

INDIAN AUTO GAS

Pioneers in LPG Industry

Indian Autogas Company Ltd is a Public Ltd Company having its registered office at Chennai, Tamil Nadu, working on Gas Industry since 1993 directly and indirectly. The Company have an authorised and paid up Capital of 40 Million INR with professionals and technocrats with a view to amalgamate the operations for the manufacture, distribution, fabrication, erection, commissioning and Maintenance, Safety Engineering, handling and service the Petroleum products like LPG, CNG apart from Production, Bottling, Blending of LPG and working in processing Plants, Equipment, Gas conversion system for automobiles, tanks and Engineering. Our group has also diversified into construction, real estate, natural and herbal products, home links, Automobile parts, Wind energy, solar power generation, solar equipment and hybrid of solar and wind energy.

We have our offices at Chennai, Bangalore, Hyderabad, Jamshedpur and New Delhi and planned to expand to other states also soon

OBJECTIVE:

The objective of the company is to promote Green Environment by clean & quality fuel with customer satisfaction.

QUALITY POLICY:

We, at INDIAN AUTOGAS COMPANY LTD, are committed to provide high quality specified LPG and its components and services to meet our customer's requirements through persistent research and continual up gradation of technology.

VISION:

- To be the chosen LPG filling station in all major cities and nationwide and to launch 1000 ALDS.
- To be the chosen packed LPG cylinders all over India.
- To become a leader and role model in a broad based energy business.
- By that a contribution is made to the conservation of the environment and at the same time a possibility to drive better fuel is indirectly being offered.
- To be the preferred supplier of alternate fuel kits to the Indian Market.

MISSION:

- Supply green energy to all sectors.
- Serve public and private transport and for families to breathe a cleaner air.
- Provide our customers flexibly, fast and competitive prices to their demand for divergent LPG, LPG parts and fuel additives in all possible amounts.

DIRECTORS:

- ✔ **Mr. S.M.Antony Thomas** (Chairman & Director – Corporate)
- ✔ **Mr. R Narasimhamurthy** (Director – Operation & Projects)
- ✔ **Mrs. V.Mary Darling** (Director – HR)

ADVISORY PANEL

- Mr. Chandra Sekar, Ex IOCL.
- Mr. K.G Sreenivasan B.SC, AMIE.
- Mr. R. D. Pennathur B.Tech.
- Mr. N.Meenakshi Sundaram B.Sc.
- Ms. S Arockia Rufeena MBA.
- CA. John Moris FCA.
- Ad. Jesus Moris Ravi LLB.

MANAGEMENT:

Team of experts who have got wide exposure in LPG, LPG Engineering, manages the company headed by Mr. S.M ANTONY THOMAS, the chief executive who has through knowledge about Indian and International LPG Market and managing the company based on the best practicing principle given by the share holders.

The company has got Technical Professional in addition as core team to do the operation and projects in time and a group of Stalwarts in the field in the Advisory Panel of the company to steer the company's objectives.

LPG MANUFACTURING:

Our LPG manufacturing capacity is 7200 MTPA. With the help of our R&D team we manufacture different type of LPG with different calorific value as per the need of consumer. We manufacture LPG in all BIS standards. Our raw materials will be sourced from Gas Authority of India Ltd (GAIL). Our bottling capacity is 5000 cylinders of various cylinders per day.

BRIEF PROFILE OF THE DIRECTORS:

Mr. SM. Antony Thomas- CEO has got around 19 years experiences in LPG and LPG Equipment in various industries and has got good skills in Trade, Commerce and Marketing. As a member of World LPG Forum he had visited most of the countries like Italy, France, Germany, Holland, Argentina, Hungary, Austria, Turkey, Australia, Indonesia, China, Korea, Malaysia, Singapore, Dubai, Abu Dhabi, Egypt, Jordan etc., in connection with various application of LPG as fuel in automobiles –Bike, Auto Rickshaw and cars. Government of India nominated him as a member of co-ordination committee when World LPG Forum Conference was held during 2000 in India.

Mr. R Narasimhamurthy-An enthusiastic self-motivated person with diverse knowledge in many fields and wide range of contacts across the globe, His diverse rich experience of around 20 years includes, being an Consultant, visited & tied up with many top companies of Russia and Ukraine, Coordinator for NGO projects for WRO, Govt. of Tamilnadu with World Bank assistance and also served as Technical Services Engineer in Air Seychelles. His key areas of functioning were Public Relations, Social projects, sourcing of petroleum products for Import/Export, Operations, Marketing and Administration.

He has a very high level of administrative capacity, organizational skills and visionary outlook. As a team leader he has taken up challenging assignments in India as well as abroad. He had the privilege of visiting and studying the market in Erstwhile Soviet Union twice to represent India. He had the opportunity to work in Saudi Arabia, Eritrea, Seychelles & Russia, and visited Ukraine, Kreme, Tajikistan, Uzbekistan, Armenia, Latvia, Yemen, Singapore, South Africa, Namibia and Botswana in the field of petroleum, automobiles and aircraft & general engineering. He has submitted the papers on Auto LPG Industry in India in Dubai International Industrial conference

V. Mary darling – Knowledgeable and Well experienced in admin and operation participating the board during the board Meeting of Directors.

HISTORY:

- Company was promoted in the year 1995.
- Manufactured the first LPG Conversion system for Indian Auto Rickshaws in 1997.
- Received trial approval for Auto LPG business from Ministry in 1998.
- Designed the First Auto LPG Dispensing station in 2002.
- Got the approval from Govt as the first Auto LPG Dispensing station in 2003.
- Entered in the Auto LPG Business in 2005.
- Signed MOU with Caltex Gas for the supply of Auto LPG in 2005.
- The erection of first Auto LPG Dispensing station is completed at Nizamabad in March 2006
- Company got operator approval from CCoE
- Commissioned the first company owned station in 2008.
- Project VISION 1000 lounged on 19-08-09
- Company is rated as 2 – **SATISFACTORY** on 02.04.2010
- Signed MOU to import LPG in Finolex LPG Terminal on 20.08.2010
- Cutting Gas Test succeeded on 19.04.2012
- LPG manufacturing approval by Govt on 06.07.2012
- Proposal to enter in LPG Packed cylinder in a big way on 1.06.2012.
- As a achievement Company is rated as 1 – **GOOD** for Autogas business and 2- satisfactory for packed LPG business on 10.07.2012

BUSINESS:

LPG is the prime business of our company as it is mentioned our promoters are experienced and competent in Autogas business. We are appointing Franchisees, operators, Marketing facilitators, distributors and dealers to our Autogas and packed LPG cylinders allover India. We are constructing our own Company Owned Dealer Operated Retail Auto LPG Dispensing Stations (ALDS) also in prescribed areas.

Apart from this we are interested in Manufacturing, Distribution, Import, Export, Trading of all green fuels and its Equipment.

PRODUCTS:

The products scheduled to be supplied are:

- ◆ Auto LPG
- ◆ Bulk Industrial LPG
- ◆ Packed Commercial LPG in cylinders
- ◆ Lubricants
- ◆ LPG Conversion Parts.

Products proposed for future

- ◆ Cutting Gas
- ◆ City gas
- ◆ Hydrogen.

PACKED LPG CYLINDERS.

Indian Autogas Company Ltd is a public limited company based at Chennai. We are the pioneers in Auto LPG industry, with industry experience for more than 16 yrs, managed by professionals and technocrats. We have our offices at Chennai, Bangalore, Hyderabad, Jamshedpur and New Delhi and planned to expand to other states also soon. Our manufacturing plant has the capacity for manufacturing and bottling of LPG in the name of SMAT GAS in various sizes of cylinder.

We supply LPG for commercial, domestic, Industrial and cutting gas in cylinders and supply LPG in bulk trucks for industries and housing complexes by piped LPG in the brand name "SMAT GAS". Our bottling capacity is 5000 cylinders per day.

LPG Manufacturing:

Our LPG manufacturing capacity is 7200 MTPA. With the help of R&D team we manufacture different type of LPG with different calorific value as per the need of consumer. We manufacture LPG in all BIS standards. Our raw materials will be sourced from Gas Authority of India Ltd (GAIL).

LPG in Cylinders:

LPG Cylinders are available in 12, 17 and 33 Kg for various uses and the LPG is manufactures in-house so that we promise prompt supply of best quality LPG to our business partners – distributors and dealers. We supply safer LPG to the domestic customers and high calorie (high heat) LPG to industries and commercial users.

Standards & Certifications

The product supply by the company will be of good quality and will satisfy all the norms of the Bureau of Indian Standards as mentioned in the LPG Control Order.

1. Rated by MDRA as NO.2 – Satisfactory.
2. The LPG is supplied as per IS 4576:1999
3. The LPG cylinders supplied with the IS 3196 (Part 1) 2006
4. The LPG Cylinders Stock Point – as per Gas control order and CCOE norms.

MARKET:

The LPG market is increasing every year by 11%. As per the present Govt policy, Govt will supply only 6 cylinders per house on subsidized price. Previous to this change in policy, Govt oil companies supplied

one 14.2 Kg cylinder for every 20 days with subsidy (i,e) 18 nos of 14.2 Kg cylinders in a year. So in an average every family need to buy 13 Nos of 12 Kg cylinders without subsidy.

From the recent announcement of Government of India the Government proposed to pay the subsidy amount directly to the account of the person. By this scheme the customers can buy LPG from any suppliers and they will get the fixed subsidy on their account as everybody know the private companies like us will do better service compare with Government companies as in any industry.

The industries and hotels that used mostly 14.2Kg subsidized cylinders have to buy LPG cylinders without subsidy now.

Based on the above policies of Government the SMAT gas business will get momentum from April 2012.

This is the right time to grab the opportunity.

BUSINESS OPPORTUNITY

We are offering the opportunity to you to be a part of SMAT GAS Family, we are providing two types of opportunity

- a. District Distributor/ C&F
- b. Area Dealer

BUSINESS MODEL

SMAT GAS will supplied to the consumer to the authorized area wise dealer. The distributor/C&F will facilitate the supply to the dealer by company by providing the godown, logistics etc.

Process of selection of Dealer

After receipt of application from the applicant a personal discussion will be arranged in our office with prior information to know about each other and the business model, profitability etc of the business. If the applicant is selected then there will be an Letter of Intent(LOI) will be issued with important conditions of business. If applicant agreed and acknowledge the Letter of Intent (LOI), the business agreement will be signed with the applicant. Before signing of the agreement the applicant will pay the agreement charges either as dealer or distributor / C&F.

Minimum Requirements:

Discription	Dealers	Distributors/C&F
Investment in Rs		
Application	500/-	500/-
Application Processing Fee	5000/-	5000/-
Agreement charges	50,000/-	2,00,000/-
Empty Cylinder Deposit	1,50,000/- (75 Nos cylinders)	8,00,000/- (400 Nos cylinders)
LPG charges	As per the market rate of purchase	As per the market rate of purchase
Local certification	Dealer's scope	Distributor's scope
LPG Godown	Needed after 300 connections	Immediately needed
LPG accessories	Company will supply	Company will supply
Land requirement for Godown		22m x 19m
Godown building size	3 x 4.5 m	6.0m x 8.5m
Minimum Stock Keeping		
Connection	10 Nos	50 Nos
Refill cylinder	75 Nos	400 Nos
License / approvals		
Retail Trade License	Yes	Yes
VAT registration	Yes	Yes
Weights and measures stamping in weigh scale	Yes	Yes
LPG Godown license	After 300 Connections	Yes
Payment	Advance	Advance
Payment mode	RTGS / NEFT	RTGS / NEFT

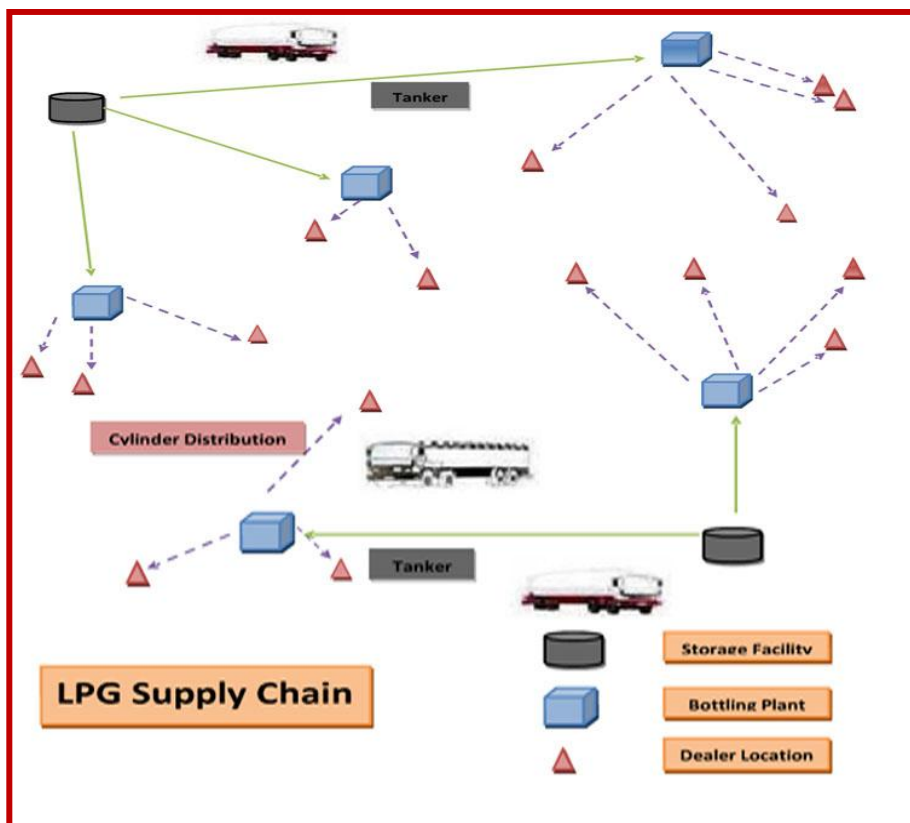
Delivery period	For the first load within 15 days, for successive loads within 3 days of receiving the payment in our bank	For the first load within 15 days, for successive loads within 3 days of receiving the payment in our bank
Marketing		
Leaflet	500 copies will be given on free of cost further copies if needed will be at cost of dealer	-
Customer application	Company will supply	Company will supply
Business card, Deposit receipt book, bill book	1 box of 100 nos will be given without charge further cards if needed will be at the cost of dealer	1 box of 100 nos will be given without charge further cards if needed will be at the cost of distributor
Uniform for delivery boys	2 sets for 6 months for 1 delivery boy	-

Main Office Specification

S.No	Description	Qty
1.	Computer	P4
2.	Printer/Scanner	1 No
3.	24 hours Internet connection	
4.	Table	1 No
5.	Chairs	3 Nos
6.	Fixed Telephone Line	
7.	File rack	1 No
8.	Stove, burner, regulators, display	1 No
9.	Tricycle	1 No
10.	Delivery boy	1 No
11.	Manager	1 No
12.	Customer service	1 No
13.	Office Name Board	Company Scope
14.	Stamped Weighing Scale 100Kg capacity	1 No
15.	Fire extinguisher 10 Kg	1 No
16.	Display Board consist of Stock, MRP, remarks, weekly holidays, working hours, TIN No	1 No
17.	Office Colour Code: As per drawing & Colour Code	

Special features of SMAT GAS business:-

- Higher Margin to the Distributors / Dealers
- Best Technology and Equipment
- Training to Distributors / Dealers
- Dealer network all over the country
- Transfer of cylinder facility at major part of India
- Best Logistics Planning for supply
- Lesser Investment
- Cordial Contacts
- Prompt after Sales Service



SMAT GAS THE SMART GAS