



# CONFIDENCE PETROLEUM INDIA LTD.

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CIN: L40200MH1994PLC079766

**Date:** 01/12/2024

**To,**

<b>National Stock Exchange of India Limited</b> Listing Department, Exchange Plaza, Bandra Kurla Complex, Bandra (E) Mumbai-400051	<b>The Bombay Stock Exchange,</b> Department of Corporate Services 25 <sup>th</sup> 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 Corporate Presentation for H1 FY2024-25.

The above information is also available on the website of the Company i.e. [www.confidencegroup.co](http://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**

# **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.





**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

30  
Glorious  
Years of  
LPC Business



# OUR STRENGTHS

# OUR STRENGTHS

30  
Glorious  
Years of  
LPG Business



Comprehensive  
Integration



Focus on Safety  
and Quality



Wide Reach and  
Accessibility



Eco-friendly and  
Sustainable  
Initiatives



Diverse Client  
Base



Affordable and  
Convenient



Innovative  
Offerings



Customer-Centric  
Approach

30  
Glorious  
Years of  
LPG Business



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 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**

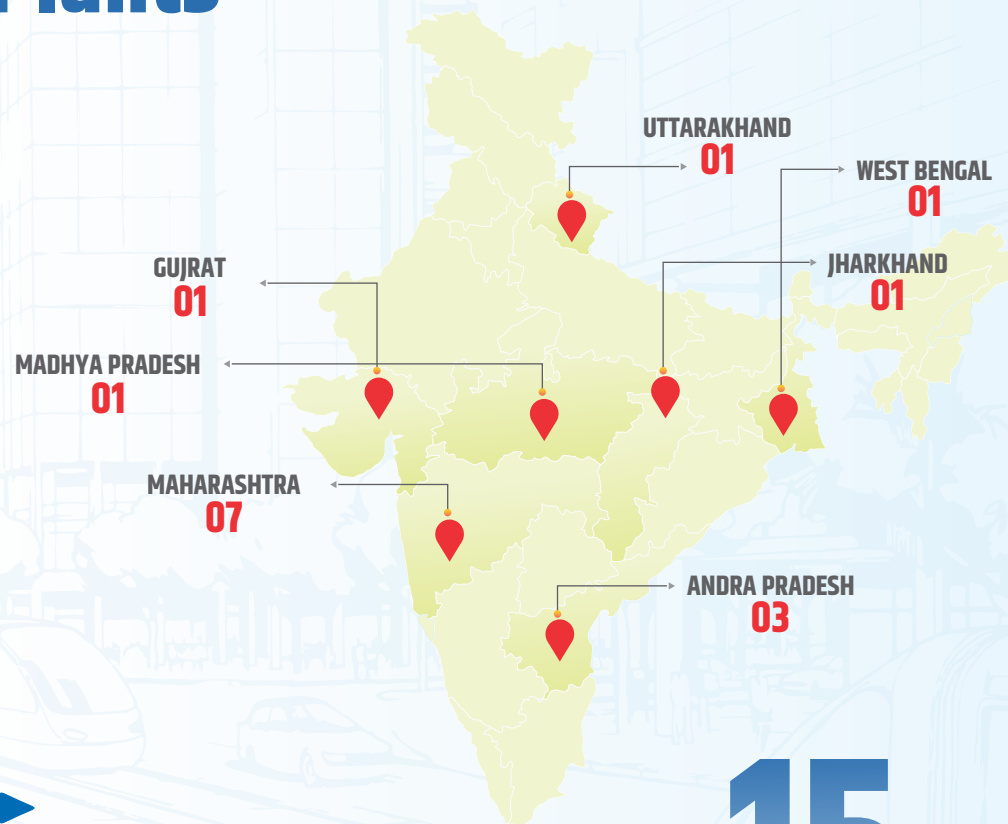


## CYLINDER MANUFACTURING PLANTS



# 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.



# 15

CYLINDER MANUFACTURING PLANTS

# LPG DIVISION



# India LPG Market Scenario

30  
Glorious  
Years of  
LPG Business

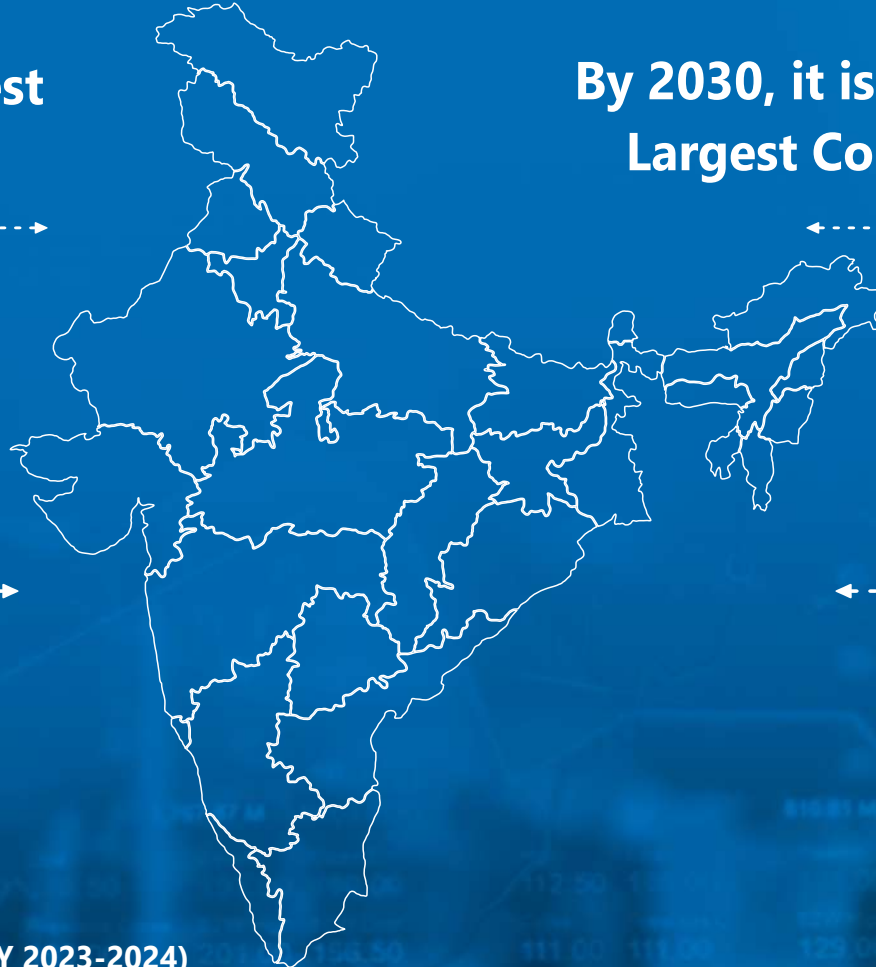


India is 3rd Largest  
LPG Consumer

By 2030, it is Expected to be the  
Largest Consumer Globally

Current Market  
Size of LPG in India is  
approx. 30.4 MMT

Market is Expected to  
Reach 37-40 MMT  
by FY 2030



Note : Reference - LPG Profile Report (FY 2023-2024)

30  
Glorious  
Years of  
LPG Business



# PACKED CYLINDER DIVISION

Bring Joy to your Cooking Only with GoGas





# Packed Cylinder Division

30  
Glorious  
Years of  
LPG Business



## SEGMENTS SERVED

**LPG Retail:** Supports an extensive dealer network of 2,500+.

**D2C Segment:**

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

**Bulk LPG:** Supplies industrial processes.

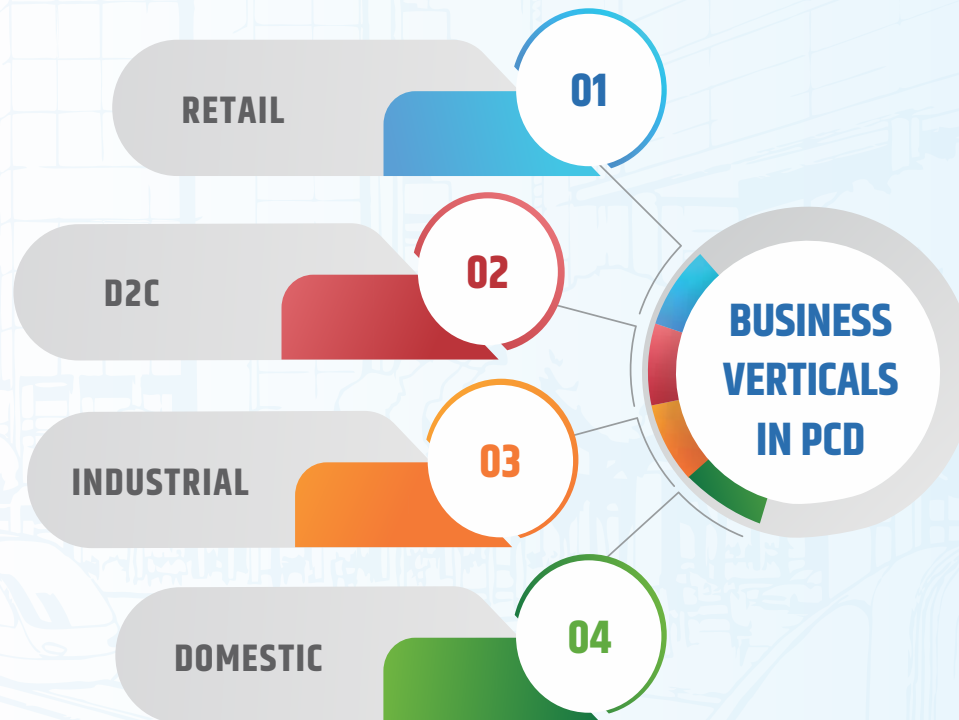
**Domestic LPG:** Meets household needs.

## INNOVATIVE SOLUTIONS

**425 kg Shaktiman Cylinders:** Designed for industrial use.

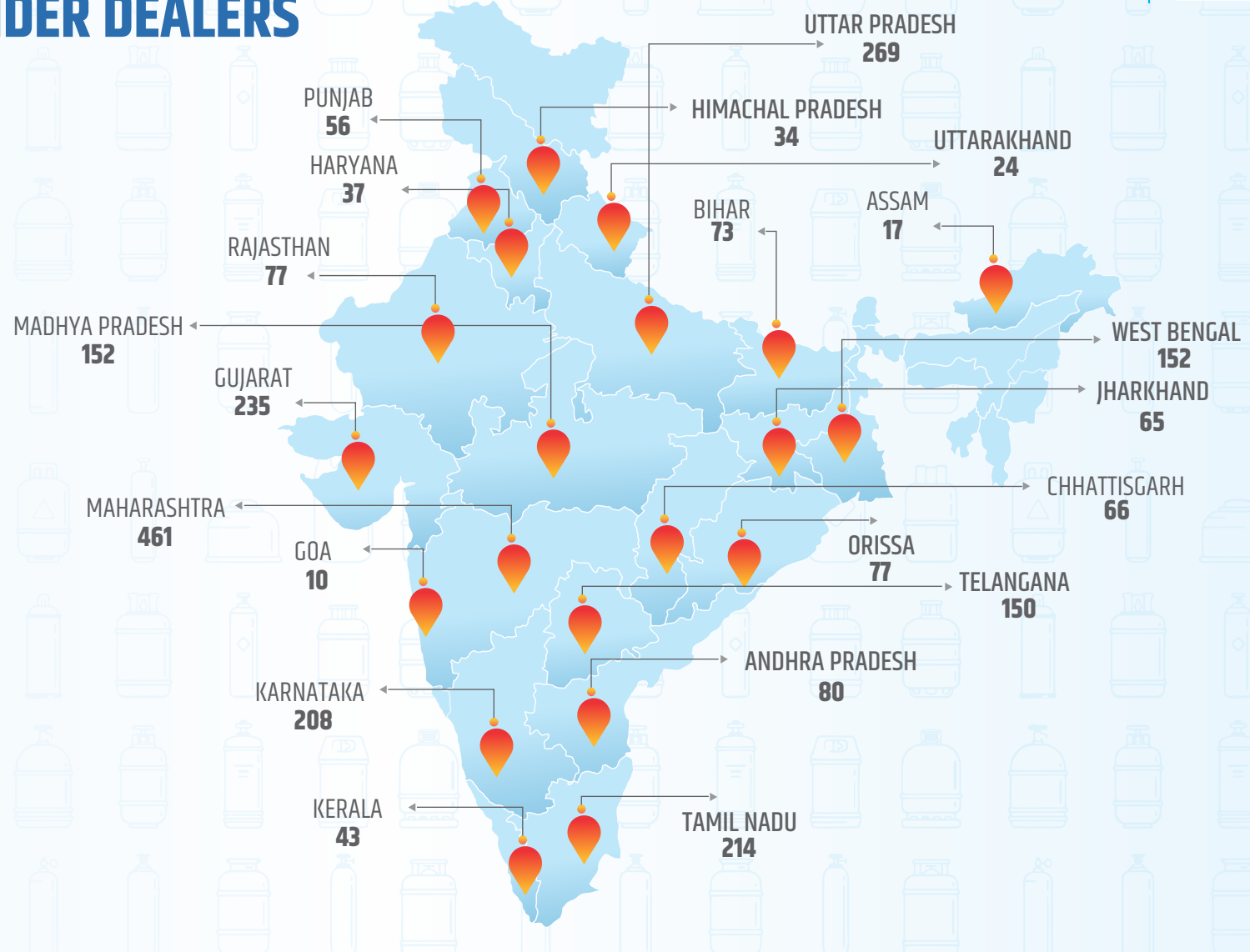
**Chota Bunty Cylinders:**

- 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

30  
Glorious  
Years of  
LPG Business



**2500+**  
GOGAS DEALERS



30  
Glorious  
Years of  
LPG Business



# AUTO LPG DISPENSING STATIONS

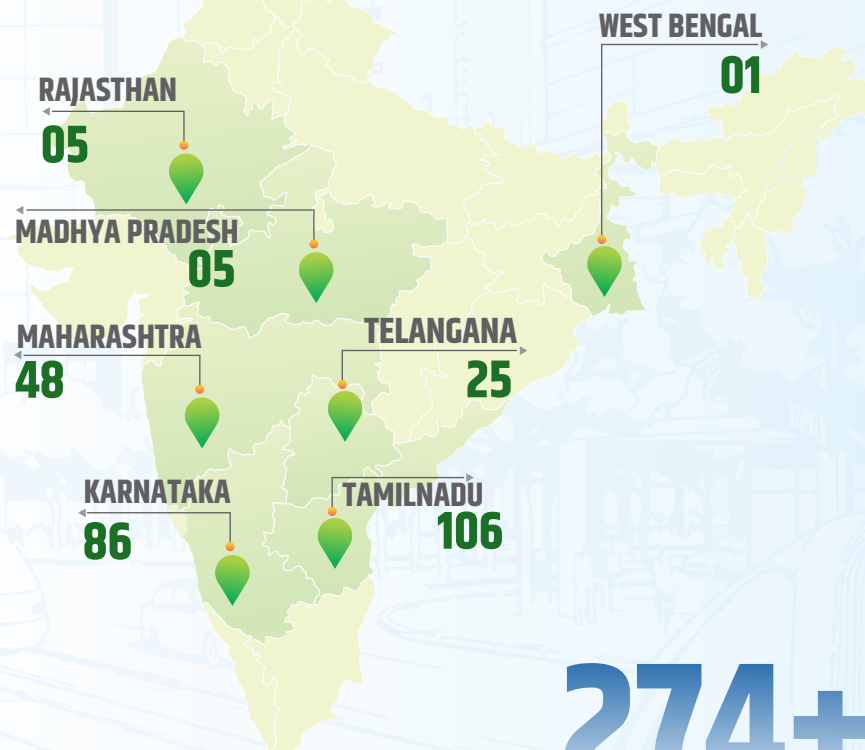


# Auto LPG Dispensing Stations

In India, owning a fuel pump has traditionally symbolized prestige. We currently operate over 274+ 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.



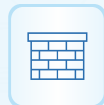
# 274+

AUTO LPG DISPENSING STATIONS

# AUTO LPG - COMPETITIVE EDGE



No Middle-Men and  
Efficient Supply Chain



68+ LPG Bottling Plants and  
274+ 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**

30  
Glorious  
Years of  
LPG Business



# BULK LPG



# Overseas LPG Imports

30  
Glorious  
Years of  
LPG Business



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.



30  
Glorious  
Years of  
LPG Business



# BOTTLING PLANTS

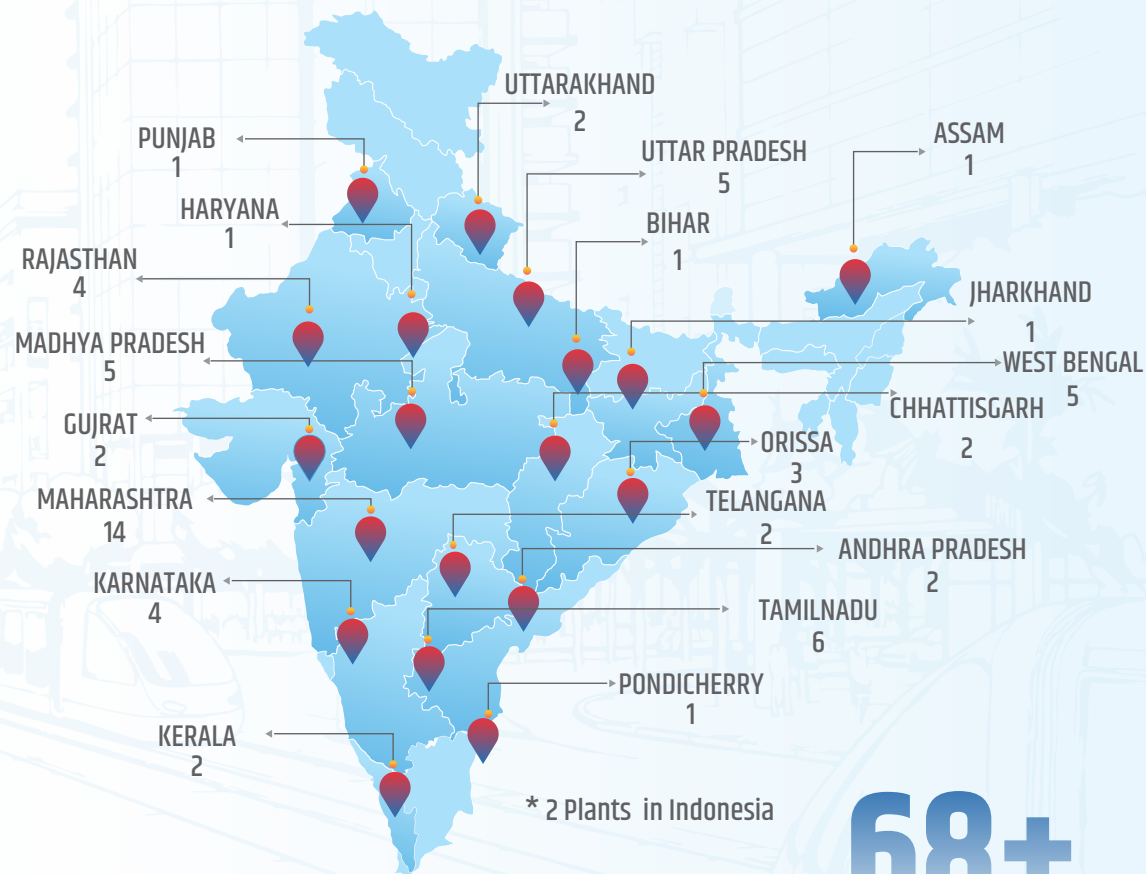


# LPG Bottling

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.



**40+ CNG  
STATIONS**

**UPCOMING  
60 CNG  
STATIONS**

# Additional Strengths

30  
Glorious  
Years of  
LPG Business



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



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

30  
Glorious  
Years of  
LPG Business



# 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**



**Sarju Impex  
Limited**



**Maruti Koatsu  
Cylinders Limited**



**SilverSky Exim  
Private Limited**



**4** HIGH-PRESSURE CYLINDER  
MANUFACTURING PLANTS



## High Pressure Industrial Cylinders

- Diameter- 232 mm to 406 mm | Water Capacity- 20 Ltr to 200 Ltr | Working Pressure- 150 Bar to 400 Bar as per IS 7285 (Part-2)
- Existing Customers: Hydac, Siemens Limited, Atul Cryogenics, etc.

Special purpose industrial cylinders such as Double Neck Cylinders, Accumulators can also be manufactured as per client's requirement.



## High Pressure On-board Cylinders

- Diameter- 232 mm to 356 mm | Water Capacity- 20 Ltr to 160 Ltr | Working Pressure- 200 Bar as per IS 15490
- Existing Customers: TVS Motors, Chennai CNG, etc.

## CNG/CBG Cascades

- Water Capacity- 1800 WL to 12000 WL | Working Pressure- 250 Bar as per IS 7285(Part 2)
- Existing Customers: Bharat Petroleum Corporation Limited, Indian Oil Corporation Limited, Thermax Limited, Maharashtra Natural Gas Limited, etc. CBG Cascades can be customised as per Biogas plants' Daily output capacity



# 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.

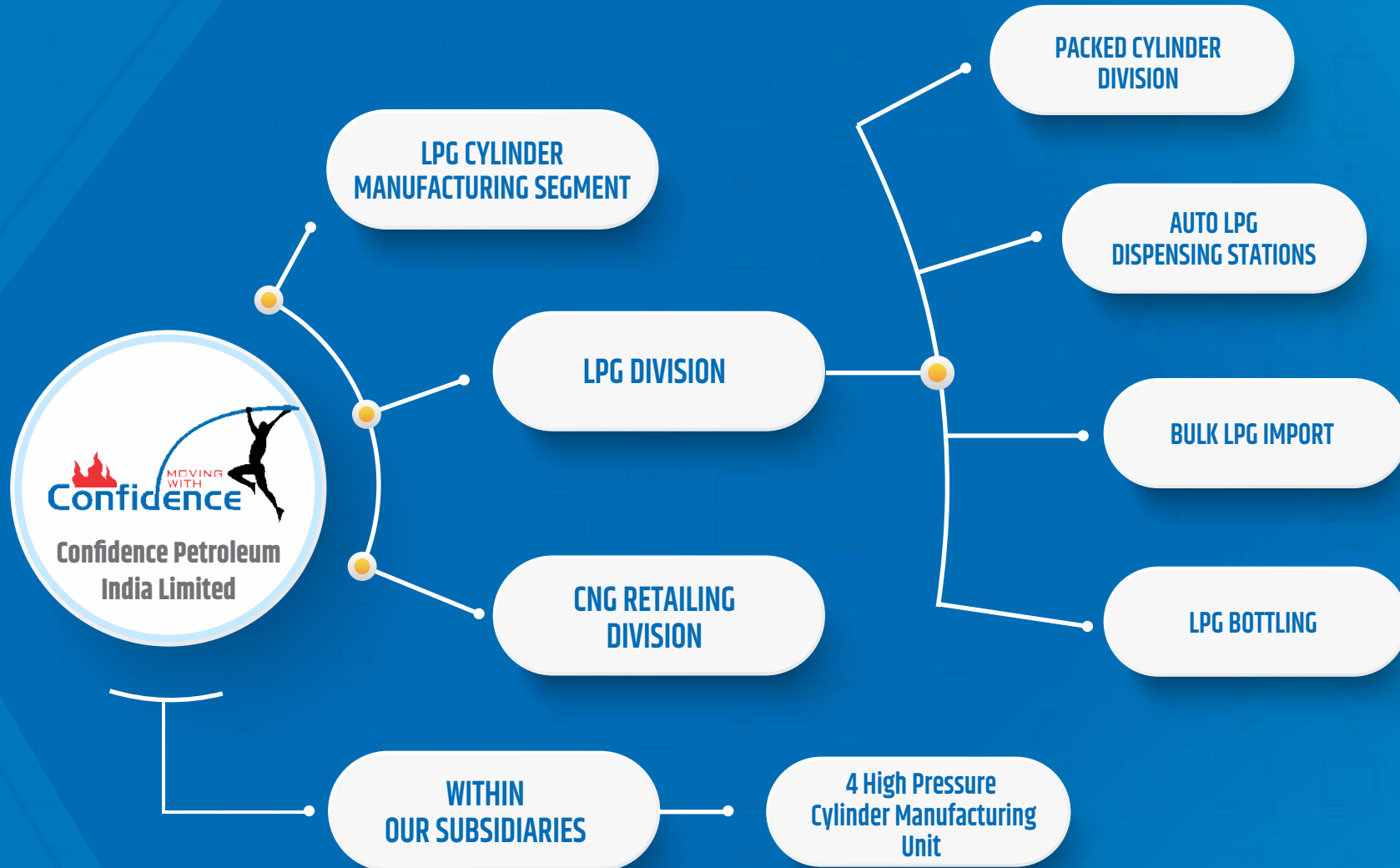
### EXPANSION INTO NEW MARKETS



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

# To Summarize Confidence Group

30  
Glorious  
Years of  
LPG Business





# TRUSTED BY LEADING BRANDS



& many more...

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



## Contact Us:

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