

November 14, 2017

To,  
**BSE Ltd**  
Floor 25, P J Tower  
Dalal Street  
Mumbai - 400001

**National Stock Exchange of India Limited**  
Exchange Plaza, 5<sup>th</sup> Floor,  
Bandra Kurla Complex, Bandra (east)  
Mumbai - 400051

Dear Sir,

**Sub:** Investor Presentation

**Ref:** BSE: Scrip Code: 513121, NSE: SYMBOL: ORICONENT

We are enclosing herewith a copy of **Investor Presentation** under the Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with Part A of Schedule III of the Regulation.

We hope you will find it in order and request you to kindly take the same on your records.

Thanking you,  
Yours faithfully,  
For **Oricon Enterprises Limited**

Sanjay Jain  
Company Secretary





*Investor Presentation – November 2017*

# Safe Harbor

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# At a GLANCE

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## Oricon Enterprises Ltd (OEL)

- Engaged in manufacturing of Pentanes, Liquid Colorants. Owns about 1 acre land at prime location in Worli, Mumbai
- Appointed Mr. Adarsh Somani as Joint Managing Director w.e.f. 1<sup>st</sup> June 2017
- Acquired 70% equity stake in Oriental Containers Ltd w.e.f 27th March 2015 – currently, a wholly owned subsidiary

## Oricon Properties P. Ltd

100% subsidiary

- Signed JDA with Indiabulls group for about 2 acre land at Worli, Mumbai
- Land parcel near Four Seasons Hotel, Worli, Mumbai

## Oriental Containers Ltd

100% subsidiary

- Market leader with experience of over 5 decades in Indian caps and closures Industry
- Well established brands across user industry
- Strong presence across Globe through exports to ~40 countries

## United Shippers Ltd

64.29% subsidiary

- India's Largest Marine logistics company handling Dry Cargo
- Operates at 8 minor ports across 3 states with Fleet size of more than 300 equipments
- OEL currently hold 64.29% stake in United Shippers Ltd
- Ventured into Srilanka in FY17, generated export revenue of Rs 22 cr.

# Expanding in Packaging & Closures

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## New Initiatives

- To manufacture new range of packaging products
- Plant to be set up in the state of Odisha
- Plant to be set up in 2 phases
- Investment expected to the tune of Rs. 1,000mn
- Entire Investment to be made from internal accruals

## Expansion

- Completed Expansion in Oriental Containers Ltd, a wholly owned subsidiary of the company
- Expansion completed in Plastic Closures division
- Expansion to a come at a cost of Rs. 350mn
- Capacity gets enhanced by 1.2bn closures per annum to 8bn closures per annum

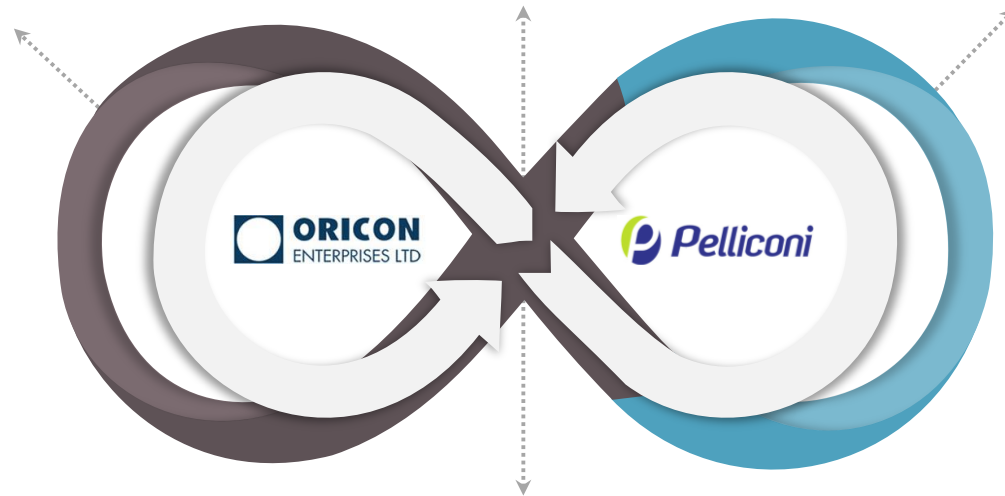
*New Projects to strengthen Oricon's premier position in India*

# Deal with Pelliconi C & SPA: Creating Value

Oricon Enterprises Ltd.'s 100% subsidiary **Oriental Containers Ltd.** proposes to transfer its closure business to its subsidiary company **Oricon Packaging Ltd. (OPL)**

**Oriental Containers Ltd.** will then sell 51% equity shares of Oricon Packaging Ltd to **Pelliconi C & SPA of Italy** at an **Enterprise value of Rs.419.40 crores** subject to necessary adjustments in terms of the Agreement

**On completion of transaction:** **Oricon Packaging Ltd.**, the joint venture company will have **Pelliconi C & SPA** with 51% stake and **Oriental Containers Ltd.** at 49%



With this association, **Oricon Packaging Ltd.** will have access to **new technologies to manufacture Maxi P.** **Maxi P** is the latest closure being used by beverage industry more particularly beer industry

*On divestment, Co. to receive Rs. 160-165 Cr. of Cash post adjustment of Working Capital & Debt*

# ***Oricon Enterprises Ltd (OEL)***

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# Diversified Business

- Engaged in trading and manufacture of Pentane & others

## ➤ Product Portfolio:

- **NORMAL PENTANE**, used as a specialty solvent for extraction of paraffin from kerosene
- **COMMERCIAL PENTANE**, used in manufacture of Expandable Polystyrene (EPS)
- **CYCLO PENTANE ISO PENTANE BLEND**, used as a blowing agent to produce Poly Urethane Foam (Refrigerators & coolers body & doors)

- Manufacturing facilities at Khopoli for Pentanes & Liquid Colorants at Murbad, Maharashtra

- Acquired 70% equity stake in Oriental Container Ltd, from OC Holdings Ltd, Mauritius, w.e.f 27<sup>th</sup> March 2015

- Owns about 1 acre of land in Worli, Mumbai





# ***Oricon Properties Pvt Ltd***

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*100% subsidiary of OEL*

# Monetizing Real Estate in due course

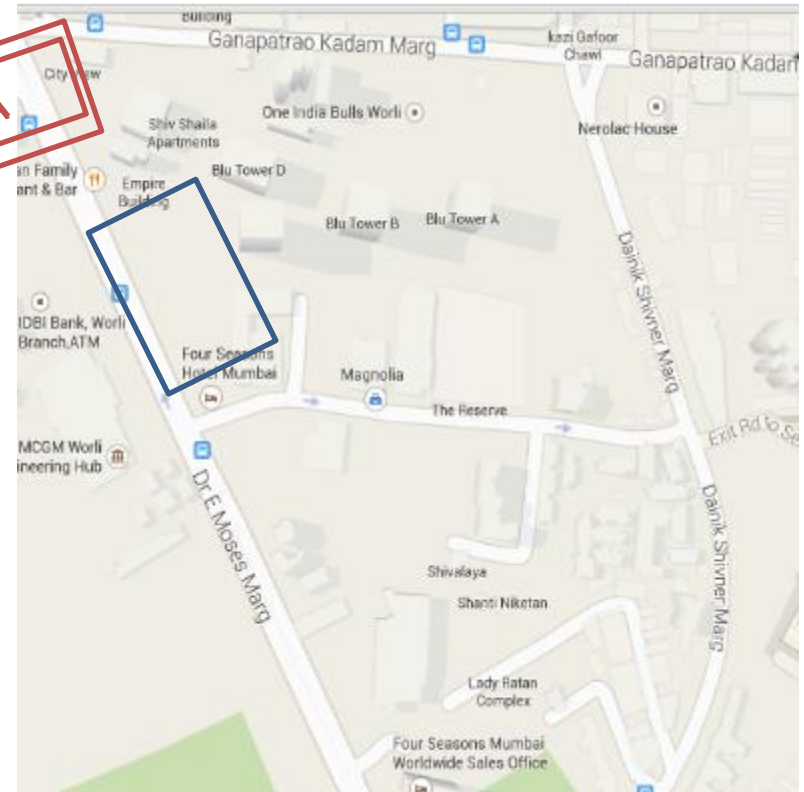
## 2 acres at Worli, Mumbai

- Housed in Oricon Properties Pvt Ltd – 100% subsidiary of OEL
- Plans to re-develop for Residential Purposes
- Received Commencement Certificate (CC) from Municipal Corporation of Greater Mumbai for the redevelopment to launch project

Signed JDA

## 1 acre at Worli, Mumbai

- Housed in Oricon Enterprises Ltd
- Plans to re-develop for Residential & Commercial Purposes



*Adjoining Indiabulls Blu & Near Four Seasons Hotel, Worli, Mumbai*

# Signed JDA with Subsidiary of Indiabulls Real Estate

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- Entered into Joint Development Agreement (JDA) with Indiabulls Infraestate Limited
- Indiabulls Infraestate Limited, a majority owned subsidiary of the Indiabulls Real Estate Limited, is developing marque project “BLU” at Worli, Mumbai
- JDA to develop 7,810 sq.mtrs plot situated at Dr.E.Moses Road, Worli, Mumbai-400018
- JV partner will develop the land to launch premium residential project
- Company entitled to 30% sharing of the topline revenue of the JV project, subject to certain terms
- In addition, company shall receive ~67,000 sq.ft saleable area duly constructed
- Entire cost of the project shall be borne by JV partner
- Our total share of the project (including Oricon Enterprises) expected to be in region of Rs.650-700 Crs
- Project completion expected in 5 years
- Cashflow of Rs.310.50 Crs has been utilised for liabilities/debt reduction and expansions in existing businesses

# ***Oriental Containers Ltd***

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*100% subsidiary of OEL*



# Led by Experienced Management

## Mr. Rajendra Somani – Managing Director

- Promoter of the company, with over 47 years of experience
- Associated with OCL since inception
- Successful track record of setting-up and operating several new businesses under Parijat Group
- Also, Managing Director of Oricon Enterprises Ltd

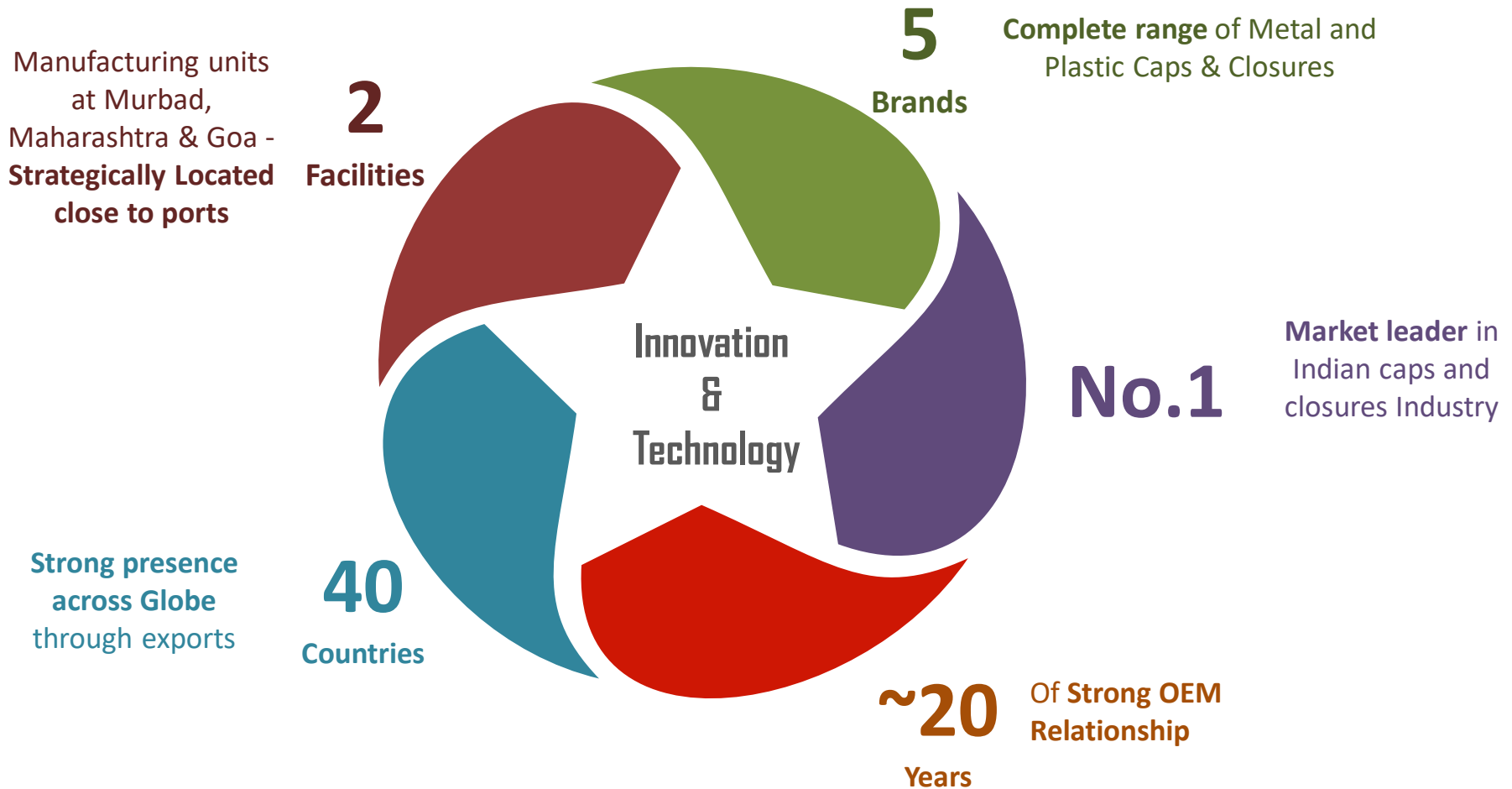
## Mr. B.K. Toshniwal – Executive Director & Company Secretary

- Experience of more than 45 years
- Under his leadership, successfully forayed into several other product lines and scaled up operations
- Instrumental in managing key customer and supplier relationships

## The Core Team ..... Executing the Vision

<b>Mr. Sudeep Singh</b>	<b>Mr. Srikant Malpani</b>	<b>Mr. S.P. Soparkar</b>
<b>Executive Director</b>	<b>Executive Director</b>	<b>Director – Technical</b>
<b>Mr. B.M. Gaggar</b>	<b>Mr. P.K. Talpatra</b>	<b>Mr. V.N. Kamath</b>
<b>CFO</b>	<b>Director – Marketing (Domestic)</b>	<b>Director – Marketing (Exports)</b>

# Competitive Edge



# Long and Sustained Customer Association

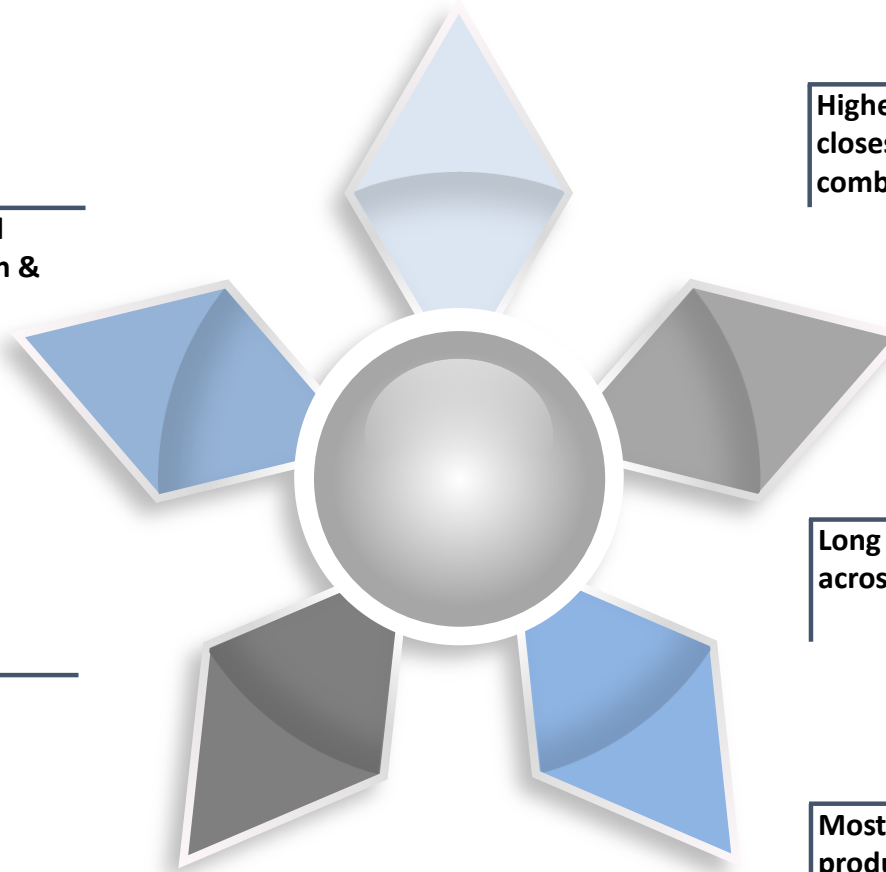
Long Track record of technological adoption, process implementation & product innovation

Higher installed capacity than the closest three domestic competitors combined

Significant presence in Key export markets

Long standing customer relationships across the entire product range

Most comprehensive range of products in the Indian caps & closures market



# Complete Range of Caps & Closures

## Plastic Closures - "High Growth Business"



- Type: Plastic Closure - CSD
- Brand: **Bevseal - CSD**
- End - User Industry : **Carbonated Soft Drink (CSD)**



- Type: Plastic Closure for Water Application
- Brand: **Bevseal - Alaska**
- End - User Industry: **Bottled Water**



- Type: Plastic Closure – wf/hf
- Brand: **Bevseal – wf/hf**
- End - User Industry: **Fruit Juice**

## Metal Closures – "Stable Business"



- Type: Crown Caps
- Brand : **Hycrown**
- End - User Industry: **CSD, Fruit Juices, Beer, Ketchup**



- Type: Twist-off Caps
- Brand : **Swageseal**
- End - User Industry: **Jam, Pickle, Condiment**



- Type: Roll on Pilfer Proof (ROPP) Caps
- Brand : **Topseal, Gloseal, Neonseal**
- End - User Industry: **Spirits, FMCG, Pharmaceuticals, Cosmetics**



- Type: Aluminum Collapsible Tubes
- Brand : **Hytubes**
- End - User Industry: **Pharmaceutical, Cosmetics**



# Forefront of Technology & Innovation

- OCL pioneered the implementation of new global technology in caps and closures in India
- Developed and introduced four new plastic closures in the past three years
- Developed and introduced new crowns to economize cost

## Technology

- SACMI, Italy for Crowns and ROPP caps
- Haun Chaun, Taiwan for Plastic closures
- Siligan White Cap – USA for Twistoff caps
- D.S. Chemie, Germany for coatings and lining materials

## 1<sup>st</sup> To Introduce

- Double ring dry blend crowns in India
- Plastic closures for CSD in India through compression moulded technology
- Top Chamfered ROPP caps
- PVC free liner in both regular, promotional crowns and also in closures

## Awards & Accolades

- Won 8 times the national award “India Star Award”
- World Star Award in 1994 from The World Packaging Organisation
- Asia Star Award in 1997 from The Asia Packaging Federation
- Recently recognized with best supplier award by Coca-Cola in crowns category

# Strong Customer Profile

## Diversified

- Comprises of blue chip global companies in food & beverage (F&B), alcoholic beverages, fast moving consumer goods (FMCG) and pharmaceutical industries
- Key customers command leadership position in their respective industries
  - Coca -Cola – Leader in CSD industry
  - UB – Leader in Alcoholic Beverage Industry
  - Unilever – Leader in FMCG Industry

## Deep-Rooted Customer Relationship

- Established Strategic long-term partnerships with customers
- Average customer relationship with the top five customers is ~20 years

## Diverse & Fast growing User Industries

- Diversified customer base comprising of over 100 domestic and 40 export customers



**Accredited as "Approved Vendors" for Leading Global F&B Players**

# Awards & Recognitions

## Select Client Testimonials

*“We are the single largest importer of crown caps and plastic closures for juice and carbonated beverages in Bangladesh. Our association with OCL began in 1994 and has continued since. OCL is highly professional in its approach, committed to product quality and focused on customer needs.”*

Deputy Managing Director,  
Bangladesh’s largest Food processing  
Company

*“In the 10 years we have been customers of OCL, they have time and again demonstrated that “the customer comes first” is a core value of the company and not simply a tagline. Their focus on product innovation and quality to meet our unique need for “anti-counterfeiting” solutions is much appreciated. They are, and will remain, our sole supplier for caps and closures despite a company-wide policy to have two suppliers for every category”*

Group Managing Director,  
Largest Distilleries in Nigeria

Source: Company

## Highlights

OCL has received various awards and recognitions for its contribution to the packaging industry and excellence standards. Select awards & Recognitions include:

- ❖ Indian Star award for packaging excellence for a record nine times;
- ❖ World Star award from the World Packaging Organization in 1994 & 2015;
- ❖ Asian Star award from Asian Packaging Federation in 1997 & 2015;
- ❖ Winner of Coca Cola’s Gold Award for crowns (2014) and Silver award for plastic closures (2012);
- ❖ Recognized as Coca Cola’s best supplier for crowns consecutively for the past 4 years.

### Indian Awards



### International Awards



### Customer Recognition



# Strategic Location of Manufacturing

## Plastic Closure Facility

- Established in 1998, at Goa
- Situated in close proximity to Murmugao Port, ~20km away
- Dedicated to manufacturing of plastic closures
- Equipped with in-house printing facilities

Plastic Closures	Annual Capacity
Plastic – CSD Caps	4,500 mn caps
Plastic– wf/hf Caps	1,250 mn caps
Plastic – Water	2,250 mn caps

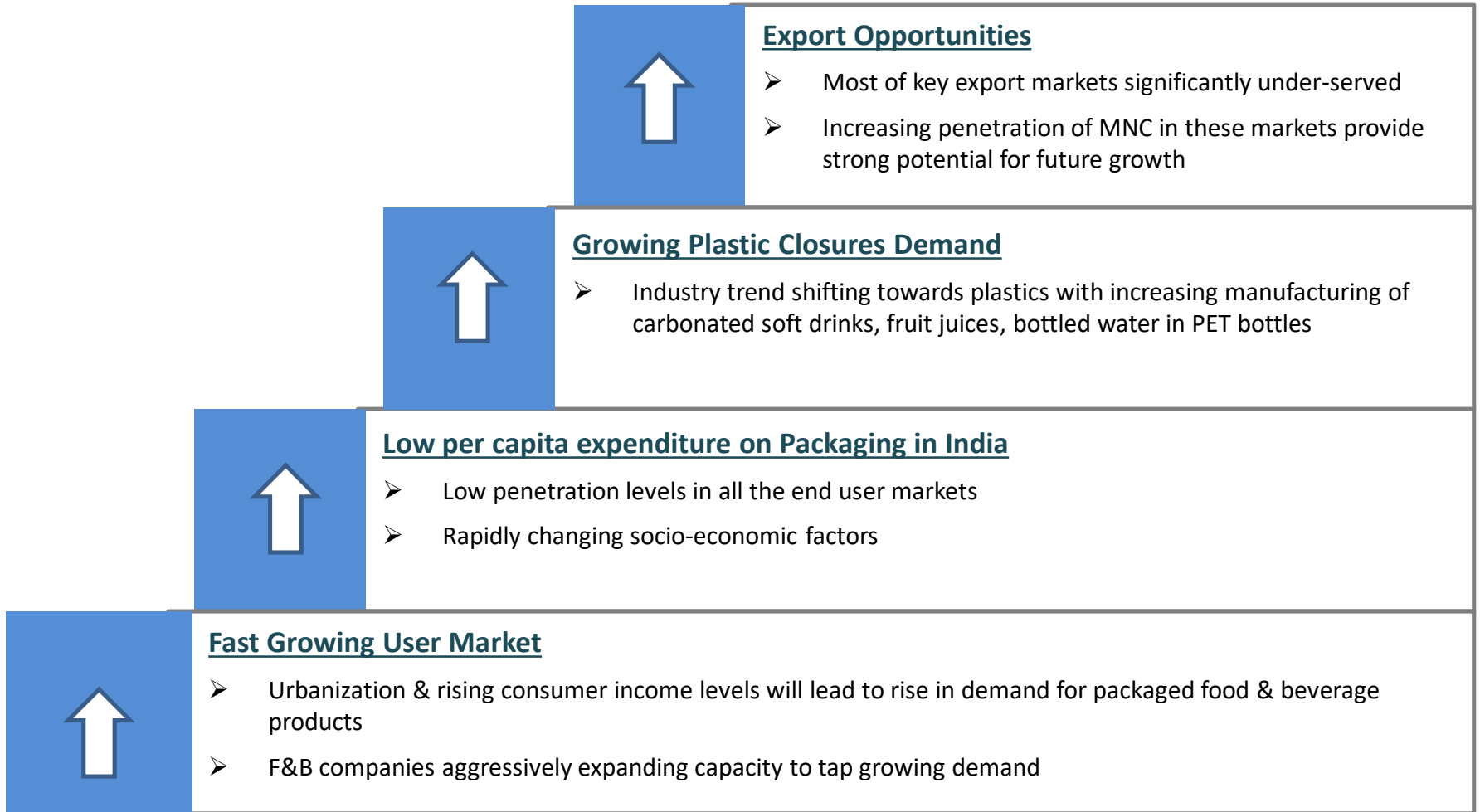
## Metal Closure Facility

- Established in 1982, at Murbad - Maharashtra
- Situated in close proximity to Mumbai Port, ~40km away
- Dedicated to manufacturing of metal closures
- Equipped with In-house tool room & in-house printing facilities

Metal Closures	Annual Capacity
Crown Caps	9,216 mn caps
RoPP Caps	1,800 mn caps
Twist off Caps	140 mn caps
Aluminium Tubes	120 mn tubes

**Strategically located in South & West of India – Two Largest Beverage consuming regions**

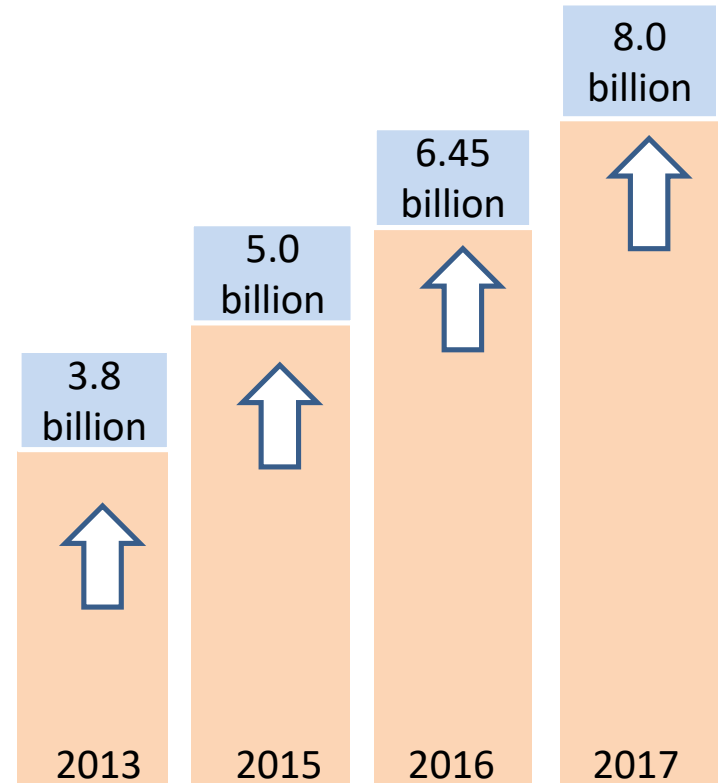
# Growth Opportunities



# Capitalizing on Growth Opportunities

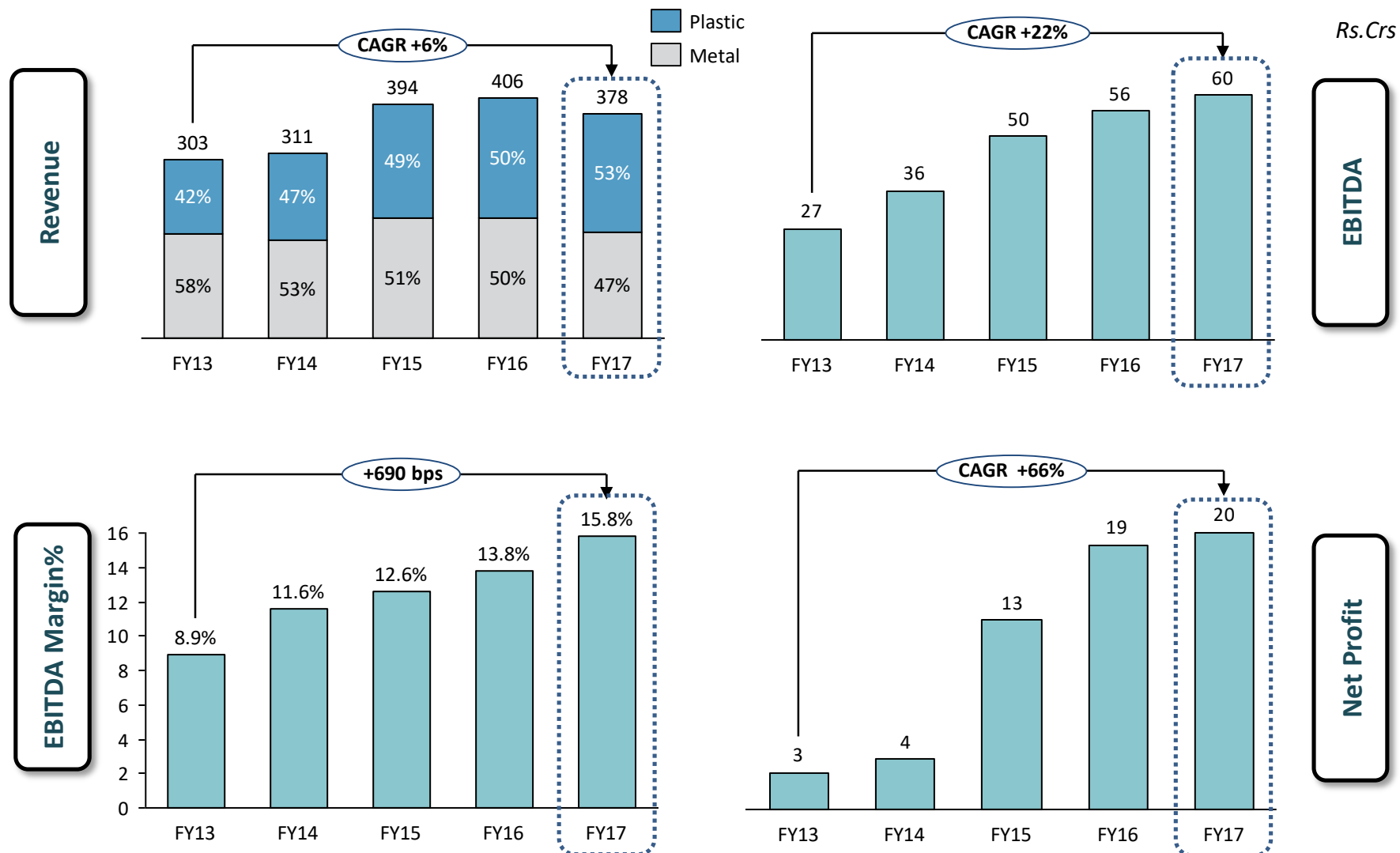
- Global containers & Packaging market valued at USD 740 bn, estimated to grow at 3.5% CAGR over 2015-2022
- Indian CSD Industry valued at USD 2.4 bn, estimated to grow at 8% CAGR over 2013 - 2018
- Indian Alcoholic Beverages market, estimated to grow at 7.4% CAGR over 2016-2026
- Indian Package Bottled Water Market, estimated to grow at 15% CAGR over 2016-2022
- Key Customers investing in India to capture bigger share of growing market
  - Expanding capacity
  - Increasing marketing expenses for deeper penetration

## Plastic Closure Production Capacity (#)



***Investing in Capacity Expansion to Capitalize on Growth Opportunities***

# Financial Indicators



# ***United Shippers Ltd***

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*64.29% subsidiary of OEL*





# Led by Professional Management

## Mr. Sevantilal Jivanlal Parekh – Chairman & Managing Director

- Promoter of the company
- With over 50 years of experience across industries including shipping, construction, manufacturing, investment and finance

## Mrs. Sujata Parekh Kumar – Joint Managing Director

- Promoter of the company
- With over 34 years of experience across industries including shipping, investment, insurance and finance

## The Core Team ..... Executing the Vision

**Capt. Dinyar Karai**

**Director & CEO**

**Mr. Paras Dakalia**

**Director - Finance**

**Capt. Prabhat Pandey**

**Chief G.M. - Operations**

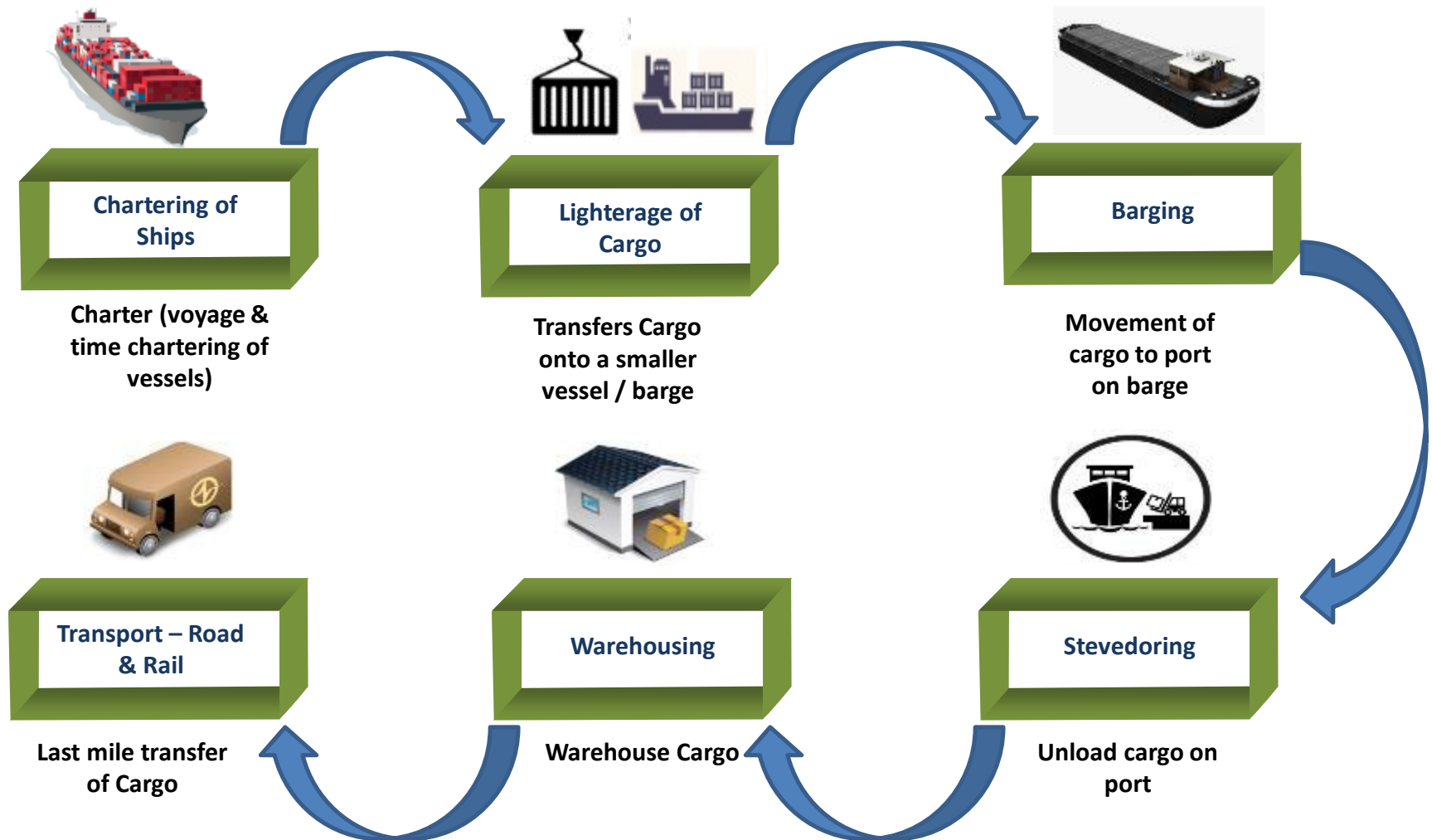
**Mr. Ravi Kothari**

**Senior GM – Operations  
(Gujarat)**

**Mr. Manish Holani**

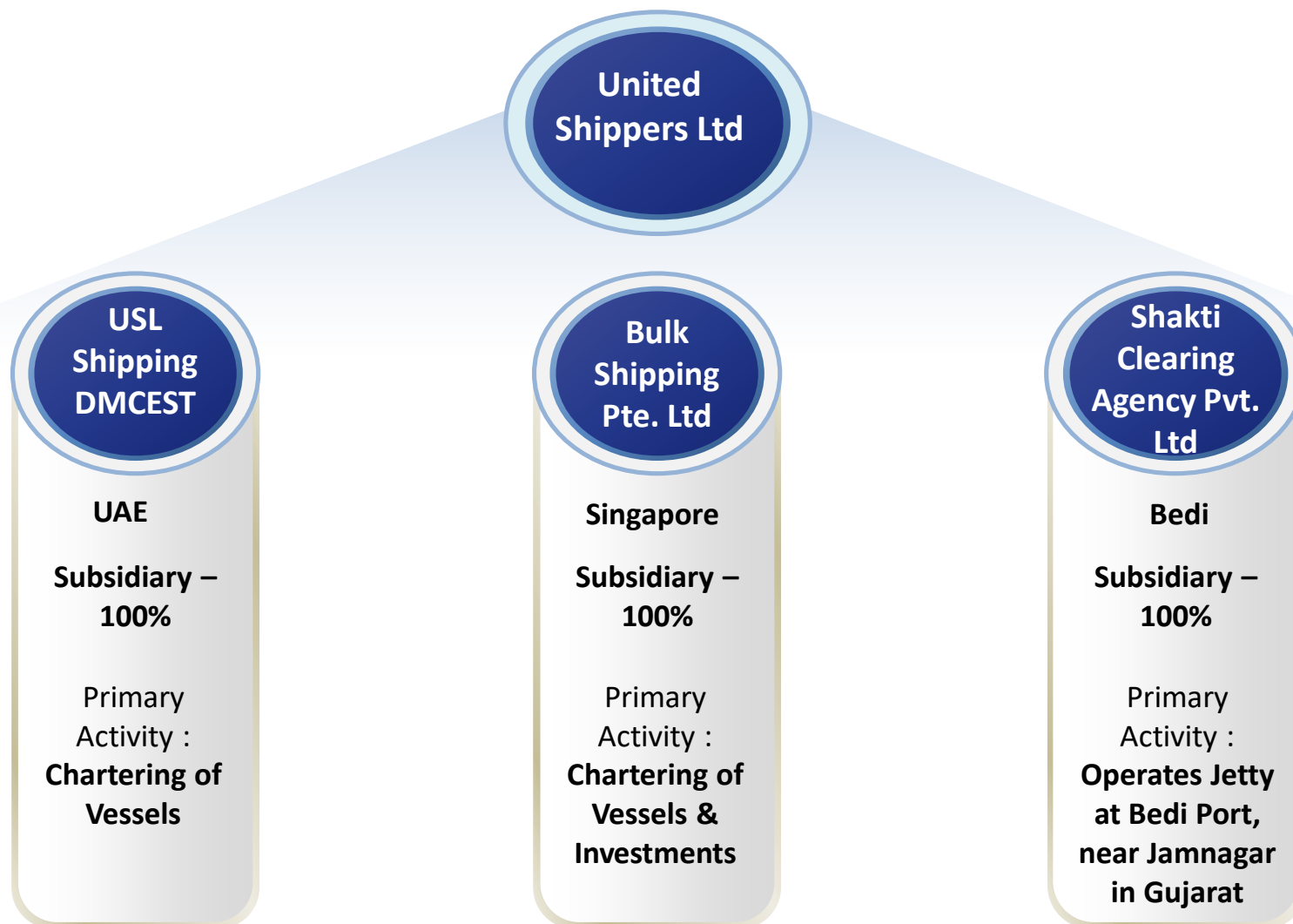
**Sr. Vice President -  
Commercial**

# Integrated Marine Logistics Services



*Provide "End-to-End" Marine Logistics Services*

# Corporate Structure



## Subsidiary : *USL Shipping DMCEST*

- Set-up in 2004, as 100% Subsidiary of United Shippers Ltd
- Based and registered in Dubai Maritime City, Dubai
- Bulk Shipping Pte. Ltd – 100% subsidiary of USL DMCEST, registered in Singapore

- Engaged in chartering vessels for various clients, handling full chartering operations ranging from vessel fixing to operating on a time charter and voyage charter basis

- Specializes in commodities like iron ore, Cement clinker, Aggregates, Jumbo bags, Bauxite, Laterite, Coal, Gypsum, Petcoke, Met coke and any other dry bulk cargo.

- Volumes handled - 9.81 Lakh Metric Ton in FY17
- Revenue of Rs. 91 Crs in FY17, contributing 7.5% of Consolidated Sales



## Subsidiary : *Shakti Clearing Agency Pvt Ltd*



- Acquired 100% equity stake in Shakti Clearing Agency Pvt Ltd
- Subsidiary of USL wef 28<sup>th</sup> March 2014

- Shakti Clearing Agency has exclusive license to operate 90 meters jetty and back-up area at Bedi Port, Gujarat
- Handles dry bulk cargo

- USL has been present at this port & paid jetty usage charges
- Revenue of Rs. 5.08 Crs in FY17 (Rs. 5.62 Crs in FY16)

# Servicing clients with Presence in 3 states

## Presence across Ports in Gujarat

- Navlakhi
- Bedi
- Sikka
- Sanghipuram
- Singach
- Magdalla
- Bhavnagar

## Presence across Ports in Maharashtra

- Dahanu

## Presence across Ports in Tamil Nadu

- Tuticorin



RELIANCE



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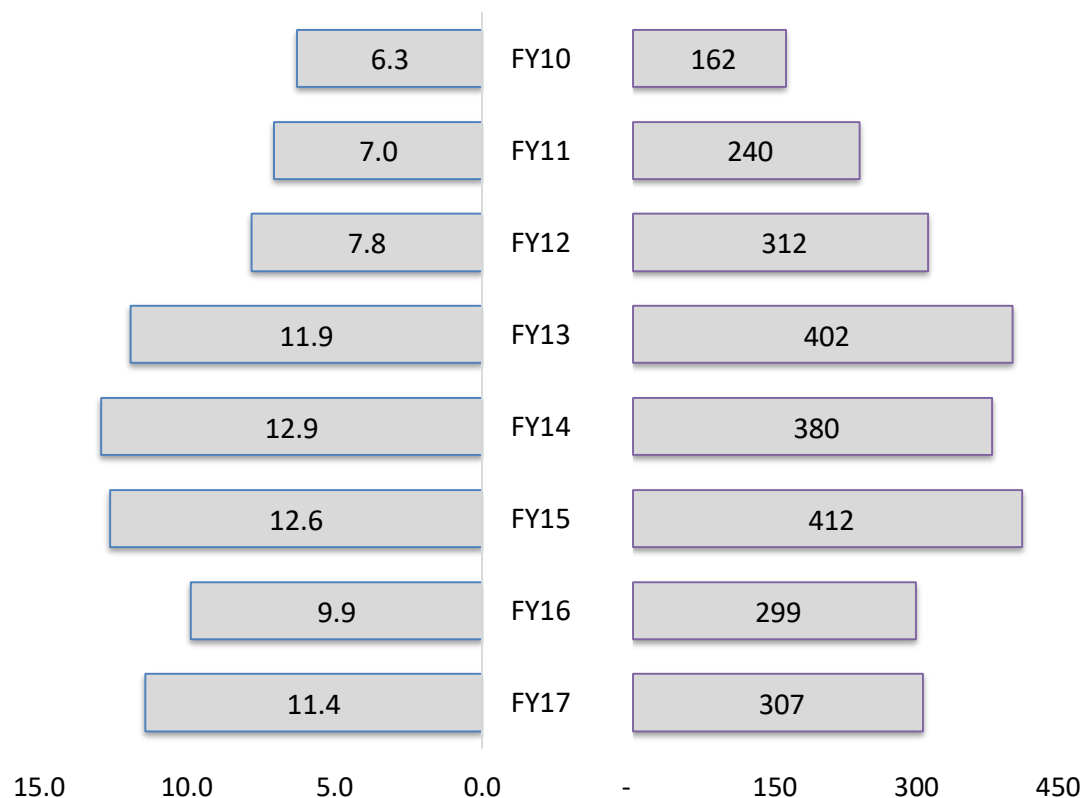
# Volume growth supported by strong fleet

## Equipment Fleet Size (#)

Equipment	As on March 31, 2017
Self Propelled Barges	34
Excavators	52
Payloaders	50
Dumpers	123
Motor Tug	1

## Volume Handled (Million MT)

## Revenue (Rs.Crs)#



# Investments in Private Jetty

## Owns Private Jetty at Navlakhi Port, Gujarat

- Became operational in April 2000 with an investment of ~Rs. 5.1 Crs
- Initially, USL had sole right to use jetty for 10 years, which then got extended for 5 years by Gujarat Maritime Board in 2010 and further extended for 5 years from 23/02/2015.
- USL capable of handling cargo at Navlakhi jetty, at discharge rate of 10,000 – 16,000 Tons per weather working day throughout the year
- Due to polluting nature of coal, coal handling is restricted at many ports. This makes Navlakhi, an ideal port for import of coal for power and cement plants located in Gujarat & North India

## License to Operate Jetty at Bedi Port, Gujarat

- Shakti Clearing Agencies Pvt Ltd is licensed to operate jetty at Bedi Port, in Gujarat
- USL acquired Shakti Clearing Agencies Pvt Ltd in March 2014



# Growth Opportunities



## Minor Ports growing faster than major ports

- Gaining volume share and a major chunk of traffic shifting from major ports to non-major ports
- Minor ports contributing ~44% of total traffic in FY15



## Infrastructure development driving demand for core commodities

- Special Economic Zones are being developed in close proximity to several ports
- Increase in demand for iron and steel and coal and other core commodities



## Increasing trade activities

- India's 200 non-major ports are strategically located on the world's shipping routes
- By FY17, cargo capacity in India is expected to increase to 2,493.1 MMT from 1,245.3 MMT in FY12

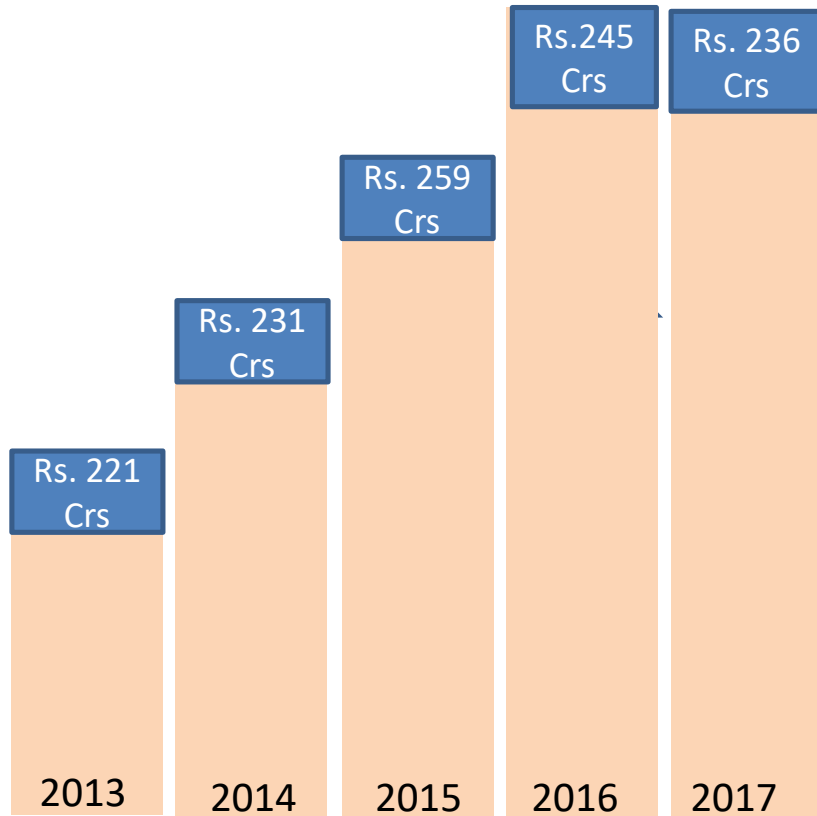


## Government Focus on Port Development

- Government initiated National Maritime Development Programme and National Maritime Agenda to develop the maritime sector
- Expanding port development and distribution facilities in India

# Capitalizing on Growth Opportunities

## Gross Fixed Assets# (Rs. Crs)



- Investing in Equipment fleet
- Strengthen Execution Capabilities to offer:
  - End-to-end logistics Solutions
  - Discharge Guarantees
  - Improved Product handling
  - Guaranteed Delivery with “No pilferages”

***Capitalize on Growth Opportunities with  
Strong Execution Capabilities & more than 6 decades of Experience***

# ***Financial Highlights***

## ***Oricon Enterprises Ltd***

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# Profit & Loss

Rs. Crs.	H1 FY18#	H1 FY17#	Growth	FY17*	FY16*	Growth
<b>Total Income</b>	<b>42</b>	<b>31</b>	<b>36%</b>	<b>1,217</b>	<b>1,194</b>	<b>2%</b>
Consumption of RM	10	11		204	226	
Purchase of Traded Goods	11	9		320	271	
Increase/Decrease in stock trade	0	0		-3	15	
Excise Duty	1	2		0	0	
Employee Benefit Expenses	2	2		74	72	
Charter Freight Charges	0	0		47	83	
Stores & Spares	0	0		35	41	
Other Expenses	4	5		395	360	
<b>EBITDA</b>	<b>14</b>	<b>3</b>	<b>438%</b>	<b>145</b>	<b>126</b>	<b>15%</b>
<b>Margin</b>	<b>34%</b>	<b>9%</b>		<b>12%</b>	<b>11%</b>	
Interest	3	5		19	28	
Depreciation	0	0		65	56	
PBT before Exceptional Item	11	-2		61	42	
Exceptional Item	0	6		6	7	
<b>PBT</b>	<b>11</b>	<b>4</b>	<b>176%</b>	<b>67</b>	<b>50</b>	<b>36%</b>
Tax	0	1		23	17	
<b>PAT</b>	<b>11</b>	<b>3</b>	<b>275%</b>	<b>45</b>	<b>33</b>	<b>36%</b>
Minority Interest	0	0		8	14	
<b>PAT (after MI)</b>	<b>11</b>	<b>3</b>	<b>275%</b>	<b>35</b>	<b>19</b>	<b>89%</b>
<b>Margin</b>	<b>26%</b>	<b>9%</b>		<b>3%</b>	<b>2%</b>	
Loss from Discontinued Operations	0	1		0	0	
<b>PAT (after Loss from Discontinued operations)</b>	<b>11</b>	<b>2</b>	<b>564%</b>	<b>35</b>	<b>19</b>	<b>89</b>
<b>Margin</b>	<b>26%</b>	<b>5%</b>		<b>3%</b>	<b>2%</b>	

# Standalone Financials based on IND-AS

\* Consolidated Financials

# Standalone Balance Sheet – As per IndAS

Rs. Crs.	Sep-17
<b>NON-CURRENT ASSETS</b>	<b>556</b>
Property, plant & equipment	5
Capital work-in-progress	1
Investment Property	1
Financial Assets	
Investments	499
Loans & Advances	36
Deferred tax assets (Net)	1
Income tax assets (Net)	9
Other Non - current assets	4
<b>CURRENT ASSETS</b>	<b>44</b>
Inventories	2
Financial Assets	
Trade receivables	12
Cash & Cash Equivalents	0
Bank balances other than cash & cash equivalent	10
Loans	13
Other Financial Assets	4
Other Current assets	2
<b>TOTAL ASSETS</b>	<b>600</b>

Rs. Crs.	Sep-17
<b>EQUITY</b>	<b>495</b>
Equity Share capital	31
Other equity	464
<b>NON-CURRENT LIABILITIES</b>	<b>72</b>
Financial Liabilities	
Borrowings	65
Other financial liabilities	5
Provisions	1
Other Non-Current Liabilities	1
<b>CURRENT LIABILITIES</b>	<b>33</b>
Financial Liabilities	
Borrowings	6
Trade Payables	4
Other Financial Liabilities	20
Current tax liabilities (Net)	2
Provisions	0
Other current liabilities	1
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>600</b>

# Consolidated Balance Sheet – As per I-GAAP

Rs. Crs.	Mar-17	Mar-16
<b>Shareholder's Fund</b>	<b>683</b>	<b>644</b>
Share capital	31	31
Reserves & Surplus	652	612
<b>Minority Interest</b>	<b>153</b>	<b>180</b>
<b>Non-current liabilities</b>	<b>476</b>	<b>236</b>
Long term borrowings	410	183
Other non-current liabilities	66	53
<b>Current liabilities</b>	<b>421</b>	<b>474</b>
Short term borrowings	236	193
Trade Payables	88	85
Other current liabilities	97	196
<b>Total Liabilities</b>	<b>1,733</b>	<b>1,533</b>

Rs. Crs.	Mar-17	Mar-16
<b>Non-current assets</b>	<b>931</b>	<b>1,115</b>
Fixed assets	622	892
Long-term loans and advances	84	70
Other non-current assets	226	152
<b>Current assets</b>	<b>802</b>	<b>418</b>
Current Investments	118	63
Inventories	396	108
Trade receivables	214	183
Cash & Cash equivalents	28	19
Other current assets	46	45
<b>Total Assets</b>	<b>1,733</b>	<b>1,533</b>

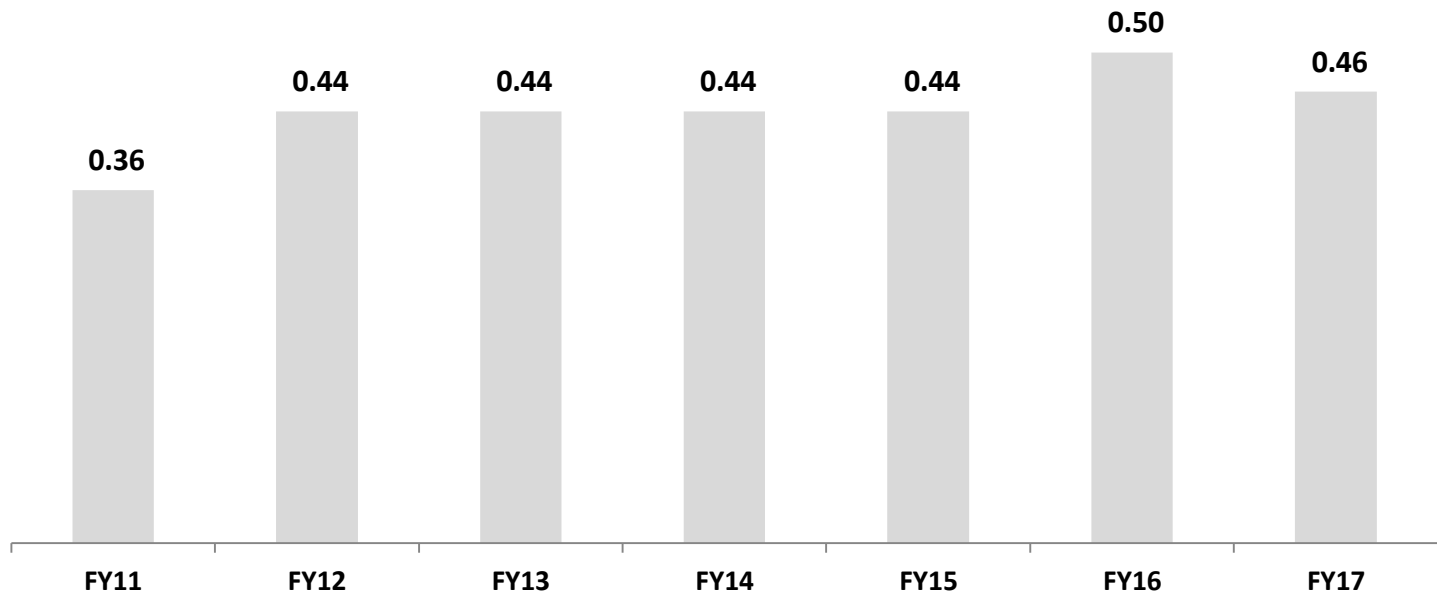
# Segment Highlights

Rs. Crs	FY17	FY16	FY17	FY16	FY17	FY16
	Revenue		EBIT		EBIT %	
<b>Packaging</b>	368	406	29	30	8	7
<b>Logistics</b>	387	393	17	18	4	5
<b>Automobiles</b>	377	308	4	-3	1	-
<b>Others</b>	36	58	-2	3	-	-

# Dividend Track Record

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Dividend per Equity Share (Rs.)



*Total Dividend of Rs.0.46 per share of Rs. 2 each*



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For further information, please contact:

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**Company :**

Oricon Enterprises Ltd.  
L28100MH1968PLC014156  
Mr. B M Gaggar  
[bmg@ocl-india.com](mailto:bmg@ocl-india.com)

[www.oriconenterprises.com](http://www.oriconenterprises.com)

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**Investor Relations Advisors :**

Strategic Growth Advisors Pvt. Ltd.  
U74140MH2010PTC204285  
Mr. Shogun Jain / Mr. Pratik R. Shah  
[shogun.jain@sgapl.net](mailto:shogun.jain@sgapl.net) / [pratik.shah@sgapl.net](mailto:pratik.shah@sgapl.net)  
07738377756 / 09769260769

[www.sgapl.net](http://www.sgapl.net)