



CONFIDENCE PETROLEUM INDIA LTD.

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CIN: L40200MH1994PLC079766

Date : 27/06/2024

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: Investor Presentation/Corporate Presentation

Dear Sir/Madam,

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

Corporate Presentation

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.



Rated No.1 By CareEdge



**LPG CYLINDER
MANUFACTURING SEGMENT**

LPG DIVISION

**CNG RETAILING
DIVISION**

**PACKED CYLINDER
DIVISION**

**AUTO LPG
DISPENSING STATIONS**

BULK LPG IMPORT

LPG BOTTLING

**WITHIN
OUR SUBSIDIARIES**

**4 High Pressure
Cylinder Manufacturing
Unit**



**OUR
HIGHLY
EXPERIENCED
TEAM**



NITIN KHARA
Chairman &
Managing Director



ELESH KHARA
Director - Cylinder
Manufacturing



YATIN KHARA
President - High Pressure
Cylinder Manufacturing



JITENDRA JAIN
President - Accounts & Finance



SATISH CHANDAK
President - Auto LPG



ANAND CHANDAK
President - Packed Cylinder
Marketing



OUR STRENGTHS



Best Quality
Product at
Best Price



Self Owned
Infrastructure



Present Across
25 Indian States



Happy & Satisfied
Customers



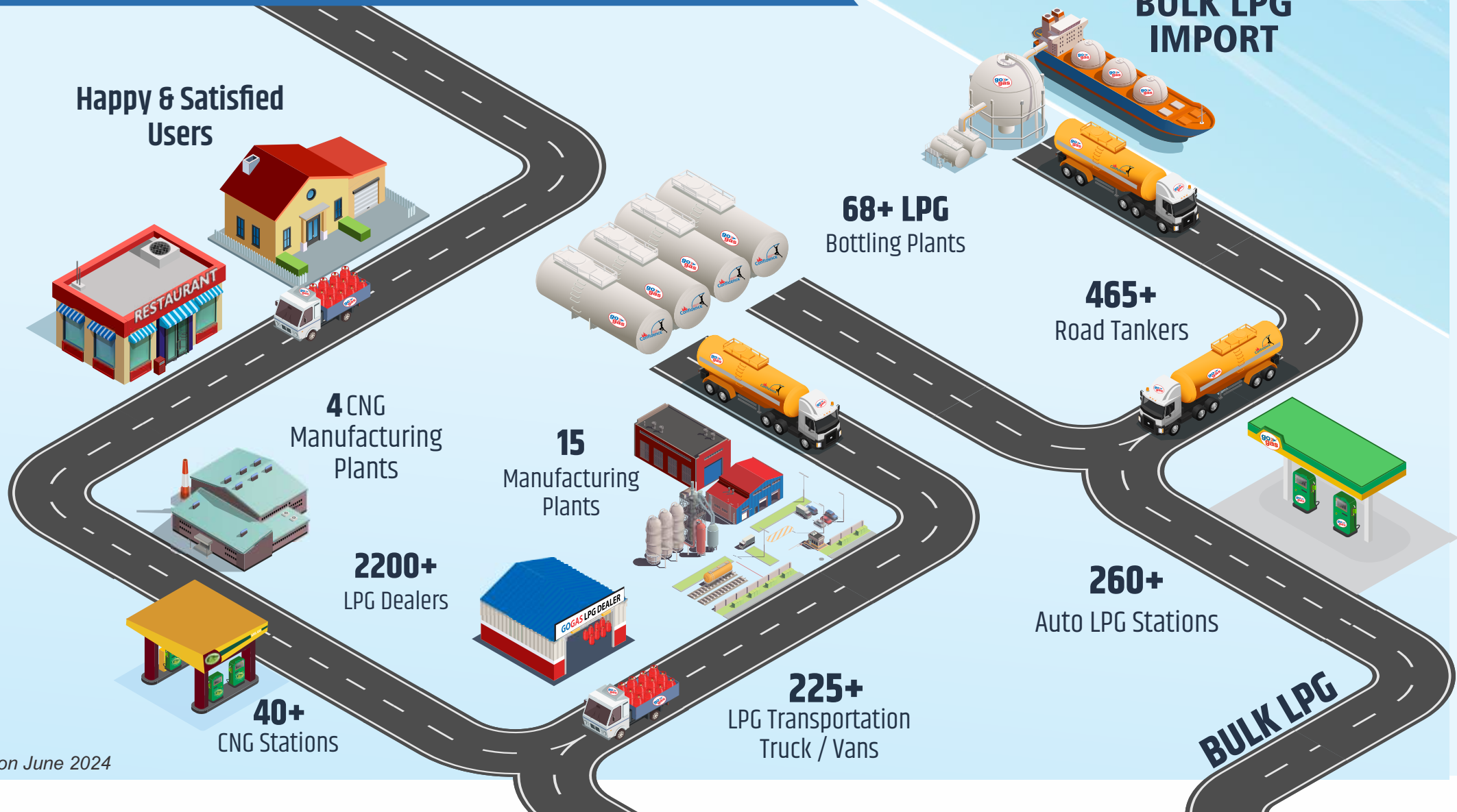
Our **Brand Ambassador's** connect with the common man of India resonates with the Company's goal of reaching India's large customer base with its high-quality products





OUR BUSINESS SEGMENTS

Our Seamlessly Integrated LPG Roadmap



**BULK LPG
IMPORT**

**68+ LPG
Bottling Plants**

**465+
Road Tankers**

**260+
Auto LPG Stations**

BULK LPG

**Happy & Satisfied
Users**

**4 CNG
Manufacturing
Plants**

**15
Manufacturing
Plants**

**2200+
LPG Dealers**

**225+
LPG Transportation
Truck / Vans**

**40+
CNG Stations**

**As on June 2024*

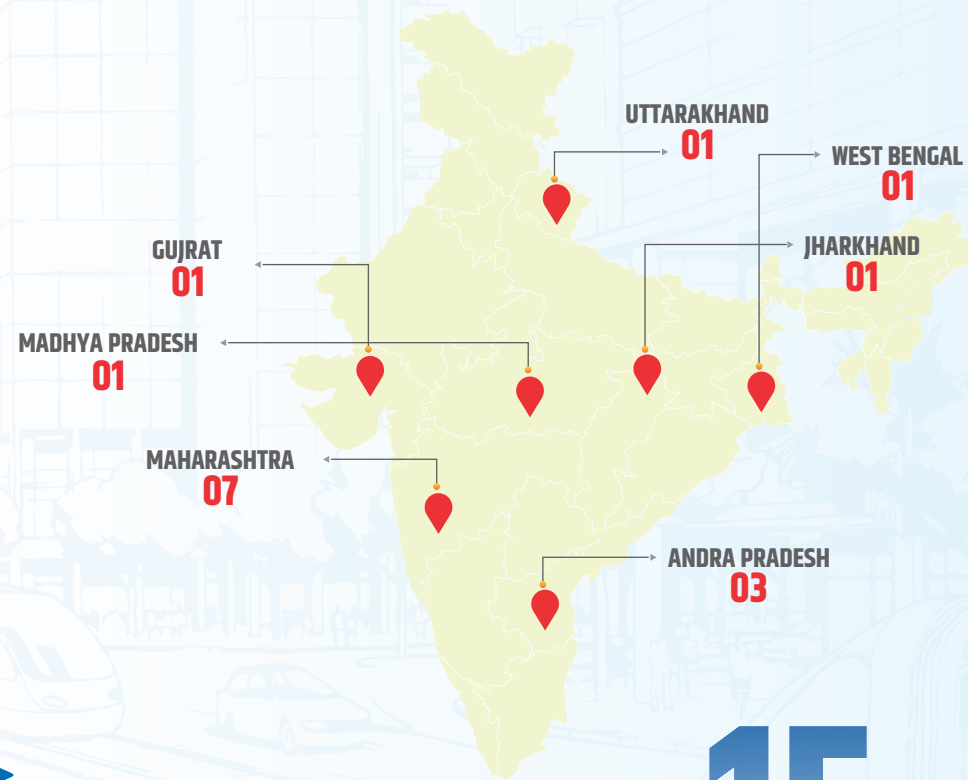


CYLINDER MANUFACTURING PLANTS



LPG Cylinder Manufacturing Plants

Our flagship division is LPG Cylinder Manufacturing, which has served as our foundation for expanding into various segments in the LPG supply sector. Currently, we operate 15 cylinder manufacturing units across the country, comprising 13 owned and 2 leased facilities. Additionally, we are a key supplier to prestigious Navratna oil companies such as IOCL, HPCL, and BPCL, fulfilling their cylinder needs.



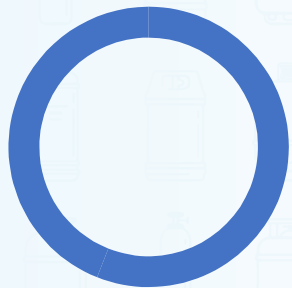
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CYLINDER MANUFACTURING PLANTS

LPG DIVISION



Strong tailwinds given Government's focus on the sector



India is the third largest LPG consumer in the world

LPG consumption is expected to grow at more than 10% with the rapid increase in population and LPG penetration in rural areas



Schemes issued by the Government

Government has issued schemes like Pradhan Mantri Ujjwala Yojana where it will provide 80 million LPG cylinders to below poverty line families



Increase in the share of Natural Gas

The Government of India is targeting to increase the share of Natural Gas in primary energy mix in India from current 6.5% to 15% by 2030



Approval of the revised domestic natural gas pricing guidelines

The new reforms will provide adequate protection to producers from adverse market fluctuations with incentives to enhance production



PACKED CYLINDER DIVISION

Bring Joy to your Cooking Only with GoGas





Packed Cylinder Division



SEGMENTS SERVED

LPG Retail: Supports an extensive dealer network of 2,200+.

D2C Segment:

- Directly serves HoReCa (Hotels, Restaurants, Cafes) sector.
- Specialized direct model for this growing market.

Bulk LPG: Supplies industrial processes.

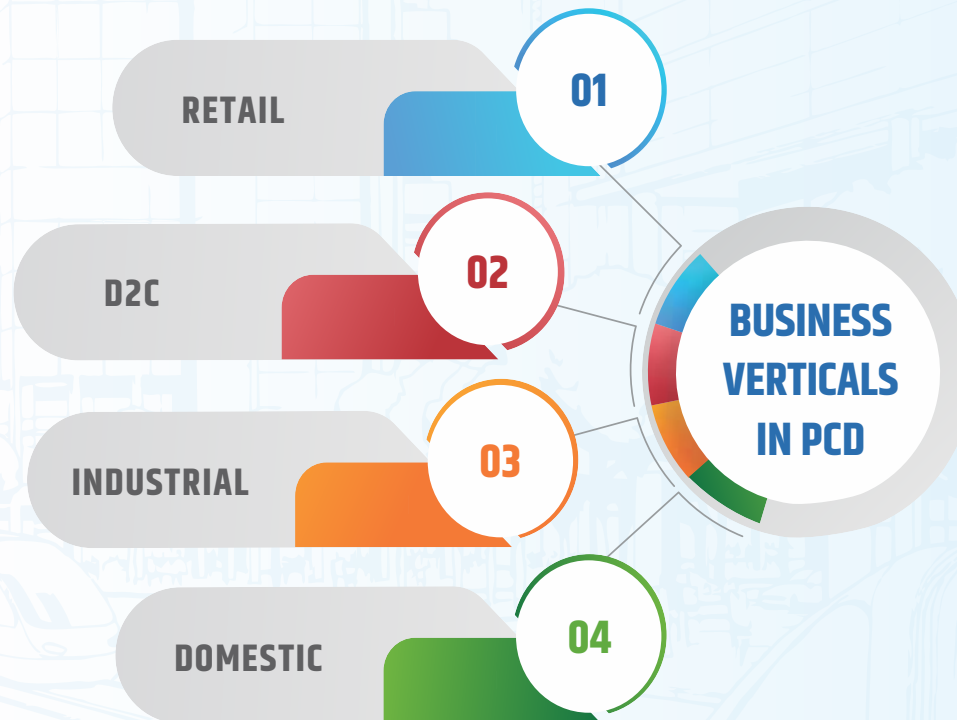
Domestic LPG: Meets household needs.

INNOVATIVE SOLUTIONS

425 kg Shaktiman Cylinders: Designed for industrial use.

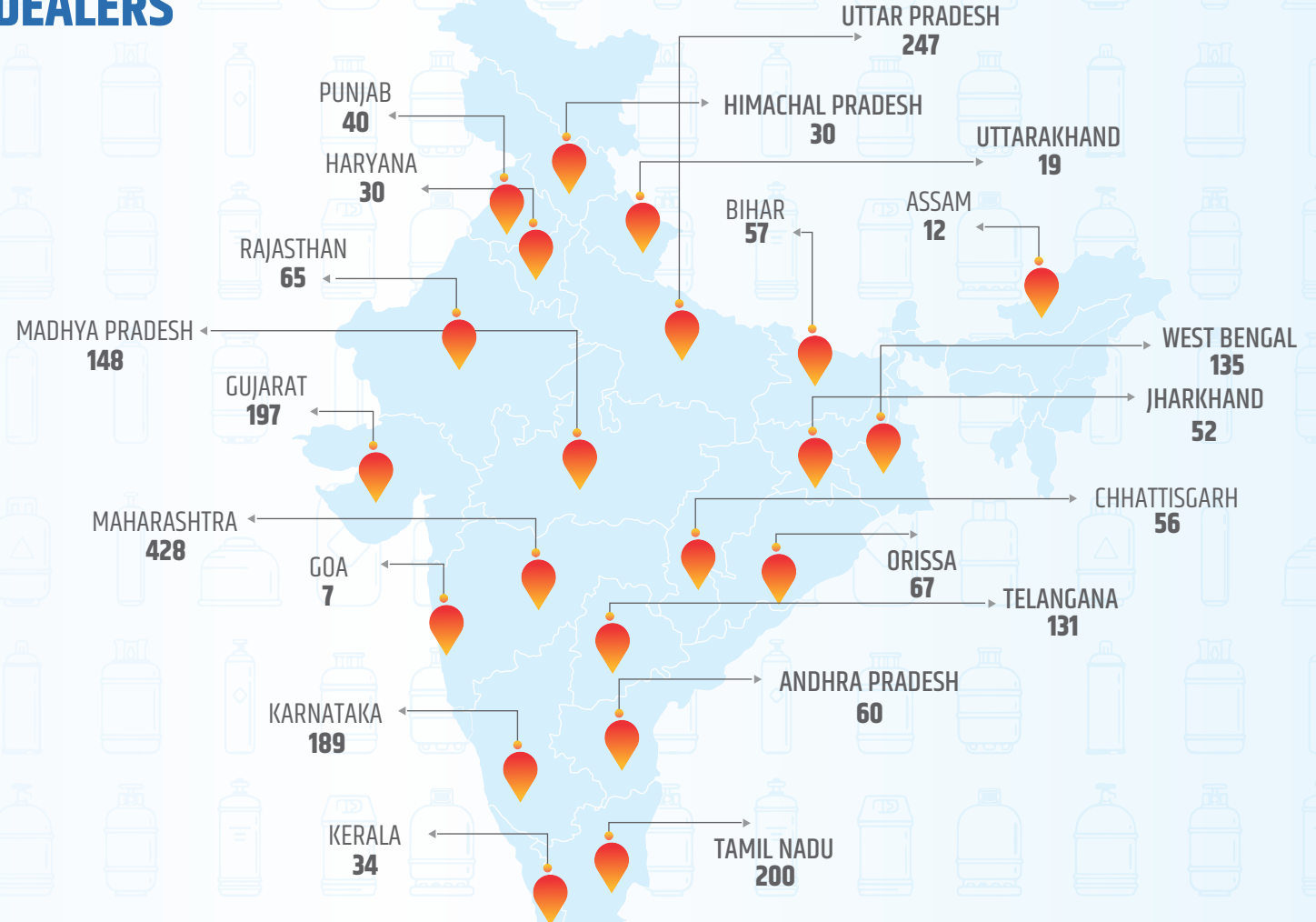
Chota Bunty Cylinders:

- Available in 2kg and 4kg sizes.
- Provides affordable LPG solutions for street hawkers and small food stalls.
- Acts as a supplement for households to address last-minute LPG shortfalls.





GOGAS PACKED CYLINDER DEALERS



2200+
GOGAS DEALERS



AUTO LPG DISPENSING STATIONS

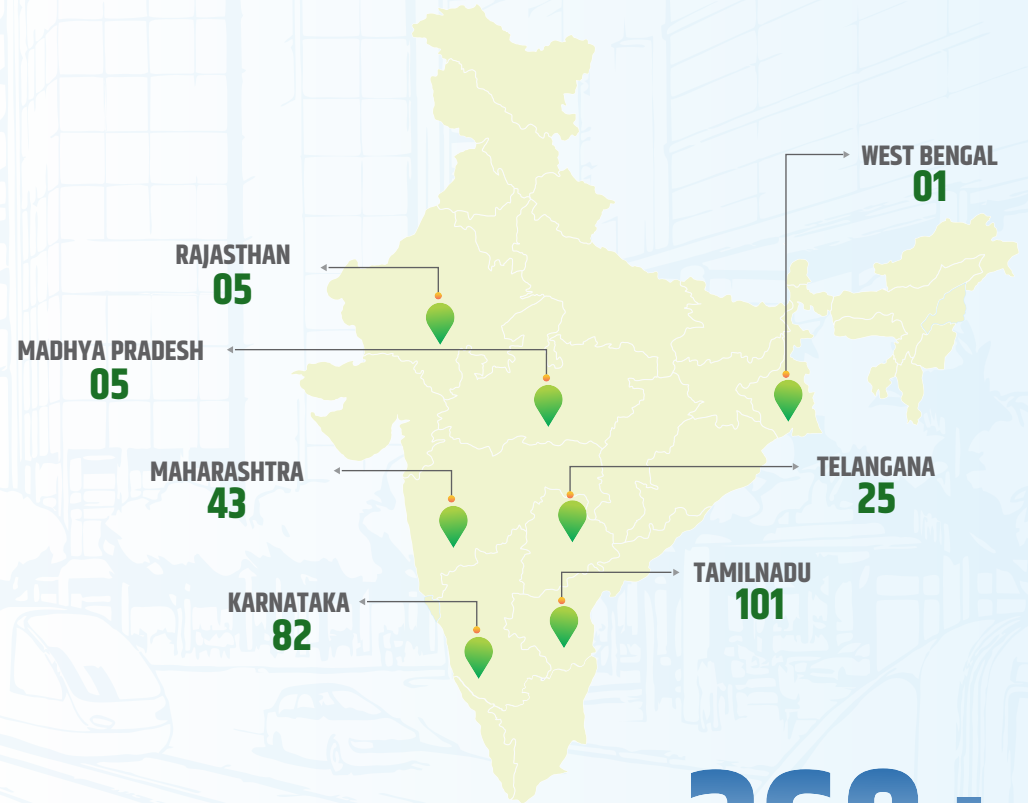


Auto LPG Dispensing Stations

In India, owning a fuel pump has traditionally symbolized prestige. We currently operate over 260+ Auto LPG Dispensing Stations nationwide.

Auto LPG is a clean and environment friendly fuel that is readily accessible in India, offering significant cost savings compared to carbon-emitting fuels.

Our goal is to expand to 500 stations, positioning LPG as the most economical and sustainable alternative to harmful and expensive vehicle fuels.



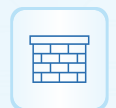
260+

AUTO LPG DISPENSING STATIONS

AUTO LPG - COMPETITIVE EDGE



No Middle-Men and Efficient Supply Chain



68+ LPG Bottling Plants and 260+ 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 Decision Resulting to Faster Growth



PROFITABILITY

ABILITY TO CAPTURE LARGER MARKET SHARE

UNINTERRUPTED & TIMELY SERVICE

COMPETITIVE PRICE TO CUSTOMERS

HIGH GROWTH

CUSTOMER CENTRIC



BULK LPG

Overseas LPG Imports



Since May 2022, we have been importing LPG overseas, with plans to expand due to substantial demand across India's industrial, retail, and commercial sectors. This division strengthens bulk LPG usage in industries, ensuring an optimal blend of LPG at competitive rates.

Your Reliable LPG Import Partner:

- Leading importer of Propane, Butane, and LPG.
- Sourcing from best refineries in Middle East, Persian Gulf, and other trusted regions.

Ensuring Quality Standards:

- Committed to delivering products that meet stringent quality standards.

Compliance and Goodwill:

- Strict adherence to all laws related to product handling and transportation.

Prompt Delivery with Exact Specifications:

- Strong supplier relationships ensuring timely delivery.
- Guaranteed compliance with exact product specifications.





BOTTLING PLANTS

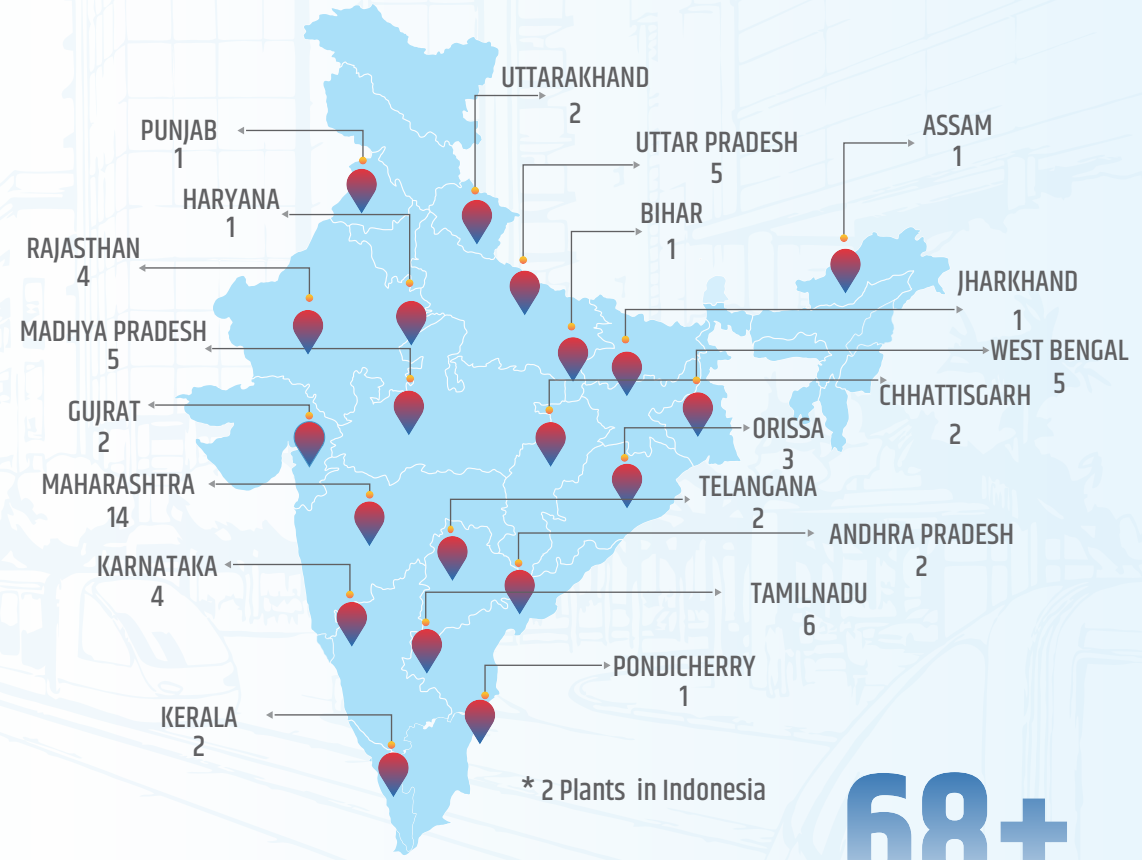


LPG Bottling

CPIL initiated its LPG bottling business with two key objectives:

- Meeting internal consumption needs.
- Ensuring widespread access to affordable LPG across the nation.

This division serves both our internal requirements and supports other major oil industry players by providing LPG bottling services. Currently, CPIL owns and operates 68+ strategically located LPG bottling plants, ensuring cost-effective LPG availability to the public. This strategic approach reduces transportation costs for organizations and helps deliver competitive LPG prices to the Indian market.



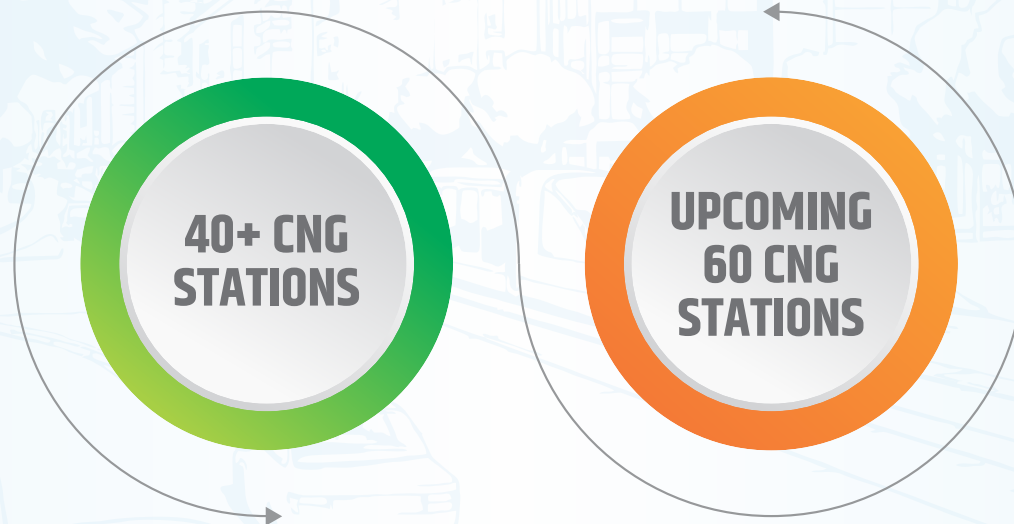
68+
BOTTLING PLANTS

CNG RETAILING



CNG Retailing

In the CNG retail sector, we have joined forces with GAIL Gas India to establish 100 CNG stations. So far, we have completed 40+ stations and are on track to finish an additional 60 shortly. We are also in active discussions with other CGD players to expand our network to more cities. This initiative leverages India's CNG pipeline infrastructure, enhancing widespread and cost-effective energy consumption.



Additional Strengths



In-house project & coordination team enabling faster decision making.



Own fleet of 690 road tankers & trucks for effective mobility of LPG.



WITHIN OUR SUBSIDIARIES

WITHIN OUR SUBSIDIARIES

Our subsidiaries operate 4 high-pressure cylinder manufacturing plants, experiencing robust demand. These state-of-the-art facilities are unmatched in size and capability, specifically designed for producing premium seamless cylinders tailored for industrial applications.

HIGH PRESSURE CYLINDER MANUFACTURING PLANTS

Confidence Enterprises Private Limited



Equity Owned : **100 %**

SilverSky Exim Private Limited



Equity Owned : **100 %**

Sarju Impex Limited



Equity Owned : **75 %**

Maruti Koatsu Cylinders Limited



Equity Owned : **50 %**

4 HIGH-PRESSURE CYLINDER MANUFACTURING PLANTS

WITHIN OUR SUBSIDIARIES

Upcoming with Type 4 High Pressure Cylinder Manufacturing Plant in 5 Star MIDC, Butibori Nagpur

Key Features of Type 4 Cylinders:

Type 4 Cylinders : Constructed mainly from carbon composite with a polymer liner.

- **Lightweight:** 70% lighter than metal cylinders (Type-1).
- **Higher Capacity:** Can transport three times more gas than metal cylinders (Type-1).
- **Corrosion Resistance:** Fully corrosion-resistant with an inert liner, unlike metal cylinders (Type-1).
- **Safety Features:** Shatterproof and fireproof.
- **Advanced Safety:** Highly safe, low operational costs, and future-ready.
- **Versatile Pressure Ratings:** Available in 200 bar, 250 bar, and 350 bar, suitable for multiple applications.



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.

OUR PRESTIGIOUS CLIENTS



& Many More...

“Becoming **Number 1** is Easy,
But Sustaining it is the **Real Game!**”



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