



NOCIL LIMITED

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CIN No. L99999MH1961PLC012003 Email: ~~investorcare@nocil.com~~
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investorcare@nocil.com

4th February 2016

To,
The Bombay Stock Exchange Ltd.
"P.J. Towers"
Dalal Street
Mumbai-400 001

Dear Sirs,

Sub: Presentation to Analysts / Institutional Investors

**Ref: Regulation 30(6) of the SEBI (Listing Obligation and
Disclosure Requirements) Regulations, 2015**

With reference to Regulation 30 (6) of the SEBI (Listing Obligations and
Disclosure Requirements) Regulations, 2015, an Investor Presentation on
the financials for the quarter and nine months ended 31st December 2015
of the Company is attached.

We further mention that the enclosed Presentation was uploaded on the
Company's website viz., www.nocil.com and the same would be used by
the Company at the future Analysts / Institutional Investors meet the
schedule of which would be separately intimated to the Exchange.

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

Thanking you,

Yours truly,
For **NOCIL LIMITED**

(V.K. Gupte)
Company Secretary

Encl: as above

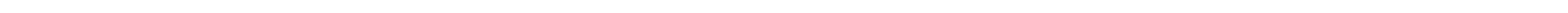




NOCIL LIMITED

Investor Presentation

February 2016





Safe Harbor



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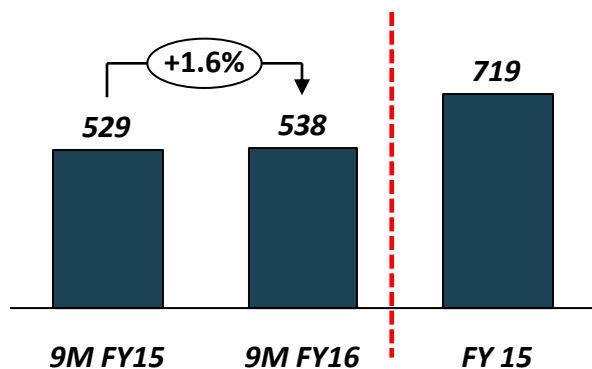
Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known 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.



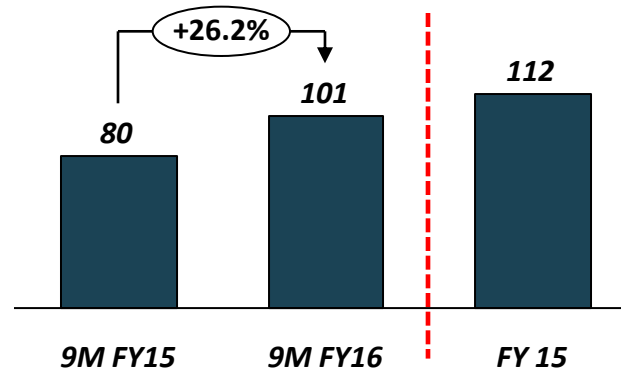
Financial Highlights – 9M FY16



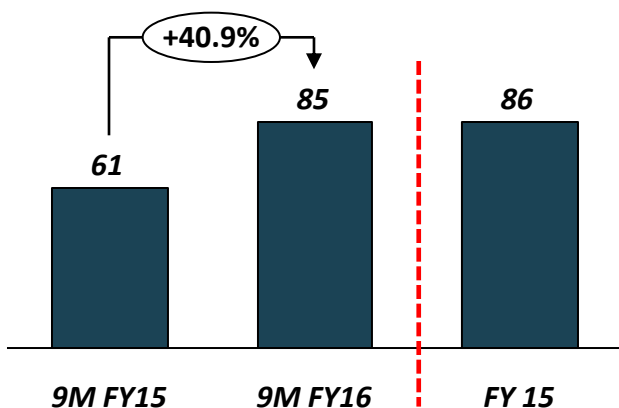
Revenue



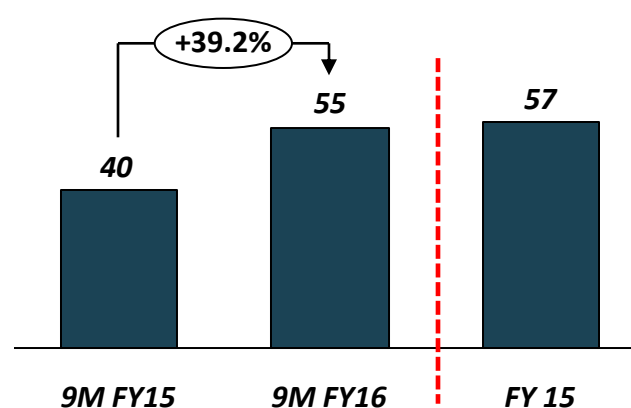
EBITDA



PBT



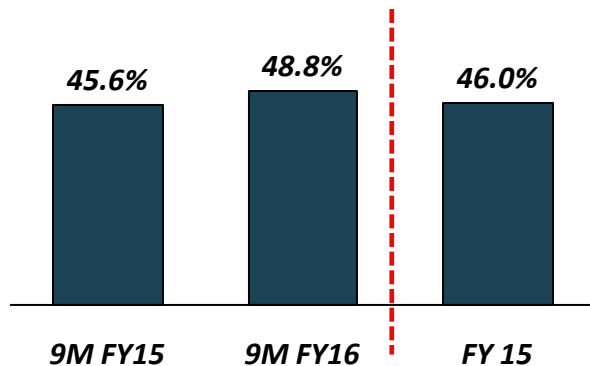
PAT



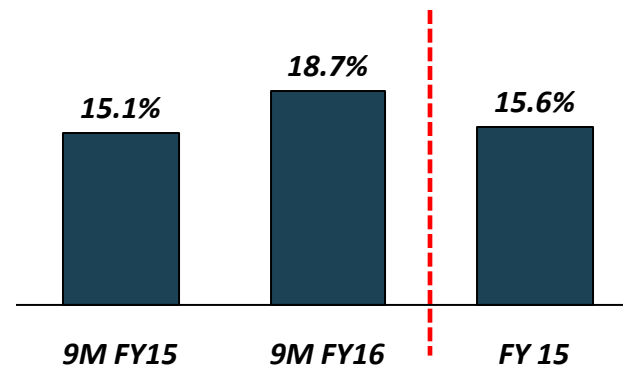


Margin Profile – 9M FY16

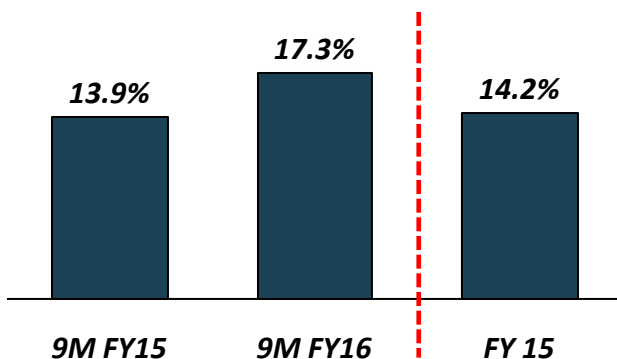
Value Addition*



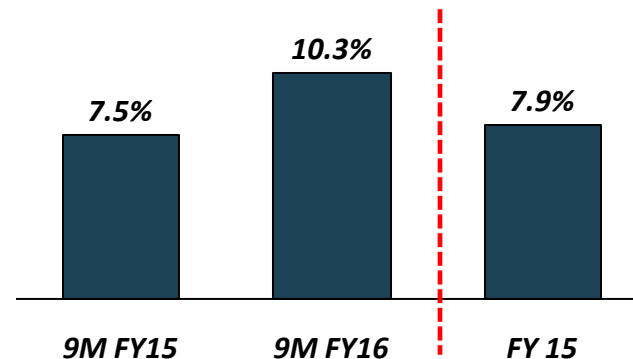
EBITDA Margin



EBIT Margin



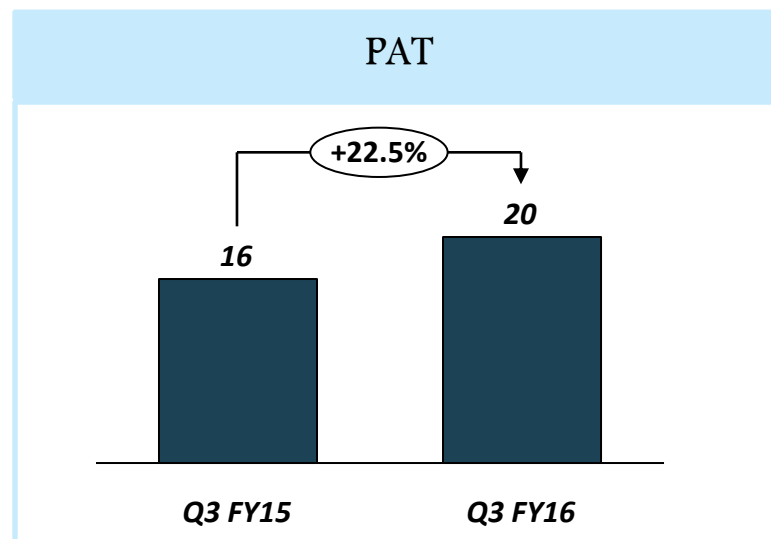
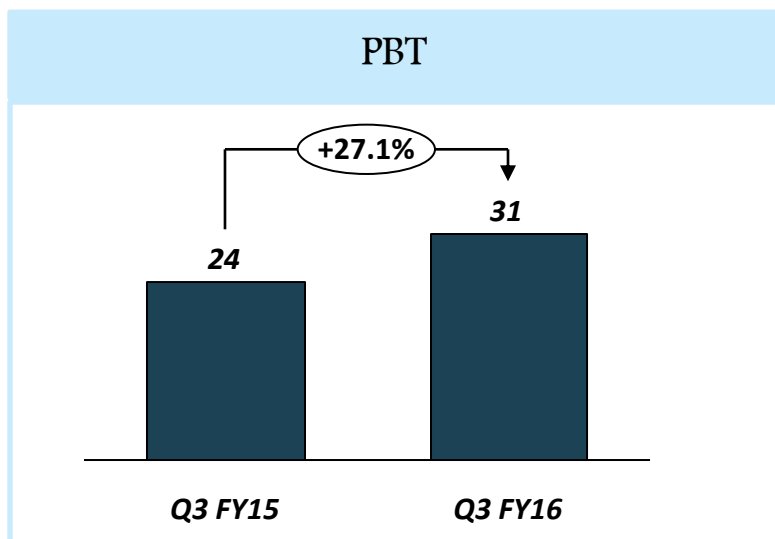
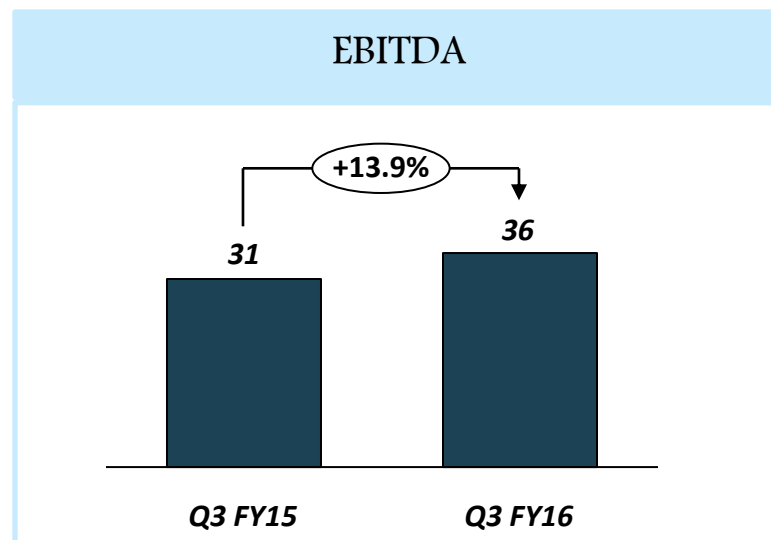
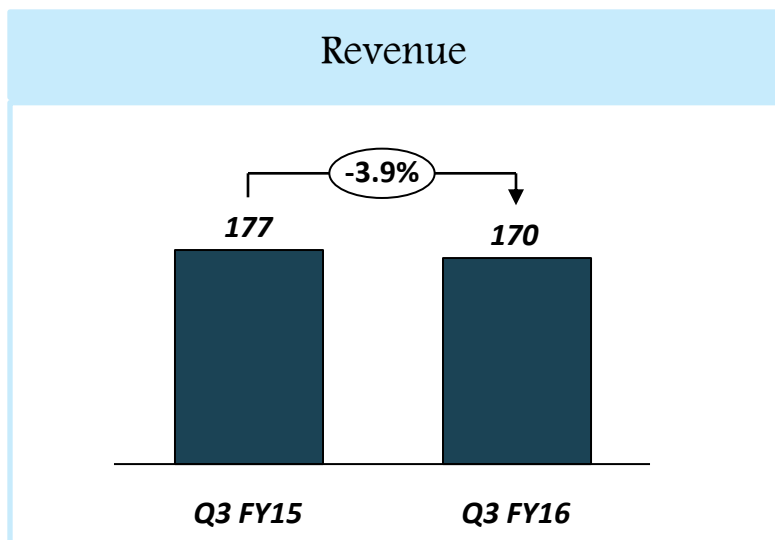
PAT Margin



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

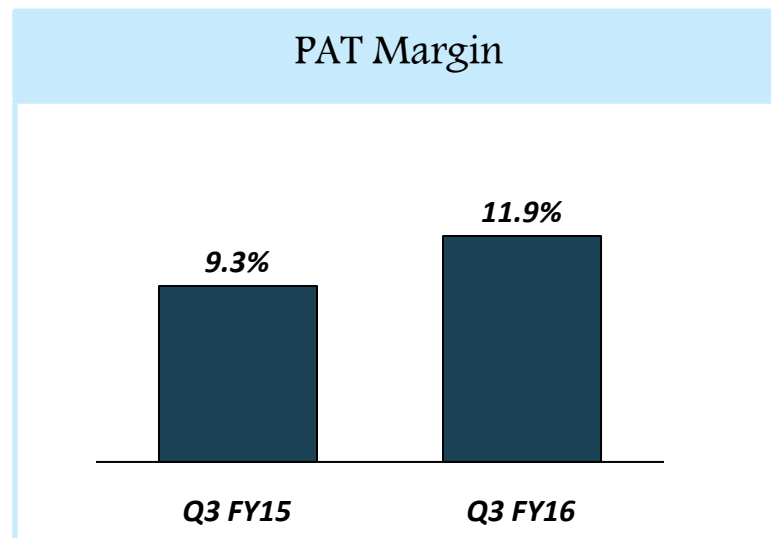
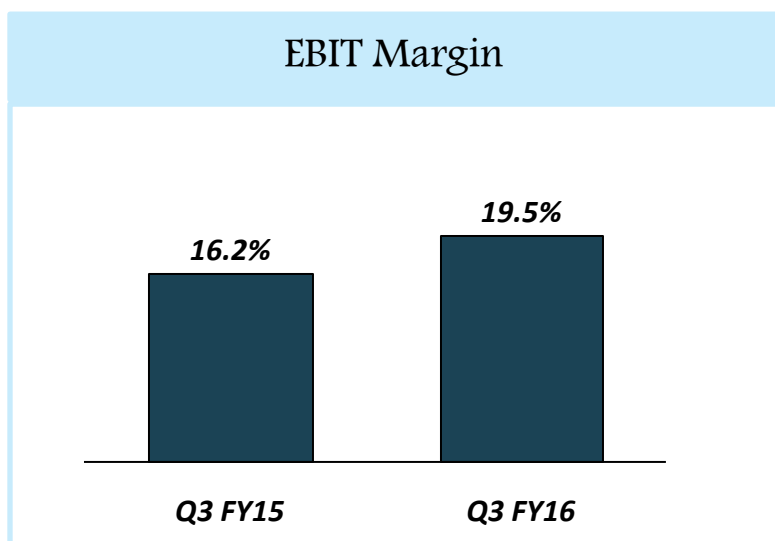
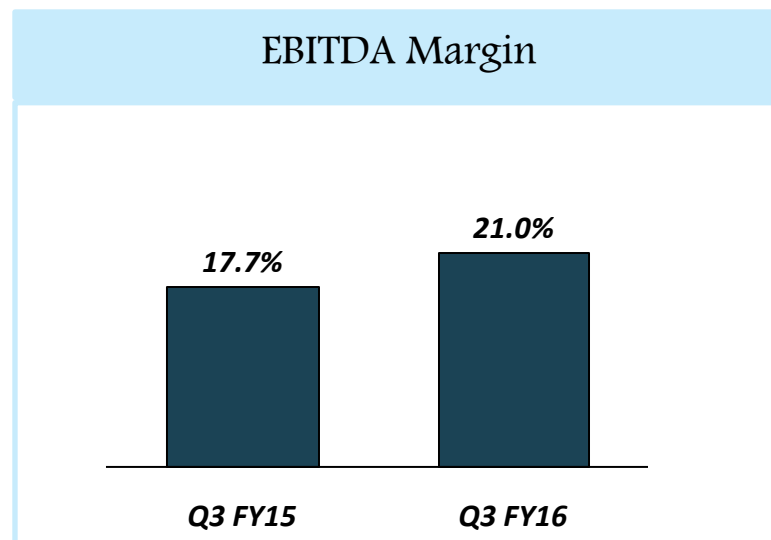
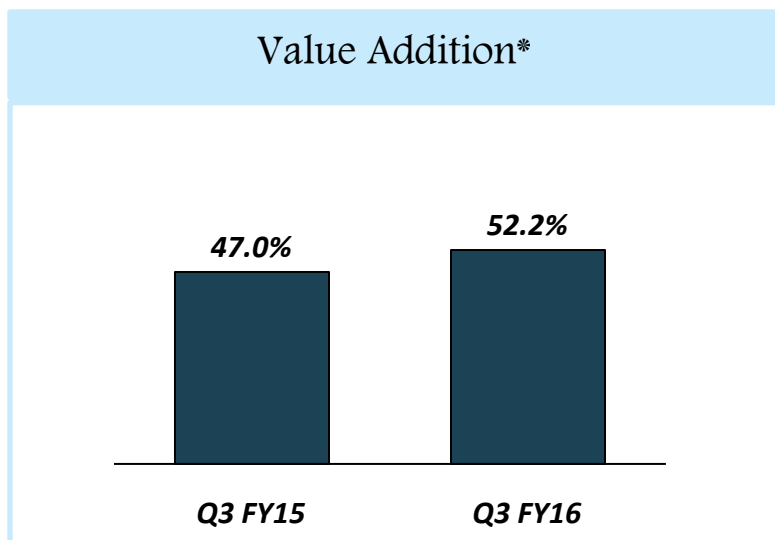


Financial Highlights – Q3 FY16





Margin Profile – Q3 FY16



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

Industry Potential – Our Positioning

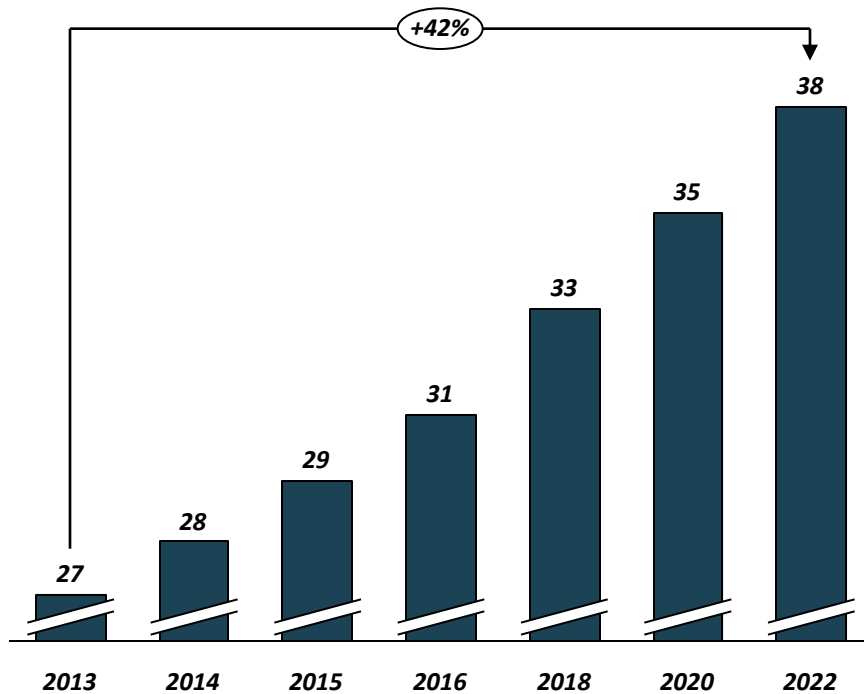


Positive Outlook



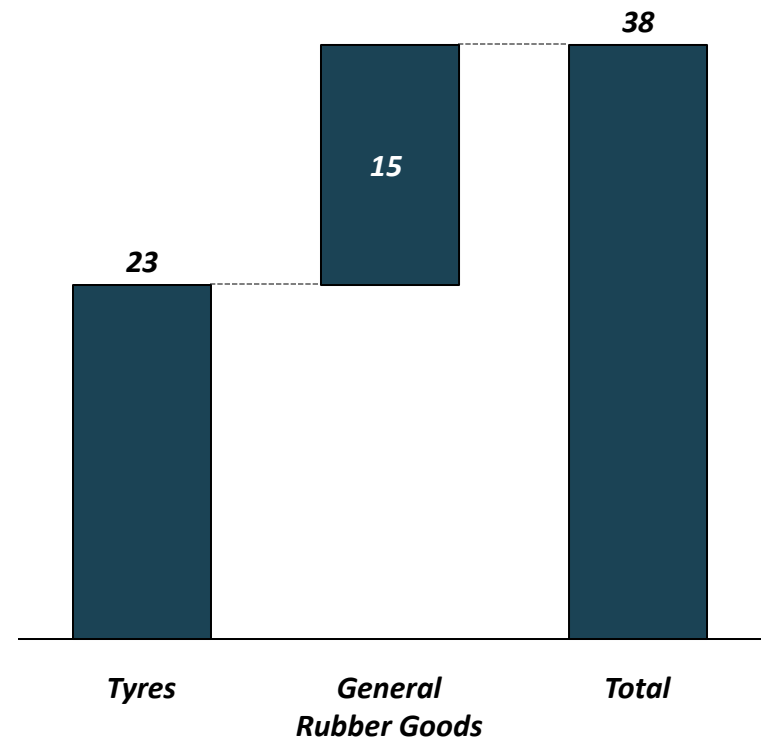
Rubber Consumption

Millions of MT



2022 – Consumption Breakup

Millions of MT



Rubber Chemicals constitute ~3% of the Rubber Consumption

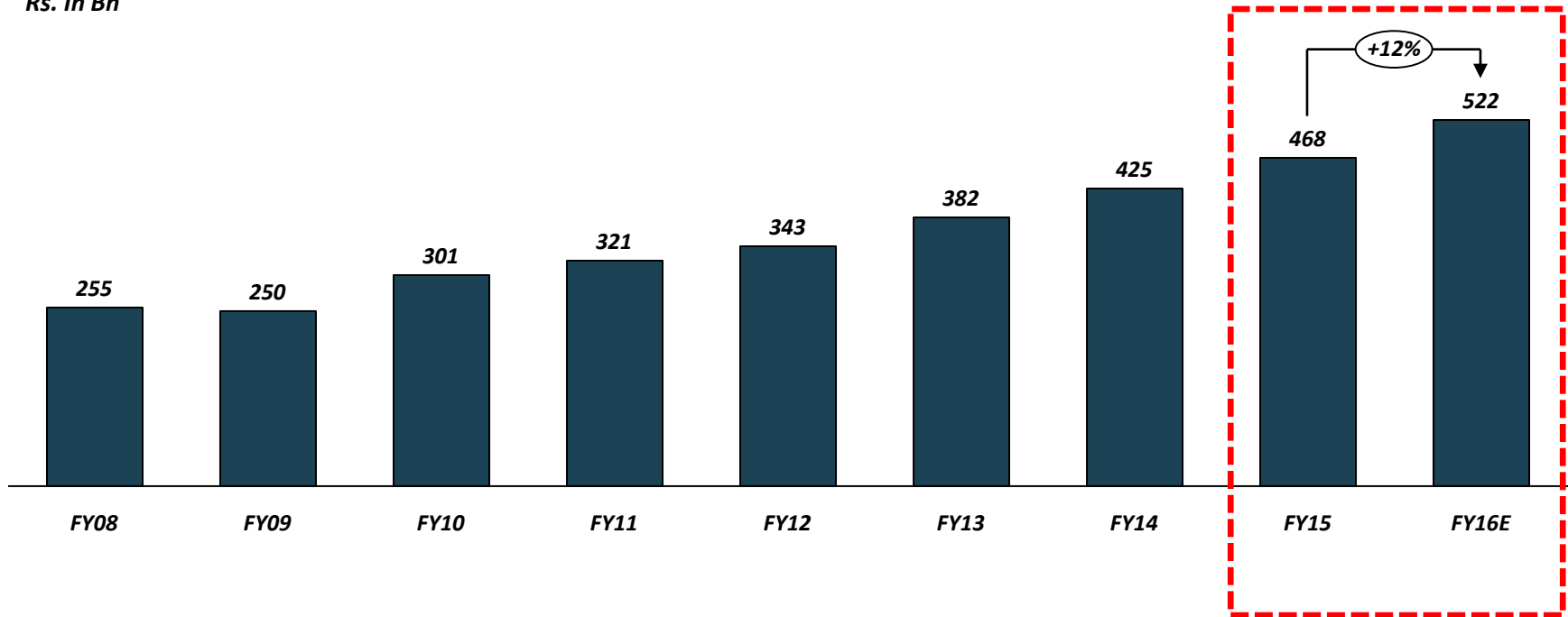


Outlook On Tyre Industry



Domestic Tyre Industry

Rs. In Bn



According to ICRA – Domestic Tyre Industry is expected to grow by 4%–6% over 3 years



Our Positioning...

**Diversified
Product
Portfolio**

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
- One of the most dependable and sought player in Rubber Chemical Industry from Non China Supply source

**Strong R&D
Capabilities**

2

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

**Asia
Hub for Tyre
Industry**

3

- Major Tyre companies have started consolidating their operations in & around Asia closer to the Growth Markets
- With established track record, NOCIL will benefit the most from any additional capacities being put up by these tyre Companies in India

**Product
Testing &
Validation**

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"



.....to Encash Opportunities



Manufacturing Capacities

Capacities at Thane & Dahej

Land & Common Infrastructure available for further expansion at Dahej



Exit of Global Giants

Large Diversified Groups - Rubber Chemicals as only a Small Contributor

Exiting the Non Core Business as a Cost Cutting Measure



Troubles faced by Domestic/International Peers

Environmental Issues

Technological Upgradation



Vendor Consolidation

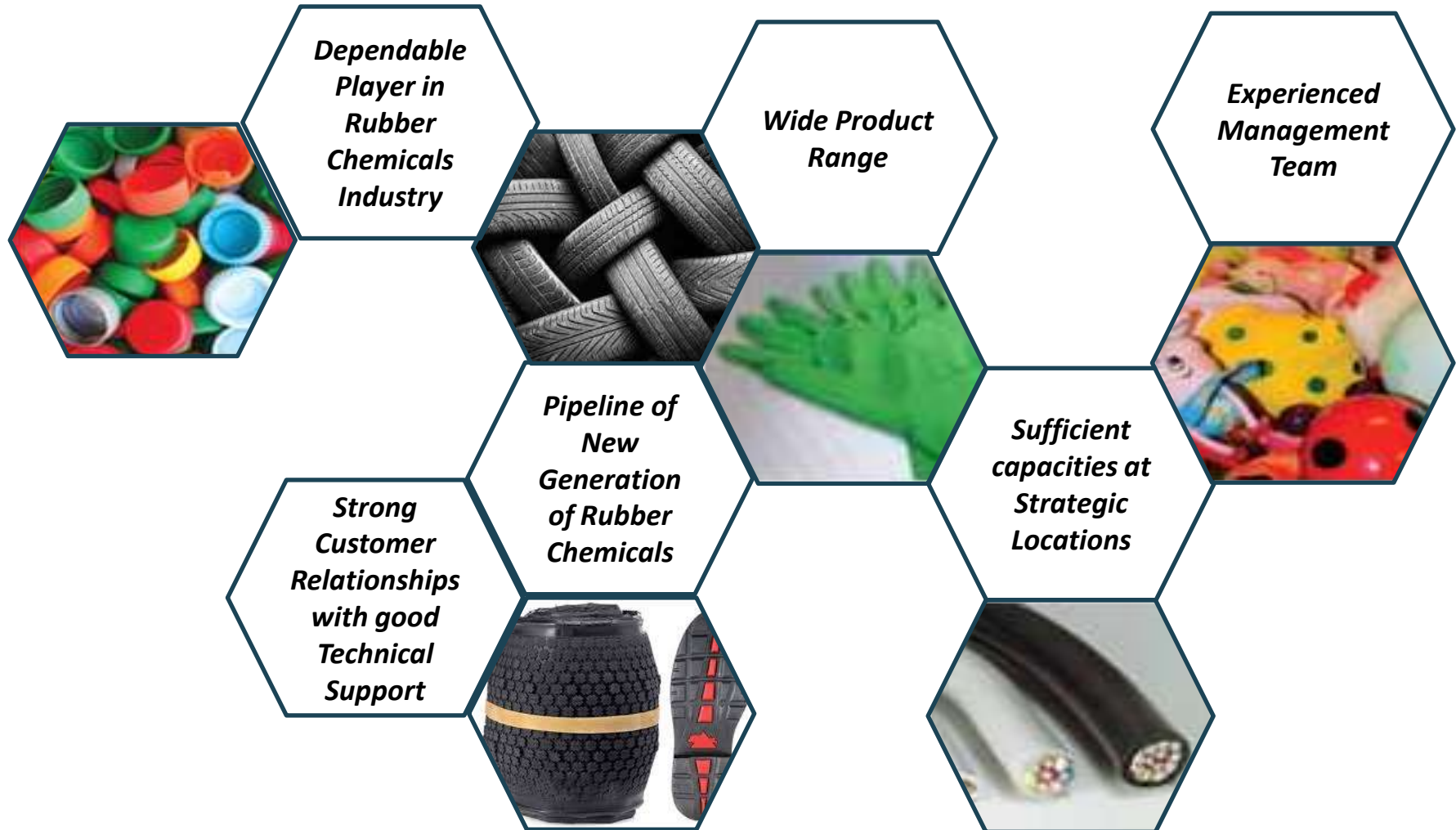
Only few players meet Manufacturing Standards and Quality Requirements

Preferred Supplier and Long Term Business Relationships with Customers

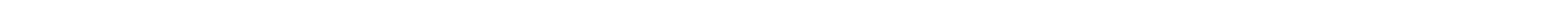
Gain
Market Share



Key Strengths

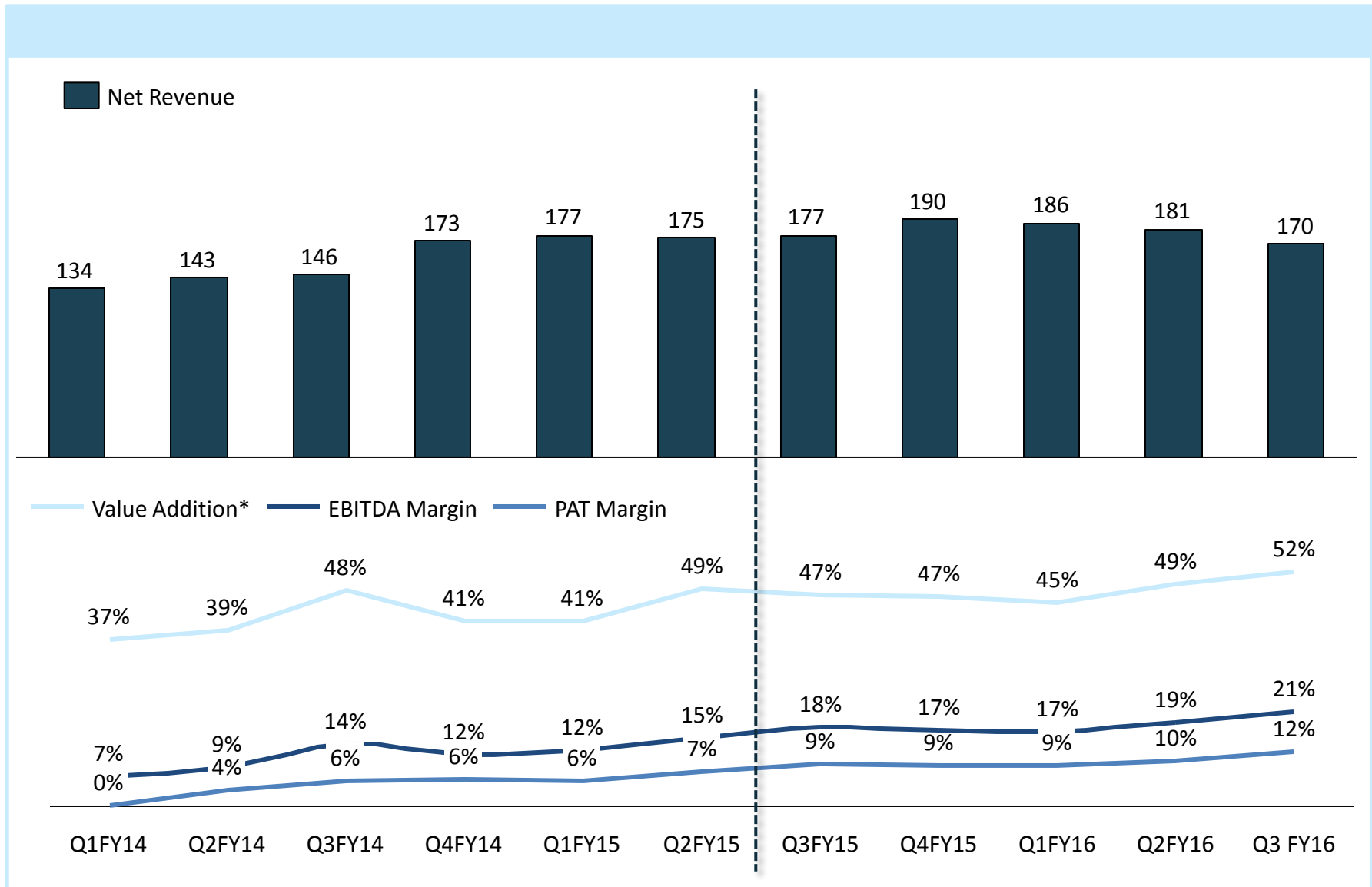


Financials



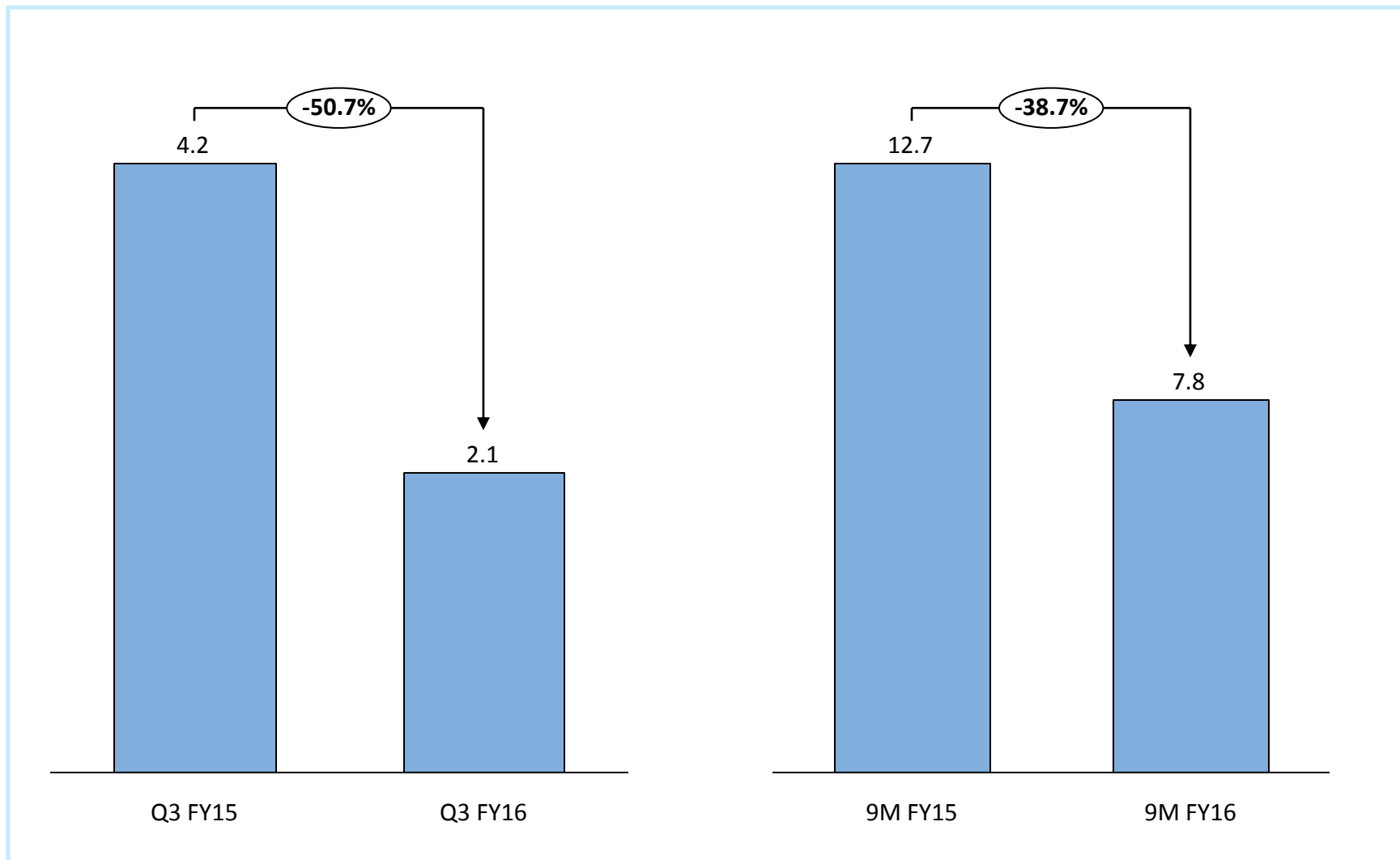


Operating Leverage Playing Out





Reduction in Finance cost





Profit & Loss Statement



Rs. In Crores	Q3FY16	Q3FY15	Y-o-Y	Q2FY16	Q-o-Q
Revenue from Operations	170.18	177.11		181.37	
Cost of Material Consumed	75.55	94.46		82.60	
Purchase of Stock-in-trade	0.90	1.15		0.78	
Changes in Inventories	4.93	-1.75		8.61	
Value Addition*	88.80	83.25	7%	89.38	
Value Addition (%)	52.2%	47.0%		49.3%	
Employee Expenses	14.12	12.16		14.32	
Other Expenses	38.87	39.66		41.15	
EBITDA	35.81	31.43	14%	33.91	6%
EBITDA Margin (%)	21.0%	17.8%		18.7%	
Other Income	0.79	0.63		0.40	
Depreciation	3.46	3.40		3.44	
EBIT	33.14	28.66	16%	30.87	7%
EBIT Margin (%)	19.5%	16.2%		17.0%	
Finance Cost	2.08	4.22		2.61	
Profit before Tax	31.06	24.44	27%	28.26	10%
Tax	10.87	7.96		9.99	
Profit After Tax	20.19	16.48	23%	18.27	11%
PAT Margin (%)	11.9%	9.3%		10.1%	

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



Profit & Loss Statement



Rs. In Crores	9M FY16	9M FY15	Y-o-Y	FY15
Revenue from Operations	537.56	528.94	2%	719.00
Cost of Material Consumed	239.63	335.77		434.12
Purchase of Stock-in-trade	2.68	2.74		3.84
Changes in Inventories	33.07	-50.93		-49.39
Value Addition*	262.18	241.36	9%	330.43
Value Addition (%)	48.8%	45.6%		46.0%
Employee Expenses	42.64	36.05		48.10
Other Expenses	118.90	125.56		170.45
EBITDA	100.64	79.75	26%	111.88
EBITDA Margin (%)	18.7%	15.1%		15.6%
Other Income	2.78	3.76		3.89
Depreciation	10.28	10.22		13.60
EBIT	93.14	73.29	27%	102.17
EBIT Margin (%)	17.3%	13.86%		14.2%
Finance Cost	7.80	12.73		16.51
Profit before Tax	85.34	60.56	41%	85.66
Tax	30.13	20.91		28.90
Profit After Tax	55.21	39.65	39%	56.76
PAT Margin (%)	10.3%	7.5%		7.9%

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



For further information, please contact:

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