



CONFIDENCE PETROLEUM INDIA LTD.

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CIN: L40200MH1994PLC079766

Date: 01/12/2024

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: Sub: Investor Presentation

Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Regulations & Disclosure requirements) Regulations, 2015, we are enclosing herewith a copy of Financial Presentation for H1 FY2024-25.

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

This is for your information and record.
Thanking You

Yours truly,

For Confidence Petroleum India Limited

Prity Bhabhra
Company Secretary



CONFIDENCE PETROLEUM INDIA LIMITED

Financial Presentation H1 2024-25

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.



Operational Highlights for H1 2024 -25

30
Glorious
Years of
LPG Business



Expanded PCD dealer network from 2100 to 2500.



Increased Auto LPG stations from 248 to 274.



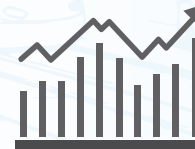
Boosted CNG stations in Bengaluru from 35 to 40.



Acquired Punjab Petroleum Corporation Limited (PPCL) for Bottling Assistance making the total count to 68.



Increased HCVs, LPG tankers and LCVs from 637 to 690.



PAT Increased by 41% Q-O-Q
EBITDA Increased by 11% Q-O-Q

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

30
Glorious
Years of
LPG Business



LPG Procurement

Happy & Satisfied
Customers

**GoGas
Direct**

225+
LPG HCVs & LCVs

15
LPG Cylinder
Manufacturing
Plants

2500+
GoGas Packed
LPG Dealers

4* High Pressure
Cylinder Manufacturing
Plants

40+
CNG Retail
Stations

68+ LPG
Bottling Plants

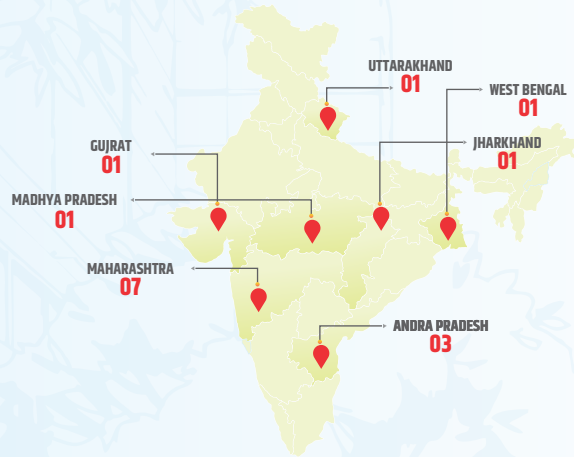
465+
LPG Road Tankers

274+
Auto LPG Stations

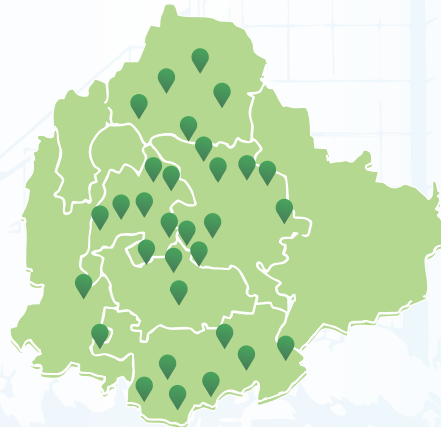
**Bulk / Industrial
LPG Supply**



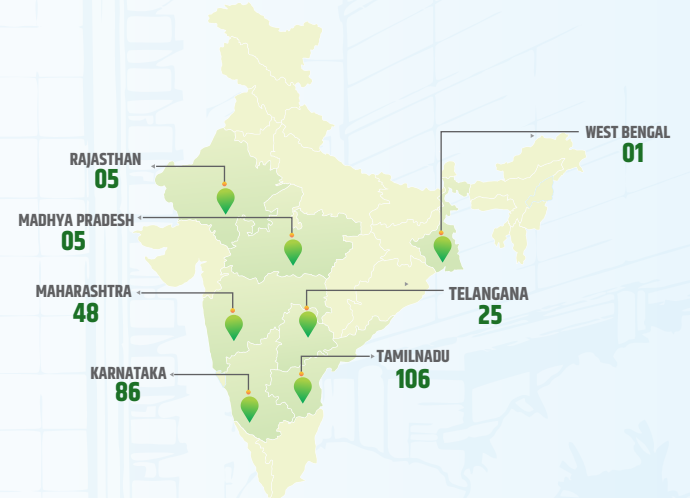
Pan India Presence in 25 States



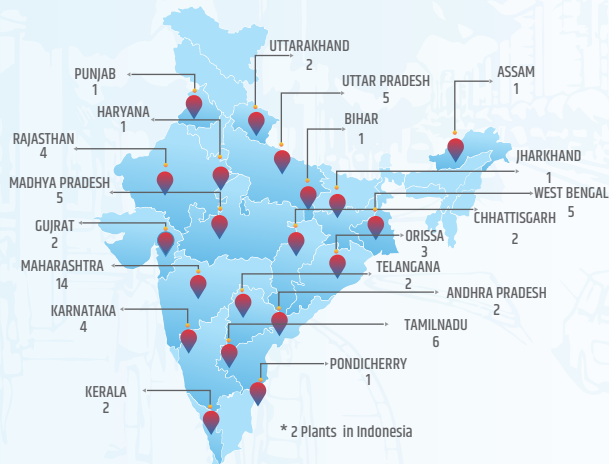
15 CYLINDER MANUFACTURING PLANTS



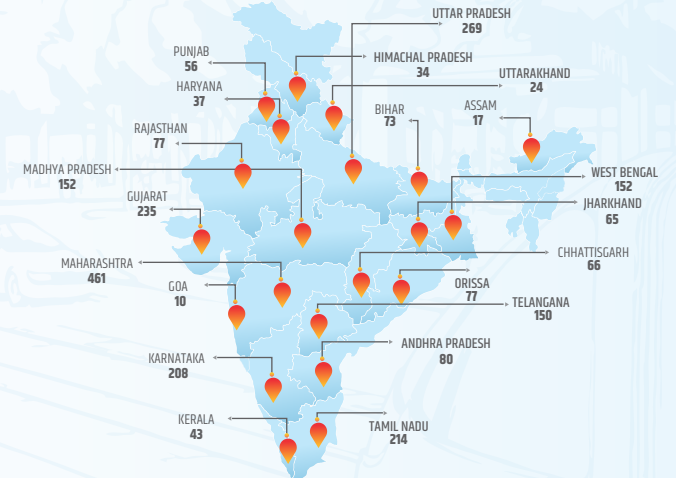
40+ CNG Retail Stations
at Bangalore



274+ AUTO LPG DISPENSING STATIONS



68+ STRATEGICALLY LOCATED BOTTLING PLANTS



2500+ GOGAS PACKED CYLINDER DEALERS

30
Glorious
Years of
LPC Business



OUR FINANCIALS

Consolidated Annual Income Statement Highlights



Particulars	Q2 FY 2025 (INR Cr)	Q2 FY 2024 (INR Cr)	YoY (%)	Q1 FY 2025 (INR Cr)	QoQ (%)	1H FY 2025	1H FY 2024	YoY (%)
Total Revenue	756	643	18%	783	-3%	1539	1519	1%
Total EBITDA from Operations	89	93	-5%	81	11%	170	171	-1%
% margin	12%	15%	-300bps	10%	100bps	11%	11%	0bps
PAT	22	31	-29%	15	41%	37	64	-42%
% margin	3%	5%	-200bps	2%	100bps	2%	4%	-200bps
Basic EPS	0.64	1.13	-43%	0.47	36.17%	1.08	2.20	-51%
Diluted EPS	0.53	0.88	-40%	0.47	12.77%	1.08	2.07	-48%

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



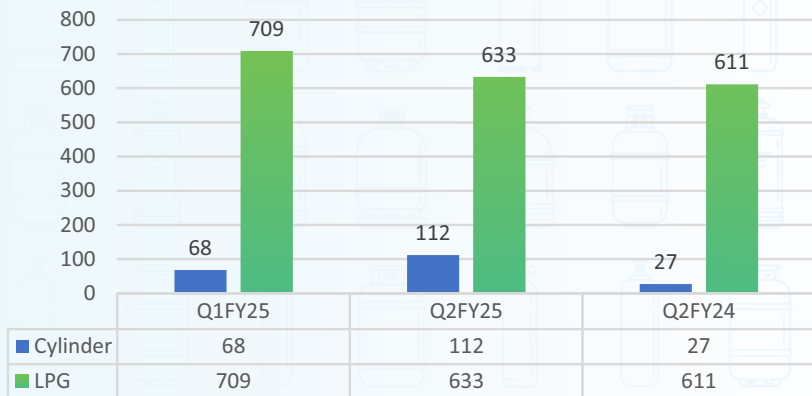
Particulars (INR Crores)	1H FY 2025 (INR Crores)	1H FY 2025 (INR Crores)	1H FY 2025 (INR Crores)
Equity Share Capital	33	28	32
Reserves and Surplus	1,256	853	1,150
Minority Interest	85	79	86
Shareholders Equity	1,374	960	1,267
Borrowings	528	439	426
Total Liabilities and Equity	2,464	1,818	2,202
Net Fixed Assets	713	645	699
Other Non -Current Assets	554	520	454
Current Assets	1,197	653	1,050
Total Assets	2,464	1,818	2,202

Note Numbers are rounded off to nearest digit

Revenue and EBITDA Contribution (Consolidated)

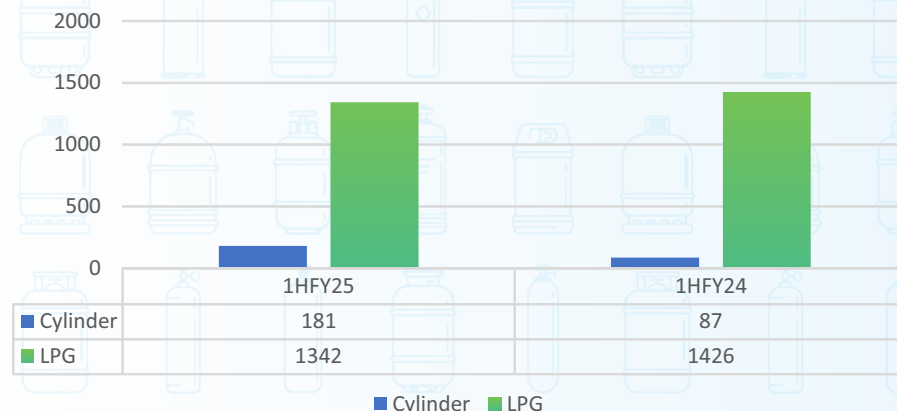


Quarterly Revenue Metrics



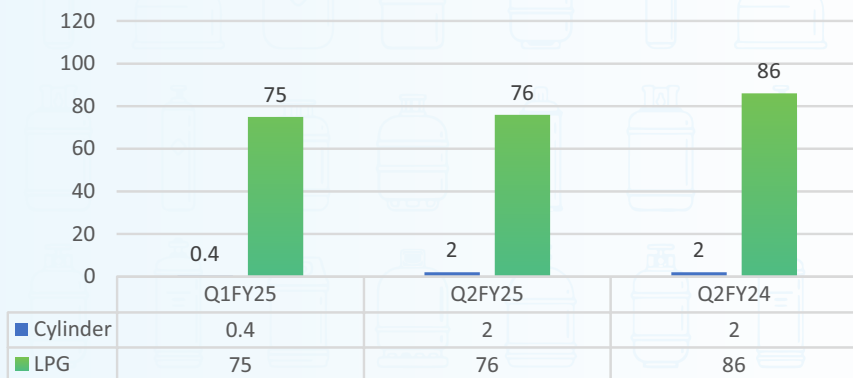
■ Cylinder ■ LPG

Half Yearly Revenue Metrics



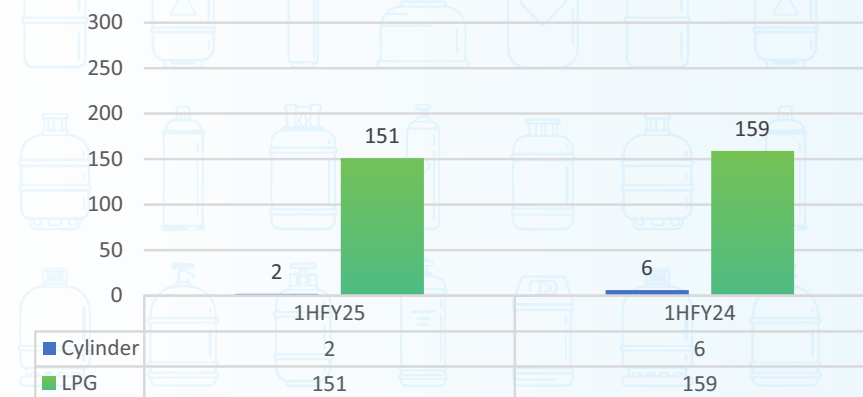
■ Cylinder ■ LPG

Quarterly EBITDA Metrics



■ Cylinder ■ LPG

Half Yearly EBITDA Metrics



■ Cylinder ■ LPG

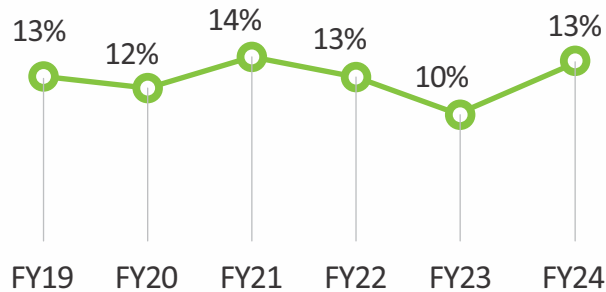
Note Numbers are rounded off to nearest digit

Low Cost Fully Integrated Business Model



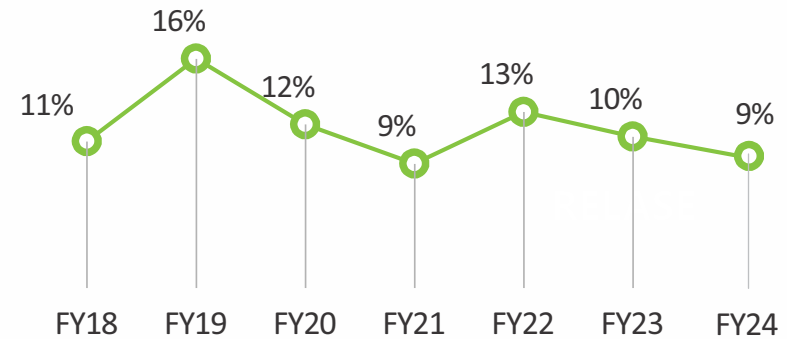
Cost efficiencies leading to improved EBITDA margins and Return on Equity from FY2018 onwards

EBITDA MARGIN (%)



EBITDA margin

RETURN ON EQUITY (%)



ROE

FY24 EBITDA Margin- 13%; ROE- 9%

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 Confidence Enterprise Pvt Ltd in association with Ganesh Benzoplast Ltd is coming up with India's largest 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.



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