



Corporate Office & Communication Address:

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Phone : 91-22-42177777 | Fax : 91-22-42177788 | E-mail : ho@panamapetro.com
CIN No. L23209GJI982PLC005062

August 12, 2022

| | |
|--|---|
| Bombay Stock Exchange Limited Pjroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai 400 001 Scrip Code: 524820 | 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 |
|--|---|

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 ended June 30 , 2022 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
August 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.

Contents



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- Q1 Financial Update
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Q1 June 2022 Financial Update



| Particulars (Consolidated) Rs. In Crores | June 2022 Q1 | March 2022 Q4 | QOQ Change (%) | June 2021 Q1 | Mar-22 Annual Audited |
|--|--------------------|---------------------|----------------------|--------------------|-----------------------------|
| Total Revenue | 553.01 | 510.92 | 8.2 | 552.33 | 2138.08 |
| Materials Consumed | 397.68 | 398.57 | | 420.60 | 1660.03 |
| Employee Cost | 13.25 | 3.65 | | 11.07 | 24.02 |
| Other Expenses | 54.51 | 36.53 | | 42.94 | 152.31 |
| EBIDTA | 87.57 | 72.17 | 21.3 | 77.72 | 301.72 |
| <i>EBIDTA margin (%)</i> | 15.84 | 14.10 | | 14.07 | 14.10 |
| Depreciation | 2.27 | 2.17 | | 2.05 | 8.40 |
| Finance Cost | 2.18 | 1.30 | | 1.68 | 7.06 |
| Profit Before Tax | 83.12 | 68.70 | | 73.99 | 286.26 |
| Income Tax | 18.54 | 12.48 | | 15.92 | 55.92 |
| Profit After Tax | 64.58 | 56.22 | 14.9 | 58.07 | 230.34 |
| Earning Per Share | 10.67 | 9.29 | | 9.60 | 38.08 |

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. 2138 Crores

EBIDTA

Rs. 302 Crores

Net Profit

Rs. 230 Crores

EPS

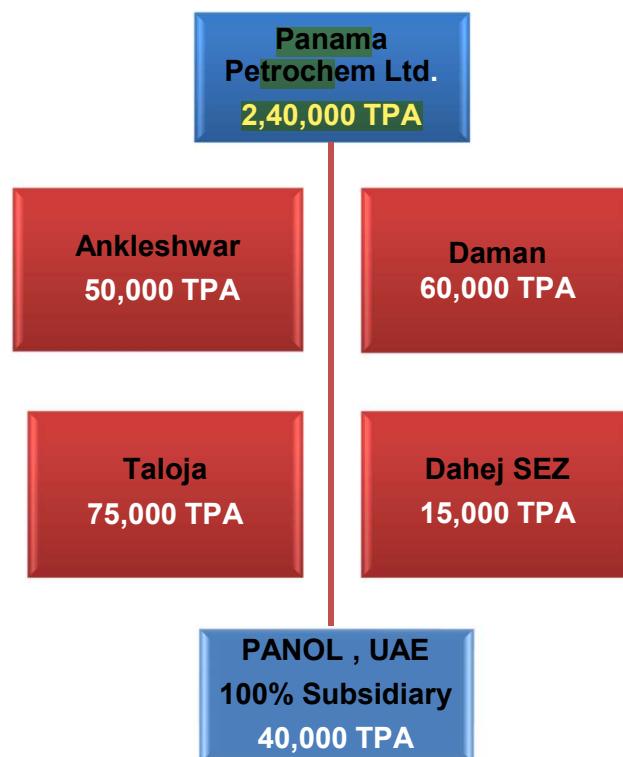
Rs. 38.08

*YE March 2022 Audited

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**

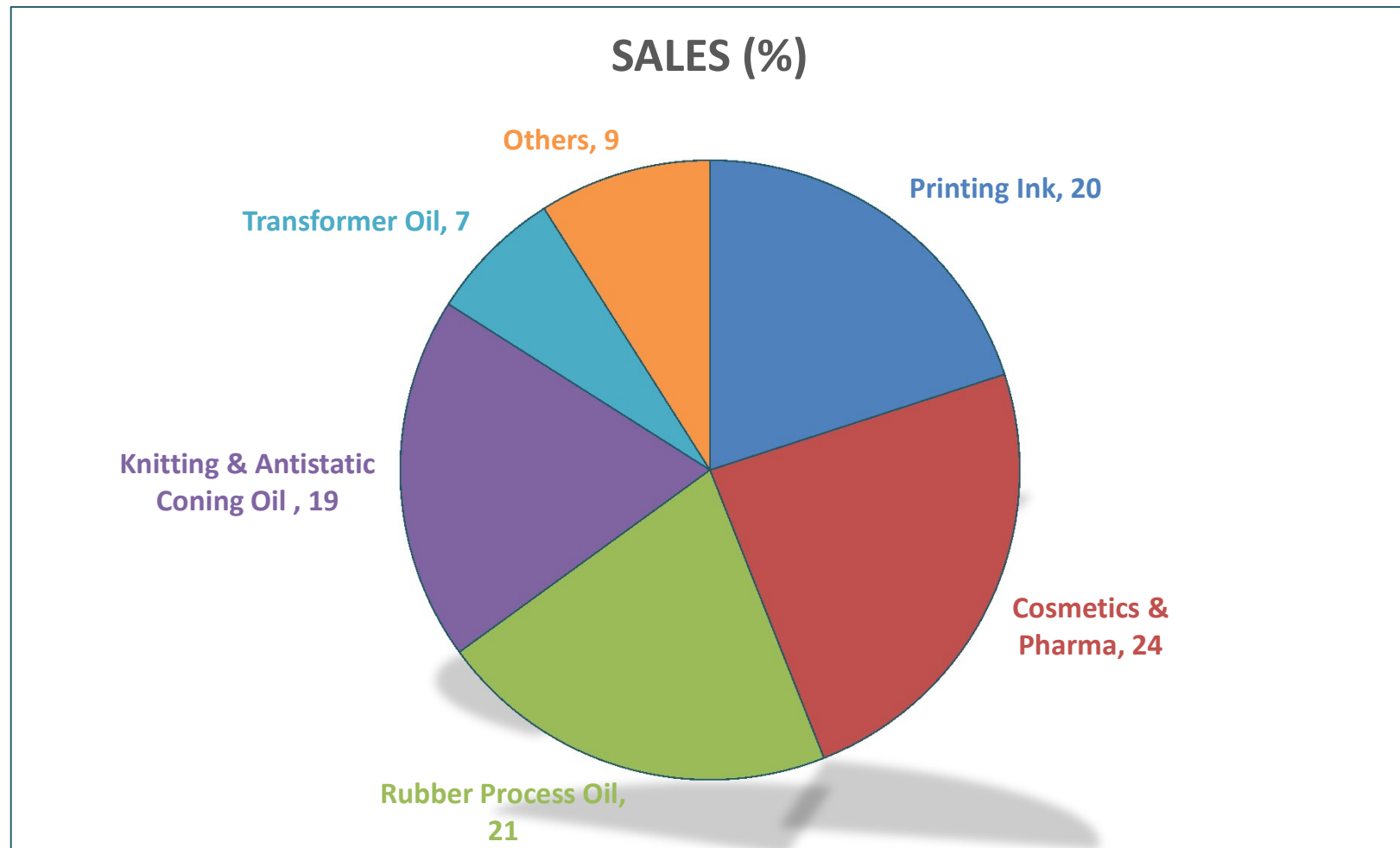
**Industrial Oils &
Lubricants**

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



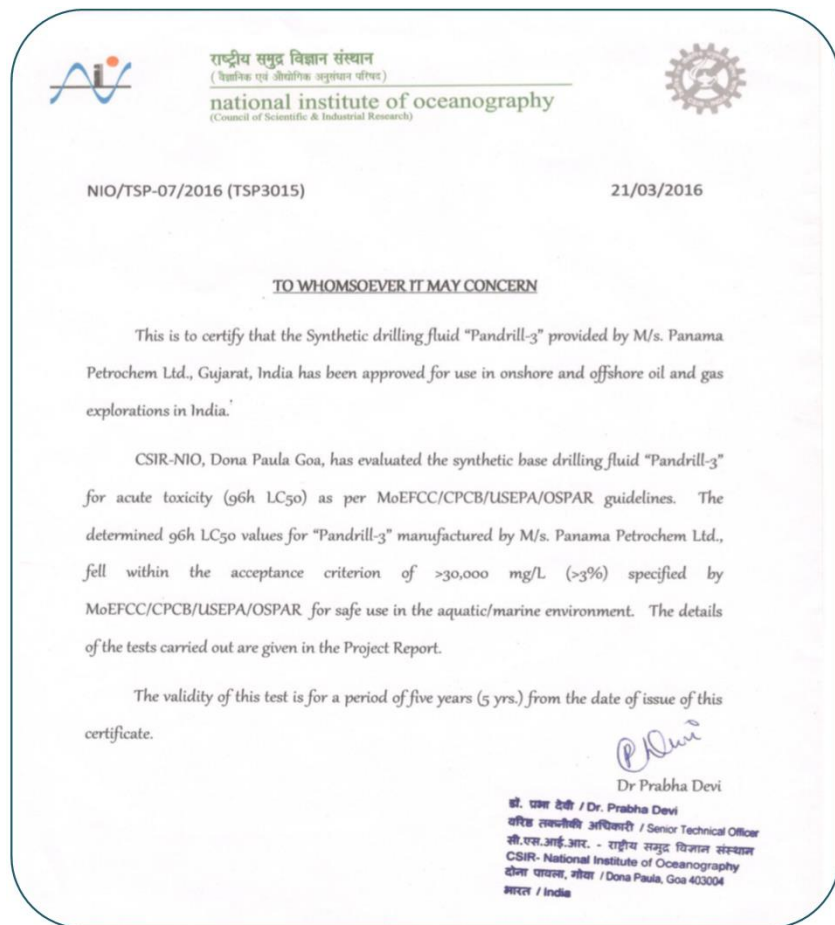
Proposed Capacity Addition by 40% over three years period

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

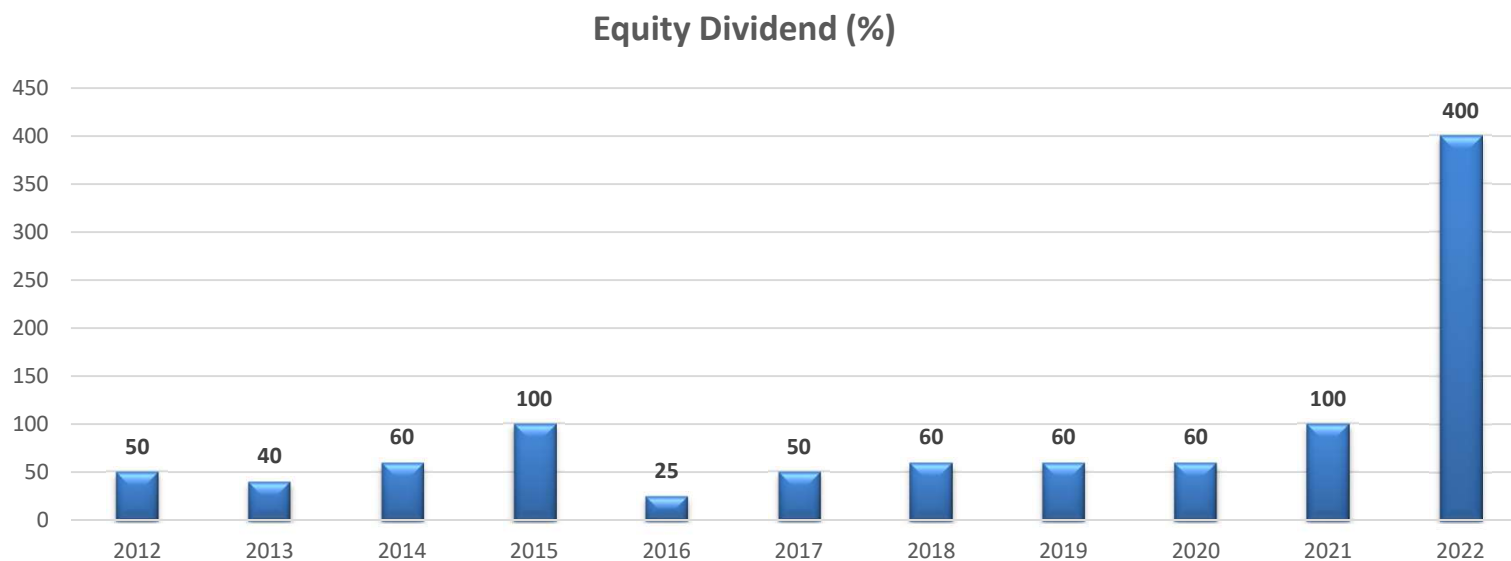
Focused Research & Development
towards GREEN technology

August 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. “

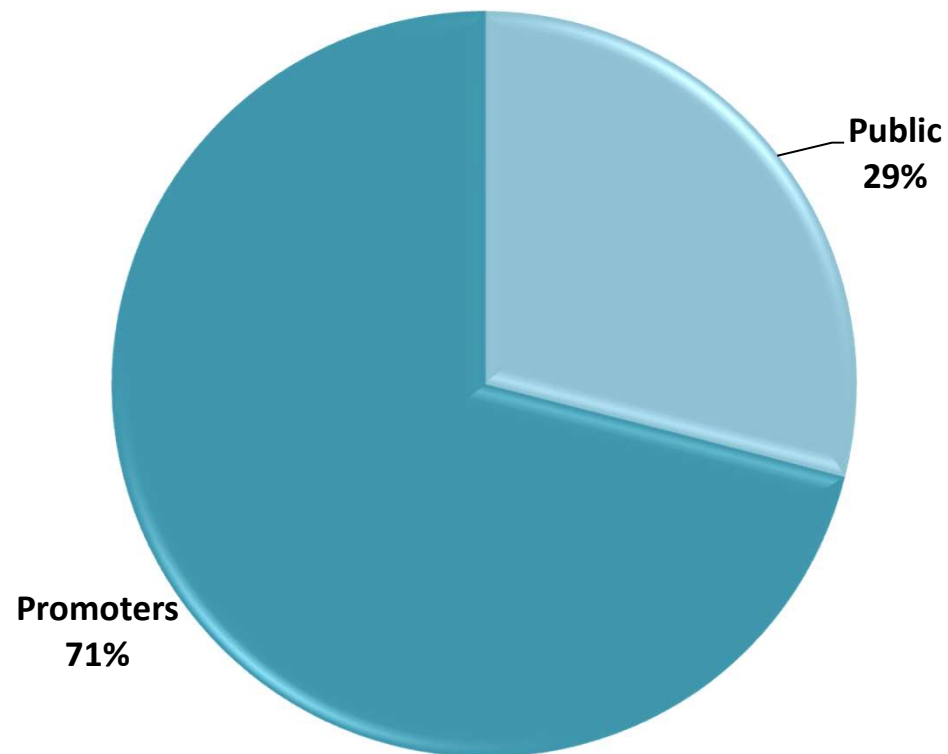


** Detailed Dividend Distribution Policy of the Company is available on Company's website.*

Shareholding Pattern



As on 30th June 2022

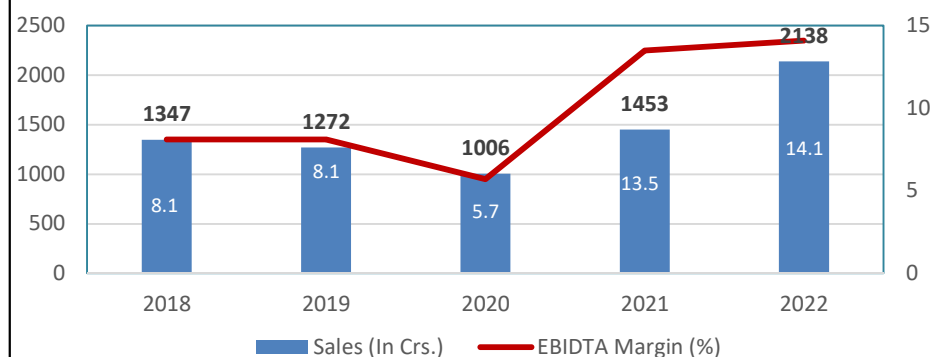


** As per voting capital of the Company.*

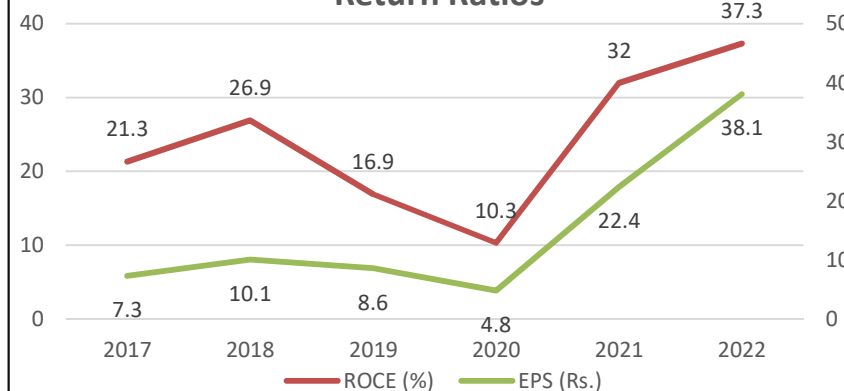
Financial Snapshot



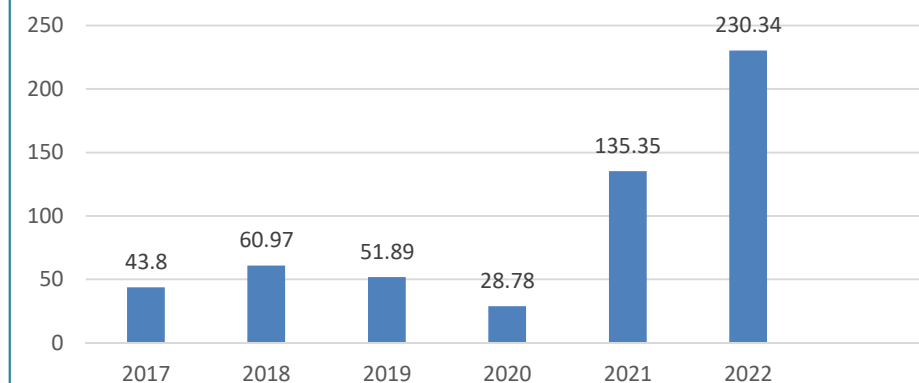
Revenue & Margins



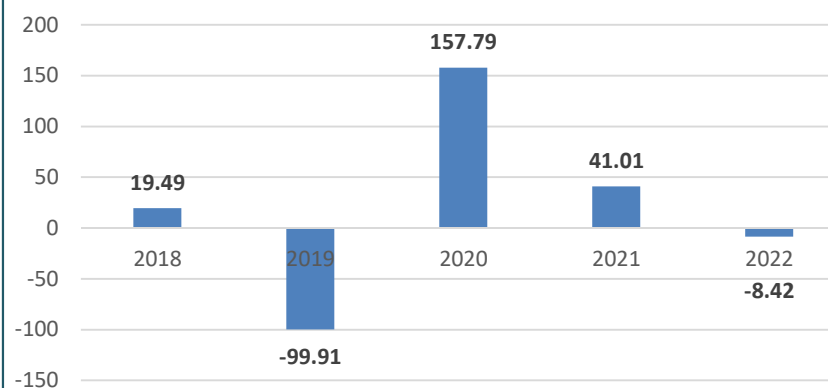
Return Ratios



PAT (Rs. Crs)



Free Cash Flow (Rs. Crs)



Annual Financials - Income



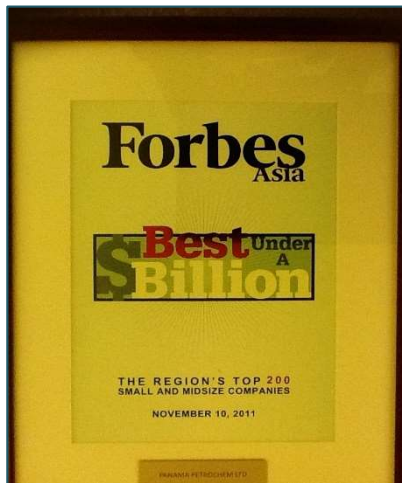
| Particulars (Rs. Crores) | Mar-17 | Mar-18 | Mar-19 | Mar-20 | Mar-21 | Mar-22 |
|--------------------------|---------------|----------------|----------------|----------------|----------------|----------------|
| Revenue | 903.50 | 1347.38 | 1272.05 | 1006.35 | 1452.15 | 2138.08 |
| Expenses | 824.39 | 1238.18 | 1169.42 | 949.51 | 1256.08 | 1836.36 |
| EBIDTA | 79.11 | 109.2 | 102.63 | 56.84 | 196.07 | 301.72 |
| Depreciation | 4.87 | 5.29 | 5.92 | 7.25 | 7.61 | 8.40 |
| PBIT | 74.24 | 103.91 | 96.71 | 49.59 | 188.46 | 293.32 |
| Interest | 8.58 | 13.76 | 25.17 | 17.44 | 8.95 | 7.06 |
| PBT | 65.66 | 90.15 | 71.54 | 32.15 | 179.51 | 286.26 |
| Tax | 21.86 | 29.18 | 19.66 | 3.37 | 44.16 | 55.92 |
| PAT | 43.80 | 60.97 | 51.88 | 28.78 | 135.35 | 230.34 |

Annual Financials – Balance Sheet



| Particulars (Rs. Crores) | Mar-17 | Mar-18 | Mar-19 | Mar-20 | Mar-21 | Mar-22 |
|----------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Equity Capital | 8.07 | 12.10 | 12.10 | 12.10 | 12.10 | 12.10 |
| Reserves | 304.72 | 359.42 | 401.67 | 420.92 | 548.87 | 756.11 |
| Borrowings | 32.58 | 45.13 | 159.90 | 50.67 | 65.17 | 29.81 |
| Other Liab. | 323.42 | 559.31 | 345.53 | 273.22 | 366.48 | 455.17 |
| Total | 668.79 | 975.96 | 919.20 | 756.91 | 992.62 | 1253.19 |
| Net Block | 129.61 | 147.97 | 167.31 | 189.77 | 207.45 | 235.08 |
| Other Assets | 539.18 | 827.99 | 751.89 | 567.14 | 785.17 | 1018.11 |
| Total | 668.79 | 975.96 | 919.20 | 756.91 | 992.62 | 1253.19 |
| Cash Flow Statement | | | | | | |
| From Operations | 58.56 | 33.87 | -78.31 | 178.80 | 56.07 | 170.02 |
| For Investments | -20.85 | -14.38 | -21.60 | -21.01 | -14.47 | -110.96 |
| FREE CASH | 37.71 | 19.49 | -99.91 | 157.79 | 41.60 | 59.06 |
| From Financing | -36.04 | -6.13 | 81.25 | -136.30 | -1.29 | -67.47 |
| Net Cash Flow | 1.67 | 13.36 | -18.66 | 21.49 | 40.31 | -8.41 |

Credentials



FORM 26
(See Rules 73 and 83)

Certificate of Renewal of licence to manufacture for a class of Drugs
Other than those specified in Schedule X



Certified that licence in Form 25 No. G/25, Granted on the Date **31/08/1994**

To **M/s PANAMA PETROCHEM LTD.** for the manufacture of the following categories of drugs being drugs other than those specified in Schedule C and C (1) and "X" to the Drugs and Cosmetics Rules, 1945 at the premises situate at, **PLOT No. 3303, G.I.D.C. ESTATE, ANKLESHWAR, DIST. BHARUCH, CH.**

has been renewed from: **01/01/2012 To 31/12/2016**

Number of drugs (each item to be separately specified): As per list Appx. ved & Annexed.

Number of engaged competent technical staff: As per list Appx. ved & Annexed.


 Signature: 
 Designation: **Group Chairman**
Food & Drug
Ministry of Health & Family Welfare
Government of India

Date: **25/09/2012**

19/4 5912920610 0000X TSL14 09191 2100-035-02

CERTIFICATE OF REGISTRATION

THIS IS TO CERTIFY THAT THE
QUALITY MANAGEMENT SYSTEM OF

Panama Petrochem Limited

Plot No. 3303, GIDC, Ankleshwar - 393002
Dist: Bharuch, Gujarat
India

This has been assessed and registered as complying with the requirements of the International Standard shown above for the following Goods and Services. Further clarification regarding the scope of this certificate and the applicability of ISO 9001:2008 requirements may be obtained by consulting the organization.

For development, manufacturing and supply of transformer oil, light liquid paraffin, white soft paraffin (petroleum jelly), speciality oils and grease/cable jelly


ISO 9001
 International Standards
 Certifications
 ISO 9001:2008


IAF
 International Accredited Forum
 for Conformity Assessment


JAS-ANZ
 Group Chairman
 Tony W. Hilde
 Group Chairman
 INC. Pty Ltd, A.B.N. 45 011 810 909


ISC
 International Standards
 Certifications
 Py Ltd

Registration Number: **04C/091/1009**
 Originally Certified on: **18/Nov/2007**
 Registration Date: **19/Dec/2011**
 Re-certification Date: **16/Nov/2012**
 Expiry Date: **16/Nov/2013**

INC. Pty Ltd, Unit 2/10 Gladstone Road, Carle Hall NSW 2154, Sydney, Australia

This certificate is valid until 16-Nov-2016 from the date of certification on the condition that audits are conducted and paid for as per the Certification Agreement. Should this condition not be met, cancellation procedures will be initiated and the client will be removed from the JAS-ANZ register. This Certificate remains the property of International Standards Certifications Pty Ltd and must be returned upon request. It must not be altered in any way. Intentional misuse of this certificate will result in cancellation without prior notification.

Certificates can be checked through checkbook.ias-certification.com

CERTIFICATE OF REGISTRATION

THIS IS TO CERTIFY THAT THE
ENVIRONMENTAL MANAGEMENT SYSTEM OF

Panama Petrochem Limited

Plot No. 3303, GIDC, Ankleshwar - 393002
Dist: Bharuch, Gujarat
India

This has been assessed and registered as complying with the requirements of the International Standard shown above for the following Goods and Services. Further clarification regarding the scope of this certificate and the applicability of ISO 14001:2004 requirements may be obtained by consulting the organization.

For development, manufacturing and supply of transformer oil, light liquid paraffin, white soft paraffin (petroleum jelly), speciality oils, grease / cable jelly, industrial & automotive lubricants


ISO 14001
 International Standards
 Certifications
 ISO 14001:2004


IAF
 International Accredited Forum
 for Conformity Assessment



JAS-ANZ
 Group Chairman
 Tony W. Hilde
 Group Chairman
 INC. Pty Ltd, A.B.N. 45 011 810 909


ISC
 International Standards
 Certifications
 Py Ltd

Registration Number: **EM/091/0301**
 Registration Date: **14-Oct-2011**
 Expiry Date: **14-Oct-2018**

INC. (Global), Building 11, 79 Floor, Bay Square, Business Bay, Dubai, UAE

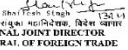
This certificate is valid until 14-Oct-2018 on the condition that audits are conducted and paid for as per the Certification Agreement. Should this condition not be met, cancellation procedures will be initiated and the client will be removed from the JAS-ANZ register. This Certificate remains the property of International Standards Certifications Pty Ltd and must be returned upon request. It must not be altered in any way. Intentional misuse of this certificate will result in cancellation without prior notification.


भारत सरकार
GOVERNMENT OF INDIA
 सचिव, वस्त्र एवं व्यापार विभाग
MINISTRY OF COMMERCE & INDUSTRY
 कनिष्ठ, पदवीय वस्त्र प्रशिक्षण, निर्यात व्यापार
OFFICE OF THE ZONAL JOINT DIRECTOR GENERAL OF FOREIGN TRADE
 नया दिल्ली
Certificate of Recognition
स्टार निर्यात घर
STAR EXPORT HOUSE
 गैरत **STATOS, Holder No. 03/12/08-0327/001113**

(सर्व ई वी व) और व्यापार वी व) को निर्यात व्यापार वी व) 2004-2009 को प्रमाणित की जा चुकी है और निर्यात घर निर्यात घर को वस्त्र प्रशिक्षण दिया जाता है। वस्त्र प्रमाण वी व 30 दिनों से 31 मार्च तक को जारी की जा रही है।

M/s PANAMA PETROCHEM LTD., KATAVAL, KAKKADIA, KERALA, INDIA
 STATOS, WASSIO, BONDRA, KERALA, INDIA

(PEC: No. 032011/001113) and Income Tax PAN No. AACC23350 are hereby accorded the status of Star Export House in accordance with the provisions of the Foreign Trade Policy, 2005-2009. This Certificate is valid for a period of **Five** years effective from 1st April 2009 to 31st March 2014.

By 
GENERAL OF FOREIGN TRADE

NO. **B-0357**
 Date **23/11/2009**
 Place **Chennai**

REG. NO. **03/12/08-0327/001113**



Thank You

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