



CONFIDENCE PETROLEUM INDIA LTD.

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CIN: L40200MH1994PLC079766

Date : 20/06/2024

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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Subject: Financial Presentation

Dear Sir/Madam,

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

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

This is for your information and records.

Yours truly,

For CONFIDENCE PETROLEUM INDIA LIMITED

CS Prity Bhabhra
Company secretary & Compliance Officer



CONFIDENCE PETROLEUM INDIA LIMITED

Financial Presentation FY 2023-24

Disclosures

This presentation is for informational purposes only and does not constitute an offer, solicitation, or advertisement for the purchase or sale of any security of Confidence Petroleum India Limited ("the Company"). It should not be relied upon for any contract or commitment. The presentation includes forward-looking statements subject to risks and uncertainties that may cause actual results to differ. Opinions, estimates, and projections are as of the date of the presentation and may change. The Company has prepared all information herein and none has been independently verified. No representation, warranty, or liability is accepted for the accuracy or completeness of the content. Distribution of this document may be restricted by law in certain jurisdictions; recipients should be aware of and comply with any such restrictions.





ABOUT US

At Confidence Petroleum India Ltd. (CPIL), established in 1993, we embody the power of competence and vision. Over the years, we have grown into a fully integrated LPG and CNG provider, proudly listed on both the BSE and NSE. Our strong foundation, unwavering customer support, and commitment to ethical values reflect our dedication to delivering clean and green fuel to every citizen and commercial entity, ensuring sustainable and efficient energy solutions.

OUR VISION

To ensure that every citizen and commercial entity has access to green and clean fuel. This guiding principle has swiftly positioned us at the forefront of the industry. Our ultimate goal is to become the largest integrated energy player in the country.

OUR MISSION

To be the most cost-competitive, highest quality provider, and a major service-oriented energy player in the Indian market. We are achieving this through our dedicated professionals, empowered with the necessary infrastructure to attain industrial excellence.



Major Highlights of FY2023-24



In 2023-24, the company has achieved remarkable milestones:

- Raised ₹250 crore through a preferential allotment of 8.50% equity shares to BW VLGC PTE LTD, funding the expansion of ALDS, Packed Cylinder Division and CNG retailing segments.
- Formed a 50:50 joint venture with BW LPG, Singapore to create "BW Confidence Enterprise Private Ltd," aimed at developing LPG infrastructure and optimizing seaborne LPG imports into India, including a new terminal at JNPA Port, Navi Mumbai.
- Confidence Enterprise Pvt Ltd, a subsidiary of Confidence Futuristic Energetech Ltd (itself a subsidiary of Confidence Petroleum India Ltd), secured a Letter of Award from BPCL to supply 450 Type-1 CNG/mobile stationary cascades for BPCL's CGD projects.
- Silversky Exim Pvt Ltd, a subsidiary of Confidence Futuristic Energetech Ltd, is gearing up to manufacture high-pressure Type-4 cylinders at the 5 Star MIDC in Butibori, Nagpur.
- Commissioned 248+ Auto LPG Dispensing Stations and 35+ CNG stations.
- Crossed per day sale of 140,000 kg in the Bangalore CNG Retail division.

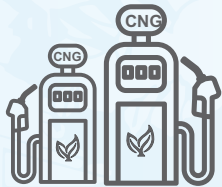
Operational Highlights for FY 2022-23 to FY 2023-24:



Expanded PCD dealer network from 2,000 to 2,100.



Increased Auto LPG stations from 219 to 248.



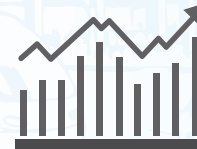
Boosted CNG stations in Bengaluru from 3 to 35.



Grew bottling plants from 58 to 68.



Increased HCVs, LPG tankers and LCVs from 542 to 637.

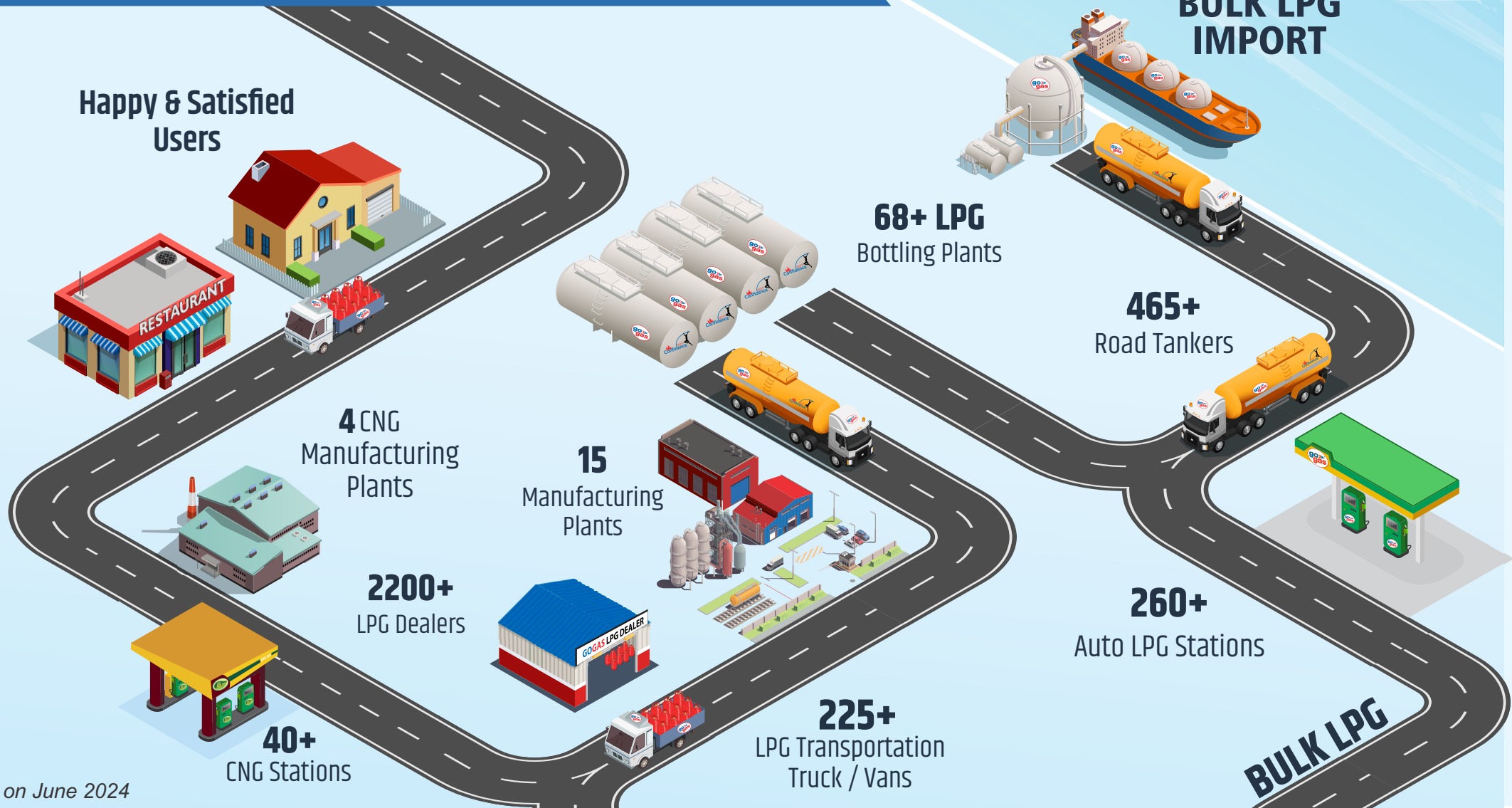


Achieved strong financial performance with ROE at 9% and ROCE at 13%.

INVESTMENT THESIS

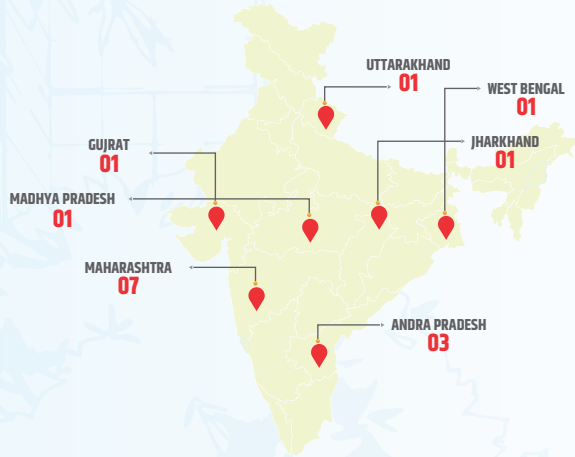
- 1 High Growth Business**
- 2 Low-Cost, Fully Integrated Business Model**
- 3 Pan-India Presence**
- 4 Strong Industry Tailwinds**
- 5 Strategic Partnerships and Joint Ventures**
- 6 Innovation and Diversification**
- 7 Robust Financial Health**
- 8 Sustainability and Environmental Focus**

Our Seamlessly Integrated LPG Roadmap

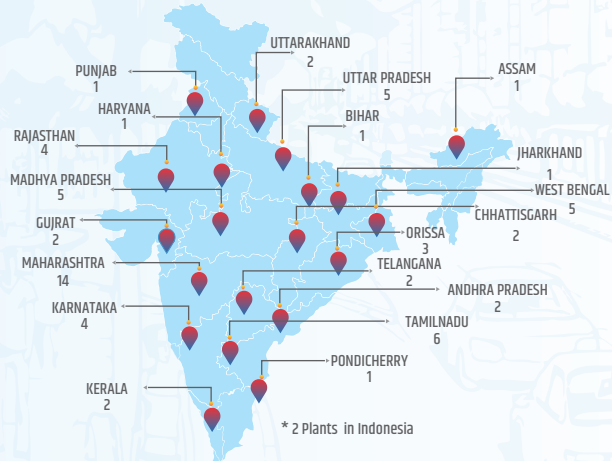


*As on June 2024

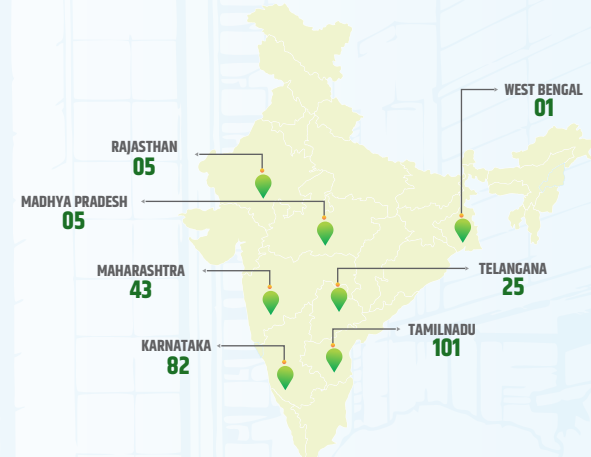
Pan India Presence in 25 States



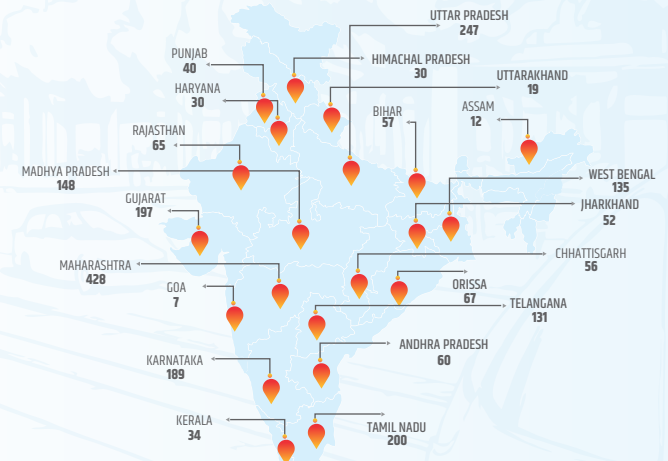
15 CYLINDER MANUFACTURING PLANTS



68+ STRATEGICALLY LOCATED BOTTLING PLANTS



260+ AUTO LPG DISPENSING STATIONS



2200+ GOGAS PACKED CYLINDER DEALERS



OUR FINANCIALS

Consolidated Annual Income Statement Highlights



Particulars	Q4 FY 2023-24 (INR Cr)	Q4 FY 2022-23 (INR Cr)	YoY (%)	Q3FY 2023-24 (INR Cr)	QoQ (%)	FY 2023-24	FY 2022-23	YoY (%)
Revenue	631	669	-6%	554	14%	2,698	2,205	22%
EBITDA from Operations	110	63	75%	84	32%	359	216	66%
% margin	18%	9%	800bps	15%	200bps	13%	10%	400bps
PAT	14	21	-33%	27	-49%	105	84	25%
% margin	2%	3%	-100bps	5%	300bps	4%	4%	0bps
Basic EPS	0.33	0.68	-51%	0.95	-65%	3.50	2.85	23%
Diluted EPS	0.31	0.63	-51%	0.89	-65%	3.30	2.80	18%

Key drivers for YoY change:

Revenue:

- Increased LPG Demand
- Expansion in LPG Auto LPG Stations, Bottling & Retail Division
- New Market Expansion

EBITDA:

- Operational Efficiency in processes
- Use of Technology and automation
- Economies of Scale
- Streamlining Logistics & Supply Chain

Note Numbers are rounded off to nearest digit

Consolidated Annual Balance Sheet Highlights



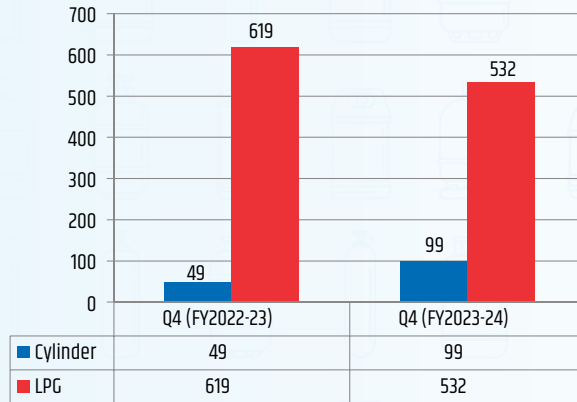
Particulars (INR Crores)	FY23 (INR Crores)	FY22 (INR Crores)
Equity Share Capital	32	28
Reserves and Surplus	1,150	778
Minority Interest	86	81
Shareholders Equity	1,267	887
Long Term Borrowings	210	287
Short Term Borrowing	216	118
Total Liabilities and Equity	2,202	1,640
Net Fixed Assets	699	600
Other Non -Current Assets	454	254
Current Assets	1,050	786
Total Assets	2,202	1,640

Note Numbers are rounded off to nearest digit

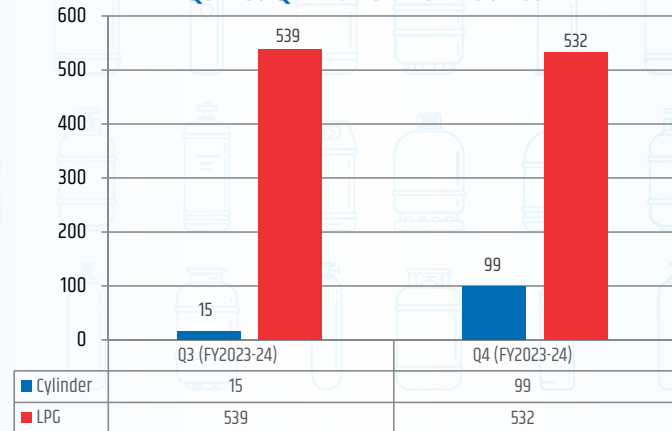
Revenue and EBITDA Contribution (Consolidated)



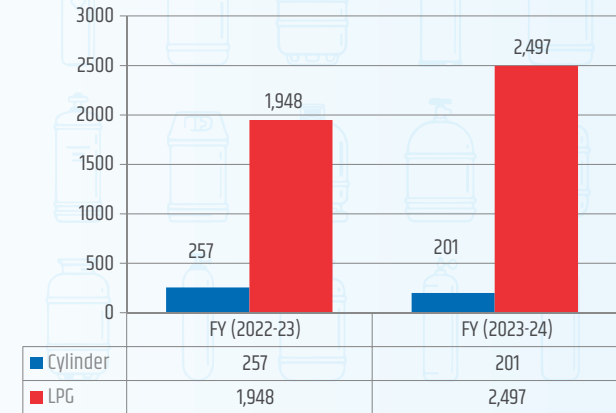
Q4 YoY Revenue Metrics



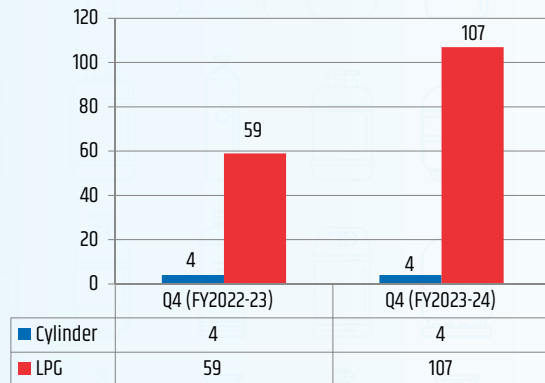
Q3 Vs. Q4 Revenue Metrics



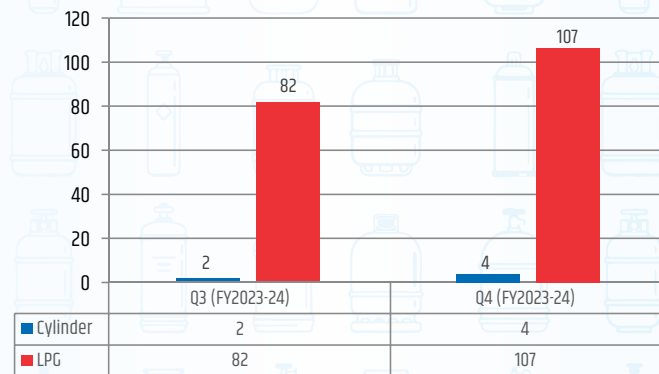
FY 2022-24 YoY Revenue Metrics



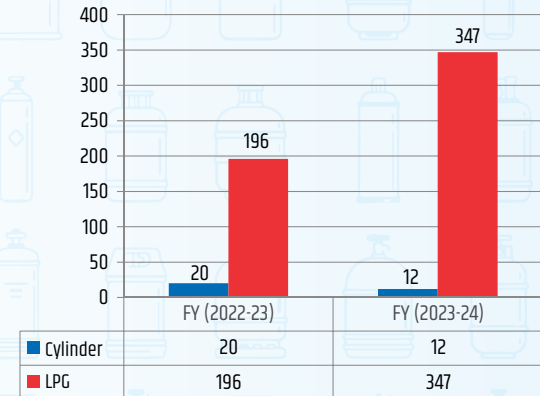
Q4 YoY EBITDA Metrics



Q3 Vs. Q4 EBITDA Metrics



FY 2022-24 YOY EBITDA Metrics



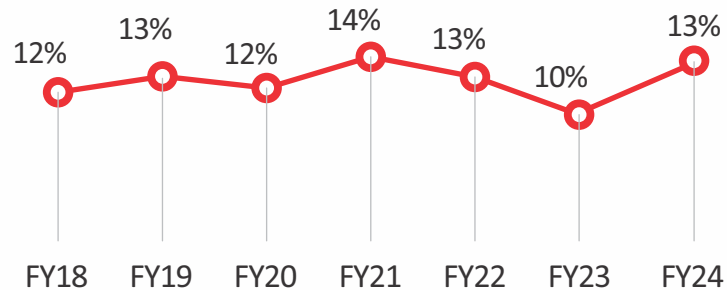
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Low Cost Fully Integrated Business Model

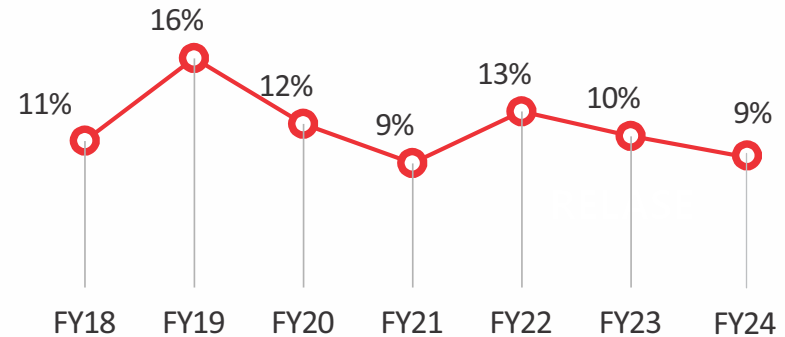


Cost efficiencies leading to improved EBITDA margins and Return on Equity from FY2018 onwards

EBITDA MARGIN (%)



RETURN ON EQUITY (%)



Confidence Group Partners with BW LPG

Equity Issuance: Confidence Petroleum raised a fund of 250 Cr. by issuing 2,82,29,120 shares at INR 88.60 each to BW VLGC Pte. Ltd., representing 8.50% of fully diluted share capital.

Investment: BW LPG invests \$10 million to develop and operate a new LPG onshore import terminal at Jawaharlal Nehru Port Association (JNPA), Navi Mumbai.

Strategic Advantages:

VLGC Expertise: BW LPG's experience in operating Very Large Gas Carriers (VLGC) enhances bulk LPG import efficiencies for Confidence Petroleum.

Storage & Handling: This import terminal will empower CPIL with bulk storage and liquid handling support. Further enabling cost-effective LPG imports and operational scalability.

Expansion Catalyst: The investment accelerates Confidence Petroleum's growth in LPG downstream assets, boosting capacity and operational efficiency.

Impact

Strengthening Confidence Petroleum's market position in the LPG sector through strategic partnerships and enhanced capabilities.



50-50 Joint Venture

**BW Confidence
Enterprise
Private Limited**

CSR/ESG Initiatives



Confidence Petroleum India Ltd. (CPIL) is dedicated to creating a positive impact on society and the environment through strategic CSR & ESG initiatives. Our commitment extends beyond business goals, aiming to foster sustainable development and responsible governance.

Environmental Initiatives

LPG Expansion : Promoting the use of Liquefied Petroleum Gas (LPG) as a cleaner energy alternative, reducing carbon emissions.

Green Practices : Implementing energy-efficient technologies and waste management systems in all operations.

Solar Power : Exploring the use of solar power in our factories to further reduce our carbon footprint and enhance energy sustainability.

Social Initiatives

Community Development : Supporting education, healthcare, and livelihood programs in underprivileged communities.

Employee Welfare : Ensuring a safe, healthy, and inclusive workplace for all employees.

Governance Initiatives

Ethical Practices : Adhering to the highest standards of corporate governance and ethical business practices.

Employee Welfare : Maintaining transparency in reporting and stakeholder communications, fostering trust and accountability.

Impact & Future Goals

Sustainable Growth : Continuously improving our sustainability performance to drive long-term value for stakeholders.

Innovative Solutions : Investing in innovative solutions to enhance our CSR and ESG impact, contributing to a better future.

GROWTH DRIVERS

EXPANDING MARKET PRESENCE



With 30 years of infrastructure development, we are accelerating growth to dominate the Indian LPG market, capitalizing on its vast potential.

DIRECT LPG IMPORTS & CUSTOM BLENDING



We import LPG directly from the world's top refineries, guaranteeing superior quality. Our four blending units provide customized LPG solutions tailored to customer needs.

INNOVATIVE SCHEME : "Gin Kar Lo, Gin Kar Do"



Pay only for the LPG you use, with refunds for any unused LPG. This exclusive scheme sets us apart.

SUSTAINABILITY FOCUS



Investing in eco-friendly technologies and practices to promote sustainable energy solutions and reduce our carbon footprint.

UNMATCHED LPG AVAILABILITY & COST EFFICIENCY



Our dedicated LPG transportation fleet and strategically located bottling plants ensure consistent LPG availability, reducing transportation costs and keeping prices low.

EXPANSION INTO NEW MARKETS



Exploring opportunities to penetrate untapped regions and diversify our product offerings to meet evolving market demands.



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