



January 23, 2024

To,

Listing Compliance Department BSE Limited

Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001 **BSE Scrip Code: 544029** Listing & Compliance Department National Stock Exchange of India Limited

Exchange Plaza, 5th Floor Plot No. C/1, "G" Block Bandra-Kurla Complex Bandra (E), Mumbai – 400 051

Symbol: GANDHAR

Subject: Investor Presentation

Dear Sir(s)/ Madam(s),

Pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation on the Unaudited Financial Results for the quarter and nine months ended December 31, 2023.

You are requested to take the above information on record.

Thanking you.

Yours Faithfully,

For Gandhar Oil Refinery (India) Ltd

Jayshree Soni Compliance officer and Company Secretary Mem. No.: FCS 6528

Encl: As above

Registered Office

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Successful IPO Listing



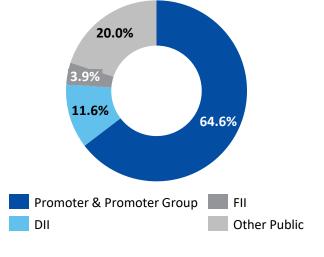
Overwhelming subscription of **66 times** with a listing day gain of ~76%



November 2023

- Listing done on BSE & NSE
- o **IPO Price:** ₹ 169 per share
- Listing Price: NSE ₹ 298 per share BSE ₹ 295.4 per share
- Listing day gain: ~76%
- Gross proceeds of the Fresh Issue: ₹ 302 crs
- o **Gross proceeds of the OFS:** ₹ 198.69 crs

Shareholding Pattern
As on 30th November 2023 (Post Issue)



IPO Subscription

Category	Times Subscribed
QIB	129.1x
NII	64.3x
Retail	29.9x
Total	65.6x

Market Capitalization as on 15th December 2023 was ₹ 3,034 crs

An Insight into Gandhar Oil



Gandhar Oil – Unique Positioning



01

India's Largest White Oil Player

India's largest manufacturer of white oils in FY23¹ and one of the top five players globally² in CY22



Diversified Customer Base

Caters to leading Indian and global companies including Procter & Gamble, Unilever, Marico, Dabur, Emami, Bajaj Consumer Care, Amrutanjan, Encube etc.



Focus on Consumer & Healthcare

PHPO, the largest business division, contributed ~54.96% of revenues from finished goods sold³ in FY23



Extensive Accreditation Processes

Long-standing relationships with several leading Indian and global companies having completed rigorous selection processes



Overseas Sales to 100+ Countries

Overseas operations in **100+ countries** contributing **53.32%** of pro forma consolidated revenue from sale of products in FY23



Direct Supplier Relationships

Transitioned to directly purchasing from base oil suppliers and successfully **built relationships with leading global base oil suppliers**



Manufacturing Facilities in India and Overseas

Operates **3 strategically located manufacturing facilities** in Taloja (Maharashtra), Silvassa (Dadra and Nagar Haveli) and Sharjah (UAE)



Business Transformation

Undertook strategic decision to focus on the specialty oils business with enhancing production and supply chain capabilities



Fastest-growing Industry

White oil is the **fastest-growing segment** of the Indian specialty oil market growing at a **CAGR of 9.9%** between FY23-FY28²



Large Scale of Operations

Increased scale over the years with **FY23 Revenues of INR 40,806mn,** EBITDA of INR
3,177mn and PAT of INR 2,139mn



Consistent Financial Performance

Revenue⁴ CAGR of 40.59% and EBITDA CAGR of 12.86% and PAT CAGR of 15.02% during FY21-23



Highest Return Ratios

Industry leading² RoE of 32.28% and RoCE of 41.19% in FY23

PHPO - Largest Business Division



Key Customers include Leading Indian and Global Companies



















Key End Applications

Products

White oils, waxes and jellies

Contributes **54.96%** revenues from finished goods sold¹

Cosmetics and skin care products







Ointments and over-the-counter medicines







Design and development of customized products in collaboration with customers

Extensive Accreditation Process

- Provision of service, safety and performance histories
- Product trials and plant audits
- Financial capability and experience
- Certifications to be registered, and approved to conduct business
- Overall time for empanelment can take up to 4–5 years
- Costs associated with changing suppliers are relatively high

Key Business Metrics

PHPO revenue growth at a CAGR of 64.90%² and sales volume growth at a CAGR of 28.52%³ during FY21-23

Primary end-industries are **Consumer and Healthcare** which contributed **69.34**% of PHPO revenue² in FY23

Access to highly refined grades of base oil that are primarily used in the PHPO division

Serving to Diversified Customers across Geographies



Long Term Relationships with Leading Global and Indian Customers













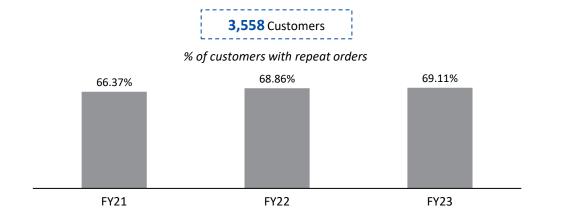








Large Customer Base with High Customer Loyalty



Global Footprint in 100+ Countries across 6 continents



Overseas Sales contribute **53.32**% of pro forma consolidated revenue from sale of products in FY23

Strategies Fueling Growth and Performance in the Recent Years



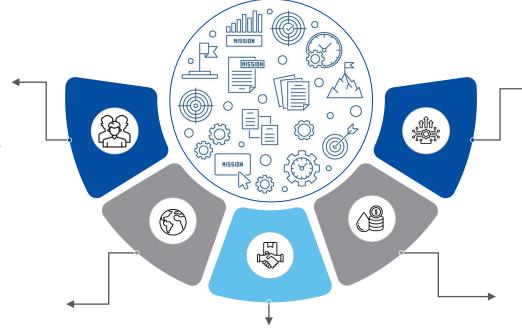
Strengthening Customer Base

Gandhar's growth is the result of

- Increase in share of business with existing customers and winning new customers
- Expansion of product portfolio
- Ability to respond to emerging industry trends towards consumer and healthcare endindustries

Expanding Across Geographies

 Set up Texol plant in 2017 in UAE to expand overseas Leveraging existing customer relationships to expand into manufacturing ingredients for their products in other geographies, such as Indonesia, Europe and the United States



Strong Supplier Base

- Transitioned to directly purchasing raw material from global base oil suppliers from using intermediaries earlier
- Contracts with suppliers are renewed on an annual basis and provide for assured volumes of raw material and include volume-based discounts

Technological Upgradation

Equipped manufacturing facilities with advanced technological capabilities, including SCADA, jet-mixing and fast-unloading as well as infrastructure to support product testing and R&D capabilities

Minimized Commodity Price Risk

- Adopted price pass-through contracts for certain clients and just-in-time inventory which reduce the risk of commodity price fluctuations
- Supplier arrangements incorporates index-linked pricing based on ICIS benchmarks for base oil

Strengths That Elevate Our Performance



Largest Manufacturer of White Oils in India¹



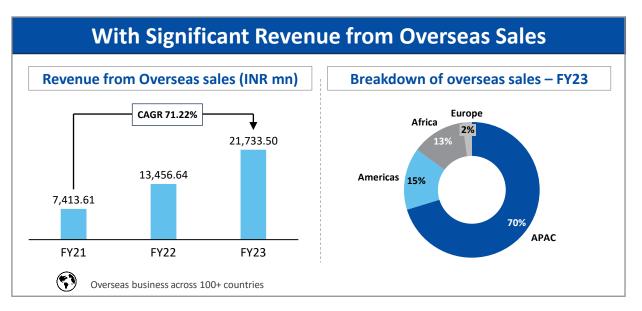
Leading Player in the White Oil Industry¹

#1 player in India in FY23²

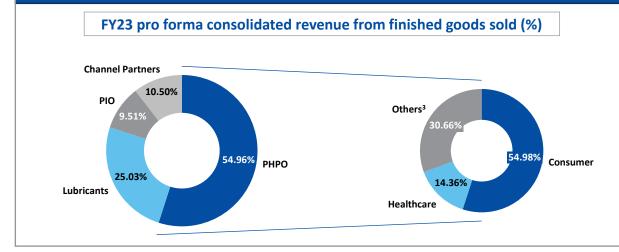
26.5% market share in India in white oil in FY23

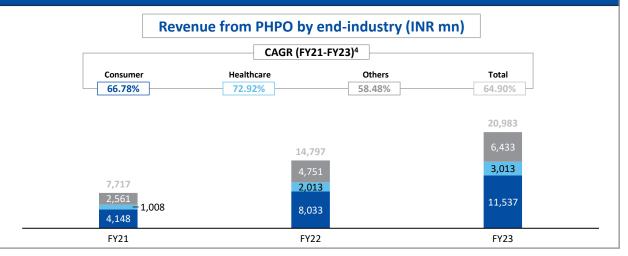
Top 5 player globally in CY22

9.6% market share globally in white oil in CY22



PHPO is the Largest Business Division with Exposure to Fast-growing Consumer and Healthcare End-Industries

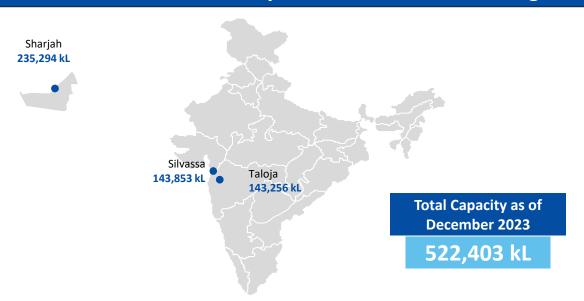




Strategically Located Manufacturing Facilities and R&D Capabilities



Operates Two Manufacturing Facilities in Western India and One in UAE



Key highlights of the manufacturing facilities

- Facilities equipped with advanced technological capabilities, including jet-mixing and fast-unloading and infrastructure to support product testing and R&D capabilities at Taloja and Silvassa Plants and SCADA capabilities
- o The Taloja Plant has close proximity to ports such as the Mumbai port and the JNPT port besides connectivity to road and rail
- o In the process of enhancing the capacity of the Taloja Plant by 100,000 kL







Maharashtra FDA¹



Certified by FSSAI1



ISO-certified



Kosher

Halal

R&D Facility in Silvassa



Certificate of registration by the DSIR

R&D center at Silvassa has been granted



21 Employees R&D team



Advanced laboratory equipment

for specialized product and quality tests to meet stringent quality requirements

Capabilities to customize, design and develop bespoke products for customers



serum



Vitamin A&D ointments



Automotive oil for use in sub-zero temperature

Resilient Business Model with Prudent Risk Management Framework



Risk Management Framework



Commodity Price Risk

- For the supply arrangements with key suppliers, pricing is linked to ICIS benchmarks for base oil and pricing terms are adjusted on a monthly basis
- Certain customers have contracts with provisions for price passthrough
- Estimates procurement and inventory requirements based on expected sourcing levels, and anticipated demand



Foreign Exchange Risk

- Hedging and risk management policy in place
- 53.32% of revenues in FY23 was from overseas sales and primarily collected in USD, which acts as a natural hedge against currency risks
- Part of foreign exchange risk is managed by entering into forward contracts



Credit Risk

- Gandhar has a diversified customer base of 3,558 customers during FY23, which limits concentration risk and mitigates the risk of any one of its customers defaulting or delaying payments
- Top 5/10/20 customers account for 14.45%, 20.85% and 28.01% of the pro forma consolidated revenue from finished goods sold in FY23



Liquidity Risk

 As on 31st December 2023, Gandhar has fund and non-fund based working capital facilities of INR 19,663.78 million in place which helps maintain sufficient liquidity

Resilient, Flexible and Scalable Business Model

- Gandhar has increased the scale of our operations over three decades, while increasing efficiency and reducing costs
- Given the nature of our industry as well the stringent quality standards applicable to various products in the end-industries, it is difficult for new entrants to replicate its quality, scale and business operations

Diversified Product Range catering to Diverse industries



Products

Personal care, Healthcare and Performance Oils ('PHPO')

54.96%¹

Lubricant 25.03%¹

PIO **9.51%**¹



White oil



Waxes



Petroleum jelly



Automobile oil



Industrial oil



Transformer oil



Rubber processing oil

End Industries



Consumer



Healthcare



Chemicals and plastics



Automobile



Industrial machines and equipment



Transformer manufacturers



Power generation & distribution



Tyre & rubber products

Note: In addition to our three main business divisions, PHPO, lubricants and PIO, we also sell our PHPO, lubricant and PIO products to channel partners who sell such products onwards to end-users which contributed 10.50% of FY23 pro forma consolidated revenue from finished goods sold ; ¹As a percentage of FY23 pro forma consolidated revenue from finished goods sold

Experienced Board of Directors and Leadership Team





Ramesh Parekh
Chairperson & Managing Director

- Founder of the company with 30 years of experience in the specialty oils industry
- Acts as an exemplary mentor, providing visionary insights and strategic guidance



Samir Parekh
Vice Chairperson & Joint Managing Director

- 19+ years of experience in the specialty oils industry
- Responsible for overall management and organization of Gandhar



Aslesh Parekh
Joint Managing Director

- 19+ years of experience in the specialty oil industry
- Responsible for overall management and organization of Gandhar



Indrajit Bhattacharyya

Chief Financial Officer

- Experience in finance and administration
- Previously CFO and Director at Interdril (Asia)
 Limited and CFO at Valecha Engineering
 Limited



Deena Asit Mehta Independent Director

- Experienced in the fields of financial services and management
- Director of Asit C Mehta Financial Services, Fino Payments Bank and Reliance Asset Reconstruction Company



Raj Kishore Singh Independent Director

- Former Chairman and MD of BPCL and former Director of ONGC
- Director of Aegis Logistics, Tema India and Essar UK Services



Amrita Nautiyal
Independent Director

- Practicing company secretary and member of WIRC-ICSI and is also serving as Chairperson – WIRC-ICSI
- Director of Cipla Health and Jay Precision Pharmaceuticals



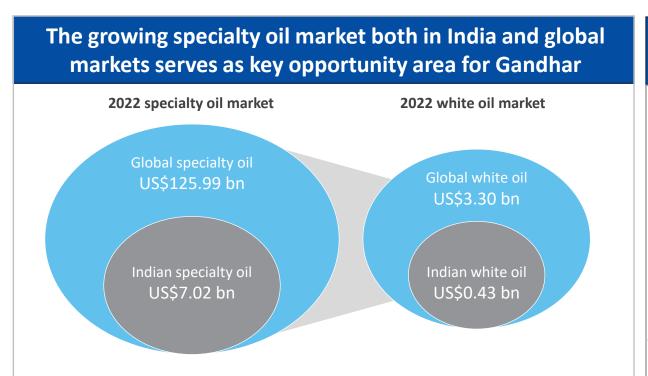
Jayshree Soni
CS and Compliance Officer

- Over 19 years of experience in secretarial compliance
- Previously at Euro Ceramics Limited as company secretary/manager-legal

Industry Insights & Emerging Opportunities gandhar

Overview of the Global and Indian Specialty Oil Market





Key Industry drivers



Robust growth in end-user industries and increase in R&D



Growing consumerism and focus on health and hygiene consciousness

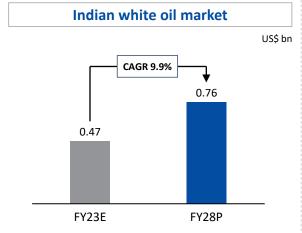


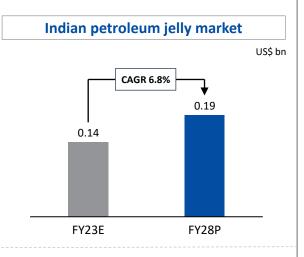
Increasing demand and usage of heavy equipment

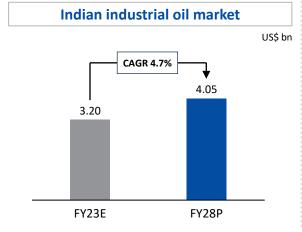


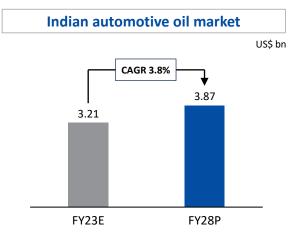
Expansion of electrical grids and growing automotive industry

White Oil market is the fastest growing segment of the Indian specialty oil market





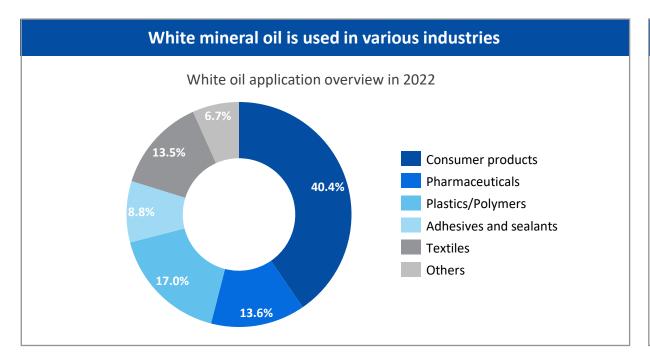


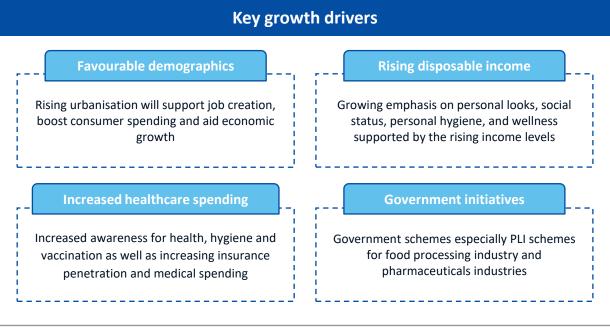


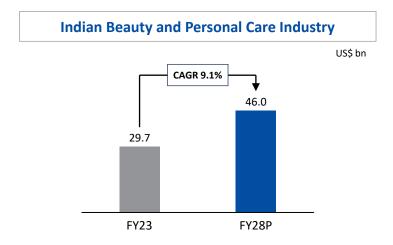
Source: CRISIL Report

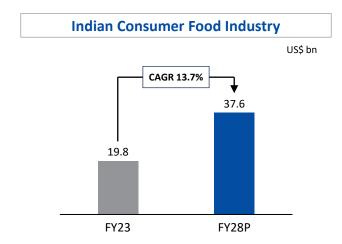
White Oil is the Fastest Growing Segment of the Indian specialty oil market

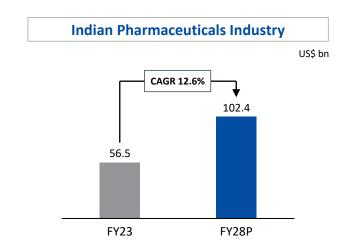












Source: CRISIL Report

Roadmap for Next Level of Growth



Key Strategies for Future Growth





Enhanced focus on the consumer and healthcare end-industries

- End-use industries such as pharmaceuticals and consumer products are expected to grow strongly going forward driven by¹:
 - Strong domestic consumption
 - Favorable demographics
 - Government initiatives
- Leverage its relationships with existing customers in the consumer and healthcare endindustries by:
 - Expanding wallet share with them
 - And look at acquiring new customers in these end-industries



Continue to increase overseas sales by strategically expanding product offerings

- Working towards increasing penetration in existing geographies
- Potential entry into new geographies based on current customer relationships to support our growth globally
- Intend to leverage its existing customer relationships to expand into manufacturing ingredients for its key customers, particularly in the PHPO division, for their products in other geographies, such as Indonesia, Europe and the United States



Strengthen our customer base by growing existing customer business and acquiring new customers

- Explore opportunities to grow by:
 - Expanding the array of products and solutions that we offer to our existing customers
 - Win new customer business by developing products and solutions aligned with their needs
- Moving up the value chain by expanding our contract manufacturing services for finished products to our customers



Strengthen our manufacturing and R&D capabilities

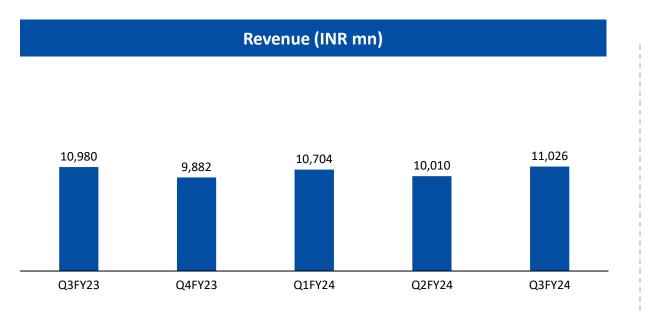
- In the process of enhancing the production capacity of our Taloja Plant by an aggregate of 100,000 kL by FY24
- In addition, we would enhance the total production capacity by:
 - Adding 18,840 kL to our Silvassa Plant to cater to the increasing demand for automotive oils

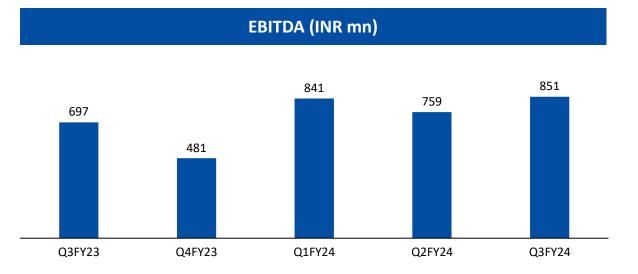
Financial Highlights

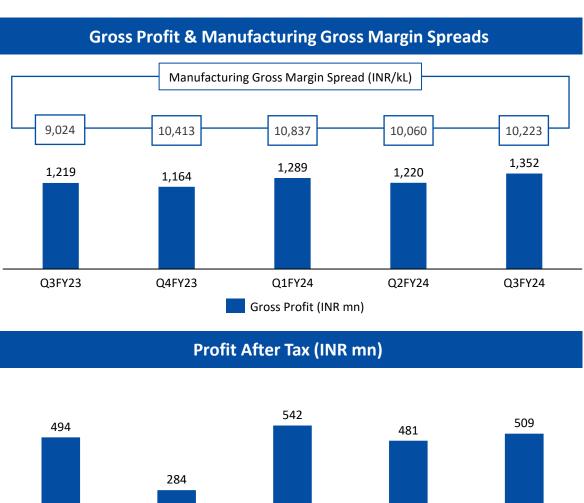


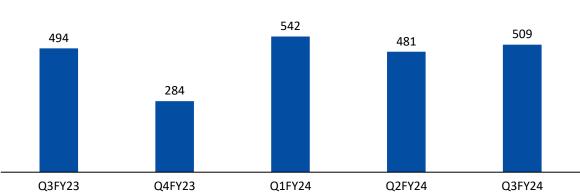
Quarterly Financial Performance











Q3 & 9M FY24 Profit & Loss Statement



Particulars (₹ in Mn)	Q3FY24	Q2FY24	Q3FY23	9M FY24	9M FY23
Revenue from Operations	11,026	10,010	10,980	31,740	30,924
Cost of Material Consumed	9,416	8,870	8,892	26,961	24,663
Purchases of stock in trade	42	40	568	894	2,084
Change in Inventories of Finished goods & Work in Progress	217	-120	302	23	97
Total Raw Material	9,674	8,790	9,762	27,879	26,844
Gross Profit	1,352	1,220	1,219	3,861	4,079
Gross Profit Margin (%)	12.36%	12.19%	11.10%	12.16%	13.19%
Employee Expenses	101	104	86	315	265
Other Expenses	400	357	436	1,095	1,118
EBITDA	851	759	697	2,451	2,696
EBITDA Margin (%)	7.72%	7.58%	6.35%	7.72%	8.72%
Other Income	17	22	160	51	177
Depreciation	50	49	40	146	122
EBIT	818	732	817	2,356	2,751
EBIT Margin (%)	7.42%	7.31%	7.44%	7.42%	8.89%
Finance Cost	161	150	191	445	376
Profit before Tax	657	582	625	1,911	2,374
Profit before Tax(%)	5.96%	5.81%	5.69%	6.02%	7.68%
Tax	148	102	131	379	519
Profit After Tax	509	480	494	1,532	1,855
PAT Margin (%)	4.62%	4.80%	4.50%	4.83%	6.00%
EPS (As per Profit after Tax)	5.5	4.9	5.4	15.2	21.1

Historical Profit & Loss Statement



Particulars (₹ in Mn)	FY21*	FY22 [*]	FY23 [#]
Revenue from Operations	20,639	33,891	40,806
Cost of Material Consumed	13,907	23,823	33,260
Purchases of stock in trade	3,253	5,725	2,146
Change in Inventories of Finished goods & Work in Progress	-317	-224	156
Total Raw Material	16,844	29,324	35,562
Gross Profit	3,795	4,567	5,243
Gross Profit Margin (%)	18.39%	13.48%	12.85%
Employee Expenses	248	340	524
Other Expenses	1,061	1,553	1,542
EBITDA	2,486	2,675	3,177
EBITDA Margin (%)	12.04%	7.89%	7.79%
Other Income	57	88	225
Depreciation	138	141	168
ЕВІТ	2,405	2,622	3,234
EBIT Margin (%)	11.65%	7.74%	7.92%
Finance Cost	306	304	515
Profit before Tax	2,099	2,318	2,719
Profit before Tax(%)	10.17%	6.84%	6.66%
Тах	487	475	579
Profit After Tax	1,611	1,843	2,139
PAT Margin (%)	7.81%	5.44%	5.24%
EPS (As per Profit after Tax)	18.95	21.01	23.86

Note: *FY21,FY22 are pro forma restated consolidated financial numbers; # FY23 are non pro forma non restated consolidated financial numbers

Historical Balance Sheet



Equity & Liabilities (₹ in Mn)	FY21*	FY22*	FY23 [#]	H1FY24 [#]
Equity				
(a) Equity share capital	160	160	160	160
(b) Other equity	3,540	5,251	7,093	8,046
Equity attributable to equity holders of the parent	3,700	5,411	7,253	8,206
Non-controlling interests	57	196	349	471
Total Equity	3,758	5,607	7,602	8,677
Liabilities				
Non - Current Liabilities				
Financial liabilities				
(i) Borrowings	545	339	223	110
(ii) Lease liabilities	213	279	463	463
Deferred Tax Liabilities		2		
Provisions	25	24	35	36
Total Non - Current Liabilities	783	643	721	609
Current Liabilities				
Financial liabilities				
(i) Borrowings	1,223	1,243	1,472	3,212
(ii) Lease liabilities	45	47	41	124
(iii) Trade payables				
(a) total outstanding dues of micro enterprises and small enterprises	19	26	30	22
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	4,686	5,147	5,642	6,926
(v) Other financial liabilities	223	222	175	415
Other current liabilities	237	187	421	255
Provisions	4	11	12	13
Current tax liabilities (net)	0	48	17	148
Total Current Liabilities	6,436	6,932	7,811	11,115
Total Equity and Liabilities	10,977	13,182	16,134	20,401

Note: *FY21,FY22 are pro forma restated consolidated financial numbers; # FY23 and H1FY24 are non pro forma non restated consolidated financial nu

Historical Balance Sheet



Assets (₹ in Mn)	FY21 [*]	FY22*	FY23 [#]	H1FY24 [#]
Non - Current Assets				
Property, plant and equipment	1,582	1,583	1,747	1,892
Capital work-in-progress	216	440	727	886
Right of use assets	239	290	425	477
Goodwill on Amalgamation	-	3	3	3
Intangible assets	13	12	11	10
Investment Property	7	8	8	8
(i) Investments	2	2	2	2
(ii) Loans	0	1	2	3
(iii) Other Financial Assets	64	204	624	359
Deferred Tax Assets (Net)	0	-	1	9
Other non-current assets	19	22	35	40
Total Non - Current Assets	2,142	2,566	3,585	3,691
Current Assets				
Inventories	2,013	3,256	4,509	5,371
Financial Assets				
(i) Trade receivables	4,352	4,420	5,618	7,933
(ii) Cash and cash equivalents	113	597	468	412
(iii) Bank balances other than (ii) above	950	1,231	614	1,000
(iv) Loans	1	2	87	49
(v) Other current financial assets	888	112	188	162
Current Tax Assets (Net)	-21			2
Other current assets	539	998	1,064	1,780
Total Current Assets	8,835	10,616	12,549	16,710
TOTAL ASSETS	10,977	13,182	16,134	20,401

Note: *FY21,FY22 are pro forma restated consolidated financial numbers; # FY23 and H1FY24 are non pro forma non restated consolidated financial numbers

COMPANY:



Gandhar Oil Refinery (INDIA) Ltd

CIN: U23200MH1992PLC068905

Ms. Jayshree Soni

Email: investor@gandharoil.com

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