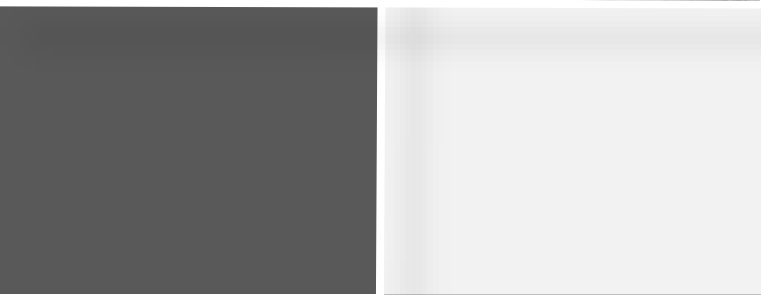
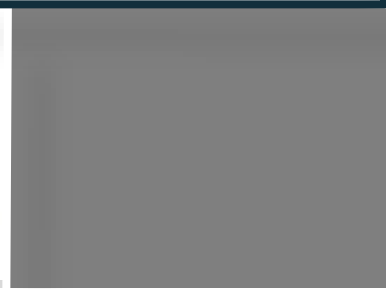
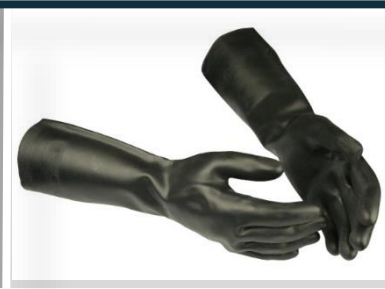
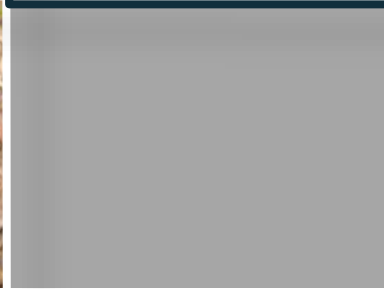




ARVIND MAFATLAL GROUP



NOCIL LIMITED
Investor Presentation
February 2017





Safe Harbor



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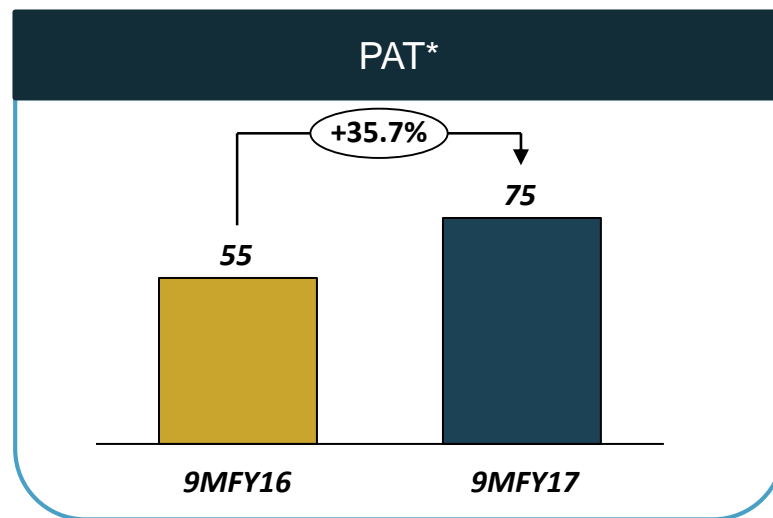
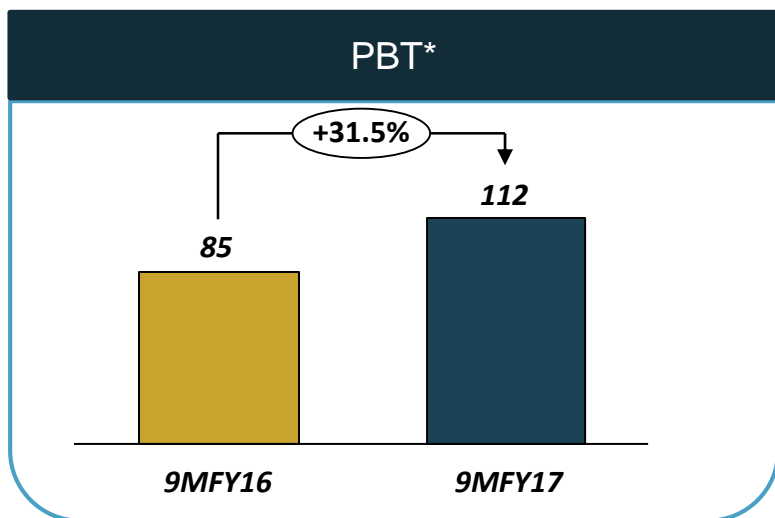
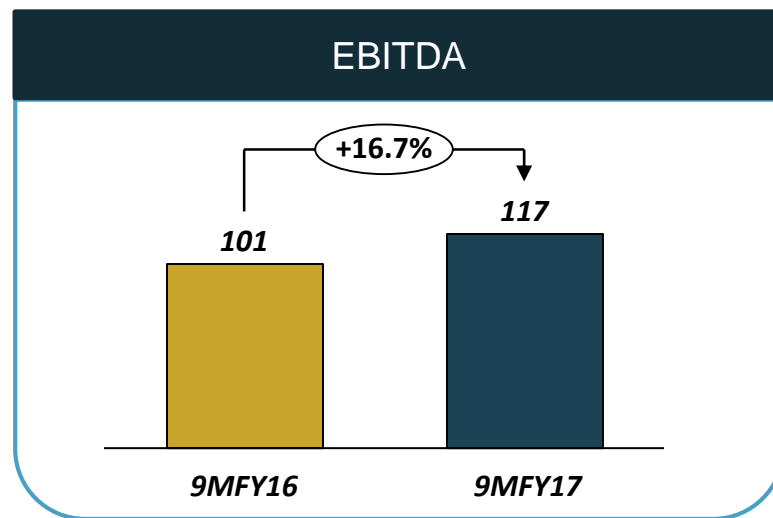
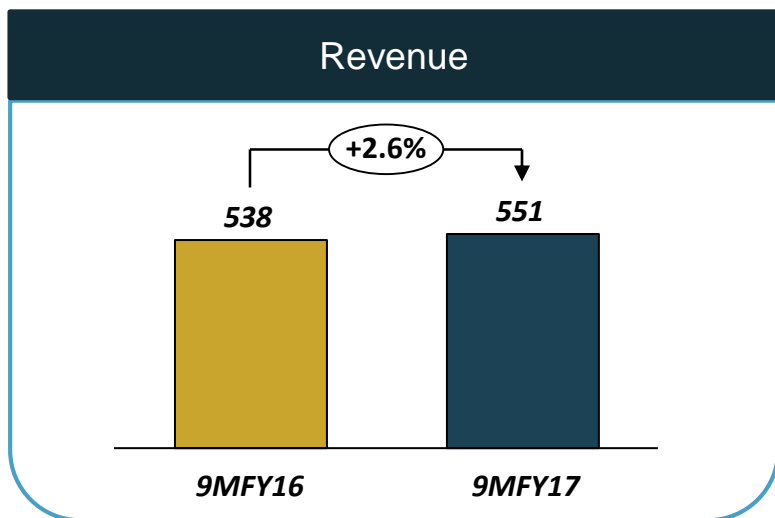
NOCIL LIMITED

Financial Highlights



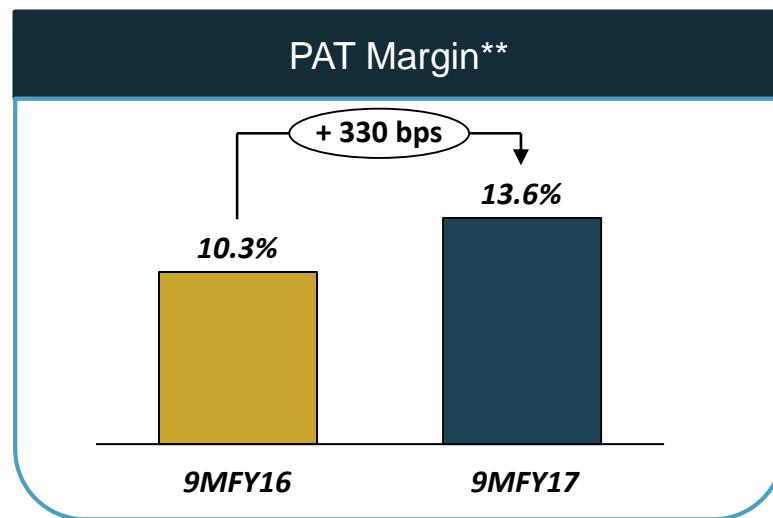
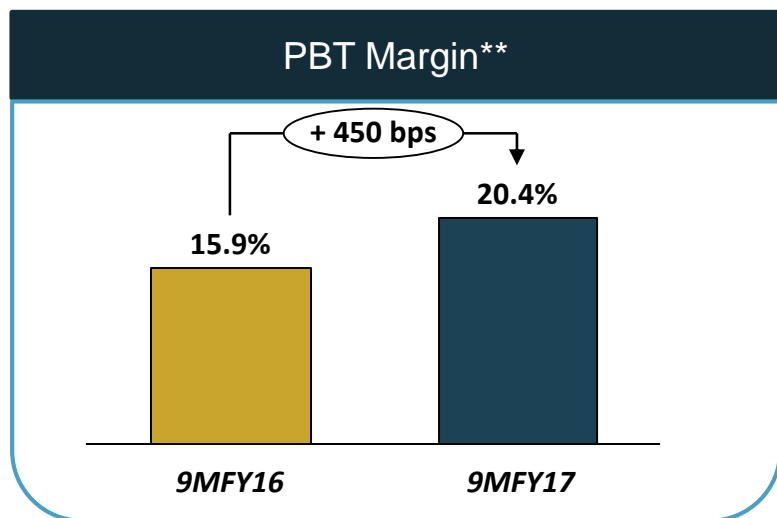
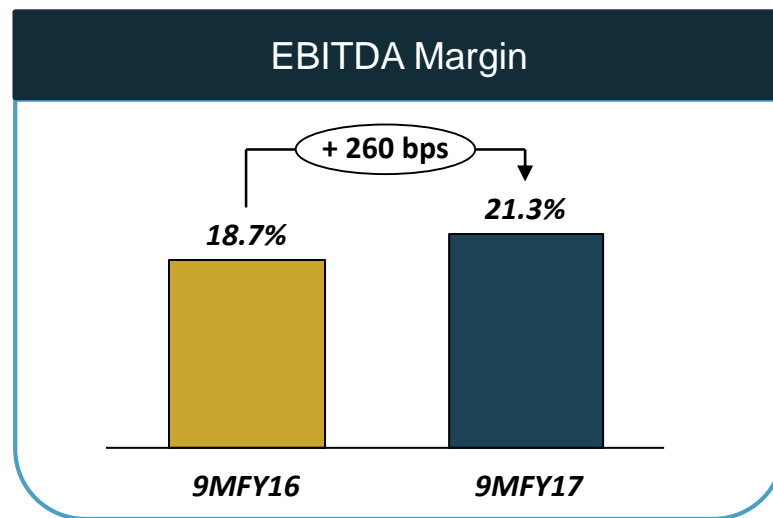
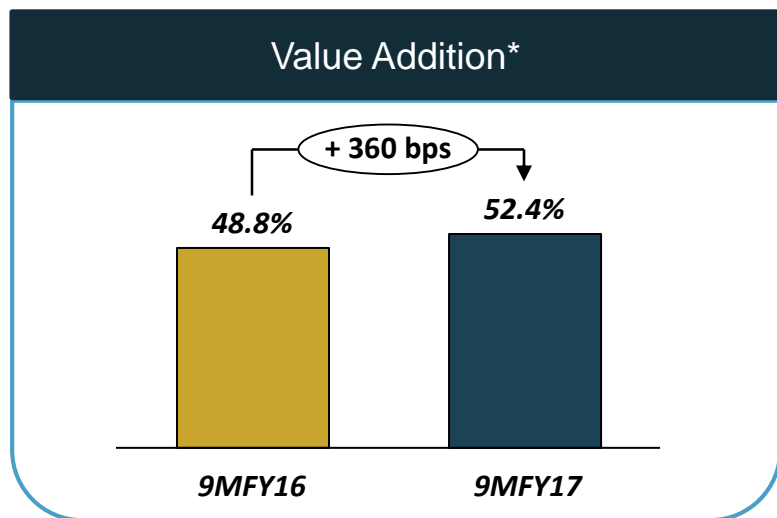


Financial Highlights – 9M FY17





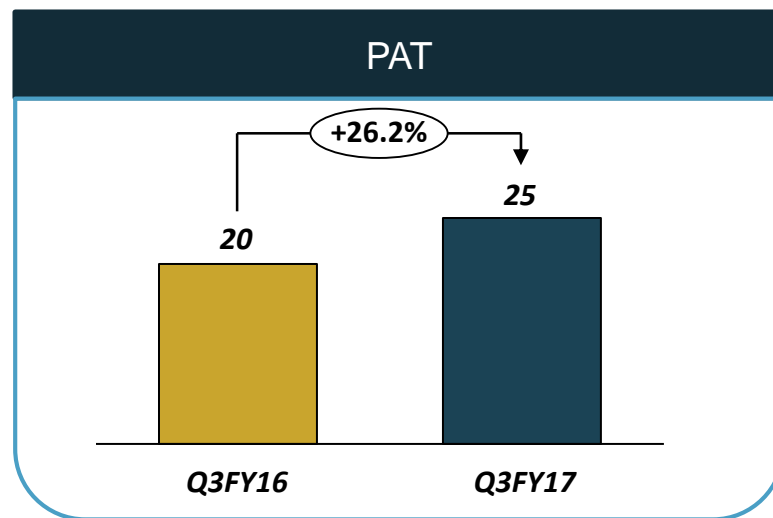
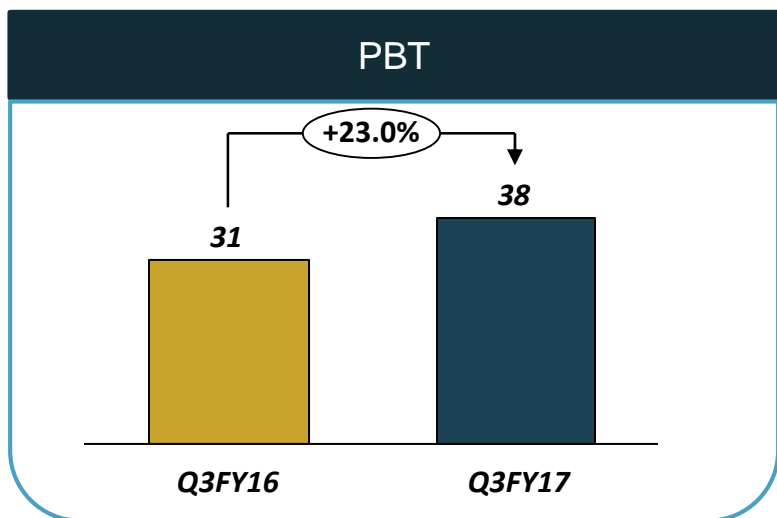
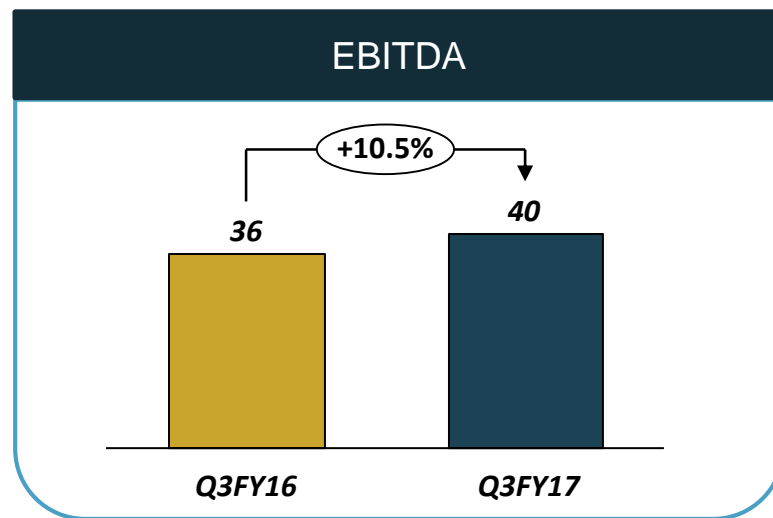
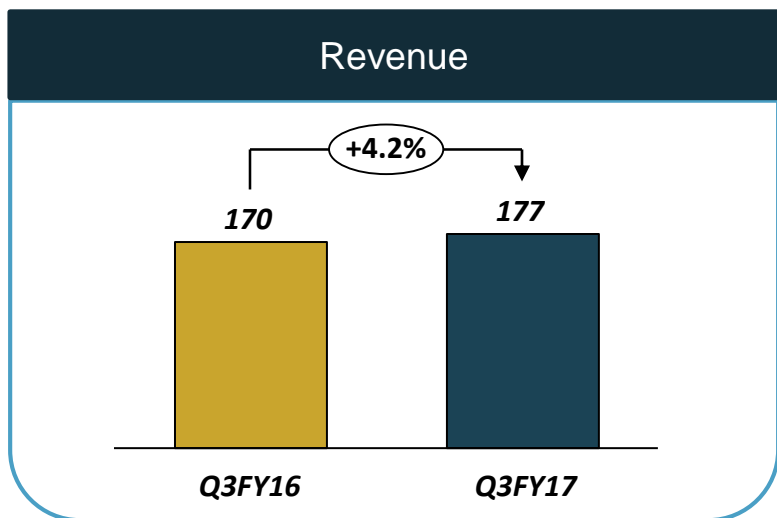
Margin Profile – 9M FY17



* Revenue (-) cost of raw materials consumed (-) cost of traded goods (-) change in inventories ** PAT margin excl. exceptional gain of Rs.19.7crs

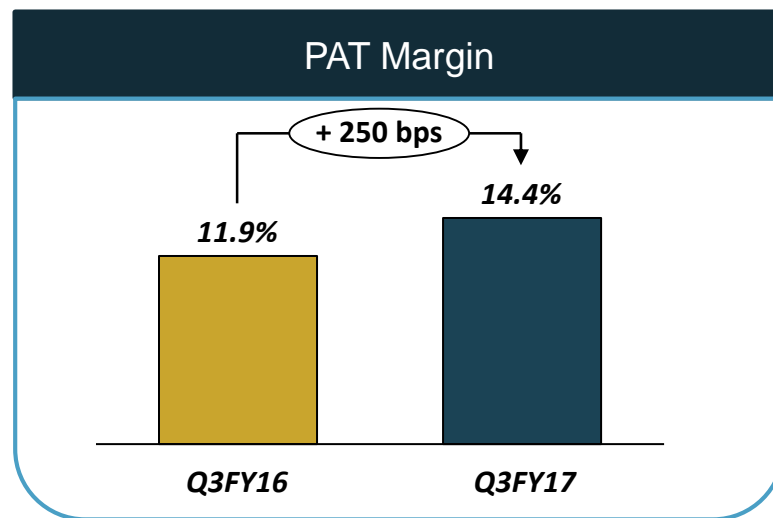
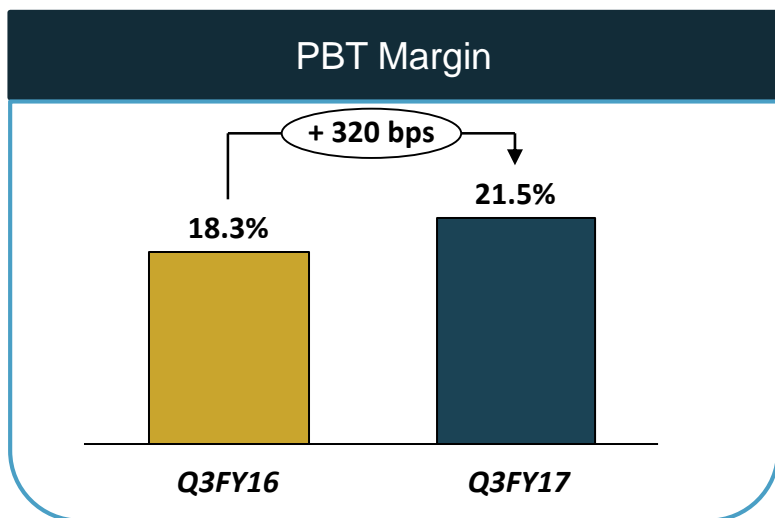
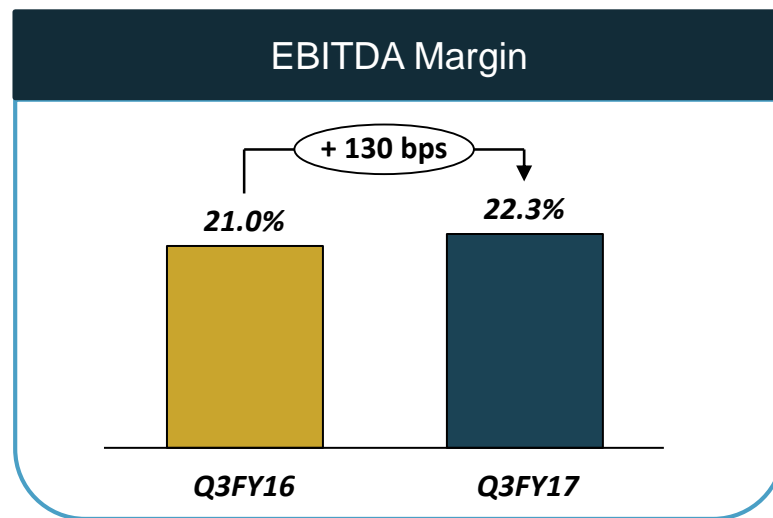
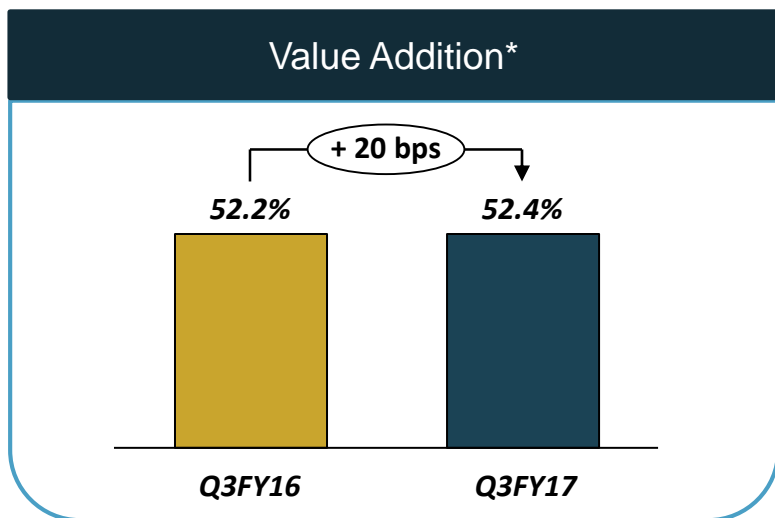


Financial Highlights –Q3 FY17





Margin Profile – Q3 FY17



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



ARVIND MAFATLAL GROUP



NOCIL LIMITED

Company Overview





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NOCIL in a Snapshot



NOCIL LIMITED

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

Environment Friendly Processes



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 – Deputy Managing Director

- M. Tech. in Chemical Engineering from IIT Kanpur
- 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 – Sr. Vice President – Finance, Legal and Secretarial & CFO

- 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



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





Products & its Usage

1

ACCELERATORS

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

2

ANTI DEGRADANTS

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

3

ANTI-OXIDANTS

Chemical compound that inhibits oxidation & can be used as a stabilizer in rubbers

4

PRE VULCANIZATION INHIBITOR

Inhibitor of premature vulcanization of synthetic & natural rubbers during processing

5

POST VULCANIZATION STABILIZER

Improves Thermal Stability of cross links in rubber products

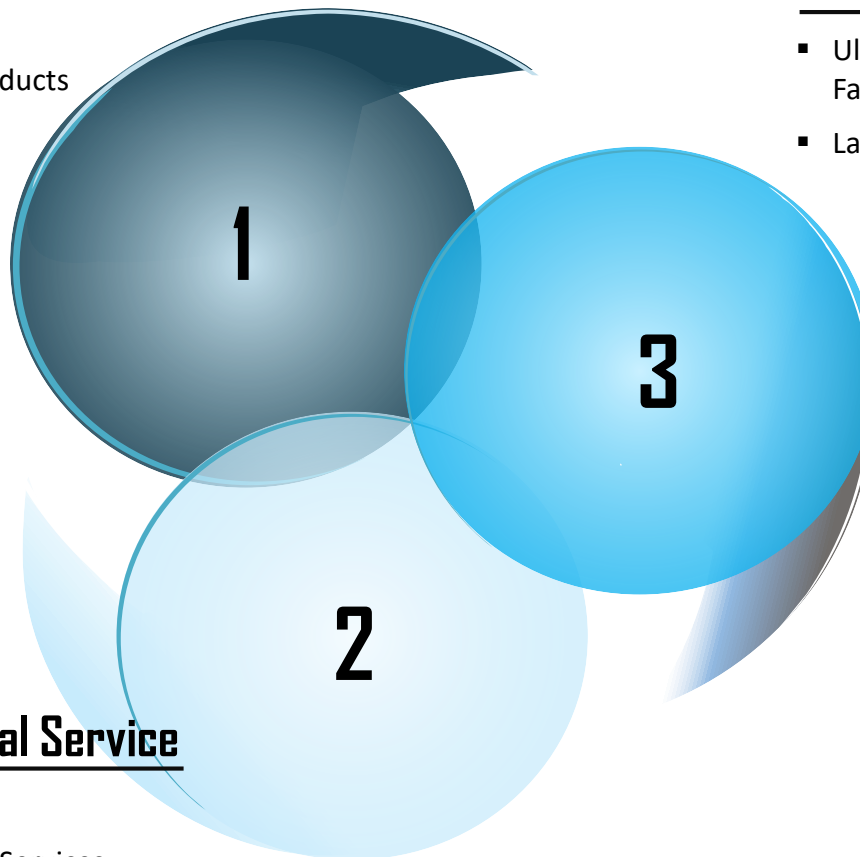
One Stop Shop with Wide Range to suit Market Requirements



Our Value Proposition

Product & Product Forms

- Wide Range of Rubber Chemical Products
- Varied Product Forms



R & D and Quality Assurance

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



Sales, Marketing & Technical Service

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

Long Term Relationships with Customers over 40 Countries



R&D and Total Quality Management



Research & Technology Development

- The Research Centre of NOCIL is recognized by Ministry of Science and Technology, Government of India
- Key Areas Focussed upon
 - Process Development, scale up, commercial implementation
 - Environmental strategies for sustainable growth
 - Research initiatives as per customers' perceived needs



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 & Equipment's



Certifications

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





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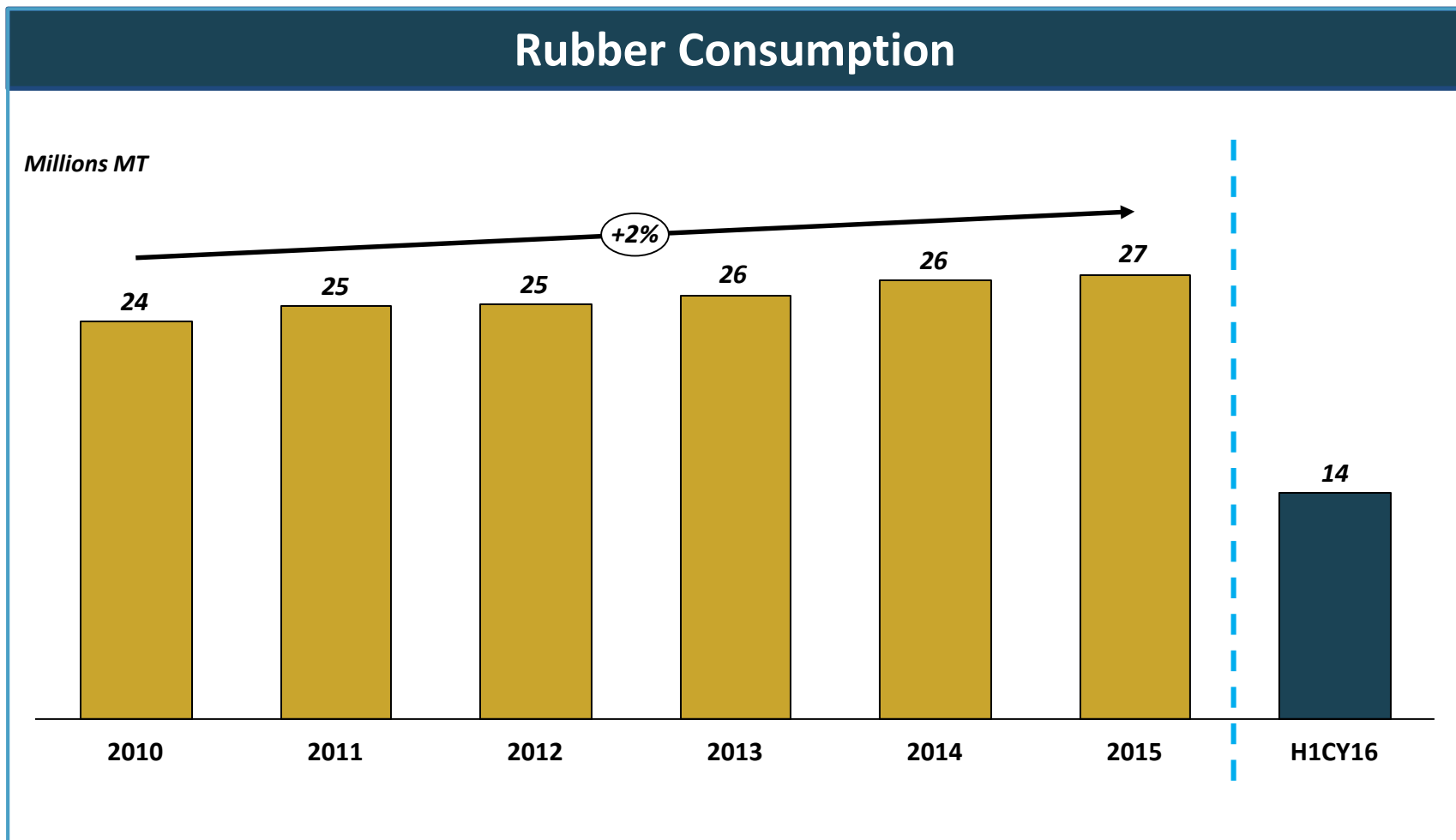


NOCIL LIMITED

Industry Potential

Our Positioning





Rubber Chemicals constitute ~3% - ~4% of the Rubber Consumption



Growth Drivers



01



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

02



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

03



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

04



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



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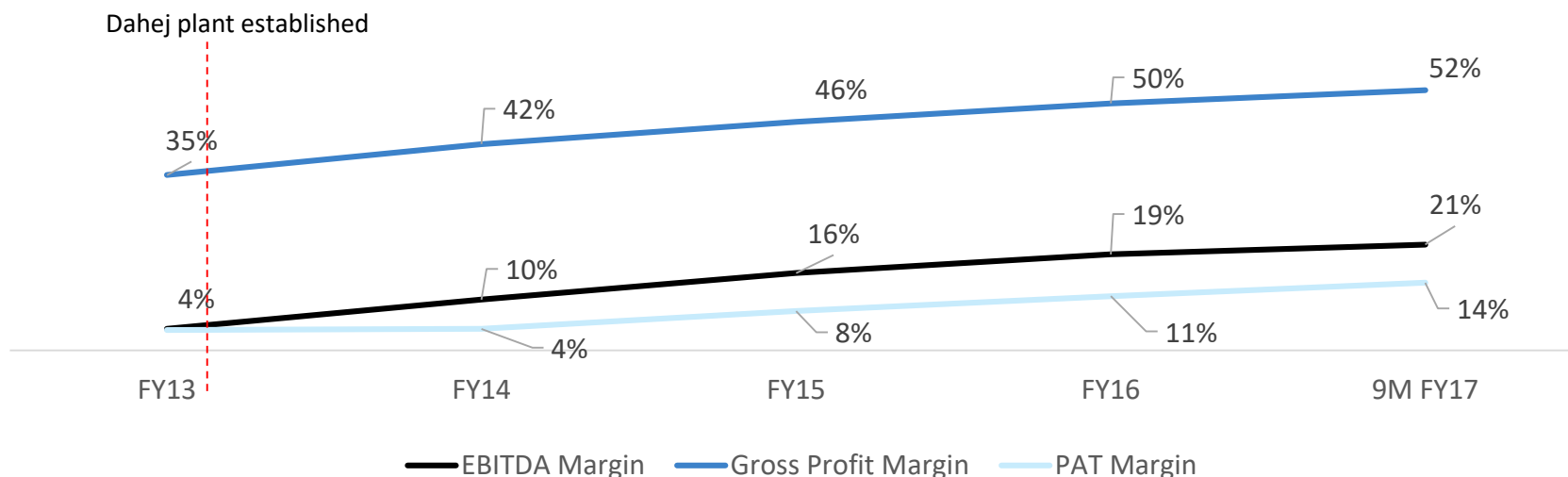
FUTURE Ready





Dahej Plant – A Game Changer

- **It is a zero wastage plant, resulting in significant cost reduction**
- **Continuous & Strong R&D Capabilities :**
 - Process R&D
 - Significant reduction in cost of production
 - Product R&D
 - Strong pipeline of new generation rubber chemicals (Speciality & High Value Chemicals)
- **Change in Revenue mix from Generic to High-value added products**
- **Operating Leverage playing out**
- **Further scope of multiple expansion possible at Dahej**



Above Efforts helped the Company to sustain the dumping of rubber chemicals at unrealistically low prices from China, Korea and the European Union



Key Strengths





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NOCIL LIMITED

Financials



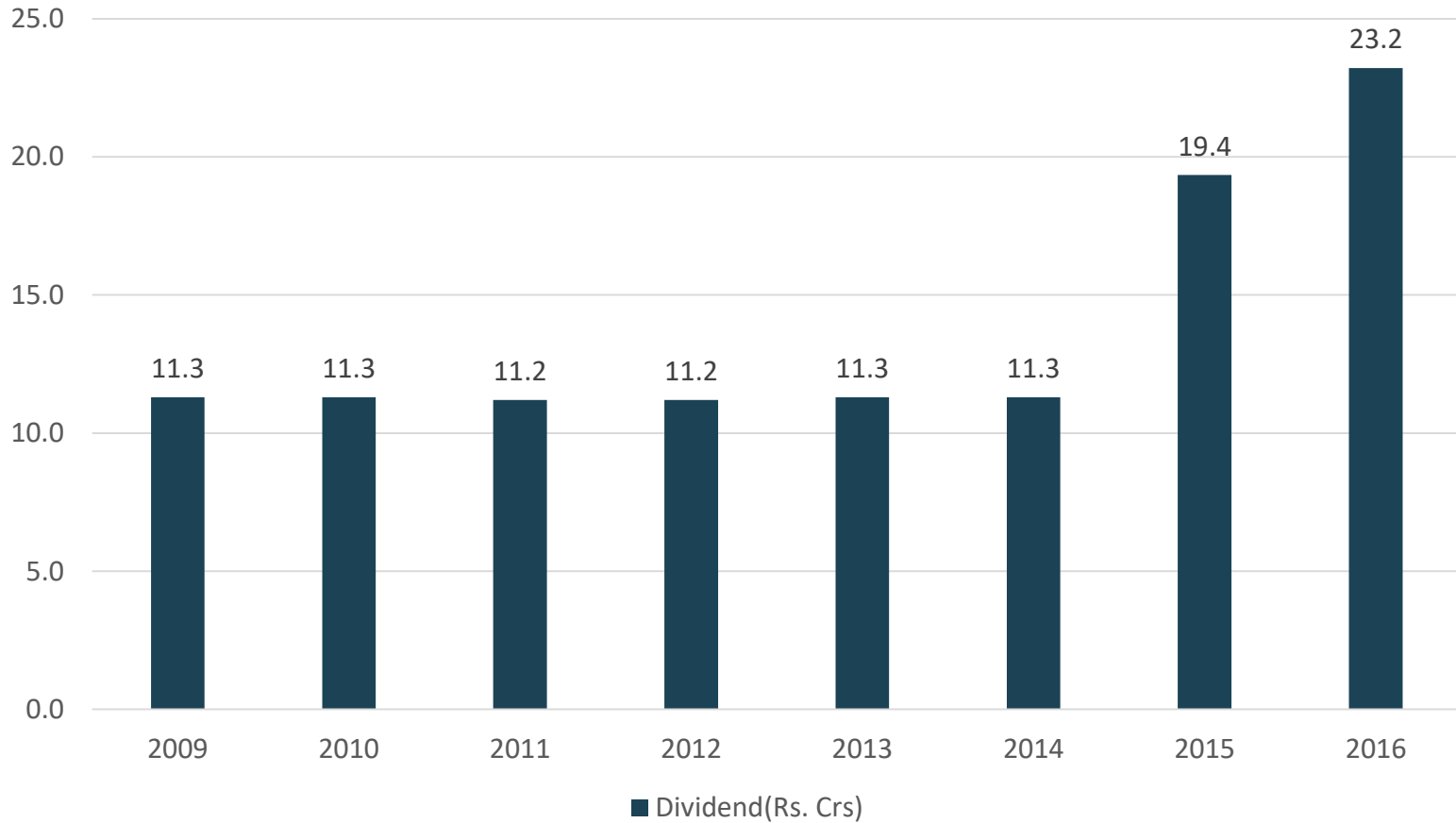


Statement of Profit & Loss

Particulars (Rs. In Crores)	Q3 FY17	Q3 FY16	Y-o-Y	9M FY17	9M FY16	Y-o-Y	FY16
Revenue from Operations	177	170	4.2%	551	538	2.6%	715
Cost of Material Consumed	73	76		243	240		312
Purchase of Stock-in-trade	1	1		3	3		3
Changes in Inventories	10	5		17	33		44
Value Addition	93	89		289	262		356
Value Addition (%)	52.4%	52.2%		52.4%	48.8%		49.7%
Employee Expenses	14	14		48	43		58
Other Operating Expenses	39	39		124	119		160
EBITDA	40	36	10.5%	117	101	16.7%	138
EBITDA (%)	22.3%	21.0%		21.3%	18.7%		19.3%
Depreciation	4	4		11	10		14
Other Income	3	1		7	3		3
EBIT	39	33	16.9%	114	93	22.4%	128
EBIT (%)	21.8%	19.4%		20.7%	17.3%		17.8%
Interest	1	2		2	8		9
Profit Before Tax & Exceptional	38	31		112	85		118
Exceptional Items	0	0		20	0		0
Profit Before Tax	38	31	23.0%	132	85	54.5%	118
Tax	13	11		37	30		40
Net Profit	25	20	26.8%	95	55	71.4%	78
Net Profit (%)	14.4%	11.8%		17.2%	10.3%		10.9%
Net Profit excluding exceptional gains	25	20	26.8%	75	55	35.7%	78
Net Profit (%) excluding exceptional gains	14.4%	11.8%		13.6%	10.3%		10.9%



Consistent Dividend Record



**Dividend includes Dividend Tax paid*



For further information, please contact:

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NOCIL Ltd.

CIN: L99999MH1961PLC012003

Mr. P. Srinivasan - CFO

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

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

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