



**NOCIL LIMITED**

**Regd. Offices**

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CIN No. L99999MH1961PLC012003 Email: ~~investorcare@nocilindia.com~~  
[investorcare@nocil.com](mailto:investorcare@nocil.com)

25<sup>th</sup> October 2017

SEC/122B

The Secretary The Bombay Stock Exchange Limited "P.J. Towers" Dalal Street Mumbai-400 001 Scrip Code: 500730	The National Stock Exchange of India Ltd. Exchange Plaza Bandra Kurla Complex, Bandra (East) Mumbai-400 051 Symbol: NOCIL
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Dear Sir,

**Sub: Investor Presentation**

Pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, we enclose herewith Investors Presentation on the Financial Highlights for the quarter and six months ended 30<sup>th</sup> September 2017.

The aforementioned Presentation has been uploaded on the Company's website viz., [www.nocil.com](http://www.nocil.com).

We request you to take the above on your records and acknowledge receipt.

Thanking you,

Yours faithfully,  
**For NOCIL Limited**

**V. K. Gupte**  
**Company Secretary**

Encl: as above



**ARVIND MAFATLAL GROUP**  
The ethics of excellence



ARVIND MAFATLAL GROUP



# NOCIL LIMITED

## Investor Presentation

October 2017





# Safe Harbor



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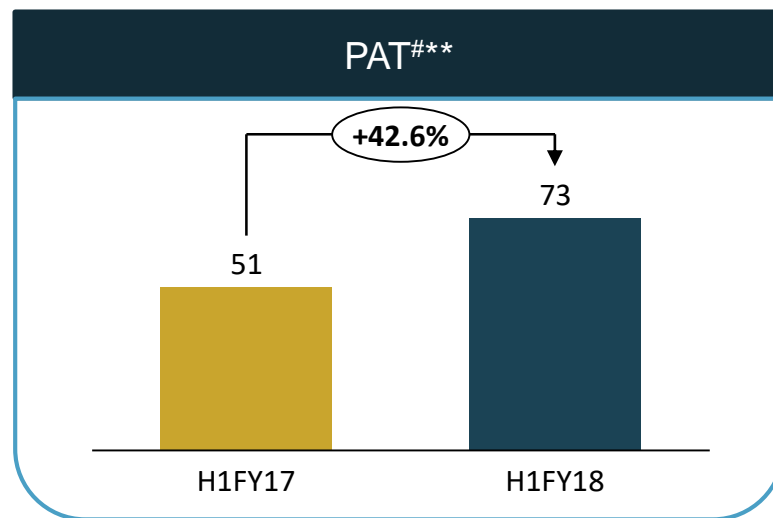
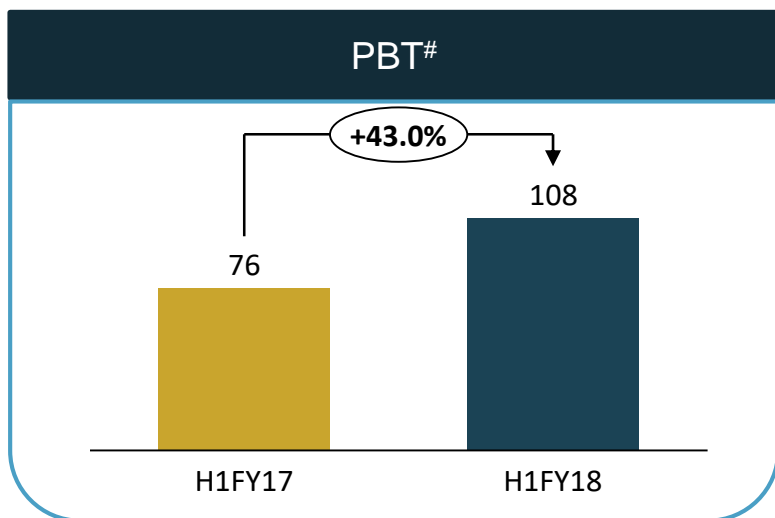
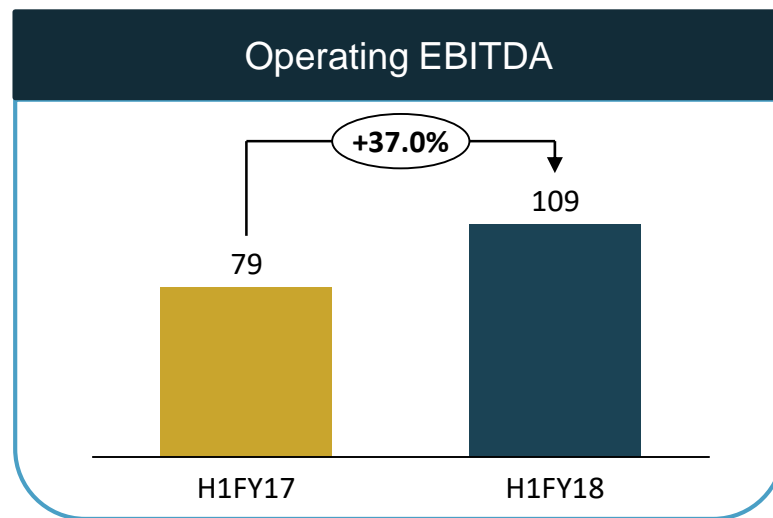
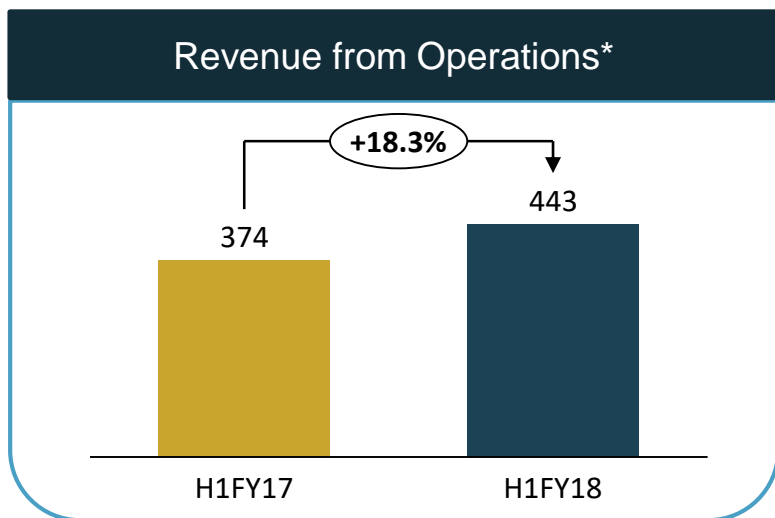
NOCIL LIMITED

# Financial Highlights



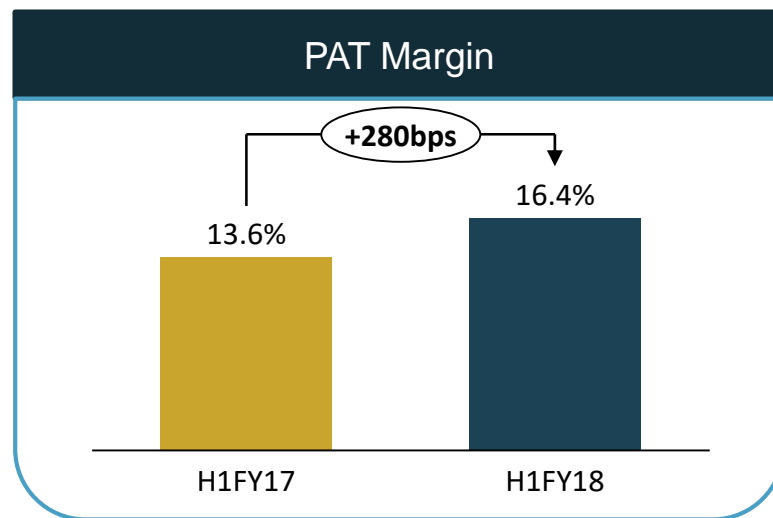
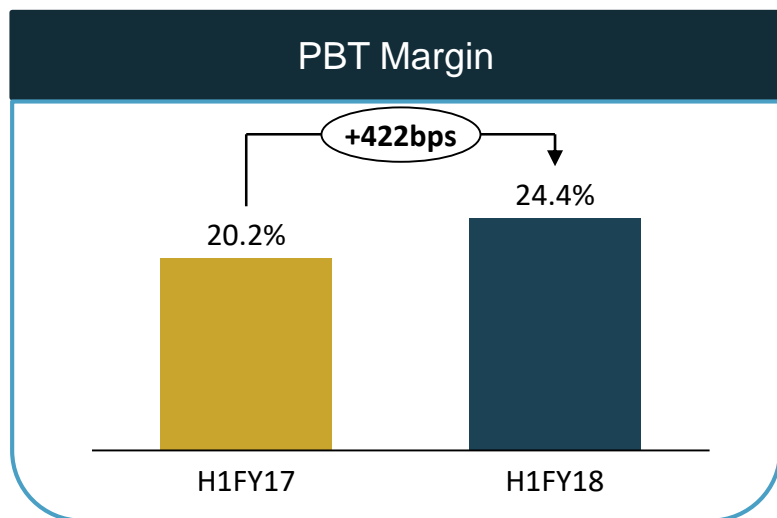
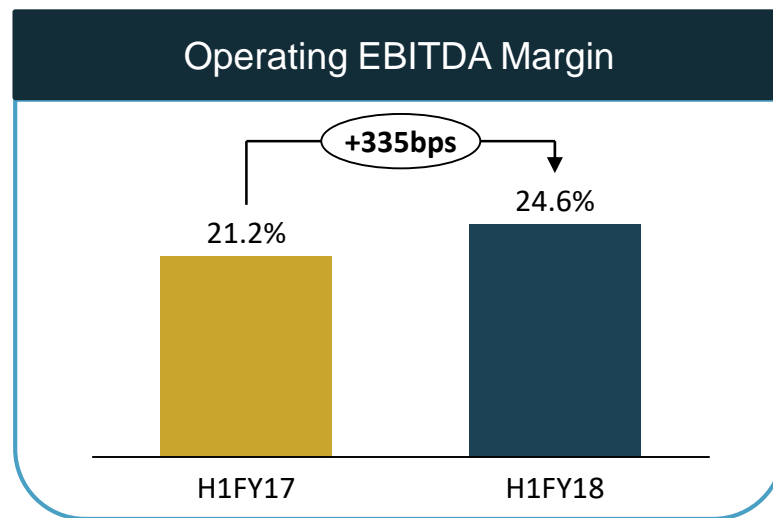
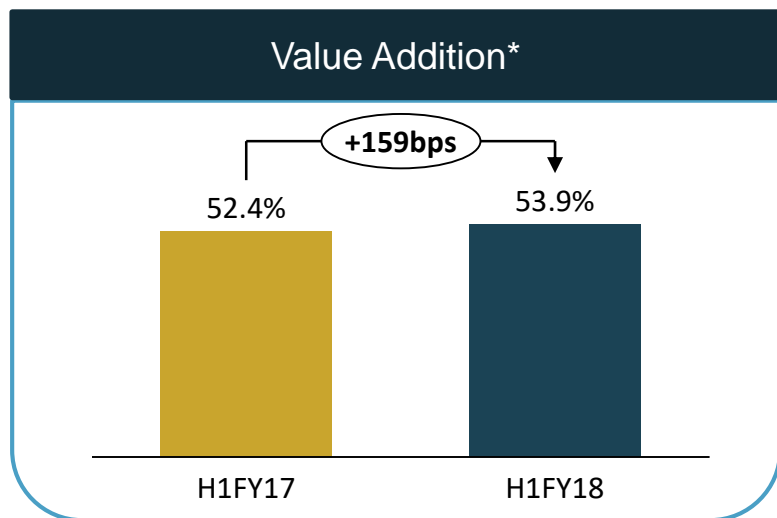


# Financial Highlights – H1 FY18





# Margin Profile – H1 FY18

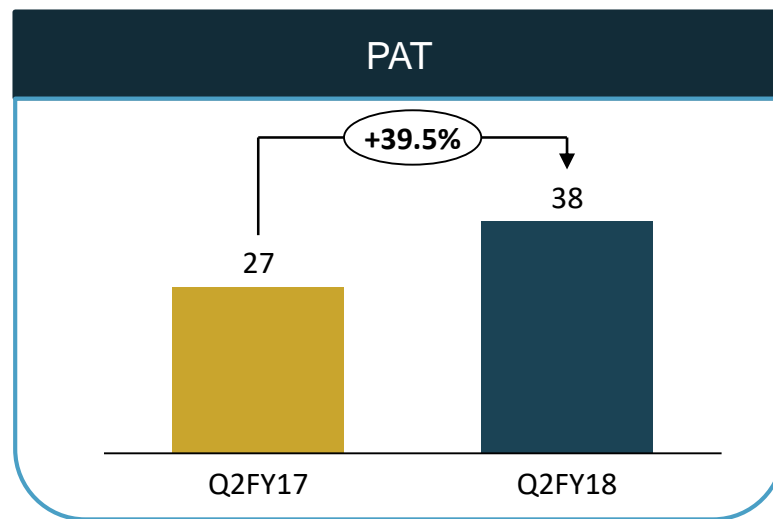
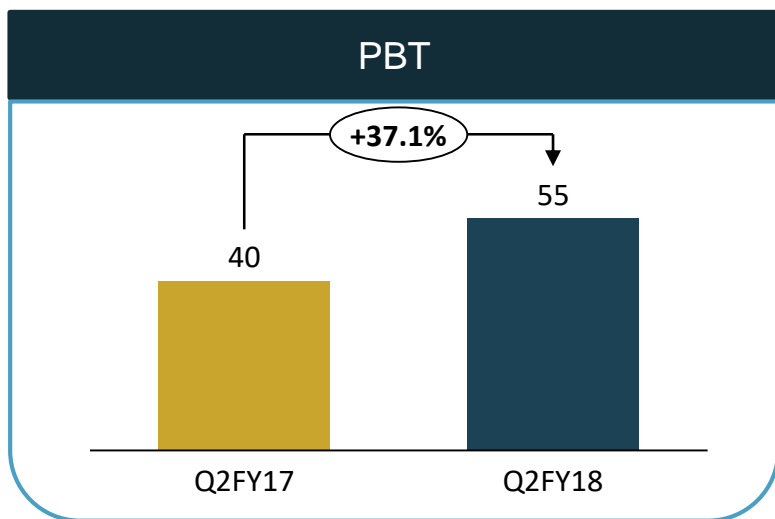
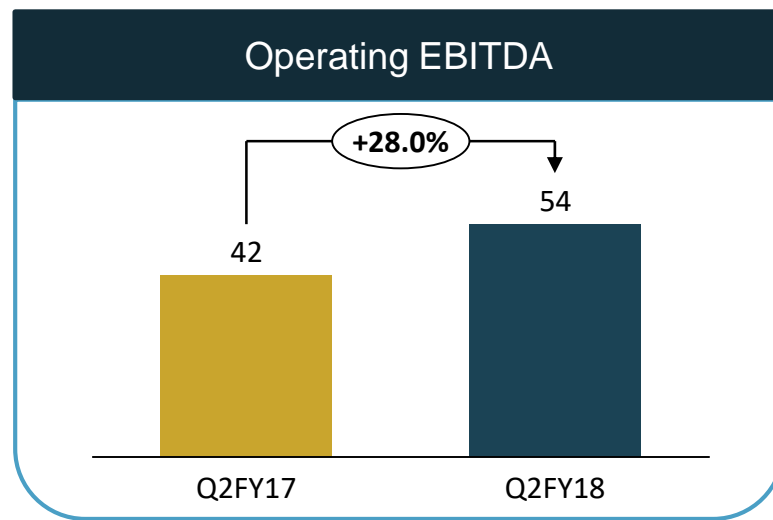
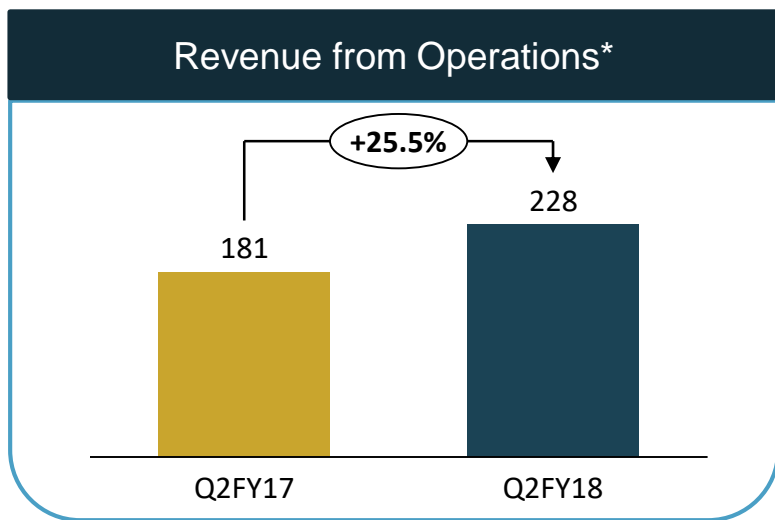


\* Revenue (-) cost of raw materials consumed (-) cost of traded goods (-) change in inventories

Financials are as per Ind AS

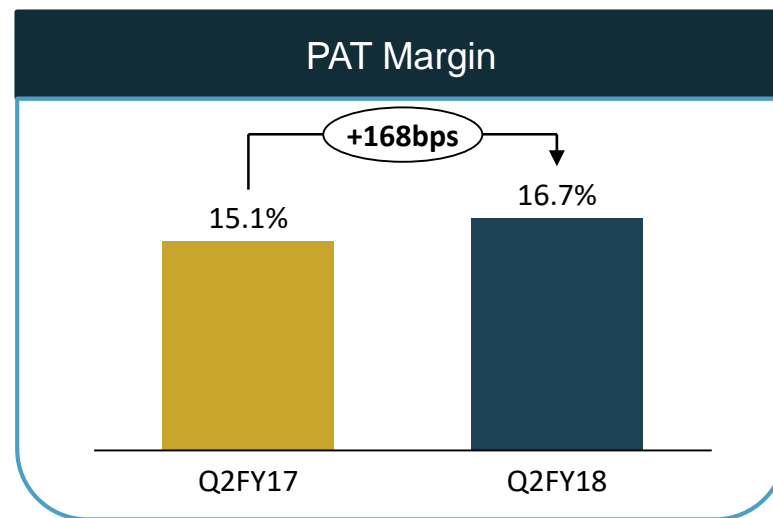
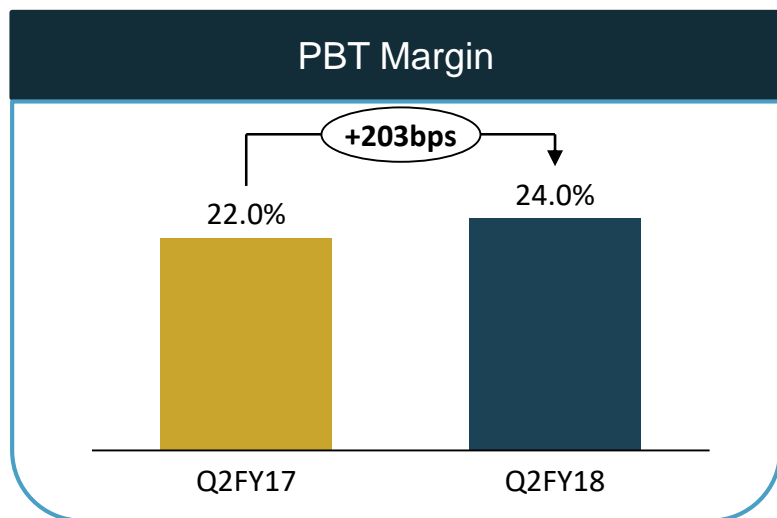
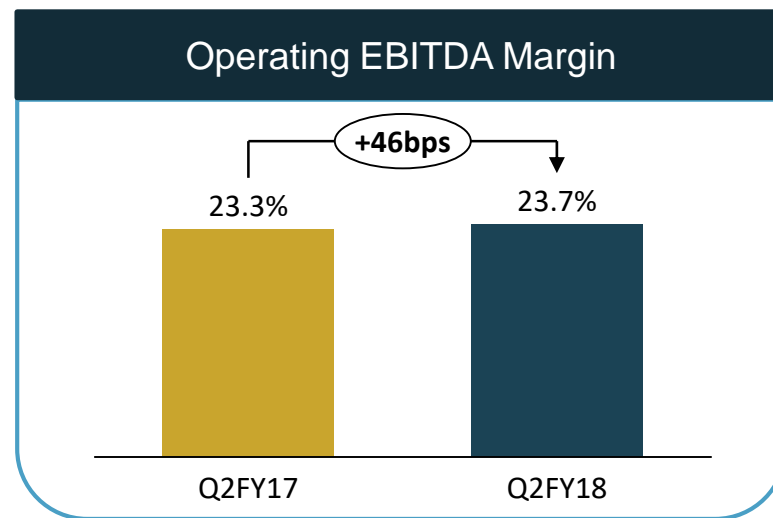
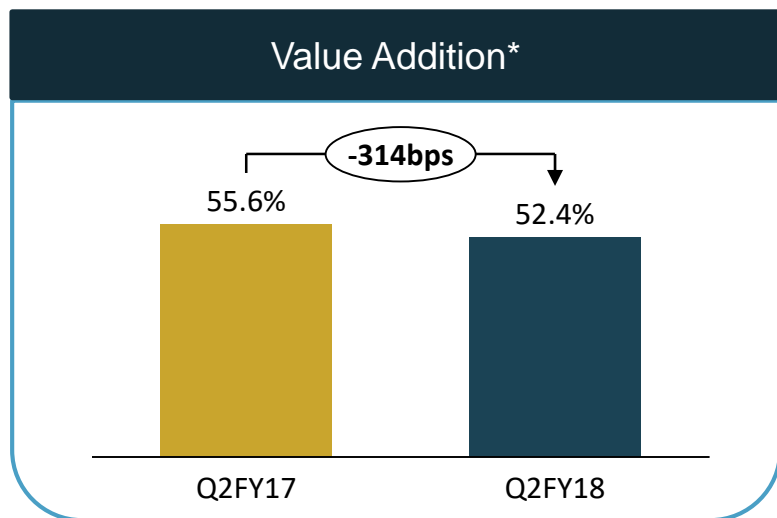


# Financial Highlights – Q2 FY18





# Margin Profile – Q2 FY18



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

Financials are as per Ind AS





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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

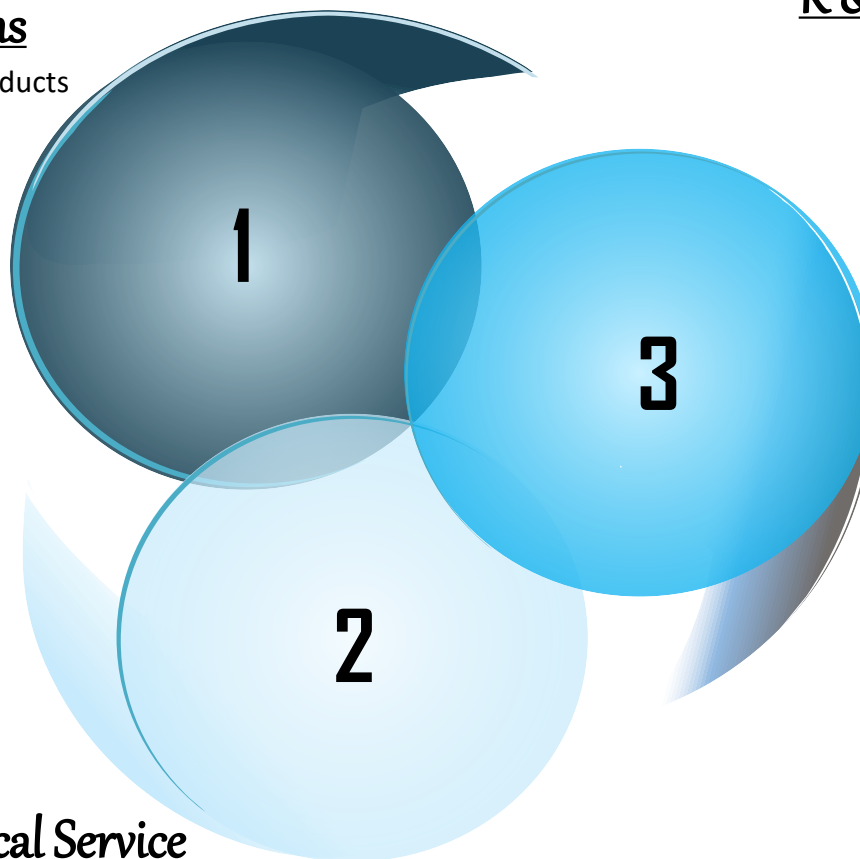
**One Stop Shop with Wide Range to suit Market Requirements**



# 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**



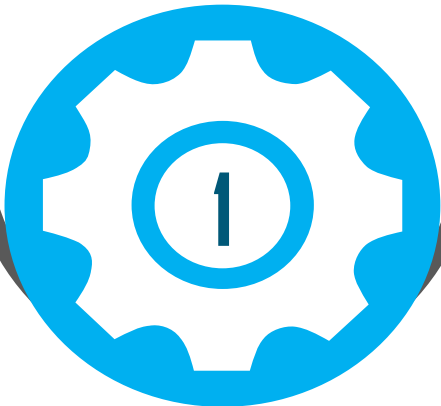


# R&D and Total Quality Management



## 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

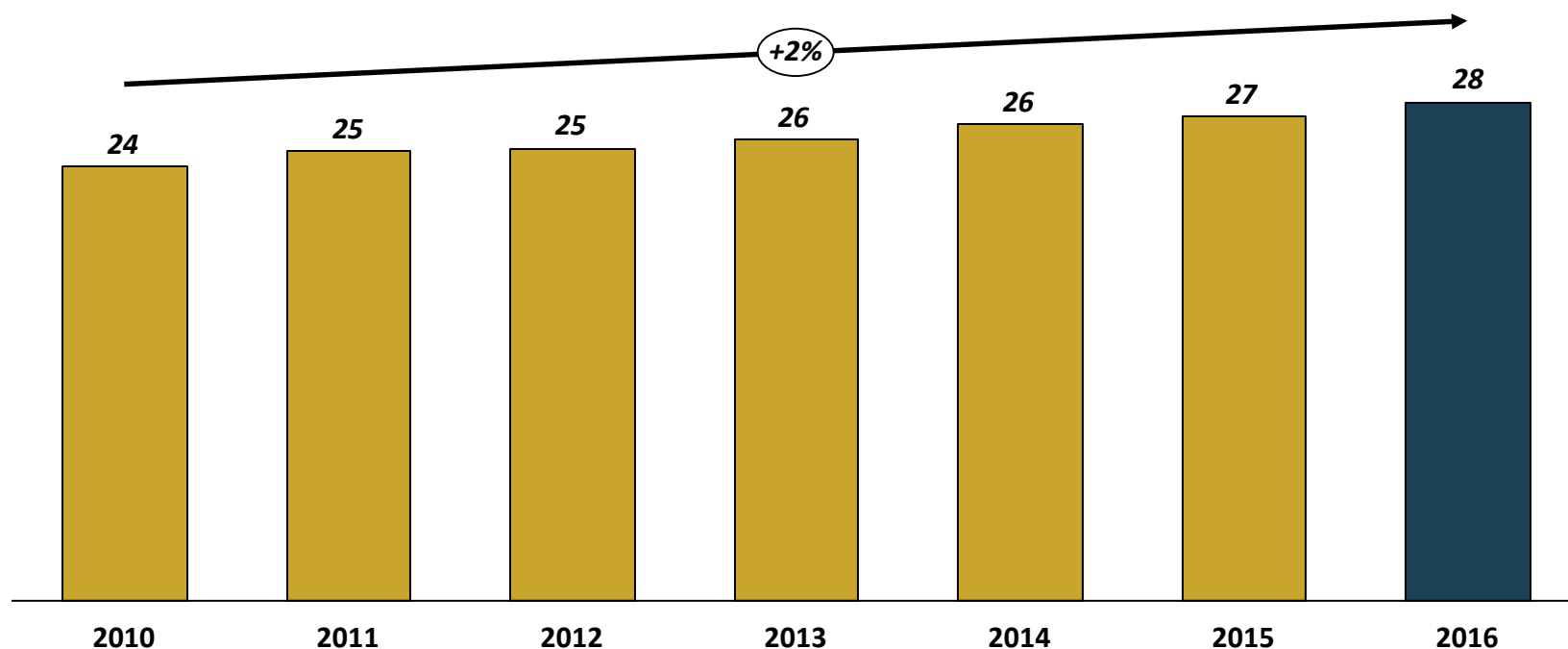






## Global Rubber Consumption (Natural + Synthetic)

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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NOCIL LIMITED

*FUTURE Ready*





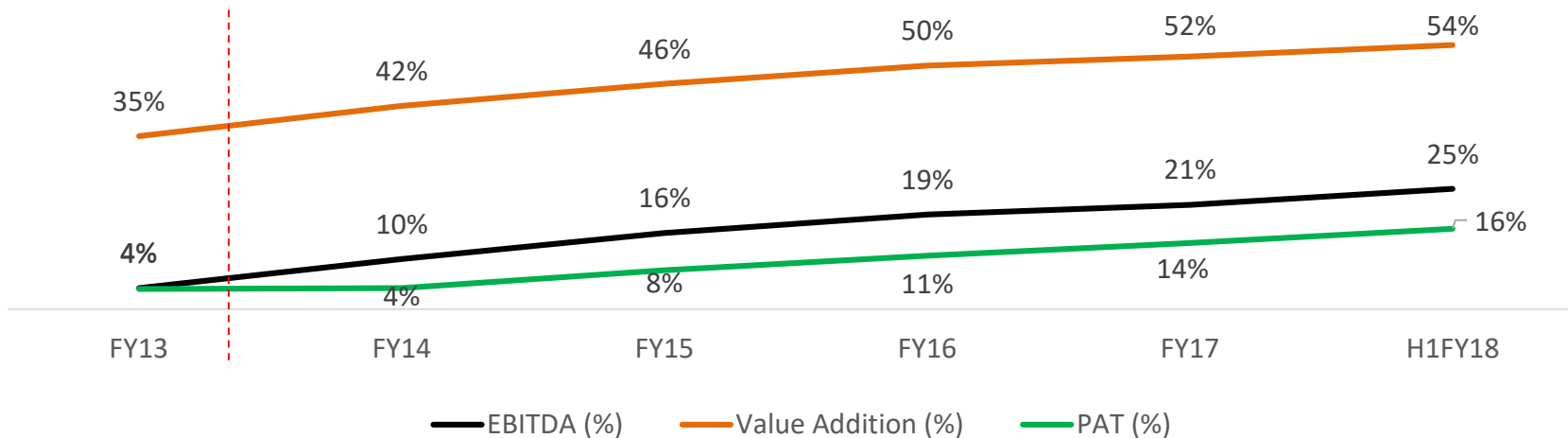
# Dahej Plant – A Game Changer



- ✓ 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





# 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





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# Financials





## Statement of Profit &amp; Loss - Quarterly



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

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 &amp; Loss – Half Yearly



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



## Balance Sheet



Particulars (Rs. In Crores)	30-Sep-17
<b>ASSETS</b>	
<b>Non-current assets</b>	<b>390.2</b>
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
<b>Current assets</b>	<b>574.1</b>
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
<b>TOTAL</b>	<b>964.3</b>

Particulars (Rs. In Crores)	30-Sep-17
<b>EQUITY AND LIABILITIES</b>	
<b>EQUITY</b>	<b>760.6</b>
Equity Share Capital	164.4
Other Equity	596.2
<b>Non-Current Liabilities</b>	<b>66.5</b>
Financial Liabilities	
(i) Borrowings	0.0
Provisions	17.1
Deferred Tax Liabilities (Net)	49.4
Other non-current liabilities	0.0
<b>Current liabilities</b>	<b>137.2</b>
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
<b>TOTAL</b>	<b>964.3</b>



# Consistent Dividend Record



*\*Dividend includes Dividend Tax paid*



*For further information, please contact:*

**Company :**

**NOCIL Ltd.**

CIN: L99999MH1961PLC012003

Mr. P. Srinivasan - CFO

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**Investor Relations Advisors :**

**Strategic Growth Advisors Pvt. Ltd.**

CIN: U74140MH2010PTC204285

Ms. Payal Dave / Ms. Neha Shroff

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