

Date: 27/11/2024

To,  
**National Stock Exchange of India Limited**  
“Exchange Plaza”, C-1, Block G,  
Bandra-Kurla Complex,  
Bandra (East), Mumbai – 400 051.

**(NSE SYMBOL: POSITRON)**

Dear Sir/Madam

**Sub: - Business update - Investor presentation**

With reference to above subject, please find enclosed herewith business updates, in form of investor Presentation for the Shareholders and investors of Positron Energy Limited.

Please take the same on your record.

Thanking you,  
Yours faithfully

**For, Positron Energy Limited**

**MANAV**  
**BAHRI**

Digitally signed by  
MANAV BAHRI  
Date: 2024.11.27  
15:29:28 +05'30'

**Name of Signatory: - Manav bahri**  
**Designation: Whole Time Director**  
**DIN:01959472**



**Positron Energy  
Limited**

Investor Presentation

**H1 FY 25 HALF YEARLY  
PERFORMANCE**



## Disclaimer

Prospective investors should be aware that investing in equity shares involves a significant level of risk. For detailed information regarding such risks, potential investors are advised to refer to the section titled "Risk Factors" in the Red Herring Prospectus. It is crucial to note that certain visuals utilized in this presentation may be for illustrative purposes only, aiming to convey the broad categories that the company actively engages with.

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**Positron Energy Limited (Positron, The Company) specializes in Management & Technical Advisory Services for the Oil and Gas Industry, offering end-to-end gas distribution solutions to industries across India. Positron services encompass commercial and financial advisory, project management, and O&M services.**

**Founded by industry veterans Rajiv Menon, Manav Bahri, and Sujit K Sugathan, Positron Energy leverages over 45 years of combined experience to deliver comprehensive solutions for gas distribution across India.**

**The company have developed a significant gas aggregation business volume of approximately 50 MMSCM, primarily in natural gas, with distribution facilitated through common carrier pipeline networks. Positron handles a daily portfolio of more than 8000 MMBTU (As in September 2024) of gas, sourcing on-demand and managing long-term contracts with our customers.**



# Key Highlights Of Positron Energy Limited



### In-house Capabilities

Expertise in project delivery from conceptualization to completion.



### Certifications

ISO 9001:2015 & ISO 45001:2018



### Daily Volume Crossed

8000 MMBTU  
In Sept 2024



### Order Book

57.33 Lakhs



### CAGR H1FY25

Revenue – 40%  
EBITDA – 145%  
PAT – 146%



### H1FY25

Revenue – ₹ 69.98 Crores  
EBITDA – ₹ 6.80 Crores  
PAT – ₹ 4.74 Crores

## Key Business highlights

- PEL has signed gas aggregation contracts from various LNG and Domestic gas sources for 10,000 MMBTU for deliveries in H2 FY-25; Company targets further to aggregate additional 3000 to 5000 MMBTU in FY 25.
- Recent amendments in the gas allocation to the various priority sector in the country has opened up major demand centers for the company facilitating the increase in the gas portfolio for the company

## Management & Technical Consultancy Services



Management Consultancy



Technical Consultancy Services

## Gas Aggregation & Sales

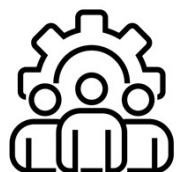


LNG Distribution Solution for Industries and Commercial Clusters



New Product Development  
ICOM Dual Fuel LNG Conversion Systems

The Company offers Management and Technical Consultancy services to major players in the Indian Oil and Gas sector.



## Management Consultancy

- Regulatory studies/advisory & Liaisoning
- Technical feasibility studies & reports
- Commercial feasibility studies & reports
- Comprehensive market and opportunity assessment
- Compressed Biogas (CBG) project advisory and consultancy



## Technical Consultancy Services

- Project Management Consultation (PMC)
- Operations and Maintenance (O&M) of CGD (City Gas Distribution) Network
- Operations and Maintenance (O&M) of CNG and Small-scale LNG
- Execution Projects for CGD Infrastructure

The company focuses on the strategic sourcing and marketing of Natural Gas and R-LNG, emphasizing their environmental benefits, including lower greenhouse gas emissions. They offer competitive and customizable pricing, serving as a comprehensive solution provider for the City Gas Distribution (CGD) and Oil & Gas sectors.



### **Natural Gas Distribution Solution across India for CGDs, industries & Commercial customers**

PEL provides support to its clients for Natural Gas Buying and Selling, through its market intelligence on gas aggregation business. PEL has its expertise in Natural Gas Aggregation through multiple upstream domestic sources and pipelines. We provide gas supplies at competitive market driven rates with one stop solution for interconnections with various gas pipeline operators for transportation of the natural gas to the CGD &/or industrial end customers. PEL also has arrangements to purchase & sell the natural gas as per the requirement of Customers at Indian Gas Exchange (IGX) trading platform.

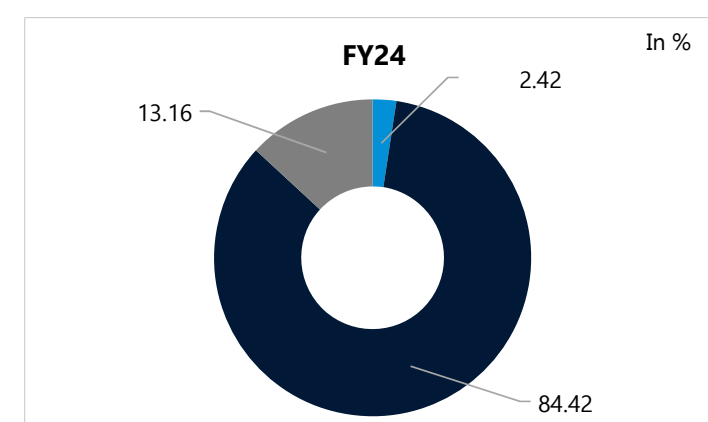
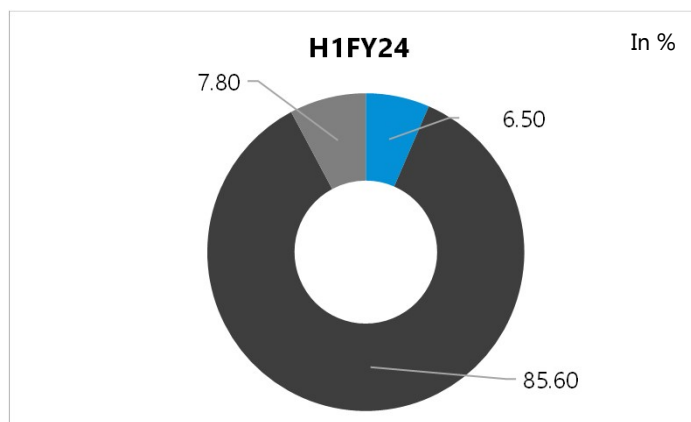
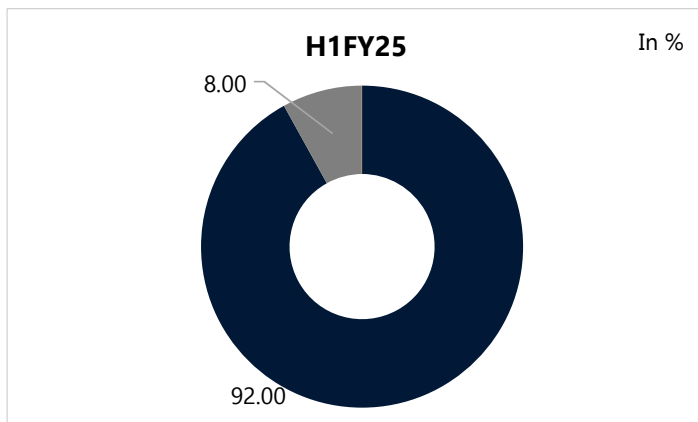


### **New Product Development ICOM Dual Fuel LNG Conversion Systems**

The company has partnered with ICOM North America LLC to introduce Dual Fuel LNG Conversion Systems for trucks over 3.5 tons in India. This innovative system reduces emissions, offers flexible fuel ratios, and ensures seamless integration without engine modifications



# Category Wise Revenue Breakup

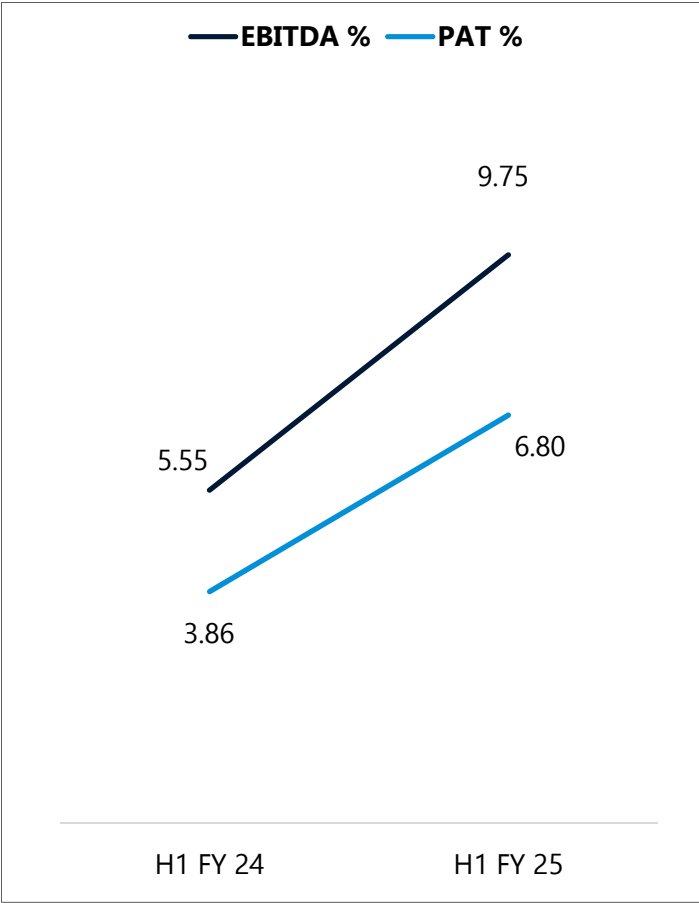
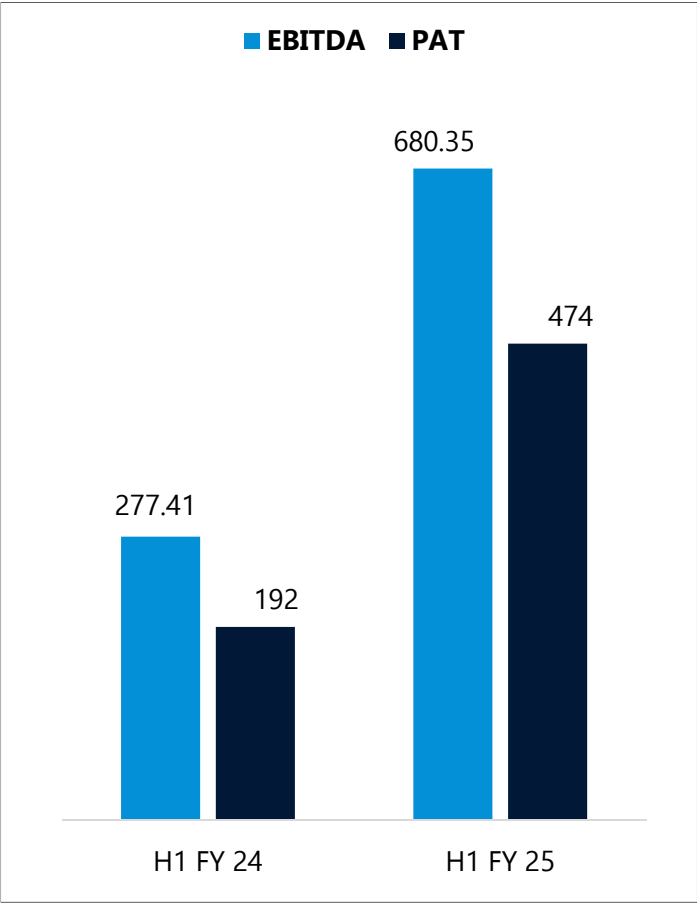
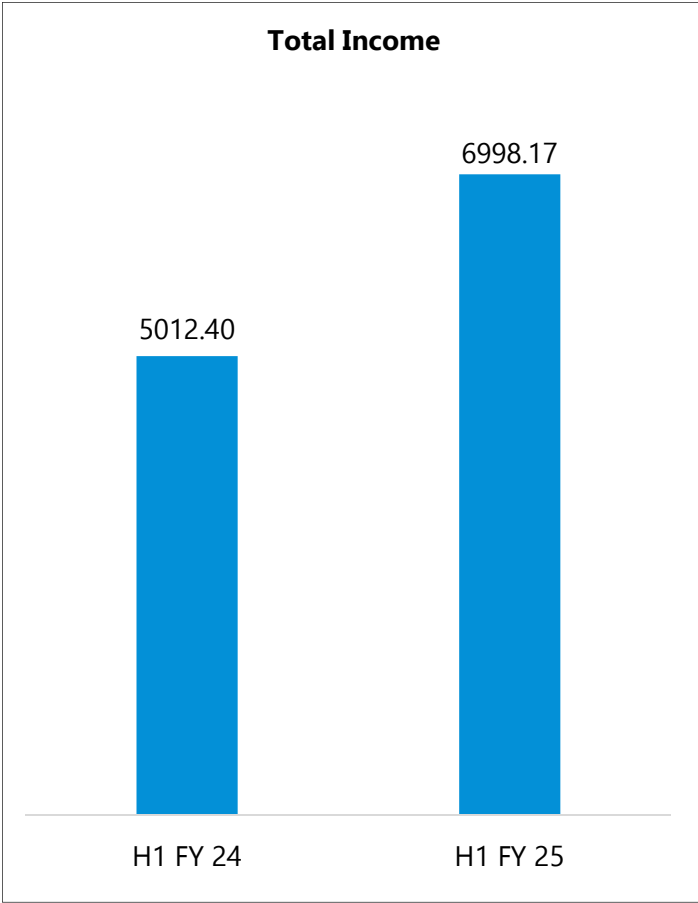


■ CBM Gas Distribution 
 ■ Natural Gas 
 ■ LNG + Diesel Dual Fuel 
 ■ Management & Technical Consultancy 
 ■ Erection & Commissioning income 
 ■ Other Services

In ₹ Lakhs

| Segment              | Type Of Goods/Services            | H1FY25         | H1FY24         | FY24             |
|----------------------|-----------------------------------|----------------|----------------|------------------|
| <b>Sale of Goods</b> | CBM Gas Distribution              | 0              | 326.07         | <b>326.07</b>    |
|                      | Natural Gas                       | 6466.11        | 4279.02        | <b>11,374.57</b> |
| <b>Services</b>      | Management & TechnicalConsultancy | 512.54         | 390.55         | <b>1,772.61</b>  |
| <b>Total</b>         |                                   | <b>6978.65</b> | <b>4995.64</b> | <b>13,473.25</b> |

# Consolidated Key Financial Highlights



All Amount In ₹ Lakhs & Margins In %

Remarkable Growth: Surging Revenues and Enhanced Profit Margins

# Profit & Loss Statement

In ₹ Lakhs

| Particulars                 | H1FY25         | H1FY24         | FY24            |
|-----------------------------|----------------|----------------|-----------------|
| Revenues                    | 6978.65        | 4995.64        | 13473.25        |
| Other Income                | 19.52          | 16.80          | 68.51           |
| <b>Total Income</b>         | <b>6998.17</b> | <b>5012.44</b> | <b>13541.76</b> |
| Purchases of Stock-in-trade | 5794.57        | 4378.23        | 11459.69        |
| Employee costs              | 201.92         | 200.13         | 458.60          |
| Other expenses              | 321.33         | 139.88         | 350.71          |
| Total Expenditure           | 6317.83        | 4718.23        | 12269.00        |
| <b>EBITDA</b>               | <b>680.35</b>  | <b>277.41</b>  | <b>1204.25</b>  |
| EBIDTA (%)                  | 9.75%          | 5.55%          | 8.94%           |
| Finance Costs               | 32.191         | 23.104         | 57.53           |
| Depreciation                | 11.827         | 00.00          | 26.14           |
| PBT                         | 636.33         | 271.11         | 1189.09         |
| Tax                         | 161.81         | 78.21          | 301.49          |
| <b>Net Profit</b>           | <b>474.51</b>  | <b>192.89</b>  | <b>876.15</b>   |
| NPM (%)                     | 6.8            | 3.86           | 6.5             |

# Balance Sheet

In ₹ Lakhs

| Equities & Liabilities                | H1FY25         | FY24           |
|---------------------------------------|----------------|----------------|
| Equity                                | 760.04         | 555.20         |
| Reserves                              | 5820.98        | 935.74         |
| <b>Net Worth</b>                      | <b>6581.02</b> | <b>1490.94</b> |
| <b>Non-Current Liabilities</b>        |                |                |
| Non-Current Borrowings                | 0.00           | 0.00           |
| Deferred Tax Liabilities              | 0.00           | 0.00           |
| Long Term Provision                   | 499.85         | 685.66         |
| <b>Total Non-Current Liabilities</b>  | <b>499.85</b>  | <b>685.66</b>  |
| <b>Current Liabilities</b>            |                |                |
| Current Borrowings                    | 131.36         | 342.24         |
| Trade Payables                        | 1763.14        | 509.88         |
| Short Term Provision                  | 130.49         | 123.19         |
| Other Current Liabilities             | 708.59         | 637.11         |
| <b>Total Current Liabilities</b>      | <b>2733.57</b> | <b>1612.42</b> |
| <b>Total Equity &amp; Liabilities</b> | <b>9814.45</b> | <b>3789.03</b> |

| Assets                          | H1FY25         | FY24           |
|---------------------------------|----------------|----------------|
| <b>Non-Current Assets</b>       |                |                |
| Fixed Assets                    | 190.83         | 192.03         |
| Other Non-Current Assets        | 78.40          | 65.77          |
| <b>Total Non-Current Assets</b> | <b>269.23</b>  | <b>257.80</b>  |
| <b>Current Assets</b>           |                |                |
| Inventories                     | 360.03         | 268.62         |
| Trade receivables               | 2946.41        | 1477.00        |
| Cash & Bank Balance             | 6093.64        | 1744.72        |
| Short Term Loans and advances   | 48.01          | 39.21          |
| Other Current Assets            | 97.13          | 1.68           |
| <b>Total Current Assets</b>     | <b>9545.21</b> | <b>3531.23</b> |
| <b>Total Assets</b>             | <b>9814.45</b> | <b>3789.03</b> |

# Key Investment Rationales

1

## Strong Market Position:

- Established as a key player in Oil and Gas.
- Specializes in Natural Gas aggregation, sales and distribution.

2

## Experienced Leadership:

- Founded by veterans with over 45 years of industry experience.
- Leadership drives growth and builds a strong value system.

3

## Comprehensive Service Portfolio:

- Offers end-to-end solutions for gas distribution.
- Diverse services cater to various Oil and Gas segments.

4

## Innovative Solutions:

- Collaborates with ICOM North America for dual-fuel LNG systems.
- 'Gas on Wheel' and LNG distribution services for remote areas.

5

## Quality and Certifications:

- ISO 9001:2015 and ISO 45001:2018 certified.
- High standards of quality and safety.

6

## Strategic Market Access:

- Indian Gas Exchange (IGX) Through Its Clearing Member
- Efficient supply management with 8000 MMBTU daily volume (As in Sept 2024) .

7

## Growth Potential:

- Focus on expanding service portfolio.
- Strong foundation for future growth in the gas aggregation business.

8

## Environmental Sustainability:

- Emphasis on clean energy solutions.
- Dual-fuel LNG systems promote sustainability.

9

## Strong Revenue Growth:

- Revenue up from ₹50.12 Crores (H1FY24) to ₹69.98 Crores (H1FY25).

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## Improving Profitability:

- EBITDA rose from ₹277.41 Lakhs (H1FY24) to ₹680.35 Lakhs (H1FY25).
- PAT increased from ₹192.89 Lakhs (H1FY24) to ₹474.51 Lakhs (H1FY25).

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## Enhanced Financial Stability:

- Net worth grew from ₹1490.94 lakhs (FY24) to ₹6581.02. lakhs (H1FY25).
- Debt to equity ratio improved from 0.69 (FY24) to 0.095 (H1FY25).

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## Efficiency Ratios:

- ROE For H1FY25 is 7.21% .
- ROCE For H1FY25 is 7.025%.



**Dr. Safalta S Gupta**  
Chairman & Independent Director

She holds an MBBS (2003) and a Diploma in Gynecology and Obstetrics (2005) from the University of Gujarat. With 7 years of experience in Gynaecology, she enhances the board's independence and operational integrity.



**Mr. Rajiv Shankarankutty Menon**  
Managing Director

He holds a B.Com from Sardar Patel University, Gujarat, and has over 15 years of experience in the Oil & Gas industry. He is a key driver of the company's growth and business strategy.



**Mr. Manav Bahri**  
Whole Time Director & CEO

He holds a B.Tech in Civil Engineering from NIT Hamirpur (1998) and a PGDM from Symbiosis Institute of Management Studies (2000). With over 15 years of experience in the Oil & Gas industry, he oversees the company's overall operations.



**Mr. Sujit K Sugathan**  
Whole Time Director & CFO

He holds a B.E. in Electrical Engineering from L.D. College of Engineering, Gujarat University, and an MBA in Oil & Gas Management from the University of Petroleum and Energy Studies, Dehradun. With over 15 years in the Oil & Gas industry, he adeptly manages the company's financial activities.



**Mr. Suresh Ayyappankutty**  
Non-Executive Director

He holds a B.E. in Power Electronics and an MBA from ICFAI University. With 15 years of experience in various sectors, including Sales & Marketing, Supply Chain, and Data Science, he enhances the company's independence and operations



**Mr. Devanutosh Kothari**  
Independent Director

He holds a Bachelor of Commerce Degree from Gujarat University, since 1999. He has an Experience of more than 4 years in Business and Management Consultancy.

# Powering Forward: Positron Energy's Competitive Strength



### Customized Solutions and Services

- Innovative Solutions
- Niche Market Presence
- Market Diversification



### Adaptability to Changing Gas Pricing Landscape

- Market Dynamics Recognition
- Diversification Strategy
- Opportunity Exploration



### Embracing Government Reforms

- Unified Tariff Implementation
- Changes in Gas Allocation to Priority Segments
- Contribution to Energy Transformation



### Diversified Portfolio for Future Growth

- Competence in Management and Technical Advisory
- Sale and Distribution of Gas
- New Product Development



### Experienced Leadership and Execution Team

- Operational Knowledge
- Long-standing Relationships
- Strategic Vision
- Experienced Board and Management Team
- Efficient Execution Team

# Driving Success: Positron Energy's Business Strategies



Positron Energy Limited continues to prioritize high-quality standards in consulting services for oil and gas companies



Developing new applications to meet the market demand



Expanding Market Access



Overcoming Regulatory and Market Challenges Strategy



Optimizing underutilized pipeline infrastructure strategy



Reform Driven Growth Strategy



Adapting to the changing natural gas pricing landscape strategy



Expanding the business in the industrial & commercial sector for natural gas.



Re-Alignment of Old Gas Contracts





# Thank You



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