

# Panama Petrochem



**Investor  
Presentation  
February 2022**



# Safe Harbor



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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
<b>Total Revenue</b>	<b>510.38</b>	<b>564.45</b>	<b>-9.6</b>	<b>422.72</b>	<b>20.7</b>	<b>1627.16</b>	<b>909.15</b>	<b>1452.15</b>
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
<b>EBIDTA</b>	<b>68.69</b>	<b>83.13</b>	<b>-17.4</b>	<b>76.40</b>	<b>-10.1</b>	<b>229.55</b>	<b>114.20</b>	<b>196.07</b>
<i>EBIDTA margin (%)</i>	<b>13.5</b>	<b>14.10</b>		<b>18.07</b>		<b>14.11</b>	<b>12.56</b>	<b>13.50</b>
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
<b>Profit Before Tax</b>	<b>64.90</b>	<b>78.66</b>		<b>72.54</b>		<b>217.56</b>	<b>101.46</b>	<b>179.51</b>
Income Tax	10.78	16.74		19.42		43.44	26.11	44.16
<b>Profit After Tax</b>	<b>54.12</b>	<b>61.92</b>	<b>-12.6</b>	<b>53.12</b>	<b>1.9</b>	<b>174.12</b>	<b>75.35</b>	<b>135.35</b>
<b>Earning Per Share</b>	<b>8.95</b>	<b>10.24</b>		<b>3.05</b>		<b>28.78</b>	<b>12.46</b>	<b>22.37</b>

# 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

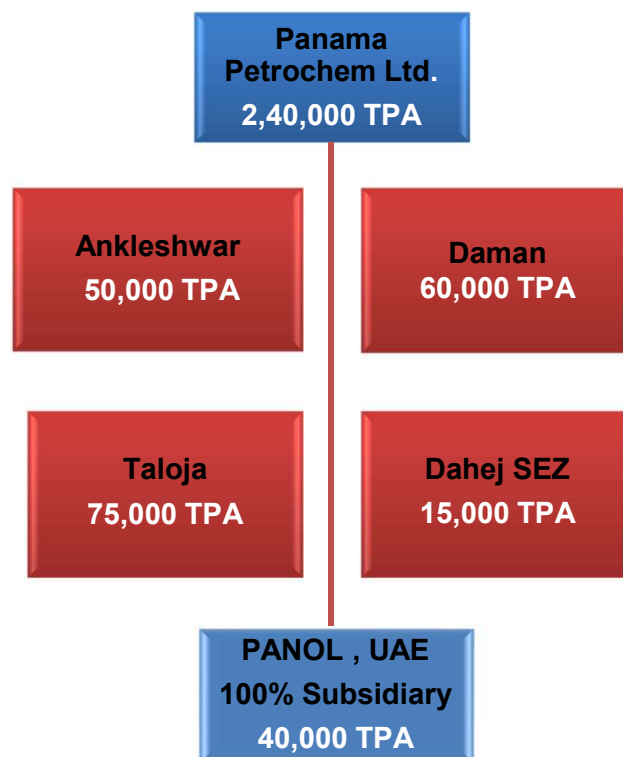
**Rs. 22.37**

\*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**

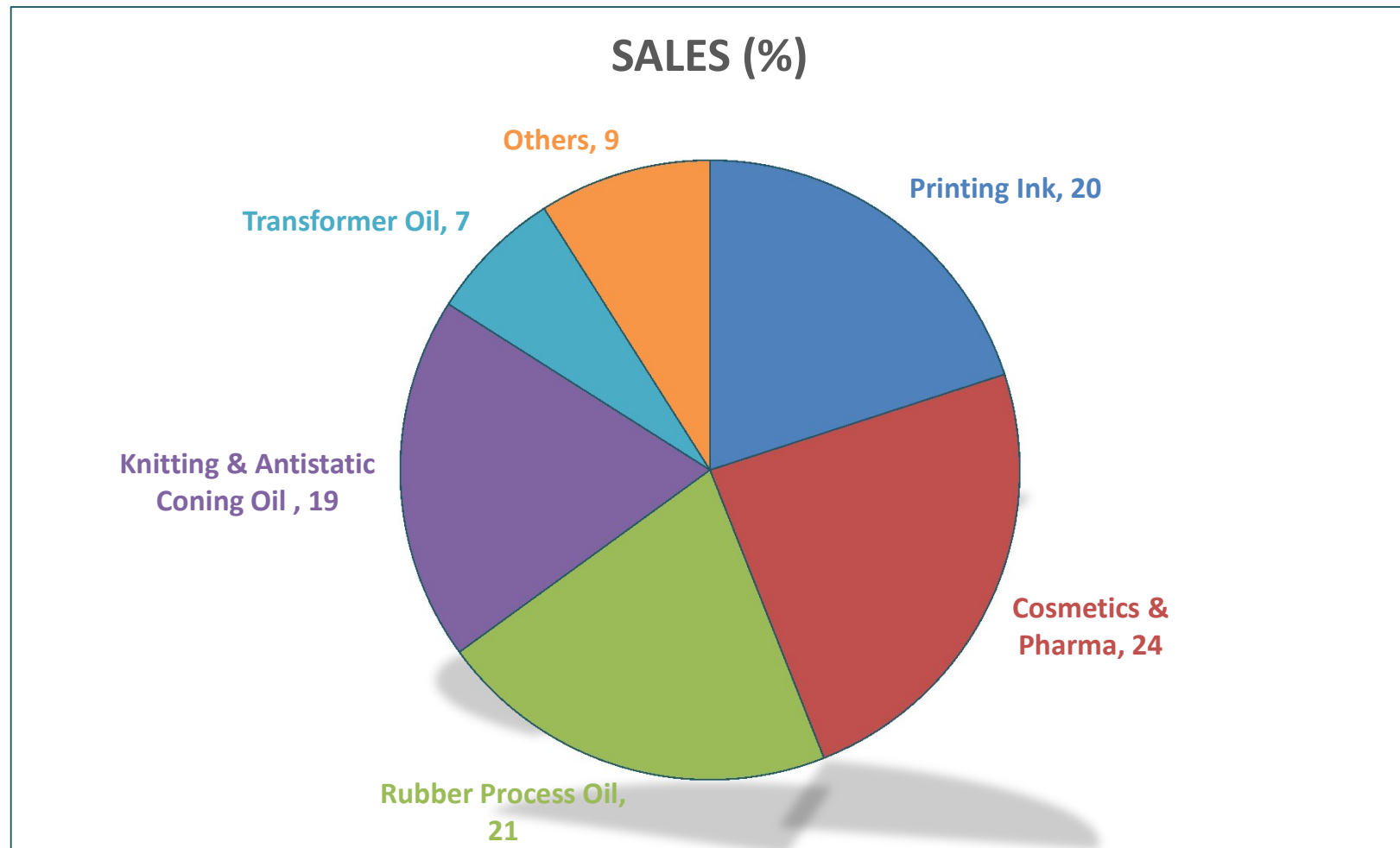


# Revenue across Industries





# 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



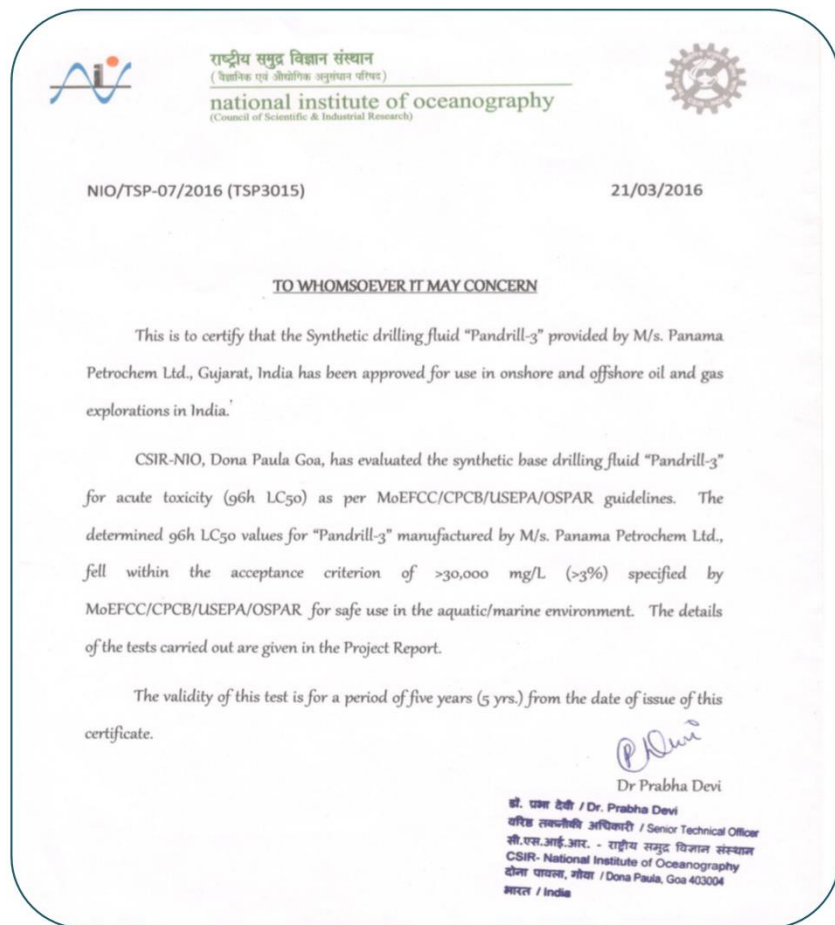
**Proposed Capacity Addition by 40% over three years period**

**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

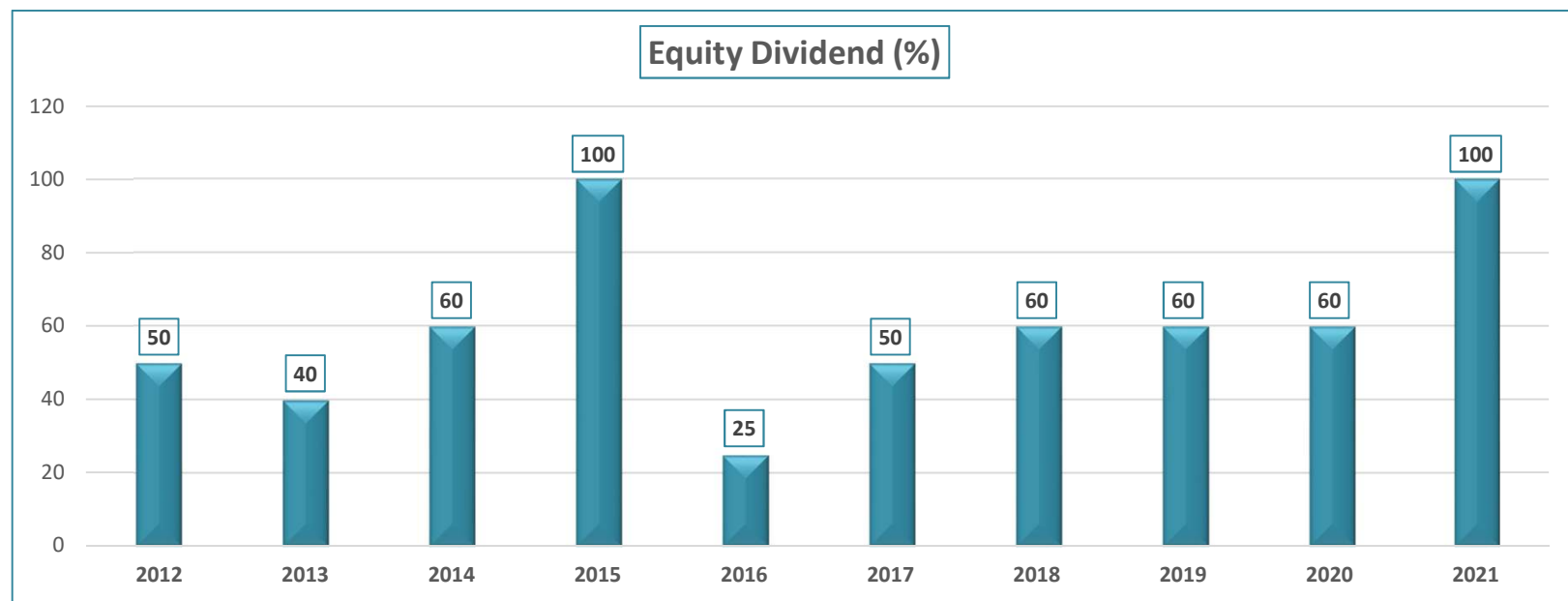
February 2022



# 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. ”**

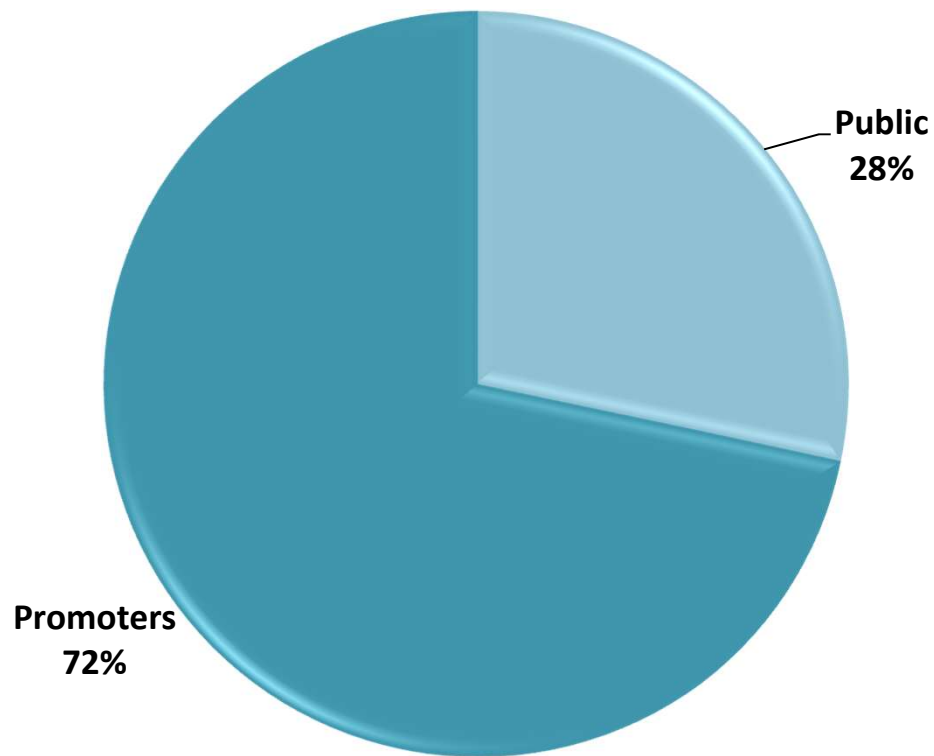


*\* Detailed Dividend Distribution Policy of the Company is available on Company's website.*

# Shareholding Pattern



**As on 31st Dec 2021**

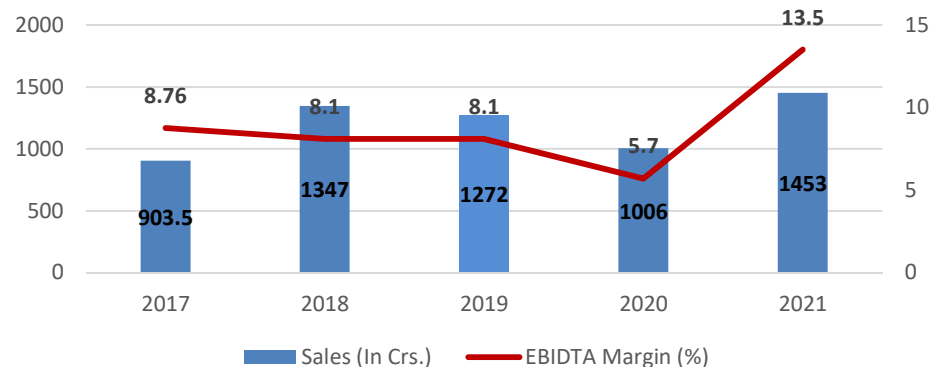


*\* As per voting capital of the Company.*

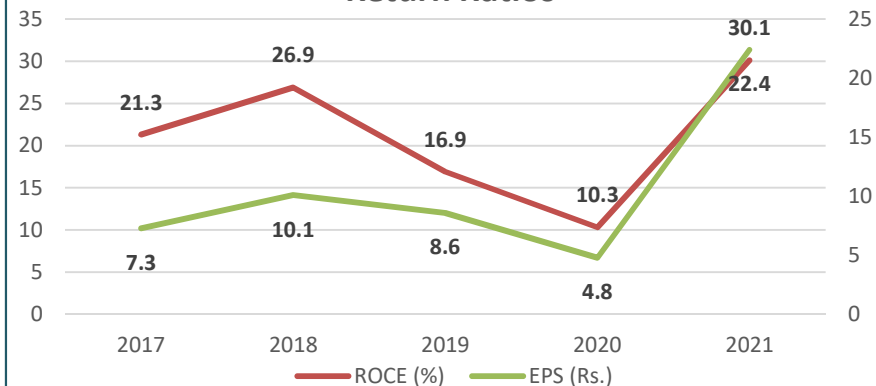
# Financial Snapshot



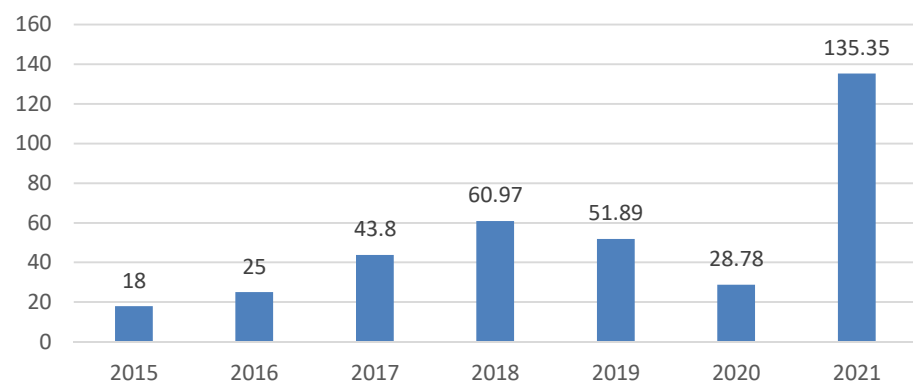
## Revenue & Margins



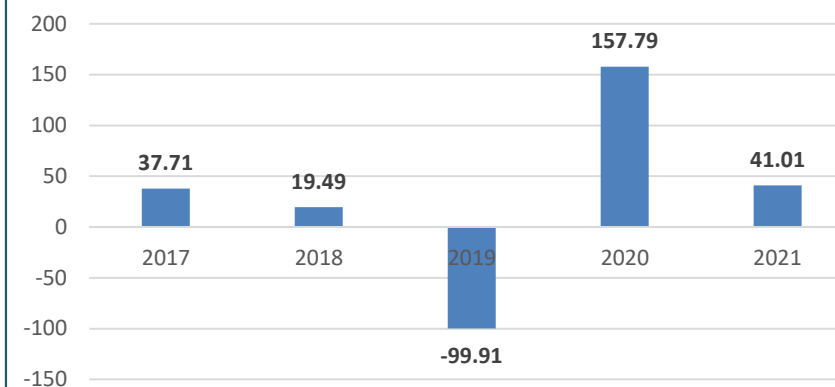
## Return Ratios



## PAT (Rs. Crs)



## Free Cash Flow (Rs. Crs)



# Annual Financials - Income

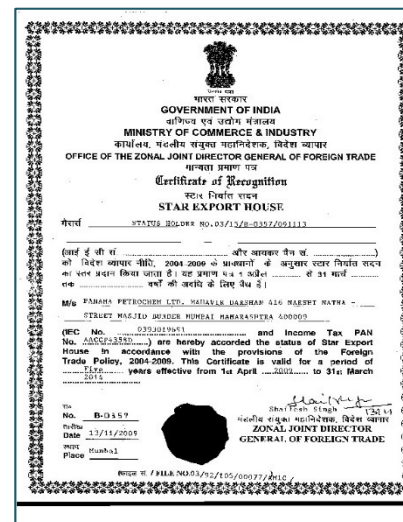
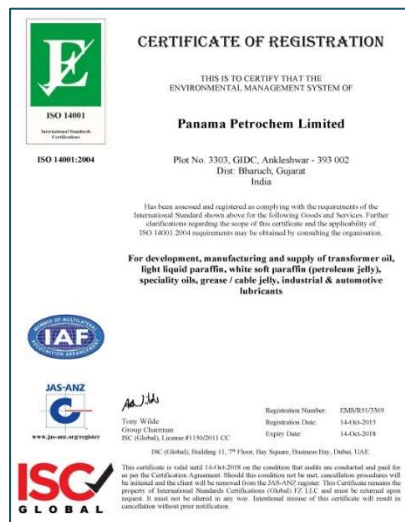
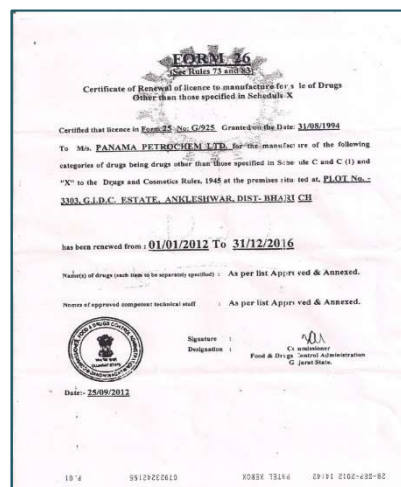


Particulars (Rs. Crores)	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21
<b>Revenue</b>	<b>903.50</b>	<b>1347.38</b>	<b>1272.05</b>	<b>1006.35</b>	<b>1453.28</b>
Expenses	824.39	1238.18	1169.42	949.51	1257.21
<b>EBIDTA</b>	<b>79.11</b>	<b>109.2</b>	<b>102.63</b>	<b>56.84</b>	<b>196.07</b>
Depreciation	4.87	5.29	5.92	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
<b>PAT</b>	<b>43.80</b>	<b>60.97</b>	<b>51.88</b>	<b>28.78</b>	<b>135.35</b>

# 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
<b>Reserves</b>	<b>304.72</b>	<b>359.42</b>	<b>401.67</b>	<b>420.92</b>	<b>548.87</b>
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
<b>Cash Flow Statement</b>					
From Operations	58.56	33.87	-78.31	178.80	55.21
For Investments	-20.85	-14.38	-21.60	-21.01	-14.20
<b>FREE CASH</b>	<b>37.71</b>	<b>19.49</b>	<b>-99.91</b>	<b>157.79</b>	<b>41.01</b>
From Financing	-36.04	-6.13	81.25	-136.30	-0.70
<b>Net Cash Flow</b>	<b>1.67</b>	<b>13.36</b>	<b>-18.66</b>	<b>21.49</b>	<b>40.31</b>







# Thank You

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