



CONFIDENCE PETROLEUM INDIA LTD.

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CIN: L40200MH1994PLC079766

DATE: 18/05/ 2021

To, The Executive Director Listing Department National Stock Exchange of India Limited Mumbai Trading Symbol: "CONFIPET"	To, The Executive Director Listing Department Bombay Stock Exchange Limited Mumbai: 400001 Scrip Code: 526829
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Sub: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Regulations & Disclosure requirements) Regulations, 2015, we are enclosing herewith a copy of Investor Presentation.

The above information is also available on the website of the Company i.e. www.confidencegroup.co

This is for your information and record.
Thanking You

Yours truly,

FOR CONFIDENCE PETROLEUM INDIA LIMITED

CS PRITY BHABHRA
Company Secretary & Compliance Officer



Confidence Petroleum India Limited

INVESTOR PRESENTATION

January 2021



DISCUSSION SUMMARY

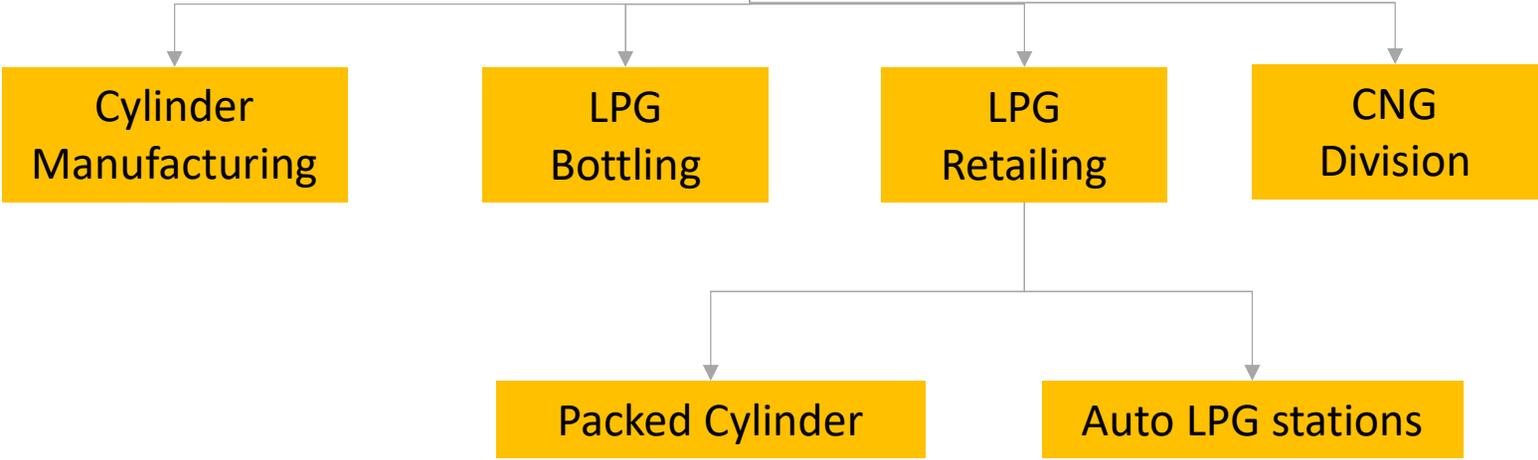
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LPG Bottling and Packed Cylinder Division	12
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Brief Profile

India's largest integrated LPG company
in the private sector

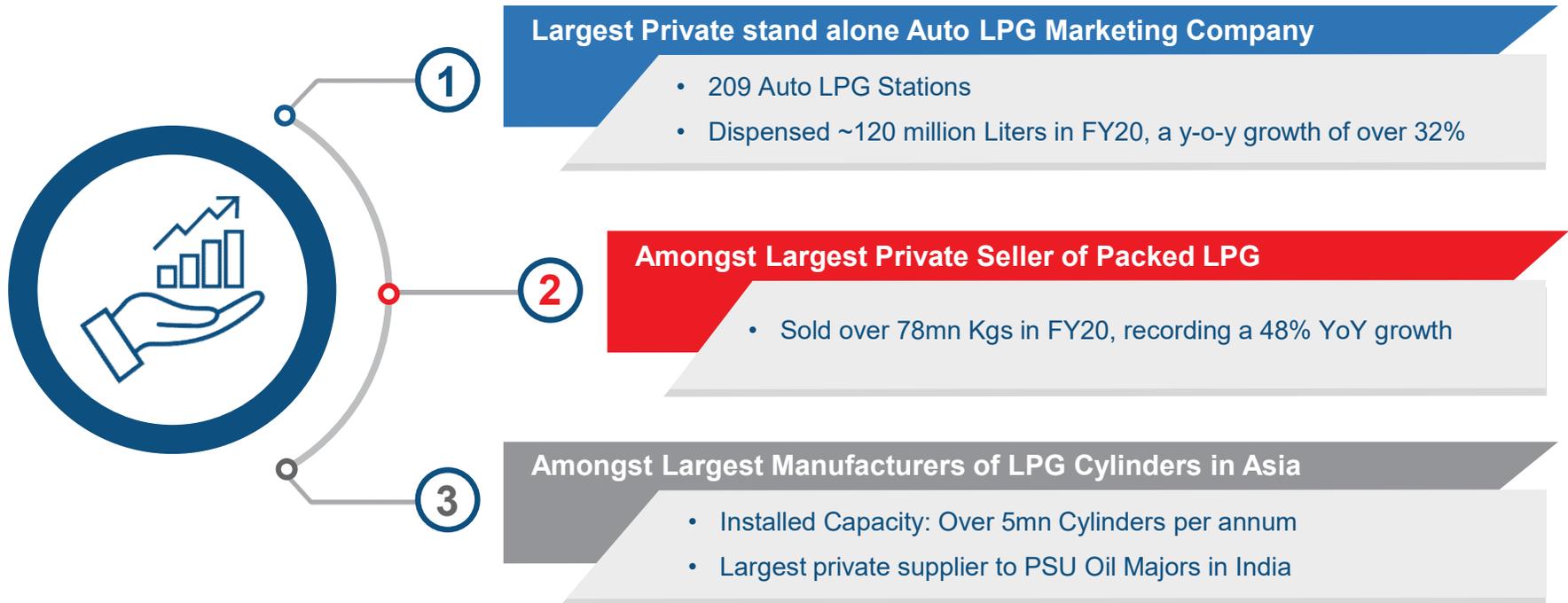


Our Business Segments...



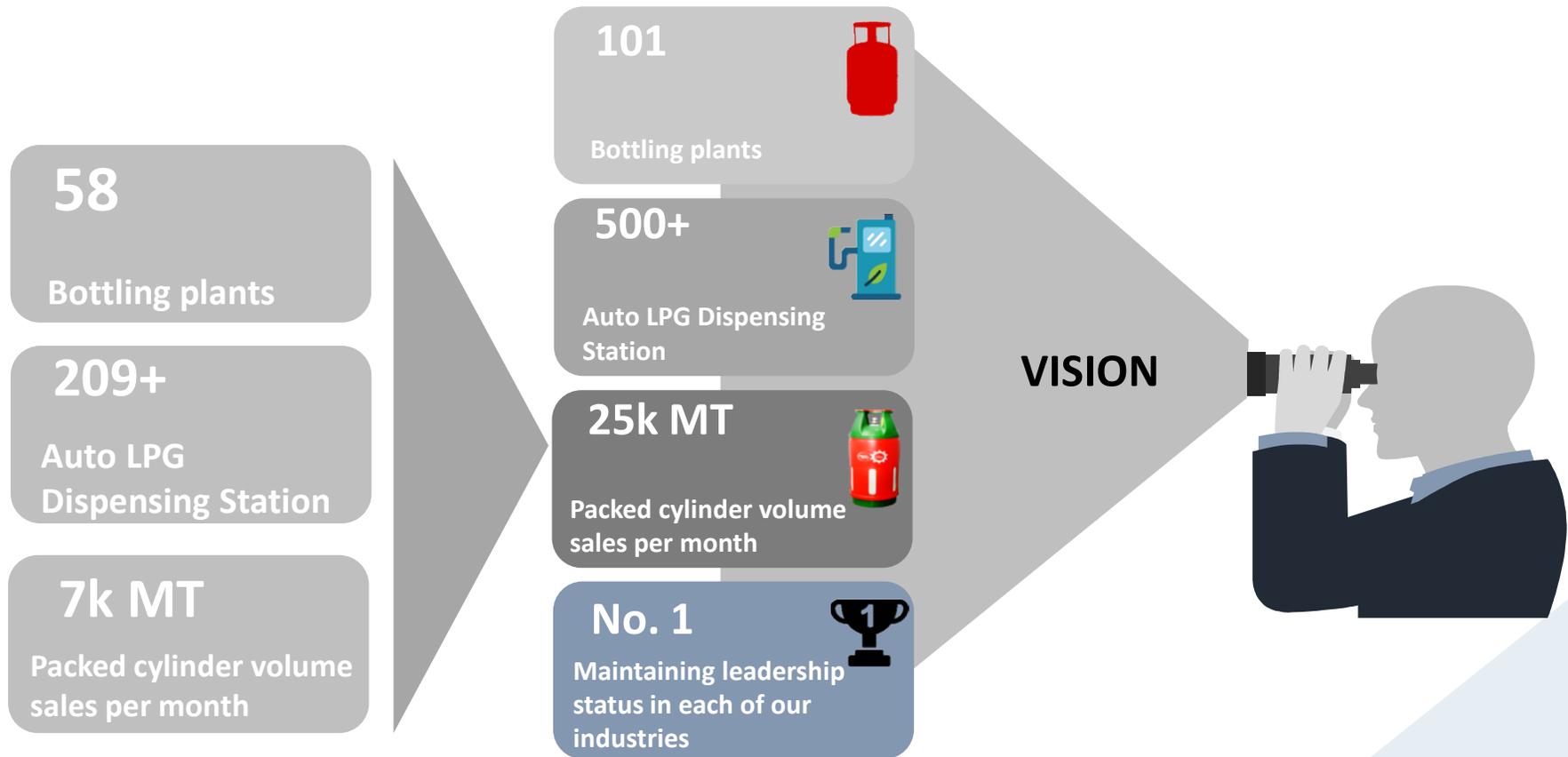


Who we are





Our Vision



Our Team



Nitin Khara
Chairman & Managing Director



Elesh Khara
Director – Cylinder Manufacturing



Yatin Khara
Director – Packed Cylinder Marketing



Vimal Parwal
President Commercial



Jitendra Jain
President Accounts & Finance



Satish Chandak
President Auto LPG



Environmental & Policy Tailwinds

01 - Air Pollution

India is home to top 14 air polluted cities – World Health Organization

02 - Auto LPG as Clean Energy

Vehicular Emission accounts for ~30-50% of Total Air Pollution
Auto LPG is a cleaner fuel & recommended sustainable mobility fuel

03 - Policy Support

Central and State Governments have made/making push towards compulsory use of sustainable mobility fuel such as Auto LPG to be used in vehicles. (E.g. Governments of Karnataka, Tamil Nadu, Andhra Pradesh and Telangana.

04 - LPG edge over CNG

Auto LPG does not require any special/complex and expensive infrastructures such as pipelines, providing a logistical advantage to be transported effectively and efficiently to the remote corners of the country.



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

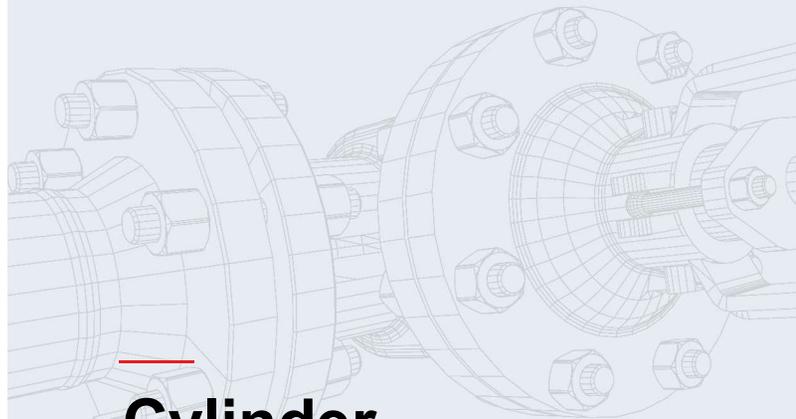
- Real time monitoring: No Auto LPG stations run dry
- Monitoring of customer orders and deliveries
- End to end in-house logistics infrastructure
- Real time fleet tracking: Ensuring timely collections and deliveries

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



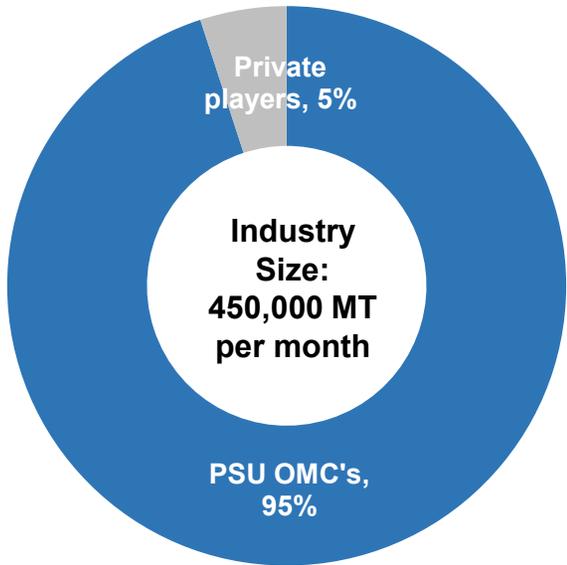
LPG Bottling & Packed Cylinder Division

Energizing India's commercial segment

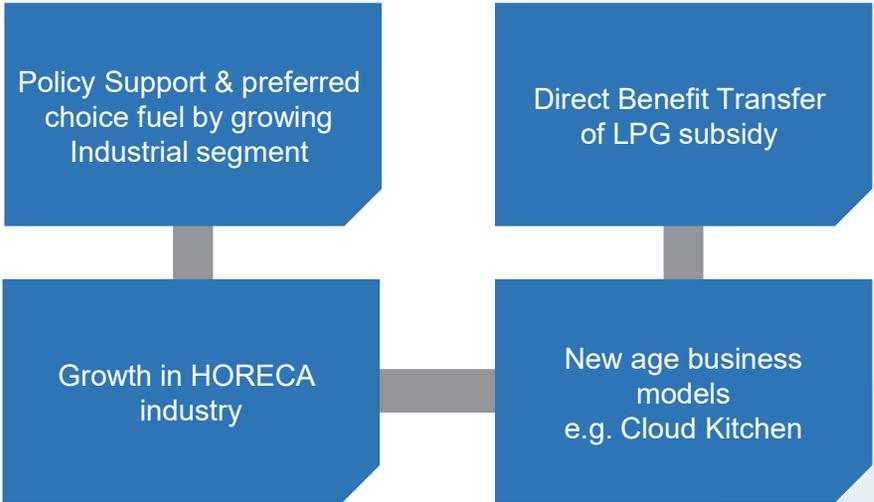
Demand For Commercial LPG



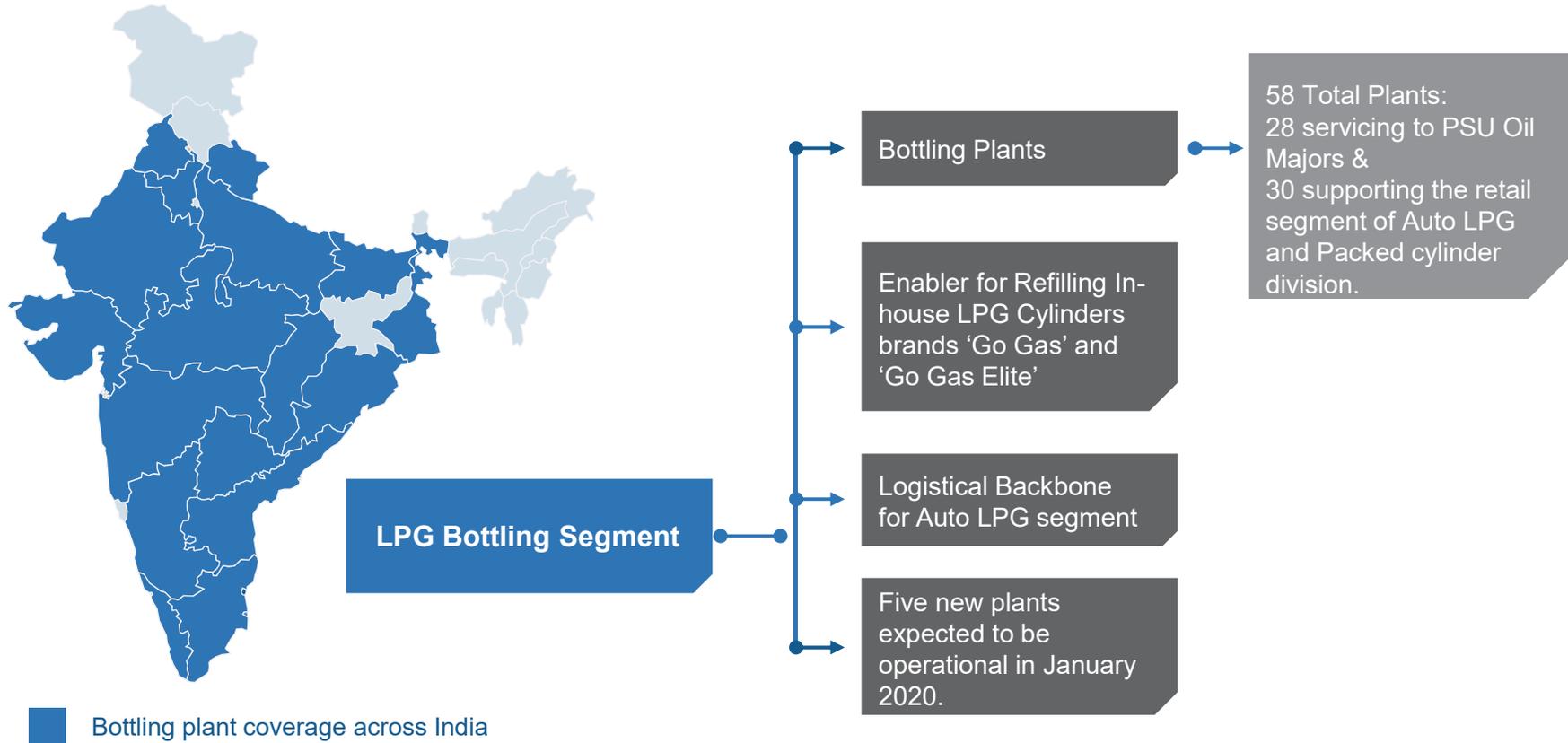
Commercial LPG market : India



Decoding rise in Commercial LPG Consumption



Confidence LPG Bottling segment: Snapshot



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 set-up cost

Low capex business leads to strong sustainable ratios



Bottling Plants – PSU costings

1 PM Modi to inaugurate 3 major petroleum projects 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.

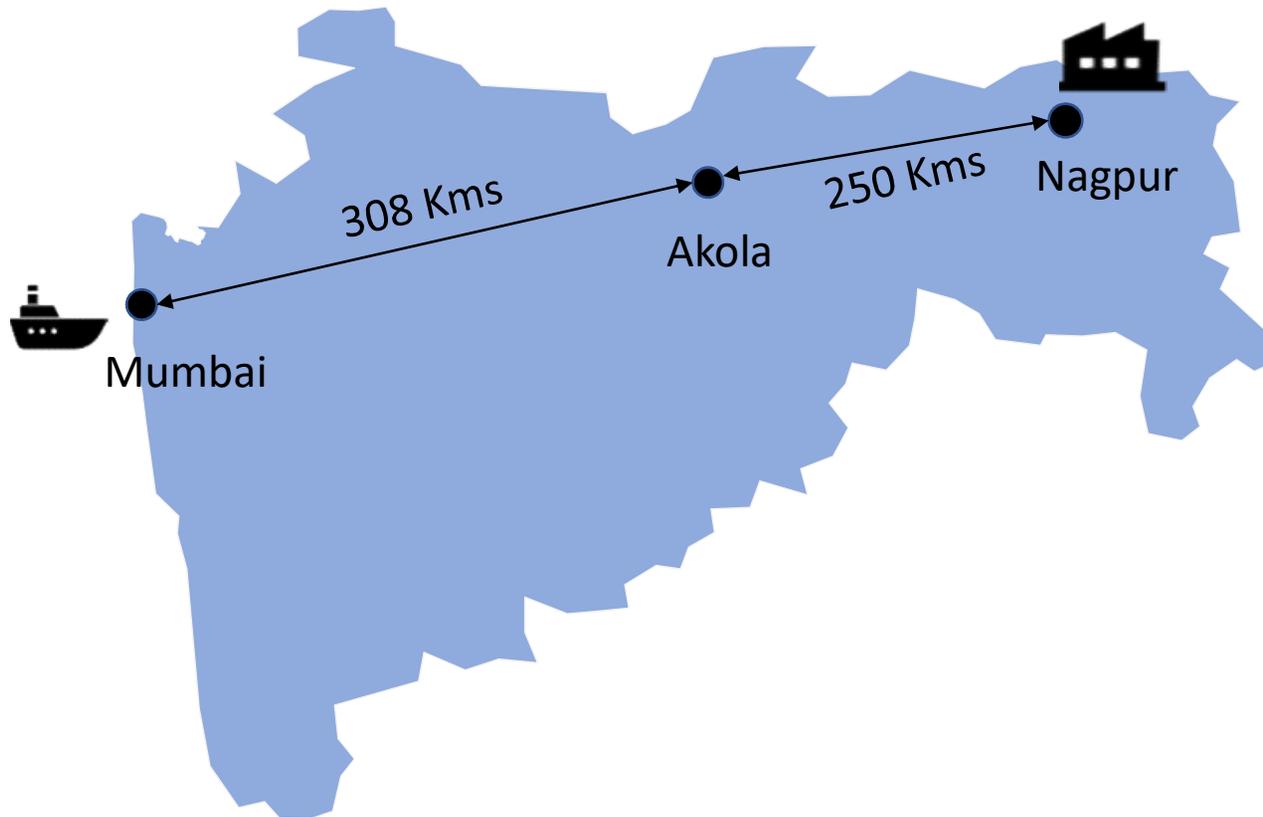
2 BPCL will commission Bokaro LPG bottling plant in December

He said the Bokaro LPG bottling plant is being built with an estimated project cost of Rs 93.4 crore.

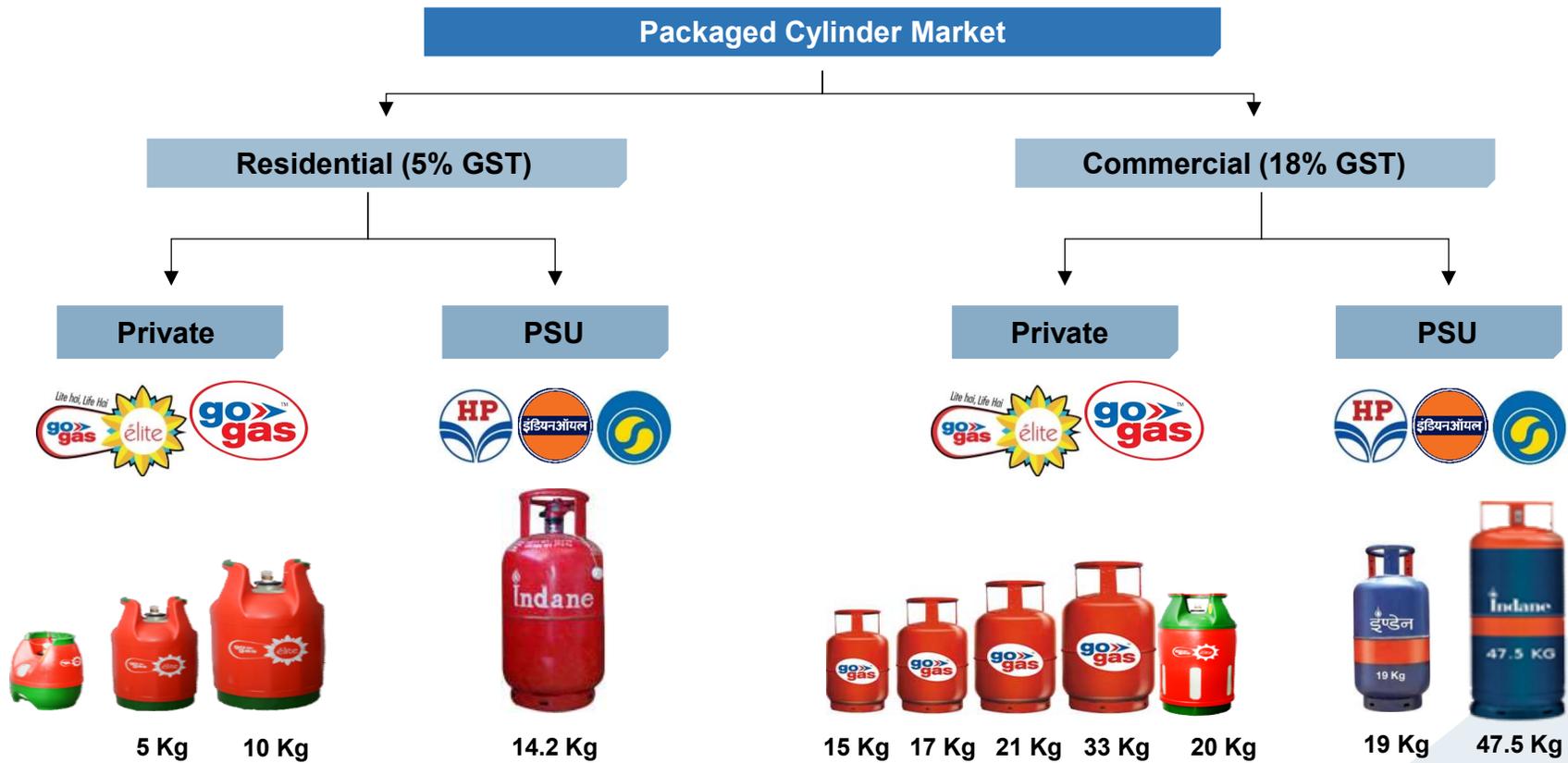
3 Chittoor to get LPG bottling plant by 2022

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

Bottling Plants – Eliminating reverse logistics



Packed Cylinder SKUs





Competitive Advantages

Packed Cylinder Division

Well supported by backward integrated cylinder manufacturing and bottling plants

Ability to pass on the rate variances to the customer

Policy tailwinds from the Government for private sector LPG marketers eligible for subsidy to facilitate level playing field

Strong network presence of 1,800+ dealers in 22 states

Targets to achieve 25,000 MT per month, with a renewed effort on commercial and industrial segment





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.

Packed Cylinder: Future Growth Segments



Residential complexes



Mobile tower



Industrial Cylinders



Auto LPG Dispensing Station

Green Energy Solutions for automobile

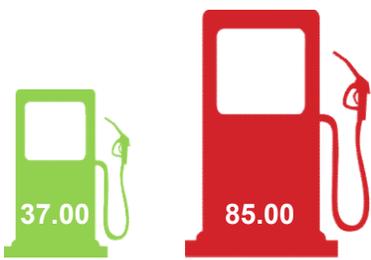


Auto LPG Economics



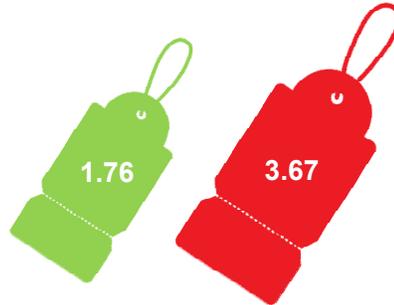
Benefits For Autorickshaw Owners

Price Per Litre

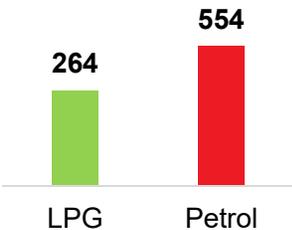


Bengaluru Prices Aug-20

Fuel Cost Per Kms



Operational Cost



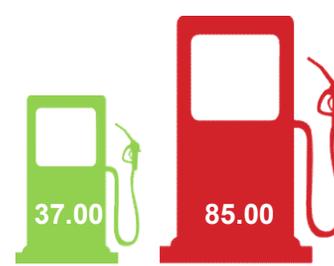
Rs 290 cheaper than Petrol

LPG users save **Rs 8,701** more than petrol users

■ LPG ■ Petrol

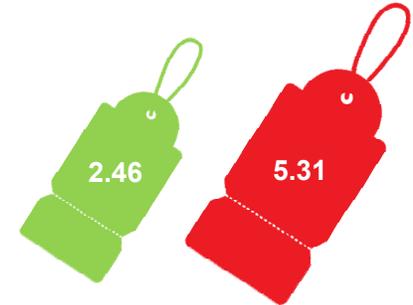
Benefits Of Car Owners*

Price Per Litre

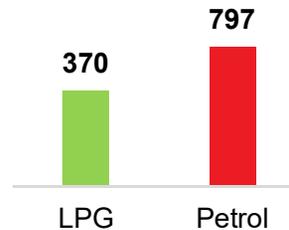


Bengaluru Prices Aug-20

Fuel Cost Per Kms



Operational Cost



Rs 426 cheaper than Petrol

LPG users save **Rs 12,806** more than petrol users

*Test on WagonR



Economics of Auto LPG stations

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



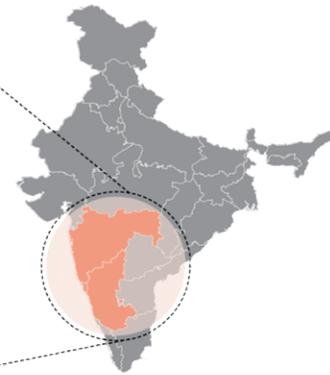
Efficient Supply Chain



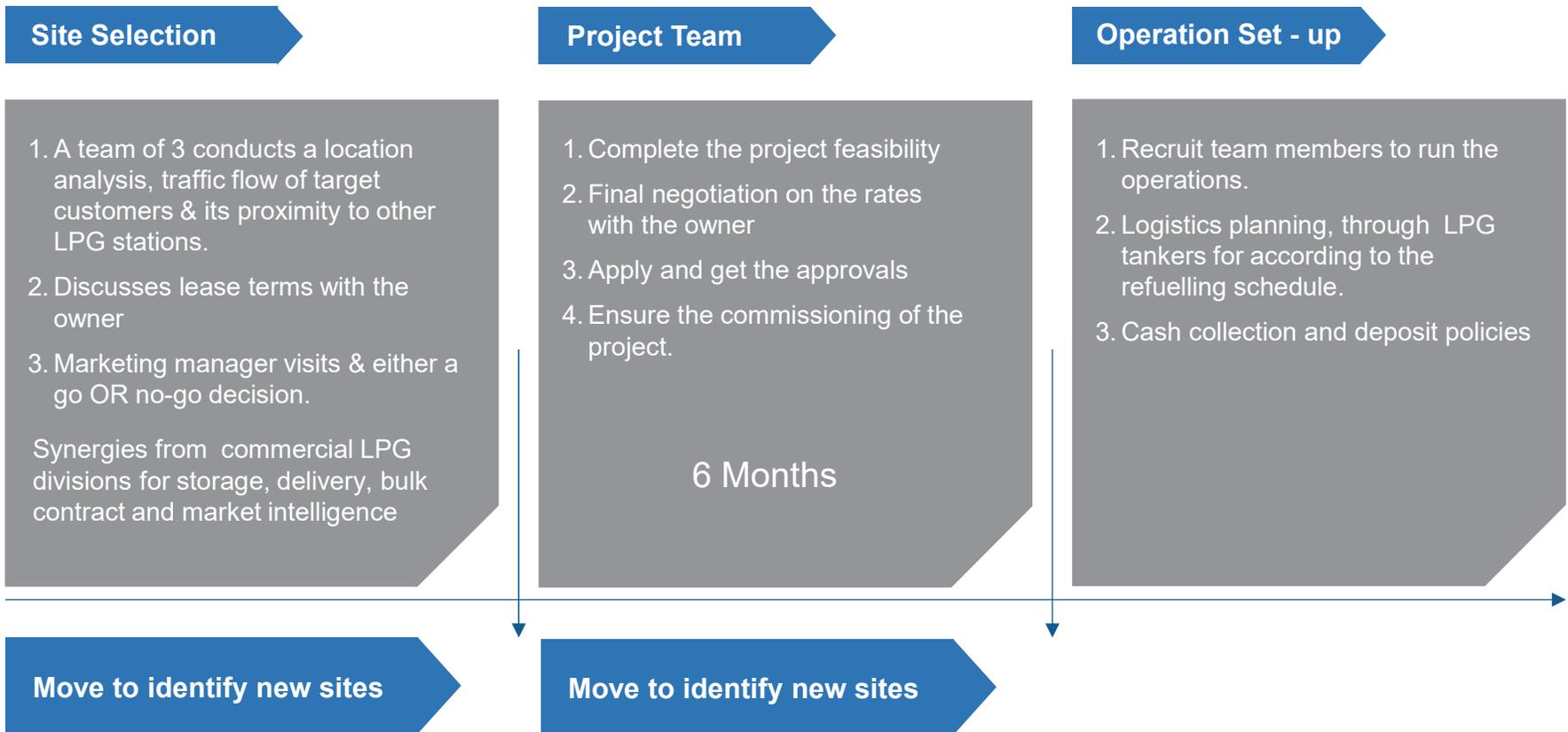
40 % savings on transportation cost 'Litre per Km' due to economy of scale on usage of 18/21 MT tankers



18/21 MT tankers are ample in market – resulting in no stock outages



Go to Market





Future Growth Segments

Fuelling India's transition to a Gas based economy





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





Vision to be India's largest Gas based retailer

CNG retailing

Confidence Petroleum to provide Mobile CNG Refueling Unit in Pune

Capital Market

Last Updated at December 1, 2020 18:04 IST



300+



CNG Dispensing Station and MRU

200+

CNG/L-CNG/LNG Project EPC Team

No.1

Gas based company in the Country



Vision to be India's largest Gas based retailer

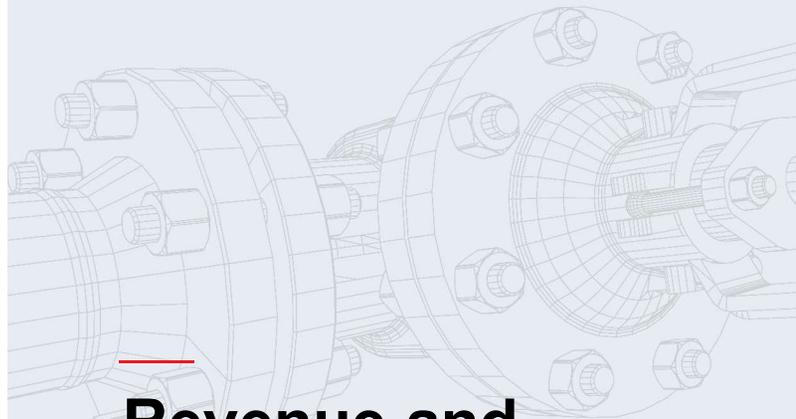
CNG and LNG Projects

Confidence Petroleum completes first CNG station for BGCL in Kolkata

Capital Market

Last Updated at December 26, 2020 15:16 IST

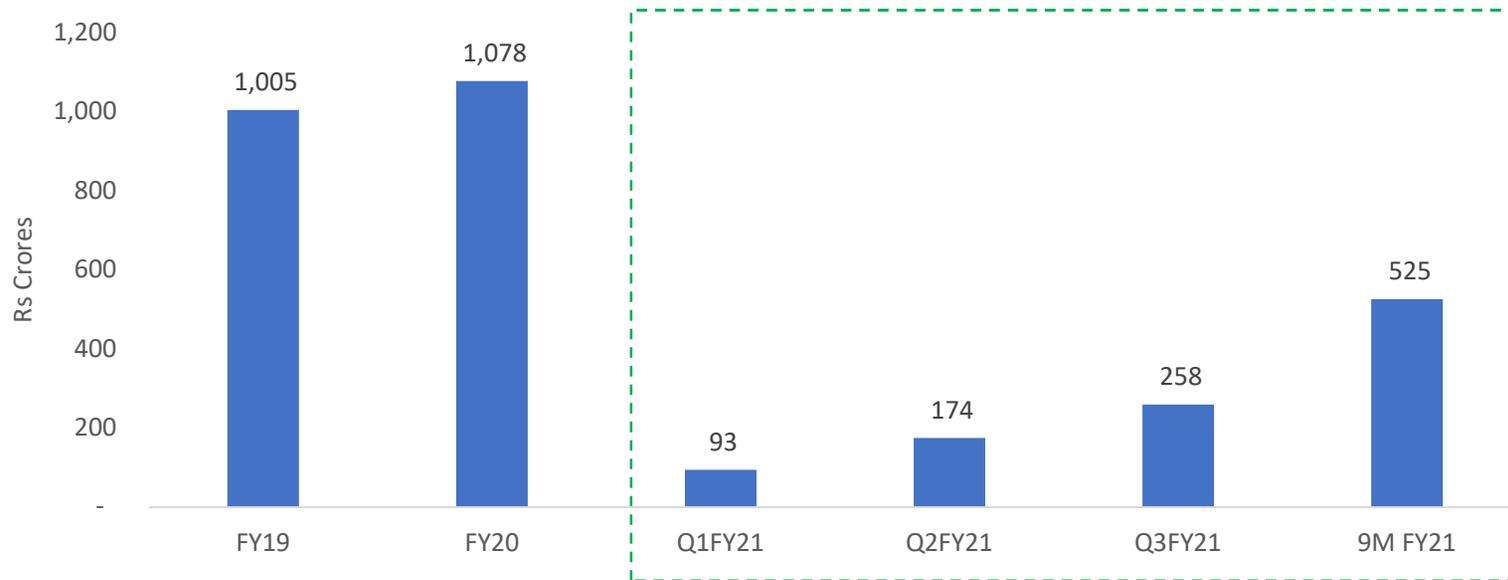




Revenue and Profitability



Consolidated Revenue



- The Government officials are expected to improve “productivity” for handing out licenses.
- New strategies include setting up Dealer Owned Dealer Operated (DODO) Stations.
- Strong focus on marketing, branding and retrofitment of passenger vehicles is further expected to improve volume sales.

Thank You



Prity Bhabhra

Company Secretary

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