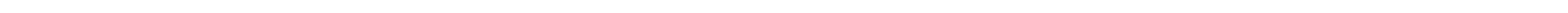




NOCIL LIMITED

## Investor Presentation

March 2015





# Safe Harbor



This presentation and the accompanying slides (the “Presentation”), which have been prepared by NOCIL Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

## Company Overview



## NOCIL in a Snapshot.....



- Part of **Arvind Mafatlal Group**
- **Largest** Rubber Chemical Manufacturer in India
- **Expertise** in Rubber Chemical Business **over 4 decades**
- State of the Art **Innovative** & **Sustainable** Competitive Technologies
- **Wide range** of Rubber Chemicals to suit the customer needs
- **Long Term** Business Relationships with Major Tyre Companies
- **Strong** Marketing & Distribution Service Network
- Accredited with **Quality Certificates** under **Total Quality Management**



# Management Team



## *Mr. Hrishikesh . A. Mafatlal – Promoter & Chairman*

- Chairman and Promoter Director of NOCIL Ltd
- B.Com. (Hons.) & has attended the Advanced Management Programme at the Harvard Business School, USA
- Vice-Chairman of the Cotton Textiles Export Promotion Council (TEXPROCIL)

## *Mr. C. R. Gupte - Managing Director*

- Graduate in Chemistry and a Chartered Accountant
- Heading the Rubber Chemicals business from 1995
- Associated with the Company in various senior positions for more than 35 years

## *Mr. S. R. Deo - Executive Director & President Technical*

- M. Tech. in Chemical Engineering from IIT Kanpur
- On the Board as Executive Director & President (Technical)
- Associated with the company for nearly 35 years in various technical capacities

## *Mr. R. M. Gadgil - President - Marketing*

- B Tech in Chemical Engineering from IIT Mumbai
- Associated with the Company in various marketing capacities for nearly 33 years

## *Mr. P. Srinivasan – Chief Financial Officer*

- Chartered Accountant with over 25 years of experience
- Associated with the Company since 2005

## *Dr. Chinmoy Nandi - Vice President (Research & Development)*

- Post Graduate & Ph.D. in Science
- Associated with the company for nearly 33 years in various R&D capacities

## *Dr. Narendra Gangal – Vice President (QA, Analytical & Outsourced Research)*

- Ph.D. in Analytical Chemistry with 25 years of experience
- Associated with the company since 2007

## *Mr. Rajendra Desai – Vice President (Operations, Corporate HR & Personnel)*

- Chemical Engineer with Diploma in Management Studies
- Associated with the company for nearly 32 years



# Manufacturing facilities



## Navi Mumbai Plant

- Set up in 1976
- Located in Trans-Thane Creek industrial area at Navi Mumbai, Thane-Belapur's industrial zone designated for the chemical Industry, about 40 kms away from Mumbai
- State-of-the-art technology for the manufacture of the entire range of Rubber Chemicals for Tyre & other Rubber Application Industries





# Manufacturing facilities



## Dahej Plant

- Commercialized operation in March 2013
- It is about 45 kms away from District Bharuch, Gujarat
- Location has Chemicals & Petrochemicals projects with an excellent connectivity with Dahej & Hazira Port
- Fully automated continuous process plant developed completely with in-house technology





# Manufacturing facilities







# Our Value Proposition

1

## Product & Product Forms



- Wide Range of Rubber Chemical Products
- Varied Product Forms

2

## Sales, Marketing & Technical Service



- Market Responsive Approach
- Strong MTS Team to offer Technical Services

3

## R&D and Quality Assurance



- Ultra Modern Laboratories & Pilot Plant Facilities
- Latest Analytical Instruments

Long Term Relationships with Customers over 40 Countries



# Products & its Usage



## Accelerators

- Increase the speed of vulcanization & to permit vulcanization to proceed at lower temperature & with greater efficiency



## Antidegradants

- An anti-degradant or deterioration inhibitor is an ingredient in rubber compounds to deter the aging of rubber products



## Antioxidants

- Chemical compound that inhibits oxidation & can be used as a stabilizer in rubbers, etc.



## Pre Vulcanization Inhibitor

- Inhibitor of premature vulcanization of synthetic & natural rubbers during processing



## Post Vulcanization Stabilizer

- Improves Thermal Stability of cross links in rubber products

One Stop Shop with Wide Range to suit Market Requirements



## Sales & Marketing

- Developing long term business relationship with Customers through Market Responsive Approach and Efficient Customer Service
- High Level of Product Quality & Consistency, Proactive Marketing Approach, Responsible Pricing Policy, Strong Customer Relationships, Well Spread Sales Network, Efficient Logistics and Strong Technical Support Service



## Technical Services

- Offer Technical Support to customers for Rubber Products / Process Development & helps in solving Shop Floor Problems
- Identifies Customer's current and emerging needs regarding existing Products & Services, new product identification & Development





# R&D and Total Quality Management



## Research & Technology Development

- Emphasis on 'New Understanding' that can lead to Process & Product Improvements and Innovations
- Team of highly qualified & experienced Organic Chemists, Analytical Chemists, Chemical Engineers and Rubber Technologists
- Ultra Modern Laboratories & Pilot Plant facilities

## Quality Assurance

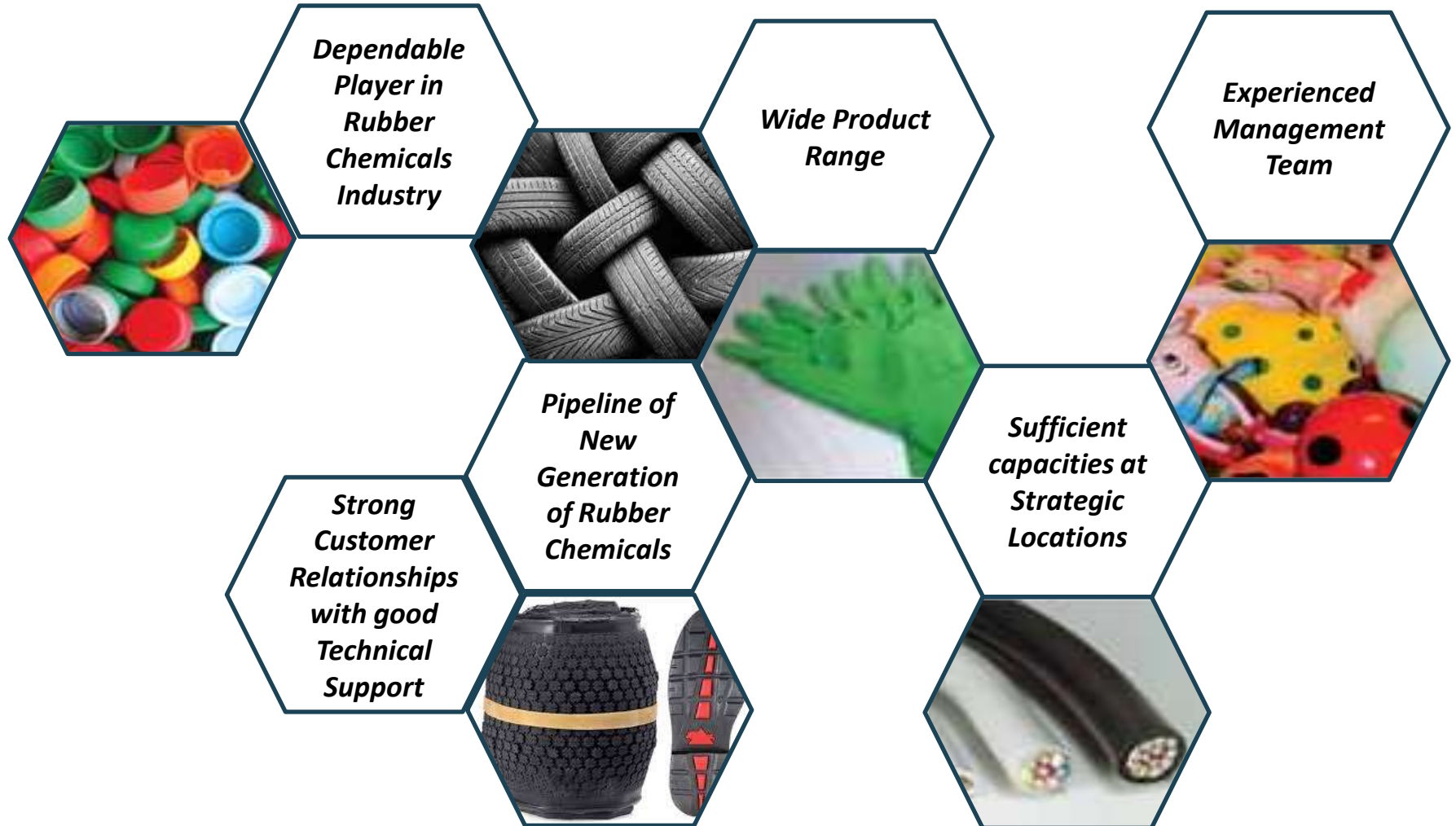
- Quality Assurance Management System with a focus on Quality of Raw materials, Finished Products as well as Process Control Sample Analysis
- The Quality Control Laboratory operates round the clock and is equipped with the latest Analytical Instruments & Equipments

## Certifications

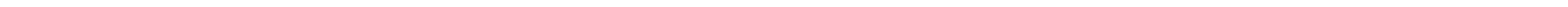
- ISO 9001:2008
- ISO 14001:2004
- BS OHSAS 18001:2007
- ISO/IEC 17025:2005
- ISO/TS16949:2009
- IATF



# Key Strengths



# Industry Potential – Our Positioning



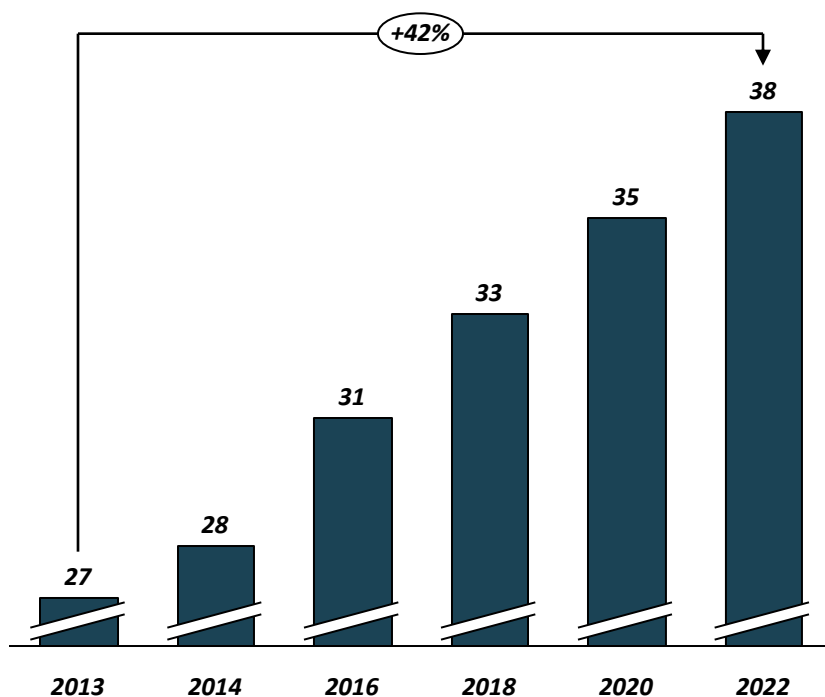


# Huge Global Potential



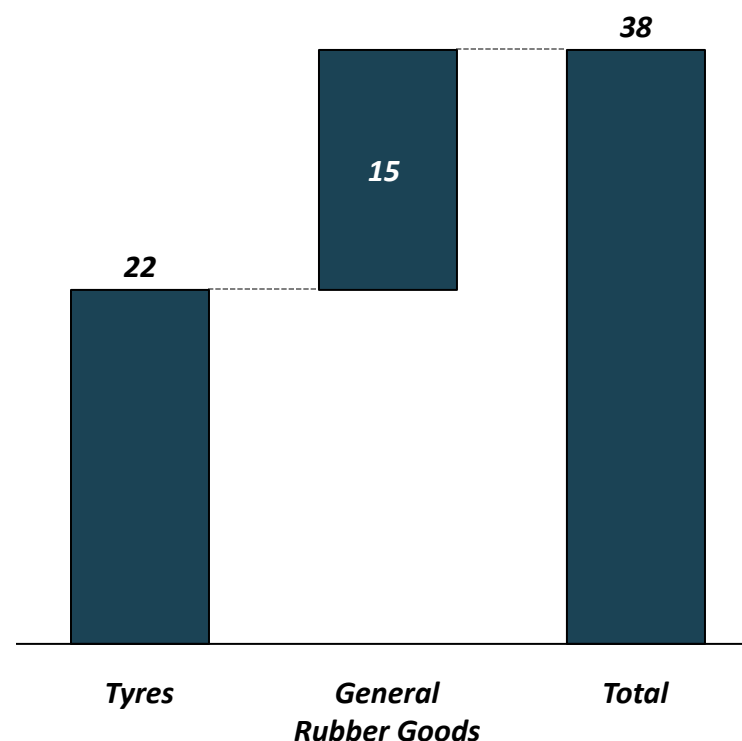
## Rubber Consumption

Millions of MT



## 2022 – Consumption Breakup

Millions of MT



Rubber Chemicals constitute ~3% of the Rubber Consumption



## 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

**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 from this scenario

**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

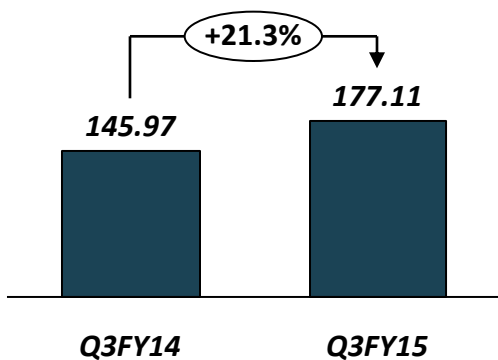
# Financials



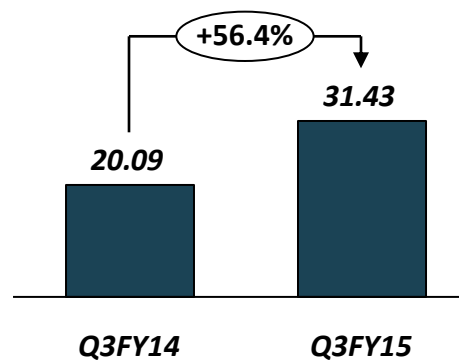
# Quarterly Highlights



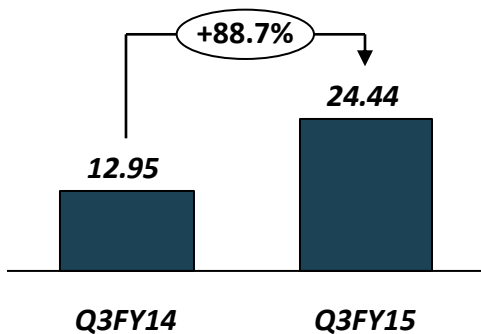
## Net Revenue



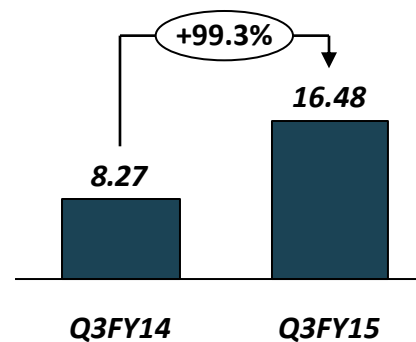
## Operating EBITDA



## PBT



## PAT

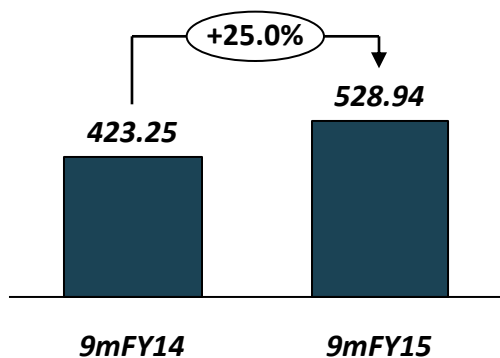




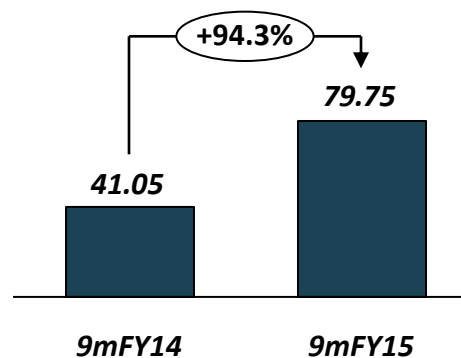
# 9Months Highlights



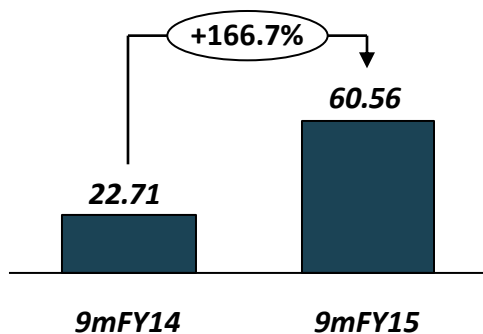
## Net Revenue



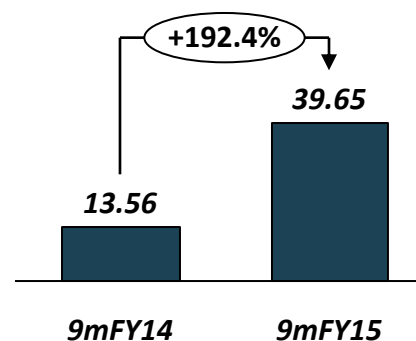
## Operating EBITDA



## PBT

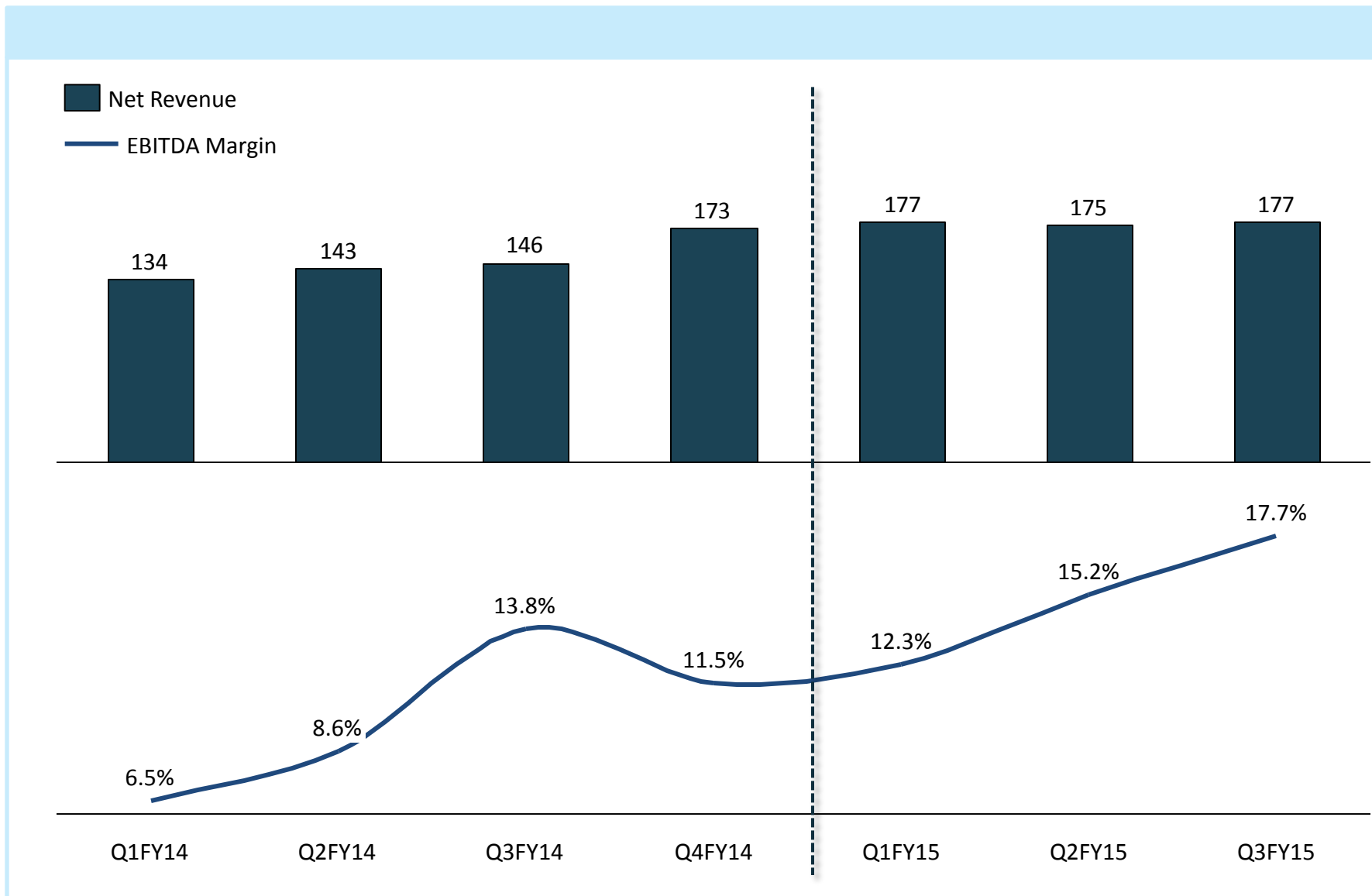


## PAT



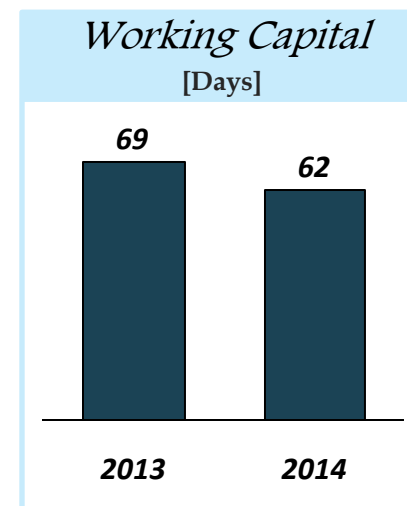
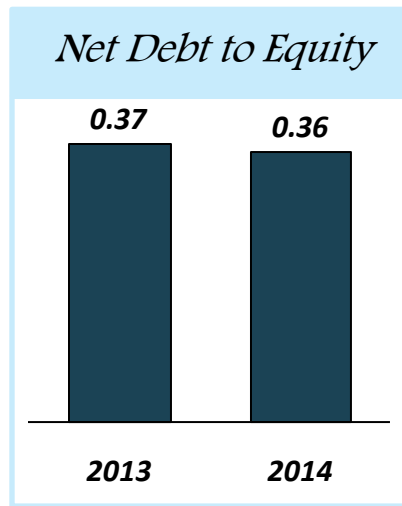
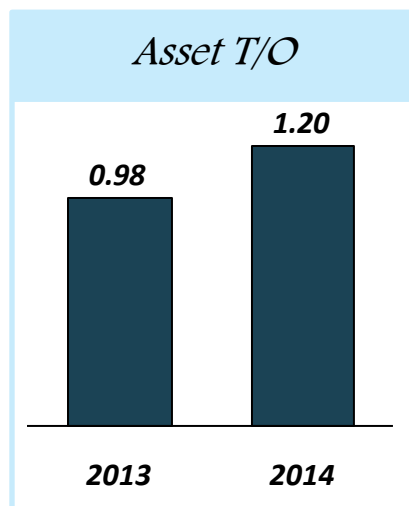
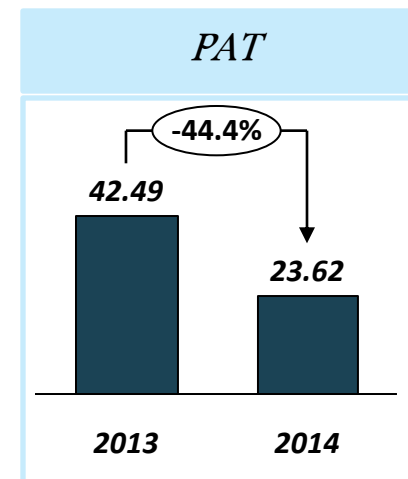
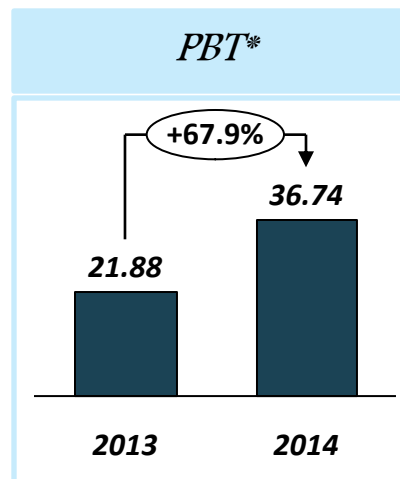
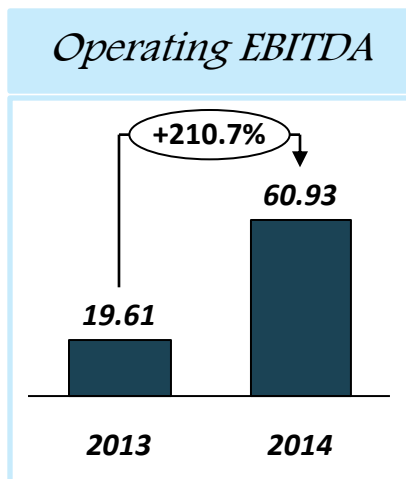
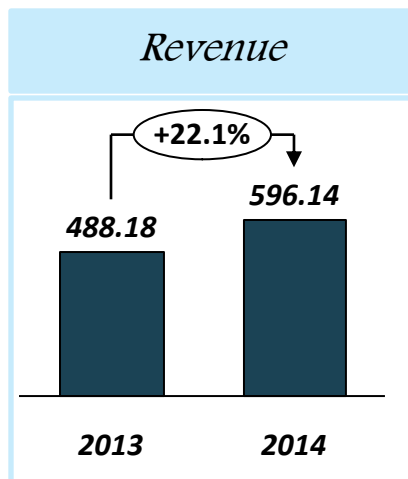


# Operating Leverage Playing Out





# Annual Highlights





# Profit & Loss Statement



Rs. In Crores	9MFY15	FY14	FY13
<b>Revenue from Operations</b>	<b>529</b>	<b>596</b>	<b>488</b>
Raw Material	288	349	316
Employee Expenses	36	41	36
Other Operating Expenses	126	145	117
<b>Operating EBITDA</b>	<b>80</b>	<b>61</b>	<b>20</b>
<b>EBITDA Margin</b>	<b>15.08%</b>	<b>10.22%</b>	<b>4.02%</b>
Depreciation	10	18	8
Interest	13	17	4
Other Income	4	11	14
<b>Profit Before Exceptional Items &amp; Tax</b>	<b>61</b>	<b>37</b>	<b>22</b>
Exceptional Item	0	(2)	22
<b>Profit Before Tax</b>	<b>61</b>	<b>35</b>	<b>44</b>
Tax	21	11	2
<b>Net Profit</b>	<b>40</b>	<b>24</b>	<b>42</b>



## Balance Sheet



Rs. In Crores	Sept- 14	FY14
<b>Shareholder's Fund</b>	<b>399</b>	<b>376</b>
Share capital	161	161
Reserves & Surplus	238	216
<b>Non-current liabilities</b>	<b>112</b>	<b>122</b>
Long term borrowings	61	72
Deferred Tax liabilities (net)	38	39
Other Long term liabilities	12	12
<b>Current liabilities</b>	<b>265</b>	<b>238</b>
Short term borrowings	73	59
Trade payables	132	124
Other current liabilities	60	55
<b>Total Liabilities</b>	<b>776</b>	<b>736</b>

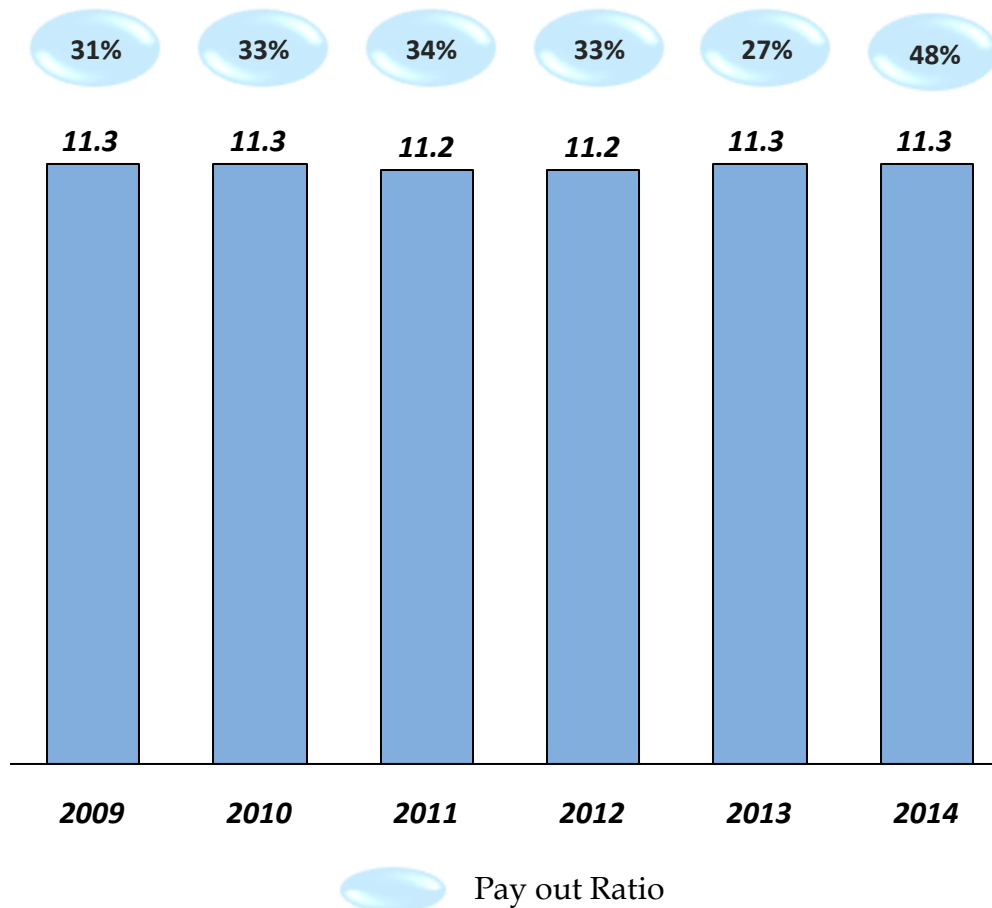
Rs. In Crores	Sept - 14	FY14
<b>Non-current assets</b>	<b>386</b>	<b>398</b>
Fixed assets (inc. CWIP)	300	305
Non-current Investments	47	47
Other Non-current assets	39	46
<b>Current assets</b>	<b>389</b>	<b>338</b>
Inventories	208	160
Trade receivables	141	148
Cash and bank balances	16	15
Short term loan and advances	24	16
Other current assets	0	0
<b>Total Assets</b>	<b>776</b>	<b>736</b>





# Consistent Dividend Record

*\*Dividend (Rs. In Crores)*



*\*Dividend includes Dividend Tax paid*



## For further information, please contact:

---

**Company :**

NOCIL Ltd.  
CIN: L99999MH1961PLC012003  
Mr. P.Srinivasan - CFO  
[finance@nocilindia.com](mailto:finance@nocilindia.com)

<http://www.nocil.com/>

**Investor Relations Advisors :**

Strategic Growth Advisors Pvt. Ltd.  
CIN: U74140MH2010PTC204285  
Ms. Payal Dave / Ms. Neha Shroff  
[dpayal@sgapl.net](mailto:dpayal@sgapl.net) / [sneha@sgapl.net](mailto:sneha@sgapl.net)

[www.sgapl.net](http://www.sgapl.net)