



Corporate Office & Communication Address:

401 Aza House, 24, Turner Road, Bandra (W), Mumbai 400 050. Website: www.panamapetro.com
Phone : 91-22-42177777 | Fax : 91-22-42177788 | E-mail : ho@panamapetro.com
CIN No. L23209GJI982PLC005062

February 18, 2022

To, The Manager- CRD Bombay Stock Exchange Limited Pjiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai 400 001 Scrip Code: 524820	To, The Listing Head National Stock Exchange of India Limited, Exchange Plaza, 5 th Floor, Plot No. C/1 G Block, Bandra-Kurla Complex Bandra (E) , Mumbai-400 051 Scrip Symbol :PANAMAPET
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Sub. : Investor Update

Dear Sir/Madam ,

Pursuant to Regulation 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith a copy of Presentation on quarter/ nine months ended December 31 , 2021 for the information of members and investors.

This is for your information and records.

Thanking You,
For **Panama Petrochem Limited**


Gayatri Sharma
Company Secretary & Compliance Officer

Panama Petrochem



**Investor
Presentation
February 2022**



Safe Harbor



The Corporate Presentation (the “Presentation”) is based on management estimates and is being provided to you (herein referred to as the “Recipient”) only for information purposes. The sole purpose of this Presentation is to provide preliminary information on the business activities of the Company, in order to assist the recipient in understanding the Company. This Presentation does not purport to be all inclusive or necessarily include all information that a prospective investor may desire in evaluating the Company. The Company expressly disclaim any and all liability for any errors and/or omissions, representations or warranties, expressed or implied as contained in this document.

This Presentation has been prepared for information purposes relating to this Company only and upon the express understanding that it will be used only for the purposes set forth above. In furnishing this Presentation, the Company do not make any obligation to provide the Recipient with access to any additional information on the Company or its subsidiaries. This Presentation should not be deemed an indication of the state of affairs of the Company nor shall it constitute an indication that there has been no change in the business or state of affairs of the Company since the date of publication of this Presentation.

Any clarifications / queries on the proposal as well as any future communication regarding the Company should be addressed to Panama Petrochem Limited / the Company.

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Q3 FY22 Financial Update



Particulars (Consolidated) Rs. In Crores	Q3 FY22	Q2 FY22	QoQ %	Q3 FY21	YoY %	9M 2022	9M 2021	FY 2021
Total Revenue	510.38	564.45	-9.6	422.72	20.7	1627.16	909.15	1452.15
Materials Consumed	404.36	436.79		308.47		1261.46	706.73	1120.30
Employee Cost	4.28	5.01		10.31		20.37	17.50	26.33
Other Expenses	33.05	39.52		27.54		115.78	70.72	109.45
EBIDTA	68.69	83.13	-17.4	76.40	-10.1	229.55	114.20	196.07
<i>EBIDTA margin (%)</i>	13.5	14.10		18.07		14.11	12.56	13.50
Depreciation	2.11	2.06		1.89		6.23	5.67	7.61
Finance Cost	1.68	2.41		1.97		5.76	7.07	8.95
Profit Before Tax	64.90	78.66		72.54		217.56	101.46	179.51
Income Tax	10.78	16.74		19.42		43.44	26.11	44.16
Profit After Tax	54.12	61.92	-12.6	53.12	1.9	174.12	75.35	135.35
Earning Per Share	8.95	10.24		3.05		28.78	12.46	22.37

Company Overview



- Commenced operations in 1982, leading manufacturers & exporters of petroleum based speciality oils.
- More than 80 variant of speciality products used in across industries like inks & resins, textiles, rubber, cosmetics and pharma, power generation, cables etc.
- Four manufacturing plants in India with state of the art technology located at Ankleshwar , Dahej, Daman and Taloja.
- 100 % EOU facility at Taloja
- Wholly owned manufacturing subsidiary “Panol Industries RMC FZE “ at UAE, catering to GCC and MENA region.
- Company exports to more than 70 countries with overseas revenue contributes around 40%
- Consolidated installed capacity of the Company is 2.40 lakhs TPA.
- Listed on BSE & NSE and Luxembourg Stock Exchange
- DSIR approved R&D Centre at Ankleshwar , Gujarat with latest analytical facility

Net Revenue

Rs. 1452 Crores

EBIDTA

Rs. 196 Crores

Net Profit

Rs. 135 Crores

EPS

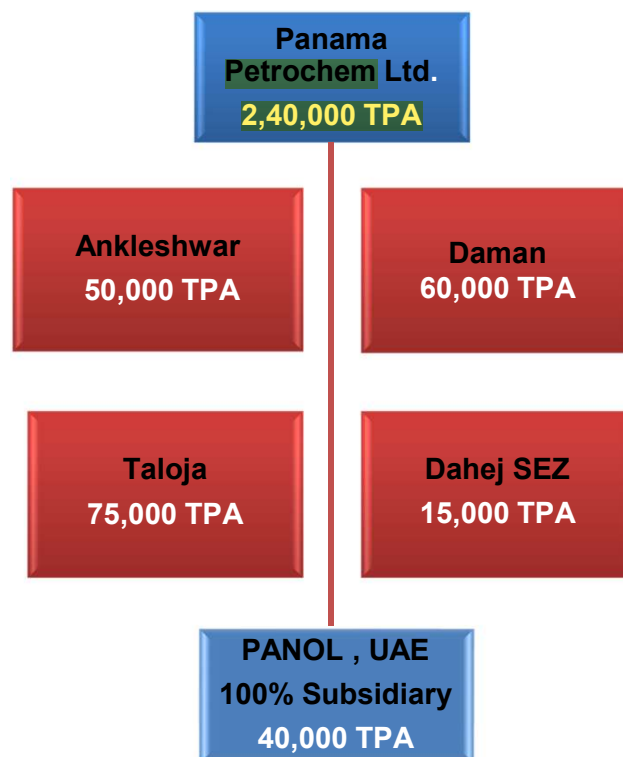
Rs. 22.37

*YE March 2021

Company Overview



Manufacturing Units with Installed Capacities



Product Overview



Speciality Products

White Oils

Petroleum Jelly

Transformer Oils

Ink & Coating Oils

**Rubber Process
Oils**

**Knitting Oils &
Antistatic Coning
Oils**

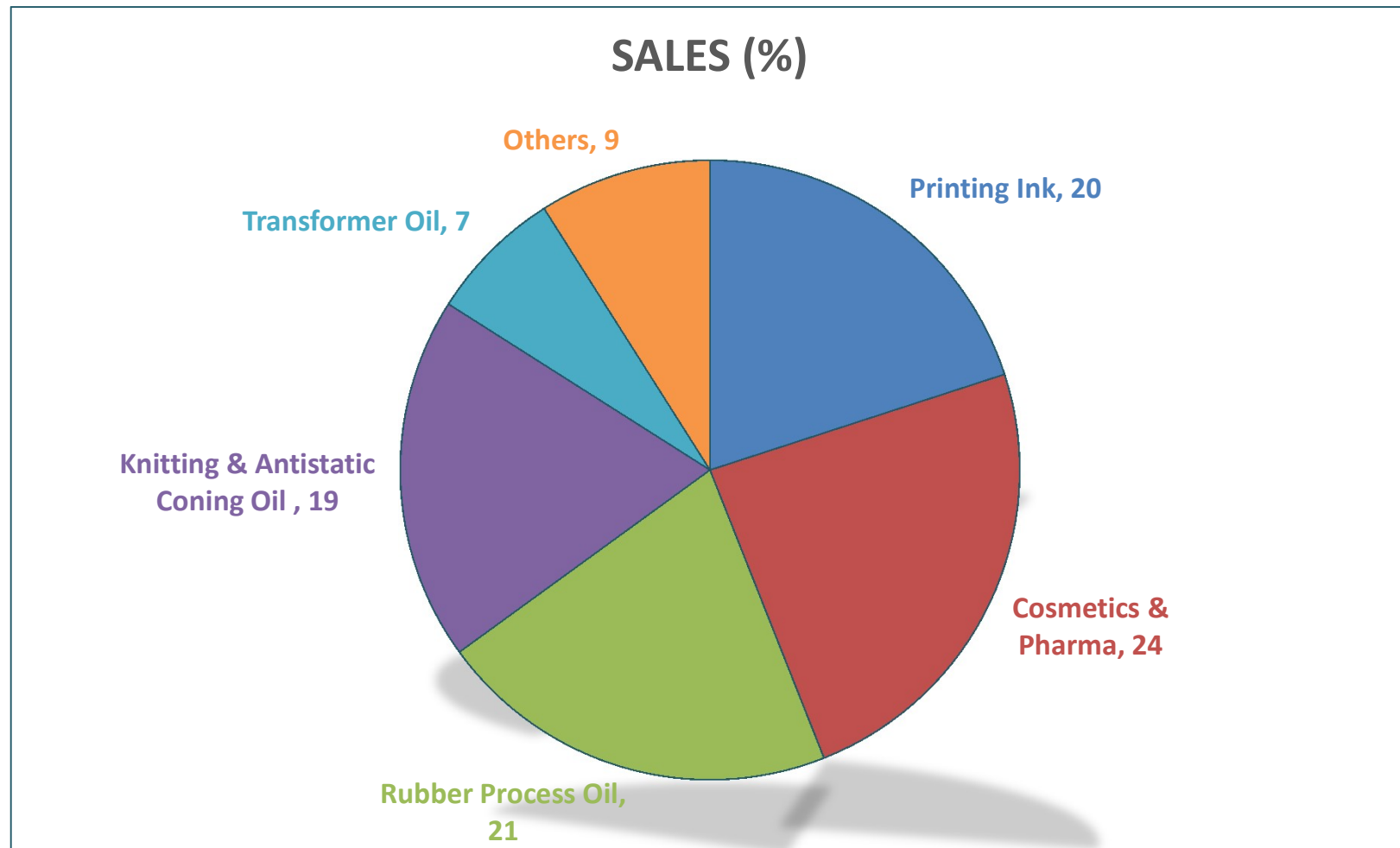
**Industrial Oils &
Lubricants**

Drilling Fluids

Revenue across Industries



Revenue Mix



Star Export House



Export Markets (40%)

USA

Latin America

Europe

Middle East

**African Sub-
continent**

South East Asia

Australia

New Products in Pipeline



Aroma Free Distillates for Ink & Coating Industry

Aromatic Free Solvent for Paint Industry

Bio-degradable oils for drilling & Oil Exploration

Aromatic free and non-carcinogenic new generation oils for Rubber Industry such as TDAE & RAE

Capacity Addition



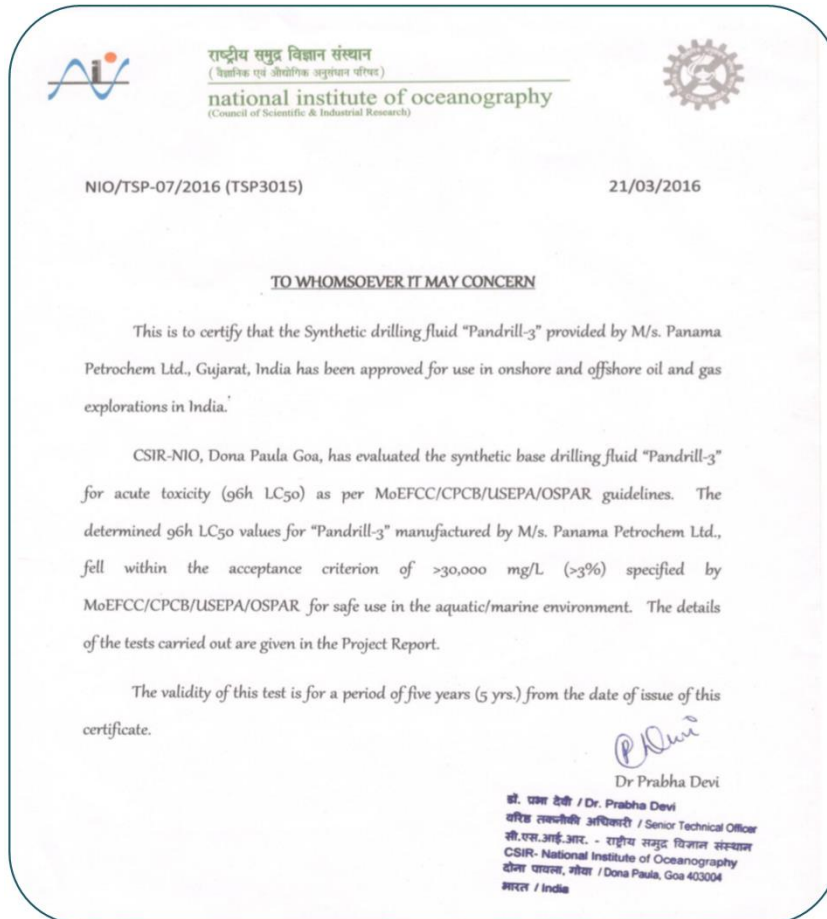
Proposed Capacity Addition by 40% over three years period

Enhanced Capacity to start contributing from FY023

Planned Volume growth for next 4 years.

Proposed Capacity addition to Panol, UAE by 50%

Environmentally Compliant



Company is assigned ISO 14001: 2018

Pioneer in introducing eco friendly products for Ink industries.

Eco Friendly Edge in providing Import Substitute products

First in India to introduce eco friendly drilling fluids for onshore & offshore exploration as certified by NIO.

Environmentally Compliant



BIOCHEMICAL INSTITUTE FOR ENVIRONMENTAL CARCINOGENS

Prof. Dr. Gernot Grimmer-Foundation
Lurup 4, D-22927 Grosshansdorf, Germany



TESTREPORT

BIU-Report-No.: PAP2002_EN16143

Customer: Panama Petrochem Ltd.
Mr. Pradip V. Nikam
Vice President (Technical)
Plot 3303, Gidc Estate, Ankleshwar, Guj.
393002 Ankleshwar - Gujarat, India

Order from: 18.02.2020

Sample:	Origin Customer-No.	Sample description	BIU-Sample-No.
	PANOIL 2800 (RAE)	rubber process oil	PAP2002_EN 16143

Analysis of: Determination of polycyclic aromatic hydrocarbons

Sampling: sent by customer

receipt of sample: 24.02.2020

Test method: DIN EN 16143 : 2013

Start of analysis: 28.02.2020

End of analysis: 02.03.2020

Results of analysis: see table 01

Remarks: no

Pioneer in introducing speciality
Rubber Process oil with lowest toxicity

BIU certificates for lowest PH content
by German Agency

Plan to introduce eco friendly products
in Pesticide Industry

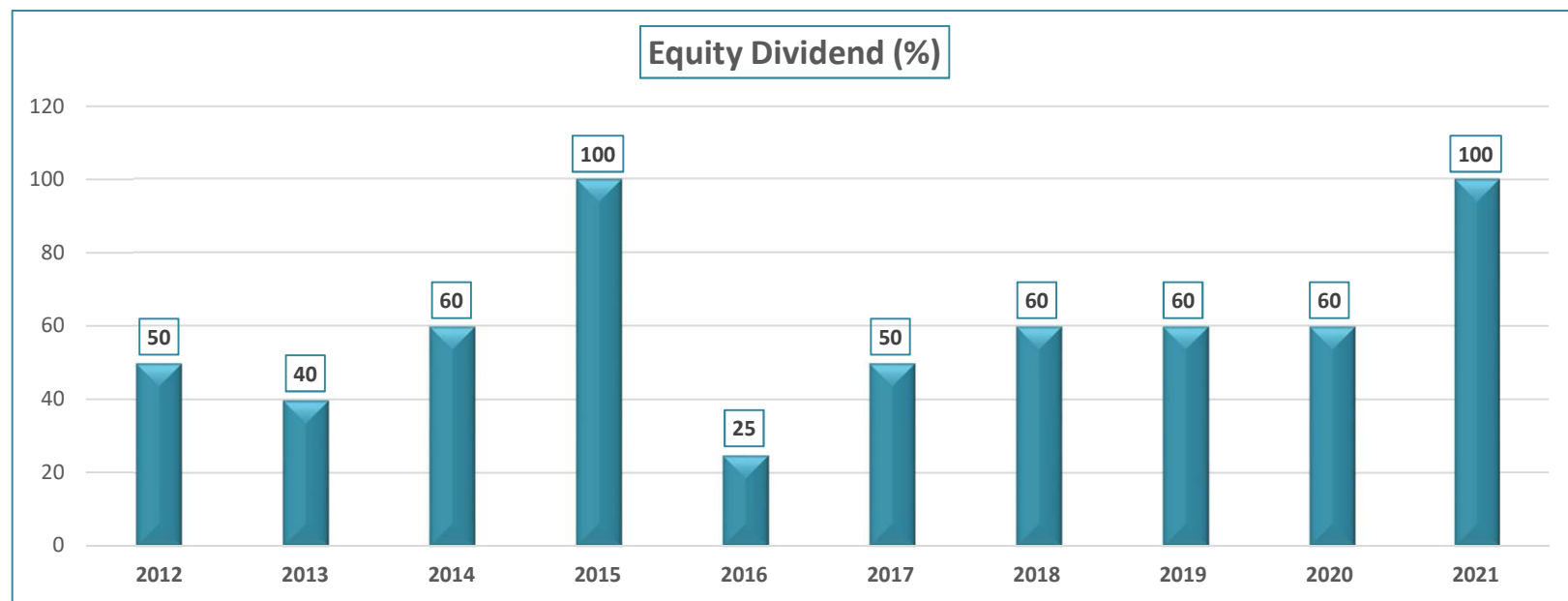
Focused Research & Development
towards GREEN technology

February 2022

Dividend Policy



“The Company stands committed to deliver sustainable value to all its stakeholders and will strive to distribute an appropriate level of profits earned in the form of dividend. ”

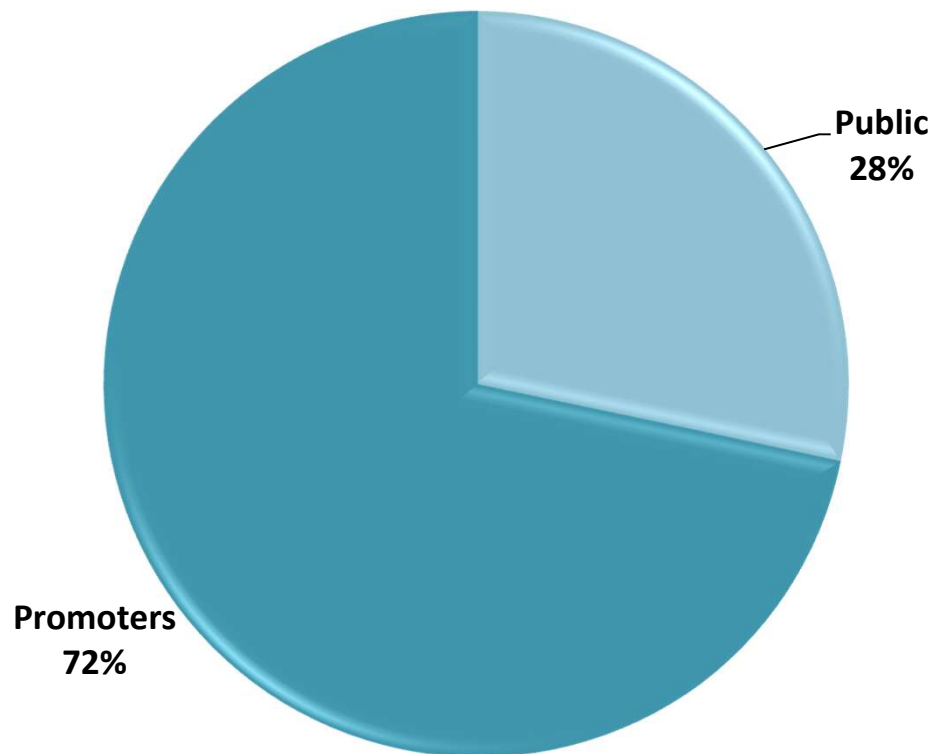


** Detailed Dividend Distribution Policy of the Company is available on Company's website.*

Shareholding Pattern



As on 31st Dec 2021

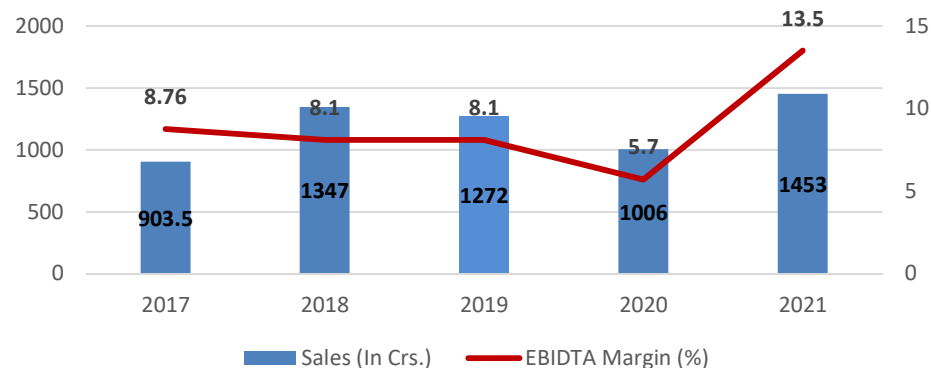


** As per voting capital of the Company.*

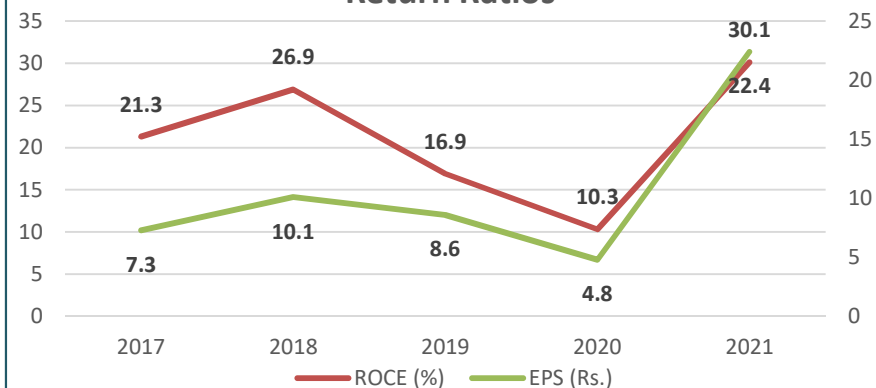
Financial Snapshot



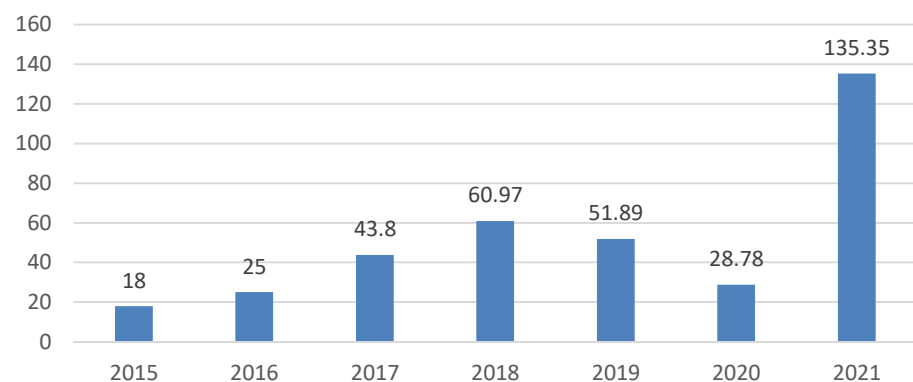
Revenue & Margins



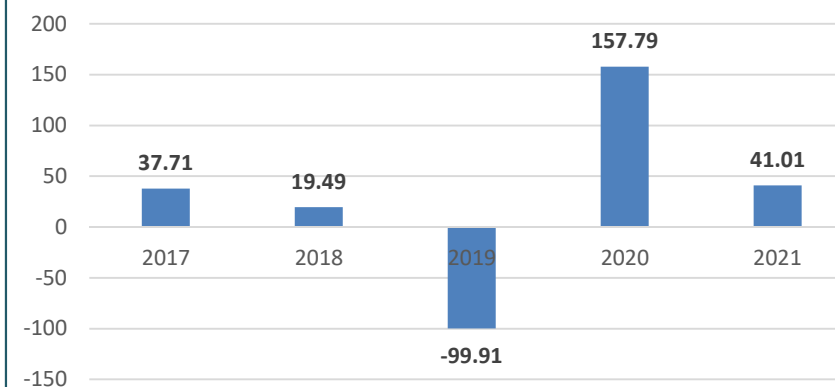
Return Ratios



PAT (Rs. Crs)



Free Cash Flow (Rs. Crs)



Annual Financials - Income



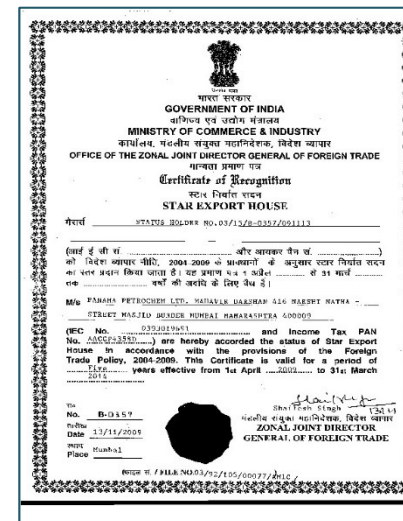
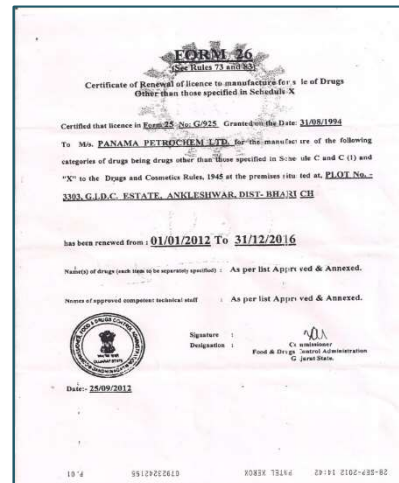
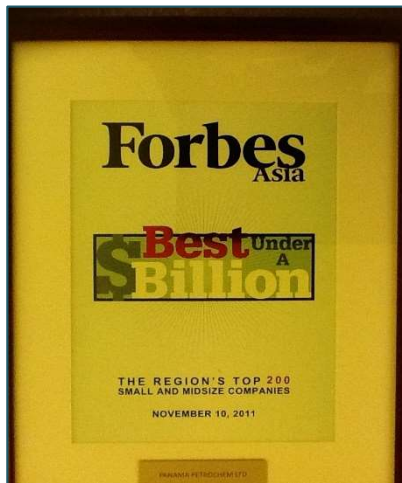
Particulars (Rs. Crores)	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21
Revenue	903.50	1347.38	1272.05	1006.35	1453.28
Expenses	824.39	1238.18	1169.42	949.51	1257.21
EBIDTA	79.11	109.2	102.63	56.84	196.07
Depreciation	4.87	5.29	5.92	7.25	7.61
PBIT	74.24	103.91	96.71	49.59	188.46
Interest	8.58	13.76	25.17	17.44	8.95
PBT	65.66	90.15	71.54	32.15	179.51
Tax	21.86	29.18	19.66	3.37	44.16
PAT	43.80	60.97	51.88	28.78	135.35

Annual Financials – Balance Sheet



Particulars (Rs. Crores)	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21
Equity Capital	8.07	12.10	12.10	12.10	12.10
Reserves	304.72	359.42	401.67	420.92	548.87
Borrowings	32.58	45.13	159.90	50.67	65.64
Other Liab.	323.42	559.31	345.53	273.22	366.01
Total	668.79	975.96	919.20	756.91	992.62
Net Block	129.61	147.97	167.31	189.77	207.45
Other Assets	539.18	827.99	751.89	567.14	785.17
Total	668.79	975.96	919.20	756.91	992.62
Cash Flow Statement					
From Operations	58.56	33.87	-78.31	178.80	55.21
For Investments	-20.85	-14.38	-21.60	-21.01	-14.20
FREE CASH	37.71	19.49	-99.91	157.79	41.01
From Financing	-36.04	-6.13	81.25	-136.30	-0.70
Net Cash Flow	1.67	13.36	-18.66	21.49	40.31

Credentials





Thank You

Contact :
Mahesh Narvekar
Vice President – Corporate Relations
mahesh@panamapetro.com
investorrelations@panamapetro.com
Phone : +91 22 42177741