



CONFIDENCE PETROLEUM INDIA LTD.

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CIN: L40200MH1994PLC079766

Date :23/09/2021

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 25 th Floor, P.J. Towers, Dalal Street, Mumbai- 400001
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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 the 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.

Kindly acknowledge the receipt of the same.

Thanking You,
Yours truly,

For Confidence Petroleum India Limited

PRITY PRAMOD BHABHRA
Digitally signed by PRITY PRAMOD BHABHRA
Date: 2021.09.23 18:37:49 +05'30'

PRITY PRAMOD BHABHRA
Company Secretary



Investor Presentation

Q1FY22

September 2021



Confidence Petroleum India Limited

Discussion summary



Brief Profile & Result snapshot



Cylinder Manufacturing



LPG Bottling and Packed Cylinder Division



Auto LPG Dispensing Station



CNG



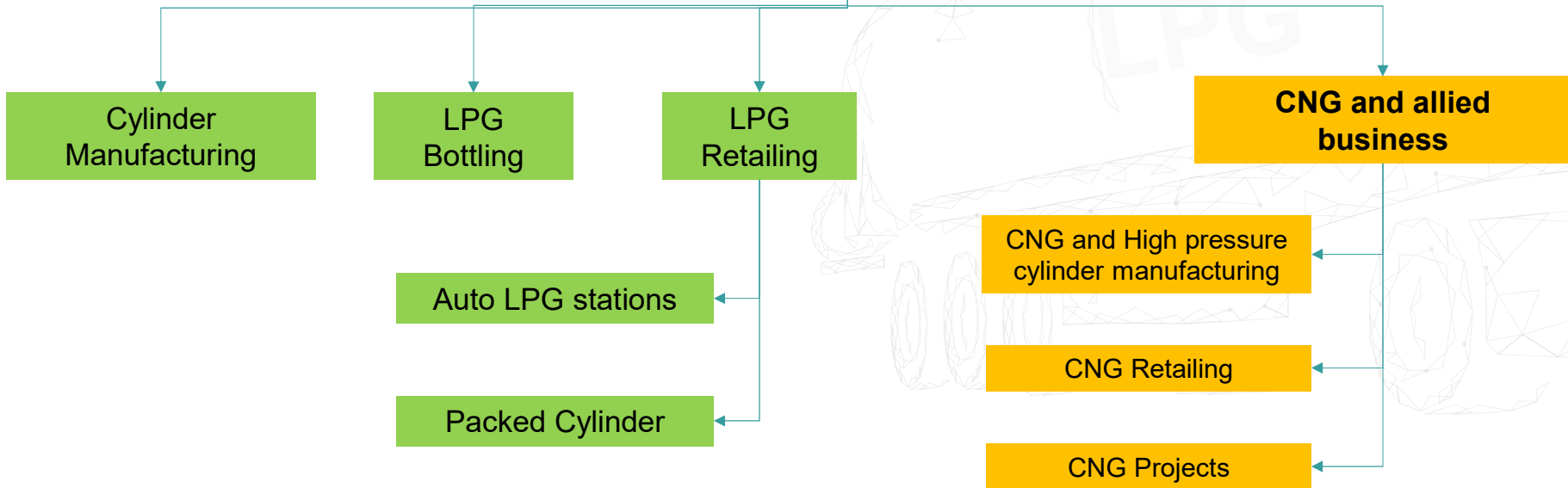
Revenue



Brief Profile

India's largest integrated LPG company in the private sector

CNG Division



Results Snapshot

Q1FY22 Vs Q1FY21

In Rs Cr	Q1FY21	Q1FY22	
Sales	93.57	222.52	139%
EBITDA	4.88	39.02	701%
PAT	(7.01)	16.82	

Q1FY22 Vs Q4FY21

In Rs Cr	Q4FY21	Q1FY22	
Sales	338.45	222.52	(34.3%)
EBITDA	50.97	39.02	(23.4%)
PAT	26.05	16.82	(35.4%)

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

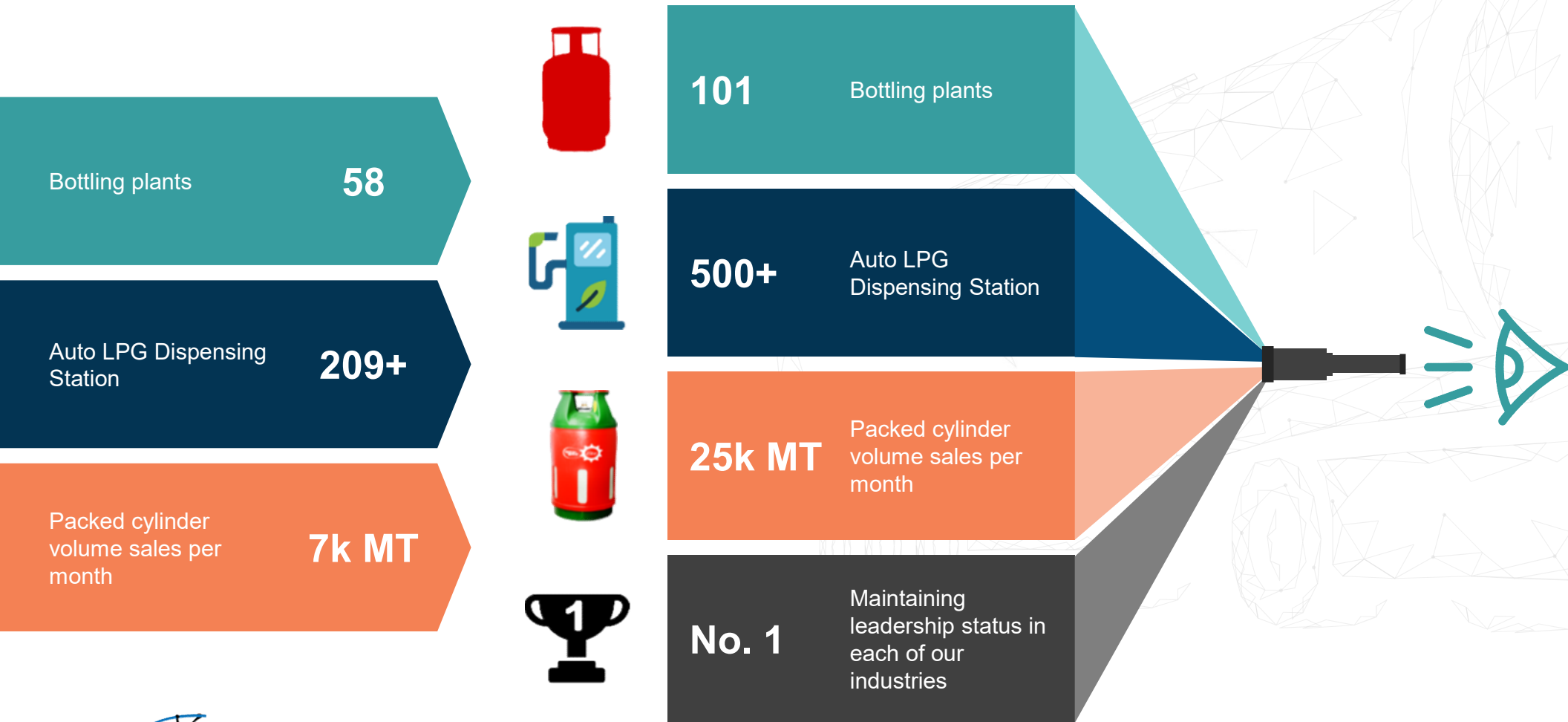
**Amongst Largest Manufacturers
of LPG Cylinders in Asia**

Installed Capacity:
Over 5mn Cylinders per annum

Largest private supplier to PSU Oil
Majors in India



Our Vision – Realign with achievements



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

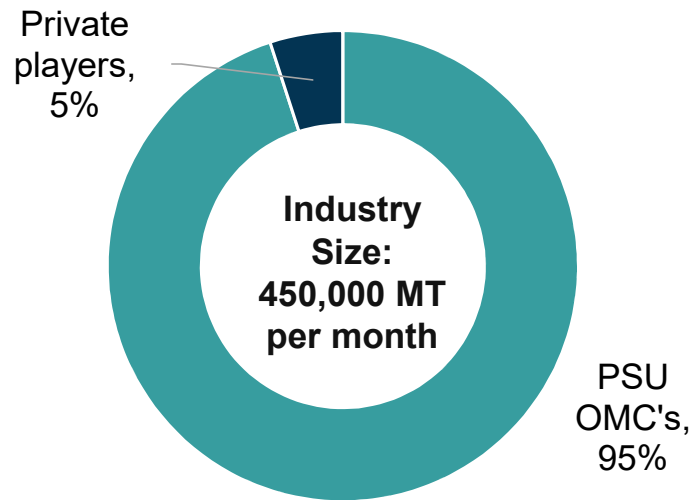


LPG Bottling & Packed Cylinder Division

Energizing India's commercial segment

Demand For Commercial LPG

Commercial LPG market : India



Decoding rise in Commercial LPG Consumption

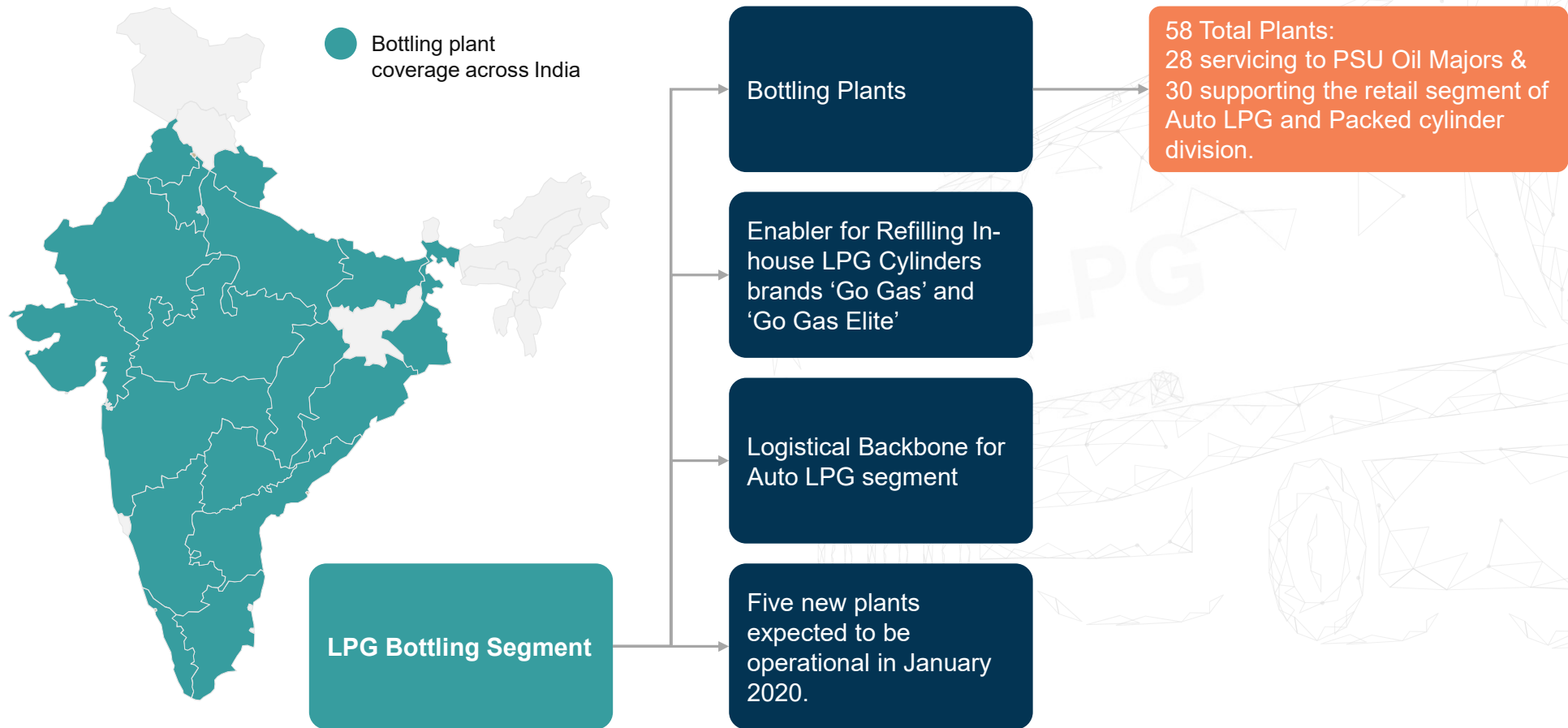
Policy Support & preferred choice fuel by growing Industrial segment

Direct Benefit Transfer of LPG subsidy

Growth in HORECA industry

New age business models, e.g., Cloud Kitchen





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

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

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

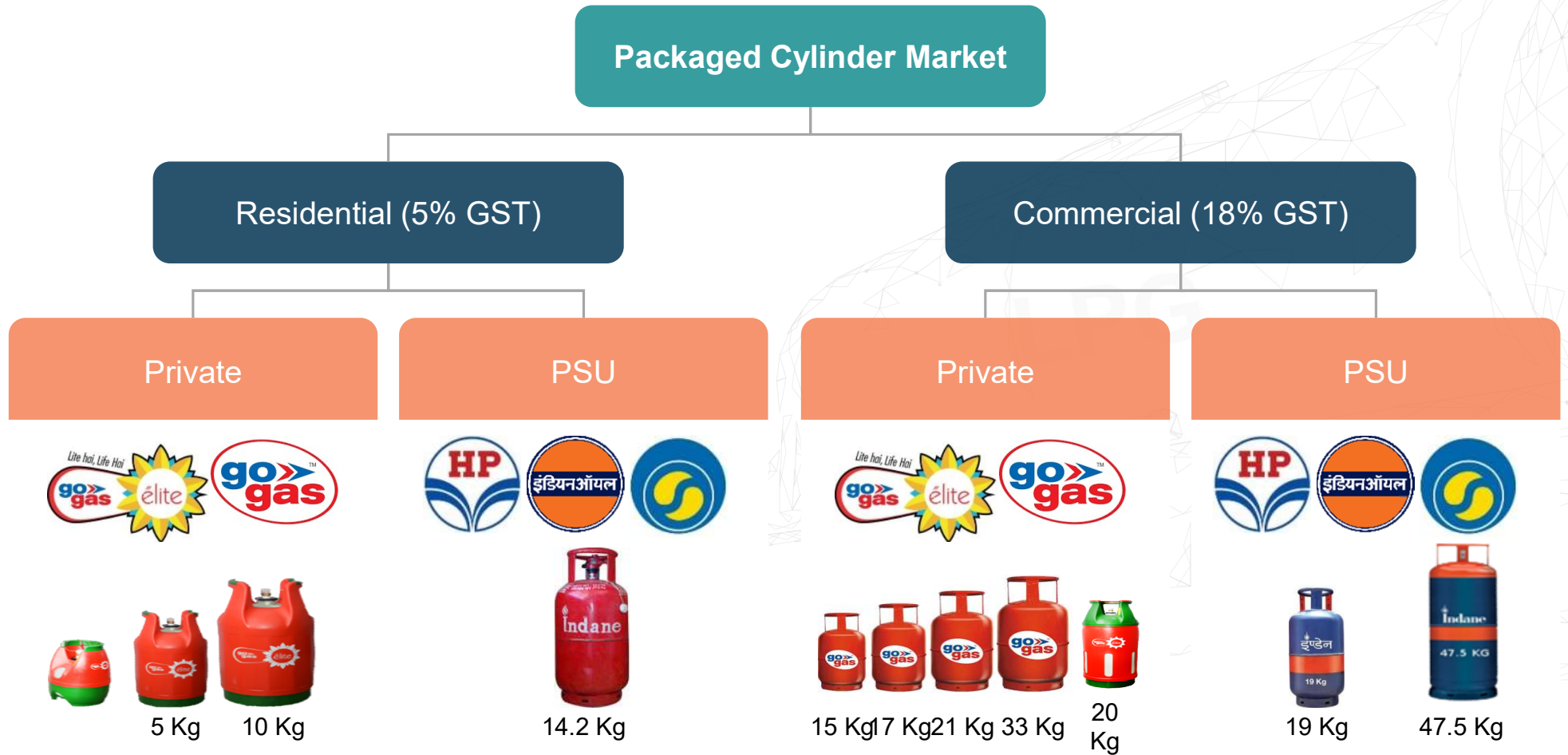
03

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 SKUs



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

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



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



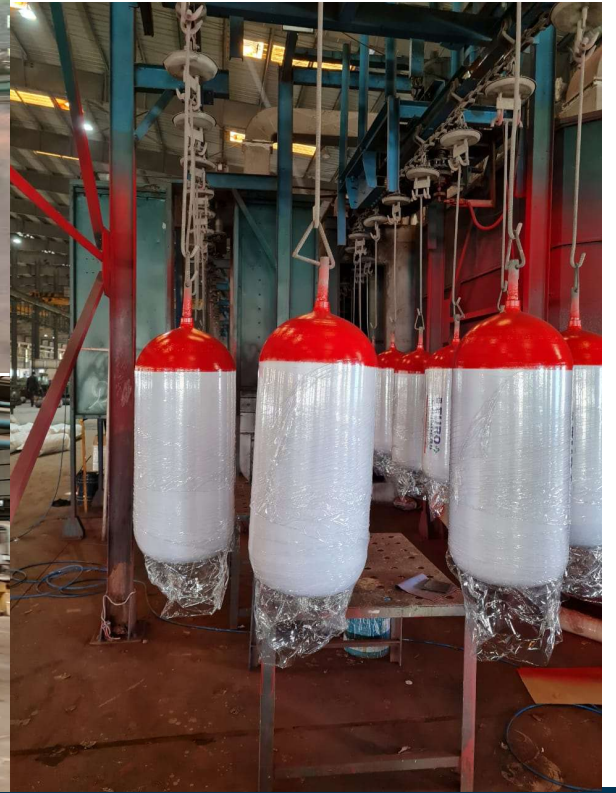
1. Recruit team members to run the operations.
2. Logistics planning, through LPG tankers for according to the refuelling schedule.
3. Cash collection and deposit policies

← 6 Months →

Move to identify new sites

Move to identify new sites





CNG Retailing CNG Cylinders and High Pressure Cylinders Manufacturing

Plant Manufacturing Capacities

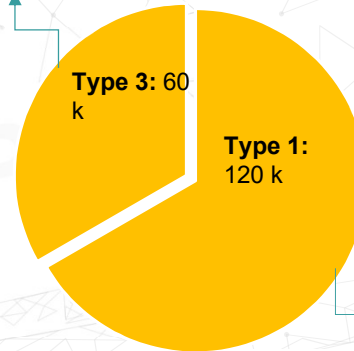
180k

**Sarju Impex,
Dahej**

360k

Phase 1

**Confidence Enterprise,
Nagpur**



Phase 2

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 at Dahej



Confidence Petroleum India Limited

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 and LNG Projects

Confidence Petroleum completes first CNG station for BGCL in Kolkata

Capital Market

Last Updated at December 26, 2020 15:16 IST



Confidence Petroleum India Limited

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



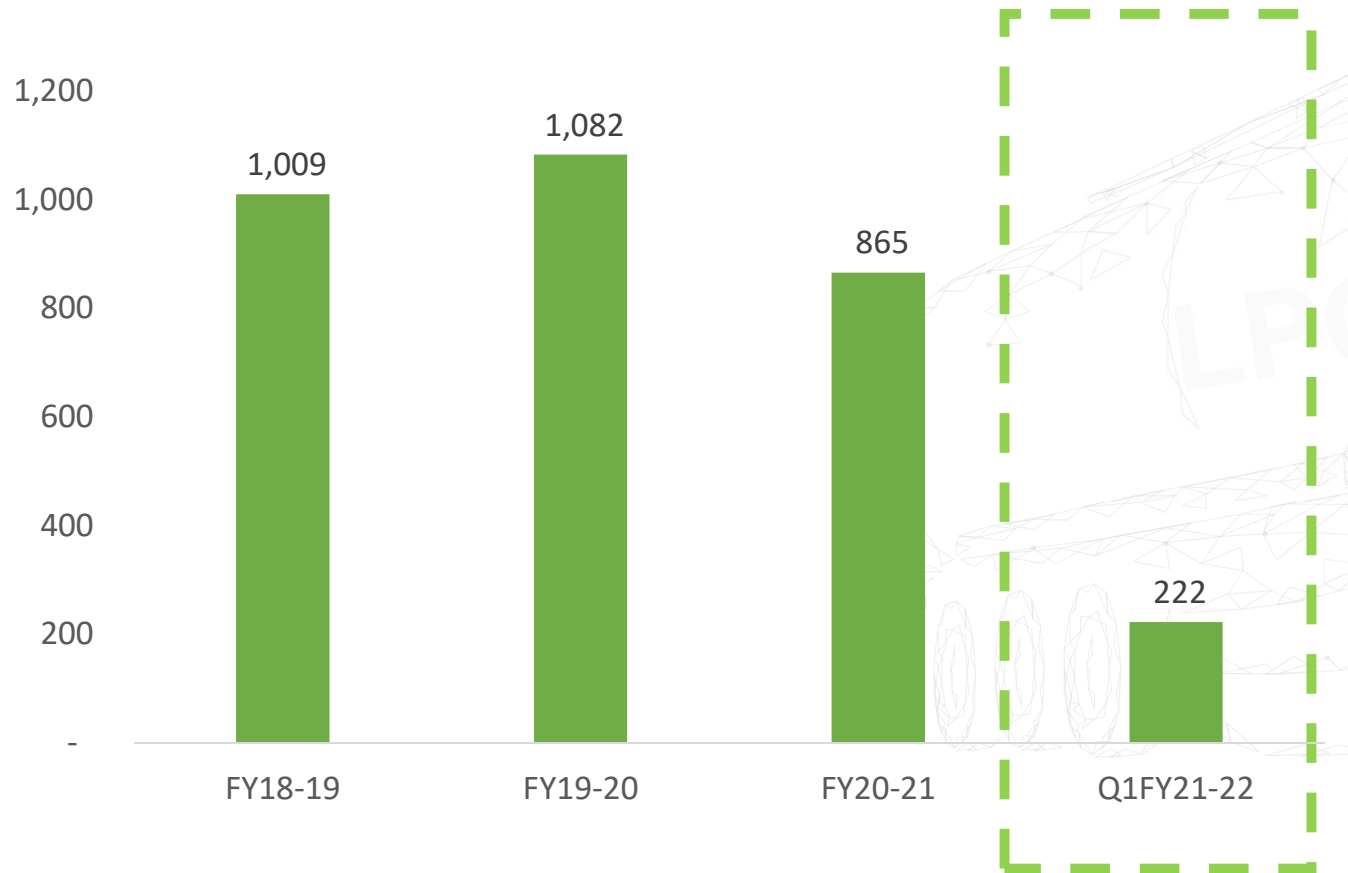
Confidence Petroleum India Limited





Revenue

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.





Prity Bhabhra

Company Secretary

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