



Confidence Petroleum's Q2 FY 2019 PAT grows 171% y-o-y to INR 16.20 crore

Mumbai / Nagpur, November 15, 2018: Confidence Petroleum India Limited, one of India's largest private LPG bottler, Auto LPG retailer and LPG Cylinder manufacturer. Confidence is also a leading player in selling LPG to commercial and industrial customers (non subsidised market) under the brand name of *GO GAS* across India. Company is also providing LPG bottling assistance to PSU oil majors like BPCL & HPCL at national level from own bottling plants. The Company reported its financial results for the Second quarter ended on September 30, 2018, as approved by its Board of Directors, on November 14th, 2018.

Financial Highlights – Q2 FY2019 Consolidated

- Total Revenues (Including Other Income-INR 0.94 crore) at INR 246.30 crore, up by 87% y-o-y
- EBITDA at INR 31.37 crore, up by 79% y-o-y
- Profit after tax at INR 16.20 crore, up by 171% y-o-y

Commenting on the performance, **Mr. Nitin Khara, Chairman & Managing Director** said: "Confidence Petroleum has reported a strong performance in Q2 FY2019. Growth momentum continued across business segments during the quarter. Our retail LPG distribution business, which contributes 63.36% to the revenue grew by 66% y-o-y, and our overall profitability improved significantly due to volume growth and operational efficiencies."

Segment-wise Business Highlights

LPG-(AUTO LPG & PACKED LPG IN CYLINDERS) contributed 63% of Q2 FY2019 consolidated revenues



- Q2 FY19 Revenues at INR 156.07 crore, up 66% y-o-y
- Confidence Petroleum sells AUTO LPG under the *Go Gas* brand name across different states of India.
- The Company is one of the largest private sector players in AUTO LPG. At September end, the company had 144 Auto LPG Stations across India. The growth in the number of stations has primarily come from the Southern states of India, and the Company has significant market share in the cities/towns where it operates. The Company has an aggressive target of operating 210 Auto LPG stations by the end of March 2019. This is part of its goal of setting up 500 Auto LPG stations by March 2022.
- Company has also started conversion programme of existing petrol driven auto rickshaws and cars in Nagpur. This exercise is widely appreciated by auto rickshaw drivers and car owners as they are saving handsome amount (almost 45%) on their fuel bills. Company is planning to repeat this model in all cities and towns. This exercise will give significant boost in demand of Auto LPG as on an average auto rickshaw consumes 5 to 7 ltrs LPG/day. For example in Nagpur city almost 8000 auto rickshaw are still using petrol which cost approx INR 85/- per ltr against auto LPG which cost approx INR 48/-per ltr.



- The Company sells LPG in cylinders to industrial and commercial customers (non-subsidised market) through its pan-India dealers’ network, in various sizes under the *Go Gas* brand name. There is a significant potential to capture market share from existing players due to operational efficiencies, better customer service and logistics. Currently, only the PSU oil Majors are serving this segment by 19 kg and 47 kg cylinders. The Company is fully equipped to compete in this segment as it already having 58 LPG bottling plants across India and a dealer network in 22 states of India, and plans to set up another 15 small LPG bottling plants by March 2020. The Company has also launched composite LPG cylinders under the brand name- *Go Gas ELITE* to increase its market share in both commercial and domestic (household) segments. These cylinders are lightweight, blast-proof and translucent.



LPG Cylinder Manufacturing contributed 36% of Q2 FY2019’s consolidated revenues



- Q2 FY19 Revenues at INR 89.28crore, up 143% y-o-y.
- The company has 15 LPG cylinder manufacturing plants, located in different states of India, which provides logistical advantages. This division mainly sells to the PSU

Oil majors - India Oil, BPCL and HPCL. It also sells to other private LPG companies such as Reliance Group. The Company has a strong order book from the PSU oil majors, due to the large demand for new cylinders from new connections in rural India, generated by the *Ujjwala* Scheme of the Government of India, and routine replacement demand.

About Confidence Petroleum India Limited:

Confidence Petroleum India Limited (BSE: 526829) is India’s leading private sector Liquefied Petroleum Gas (LPG) retailer. The company sells Auto LPG under the brand name *Go Gas* and it has 144 Auto LPG Stations, across Tamil Nadu, Karnataka, Telangana, Maharashtra, Rajasthan, West Bengal and Madhya Pradesh. The Company recently introduced lightweight and blast-proof composite LPG cylinders under the brand name *Go Gas Elite* for domestic and commercial LPG customers. Confidence Petroleum is India’s largest manufacturer of LPG cylinders with a capacity of manufacturing 5 million units per annum. The Company has a pan-India presence with 15 cylinder manufacturing units and 58 bottling plants, across India. For more information, visit www.confidencegroup.co

For more information, please contact:

Confidence Petroleum India Limited
 CS PRITY P BHABHRA
 +91 82086 28897
pritybhabhra@confidencegroup.co