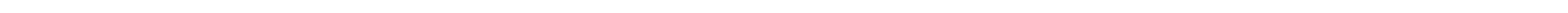




NOCIL LIMITED

## Investor Presentation

May 2016





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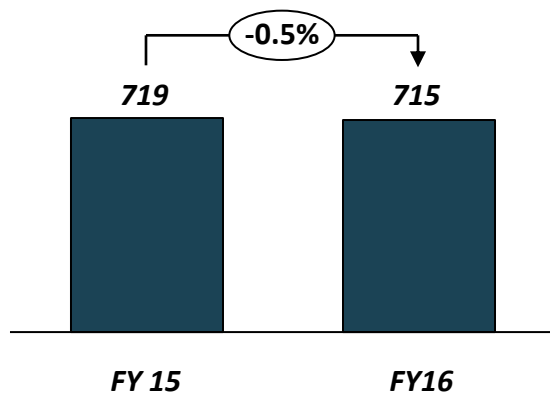
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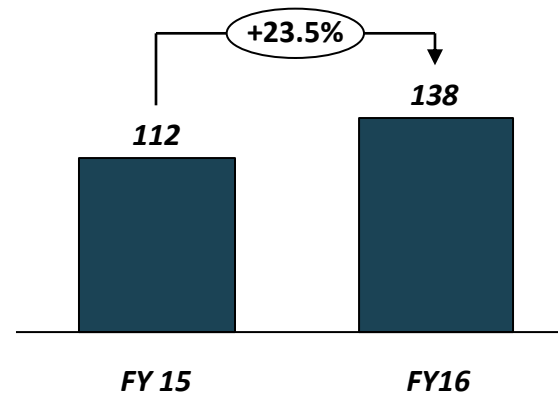
# Financial Highlights –FY16



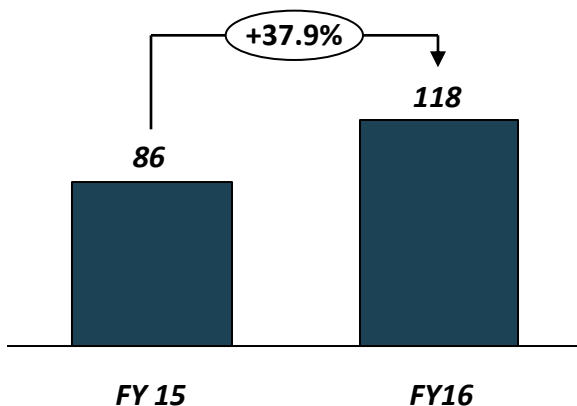
### Revenue



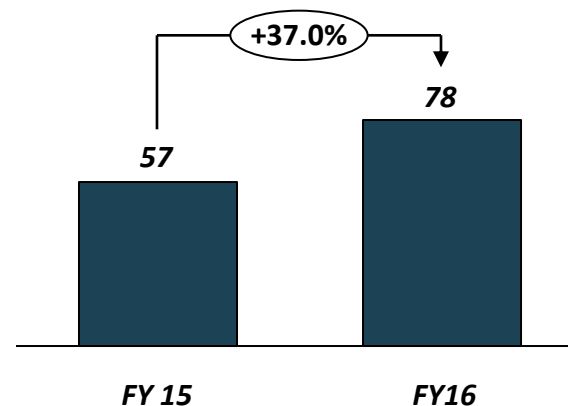
### EBITDA



### PBT

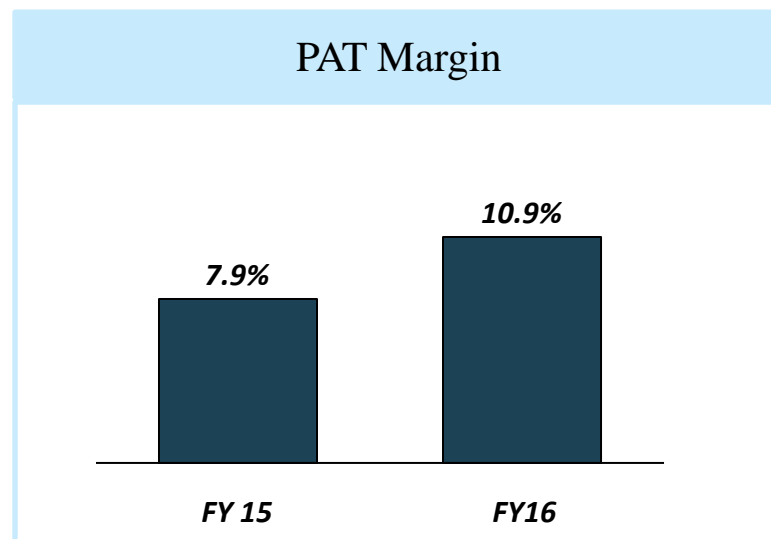
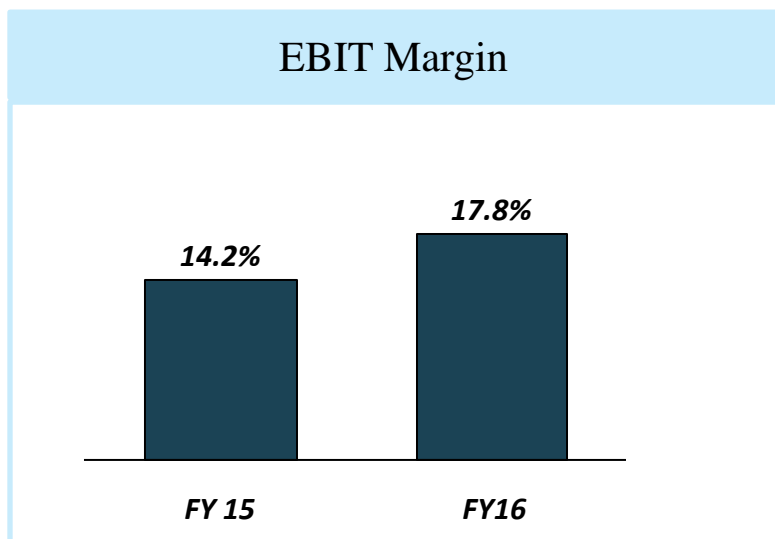
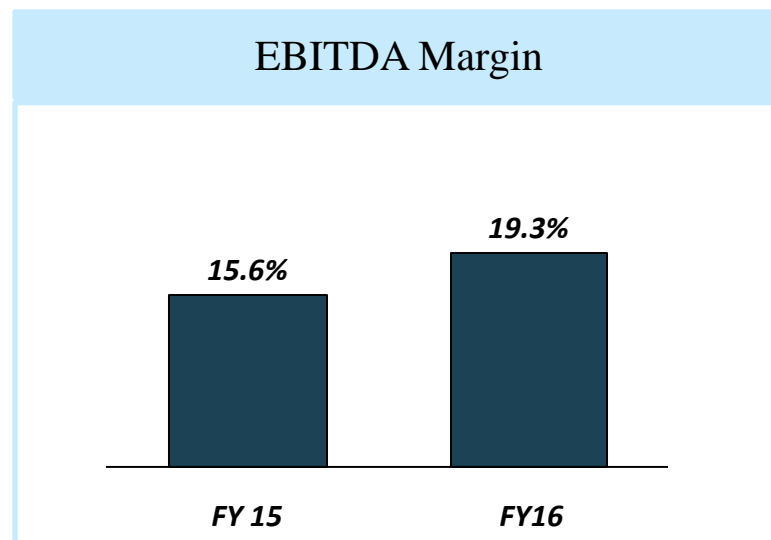
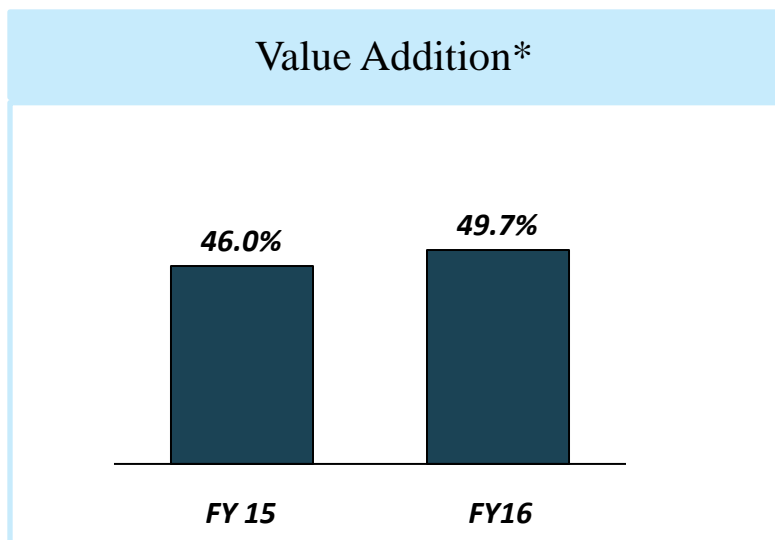


### PAT





# Margin Profile – FY16



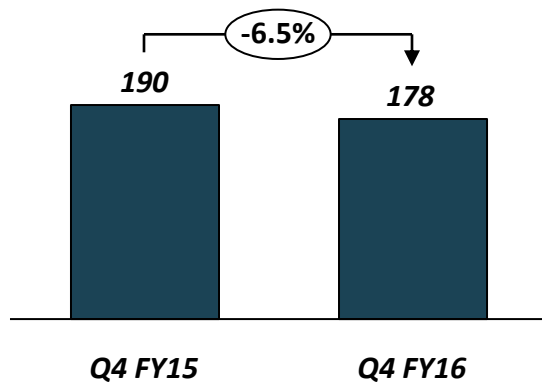
\* Revenue (-) cost of raw materials consumed (-) cost of traded goods (-) change in inventories



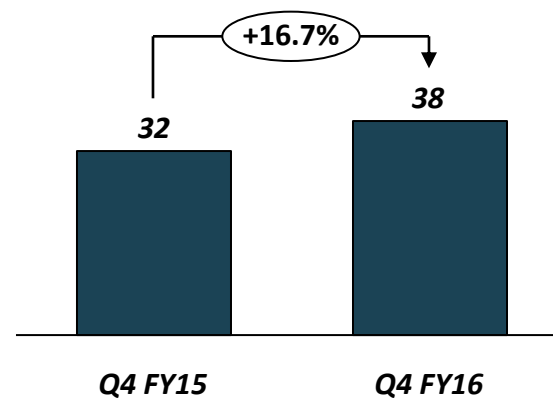
# Financial Highlights – Q4FY16



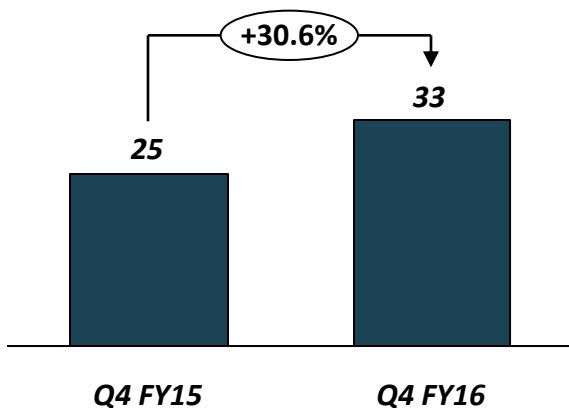
## Revenue



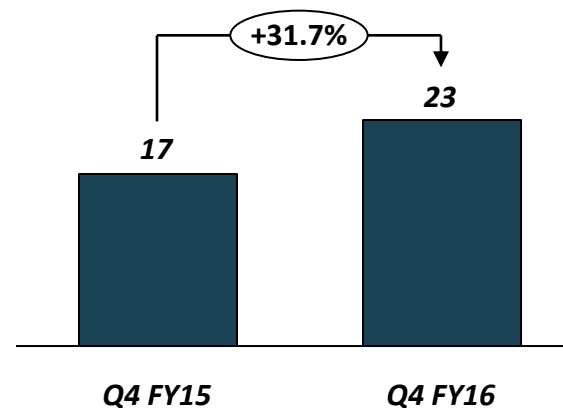
## EBITDA



## PBT



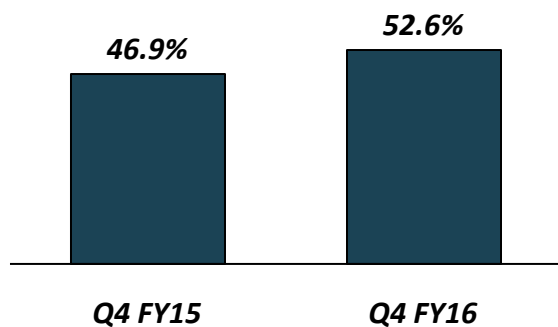
## PAT



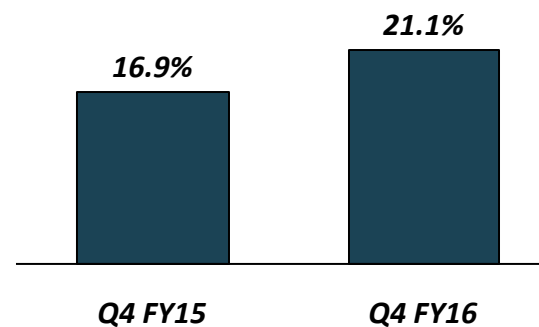


# Margin Profile – Q4 FY16

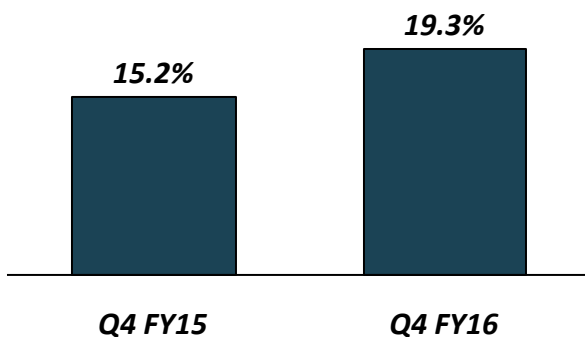
### Value Addition\*



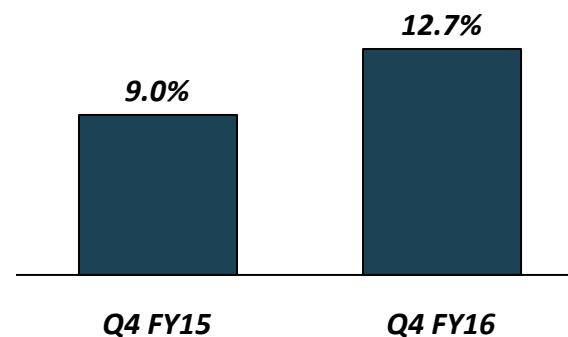
### EBITDA Margin



### EBIT Margin



### PAT Margin



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

# Industry Potential – Our Positioning

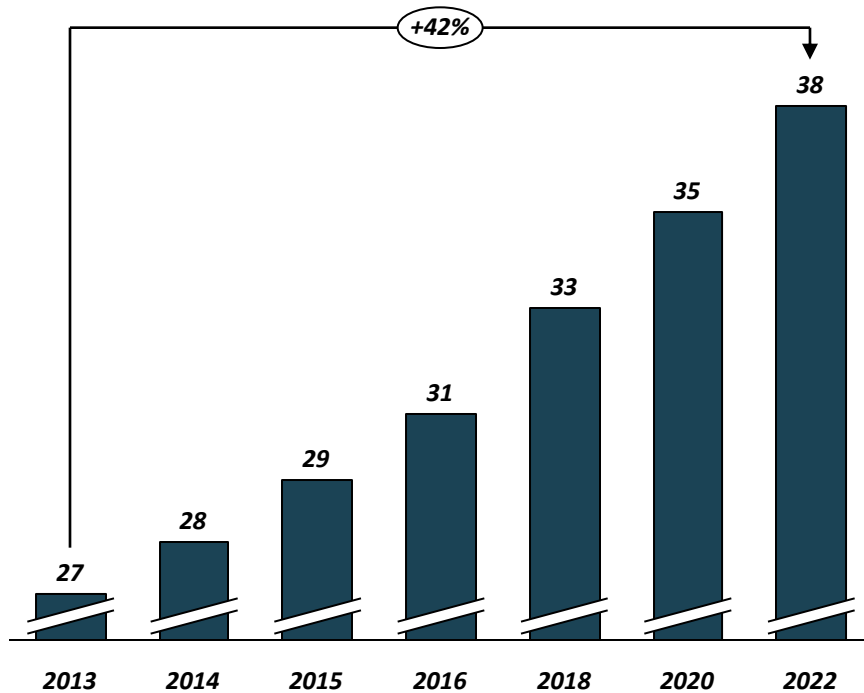


# Positive Outlook



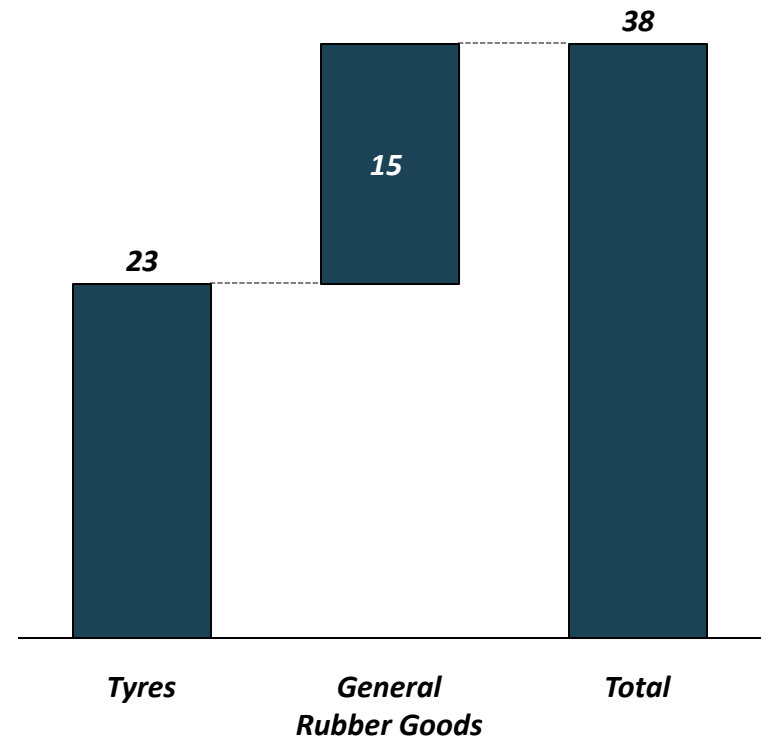
## Rubber Consumption

Millions of MT



## 2022 – Consumption Breakup

Millions of MT



Rubber Chemicals constitute ~3% of the Rubber Consumption



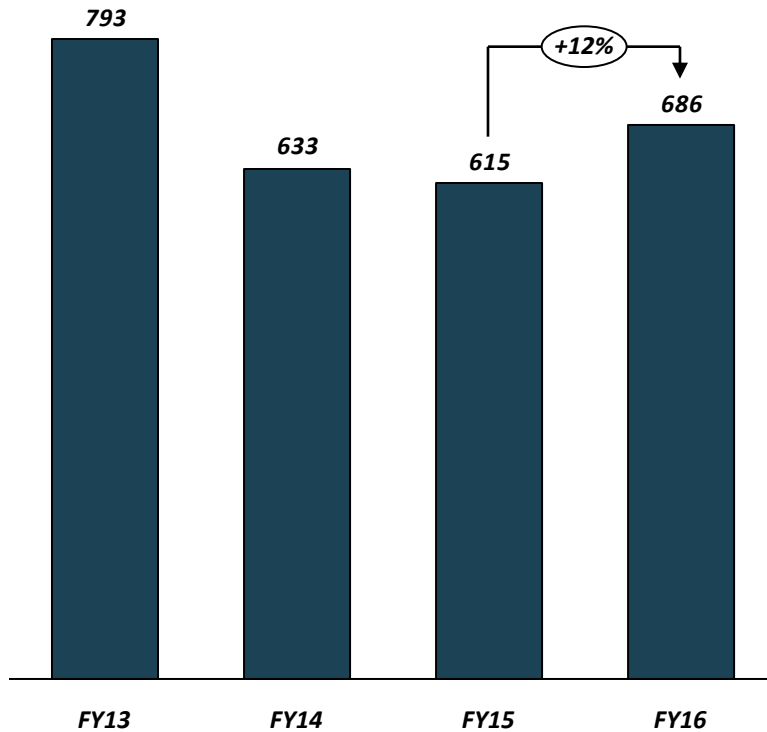


# Commercial Vehicle Sales in India



## Commercial Vehicle

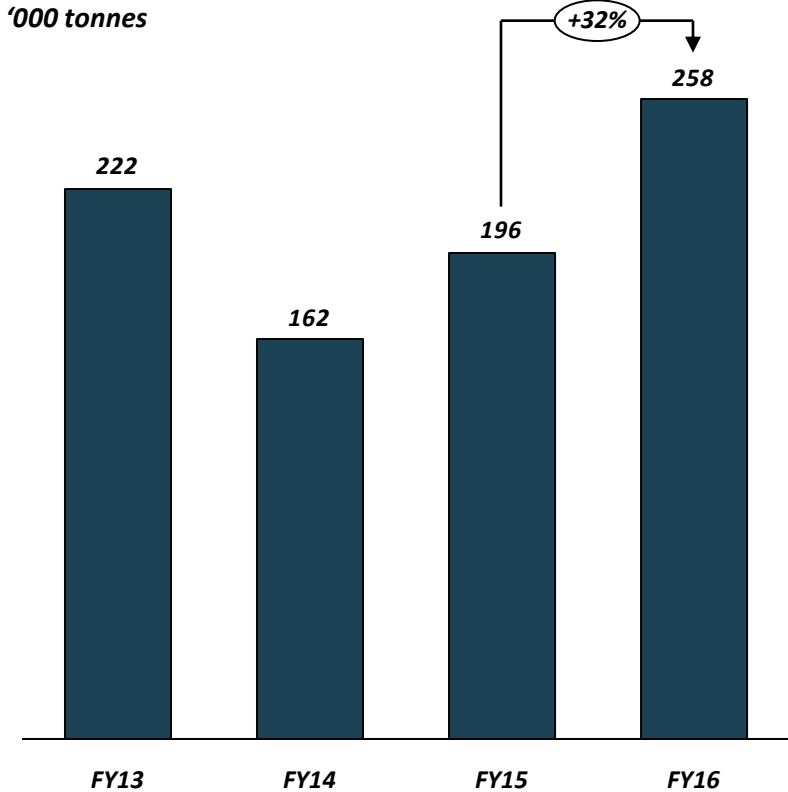
'000 tonnes



CV expected to grow 11%-12% in FY2017E

## M&HCV

'000 tonnes



MH&CV expected to grow 13%-15% in FY2017E



## 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

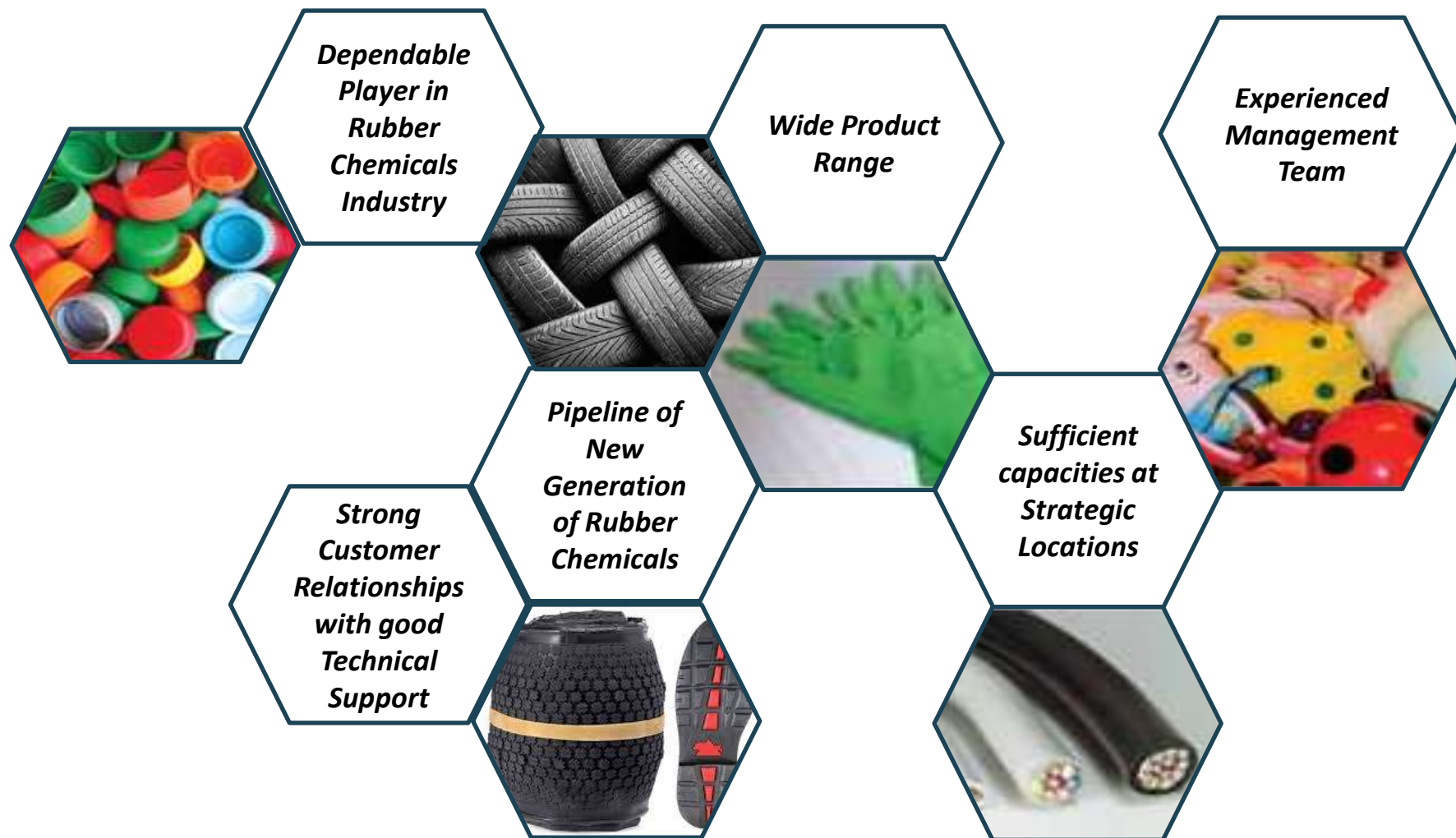
Only few players meet Manufacturing Standards and Quality Requirements

Preferred Supplier and Long Term Business Relationships with Customers

Gain  
Market Share



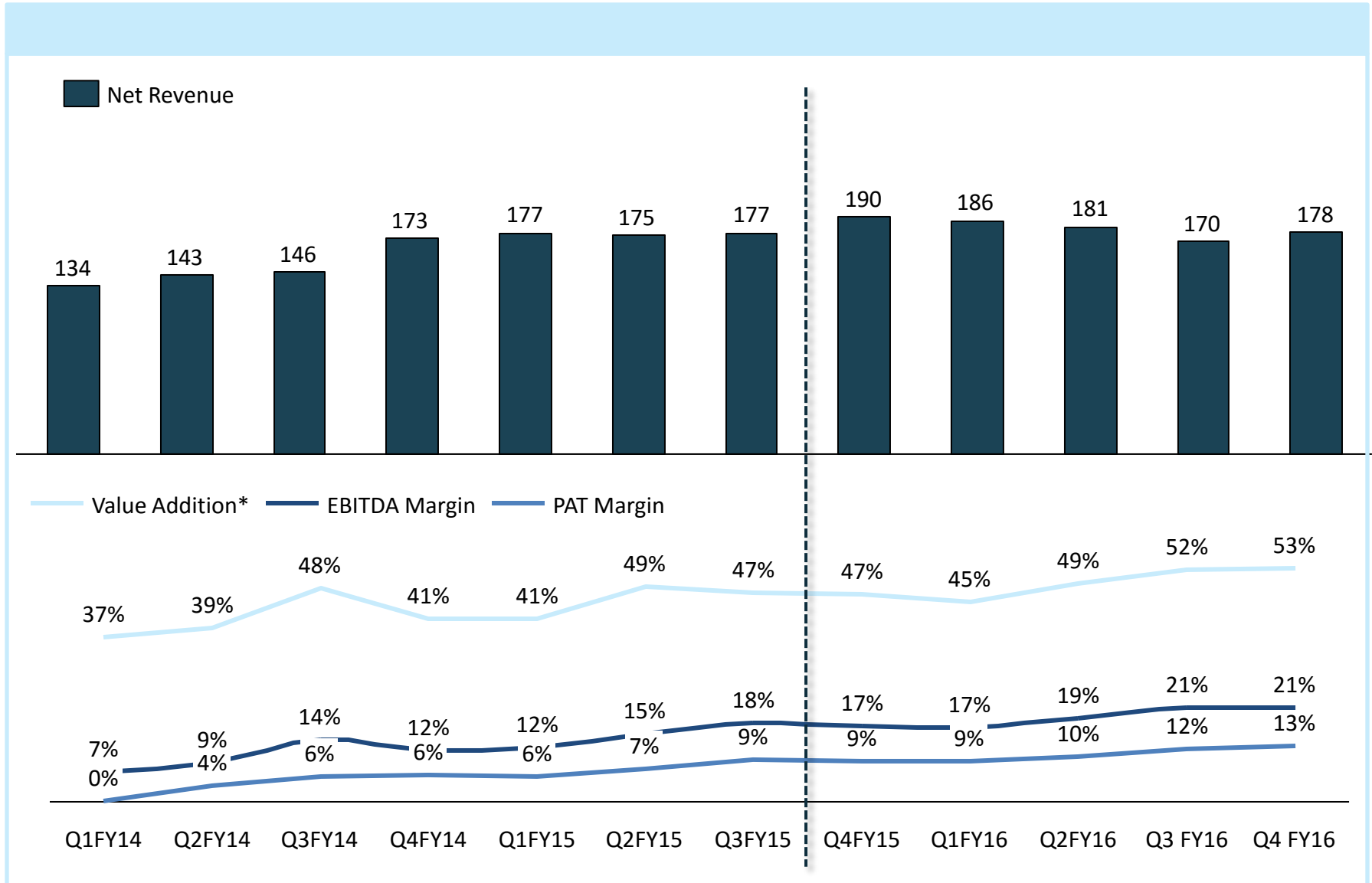
# Key Strengths



# Financials



# Operating Leverage Playing Out





## Profit &amp; Loss Statement – Q4 FY16



Rs. In Crores	Q4FY16	Q4FY15	Y-o-Y	Q3FY16	Q-o-Q
<b>Revenue from Operations</b>	<b>178</b>	<b>190</b>	<b>-6.5%</b>	<b>170</b>	<b>4.4%</b>
Cost of Material Consumed	73	98		76	
Purchase of Stock-in-trade	1	1		1	
Changes in Inventories	11	2		5	
<b>Value Addition*</b>	<b>94</b>	<b>89</b>		<b>89</b>	
<b>Value Addition (%)</b>	<b>52.64%</b>	<b>46.86%</b>		<b>52.18%</b>	
Employee Expenses	15	12		14	
Other Expenses	41	45		39	
<b>EBITDA</b>	<b>38</b>	<b>32</b>	<b>16.7%</b>	<b>36</b>	<b>4.7%</b>
<b>EBITDA Margin (%)</b>	<b>21.11%</b>	<b>16.91%</b>		<b>21.04%</b>	
Depreciation	3	3		3	
Other Income	0	0		1	
<b>EBIT</b>	<b>34</b>	<b>29</b>	<b>18.9%</b>	<b>33</b>	<b>3.6%</b>
<b>EBIT Margin (%)</b>	<b>19.32%</b>	<b>15.20%</b>		<b>19.47%</b>	
Finance Cost	2	4		2	
<b>Profit before Tax</b>	<b>33</b>	<b>25</b>	<b>30.6%</b>	<b>31</b>	<b>5.6%</b>
Tax	10	8		11	
<b>Profit After Tax</b>	<b>23</b>	<b>17</b>	<b>31.7%</b>	<b>20</b>	<b>11.6%</b>
<b>PAT Margin (%)</b>	<b>12.68%</b>	<b>9.00%</b>		<b>11.86%</b>	

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



## Standalone Profit &amp; Loss Statement – FY16



Rs. In Crores	FY16	FY15	Y-o-Y
<b>Revenue from Operations</b>	<b>715</b>	<b>719</b>	<b>-0.5%</b>
Cost of Material Consumed	312	434	
Purchase of Stock-in-trade	3	4	
Changes in Inventories	44	-49	
<b>Value Addition*</b>	<b>356</b>	<b>330</b>	
<b>Value Addition (%)</b>	<b>49.74%</b>	<b>45.96%</b>	
Employee Expenses	58	48	
Other Expenses	160	170	
<b>EBITDA</b>	<b>138</b>	<b>112</b>	<b>23.5%</b>
<b>EBITDA Margin (%)</b>	<b>19.32%</b>	<b>15.56%</b>	
Depreciation	14	14	
Other Income	3	4	
<b>EBIT</b>	<b>128</b>	<b>102</b>	<b>24.8%</b>
<b>EBIT Margin (%)</b>	<b>17.83%</b>	<b>14.21%</b>	
Finance Cost	9	17	
<b>Profit before Tax</b>	<b>118</b>	<b>86</b>	<b>37.9%</b>
Tax	40	29	
<b>Profit After Tax</b>	<b>78</b>	<b>57</b>	<b>37.0%</b>
<b>PAT Margin (%)</b>	<b>10.87%</b>	<b>7.89%</b>	

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





## Balance Sheet - Standalone



Rs. In Crores	FY16	FY15
<b>Shareholder's Fund</b>	<b>468</b>	<b>413</b>
Share capital	161	161
Reserves & Surplus	307	253
<b>Non-current liabilities</b>	<b>79</b>	<b>105</b>
Long term borrowings	15	51
Deferred Tax liabilities (net)	46	41
Other Long term liabilities	18	13
<b>Current liabilities</b>	<b>131</b>	<b>239</b>
Short term borrowings	1	75
Trade payables	74	89
Other current liabilities	56	74
<b>Total Liabilities</b>	<b>679</b>	<b>757</b>

Rs. In Crores	FY16	FY15
<b>Non-current assets</b>	<b>374</b>	<b>380</b>
Fixed assets (inc. CWIP)	296	297
Non-current Investments	47	47
Other Non-current assets	31	36
<b>Current assets</b>	<b>305</b>	<b>377</b>
Inventories	132	188
Trade receivables	151	167
Cash and bank balances	7	5
Short term loan and advances	14	17
Other current assets	0	0
<b>Total Assets</b>	<b>679</b>	<b>757</b>

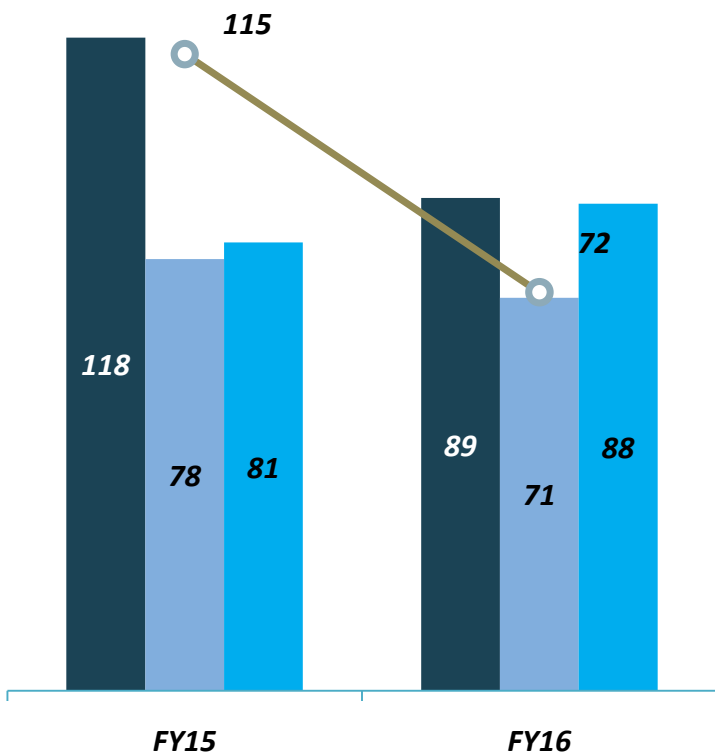


# Improved Performance

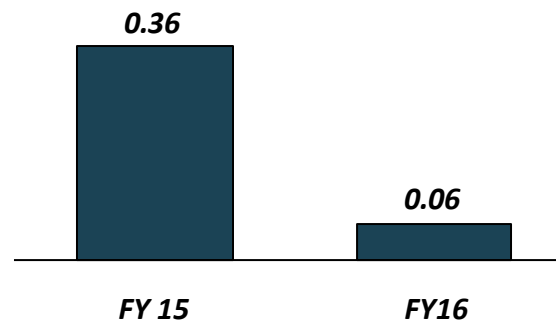


## Efficient Working Capital Management (No. of days)

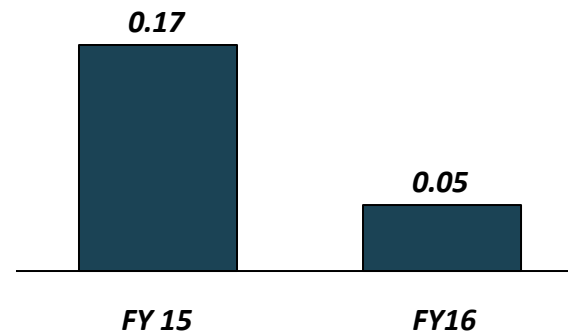
■ Inventory      ■ Debtors  
■ Creditors      —○— Net Working Capital



## Debt/Equity

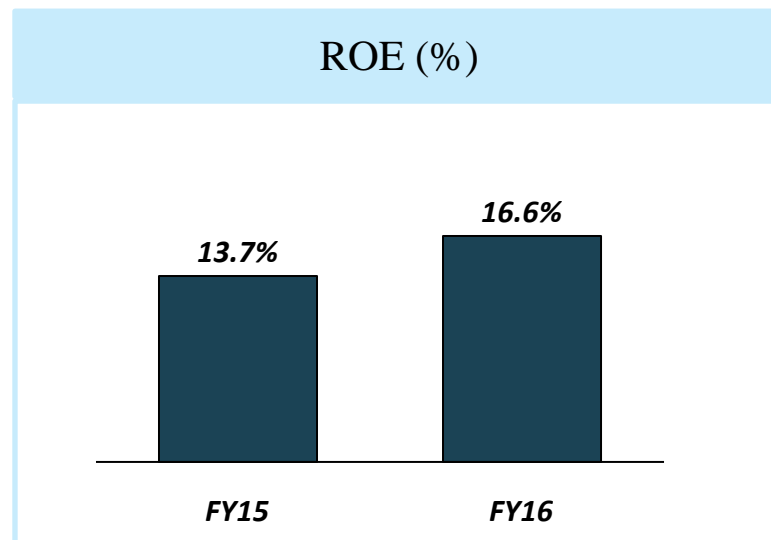
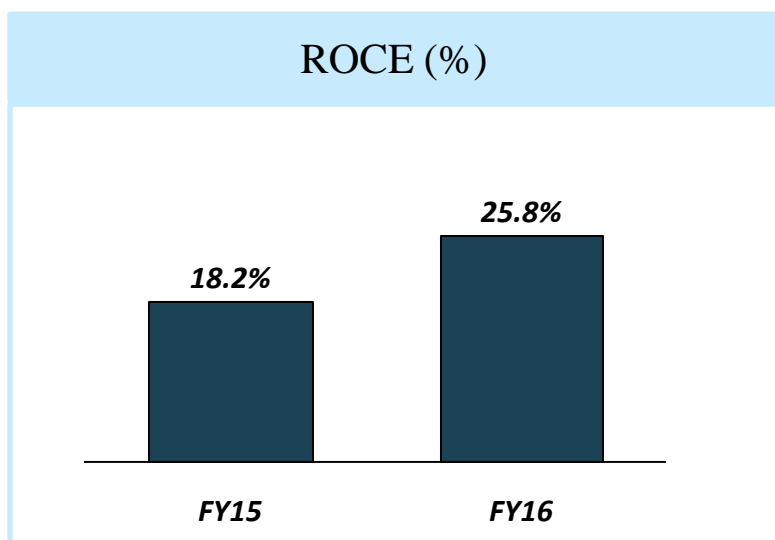
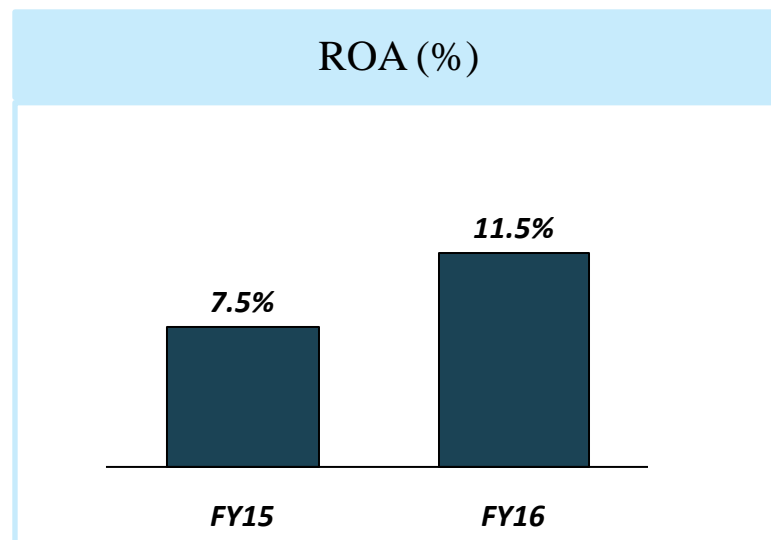
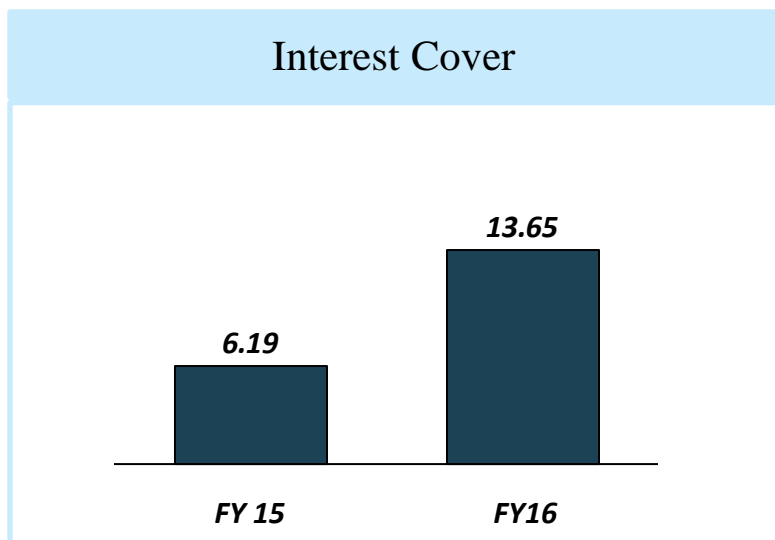


## Long Term Debt/Equity





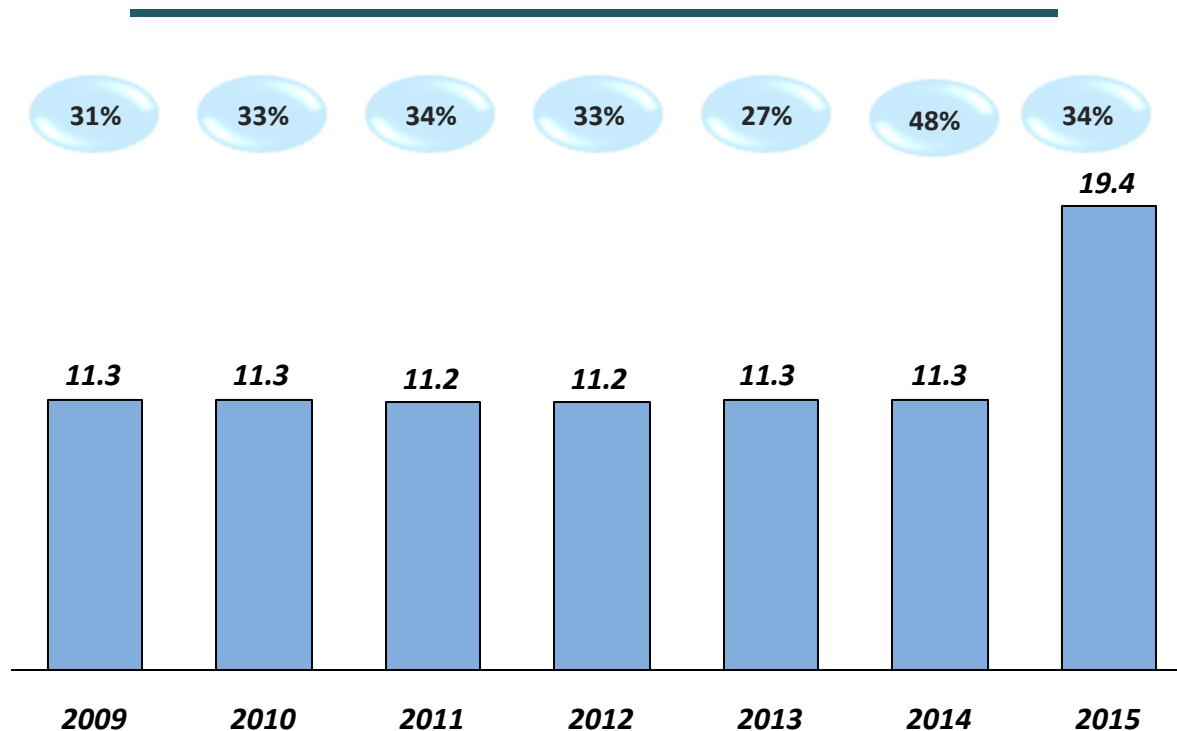
# Favourable Ratios





# Consistent Dividend Record

*\*Dividend (Rs. In Crores)*



Declared Final Dividend of Re.1.2 per Equity Share

*\*Dividend includes Dividend Tax paid*



Pay out Ratio



## For further information, please contact:

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