



CONFIDENCE PETROLEUM INDIA LTD.

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TO,

Date: 09/10/2023

| | |
|--|---|
| 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 |
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Dear Sir/ Madam,

Sub: Submission of 'Investors presentation'.

Pursuant to the Regulation 30 and other applicable provisions, if any, of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended till date, please find annexed the 'Investors Presentation'.

Submitting the same for larger circulation to all stakeholders.

We request you to take the above information on record.

Thanking You,

Yours faithfully.

For CONFIDENCE PETROLEUM INDIA LIMITED

PRITY BHABHRA

Company Secretary & Compliance Officer



CONFIDENCE PETROLEUM INDIA LIMITED

Investor Presentation

Disclosures

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ABOUT US

Confidence Petroleum India Ltd., established in 1993, is a fully integrated LPG & CNG Company listed on BSE & NSE. Guided by strong ethics and a vision for widespread access to clean fuel, we've swiftly risen to an industry leader. Our mission is to dominate the Indian energy market with top-quality, cost-effective services, driven by a dedicated team and robust infrastructure. Our ultimate goal: becoming the nation's largest integrated energy player.



Rated No.1 By MDRA



**LPG CYLINDER
MANUFACTURING SEGMENT**

LPG DIVISION

**CNG RETAILING
DIVISION**

**PACKED CYLINDER
DIVISION**

**AUTO LPG
DISPENSING STATIONS**

BULK LPG IMPORT

LPG BOTTLING

**WITHIN
OUR SUBSIDIARIES**

**3 High Pressure
Cylinder Manufacturing
Unit**



**OUR
HIGHLY
EXPERIENCED
TEAM**



NITIN KHARA
Chairman &
Managing Director



ELESH KHARA
Director - Cylinder
Manufacturing



YATIN KHARA
President - High Pressure
Cylinder Manufacturing



VIMAL PARWAL
President - Corporate



JITENDRA JAIN
President - Accounts & Finance



SATISH CHANDAK
President - Auto LPG



ANAND CHANDAK
President - Packed Cylinder
Marketing



OUR STRENGTHS



Best Quality
Product at
Best Price



Self Owned
Infrastructure



Happy & Satisfied
Customers



Present Across
25 Indian States



Our **Brand Ambassador's** connect with the common man of India resonates with the Company's goal of reaching India's large customer base with its high-quality products

The background of the slide is a deep blue. It features a central graphic of several stacks of coins of varying heights, with one coin lying flat in the foreground. Overlaid on this are faint, semi-transparent financial data tables and line graphs. A prominent white arrow points upwards and to the right, symbolizing growth. The overall aesthetic is clean and professional, typical of a corporate or financial presentation.

INVESTMENT THESIS

INVESTMENT THESIS



High Growth Business



Low Cost, Fully integrated business model



Pan India presence in 25 states

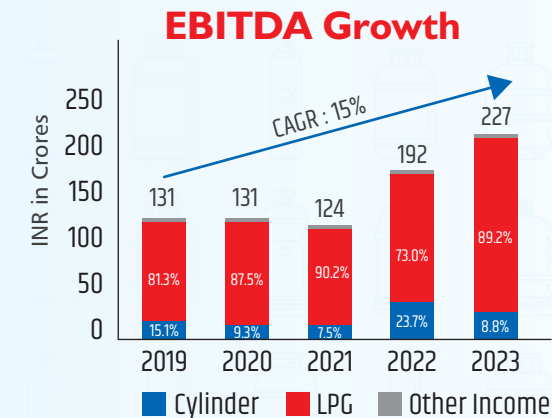
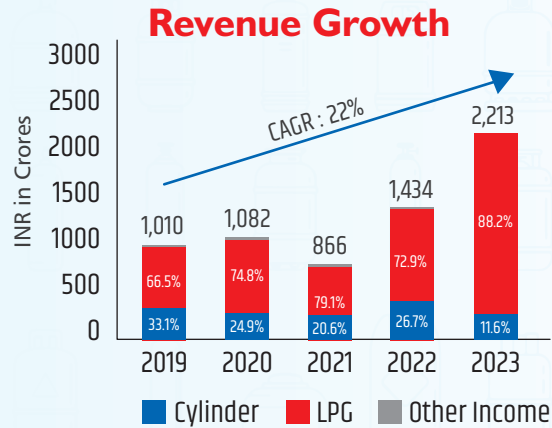


Strong tail winds given government's focus on the sector

High Growth Business



Positive momentum with revenue growing at **22% CAGR** and EBITDA at **15% CAGR**



Growth Plans for FY25

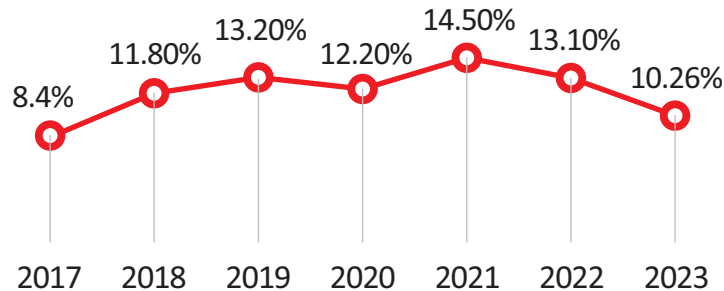
| | FY23 | FY25 | Growth % |
|---|----------|----------|----------|
| No. of Bottling Plants | 65 | 75 | 15% |
| No. of Auto LPG dispensing stations | 248 | 500 | 102% |
| No. of CNG stations | 32 | 200 | 525% |
| Packaged LPG Sales in volume (approx.) | 14,000MT | 25,000MT | 79% |

Low Cost Fully Integrated Business Model

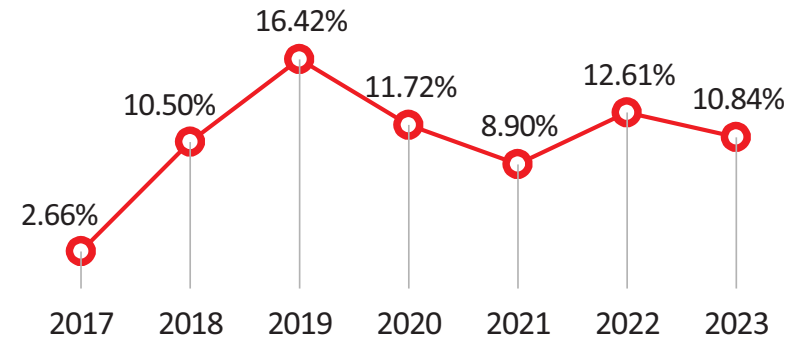


Cost efficiencies leading to improved **EBITDA margins** and **Return on Equity** from **FY2017 onwards**

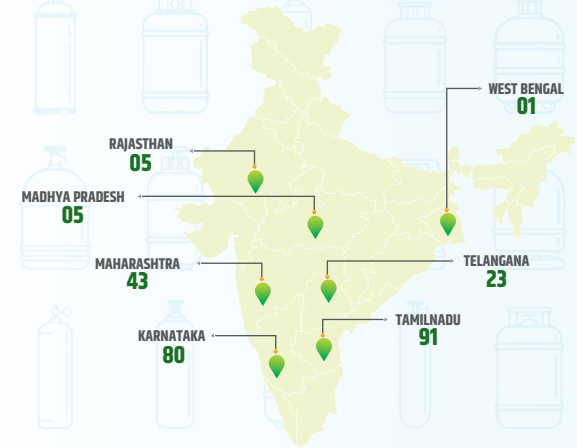
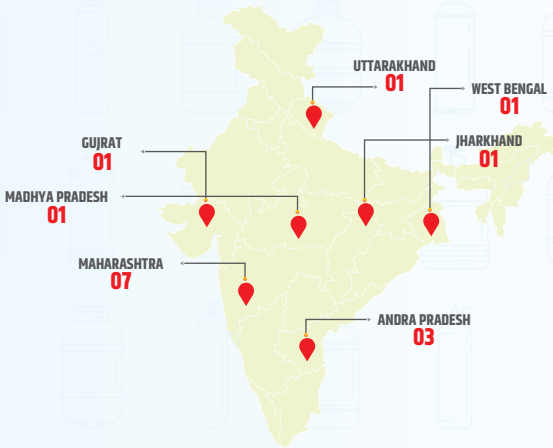
EBITDA MARGIN



RETURN ON EQUITY



Pan India Presence in 25 States



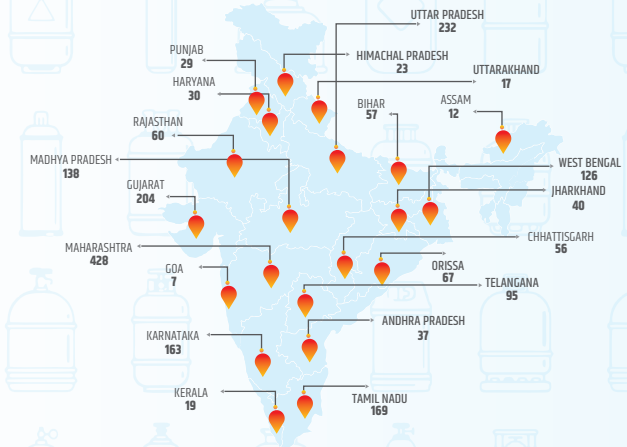
15 CYLINDER MANUFACTURING PLANTS



*2 PLANTS IN INDONESIA

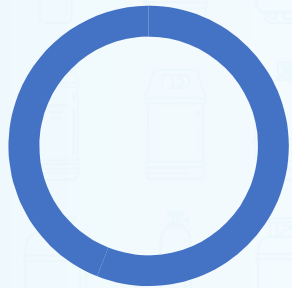
65 STRATEGICALLY LOCATED BOTTLING PLANTS

248 AUTO LPG DISPENSING STATIONS



2000+ GOGAS PACKED CYLINDER DEALERS

Strong tailwinds given Government's focus on the sector



India is the third largest LPG consumer in the world

LPG consumption is expected to grow at more than 10% with the rapid increase in population and LPG penetration in rural areas



Schemes issued by the Government

Government has issued schemes like Pradhan Mantri Ujjwala Yojana where it will provide 80 million LPG cylinders to below poverty line families



Increase in the share of Natural Gas

The Government of India is targeting to increase the share of Natural Gas in primary energy mix in India from current 6.5% to 15% by 2030



Approval of the revised domestic natural gas pricing guidelines

The new reforms will provide adequate protection to producers from adverse market fluctuations with incentives to enhance production

Growth Drivers

- ❖ **Increasing market size** as the market size of LPG customers is expected to grow at 5-10%. There is also tremendous scope for growth in the potential market
- ❖ The company has launched a new model - “**Gin kar lo, Gin kar do**”. This initiative aims to penetrate the untapped market successfully
- ❖ LPG being both, more **cost-effective and environment friendly**, offers **quicker refuelling** and a **lower conversion cost**. It also has a **lower-cost conversion kit** compared to the other alternatives.
- ❖ The **government has a target of 10,000 CNG stations** pan India. The company’s growth strategy is in line with the government’s target. Other CGD players are also in talks with the company for **exclusive agreements** for setting up new CNG stations.
- ❖ Direct import of LPG will create **cost efficiencies**, thus **improving margins**.



OUR BUSINESS SEGMENTS

Our Seamlessly Integrated LPG Roadmap



Happy & Satisfied Users



2000+
LPG Dealers



15
Manufacturing Plants



65+ LPG
Bottling Plants



BULK LPG
IMPORT



617
Road Vehicles
& Tankers



248+
Auto LPG Stations



BULK LPG

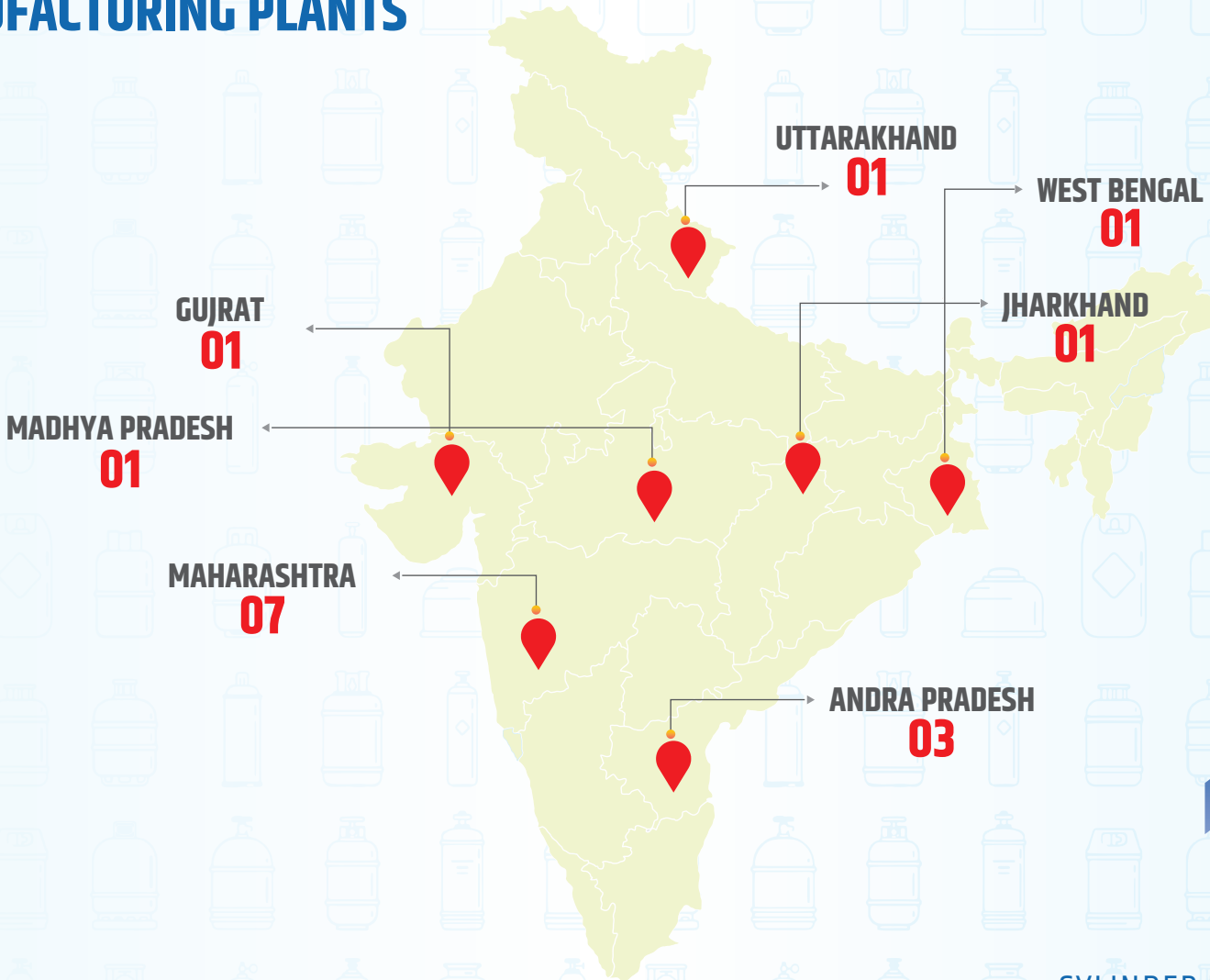
CYLINDER MANUFACTURING PLANTS



LPG Cylinder Manufacturing Plants

Our flagship division is LPG Cylinder Manufacturing Plants, which served as our foundation for expanding into various segments of the LPG supply sector. Presently, we manage a total of 15 cylinder manufacturing units nationwide, including 13 owned and 2 leased facilities. Moreover, we play a pivotal role as a prominent supplier to esteemed navratna oil companies like IOCL, HPCL, and BPCL, catering to their cylinder requirements.

CYLINDER MANUFACTURING PLANTS



15

CYLINDER MANUFACTURING PLANTS

LPG DIVISION





PACKED CYLINDER DIVISION

Bring Joy to your Cooking Only with GoGas



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



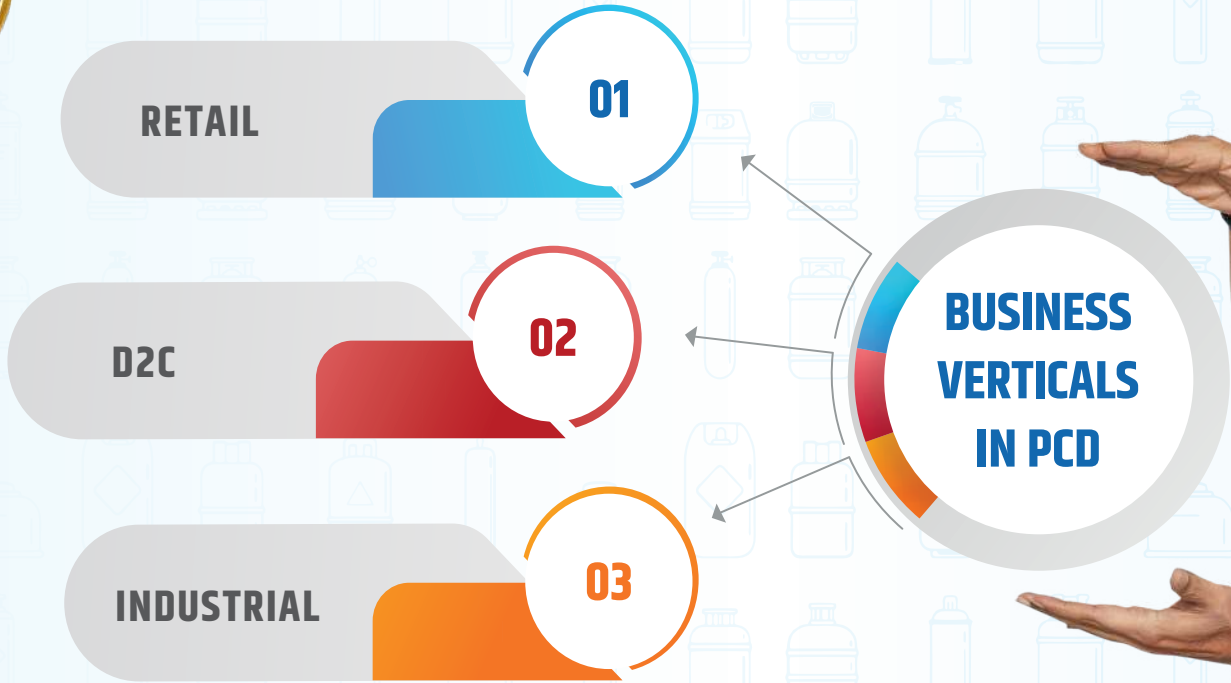
**New Age Business
Models, e.g., Cloud Kitchen**

Packed Cylinder Division

Our Packed Cylinder Division caters to distinct LPG consumption needs in four segments.

1. We focus on LPG retail, supplying our extensive dealer network of 2000+.
2. The D2C segment serves HoReCa (Hotels, Restaurants, Cafes) directly, with a special Direct model for this growing sector. Our target is a monthly sales volume of 25,000 MT by March 2025.
3. We supply bulk LPG for industrial processes.
4. Our services extend to households, meeting domestic LPG needs.

For precision, we introduced the 425 kg Shaktiman cylinders for industrial use. Additionally, the Chota Buntty cylinders (2kg and 4kg) empower street hawkers and small food stalls by offering affordable LPG solutions. These cylinders also act as supplements in households, addressing last-minute LPG shortfalls.



Composite Cylinder : Game Changer



- **Light weight:** Corresponding weight of composite will be 50% lighter than normal cylinder
- **Trendy looks:** Composite cylinder has been given a trendy looks with attractive colour combination of red and green
- **Go Gas Elite** is the composite cylinder launch with technological partner in India
- **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

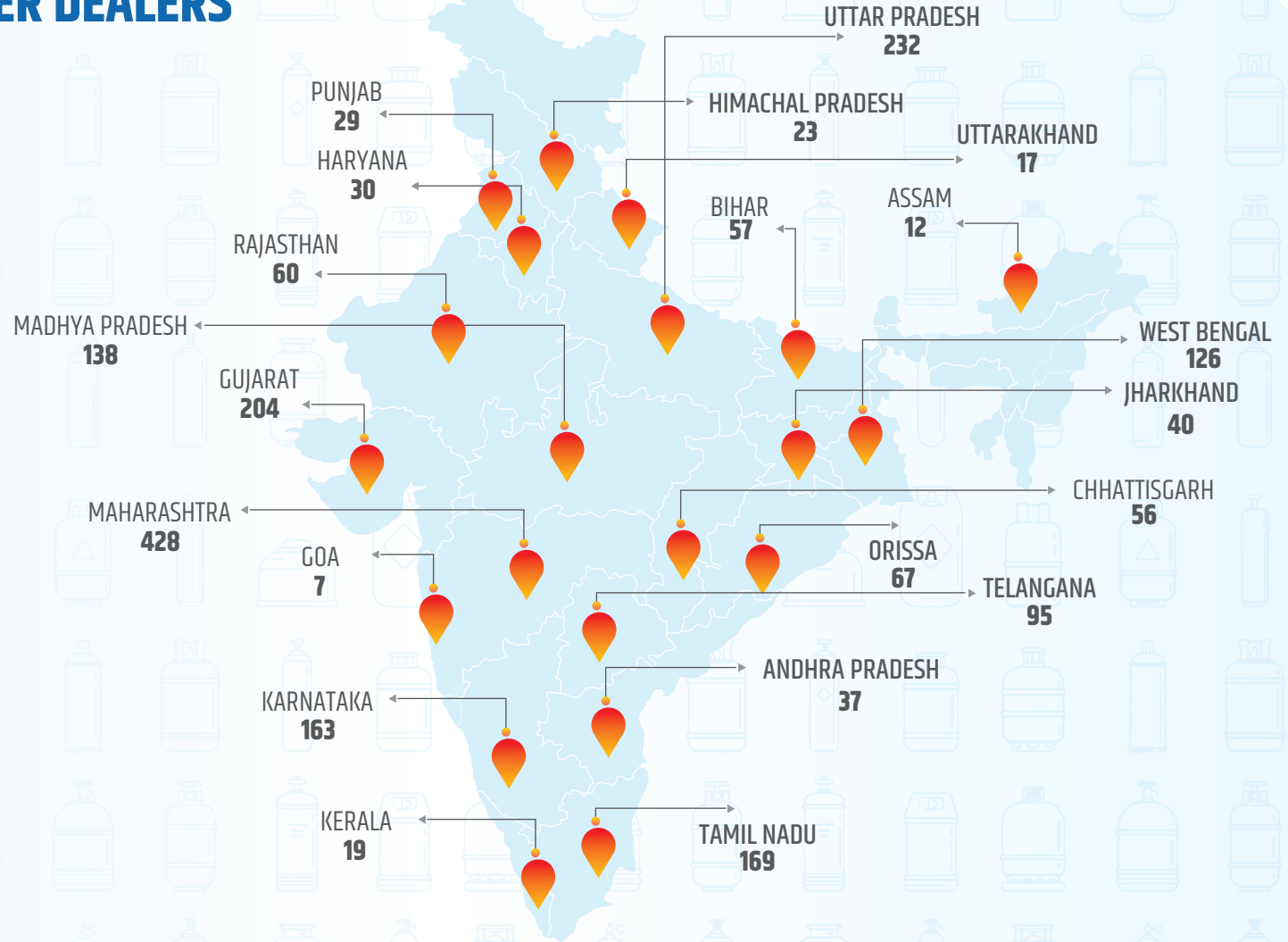
PRIVATIZATION OF A MAJOR PSU OMC

- 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.

GOGAS PACKED CYLINDER DEALERS



2000

GOGAS DEALERS



AUTO LPG DISPENSING STATIONS



Auto LPG Dispensing Stations

In India, owning a pump has long symbolized prestige. Presently, we own 248 operational Auto LPG Dispensing stations nationwide. Auto LPG, a clean and environmentally friendly fuel, is readily accessible in India. Its cost-effectiveness in comparison to carbon-emitting fuels has spared us significant expenses.

Our goal is to reach 500 stations by 2025, positioning LPG as the most economical and sustainable alternative to harmful and expensive vehicle fuels.

ECONOMICS OF SUSTAINABLE MOBILITY

| DETAILS | INR |
|---|---------------------|
| Cost of setting up Auto LPG station in Tier - 2 city (Rs) (4 lines) | 80 lakhs to 1 crore |
| Throughput of a new station per day (Litres) | 1,800 - 2,000 |
| EBITDA Margin per Litre (Rs) | ~9 |
| Total EBITDA Per Day (Rs) | ~ 17,000 |
| Total EBITDA Per Annum (Rs) | ~ 61,00,000 |
| Return on Investment | 67.8% |
| Pay back period for an average station (months) | <18 |

AUTO LPG - COMPETITIVE EDGE

-  No Middle-Men and Efficient Supply Chain
-  65 LPG Bottling Plants and 248+ 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 Decision 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.



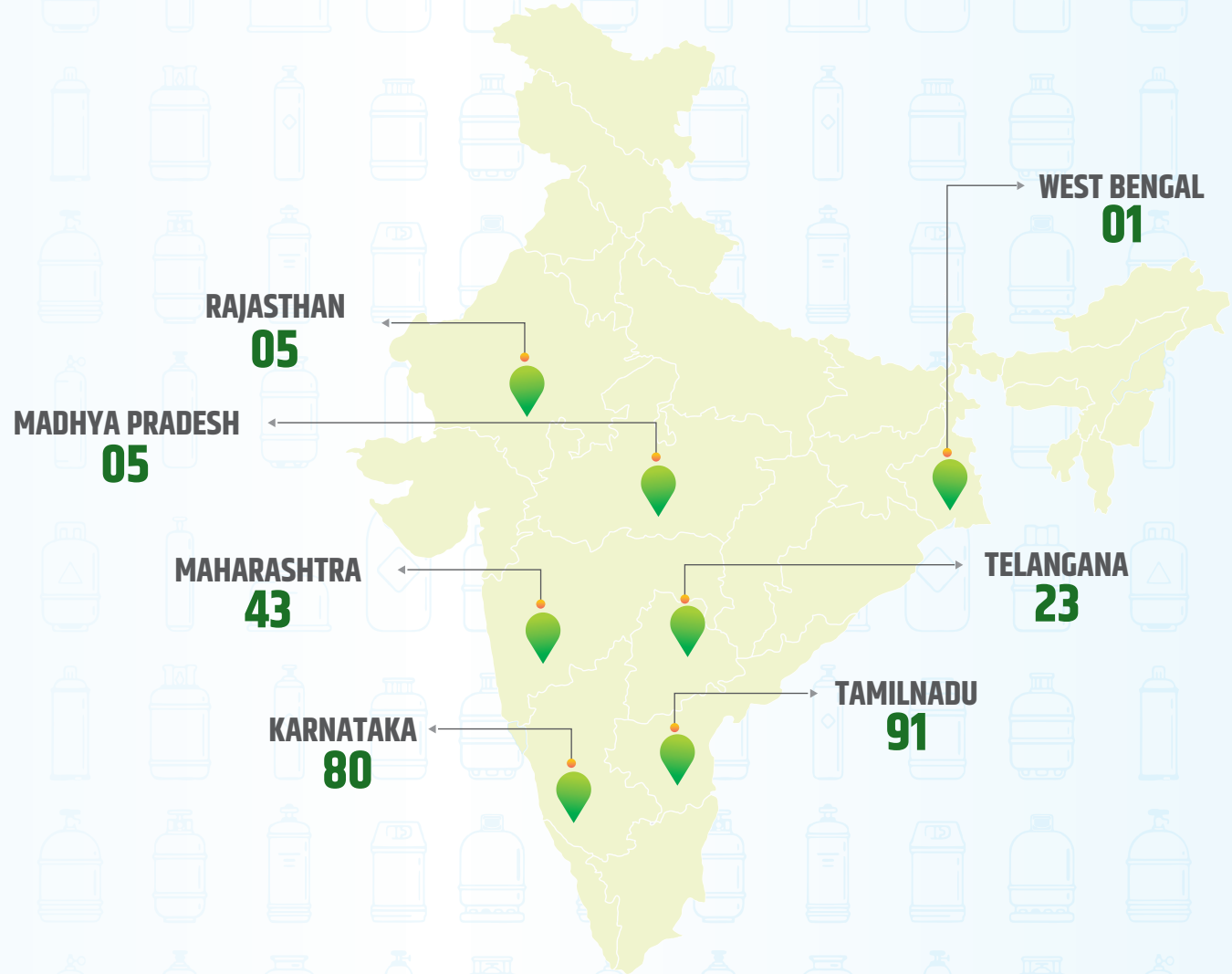
OPERATION SET -UP

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 →



AUTO LPG DISPENSING STATIONS



248+
AUTO LPG DISPENSING STATIONS



BULK LPG

We are One of India's Leading Bulk LPG Marketeer



Company secured its LPG Bulk demand through direct import from Middle East countries. This import was made possible through our close associate and supplier, establishing a strategic partnership. We initiated overseas LPG imports in May 2022. Presently, we import over 40000+ MT per month, with plans for expansion due to substantial demand in industrial, retail and commercial sectors in India. This division reinforces bulk LPG usage in industries, guaranteeing an optimal blend of LPG at competitive rates.

Importers Of Propane, Butane & LPG :

- Sourcing from the Middle East, Persian Gulf, and various other trusted sources.

Ensuring Quality Standards :

- Commitment to delivering products in accordance with quality standards.

Compliance and Goodwill :

- Strict adherence to laws related to product handling and transportation.

Prompt Delivery with Exact Specifications :

- Excellent supplier relationships enable prompt delivery.
- Ensuring products meet exact specifications.



Equipped with an in-house project team and coordinators, our company possesses a fleet of 617 road vehicles and tankers dedicated to LPG transportation. This robust logistical framework ensures seamless operations, contributes to cost-effective LPG distribution, and facilitates punctual deliveries to both dealers and end-users.



BOTTLING PLANTS

LPG Bottling

Commencing its LPG bottling business with dual objectives, CPIL pursued both internal consumption and, more crucially, the widespread accessibility of affordable LPG across the nation. As a result, this division not only caters to our internal needs but also aids other significant players in the oil industry by providing LPG bottling services.

Presently, CPIL owns and operates 65 strategically located LPG bottling plants, facilitating the availability of cost-effective LPG to the general public. This approach not only trims transportation costs for organizations but also contributes to delivering competitive LPG prices to the Indian market.

Bottling Plants – PSU costings

01

PM Modi laid the foundation stone for the LPG bottling plant at Isarwar village, Sewapuri to be built by HPCL. This plant will not only benefit the beneficiaries but also fulfill the demands for gas cylinders in Eastern Uttar Pradesh and Western Bihar. HPCL constructed a bottling plant at Industrial Development Centre, Matia, District Goalpara at a total project cost of Rs. 70 crores with a capacity of 30,000 MTs per annum.

02

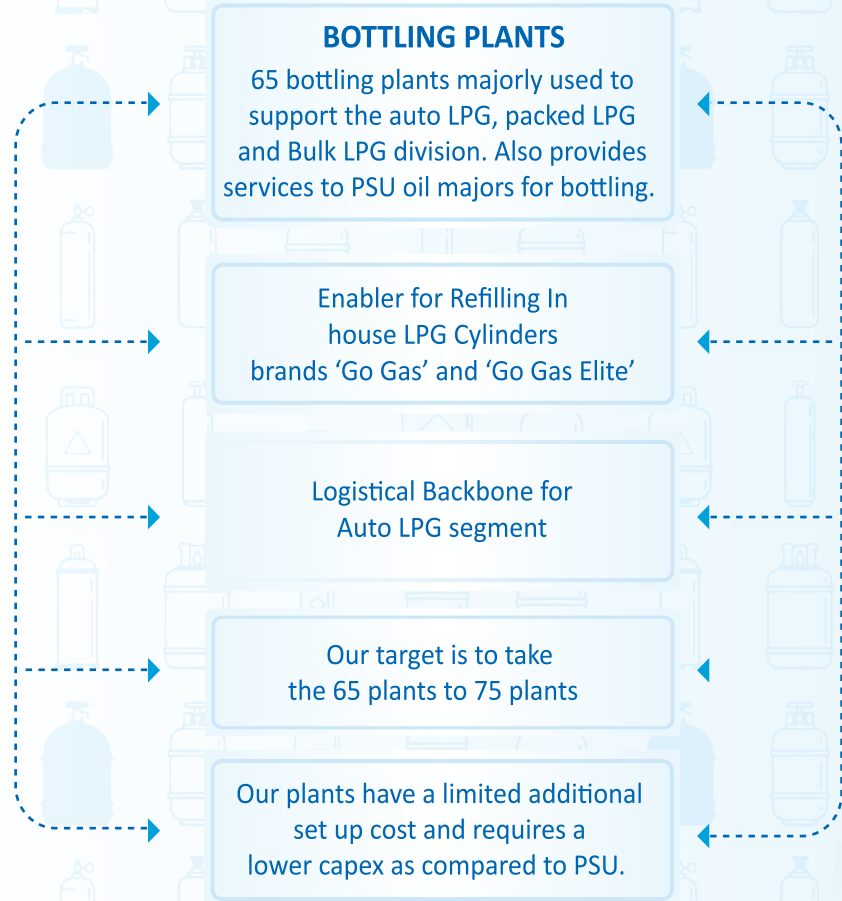
IOCL will commission its greenfield plant in Meghalaya. The plant is being built with an estimated project of Rs 75 crores. The plant will have a daily capacity of 7,000 gas cylinders

03

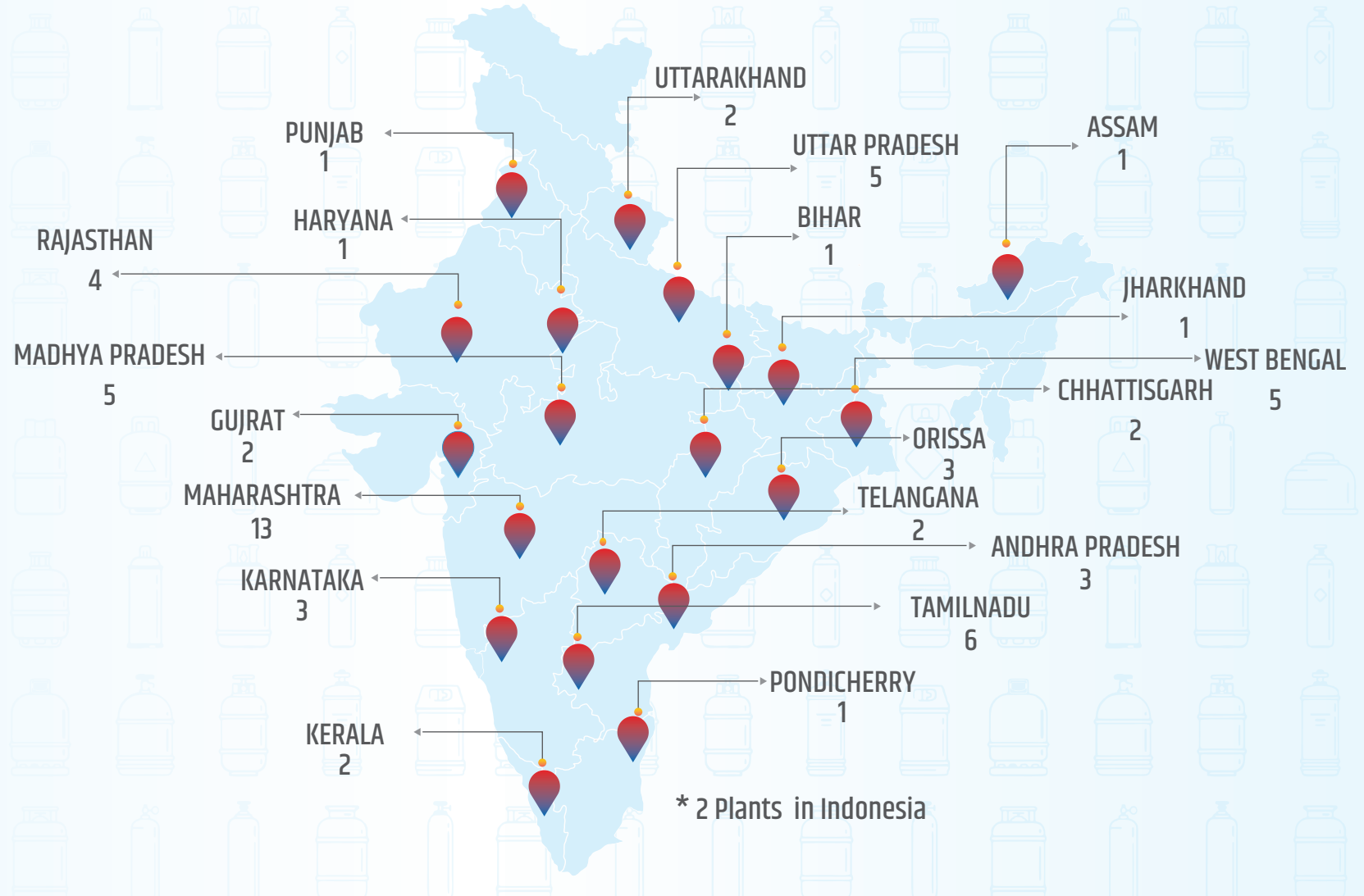
IOCL inaugurated its greenfield LPG Bottling plant at Agartala, set up at an investment of Rs. 169.11 crore. The project was completed in February 2020.



LPG Bottling Segment : Snapshot



OUR STRATEGICALLY LOCATED BOTTLING PLANTS



65
BOTTLING PLANTS

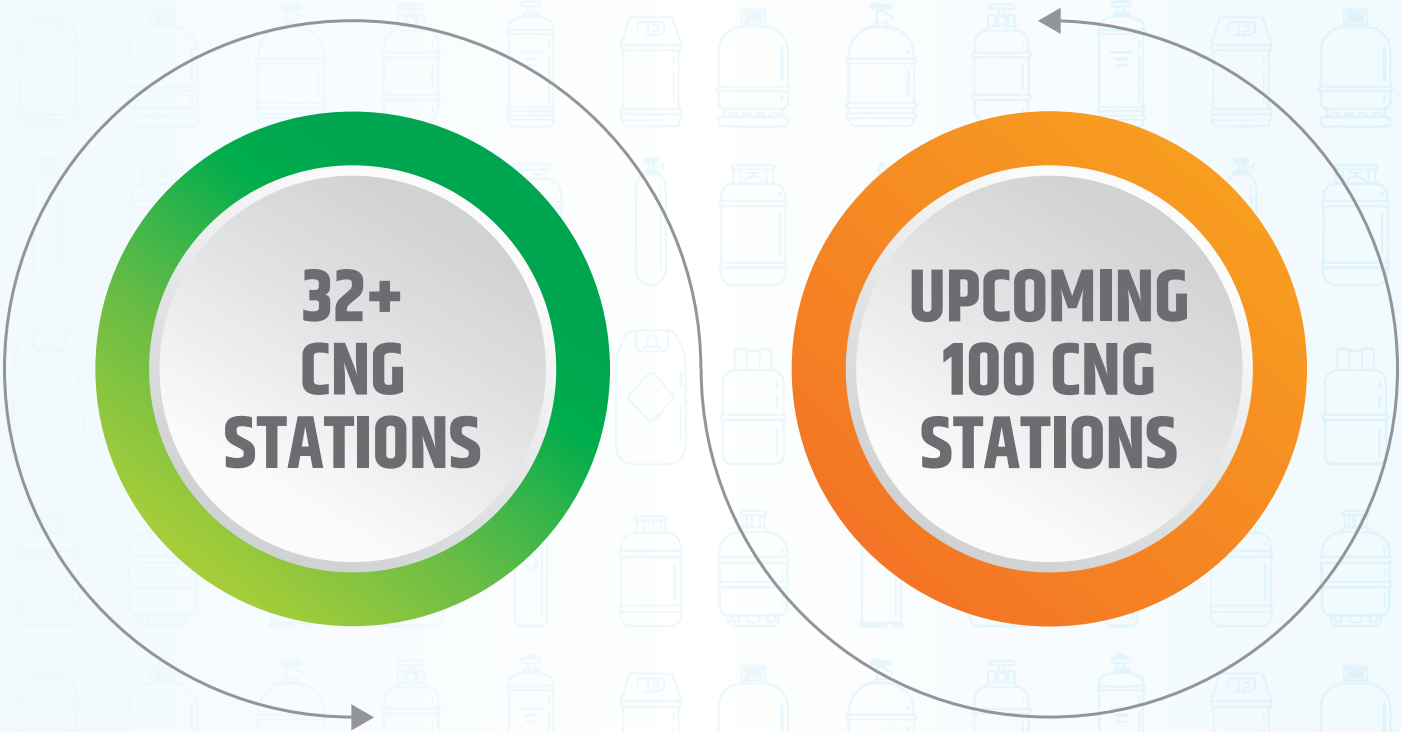
CNG RETAILING



CNG Retailing

In CNG retailing, we've partnered with GAIL Gas India to establish 100 CNG stations. Currently, we've finished 32 stations and aim to complete 65 more by the coming year. Discussions are ongoing with other CGD players to set up CNG stations in other cities as well. This initiative leverages India's CNG pipeline infrastructure, promoting both extensive and cost-effective energy consumption.

CNG Retailing





WITHIN OUR SUBSIDIARIES

WITHIN OUR SUBSIDIARIES

Within our subsidiaries, we operate 3 high-pressure cylinder manufacturing units which are witnessing a strong demand.

Our distinctive state-of-the-art facilities stand unparalleled in both size and capabilities. These cutting-edge facilities are meticulously designed for the production of top-tier seamless cylinders, meticulously crafted for industrial applications.

HIGH PRESSURE CYLINDER MANUFACTURING PLANTS



3

HIGH PRESSURE CYLINDER
MANUFACTURING PLANTS



OUR FINANCIALS

Consolidated Quarterly Income Statement Highlights



| Particulars | Q1FY24 (INR Crores) | Q4FY23 (INR Crores) | Q1FY23 (INR Crores) |
|-------------------------|---------------------|---------------------|---------------------|
| Revenue from Operations | 875.84 | 671.52 | 331.49 |
| EBITDA | 77.09 | 68.40 | 34.39 |
| % margin | 8.8% | 10.2% | 10.4% |
| PAT | 32.9 | 24.9 | 12.8 |
| % margin | 3.8% | 3.7% | 3.9% |
| Basic EPS | 1.13 | 0.92 | 0.45 |

Consolidated Annual Income Statement Highlights



| Particulars | FY23 (INR Crores) | FY22 (INR Crores) | FY21 (INR Crores) |
|-------------------------|-------------------|-------------------|-------------------|
| Revenue from Operations | 2,213.4 | 1,434.09 | 865.93 |
| EBITDA | 227.18 | 192.42 | 123.84 |
| % margin | 10.26% | 13.4% | 14.3% |
| PAT | 88.1 | 87.6 | 47.4 |
| % margin | 4.0% | 6.1% | 5.5% |
| Basic EPS | 3.27 | 3.16 | 1.74 |

Consolidated Annual Balance Sheet Highlights



| Particulars (INR Crores) | FY23 (INR Crores) | FY22 (INR Crores) | FY21 (INR Crores) | FY20 (INR Crores) |
|--|-------------------|-------------------|-------------------|-------------------|
| Equity Share Capital | 28.4 | 28.4 | 28.4 | 27.4 |
| Reserves and Surplus | 785.0 | 666.0 | 504.8 | 419.2 |
| Minority Interest | 79.7 | 78.3 | 21.0 | 21.3 |
| Shareholders Equity | 893.1 | 772.7 | 554.2 | 469.0 |
| Borrowings | 0.0 | 86.6 | 82.5 | 70.6 |
| Other Liabilities | 749.0 | 191.1 | 152.1 | 165.4 |
| Total Liabilities and Equity | 1,642.1 | 1,050.4 | 788.8 | 705.0 |
| Net Fixed Assets | 611.1 | 553.8 | 455.9 | 377.6 |
| Other Non -Current Assets and advances | 240.4 | 204.1 | 114.6 | 100.4 |
| Current Assets | 790.7 | 292.6 | 218.4 | 226.9 |
| Total Assets | 1,642.1 | 1,050.4 | 788.8 | 705.0 |

OUR PRESTIGIOUS CLIENTS



“Becoming **Number 1 is Easy,
But Sustaining it is the Real Game!”**



For further information please get in touch with :

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