



NOCIL LIMITED

Investor Presentation

July 2016





Safe Harbor



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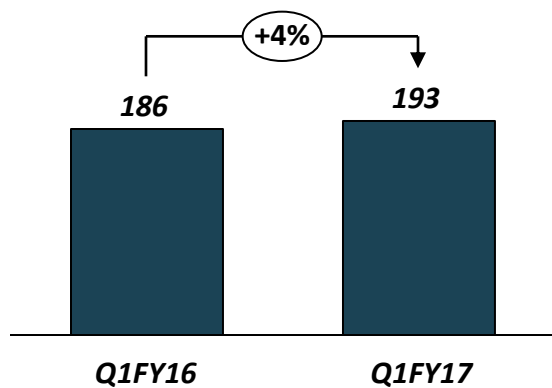
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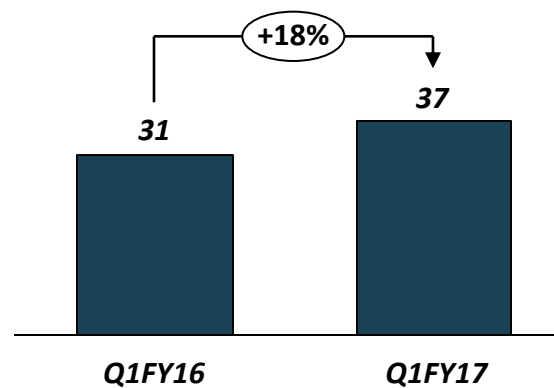
Financial Highlights –Q1FY17



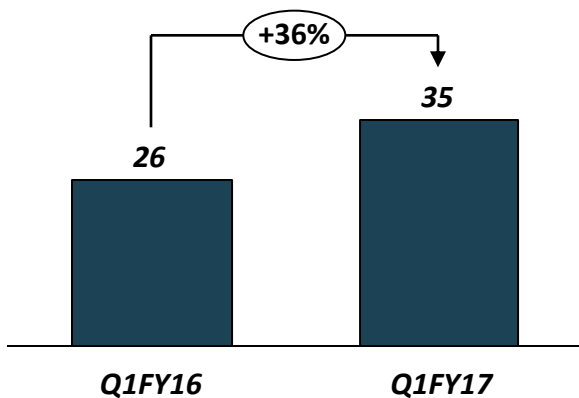
Revenue



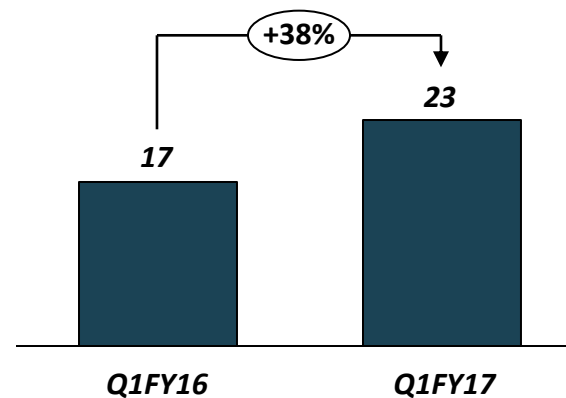
EBITDA



PBT



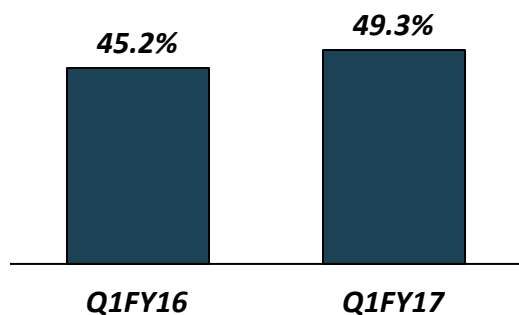
PAT



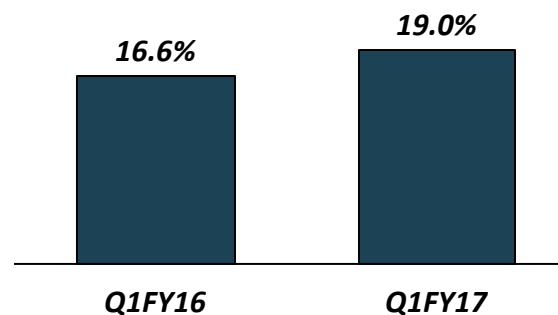


Margin Profile – Q1FY17

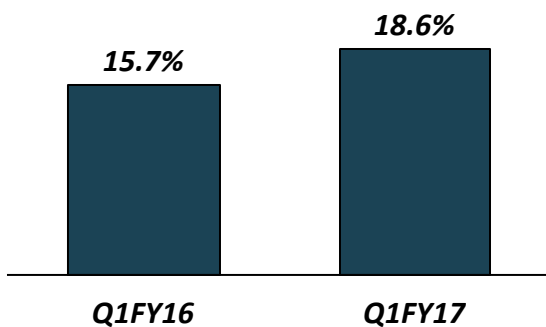
Value Addition*



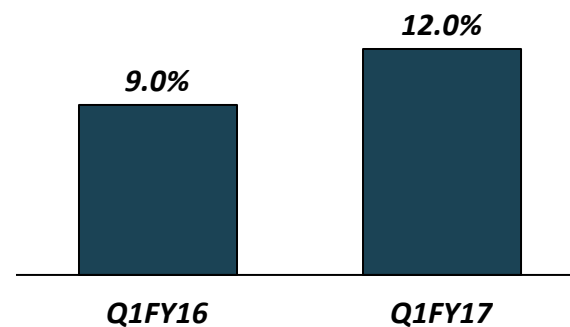
EBITDA Margin



EBIT Margin

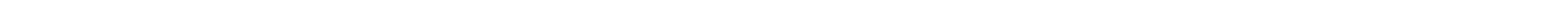


PAT Margin



* Revenue (-) cost of raw materials consumed (-) cost of traded goods (-) change in inventories

Industry Potential – Our Positioning



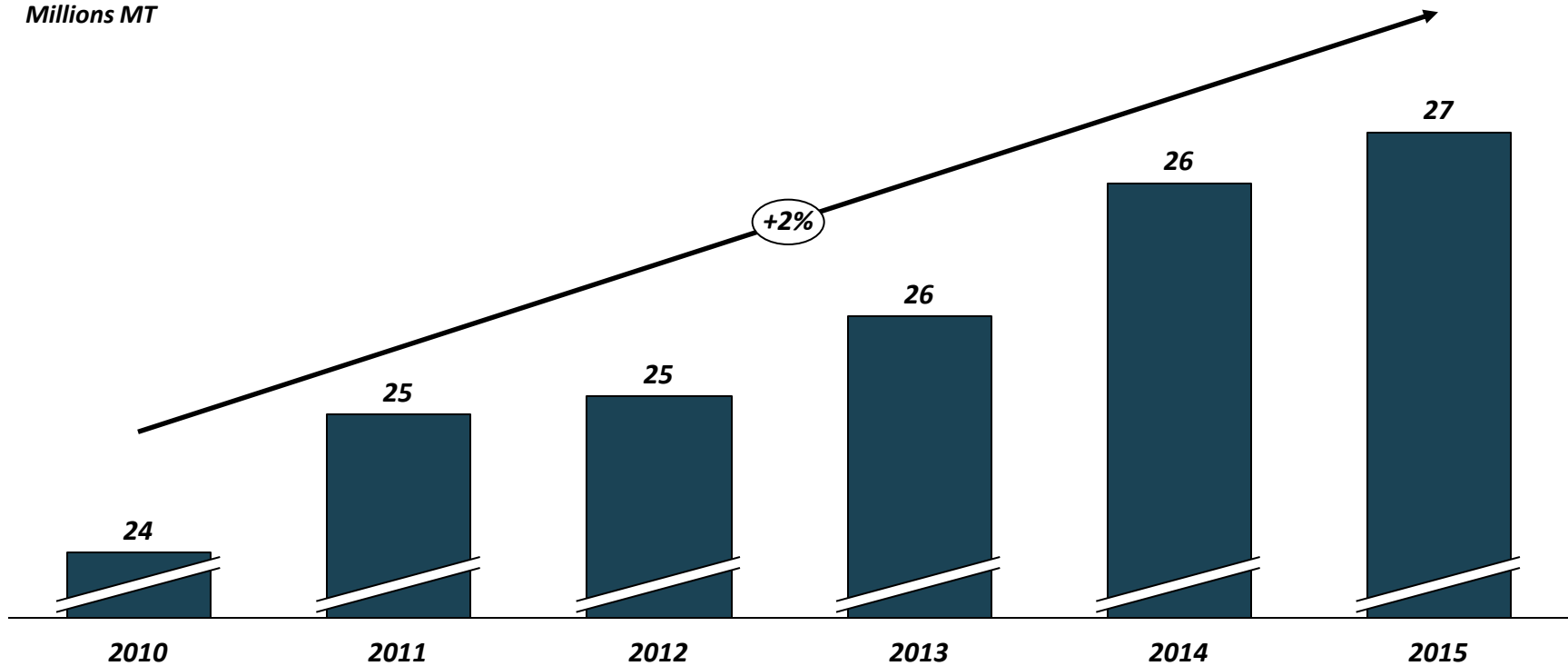


Positive Outlook



Rubber Consumption

Millions MT



Rubber Chemicals constitute ~3% - 3.5% of the Rubber Consumption



Growth Drivers



Global demand for rubber processing chemicals forecasted to increase by 4.4% to 1.5milions MT till 2020

Manufacture of Premium tires, High performance Automotive & Industrials products will increase rubber processing chemical loadings

Expectations of Quality & Long service lives of the rubber products will also aid to the demand

Rising Income levels & increase in Motor vehicle ownership rates ,especially in developing nations – thus additional consumption of rubber processing chemicals



Our Positioning...

**Diversified
Product
Portfolio**

1

- Rubber Chemicals is a critical input for Rubber application Industry
- With large and wide variety of products, NOCIL is one stop shop for almost all rubber applicable industries
- One of the most dependable and sought player in Rubber Chemical Industry from Non China Supply source

**Strong R&D
Capabilities**

2

- High Concentration & Continuous R&D initiatives
- NOCIL has a strong pipeline of New Generation Rubber Chemicals

**Asia
Hub for Tyre
Industry**

3

- Major Tyre companies have started consolidating their operations in & around Asia closer to the Growth Markets
- With established track record, NOCIL will benefit the most from any additional capacities being put up by these tyre Companies in India

**Product
Testing &
Validation**

4

- Customers take from 6-18 months to give approval for a specific location under specific climatic conditions & same is carried out for various locations globally
- With Product Pipeline and requisite Customer accreditations, NOCIL is a "Supplier of Choice"



.....to Encash Opportunities



Manufacturing Capacities

Capacities at Thane & Dahej

Land & Common Infrastructure available for further expansion at Dahej



Exit of Global Giants

Large Diversified Groups - Rubber Chemicals as only a Small Contributor

Exiting the Non Core Business as a Cost Cutting Measure



Troubles faced by Domestic/International Peers

Environmental Issues

Technological Upgradation



Vendor Consolidation

Only few players meet Manufacturing Standards and Quality Requirements

Preferred Supplier and Long Term Business Relationships with Customers

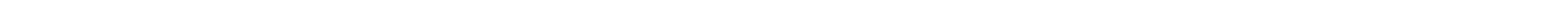
Gain
Market Share



Key Strengths



Financials





Profit & Loss Statement



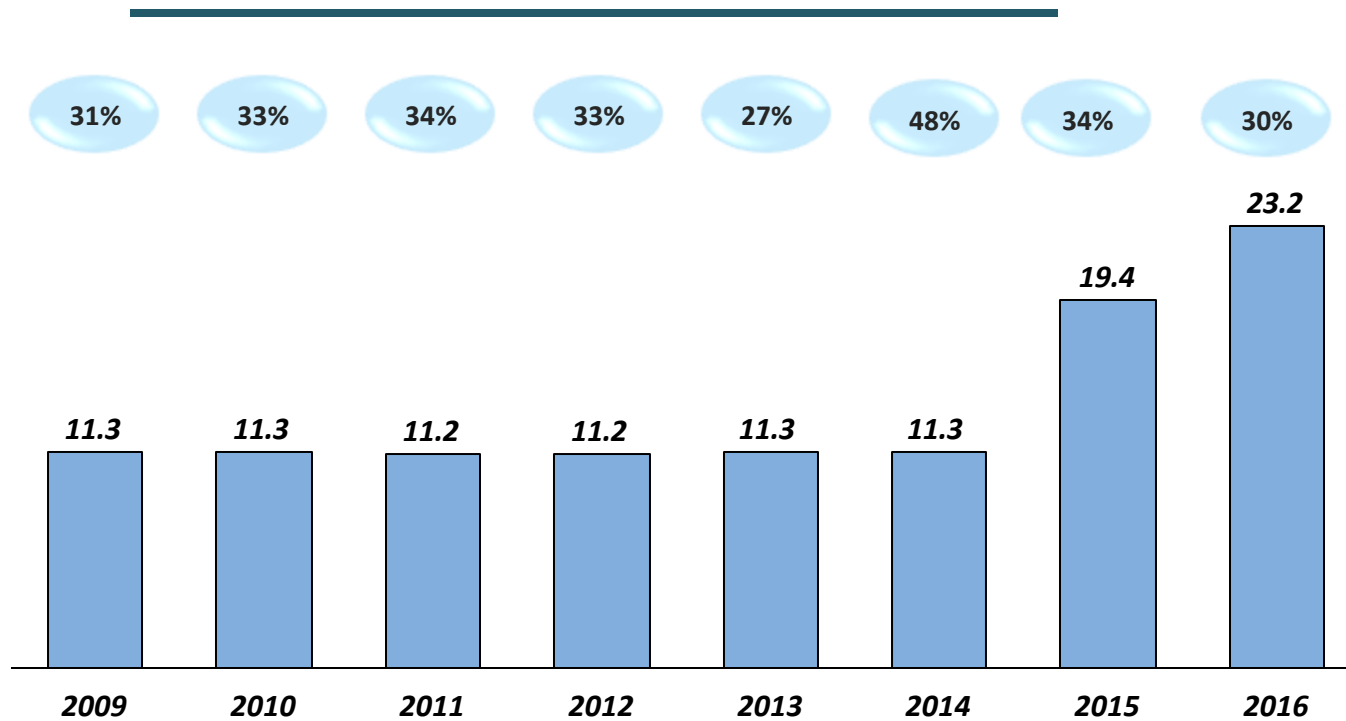
Rs. In Crores	Q1FY17	Q4FY16	Q-o-Q	Q1FY16	Y-o-Y	FY16
Revenue from Operations	193	178	8.5%	186	3.6%	715
Cost of Material Consumed	80	73		81		312
Purchase of Stock-in-trade	1	1		1		3
Changes in Inventories	17	11		20		44
Value Addition*	95	94		84		356
Value Addition (%)	49.34%	52.64%		45.16%		49.74%
Employee Expenses	17	15		14		58
Other Expenses	42	41		39		160
EBITDA	37	38	-2.3%	31	18.5%	138
EBITDA Margin (%)	19.00%	21.11%		16.61%		19.32%
Depreciation	4	3		3		14
Other Income	3	0		2		3
EBIT	36	34	4.7%	29	23.4%	128
EBIT Margin (%)	18.64%	19.32%		15.66%		17.83%
Finance Cost	1	2		3		9
Profit before Tax	35	33	7.5%	26	35.5%	118
Tax	12	10		9		40
Profit After Tax	23	23	3.0%	17	38.6%	78
PAT Margin (%)	12.03%	12.68%		9.00%		10.87%

* Revenue (-) cost of raw materials consumed (-) cost of traded goods (-) change in inventories



Consistent Dividend Record

**Dividend (Rs. In Crores)*



**Dividend includes Dividend Tax paid*



Payout Ratio



For further information, please contact:

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