

PONDY OXIDES AND CHEMICALS LIMITED **POCL**[®]

16th May 2025

National Stock Exchange of India Ltd

Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra Kurla Complex, Bandra (E),
Mumbai - 400 051

BSE Limited

Corporate Relationship Department,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai -- 400 001

NSE Symbol : POCL

BSE Scrip Code : 532626

Dear Sir/Madam,

Sub: Investor Presentation for Q4 FY 2024-25

Pursuant to the Regulation 30 of SEBI (LODR) Regulations, 2015, we enclose herewith the Investor Presentation of the Company for Q4 FY 2024-25.

The aforesaid Investor Presentation is also being disseminated on the website of the company: <https://pocl.com/investor-presentation/>

Kindly take the same on record.

Thanking you,

Yours faithfully,

For Pondy Oxides and Chemicals Limited

K. Kumaravel

Director Finance & Company Secretary

Encl.: As Above

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CIN No. : L24294TN1995PLC030586 II GSTIN : 33AAACP5102D4Z4



PONDY OXIDES AND CHEMICALS LIMITED

Q4FY25 Investor Presentation
May'2025



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Certain statements in this presentation concerning our future growth prospects are forward looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to the statements include, but are not limited to, risks and uncertainties regarding fiscal policy, competition, inflationary pressures and general economic conditions affecting demand / supply and price conditions in domestic and international markets. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.

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Management Commentary & Business Outlook

*“POCL has concluded FY25 on a remarkable high, achieving its **highest-ever Revenue, EBITDA, and PAT**, driven by exceptional operational performance. Over the past five years, we have delivered consistent EBITDA and PAT registering impressive CAGRs of 22% and 32%, respectively. We are making strong strides toward our Target 2030, which focuses on expanding capacities in Lead and other verticals, achieving 15%+ volume growth, maintaining a 20%+ revenue CAGR, and enhancing profitability. Our goal is to achieve EBITDA margins above 8%, ROCE exceeding 20%, and generate 60%+ revenue from value-added products.*

***FY25 marked a year of outstanding performance**, with Revenue, EBITDA, and PAT growing by 33%, 39%, and 65%, respectively, fueled by a significant increase in production and sales volumes across Lead, Copper, and Plastic. Our balance sheet has grown stronger, with notable reductions in net debt, improved net debt-to-equity ratio, and a sharp decline in net working capital days. With robust capacity expansion plans, a solid financial foundation, operational excellence, regulatory alignment, experienced leadership, and continued stakeholder support, POCL is exceptionally well-positioned for sustained, long-term growth.”*

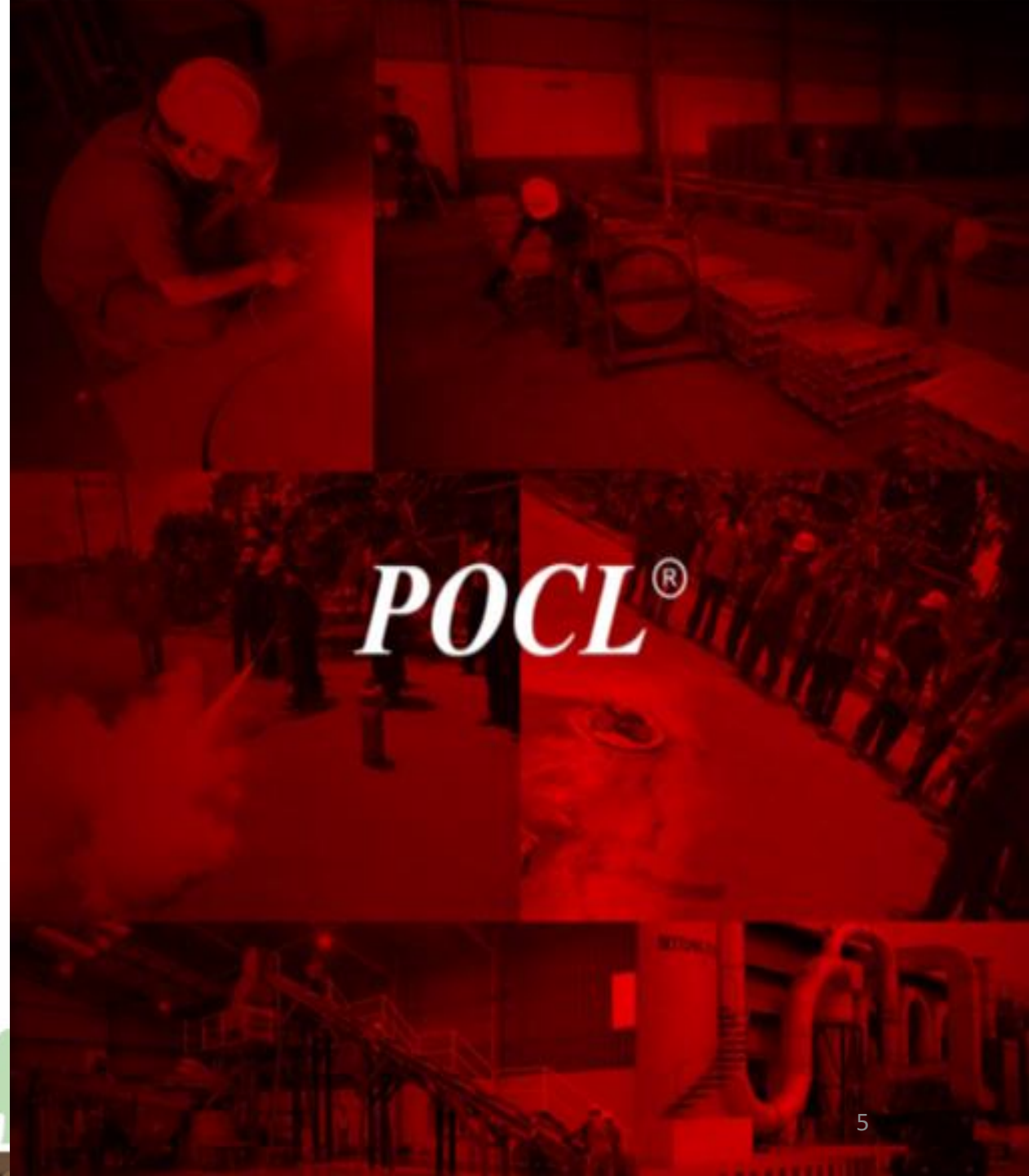


Mr. Ashish Bansal

Managing Director



Company Overview



Responsible Growth, Sustainable Progress

Vision

To be the most valuable recycling company in the world adopting responsible and sustainable manufacturing practices

Mission

To be a leading global recycling company by 2028, propelled by:

- ♻️ Sustainable Growth & Value Creation
- ♻️ Well diversified portfolio
- ♻️ Technological Upgradation

Core Values

- ♻️ Excellence
- ♻️ Responsibility
- ♻️ Integrity
- ♻️ Learning & Innovation
- ♻️ Teaming & Collaboration
- ♻️ Sustainability

Business Drivers

- ♻️ Robust R&D
- ♻️ Dedicated Technical Workforce
- ♻️ Professional Management Team
- ♻️ Operational Excellence
- ♻️ Continuous Technological Progress and Adaption
- ♻️ Forward Integration

Current Business Verticals

- ♻️ Lead
- ♻️ Plastics
- ♻️ Copper
- ♻️ Aluminium

Diversification

- ♻️ Lithium Ion

Infinite Opportunities through Recycling



Business at a Glance

♻️ 4 Recycling Verticals

♻️ 28+ Years of Experience

♻️ India's **First 3N7** LME Registered Lead Brand

♻️ **140K +** MT Scrap Recycled p.a.

♻️ **500+** Employees

♻️ **200+** Partners Worldwide

♻️ QMS, EMS & OHSAS Certified

♻️ **A** External rating from CRISIL

♻️ Prestigious AEO T3 Certification



♻️ **20+** Export Destinations

♻️ **11%** - 5 Years Revenue CAGR

♻️ **22% & 32%** - 5 Years EBITDA & PAT CAGR

♻️ Increasing Capacities with technological upgradation and automation

♻️ **29+** Years of Consistent Dividend Payouts along with Bonus Issue

♻️ Strategically located units with proximity to ports

♻️ 3-Star Export House



POCL Forte and Industry Vantage Point



Licensing and time-bound compliances



Extensive Land Bank of 170+ Acres located strategically with proximity to major Indian ports



Operational Excellence & Expansion of Capacities



International business, global network for procurement & sales spread across various geographies



Risk Mitigation through strategic hedging and future & long-term contracts, spread across diversified market place



Direct empanelment with OEMs for Lead, Plastics and Aluminium



Strong management and effective workforce



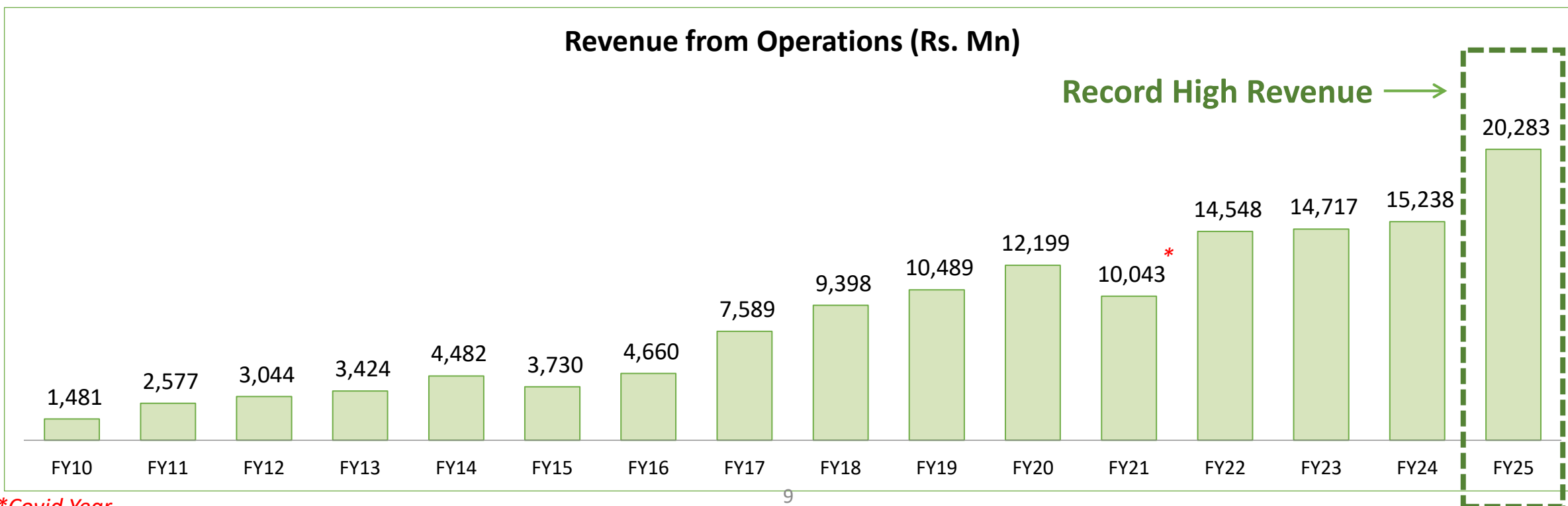
India's First 3N7 London Metal Exchange Registered Lead Brand



Understanding of customer applications and specialized technical knowledge of end product



Our Journey



Leveraging Diverse Recycling Verticals

LEAD

- 🔄 Finished Goods Capacity 1,32,000 MTPA
- 🔄 Procurement Split: 77% Imports; 23% Domestic
- 🔄 Sales Split: 66% Exports; 34% Domestic
- 🔄 Target Industries: Lead Acid Battery and Other Battery OEMs

PLASTICS

- 🔄 Capacity 9,000 MTPA
- 🔄 Procurement Split: 65% Imports; 35% Domestic
- 🔄 Sales Split: 100% Domestic
- 🔄 Target Industries: Automobile, Appliances, Furniture, Paints, Battery OEMs, Electronics

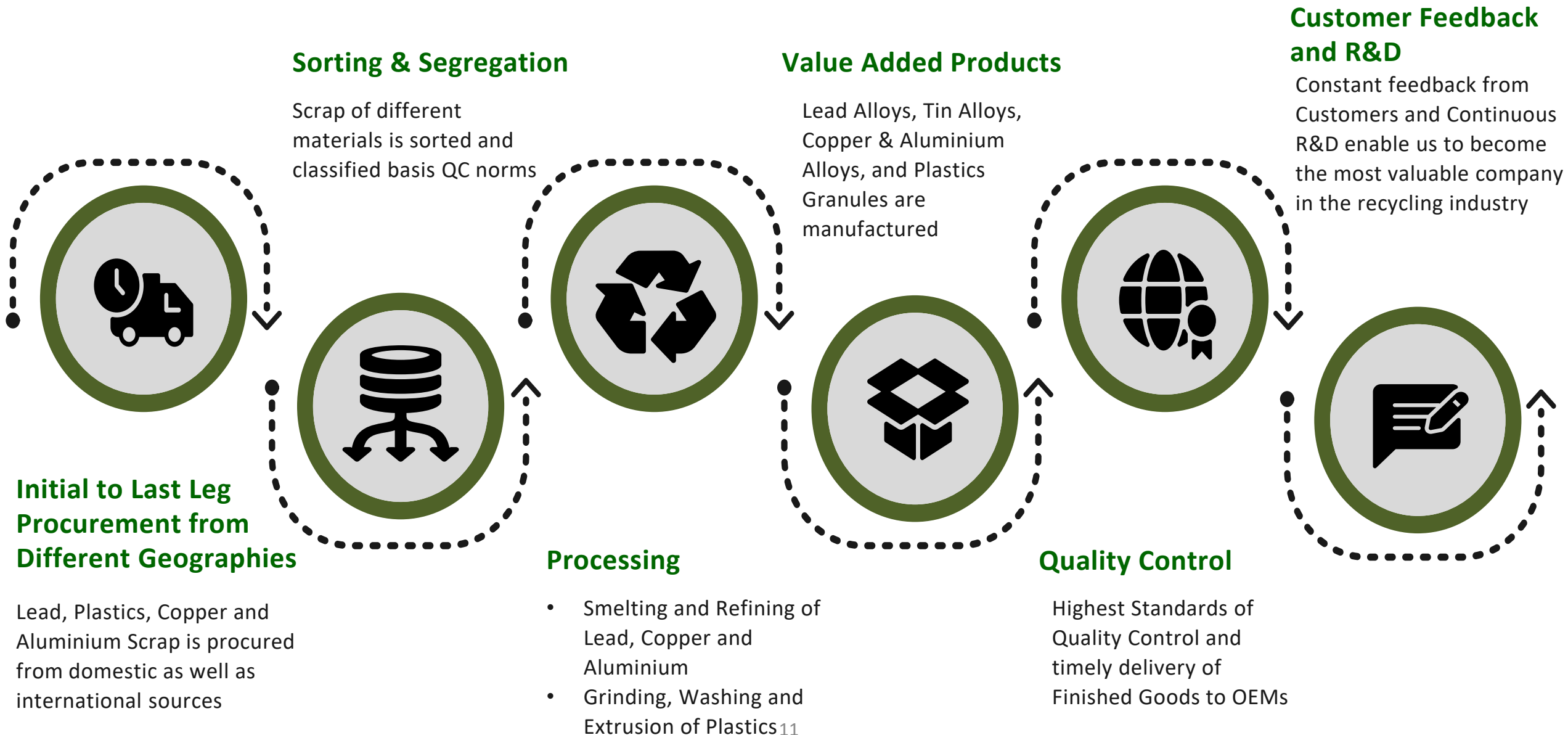
COPPER

- 🔄 Capacity 6,000 MTPA
- 🔄 Procurement Split: 95% Imports; 5% Domestic
- 🔄 Sales Split: 100% Domestic
- 🔄 Target Industries: Copper Wire and other Copper applications

ALUMINIUM

- 🔄 Capacity 12,000 MTPA
- 🔄 Procurement Split: 100% Imports
- 🔄 Sales Split: 100% Domestic
- 🔄 Target Industries: Automobile

Business Model: Sustainable Circularity



CHANGING ***THE FATE***

POCL takes measures to
reduce greenhouse gas
emissions that contribute to
global climate change

#ChangingTheFate

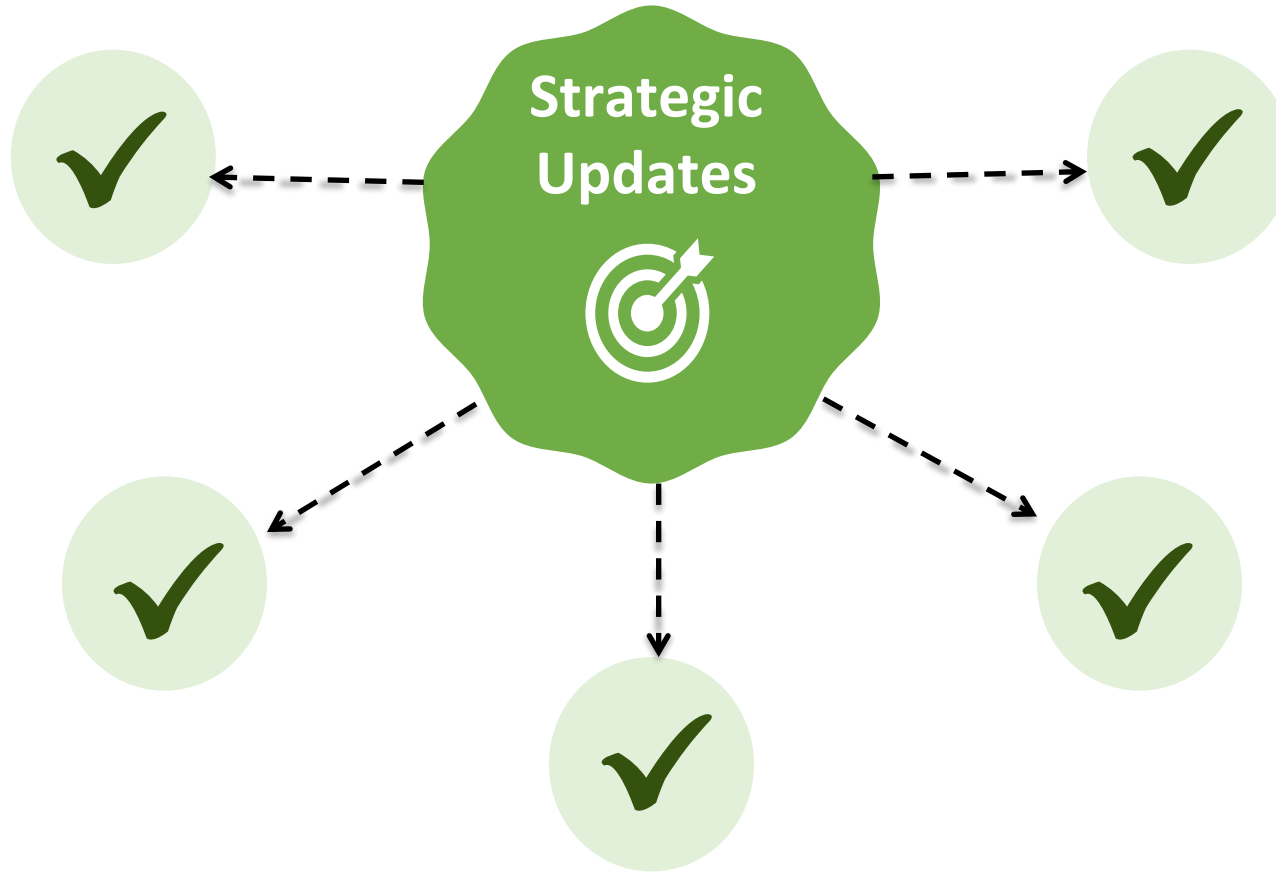
Q4 & FY25 Performance Highlights



FY25 Strategic Updates

Highest ever Revenue, EBITDA and PAT; Board also declared **highest ever Dividend of Rs. 3.50 per share**

Increase in Production and sales of Lead, Plastic and Copper for both Q4 & FY25



Capex of Rs. 94 Cr. done in FY25; Estimated Capex for FY26 = Rs. 75 Cr.

Successfully commissioned commercial production under Phase 1 of the Lead capacity expansion project, contributing 36,000 MTPA in April'25. **Phase 2 is expected to commissioned in H2'FY26.**

Record High FY25 Financial Performance (YoY) –

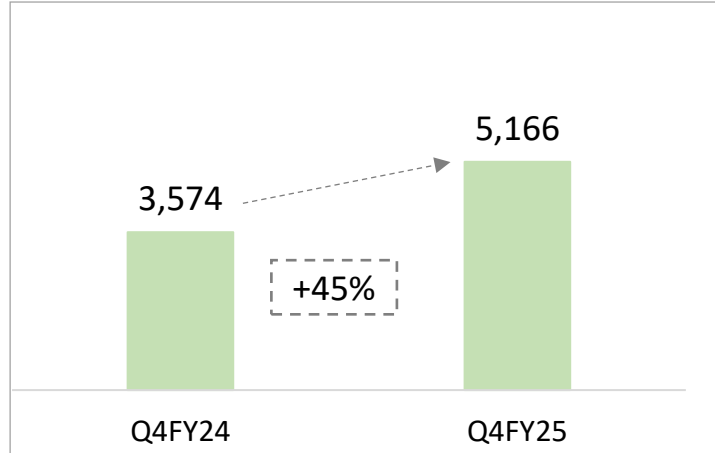
- Standalone Revenue increased to **Rs. 20,283 Mn. up 33%**
- Standalone EBITDA and PAT increased by **39% & 65%**



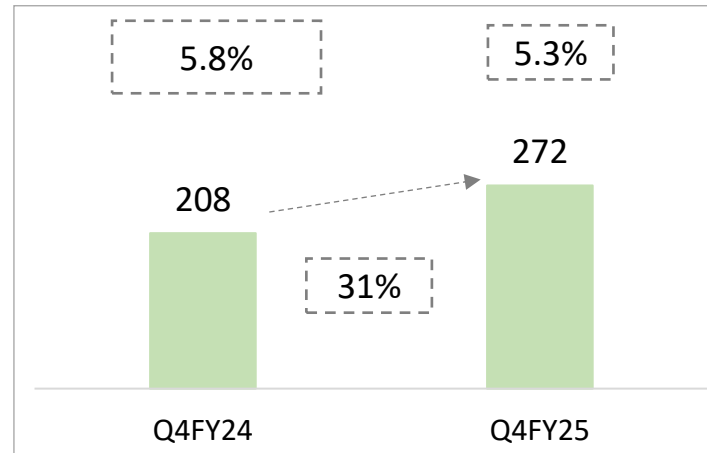
Q4 & FY25 Strong Financial Performance

Q4FY25

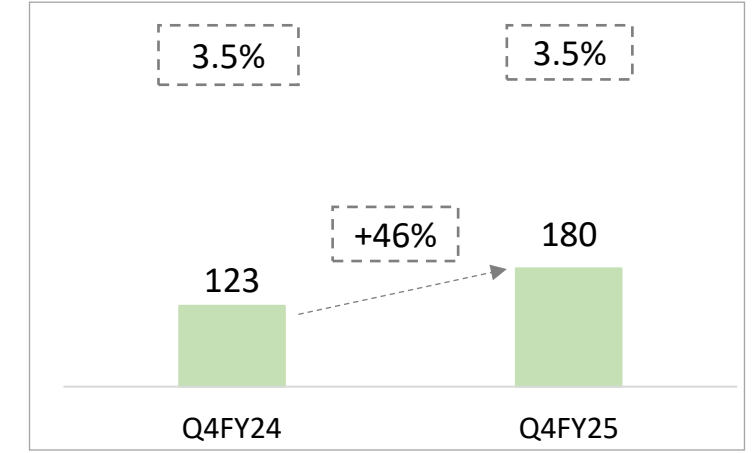
Revenue (Rs. Mn)



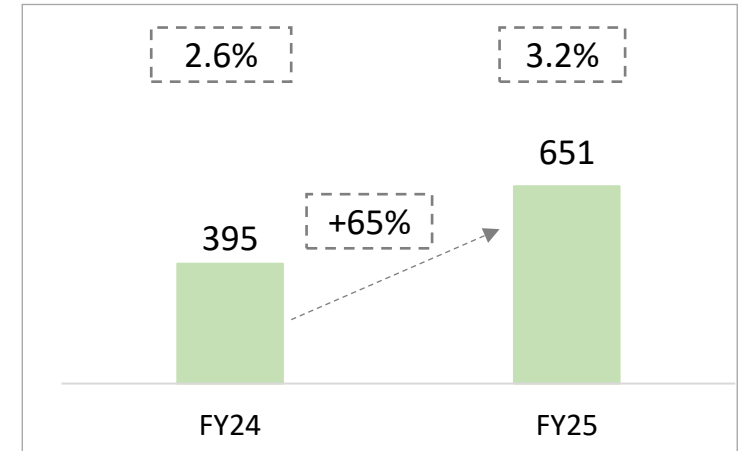
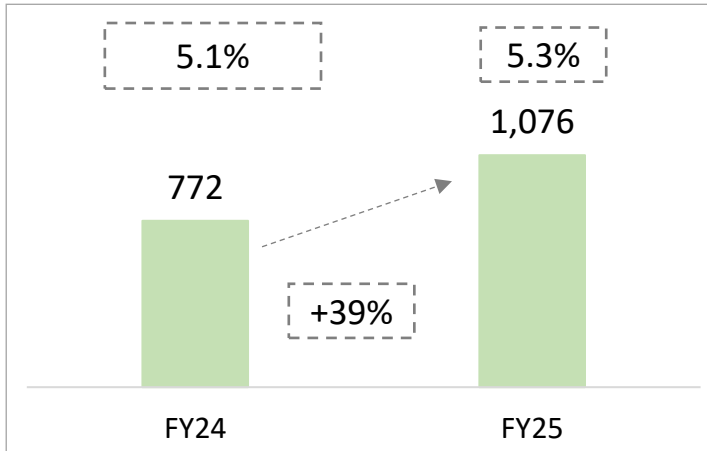
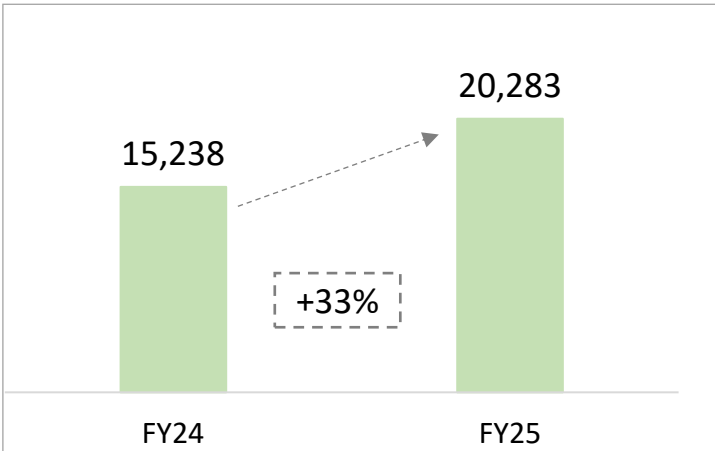
EBITDA (Rs. Mn) & Margin (%)



PAT (Rs. Mn) & PAT Margin (%)



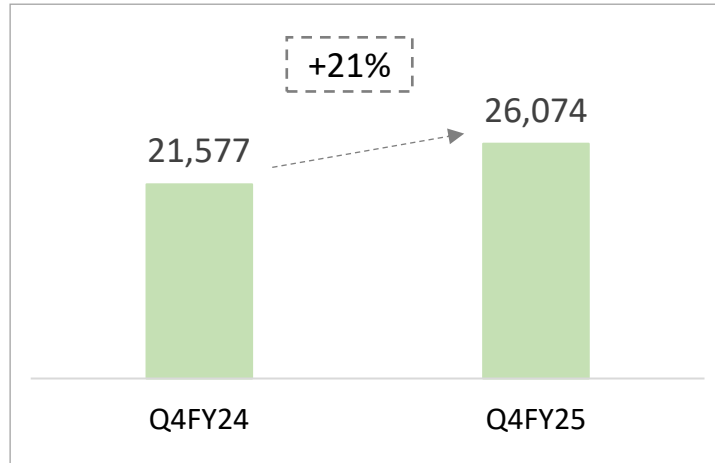
FY25



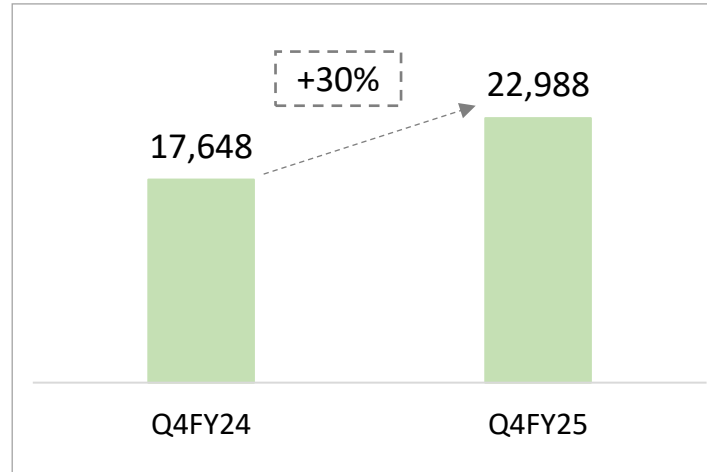
Q4 & FY25 Robust Operational Performance

Q4FY25

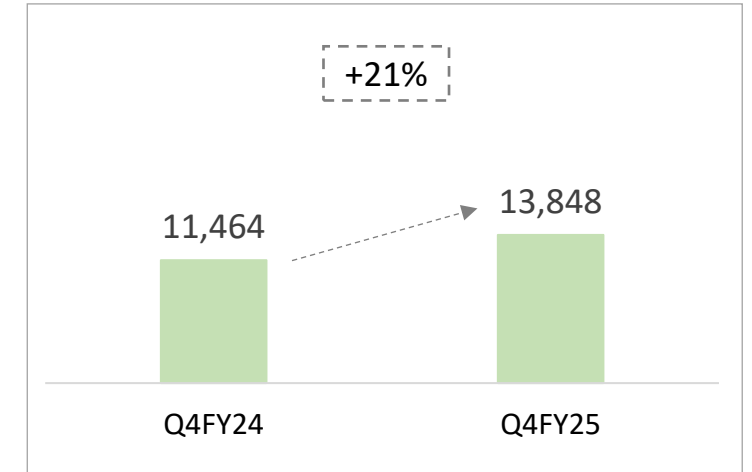
Lead Production (MT)



Lead Sales (MT)

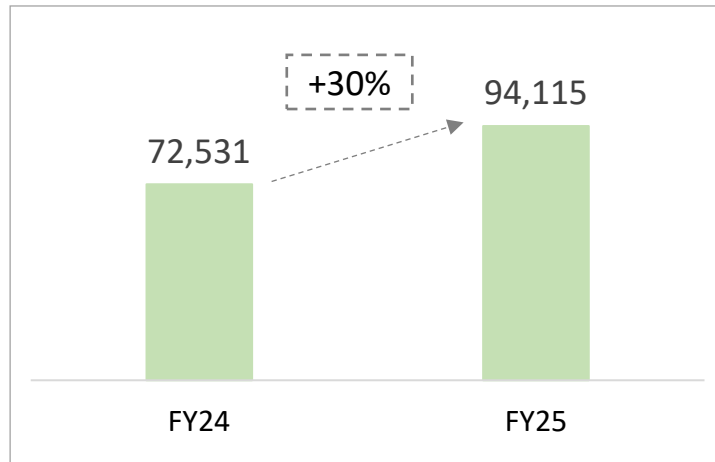


Lead EBITDA Per Ton (Rs.)

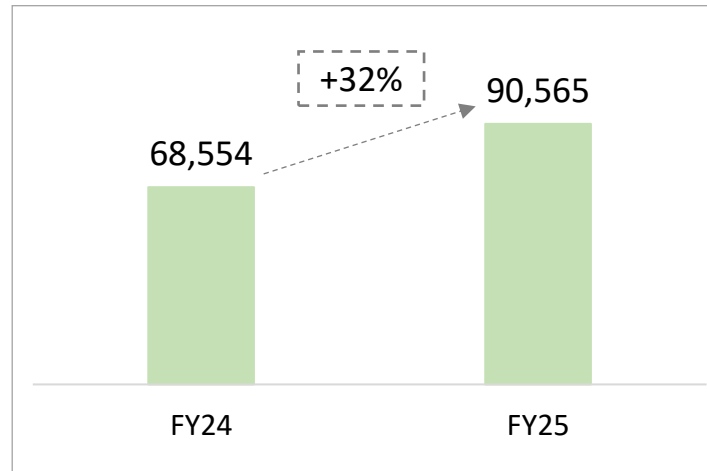


FY25

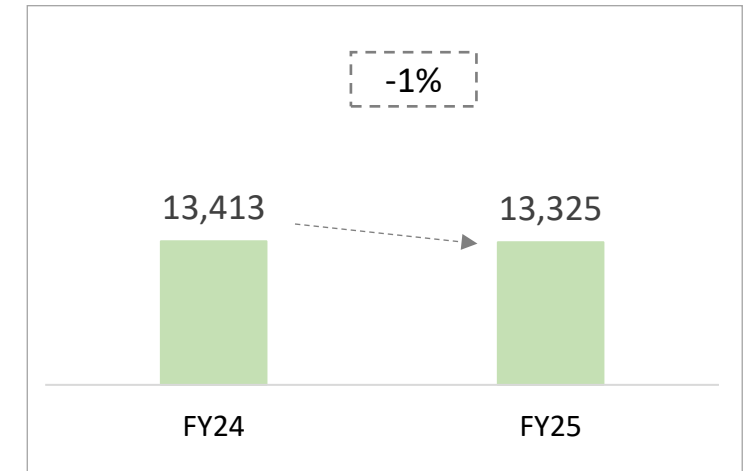
Lead Production (MT)



Lead Sales (MT)



Lead EBITDA Per Ton (Rs.)



Detailed Income Statement (Standalone)

| Particulars (Rs. Million) | Q4FY25 | Q4FY24 | YoY | Q3FY25 | QoQ | FY25 | FY24 | YoY |
|---------------------------|--------------|--------------|------|--------------|------|---------------|---------------|------|
| Net Revenue | 5,166 | 3,574 | 45% | 5,024 | 3% | 20,283 | 15,238 | 33% |
| Other Income | 1 | 16 | -90% | 14 | -89% | 37 | 46 | -20% |
| Total Income | 5,168 | 3,589 | 44% | 5,038 | 3% | 20,319 | 15,284 | 33% |
| COGS | 4,597 | 3,147 | 46% | 4,508 | 2% | 18,191 | 13,538 | 34% |
| Employee Benefit Expenses | 72 | 58 | 25% | 64 | 13% | 253 | 242 | 5% |
| Other Expenses | 226 | 177 | 28% | 200 | 13% | 799 | 731 | 9% |
| Total Expenses | 4,896 | 3,382 | 45% | 4,772 | 3% | 19,244 | 14,512 | 33% |
| EBITDA | 272 | 208 | 31% | 267 | 2% | 1,076 | 772 | 39% |
| <i>EBITDA Margin %</i> | 5.3% | 5.8% | | 5.3% | | 5.3% | 5.1% | |
| Depreciation | 31 | 26 | 20% | 31 | 1% | 112 | 92 | 21% |
| Finance Cost | 19 | 32 | -42% | 36 | -48% | 116 | 164 | -29% |
| PBT | 222 | 149 | 49% | 199 | 11% | 847 | 516 | 64% |
| Tax Expenses | 42 | 26 | 60% | 48 | -13% | 197 | 121 | 62% |
| PAT | 180 | 123 | 46% | 151 | 19% | 651 | 395 | 65% |
| <i>PAT Margin %</i> | 3.5% | 3.4% | | 3.0% | | 3.2% | 2.6% | |
| EPS - Diluted (Rs.) | 6.08 | 5.24 | 16% | 5.39 | 13% | 23.63 | 16.82 | 40% |

Detailed Balance Sheet (Standalone)

| Current Liabilities | 31 March'25 | 31 March'24 | ASSETS | 31 March'25 | 31 March'24 |
|---|--------------|--------------|--------------------------------------|--------------|--------------|
| Shareholders funds | | | Non Current Assets | | |
| Share Capital | 141 | 126 | Property, Plant & Equipment | 1,189 | 1,035 |
| Reserves and Surplus | 5,835 | 3,422 | Capital Work-In-Progress | 747 | 83 |
| Net Worth | 5,975 | 3,548 | Goodwill | 97 | 97 |
| | | | Non Current Investments | 400 | 399 |
| Non-Current Liabilities | | | Intangible Assets | 11 | 5 |
| Long term Borrowings | 30 | 30 | Other Financial & Non-Current Assets | 121 | 174 |
| Deferred Tax Liabilities | 0 | 0 | Deferred Tax Assets | 48 | 33 |
| Other Long Term Liabilities | 0.4 | 1 | Total Non Current Assets | 2,613 | 1,826 |
| Long Term Provisions | 10 | 7 | | | |
| Total Non-Current Liabilities | 41 | 38 | Current Assets | | |
| Current Liabilities | | | Inventories | 2,322 | 1,239 |
| Trade Payables | 201 | 96 | Trade Receivables | 1,268 | 1,012 |
| Short Term Borrowings | 1,001 | 915 | Other Financial Assets | 105 | 76 |
| Other Current and Financial Liabilities | 56 | 84 | Other Current Assets | 608 | 247 |
| Short Term Provisions | 38 | 17 | Cash and Bank Balances | 397 | 298 |
| Total Current Liabilities | 1,297 | 1,112 | Total Current Assets | 4,701 | 2,872 |
| TOTAL EQUITY AND LIABILITIES | 7,313 | 4,698 | TOTAL ASSETS | 7,313 | 4,698 |

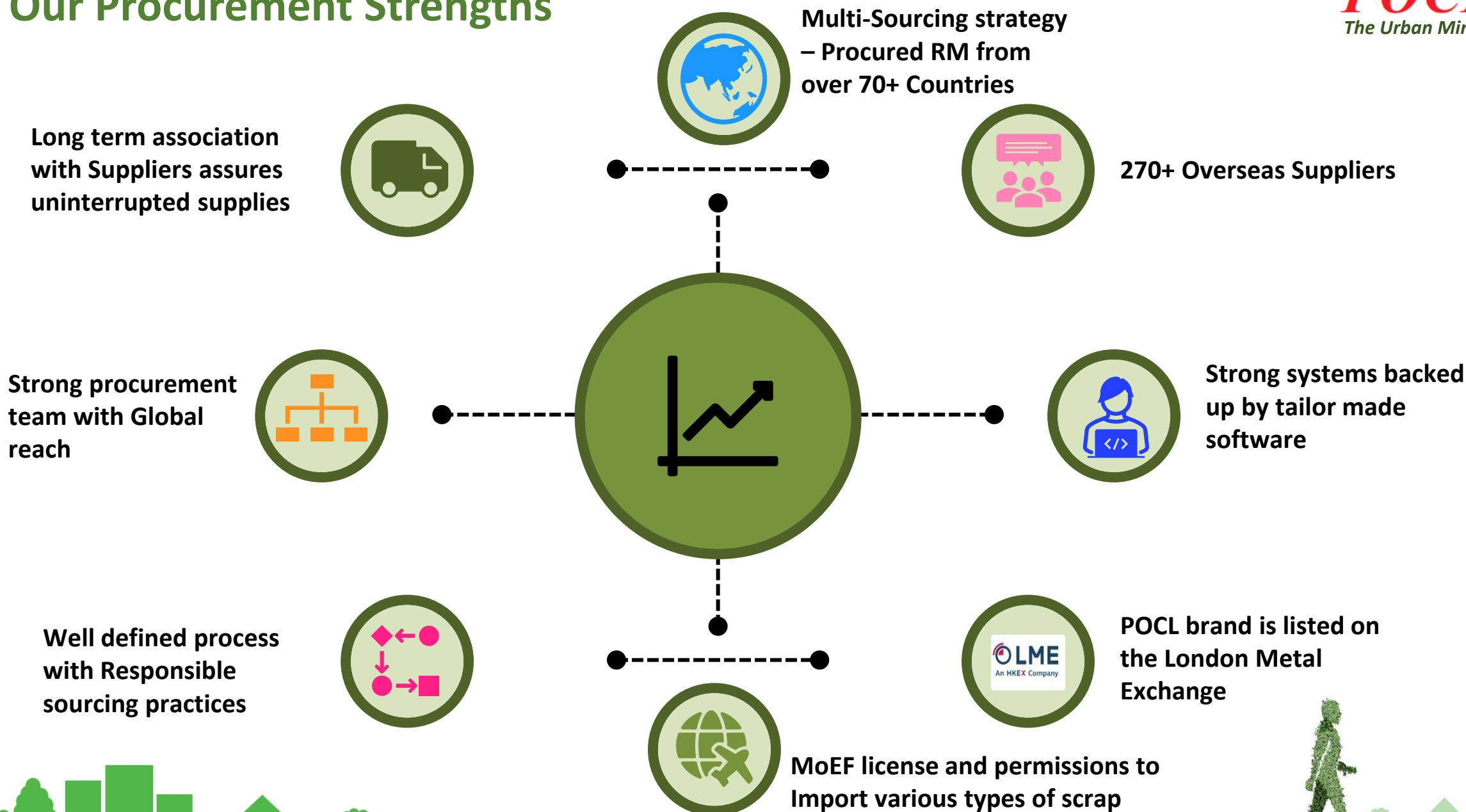
Investment Thesis



Investment Thesis

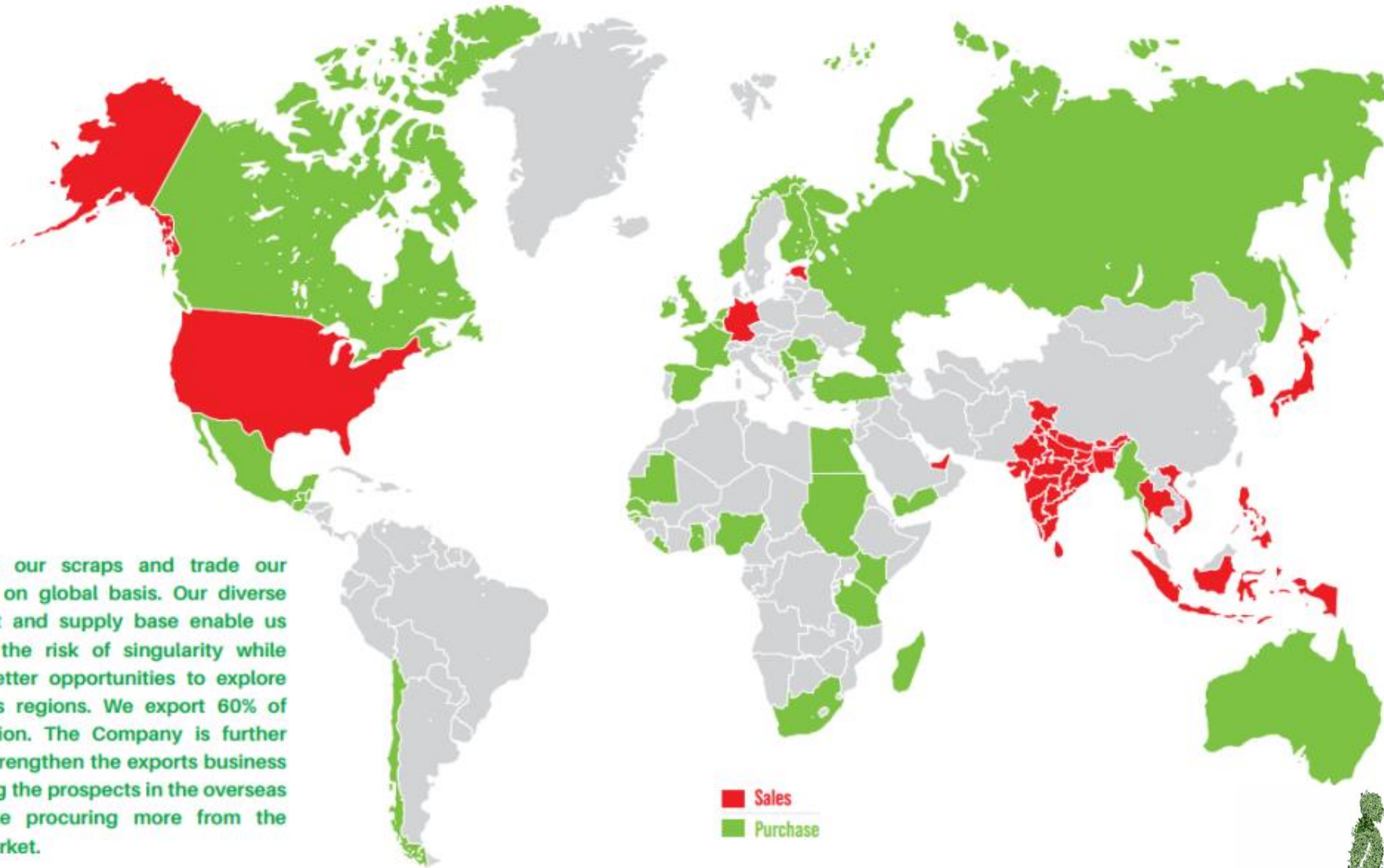


Our Procurement Strengths



Strong Procurement Network & Global Customer Base

We procure our scraps and trade our productions on global basis. Our diverse procurement and supply base enable us to mitigate the risk of singularity while providing better opportunities to explore the overseas regions. We export 60% of our production. The Company is further looking to strengthen the exports business by evaluating the prospects in the overseas market while procuring more from the domestic market.



Transforming Waste into Opportunity



Supply Chain Strength: Recognizing Valued Suppliers



GLENCORE



TRAXYS



TRAFIGURA



SANSING

OLYMPIC
METALS LLC

onesteel



Nord-Schrott
INTERNATIONAL



Key Client Connections: Driving Mutual Success



.... And Others

PT Trimitra
Baterai Prakasa



Robust Manufacturing Facilities

Strategically located units with proximity to ports

In line with our strategic expansion plans aimed at establishing and expanding facilities in existing and other related manufacturing verticals and cater to both domestic & international markets and to focus on Make in India initiative

Technologically equipped efficient manufacturing units to process the scraps, to recycle and manufacture high-quality metal and non-metal by-products to promote circular economy

Total Capacities:

- Lead: 132 KTPA
- Plastics: 9 KTPA
- Copper: 6 KTPA
- Aluminium: 12 KTPA

Mundra, Gujarat

Smelter Division II – Andhra Pradesh

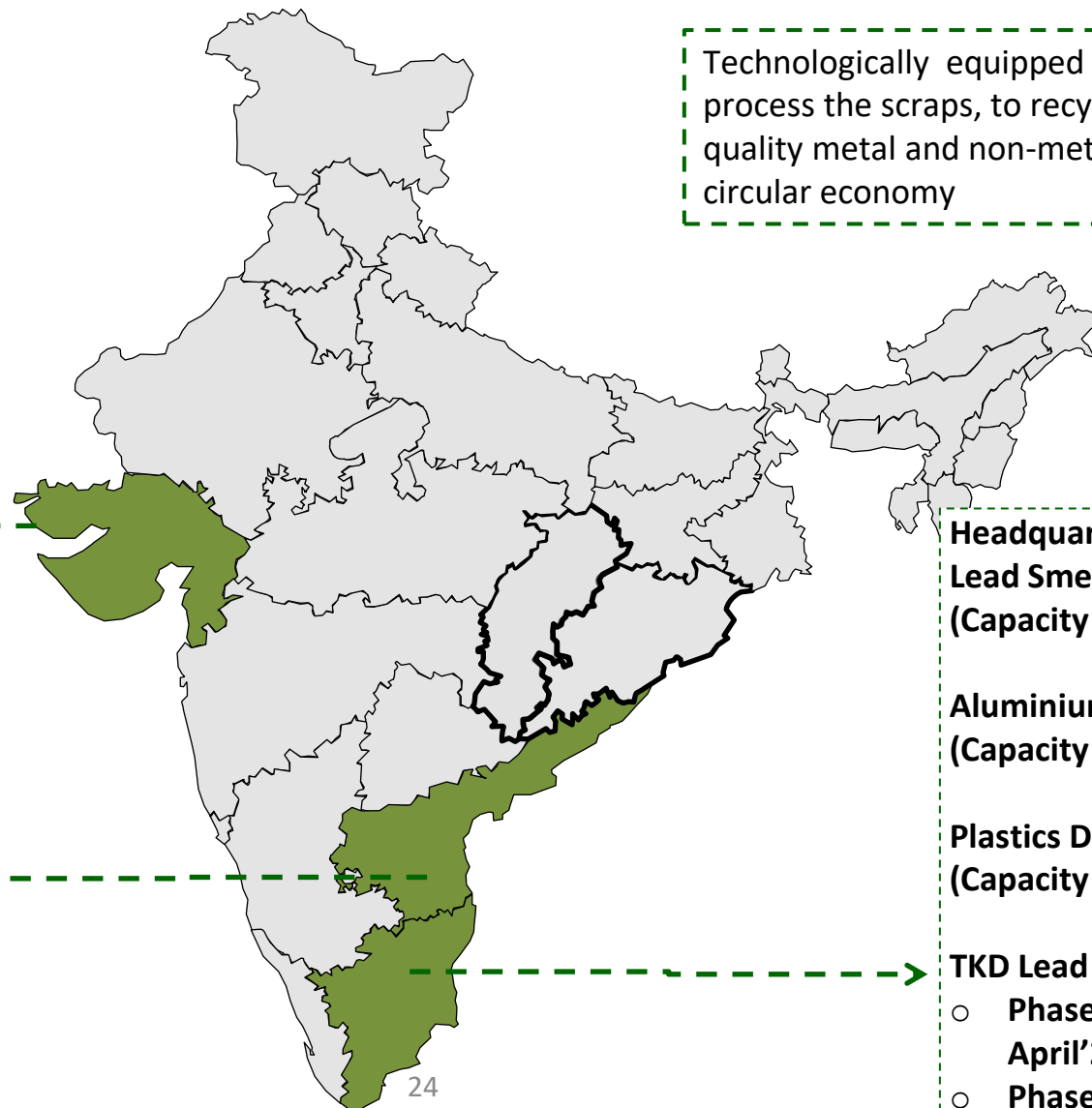
- Lead - Capacity - 84 KTPA
- Copper - Capacity - 6 KTPA

Headquarters – Chennai, Tamil Nadu
Lead Smelter Division I – Tamil Nadu
(Capacity - 48 KTPA)

Aluminium Division: Tamil Nadu
(Capacity - 12 KTPA)

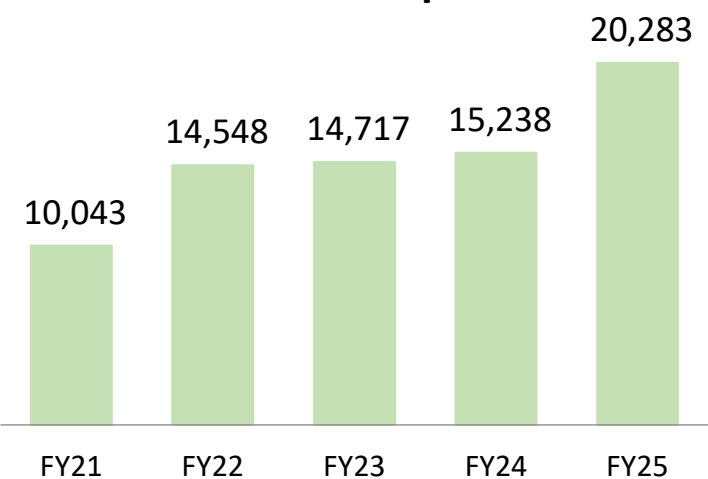
Plastics Division: Tamil Nadu
(Capacity - 9 KTPA)

TKD Lead Division, Tamil Nadu –
○ Phase – 1 of 36 KTPA commissioned in April'25
○ Phase – 2 of 36 KTPA is Work in Progress

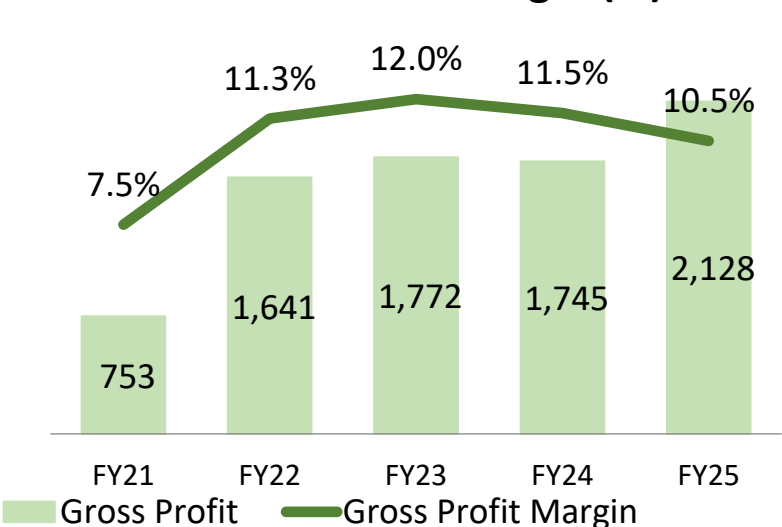


Charting Success: Financial Highlights (1/2)

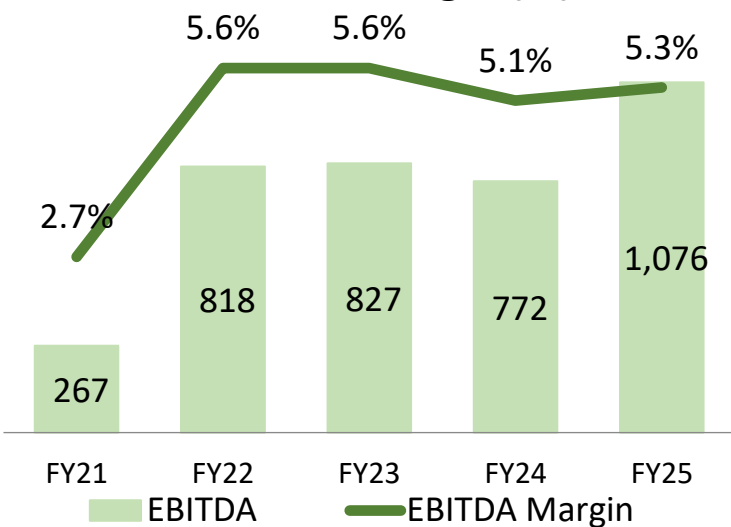
Revenue from Operations



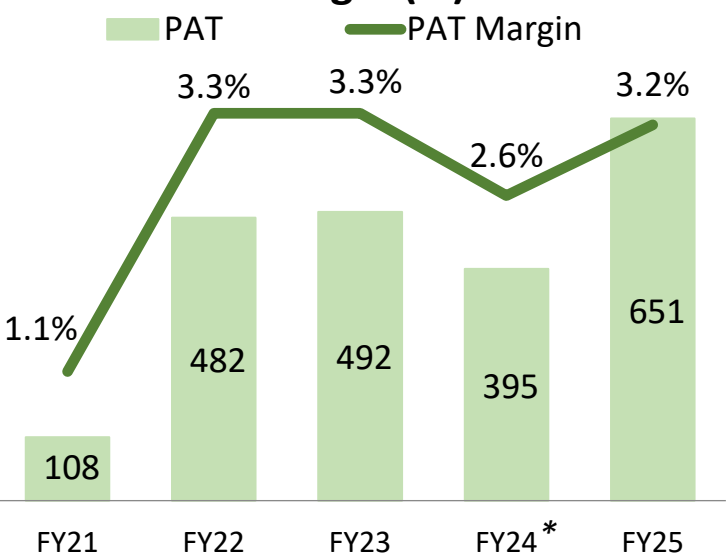
Gross Profit & Margin (%)



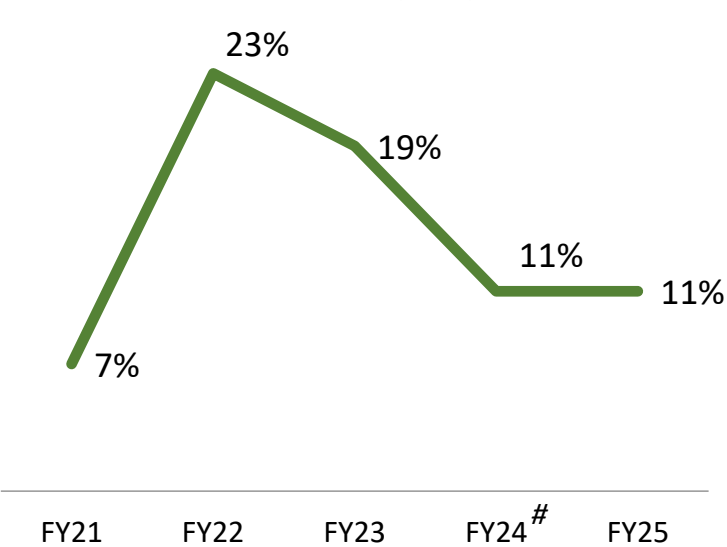
EBITDA & Margin (%)



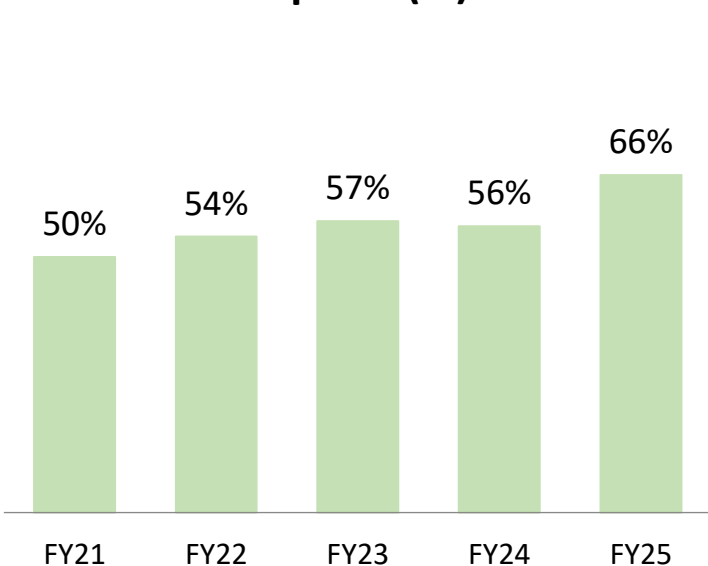
PAT & Margin (%)



Return on Equity (%)



Exports (%)



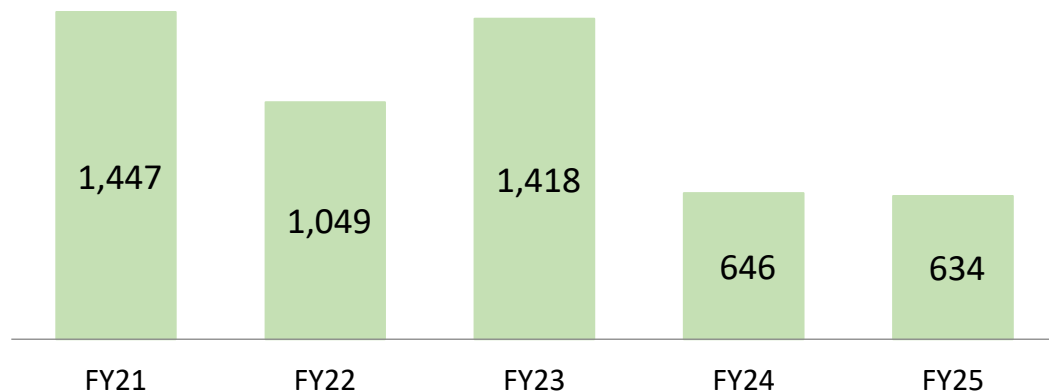
*FY 24: Slight drop is due to Increase in Finance Cost

[#]FY 24: Drop is due to Increase in Equity Share Capital

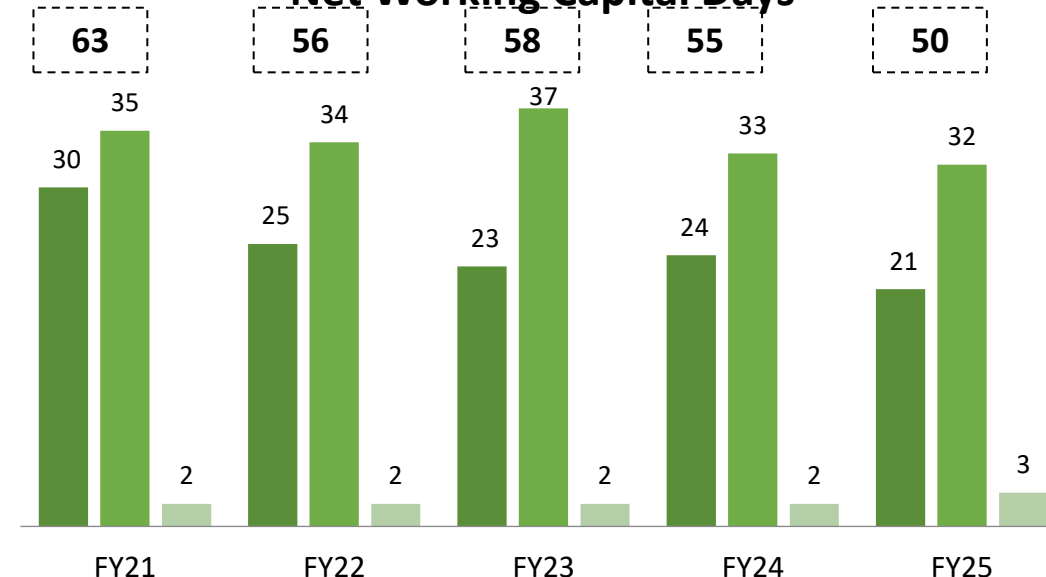
Note – Nos. are in Rs. Mn unless otherwise mentioned

Balance Sheet Strength – Financial Highlights (2/2)

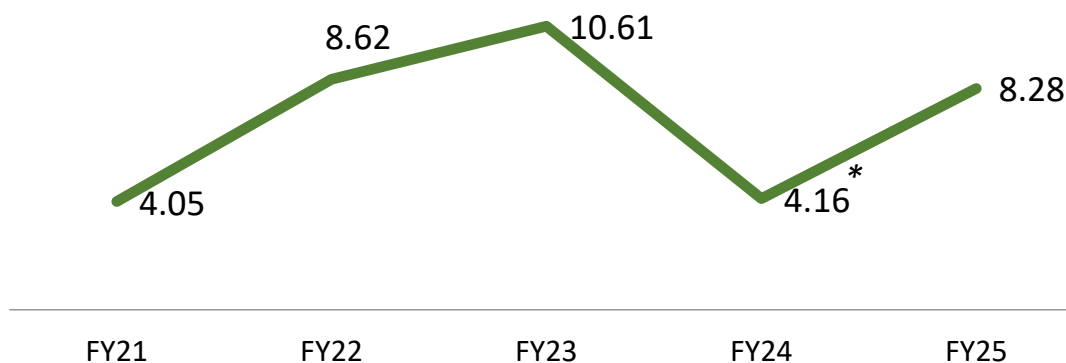
Net Debt (Rs. Mn)



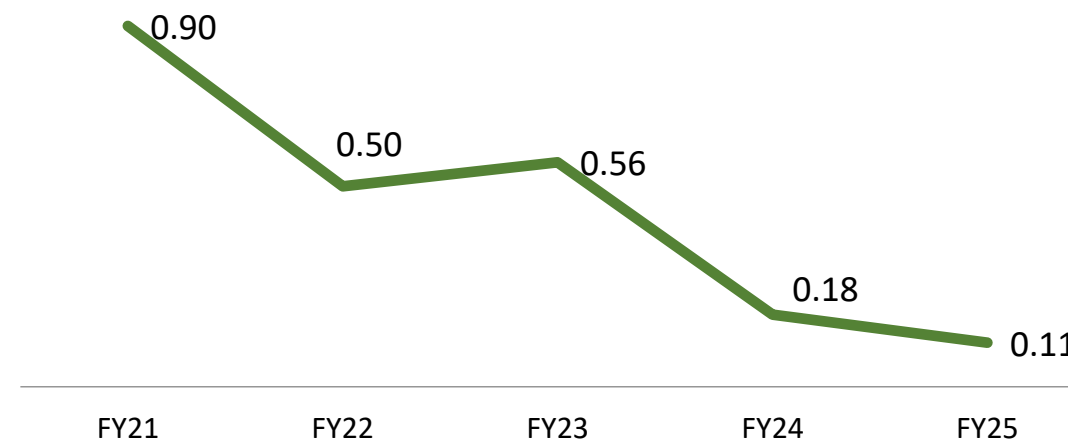
Net Working Capital Days



Interest Coverage Ratio (x)



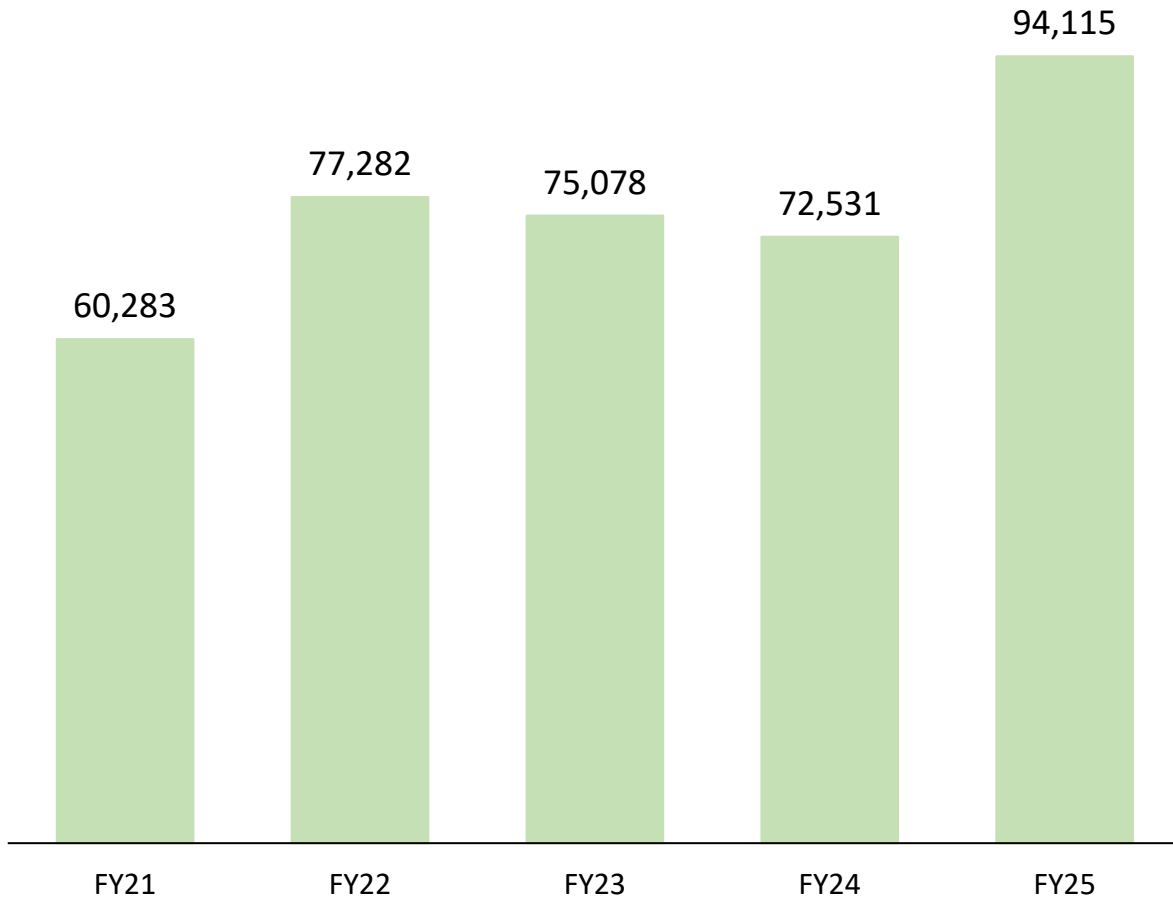
Net Debt to Equity (x)



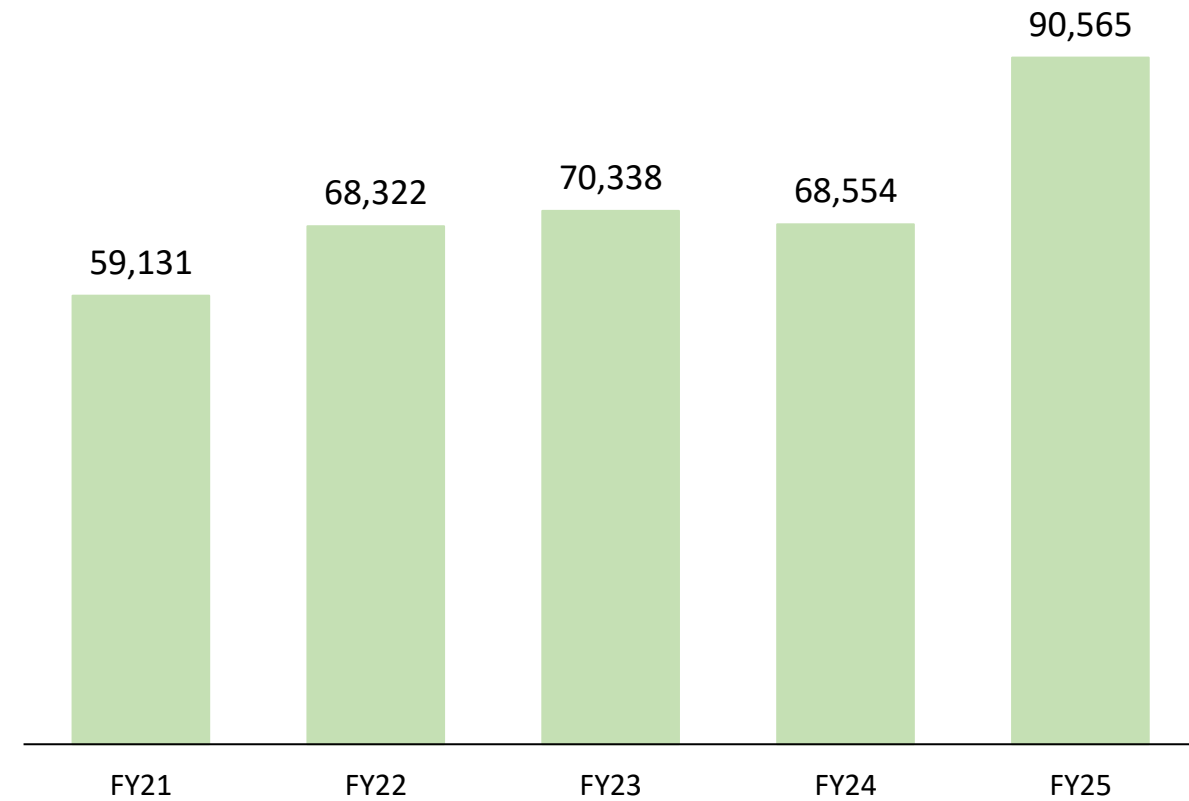
*FY 24: Drop is due to Increase in Finance Cost

Robust Operational Performance

Lead Production (MT)



Lead Sales (MT)



Value Added & Customized Products Portfolio

Lead



- ♻️ Pure Lead
- ♻️ Lead Calcium Alloys
- ♻️ Lead Tin Alloys
- ♻️ Lead Antimony Alloys
- ♻️ Lead Master Alloys
- ♻️ Specialty Alloys

100+ Other Specialized Alloys manufactured

Plastics



Industrial & Engineering Plastic Granules:

- ♻️ PPCP
- ♻️ ABS
- ♻️ HDPE
- ♻️ LDPE
- ♻️ PC
- ♻️ PPHP
- ♻️ Nylon 6, 66

Copper



♻️ Clove



♻️ Cobra



♻️ Mill Berry



♻️ Grease Mill Berry



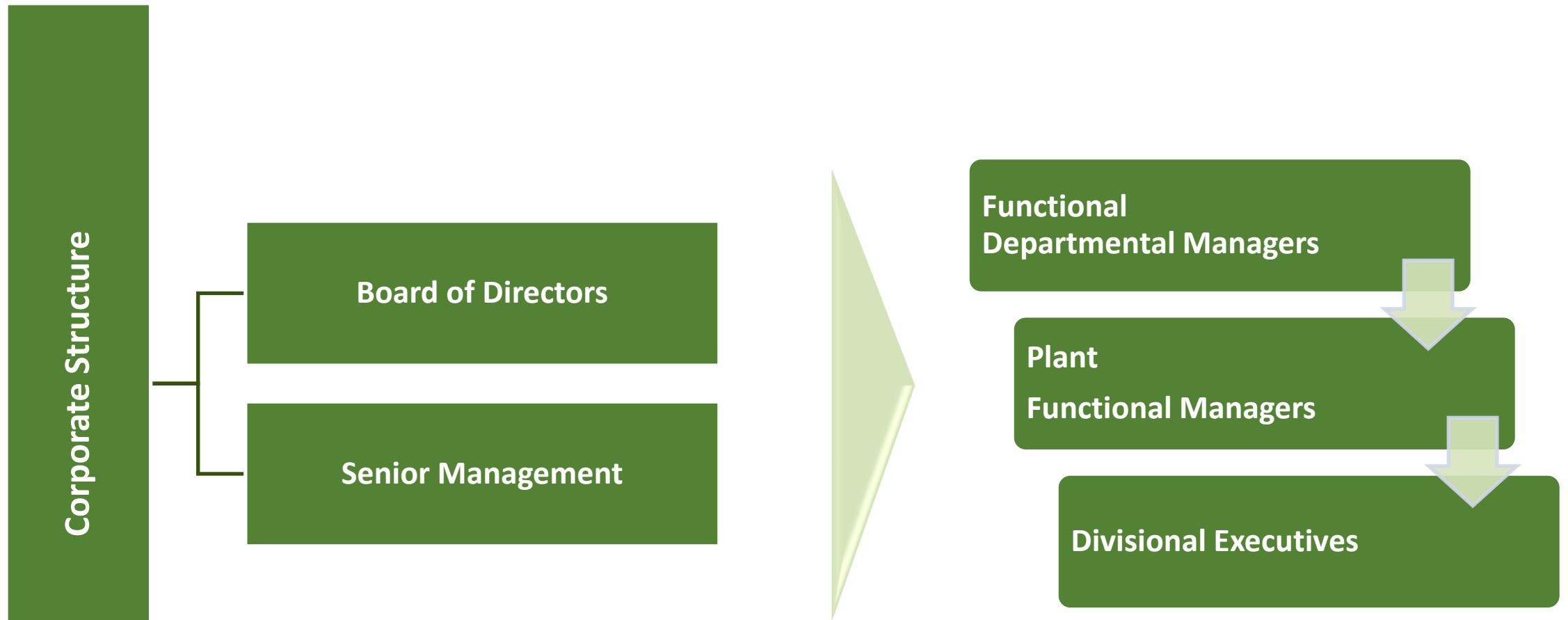
♻️ Tin Mill Berry

Aluminium



- ♻️ ADC Series (JIS Standard)
- ♻️ LM Series (BS Standard)
- ♻️ Tailor-made alloys as per Customer Requirement

Strategic Organization Structure

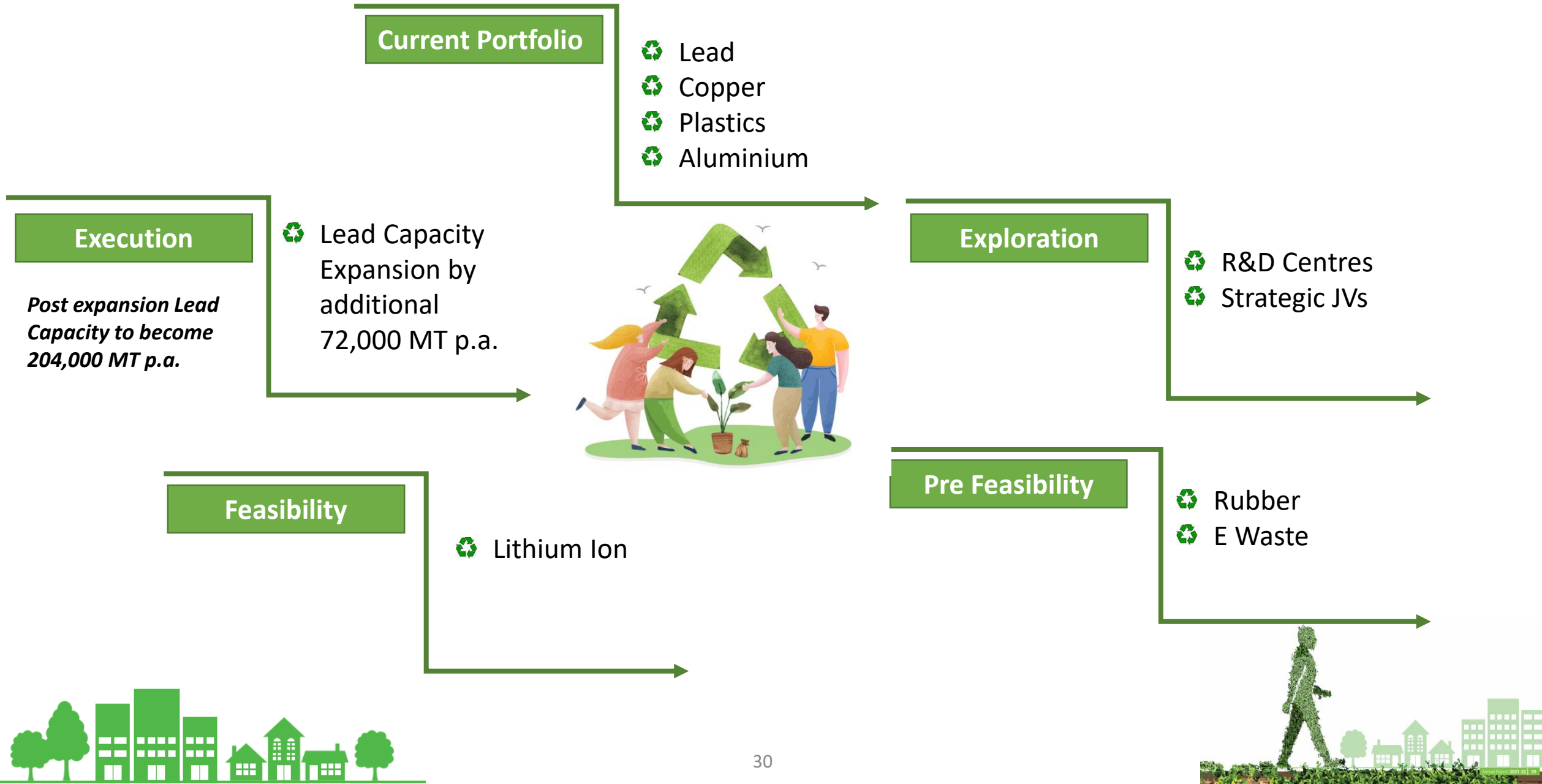


Well defined corporate structure with defined roles and responsibilities for Organization's Human Resources

Redefining Recycling, Reinventing Tomorrow



Portfolio and Futuristic Road Map



Target 2030



Forward Integration & Additional Verticals:

- ♻️ Capacity Expansions - Lead
- ♻️ Lithium Ion



20% +
Revenue CAGR



20% +
Profitability Growth



50% +
Renewable Power Usage



Value Creation for Shareholders



Diversified Portfolio with Value Added Products



20% +
Reduction in Energy Consumption to reduce Carbon Footprint



15 % +
Volume Growth



20 % +
ROCE



8%+
EBITDA Margins



60%+
Value Added Products

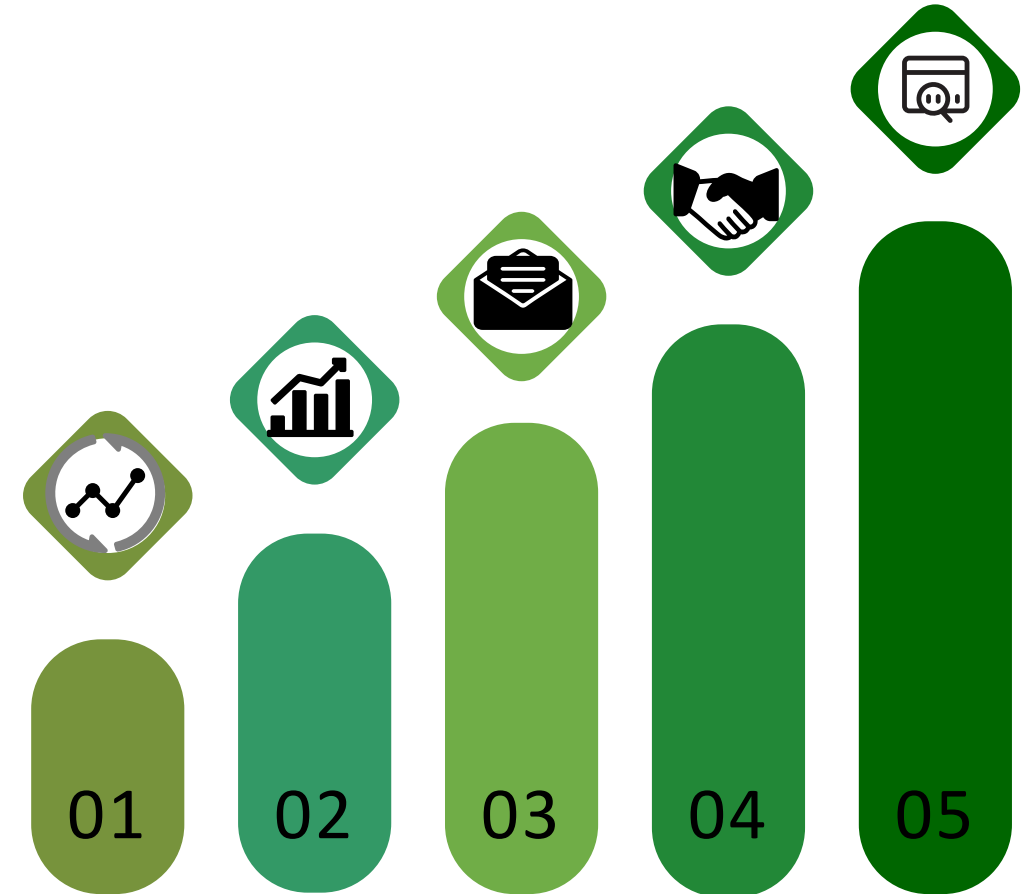


Optimum use of Capital Mix



Levers for Strong Growth Outlook

- 1 **Capacity Expansion** of existing verticals & diversifying further into new verticals- Lithium-ion and Forward Integration
- 2 **Strong Capex plan** in place funded by ideal mix of debt, equity and internal accruals
- 3 **Strict Government Norms** of BWMR & EPR to increase domestic scrap availability
- 4 **Open to explore** Mergers & Acquisitions, Joint Ventures & collaboration
- 5 **Improving operational efficiencies** through improved technology and automation for enhanced margins



Focus on ESG



Environment

- **Substitution of Fuel** from Furnace Oil to LNG to reduce carbon footprint
- **Air & Water Pollution Mitigation** is done through state-of-the-art Air Pollution Control Systems & Effluent Treatment Plants
- **Increasing Green Coverage** - Tree plantation programs in factory premises



Social

- **Employee Well-Being** – Employee safety & well-being programs implemented
- **Diversity & Inclusion** - Opportunities to develop cross-cultural, ethnic, & lifestyle collaboration skills
- **Social Engagement** - Includes promoting education, employment, vocational skills & preventive healthcare and sanitation



Corporate Governance

- **Board Composition** – 50% Independent Directors
- **Board Diversity** – 17%
- **Executive compensation policy** – Incentive Based
- **Zero Complaints** – of any breaches



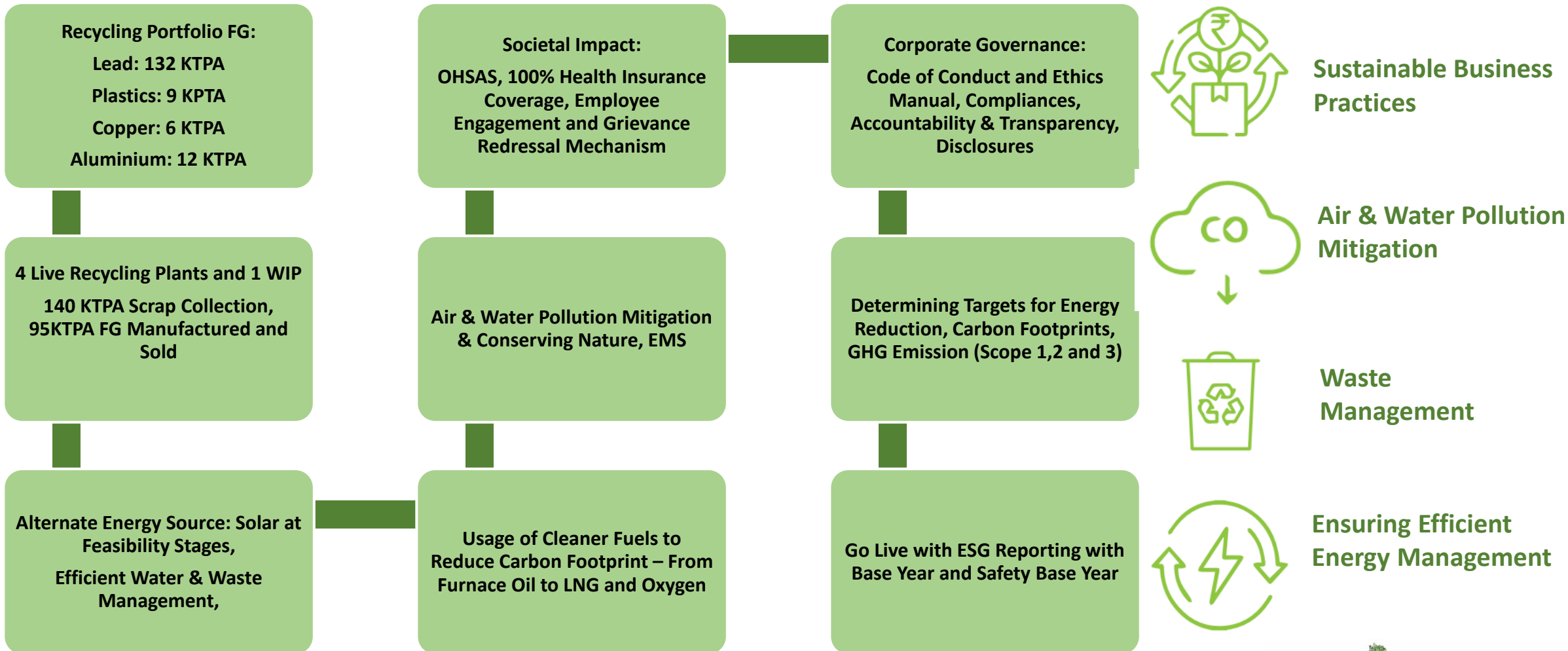
SDGs Impacted



33



ESG Roadmap



Increasing Green Coverage Around the Plants



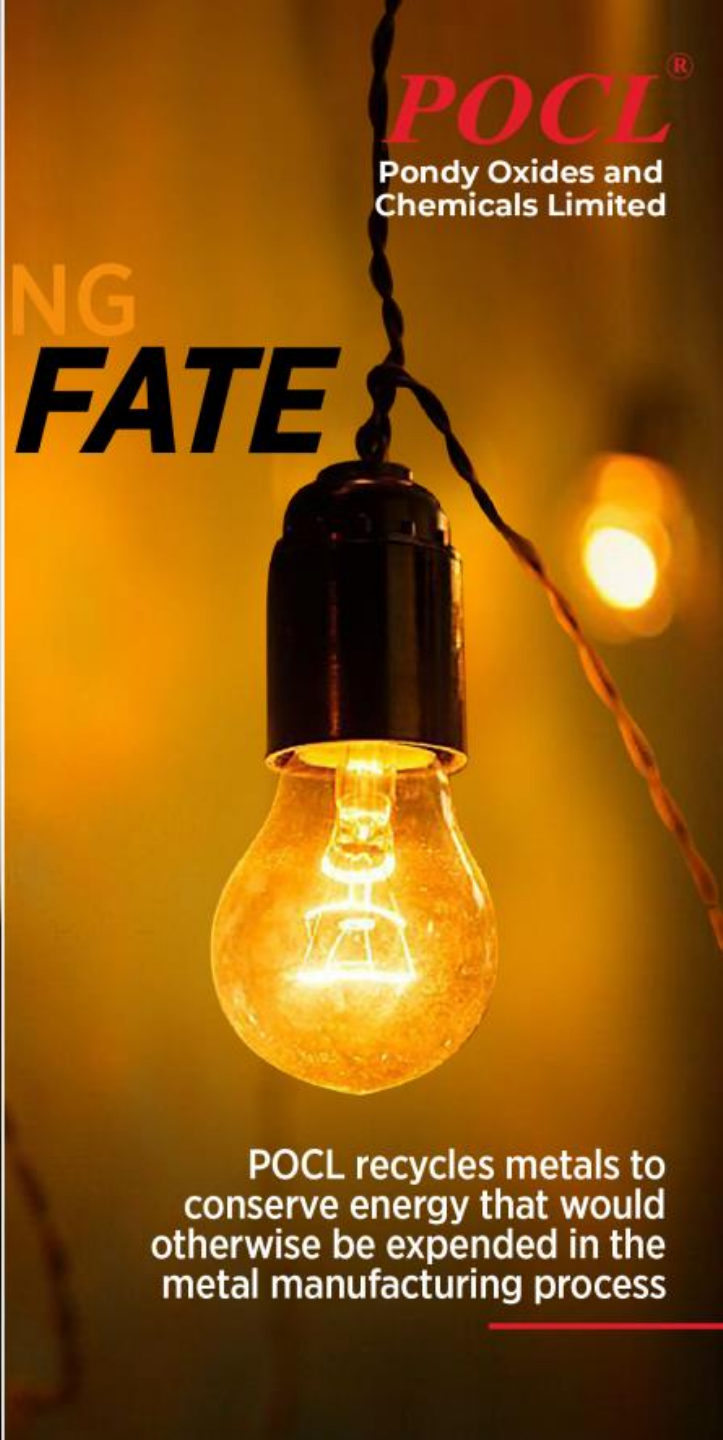
Annexures



CHANGING
THE FATE

#ChangingTheFate

POCL[®]
Pondy Oxides and
Chemicals Limited



POCL recycles metals to
conserve energy that would
otherwise be expended in the
metal manufacturing process

Robust Management & focus on HR Assets



Anil Kumar Bansal
Chairman &
Whole Time Director



Ashish Bansal
Managing Director



K. Kumaravel
Director – Finance and
Company Secretary



R. S. Vaidhyathan
Executive Director



Vijay Balakrishnan
Chief Financial Officer (CFO)



Mayank Sharma
President Operations



24+ Years of average
management
experience in diverse
industries



Employee well being
programs



500+ Employees



Diversity & Inclusion



Average Employee
Association 9+ Years



Lean Manpower for
Functional Roles



Median Employee
Age: 35 years



Continuous Talent
Exploration



50% Independent
Directors and 17%
Board Diversity



Yearly Trends | Income Statement

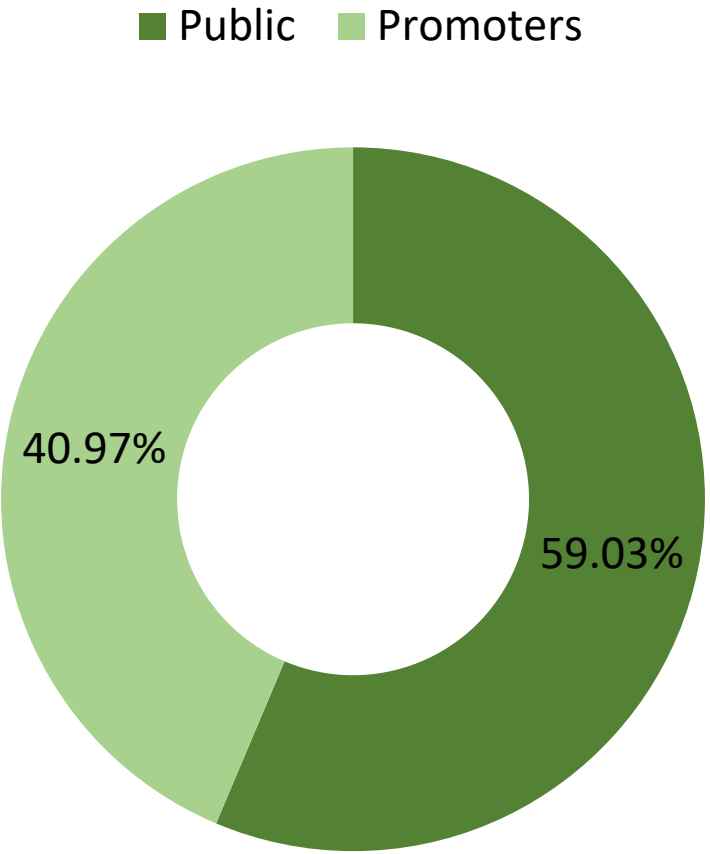
| Particulars (Rs. Million) | FY 2025 | FY 2024 | FY 2023 | FY 2022 | FY 2021 | FY 2020 |
|---------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Net Revenue | 20,283 | 15,238 | 14,717 | 14,548 | 10,043 | 12,199 |
| Other Income | 37 | 46 | 43 | 46 | 33 | 35 |
| Total Income | 20,319 | 15,284 | 14,759 | 14,594 | 10,076 | 12,234 |
| COGS | 18,191 | 13,538 | 12,987 | 12,954 | 9,323 | 11,289 |
| Gross Profit | 2,128 | 1,745 | 1,772 | 1,641 | 753 | 945 |
| Employee Benefit Expenses | 253 | 242 | 223 | 200 | 165 | 191 |
| Other Expenses | 799 | 731 | 723 | 623 | 321 | 364 |
| Total Expenses | 19,244 | 14,511 | 13,933 | 13,777 | 9,809 | 11,844 |
| EBITDA | 1,076 | 772 | 827 | 818 | 267 | 390 |
| <i>EBITDA Margin %</i> | <i>5.3%</i> | <i>5.1%</i> | <i>5.6%</i> | <i>5.6%</i> | <i>2.7%</i> | <i>3.2%</i> |
| Depreciation | 112 | 92 | 101 | 90 | 84 | 79 |
| Finance Cost | 116 | 164 | 68 | 84 | 45 | 99 |
| PBT | 847 | 516 | 658 | 643 | 138 | 212 |
| Tax Expenses | 197 | 121 | 166 | 161 | 30 | 49 |
| PAT | 651 | 395 | 492 | 482 | 108 | 163 |
| <i>PAT Margin %</i> | <i>3.2%</i> | <i>2.6%</i> | <i>3.3%</i> | <i>3.3%</i> | <i>1.1%</i> | <i>1.3%</i> |



Yearly Trends | Balance Sheet

| Particulars (Rs. Million) | FY 2025 | FY 2024 | FY 2023 | FY 2022 | FY 2021 | FY 2020 |
|--------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <u>EQUITY AND LIABILITIES</u> | | | | | | |
| Share Capital | 140.623 | 126 | 116 | 58 | 58 | 58 |
| Reserve and Surplus | 5,835 | 3,422 | 2,425 | 2,023 | 1,555 | 1,446 |
| Net Worth | 5,975 | 3,548 | 2,541 | 2,081 | 1,613 | 1,504 |
| Borrowings | 1,031 | 945 | 1,420 | 1,072 | 1,455 | 513 |
| Other Liabilities | 307 | 205 | 379 | 148 | 123 | 175 |
| Total Equity and Liabilities | 7,313 | 4,698 | 4,341 | 3,301 | 3,191 | 2,192 |
| <u>ASSETS</u> | | | | | | |
| Non-Current Assets | | | | | | |
| Fixed Assets | 1,189 | 1,136 | 959 | 605 | 536 | 606 |
| Capital Work-In-Progress | 747 | 83 | 70 | 35 | 57 | 19 |
| Other Non-Current Assets | 677 | 607 | 476 | 37 | 28 | 38 |
| Current Assets | | | | | | |
| Inventories | 2,322 | 1,239 | 1,510 | 1,460 | 1,236 | 705 |
| Trade Receivables | 1,268 | 1,012 | 992 | 873 | 1,088 | 574 |
| Cash and Bank Balances | 397 | 298 | 2 | 22 | 9 | 94 |
| Other Financial Assets | 105 | 76 | 1 | | | |
| Other Current Assets | 608 | 247 | 332 | 268 | 238 | 157 |
| Total Assets | 7,314 | 4,698 | 4,341 | 3,301 | 3,191 | 2,192 |

Shareholding Pattern as on 31st March'2025



| | | |
|-----------------------------------|----------------------|----------------------|
| SYMBOL | 532626 | POCL |
| LISTED | BSE (Main) | NSE (Main) |
| MKT CAP (15-05-2025) | INR 2,287.66Cr. | INR 2,283.72Cr. |
| 52 WEEK HIGH/LOW | INR 1,191.03/ 289.53 | INR 1,190.0 / 289.75 |
| CURRENT MARKET PRICE (15-05-2025) | INR 813.40 | INR 812.00 |

Shareholding Pattern

| Particulars | No. of Shares | % of Holding |
|-------------|---------------|--------------|
| Public | 1,66,30,593 | 59.03% |
| Promoters | 1,14,20,568 | 40.97% |
| Total | 2,80,51,161 | 100% |

Thank You

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**Embrace diversified
opportunities with
responsibility and
commitment**