

November 21, 2019

To, BSE Ltd. Department of corporate service, Phiroze Jeejeebhoy Towers, Dalal Street, Fort Mumbai - 400 001 Scrip Code: 532543	To, National Stock Exchange of India Ltd. Exchange Plaza, 5 th Floor , Block G, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051 Scrip Symbol: GULFPETRO
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Dear Sir,

Sub: Investor presentation

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, a presentation to analysts/investors shall be made on November 22, 2019.

You are requested to take the above information on record.

Yours Faithfully,

For G P Petroleums Limited



Bijay Kumar Sanku
Company Secretary and Compliance Officer
Mem. No.:15449

Encl: As above

GP Petroleums Limited

Investor Presentation



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Disclaimer

This presentation and the following discussion may contain “forward looking statements” by GP Petroleums Limited (“GPPL” or the “Company”) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives are based on the current beliefs, assumptions, expectations, estimates and projections of the management of GPPL about the business, industry and markets in which GPPL operates.

These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors, some of which are beyond GPPL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.

Such statements are not and should not be construed as a representation of future performance or achievements of GPPL. In particular, such statements should not be regarded as a projection of future performance of GPPL. It should be noted that the actual performance or achievements of GPPL may vary significantly from such statements.



Company & Group Overview

Industry Overview

Business Overview

Financial Overview

Company and Group Overview



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'GP Global' Group - Business Verticals

A good mix of trading along with other higher value added businesses provides stable and predictable cash flows along with minimizing the risks associated with pure play commodity traders



Oil Refining



Oil Terminal



Grease

Trading & Bunkering

- Bitumen
- Base Oil
- Fuel Oil, Feed Stock
- Distillates
- Coal, Pet coke, Steel
- Retail (Kenya, Uganda)
- Petrochemicals
- Bunkering

Refining & Manufacturing

- Refining
- Lubricants & Grease manufacturing
- Steel products

Oil Storage Terminals

- Sharjah
- Fujairah
- Pipavav - India

Shipping & Logistics

- Vessels
- Road Tanker Fleet
- Bitutainers



Oil Trading



Bitumen

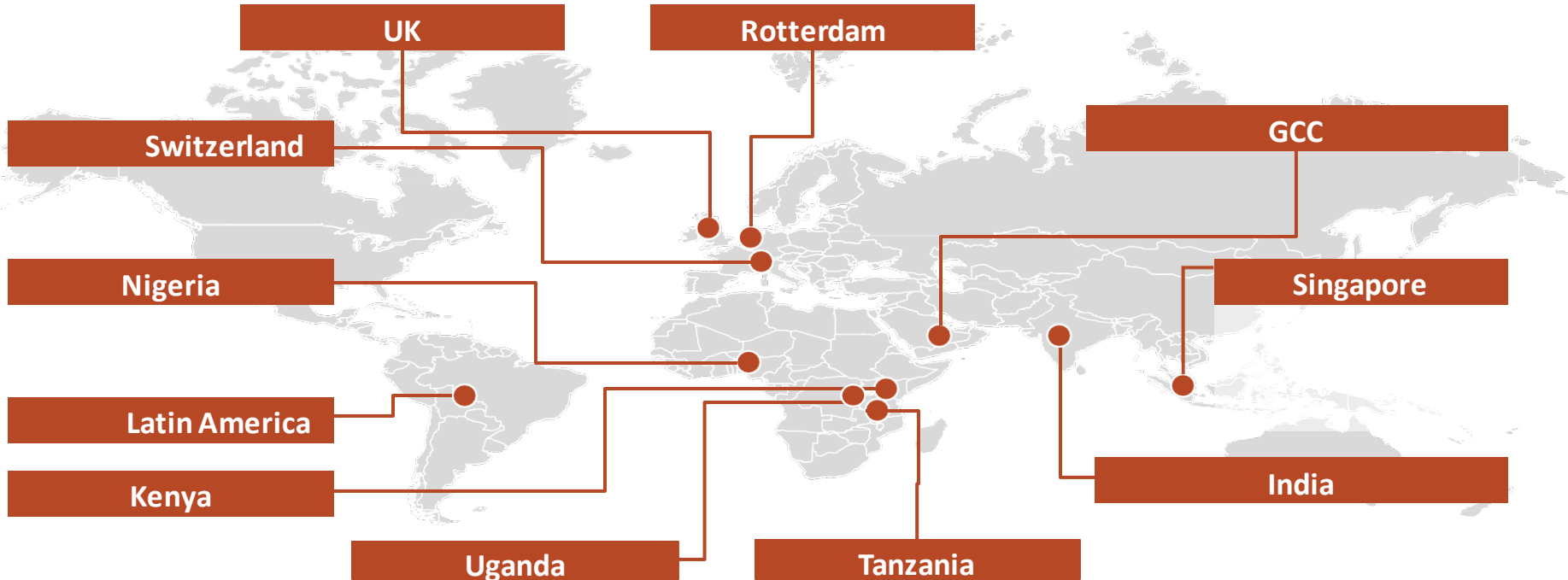


Shipping



Global links

GPPL has opportunity to join hands across various geographies where GP Global is strongly present



About GP Petroleums Ltd. (GPPL)



Lube Oil Blending Plant at Vasai, Mumbai, Maharashtra

In-house Base Oil Storage : 15,000 KL

Annual production capacity : 80,000 KL per year

1. 1983- Company Incorporated.
2. 2004- Became public listed co. (Sah Petroleum)
3. Brand- **IPOL** gets pan India footprint
4. Products- Industrial lubricants, Automotive lubricants, Greases & Rubber Process oils
5. 2014- Gulf Petrochem group acquires company & renamed GP Petroleums Ltd. (GPPL). The brand IPOL continues its significant presence in Industrial and Automotive lube market.
6. 2016 April- **REPSOL** Auto premium Lubricants launched in India by GPPL. Exclusive agreement with REPSOL, the Oil major from Spain for Manufacture, Distribution, Sales & Marketing.

QC and R&D Lab



- R & D and QC lab is equipped with the most advanced instruments & facilities
- We constantly innovate new products & solutions best suited to our customers' requirements.
- Our objective is to ensure that stringent national & international standards are maintained.



- ✓ *Safety Policy and Manual*
- ✓ *Permit to work and PPE*
- ✓ *Emergency Response Plan*
- ✓ *Safety Mock Drills*
- ✓ *Regular Trainings*
- ✓ *Monthly Safety meeting*
- ✓ *Periodic Monitoring of Air & Noise Quality*
- ✓ *Site HIRA (Hazard Identification & Risk Assessment) of plant*
- ✓ *Near Miss reporting*
- ✓ *Safety awards to workers and staff*



Organization is moving towards Proactive Stage in the safety ladder

Champions' Choice
Spain's elite brand Repsol Lubricants now available in India.

REPSOL

This Monsoon, Be Safe

LOVE FAMILY, WEAR A HELMET

General Safety Tips

- Go slow, maintain space & keep headlights on
- Avoid driving in flooded areas
- Don't drink and ride

Manufactured and Marketed by: GP Petrochemicals Limited | Under License from: Repsol Lubricants y Esenciares, S.A. (Spain) | www.gpetrochemicals.com | repsol@gpglobal.com | T: +91 22 6549 2300

Industry Overview

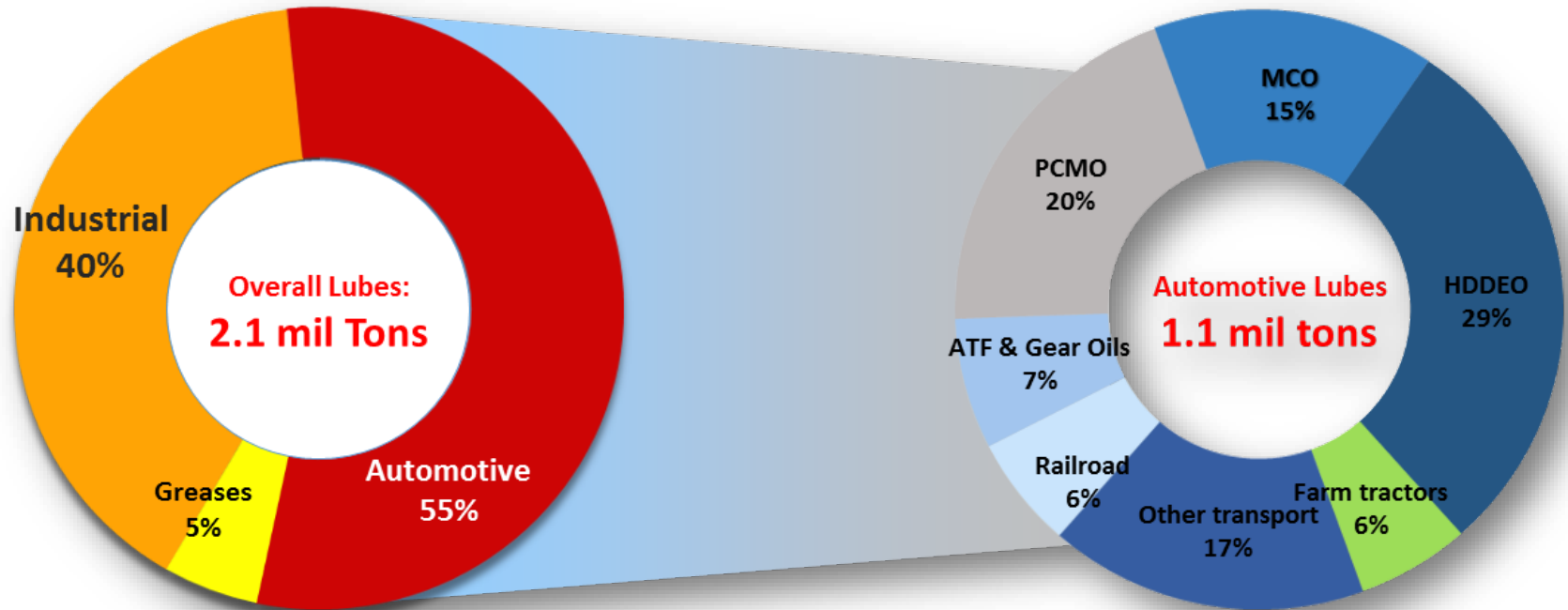


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Indian Lubricant Market Overview

- The India lubricant market is expected to register a CAGR of 4.64%, during the forecast period, 2018-2023 (*Mordor Intelligence, Industry Report*)
- Automotive lubricant demand in India is forecasted to increase 5.5% annually through 2021 (*Research and Markets*)
- The number of motor vehicles used in India is forecasted to expand 8.0% annually through 2021 (*The Freedonia Group*)
- Mineral oils hold the largest share among all the automotive lubricants used in India
- Synthetic and Semi-Synthetic lubricants are expected to grow at a rapid pace during the period of 2018-23

Indian Lubricant Market Overview



Competitive Landscape



IndianOil

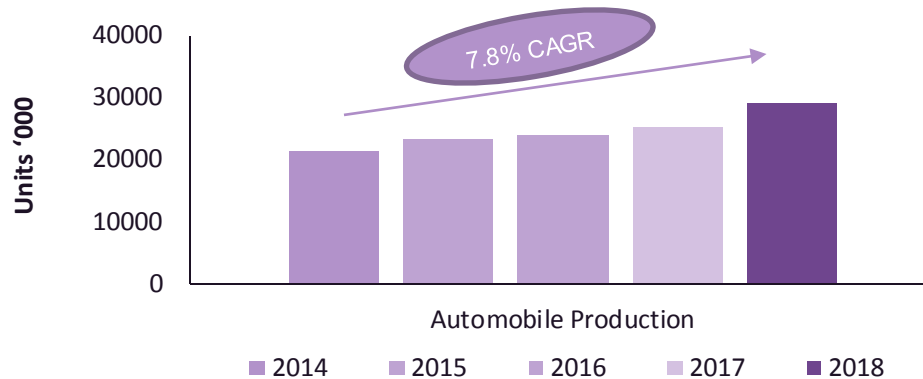


TIDE WATER OIL CO.



Auto Industry in India

- The Indian Auto industry became the 4th largest in the world with sales increasing 9.5 per cent year-on-year to 4.02 million units (excluding two wheelers) and 7th largest manufacturer of commercial vehicles in 2017
- Indian automotive industry (including component manufacturing) is expected to reach Rs 16.16-18.18 trillion (US\$ 251.4-282.8 billion) by 2026, growing at 15% year-on-year
- The industry has attracted Foreign Direct Investment (FDI) worth US\$ 19.29 billion during the period April 2000 to June 2018



Source: DIPP, IBEF, SIAM, ACMA, FRPT Research

Source: SIAM, India

Lever for the Auto Industry

Growing Demand

- Auto demand in the Top-5 cities has grown in line with or slightly higher than the national average which indicates that the penetration of automobiles has not yet peaked in India's Top-5 cities
- Demand for two-wheelers has been growing by 15.8% YoY in India (barring top- 5 cities)

Rising Investment

- Increasing FDI inflow and significant cost advantage are the two factors attracting investments in the Auto sector

Policy support

- The government aims at attracting investment in this space by introducing reforms like GST to boost the growth in the sector
- Shift from Bharat IV to Bharat VI will give the auto sector a boost

Business Overview



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GP Petroleums - Multi Brand Product Portfolio

Lubricants Portfolio

Industrial Lubes



IPOL as a 'Value for Money' offers a range of products engineered to deliver exceptional performance across various applications

Auto Lubes (Multi Brand)



Rubber Process Oils



Toll blend other brands / Marine Lubricants

REPSOL Champions' Choice



REPSOL products are made using cutting-edge technology and are endorsed by top manufacturers. Engines using REPSOL generate maximum performance and efficiency

Applications - Industrial Lubricants

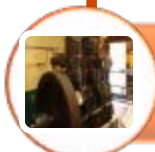
GPPL's Competitive Edge -
provides efficient TCO (Total Cost of Ownership) for
Industrial players



Process Oils - Major product category (Constitutes almost 50% of total Industrial Lubricants)



General Industrial Oils - Second largest category, Hydraulics, Turbine, Gear, Compressor



Industrial Engine Oils - Stationary engine Oil (Mostly Diesel engine oils)



Metal Working Fluids - Removal fluids, coolants, Quenching Oils, Rust Preventives (Constitutes almost 50% of total Industrial Lubricants)

IPOL – Growing the Legacy brand



**Premium Quality
Bike Engine Oils**



**Premium Quality
Car Engine Oils**



**Premium Quality
Truck Engine Oils**



Repsol - Global brand, now in India



Strategic Outlook



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Management quote

“In such a challenging environment GP Petroleums has emerged as a resilient player amidst the economic slowdown.

As a preventive measure, the company has taken a conscious decision to diversify its business mitigating any kind of sector related risks. In the same regards, we have developed a high potential horticulture spray oil which is a non-toxic insecticide. The company has already started marketing these products in Himachal Pradesh and Kashmir.

With the Euro VI norm coming into play early next year we can expect a revival in the sector with companies like GP Petroleums expected to reap the benefits by mid next year

We are highly committed to offer our customers quality and affordability products based on our strength in low cost manufacturing.”

Repsol - Strategic Alliance

- GPPL has tied up with REPSOL to stimulate the Auto segment thereby accelerating earning growth
- Leveraging on REPSOL's tie-up with OEMs on a global level
- REPSOL is a global and integrated company, present across the VALUE CHAIN

REPSOL Tie-up

Strategic alliance with REPSOL – will result in capturing larger market share

Repsol-Honda Team

It's more than just a commercial agreement.

It represents a shared passion
for racing and technology at the highest level.

<http://world.honda.com/HRC/repsolhondateam>



IPOL's Winning Edge – New products

Launching new products to meet the Industry trend and demand:

Auto (B2C)

- Launched new Lubricants to meet new environment norms & Bharat VI compliance
- Synthetic and low viscosity engine oils for the efficient new engine requirements
- IPOL 'Clear Blue' DEF launched- Diesel Exhaust Fluid is required by most of the new technology engines to meet the emission norms of BSIV and BSVI
- IPOL Brake fluids and Anti freeze coolant for engines

Industrial / Process (B2B)

- Semi Synthetic metal working fluids for Auto component manufacturing
- Deep hole drilling and broaching oil with ester based technology
- Textile oil for new markets & Specialty greases for Sugar industry
- Horticultural oil for the agro industry (orchard spray oil)
- Low PCA process oils for Tyres / Rubber industry



GPPL – Vision & Mission



Complete Solution Provider

High performance synthetic cleaners

Highly effective for every need

Highest selling soluble cutting oils

Semi-synthetic coolant for all metals

Total range of quenching oils

Largest range of heat cutting oils

Lowest oil consumption

Lowest oil consumption



Feel the Power
Trust IPOL



Premium Quality Lubricants



GP Petrochems Ltd.

VISION

“GP Petrochems Ltd., will be the preferred partners, for providing world class Lubricants & Services, by applying technology and creating innovative Business Solutions”.

MISSION

- To be the most sought after partner for lubricants & value added services for our Customers.
- To cater to the growing needs of Automotive, Industrial, Marine and Process oil markets through technology and compliance.
- To ensure continuous improvement in operating efficiency and innovate, as we move 'Towards New Horizons'.



REPSOL
Champions' Choice

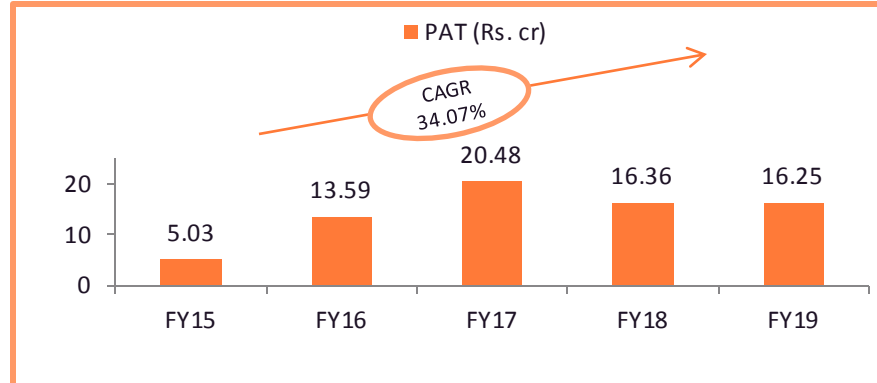
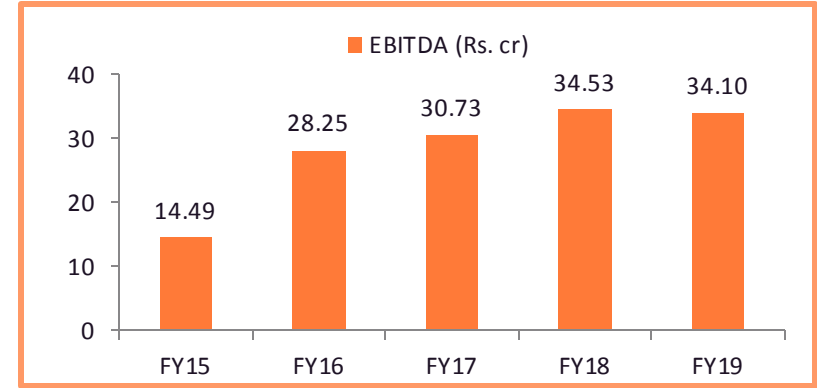
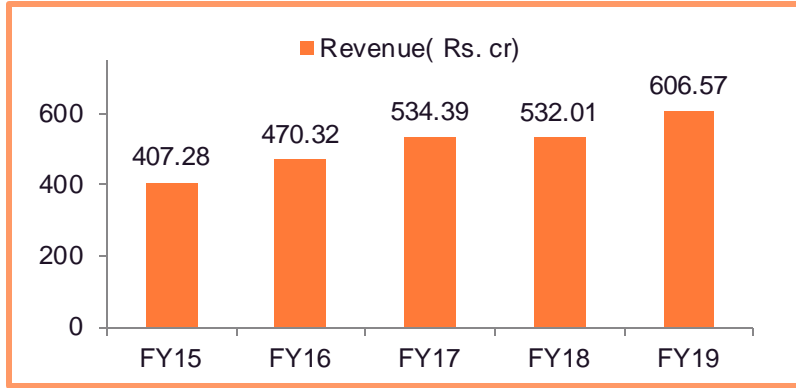


Financial Overview



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Sustained Earnings Growth



Quarterly Performance

Particulars	Q2FY20	Q1FY20	Q-o-Q % Change	Q2FY19	Y-o-Y % Change
Net Sales (Rs. in cr)	157.41	134.51	17.02	141.05	11.60
EBITDA (Rs. in cr)	7.99	8.76	(8.86)	6.56	21.74
EBITDA Margins (%)	5.07	6.51	(144) Bps	4.65	42 bps
PAT (Rs. in cr)	5.39	4.10	31.63	2.84	89.90
PAT Margins (%)	3.43	3.05	38 bps	2.01	142 bps
EPS (Rs.)	1.06	0.80	---	0.56	---

Yearly Performance

“ Despite the crude and exchange volatility, the company was able to maintain the EBIDTA/PAT”

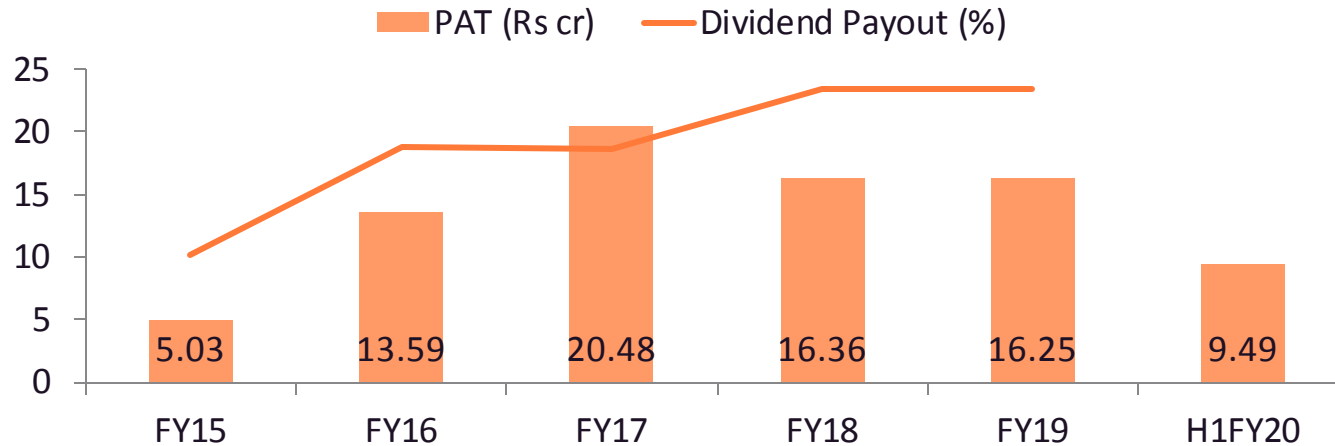
Particulars	FY15	FY16	FY17	FY18	FY19	H1FY20
Net Sales (Rs. in cr)	406.14	470.32	534.39	532.01	606.57	291.93
EBITDA (Rs. in cr)	14.49	28.25	30.73	34.53	34.10	16.75
EBITDA Margins (%)	3.56	6.69	6.40	6.49	5.62	5.74
PAT (Rs. in cr)	5.03	13.59	20.48	16.36	16.25	9.49
PAT Margins (%)	1.23	3.22	4.26	3.08	2.68	3.25
EPS (Rs.)	0.99	2.67	4.02	3.21	3.19	1.86
Current Ratio (x)	2.04	1.61	1.74	1.57	1.78	1.79
Interest Coverage (x)	1.47	5.34	4.86	4.56	4.81	3.16

❖ EBITDA grew by 0.17% (YoY) to 16.75 cr in H1FY20

❖ PAT grew by 55.18% (YoY) to 9.49 cr in H1FY20

Dividend Payout Policy

Particulars	FY15	FY16	FY17	FY18	FY19	H1FY20
Dividend Payout (%)	10.14	18.75	18.67	23.37	23.51	---
PAT (Rs. Cr)	5.03	13.59	20.48	16.36	16.25	9.49



Thank You



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