



# GREEN—FUEL CRUSADER

Confidence Petroleum India Limited  
Annual Report, 2010-11





### **CNG/High Pressure Cylinders Manufacturing:-**



The company has commissioned & developed High Pressure/CNG cylinder manufacturing plant at SEZ in Vishakhapatnam with new technology. The High Pressure/CNG cylinders manufactured by the Company have good market potential and are in high demand in Automobile, industrial as well as in Health Care sector for filling of Oxygen, Nitrogen, CNG and Medical Oxygen.

As with the scarcity and rise in global crude oil prices, the natural gas findings in Krishna Godavari basin have been a boon to the economy. In the coming 10-20 years all major cities/towns will be connected by Gas Grid to cater to the growing demand of CNG and PNG as an environment friendly fuel. Worldwide the Company is also planning to manufacture state of the art CNG Cylinders. Confidence is ready to capture this opportunity in providing solutions for natural gas supply and has already put up a plant in Vishakhapatnam with the capacity of 1,80,000 cylinders per annum. The management has decided to increase the capacity to 3,50,000 cylinders per annum in the near future in the view of the rising demand. Company's another CNG/High Pressure Cylinder plant is coming in Uttarkhand. The Company is stepping ahead in the field of High Pressure/CNG Cylinders through acquisition and JV in India as well as globally.

### **Auto LPG Dispensing Stations:**

With the growing No of vehicles the automobile population in India is growing day by day out and so is the acceptance of LPG as an automobile fuel growing by leaps and bounds.

The Company has vast presence in the terms of multi locational Bottling plants and existing and growing LPG storage infrastructure all over India. The Company is planning to install 500 Auto LPG Dispensing Stations in two phases in the states of Karnataka, Tamil Nadu, Orissa and Rajasthan to cater the growing demand for Auto LPG. The Company has a broad vision and is aiming to meet the ensuing market demand of Auto LPG as OEMs like TATA Motors, Hyundai Motors, and Maruti setting to launch the Auto LPG driven vehicles. LPG is replacing petrol since it is cheaper and greener fuel. Each unit of ALDS will consist of Auto accessories, car washing units which will generate additional revenues.





### ***Auto LPG Cylinder Manufacturing Unit:***



With the growing demand of auto LPG by OMEs like TATA Motors, Hyundai Motors and Maruti, the Company has started production of Auto LPG Cylinders at Nagpur plant. The Company has also put up new units at Uttarkhand to manufacture Auto LPG Cylinders for four wheelers and two wheelers, which will commence production in next few months.

### ***LPG Bottling Assistance:***

With its vast presence the Company has Bottling Plants at Mumbai-Khopoli, Coimbatore, Jabalpur, Gwalior, Roorkee, Udaipur and its subsidiaries are having bottling plants at Nashik, Raipur, Hyderabad, Bangalore, Chennai, Vizag, Patna, Lacknow, Varanasi, Nagpur, Rajmundri, Nellure, Anantpur & Ellure and is providing Bottling Assistance to major clients like BPCL, HPCL, IOCL and Reliance Group.

#### ***Savings to the nation***

The PSU Oil majors have huge savings on the account of lesser fuel consumption on bulk as well as packed transportation, by using our group's nationwide Bottling facilities and logistic network. To augment the industry further by providing Bottling Services to the PSU Oil majors the Company is planning to establish 100 and more Bottling Plants to get logistical advantage.



### ***LPG Cylinder Manufacturing:***

We are the largest cylinder manufacturer in Asia with single largest installed capacity of all sizes 4-14, 15-17, 21-35 Kg in capacity, which is steadily growing day by day. Major clients: BPCL, HPCL, IOCL and Private Sectors. The company is expecting good business in the coming years due to the implementation of government schemes like Rajiv Gandhi Gramin Vitarak Yojana and free LPG connections to the BPL families.



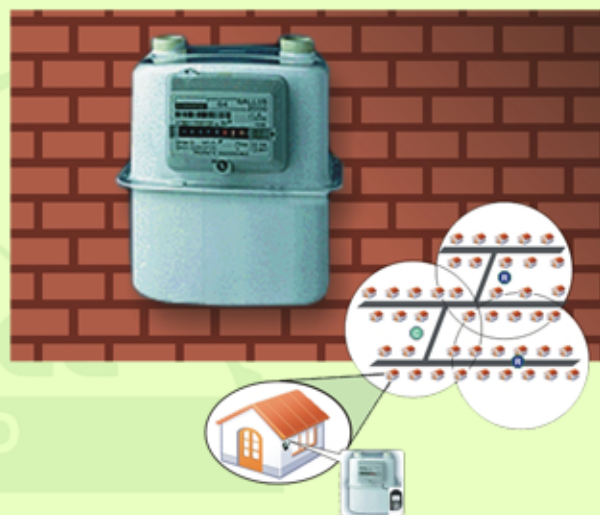
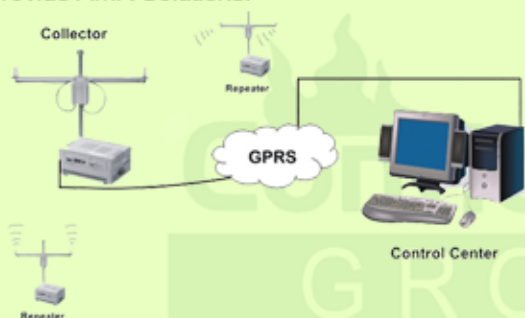
## LPG/CNG DISPENSERS:



The Auto LPG/CNG as an alternative energy source is a greener fuel and its growing demand and upcoming huge networks has led to a great demand for its dispensers. The company is marketing LPG/CNG Dispensers for which confidence has a tie-up with the Zhe Jiang Machines Co Ltd, a leading company in China, manufacturing dispensers and has already signed up and MOU with it.

## AMR (Auto Meter Reading) Solutions (RFID):

With the rise in use of natural gas as a source of kitchen fuel, there will be great demand of Auto Meter (Reading Solutions). The company has a tie up with an Israel based company Miltel-com who are leaders in AMR solutions based on RFID world-wide, to provide AMR Solutions.



## LPG MARKETING (PACKED):



The Company is a market leader in the booming commercial market for non-subsidized packed LPG meant for industries, hotels, restaurants etc. As the LPG Sector in India is divided into two categories i.e. subsidized, dominated by PSU oil majors like BPCL, HPCL, IOCL and non-subsidized catering to the commercial market, our brand Gaspoint Hi Power is the name to reckon within this segment.

*Recently Launched* **go gas** Standby

The Company has launched its brand GOGAS Standby LPG Cylinder from 4 kg onwards in primarily the non-subsidized sector which will cater to both the domestic as well as industrial use in the Urban/Rural area.



### **LPG Blending Division:**



Our 3 LPG Blending Plants provide tailor made solutions to our customers by blending Propane and Butane in a predetermined ratio to cater to the requirements of various industrial units in the Auto, Glass, Ceramic and Steel Sector to perfection.

### **Logistics (Bulk Transportation)**

**Warehousing (Storage Facilities):-** The boom in Auto LPG Segment across India has generated a huge demand for Auto LPG Logistics/ Transportation and storage all over India. The company is planning to utilize its existing set up for providing logistical support to PSU oil majors.



### **Project Division (Turnkey)**



Company has an expert project team comprising of qualified and experienced engineers & staff. The project team with its acumen and expertise has executed various projects of the company within the time frame. The project team has the credit of completing the company's LPG bottling plant within the time schedule of 2(two) months. The project team has undertaken various turnkey projects of Indian Oil Corporation, one of which is LPG storage Tank at Chhapra (Bihar) and had executed the same within time bound programme to the utmost satisfaction of the clientele.

**CNG / High Pressure Cylinder manufacturing facility unit (SEZ-Vizag)**





## Highlights, 2010-11

1. Reported the highest ever growth in revenue generation from all its three core business areas.
2. Providing cylinders Hot repairing services to all Major PSUs i.e. BPCL, HPCL, IOCL
3. Operationalised new bottling plants, ALDS and cylinder Manufacturing Units.
4. Take initiative to diversify its business by entering the Market of Gas Meter and Auto LPG Gas Kit by launching its own products under its own Brand Name 'Go Gas'.
5. Strengthen its presence in overseas market by establishing a new bottling plant at Jakarta, Indonesia.

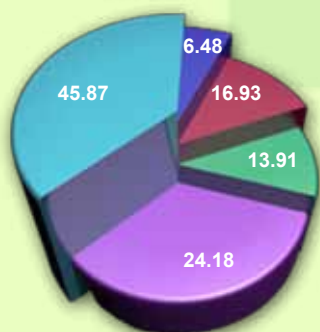
## Listing

Listed on Bombay Stock Exchange (Scrip Code – 526829)

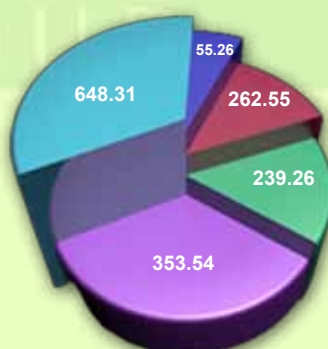
Market Capitalization of Rs. 416.72 crore (As per closing value as on 31st March, 2011 of Rs. 16.10 per share of face value Rs. 1 each)

## 5 Year Trend

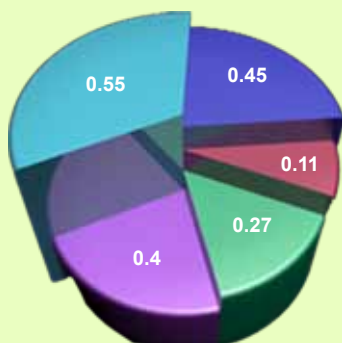
Profit After Tax (Rs.Crore)



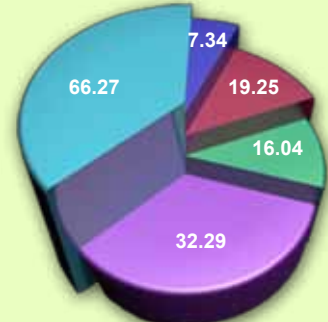
Revenue (Gross) (Rs.Crore)



Debt-Equity Ratio



Operating Profit (Rs.Crore)



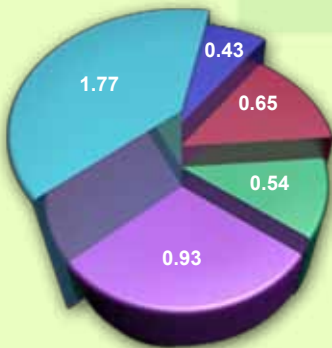


## Business

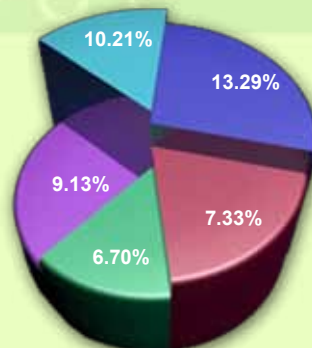
1. 'CPIL' recorded its presence in 21 states of India, with it's 55 Bottling plants, 9 LPG/CNG Cylinder manufacturing units, 99 Auto LPG Dispensing Stations and 58 own LPG transport capable vehicle all over India.
2. with its diversified Business initiative in all it's core business areas 'CPIL' becomes a strong player in the gas marketing and distribution field
3. 'CPIL' sited as fastest growing private sector cylinder manufacturing, Bottling assistance provider in India.
4. Ethanol and crude distillation.
5. Distribution and marketing of LPG and CNG Gas meters in india.
6. Manufacturing LPG and CNG gas kits for 2-3-4 wheelers.

## 5 Years Trend

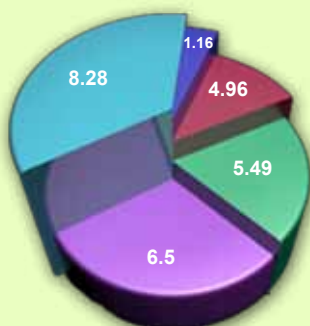
Earning Per Share(EPS Basis)Rs



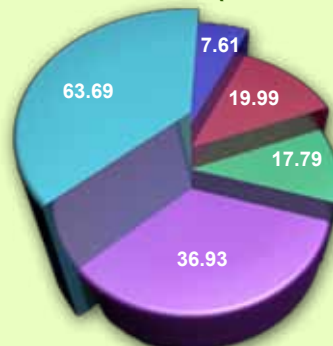
Operating Profit Margin(%)



Book Value Per Share(Rs.)



Cash Profit (Rs.Crore)



## *Green Initiative*

As The Ministry of Corporate Affairs has taken a “Green Initiative in the Corporate Governance” by allowing paperless compliances by the companies and has issued circulars stating that service of notice/documents including Annual Report can be sent by e-mail to its members, we welcome and support this initiative taken by government. To support this green initiative of the Government in full measure, members are requested to support this green initiative by updating their e-mail addresses, in respect of electronic holdings with the Depository through their concerned Depository Participants. Members who hold shares in physical form are requested to register their e-mail addresses with the company’s Registrar and Transfer Agent. Join this good cause and make the world a cleaner, greener and healthier place to live.

### **ANNUAL GENERAL MEETING**

Date : Friday, September 30th, 2011

Time : 02.30 P.M.

Venue : Gala No. 11-12, First Floor,  
Sita Estate, Vashi Naka,  
Mahul Road, Next To RCF Police Station,  
Chembur, Mumbai – 400074

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