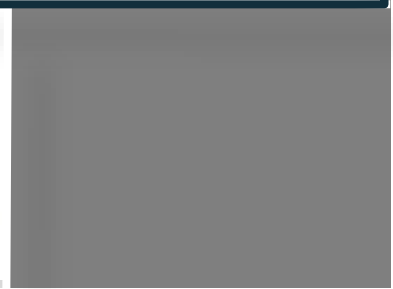
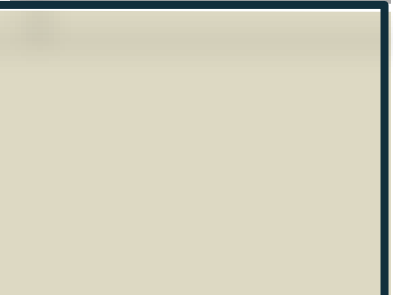
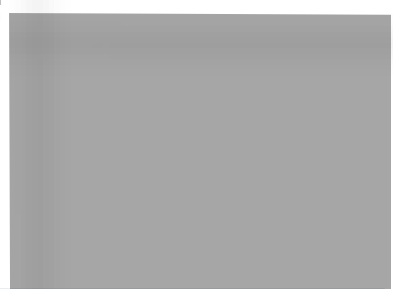
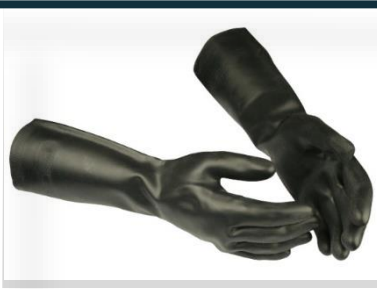


NOCIL LIMITED

Investor Presentation

February 2018





Safe Harbor



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ARVIND MAFATLAL GROUP



NOCIL LIMITED

Financial Highlights





Result Snapshot



Q3 FY18

+41% ↑

₹ 249 Crores

+79% ↑

₹ 70 Crores

+83% ↑

₹ 69 Crores

9M FY18

+25% ↑

₹ 692 Crores

+51% ↑

₹ 178 Crores

+56% ↑

₹ 177 Crores

Revenue

EBITDA

PBT





Result Snapshot

Q3 FY18

+156bps ↑

53.9%

+595bps ↑

27.9%

+637bps ↑

27.5%

9M FY18

+158bps ↑

53.9%

+431bps ↑

25.8%

+502bps ↑

25.5%

Value Additions (%)

EBITDA Margin (%)

PBT Margin (%)





CAPEX



To capitalize on growth opportunities, Company has announced 3 Capex

Phase I – Rs. 170 crores

Announced in March'17

- **Phase I (a)** - Expansion at Navi Mumbai is expected to complete by Q1 FY2018-19
- **Phase I (b)** – Expansion at Dahej is expected to complete by Q3 FY2018-19

Phase II – Rs. 168 crores*

Announced in Dec'17

- For expansion of its production facilities for Rubber Chemicals (including intermediates captively consumed towards manufacture of rubber chemicals) at Dahej/Navi Mumbai
- The capex is expected to be completed during Q1 FY2019-20

Phase III – Rs. 87 crores*

Announced in Jan'18

- For expansion of its production facilities for Rubber Chemicals at Dahej/Navi Mumbai
- The capex is expected to be completed during H1 FY2019-20

Total Capex of Rs. 425 crores (incl. all 3 Phases) - Significant portion will be funded by Internal Accruals

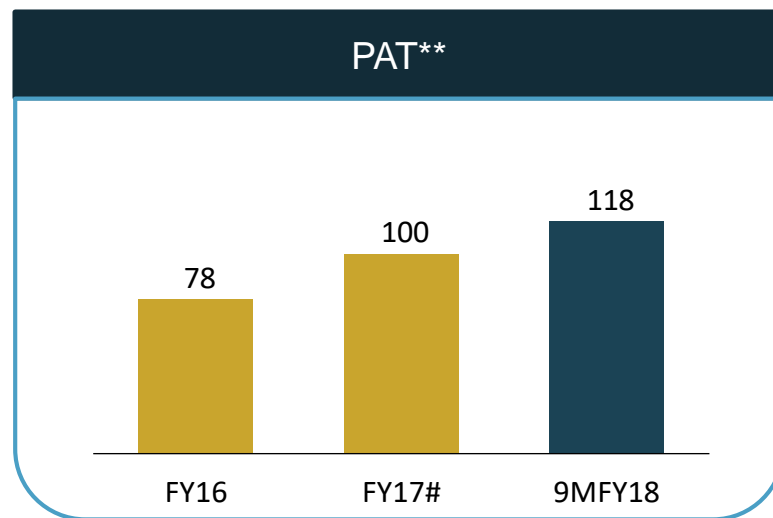
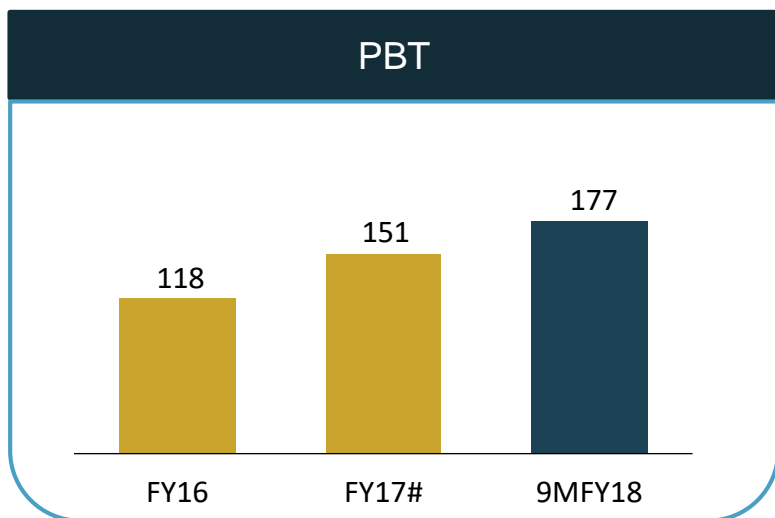
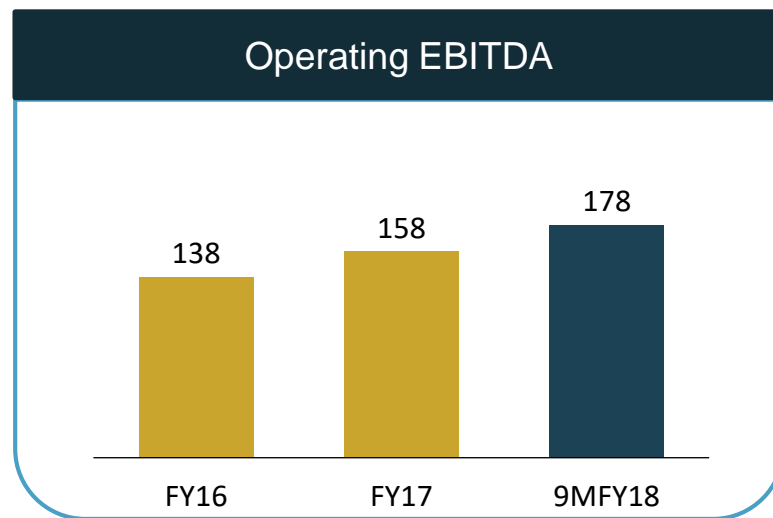
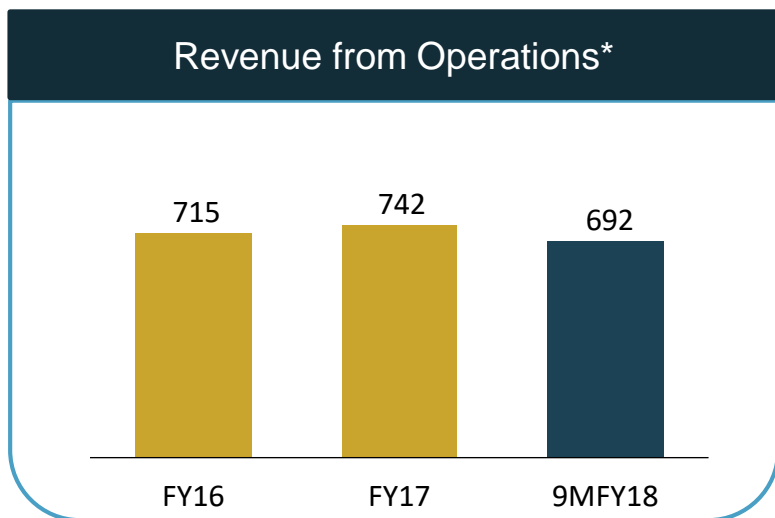
Expansion is expected to give an Asset Turnover of 2X





Consistent Performance

Rs. In Crores



* Revenue from operations = Gross Revenue – Excise duty

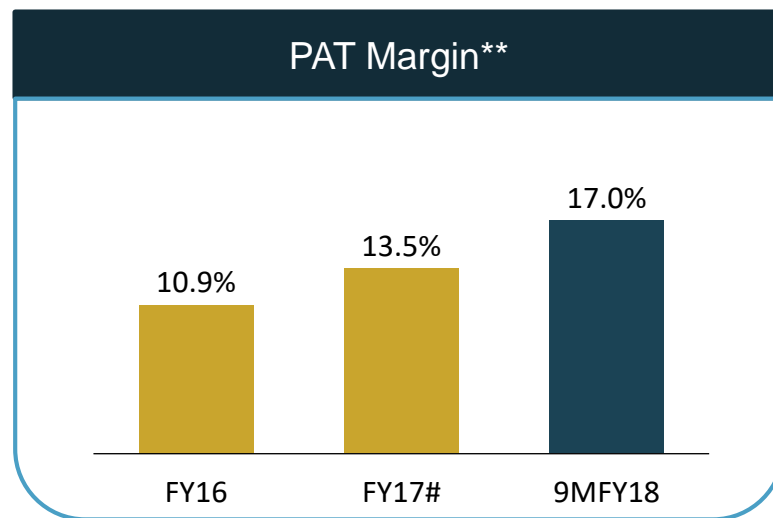
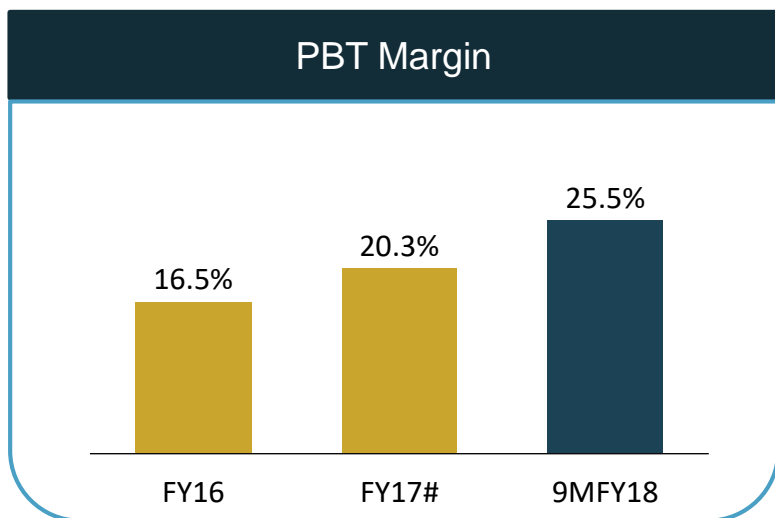
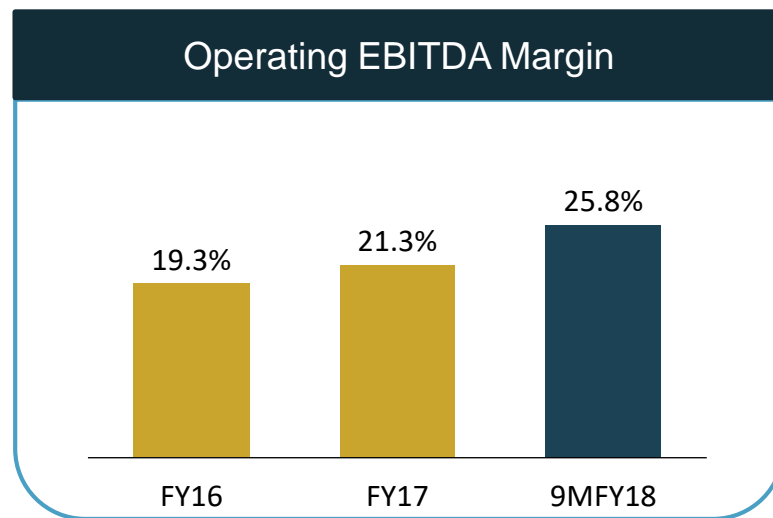
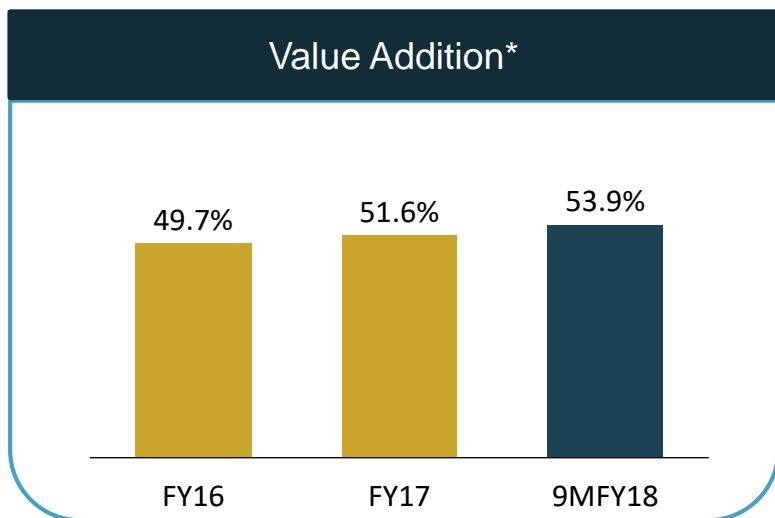
Excluding Exceptional gain of Rs.20 crores
17 is as per IGAAP

** Excludes Other Comprehensive Income Financials of FY 16 &





Improving Margin Trend



* Revenue (-) cost of raw materials consumed (-) cost of traded goods (-) change in inventories
Excludes Other Comprehensive Income

Excluding Exceptional gain of Rs.20 crores
Financials of FY 16 & 17 is as per IGAAP

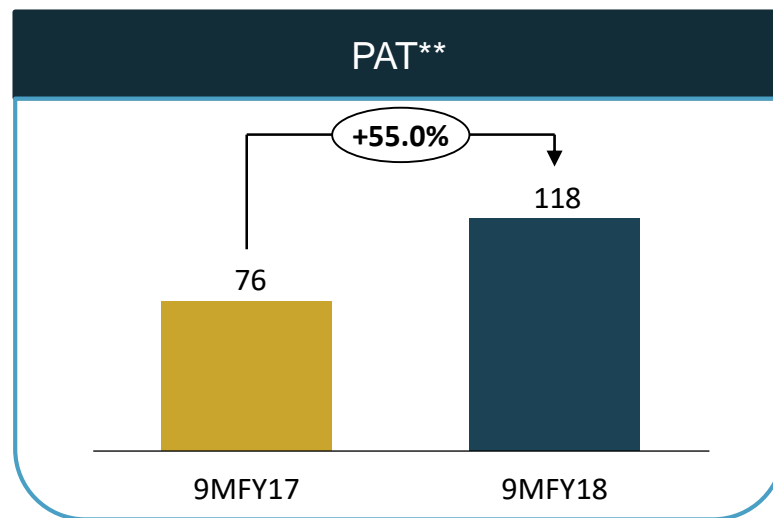
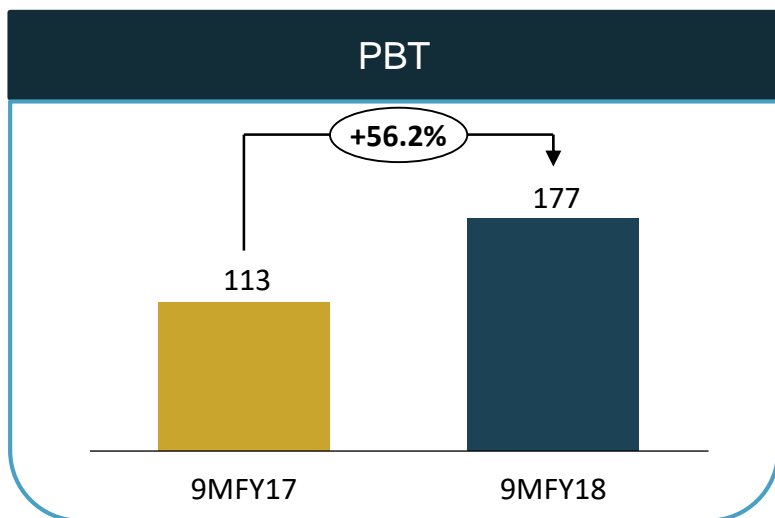
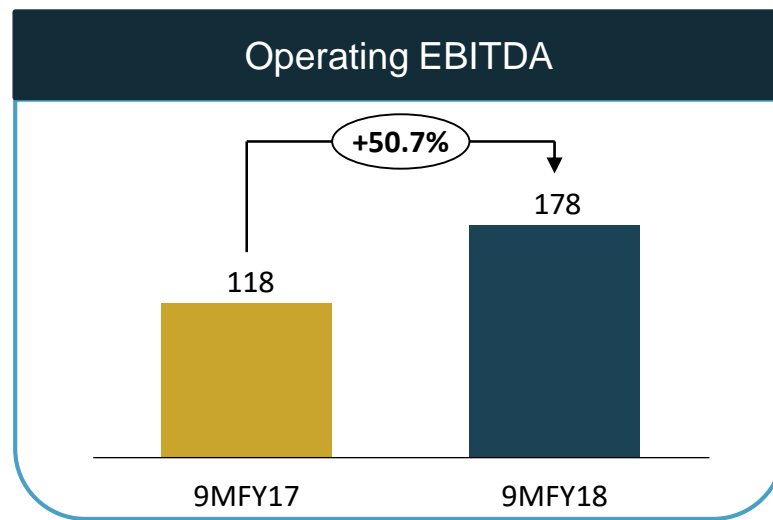
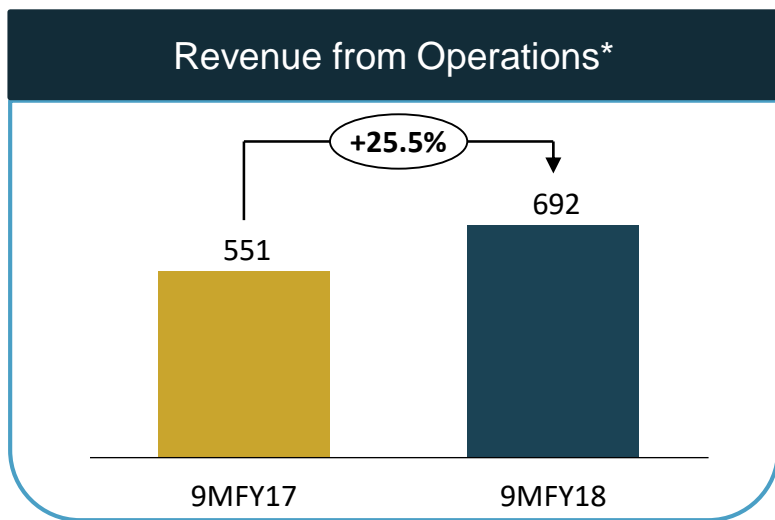
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Financial Highlights – 9M FY18

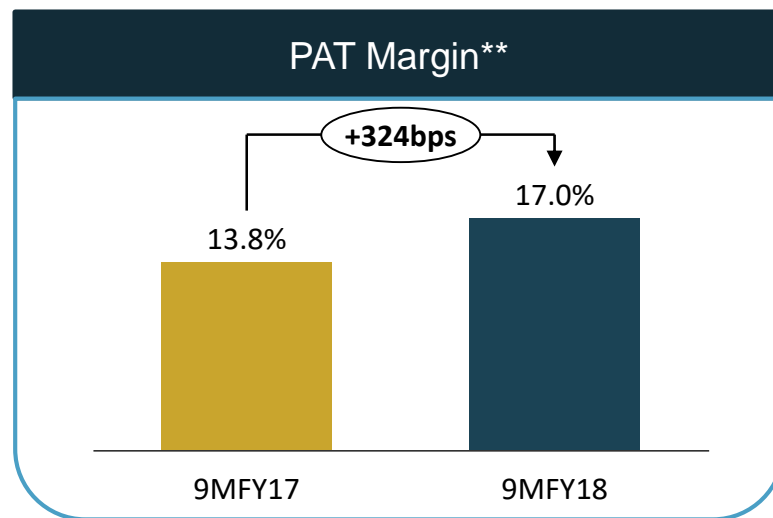
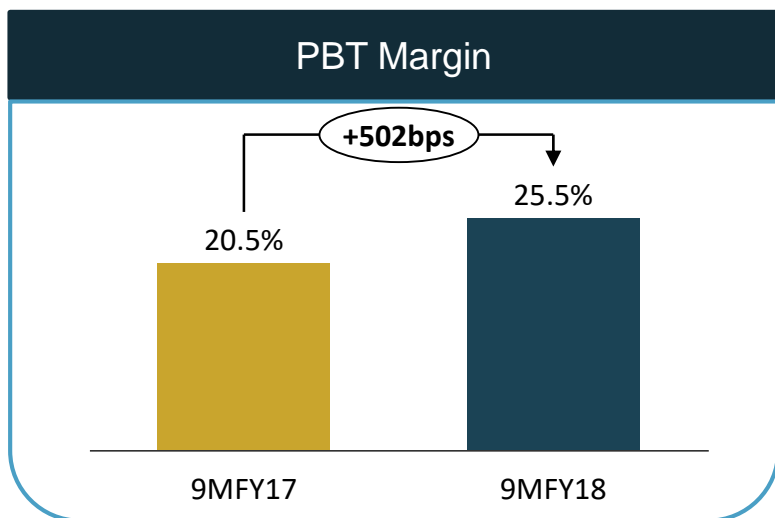
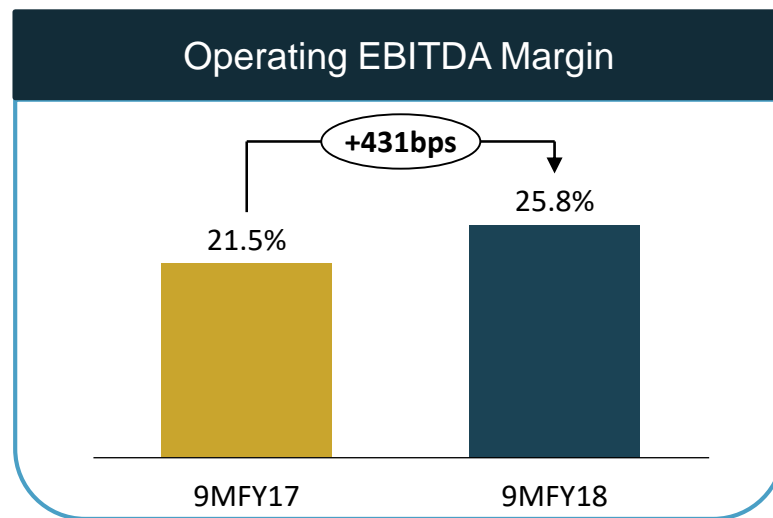
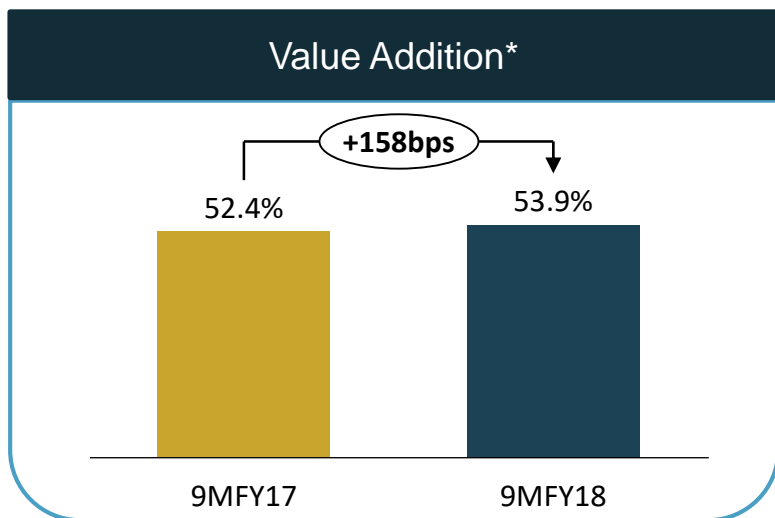


Rs. In Crores





Margin Profile – 9M FY18

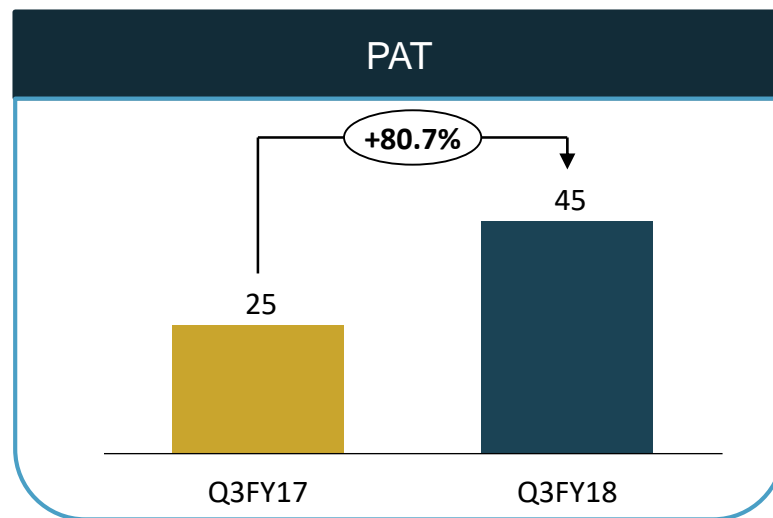
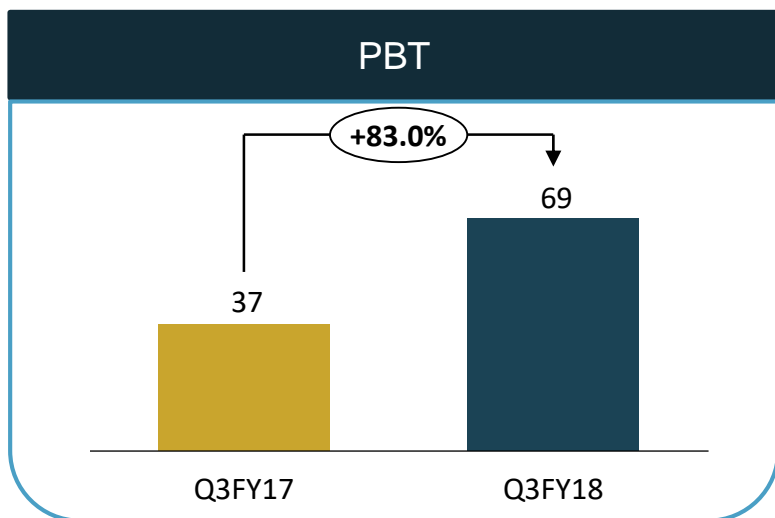
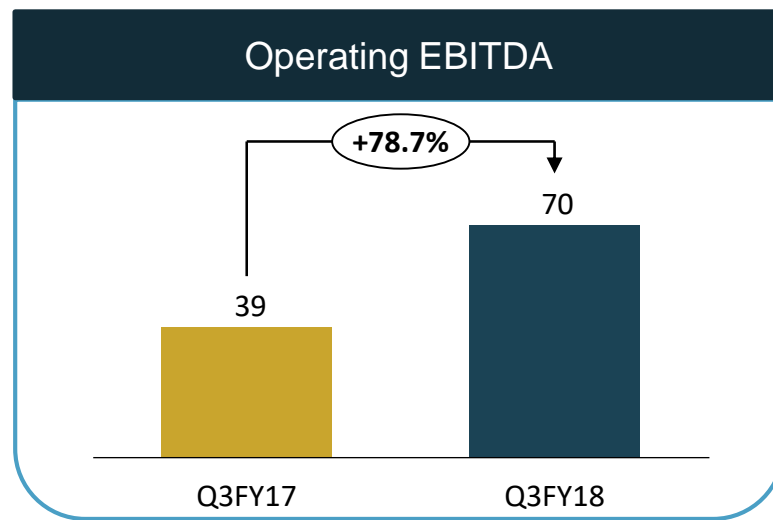
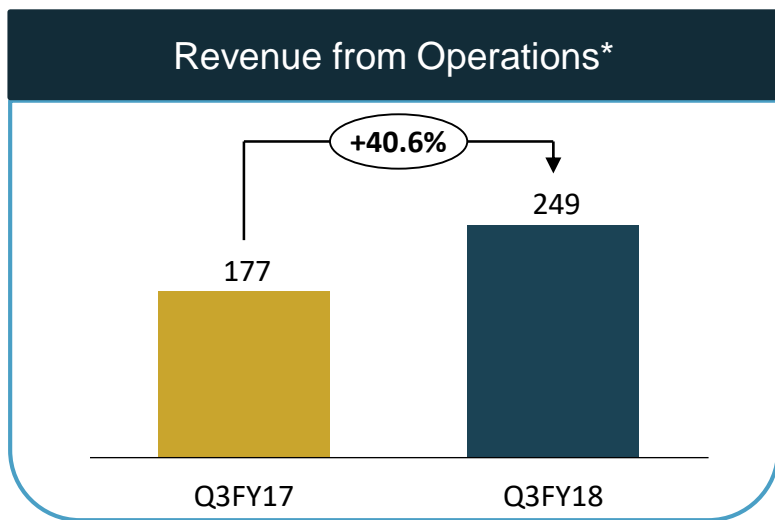




Financial Highlights – Q3 FY18

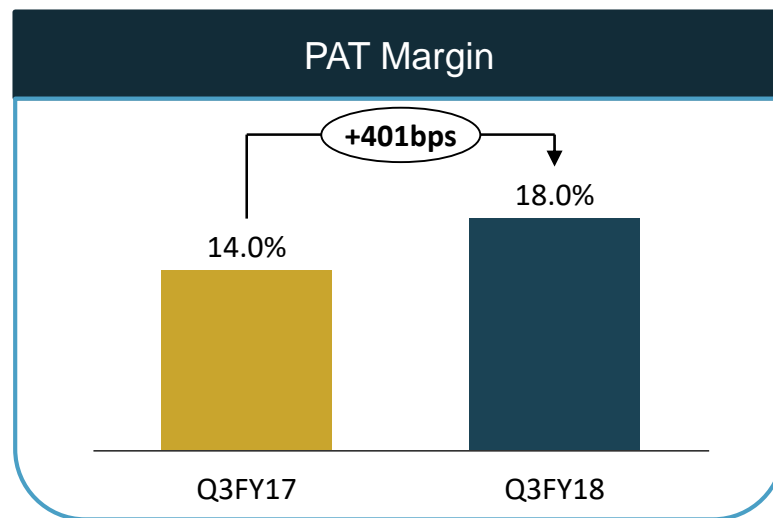
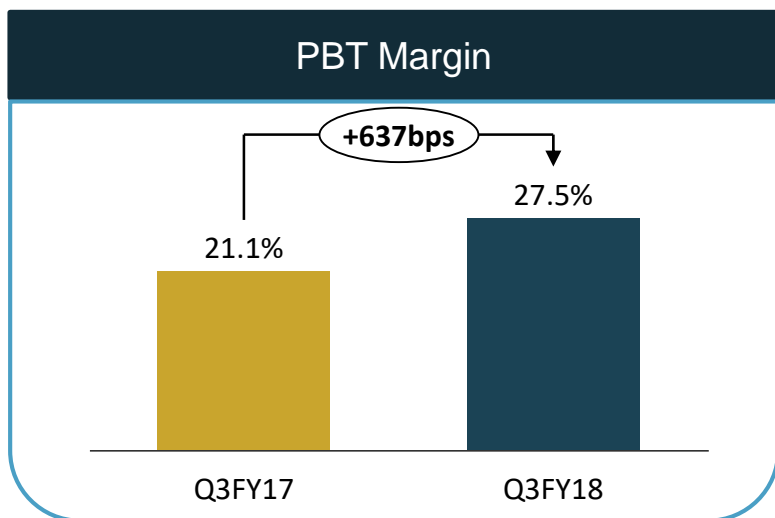
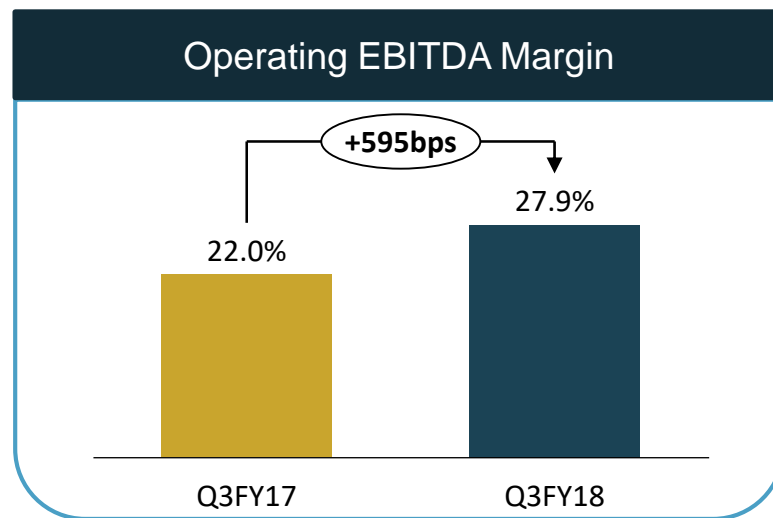
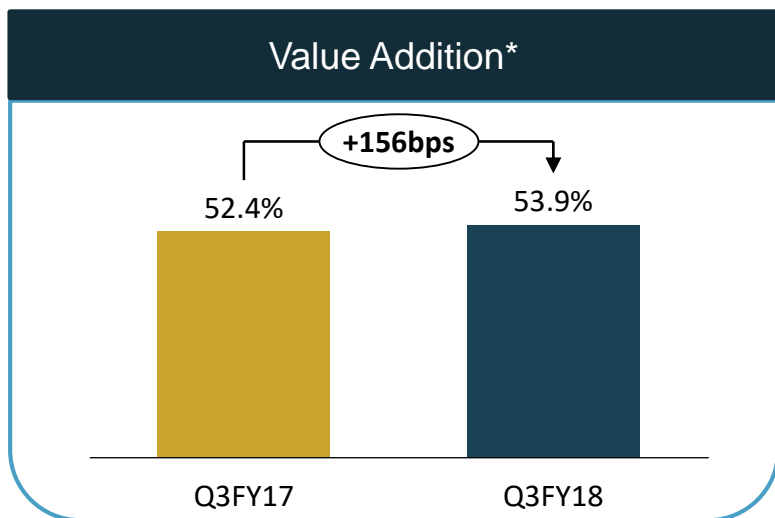


Rs. In Crores





Margin Profile – Q3 FY18





ARVIND MAFATLAL GROUP



NOCIL LIMITED

Company Overview





NOCIL in a Snapshot



Part of Arvind Mafatlal Group

Largest Rubber Chemicals 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 customer needs

Long Term Business Relationships with Tyre Majors

Strong Marketing & Distribution Service Network

Certified for Quality and Health/Safety/Environment.

Environment Friendly Processes

“Awarded Responsible Care Logo by Indian Chemical Council”





Management Team



Mr. Hrishikesh . A. Mafatlal – Promoter & Chairman

- Executive Chairman and Promoter Director of NOCIL Ltd
- B.Com. (Hons.) & has attended the Advanced Management Programme at the Harvard Business School, USA

Mr. S. R. Deo – Managing Director

- M. Tech. in Chemical Engineering from IIT Kanpur
- Associated with the company for nearly 38 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 35 years

Mr. P. Srinivasan – Chief Financial Officer

- Chartered Accountant with over 28 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 Products



Dahej Plant

Commercialized operation in March 2013

Located about 45 kms from Bharuch, Gujarat

Location has synergistic Chemicals & Petrochemicals industry and excellent connectivity with Dahej & Hazira Port

Fully automated continuous process plant developed completely with in-house technology





Products & their Usage

1

ACCELERATORS

Increase the speed of vulcanization to improve productivity

2

ANTI-DEGRADANTS/ ANTI-OXIDANTS

An ingredient in rubber compounds which deters the ageing or inhibits degradation due to oxygen attack of rubber products thereby enhancing service life

3

PRE VULCANIZATION INHIBITOR

Prevents premature vulcanization of synthetic & natural rubbers during processing thus reducing scrap

4

POST VULCANIZATION STABILIZER

Improves Thermal Stability of cross links in rubber products

One Stop Shop with Wide Range to suit Market Requirements

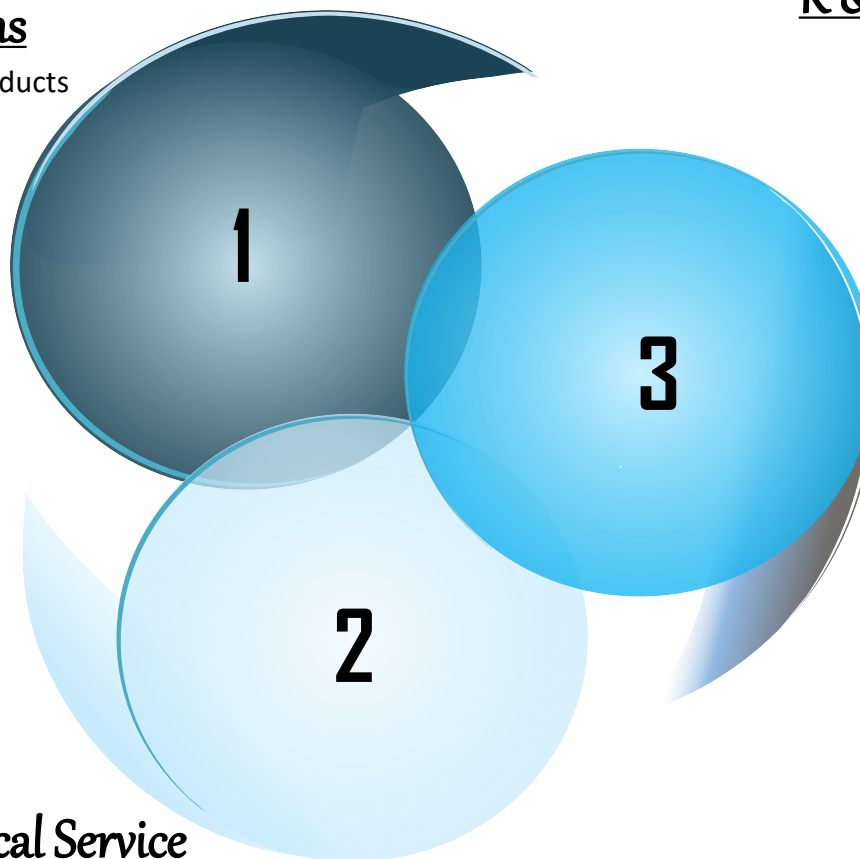




Our Value Proposition

Products & Product Forms

- Wide Range of Rubber Chemical Products
- Varied Product Forms



R & D and Quality Assurance

- Experienced, capable & innovative team of R & D scientists.
- 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

- NOCIL's Research Centre 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 Management System with a focus on Quality of Raw materials, Finished Products as well as in Process 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
- NABL





ARVIND MAFATLAL GROUP



NOCIL LIMITED

Industry Potential

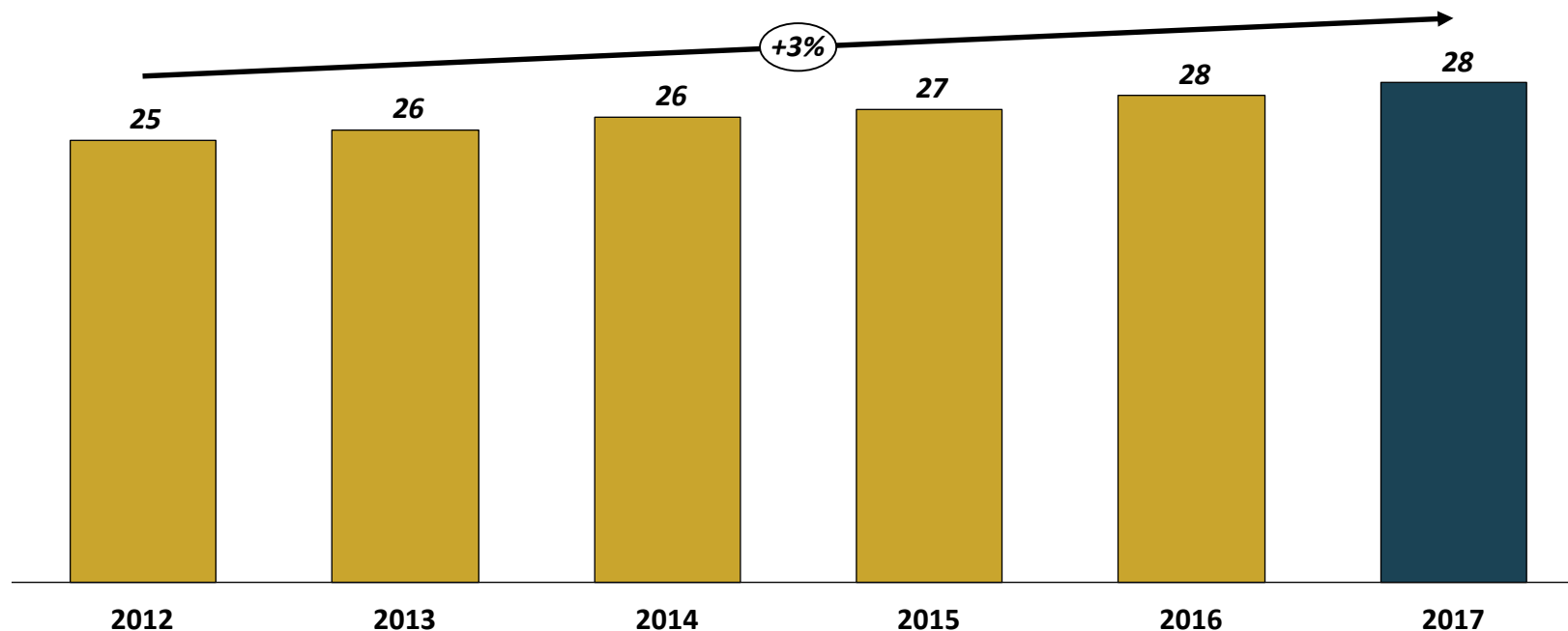
Our Positioning





Global Rubber Consumption (Natural + Synthetic)

Million MT



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





Growth Drivers

01



High performance tyres & extended life, Automotive & Industrial products will increase rubber processing chemical loadings

02



Increased environmental compliance in China

03



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

04



Global demand for rubber processing chemicals continue to forecasted to grow around 4% - 5% for next 10 years





ARVIND MAFATLAL GROUP



NOCIL LIMITED

FUTURE Ready





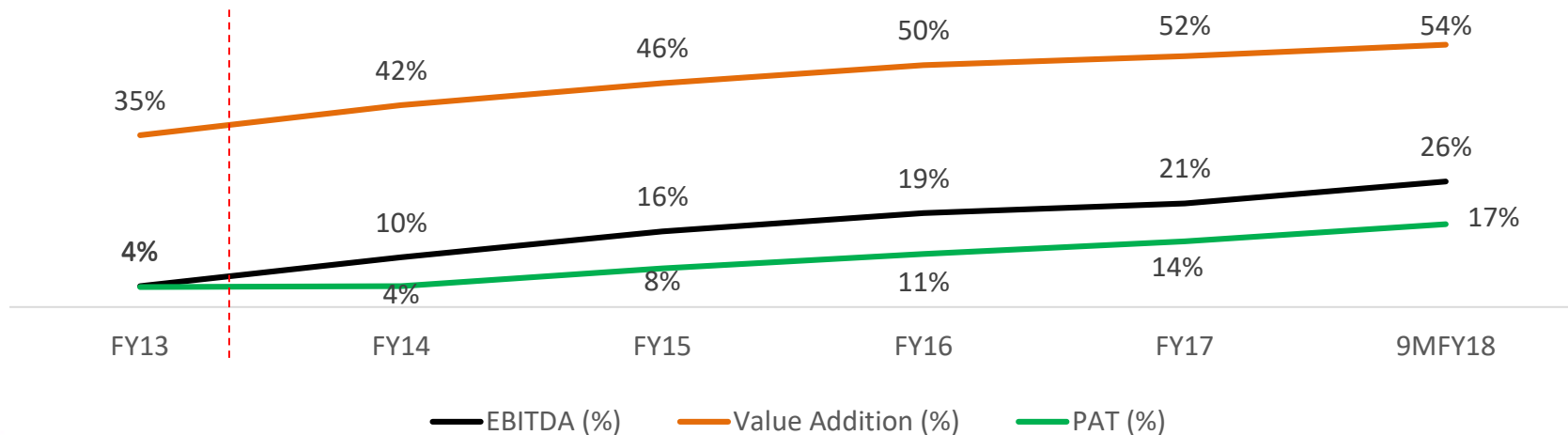
Dahej Plant – A Game Changer



- ✓ Strong R&D Capabilities
 - **Process R&D** : Significant reduction in cost of production
 - **Product R&D** : Strong pipeline of new products
- ✓ It is a zero wastage plant, resulting in significant cost reduction
- ✓ Strong position in High-value added products
- ✓ Operating Leverage playing out
- ✓ Further scope of multiple expansion possible at Dahej

Overall Improvement in Margin Profile of the Company

Dahej plant established





Key Strengths





ARVIND MAFATLAL GROUP



NOCIL LIMITED

Financials





Statement of Profit & Loss - Quarterly



Particulars (Rs. In Crores)	Q3 FY18	Q3 FY17	Y-o-Y
Revenue from Operations*	249	177	41%
Cost of Material Consumed	109	73	
Purchase of Stock-in-trade	1	1	
Changes in Inventories	5	10	
Value Addition**	134	93	
Value Addition (%)	53.9%	52.4%	
Employee Expenses	16	15	
Other Operating Expenses	49	39	
EBITDA	70	39	79%
EBITDA (%)	27.9%	22.0%	
Other Income	4	4	
Depreciation	3	3	
EBIT	69	38	81%
EBIT (%)	27.6%	21.4%	
Interest	0	1	
Profit Before Tax	69	37	83%
Tax	24	13	
Net Profit	45	25	81%
Net Profit (%)	18.0%	14.0%	
Other Comprehensive Income	8	9	
Total Comprehensive Income	53	34	
EPS	2.74	1.55	





Statement of Profit & Loss – Nine Months

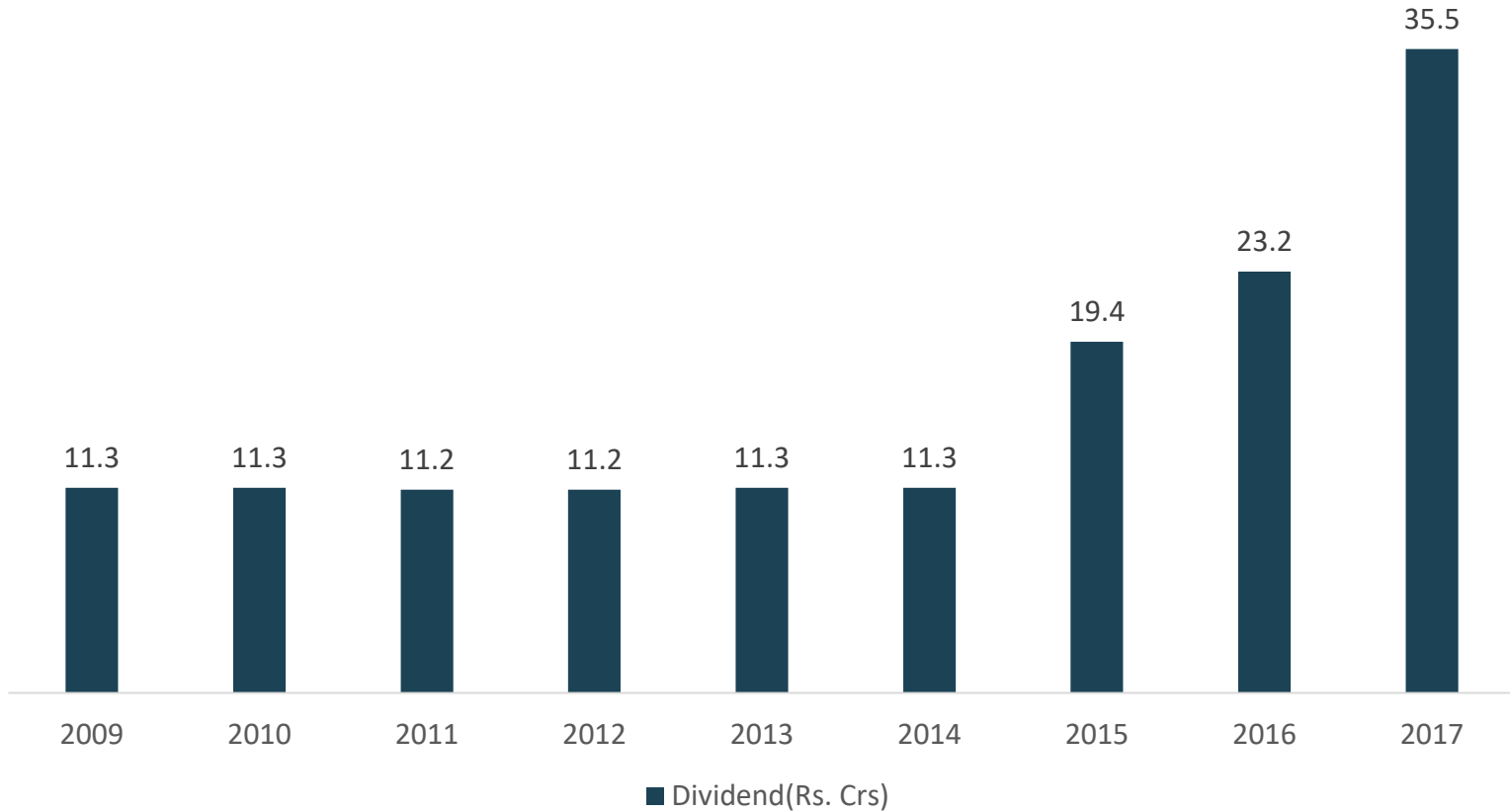


Particulars (Rs. In Crores)	9M FY18	9M FY17	Y-o-Y
Revenue from Operations*	692	551	25%
Cost of Material Consumed	324	243	
Purchase of Stock-in-trade	2	3	
Changes in Inventories	-8	17	
Value Addition**	373	289	
Value Addition (%)	53.9%	52.4%	
Employee Expenses	50	47	
Other Operating Expenses	144	124	
EBITDA	178	118	51%
EBITDA (%)	25.8%	21.5%	
Other Income	12	11	
Depreciation	11	7	
EBIT	178	115	55%
EBIT (%)	25.7%	20.8%	
Interest	1	2	
Profit Before Tax	177	113	33%
Tax	59	37	
Net Profit	118	96	55%
Net Profit (%)	17.0%	13.8%	
Other Comprehensive Income	-1	41	
Total Comprehensive Income	117	117	
EPS	7.17	4.70	





Consistent Dividend Record



**Dividend includes Dividend Tax paid*





For further information, please contact:

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NOCIL Ltd.

CIN: L99999MH1961PLC012003

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Investor Relations Advisors :

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