



# Savita Oil Technologies Ltd.

Investor Presentation – November 2024



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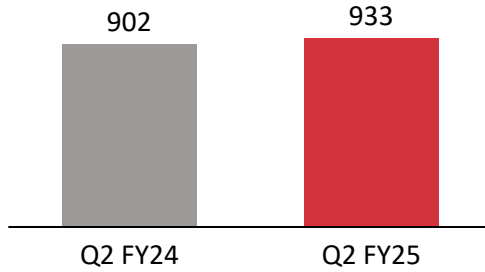
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# Q2 & H1 FY25 Financial Highlights



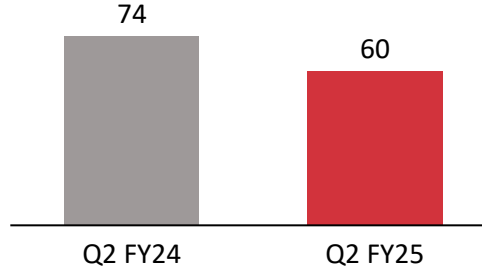
# Q2 & H1 FY25 Performance Highlights

Revenue\* (Rs. Cr)

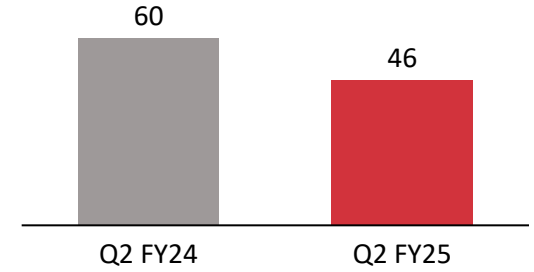


EBITDA (Rs. Cr)

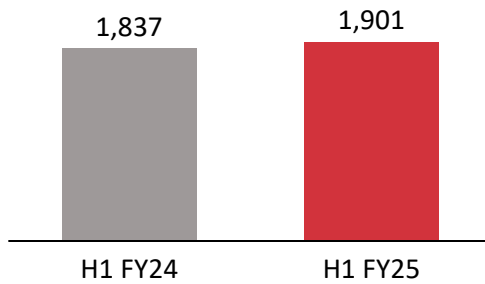
8.2%      6.5%



PBT (Rs. Cr)

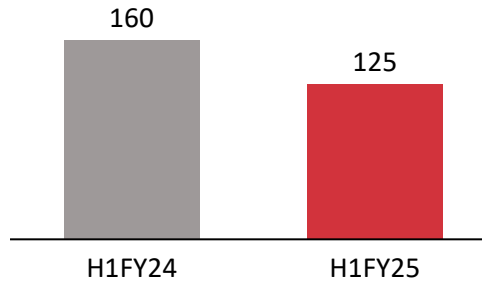


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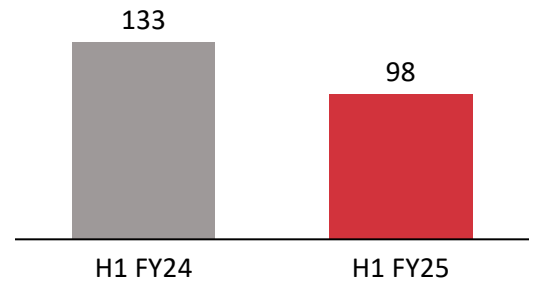


EBITDA (Rs. Cr)

8.7%      6.6%



PBT (Rs. Cr)



# Q2 & H1 FY24 Performance Highlights

*“In the second quarter of FY25, the company reported a total income of Rs 933 crore, reflecting 3.4% year-on-year growth. Despite a significant drop in crude prices and challenges in the international markets, the company achieved a PBT of Rs 46.3 crore for the quarter. Overall sales volumes remained stable, backed by double-digit growth in the Transformer Oil and Lubricant Division on QoQ basis. Demand for White & Mineral Oils were in line with the muted performance of major FMCG players and the industry, expect a gradual pickup in the coming quarters. DEF volumes showed healthy growth of 74% in current quarter on YoY basis.*

*We remain steadfast in positioning Savsol Ester 5 as a leading technology platform for the automotive lubricant market, with continued investments in product development, brand-building, and a broader range of ester molecules for advanced applications. We are engaging and exploring new opportunities in the domestic and export market for ester-based transformer oil.”*

**Mr. Gautam N. Mehra**  
**Chairman and Managing Director**

## Key Highlights

- Double digit volume growth in domestic Transformer Fluids and Lubricant Division in Q2 FY'25 on QoQ basis.
- Focus remains on building the newly launched SavsolEster5 Brand and augmenting its distribution penetration, which will see increased marketing spends.
- Margins impacted by fall in crude oil prices.
- International Business continued to be adversely affected by ongoing logistic challenges with escalated freight rates and limited frequency on routes, improvement is expected in coming quarters on this front.
- During the quarter ended 30th September 2024, the Company did a Buy Back and purchased 5,40,000 equity shares (face value of ₹ 2 each) by utilising its General Reserve amounting to Rs. 36.34 crore. Consequent to the buyback of shares, the Paid-up Equity share capital of the Company stands reduced by Rs. 10.80 Lakhs to Rs. 13.71 crore.

# Consolidated Profit & Loss Statement

Profit and Loss (in Rs. Crs)	Q2 FY25	Q2 FY24	YoY	Q1 FY25	QoQ	H1 FY25	H1 FY24	YoY
Revenue from Operations	907.2	888.8		955.5		1862.7	1809.2	
Other Income	26.0	13.6		17.0		38.1	28.0	
<b>Total Income</b>	<b>933.2</b>	<b>902.4</b>	<b>3.4%</b>	<b>972.5</b>	<b>-4.0%</b>	<b>1,900.8</b>	<b>1,837.2</b>	<b>3.5%</b>
Cost of Goods Sold	757.4	733.4		794.3		1,551.6	1,488.8	
Employee Cost	24.4	20.5		24.7		49.1	41.8	
Other Expenses	91.1	74.6		89.3		175.5	146.6	
<b>EBITDA</b>	<b>60.3</b>	<b>73.9</b>	<b>-18.3%</b>	<b>64.2</b>	<b>-6.0%</b>	<b>124.6</b>	<b>160.0</b>	<b>-22.1%</b>
<b>EBITDA Margin (%)</b>	<b>6.5%</b>	<b>8.2%</b>		<b>6.6%</b>		<b>6.6%</b>	<b>8.7%</b>	
Depreciation	5.9	4.9		5.8		11.8	9.6	
<b>EBIT</b>	<b>54.4</b>	<b>69.0</b>	<b>-21.1%</b>	<b>58.4</b>	<b>-6.9%</b>	<b>112.8</b>	<b>150.4</b>	<b>-25.0%</b>
Finance Cost	8.1	9.4		7.1		15.2	17.9	
Exceptional Item Gain / (Loss)	0.0	0.0		0.0		0.0	0.0	
<b>Profit before Tax</b>	<b>46.3</b>	<b>59.6</b>	<b>-22.3%</b>	<b>51.3</b>	<b>-9.8%</b>	<b>97.6</b>	<b>132.5</b>	<b>-26.3%</b>
Tax	15.2	12.6		11.5		26.7	29.8	
<b>Profit After Tax</b>	<b>31.1</b>	<b>47.0</b>	<b>-33.9%</b>	<b>39.8</b>	<b>-22.1%</b>	<b>70.9</b>	<b>102.7</b>	<b>-30.9%</b>
<b>Profit After Tax Margin (%)</b>	<b>3.3%</b>	<b>5.2%</b>		<b>4.1%</b>		<b>3.7%</b>	<b>5.6%</b>	
EPS (in Rs)	4.50	6.80		5.77		10.27	14.85	

# Consolidated Balance Sheet

Assets (in Rs. Crs)	Sep-24	Mar-24
<b>1. Non - Current Assets</b>	<b>445.2</b>	<b>422.2</b>
a. Property Plant & Equipments	231.8	240.8
b. CWIP	30.1	20.0
c. Investment Property	7.4	7.6
d. Intangible assets	0.9	1.0
<b>e. Financial Assets</b>		
(i) Investments	170.9	148.7
(ii) Loans	0.4	0.2
(iii) Other Financial Assets	1.0	1.1
f. Other Non - Current Assets	2.7	2.8
<b>Current Assets</b>	<b>1,865.1</b>	<b>2,053.8</b>
a. Inventories	791.1	849.9
<b>b. Financial Assets</b>		
(i) Investments	147.1	130.2
(ii) Trade receivables	744.8	783.8
(iii) Cash and cash equivalents	36.2	172.9
(iv) Bank balances other than cash and cash equivalents	31.6	3.8
(v) Loans	0.3	0.4
(vi) Others	10.6	5.5
c. Current Tax Assets (Net)	20.8	32.9
d. Other Current Assets	82.6	74.4
e. Assets classified as held for sale	0.0	0.0
<b>Total Assets</b>	<b>2,310.3</b>	<b>2,476.0</b>

Equity & Liabilities (in Rs. Crs)	Sep-24	Mar-24
<b>Total Equity</b>	<b>1,618.4</b>	<b>1,621.7</b>
Share Capital	13.7	13.8
Other Equity	1,604.7	1,607.9
Non Controlling Interest	0.0	0.0
<b>Non-Current Liabilities</b>	<b>19.0</b>	<b>15.1</b>
<b>a. Financial Liabilities</b>		
(i) Borrowings	0.0	0.0
(ii) Lease Liabilities	0.0	0.1
(iii) Other Financial Liabilities	0.0	0.0
b. Provisions	7.6	8.0
c. Deferred Tax Liabilities	11.3	7.0
d. Other Non Current Liabilities	0.1	0.0
<b>Current Liabilities</b>	<b>672.9</b>	<b>839.2</b>
<b>Financial Liabilities</b>		
(i) Borrowings	0.0	0.0
(ii) Trade Payables	572.9	759.5
(iii) Lease	0.1	0.1
(iv) Other Financial Liabilities	11.8	14.5
b. Other Current Liabilities	50.8	59.1
c. Current tax liabilities (net)	6.6	3.5
d. Provisions	30.7	2.5
<b>Total Equity &amp; Liabilities</b>	<b>2,310.3</b>	<b>2,476.0</b>

- NIL borrowings
- Cash, Cash Equivalents & Investments stood near ~Rs. 386 Crs as on 30<sup>th</sup> September 2024

# Consolidated Cash Flow Statement

Particulars (Rs. Crs)	Sep-24	Sep-23
<b>Net Profit Before Tax</b>	<b>97.6</b>	<b>132.5</b>
Adjustments for: Non -Cash Items / Other Investment or Financial Items	-10.4	8.2
<b>Operating profit before working capital changes</b>	<b>87.2</b>	<b>140.7</b>
Changes in working capital	-110.2	30.6
<b>Cash generated from Operations</b>	<b>-23.0</b>	<b>171.3</b>
Direct taxes paid (net of refund)	-7.1	-35.5
<b>Net Cash from Operating Activities</b>	<b>-30.1</b>	<b>135.8</b>
<b>Net Cash from Investing Activities</b>	<b>-17.4</b>	<b>-136.9</b>
<b>Net Cash from Financing Activities</b>	<b>-89.2</b>	<b>-13.3</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>-136.7</b>	<b>-14.4</b>
Net Foreign exchange difference on translation of foreign operations	0.0	0.0
Add: Cash & Cash equivalents at the beginning of the period	172.9	51.0
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>36.2</b>	<b>36.6</b>



# Company Overview



# SAVITA: A Leading Manufacturer of Petroleum Specialty Products...

## Leading Manufacturer

in India across the product portfolio

Legacy of 60+ years

4

State of the Art, ISO Certified Manufacturing Plants

NABL Certified R&D Laboratory

## Product Portfolio

Petroleum Specialty Oils

74% of Sales

Transformer Oils

White & Mineral Oils

Formulated Specialty Products

Lubricating Oils

25% of sales

Automotive Oils

Industrial Oils

Rest 1% of Sales are contributed by others

Wide Reach

75+ countries

41 Stock points

400 Distributors

1,500 Franchisee Dealers

Robust Financials

FY24 (Rs. Cr, unless mentioned otherwise)

3,812 Revenues

325 (8.5%) EBITDA

201 (5.3%) PAT

Rs. 5,954 EBITDA per KL/MT

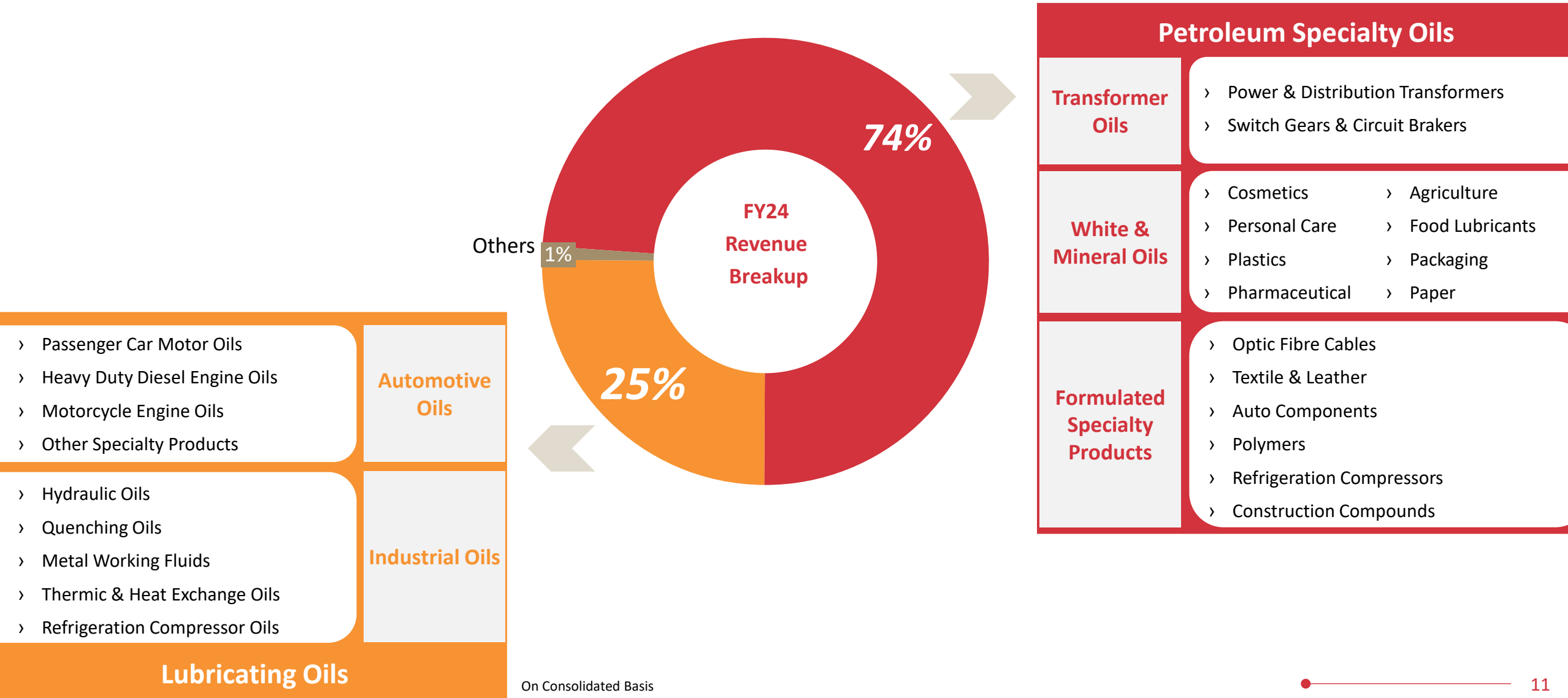
Rs. 4 Dividend per share

Uninterrupted record of dividend distribution since listing in 1994

Focus on Sustainability







53 MW Installed renewable capacity

... with well insulated product portfolio catering to multiple industries



On Consolidated Basis

# Legacy of 60+ years

<b>1961</b> Incorporation by Late Mr. Nandkishore Mehra. Set up 1st manufacturing unit at Sakinaka, Mumbai to manufacture liquid paraffin as an import substitute	<b>1976</b> Set up first-of-its-kind R&D Centre in the private sector oil industry.	<b>1994</b> Public issue and listing of SAVITA on the BSE and NSE  Associated with Idemitsu Kosan for Branded Lubricants	<b>2007</b> Launched SAVSOL, SAVITA'S own brand of lubricating oils  	<b>2015</b> Launched <i>bioTransol</i>  	<b>2020</b> Launched SAVSOL Bio Boost, one of India's most biodegradable engine oils	<b>2023</b> Completion Synthetic Ester Plant  
<b>1969</b> Established manufacturing unit at Turbhe on the outskirts of Mumbai for the manufacture of petroleum specialties	<b>1989</b> Set up another manufacturing plant at Mahad in Maharashtra	<b>1998</b> Expanded manufacturing of petroleum specialties by setting up 4 <sup>th</sup> manufacturing unit at Kharadpada, Silvassa	<b>2013</b> Set-up a fully automated, state-of-the-art manufacturing unit at Silli, Silvassa for the manufacture of entire range of petroleum specialty oils	<b>2018</b> Re-launched SAVSOL in a new green avtaar  	<b>2021</b> 	<b>2024</b> Launch of SavsolEster5 Range  

# Product Portfolio



# 1. Transformer Oils

Only global manufacturer of mineral, natural and synthetic ester-based transformer oils



- › These oils are used as an insulating and cooling medium in distribution transformers, power transformers and instrumentation transformers
- › Offer a full range of Transformer Oils under “TRANSOL” brand
- › Products delivered and tailor made to meet specifications for domestic and global customers

## End User Industries

- › Transformer Manufacturers
- › Electricity Boards
- › Power Plant Operators

## Key Customers



**Crompton**



**TATA POWER**

**TOSHIBA**

## Key Growth Drivers

- › Rising Investments over the next decade in transmission segment to support higher generation capacity and rural electrification
- › Rising demand for modernization of aging grid infrastructure coupled with large scale capacity addition will boost the market

## 2. White & Mineral Oils

### Amongst Top 2 Suppliers of White & Minerals Oils in India

- › Offer wide range of highly refined specialty mineral oil based products under the “TECHNOL” and “SAVONOL” brand
- › Also manufacture petroleum jellies like Ultima White, Snow White, Yellow Petroleum Jelly and other specific industrial grade petrolatum's under the brand “Savogel”
- › Key properties of this fluids are good lubricity, smoothness, softness and resistance to moisture in the formulations

#### End User Industries

- › Personal Care
- › Pharmaceutical
- › Plastics
- › Elastomers
- › Rubber Compound

#### Key Customers



Johnson & Johnson



#### Key Growth Drivers

- › The Indian personal care industry is witnessing a boom due to changing perceptions, growing awareness, and the rise of direct-to-consumer (D2C) companies making waves in the online retail space
- › Growing demand of cosmetic and pharma products from urban & rural India

# 3. Formulated & Specialty Products



## Leading supplier of Formulated & Specialty Products in India

- › Specialized waxes and emulsions including paraffin wax emulsions, microcrystalline wax, Polyethylene wax, oxidized PE wax and a range of wax emulsions. Wax Emulsion protect coating and ink surfaces for diverse applications
- › Cable filling and flooding compounds for copper cables as well as Optic Fiber Cables under “Savofil”, “Savoflod” and “Vitagel” brand names. This compound helps moisture tolerance, softness and stability at an extreme temperature



### End User Industries

- › Optic Fibre Cables
- › Textile & Leather
- › Auto components
- › Polymers
- › Refrigeration Compressors
- › Construction Compounds

### Key Customers



### Key Growth Drivers

- › The 5G Telecom spectrum auction held in 2022 and subsequent rollout of the network is expected to generate healthy demand for this product
- › Growing demand from end user market
- › Government Linked PLI Scheme



# 4. Automotive Oils – B2C Segment (1/2)

Apart from a sizable B2B business, we market our popular SAVSOL range of lubricants, greases and coolants to retail customers



- › The lubricant brand SAVSOL manufactures and markets high performance lubricants, fluids, coolants & greases and is amongst the fastest growing lubricant brand of India
- › It has a comprehensive range of automotive lubricants meeting the growing demand for sustainable products in various categories, i.e., Passenger Car Oils, Motorcycle Oils, Commercial Vehicle Oils, and Other Specialty Products
- › SAVSOL portfolio has products which successfully meets the latest & stringent BS VI emission norms for automobiles



Presenting a wide range of diesel engine oils to bring out the best from your trucks. Savita Oil Technologies Ltd. 10th, Sector 8, Gurgaon, Haryana, India. Contact: 0124-2311111. Website: www.savita.com



Presenting a wide range of diesel engine oils to bring out the best from your tractors. Savita Oil Technologies Ltd. 10th, Sector 8, Gurgaon, Haryana, India. Contact: 0124-2311111. Website: www.savita.com

# 4. Automotive Oils – B2B Segment (2/2)



## Leading supplier of Automotive Oils in India

- › Savita Oil Technologies known for its high quality lubricant manufacturing with state-of-the-art plants and technology centre has been amongst preferred supplier to automotive OEMs for a wide range of lubricant applications
- › Trusted partner for leading automotive OEMs. Some of our OEM associations are existing for over two decades
- › A fully equipped technical and quality control lab ensures high quality standards



### End User Industries

- › Two Wheelers
- › Four Wheelers
- › Commercial Vehicles
- › Farm Equipment

### Key Customers

	<i>Partnership for last</i>
	<i>25+ Years</i>
	<i>22+ Years</i>
	<i>11+ Years</i>
	<i>3+ Years</i>

### Key Growth Drivers

- › Low vehicle density - all global players focused on India story
- › Increase in per capita income and improved infrastructure leading to rise in vehicle ownership
- › Expansion of OEM franchise workshop network

# 5. Industrials Oils



## Leading supplier of Industrial Oils in India

- › Savita Oil Technologies has been a trusted partner to Industrial OEMs for a wide range of lubricant application needs.
- › It has an elaborate product portfolio under Brand “SAVSOL” catering to various Industrial applications and provides excellent lubrication, performance and protection to different types of Machines and Industrial Equipment
- › The exhaustive portfolio includes wide range of Hydraulic Oils, Turbine Oils, Thermic Fluids, Heavy Duty Industrial Gear Oils, Transmission Oils, Greases, Heat Treatment (Quenching Oils), Metal Working Oils and other Specialty Oils



### End User Industries

- › Industrial Machines & Equipment

### Key Customers



*Partnership for last*

**TATA HITACHI**

*25+ Years*



*7+ Years*



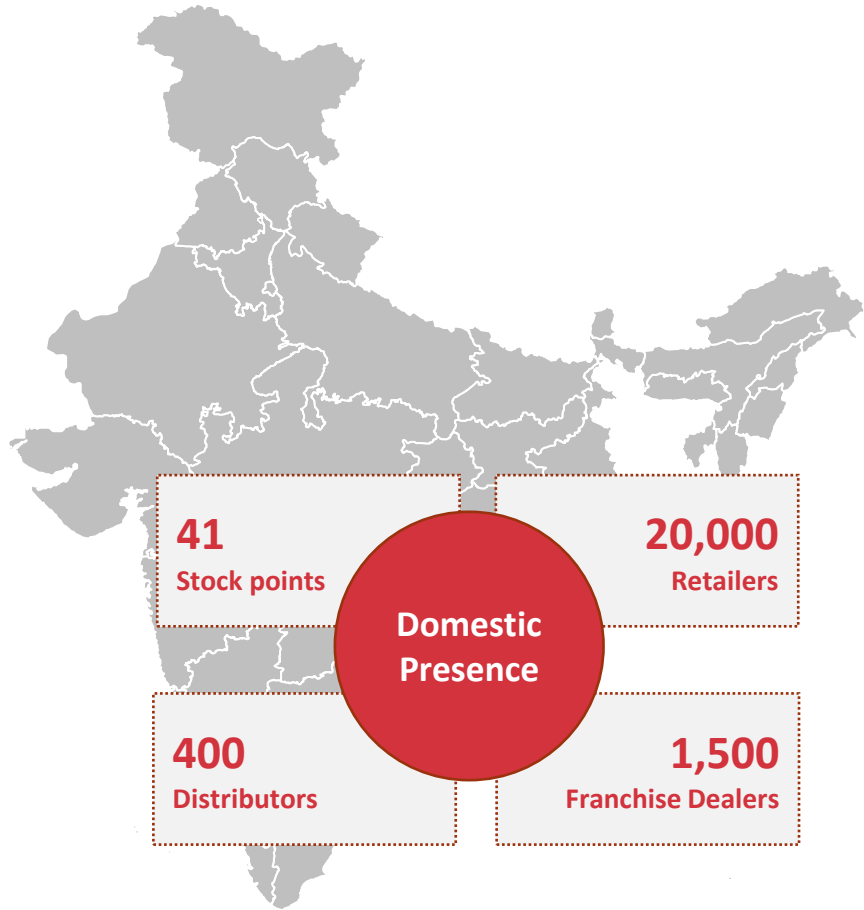
*1+ Years*

### Key Growth Drivers

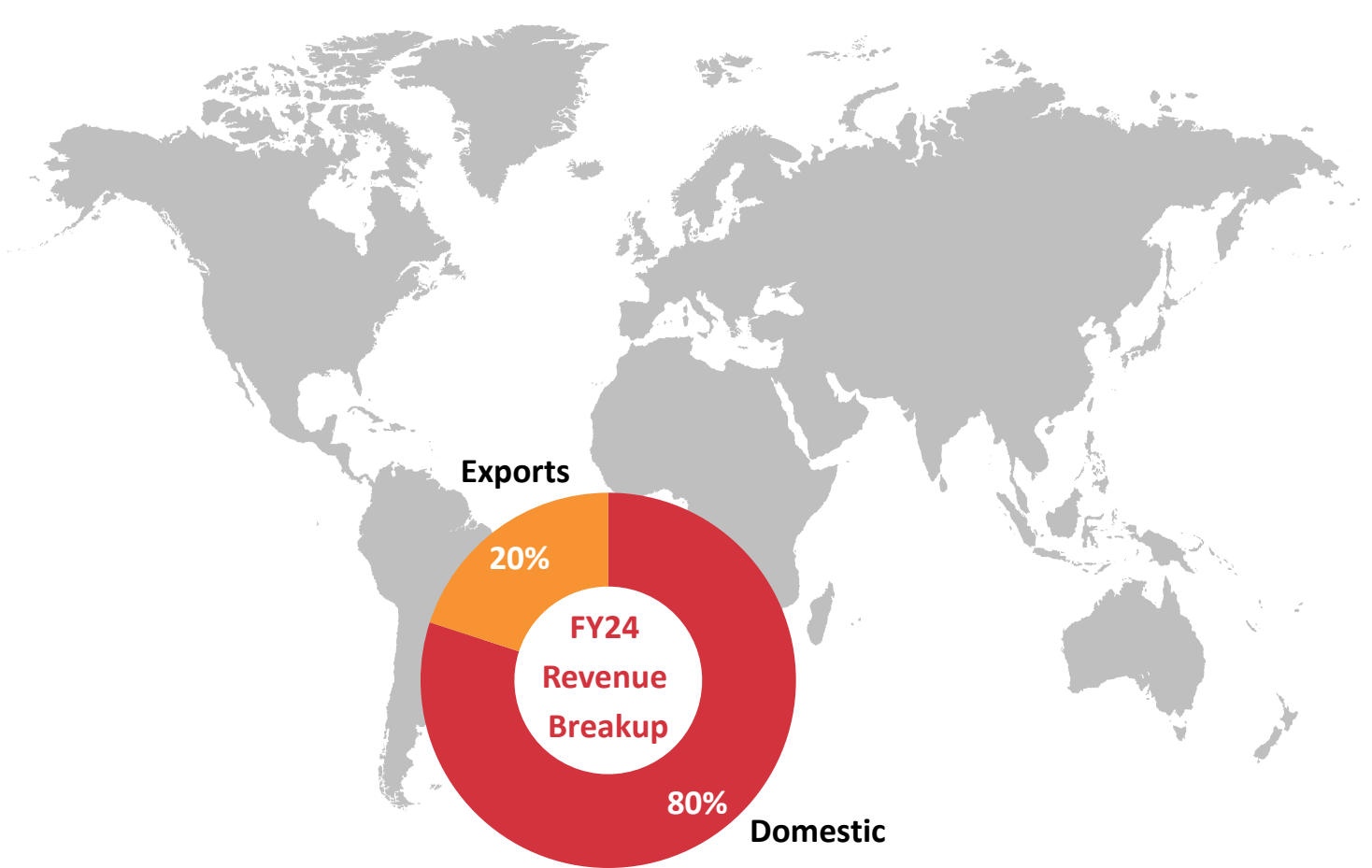
- › Maintenance of existing and new industrial machines & equipment
- › Make in India – Increased manufacturing activity
- › Enhanced infrastructure development

# Wide Distribution Reach

## Extensive network of distributors & dealers PAN India



## Global clientele across 75+ Countries

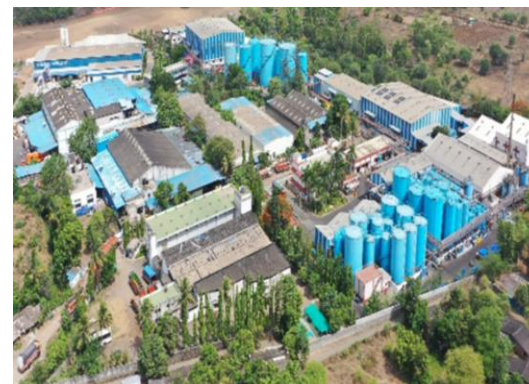


Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

# State of the Art, ISO Certified Plants

Our facilities meet the growing demand for sustainable products and services.

The multipurpose facilities help in delivering **Competitively Priced Products** with **Highest Quality Standards**



	Unit I –Navi Mumbai	Unit II –Mahad, Maharashtra	Unit III –Kharadpada, Silvassa	Unit IV –Silli, Silvassa
<b>Setup</b>	› 1969	› 1989	› 1998	› 2013
<b>Major Products</b>	› Transformer Oils › White Oils	› Formulated & Specialty Products › Optic Fibre Compounds › Compressor Oils and Chain Lubricants	› Lubricating Oils › Specialty Oil Products	› Transformer Oils › White Oils
<b>Zero Liquid Discharge</b>	✓	Discharge treated through common ETP	✓	✓

# Focused on Product Innovation - Geared for Tomorrow

## Future Ready Products

### bioTransol

Launched in 2015, making SAVITA, first company offering both Mineral and Ester based insulation solutions.

### Synthetic Ester

Type tested in international and domestic laboratories, to be commercialised in 2023

### Natural Petrolatums

Customized range Petrolatum products crafted from plant based and natural ingredients

Heavy Duty Diesel Engine Oil meeting API CK-4 & Cummins 20086 spec for the new generation BS VI vehicles

Engine oil meeting TREM Stage-IV Emission norms for Tractors which have come in force from October 2021

Engine Oil meeting CEV-IV Emission norms for Construction Equipment Vehicles effective from April 2021

Developed Jellies based on Natural Ingredients

Launched DEF, which is mandated for all new diesel based BS VI vehicles, allowing them to reduce air pollution

Bio-degradable and Oleochemical solutions



## Widen Distribution Network

- › Accelerate expansion of Industrial distribution network in identified segments is a key pillar for Savsol Growth Strategy



## Innovation for Sustainable Products

- › Launched Synthetic Ester in FY22
- › Commissioning of new Synthetic Ester Fluid plant in Q2FY24 which will manufacture high-performance fluids
- › This fluid is amongst the most robust fluids for Transformers and will allow SAVITA to offer the entire range of Transformer Fluid Solutions unlike any other company
- › Expand Product Portfolio with environment friendly products



## Augment Value Added Product Portfolio

- › Initiatives to support governments vision of circular economy
- › Adding higher value products in chemical sphere through organic or inorganic ventures

# Well Positioned to Capture Growth

## Optimum Business Mix

Well positioned across product portfolio - Transformer, Industrial, Auto and Non Auto Segments

## Innovative Products

Launching new product innovations across different categories e.g. Synthetic Esters

## Distribution

Accelerate expansion of Industrial distribution network is a key pillar for Savsol Growth Strategy

## Capacity Expansion

Continued investments in increasing capacity to compete effectively with a comprehensive, balanced product portfolio

## Premium & Mid-Premium Offerings

Continued focus to increase share in Mid-Tier and Top-Tier product categories

## Branding

Striving to become a sustainable, trustworthy brand. Poised to grow faster than category growth



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# Board of Directors



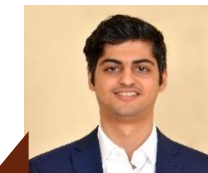
**Gautam Mehra, Chairman & Managing Director**

- › Three decades of Experience
- › B.E. (Chem), M.B.A. from University of California (Berkeley)
- › Under his leadership and guidance, the Company has successfully led the core business of Petroleum Specialties to new heights year after year



**Vishal Sood, Whole time-Director**

- › 30 years of experience in the fields of sales (B2B & B2C), marketing (ATL & BTL), Logistics, CRM, Production with cross-functional exposure to Finance, HR, IT & Supply Chain of various companies. Ex President of Lube Division.
- › BE (Mechanical) degree from V.N.I.T., Nagpur, Maharashtra, MBA (Marketing) degree from IMRT, Nasik, Maharashtra



**Siddharth Mehra, Whole Time Director**

- › More than 10+ years of experience
- › Holds a B. Sc in Technical Systems Management from University of Illinois (USA) & Master's degree of Science in Management from London School of Economics and Political Science
- › Actively involved in the field of Business Development & Marketing



**Kavita Nair, Independent Director**

- › More than 25 years of experience in diverse functions like Consumer and Enterprise domains, Retail, Digital, Data and Customer Experience & Operations.
- › MBA (Marketing) from Maharaja Sayajirao University, Baroda.
- › Also completed Senior Leadership Programs from London Business School and IIM Ahmedabad



**Ravindra Pisharody, Independent Director**

- › 35 year of executive experience
- › B. Tech from IIT, Kharagpur and PGDM from IIM, Calcutta
- › National, Regional and Global leadership roles in Sales & Marketing, Strategy Development



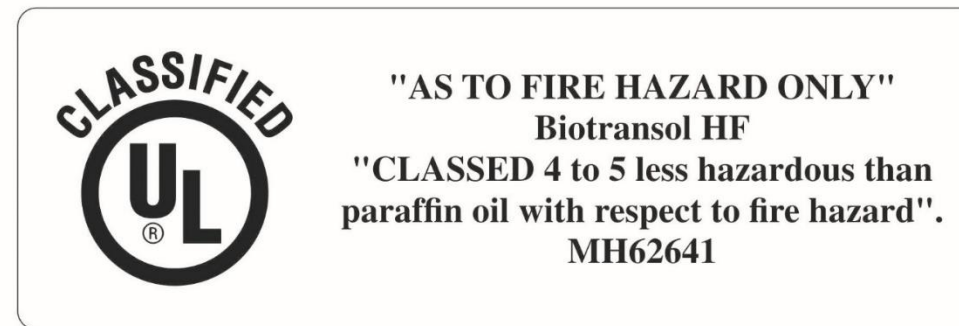
**Hariharan Sunder, Independent Director**

- › 35 years of experience in finance, taxation, accounts, legal, secretarial, international business
- › B.COM & Chartered Accountant
- › General corporate management including stints with Raymond Limited and Jost's Engineering Company Limited among others

# Key Certificates



Government Recognized  
Star Export House



# Responsible Corporate

- › High Focus on Energy Saving
- › Installed and commissioned Roof Top Solar Units at the 4 plants with combined capacity in excess of 650 KWp
- › Investing in renewable energy installations since 1999 with over 53 MW of installed capacity



Partnered with Bhaktivedanta Hospital & Research Institute for the construction of General Operation Theatres and purchase of X-Ray and Diagnostic Machines & Equipments in the New Hospital Building at Mira Road, Thane, Maharashtra



Sponsored Akshaya Patra Foundation's activities, which provided mid-day meals to 10,000+ children in Silvassa



Supported Akshaya Patra Foundation with five food delivery vehicles to reach out to more malnourished and food-deprived children

- › The company's internal control systems are in line with size, scale and complexity of its operations
- › Have suitable Risk Management Framework
- › Promotes ethical behaviour in all its business activities and has Whistle Blower Policy
- › The Company is a member of:
  - Confederation of Indian Industry (CII)
  - Bombay Chamber of Commerce and Industry (BCCI)
  - Indian Merchant Chamber (IMC)
  - Indian Electrical & Electronics Manufacturers' Association (IEEMA)
  - Indian Transformer Manufacturers Association (ITMA)
  - Electrical Research and Development Association (ERDA)
  - CHEMEXCIL
  - Manufacturers of Petroleum Specialties Association (MOPSA)



# Recent Developments



# First Indian Lubricant Company to Manufacture the Ester Molecule

## Commercialized Synthetic Ester Plant

After a long trailing and testing the product on pilot scale since 2015, Ester plant was successfully commercialised in August 2023



## In-house R&D

The novel Ester Molecules are the result of the company's own investments in research and development

## Biodegradable

The Ester Molecule is biodegradable and hence sustainable as compared to regular base oils which are not biodegradable

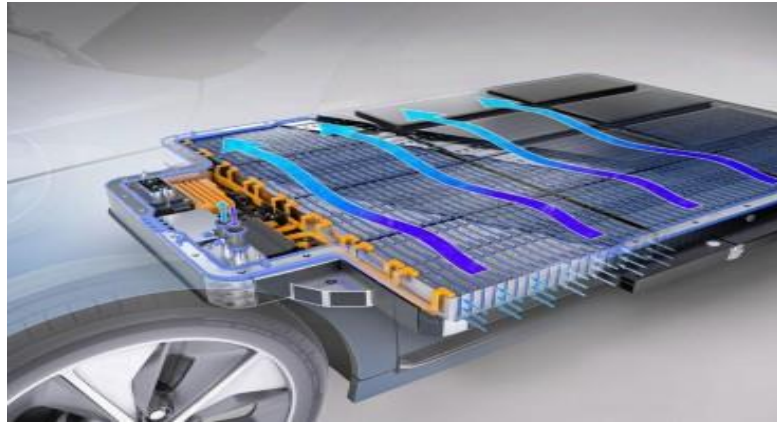
## Introducing New and Futuristic High-performance Fluids

## Versatile Applications

- ✓ EV Coolants
- ✓ Immersion Cooling Fluids
- ✓ Other Auto Lubricants
- ✓ Power
- ✓ Cosmetics
- ✓ Nutraceuticals

# New Age Requirements for High Performance Fluids

EV  
Battery Cooling



DATA Centre  
Cooling



## Robust demand in end user industries

- › The Ester molecule is also being currently tested and piloted in some new age applications like EV Cooling for 2 and 3 Wheeler EVs.
- › Immersion Cooling is a rising technology for cooling Data Centres and the company is exploring the application of this molecule for Immersion Cooling of Data Centres.
- › Immersion Coolants are currently a 400m \$ market today but expected to grow to 2b \$ by 2031, with growth in energy storage and Data Centres.

# SAVSOL revamps its Brand Identity

Cutting Edge  
Technology

Empowered  
for New  
Engine Norms

Superior to  
Regular  
Synthetics

Crafted for  
the New  
Ambitious  
India



**IS NOW**

**SAVSOL<sup>5</sup>  
ESTER**  
&  
**SAVSOL**

CONFIDENT

BOLD

ACTION  
ORIENTED

FUTURE  
FORWARD



# SAVSOL Ester5, Empowered With New Ester Molecule

## Ester in Savsol Range

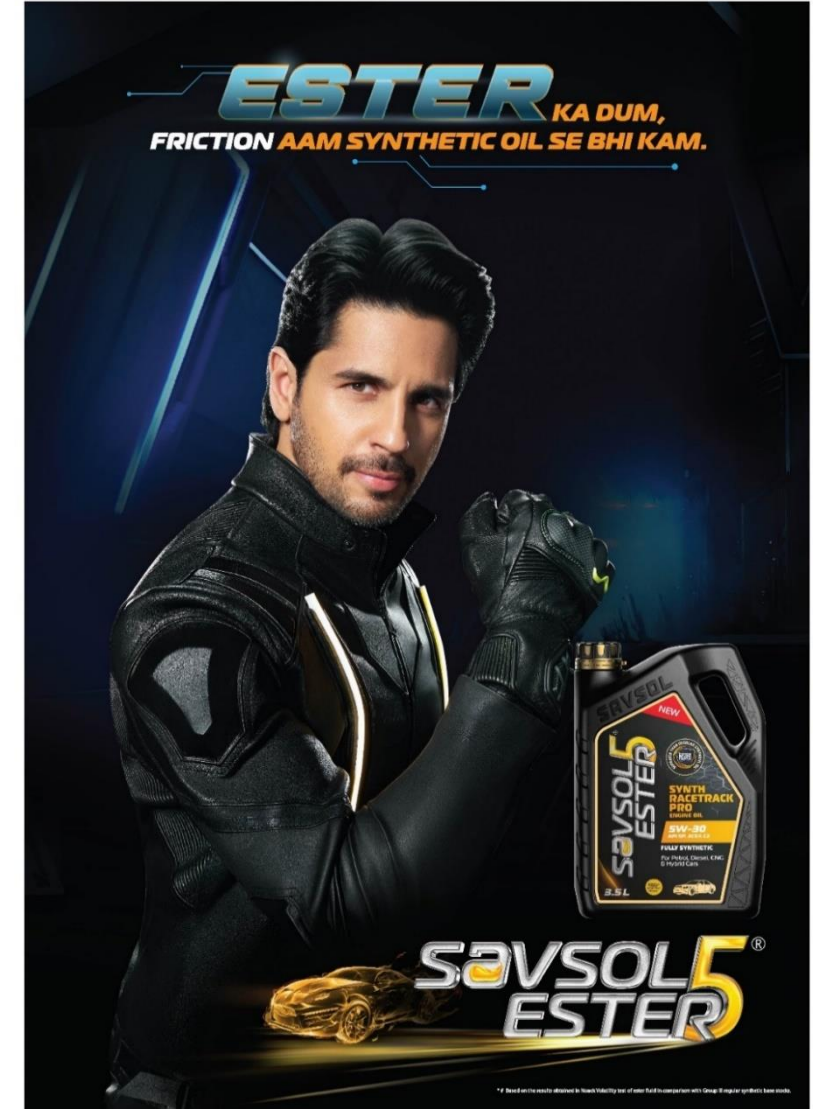
- › Relunched SAVSOL, empowered with this new Ester Molecule.
- › The finished lubricants formulated with this molecule shows far superior performance than most traditionally defined synthetic lubricants in the category:
- › 28 % Less Engine Deposits in Certain Tested Formulations
- › 33% less friction shown in Esters vs certain Regular Group 3 base oil
- › The finished lubricant is also far more environment friendly with this molecule than traditional lubricants in the category due to the biodegradability of esters.
- › Esters due to their high import prices are currently only used in sensitive applications for Jet Engines, Wind Turbines, Compressors - but **Savita new range of products optimise this technology for the Indian Consumer.**



# Savsol introduces Sidharth Malhotra as its Brand Ambassador



- › This new molecule is a quantum leap for lubricant technology.
- › On this journey, we saw it fitting to partner with Sidharth Malhotra, a successful young actor and a rising star in Indian Cinema whose ethos blend well with the New Savsol Brand Identity
- › This alliance will help with brand recognition and brand premiumization for Savsol.

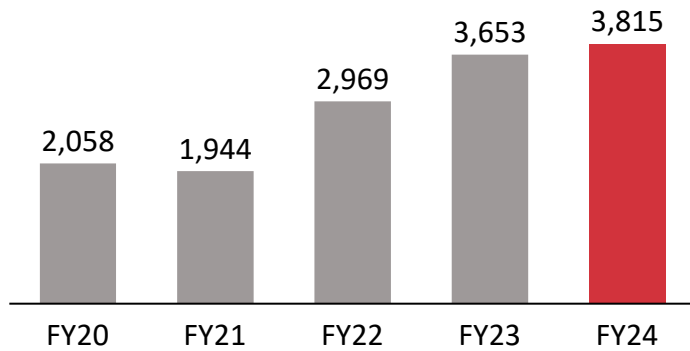


# Historical Highlights

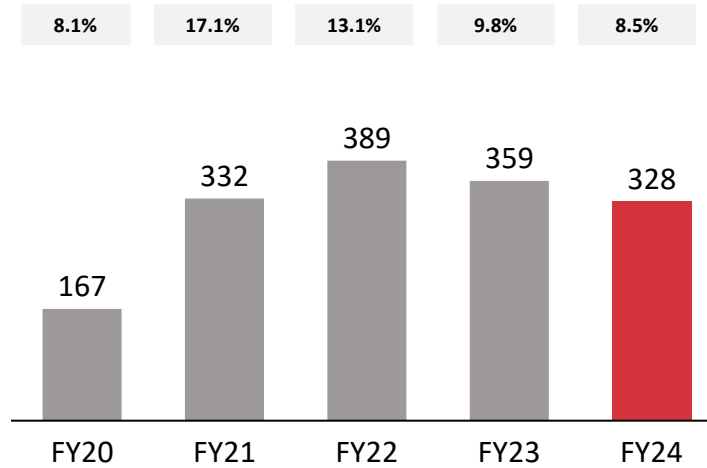


# Standalone Historical Financial Highlights

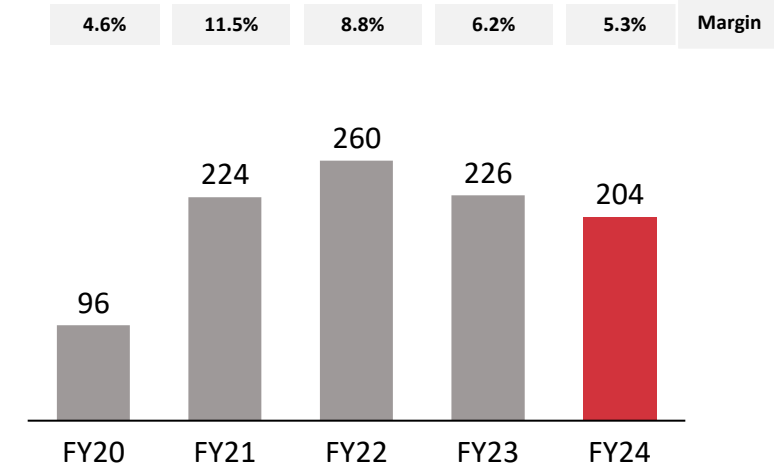
Revenue\* (Rs. In Crs)



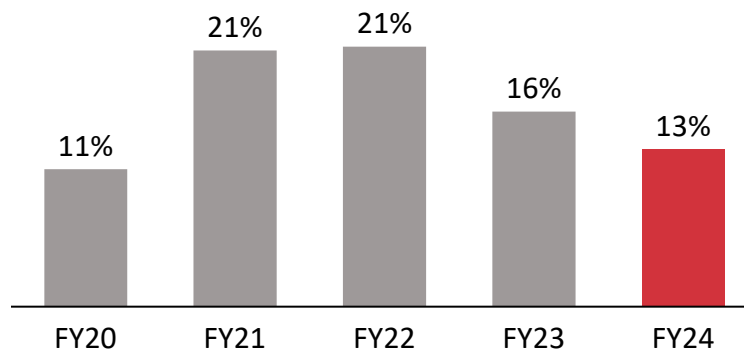
EBITDA (Rs. In Crs)



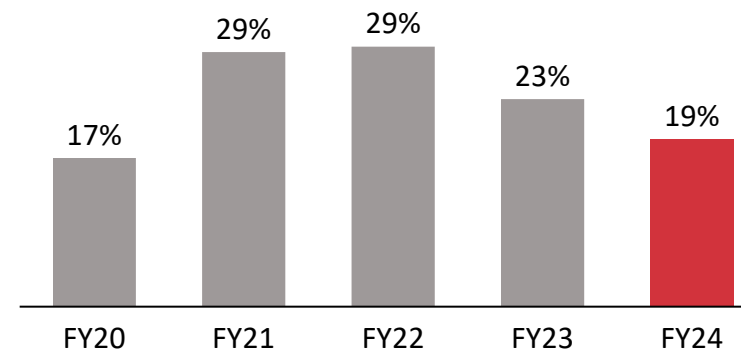
PAT (Rs. In Crs)



ROE(%)

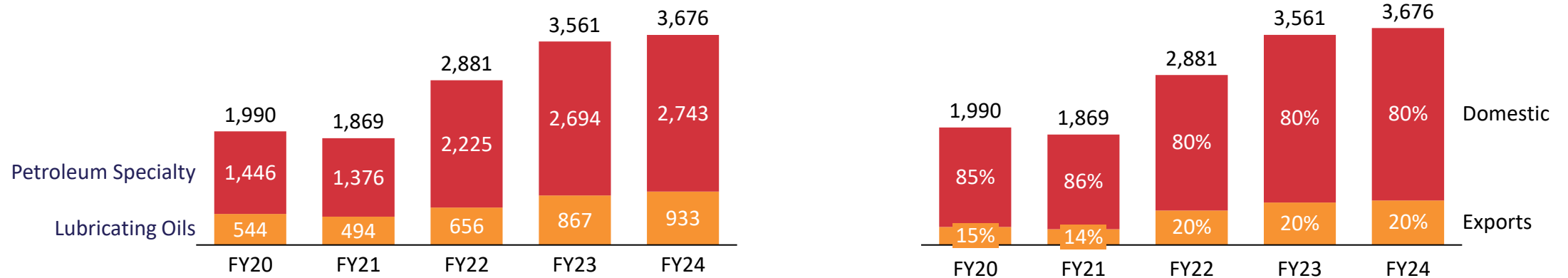


ROCE (%)

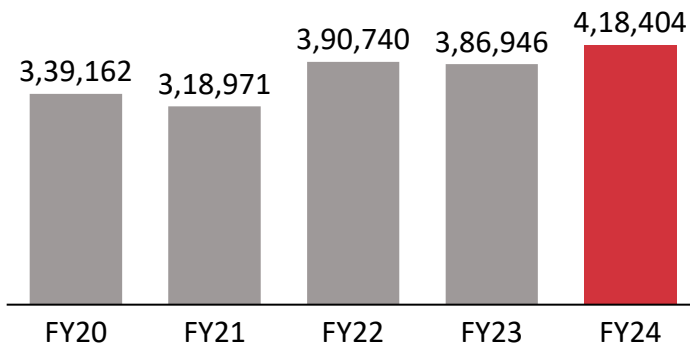


# Standalone Historical Financial Highlights (Petroleum Products)

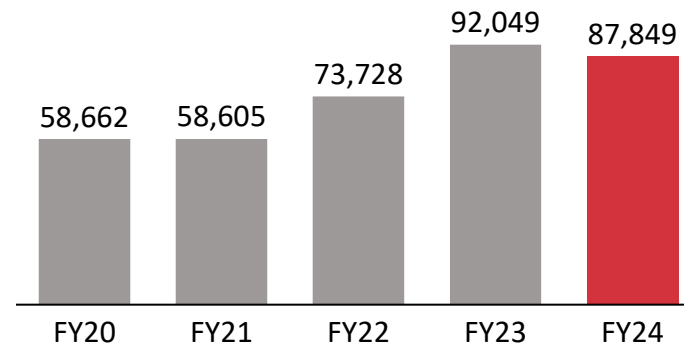
## Petroleum Products Revenue (Rs. In Crs)



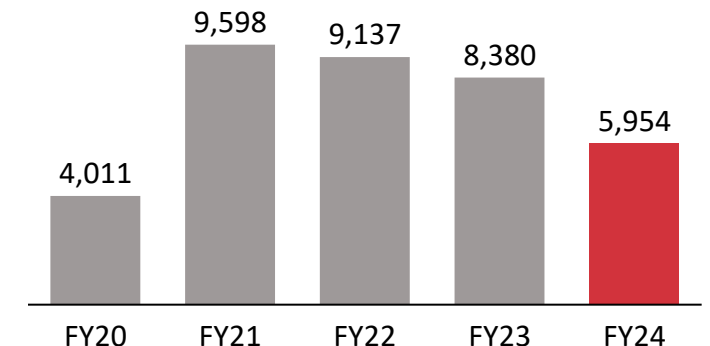
## Petroleum Products Volumes (KL/MT)



## Realization (Rs. Per KL/MT)

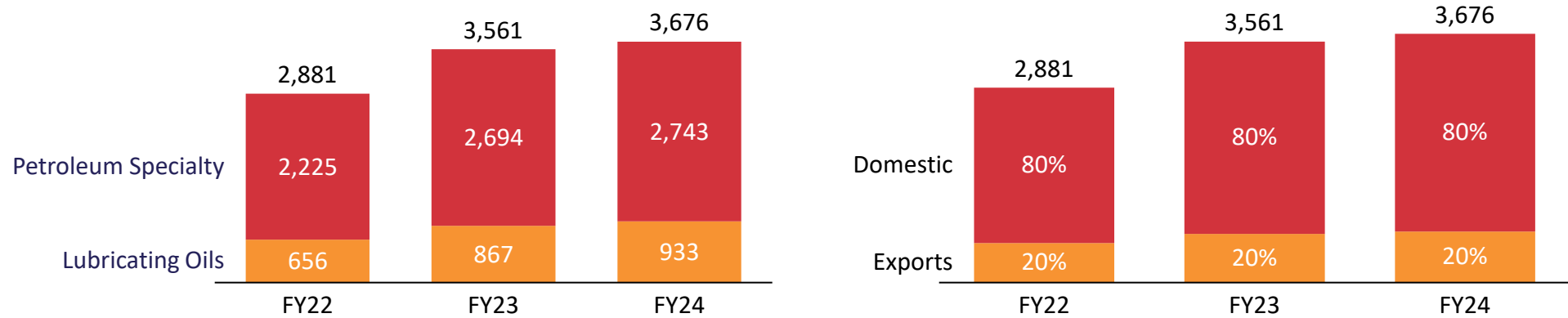


## EBITDA (Rs. Per KL/MT)

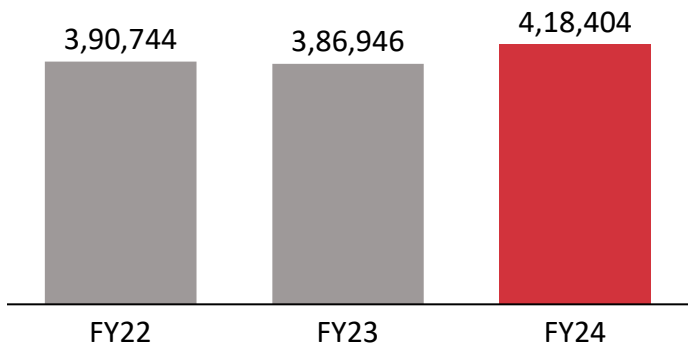


# Consolidated Historical Financial Highlights (Petroleum Products)

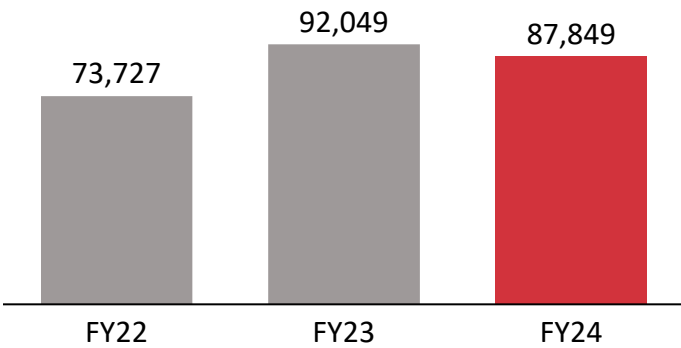
## Petroleum Products Revenue (Rs. In Crs)



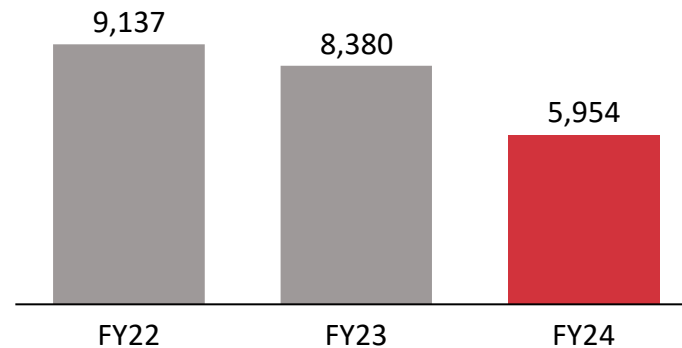
## Petroleum Products Volumes (KL/MT)



## Realization (Rs. Per KL/MT)



## EBITDA (Rs. Per KL/MT)



# Consolidated Balance Sheet

Assets (in Rs. Crs)	Mar-24	Mar-23
<b>1. Non - Current Assets</b>	<b>422.2</b>	<b>309.0</b>
a. Property Plant & Equipments	240.8	170.5
b. CWIP	20.0	20.1
c. Investment Property	7.6	8.0
d. Intangible assets	1.0	1.1
<b>e. Financial Assets</b>		
(i) Investments	148.7	103.7
(ii) Loans	0.2	0.3
(iii) Other Financial Assets	1.1	1.1
f. Other Non - Current Assets	2.8	4.2
<b>Current Assets</b>	<b>2,053.8</b>	<b>1,954.7</b>
a. Inventories	849.9	828.7
<b>b. Financial Assets</b>		
(i) Investments	130.2	222.0
(ii) Trade receivables	783.8	749.9
(iii) Cash and cash equivalents	172.9	51.0
(iv) Bank balances other than cash and cash equivalents	3.8	8.1
(v) Loans	0.4	0.6
(vi) Others	5.5	5.7
c. Current Tax Assets (Net)	32.9	18.6
d. Other Current Assets	74.4	70.1
e. Assets classified as held for sale	0.0	0.0
<b>Total Assets</b>	<b>2,476.0</b>	<b>2,263.7</b>

Equity & Liabilities (in Rs. Crs)	Mar-24	Mar-23
<b>Total Equity</b>	<b>1,621.7</b>	<b>1,449.0</b>
Share Capital	13.8	13.8
Other Equity	1,607.9	1,435.2
Non Controlling Interest	0.0	0.0
<b>Non-Current Liabilities</b>	<b>15.1</b>	<b>9.7</b>
<b>a. Financial Liabilities</b>		
(i) Borrowings	0.0	0.0
(ii) Lease Liabilities	0.1	0.1
(iii) Other Financial Liabilities	0.0	0.0
b. Provisions	8.0	7.4
c. Deferred Tax Liabilities	7.0	2.2
d. Other Non Current Liabilities	0.0	0.0
<b>Current Liabilities</b>	<b>839.2</b>	<b>805.0</b>
<b>Financial Liabilities</b>		
(i) Borrowings	0.0	0.0
(ii) Trade Payables	759.5	733.3
(iii) Lease	0.1	0.1
(iv) Other Financial Liabilities	14.5	17.5
b. Other Current Liabilities	59.1	43.2
c. Current tax liabilities (net)	3.5	9.7
d. Provisions	2.5	1.2
<b>Total Equity &amp; Liabilities</b>	<b>2,476.0</b>	<b>2,263.7</b>

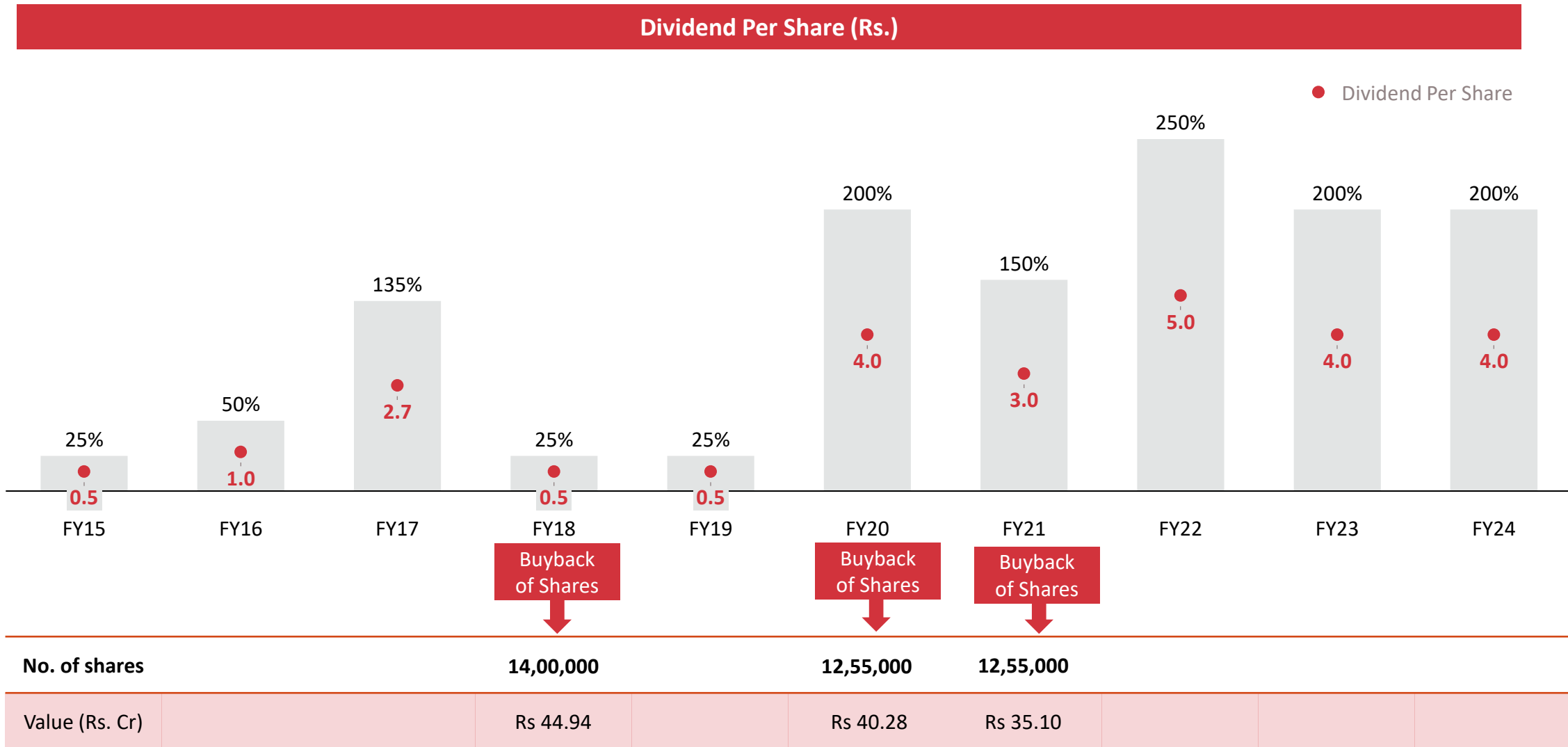
- NIL borrowings
- Cash, Cash Equivalents & Investments stood near ~Rs. 456 Crs as on 31<sup>st</sup> March 2024

# Consolidated Cash Flow Statement

Particulars (Rs. Crs)	Mar-24	Mar-23
<b>Net Profit Before Tax</b>	<b>263.7</b>	<b>302.8</b>
Adjustments for: Non -Cash Items / Other Investment or Financial Items	3.7	40.8
<b>Operating profit before working capital changes</b>	<b>267.4</b>	<b>343.6</b>
Changes in working capital	-21.9	-330.3
<b>Cash generated from Operations</b>	<b>245.5</b>	<b>13.3</b>
Direct taxes paid (net of refund)	-78.4	-77.5
<b>Net Cash from Operating Activities</b>	<b>167.1</b>	<b>-64.2</b>
<b>Net Cash from Investing Activities</b>	<b>17.8</b>	<b>123.8</b>
<b>Net Cash from Financing Activities</b>	<b>-63.1</b>	<b>-68.7</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>121.8</b>	<b>-9.1</b>
Net Foreign exchange difference on translation of foreign operations	0.1	0.0
Add: Cash & Cash equivalents at the beginning of the period	51.0	60.1
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>172.9</b>	<b>51.0</b>



# Consistent Record of Dividends Since Listing in 1994



# Track record of consistent performance



- Consistent record of **Dividends** since listing in 1994
- Healthy **cash generation** over the years
- Debt free** balance sheet
- Consistent **track of profitability** despite market volatility
- Longstanding relationships with customers and vendors
- Robust manufacturing capabilities

# Thank You

**Company:**



**Savita Oil Technologies Ltd.**

CIN- L24100MH1961PLC012066

Mr. Uday Rege - Company Secretary & Chief Legal Officer

Email - [legal@savita.com](mailto:legal@savita.com)

[www.savita.com](http://www.savita.com)

**Investor relations advisor:**

**SGA** Strategic Growth Advisors

**Strategic Growth Advisors Pvt. Ltd.**

CIN - U74140MH2010PTC204285

Ms. Shikha Puri / Mr. Shrikant Sangani

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