



Confidence Petroleum's Q3FY 2019PAT grows 162.11 % y-o-y to INR 18.58 crore

Mumbai / Nagpur, 22nd JANUARY, 2019:Confidence Petroleum India Limited is India's leading energy retailer with focus on Auto LPG retailing and LPG Cylinder manufacturing business. Further, Confidence is also a leading player in selling LPG to commercial and industrial customers (non-subsidised market) under the brand name of *GO GAS* and *GO GAS Elite* across India. Company also provides LPG bottling assistance to PSU oil majors from its bottling plants.

The Financial results for the Third quarter ended on 31st December, 2018, was approved by its Board of Directors, on 22nd January, 2019.

Financial Highlights – Q3FY2019 Consolidated

- Total Revenues (Including Other Income-INR 0.83 crore) at INR 283.03 crore, up by 91.19% y-o-y
- EBITDA at INR 36.13 crore, up by 90.58% y-o-y
- Profit after tax at INR 18.58 crore, up by 162.11% y-o-y

Commenting on the performance, **Mr. Nitin Khara, Chairman & Managing Director** said: "Confidence Petroleum has reported a strong performance in Q3 FY2019. Growth momentum continued across business segments during the quarter led by higher volumes by efficient management and innovative solutions. Our retail LPG distribution business has grown by 91% during the quarter, volume growth and operational efficiencies has led to 162% growth in Net Profit."

Segment-wise Business Highlights

LPG(AUTO LPG & PACKED LPG IN CYLINDERS/BOTTLING JOB ASSISTANCE & OTHERS) contributed 64.58% of Q3 FY2019 consolidated revenues



- Q3 FY19 Revenues at INR 182.79 Crs, up 91.31% 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. 21 new stations were added during the quarter, leading to an aggregate of 163 Auto LPG Stations across India. Company enjoys significant market share in the major cities of its operations. Confidence remain on track to achieve 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. In the current quarter company has sold 237 lacs ltr AUTO LPG as compare to 223 lacs ltr in previous quarter.
- Company has launched conversion programme for existing petrol autorickshaws and cars in various cities to convert to economical environmental friendly LPG. Conversion to LPG will lead to significant saving (upto 45%) on their fuel bills. Easy financing options has also been made available to ease the process of conversion for the drivers.



- The Company sells Packed LPG in to various domestic, industrial, and commercial customers (non-subsidised market) in Cylinders through its pan-India dealers' network of around 1200 dealer, dealing in various sizes under the brand name *Go Gas*. Company is able increase its market share due to operational efficiencies, better customer service and logistics. Our 58 LPG bottling plants with a surplus storage and filling capacity and a dealer network across India augment our customer reach. We plan to add 15 LPG bottling plants by March 2020 out of this work in 5 LPG Bottling plant are under progress.
- The Company has also launched new 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. These cylinders are becoming popular these days with new generations.
- In the current quarter company has sold 12,954 MT LPG as compare to 11081 MT in Q2 FY2019



LPG Cylinder Manufacturing contributed 35.42% of Q3 FY2019's consolidated revenues



- Q3 FY19 Revenues at INR 100.24 crore, up 91.23% 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 163 Auto LPG Stations, across Tamil Nadu, Karnataka, Telangana, Maharashtra, Rajasthan, West Bengal and Madhya Pradesh. The Company has successfully launched 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

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