



ARVIND MAFATLAL GROUP



NOCIL LIMITED

Investor Presentation

October 2017





Safe Harbor



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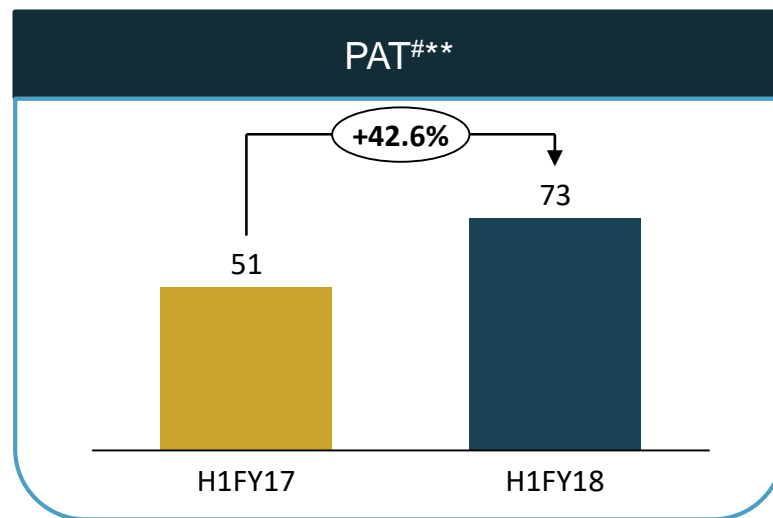
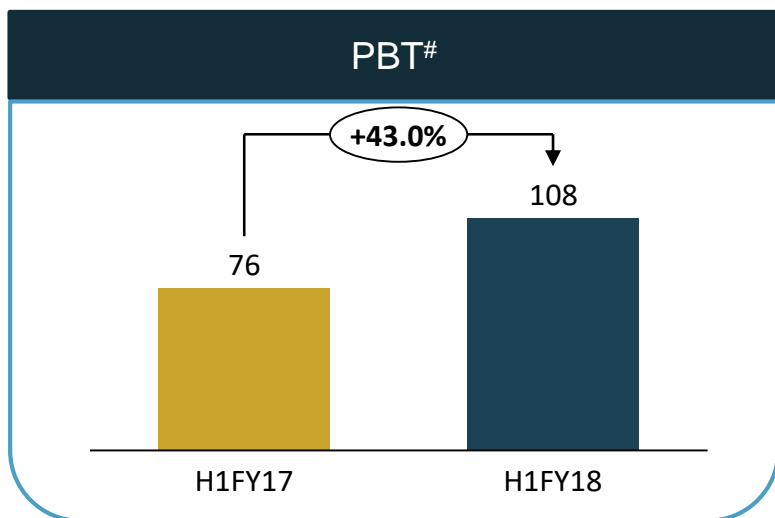
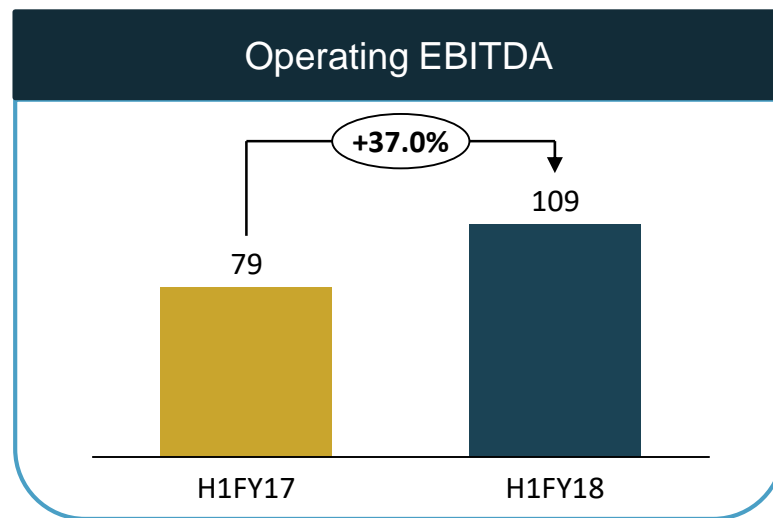
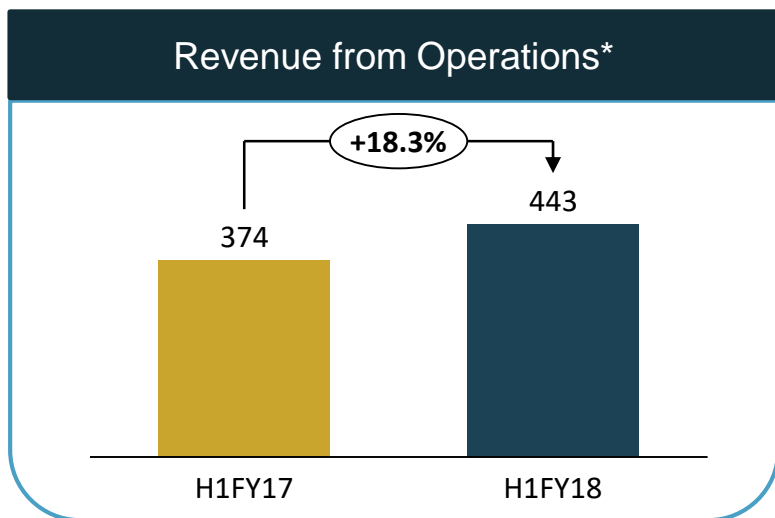
NOCIL LIMITED

Financial Highlights



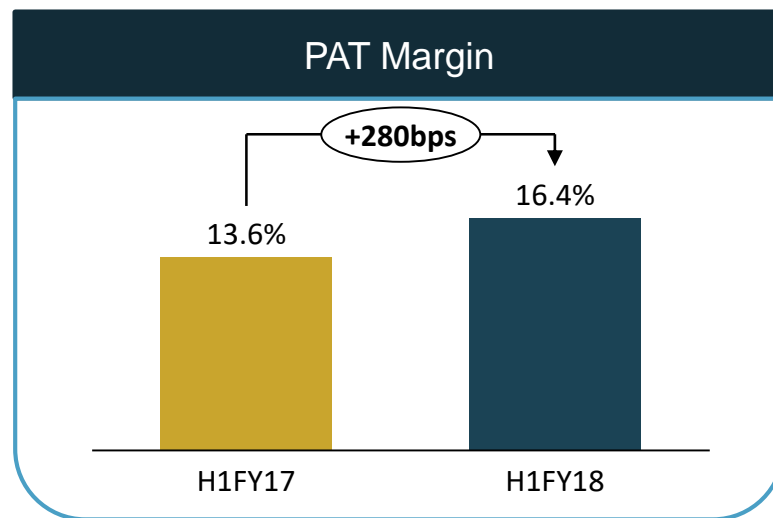
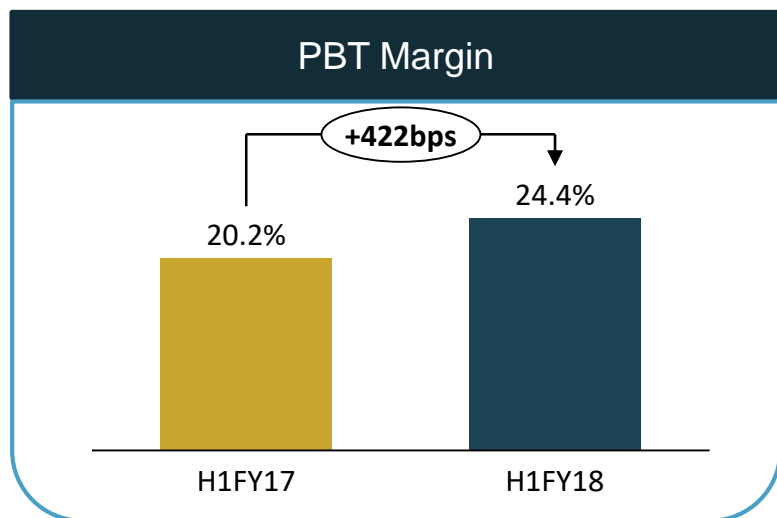
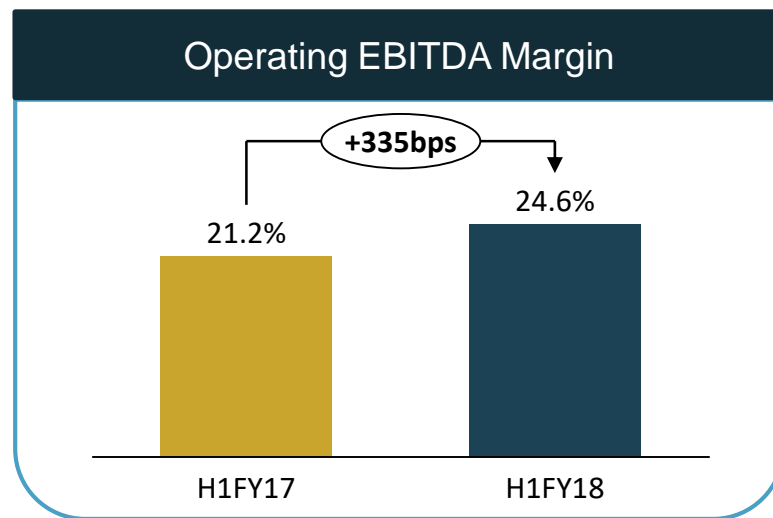
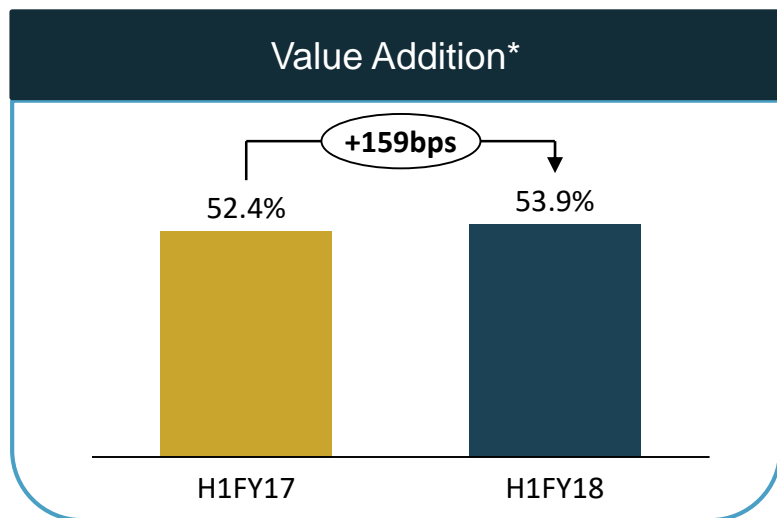


Financial Highlights – H1 FY18





Margin Profile – H1 FY18

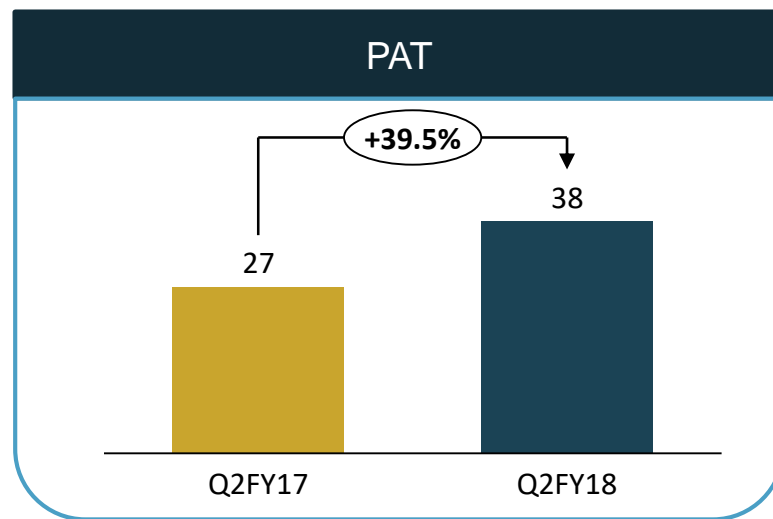
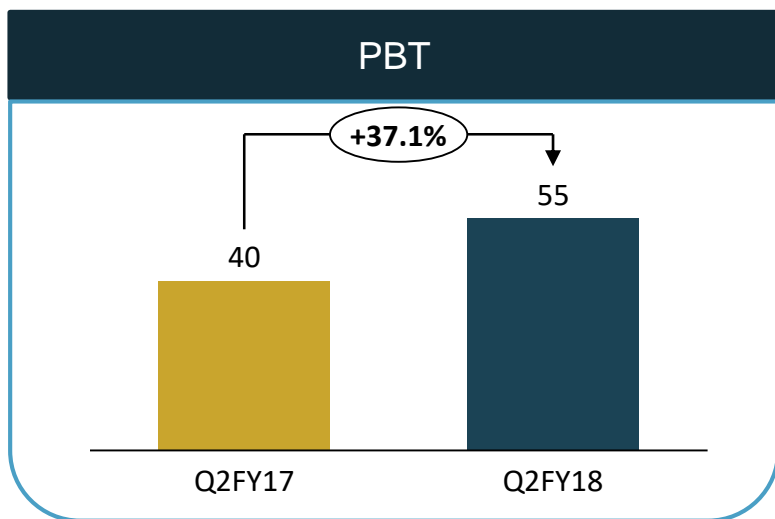
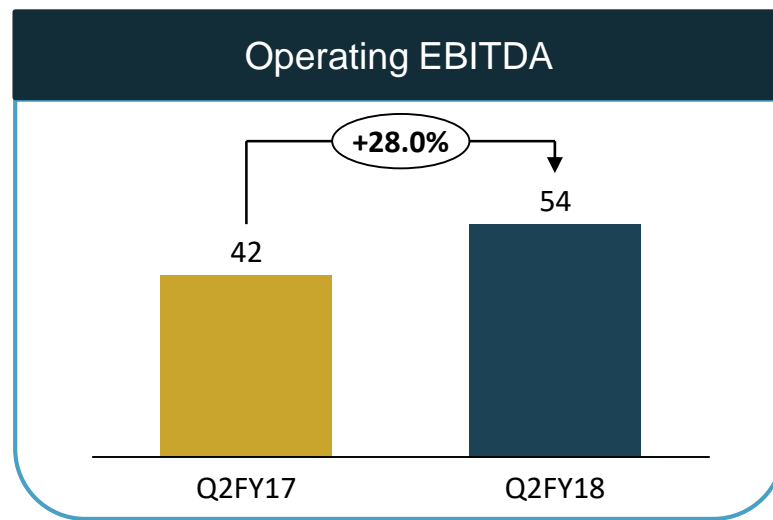
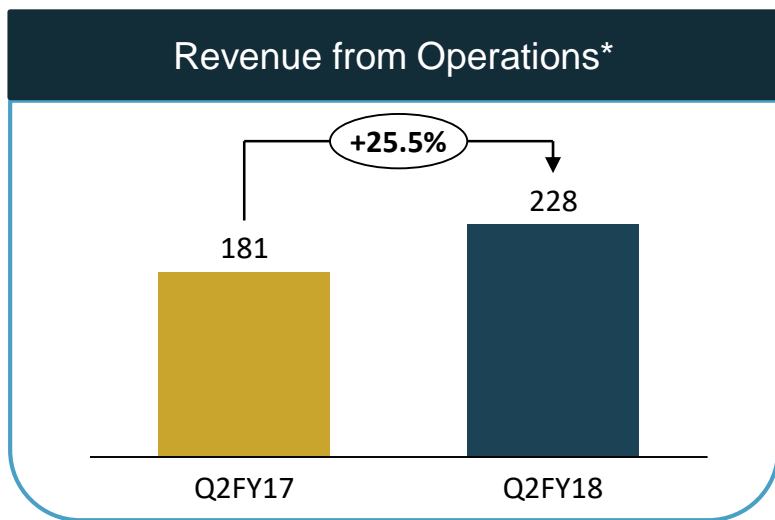


* Revenue (-) cost of raw materials consumed (-) cost of traded goods (-) change in inventories

Financials are as per Ind AS

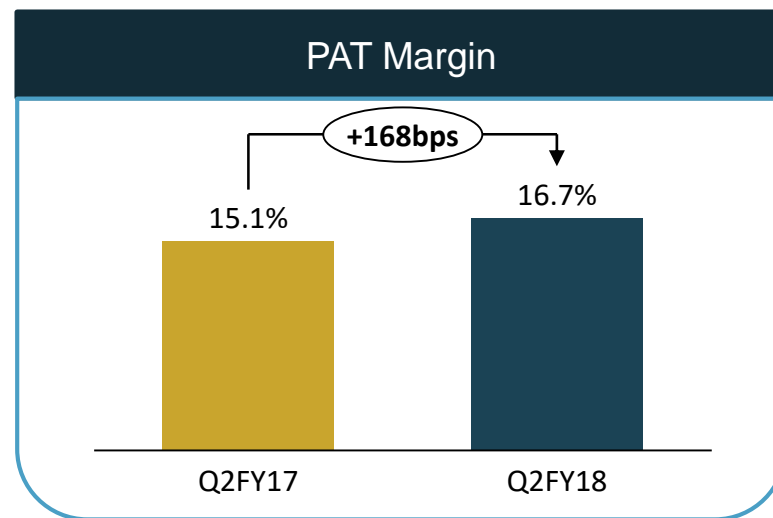
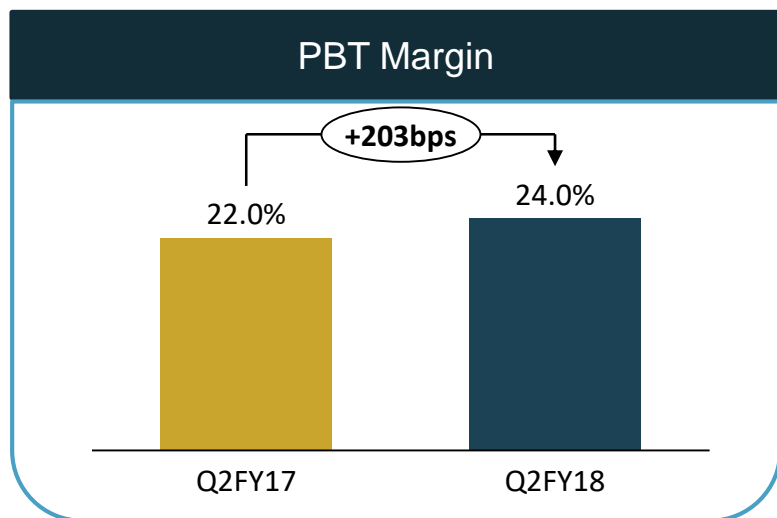
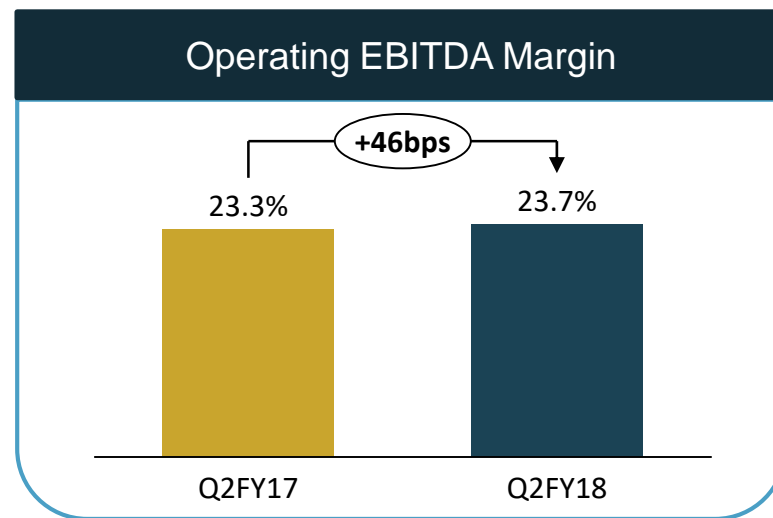
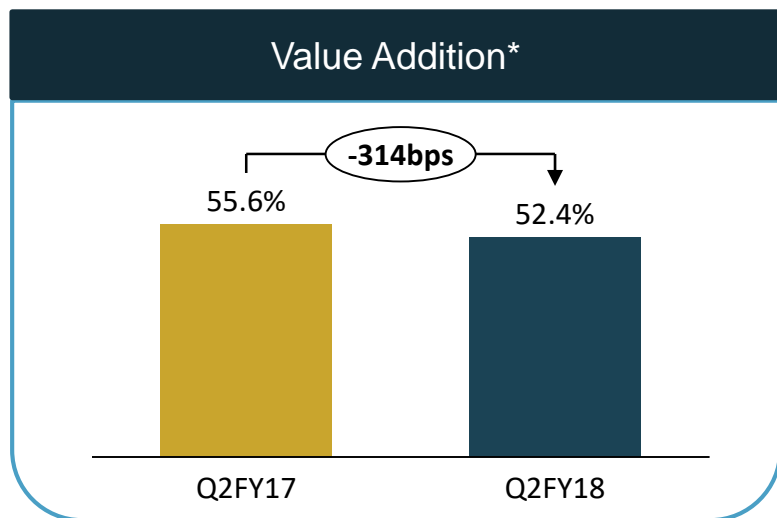


Financial Highlights – Q2 FY18





Margin Profile – Q2 FY18



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

Financials are as per Ind AS



ARVIND MAFATLAL GROUP



NOCIL LIMITED

Company Overview





ARVIND MAFATLAL GROUP

NOCIL in a Snapshot



NOCIL LIMITED

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



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

An anti-degradant is an ingredient in rubber compounds which deters the ageing of rubber products thereby enhancing service life

3

ANTI-OXIDANTS

Chemical compound that inhibits degradation due to oxygen attack thereby enhancing service life of rubber products

4

PRE VULCANIZATION INHIBITOR

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

5

POST VULCANIZATION STABILIZER

Improves Thermal Stability of cross links in rubber products

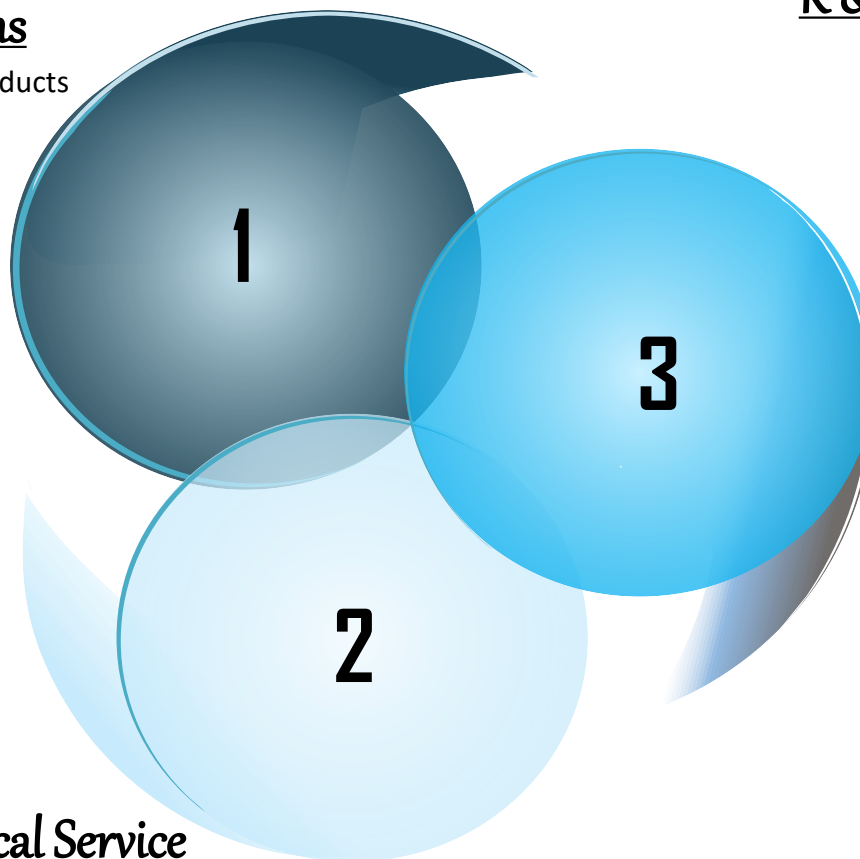
One Stop Shop with Wide Range to suit Market Requirements



Our Value Proposition

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





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Industry Potential

Our Positioning



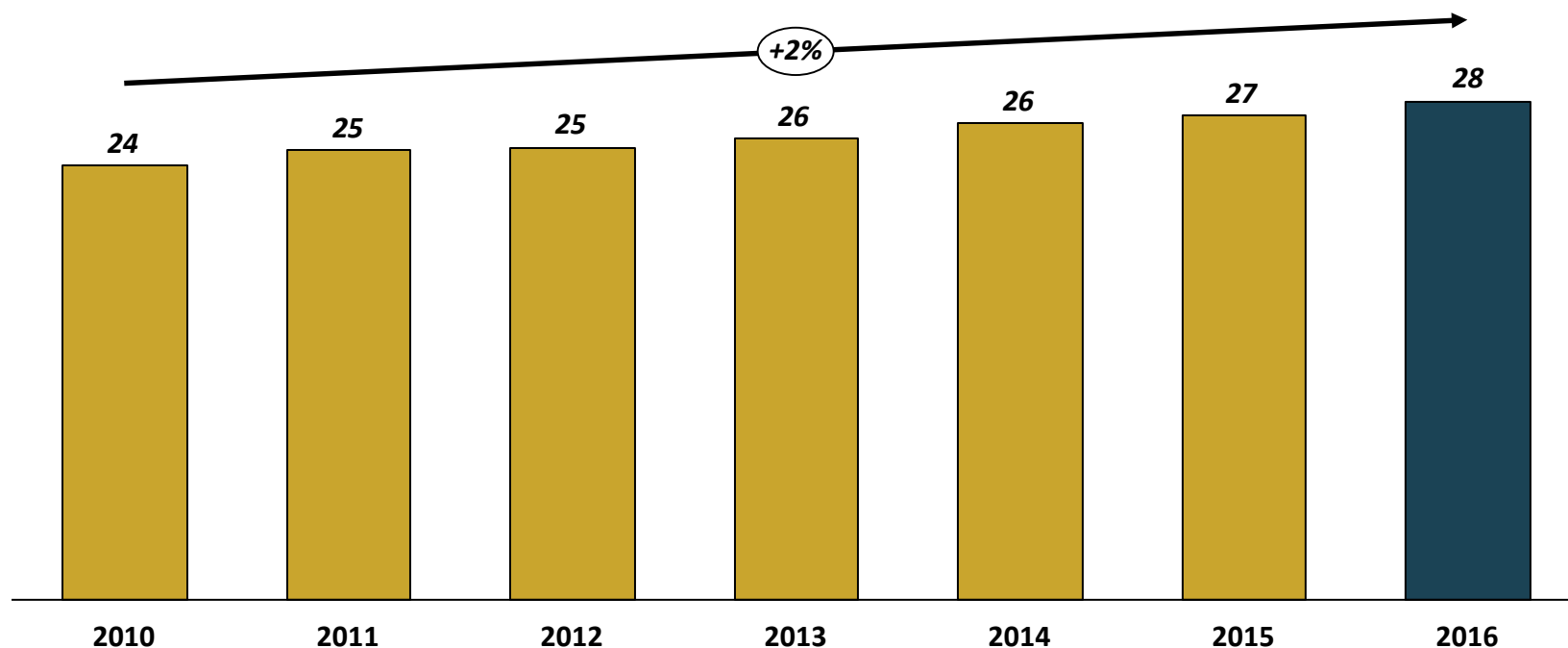


Positive Outlook



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 forecasted to grow around 4% - 5%



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FUTURE Ready





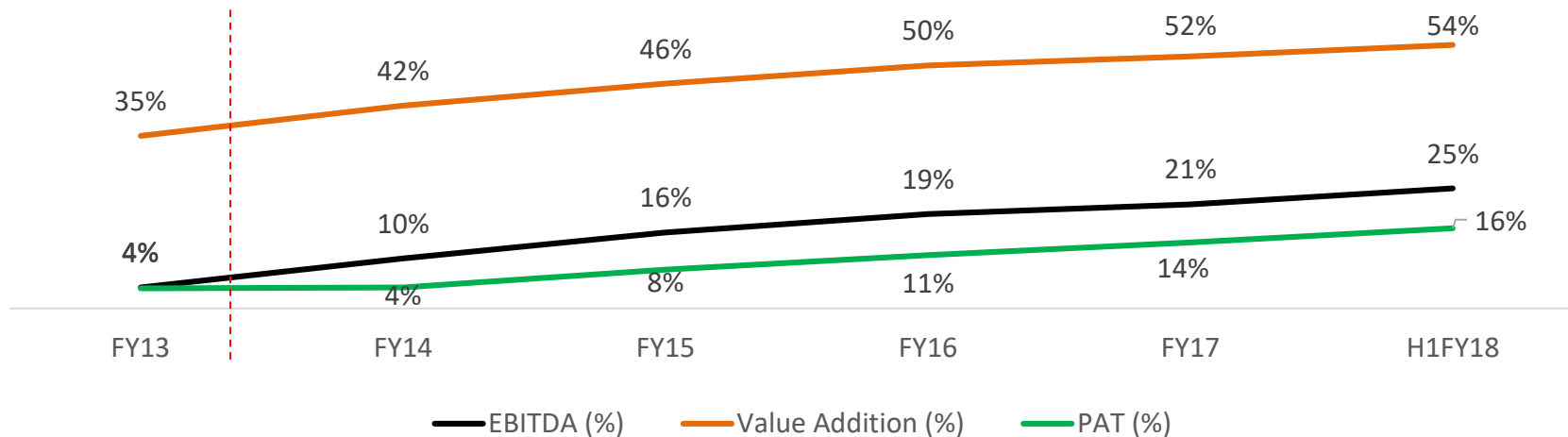
Dahej Plant – A Game Changer



- ✓ 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





CAPEX



- ✓ To capitalize on growth opportunities, our Company has recently planned Capex of Rs. 170 crores
- ✓ The Capex will be commissioned in 2 Phases
 - Phase I – Expansion at Navi Mumbai is expected to complete by April-May 2018
 - Phase II – Expansion at Dahej is expected to complete by September 2018
- ✓ Expansion will significantly augment and complete the current product portfolio
- ✓ The capital expenditure will be funded by Internal Accruals

The Expansion is expected to give an Asset Turnover of 2X



Key Strengths





ARVIND MAFATLAL GROUP



NOCIL LIMITED

Financials





Statement of Profit & Loss - Quarterly



Particulars (Rs. In Crores)	Q2 FY18	Q2 FY17	Y-o-Y
Revenue from Operations*	227.6	181.3	26%
Cost of Material Consumed	104.7	89.8	
Purchase of Stock-in-trade	0.7	1.0	
Changes in Inventories	2.9	-10.2	
Value Addition**	119.3	100.8	
Value Addition (%)	52.4%	55.6%	
Employee Expenses	16.0	15.8	
Other Operating Expenses	49.3	42.8	
EBITDA	54.0	42.2	28%
EBITDA (%)	23.7%	23.3%	
Other Income	5.2	1.8	
Depreciation	4.2	3.6	
EBIT	55.0	40.5	36%
EBIT (%)	24.2%	22.3%	
Interest	0.3	0.6	
Profit Before Tax	54.7	39.9	37%
Tax	16.6	12.6	
Net Profit	38.1	27.3	40%
Net Profit (%)	16.7%	15.1%	
Other Comprehensive Income	0.5	10.9	
Total Comprehensive Income	38.6	38.2	
EPS	2.32	1.69	

Revenue from operations is net of GST/Excise duty **Revenue (-) cost of raw materials consumed (-) cost of traded goods (-) change in inventories
Financials are as per Ind AS



Statement of Profit & Loss – Half Yearly



Particulars (Rs. In Crores)	H1 FY18	H1 FY17	Y-o-Y
Revenue from Operations*	442.5	374.1	18%
Cost of Material Consumed	215.0	170.1	
Purchase of Stock-in-trade	1.6	1.9	
Changes in Inventories	-12.7	6.3	
Value Addition**	238.7	195.9	
Value Addition (%)	53.9%	52.4%	
Employee Expenses	34.9	31.9	
Other Operating Expenses	95.2	84.6	
EBITDA	108.7	79.3	37%
EBITDA (%)	24.6%	21.2%	
Other Income	7.9	4.6	
Depreciation	7.8	7.1	
EBIT	108.9	76.9	42%
EBIT (%)	24.6%	20.6%	
Interest	0.7	1.3	
Profit Before Tax	108.2	75.6	43%
Tax	35.5	24.7	
Net Profit	72.7	51.0	43%
Net Profit (%)	16.4%	13.6%	
Other Comprehensive Income	-8.7	32.0	
Total Comprehensive Income	64.0	83.0	
EPS	4.43	3.16	



Balance Sheet

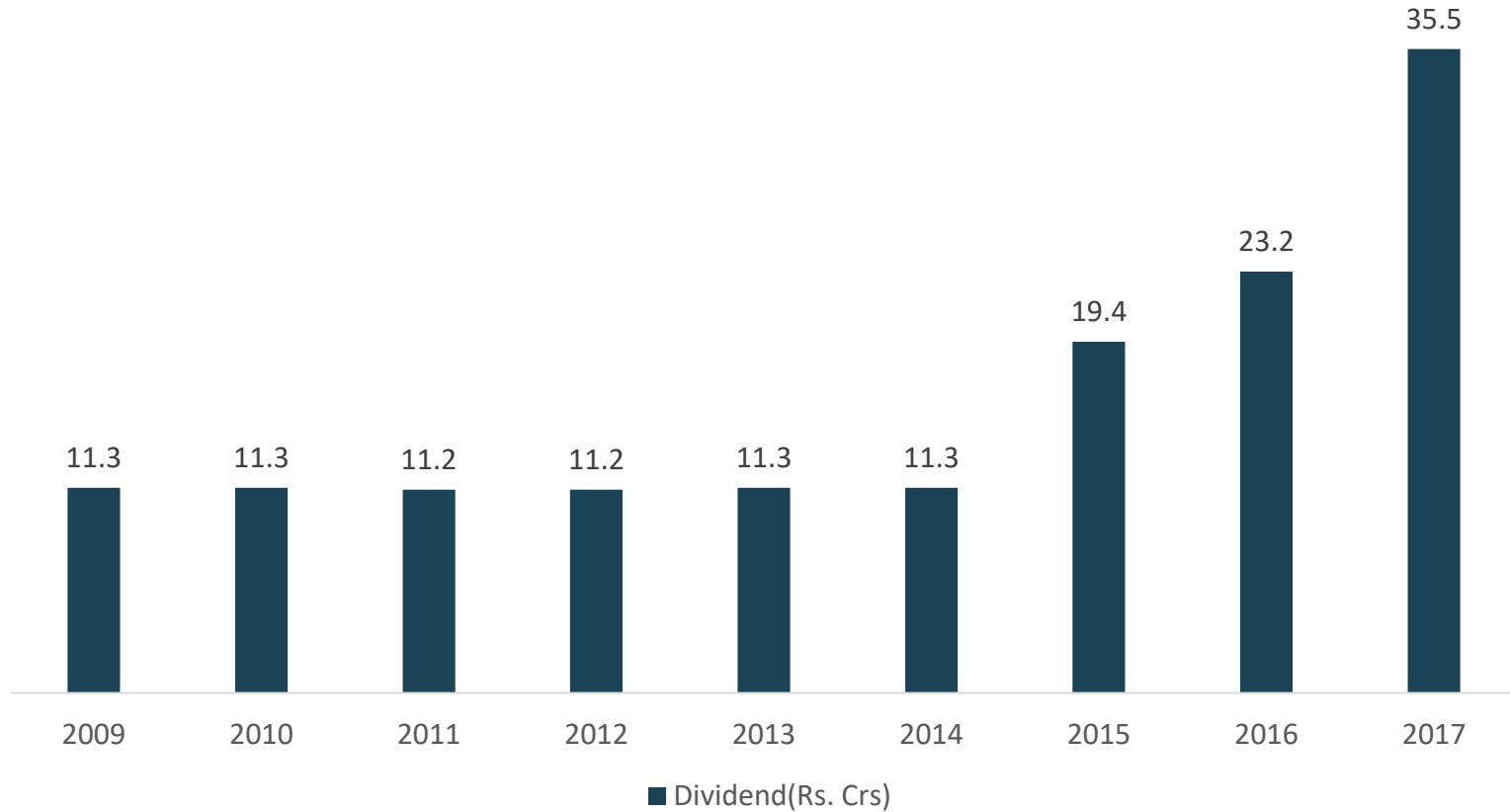


Particulars (Rs. In Crores)	30-Sep-17
ASSETS	
Non-current assets	390.2
Property, Plant and Equipment	280.8
Capital work-in-progress	10.3
Investment Property	0.5
Other Intangible Assets	3.1
Investment in Subsidiary	25.0
Financial Assets	
(i) Investments	52.7
(ii) Other financial assets	4.2
Non-current tax assets	3.3
Other non-current assets	10.3
Current assets	574.1
Inventories	120.6
Financial Assets	
(i) Investments	209.4
(ii) Trade receivables	198.5
(iii) Cash and cash equivalents	11.2
(iv) Other bank balances other than cash and cash equivalents	8.6
(v) Others	0.7
Other Current Assets	25.2
TOTAL	964.3

Particulars (Rs. In Crores)	30-Sep-17
EQUITY AND LIABILITIES	
EQUITY	760.6
Equity Share Capital	164.4
Other Equity	596.2
Non-Current Liabilities	66.5
Financial Liabilities	
(i) Borrowings	0.0
Provisions	17.1
Deferred Tax Liabilities (Net)	49.4
Other non-current liabilities	0.0
Current liabilities	137.2
Financial Liabilities	
(i) Borrowings	0.0
(ii) Trade Payables	87.0
(iii) Other Financial Liabilities	19.3
Other Current Liabilities	24.7
Provisions	2.4
Current Tax Liabilities (Net)	3.7
TOTAL	964.3



Consistent Dividend Record



**Dividend includes Dividend Tax paid*



For further information, please contact:

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