INVESTOR PRESENTATION
H2 FY26

ARZOL® LUBRICANTS

ARABIAN PETROLEUM LTD.

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COMPANY OVERVIEW

Established in 2006, **Arabian Petroleum Ltd** is a manufacturer of **industrial and automotive lubricants**, **headquartered in Mumbai, India**. The company develops and supplies **specialized lubrication solutions** across a wide range of applications including **automotive, engineering, manufacturing, infrastructure, and other industrial sectors**. With a focus on delivering high-performance products that enhance equipment efficiency, reliability, and operational performance, Arabian Petroleum has built **strong capabilities in product formulation, manufacturing, and distribution**. The company continues to strengthen its market presence through product innovation, expansion into specialty lubricant solutions, and serving a **diverse base of industrial and automotive customers**.

AUTOMOTIVE SEGMENT

Offers a comprehensive portfolio that includes four-stroke engine oils, passenger car motor oils, diesel engine oils, gear and transmission oils, universal tractor and transmission oils, pump set oils, and hydraulic oils.

INDUSTRIAL SEGMENT

Provides specialized lubricants aimed at boosting machinery performance, minimizing mechanical wear, preventing system breakdowns, and reducing energy consumption.

OUR JOURNEY

ARZOL LUBRICANTS ARABIAN PETROLEUM LTD.

2011

Began as Arabian Petroleum at Taloja Plant.

2015

Transitioned to a Public Limited Company.

2016

Moved manufacturing to Ambernath with advanced setup.

2017

- Partnered with XADO "Revitalizant" technology.
- Introduced the Arzol brand, entered auto lubricants, and made the first export.

2018

Started Private Labelling for Industrial & Auto Lubricants.

2019

Opened first western India warehouse, more followed.

2021

- Established Factory 2 at Ambernath.
- Earned Star Export House recognition.

2022

- Expanded with Unit 3 for Storage and Logistics.
- Received Volvo OEM approval and API certification.

2023

- Listed in NSE, OEM Approval from BEML.
- ISO 17025 Accreditation for Laboratory.

2024

Arabian Petroleum entered transformer oil with a major PSU steel order, expanded ARZOL to Sri Lanka, gained Daimler approval, and secured a 2-year BHEL contract.

2025

Arabian Petroleum Limited has successfully established its Wholly Owned Subsidiary, Arzol Petroleum Trading FZE, in Dubai, UAE.

2026

- Lavisa Technologies Private Limited has been incorporated as our subsidiary entity
- Received NSF certification aligned with US FDA standards.

KEY FACTS & FIGURES

TOTAL BASE OIL STORAGE IN PLANT CAPACITY OF **2000 KL**

250+ EMPLOYEES

300+ DISTRIBUTORS

30+ COUNTRIES

22+ STATES

50+ IN-HOUSE TESTING FACILITIES

30+ SOPHISTICATED TESTING EQUIPMENTS

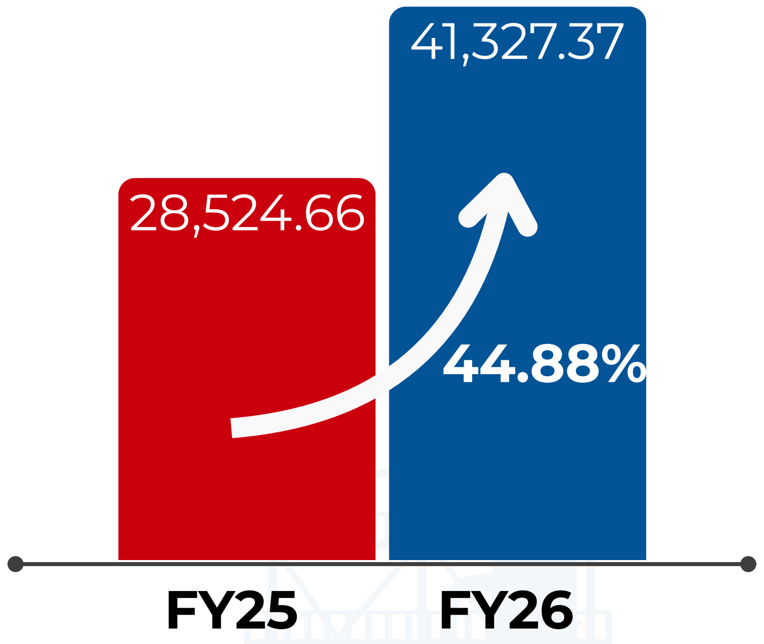
1000 KL FINISHED GOODS STORAGE CAPACITY

500+ PRODUCTS

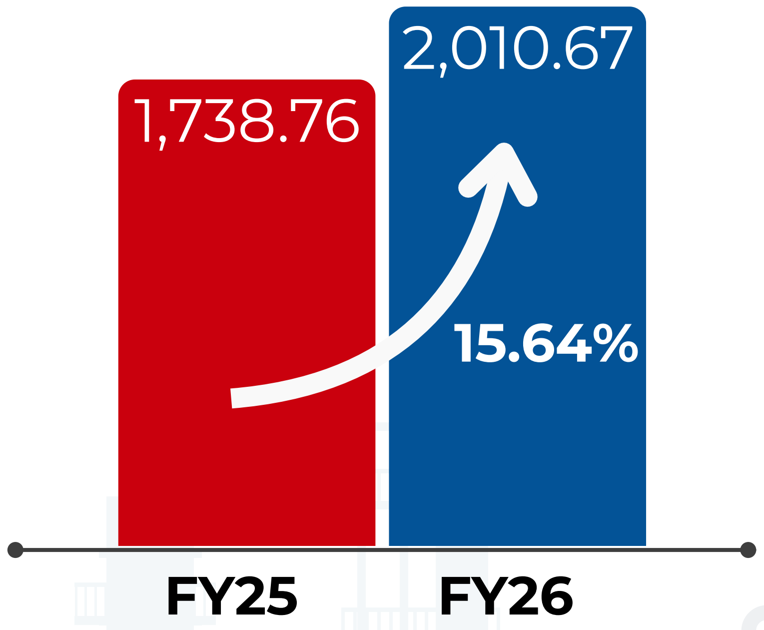
PRODUCTION CAPACITY PER ANNUM **48000 KL**

FINANCIAL ANALYSIS (CONSOLIDATED)

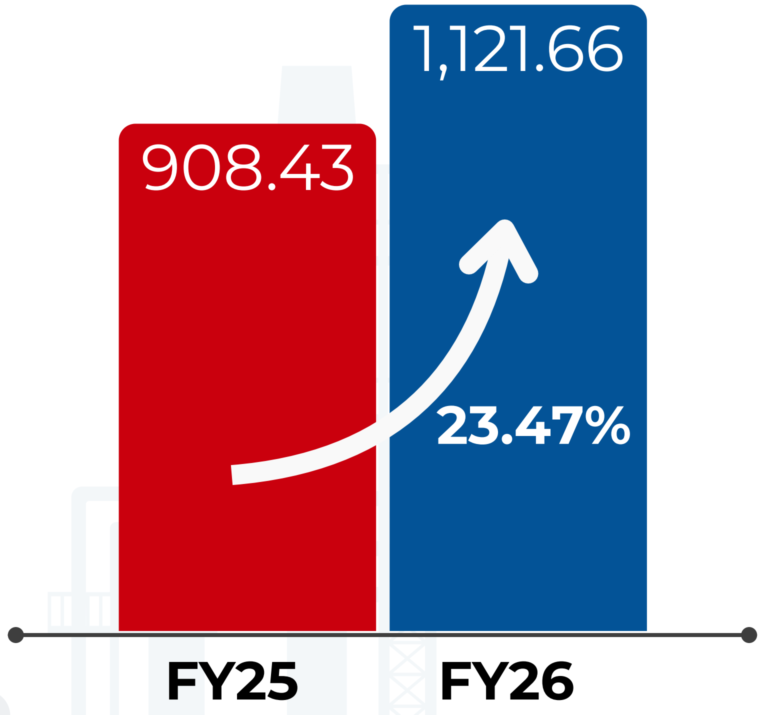
(₹ in lakhs)



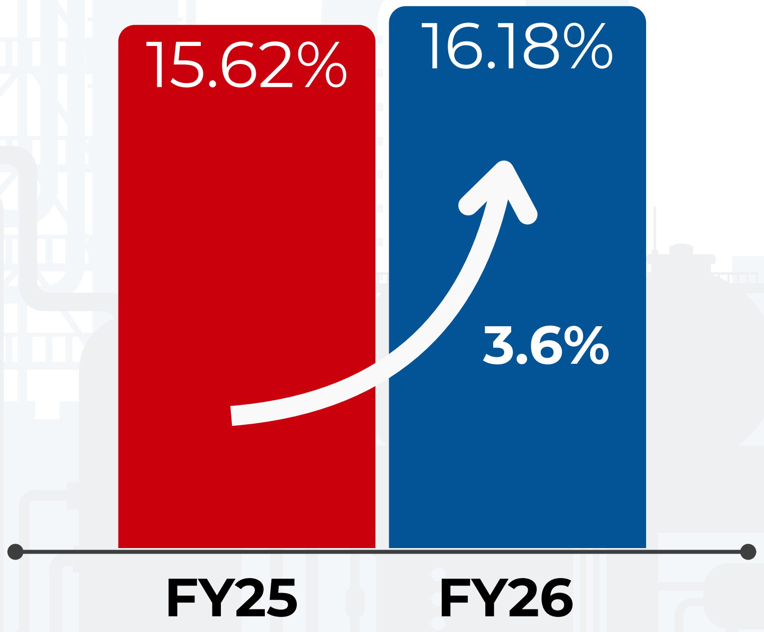
Revenue From Operations



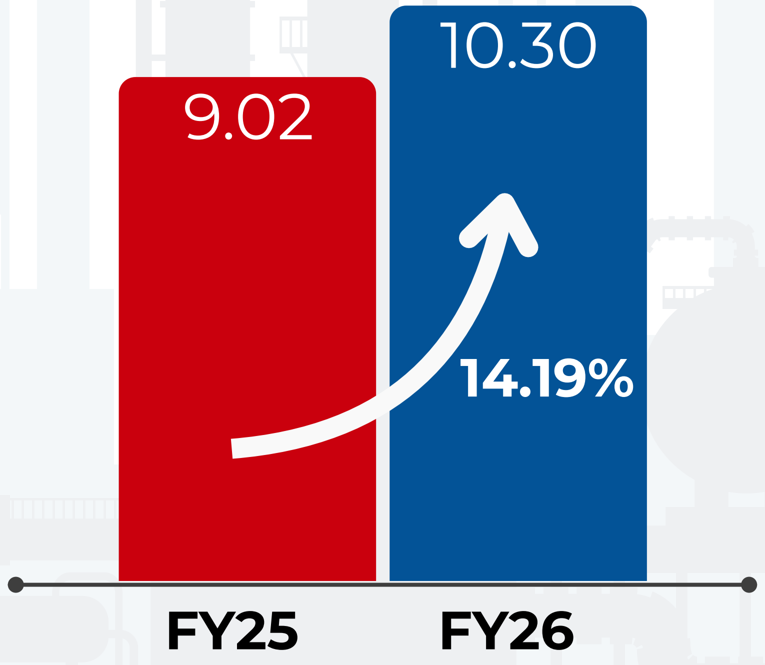
EBITDA



PAT



Return On Equity (%)



Earnings Per Share

STRATEGIC SUBSIDIARIES EXPANDING BEYOND CORE

ARABIAN PETROLEUM LTD.

ARZOL PETROLEUM TRADING FZE

Arzol Petroleum Trading FZE

Wholly Owned Subsidiary | Dubai, UAE

- Established in 2025, headquartered at Jebel Ali Free Zone, Dubai
- Strengthens access to the "Mecca of the oil market"
- Enables trade in both finished lubricants and sourcing of raw materials
- Adds 4 new countries in Middle East & Central America
- Break even in FY26, expected profitability from FY27
- Naturally insulated from US/Mexico trade war risks

LAVISA Technologies Pvt. Ltd.

Lavisa Technologies Pvt. Ltd.

Majority Owned Subsidiary | Specialty Metalworking Platform

- Incorporated H1 FY26 | Operations commenced H2 FY26
- Focus on value-added specialty metalworking lubricants.
- Business transfer from Emulsichem Lubricants, bringing customer base and technical expertise.
- Access to major OEM clients such as Tata Motors, Kirloskar, Bharat Forge, Kalyani and Greaves Cotton.
- Expected to enhance the specialty product portfolio and improve margins.
- Expands into high-margin specialty segments
- Strengthens innovation & product capabilities
- Supports long-term scalable growth

OPERATIONAL SEGMENTS

ARZOL ARABIAN PETROLEUM LTD.

INDUSTRIAL SEGMENT - APL

AUTOMOTIVE SEGMENT - ARZOL

PRIVATE LABEL

TENDER SALES

EXPORTS

PROCESS OILS

OPERATIONAL EXCELLENCE DRIVING GROWTH

De-bottlenecking & Capacity Expansion

- **M.O.U. signed** for interim expansion
- **Bottleneck** in small pack SKU filling **actively being resolved**
- **Post de-bottlenecking**, utilization headroom **created for next phase of volume growth**
- **Larger production batches** planned — directly **improving per-unit operating margins**

Backward Integration Milestone

- **Fatty Acid Amides** production commenced December 2025
- Used for **in-house formulations** + available for open market sales **— dual revenue stream**
- Directly **reduces import dependency** on **key raw material inputs**
- Foundation laid for **esterification capability**— esters now being produced for lubricant formulations and external sale

R&D & Product Innovation

- **NABL-accredited Lab, ISO 17025 certified** with **30+ testing instruments**
- **Defense-grade** anti-corrosion coatings (PX-2 & PX-6) for **arms & ammunition**
- **Water-soluble forming fluid** developed and supplied to **ISRO**
- **World-class testing equipment from Thermo Fisher Scientific added** to our new lab:

1. **ICP-OES**
2. **Nicolet Summit FTIR**

Subsidiary Update – H2FY26

- Incorporated two subsidiaries during FY26
- **Lavisa Technologies Pvt. Ltd.** incorporated in H1FY26
- **Arzol Petroleum Trading FZE** incorporated during 2025
- Both subsidiaries started **revenue generation from H2FY26**
- **FY26 marks first-time subsidiary consolidation**
- Strengthens **diversification and global presence**

KEY BUSINESS MILESTONES & ACHIEVEMENTS

NSF / US FDA Certification – Food-Grade Market Entry

- Received formal **NSF (US FDA) approval** for food-grade lubricant range
- **Covers White Mineral Oils, Light Liquid Paraffins, Hydraulic Oils & Gear Oils**
- Unlocks entry into **Pharma sector** – maintenance & raw material applications
- High-compliance, **high-margin** niche – **first-mover advantage** in food-safe lubrication

Government & PSU Order Book – Institutional Wins

- **Indian Army** – Order worth ~₹90 Lakhs for defense-grade lubricants
- **BHEL** – Active 2-year rate contract in execution
- **MOIL & BEML** – Newly awarded rate contracts in H2 FY26
- **BRO Bhutan** – **Project Dantak** – Second repeat order secured for border road development
- **ISRO** – Development order for water-soluble forming fluid completed
- **ONGC** – Part of active institutional order book

DRDO Technology Transfer – Near-Monopoly Defense Positioning

- Absorbed **TOT for Universal Recoil Fluids (URF)** – recoiling mechanism fluid for guns & artillery
- Absorbed **TOT for Low Temperature Coolants** – extreme cold military applications
- Only few players nationally hold similar technology
- Approval **valid 5 years, extendable to 10** – long-term recurring revenue
- Tenders already won; **larger high-value tenders** targeted July–August
- Supplies to **Army, Navy, Air Force, Ordnance Factories, Munitions India Ltd.**

Strategic Market Expansion

- **Strategic Vertical Expansion:** Process & Specialty Oils
- Launched a dedicated segment encompassing white oils, rubber process oils, and advanced specialty formulations to capture high-margin industrial markets.

Institutional Market Access

- **BIS Certification** Secured for Transformer Oil Segment
- Unlocked major revenue pathways by meeting critical regulatory prerequisites for high-volume government tenders and top-tier OEM procurement.

NANOTECHNOLOGY — REDEFINING LUBRICATION

ARZOL LUBRICANTS ARABIAN PETROLEUM LTD.

Strategic Technology Tie-Up — Xado, Ukraine

- Exclusive licensed tie-up with Xado — a globally recognized Ukrainian nanotechnology company
- Licensed to use Xado's proprietary nanotechnology additives in APL's lubricant formulations
- Products co-marketed under Xado + Arzol co-branded product lines — premium positioning in the market
- Nanotechnology molecules work at a molecular level — rebuilding and protecting metal surfaces during operation

How The Technology Works — Ceramic Nano-Molecules in Action

- Nano-molecules penetrate metal surfaces at a molecular level — not just coating, but actively rebuilding
- Fills microscopic surface imperfections — restoring metal surfaces to near-original condition
- Creates a self-healing ceramic layer on engine components during normal operation
- Works continuously — protection improves the more the engine runs

What It Delivers

Improved Fuel Efficiency
Reduced internal friction = lower fuel consumption per km

Reduced Engine Wear & Friction
Ceramic layer absorbs stress — dramatically cuts metal-to-metal contact

Restored Engine Performance
Rebuilds worn surfaces — brings aging engines back to peak output

Extended Engine Life
Less wear per cycle = significantly longer engine & component lifespan

NEW PRODUCT DESCRIPTIONS

ARZOL ARABIAN PETROLEUM LTD.

Arzol Cutmaster Series

Next-Gen semi-synthetic fluids formulated with ester-based shear-activated emulsion technology for superior machining experience.

Arzol Rust Coat WB Series

A high-performance water-based emulsion-forming rust preventive designed for long-term corrosion protection in industrial applications.

Arzol SuperClean SPC

An eco friendly, residue-free solution designed to safely break down tough organic grime and dust for maximum solar panel efficiency.

Arzol Biogear 75w90

An environmentally friendly, high performance lubricant formulated from synthetic esters that rapidly decomposes naturally to minimize ecological impact.

Arzol PEGCOL Hydrex 89

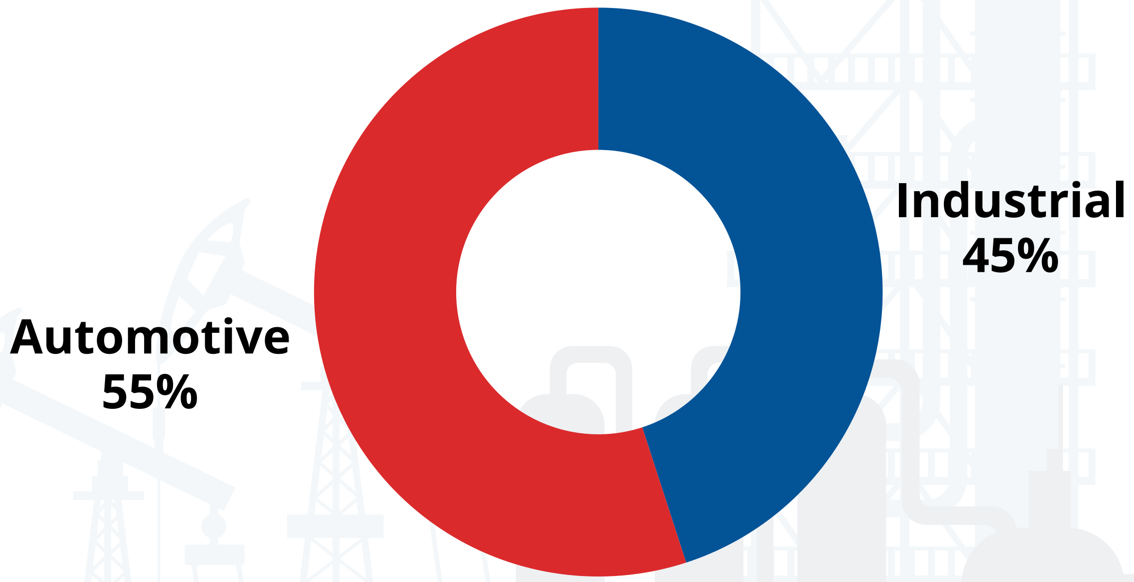
An indigenously developed, defense-grade hydraulic fluid composed of a non-flammable polyglycol-water mixture fortified with corrosion inhibitors, specifically engineered for the critical Hydraulic system of naval submarines and armed forces equipment.

Arzol Hydrex Superclean Series

Precision-engineered to maintain fluid cleanliness below NAS 6 as per ISO cleanliness standards, delivering enhanced component protection, and extended system reliability.

APL'S POSITIONING IN INDIA'S LUBRICANT MARKET

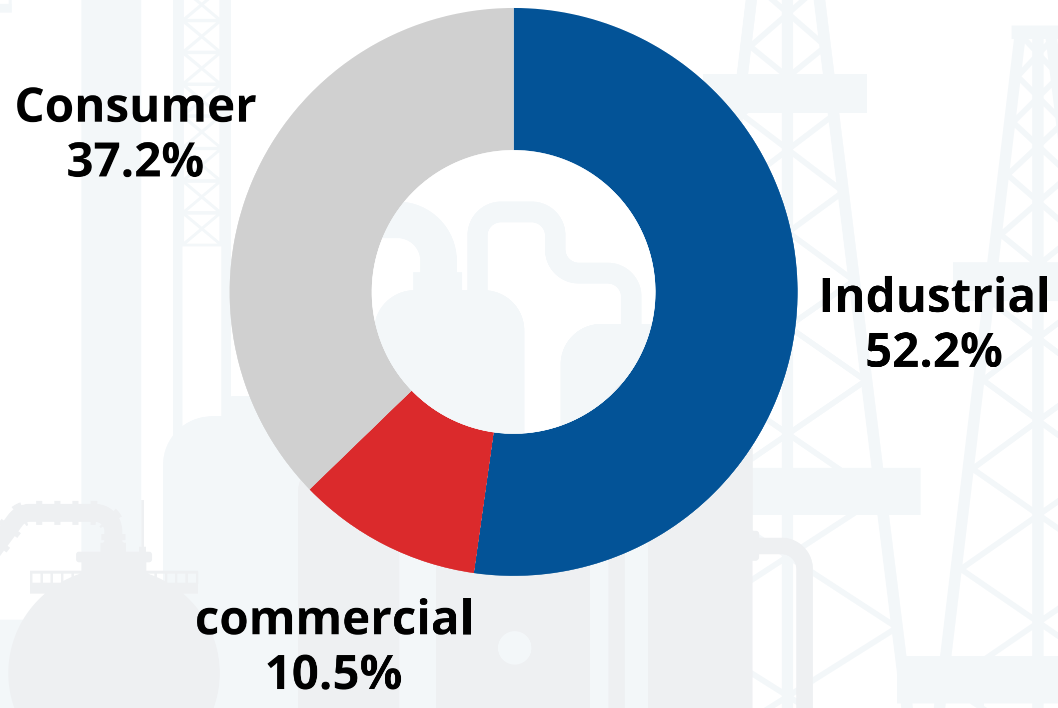
PRODUCT RANGE



Arabian Petroleum Ltd. (APL) is among the top 20 lubricant brands in India by volume and holds the 13th position among Indian-origin, home-grown lubricant brands.

India's total lubricant market potential stands at approximately 5000 kilotonnes (KT), segmented into:

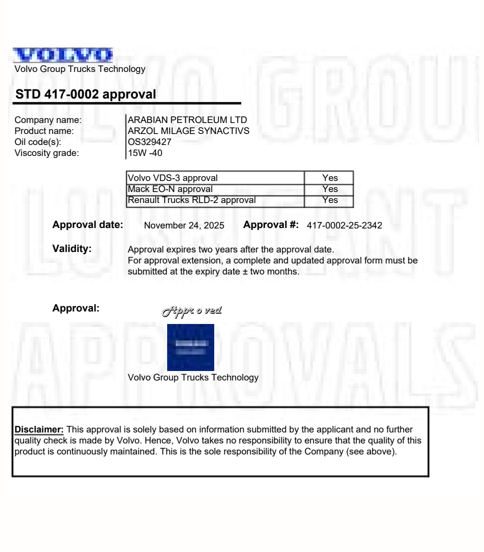
APL contributes 32 KT to this market, distributed as:

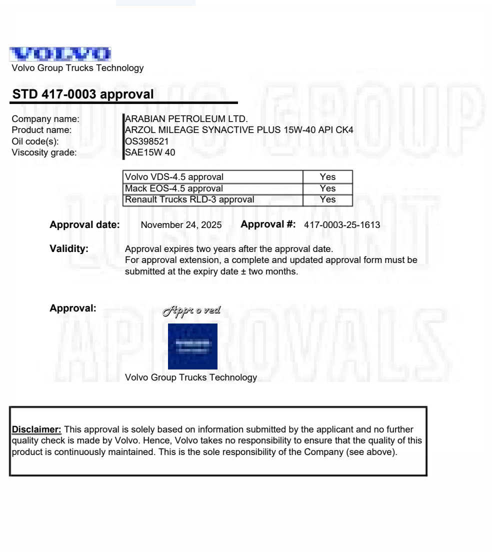


With this contribution, APL commands around 0.5% of the total lubricant market share in India and has a significant 3.6% market share in the metalworking segment.

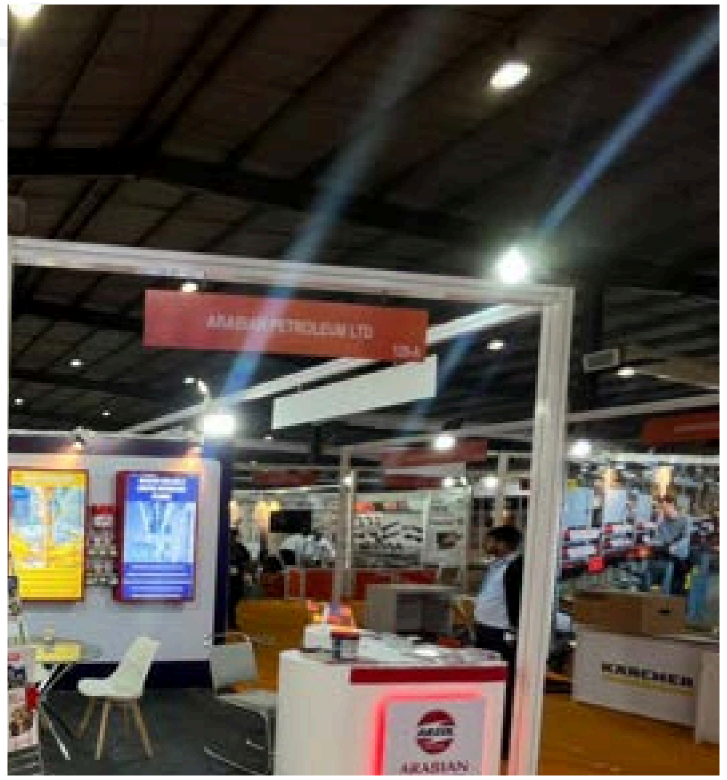
OUR ACHIEVEMENTS

At Arabian Petroleum Ltd., our commitment to excellence is reflected in the global recognition of our products. Endorsed by leading clients and regulatory authorities, we push the boundaries of innovation and quality. Our certifications and accolades reaffirm our dedication to delivering superior lubricants while driving excellence in the industry.





EVENTS



ENGIMACH EXHIBITION, GUJARAT

AUTOMECHANIKA, DUBAI - 2025

ARZOL BASE CAMP (LUBRICANT TRAINING) LUDHIANA, PUNJAB

RETAILERS MEET IN CHAKAN, PUNE

PARTICIPATION IN MECHANIC TRAINING ASSOCIATION, KHED

CLIENTELE

ARZOL ARABIAN PETROLEUM LTD.

JSW

ASHOK LEYLAND

NRB BEARINGS

VOLTAS

INDIAN AIRFORCE

Johnson Controls

Mahindra Rise.

beml NEW FRONTIERS. NEW DREAMS

इसरो isro

ASHOKA Ashoka Buildcon Limited

ENDURANCE Complete Solutions

GREAVES GREAVES COTTON LIMITED

Putzmeister

Linde

Godrej

Raymond

Megha Gas

GABRIEL Gabriel India Limited

Kirloskar

सेल SAIL

INDIAN NAVY

ITC Limited

EXIDE INDUSTRIES LIMITED

BSF

EATON

बी एच ई एल BHEL

हिएलि HAL

AARTI PHARMALABS

varroc EXCELLENCE

TATA

INDUSTRIES WE SERVE


LIFT/CRANE


CHEMICALS


ENGINEERING


PLASTIC


MINING


TEXTILE


PHARMA


PULP & PAPER


DEFENSE & AEROSPACE


SUGAR


RAILWAY

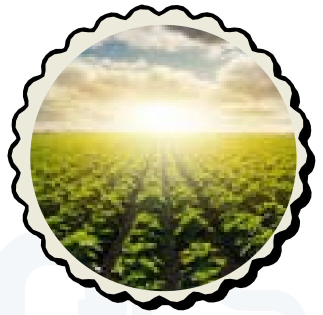

AUTOMOTIVE


PACKING MACHINERY


CEMENT


POWER GENERATION

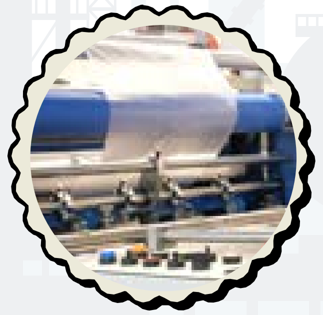

DAIRY FOOD PROCESSING


AGRICULTURE


STEEL


METAL WORKING


GOVERNMENT & PSU SECTOR


OEM & PRIVATE LABEL MANUFACTURING

GEOGRAPHICAL FOOTPRINT

ARZOL LUBRICANTS ARABIAN PETROLEUM LTD.

MARKETS SERVED NATIONAL

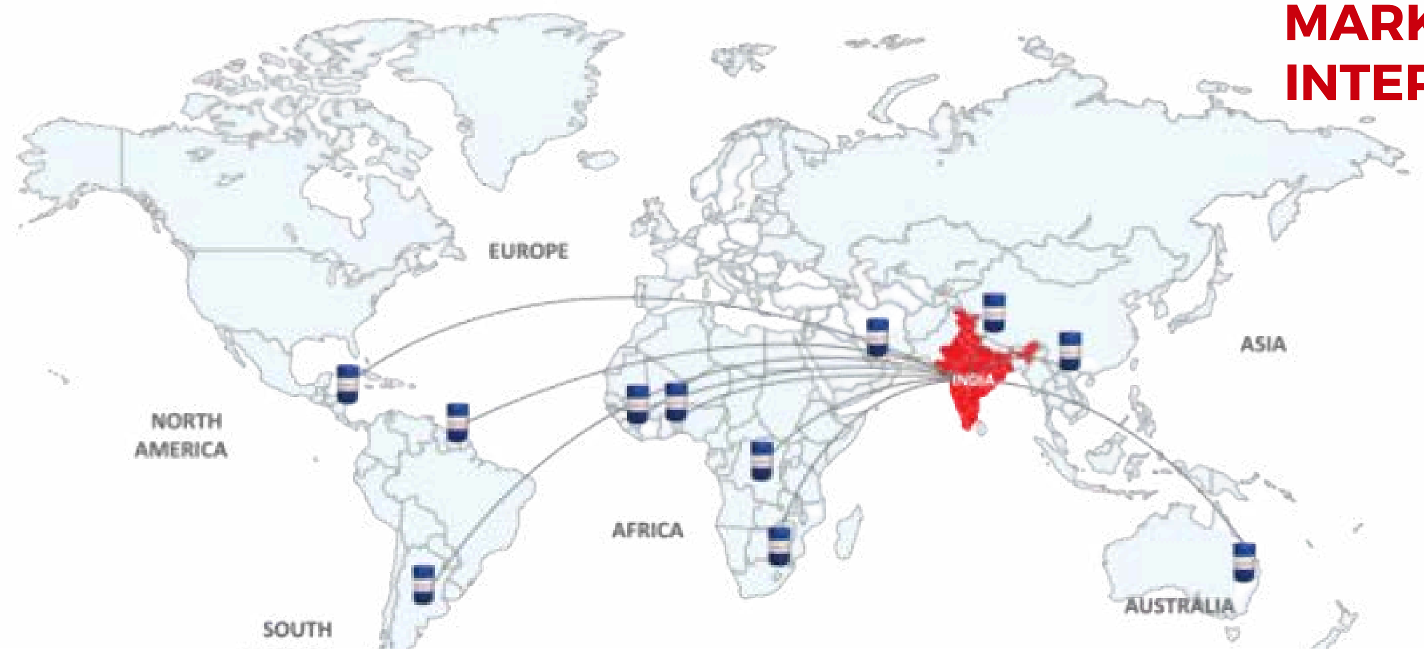
STOCK POINTS
Depots in 10 locations & presence in 22 states.

DISTRIBUTION NETWORK
Over 200+ distributors / dealers across India.

FACTORY
AMBERNATH, MAHARASHTRA

WAREHOUSES
Strategically located to serve our markets efficiently.

MARKETS SERVED INTERNATIONALLY



EXPORTS TO 30+ COUNTRIES

MANUFACTURING CAPACITIES

INSTRUMENT PORTFOLIO

The facility is well-equipped with a wide range of instruments supporting quality control and testing. Existing equipment includes Density Meters, Aniline Point Testers, Viscosity Baths (40°C and 100°C), Auto Viscometers, pH Meters, Potentiometers, Four Ball Testers, Flash Point Testers (COC, Abel, and PMCC), and advanced devices like Muffle Furnaces and Cold Cranking Instruments, among others.

As part of the expansion, the facility will integrate advanced instruments such as FTIR (Fourier-Transform Infrared Spectroscopy), ICP (Inductively Coupled Plasma), and the NAS Value Detector Instrument, further strengthening its testing and analytical capabilities.

LEADERSHIP TEAM

Hemant Dalsukhray Mehta

Chairman and Managing Director

Holds a Bachelor's degree in Commerce and brings over 41 years of extensive experience to the organization. His expertise spans manufacturing operations, planning, production, and purchase activities, making him a pivotal leader in driving operational excellence and strategic growth.

Darshana Hemant Mehta

Non-Executive Director

Leverages her advanced Master's degree in Electronics and over 20 years of industry experience to provide strong technical oversight at the board level. In her non-executive role, she masterfully champions the public company's Tender Segment, turning bidding strategies into commercial success.

Manan Hemant Mehta

Whole Time Director

Holds a B.Tech in Chemical Engineering and an MBA in Technology Management. With 14 years of experience, he plays a key role in driving sales and marketing initiatives while overseeing quality control and operational activities to ensure excellence and customer satisfaction.

Dharman Manoj Mehta

Whole-Time Director & CFO

A Chartered Accountant with 9 years of experience. He leads the export sales and marketing efforts while managing finance operations, contributing to the organization's global outreach and financial stability.

Vandan Manoj Mehta

Director - Lavisa Technologies Pvt. Ltd.

Holds a B.Tech in Chemical Engineering and an MBA in Technology Management, has 7 years of experience. He oversees domestic sales operations, additive procurement, and new product development, driving innovation and operational efficiency within the organization.

Kishan Sata

Vice president- Operations

With over 24 years of experience in Sales, Retail Operations, and HR leadership, he specializes in building inclusive cultures and driving business growth. Formerly HR Director at Flipkart Grocery and Wholesale, he led key people strategies that supported organizational expansion. His expertise will strengthen employee engagement and support Arabian Petroleum's growth, aligned with its values of ethics and execution excellence.

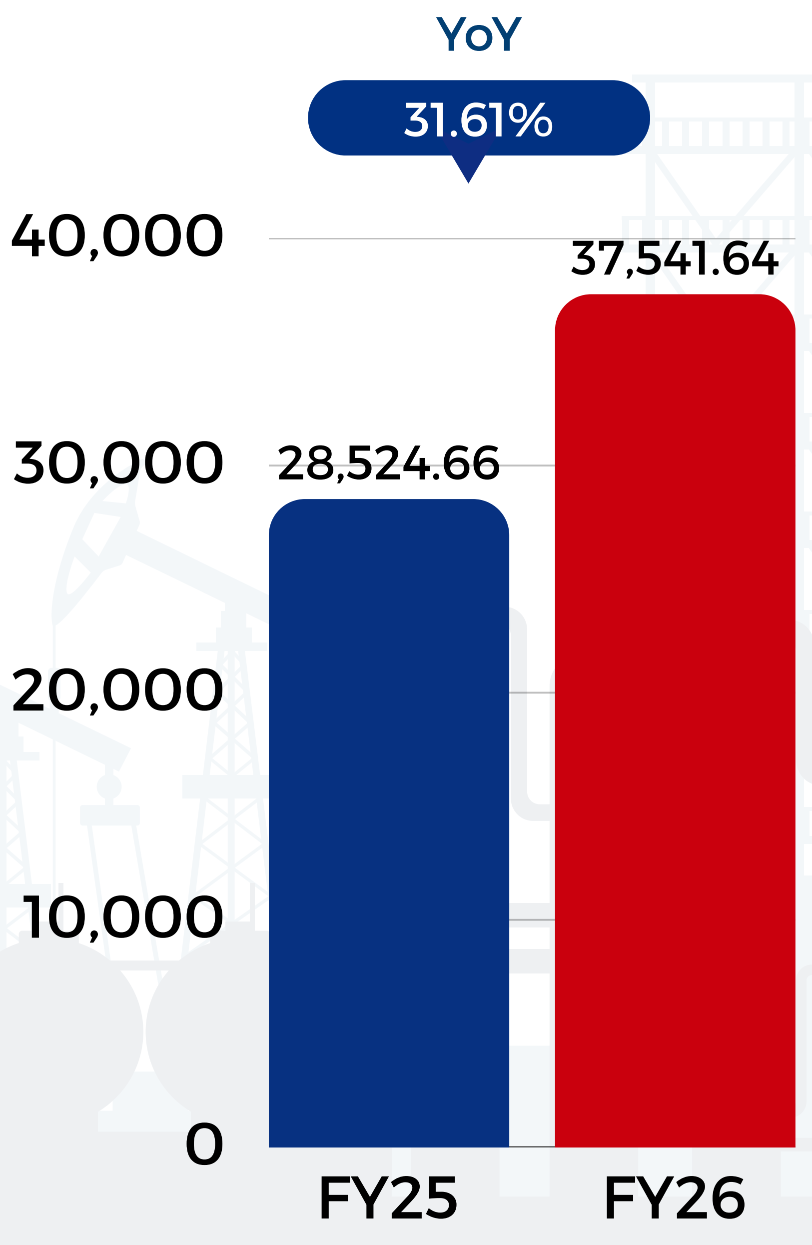
ARABIAN PETROLEUM LTD. (APL) – STANDALONE FINANCIAL PERFORMANCE

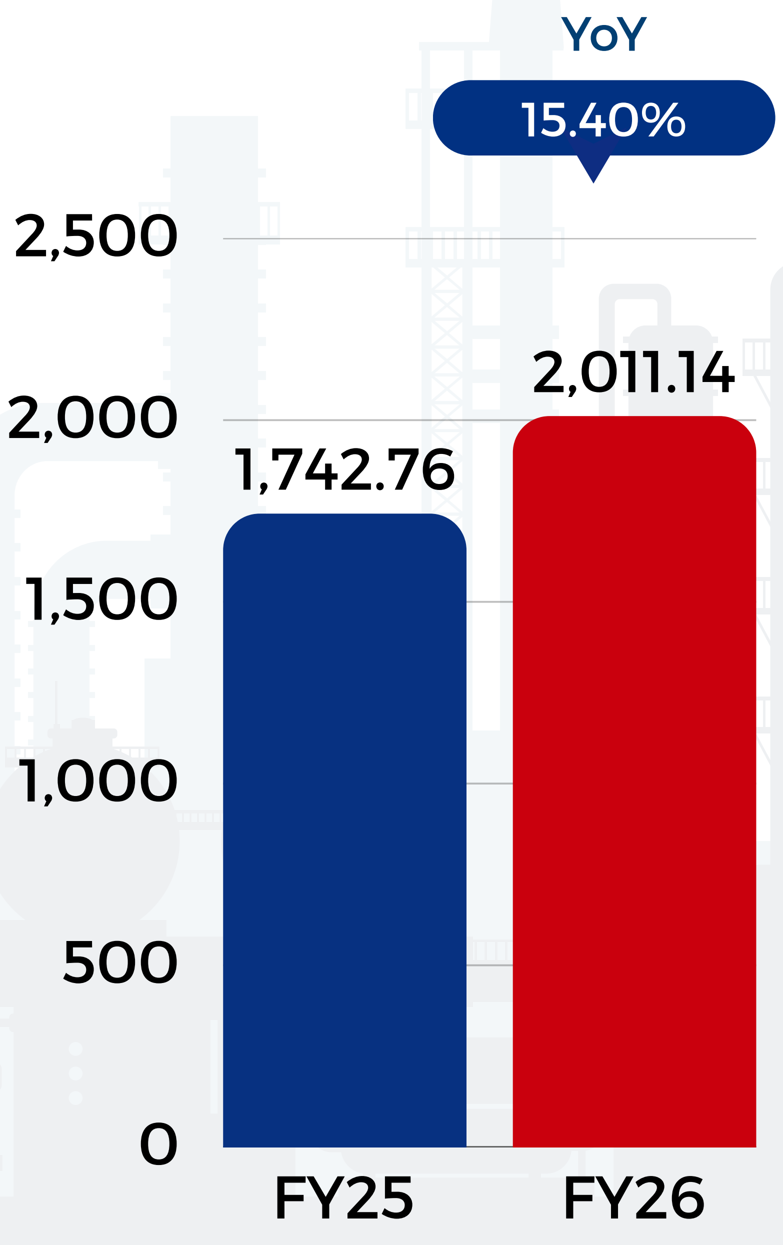
(₹ LAKHS)

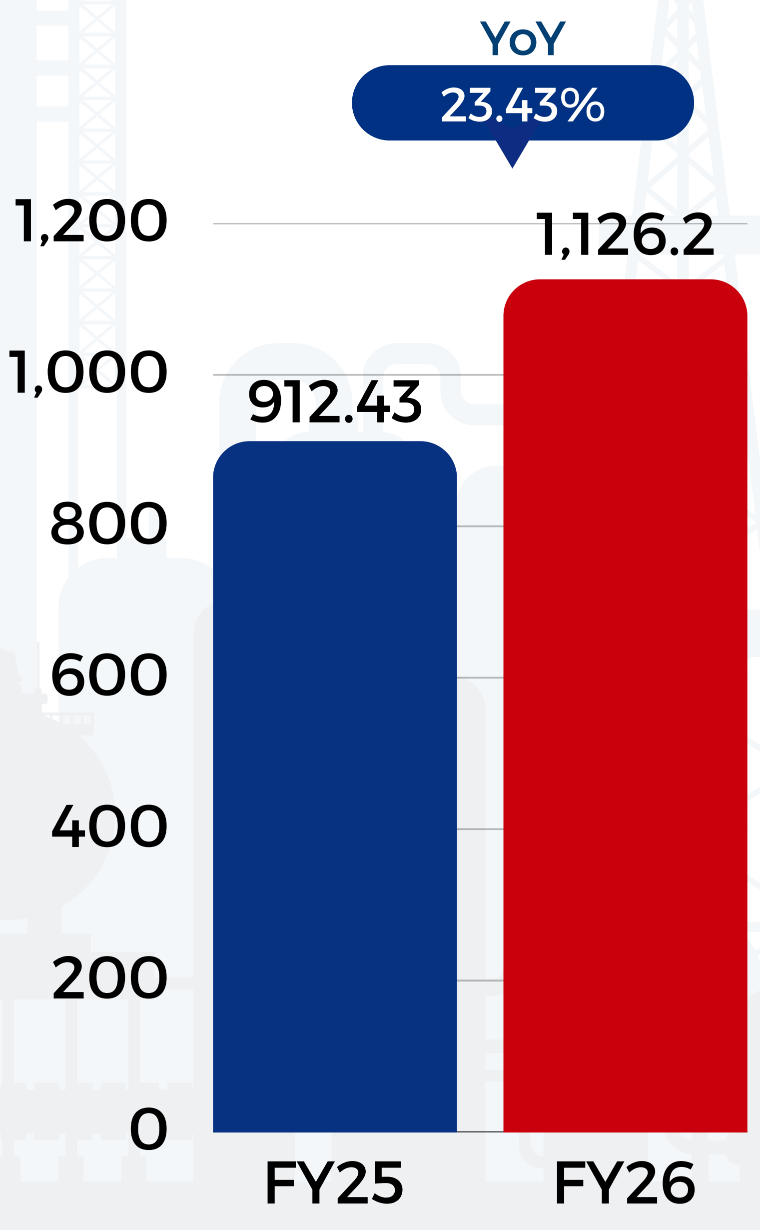
REVENUE
37,541.64
FY26

EBITDA
2,011.14
FY26

PAT
1,126.20
FY26







FINANCIAL CONTRIBUTION ACROSS GROUP ENTITIES

OUR GROUP

ARABIAN PETROLEUM LTD (APL)

ARZOL FZE

LAVISA

CONSOLIDATED FIGURES (FY26) (IN ₹ LAKHS)

REVENUE FROM OPERATIONS

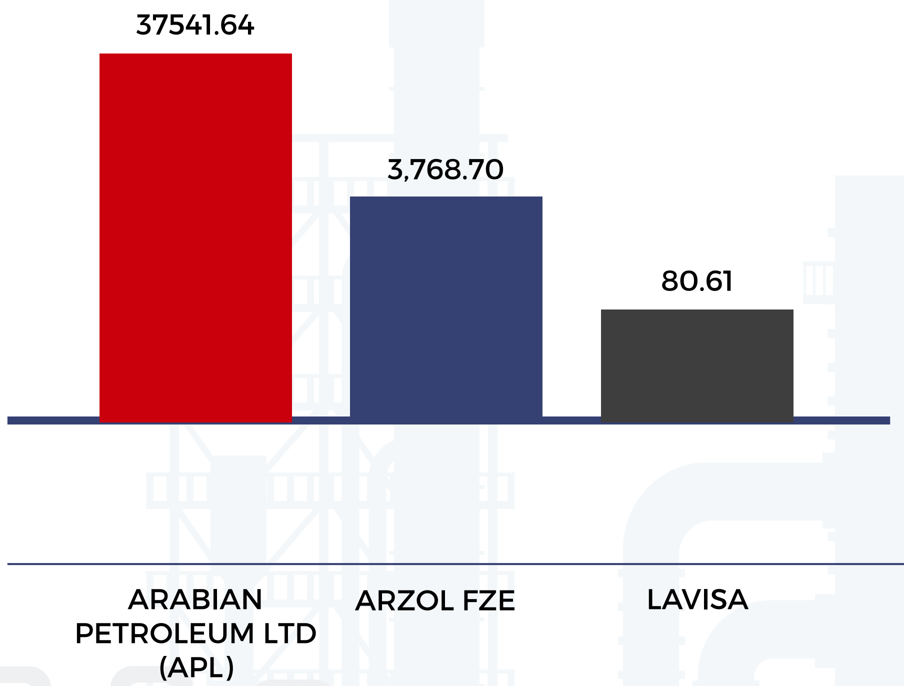
₹41,327.37

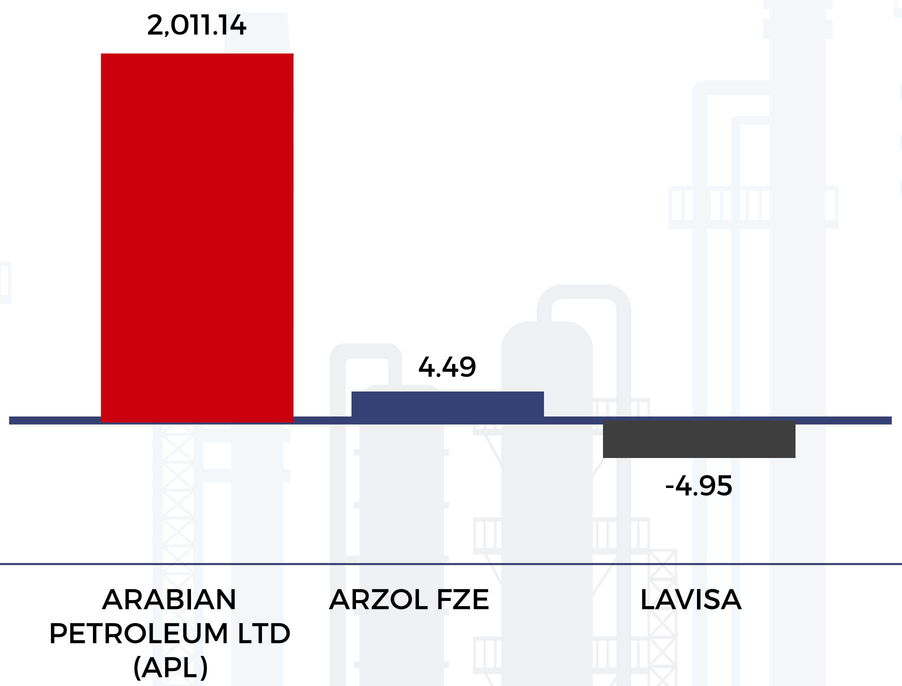
EBITDA

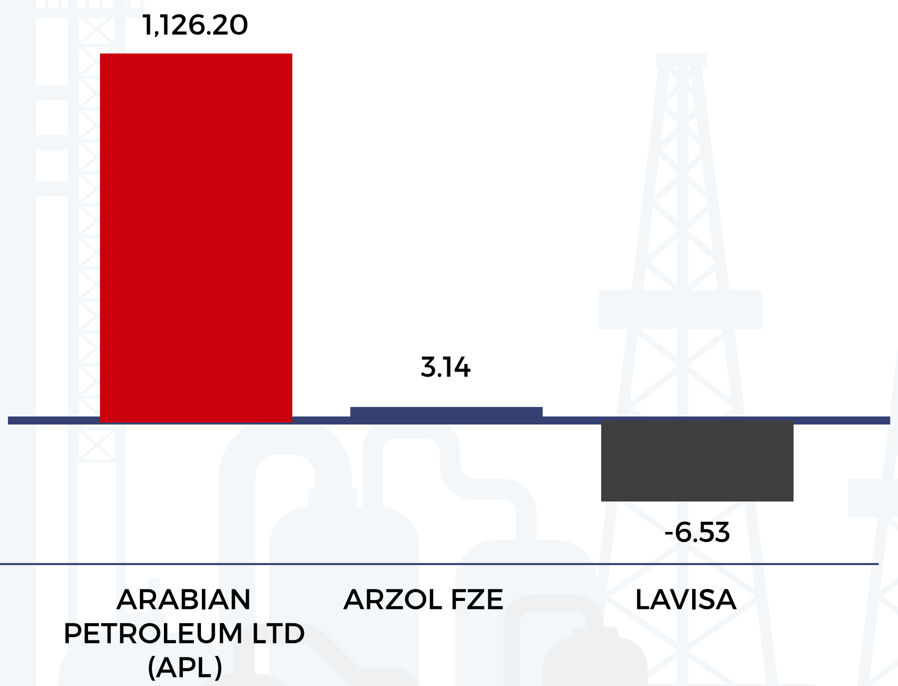
₹2,010.68

PROFIT/(LOSS) FOR THE PERIOD AFTER TAX

₹1,121.67







Entity	Amount (₹ Lakhs)	% Share
Arabian Petroleum Ltd.	37,541.64	90.70%
Arzol FZE	3,768.70	9.10%
Lavisa	80.61	0.20%
Total	**41,327.37**	**100%**

Entity	Amount (₹ Lakhs)	% Share
Arabian Petroleum Ltd.	2,011.14	99.78%
Arzol FZE	4.49	0.22%
Lavisa	(4.95)	(0.25%)
Total	**2,010.68**	**100%**

Entity	Amount (₹ Lakhs)	% Share
Arabian Petroleum Ltd.	1,126.20	100.30%
Arzol FZE	3.14	0.30%
Lavisa	(6.53)	(0.6%)
Total	**1,121.67**	**100%**

CONSOLIDATED PROFIT AND LOSS STATEMENT

ARZOL LUBRICANTS ARABIAN PETROLEUM LTD.

(₹ in Lakhs except EPS)

PARTICULARS	H2FY26	H1FY26	H2FY25	YoY%	FY26	FY25	YoY%
REVENUE FROM OPERATIONS	23166.74	18160.63	14619.31	58.47%	41327.37	28524.66	44.88%
OTHER INCOME	144.57	109.74	44.66	223.71%	254.31	102.94	147.05%
TOTAL INCOME	**23311.31**	**18270.37**	**14663.97**	**58.97%**	**41581.68**	**28627.60**	**45.25%**
TOTAL EXPENDITURE	**22591.03**	**17477.1**	**13998.89**	**61.38%**	**40068.13**	**27337.05**	**46.57%**
DEPRECIATION	78.09	68.3	71.33	9.48%	146.39	149.86	(2.32%)
INTEREST	200.3	150.43	138.05	45.09%	350.73	298.35	17.56%
EBITDA	**998.67**	**1012**	**874.46**	**14.20%**	**2010.67**	**1738.76**	**15.64%**
EBITDA MARGIN	**4.31%**	**5.57%**	**5.98%**	**(27.93%)**	**4.87%**	**6.10%**	**(20.19%)**
PROFIT BEFORE TAX	720.28	793.27	665.08	8.30%	1513.55	1290.55	17.28%
EXCEPTIONAL ITEMS	0	0	(74.39)	100.00%	0	(74.39)	100.00%
TAX	193.71	198.18	145.77	32.89%	391.89	307.73	27.35%
PAT	**526.57**	**595.10**	**444.92**	**18.35%**	**1121.66**	**908.43**	**23.47%**
PAT MARGIN	**2.27%**	**3.28%**	**3.04%**	**(25.31%)**	**2.71%**	**3.18%**	**(14.78%)**
EPS	4.83	5.46	4.77	1.26%	10.30	9.02	14.19%

CONSOLIDATED BALANCE SHEET

ARZOL LUBRICANTS ARABIAN PETROLEUM LTD.

(₹ in Lakhs)

Particulars	As on 31st March, 2026	As on 31st March, 2025
EQUITY CAPITAL	1089.2	1089.2
RESERVES & SURPLUS	5842.25	4726.94
MINORITY INTEREST	(0.51)	0
NON-CURRENT LIABILITIES	147.25	200.82
CURRENT LIABILITIES	10122.72	4637.95
TOTAL LIABILITIES	**17200.91**	**10654.91**
FIXED ASSETS	1283.52	1186.37
OTHER NON-CURRENT ASSETS	556.88	329.84
INVENTORIES	7030.53	3384.11
TRADE RECEIVABLES	7379.66	4641.58
OTHER CURRENT ASSETS	950.31	1113.02
TOTAL ASSETS	**17200.91**	**10654.91**

THANK YOU

ARABIAN PETROLEUM LTD.

ARABIANPETROLEUM LTD

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