

### **Corporate Office & Communication Address:**

40I Aza House, 24, Turner Road, Bandra (W), Mumbai 400 050. Website: www.panamapetro.com Phone : 9I-22-42I77777 I Fax : 9I-22-42I77788 I E-mail : ho@panamapetro.com CIN No. L23209GJI982PLC005062

August 17, 2021

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

#### Sub. : Investor Update

Dear Sir,

Pursuant to Regulation 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith a copy of Presentation on First Quarter ended 30th June, 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







### Investor Presentation August 2021





# 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.

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### Contents



- Key Business Highlights
- Q1 FY22 Financial Update
- Corporate Overview
- Product Overview
- New Product Development
- Capacity Addition
- Environmentally Compliant
- Dividend Policy
- Annual Financial Highlights

# **Business Highlights**



- Consistent performance in Q1FY22 with revenue up by 244% and EBIDTA by 706% on YOY basis.
- Strong demand recovery on unlocking of economy & import Substitution.
- Record EBIDTA margin due to judicious use of capacity towards high value added products.
- Planned 40% Capacity addition over a period of three years.
- CARE Rating upgrade to "CARE A" for long term facilities & "CARE A1" for Short Term Facilities with stable outlook.
- Consistent dividend paying company for more than a decade with prudent Dividend Policy.

# Q1 FY22 Financial Update



Particulars (Consolidated) Rs. In Crores	Q1 FY22	Q4 FY21	QoQ %	Q1 FY21	YoY %	FY 2021
Total Revenue	552.34	543.00	1.7	160.37	244.4	1453.28
Materials Consumed	420.61	413.57		130.29		1120.30
Other Expenses	42.93	38.73		18.18		110.58
EBIDTA	77.73	81.87	-5.0	9.64	706.3	196.07
EBIDTA margin (%)	14.07	15.08		6.01		13.50
Depreciation	2.05	1.94		1.91		7.61
Finance Cost	1.68	1.88		2.98		8.95
Profit Before Tax	74.00	78.05		4.75		179.51
Income Tax	15.92	18.04		0.97		44.16
Profit After Tax	58.08	60.01	-3.2	3.78	1436.5	135.35
Earning Per Share (Rs.)	9.60	9.92		0.62		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 35%
- Consolidated installed capacity of the company is 2.40 lakhs TPA.
- Listed on BSE & NSE
- DSIR approved R&D Centre at Ankleshwar , Gujarat with latest analytical facility

### Net Revenue **Rs. 1453 Crores**

EBIDTA Rs. 196 Crores

Net Profit **Rs. 135 Crores** 

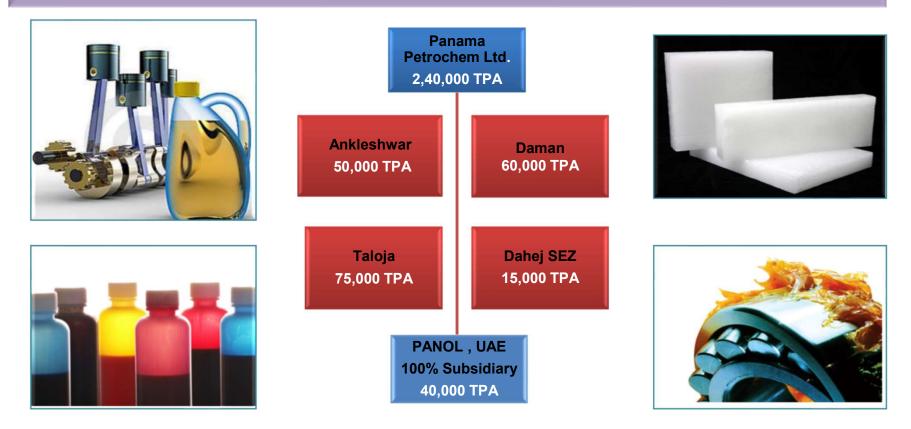
EPS **Rs. 22.37** 

\*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			

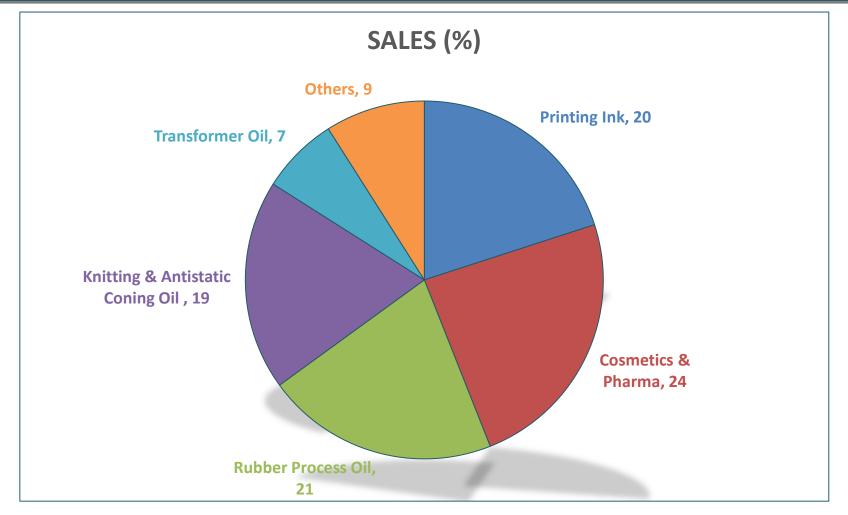
### **Revenue across Industries**





### **Revenue Mix**





# **Star Export House**





# **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**



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राष्ट्रीय समुद्र विज्ञान संस्थान (भागनिक प्रत्न जीमोगिक अनुगंधन परिषर) national institute of oceanography

NIO/TSP-07/2016 (TSP3015)

21/03/2016

#### TO WHOMSOEVER IT MAY CONCERN

This is to certify that the Synthetic drilling fluid "Pandrill-3" provided by M/s. Panama Petrochem Ltd., Gujarat, India has been approved for use in onshore and offshore oil and gas explorations in India.

CSIR-NIO, Dona Paula Goa, has evaluated the synthetic base drilling fluid "Pandrill-3" for acute toxicity (96h LC50) as per MoEFCC/CPCB/USEPA/OSPAR guidelines. The determined 96h LC50 values for "Pandrill-3" manufactured by M/s. Panama Petrochem Ltd., fell within the acceptance criterion of >30,000 mg/L (>3%) specified by MoEFCC/CPCB/USEPA/OSPAR for safe use in the aquatic/marine environment. The details of the tests carried out are given in the Project Report.

The validity of this test is for a period of five years (5 yrs.) from the date of issue of this certificate.

Dr Prabha Devi इरे. प्रभा देवी / Dr. Prabha Devi वरिड तत्वजीवी अधिवादी / Sonior Technical Office वरिड तत्वजीवी अधिवादी / Sonior Technical Office से. एवर.आई.आर. - राष्ट्रीय सम्युद्ध विज्ञास संस्थापन CSIR- National institute of Oceanography दोला पायला, जीवा / Dona Paula, Goa 403004 मारार / India

diary sample, alban / Dona Paula, Gos 400006 antre / India

Company is assigned ISO 14001: 2018

Pioneer in introducing eco friendly products for lnk 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**

	Prof. Dr. Gernot Grin Lurup 4, D-22927 Gross		
	TESTREPOR	r	
BIU-Report-No.:	PAP2002_EN16143	1	
Customer:	Panama Petrochem Ltd. Mr. Pradip V. Nikam Vice President (Technical) Plot 3303, Gidc Estate, Ank 393002 Ankleshwar - Gujan		
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		
Remarks:	00		
concern or providence.			

August 2021

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

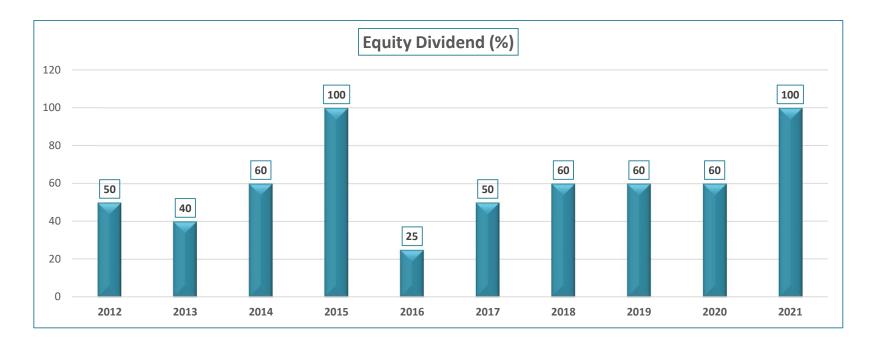
Focused Research & Development towards GREEN technology



# **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. "

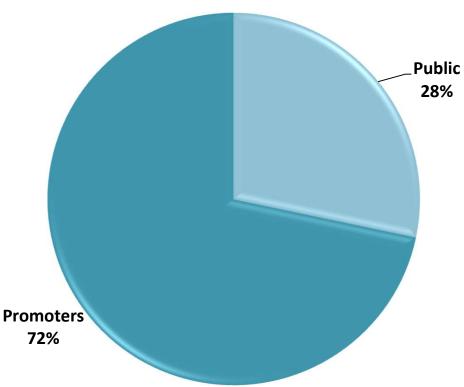


\* Detailed Dividend Distribution Policy of the Company is available on Company's website.

# **Shareholding Pattern**



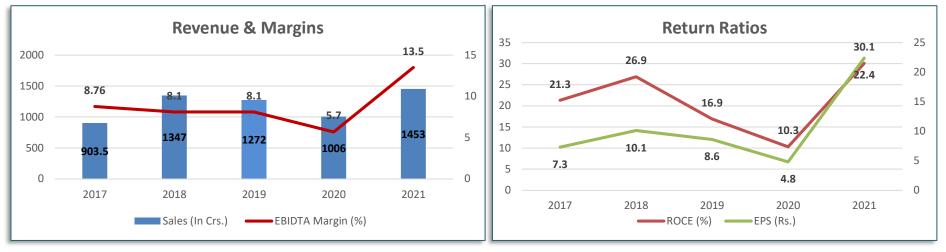
As on 30<sup>th</sup> June 2021

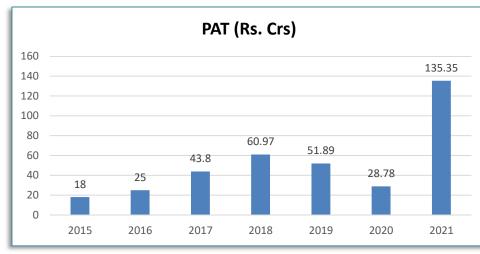


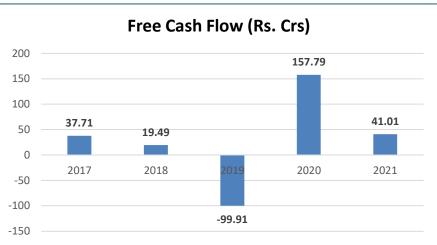
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# **Financial Snapshot**











# **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
<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
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 <u>mahesh@panamapetro.com</u> <u>investorrelations@panamapetro.com</u> Phone : +91 22 42177777







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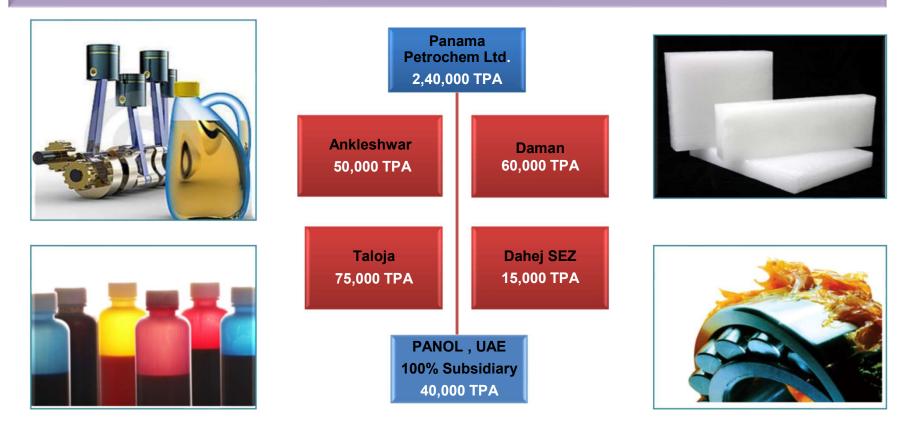
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# **Company Overview**

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# **Product Overview**



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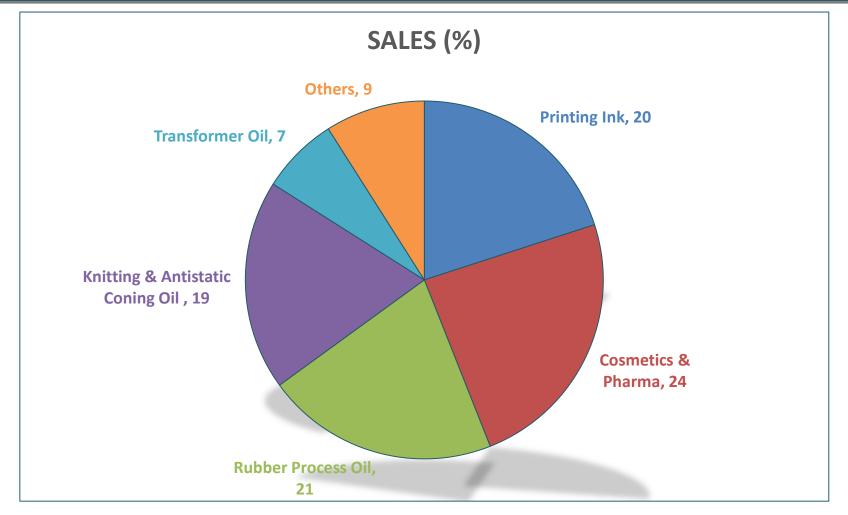
### **Revenue across Industries**





### **Revenue Mix**





# **Star Export House**





# **New Products in Pipeline**



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**Aromatic Free Solvent for Paint Industry** 

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Dr Prabha Devi इरे. प्रभा देवी / Dr. Prabha Devi वरिष्ठ त्ववजीकी अधिकारी / Sonior Technical Office करे. एस.आई.आर. - राष्ट्रीय समुद्र विमान संस्थापन CSIR- National Institute of Oceanography दोना पायल, नीया / Dona Paula, Goa 403004 मारदर / India Company is assigned ISO 14001: 2018

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# **Environmentally Compliant**

/	BIOCHEMICA	Prof. Dr. Gernot Grin Lurup 4, D-22927 Gross	mer-Foundation	ARCINOGENS
		TESTREPORT	r	
	BIU-Report-No.:	PAP2002_EN16143		
	Customer:	Panama Petrochem Ltd. Mr. Pradip V. Nikam Vice President (Technical) Plot 3303, Gidc Estate, Ankl 393002 Ankleshwar - Gujara		
	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 a	romatic 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		
1	Remarks:	wo		

09 August 2021

Pioneer in introducing speciality Rubber Process oil with lowest toxicity

BIU certificates for lowest PH content by German Agency

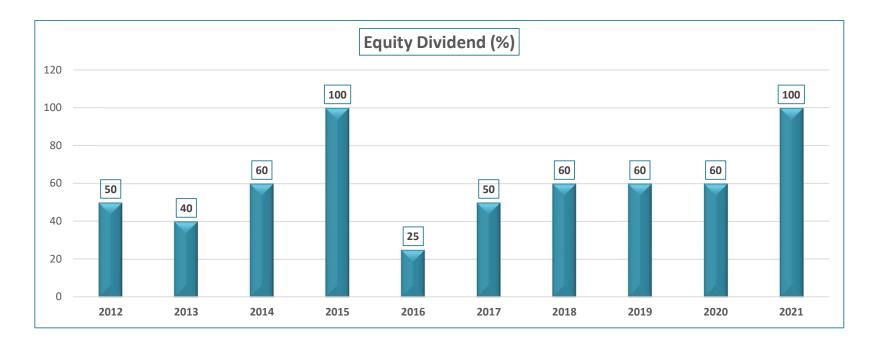
Plan to introduce eco friendly products in Pesticide Industry

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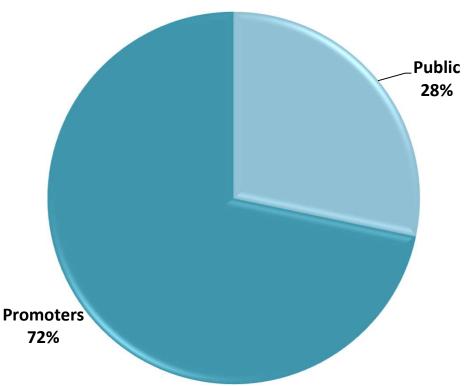


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# **Shareholding Pattern**



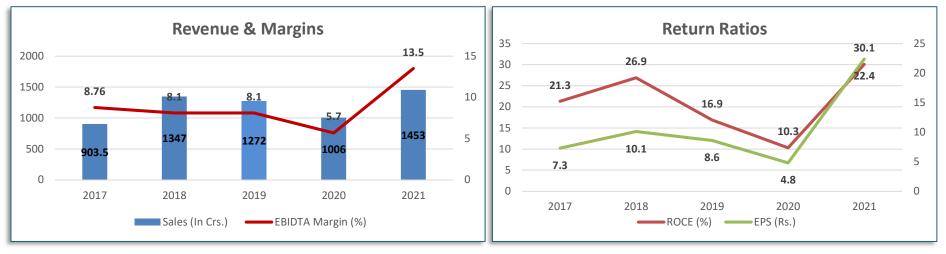
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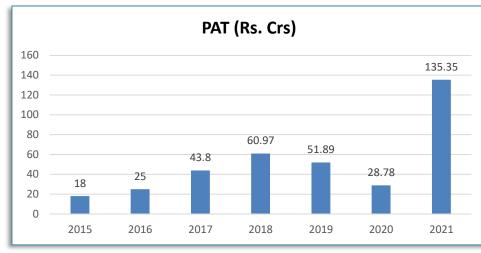


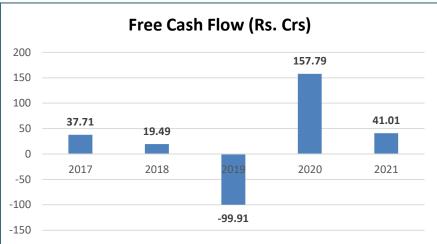
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# Annual Financials – Balance Sheet



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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
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### **Credentials**







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Contact : Mahesh Narvekar Vice President – Corporate Relations <u>mahesh@panamapetro.com</u> <u>investorrelations@panamapetro.com</u> Phone : +91 22 42177777