



**NOCIL LIMITED**

Mafatlal House, 3rd Floor, H. T. Parekh Marg, Backbay Reclamation,  
Churchgate, Mumbai - 400 020, India.  
Tel.: +91 22 6657 6100, 6636 4062 Fax +91 22 6636 4060 Website: www.nocil.com  
CIN- L99999MH1961PLC012003 Email: investorcare@nocil.com

9<sup>th</sup> May 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
---	---

Dear Sir,

**Sub: Earnings Call Invite and 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 Presentation for the purpose of:

- a. Earnings Call Invite on Wednesday, 10<sup>th</sup> May 2017 at 2.00 p.m.
- b. Investors Presentation

for the Audited financial Results for the year ended 31<sup>st</sup> March 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

M



## **NOCIL Limited**

Cordially invites you to the

### **Conference Call**

To discuss the operational and financial performance for  
**FY17**

Day/Date: **Wednesday, May 10, 2017**

Time: **02:00 pm**

<b>Access Numbers</b>	
Primary Number:	<b>+91 22 3960 0711</b>
Toll Free Number:	<b>USA: 1 866 746 2133</b>
	<b>UK: 0 808 101 1573</b>
	<b>Singapore: 800 101 2045</b>
	<b>Hong Kong: 800 964 448</b>

### **Participants:**

**Mr. C.R. Gupte** – Managing Director  
**Mr. S. R. Deo** – Deputy Managing Director  
**Mr. P. Srinivasan** – CFO

***We look forward to your participation***

### **RSVP**

*Neha Shroff, Strategic Growth Advisors Pvt. Ltd.,  
Contact: +91 22 6114 6603*



ARVIND MAFATLAL GROUP



# NOCIL LIMITED

## Investor Presentation

May 2017





# Safe Harbor



This presentation and the accompanying slides (the “Presentation”), which have been prepared by **NOCIL Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



ARVIND MAFATLAL GROUP



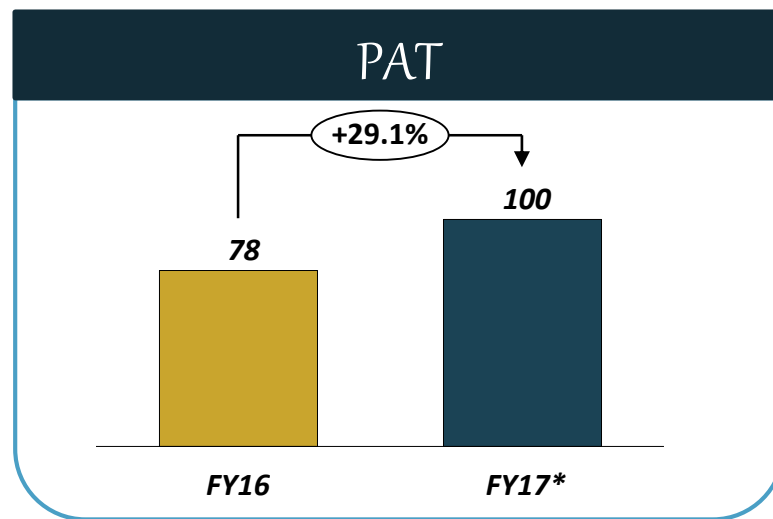
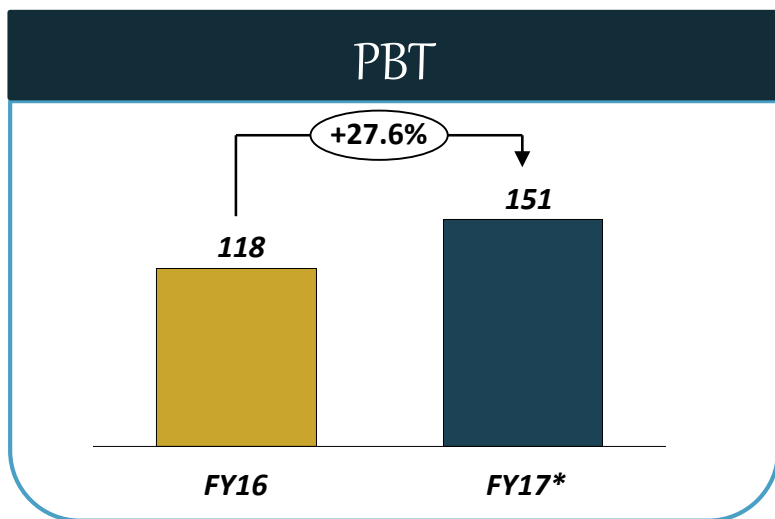
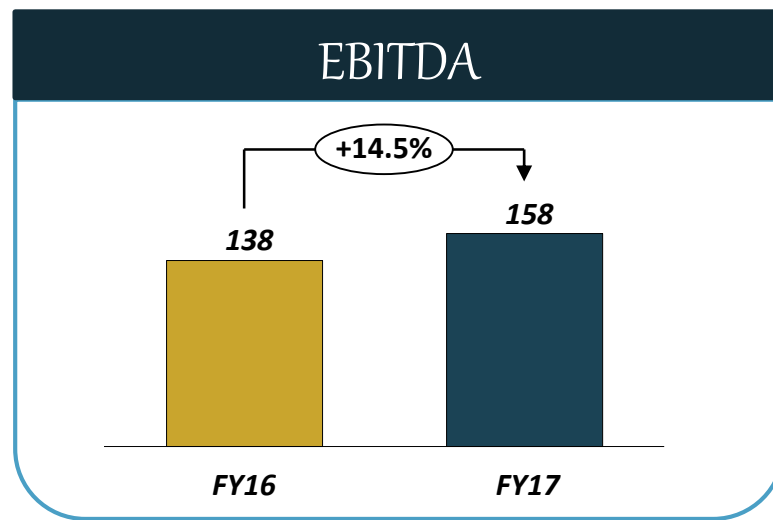
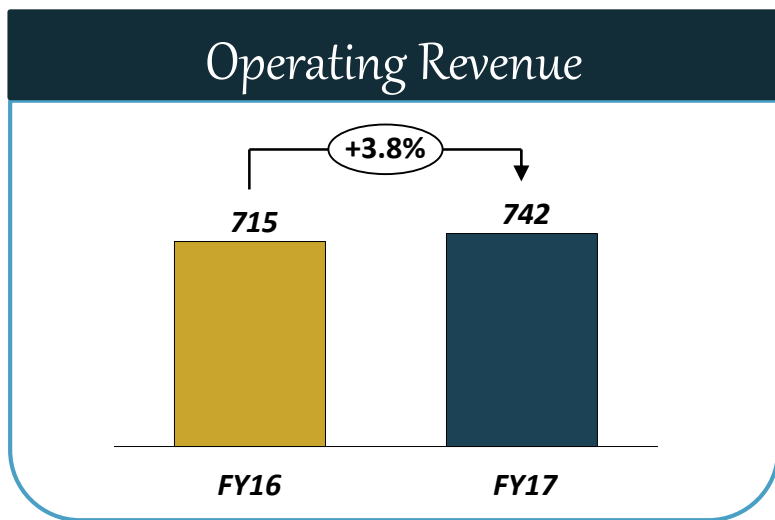
NOCIL LIMITED

# Financial Highlights



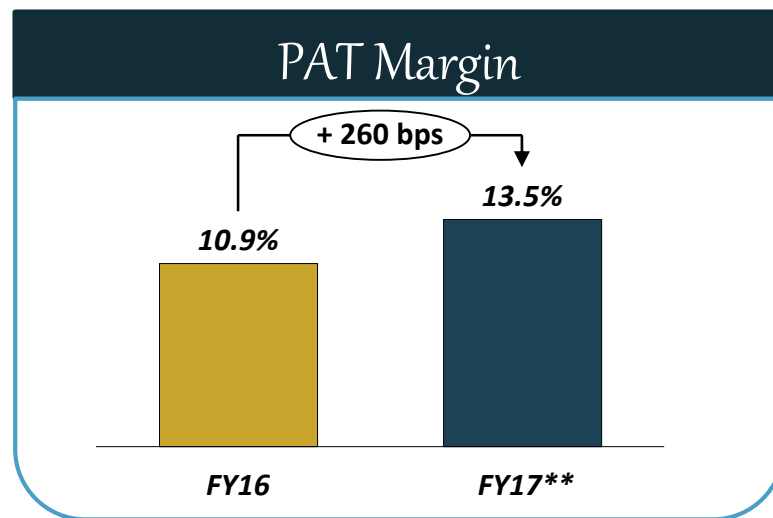
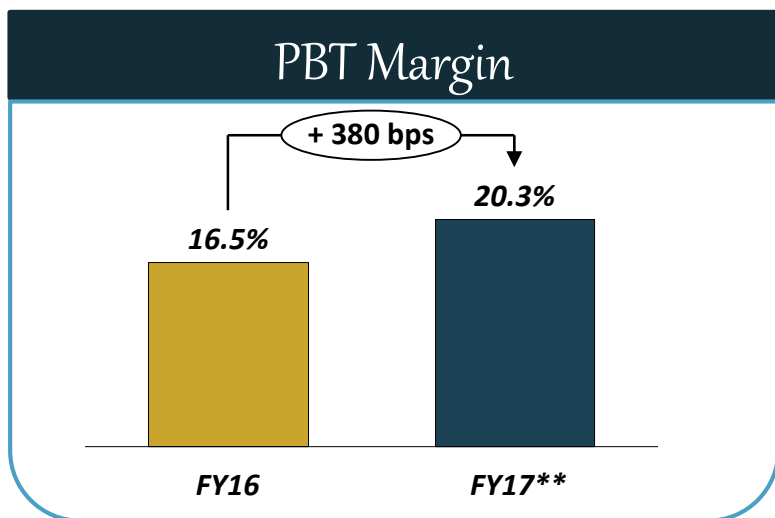
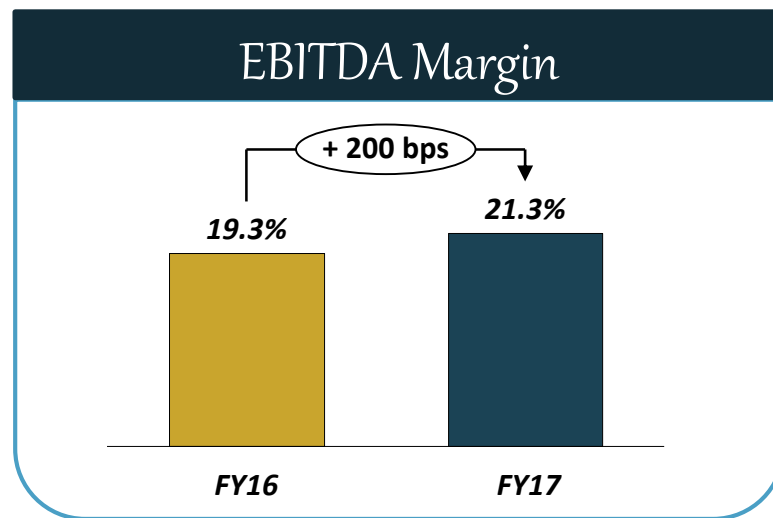
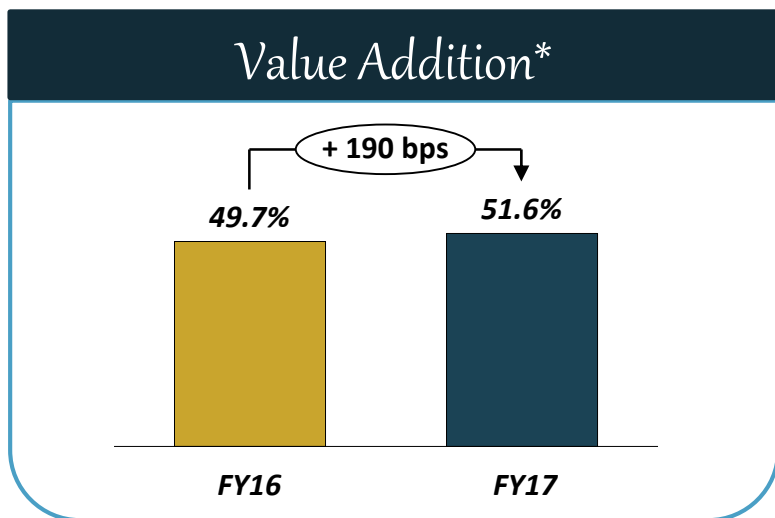


# Financial Highlights – FY17





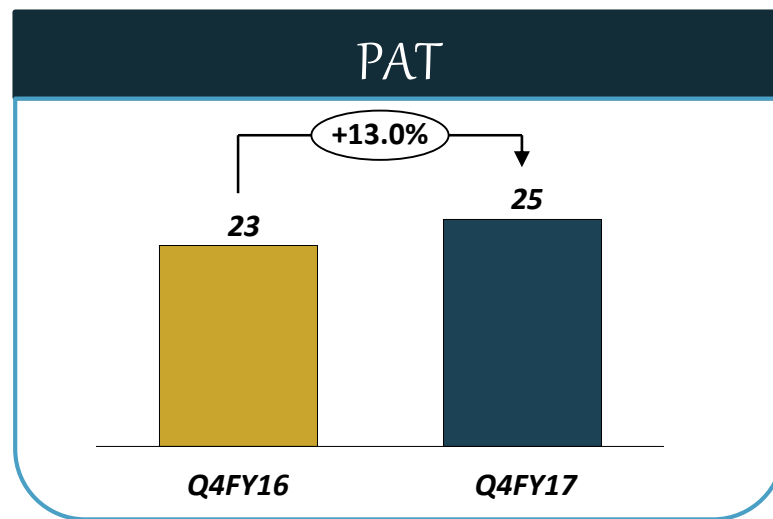
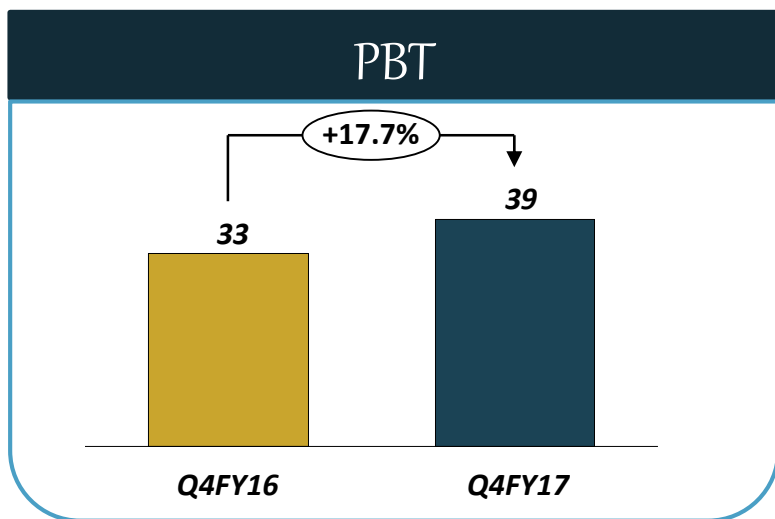
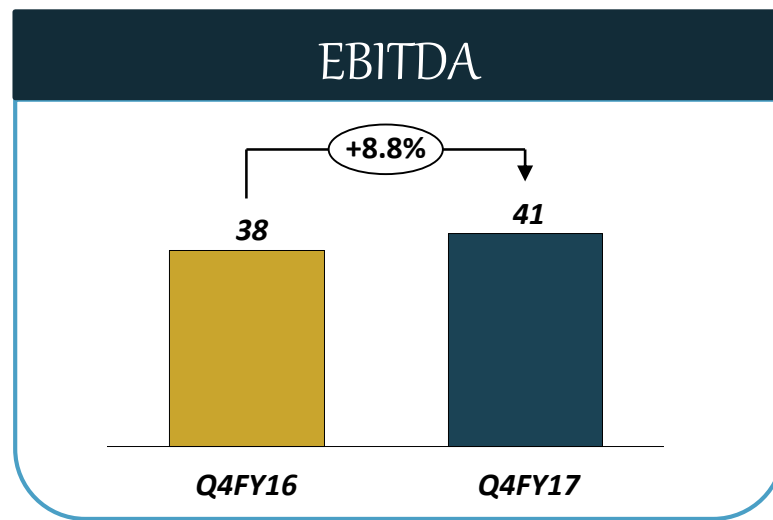
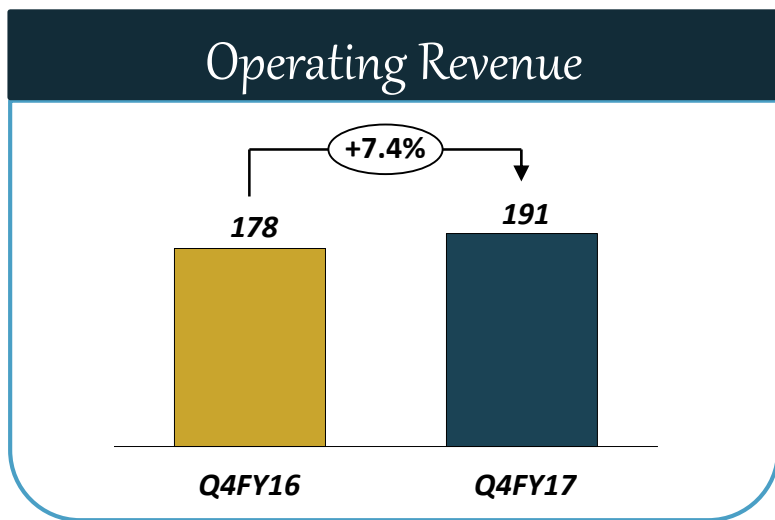
# Margin Profile – FY17



\* Revenue (-) cost of raw materials consumed (-) cost of traded goods (-) change in inventories \*\* Excl. exceptional gain of Rs.19.7crs



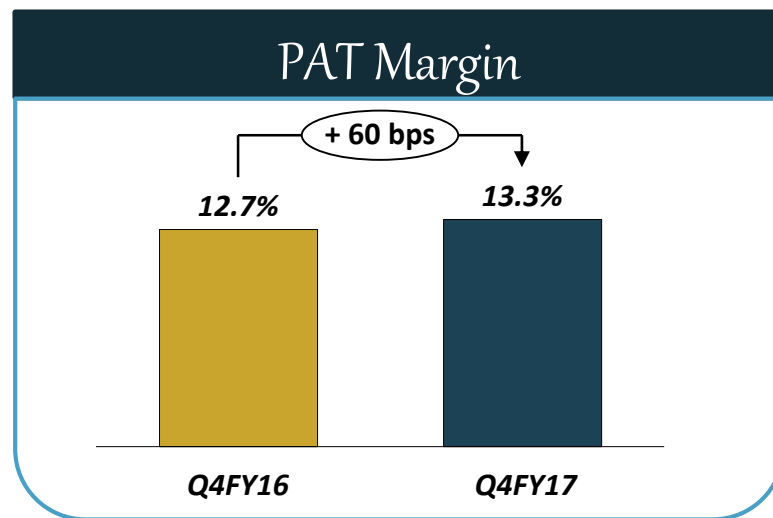
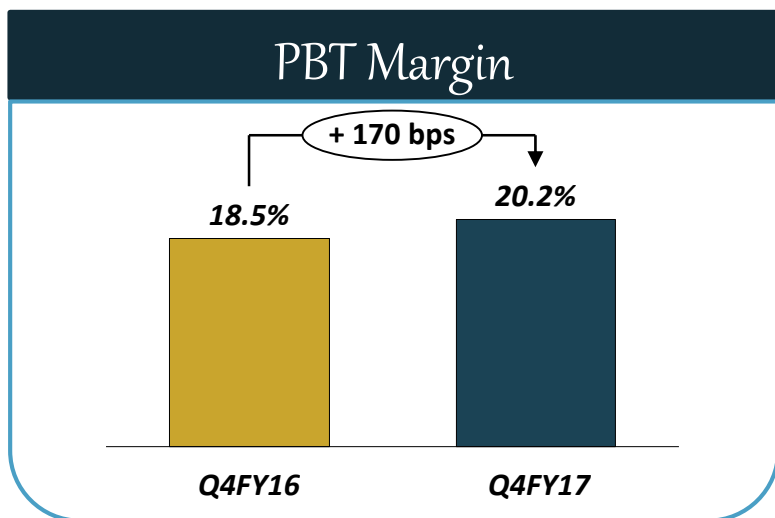
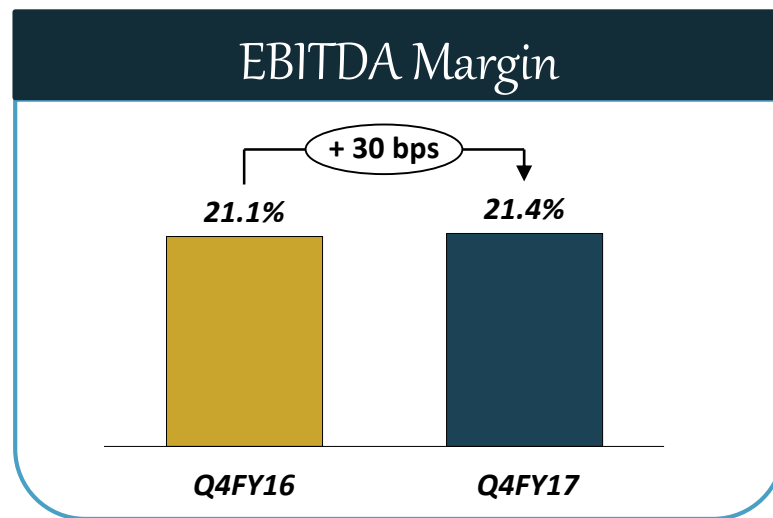
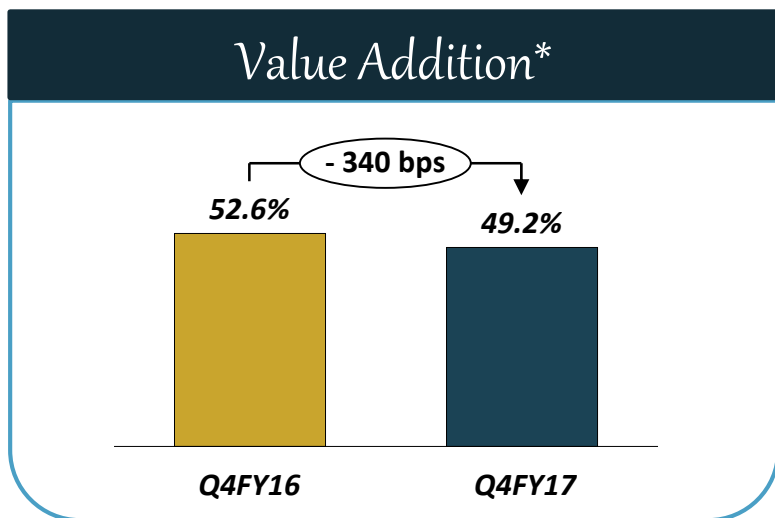
# Financial Highlights –Q4 FY17







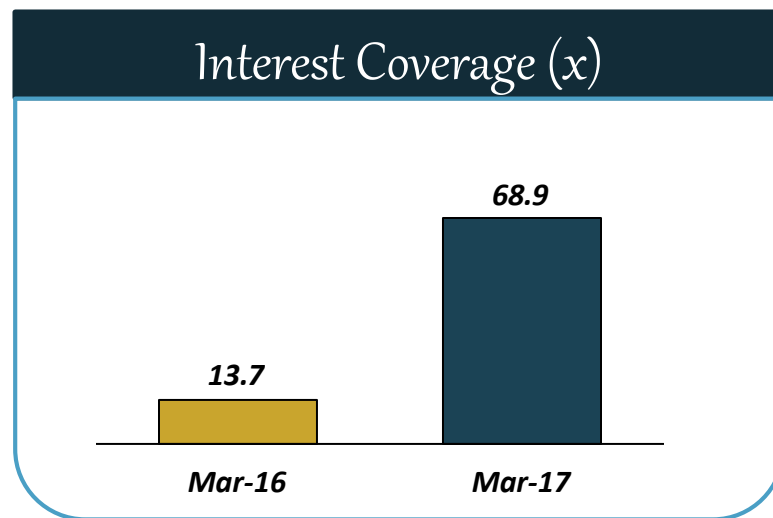
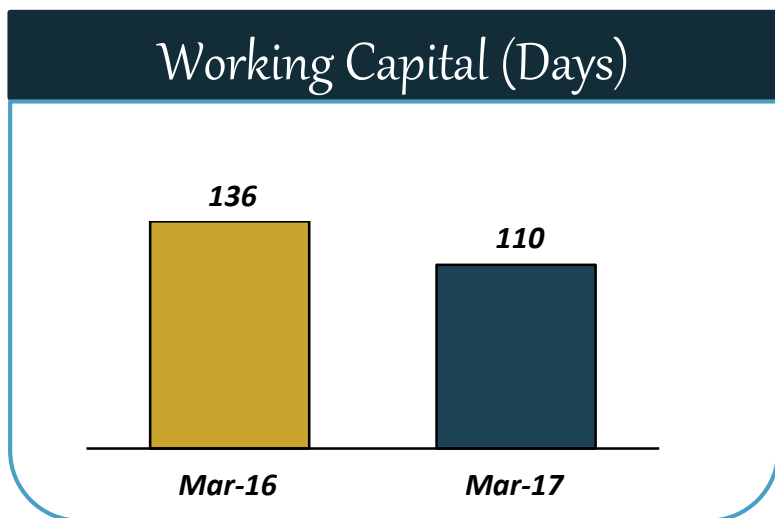
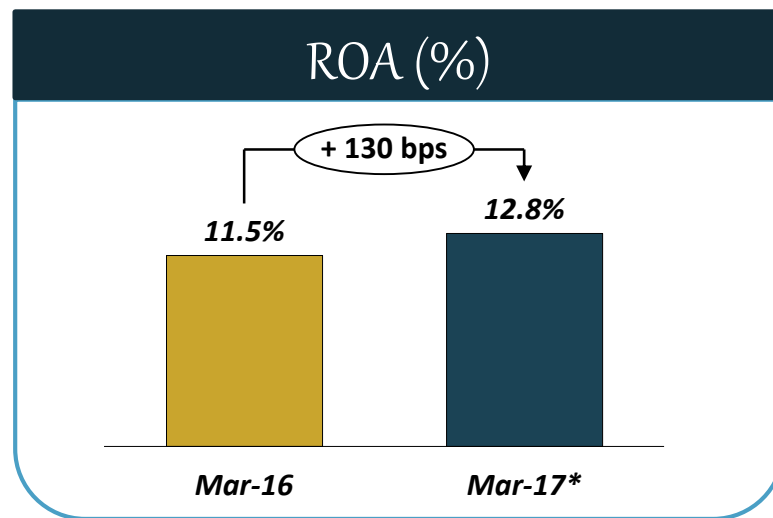
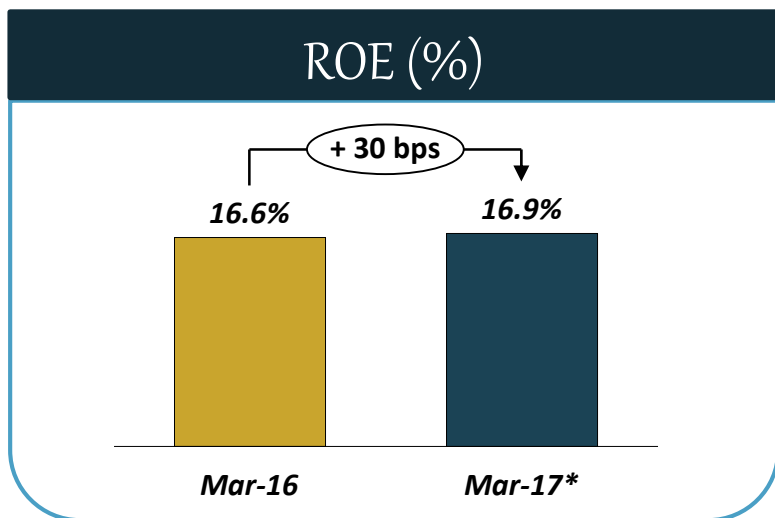
# Margin Profile – Q4 FY17



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



# Improved Ratios



\* Excl. exceptional gain of Rs.19.7crs



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

- Chairman and Promoter Director of NOCIL Ltd
- B.Com. (Hons.) & has attended the Advanced Management Programme at the Harvard Business School, USA
- Vice-Chairman of the Cotton Textiles Export Promotion Council (TEXPROCIL)

## Mr. C. R. Gupte - Managing Director

- Graduate in Chemistry and a Chartered Accountant
- Heading the Rubber Chemicals business from 1995
- Associated with the Company in various senior positions for more than 40 years

## Mr. S. R. Deo – Deputy 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

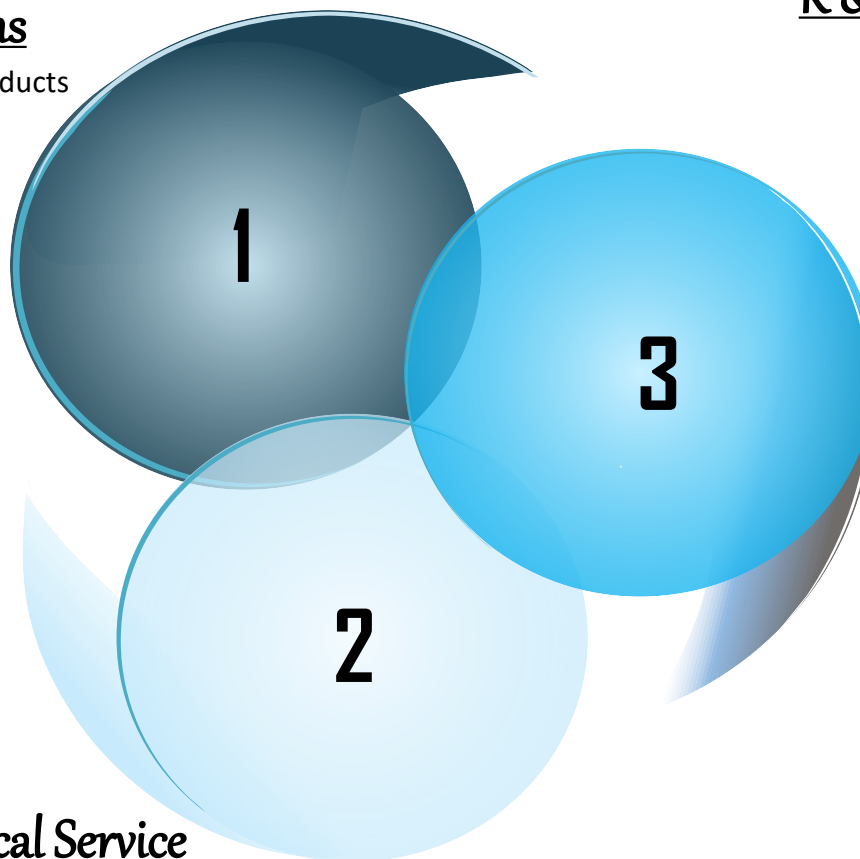
**One Stop Shop with Wide Range to suit Market Requirements**



# 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**





## 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





ARVIND MAFATLAL GROUP



NOCIL LIMITED

# Industry Potential

## Our Positioning



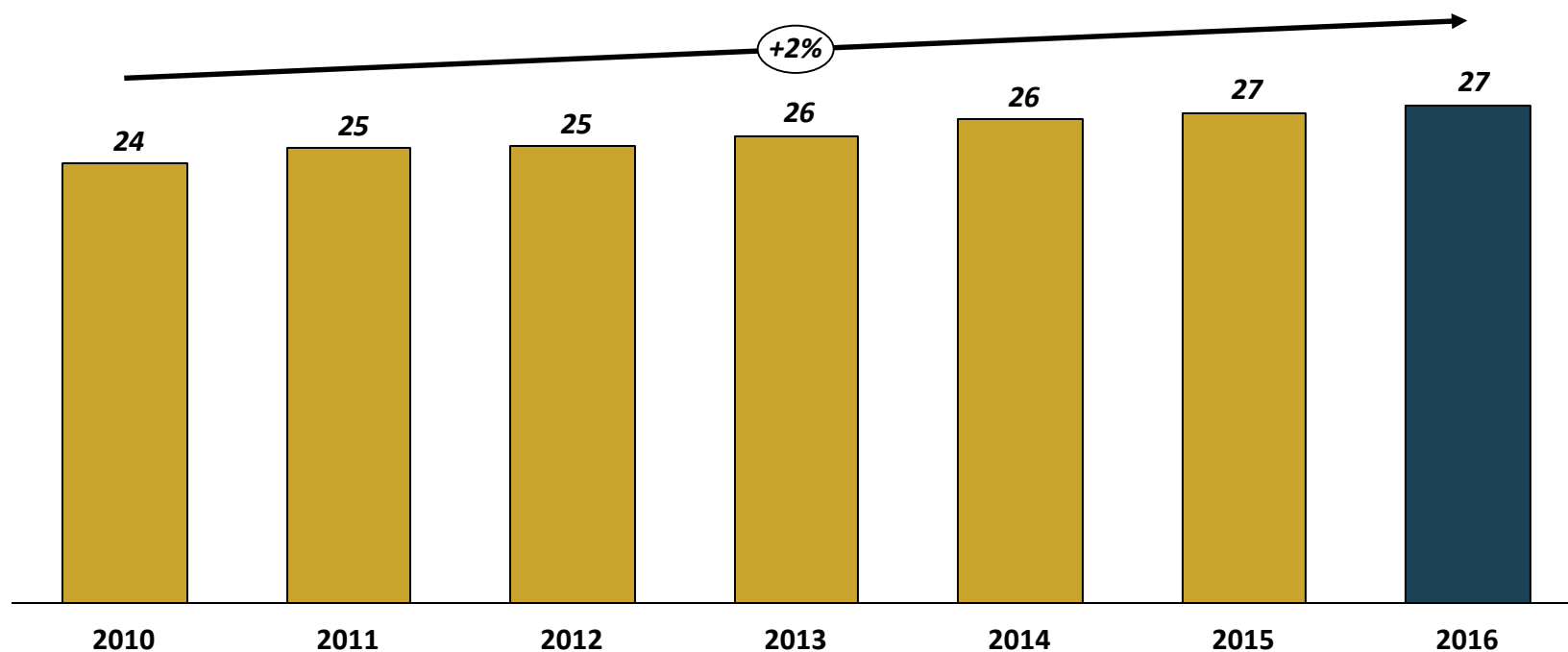


# Positive Outlook



## Global Rubber Consumption (Natural + Synthetic)

Million MT



**Rubber Chemicals constitute ~3% - ~4% of the Rubber Consumption**



# Growth Drivers



01



**Global demand for rubber processing chemicals forecasted to increase by 50% to 1.5 million MT in next 3-5 years**

02



**High performance tyres & extended life, Automotive & Industrial products will increase rubber processing chemical loadings**

03



**Increased environmental compliance in China curbs polluting capacities**

04



**Rising Income levels & increase in Motor vehicle ownership rates, especially in developing nations would need additional consumption of rubber processing chemicals**



ARVIND MAFATLAL GROUP



NOCIL LIMITED

*FUTURE Ready*





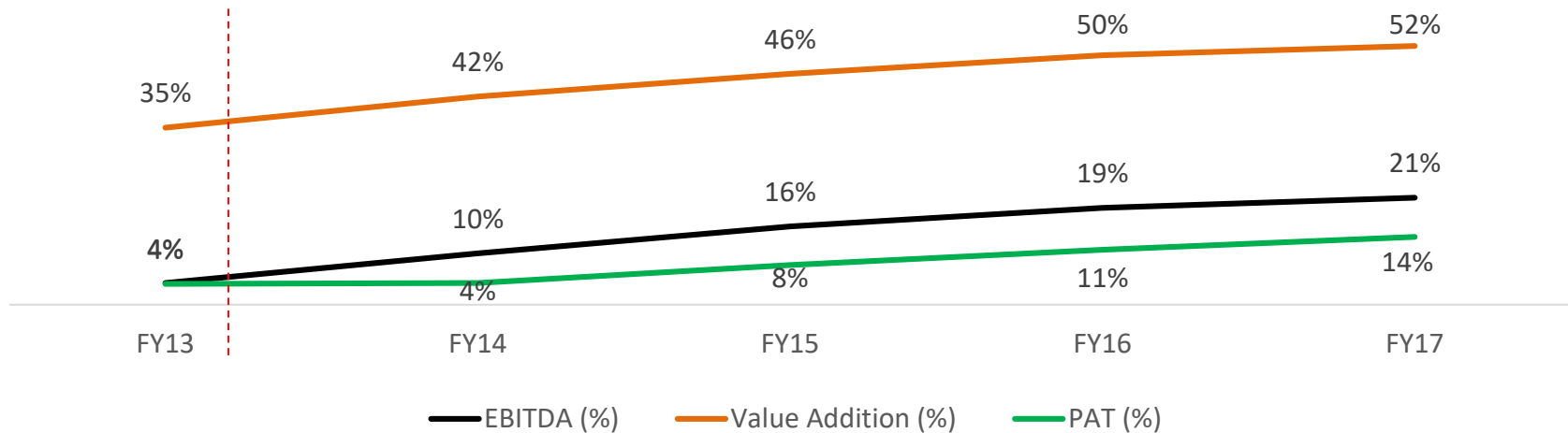
# Dahej Plant – A Game Changer



- ✓ 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 is expected to be commissioned by Quarter 2 of FY19
- ✓ Expansion will significantly augment and complete the current product portfolio
- ✓ The capital expenditure will be largely 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 &amp; Loss



Particulars (Rs. In Crores)	Q4 FY17	Q4 FY16	Y-o-Y	Q3 FY17	Q-o-Q	FY17	FY16	Y-o-Y
<b>Revenue from Operations</b>	<b>191</b>	<b>178</b>	<b>7.4%</b>	<b>177</b>	<b>7.6%</b>	<b>742</b>	<b>715</b>	<b>3.8%</b>
Cost of Material Consumed	87	73		73		330	312	
Purchase of Stock-in-trade	1	1		1		3	3	
Changes in Inventories	10	11		10		26	44	
<b>Value Addition*</b>	<b>94</b>	<b>93</b>	<b>0.4%</b>	<b>93</b>	<b>1.1%</b>	<b>383</b>	<b>356</b>	<b>7.6%</b>
<b>Value Addition (%)</b>	<b>49.2%</b>	<b>52.6%</b>		<b>52.4%</b>		<b>51.6%</b>	<b>49.7%</b>	
Employee Expenses	13	15		14		61	58	
Other Operating Expenses	40	41		39		164	160	
<b>EBITDA</b>	<b>41</b>	<b>38</b>	<b>8.8%</b>	<b>40</b>	<b>3.1%</b>	<b>158</b>	<b>138</b>	<b>14.5%</b>
<b>EBITDA (%)</b>	<b>21.4%</b>	<b>21.1%</b>		<b>22.3%</b>		<b>21.3%</b>	<b>19.3%</b>	
Depreciation	4	3		4		14	14	
Other Income	2	0		3		9	3	
<b>EBIT</b>	<b>39</b>	<b>34</b>	<b>13.6%</b>	<b>39</b>	<b>1.0%</b>	<b>153</b>	<b>128</b>	<b>20.0%</b>
<b>EBIT (%)</b>	<b>20.4%</b>	<b>19.3%</b>		<b>21.8%</b>		<b>20.6%</b>	<b>17.8%</b>	
Interest	0	2		1		2	9	
<b>Profit Before Tax &amp; Exceptional</b>	<b>39</b>	<b>33</b>	<b>17.7%</b>	<b>38</b>	<b>1.4%</b>	<b>151</b>	<b>118</b>	<b>27.6%</b>
Exceptional Items**	-	-		-		20	-	
<b>Profit Before Tax</b>	<b>39</b>	<b>33</b>	<b>17.7%</b>	<b>38</b>	<b>1.4%</b>	<b>170</b>	<b>118</b>	<b>44.3%</b>
Tax	13	10		13		50	40	
<b>Net Profit</b>	<b>25</b>	<b>23</b>	<b>13.0%</b>	<b>25</b>	<b>0.0%</b>	<b>120</b>	<b>78</b>	<b>54.5%</b>
<b>Net Profit (%)</b>	<b>13.3%</b>	<b>12.7%</b>		<b>14.4%</b>		<b>16.2%</b>	<b>10.9%</b>	
<b>Net Profit excluding exceptional gains</b>	<b>25</b>	<b>23</b>	<b>13.0%</b>	<b>25</b>	<b>0.0%</b>	<b>100</b>	<b>78</b>	<b>29.1%</b>
<b>Net Profit (%) excluding exceptional gains</b>	<b>13.3%</b>	<b>12.7%</b>		<b>14.4%</b>		<b>13.5%</b>	<b>10.9%</b>	



# Balance Sheet

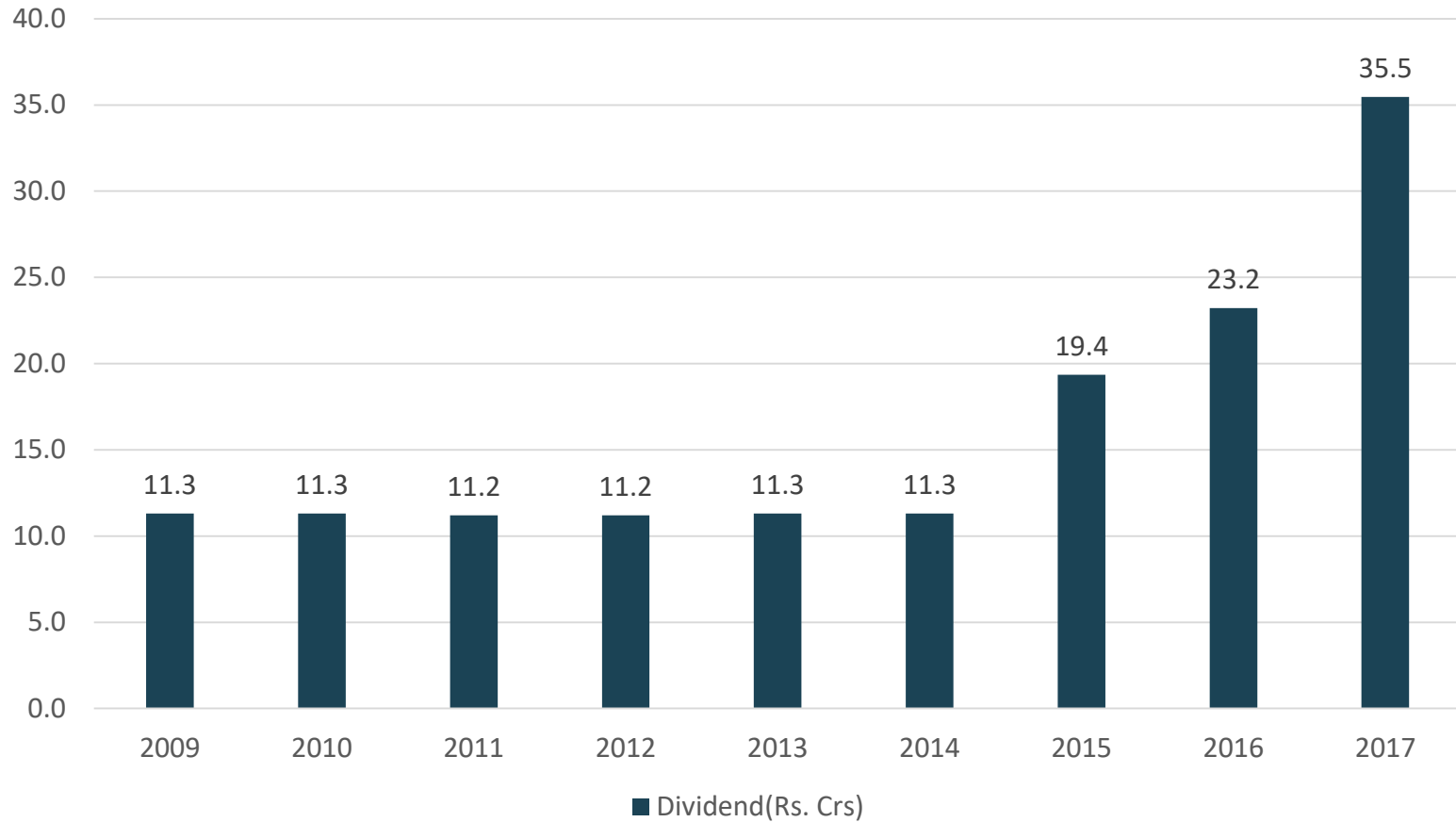


Particulars (Rs. In Crores)	Mar-17	Mar-16
<b>Shareholder's Fund</b>	<b>594</b>	<b>468</b>
Share capital	164	161
Reserves & Surplus	430	307
<b>Non-current liabilities</b>	<b>71</b>	<b>79</b>
Long term borrowings	5	15
Deferred Tax liabilities (net)	49	46
Other Long term liabilities	17	18
<b>Current liabilities</b>	<b>119</b>	<b>132</b>
Short term borrowings	-	1
Trade payables	87	74
Other current liabilities	28	32
Short Term Provisions	4	25
<b>Total Liabilities</b>	<b>783</b>	<b>679</b>

Particulars (Rs. In Crores)	Mar-17	Mar-16
<b>Non-current assets</b>	<b>376</b>	<b>374</b>
Fixed assets (inc. CWIP)	291	296
Non-current Investments	67	47
Other Non-current assets	18	31
<b>Current assets</b>	<b>407</b>	<b>305</b>
Inventories	114	132
Trade receivables	168	152
Cash and bank balances	113	7
Short term loan and advances	12	14
Other current assets	0	0
<b>Total Assets</b>	<b>783</b>	<b>679</b>



# Consistent Dividend Record



*\*Dividend includes Dividend Tax paid*



*For further information, please contact:*

**Company :**

**NOCIL Ltd.**

CIN: L99999MH1961PLC012003

Mr. P. Srinivasan - CFO

[finance@nocil.com](mailto:finance@nocil.com)

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

**Investor Relations Advisors :**

**Strategic Growth Advisors Pvt. Ltd.**

CIN: U74140MH2010PTC204285

Ms. Payal Dave / Ms. Neha Shroff

[payal.dave@sgapl.net](mailto:payal.dave@sgapl.net) / [neha.shroff@sgapl.net](mailto:neha.shroff@sgapl.net)

+91 9819916314 / +91 7738073466

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