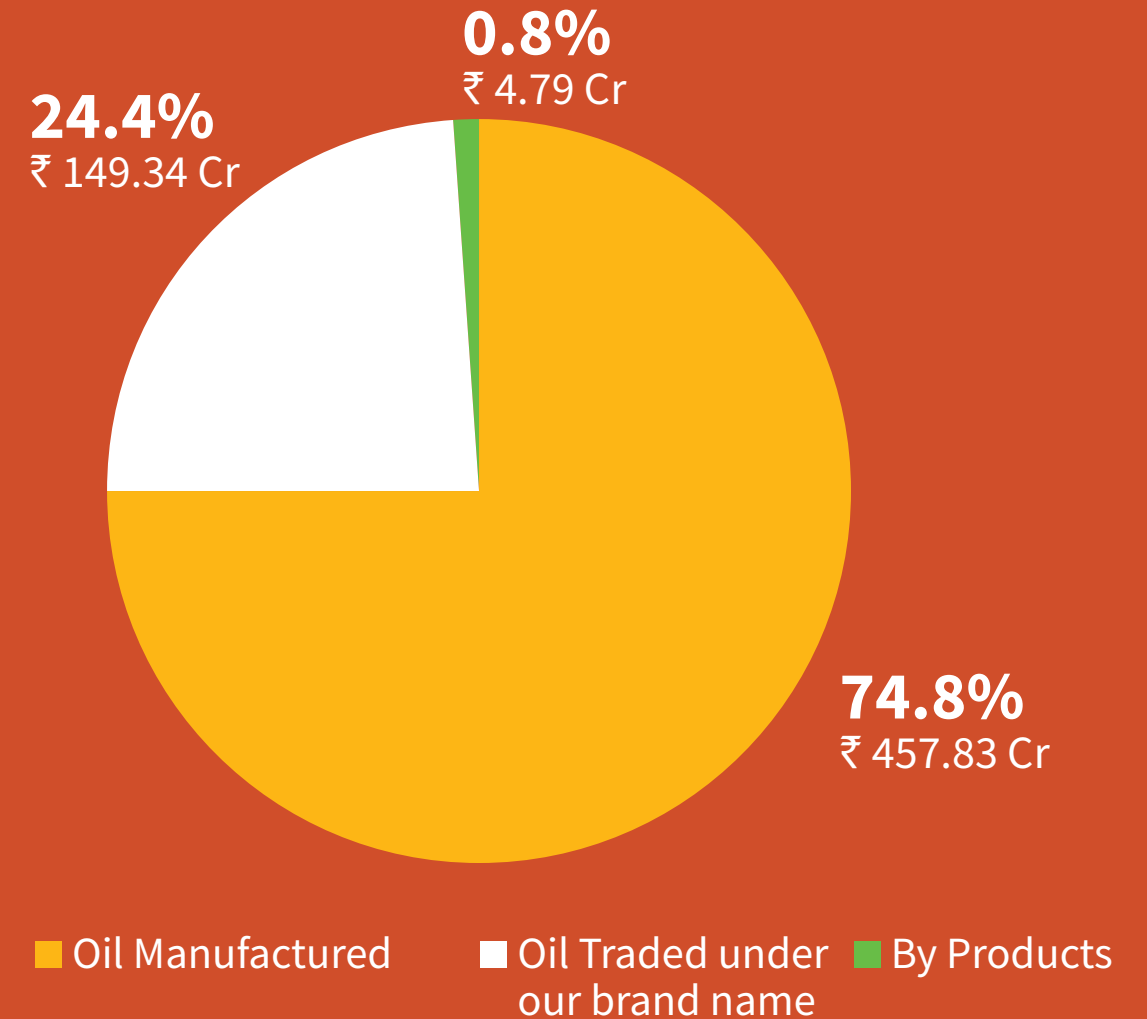
## Selling the by-products generated during the refining process

- Soya Acid Oil
- Soyabean Sludge Oil
- Soya Fatty Acid

## Trading of crude edible and refined oil under our brand name

- Soyabean Oil
- Cotton Seed Oil
- Palm Oil
- Sunflower Oil
- Mustard Oil

## Vertical wise Sales Mix for FY22





# THE PROCESS OF PERFECTION!

## Water Degumming

Crude oil is pumped in the stream heated to required temperature in the heat exchanger, mixed with acid in a gum conditioning mixer and fed to a in line mixer where water is added.

## Neutralization & Washing

- Gum conditioning
- Neutralization
- Water washing
- Vacuum drying

## Continuous Bleaching Section

- Slurry preparation
- Bleaching
- Filtration

## Continuous Deodorisation Section

The bleached oil is heated up to 100 Deg C. either by steam during start up or by deodorized oil during continuous operation in plate heat exchanger.

## Filling station and packaging

The filling station is equipped with the packing machine where the oil is packed into containers and packing of different sizes like 1 ltr., 5 ltr. can and 15 ltr. tin etc. which are based on the market demand.

## Transfer

Refined oil is transferred to the storage tanks.

## Vapours scrubbing

In the scrubber the volatile material rises through the structured packing and meets liquid fats spreads from top. Vapors are condensed, cooled, and then re circulated for condensing fresh vapors.

# STRATEGICALLY LOCATED & SMARTLY USED MANUFACTURING UNIT

Increase in Manufacturing Utilization in line with demand

Particulars	FY18	FY19	FY20	FY21	FY22
Refining Capacity (MT/Year)	17,310	36,000	36,000	36,000	36,000
Actual Quantity Refined (MT)	13,957	26,787	20,861	26,996	33,772
Utilization (%)	80.63	74.41	57.95	74.99	93.81

Company's large-scale operations allow to develop efficient & cost-effective processes for different products at short notice.



## Strategic Location

The Unit is located in Jalgaon District of Maharashtra. The location is such that provides location advantage to procure raw material from the nearby areas and cater in the nearby regions, thereby ensuring perennial supply of raw material and having logistic benefits in distribution.

The company intends to keep on adding capacities to meet the increasing demand of its products.



# IN HOUSE STORAGE TANK FOR CONTINUOUS PROCESS

The company has installed storage tanks having a total storing capacity of around 6,000 MT for storing the crude edible and refined edible oil in order to meet the demand in time and in case if any shortage, the refining process is not halted.



# FIT HEALTH FIT HEART!



# SOLAR POWER GENERATION FOR CAPTIVE CONSUMPTION & ENERGY CONSERVATION



The company has taken steps in the field of energy conservation. As part of its energy conservation policy, the company has installed Solar Panels of 650 KWH at the factory premises. The Electricity produced by the installed solar system is used by the company at its Factory.



# KEY BUSINESS STRATEGIES FOR EXPONENTIAL GROWTH

## Increase in manufacturing capacities in line with the demand

- The company intends to keep on adding capacities to meet the increasing demand of its products. The company has already increased its refining capacities from 17,310 TPA to 36,000 TPA in FY 2019.
- The company is in discussion for setting up another Manufacturing unit in Jalgaon which has a capacity of 300 TPD in order to cater to the enormous demand in the Jalgaon, Maharashtra, region. This plant is expected to start by August, 2023.

## Leverage on the established brand

- With the established brand & strong dealer network, the company is also involved in trading of the refined oils under own brand name catering to regional demand.

## Increase in product portfolio to capture additional market

- The company plans to enhance its product portfolio and include premium products which belong to higher margins categories.
- The company has also started the processing of Sunflower oil, which is premium to Soyabean and cotton oil. Company sells Sunflower oil under the brand name “Rich Sun”.

## Enter into new geographies

- With proposed setup of new unit in Jalgaon, Maharashtra, the company intends to cater the demands of existing & the nearby markets in Maharashtra.
- In the near future, the company has plans to open up a manufacturing plant of 1,000 TPD nearby Mumbai from which the company will gradually increase its presence to nearby states such as Karnataka, Goa and Gujarat.

# LEADER EXPERTISE

**Mr. Dinesh  
Ganapati Kabre**

*Promoter & Managing  
Director*

- Rich experience of more than 40 years in Edible oil refinery Segment.



**Mr. Anil  
Ganpati Kabre**

*Promoter and Whole  
Time Director*

- Holds experience of more than 35 years in the line of Refining Oil & Manufacturing line of business.
- Handles Operation and Domestic Marketing.



**Mr. Shantanu  
Ramesh Kabre**

*Promoter and Whole Time  
Director*

- Holds an experience of more than 25 years in the line of Refining Oil.
- Responsible for the Refining and Marketing Business, overlooks Oil Manufacturing, HR, IT, Research & Technology & Projects Execution.



**Mr. Prasad  
Dinesh Kabre**

*Promoter, Whole Time  
Director and CFO*

- Holds an experience of more than 3 years in the line of oil refining and ginning.
- Overlooks the working department, heads Finance & marketing.





# INDUSTRY OVERVIEW

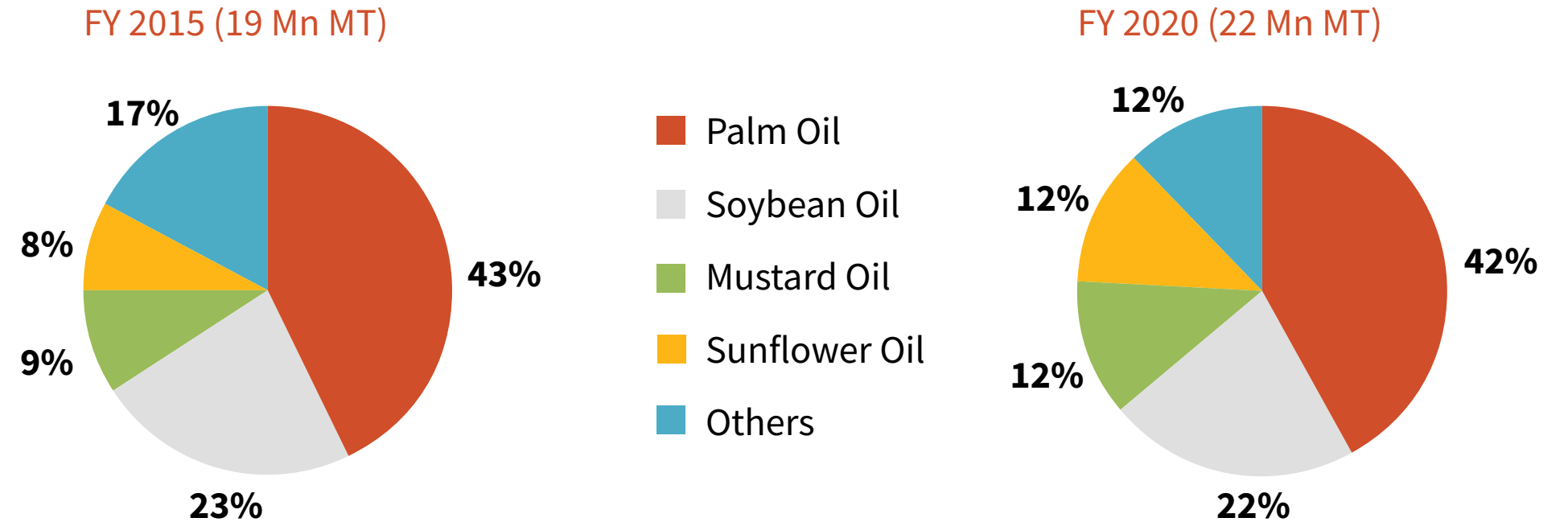


# INDIAN MARKET SIZE

The four key edible oils-palm, soya, mustard & sunflower constitute 85 - 88% of the total consumption in India in terms of volume.

Soybean oil, mustard oil and sunflower oil is largely used for domestic consumption.

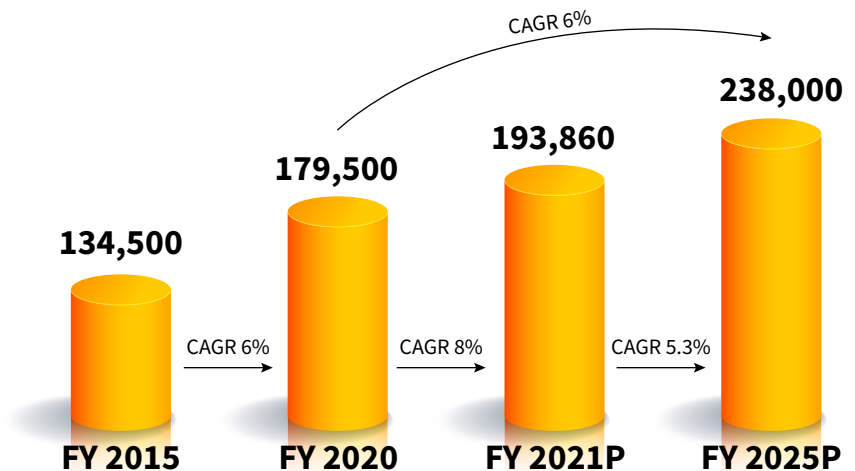
**Exhibit 13: Edible Oil Consumption - by Type (Volume)**



**Factors for Rising Consumption of edible oils:**

- Growing population
- Changing tastes & preferences of consumers
- Shifting consumption pattern towards branded oils & consistent marketing & distribution initiatives by leading edible oil brands

**Exhibit 10: Edible Oil Retail Market in India (INR Cr)**



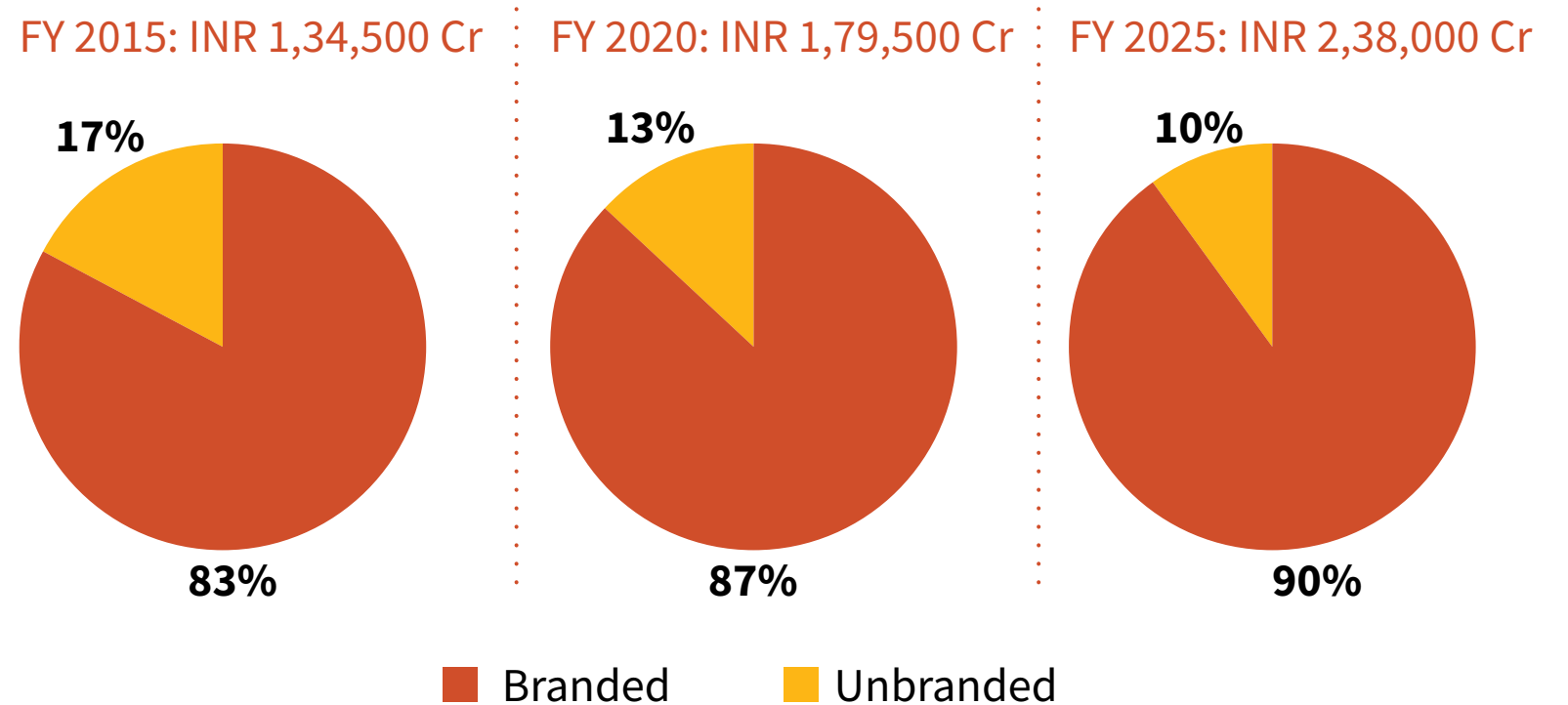
Source: Technopak Research

# MARKET DOMINANCE OF BRANDED PLAYERS

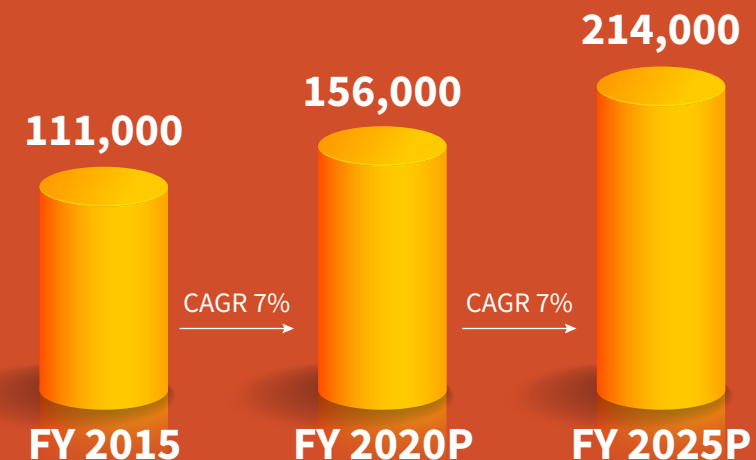
The edible oil industry in India is fragmented wherein 13% of oil is sold as loose/unbranded and the consumers are shifting to branded oils, which bodes well for the organized players.

The branded edible oil market is estimated to be around ₹ 1,56,000 Cr and is expected to grow faster than the overall category gaining a lion's share of close to 90% of the total market in terms of value in the coming five years. It is estimated that close to 75% of the total edible oil available in terms of volume is retailed as a product.

**Exhibit 11: Share of Branded Edible Oil Market in India**



**Exhibit 12: Branded Edible Oil Retail Market in India (INR Cr)**

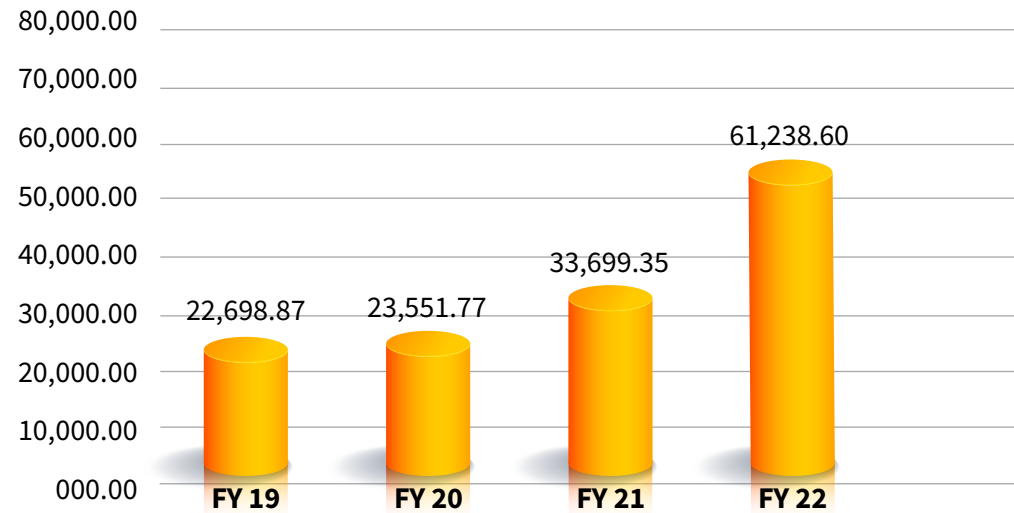


# FINANCIAL OVERVIEW

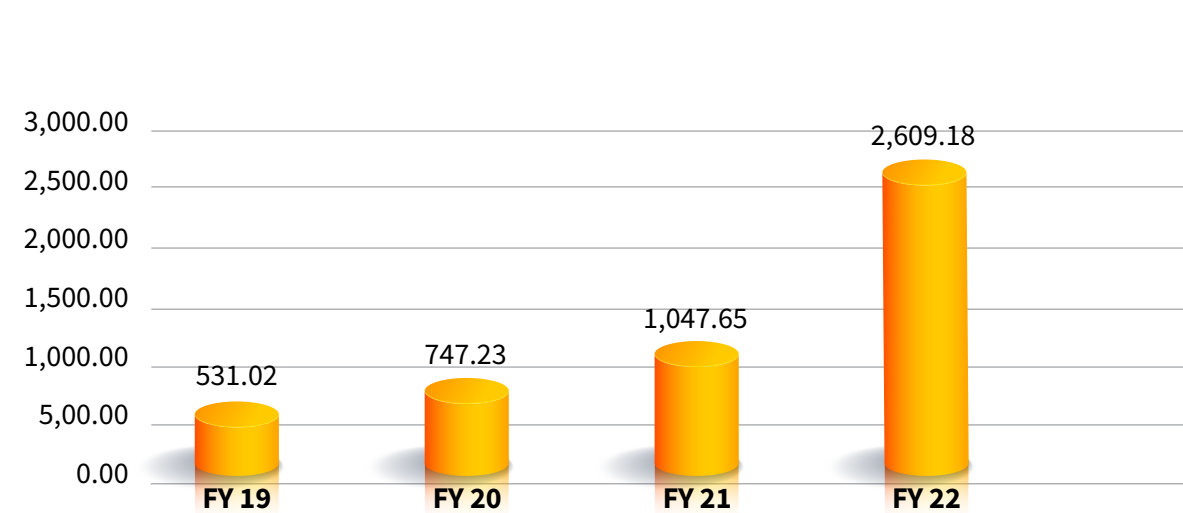


# ACHIEVING CONTINUOUS GROWTH IN THE PROFITABILITY

**Total Revenue**

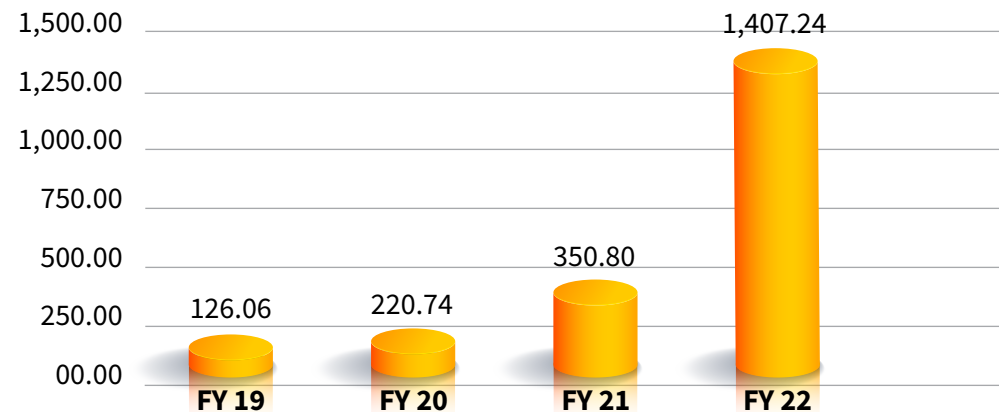


**EBITDA**

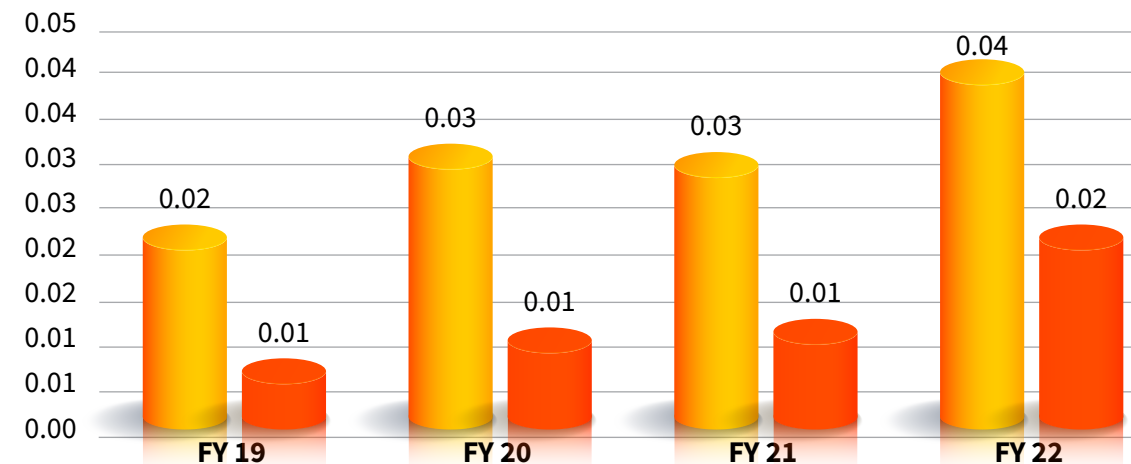


(₹ in Lakhs)

**Profit After Taxes**



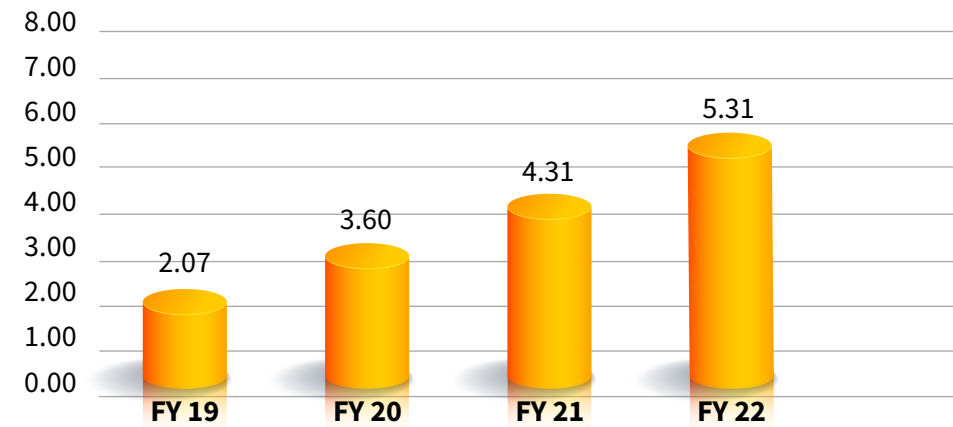
**EBITDA and PAT Margins**



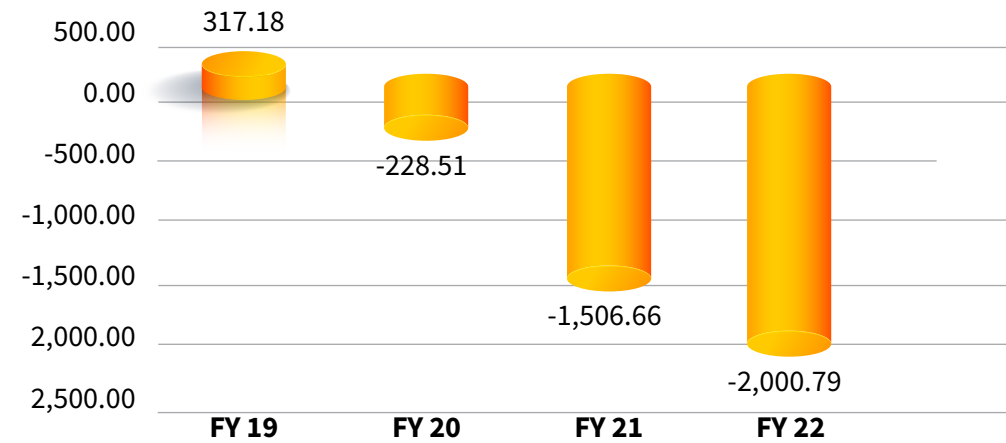
■ EBITDA ■ PAT Margins

# OFFERING HIGH RETURNS TO THE SHAREHOLDERS

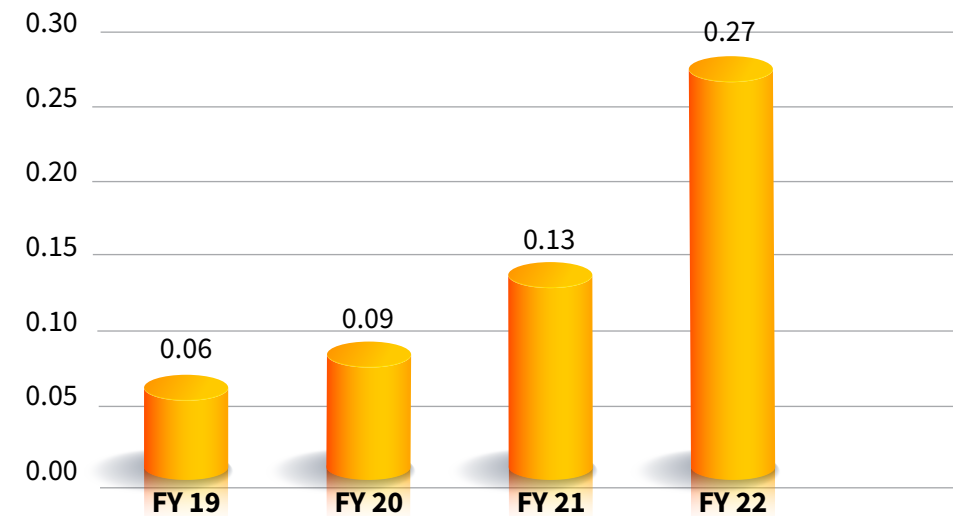
Earnings Per Share (₹)



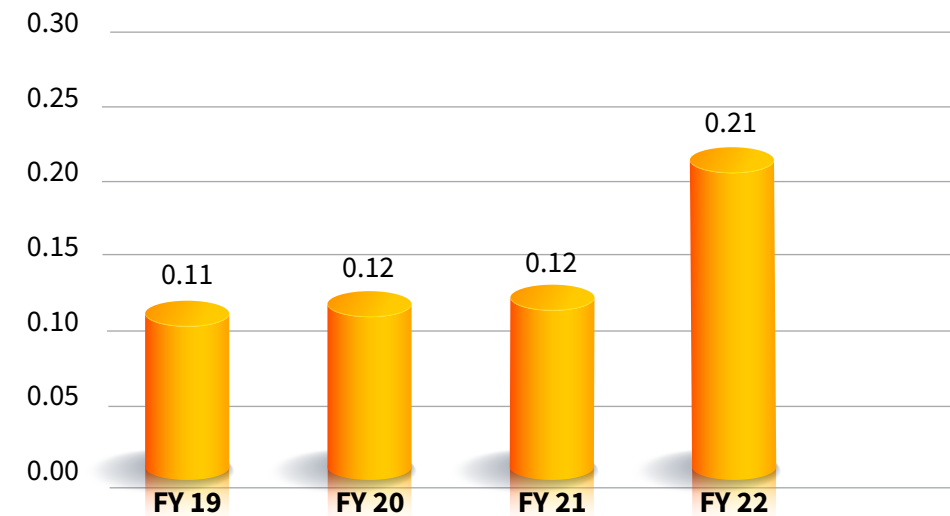
Cash flow from operating activities (₹ in Lakhs)



Return on Equity



Return on Capital Employed



# PROFIT & LOSS ACCOUNT

PARTICULARS	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Revenue from operations	15,586.59	14,501.58	20,460.44	61,195.23	33,695.48
Other Income	26.9	3.72	2.03	43.37	3.87
<b>Total Revenue</b>	<b>15,613.49</b>	<b>14,505.30</b>	<b>20,462.47</b>	<b>61,238.60</b>	<b>33,699.35</b>
Cost of Material Consumed	11,027.22	12,796.29	20,300.15	48,454.08	30,098.43
Purchase of Stock-in-Trade	3,397.60	2,928.19	393.53	13,583.34	4,846.56
Changes in inventories of finished goods, work-in-progress and Stock-in-Trade	127.7	(2,464.73)	(1,106.32)	(3,999.21)	(2,782.13)
<b>Gross Profit</b>	<b>1,060.97</b>	<b>1,245.55</b>	<b>875.11</b>	<b>3,200.39</b>	<b>1,536.49</b>
Employee Benefit Expenses	11	16.86	36.04	58.59	59.69
Other Expenses	142.89	191.51	265.71	532.62	429.14
<b>EBITDA</b>	<b>907.08</b>	<b>1,037.18</b>	<b>573.36</b>	<b>2,609.18</b>	<b>1,047.66</b>
Finance Cost	149.7	139.31	284.86	603.71	513.32
Depreciation and Amortization Expenses	24.34	21.99	33.6	78.36	65.33
<b>Profit Before Taxes</b>	<b>733.04</b>	<b>875.88</b>	<b>254.9</b>	<b>1,927.11</b>	<b>469.01</b>
Tax Expenses	233.85	286.02	64.32	519.87	118.21
<b>Profit After Taxes</b>	<b>499.19</b>	<b>589.86</b>	<b>190.58</b>	<b>1,407.24</b>	<b>350.8</b>

(₹ in Lakhs)

# BALANCE SHEET- ASSETS



PARTICULARS	AS AT	AS AT	AS AT
	3/31/2020	3/31/2021	3/31/2022
<b>Non-current assets</b>			
i) Tangible assets	2,240.60	2,261.97	2,264.95
ii) Intangible assets	-	-	-
Non-current Investments	0.01	0.01	0.01
Long-term loan and advances	39.02	17.98	30.28
Other non current assets	-	-	-
<b>Total Non - Current Assets</b>	<b>2,279.63</b>	<b>2,279.96</b>	<b>2,295.24</b>
<b>Current assets</b>			
Inventories	2,924.75	6,268.50	10,886.80
Trade receivables	1,173.45	27.99	180.25
Cash and bank Balances	76.64	81.51	84.78
Short-term loans and advances	242.58	682.63	668.95
<b>Total Current Assets</b>	<b>4,417.42</b>	<b>7,060.63</b>	<b>11,820.78</b>
<b>Total Assets</b>	<b>6,697.05</b>	<b>9,340.59</b>	<b>14,116.02</b>

(₹ in Lakhs)

# BALANCE SHEET- EQUITY & LIABILITIES



PARTICULARS	AS AT	AS AT	AS AT
	3/31/2020	3/31/2021	3/31/2022
<b>Shareholders' funds</b>			
Equity Share Capital	609.88	813.17	1,105.97
Reserves and Surplus	1,750.74	1,898.25	4,183.90
<b>Total</b>	<b>2,360.62</b>	<b>2,711.42</b>	<b>5,289.87</b>
<b>Non-Current Liabilities</b>			
Long-term borrowings	1,282.86	2,139.72	3,673.02
Deferred tax liabilities (Net)	62.33	64.52	106
Long-term Provisions	5.88	6.95	8.2
<b>Total Non - Current Liabilities</b>	<b>1,351.07</b>	<b>2,211.19</b>	<b>3,787.22</b>
<b>Current Liabilities</b>			
Short-term borrowings	2,158.83	3,380.67	3,362.60
Trade payables	615.2	632.86	818.52
Other current liabilities	174.17	275.12	363.24
Short Term Provisions	65.63	129.34	494.58
<b>Total Current Liabilities</b>	<b>3,013.83</b>	<b>4,417.99</b>	<b>5,038.94</b>
<b>Total Equity and Liabilities</b>	<b>6,725.52</b>	<b>9,340.60</b>	<b>14,116.03</b>

(₹ in Lakhs)





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Registrar to Company



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