

CONFIDENCE PETROLEUM INDIA LIMITED

REG OFF:701, SHIVAI PLAZA PREMISES CHS LTD.PLOT NO. 79, MAROL IND. ESTATE,
NR. MAHALAXMI HOTEL, ANDHERI(E) MUMBAI MH 400059 IN.

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CIN NO: L40200MH1994PLC079766



To,

National Stock Exchange of India Limited
Listing Department,
Exchange Plaza, Bandra Kurla Complex,
Bandra (E) Mumbai-400051

The Bombay Stock Exchange,
Department of Corporate Services
25th Floor, P.J. Towers,
Dalal Street, Mumbai- 400001

SUB: Investor Presentation for the quarter ended on 30th June,2022.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Regulations & Disclosure requirements) Regulations, 2015, we are enclosing herewith a copy of the presentation to analysts/investors on Un-audited Financial Results of the Company for the quarter ended on June 30, 2022.

This is for your information and record.

Kindly acknowledge the receipt of the same.

Yours truly,

For Confidence Petroleum India Limited

PRITY BHABHRA
COMPANY SECRETARY &
COMPLIANCE OFFICER





CONFIDENCE PETROLEUM INDIA LIMITED

INVESTOR PRESENTATION



DISCUSSION SUMMARY



Brief Profile & Result snapshot



Cylinder Manufacturing



LPG Bottling and Packed Cylinder Division



Auto LPG Dispensing Station



CNG & Allied Business



Financial Snapshot

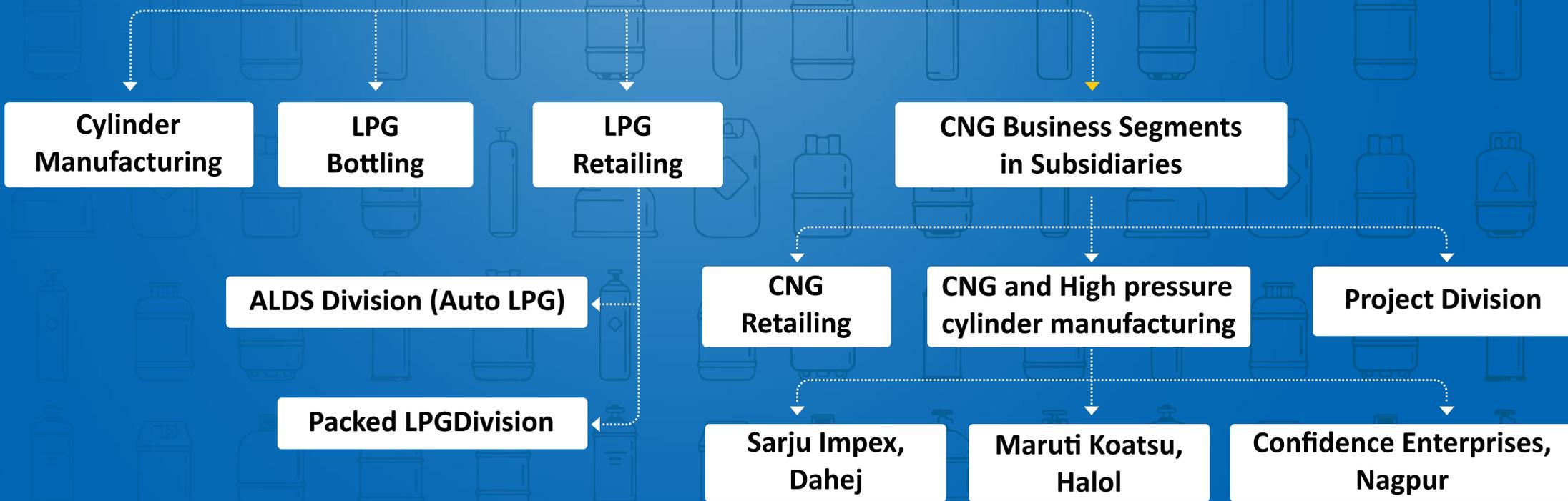


BRIEF PROFILE

India's largest integrated LPG company in the private sector



BUSINESS SEGMENTS



WHO WE ARE

01

**Largest Private stand alone
Auto LPG Marketing Company**

209 Auto LPG Stations

Dispensed ~120 million Liters in
FY20, a y-o-y growth of over 32%

02

**Amongst Largest Private Seller
of Packed LPG**

Sold over 78mn Kgs in FY20,
recording a 48% YoY growth

03

**Amongst Largest Manufacturers
of LPG Cylinders in Asia**

Installed Capacity:
Over 5mn Cylinders per annum
Largest private supplier to PSU Oil
Majors in India

Our Infrastructure

KEY FEATURES / KEY HIGHLIGHTS

- Auto LPG Dispensing Station
- Packed cylinder volume sales per quarter
- CNG Retail Stations
- LPG Bottling
- LPG Cylinder Manufacturing Plants





OUR TEAM



NITIN KHARA
Chairman &
Managing Director



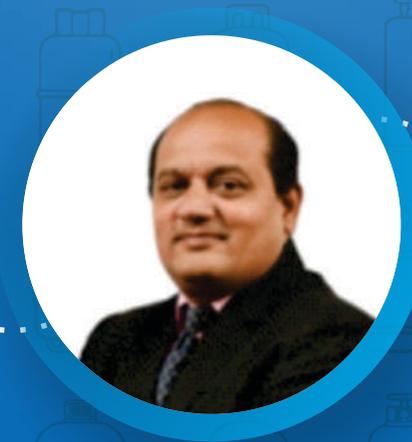
ELESH KHARA
Director - Cylinder
Manufacturing



YATIN KHARA
President - Packed
Cylinder Marketing



VIMAL PARWAL
President Corporate



Jitendra Jain
President Accounts & Finance



Satish Chandak
President Auto LPG



COMPETITIVE ADVANTAGE

Largest private LPG bottling infrastructure

- Vertical integration with cylinder manufacturing plants & bottling plants
- 60 bottling plants & 204+ Auto LPG stations in 22 states
- Dealer network of 1,200+ Dealers
- Fleet of own tankers & fleet for supplying Auto LPG stations and bottling plants

State of art infrastructure

- Real time monitoring:
No Auto LPG stations run dry •
- Monitoring of customer orders and deliveries
- End to end in house logistics infrastructure
- Real time fleet tracking:
Ensuring timely collections and deliveries

Largest private LPG bottling infrastructure

- Maximizes company margins
- Prompts quick decision making
- Stronger focus on customer service & service enhancements

Innovation

- Launched blast proof & light weight cylinder : GoGas Elite
- Customer service Innovation : New connection and refill delivery within 6 hours in select cities

CYLINDER MANUFACTURING

One of Asia's largest
LPG Cylinder Manufacturer



INDIA'S LARGEST LPG CYLINDER MANUFACTURER

15

LPG Cylinder
Manufacturing
Plant



5mn

LPG Cylinder
Manufacturing
Capacity



Supply to Oil PSU majors is expected to remain stable. Sales is expected to remain stable with the replacement and ongoing growth demand.
Higher Gross Margin with limited capital requirement will lead to improvement in return ratios



LPG

LPG BOTTLING Energizing India's Clean Fuel Segment



Confidence LPG Bottling Segment : Snapshot

 Bottling Plant Coverage Across India



BOTTLING PLANTS
58 Total Plants:
28 servicing to PSU Oil Majors &
30 supporting the retail segment of
Auto LPG and Packed cylinder division.

Enabler for Refilling In
house LPG Cylinders
brands 'Go Gas' and 'Go Gas Elite'

Logistical Backbone for
Auto LPG segment

Five new plants
expected to be
operational in January 2020.





Bottling Plants- Enabler For Retail Sales

Bottling Plant Salient Features



Strategic Locations



Rising demand from PSUs owing to Ujjawala scheme to strengthen EBITDA margins



Limited additional setup cost



Low capex business leads to strong sustainable ratios



Bottling Plants – PSU costings

01

PM Modi to inaugurate 3 major petroleum products in Bihar; another gift to state ahead of polls 2020

The government said that Indian Oil's LPG bottling plant at Banka will increase the self reliance of Bihar by meeting the rising demand for LPG in the state. **Citing the investment of around Rs 131.75 crore in the plant** with an LPG storage capacity of 1800 MTs and bottling capacity of 40,000 cylinders per day, the PMO added this plant would generate direct and indirect employment opportunities in the state. Another LPG plant will be based at Champaran, which will have a capacity of 120 TMTPA LPG bottling plant and will seek an investment of **Rs 136.4 crores**

02

BPCL will commission Bokaro LPG bottling plant in December

BPCL will commission Bokaro LPG bottling plant in December He said the Bokaro LPG bottling plant is being built with an estimated project of **Rs 93.4 crore**

03

Chittoor to get LPG bottling plant by 2022

In addition to the above, to meet the increasing demand of LPG in AP, 120 TMTPA GRASSROOT **LPG bottling plant at a cost of Rs 167 crore** is coming up in Chittoor





PACKED CYLINDER DIVISION

GoGas aapke Kitchen ka Saathi



Demand For Commercial LPG

**Commercial LPG market
India**

Private
Players,
5%



PSU OMC's 95%

DECODING RISE IN COMMERCIAL LPG CONSUMPTION

**Policy Support & Preferred Choice Fuel
by Growing Industrial Segment**



**Direct Benefit
Transfer of LPG subsidy**



Growth in HORECA industry



**New Age Business
Models, e.g., Cloud Kitchen**



PACKED CYLINDER SKUS

PACKAGED CYLINDER MARKET

DOMESTIC

COMMERCIAL

Private

PSU

Private

PSU



CYLINDER

CHOTA
BUNTY

5 KG

CHOTA
BUNTY

2 KG





Shaktiman
450 KG

2022

58 Bottling Plants



2025

75 Bottling Plants



7500
MT/ PM

2022

25000
MT/ PM

2025

Government Push Towards LPG



Budget 2018-19 proposal to increase free LPG from 5cr to 8cr cylinders to the BPL household, to be implemented by FY2019



Government providing free first LPG; also giving lucrative schemes for buying gas stoves and refilling



Providing cleaner fuel to women; working towards smoke free house reducing respiratory problems



Free household from collecting fire woods and cow dung for cooking

Every woman will get her due respect and dignity.

"You can imagine what happens to a mother's health in that home and how far children must be breathing with all that smoke." - Narendra Modi.

With the Pradhan Mantri Ujjwala Yojana, that will benefit 5 crore women belonging to below-poverty-line households.

Pradhan Mantri UJJWALA Yojana
Swachh Indhan, Behtar Jeevan

Clean Fuel. Better Life.



Composite Cylinder : Game Changer

- **Trendy looks:** Composite cylinder has been given a trendy looks with attractive colour combination of red and green
- Composite cylinder will be circulated through extensive network of 2000+ dealers across India
- **Go Gas Elite** is the composite cylinder launch with technological partner in India



- **Light weight:** Corresponding weight of composite will be 50% lighter than normal cylinder
- **Blast Proof:** Heavy duty polyethylene treated with resin & chemicals in the composite layer of cylinder assures 100% explosion proof
- **Translucent design:** Visibility enables one to check the level of liquid gas



FUTURE GROWTH ENABLERS

PRIVATIZATION OF A MAJOR PSU OMC

- The privatization of a major PSU will result in either elimination of subsidies in the domestic segment OR benefits to private players for these subsidies.
- The move will provide a level playing field in subsidized domestic segment

PUSH TO INDUSTRIES TO SWITCH TO CLEAN FUEL

- The Pollution boards are levying stricter norms for industries to switch to clean fuel
- This has resulted in a industries switching to LPG, due to its easier availability.



ALDS DIVISION (AUTO LPG)

Green Energy Solution For Automobile



ECONOMICS OF SUSTAINABLE MOBILITY

DETAILS	INR
Cost of setting up Auto LPG station in Tier - 2 city (Rs) (4 lines)	1,00,00,000
Throughput of a new station per day (Litres)	1,800 -2,000
EBITDA Margin per Litre (Rs)	~8
Total EBITDA Per Day (Rs)	16,000
Total EBITDA Per Annum (Rs)	58,40,000
Return on Investment	58.4%
Pay back period for an average station (months)	20.55

AUTO LPG – COMPETITIVE EDGE



No Middle-Men and
Efficient Supply Chain



4 Blending Plants, 58 LPG Bottling Plants and
209 Auto LPG Stations to Support the Growth



Hub And Spoke Model
for Distribution



Focused Approach
Towards Auto LPG



Direct Company Owned Operations
Resulting in Higher Profitability



Uninterrupted
Dispensing Operation



Quicker Decisions
Resulting to Faster Growth

Profitability

Ability to capture larger market share

Uninterrupted & timely service

Competitive price to customers

High growth

Customer centric



GO TO MARKET



SITE SELECTION

1. A team of 3 conducts a location analysis, traffic flow of target customers & its proximity to other LPG stations.
2. Discusses lease terms with the owner
3. Marketing manager visits & either a go OR no-go decision.



PROJECT TEAM

1. Complete the project feasibility
2. Final negotiation on the rates with the owner
3. Apply and get the approvals
4. Ensure the commissioning of the project.



OPERATION SET -UP

1. Recruit team members to run the operations.
2. Logistics planning, through LPG tankers for according to the refuelling schedule.
3. Cash collection and deposit policies

6 Months

Move to Identify New Sites

Move to Identify New Sites



CNG RETAILLING

Green Energy Solution For Automobile



VISION TO BE INDIA'S LARGEST GAS BASED RETAILER

100 CNG STATIONS IN BENGALURU

GAIL Gas, Confidence Petroleum Sign Pact For CNG Stations in Bengaluru

To Optimise uptake of CNG and Improve the Accessibility of CNG Fuel for Bengalureans, GAIL Gas has been Adopting Various Models of CNG Dispensing in the city





CNG / HIGH PRESSURE CYLINDER MANUFACTURING BUSINESSES IN SUBSIDIARIES

Moving Towards Green Energy



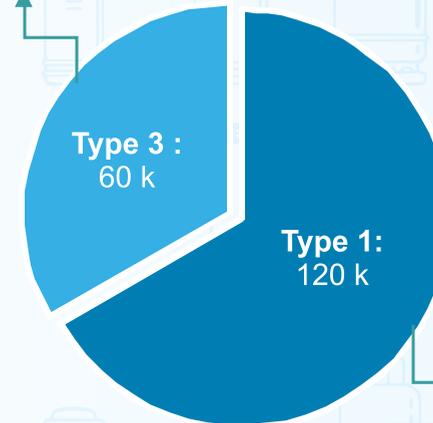
PLANT MANUFACTURING CAPACITIES

180K

SARJU IMPEX,
DAHEJ

360K

PHASE 1



Phase 2

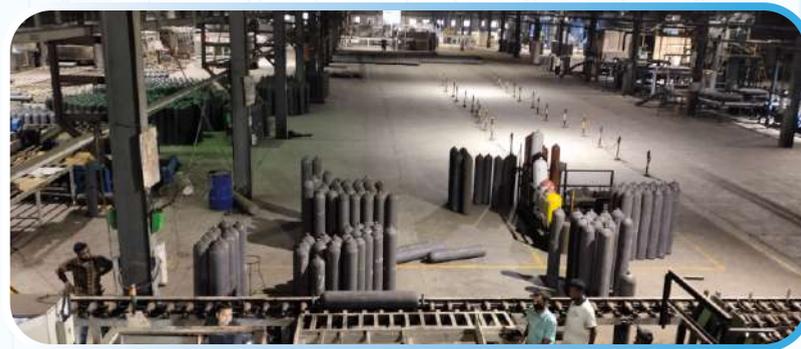


Confidence Enterprise,
Nagpur

The combined capacities will make CFEL as one of the largest manufacturer of High pressure cylinders and CNG cascades in the country.



CNG AND HIGH PRESSURE CYLINDERS PLANT



PROJECT DIVISION



CONFIDENCE PETROLEUM Completes First CNG Station For BGCL in Kolkata





FINANCIAL SNAPSHOT



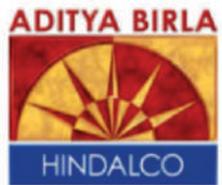
RESULTS SNAPSHOT

YEARLY-FY21 Vs FY22

In Rs Crore	June 22	March 22	June 21
Sales	355.31	383.54	221.65
EBITDA	38.94	41.35	39.02
PAT	14.45	14.55	16.82



OUR PRESTIGIOUS CLIENTS





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Company Secretary

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