



Savita Oil Technologies Ltd.

Investor Presentation – May 2025



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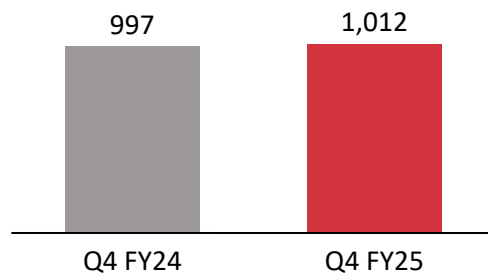
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Q4 & FY25 Financial Highlights



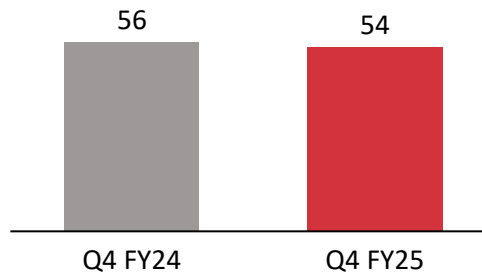
Q4 & FY25 Performance Highlights

Revenue* (Rs. Cr)

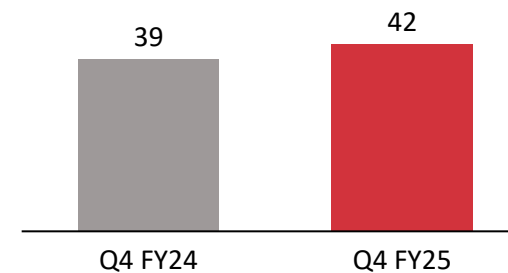


EBITDA (Rs. Cr)

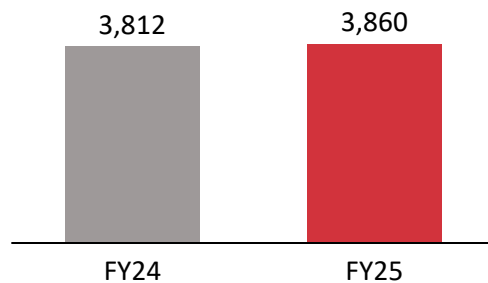
5.6% 5.4%



PBT (Rs. Cr)

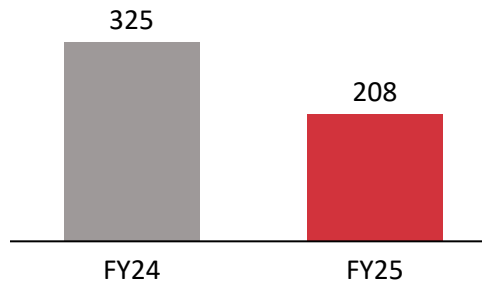


Revenue* (Rs. Cr)

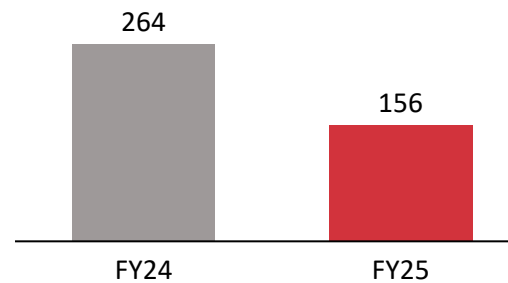


EBITDA (Rs. Cr)

8.5% 5.4%



PBT (Rs. Cr)



Q4 & FY25 Performance Highlights

“We are pleased to report a resilient performance for Q4 FY25, marked by a significant milestone—crossing the ₹ 1,000 crore quarterly revenue mark for the first time. Our profit before tax rose to ₹42.4 crores, reflecting continued operational efficiencies, though moderated by increased investments in brand-building activities. Our performance remained steadfast despite headwinds from volatility in crude oil prices, which exerted pressure across the value chain. Sales volumes grew by high single digit in Domestic business, supported by healthy demand in Transformer Oil and Lubricants. However, demand for White & Mineral Oils continued to be muted; we anticipate a gradual improvement in the current year. Meanwhile, Diesel Exhaust Fluid (DEF) recorded robust year-on-year growth of 80%, led by growth in BS-VI engines that meet the stricter emission norms.

Our sustained investments in product innovation, brand development, and the expansion of our ester molecule portfolio reflect our long-term strategic vision. Several value-added products are currently in the R&D pipeline, with a few expected to be commercialized this year and several more in the coming years. We remain committed to reinforcing Esters as a cutting-edge technology platform and are seeing promising inquiries from OEMs across the automotive and industrial segments as well as from overseas customers.

Key performance drivers such as fire safety, thermal and oxidation stability, and friction reduction will continue to shape demand across our product portfolio. Our on-ground teams are well-prepared and agile, ready to seize new opportunities and accelerate growth in the years ahead.”

Mr. Gautam N. Mehra
Chairman and Managing Director

Key Highlights

- Double digit volume growth in both the Transformer oil and Lubricant divisions in Q4’25 as well as on annual basis.
- Double digit volume growth in Automotive segment of the Lubricant division in Q4’25 and on annual basis.
- Crossed a historic milestone, surpassing ₹1,000 crore in quarterly revenue for the first time in Q42025.
- Top-Tier premium range of Automotive Lubricants Savsol Ester5 launched last year has received an overwhelmingly positive customer response.
- International business was impacted by global uncertainties during the year; however, business has started showing improvement from Q4’25. During the year, exports contributed about 20% of the total business.
- The Board has recommended a final dividend of 200% i.e. Rs. 4/- per equity share of face value of Rs.2/- each

Consolidated Profit & Loss Statement

Profit and Loss (in Rs. Crs)	Q4 FY25	Q4 FY24	YoY	Q3 FY25	QoQ	FY25	FY24	YoY
Revenue from Operations	1,005.6	973.3		945.4		3,813.7	3,740.8	
Other Income	6.2	23.8		6.4		46.0	71.3	
Total Income	1,011.8	997.1	1.5%	951.8	6.3%	3,859.7	3,812.1	1.2%
Cost of Goods Sold	825.2	840.1		801.9		3,178.8	3,092.9	
Employee Cost	23.5	20.3		22.5		95.0	84.9	
Other Expenses	108.7	80.9		99.1		378.1	309.6	
EBITDA	54.4	55.8	-2.5%	28.3	92.2%	207.8	324.7	-36.0%
EBITDA Margin (%)	5.4%	5.6%		3.0%		5.4%	8.5%	
Depreciation	6.3	6.7		6.1		24.2	23.2	
EBIT	48.1	49.1		22.2		183.6	301.5	
Finance Cost	5.7	10.1		7.1		27.9	37.8	
Exceptional Item Gain / (Loss)	0.0	0.0		0.0		0.0	0.0	
Profit before Tax	42.4	39.0		15.1		155.7	263.7	
Tax	13.2	8.2		2.6		42.5	63.0	
Profit After Tax	29.2	30.8	-5.2%	12.5	133.6%	113.2	200.7	-43.6%
Profit After Tax Margin (%)	2.9%	3.1%		1.3%		2.9%	5.3%	
EPS (in Rs)	4.26	4.46		1.82		16.45	29.05	

Consolidated Balance Sheet

Assets (in Rs. Crs)	Mar-25	Mar-24
1. Non - Current Assets	463.4	422.3
a. Property Plant & Equipments	255.9	240.8
b. CWIP	19.3	20.0
c. Investment Property	7.1	7.6
d. Intangible assets	0.8	1.0
e. Financial Assets		
(i) Investments	175.7	148.7
(ii) Loans	0.3	0.2
(iii) Other Financial Assets	0.8	1.1
f. Other Non - Current Assets	3.5	2.9
Current Assets	1,895.7	2,054.7
a. Inventories	796.8	849.9
b. Financial Assets		
(i) Investments	160.3	130.2
(ii) Trade receivables	777.8	783.8
(iii) Cash and cash equivalents	69.7	172.9
(iv) Bank balances other than cash and cash equivalents	4.1	3.8
(v) Loans	0.4	0.4
(vi) Others	4.4	5.5
c. Current Tax Assets (Net)	4.8	33.8
d. Other Current Assets	77.4	74.4
e. Assets classified as held for sale	0.0	0.0
Total Assets	2,359.1	2,477.0

Equity & Liabilities (in Rs. Crs)	Mar-25	Mar-24
Total Equity	1,661.4	1,621.7
Share Capital	13.7	13.8
Other Equity	1,647.7	1,607.9
Non Controlling Interest	0.0	0.0
Non-Current Liabilities	20.9	15.1
a. Financial Liabilities		
(i) Borrowings	0.0	0.0
(ii) Lease Liabilities	0.0	0.1
(iii) Other Financial Liabilities	0.4	0.0
b. Provisions	7.6	8.0
c. Deferred Tax Liabilities	12.8	7.0
d. Other Non Current Liabilities	0.1	0.0
Current Liabilities	676.8	840.2
Financial Liabilities		
(i) Borrowings	0.0	0.0
(ii) Trade Payables	605.1	759.5
(iii) Lease	0.0	0.0
(iv) Other Financial Liabilities	15.2	14.5
b. Other Current Liabilities	47.7	59.1
c. Current tax liabilities (net)	3.7	4.5
d. Provisions	5.1	2.6
Total Equity & Liabilities	2,359.1	2,477.0

- NIL borrowings
- Cash, Cash Equivalents & Investments stood near ~Rs. 410 Crs as on 31st March 2025

Consolidated Cash Flow Statement

Particulars (Rs. Crs)	Mar-25	Mar-24
Net Profit Before Tax	155.7	263.7
Adjustments for: Non -Cash Items / Other Investment or Financial Items	15.3	3.7
Operating profit before working capital changes	171.0	267.4
Changes in working capital	-101.5	-21.9
Cash generated from Operations	69.5	245.5
Direct taxes paid (net of refund)	-8.1	-78.4
Net Cash from Operating Activities	61.4	167.1
Net Cash from Investing Activities	-61.0	17.8
Net Cash from Financing Activities	-102.6	-63.1
Net Decrease in Cash and Cash equivalents	-102.2	121.8
Net Foreign exchange difference on translation of foreign operations	-1.0	0.1
Add: Cash & Cash equivalents at the beginning of the period	172.9	51.0
Cash & Cash equivalents at the end of the period	69.7	172.9

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

71%
of Sales

Transformer Oils

White & Mineral
Oils

Formulated
Specialty Products

Lubricating
Oils

28%
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

FY25 (Rs. Cr, unless mentioned otherwise)

3,860
Revenues

208 (5.4%)
EBITDA

113 (2.9%)
PAT

Rs. 3,691
EBITDA per KL/MT

Rs.4
Dividend per share

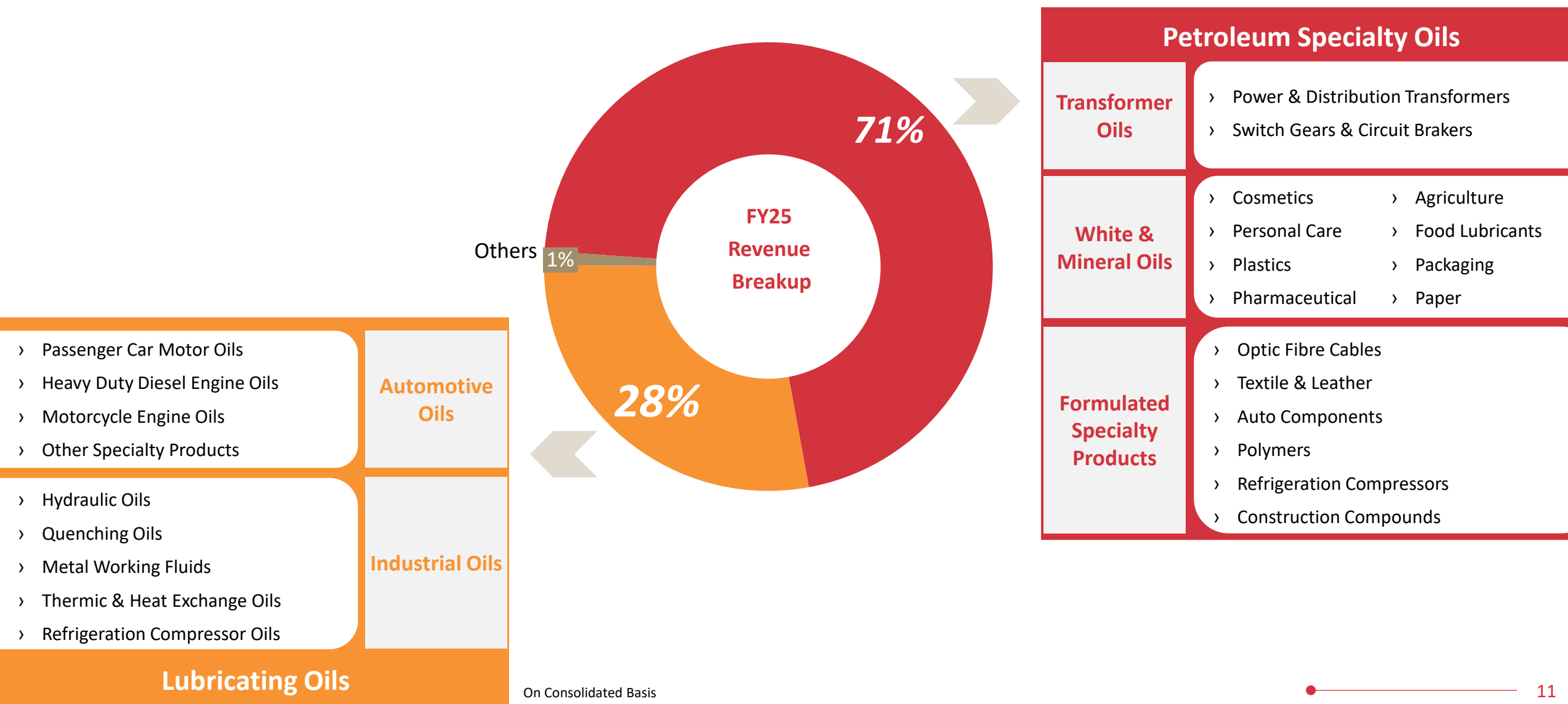
*Uninterrupted record of dividend distribution
since listing in 1994*

Focus on Sustainability

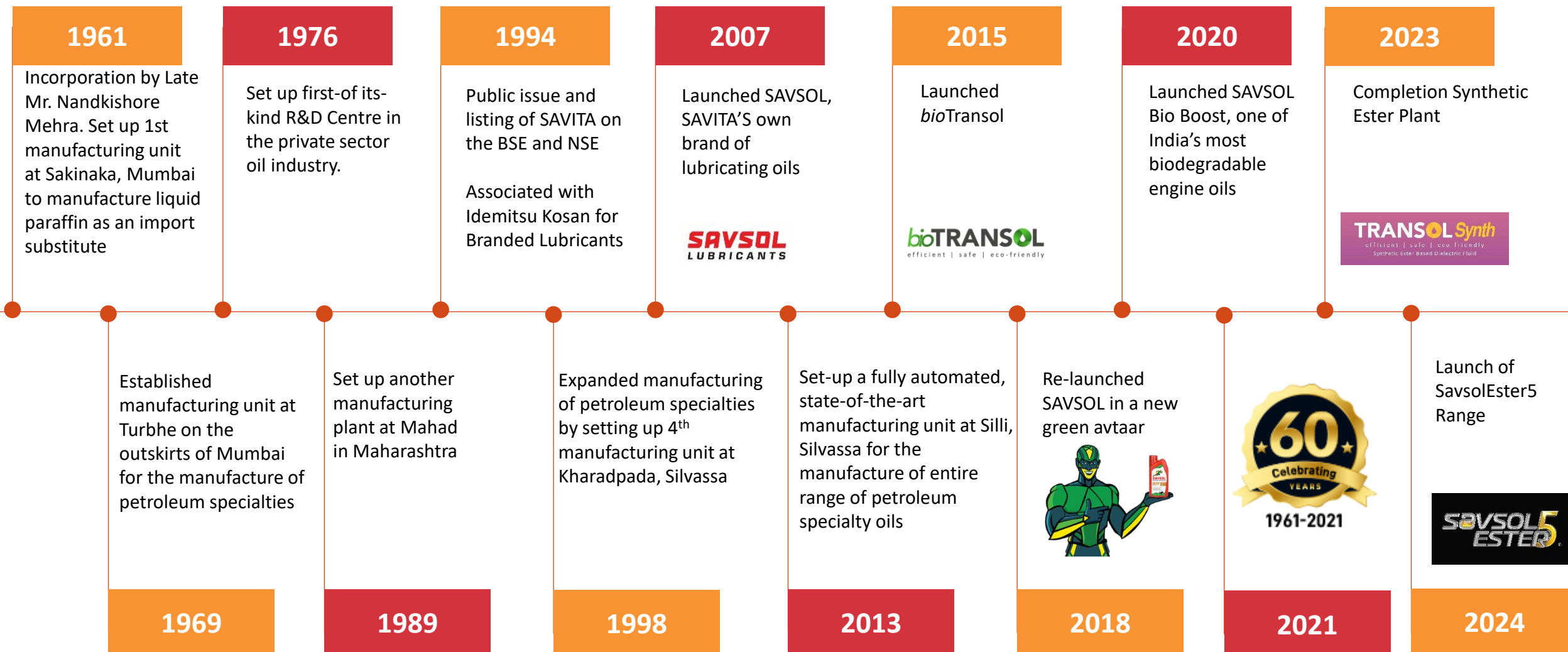
53 MW

Installed renewable
capacity

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



Legacy of 60+ years



Product Portfolio



1. Transformer Oils

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

TRANSOL
Insulating Oils For Transformers

bioTRANSOL
efficient | safe | eco-friendly

TRANSOL Synth
efficient | safe | eco-friendly
Synthetic Ester Based Dielectric Fluid

- › 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

HITACHI
ABB

एनटीपीसी
NTPC

पावरग्रिड
POWERGRID

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



Finolex



GODREJ & BOYCE



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

	<i>Partnership for last</i>
	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

TATA HITACHI

25+ Years



7+ Years



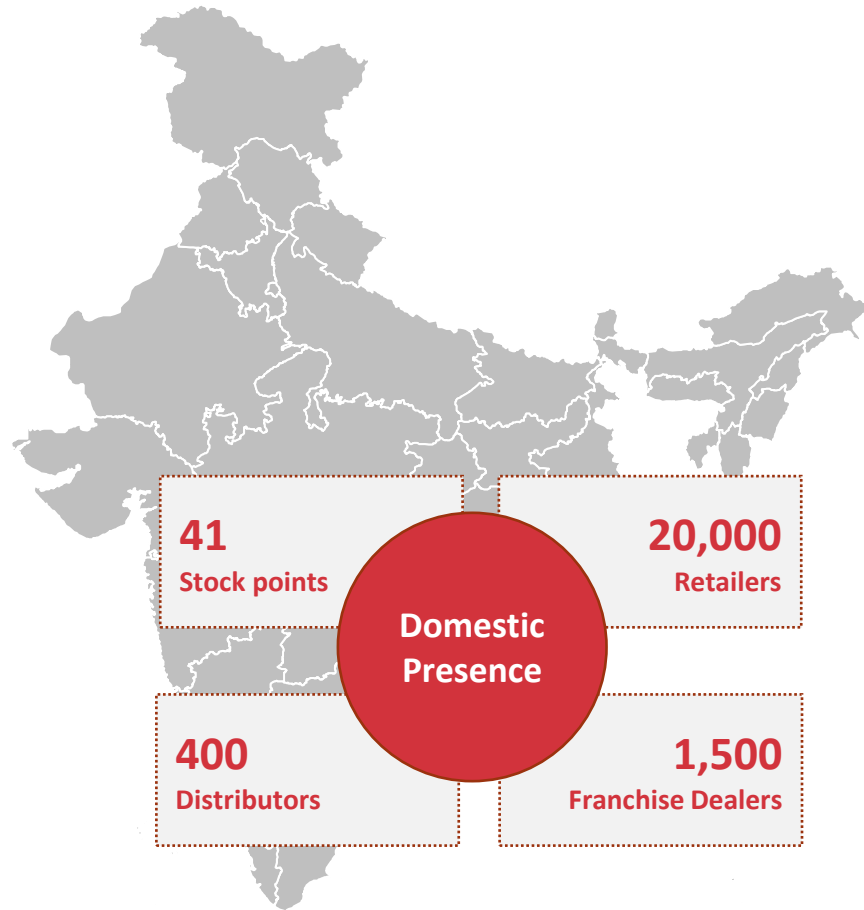
1+ Years

Key Growth Drivers

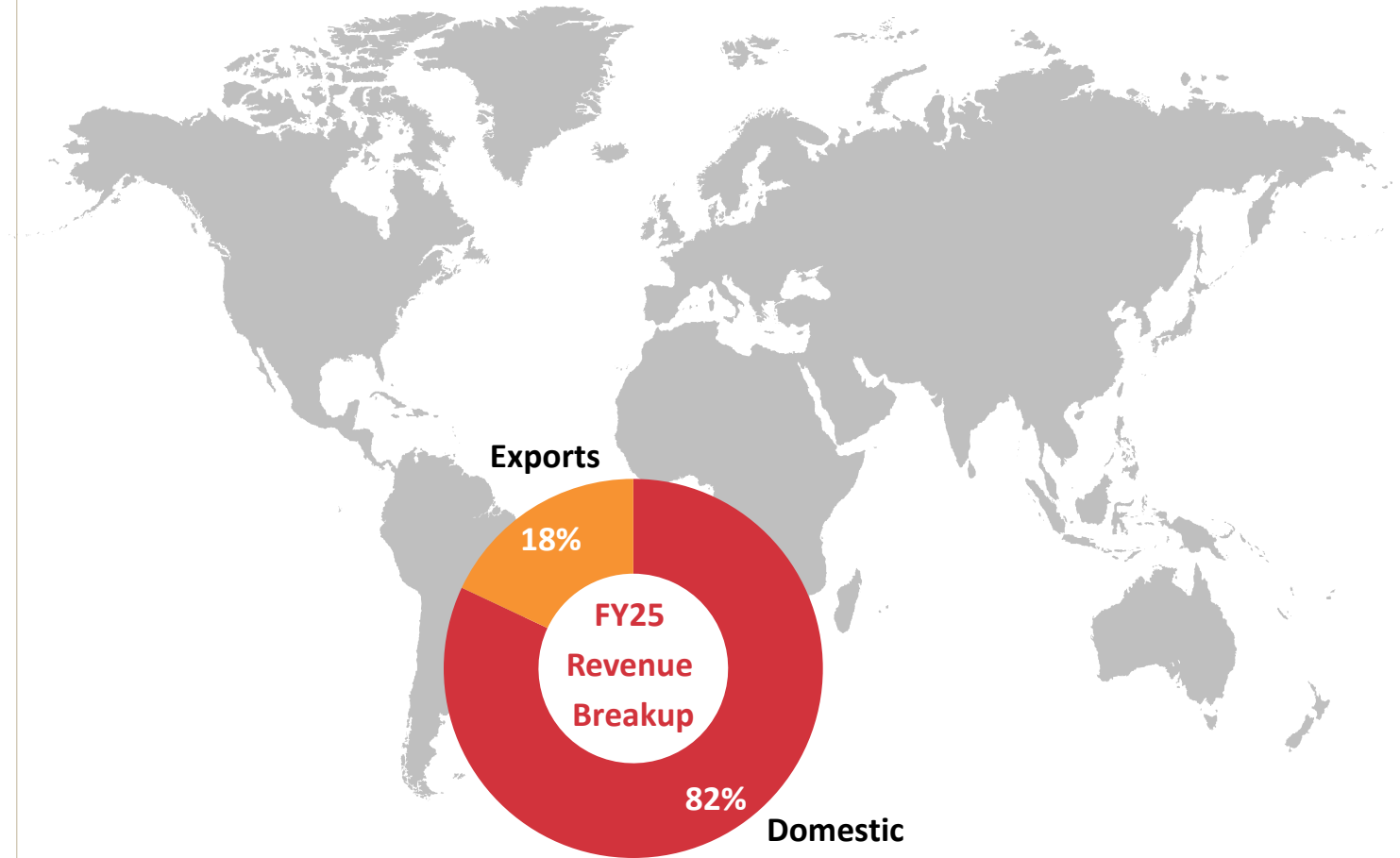
- › Maintenance of existing and new industrial machines & equipment
- › Make in India – Increased manufacturing activity
- › Enhanced infrastructure development

Wide Distribution Reach

Extensive network of distributors & dealers PAN India



Global clientele across 75+ Countries



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, Maharashtra	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

Future Ready Products

bioTransol

Launched in 2015, making SAVITA, first company offering both Mineral and Ester based insulation solutions.

Synthetic Ester

Type tested in international and domestic laboratories, to be commercialised in 2023

Natural Petrolatums

Customized range Petrolatum products crafted from plant based and natural ingredients

Heavy Duty Diesel Engine Oil meeting API CK-4 & Cummins 20086 spec for the new generation BS VI vehicles

Engine oil meeting TREM Stage-IV Emission norms for Tractors which have come in force from October 2021

Engine Oil meeting CEV-IV Emission norms for Construction Equipment Vehicles effective from April 2021

Developed Jellies based on Natural Ingredients

Launched DEF, which is mandated for all new diesel based BS VI vehicles, allowing them to reduce air pollution

Bio-degradable and Oleochemical solutions



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

Board of Directors



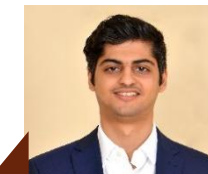
Gautam Mehra, Chairman & Managing Director

- › Three decades of Experience
- › B.E. (Chem), M.B.A. from University of California (Berkeley)
- › Under his leadership and guidance, the Company has successfully led the core business of Petroleum Specialties to new heights year after year



Vishal Sood, Whole time-Director

- › 30 years of experience in the fields of sales (B2B & B2C), marketing (ATL & BTL), Logistics, CRM, Production with cross-functional exposure to Finance, HR, IT & Supply Chain of various companies. He is also the President of Lube Division.
- › BE (Mechanical) degree from V.N.I.T., Nagpur, Maharashtra, MBA (Marketing) degree from IMRT, Nasik, Maharashtra



Siddharth Mehra, Whole Time Director

- › More than 10+ years of experience
- › Holds a B. Sc in Technical Systems Management from University of Illinois (USA) & Master's degree of Science in Management from London School of Economics and Political Science
- › Actively involved in the field of Business Development & Marketing



Kavita Nair, Independent Director

- › More than 25 years of experience in diverse functions like Consumer and Enterprise domains, Retail, Digital, Data and Customer Experience & Operations.
- › MBA (Marketing) from Maharaja Sayajirao University, Baroda.
- › Also completed Senior Leadership Programs from London Business School and IIM Ahmedabad



Ravindra Pisharody, Independent Director

- › 35 year of executive experience
- › B. Tech from IIT, Kharagpur and PGDM from IIM, Calcutta
- › National, Regional and Global leadership roles in Sales & Marketing, Strategy Development



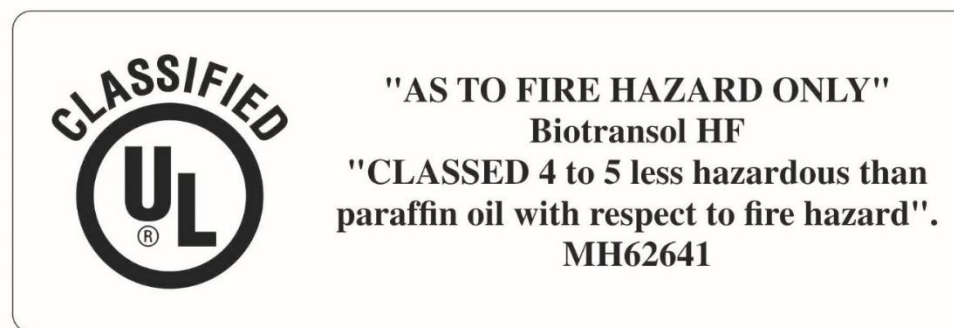
Hariharan Sunder, Independent Director

- › 35 years of experience in finance, taxation, accounts, legal, secretarial, international business
- › B.COM & Chartered Accountant
- › General corporate management including stints with Raymond Limited and Jost's Engineering Company Limited among others

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
- › 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 Akshaya 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
- › Have 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)



Key Developments



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

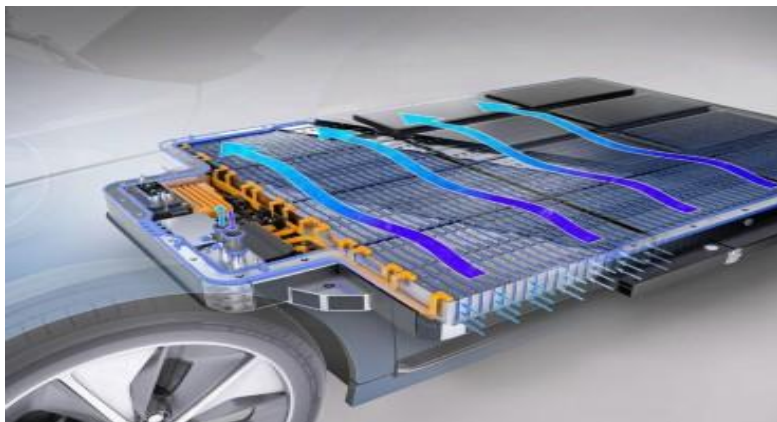
Introducing New and Futuristic High-performance Fluids

Versatile Applications

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

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

Cutting Edge
Technology

Empowered
for New
Engine Norms

Superior to
Regular
Synthetics

Crafted for
the New
Ambitious
India



IS NOW

SAVSOL⁵
ESTER
&
SAVSOL

CONFIDENT

BOLD

ACTION
ORIENTED

FUTURE
FORWARD

SAVSOL Ester5, Empowered With New Ester Molecule

Ester in Savsol Range

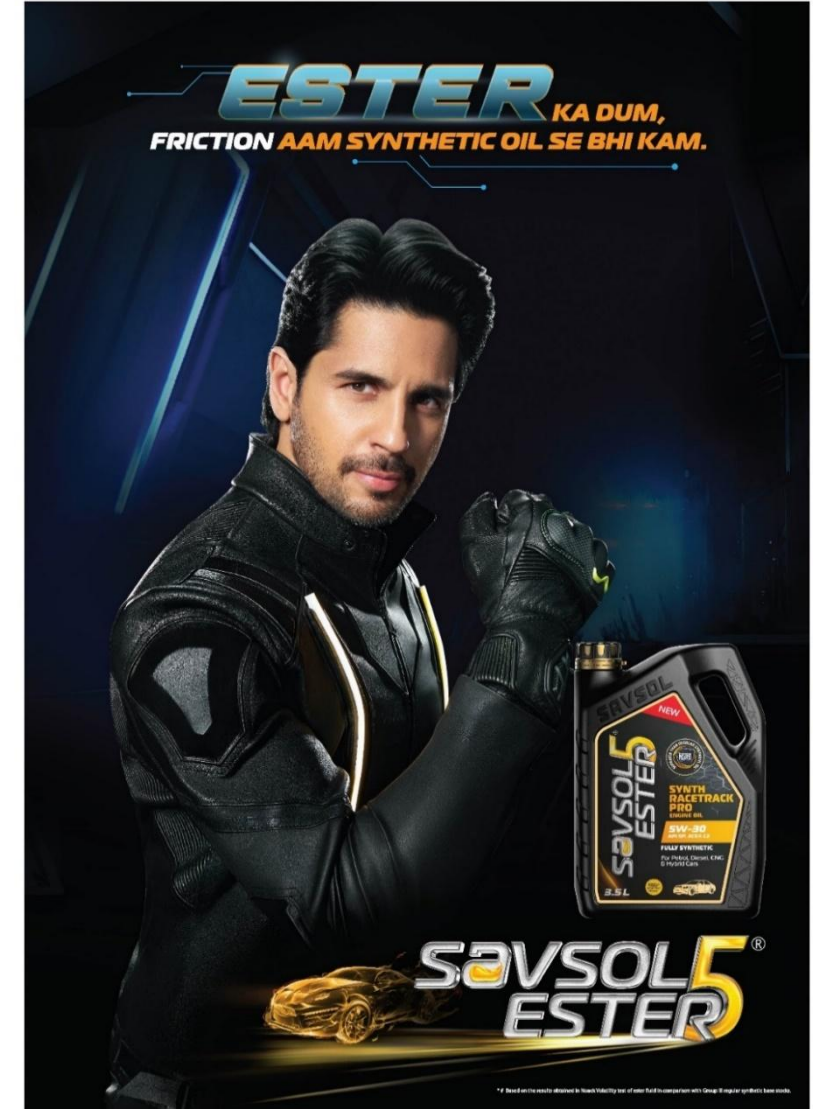
- › Relunched SAVSOL, empowered with this new Ester Molecule.
- › The finished lubricants formulated with this molecule shows far superior performance than most traditionally defined synthetic lubricants in the category:
- › 28 % Less Engine Deposits in Certain Tested Formulations
- › 33% less friction shown in Esters vs certain Regular Group 3 base oil
- › The finished lubricant is also far more environment 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



- › 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.

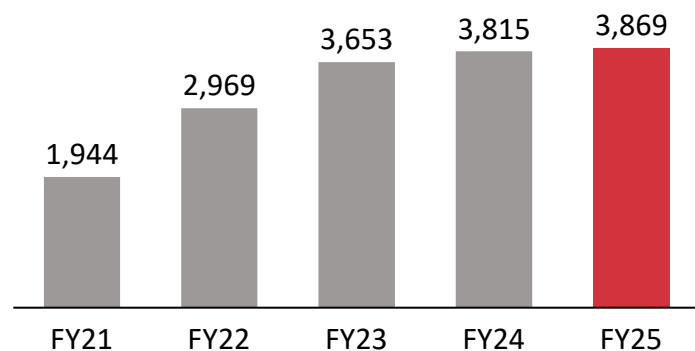


Historical Highlights

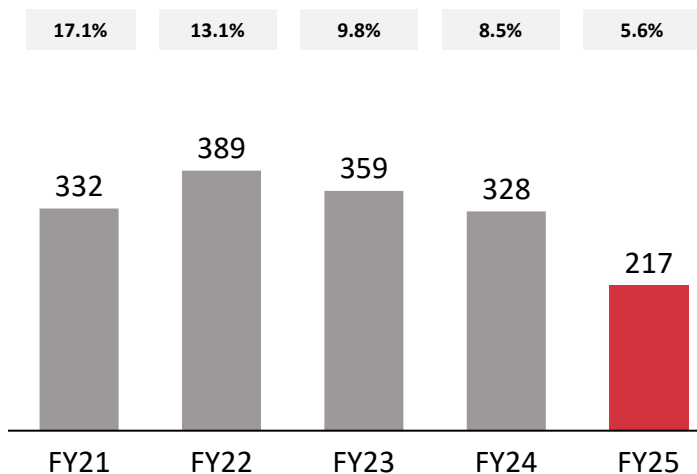


Standalone Historical Financial Highlights

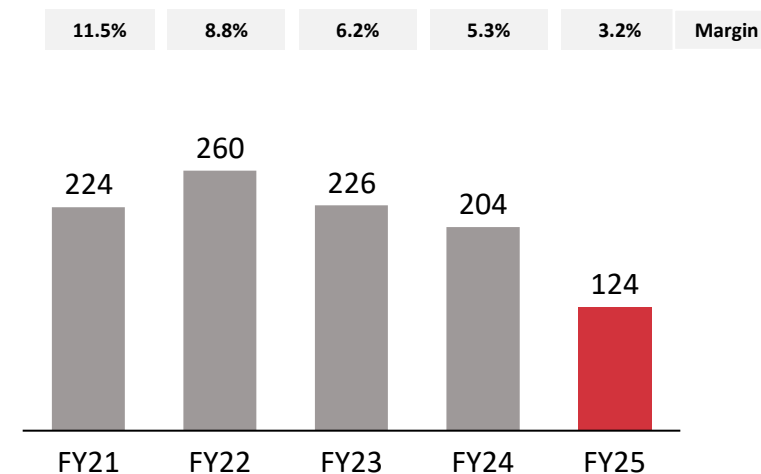
Revenue* (Rs. In Crs)



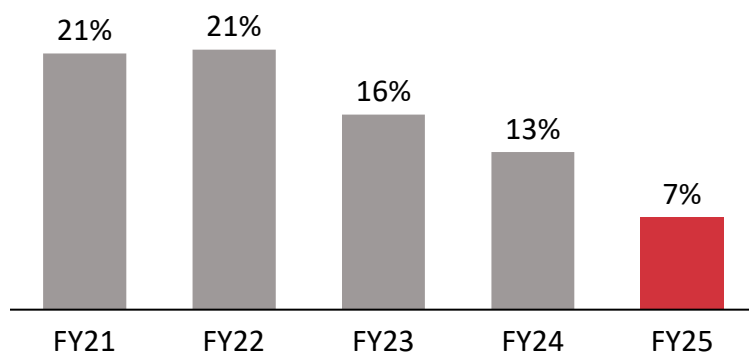
EBITDA (Rs. In Crs)



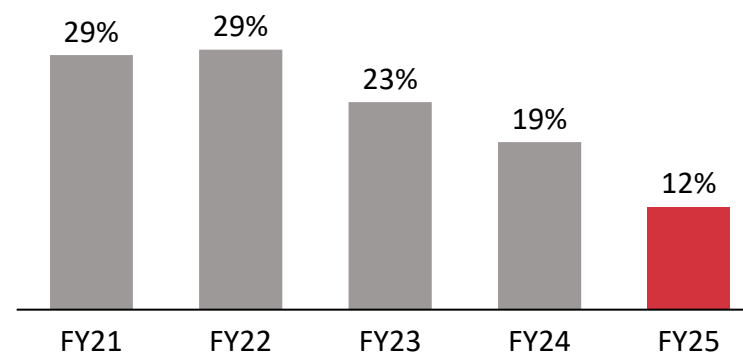
PAT (Rs. In Crs)



ROE(%)

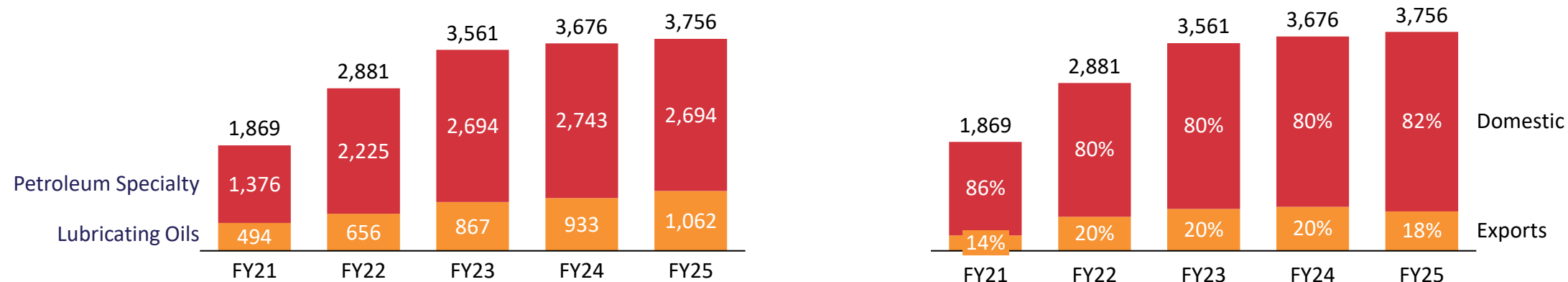


ROCE (%)

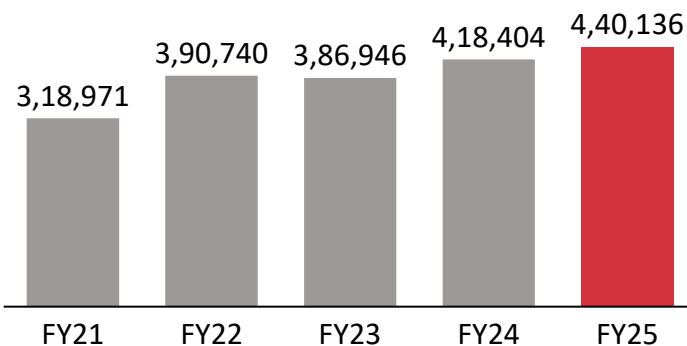


Standalone Historical Financial Highlights (Petroleum Products)

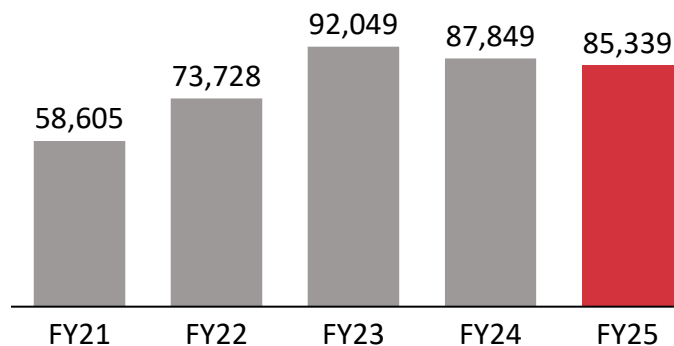
Petroleum Products Revenue (Rs. In Crs)



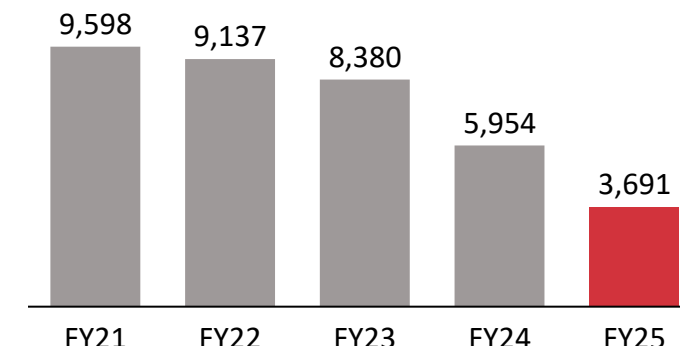
Petroleum Products Volumes (KL/MT)



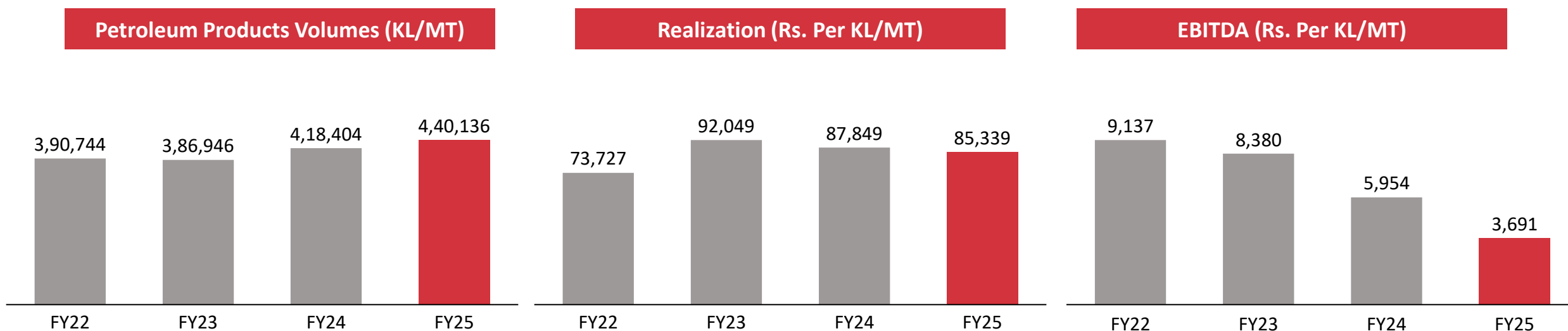
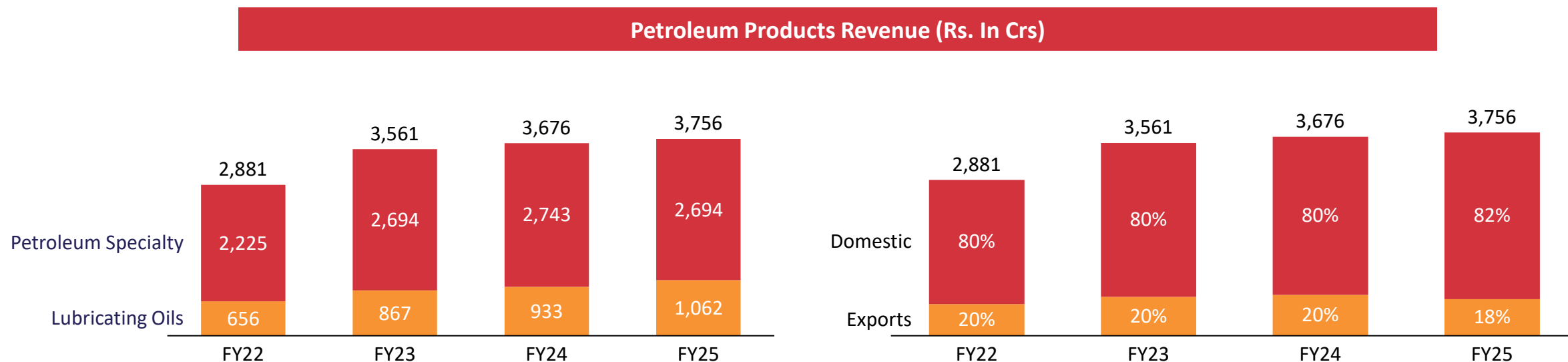
Realization (Rs. Per KL/MT)



EBITDA (Rs. Per KL/MT)



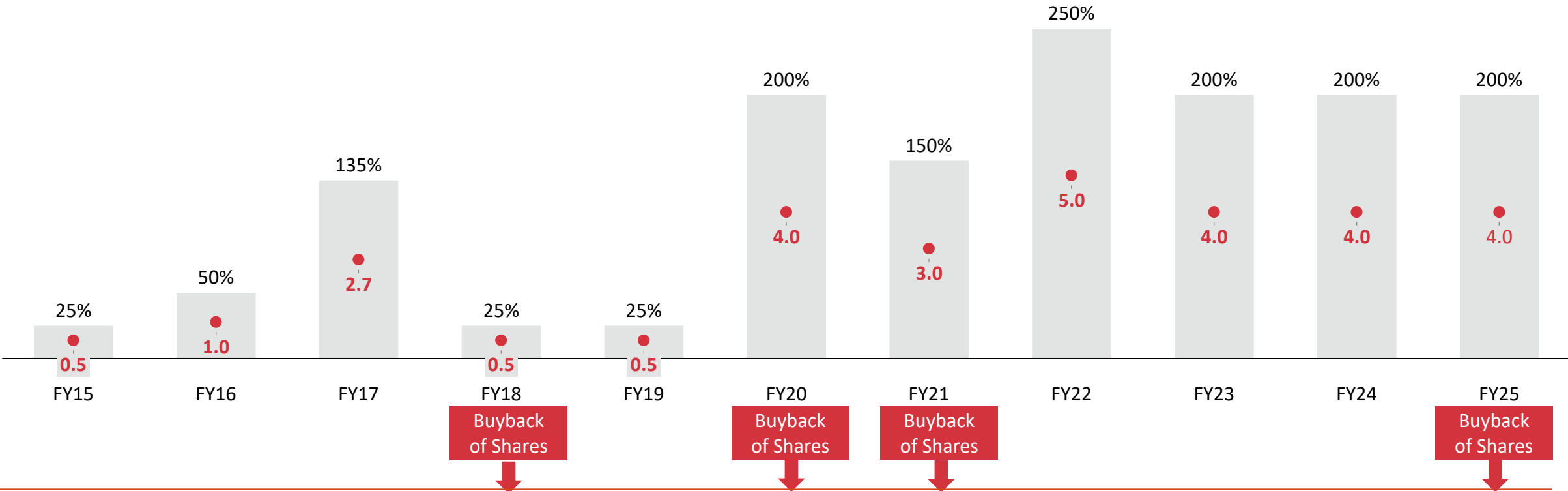
Consolidated Historical Financial Highlights (Petroleum Products)



Consistent Record of Dividends Since Listing in 1994

Dividend Per Share (Rs.)

● Dividend Per Share



No. of shares	14,00,000	12,55,000	12,55,000	5,40,000
Value (Rs. Cr)	Rs 44.94	Rs 40.28	Rs 35.10	Rs 36.45

Track record of consistent performance



Thank You

Company:



Savita Oil Technologies Ltd.

CIN- L24100MH1961PLC012066

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www.savita.com

Investor relations advisor:

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.

CIN - U74140MH2010PTC204285

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