



Corporate Office & Communication Address:

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

June 09, 2022

Bombay Stock Exchange Limited Pjiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai 400 001 Script 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 Script 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 and financial year ended March 31, 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
May 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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Q4 FY22 Financial Update



Particulars (Consolidated) Rs. In Crores	Q4 FY22	Q3 FY22	Q4 FY21	FY 2022 Audited	FY 2021 Audited	YOY Change (%)
Total Revenue	510.92	510.38	543.00	2138.08	1452.15	47.23
Materials Consumed	398.57	404.36	413.57	1660.03	1120.30	
Employee Cost	3.65	4.28	8.83	24.02	26.33	
Other Expenses	36.53	33.05	38.73	152.31	109.45	
EBIDTA	72.17	68.69	81.87	301.72	196.07	53.88
<i>EBIDTA margin (%)</i>	14.1	13.5	15.1	14.1	13.5	
Depreciation	2.17	2.11	1.94	8.40	7.61	
Finance Cost	1.30	1.68	1.88	7.06	8.95	
Profit Before Tax	68.70	64.90	78.05	286.26	179.51	
Income Tax	12.48	10.78	18.05	55.92	44.16	
Profit After Tax	56.22	54.12	60.00	230.34	135.35	70.18
Earning Per Share	9.29	8.95	9.92	38.08	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. 2138 Crores

EBIDTA

Rs. 302 Crores

Net Profit

Rs. 230 Crores

EPS

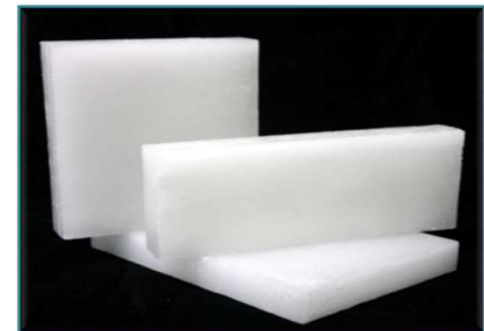
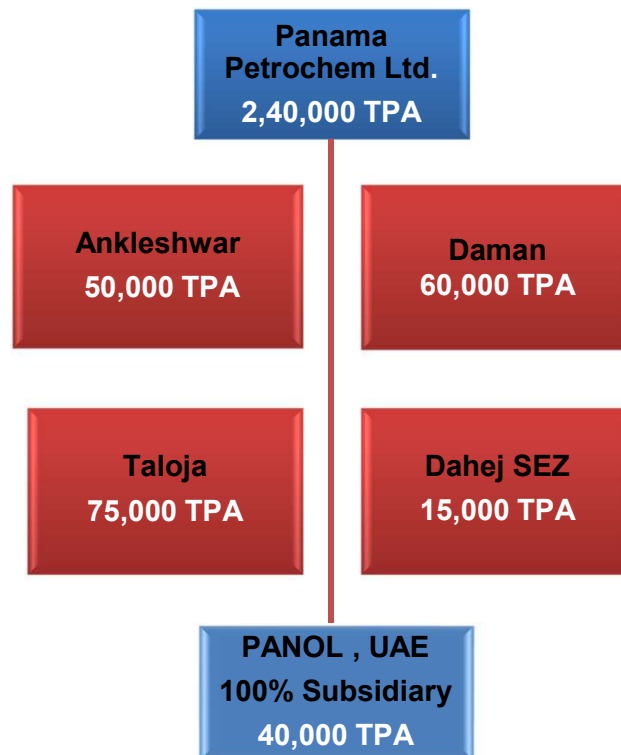
Rs. 38.08

*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**

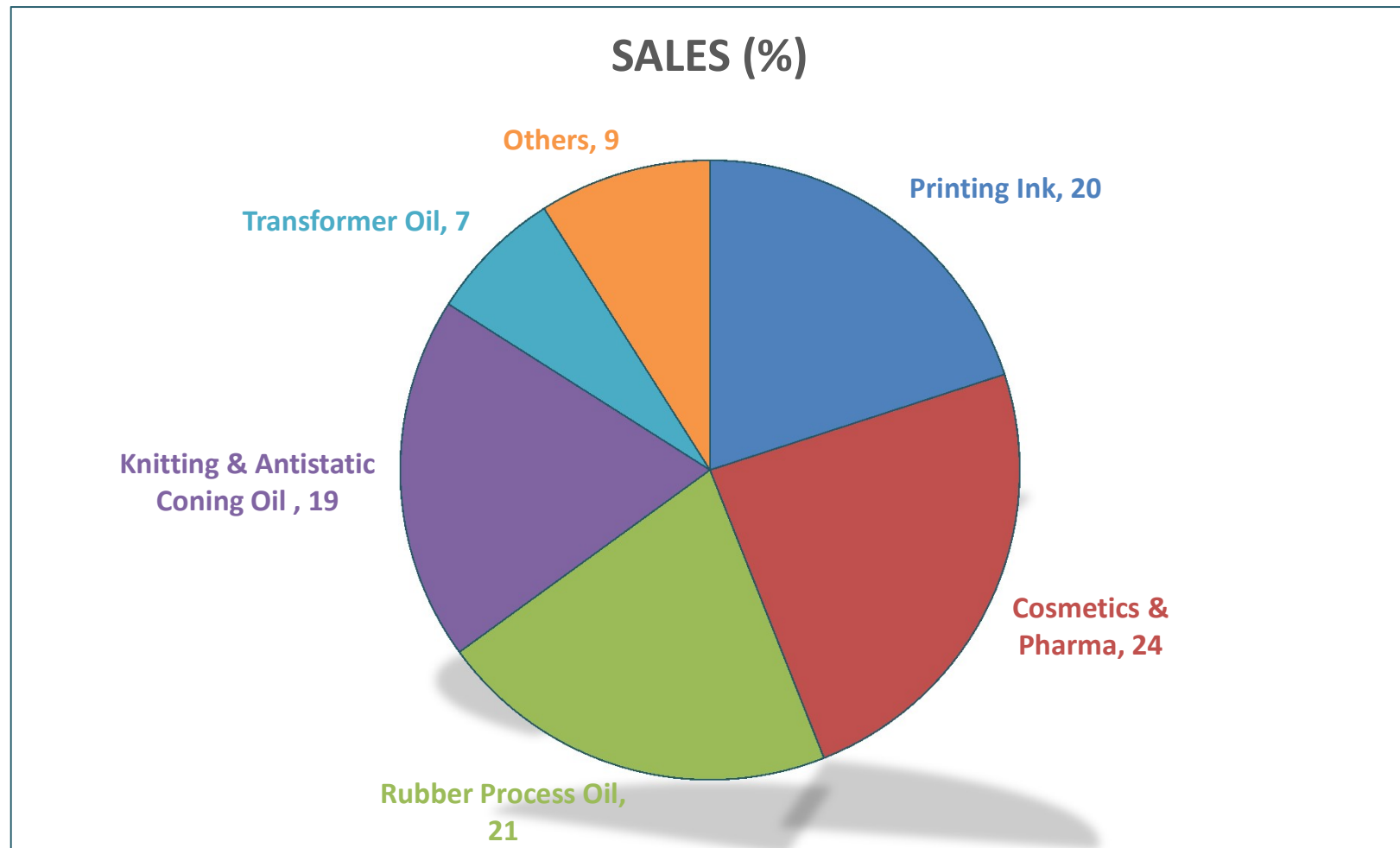
**Industrial Oils &
Lubricants**

Drilling Fluids

Revenue across Industries



Revenue Mix



Star Export House



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



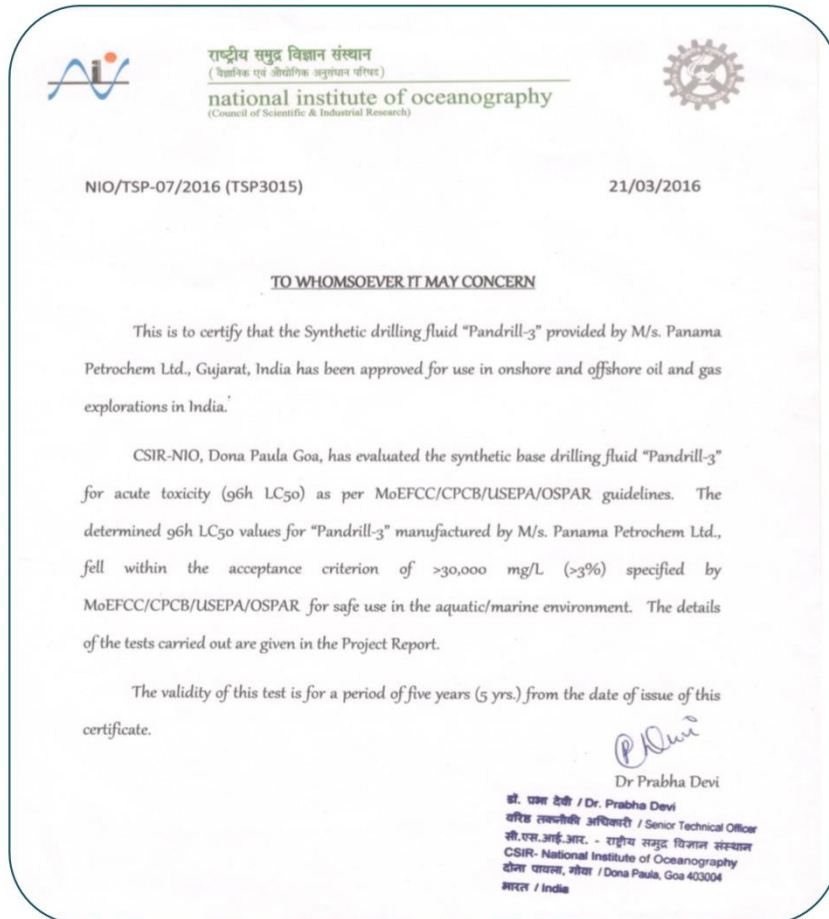
Proposed Capacity Addition by 40% over three years period

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

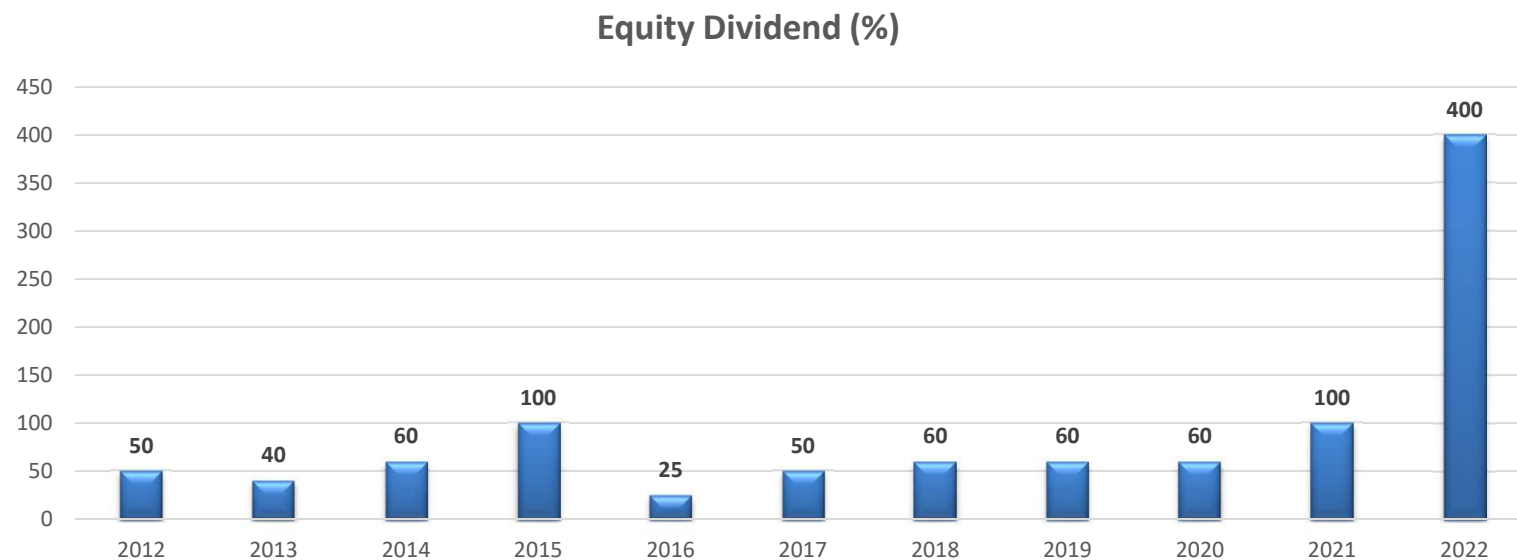
Plan to introduce eco friendly products
in Pesticide Industry

Focused Research & Development
towards GREEN technology

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. “

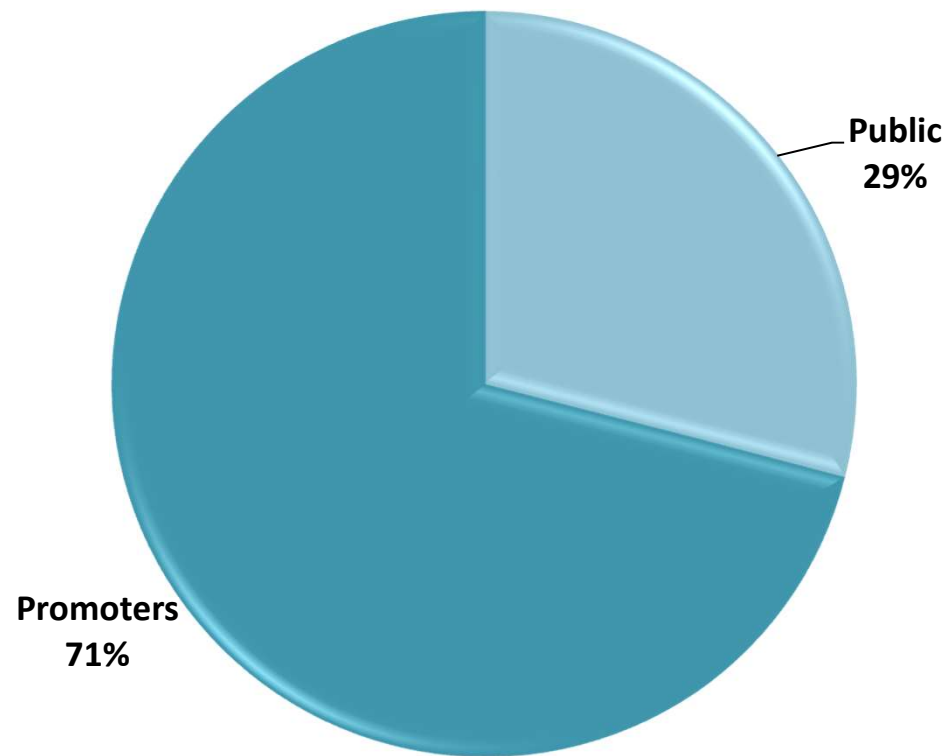


** Detailed Dividend Distribution Policy of the Company is available on Company's website.*

Shareholding Pattern

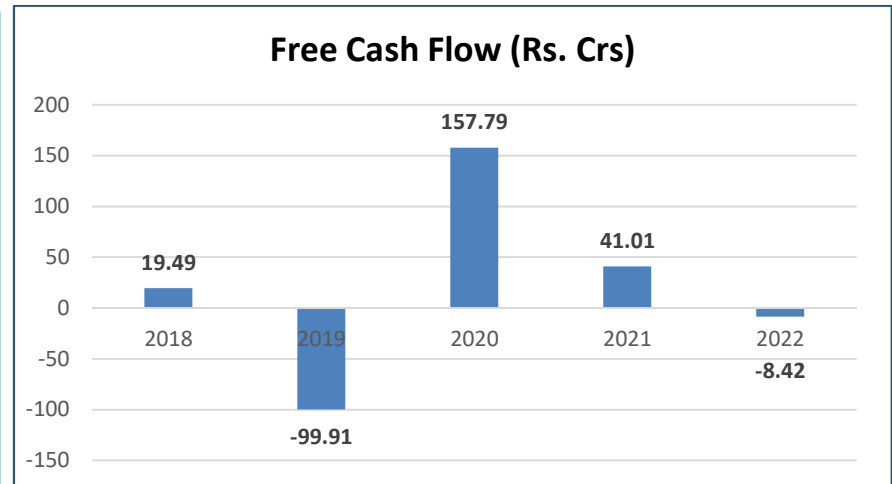
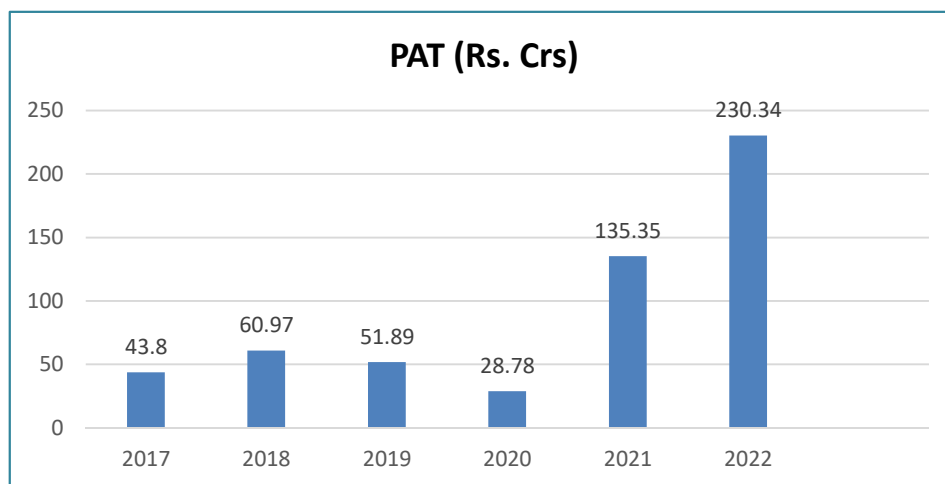
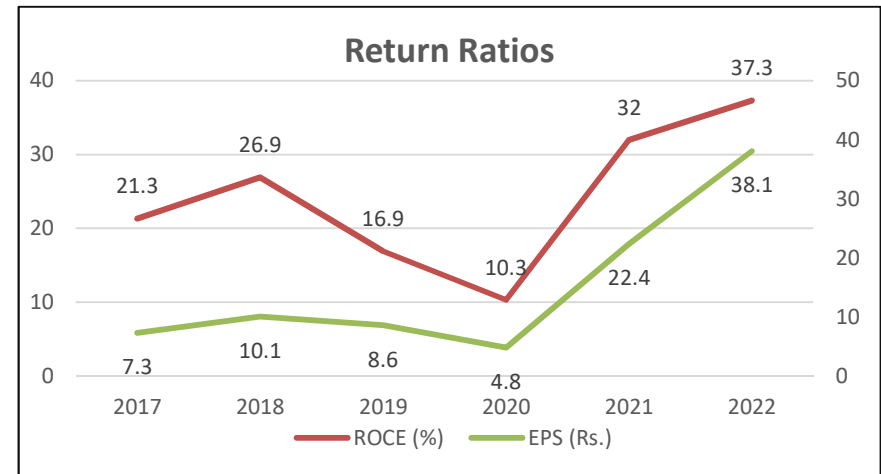
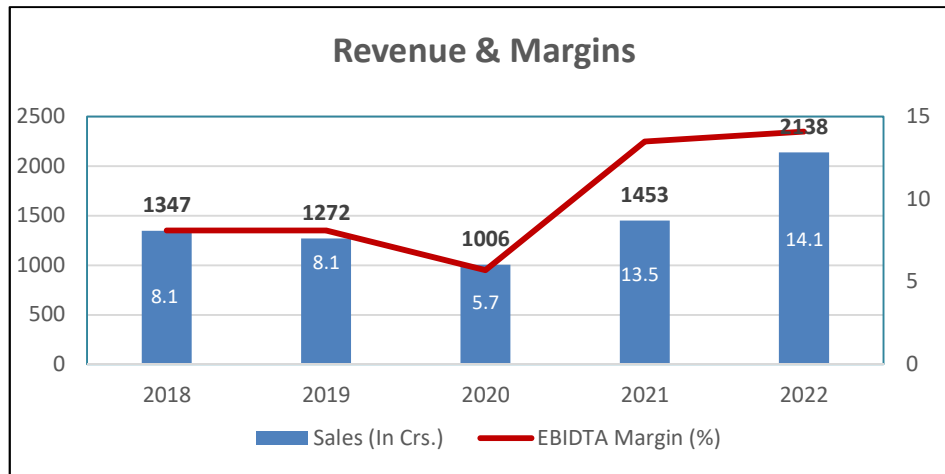


As on 31st Mar 2022



** As per voting capital of the Company.*

Financial Snapshot



Annual Financials - Income



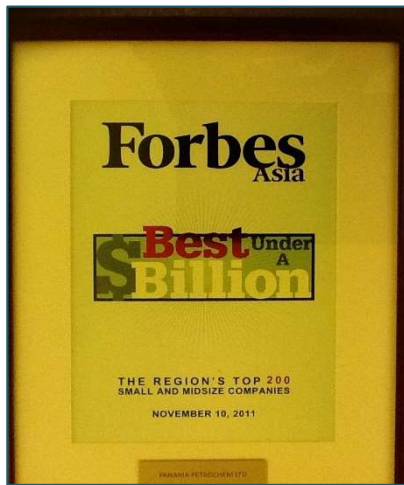
Particulars (Rs. Crores)	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21	Mar-22
Revenue	903.50	1347.38	1272.05	1006.35	1452.15	2138.08
Expenses	824.39	1238.18	1169.42	949.51	1256.08	1836.36
EBIDTA	79.11	109.2	102.63	56.84	196.07	301.72
Depreciation	4.87	5.29	5.92	7.25	7.61	8.40
PBIT	74.24	103.91	96.71	49.59	188.46	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

Granted on the Date **31/08/1994**

Confirmed 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 situated at, **PLOT No. 3303, G.I.D.C. ESTATE, ANKLESHWAR, DIST. BHARUCH**

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**
For & On behalf of **Director Administration**
Govt. of Gujarat

Date: **25/09/2012**

CERTIFICATE OF REGISTRATION

THIS IS TO CERTIFY THAT THE QUALITY MANAGEMENT SYSTEM OF

Panama Petrochem Limited

Plot No. 3303, G.I.D.C., Ankleshwar - 393002
Distt: Bharuch, Gujarat

Has been assessed and registered in compliance with the requirements of the International Standard shown above for the following Goods and Services. Further clarifications 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

Registration Number: **02AC/09/1309**
Originally Certified on: **08/Nov/2007**
Registration Date: **19/Nov/2011**
Recertification Date: **16/Nov/2012**
Expiry Date: **16/Nov/2013**

INC. No. 144, Unit 2/10, Ghansarovar Road, Circle 103 NEW 21/4, Symbio, Aurangabad.

Signature:
Tony W. Wilde
Group Chairman
INC. No. 144, A.B.N. 43/01 410 800

www.iso.org/registration

ISO 9001:2008

CERTIFICATE OF REGISTRATION

THIS IS TO CERTIFY THAT THE ENVIRONMENTAL MANAGEMENT SYSTEM OF

Panama Petrochem Limited

Plot No. 3303, G.I.D.C., Ankleshwar - 393 002
Distt: Bharuch, Gujarat
India

Has been assessed and registered in compliance with the requirements of the International Standard shown above for the following Goods and Services. Further clarifications 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

Registration Number: **EM/09/0350**
Registration Date: **14/Nov/2011**
Expiry Date: **14/Nov/2018**

Signature:
Tony W. Wilde
Group Chairman
INC. (Global), Annex #1/INQ/01/CC

INC. (Global), Building 11, 7th Floor, Bay Square, Business Bay, Dubai, UAE.

This certificate is valid until 14/Nov/2018 on the condition that audits are conducted and paid for as per the Certification Agreement. Should this condition not be met, cancellation provisions will be activated and this client will be removed from the JAS-ANZ register. This Certificate remains the property of International Standards Certification (Global) FZ LLC 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
संघीय वन्य वस्तु विभाग
MINISTRY OF COMMERCE & INDUSTRY
कॉमर्स, मंत्रालय
संघीय वन्य वस्तु विभाग
OFFICE OF THE ZONAL JOINT DIRECTOR GENERAL OF FOREIGN TRADE
भारतीय वन्य वस्तु
Certificate of Recognition
संघीय वन्य वस्तु
STAR EXPORT HOUSE

पंजीकृत स्टार एक्सपोर्ट हाउस नं. 03/12/0-032/2011/13

(सर्वे ई वी में और भारतीय वन्य वस्तु में)
को विशेष व्यापार (सी.ई.) 2004-2006 को संश्लेषण के अनुसार स्वर विनियमन को वन्य वन्य वस्तु प्राप्त है। यह प्रमाण है कि से 31 मार्च तक को जारी की गयी है।

M/s. PANAMA PETROCHEM LTD., KATAVAL, SARAKAMP, SIC, BHARUCH NAGRA -
एकमात्र निर्यात करने वाले निर्यातकर्ता हैं।

(FIC: No. 032011/01/..... 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 years effective from 1st April 2012 to 31st March 2015.

विकास नं. B-0357
दिनांक 23/11/2009
नियंत्रण संख्या 1

GENERAL JOINT DIRECTOR
GENERAL OF FOREIGN TRADE



Thank You

Contact :

Mahesh Narvekar

Vice President – Corporate Relations

mahesh@panamapetro.com

investorrelations@panamapetro.com

Phone : +91 22 42177741