



CONTINENTAL PETROLEUMS LTD





SAFE HARBOUR

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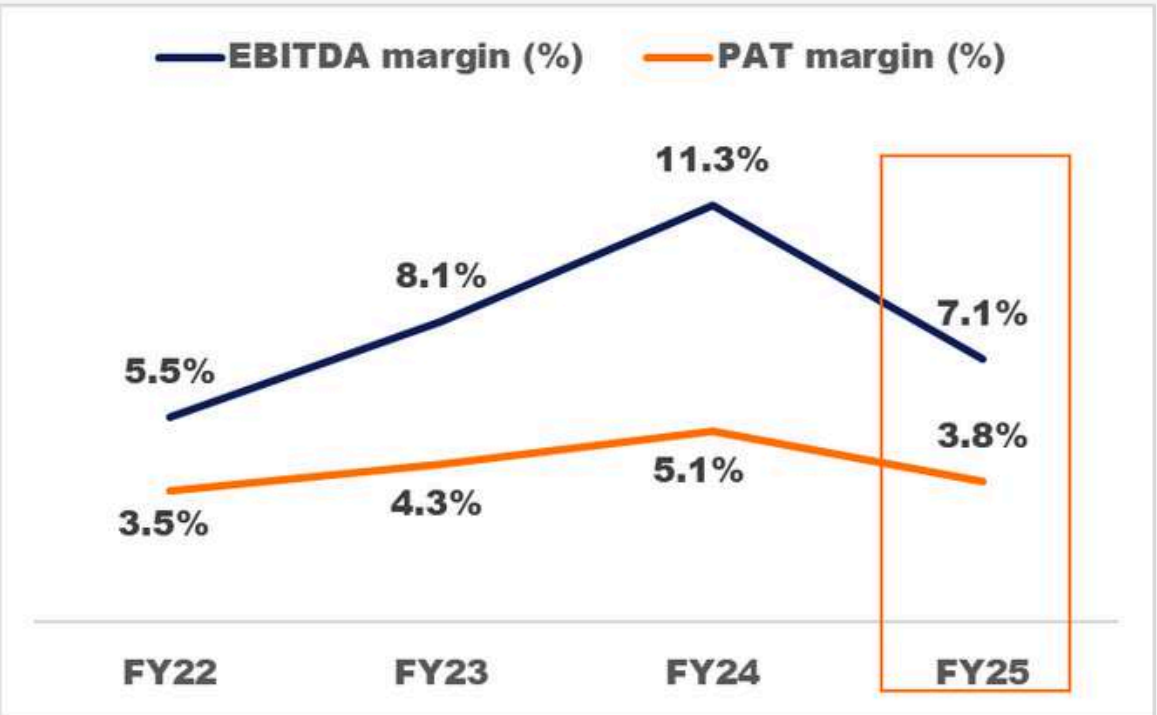
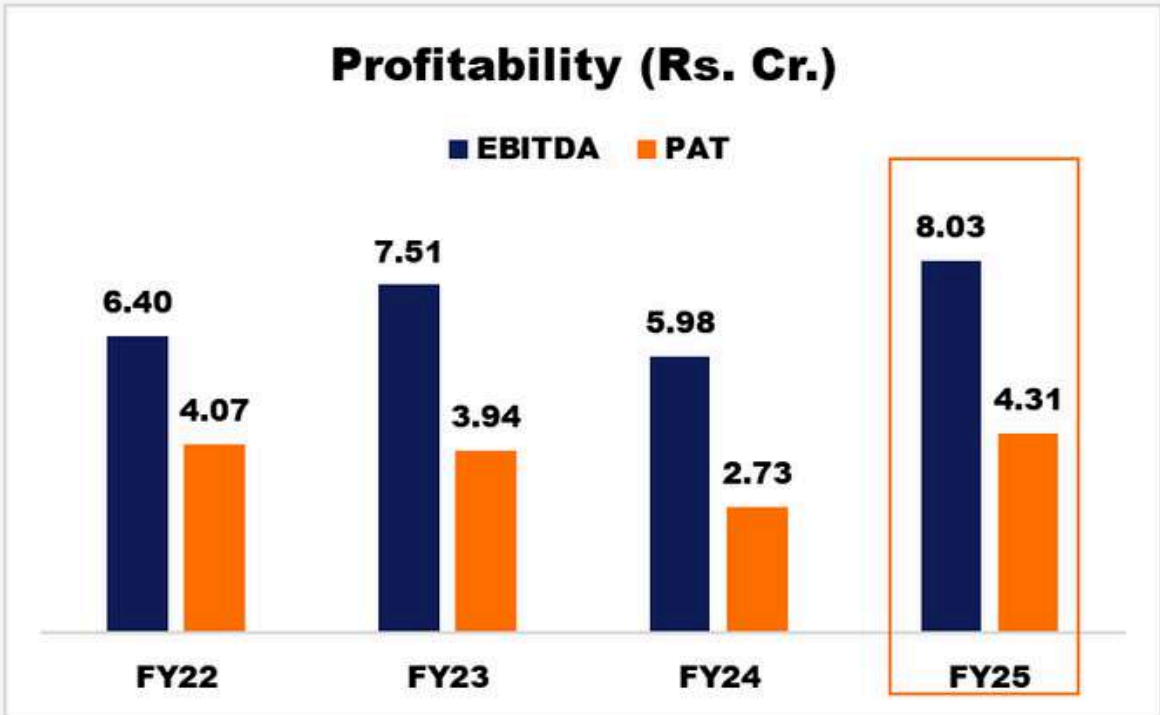
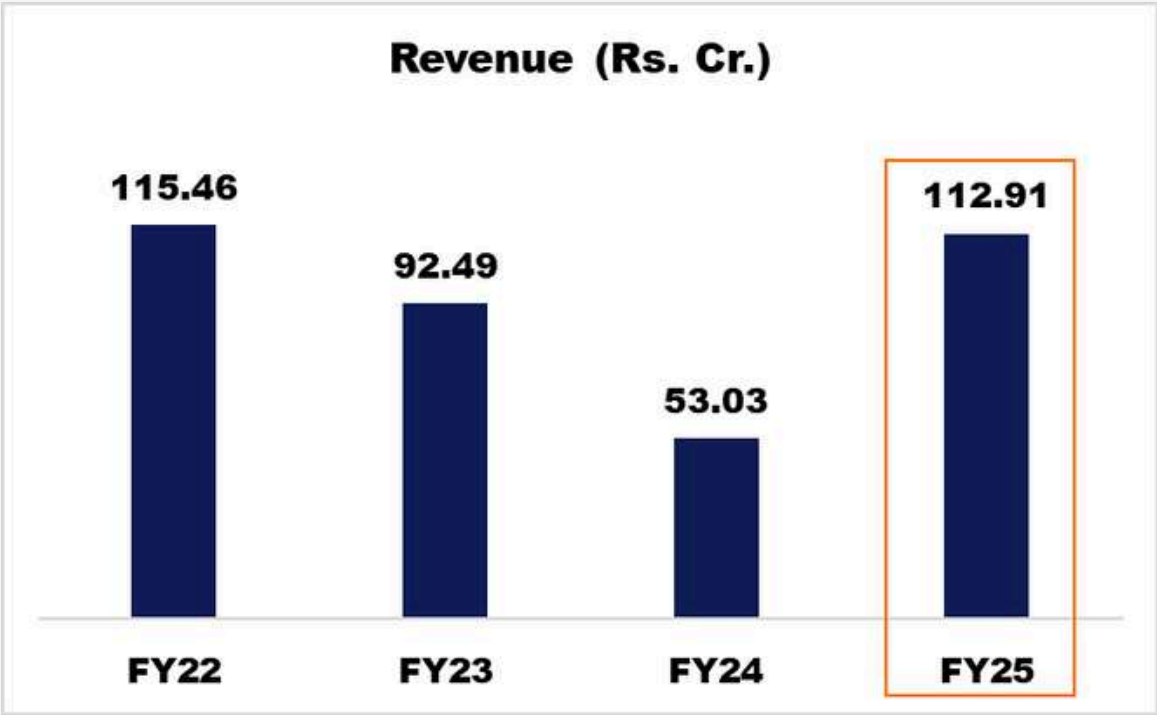
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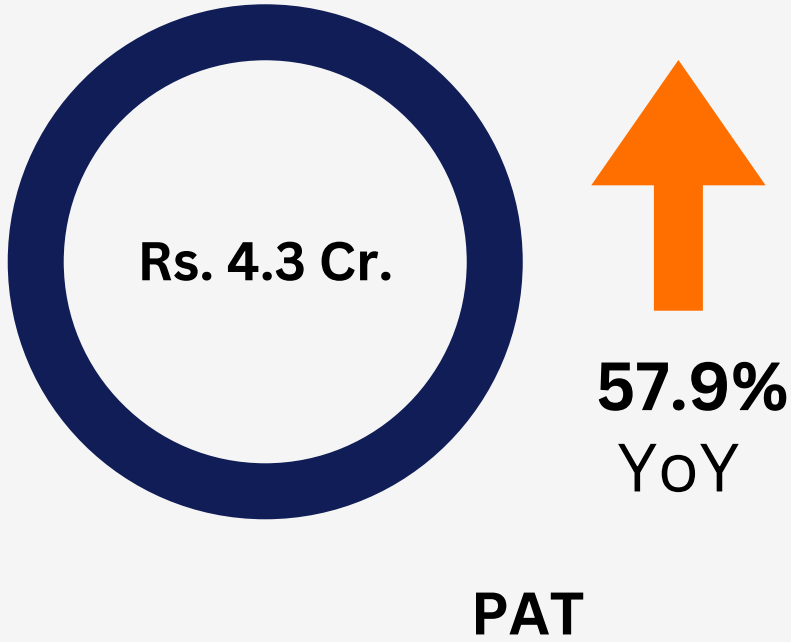
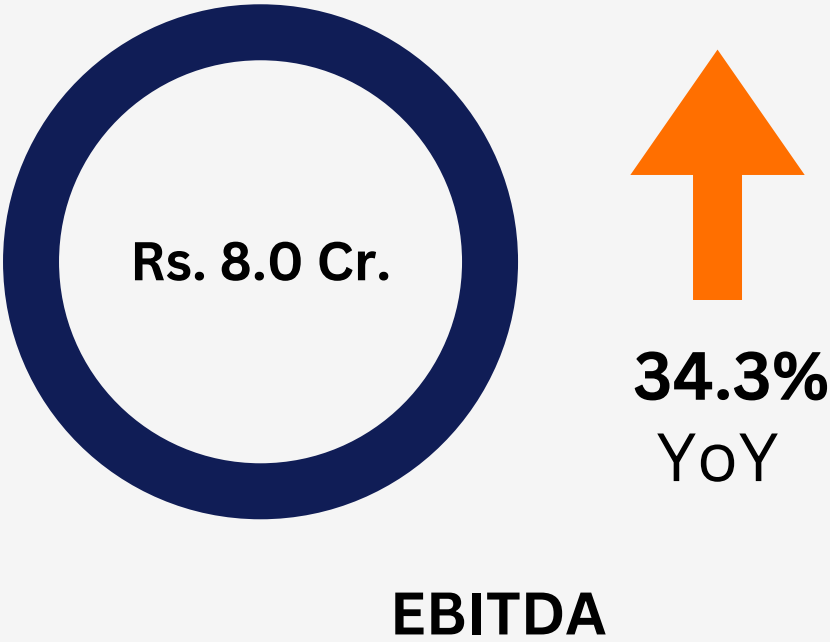
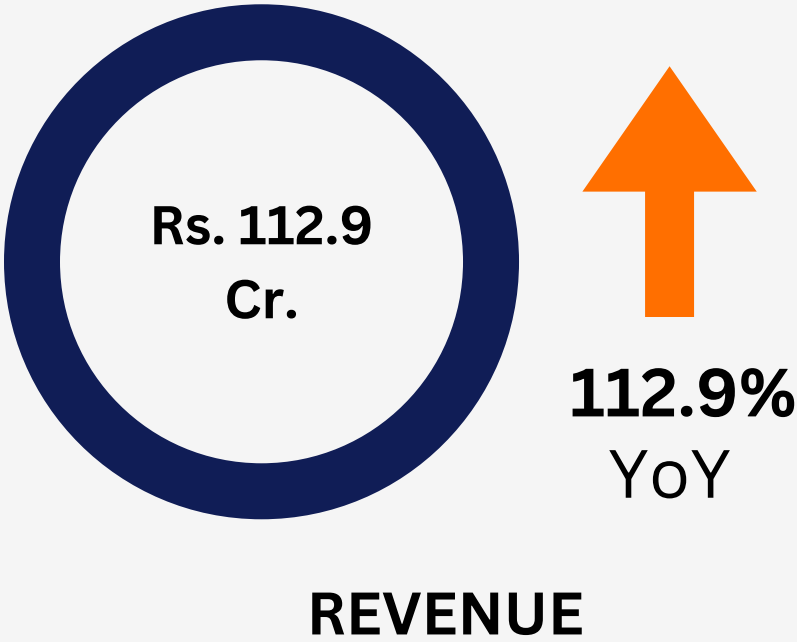


FINANCIAL PERFORMANCE

FINANCIAL PERFORMANCE (YoY)



FY25 HIGHLIGHTS



MANAGEMENT COMMENT



MR. MADAN LAL KHANDELWAL

CHAIRMAN & MANAGING DIRECTOR

We are pleased to report a robust performance for FY25, marked by a 112% increase in revenue, a 57% growth in Profit After Tax, and a 34% rise in EBITDA. These results are a testament to the strategic decisions undertaken in recent years, including the consolidation of our lubricants business into high-margin packaged products and the expanding footprint of our EPC and hazardous waste management verticals.

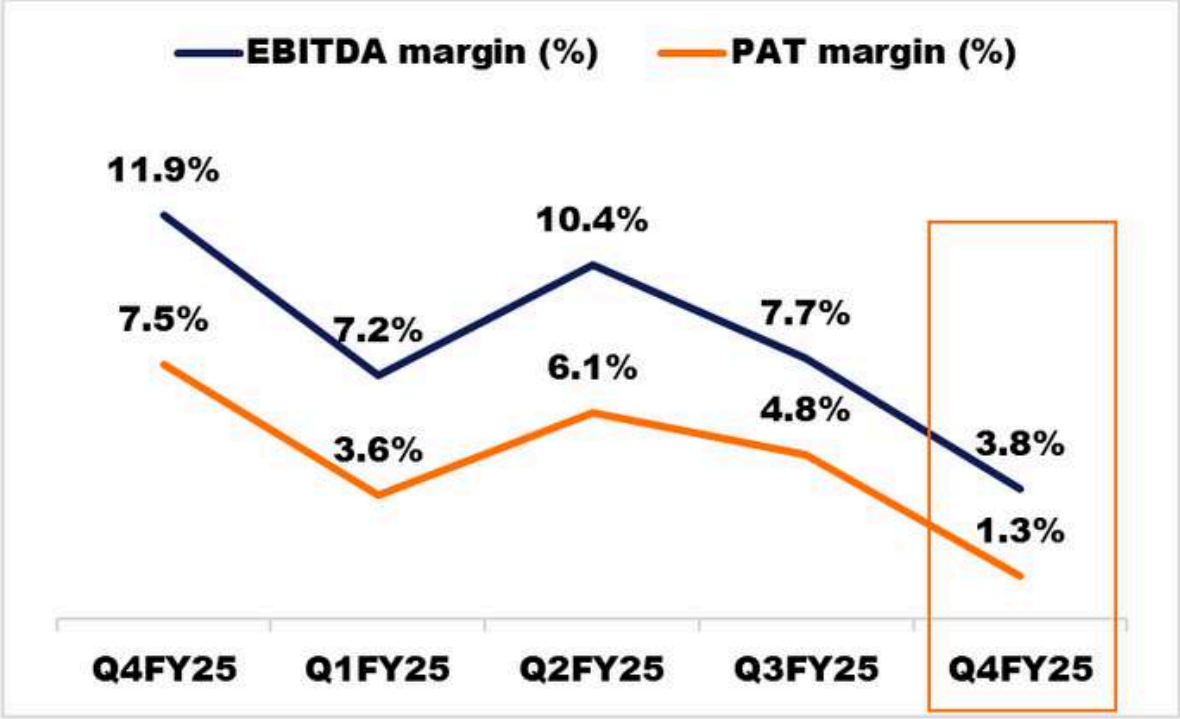
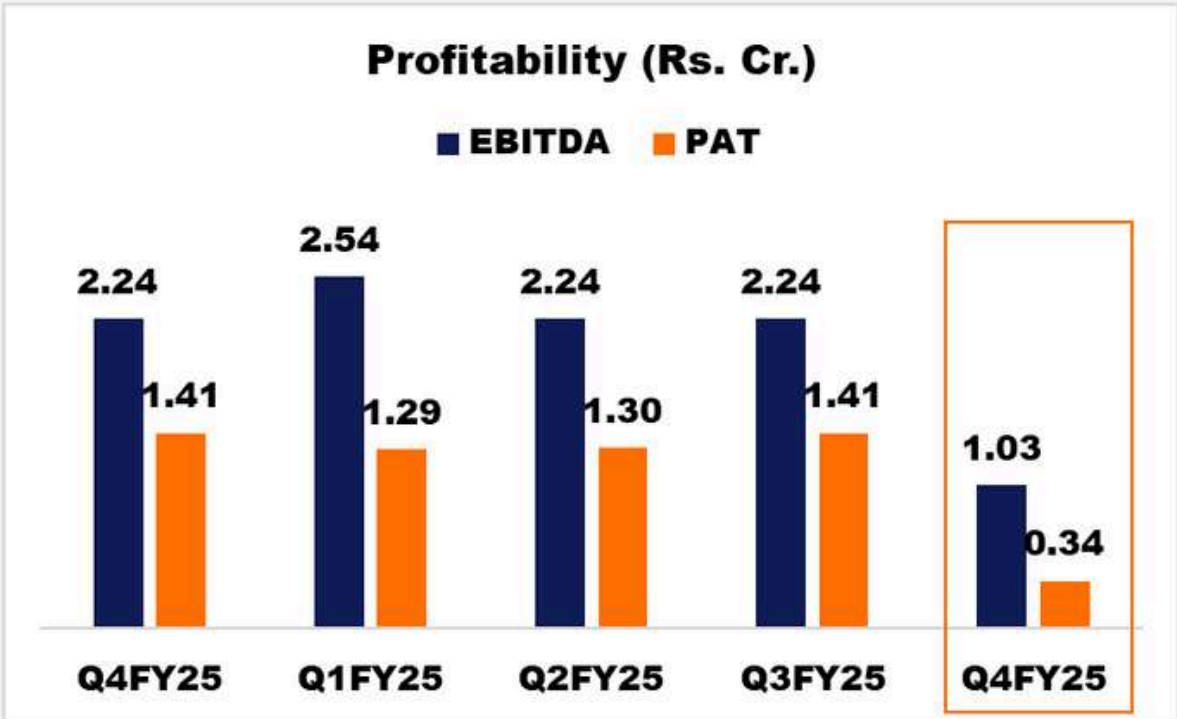
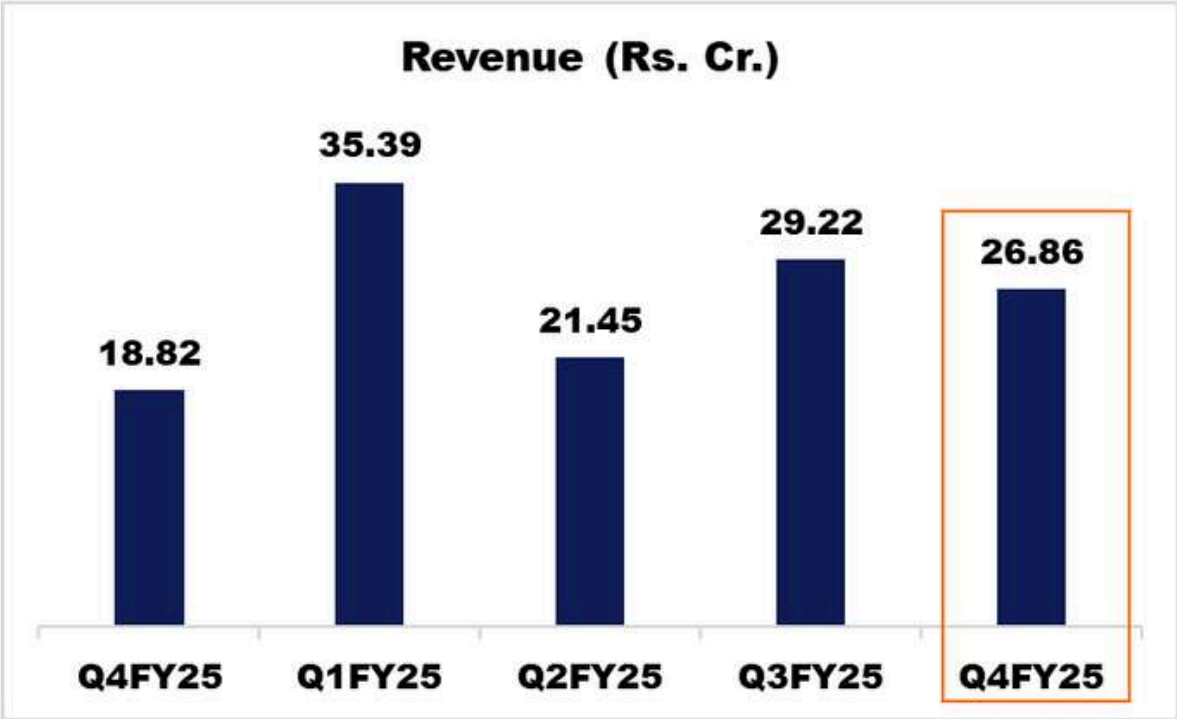
Leading growth drivers for this year:

- Strong financial growth driven by EPC project scale-up under the RDSS scheme.
- Accelerated revenue from faster project execution and milestone-based billing.
- Increased demand and capacity utilization in hazardous waste incineration.
- High-margin verticals offset decline in bulk lubricants, enhancing profitability and resilience.





FINANCIAL PERFORMANCE (QoQ)



PERFORMANCE RATIONALE

- The company reported a healthy performance in Q1 and Q2, supported by stable demand dynamics and favorable market conditions.
- During Q3 and Q4, however, performance was marginally impacted due to heightened price fluctuations, softer export demand, and tariff-related pressures.
- These external challenges created temporary headwinds across certain segments. The management remains focused on driving operational efficiencies, optimizing cost structures, and mitigating market volatility.
- We continue to take proactive measures to strengthen our competitive positioning and deliver sustainable, long-term value to our stakeholders.



ABOUT THE COMPANY





COMPANY AT A **GLANCE**

- Led by first generation entrepreneur, Mr. Madan Lal Khandelwal, with more than 4 decades of experience in the Petroleum industry
- 38+ years of Industry presence with a demonstrated track record of innovation and engineering
- 4 automated plants – based in Behror, Rajasthan:
 - Capacity of 7300 KL/annum of Lube Oils
 - Capacity of 3000 MT/annum of various greases
 - Capacity to incinerate 6300 metric tons of solid and liquid waste annually
- ISO 14001:2015 and ISO 9001:2015 certified company
- 50+ products
- **CONTOL** – Continental's proprietary brand
- 15 destination countries of exports

BUSINESS **VERTICALS**



Lubes & Greases



EPC (Power & Solar)



Hazardous Waste Management (Incineration)



OUR JOURNEY



1986

Began processing used oil and manufacturing of lubes and greases

1992

Launched IPO (BSE)

2000

Technological shift: Major changes, new German machinery, increased production capacity, automatic packing and filling machine

2008

Made our own Certified Laboratory in our plant

2023

Received major EPC contract under RDSS scheme from JVVNL of Rs 212 cr

2016

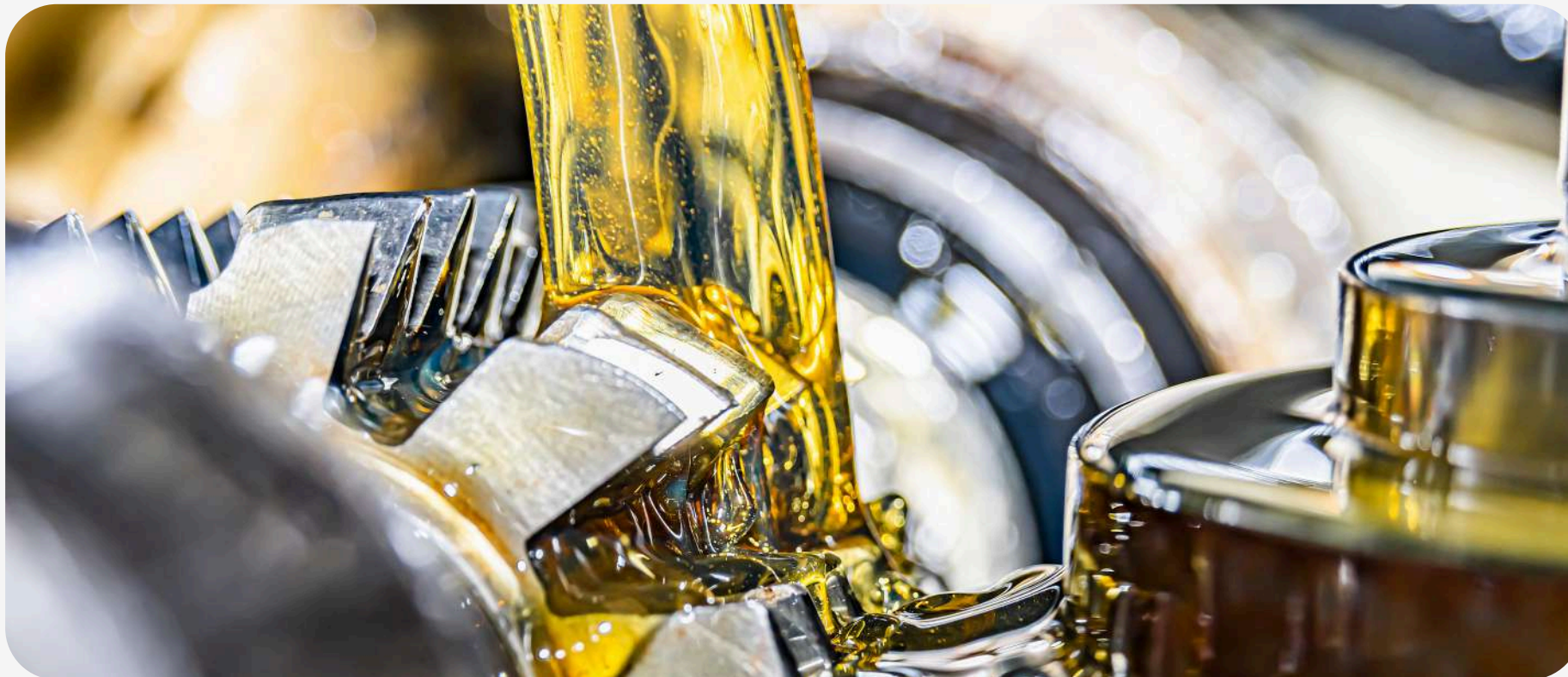
Started Incineration facility at Behror Unit after completing all the compliances and certifications , also received first EPC contract from MPPKVCL of Rs 52 cr

2012

Started import of base-oils and solvents

2010

First export order to Middle-East & Africa



Mission:

Our mission is to be a leading manufacturer in the automotive and industrial sectors, providing high-quality products and exceptional services to our clients. We aim to contribute to society by managing hazardous waste through incineration, while actively participating in EPC projects to drive progress and development.

Vision:

To build a self-sustaining institution that upholds the highest ethical standards, leading innovation in the manufacturing of lubricants and greases, environmentally responsible hazardous waste management, and EPC projects, while making a positive impact on industry and society.



KEY MANAGEMENT TEAM



MADAN LAL KHANDELWAL

CHAIRMAN & MANAGING DIRECTOR

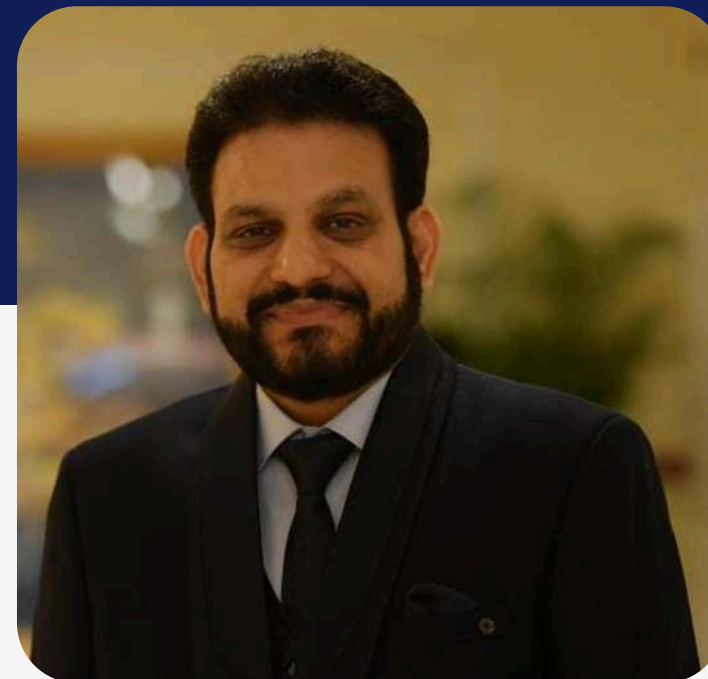
Founder and chairman of the company with 45+ years of experience in Petroleum Industry, having a vast experience abroad in Industrial production and management. Holding Masters degree in Mechanical Engineering from IIT Delhi.



NAVNEET KHANDELWAL

CEO & EXECUTIVE DIRECTOR
HEAD-LUBES, GREASES & EPC DIVISION

With a degree in Chemical Engineering, he brings over 30 years of industry experience to his role. Under his leadership, the company has thrived, benefiting from his extensive expertise in chemical processes and innovative solutions. His long-standing commitment and strategic vision have significantly contributed to the company's success and growth.



VIKRANT KHANDELWAL

CFO & EXECUTIVE DIRECTOR
HEAD-INCINERATION DIVISION

With a degree in Commerce, he has experience of 25+ years in Incineration and hazardous waste management. Under his leadership, the company has grown in this sector with being a industry leader in Incineration and further more is setting up a new unit in his leadership.



SHREYANS KHANDELWAL

COO, BUSINESS DEVELOPMENT &
OPERATIONS - EPC DIVISION

Third-generation of family business, having done family business management from S.P Jain, Mumbai. He heads the EPC division of the company and its operations, expanding this vertical in renewable energy and infrastructure.



BOARD OF DIRECTORS



MADAN LAL KHANDELWAL
PROMOTER, CHAIRMAN & MANAGING DIRECTOR



NAVNEET KHANDELWAL
PROMOTER, CEO & EXECUTIVE DIRECTOR



VIKRANT KHANDELWAL
PROMOTER, CFO & EXECUTIVE DIRECTOR



RADHIKA KHANDELWAL
PROMOTER & NON-INDEPENDENT DIRECTOR



RAVI JAIN
INDEPENDENT DIRECTOR



SHAMBU LAL GUPTA
INDEPENDENT DIRECTOR



REKHA SHARMA
INDEPENDENT DIRECTOR



GOVIND SHARAN KHANDELWAL
INDEPENDENT DIRECTOR



MANUFACTURING PROWESS

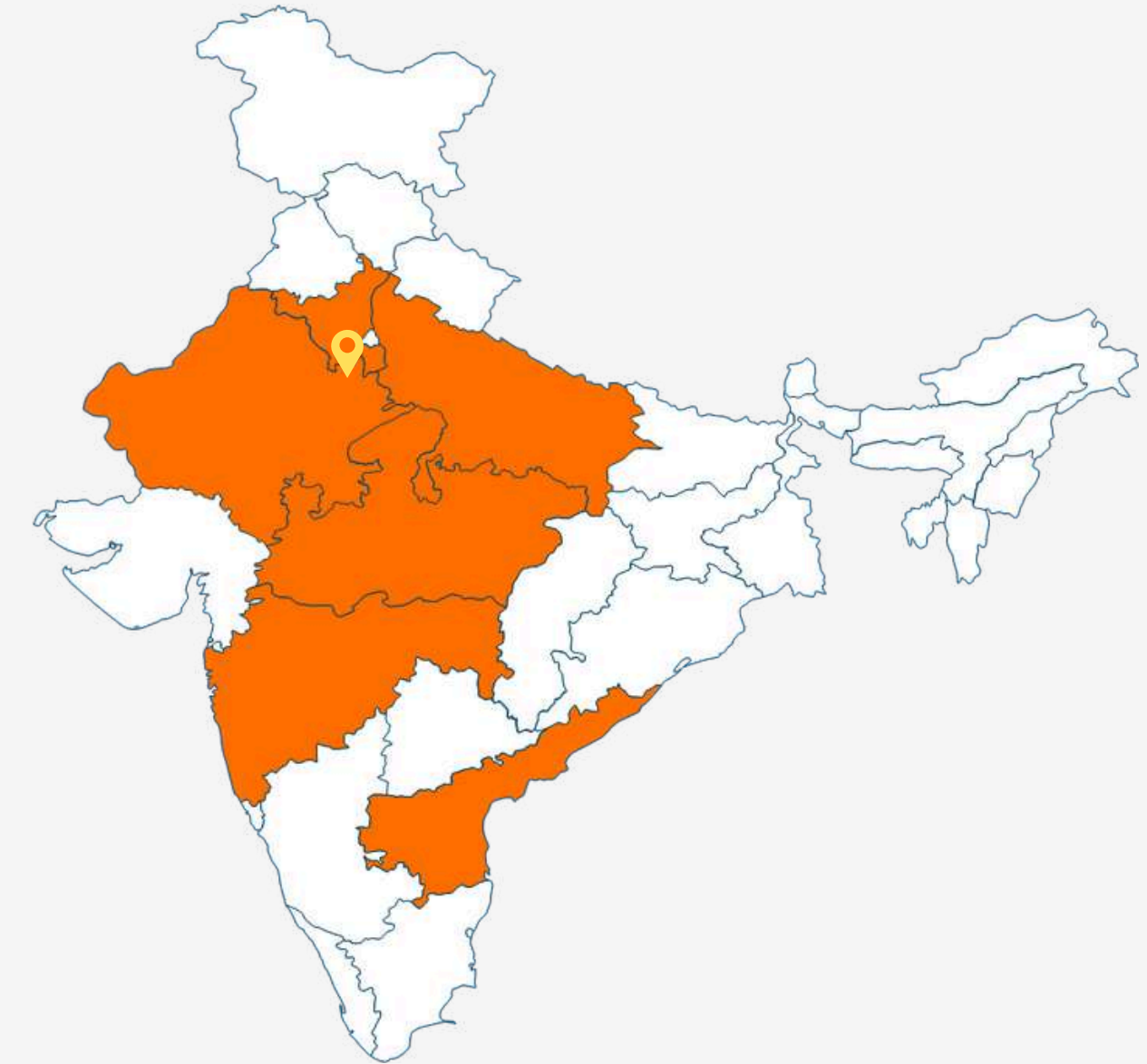


Lubricants & Greases

- Our strategic positioning is at the heart of India's industrial vigor, with our factory nestled in the RIICO Industrial Area in Behror, Rajasthan.
- We have a state of the art and one of the best R&D and testing lab in the region for lubricants as well as greases which helps us innovate and ensure that our quality standards meet the international testing requirement.
- The plant has a processing capacity of 7,300 KL/annum of Lube Oils & 3,000 MT/ annum of various Greases comprising various machinery and equipment and utilities spread over 20000 Sq. Mtrs. of Industrial Land.
- Capacity Utilization: Lubricants **(60-65%)** & Grease **(65-70%)**

Waste Management

- The company operates a state-of-the-art hazardous waste plant in Behror, Rajasthan, established in 2020. This cutting-edge facility is the only one of its kind in the state, reflecting our commitment to sustainable waste management and environmental responsibility.
- With a capacity to incinerate 6,300 metric tons of solid and liquid waste annually, it is at the forefront of hazardous waste management, setting new benchmarks for sustainability and environmental responsibility in the state.
- The Company has designed its plant to handle a wide range of waste materials safely and efficiently, ensuring minimal environmental impact and upholding the highest standards of sustainability
- Capacity Utilization: **48-52%**



 **Manufacturing Unit**

 **Distributors/touch points**





Grease and Lubes



Hazardous Waste Management



EPC



ESTEEMED
CLIENTELE

INTERNATIONAL PRESENCE



Export destinations:

Honduras
(Central America)

Guinea
(West Africa)

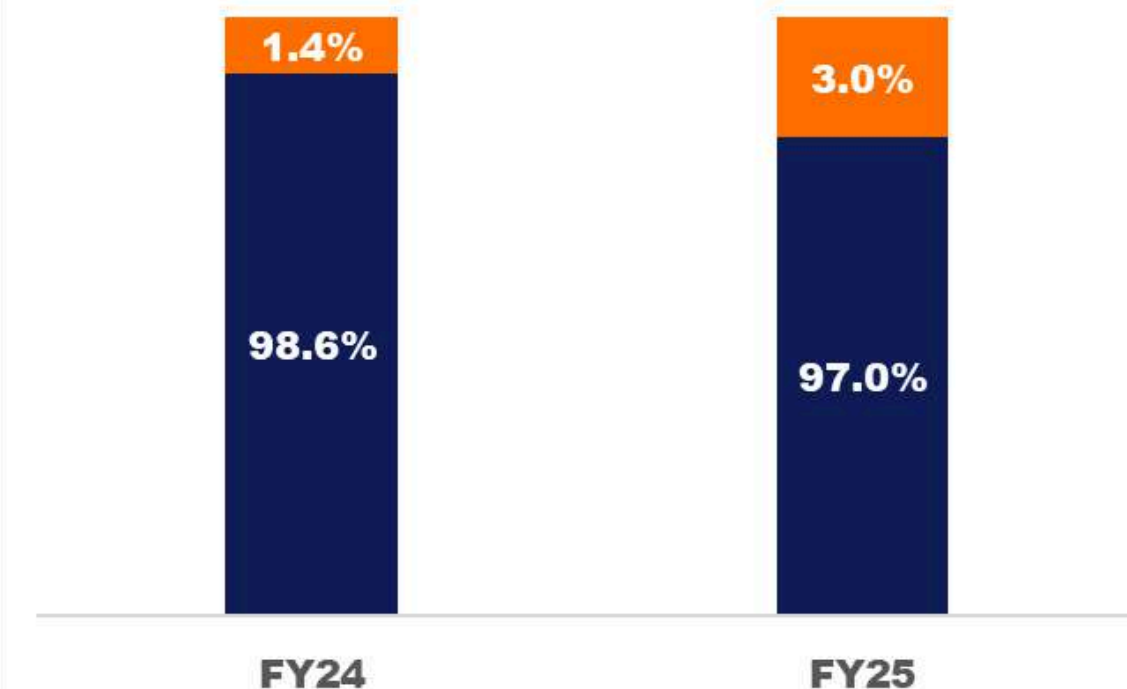
Mali
(West Africa)

Madagascar
(East Africa)

Srilanka
(Asia)

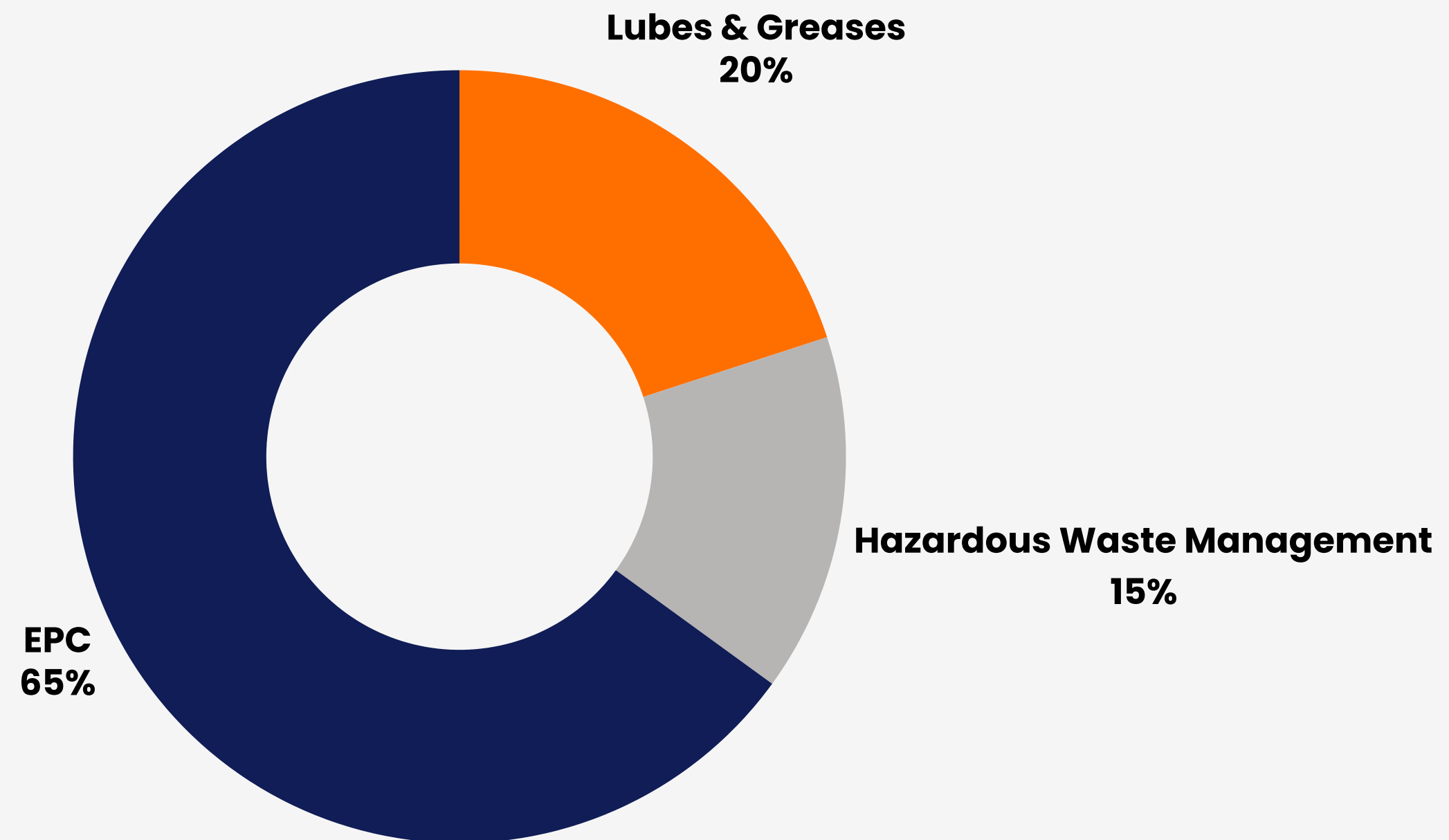
Sales Break-up (%)

■ Domestic ■ Export





BUSINESS SEGMENT



Revenue distribution (FY25)



LUBRICANTS & GREASES

Product offerings:

- Automotive Lubricants
- Industrial Lubricants
- Greases
- GTECH-Blue (AdBlue)
- Solvents

Distribution network

- Rajasthan
- Maharashtra
- Uttar Pradesh
- Madhya Pradesh
- Gujarat
- Punjab
- Haryana
- Telangana
- Andhra Pradesh

Established in 1986, the company specializes in specialty oils, including Base Oils, Mineral Turpentine Oil (MTO), and Rubber Process Oil. Headquartered in Jaipur, India, it serves as a key player in the nation's industrial sector with a legacy of quality and expertise.



Contol
Lubricants-Accelerating Performance

The hallmark of our excellence is our proprietary brand, CONTOL, which stands as a testament to our dedication to quality and customer satisfaction.

Future Outlook:

- **Strategic Partnerships:** Collaboration with global additive leaders Lubrizol and Chevron Oronite-USA to enhance product performance and efficacy.
- **Innovative Solutions:** Development of high-performance synthetic lubricants for BSVI-compliant vehicles and long-drain-interval oils (DEO & MCO) for commercial vehicles.





EPC

At Continental Petroleums Limited, we pride ourselves on delivering exceptional Engineering, Procurement, and Construction (EPC) services, particularly within the Power Sector. Our commitment to excellence is demonstrated through our successful track record and dedication to advancing India's energy infrastructure.



CURRENT PROJECT

- **Client:** JVVNL (RDSS)
- **Amount:** ₹212 Cr
- **Awarded:** Mar 2023
- **Scope:** Supply, erection, installation, testing & commissioning of equipment for distribution infrastructure development in Dausa Circle, Jaipur Discom (Rajasthan), under the RDSS scheme on a turnkey basis.

COMPLETED PROJECT

- **Client:** MPPKVVCL
- **Amount:** ₹52.45 Cr
- **Awarded:** Nov 2016 | Completed: Jun 2019
- **Scope:** Supply, survey, testing & commissioning of 11KV Feeder under a feeder separation program (agriculture/non-agriculture consumers), replacing bare LT lines with AB cables, and metering rural unmetered consumers in Lot 10R (O&M Division Maihar-Amarputan, Jabalpur, M.P).

Current Order Book: Rs. 234 Cr.



HAZARDOUS WASTE MANAGEMENT

Our state-of-the-art hazardous waste plant in Behror, Rajasthan, is the only facility of its kind in the state. With a capacity to incinerate 6,300 metric tons of solid and liquid waste annually, we are at the forefront of hazardous waste management. Our plant is designed to handle a wide range of waste materials safely and efficiently, ensuring minimal environmental impact.

Future Outlook

- **Strategic Expansion:** Establishing a pre-processing unit for Alternate Fuel Resources (AFR) at the Behror plant to serve the cement industry, broaden operations, and boost revenue.
- **Regulatory Progress:** Applied for environmental/regulatory approvals; clearances from Central/State Pollution Control Boards anticipated by Q1 2025 (Jan-Mar).



INDUSTRY OVERVIEW



01



Lubricants & Grease

Indian Market:

- \$2.3B (6th largest globally)
- CAGR 4–6%

Drivers:

- Automotive growth
- Synthetic Lubricants

Entry Barriers:

- High R&D costs
- Brand Loyalty

02



Waste Management (Incineration)

Indian Market:

- \$15B
- Hazardous waste growth at 8–10% CAGR

Drivers:

- CPC regulations
- waste-to-energy

Entry Barriers:

- Emission compliance cost
- Public Opposition (NIMBY)

03



EPC

Indian Market:

- \$300B
- Driven by infrastructure, renewables

Drivers:

- National Infrastructure Pipeline

Entry Barriers:

- Capital Intensity
- Bidding competition

GROWTH STRATEGY



Strategic shift toward: Specialty greases for customized industrial applications & High-performance synthetic BS-6 lubricants



Geographic Expansion: The company has expanded the reach of its hazardous waste management business beyond Rajasthan into neighboring states like Haryana



Exploring new opportunities: The company is looking to capitalize on government initiatives to improve economic growth and infrastructure development, seeking to tap into new opportunities



Emphasis on Cost Optimization and operational efficiency: to improve its bottom line



Customer-Centric Approach: aims to provide high-quality products and exceptional services to its clients



Growth in hazardous waste management: expand its hazardous waste management business, driven by its state-of-the-art incineration facility



Expansion in EPC projects: continue driving growth in its Engineering, Procurement, and Construction (EPC) projects, particularly in the energy sector, which includes power, transmission, and solar



Diversification into new segments: looking to reduce its reliance on the automotive and industrial sectors by entering new segments like import substitute solvents, chemicals, and turnkey projects



WAY FORWARD



Strategic Growth

Focus on scaling high-margin verticals, including EPC projects and hazardous waste management, to drive profitability and sustainable growth.

Market Leadership

Strengthen our foothold in the lubricants and greases sector, particularly in Rajasthan and export markets, enhancing brand visibility and market share.

Operational Excellence

Invest in technology and infrastructure to improve efficiency, reduce costs, and maintain high safety and compliance standards

Innovation & Sustainability

Embrace innovative solutions and sustainable practices, particularly in waste management, to contribute positively to the environment and society.

Financial discipline

Optimize fund utilization to achieve targeted returns, maintain strong financial health, and enhance shareholder value.





FUTURE FUND-RAISING PLANS & FUNDS UTILIZATION

EPC business expansion

Strategic investments to strengthen the EPC division, targeting an order book exceeding ₹800 crore, leveraging opportunities in power and transmission projects.

Incineration Vertical Growth

Establishment of a new state-of-the-art incineration facility to meet rising demand for hazardous waste management services.

Capital Enhancement

Increase the capacity of the existing incineration plant to boost operational efficiency and maximize revenue potential.

Sustainable Growth

Ensure long-term profitability by focusing on high-margin businesses, improving infrastructure, and adopting innovative technologies for efficiency and compliance.





ESG



Envirnomenal

- High Focus on Energy Saving
- Have installed solar rooftop at the corporate office of the company
- Have bid for Solar projects as IPP
- Have successfully registered into CPCB's EPR for used oil and plastic



Social

- Sponsored Akshaya Patra Foundation's activities, which provides mid-day meals to children.
- Have donated funds to KVGIT, a girl's college in Jaipur, Rajasthan.



Governance

- The company's internal control systems are in line with size, scale and complexity of its operations:
 - Have suitable Risk Management Framework
 - Promotes ethical behavior in all its business activities
- The company is a member of:
 - Confederation of Indian Industry (CII)
 - Rajasthan Automobile Dealers' Association
 - National Association of Lubricating Grease Manufacturers, India Chapter (a part of NLGI, USA)
 - Electrical Turnkey Works Contractors Association (Rajasthan)





**CONTINENTAL PETROLEUMS
LIMITED**

Head Office:

A-2 Opposite Udyog Bhawan, Tilak Marg,
C-Scheme, Jaipur Rajasthan-302005

Factory:

A-166 & F-162-165 RIICO Industrial Area,
Behror- 301701 Rajasthan

Contact:

FORTUNA PR

IR Team

E-mail: rajshree@fortunapr.com

THANK YOU