



Manufactured In India, For The World

Highly Engineered Upstream Solutions:

- ◆ Artificial Lift
- ◆ Well Completions



◆ Agenda ◆

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¹ About Us



Snapshot

Founded:

2010 by Mr. Cherian Paul (Chairman & MD)

Our Facility:

Manufacturing Centre of Excellence, of approximately 45,000 sqft built up area, spread over 100,000 sqft of land area.

Location:

Navi Mumbai, Maharashtra, India– 30 minutes from Mumbai Sea Port and 90 minutes from Mumbai International Airport.

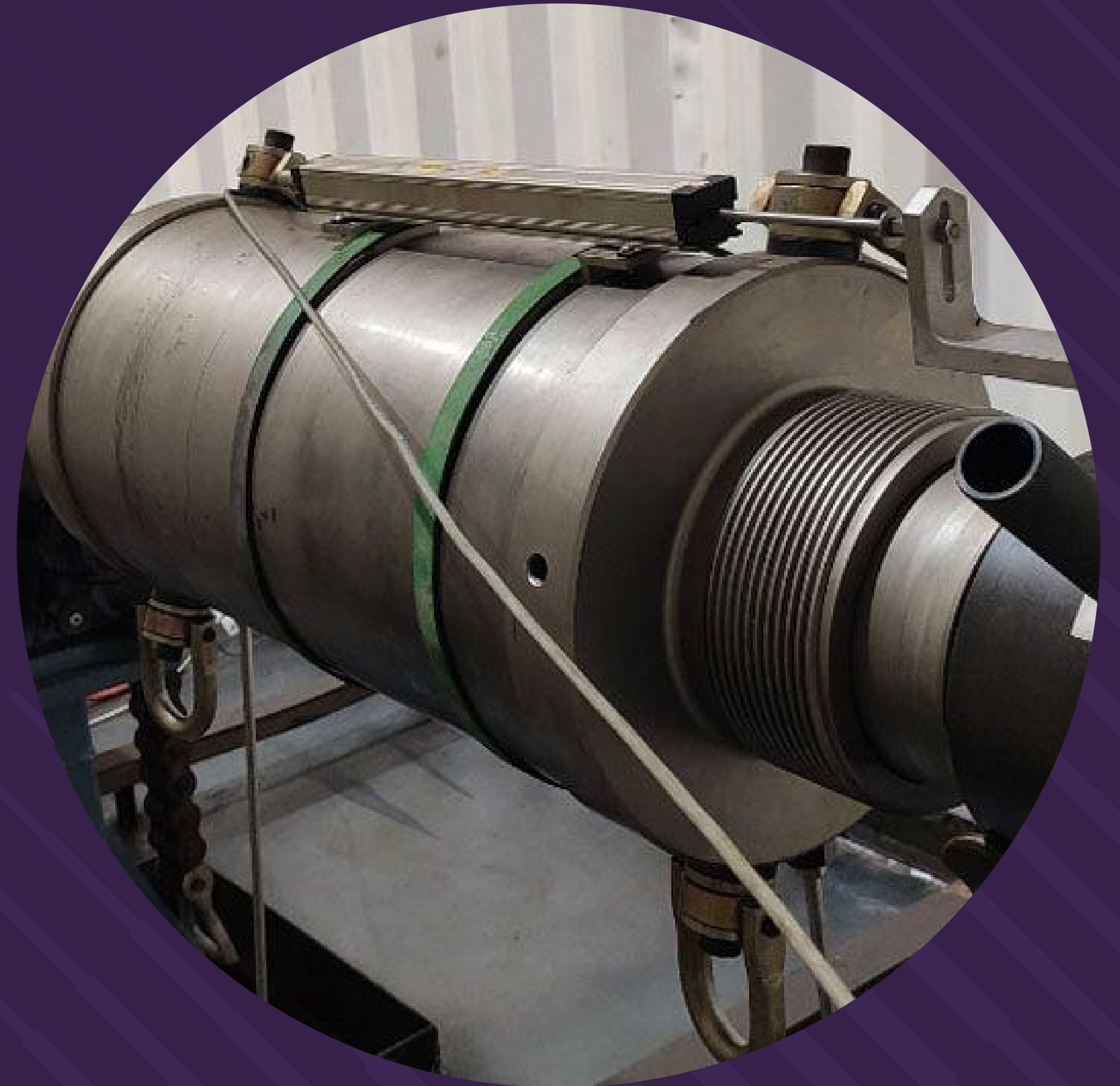
Employee Strength: 195 plus

Customer Base: Products exported to 30+ countries globally.

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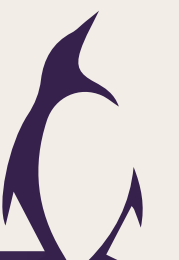
Product Portfolio

Innovative and diverse solutions
for all your Downhole Tool needs



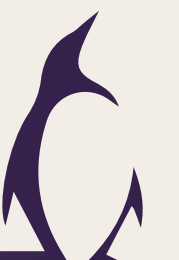
Product Portfolio

- ◆ Side Pocket Gas Lift Mandrels & Gas Lift Valves.
- ◆ Production Packers.
- ◆ Completion accessories (Landing Nipples, Lock Mandrels, Sliding Sleeves etc.)
- ◆ Sub-surface Sucker Rod Pumps & accessories.
- ◆ ESP Y-Tool Systems & complete suite of mechanical tools.



Product Portfolio

- ◆ CAN/POD systems for ESP.
- ◆ Auto Flow Valves for ESP completed wells.
- ◆ Electric Feed Thru Systems (Wellhead and Packer Penetrators) for ESP completed wells.
- ◆ Cross Coupling Cable/Control Line Protectors & Splice Protectors.
- ◆ MLE Protectolizers.
- ◆ Casing & Tubing accessories.
- ◆ Cast Steel Thread Protectors (CSTP)



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Our Team

Founder and Key Directors



Cherian Paul

Chairman & Managing Director



As Chairman and Managing Director of Penguin Upstream Technologies (PUT) Ltd, Mr. Paul combines four decades of diverse and cross functional experience in top leadership positions in successfully developing business in North and South Americas, MENA and Asia-Pacific regions, both in upstream and downstream segments of oil and gas business. He has also successfully established other business verticals in India comprising real estate and hospitality segments. Have come up through the ranks, seized opportunities in identifying and successfully developing business by adopting innovative approaches to foresee trends and product/service requirements of the ever changing energy industry. Successfully turned around companies by providing sound strategic leadership with determination and relentless pursuit. Have also been able to survive and overcome adversities with increased strength and vigor with a “Never Say Die” attitude.



Nitin Paul

Director



With over 10 years of experience in Financial Planning & Analysis (FP&A), mergers and acquisitions, and managing working capital and cash flow, Nitin has shaped key strategic capital allocation and risk management decisions. He leads major investment and financing decisions, while managing risks related to cash, capital, resource deployment, and accounting compliance. Nitin holds a Bachelor's Degree in Mechanical Engineering from Texas A&M University and an MS in Finance from Johns Hopkins University.



Shern James

VP - Operations



A seasoned Mechanical Engineer with more than 15 years of experience overseeing manufacturing operations to ensure efficient and smooth production, Shern excels in optimizing processes and maintaining high operational standards while leading the development of manufacturing and quality management systems. He implements strategic improvements in process and quality assurance, leveraging his deep knowledge of industry best practices to maintain Penguin Petroleum's competitive edge. As a mentor, he guides the engineering team, fostering collaboration and driving continuous innovation in product design and development.

Key Managerial Personnel



Jayakrishnan R

Sales Manager

Armed with a BE in Mechanical Engineering, JK has more than a decade of hands-on general experience and currently heads Sales at Penguin Petroleum after more than seven years of experience donning multiple hats at Penguin.

Fredy Thomas

Engineering Manager

As an accomplished Engineering & Design manager and a Mechanical Engineering Graduate, Fredy has spent more than eight years at Penguin Petroleum and leads a strong and motivated team of 15 Design Engineers that solely focusses on new product development / R&D.

Vikram Singh

Business Development Lead

Over the past four years, Vikram has been heading “Business Development & New Customer Acquisition” for Penguin Petroleum while also managing existing Key Accounts. As a Petroleum Engineering graduate, Vikram possesses an innate understanding of customer requirements that is balanced with a keen techno-commercial knowledge.

Key Managerial Personnel



Ganesh Maurya

Head of Quality

While actively leading a sizeable team within the company, Ganesh proactively ensures high standards of TQM across all facets of operations. Having spent more than seven years, he ensures that no corners are cut and that 'Quality is a way of life at Penguin Petroleum.

Ashok Sumbad

Head of Manufacturing

Armed with more than 30 years of cross-functional experience in all aspects of manufacturing operations, Ashok heads manufacturing at Penguin Petroleum while managing a strong team of 100+ team members that ensures optimal operational efficiency.

Our Journey

Building a Legacy of Innovation
and Engineering Excellence



2010

Penguin Petroleum was established to provide quality Well Completion and Drilling Accessories.



2011

Received API Q1 certification for Quality Management System and API 5CT for Casing as well as Tubular Accessories.



2013

Launched first ALS product – ‘Prolift’[™] Sub Surface Sucker Rod Pumps.

Received API 11AX and API 11B product monogram license for Sucker Rod Pumps and Pump Parts.



2015

Expanded our Artificial Lift offerings by launching Side Pocket Gas Lift Mandrels.



2016

Received API 19G1 license for Gas Lift Mandrels.

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Our Journey

Building a Legacy of Innovation
and Engineering Excellence



2016

Received API 19G1 license
for Gas Lift Mandrels.



2017

Doubled the size of our
manufacturing facility.



2018

Established our High
Pressure and High
Temperature Testing facility.



2019

Expanded our Well Completions
portfolio by adding ESP Packers,
Production Packers and Flow
Control Equipment.



Our Journey

Building a Legacy of Innovation
and Engineering Excellence



2020

Penguin expanded to a team of over 100 plus employees.



2021

Received API 11D1 License for the Production Packers.

Launched 'Leviathan'™ ESP Bypass System, becoming the only manufacturer of this product in the Eastern Hemisphere.

Became one of the largest supplier of Sucker Rod Pumps in Indian Market.



2022

Touched 5 million USD in Gross Revenue, with unparalleled commitment to Quality and after sales customer relationship management.

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Our Journey

Building a Legacy of Innovation
and Engineering Excellence



2023

Penguin Petroleum Team Headcount doubled to more than 200 employees.



2024

Penguin Petroleum Team doubled to more than 200 employees.



2025*

Aiming to launch our Electric Feed Thru Penetrator product line for Wellheads and ESP Packers.



2025*

Planning underway to expand our manufacturing facility by adding 30,000 sq. ft of manufacturing space and 15,000 sq. ft of yard area to existing facility.



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Artificial Lift Products

Optimum Lift Solutions



Gas Lift Mandrels:
API 19G1



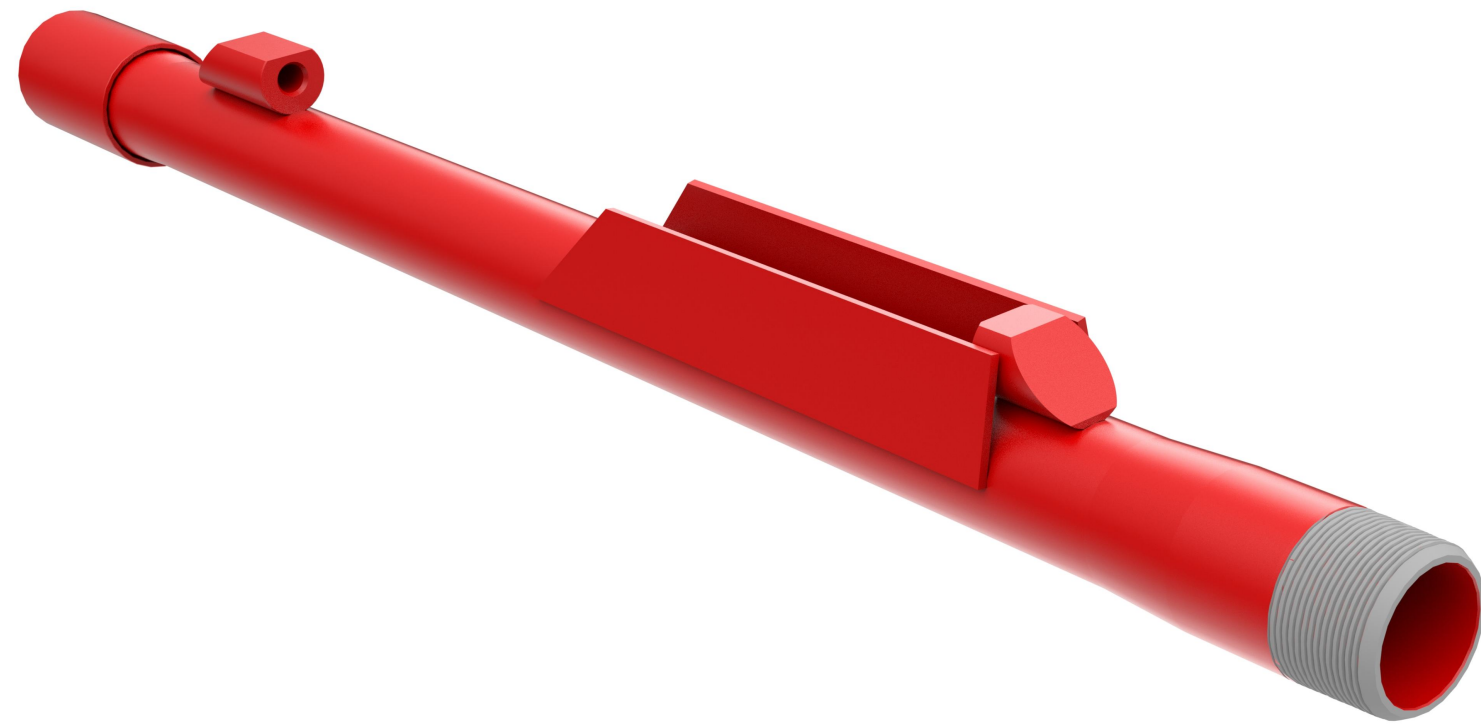
Gas Lift Valves:
API 19G2



Sucker Rod Pumps &
Pump Parts: API 11AX

Gas Lift Mandrels: API 19G1

Optimum Gas Lift Solutions



- ◆ Oval and Round - 2 $\frac{3}{8}$ " to 5 $\frac{1}{2}$ " - 1" and 1 $\frac{1}{2}$ " Flow Control Devices.
- ◆ AISI 4130, 13Cr and S13Cr metallurgy.
- ◆ Welded and Integrally Forged designs > 6000 psi, 8500 psi and 12000 psi options.
- ◆ Post welding Uni-Body Heat Treatment process (Q&T) – Vertically placed – Uniform Mechanical properties across base metal and welds.
- ◆ Inhouse design validation and functional test facility.
- ◆ EUE and premium thread options.
- ◆ We also offer Waterflood Mandrels & Conventional Mandrels.

Gas Lift Valves: API 19G2

Optimum Gas Lift Solutions



- ◆ Penguin offers 1" and 1 ½" Wireline-retrievable and Tubing-retrievable Gas-Lift Valves
- ◆ Offerings include Injection-Pressure operated, Orifice and Dummy valves.
- ◆ Metallurgy: SS316 and Monel options.
- ◆ Tested and validated as per API 19G2 standards.
- ◆ Well established inhouse Calibration, Validation and Testing Lab.

Sucker Rod Pumps & Pump Parts: API 11 AX

**‘Prolift’[™] -- Built to perform,
Built to perfection**



- ◆ Penguin Petroleum manufactures a complete range of Subsurface Sucker Rod pumps under product brand – ‘Prolift’[™].
- ◆ API Type (Tubing , Insert) , OSTP and custom-made pumps as per requirement.
- ◆ Offering all type of metallurgies including 1045, 1144, 1020, 4140, 17-4PH, 316, Monel 400 etc.
- ◆ Offering Accessories including: Insert Pump Anchors – On/Off tools – SR couplings –seating Nipples, custom-made cages.

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Well Completions Solutions

Innovation in Complex Completion

- ◆ Retrievable and Production Packers: API 11D1
- ◆ ESP Feed-Thru Packers: API 11D1
- ◆ Flow Control Equipment
- ◆ 'Leviathan'™ ESP Bypass System (Y-Tool System)
- ◆ ESP Completion Equipment & Accessories
- ◆ Casing and Tubing Accessories

Retrievable & Production Packers: API 11D1

Innovation in Complex Completion



- ◆ Hydraulic and Mechanical Set Production Packers - Straight Pull and Rotational release.
- ◆ Rated up to 5000 psi and 10,000 psi as well as 300 °F rating.
- ◆ V0 and V3 Validation Grades
- ◆ Available with HNBR, AFLAS and Viton Elements
- ◆ Testing facility capable of testing up to V0 Validation
- ◆ Grade, 20000 psi pressure at 450 °F temperature and 1,200,000 ft-lbs compressive and tensile load simulation.

ESP Feed-Thru Packers: API 11D1

Innovation in Complex Completion



- ◆ Single Mandrel and Split Body designs with multiple Feed Thru ports for Chemical Injection, Gas Vents and other Feed Thru lines.
- ◆ Additional optional ports available for Hydraulic or Monitoring lines.
- ◆ Adjustable, Straight Pull shear release.
- ◆ Available with HNBR, AFLAS and Viton Elements
- ◆ API and Premium Connections Available.

Flow Control Equipment

Innovation in Complex Completion



- ◆ Sliding Sleeves (X, XN, R and RN Profiles)
- ◆ Lock Mandrels (X, XN, R and RN Profiles)
- ◆ Landing Nipples (X, XN, R and RN Profiles)
- ◆ Pump Out Plug
- ◆ Hydro Trip Sub
- ◆ Flow Couplings and Blast Joints

'Leviathan'TM ESP Bypass System (Y-Tool System)

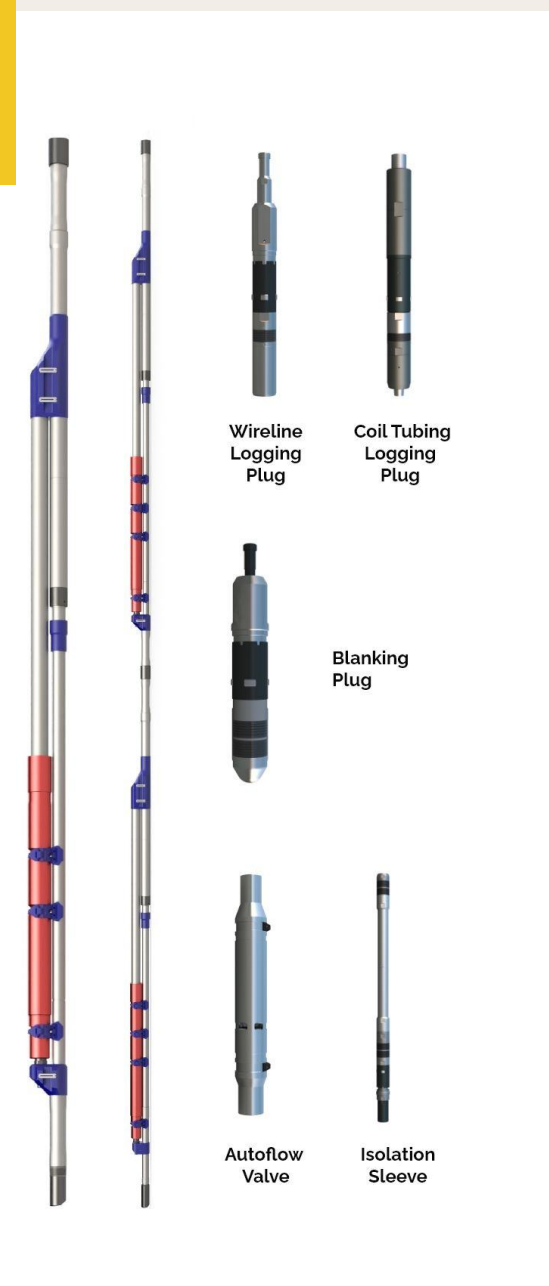
**Seamless Reservoir
Intervention below ESP**



- ◆ Full bypass intervention capability and Increases ESP run life.
- ◆ Enables logging operations below the pump.
- ◆ Range of tools available for blanking, isolation, pressure testing, prevention of fluid recirculation and logging.
- ◆ 5000 psi Pressure rating at 400°F temperature.
- ◆ Highly configurable to accommodate a range of completion designs.
- ◆ Y-tool and Bypass Saddles are available for single bypass applications in 7 & 9 5/8" wells.
- ◆ When equipped with the Pump Support Block and Tubing Swivel joints , facilitates dual bypass configurations.
- ◆ Auto Y-tools are also available for additional pump protection.
- ◆ Available in AISI 4140 or 13Cr Alloy and Fully compliant with NACE MR-0175.

ESP Completion Equipment & Accessories

Innovation in ESP completions



- ◆ ESP Bypass System (Y-Tool system)
- ◆ CAN/POD systems , Shrouds
- ◆ ESP Packers
- ◆ Cross Coupling Cable Protectors and MLE Clamps
- ◆ Packer Penetrators (Under development)
- ◆ Wellhead Penetrators (Under development)
- ◆ Wellhead for ESP (Under development)

Casing and Tubing Accessories



- ◆ Manufactured from the highest quality steel forgings/bar stock, seamless casing/tubing and coupling stock sourced from premium API certified steel mills.
- ◆ A complete range of accessories ranging from 1.90" to 20" in varying weights, grades and lengths are generally available from our standard inventory.
- ◆ Alliances with licensed machine shops to furnish premium connections.

7 Well Completions Accessories

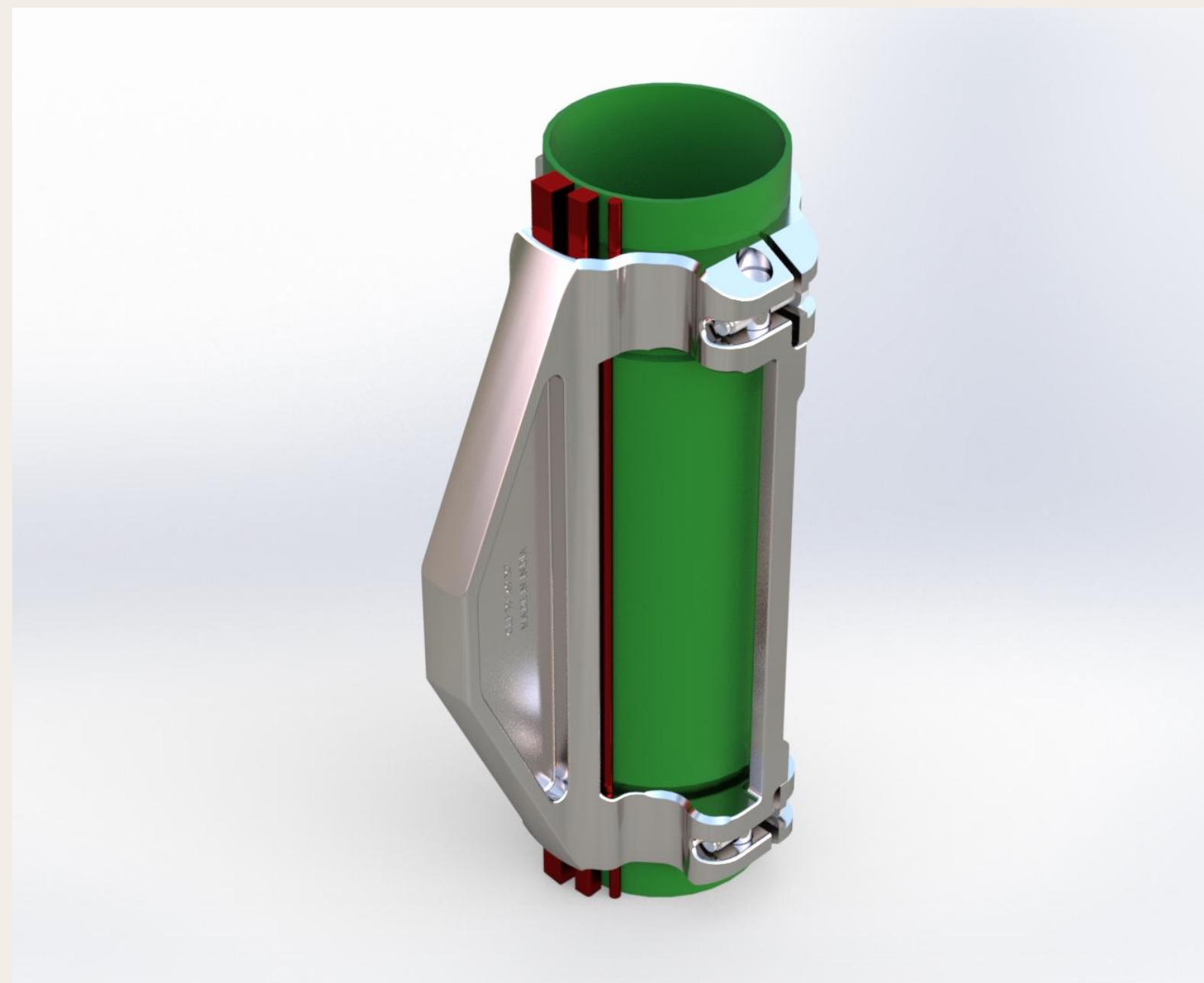
◆ Cross Coupling Cable Protectors

◆ Pup joints and X - Overs

◆ Special Type protectors

◆ MLE Protectors

Well Completion Accessories



- ◆ Cross Coupling Cable/Control line Protectors
- ◆ MLE Clamps, Mid-joint Clamps, ESP centralizers
- ◆ Special clamps for Downhole gauge mandrels , TRSSVs, Splice
- ◆ Metallurgy Options: Carbon Steel (WCB), SS316, 13Cr, Monel 400
- ◆ Manufactured using investment casting by lost wax method - No casting defects- uniform shapes ,and higher geometrical and dimensional tolerance levels.
- ◆ Single piece design with no loose parts.
- ◆ 100 fitment/Visual tested -compliance to required metallurgy- No cable slippage - withstanding horizontal and vertical load impact.
- ◆ More than 5 million clamps supplied globally.

Penguin Advantage



Talent

Manufacturing in India offers access to premium talent at lower costs, with a young, skilled and motivated workforce.

Technology

Robotics and automation boost productivity, reduce costs, and minimize human error in our manufacturing process.

Knowledge

Our R&D and Engineering teams use advanced CAD tools to design products that meet industry standards, optimizing performance and ensuring quality.

Domain Expertise

Penguin's leadership combine decades of expertise in Artificial Lift, Well Completion, and Well Diagnostics, supported by skilled workforce.

Location

Strategically located near Mumbai's international airport and Nhava Sheva Sea Port, thus enabling faster deliveries to key oil-producing regions in Americas, Europe, MENA and Asia Pacific.

9 Quality Management System

Customer satisfaction through quality products and continuous improvement



Our manufacturing facility is accredited to Quality/Industry certifications:

- ◆ API Q1
- ◆ ISO-9001-2015

Licensed to manufacture product groups of following API Specifications:

- ◆ API 5CT
- ◆ API 11AX
- ◆ API 11B
- ◆ API 19G1
- ◆ API 11D1
- ◆ API 19G2

Follows ISO 14001 and ISO 45001 EHS Specifications:

All procedures are well documented with strict control mechanisms , complete traceability and Quality Management System in place as per ISO & API Q1 requirements.



10 Infrastructure Overview



Manufacturing Center of Excellence

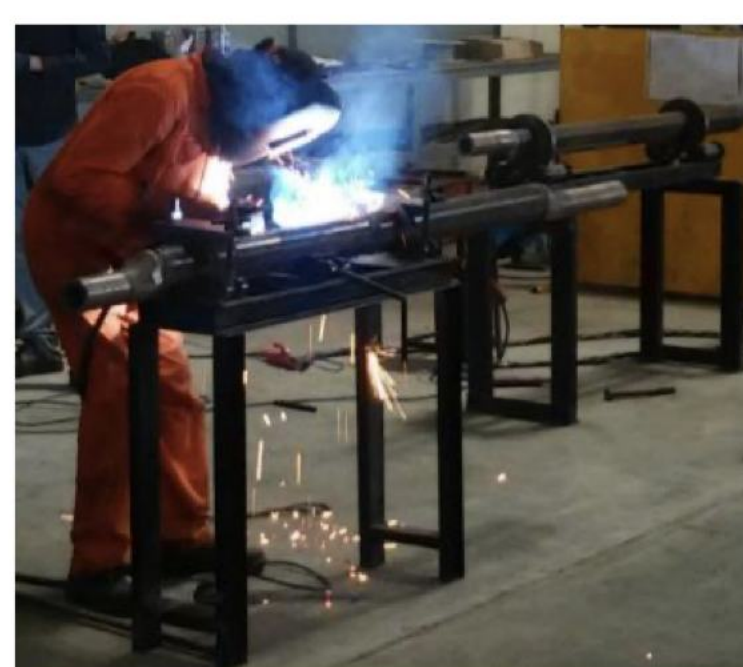
Precision manufacturing with cutting-edge technology and skilled craftsmanship

- ◆ 100,000 square feet of yard area that includes 45,000 square feet built up area @ Mumbai, India.
- ◆ Plans to further increase the facility size by 45,000 square feet in FY 2025.
- ◆ Well established machine shop : Array of CNCs, VMCs (5 Axis), and conventional machines.
- ◆ Deep hole drilling -3m length, Horizontal tube honing: 11m
- ◆ Thread cutting facility – API, ACME, UN/UNF



- ◆ Well established Weld Shop for GTAW, GMAW, FCAW, SMAW processes -Manual and Robotic.
- ◆ Well established Assembly and Testing Shop for complex downhole equipment.
- ◆ Phosphating and Painting shop. Proprietary coatings like Xylan, Nedox also available.
- ◆ Make-up/Break-out machine for 1.75” to 15”, Torque - 100,000 ft-lbs.







In-House Measurement, Inspection & Testing Facility

Ensuring product quality through
advanced testing and inspection.

- ◆ Gauge room : Precise measurement instruments ,
Thread checking gauges.
- ◆ Mechanical lab : Electronic UTM, Hardness
testers.
- ◆ Hydro testing facility of capacity up to 20,000 psi
- ◆ NDE: MPI, UT and RT
- ◆ Testing SPM – Cable slippage testing for CCCP
- ◆ In-house metrology lab consisting of CMM,
Contracer, 2D height gauge

HPHT Pressure Testing facility

- ◆ Custom-built, state-of-the-art HPHT pressure/
design validation testing facility for API 11D1, 14L,
19LH, 19AC, 19G1
- ◆ 4 channel 20000 psi liquid/gas, combined with
heating up to 500F and tensile and compressive
load simulation up to 1,200,000 lbf



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Data Protection

Safeguarding Intellectual Property



Data Protection Measures

- ✓ MFA (Multifactor Authentication) for all email users
- ✓ Sophisticated threat detection for phishing, spoof, spam, and malware emails
- ✓ “SOPHOS” Firewall Security in place
- ✓ Email authentication with ARC (Authenticated Received Chain)
- ✓ Enhanced filtering with EOP (Exchange Online Protection)
- ✓ Seqrite “Endpoint Security” implemented

Data Loss Prevention

- ✓ Data Loss Prevention (DLP) systems in place
- ✓ SMTP port scanning
- ✓ Advanced USB device control
- ✓ Comprehensive virus protection, including email, external drive, IPS/IDS scanning, web security, app control, and ransomware protection
- ✓ USB block for all Users
- ✓ Application Control Policy restricting unauthorized installs/uninstalls
- ✓ Centralized User Data on the server with controlled access
- ✓ Daily Data Backup and Cloud Backup
- ✓ Local drive access denied for Client Users
- ✓ Print server role configured on Server

12 Future Plans



Acquired 45,000 sq.ft. of land adjacent to Penguin's existing facility for future expansion.

New products under development:

- ◆ ESP Feed Thru Well heads.
- ◆ Hydraulic Rod Pumping System.

Thank You!

