



Savita Oil Technologies Ltd.

Investor Presentation – February 2023



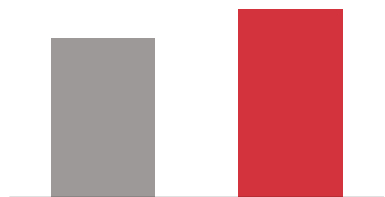
Savita Oil Technologies Limited (the “Company”),

Q3 & 9M FY23 Financial Highlights



Q3 & 9M FY23 Performance Highlights

Revenue* (Rs. Cr)



Consolidated Profit & Loss Statement

Profit and Loss (in Rs. Crs)	Q3 FY23	Q3 FY22	YoY	9M FY23	9M FY22	YoY
Total Income	920.0	776.9	18.4%	2,691.4	2,139.1	25.8%
EBITDA	53.0	84.0	-36.9%	297.4	291.4	2.1%
EBITDA Margin (%)	5.8%	10.8%		11.1%	13.6%	
EBIT	47.9	78.6		282.6	275.7	
Profit before Tax	37.0	74.7		253.7	262.5	
Profit After Tax	28.7	58.5	-50.9%	189.4	197.5	-4.1%
Profit After Tax Margin (%)	3.1%	7.5%		7.0%	9.3%	

Company Overview



Leading
Manufacturer

Legacy of
60+ years

4

R&D
Laboratory

Product Portfolio

Petroleum
Specialty Oils
76%
of Sales

Transformer Oils

White & Mineral
Oils

Formulated
Specialty Products

Lubricating
Oils
22%
of sales

Automotive Oils

Industrial Oils

Wide Reach

75+

41

400

1,500

Robust Financials

FY22

2,969

389

260

9,091

25

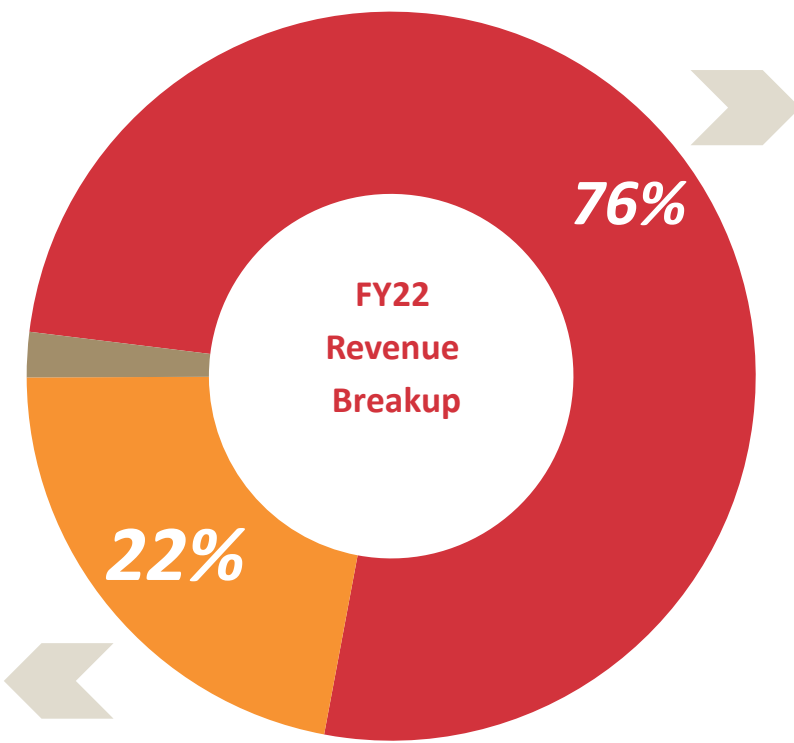
Uninterrupted record of dividend distribution
since listing in 1994

Focus on Sustainability

53

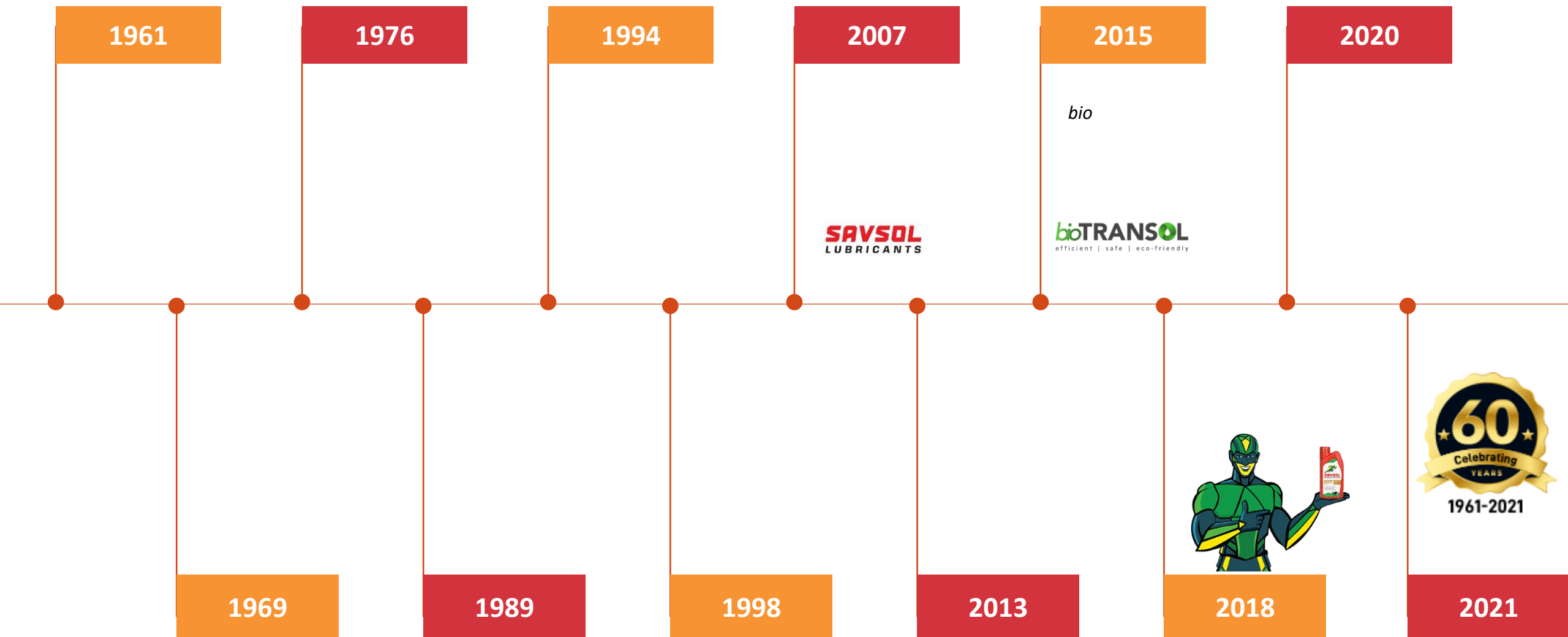
... with well insulated product portfolio catering to multiple industries

>		Automotive Oils
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>		
>		
>		Industrial Oils
>		
>		
>		
>		
>		
Lubricating Oils		



Petroleum Specialty Oils	
Transformer Oils	>
	>
White & Mineral Oils	>
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	>
Formulated Specialty Products	>
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	>
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Legacy of 60+ years



Product Portfolio



1. Transformer Oils

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



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End User Industries

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Key Customers



Crompton



TATA POWER

TOSHIBA

Key Growth Drivers

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2. White & Mineral Oils

Amongst Top 2 Suppliers of White & Minerals Oils in India

- >
- >
- >

End User Industries

- >
- >
- >
- >
- >

Key Customers



Johnson & Johnson



Key Growth Drivers

- >
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3. Formulated & Specialty Products



Leading supplier of Formulated & Specialty Products in India

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End User Industries

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Key Customers



Finolex



GODREJ & BOYCE



Key Growth Drivers

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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

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



Leading supplier of Automotive Oils in India

- >
- >
- >



End User Industries

- >
- >
- >
- >

Key Customers







Partnership for last

25+ Years

22+ Years

11+ Years

3+ Years

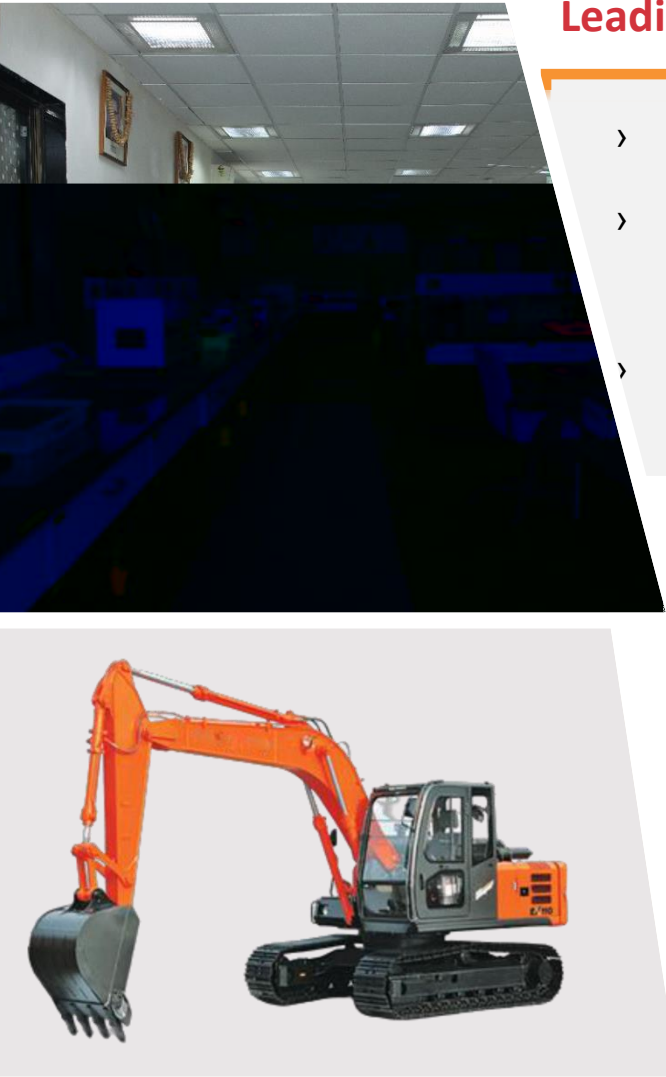
Key Growth Drivers

- >
- >
- >

5. Industrials Oils

Leading supplier of Industrial Oils in India

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- >
- >



End User Industries

- >

Key Customers



Partnership for last

TATA HITACHI

25+ Years



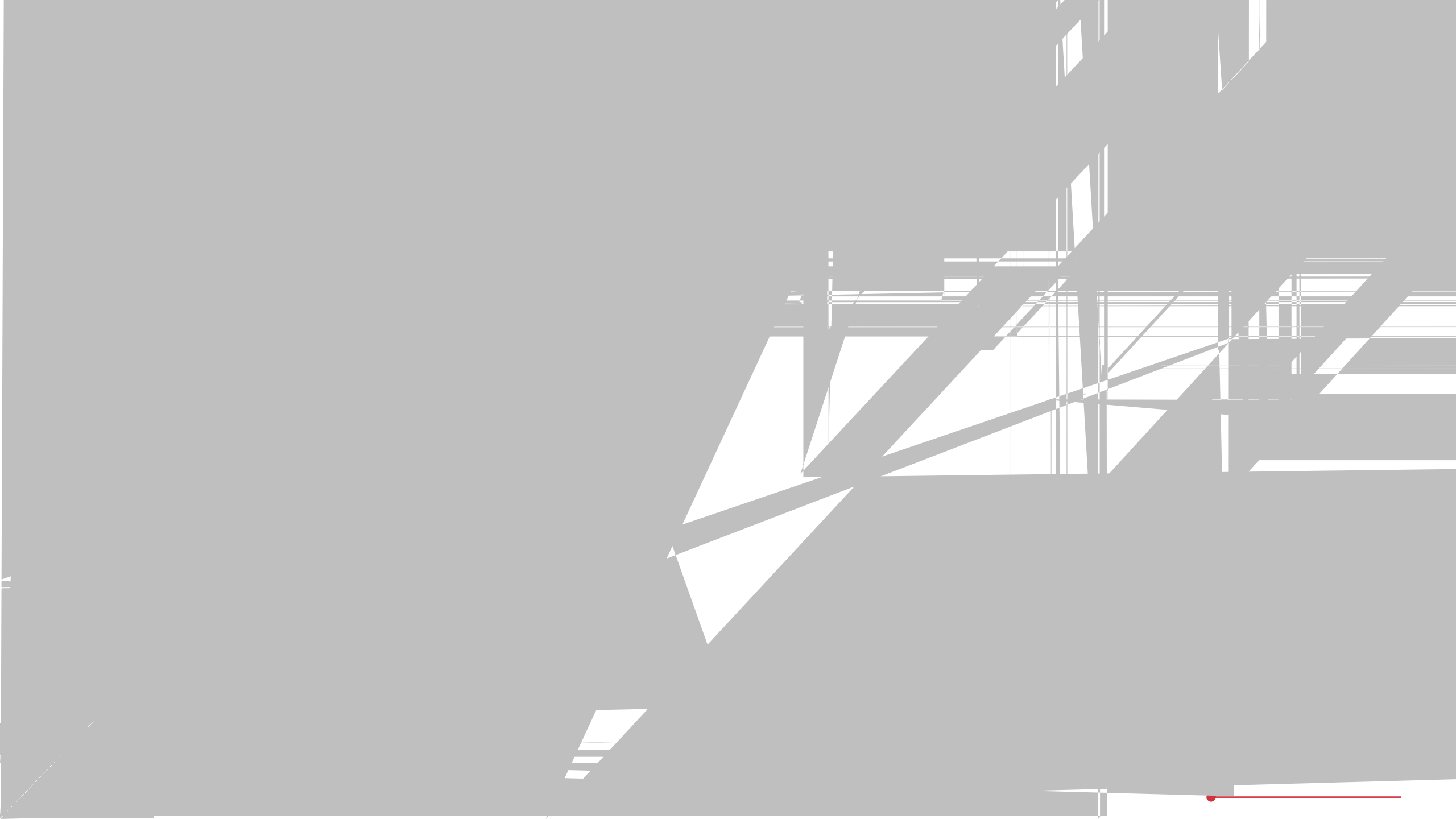
7+ Years



1+ Years

Key Growth Drivers

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- >
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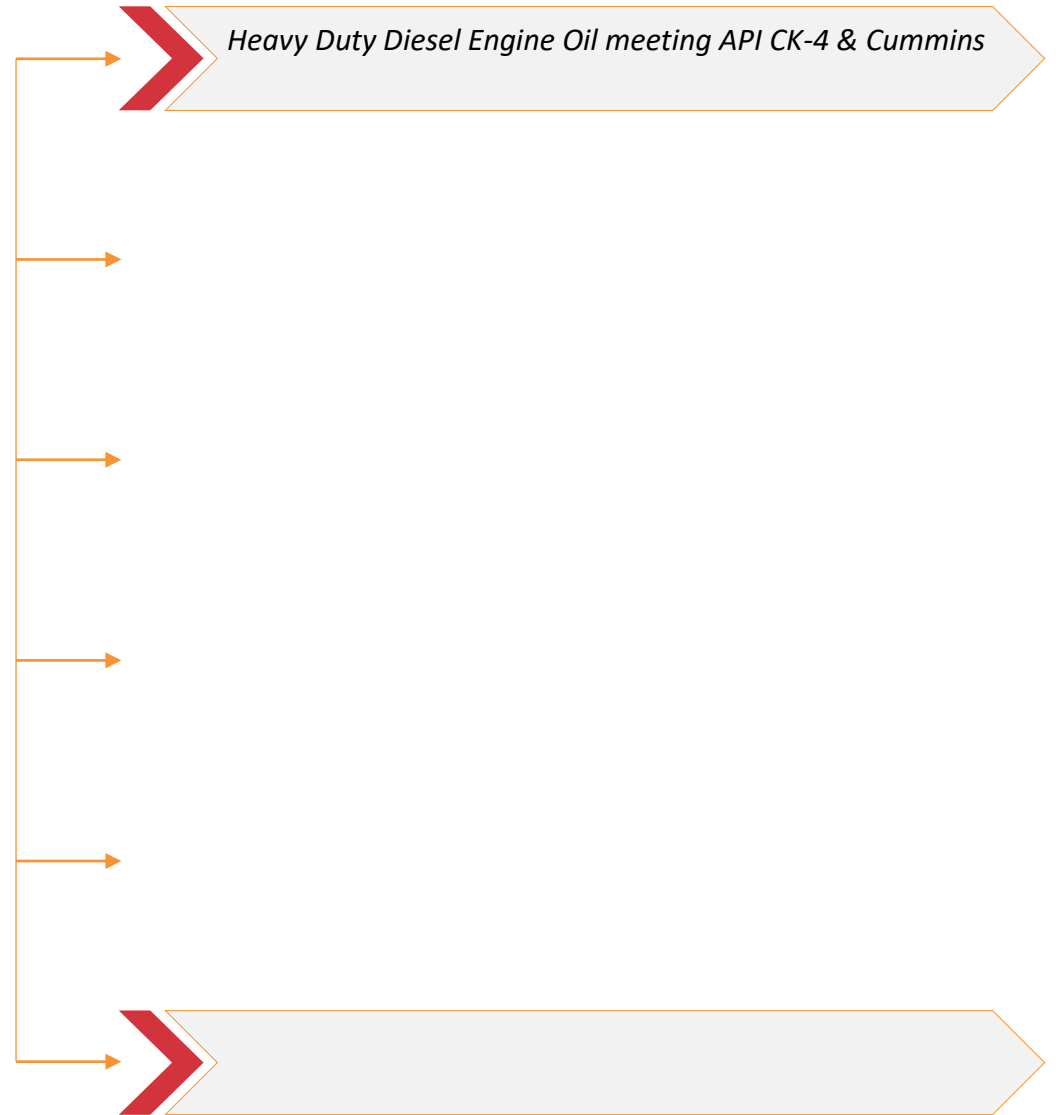
State of the Art, ISO Certified Plants

Competitively Priced Products

Highest Quality Standards



Setup	>	>	>	>
Major Products	> >	> > >	> >	> >
Zero Liquid Discharge	✓		✓	✓



Strategic Priorities



Widen Distribution Network

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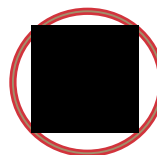


Innovation for Sustainable Products

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Augment Value Added Product Portfolio

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Well Positioned to Capture Growth

**Optimum
Business Mix**

**Innovative
Products**

Distribution

**Capacity
Expansion**

**Premium &
Mid-Premium
Offerings**

Branding

Board of Directors



Gautam Mehra, Chairman & Managing Director

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Suhas Dixit, CFO & Whole time-Director

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Siddharth Mehra, Whole Time Director

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Meghana Dalal, Independent Director

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Ravindra Pisharody, Independent Director

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Hariharan Sunder, Independent Director

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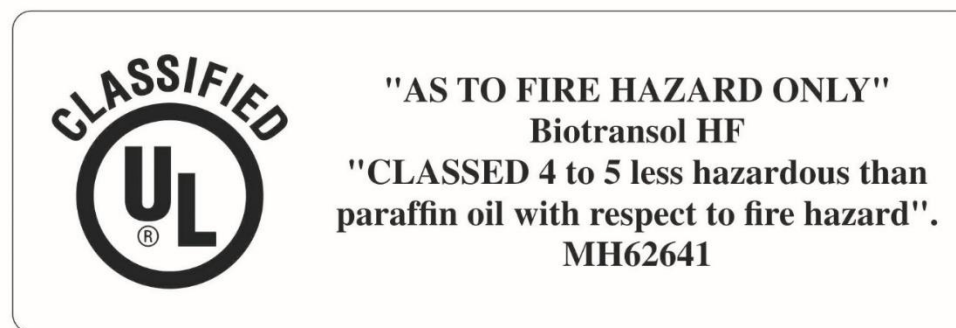
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Key Certificates



**Government Recognized
Star Export House**



Responsible Corporate

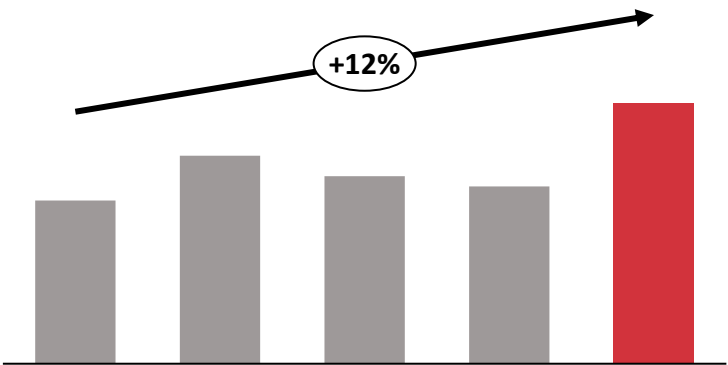


Historical Highlights

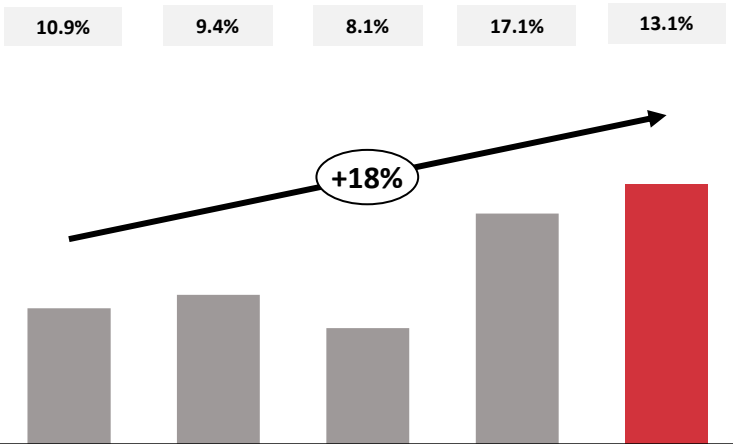


Standalone Historical Financial Highlights

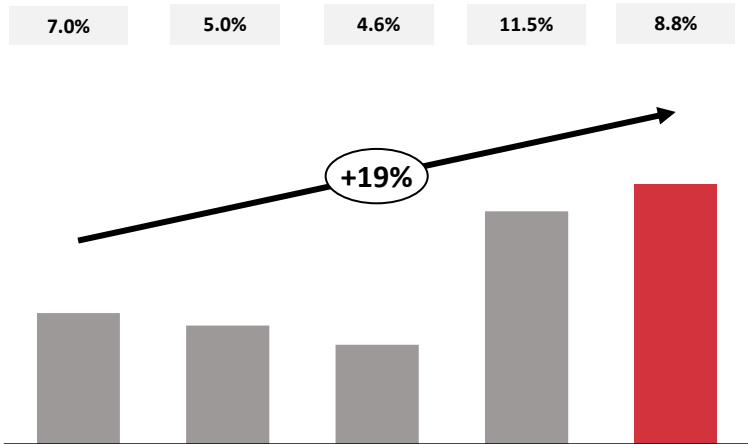
Revenue* (Rs. In Crs)



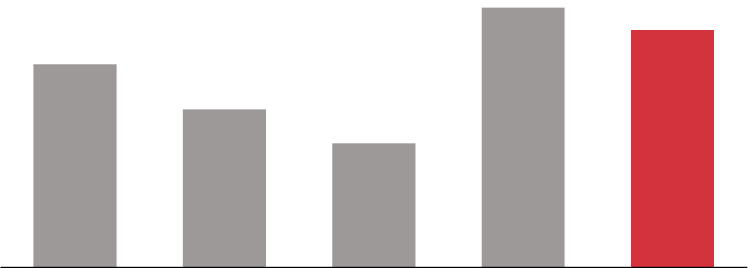
EBITDA (Rs. In Crs)



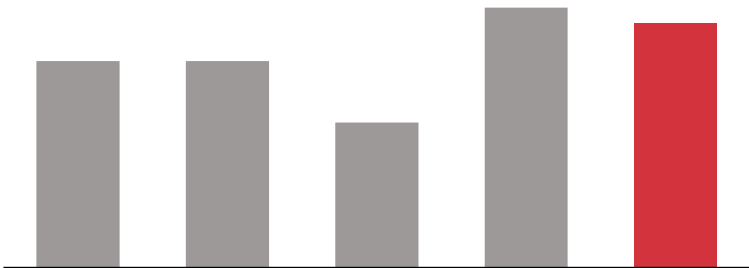
PAT (Rs. In Crs)



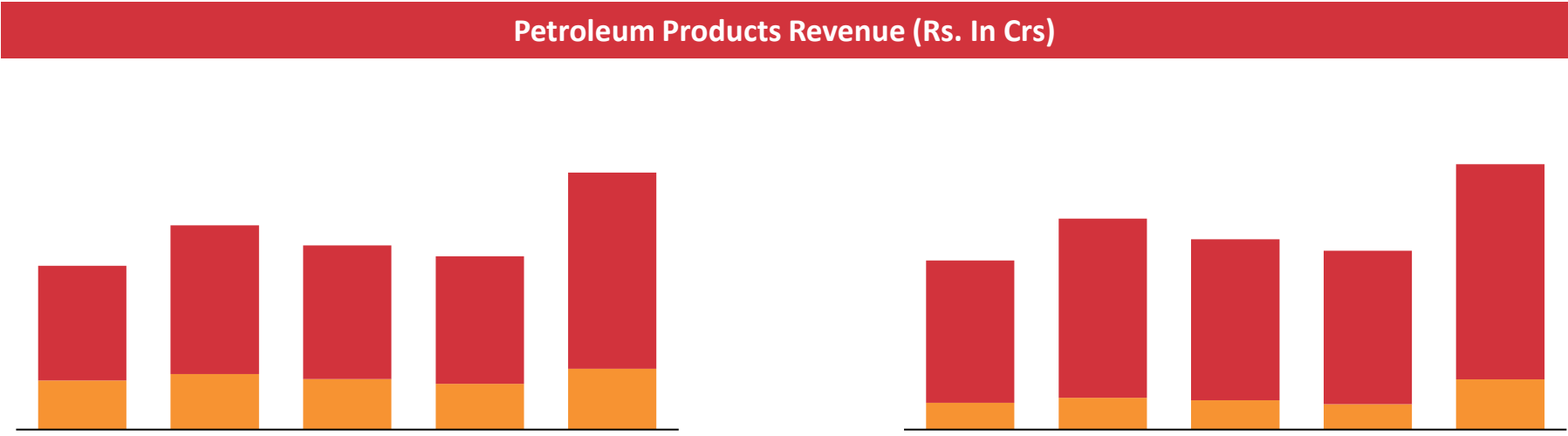
ROE(%)



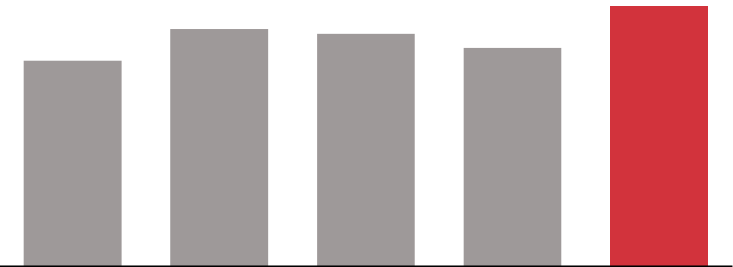
ROCE (%)



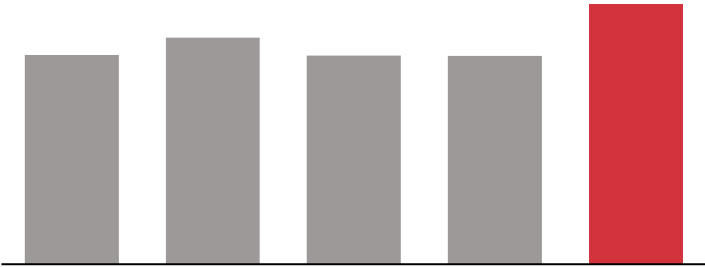
Standalone Historical Financial Highlights (Petroleum Products)



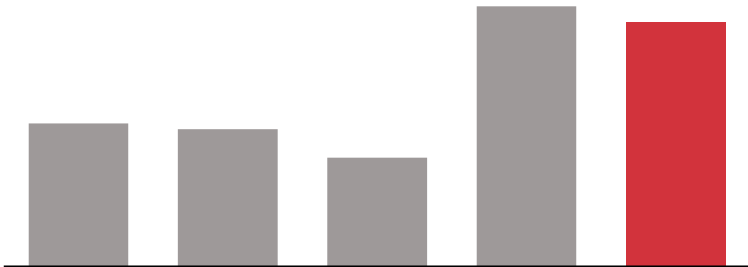
Petroleum Products Volumes (KL/MT)



Realization (Rs. Per KL/MT)



EBITDA (Rs. Per KL/MT)

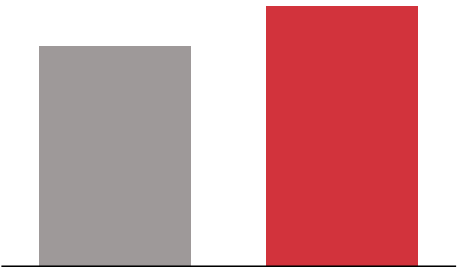


Consolidated Historical Financial Highlights (Petroleum Products)

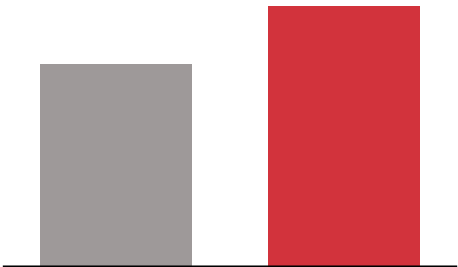
Petroleum Products Revenue (Rs. In Crs)



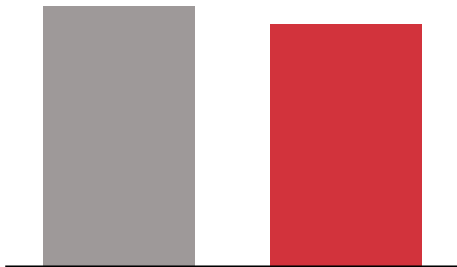
Petroleum Products Volumes (KL/MT)



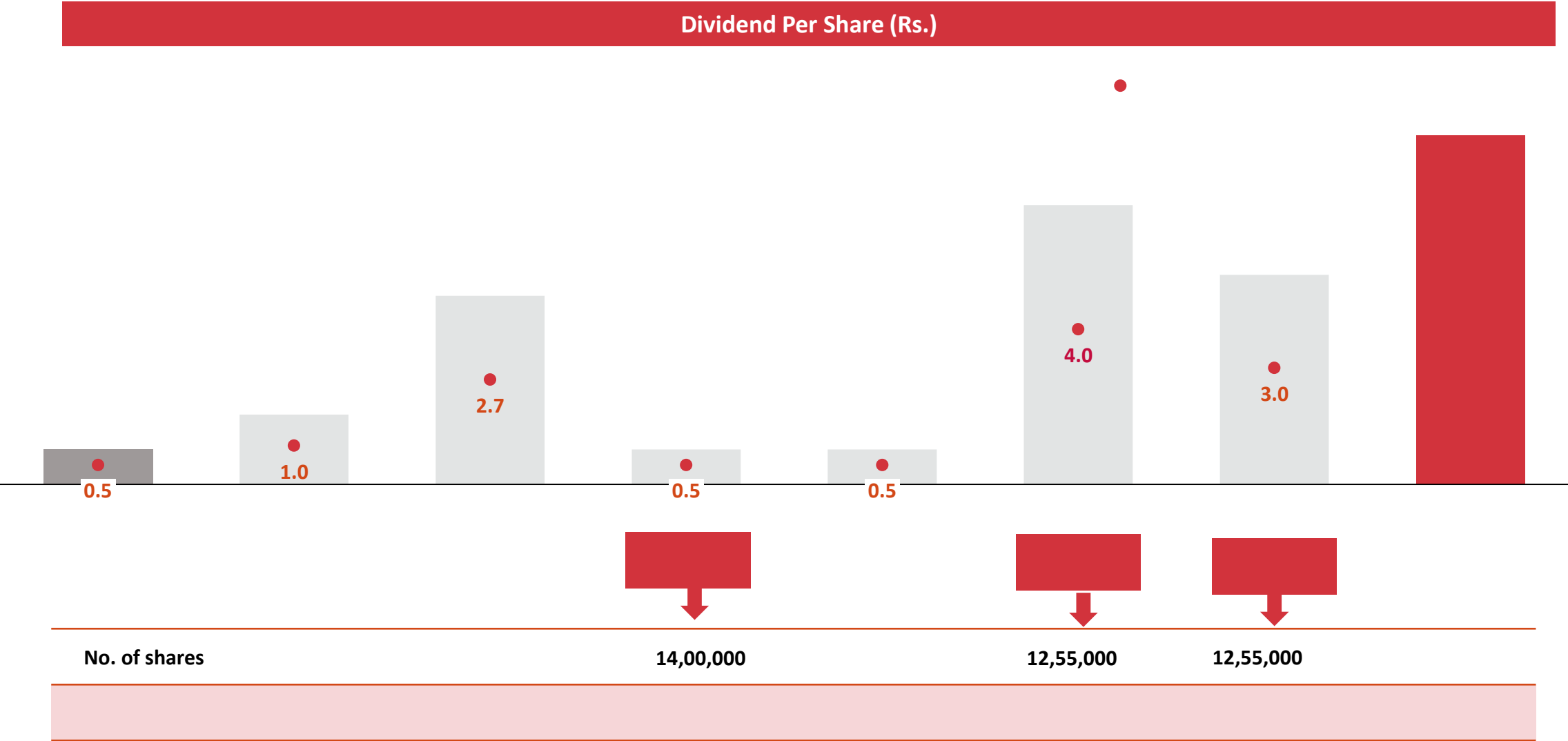
Realization (Rs. Per KL/MT)

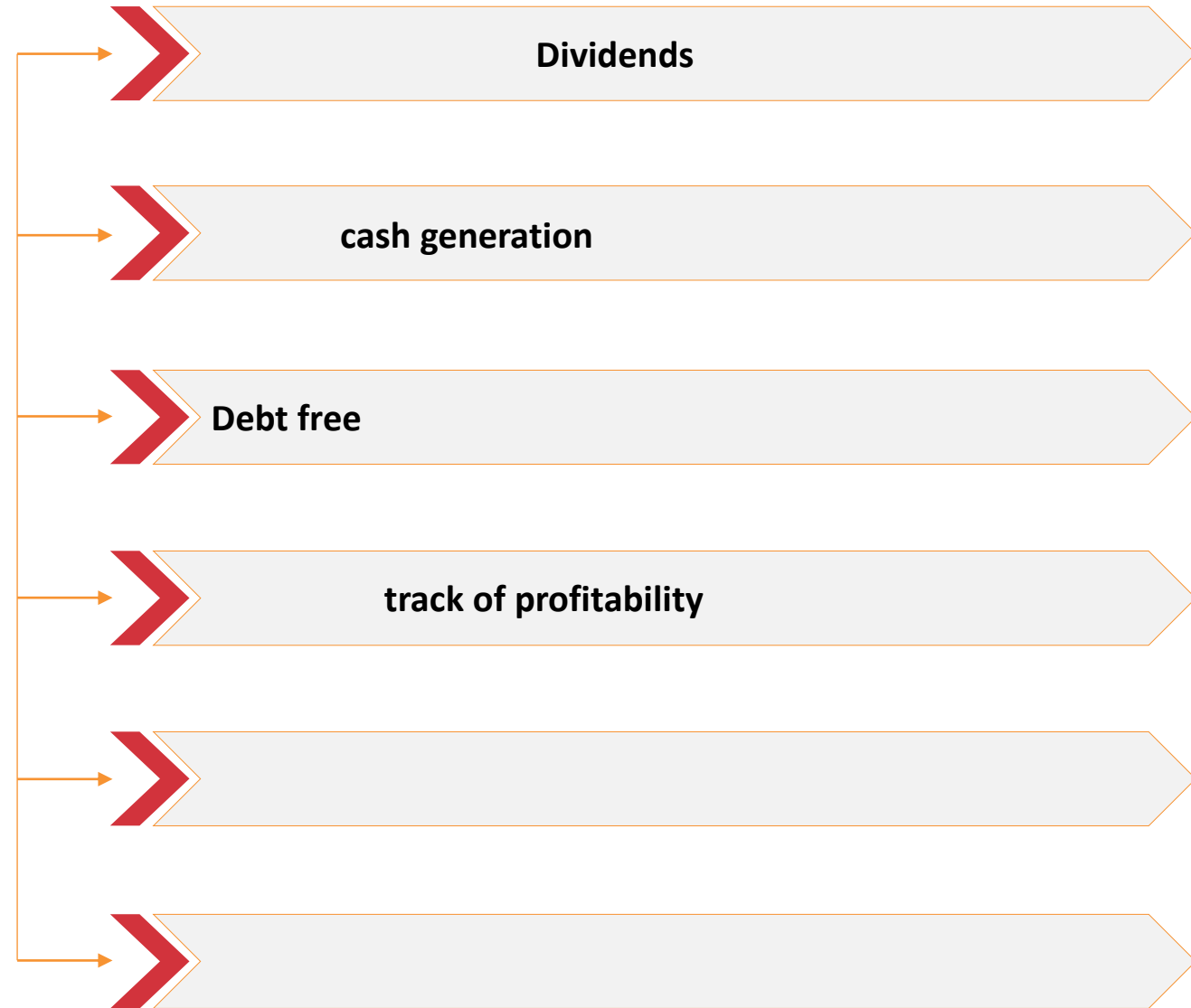


EBITDA (Rs. Per KL/MT)



Consistent Record of Dividends Since Listing in 1994





Thank You

Company:



Savita Oil Technologies Ltd.

Investor relations advisor:

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.

