



**ARABIAN  
PETROLEUM LTD.**



AN ISO 9001:2015 / 14001:2015 / 45001:2018 CERTIFIED COMPANY

Manufacturer & Exporter of: 'SPL' & 'ARZOL' BRAND OF LUBRICANTS

Address: Plot 14-B, Morivali MIDC, Opp. Positive Packaging, Ambarnath (W), Dist.- Thane, Pin - 421505, Maharashtra, INDIA.

Date: 25/11/2025

To,  
National Stock Exchange of India Limited  
Exchange Plaza, Plot No. C/1, G Block,  
Bandra Kurla Complex, Bandra East,  
Mumbai-400051

Trading Symbol: ARABIAN

**SUB: Investor Presentation**

**Dear Sir/Madam,**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation of the Company.

The above presentation is also accessible on the Company's website at [www.arabianpetroleum.co](http://www.arabianpetroleum.co).

Thanking you.

Yours faithfully,

**For Arabian Petroleum Limited**

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**Manan Hemant Mehta**  
**Wholetime Director**  
**DIN: 05124747**

**ARABIAN  
PETROLEUM LTD.**



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These risks and uncertainties include, but are not limited to, market conditions in the lubricants and greases industry, economic and regulatory changes, competitive dynamics, the Company’s ability to implement its strategies effectively, and fluctuations in customer demand. The Company may also face operational challenges and risks that could impact its growth and expansion plans.

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# COMPANY OVERVIEW

Arabian Petroleum Limited, established in 2006 and headquartered in Mumbai, is an Indian company engaged in the manufacturing and distribution of a wide range of lubricants. Operating under the brand names **Arzol** and **APL**, the company serves both **automotive and industrial sectors**.

## AUTOMOTIVE SEGMENT

It offers a comprehensive portfolio that includes four-stroke engine oils, passenger car motor oils, diesel engine oils, gear and transmission oils, universal tractor and transmission oils, pump set oils, and hydraulic oils.

We aspire to establish a **global presence** as a recognized leader in manufacturing superior-quality lubricants, with an unwavering **commitment to excellence and innovation**. Our **vision** includes **diversifying** into the production of additives and performance chemicals, driving growth through cutting-edge and sustainable solutions. By creating innovative, eco-friendly products, we aim to become a leading exporter, contributing significantly to the nation's progress and success.

VISION

## INDUSTRIAL SEGMENT

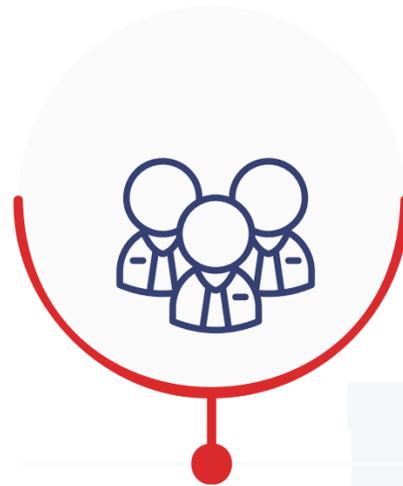
Arabian Petroleum provides specialized lubricants aimed at boosting machinery performance, minimizing mechanical wear, preventing system breakdowns, and reducing energy consumption.

Our mission is to dedicate our resources to manufacturing and **delivering exceptional-quality lubricants and additives**. We strive to stay at the forefront of technology, fostering innovation, enhancing performance, and creating added value to elevate the customer experience. With a strong commitment to international standards, we aim to provide premium products that align with statutory regulations and uphold sustainability principles.

MISSION

# KEY FACTS & FIGURES

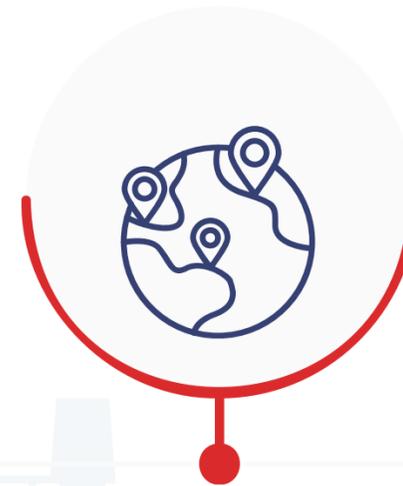
TOTAL BASE OIL STORAGE IN PLANT CAPACITY OF **2000 KL**



**250+**  
**EMPLOYEES**



**300+**  
**DISTRIBUTORS**



**30+**  
**COUNTRIES**



**22+**  
**STATES**



**50+**  
**IN-HOUSE TESTING FACILITIES**



**30+**  
**SOPHISTICATED TESTING EQUIPMENTS**



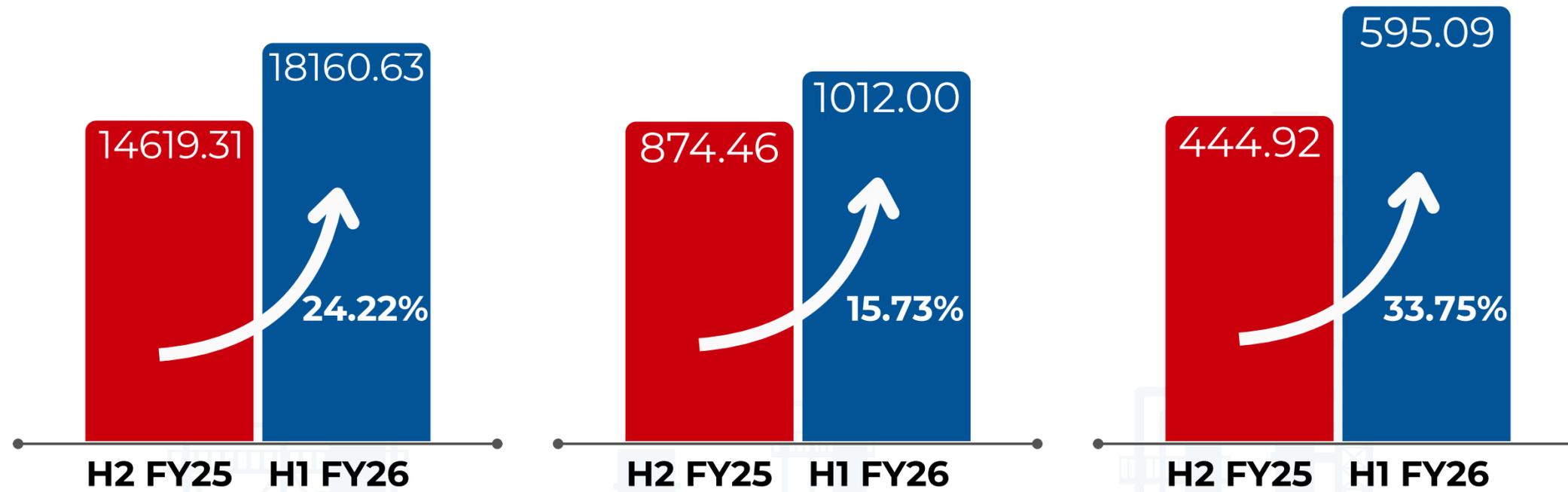
**1000 KL**  
**FINISHED GOODS STORAGE CAPACITY**



**500+**  
**PRODUCTS**

PRODUCTION CAPACITY PER ANNUM **48000 KL**

# FINANCIAL ANALYSIS



**REVENUE FROM OPERATIONS**

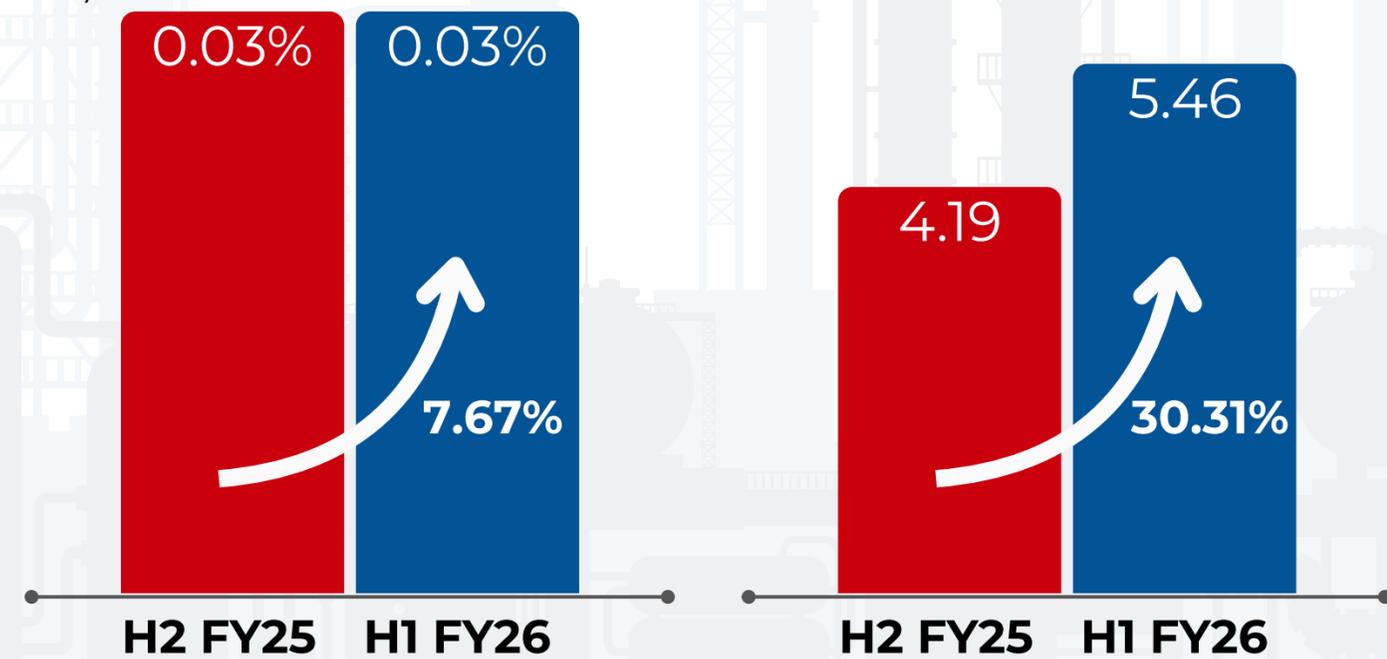
(₹ in lakhs)

**EBITDA**

(₹ in lakhs)

**PAT**

(₹ in lakhs)



**PAT MARGIN**

**EPS**

(₹)

# KEY BUSINESS MILESTONES & ACHIEVEMENTS

- Sponsored 15 distributors to Bangkok for recognition and performance incentives
- Rewarded top performers meeting criteria to boost distributor engagement

## Strategic Incentives & Team Motivation

- Invested ₹1 crore in R&D to drive innovation and product development

## Organizational Strengthening & Investments

- Appointed major distributors in key regions:
  - Kanpur, Rajkot, Karnataka, and Madurai for automotive segment
  - Kolkata for industrial segment
- Strengthened market presence across geographies, adding four new countries across the Middle East and Central America.

## Market Expansion & Distribution Network

- Launched agriculture sector product line
- Developed specialized products for extreme temperature applications (minus degree conditions)
- Developed and approved three new products for Indian Army deployment

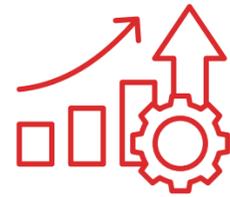
## Product Portfolio Diversification

# OPERATIONAL EXCELLENCE DRIVING GROWTH



## Production and Supply Chain Efficiency

- Initiatives such as the FIFS (First In First Served) process have reduced supply lead times from 7–10 days to 3–5 days, supporting timely customer order fulfillment and potentially boosting sales activity.
- Reintroduction of the Bhiwandi mother warehouse improved Automotive supply chain performance, with key metrics showing significant improvement (On-Time from 64 to 77, In-Full from 41 to 98).



## Inventory Management Improvements

- Tightened inventory control across finished goods and packaging materials, resulting in a drop in inventory cover from 60+ days to under 30 days for finished goods, and packaging inventory value from ₹3 crore to <₹2 crore. This supports improved working capital efficiency, lower cash tied up in stock, and faster inventory turnover.



## Cost Reduction and Automation Initiatives

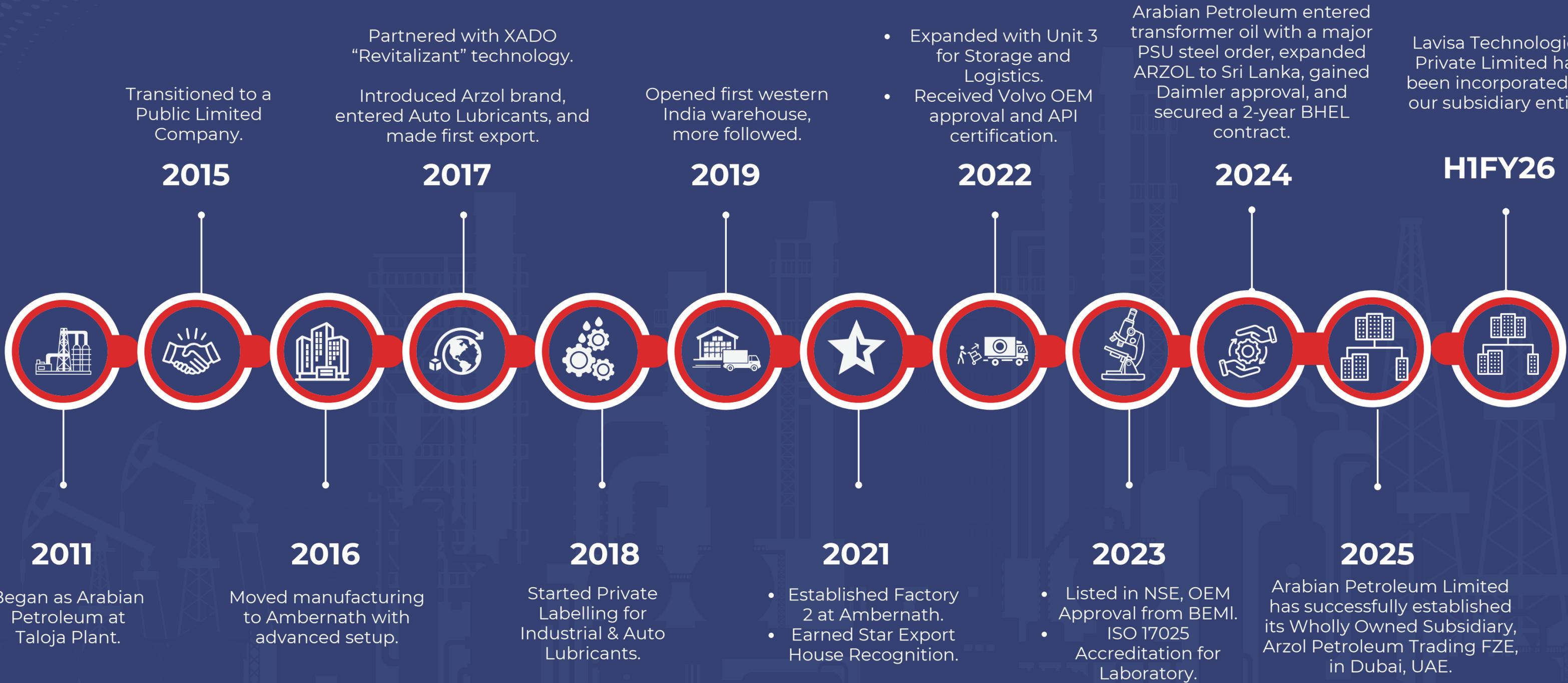
- Installation of in-house weighing scale reduced dependence on third-party scales, saving time and costs.
- Ongoing cost optimization, including consolidation of North branches, introduction of automation (labeller, goods lift, plant inventory movement), and upcoming Bangalore branch, is expected to reduce operational costs by 15–20%.



## Governance: Performance and Credit Control

- Regular daily and monthly review mechanisms increase accountability and align department actions with organizational objectives.
- Implementation of a credit control dashboard and active follow-ups have reduced debtor days from 62 to 48 (as of October 2025), improving cash flow—critical for investor confidence

# OUR JOURNEY

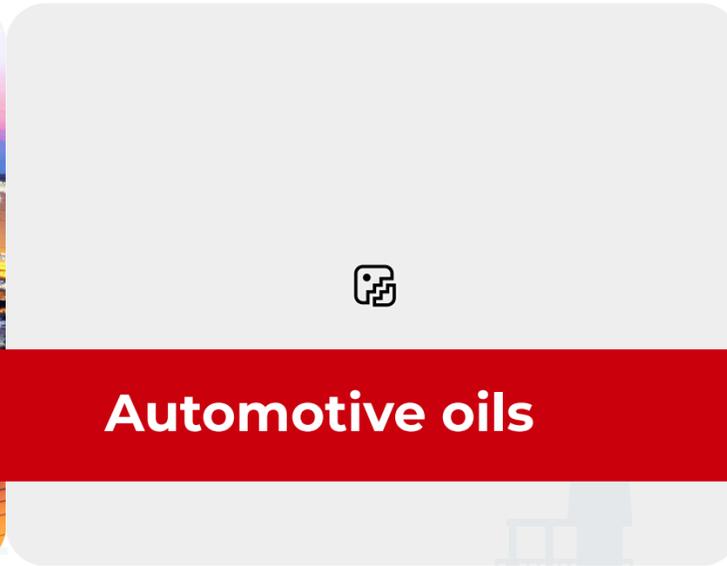


# APL IN LUBRICANT MARKET OF INDIA

**PRODUCT RANGE**



**Industrial oil**



**Automotive oils**

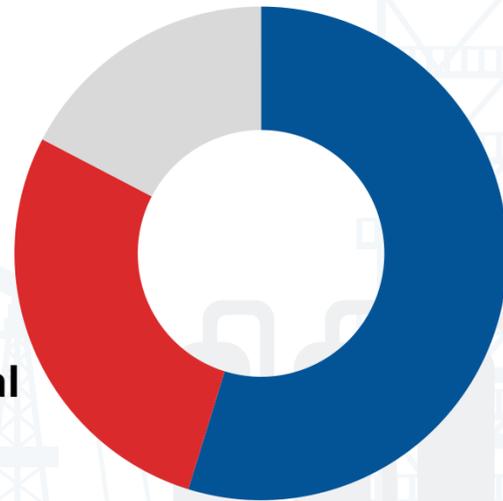


**Speciality products**



**Greases**

**Consumer 17.4%**



**Industrial 54.8%**

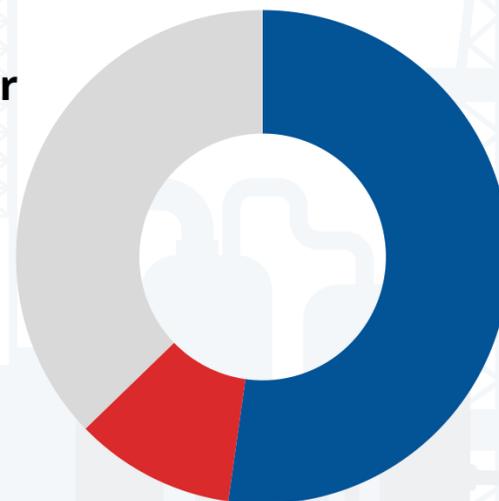
**commercial 27.9%**

Arabian Petroleum Ltd. (APL) is among the top 20 lubricant brands in India by volume and holds the 13th position among Indian-origin, home-grown lubricant brands.

India's total lubricant market potential stands at approximately 3029 kilotonnes (KT), segmented into:

APL contributes 24.5 KT to this market, distributed as:

**Consumer 37.2%**



**Industrial 52.2%**

**commercial 10.5%**

With this contribution, APL commands around 0.8% of the total lubricant market share in India and has a significant 3.6% market share in the metalworking segment.

# ACTIVE PROJECTS AND PRODUCT ENHANCEMENTS

The facility is actively involved in developing a range of innovative products to meet the needs of industrial and specialized markets.

## Key developments include:



### 1 PEEL-TYPE REMOVABLE RUST PREVENTIVES

Designed for industrial applications, offering easy removal and effective rust prevention.



### 2 RUST PROTECTOR FOR SUBMERSIBLE PUMPS

Enhances pump performance and durability in challenging environments.



### 3 ARBOFORM WS SERIES

Specially formulated water washable neat cutting oil.



### 4 FATTY ACID AMIDES (EMULSIFIER RAW MATERIAL)

Developed as part of backward integration initiatives, supporting cost-efficiency and quality control.



### 5 METCON S 620

Active type neat cutting oil package for moderate to heavy duty application.



### 6 FRIZON MG SERIES

Extremely low moisture refrigeration compressor oil.

# NEW PRODUCT DESCRIPTIONS

## SYNLINK C20

### Synthetic Chain Oil

High-performance synthetic oil designed for food-grade machinery and high-temperature machineries.

## MAGNUS 0W-20 API SP

### Synthetic Engine Oil

A fully synthetic engine oil designed for superior fuel efficiency, engine protection, and performance in modern gasoline engines.

## RUST PROTEX PX-2

### Anti-Corrosion Coating

A defense-grade anti-corrosion coating designed to protect metal surfaces in extreme environments.

# OPERATIONAL SEGMENT



## INDUSTRIAL SEGMENT - SPL

- Mineral & Synthetic Gear Oils
- Hydraulic Oils
- Synthetic & Semi Based Cutting Oils
- Vacuum Oils
- Refrigeration Oils
- Rust Preventives
- Compressor Oils
- Textile Lubricants



## AUTOMOTIVE SEGMENT - ARZOL

- Motor Cycle Oil
- Passenger Car Motor Oils
- Commercial Vehicle & Mixed Fleet Engine Oils
- Transmission Oils
- Coolants, Brake Fluids & Greases
- Nanotechnology Based Products



## PRIVATE LABEL

- Shell
  - Varroc
  - Endurance
  - Mahindra First Choice
  - Tillers
  - Greaves Cotton
  - Hella
  - Topland
- and many more



## TENDER SALES

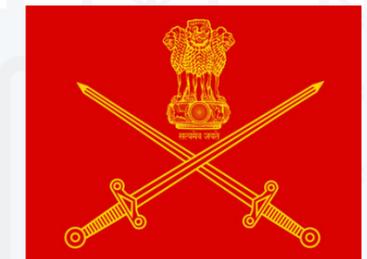
- Indian Navy
  - Indian Army
  - Indian Air Force
  - Indian Railway
  - ISRO
  - ONGC
  - BSF
  - HAL
  - Ordnance Factories
  - Coalfields
- and more than 200 Govt. Clients.



## EXPORTS

- South Asia
- Africa
- Latin America
- Australia
- Gulf Countries

# CLIENTELE



# INDUSTRIES WE SERVE



LIFT/CRANE

CHEMICALS

ENGINEERING

PLASTIC

MINING

TEXTILE

PHARMA

PULP & PAPER



SUGAR

RAILWAY

AUTOMOTIVE

PACKING  
MACHINERY

CEMENT

POWER  
GENERATION

DAIRY FOOD  
PROCESSING

AGRICULTURE

# GEOGRAPHICAL FOOTPRINT

## MARKETS SERVED NATIONAL



**STOCK POINTS**  
DEPOTS IN 10 LOCATIONS &  
PRESENCE IN 22 STATES.

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OVER 200+ DISTRIBUTORS/DEALERS  
ACROSS INDIA



## MARKETS SERVED INTERNATIONAL



**EXPORTS TO MORE THAN 25 COUNTRIES**

# INDUSTRY EXCELLENCE: ARABIAN HONORED IN 2024

IS PROUD TO PRESENT

## ARABIAN PETROLEUM

AS ONE OF THE

### TOP 10 METALWORKING FLUIDS MANUFACTURERS 2024

*in acknowledgement of its unwavering focus and dedication to achieve excellence in quality and delivery in this field.*

*Sudhakar Singh*

Sudhakar Singh  
Managing Editor  
Industry Outlook

COMPANY	MANAGEMENT	DESCRIPTION	COMPANY	MANAGEMENT	DESCRIPTION
Arabian Petroleum Mumbai arzol.co.in	<b>Manan Mehta</b> Director	Offers advanced, high-quality and tailored industrial lubricants and metalworking fluids designed to enhance machine efficiency, reduce downtime, and extend equipment lifespan across various applications.	Indian Oil Corporation Mumbai ioil.com	<b>V Satish Kumar</b> Chairman & Director - Marketing	Offers a comprehensive product range catering to industrial applications like gears, compressors, turbines, journal bearings, hydraulics, splines, pump oil, coolants and other products.
Bharat Petroleum Corporation Mumbai bharatpetroleum.in	<b>G Krishnakumar</b> Chairman & Managing Director	Specializing in lubricants and greases for both the Indian and international markets, the company provides a wide array of over 400 grades that cover multiple segments.	Micro Fluid Solutions Pune microfluidsolutions.com	<b>Dr. Saylee Karande</b> Managing Partner	The company is engaged in the formulation, design and manufacturing of metalworking fluids, cleaners, lubricating oils, MQL and equipment dedicated to coolant management.
Castrol India Mumbai castrol.com	<b>Priyanka Ghosh</b> VP - Industrial Sales	Committed to advancing mobility and enhancing industrial efficiency across various sectors, the firm's product range encompasses gear oils, hydraulic oils, metalworking fluids, cutting oils, cleaners, rust inhibitors, and deformation fluids.	Savita Oil Technologies Mumbai savita.com	<b>Gautam N Mehra</b> Chairman & Managing Director	The company operates a diversified portfolio of products specialising in transformer oils, white mineral oils, lubricating and automotive oils and specialty polymer products.
Fuchs Lubricants India Mumbai fuchs.com	<b>Parag V Dongare</b> Managing Director	Offer comprehensive lubrication solutions across several applications providing innovative products, including metalworking, corrosion preventives, greases, industrial oils, and hydraulics.	Sun Chem Delhi sunchem.in	<b>S K Jain</b> Director	Manufacturer, exporter, and supplier of lubricants for railways, industrial applications, metal forming, metalworking, greases, petroleum jelly, wire rope lubricants, and epoxy cure.
Gandhar Oil Refinery Mumbai gandharoil.com	<b>Ramesh R. Parekh</b> Chairperson & Managing Director	Provides a comprehensive array of oil solution products, which encompasses industrial oils, automotive oils, mineral oils, petroleum jelly, rubber process oils, greases, waxes, specialty oils, and various other products.	Total Energies Mumbai totalenergies.in	<b>Thibault Lesueur</b> Chairman	The firm is engaged in the sectors of liquefied petroleum gas (LPG), lubricants, vehicle maintenance solutions, chemicals, and bitumen, catering to a wide range of applications for commercial and industrial purposes.



# MANUFACTURING CAPACITIES



## INSTRUMENT PORTFOLIO

The facility is well-equipped with a wide range of instruments supporting quality control and testing. Existing equipment includes Density Meters, Aniline Point Testers, Viscosity Baths (40°C and 100°C), Auto Viscometers, pH Meters, Potentiometers, Four Ball Testers, Flash Point Testers (COC, Abel, and PMCC), and advanced devices like Muffle Furnaces and Cold Cranking Instruments, among others.

As part of the expansion, the facility will integrate advanced instruments such as FTIR (Fourier-Transform Infrared Spectroscopy), ICP (Inductively Coupled Plasma), and the NAS Value Detector Instrument, further strengthening its testing and analytical capabilities.

# MANAGEMENT PROFILE

## Hemant Dalsukhray Mehta

### **Chairman and Managing Director**

Hemant Dalsukhray Mehta, the Chairman and Managing Director, holds a Bachelor's degree in Commerce and brings over 41 years of extensive experience to the organization. His expertise spans manufacturing operations, planning, production, and purchase activities, making him a pivotal leader in driving operational excellence and strategic growth.

## Darshana Hemant Mehta

### **Director**

Darshana Hemant Mehta, a Director with a Master's degree in Electronics, has 7 years of experience. She leads the Tender Department, leveraging her expertise to streamline processes and ensure efficient handling of tender-related activities.

## Manan Hemant Mehta

### **Whole Time Director**

Manan Hemant Mehta, the Whole-Time Director, holds a B.Tech in Chemical Engineering and an MBA in Technology Management. With 9 years of experience, he plays a key role in driving sales and marketing initiatives while overseeing quality control and operational activities to ensure excellence and customer satisfaction.

## Dharman Manoj Mehta

### **Whole-Time Director & CFO**

Dharman Manoj Mehta, the Whole-Time Director and Chief Financial Officer, is a Chartered Accountant with 7 years of experience. He leads the export sales and marketing efforts while managing finance operations, contributing to the organization's global outreach and financial stability.

## Vandan Manoj Mehta

### **Director**

Vandan Manoj Mehta, a Director with a B.Tech in Chemical Engineering and an MBA in Technology Management, has 5 years of experience. He oversees domestic sales operations, additive procurement, and new product development, driving innovation and operational efficiency within the organization.

## Kishan Sata

### **Vice president- Operations**

Kishan Sata, Vice President-Operations of Arabian Petroleum, brings over 24 years of experience in building inclusive, transparent cultures and driving business innovation. With expertise in Sales, Retail Operations, and team management, he excels in providing people-focused solutions. Formerly Director of HR at Flipkart Grocery and Wholesale, he led key HR strategies, driving organizational growth. His leadership will enhance employee engagement and support Arabian Petroleum's strategic expansion, aligned with the company's core values of ethics and execution excellence.

# PROFIT AND LOSS

(₹ in Lakhs except EPS)

PARTICULARS	H1FY26	H1FY25	YoY%	H2FY25	HoH%
REVENUE FROM OPERATIONS	18160.63	13905.35	30.60%	14619.31	24.22%
OTHER INCOME	109.74	58.28	88.30%	44.66	145.72%
TOTAL INCOME	18270.37	13963.63	30.84%	14663.97	24.59%
<b>TOTAL EXPENDITURE</b>	<b>17258.37</b>	<b>13099.34</b>	<b>31.75%</b>	<b>13789.51</b>	<b>25.16%</b>
EBITDA	1012	864.29	17.09%	874.46	15.73%
EBITDA MARGIN	0.06	0.06	-10.35%	0.06	-6.84%
<b>DEPRECIATION</b>	<b>68.3</b>	<b>78.53</b>	<b>-13.03%</b>	<b>71.33</b>	<b>-4.25%</b>
EBIT	943.7	785.76	20.10%	803.13	17.50%
INTEREST	150.43	160.29	-6.15%	138.05	8.97%
PROFIT BEFORE TAX	793.27	625.47	26.83%	665.08	19.27%
EXCEPTIONAL ITEMS	0	0		-74.39	
<b>TAX</b>	<b>198.18</b>	<b>161.96</b>	<b>22.36%</b>	<b>145.77</b>	<b>35.95%</b>
PAT	595.09	463.51	28.39%	444.92	33.75%
PAT MARGIN	0.03	0.03	-1.70%	0.03	7.67%
EPS	5.46	4.19	30.31%	4.12	32.52%
INTEREST COVERAGE RATIO	6.27	4.9		5.82	

# BALANCE SHEET

(₹ in Lakhs)

Particulars	As on 30/09/2025
EQUITY CAPITAL	1089.38
RESERVES	5322.15
NON-CURRENT LIABILITIES	315.76
CURRENT LIABILITIES	5386.23
<b>TOTAL LIABILITIES</b>	<b>12113.52</b>
FIXED ASSETS	1159.95
OTHER NON-CURRENT ASSETS	172.7
TRADE RECEIVABLES	5925.05
<b>OTHER CURRENT ASSETS</b>	<b>4855.82</b>
<b>TOTAL ASSETS</b>	<b>12113.52</b>



# THANK YOU

**ARABIAN**  
PETROLEUM LTD.



## FINPORTAL



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