



NOCIL LIMITED

Investor Presentation

October 2015



Safe Harbor

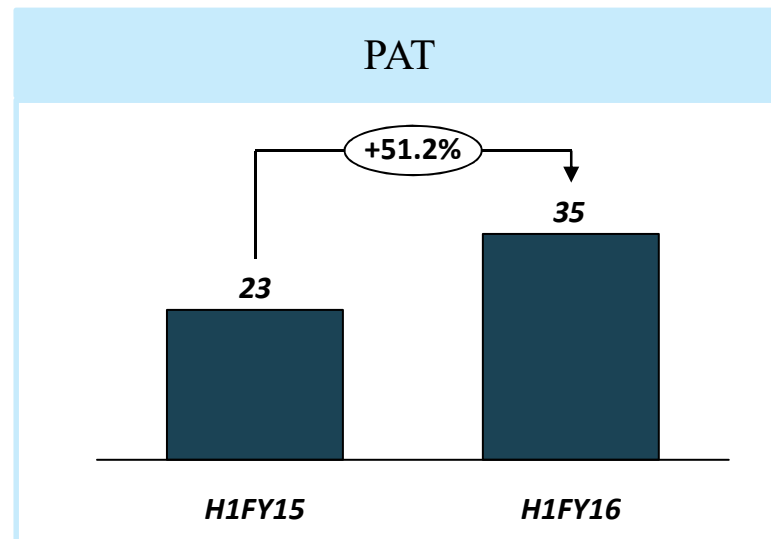
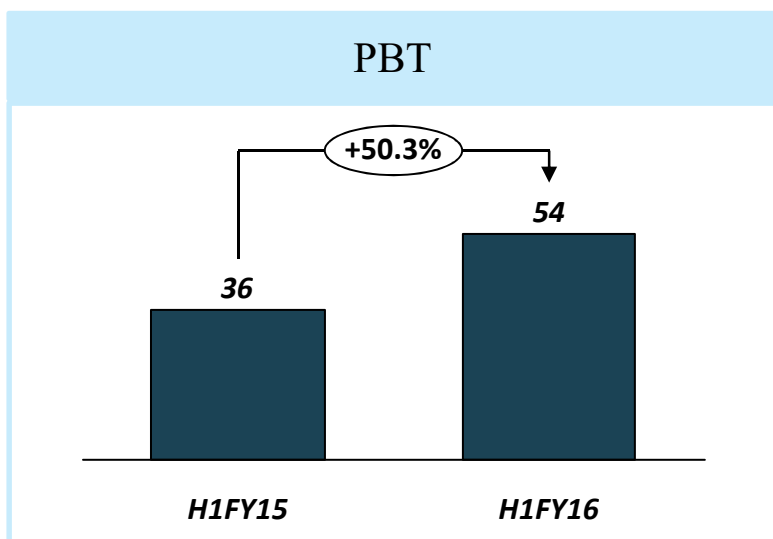
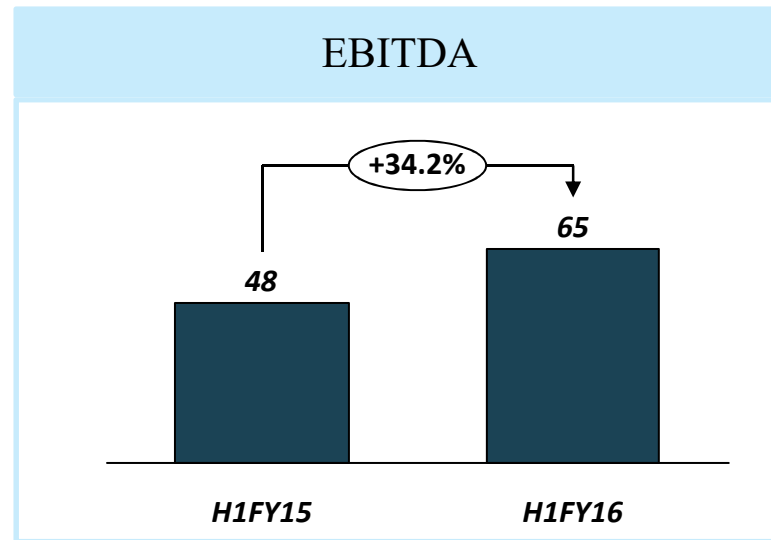
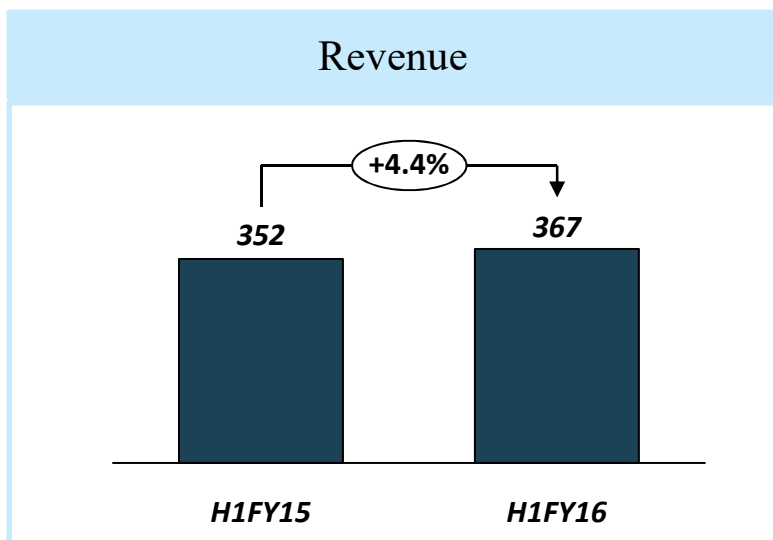
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Financial Highlights – H1 FY16

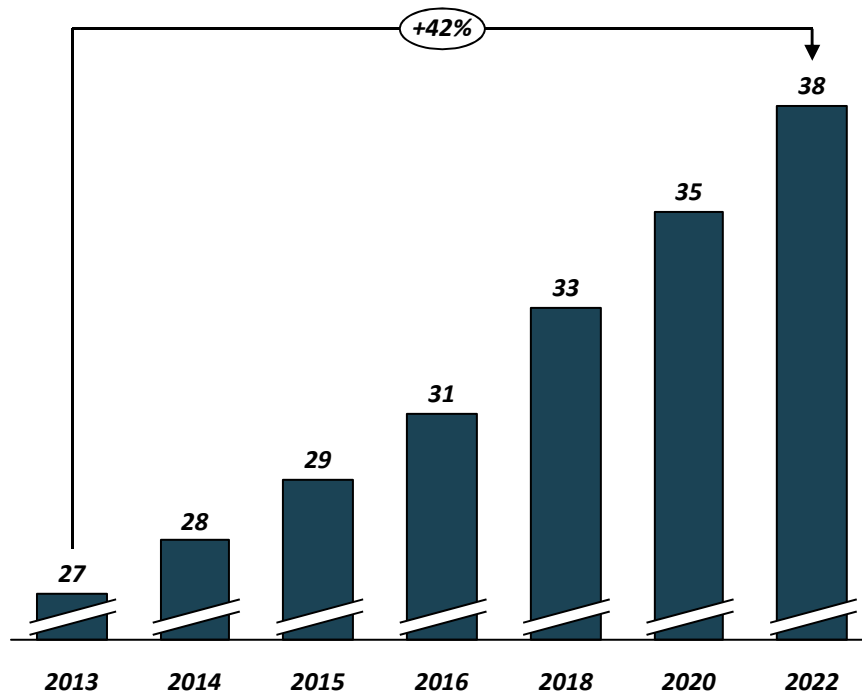


Industry Potential – Our Positioning



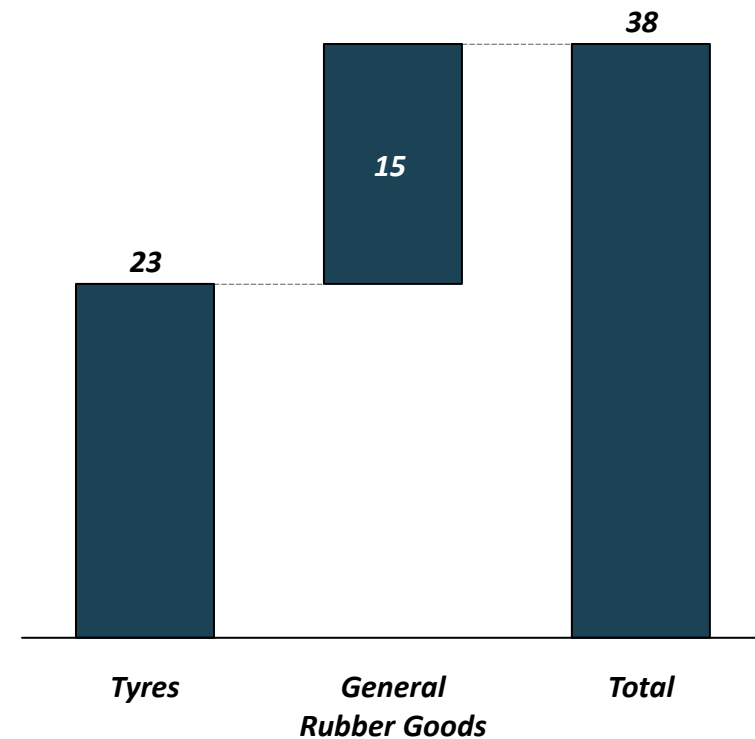
Rubber Consumption

Millions of MT



2022 – Consumption Breakup

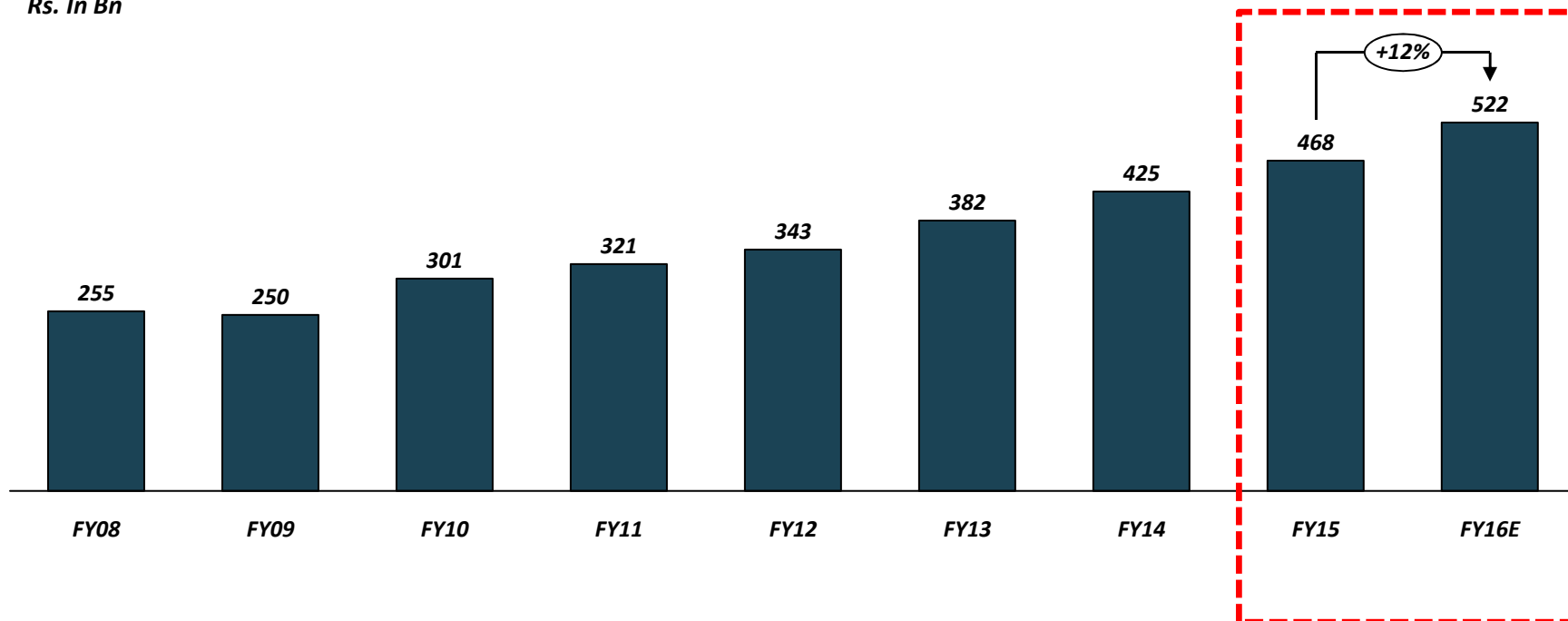
Millions of MT



Rubber Chemicals constitute ~3% of the Rubber Consumption

Domestic Tyre Industry

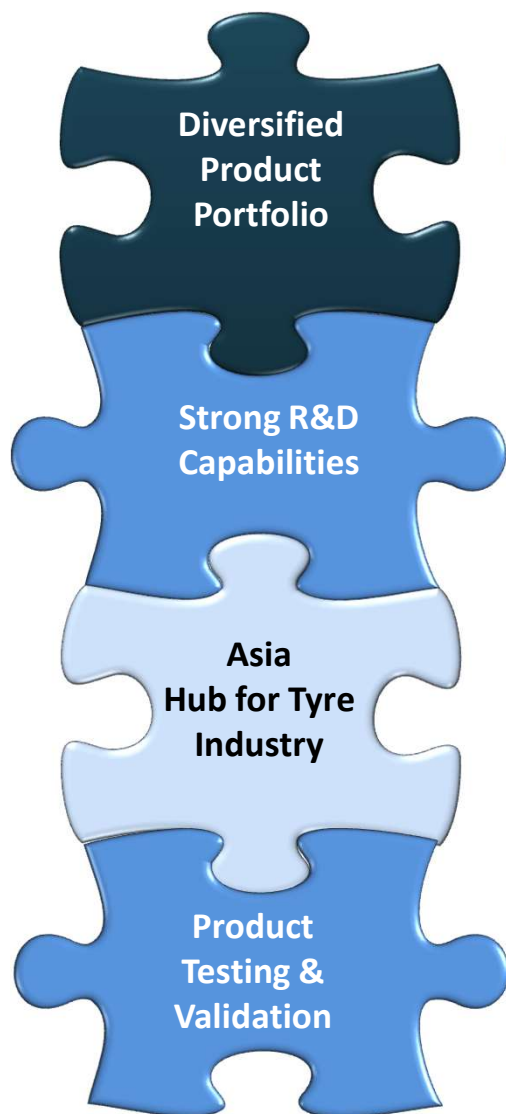
Rs. In Bn



According to ICRA – Domestic Tyre Industry is expected to grow by 4%-8% over 3 years



Our Positioning...



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

2

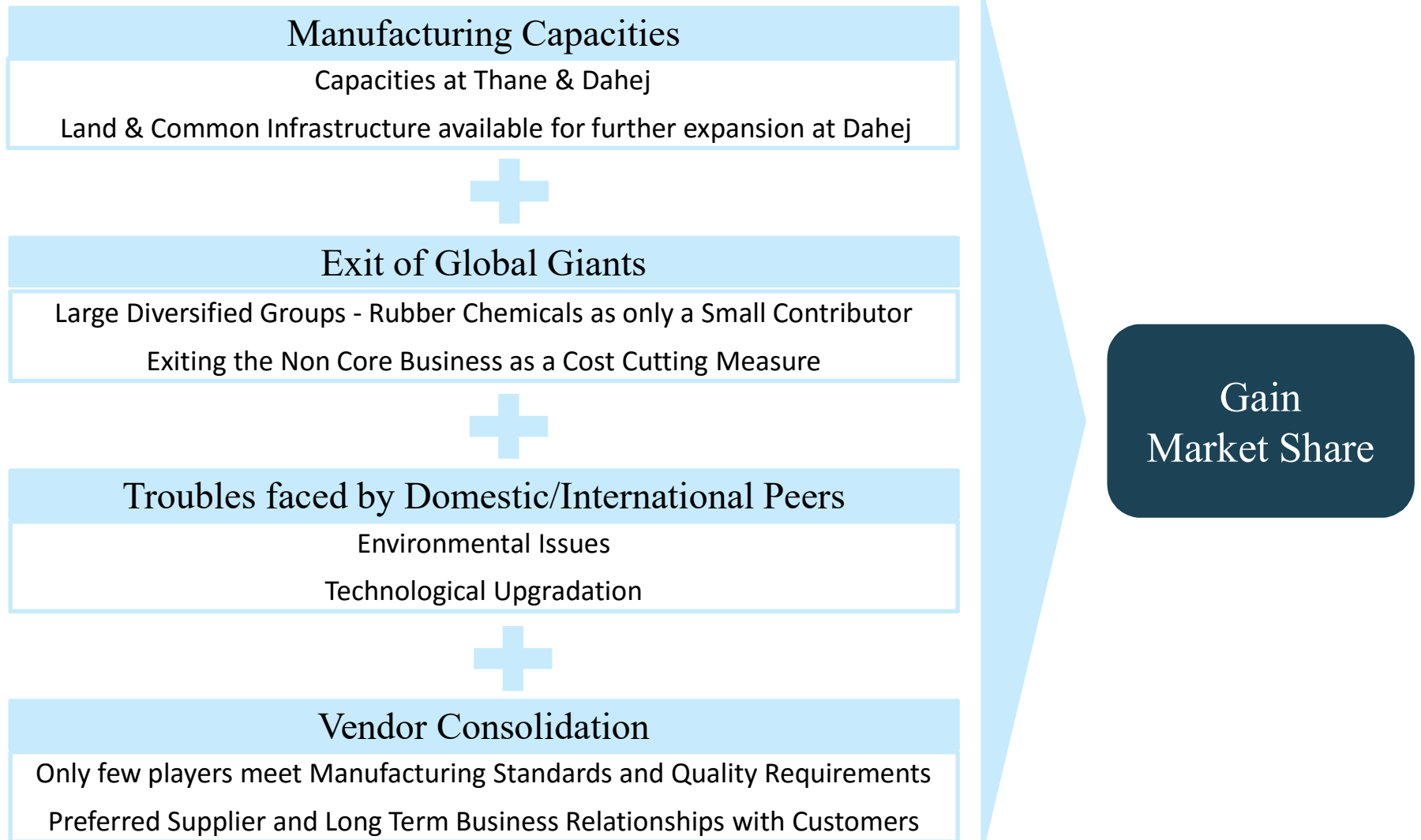
- High Concentration & Continuous R&D initiatives
- NOCIL has a strong pipeline of New Generation Rubber Chemicals

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

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”



Key Strengths

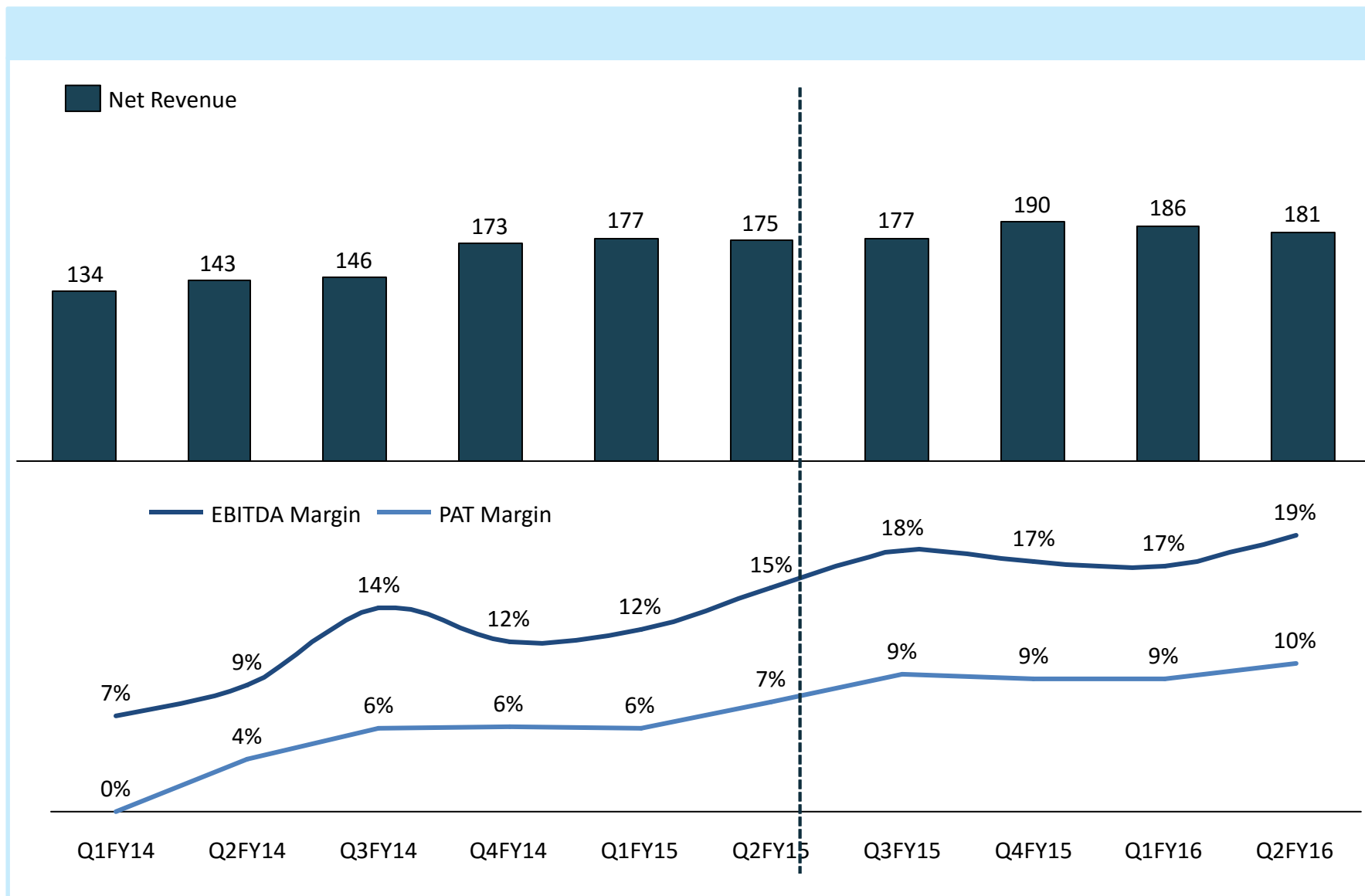


Financials



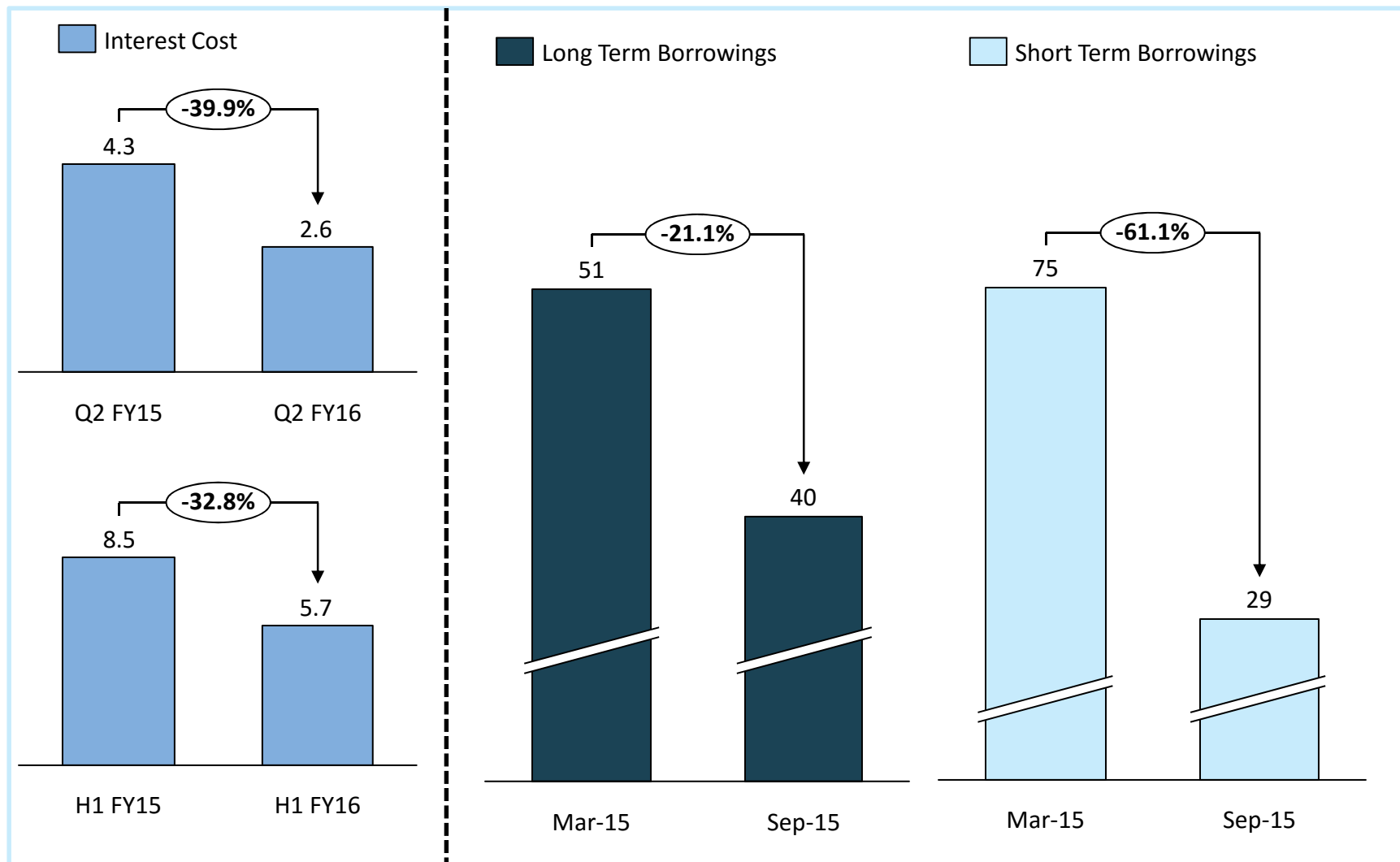


Operating Leverage Playing Out

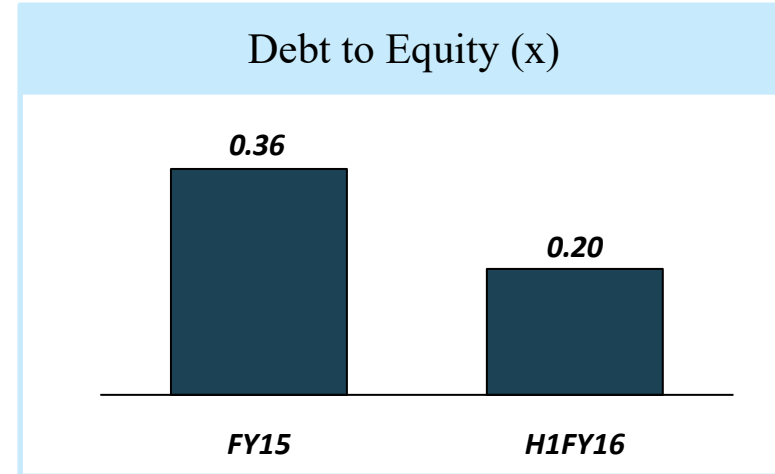
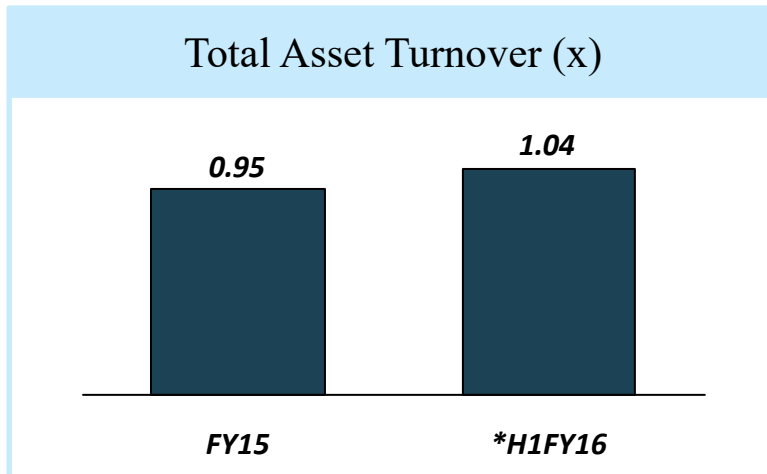
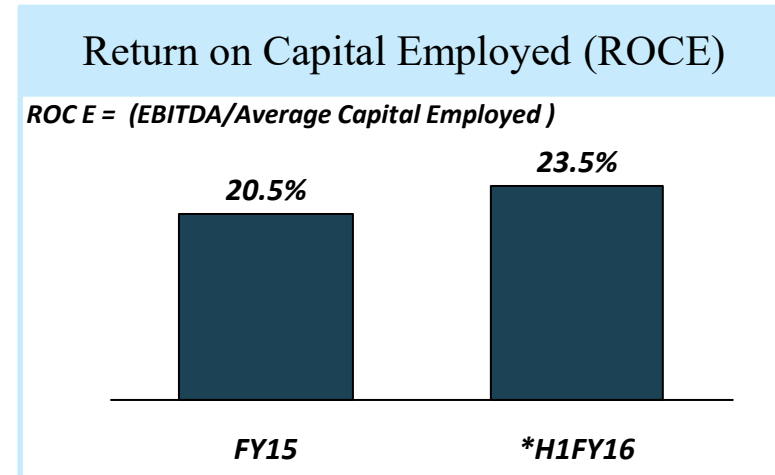
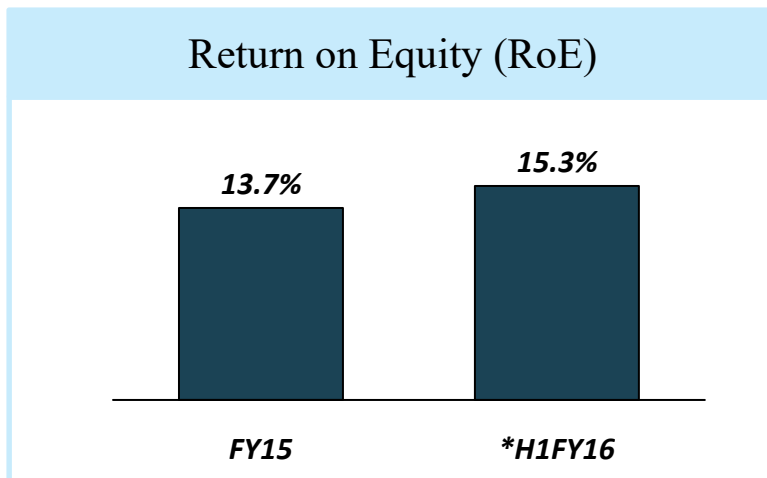




Debt Profile



Improving Operating Performance





Profit & Loss Statement



Rs. In Crores	Q2FY16	Q2FY15	Y-o-Y	Q1FY16	Q-o-Q
Revenue from Operations	181.37	175.15	4%	186.01	
Cost of Material Consumed	82.60	125.51		81.48	
Purchase of Stock-in-trade	0.78	0.63		0.99	
Changes in Inventories	8.61	-36.03		19.53	
Employee Expenses	14.32	12.08		14.20	
Other Expenses	41.15	46.42		38.91	
EBITDA	33.91	26.54	28%	30.90	10%
EBITDA Margin (%)	18.7%	15.2%		16.6%	
Other Income	0.40	2.12		1.60	
Depreciation	3.44	3.38		3.38	
EBIT	30.87	25.28	22%	29.12	6%
EBIT Margin (%)	17.0%	14.4%		15.7%	
Finance Cost	2.61	4.34		3.11	
Profit before Tax	28.26	20.94	35%	26.01	9%
Tax	9.99	7.87		9.27	
Profit After Tax	18.27	13.07	40%	16.74	9%
PAT Margin (%)	10.1%	7.5%		9.0%	



Profit & Loss Statement



Rs. In Crores	H1FY16	H1FY15	Y-o-Y
Revenue from Operations	367.38	351.83	4%
Cost of Material Consumed	164.08	241.31	
Purchase of Stock-in-trade	1.77	1.59	
Changes in Inventories	28.14	-49.18	
Employee Expenses	28.52	23.89	
Other Expenses	80.06	85.92	
EBITDA	64.81	48.30	34%
EBITDA Margin (%)	17.6%	13.7%	
Other Income	2.00	3.13	
Depreciation	6.82	6.82	
EBIT	59.99	44.61	34%
EBIT Margin (%)	16.3%	12.7%	
Finance Cost	5.72	8.51	
Profit before Tax	54.27	36.10	50%
Tax	19.26	12.95	
Profit After Tax	35.01	23.15	51%
PAT Margin (%)	9.5%	6.6%	



Balance Sheet



Rs. In Crores	Sep15	Mar15
Shareholder's Fund	448	414
Share capital	161	161
Reserves & Surplus	288	253
Non-current liabilities	99	105
Long term borrowings	40	51
Deferred Tax liabilities (net)	43	41
Other Long term liabilities	16	13
Current liabilities	158	238
Short term borrowings	29	75
Trade payables	76	89
Other current liabilities	52	74
Total Liabilities	705	757

Rs. In Crores	Sep15	Mar15
Non-current assets	377	380
Fixed assets (inc. CWIP)	299	297
Non-current Investments	47	47
Other Non-current assets	31	36
Current assets	328	377
Inventories	159	188
Trade receivables	152	167
Cash and bank balances	5	5
Short term loan and advances	13	17
Other current assets	0	0
Total Assets	705	757



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