

16th April, 2024

BSE Limited
Dept. of Corporate Services,
P. J. Towers, Dalal Street,
Mumbai 400 001

National Stock Exchange of India Limited
Listing Department,
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai 400 051

Scrip Code: 524667

Symbol: SOTL

Dear Sir/Madam,

Sub: Intimation of Schedule of Press Conference

Pursuant to Regulation 30(6) read with Part A of Schedule III and other applicable provisions, if any, of the Securities and Exchange Board of India (Listing Obligations & Disclosure Requirements) Regulations, 2015, we would like to inform you that the officials of the Company will be interacting with media officials through press conference (Participants) as per the details below:

Date	Time	Type of Interaction	Location
16 th April, 2024	12.30 p.m. – 2 p.m.	Marketing Event	Mumbai

Discussions will be based on publicly available information. No unpublished price sensitive information (UPSI) is intended to be discussed during the interactions.

Corporate presentation in this regard is attached hereto.

Kindly note that changes may happen due to exigencies on the part of Participants/ Company.

This is for your information and record.

Thanking you,

Yours faithfully,
For **Savita Oil Technologies Limited**

Uday C. Rege
Company Secretary & Chief Legal Officer
(Compliance Officer)



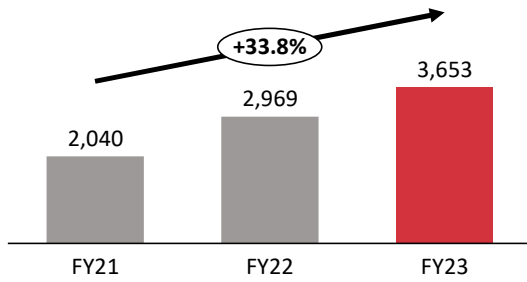
Savita Oil Technologies Ltd.

Corporate Presentation – April 2024

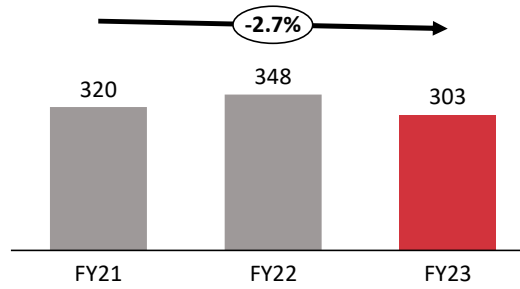


Performance Highlights

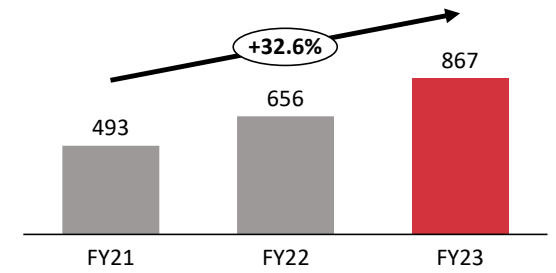
Revenue* (Rs. Cr)



Profit Before Tax (Rs. Cr)



Lubricating Oil Revenue (Rs. Cr)



Company Overview



SAVITA: A Leading Manufacturer of Petroleum Specialty Products...

Leading Manufacturer

in India across the product portfolio

Legacy of 60+ years

4

State of the Art, ISO Certified Manufacturing Plants

NABL Certified R&D Laboratory

Product Portfolio

Petroleum Specialty Oils
75% of Sales

Transformer Oils

White & Mineral Oils

Formulated Specialty Products

Lubricating Oils
24% of sales

Automotive Oils

Industrial Oils

Rest 1% of Sales are contributed by others

Wide Reach

75+
countries

41
Stock points

400
Distributors

1,500
Franchisee Dealers

Robust Financials

FY23 (Rs. Cr, unless mentioned otherwise)

3,653
Revenues

359 (9.8%)
EBITDA

226 (6.2%)
PAT

Rs. 8,380
EBITDA per KL/MT

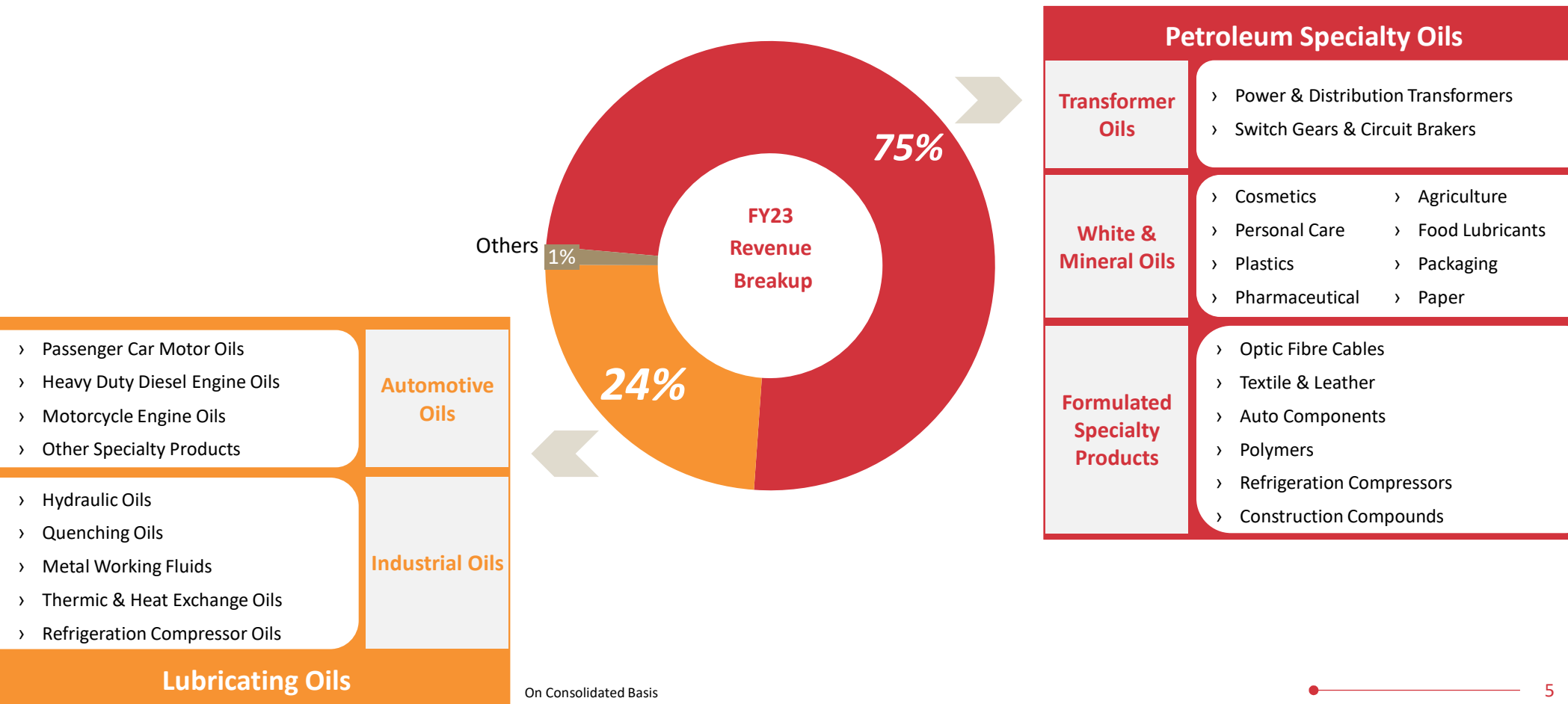
Rs. 4
Dividend per share

Uninterrupted record of dividend distribution since listing in 1994

Focus on Sustainability

53 MW
Installed renewable capacity

... with well insulated product portfolio catering to multiple industries



First Indian Lubricant Company to Manufacture the Ester Molecule



Commercialized Synthetic Ester Plant

After a long trailing and testing the product on pilot scale since 2015, Ester plant was successfully commercialised in August 2023



In-house R&D

The novel Ester Molecules are the result of the company's own investments in research and development

Biodegradable

The Ester Molecule is biodegradable and hence sustainable as compared to regular base oils which are not biodegradable

Introducing New and Futuristic High-performance Fluids

Versatile Applications

- ✓ EV Coolants
- ✓ Immersion Cooling Fluids
- ✓ Other Auto Lubricants
- ✓ Power
- ✓ Cosmetics
- ✓ Nutraceuticals

ESTER – The Final Frontier of Lubricant Technology

The American Petroleum Institute (API) has established five distinct categories for hydrocarbons utilized in lubricants.

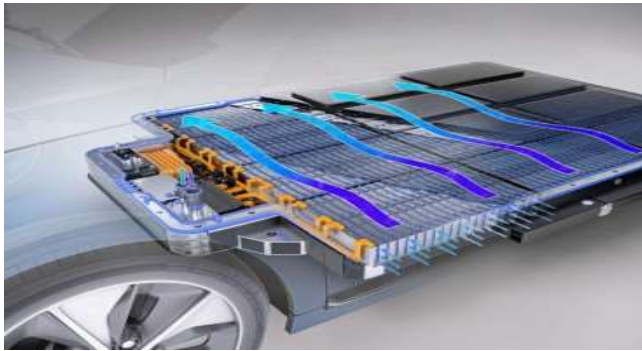
Mineral

Synthetic

Group	Gr.I	Gr.II	Gr.III	Gr.IV	Gr.V
Typical % of Saturates	<90	>90	>90	Poly Alpha Olefins (PAOs)	Esters & Others
	and / or	and	and		
Sulfur (%by wt.)	>0.03	<0.03	<0.03		
Viscosity Index	80 to 120	80 to 120	>120		

New Age Requirements for High Performance Fluids

EV
Battery Cooling



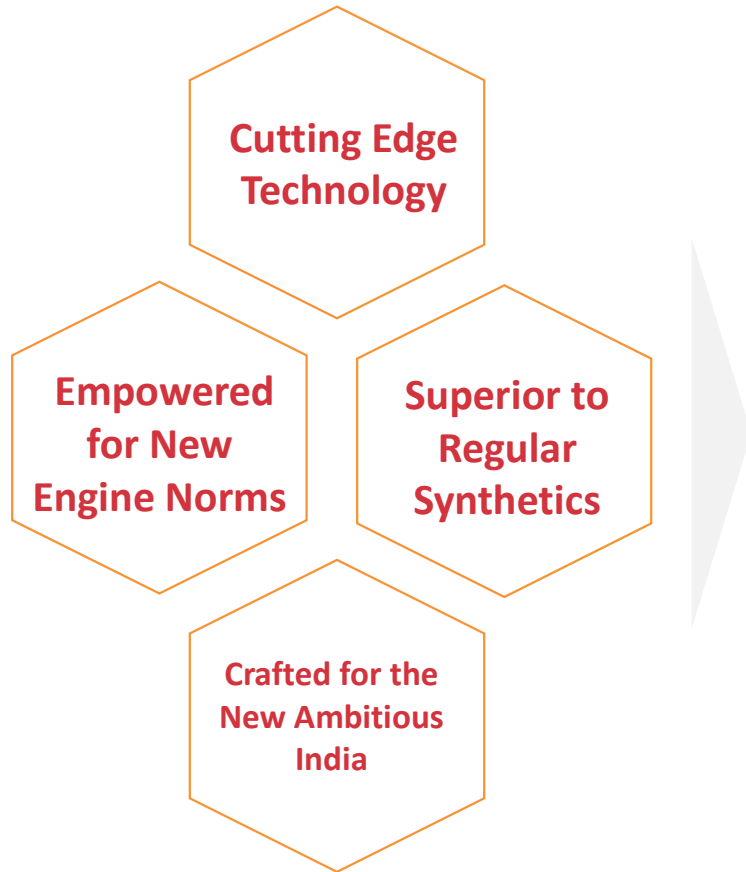
DATA Centre
Cooling



Robust demand in end user industries

- The Ester molecule is also being currently tested and piloted in some new age applications like EV Cooling for 2 and 3 Wheeler EVs.
- Immersion Cooling is a rising technology for cooling Data Centres and the company is exploring the application of this molecule for Immersion Cooling of Data Centres.
- Immersion Coolants are currently a 400m \$ market today but expected to grow to 2b \$ by 2031, with growth in energy storage and Data Centres.

SAVSOL revamps its Brand Identity



SAVSOL Ester5, Empowered With New Ester Molecule

Ester in Savsol Range

- Today we are relaunching SAVSOL, empowered with this new Ester Molecule.
- The finished lubricants formulated with this molecule shows far superior performance than most traditionally defined synthetic lubricants in the category:
- 28 % Less Engine Deposits in Certain Tested Formulations
- 33% less friction shown in Esters vs certain Regular Group 3 base oil
- The finished lubricant is also far more environmentally friendly with this molecule than traditional lubricants in the category due to the biodegradability of esters.
- Esters due to their high import prices are currently only used in sensitive applications for Jet Engines, Wind Turbines, Compressors - but **Savita new range of products optimise this technology for the Indian Consumer.**

Savsol introduces Sidharth Malhotra as its Brand Ambassador



- › We believe that this new molecule is a quantum leap for lubricant technology.
- › On this journey, we saw it fitting to partner with Sidharth Malhotra, a successful young actor and a rising star in Indian Cinema whose ethos blend well with the New Savsol Brand Identity
- › This alliance will help with brand recognition and brand premiumization for Savsol.

Legacy of 60+ years

1961

Incorporation by Late Mr. Nandkishore Mehra. Set up 1st manufacturing unit at Sakinaka, Mumbai to manufacture liquid paraffin as an import substitute

1976

Set up first-of-its-kind R&D Centre in the private sector oil industry.

1994

Public issue and listing of SAVITA on the BSE and NSE

Associated with Idemitsu Kosan for Branded Lubricants

2007

Launched SAVSOL, SAVITA'S own brand of lubricating oils



2015

Launched *bioTransol*



2020

Launched SAVSOL Bio Boost, one of India's most biodegradable engine oils

2023

Completion Synthetic Ester Plant



Established manufacturing unit at Turbhe on the outskirts of Mumbai for the manufacture of petroleum specialties

1969

Set up another manufacturing plant at Mahad in Maharashtra

1989

Expanded manufacturing of petroleum specialties by setting up 4th manufacturing unit at Kharadpada, Silvassa

1998

Set-up a fully automated, state-of-the-art manufacturing unit at Silli, Silvassa for the manufacture of entire range of petroleum specialty oils

2013

Re-launched SAVSOL in a new green avtaar



2018



2021

Launch of SavsolEster5 Range



2024

Product Portfolio



1. Transformer Oils



Only global manufacturer of mineral, natural and synthetic ester-based transformer oils



- › These oils are used as an insulating and cooling medium in distribution transformers, power transformers and instrumentation transformers
- › Offer a full range of Transformer Oils under “TRANSOL” brand
- › Products delivered and tailor made to meet specifications for domestic and global customers

End User Industries

- › Transformer Manufacturers
- › Electricity Boards
- › Power Plant Operators

Key Customers



Crompton



TATA POWER

TOSHIBA

Key Growth Drivers

- › Rising Investments over the next decade in transmission segment to support higher generation capacity and rural electrification
- › Rising demand for modernization of aging grid infrastructure coupled with large scale capacity addition will boost the market

2. White & Mineral Oils

Amongst Top 2 Suppliers of White & Minerals Oils in India

- › Offer wide range of highly refined specialty mineral oil based products under the “TECHNOL” and “SAVONOL” brand
- › Also manufacture petroleum jellies like Ultima White, Snow White, Yellow Petroleum Jelly and other specific industrial grade petrolatum's under the brand “Savogel”
- › Key properties of this fluids are good lubricity, smoothness, softness and resistance to moisture in the formulations

End User Industries

- › Personal Care
- › Pharmaceutical
- › Plastics
- › Elastomers
- › Rubber Compound

Key Customers



Johnson & Johnson



Key Growth Drivers

- › The Indian personal care industry is witnessing a boom due to changing perceptions, growing awareness, and the rise of direct-to-consumer (D2C) companies making waves in the online retail space
- › Growing demand of cosmetic and pharma products from urban & rural India

3. Formulated & Specialty Products



Leading supplier of Formulated & Specialty Products in India

- › Specialized waxes and emulsions including paraffin wax emulsions, microcrystalline wax, Polyethylene wax, oxidized PE wax and a range of wax emulsions. Wax Emulsion protect coating and ink surfaces for diverse applications
- › Cable filling and flooding compounds for copper cables as well as Optic Fiber Cables under “Savofil”, “Savoflod” and “Vitagel” brand names. This compound helps moisture tolerance, softness and stability at an extreme temperature



End User Industries

- › Optic Fibre Cables
- › Textile & Leather
- › Auto components
- › Polymers
- › Refrigeration Compressors
- › Construction Compounds

Key Customers



Key Growth Drivers

- › The 5G Telecom spectrum auction held in 2022 and subsequent rollout of the network is expected to generate healthy demand for this product
- › Growing demand from end user market
- › Government Linked PLI Scheme

4. Automotive Oils – B2C Segment (1/2)

Apart from a sizable B2B business, we market our popular SAVSOL range of lubricants, greases and coolants to retail customers

SAVSOL
LUBRICANTS

- › The lubricant brand SAVSOL manufactures and markets high performance lubricants, fluids, coolants & greases and is amongst the fastest growing lubricant brand of India
- › It has a comprehensive range of automotive lubricants meeting the growing demand for sustainable products in various categories, i.e., Passenger Car Oils, Motorcycle Oils, Commercial Vehicle Oils, and Other Specialty Products
- › SAVSOL portfolio has products which successfully meets the latest & stringent BS VI emission norms for automobiles



4. Automotive Oils – B2B Segment (2/2)

Leading supplier of Automotive Oils in India

- › Savita Oil Technologies known for its high quality lubricant manufacturing with state-of-the-art plants and technology centre has been amongst preferred supplier to automotive OEMs for a wide range of lubricant applications
- › Trusted partner for leading automotive OEMs. Some of our OEM associations are existing for over two decades
- › A fully equipped technical and quality control lab ensures high quality standards

End User Industries

- › Two Wheelers
- › Four Wheelers
- › Commercial Vehicles
- › Farm Equipment

Key Customers

	Partnership for last
	
	25+ Years
	22+ Years
	11+ Years
	3+ Years

Key Growth Drivers

- › Low vehicle density - all global players focused on India story
- › Increase in per capita income and improved infrastructure leading to rise in vehicle ownership
- › Expansion of OEM franchise workshop network

5. Industrials Oils



Leading supplier of Industrial Oils in India

- › Savita Oil Technologies has been a trusted partner to Industrial OEMs for a wide range of lubricant application needs.
- › It has an elaborate product portfolio under Brand “SAVSOL” catering to various Industrial applications and provides excellent lubrication, performance and protection to different types of Machines and Industrial Equipment
- › The exhaustive portfolio includes wide range of Hydraulic Oils, Turbine Oils, Thermic Fluids, Heavy Duty Industrial Gear Oils, Transmission Oils, Greases, Heat Treatment (Quenching Oils), Metal Working Oils and other Specialty Oils



End User Industries

- › Industrial Machines & Equipment

Key Customers

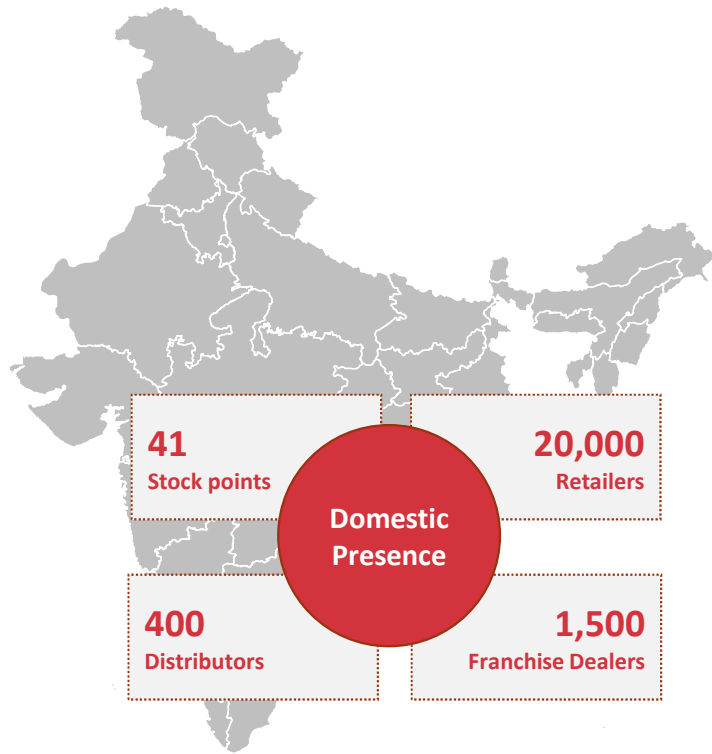
	Partnership for last
	25+ Years
	7+ Years
	1+ Years

Key Growth Drivers

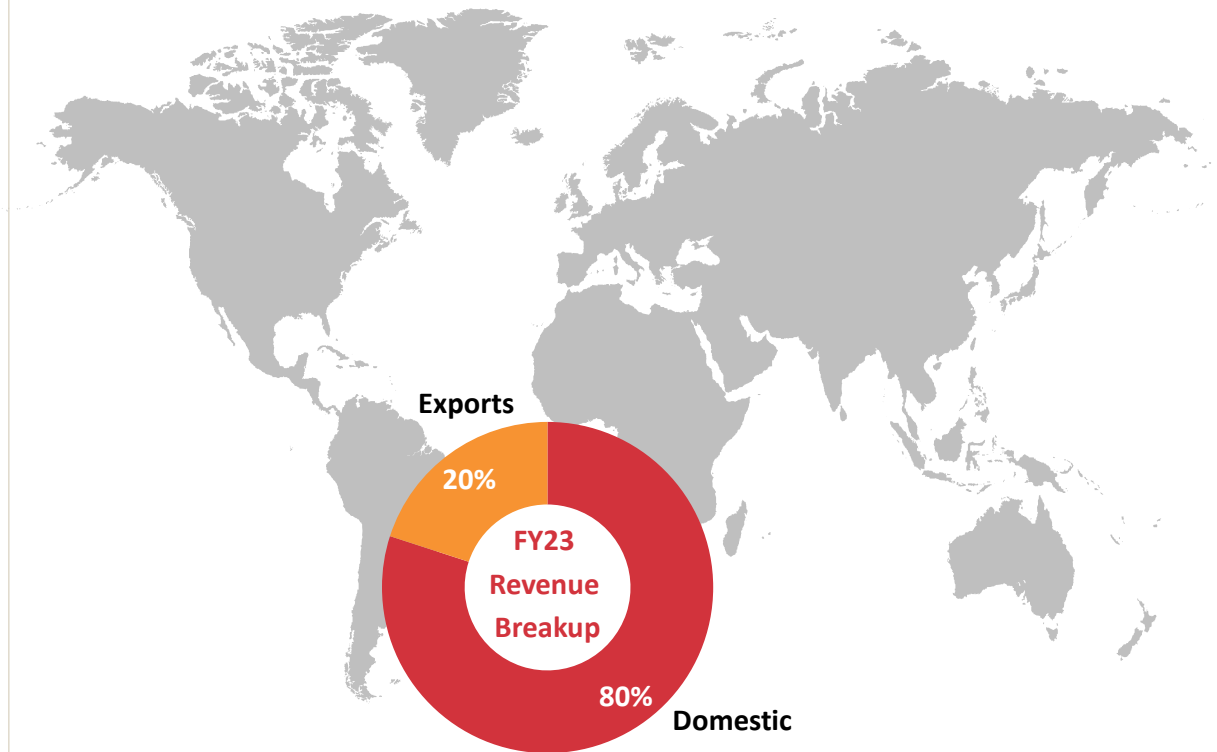
- › Maintenance of existing and new industrial machines & equipment
- › Make in India – Increased manufacturing activity
- › Enhanced infrastructure development

Wide Distribution Reach

Extensive network of distributors & dealers PAN India



Global clientele across 75+ Countries



Map not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

State of the Art, ISO Certified Plants

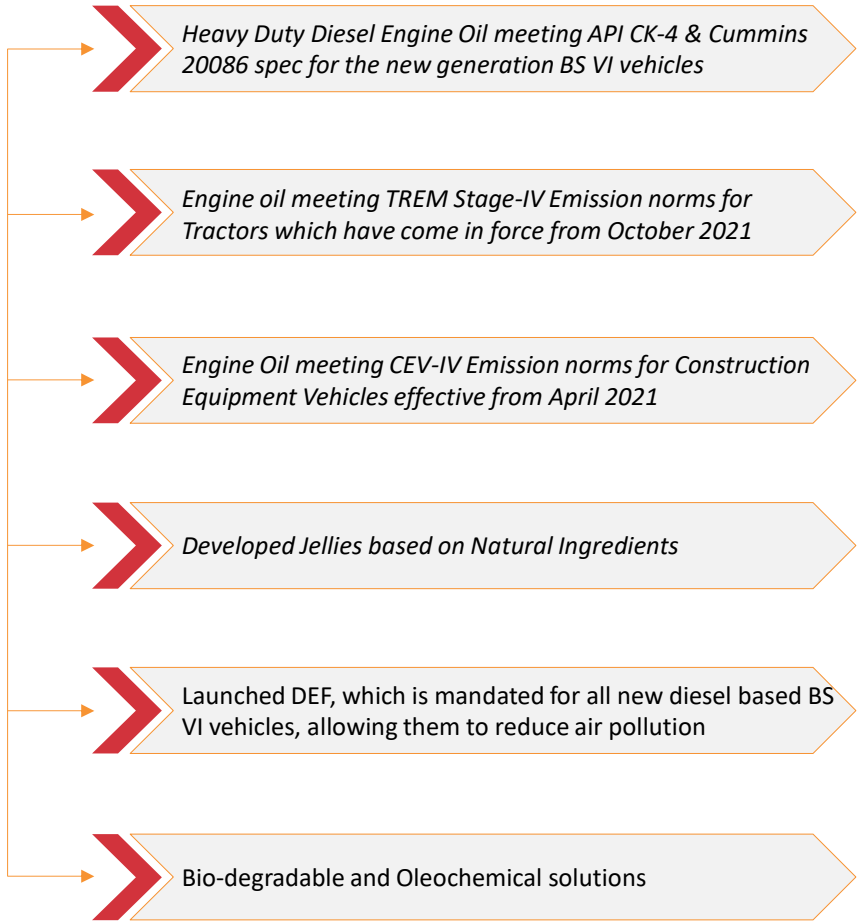
Our facilities meet the growing demand for sustainable products and services.

The multipurpose facilities help in delivering **Competitively Priced Products** with **Highest Quality Standards**



	Unit I –Navi Mumbai	Unit II –Mahad, Savita Polymers	Unit III –Kharadpada, Silvassa	Unit IV –Silli, Silvassa
Setup	› 1969	› 1989	› 1998	› 2013
Major Products	› Transformer Oils › White Oils	› Formulated & Specialty Products › Optic Fibre Compounds › Compressor Oils and Chain Lubricants	› Lubricating Oils › Specialty Oil Products	› Transformer Oils › White Oils
Zero Liquid Discharge	✓	Discharge treated through common ETP	✓	✓

Focused on Product Innovation - Geared for Tomorrow



Strategic Priorities



Widen Distribution Network

- › Accelerate expansion of Industrial distribution network in identified segments is a key pillar for Savsol Growth Strategy



Innovation for Sustainable Products

- › Launched Synthetic Ester in FY22
- › Commissioning of new Synthetic Ester Fluid plant in Q2FY24 which will manufacture high-performance fluids
- › This fluid is amongst the most robust fluids for Transformers and will allow SAVITA to offer the entire range of Transformer Fluid Solutions unlike any other company
- › Expand Product Portfolio with environment friendly products



Augment Value Added Product Portfolio

- › Initiatives to support governments vision of circular economy
- › Adding higher value products in chemical sphere through organic or inorganic ventures

Well Positioned to Capture Growth

Optimum Business Mix

Well positioned across product portfolio - Transformer, Industrial, Auto and Non Auto Segments

Innovative Products

Launching new product innovations across different categories e.g. Synthetic Esters

Distribution

Accelerate expansion of Industrial distribution network is a key pillar for Savsol Growth Strategy

Capacity Expansion

Continued investments in increasing capacity to compete effectively with a comprehensive, balanced product portfolio

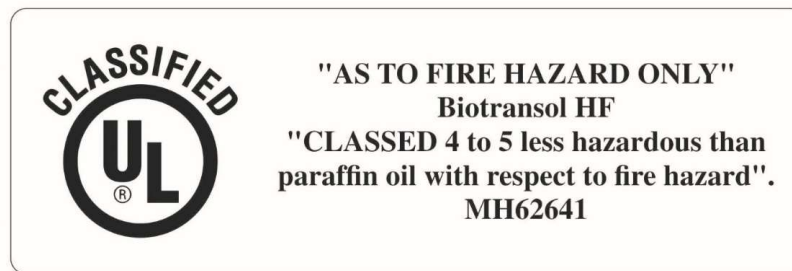
Premium & Mid-Premium Offerings

Continued focus to increase share in Mid-Tier and Top-Tier product categories

Branding

Striving to become a sustainable, trustworthy brand. Poised to grow faster than category growth

Key Certificates



Government Recognized
Star Export House



Responsible Corporate

- › High Focus on Energy Saving
- › Installed and commissioned Roof Top Solar Units at the 4 plants with combined capacity in excess of 650 KWp
- › Our Turbhe Plant runs on 65% Solar Power, the maximum allowed in that Industrial Belt.
- › Investing in renewable energy installations since 1999 with over 53 MW of installed capacity



Partnered with Bhaktivedanta Hospital & Research Institute for the construction of General Operation Theatres and purchase of X-Ray and Diagnostic Machines & Equipments in the New Hospital Building at Mira Road, Thane, Maharashtra



Sponsored Akshaya Patra Foundation's activities, which provided mid-day meals to 10,000+ children in Silvassa



Supported Akshay Patra Foundation with five food delivery vehicles to reach out to more malnourished and food-deprived children

- › The company's internal control systems are in line with size, scale and complexity of its operations
- › Has suitable Risk Management Framework
- › Promotes ethical behaviour in all its business activities and has Whistle Blower Policy
- › The Company is a member of:
 - Confederation of Indian Industry (CII)
 - Bombay Chamber of Commerce and Industry (BCCI)
 - Indian Merchant Chamber (IMC)
 - Indian Electrical & Electronics Manufacturers' Association (IEEMA)
 - Indian Transformer Manufacturers Association (ITMA)
 - Electrical Research and Development Association (ERDA)
 - CHEMEXCIL
 - Manufacturers of Petroleum Specialties Association (MOPSA)



Track record of consistent performance



- Consistent record of **Dividends** since listing in 1994
- Healthy **cash generation** over the years
- **Debt free** balance sheet
- Consistent **track of profitability** despite market volatility
- 3Y Revenue CAGR ending March 23 : 33.8%
- 3Y Lubricants Revenue CAGR ending March 23: 32.6%

Thank You

Company:



Savita Oil Technologies Ltd.

CIN- L24100MH1961PLC012066

Mr. Uday Rege - Company Secretary & Chief Legal Officer

Email - legal@savita.com

www.savita.com

Investor relations advisor:

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.

CIN - U74140MH2010PTC204285

Ms. Shikha Puri / Mr. Shrikant Sangani

Email - shikha.puri@sgapl.net / shrikant.sangani@sgapl.net

+91 9819282743 / +91 9619595686

www.sgapl.net

