



# ORIENTAL CARBON & CHEMICALS LIMITED

14th Floor, Tower-B, World Trade Tower, Plot No. C-1, Sector-16, Noida - 201301, UP  
Phone : 91-120-2446850 Website : www.occlindia.com



May 25, 2022

**The Manager**

BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai – 400 001

**The Manager**

National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex  
Bandra (E)  
Mumbai – 400 051

**BSE STOCK CODE: 506579**

**NSE SYMBOL: OCCL**

Dear Sirs/Madam,

**Re: Investor Presentation for the quarter and year ended 31<sup>st</sup> March 2022**

Pursuant to the provision of the Listing Regulations, 2015 enclosed please find herewith a copy of the Investor Presentation for the quarter and year ended 31<sup>st</sup> March, 2022.

Thanking you,

Yours faithfully,  
For **Oriental Carbon & Chemicals Ltd**

**Pranab Kumar Maity**  
**Company Secretary**

**Encl.: As above**

**Registered Office :**  
"DUNCAN HOUSE"  
31, Netaji Subhas Road  
Kolkata - 700 001  
CIN: L24297WB1978PLC031539

**Plants :**  
Plot 3 & 4 Dharuhera Industrial Estate, Phase - 1  
Dharuhera - 123106, Distt. Rewari, (Haryana)  
SEZ Division : Survey No. 141, Paiki of Mouje Village Mundra  
Taluka Mundra, Mundra SEZ, District Kutch, Gujrat - 370421



# Oriental Carbon & Chemicals Limited

Providing Solutions...

...Creating Innovations

Investor Presentation – May 2022

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The background of the slide is a grayscale photograph of a diamond mine. It shows a series of parallel tracks or paths leading into the distance, with numerous small, sparkling diamonds scattered across the ground. The lighting creates a bokeh effect with bright spots of light.

# **Q4 & FY22 Financial Highlights**

# Message from Promoter & Managing Director



Commenting on the results, **Mr. Arvind Goenka, Promoter and Managing Director** said

*“FY22 was year marked by challenging macro environment with unabated commodity price increases, high freight costs, rising fuel costs and geopolitical issues. We witnessed slowdown in demand from domestic as well as international markets on back of third wave of covid and Russia-Ukraine war. Despite of such adversities, our company has reported total income growth of 14% YoY for FY22.*

*High raw material costs and supply led volatility impacted our margins and profitability during the year. Our company has been taking cost control measures and shall further try to rationalize prices to cover increased cost in the upcoming quarter for both domestic and international markets.*

*We are pleased to inform that the Board of Directors of the Company have recommended a final dividend of Rs. 7 per equity share of Rs.10/- each (70% of FV) in addition to interim dividend of Rs. 7 per equity share paid in November 2021, thereby giving Total Dividend of Rs. 14 per equity share for the financial year 2021-2022.*

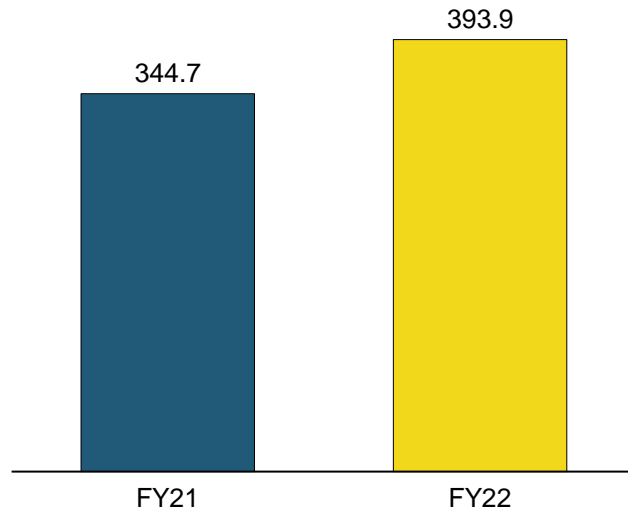
*Demand for commercial vehicles is expected to remain favorable supported by accelerated economic activities. Tyre demand is anticipated to be strong on account of increased automotive demand, pick up in infrastructure activities and easing of supply side issues for passenger vehicles. These shall drive the demand for tyres.*

*We believe the current challenges in the external environment are short term and shall taper down soon. Our focus on US market should enable us to further increase our penetration there. With completion of capacity expansion, we are confident of gaining new orders and increasing wallet share from new prospective clients from other geographies”*

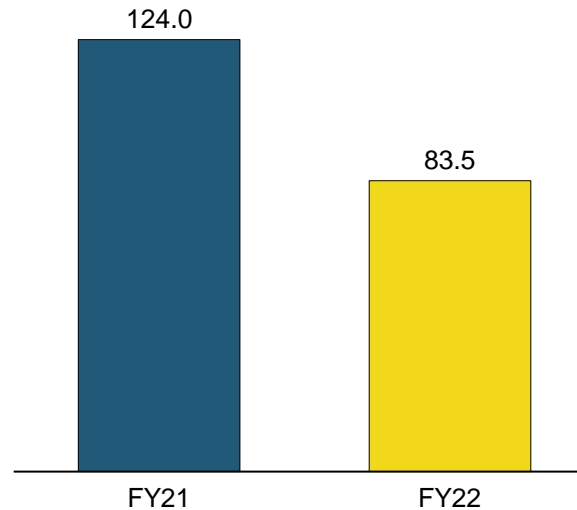
# Standalone Financial Highlights: FY22



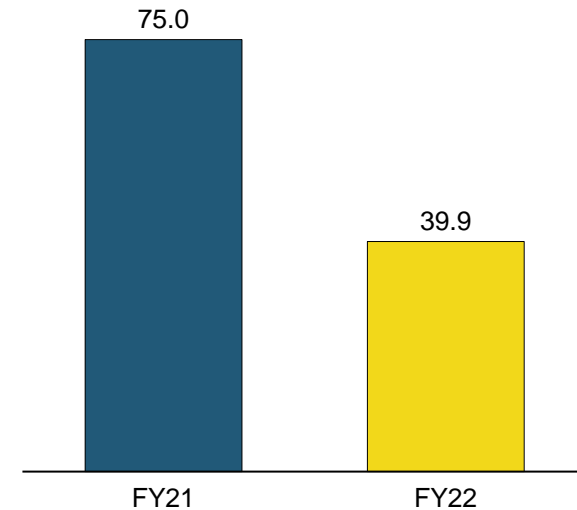
## Revenues<sup>^</sup> (Rs. Crs)



## EBITDA<sup>^</sup> (Rs. Crs)



## PAT (Rs. Crs)



- Demand slowdown witnessed initially at the start of quarter on account of third wave of Covid-19 and geopolitical issues
- High input costs and increased freight costs led to contraction of EBITDA, impacting overall profitability for the quarter and full year

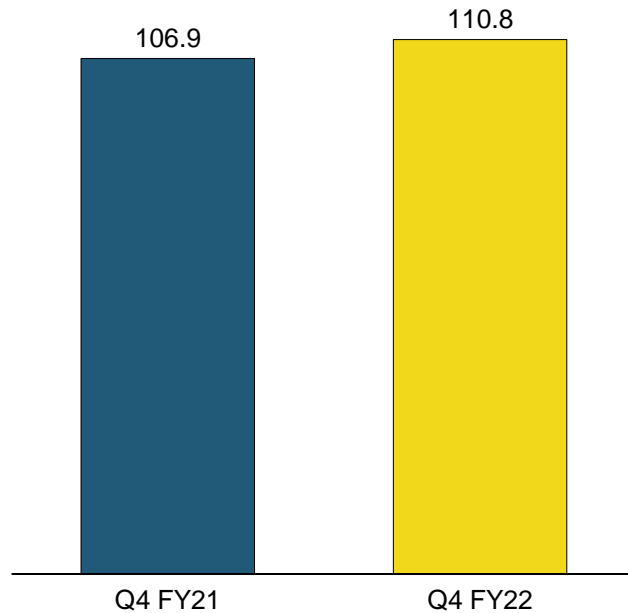
Rs. In crs.

<sup>^</sup>incl. Other Income

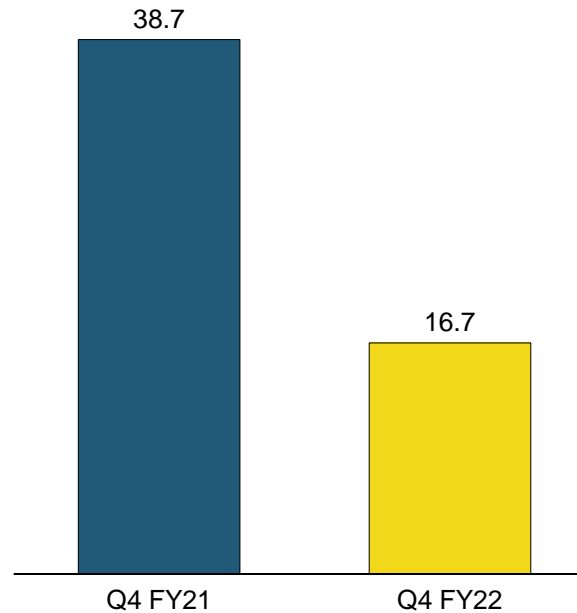
# Standalone Financial Highlights: Q4 FY22



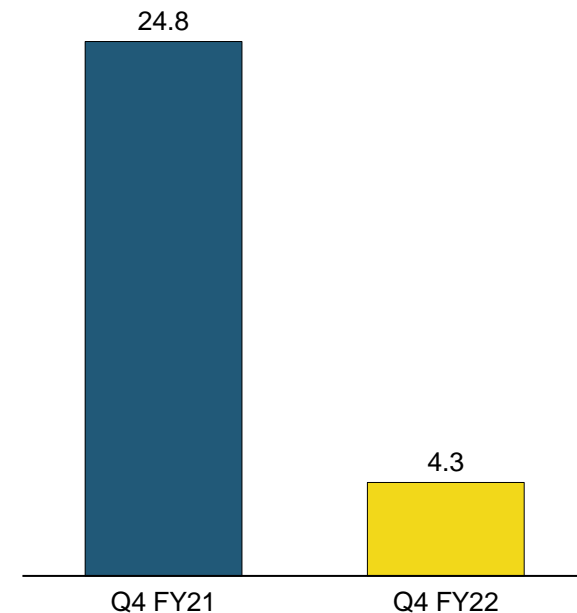
## Revenues<sup>^</sup> (Rs. Crs)



## EBITDA<sup>^</sup> (Rs. Crs)



## PAT (Rs. Crs)



Rs. In crs.

<sup>^</sup>incl. Other Income

# Standalone Profit & Loss Statement

Particulars (Rs. Crs.)	Standalone				
	Q4 FY22	Q4 FY21	Q3 FY22	FY22	FY21
<b>Total Income from Operations<sup>^</sup></b>	<b>110.8</b>	<b>106.9</b>	<b>95.8</b>	<b>393.9</b>	<b>344.7</b>
Raw Material*	43.9	30.2	32.5	134.7	79.1
Employee Expenses	11.2	10.4	11.4	45.7	44.0
Other Expenses	39.0	27.5	32.3	130.0	97.7
<b>EBITDA<sup>^</sup></b>	<b>16.7</b>	<b>38.7</b>	<b>19.7</b>	<b>83.5</b>	<b>124.0</b>
<b>EBITDA Margin (%) <sup>^</sup></b>	<b>15.1%</b>	<b>36.2%</b>	<b>20.5%</b>	<b>21.2%</b>	<b>36.0%</b>
Depreciation	6.5	5.8	5.6	23.0	21.0
<b>EBIT</b>	<b>10.2</b>	<b>32.9</b>	<b>14.0</b>	<b>60.5</b>	<b>103.0</b>
<b>EBIT Margin (%)</b>	<b>9.2%</b>	<b>30.8%</b>	<b>14.6%</b>	<b>15.4%</b>	<b>29.9%</b>
Finance Cost	2.1	1.4	1.3	5.7	6.3
<b>Profit before Tax</b>	<b>8.1</b>	<b>31.5</b>	<b>12.8</b>	<b>54.8</b>	<b>96.6</b>
Tax	3.8	6.7	2.2	14.9	21.6
<b>Profit After Tax</b>	<b>4.3</b>	<b>24.8</b>	<b>10.6</b>	<b>39.9</b>	<b>75.0</b>
<b>PAT Margin (%)</b>	<b>3.9%</b>	<b>23.2%</b>	<b>11.0%</b>	<b>10.1%</b>	<b>21.8%</b>
Other Comprehensive Income	0.8	-0.1	0.0	1.6	-0.4
<b>Total Comprehensive Income</b>	<b>5.1</b>	<b>24.6</b>	<b>10.6</b>	<b>41.5</b>	<b>74.6</b>
EPS	4.33	24.78	10.58	39.99	75.08

✓ High raw material costs and supply led volatility impacted margins and profitability during the year impact in Q4 being highest.

✓ Cost control measures taken by the Company and further price correction taken to cover increased cost in the upcoming quarter for both domestic and international markets

<sup>^</sup>incl. Other Income, \*Total Raw material cost incl. change in Inventories



# Balance Sheet - Standalone



<b>EQUITY &amp; LIABILITIES (Rs. Crs.)</b>	<b>Mar-22</b>	<b>Mar-21</b>
Equity Share Capital	10.0	10.0
Other Equity	547.1	522.5
<b>Total Equity</b>	<b>557.1</b>	<b>532.5</b>
Financial Liabilities		
Borrowings	93.9	112.7
Lease Liability	5.7	5.8
Other Financial Liabilities	0.0	0.0
Provisions	2.4	2.3
Deferred Tax Liabilities (Net)	30.3	25.4
<b>Total Non-Current Liabilities</b>	<b>132.4</b>	<b>146.2</b>
Financial Liabilities		
Borrowings	88.2	66.2
Lease Liability	0.0	0.0
Trade Payables	24.8	19.1
Other Financial Liabilities	22.7	19.5
Other Current Liabilities	5.4	6.0
Income Tax Liability	0.0	0.2
Provisions	0.7	1.3
<b>Total Current Liabilities</b>	<b>141.8</b>	<b>112.4</b>
<b>Total Equity and Liabilities</b>	<b>831.3</b>	<b>791.1</b>

<b>ASSETS (Rs. Crs.)</b>	<b>Mar-22</b>	<b>Mar-21</b>
Property, Plant and Equipment	437.0	326.5
Capital Work-in-progress	41.3	113.3
Other Intangible Assets	0.5	0.4
Intangible Assets Under Development	0.0	0.1
Financial Assets		
Investments	84.4	45.6
Loans	0.6	0.7
Others	7.8	7.2
Other Non-Current assets	3.6	8.5
<b>Total Non-Current Assets</b>	<b>575.2</b>	<b>502.3</b>
Inventories	58.9	40.1
Financial Assets		
Investments	102.2	153.3
Trade Receivables	80.8	74.8
Cash and Cash Equivalents	0.5	1.6
Bank balances	1.6	1.8
Loans	0.7	0.7
Others Financial Assets	1.5	2.8
Current Tax Assets (Net)	0.5	0.0
Other Current Assets	9.5	13.8
<b>Total Current Assets</b>	<b>256.0</b>	<b>288.8</b>
<b>Total Assets</b>	<b>831.3</b>	<b>791.1</b>

# Standalone Cashflow Statement



Particulars (Rs. Crs.)	Mar-22	Mar-21
<b>Net Profit Before Tax</b>	<b>54.8</b>	<b>96.6</b>
Adjustments for: Non Cash Items / Other Investment or Financial Items	17.5	15.1
<b>Operating profit before working capital changes</b>	<b>72.4</b>	<b>111.8</b>
Changes in working capital	-17.6	-10.9
<b>Cash generated from Operations</b>	<b>54.8</b>	<b>100.9</b>
Direct taxes paid (net of refund)	-11.1	-15.8
<b>Net Cash from Operating Activities</b>	<b>43.7</b>	<b>85.0</b>
<b>Net Cash from Investing Activities</b>	<b>-24.3</b>	<b>-123.5</b>
<b>Net Cash from Financing Activities</b>	<b>-20.5</b>	<b>16.7</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>-1.1</b>	<b>-21.7</b>
Add: Cash & Cash equivalents at the beginning of the period	1.6	23.3
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>0.5</b>	<b>1.6</b>

# Consolidated Profit & Loss Statement



Particulars (Rs. Crs.).	Consolidated				
	Q4 FY22	Q4 FY21	Q3 FY22	FY22	FY21
<b>Total Income from Operations^</b>	<b>127.9</b>	<b>121.1</b>	<b>110.0</b>	<b>450.1</b>	<b>386.5</b>
Raw Material*	53.4	38.9	40.4	165.4	103.3
Employee Expenses	13.8	13.0	13.9	56.7	52.7
Other Expenses	40.2	28.5	33.5	134.7	101.5
<b>EBITDA^</b>	<b>20.5</b>	<b>40.7</b>	<b>22.2</b>	<b>93.4</b>	<b>129.0</b>
<b>EBITDA Margin (%) ^</b>	<b>16.0%</b>	<b>33.6%</b>	<b>20.2%</b>	<b>20.7%</b>	<b>33.4%</b>
Depreciation	6.8	6.1	5.9	24.2	22.1
<b>EBIT</b>	<b>13.7</b>	<b>34.7</b>	<b>16.2</b>	<b>69.2</b>	<b>106.9</b>
<b>EBIT Margin (%)</b>	<b>10.7%</b>	<b>28.6%</b>	<b>14.8%</b>	<b>15.4%</b>	<b>27.7%</b>
Finance Cost	2.1	1.4	1.3	5.9	6.5
<b>Profit before Tax</b>	<b>11.6</b>	<b>33.2</b>	<b>14.9</b>	<b>63.3</b>	<b>100.4</b>
Tax	4.7	2.5	2.9	17.1	17.4
<b>Profit After Tax</b>	<b>6.9</b>	<b>30.8</b>	<b>12.1</b>	<b>46.2</b>	<b>83.0</b>
<b>PAT Margin (%)</b>	<b>5.4%</b>	<b>25.4%</b>	<b>11.0%</b>	<b>10.3%</b>	<b>21.5%</b>
Other Comprehensive Income	0.8	-0.1	0.0	1.6	-0.4
Non-Controlling Interest	1.3	3.0	0.8	3.1	4.0
<b>Total Comprehensive Income</b>	<b>6.4</b>	<b>27.6</b>	<b>11.3</b>	<b>44.7</b>	<b>78.6</b>
EPS	5.62	27.78	11.32	43.11	79.08

^incl. Other Income, \*Total Raw material cost incl. change in Inventories

# Balance Sheet - Consolidated



<b>EQUITY &amp; LIABILITIES (Rs. Crs.)</b>	<b>Mar-22</b>	<b>Mar-21</b>
Equity Share Capital	10.0	10.0
Other Equity	550.9	523.2
<b>Total Equity</b>	<b>560.9</b>	<b>533.2</b>
Non-Controlling Interest	18.3	15.2
Financial Liabilities		
Borrowings	94.1	112.9
Lease Liability	6.1	5.8
Other Financial Liabilities	0.1	0.1
Provisions	2.8	2.7
Deferred Tax Liabilities (Net)	27.9	20.9
<b>Total Non-Current Liabilities</b>	<b>131.2</b>	<b>142.3</b>
Financial Liabilities		
Borrowings	88.7	66.2
Lease Liability	0.1	0.0
Trade Payables	31.3	25.0
Other Financial Liabilities	26.7	23.1
Other Current Liabilities	7.4	7.3
Provisions	0.9	1.5
<b>Total Current Liabilities</b>	<b>155.1</b>	<b>123.2</b>
<b>Total Equity and Liabilities</b>	<b>865.4</b>	<b>813.9</b>

<b>ASSETS (Rs. Crs.)</b>	<b>Mar-22</b>	<b>Mar-21</b>
Property, Plant and Equipment	452.7	342.0
Capital Work-in-progress	41.3	113.3
Other Intangible Assets	0.5	0.5
Intangible Assets Under Management	0.0	0.1
Financial Assets		
Investments	69.9	31.0
Loans	0.7	0.7
Others	7.9	7.3
Other Non-Current assets	3.9	8.5
<b>Total Non-Current Assets</b>	<b>577.0</b>	<b>503.5</b>
Inventories	68.2	47.4
Financial Assets		
Investments	111.1	154.3
Trade Receivables	86.6	80.6
Cash and Cash Equivalents	1.7	2.1
Bank balances	7.1	7.2
Loans	0.8	0.8
Others Financial Assets	1.5	2.8
Current Tax Assets (Net)	1.2	0.5
Other Current Assets	10.2	14.7
<b>Total Current Assets</b>	<b>288.5</b>	<b>310.4</b>
<b>Total Assets</b>	<b>865.4</b>	<b>813.9</b>

# Consolidated Cashflow Statement

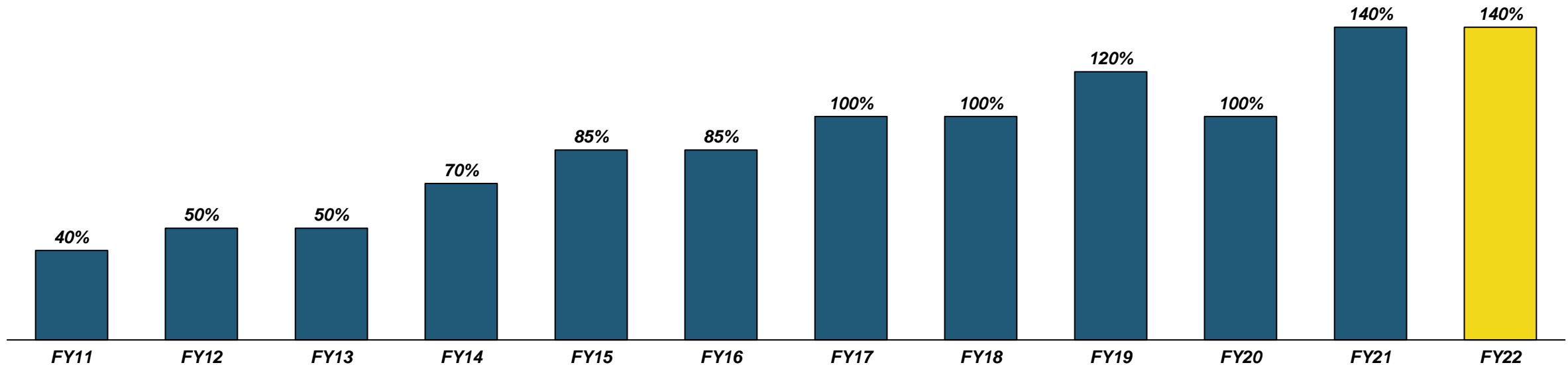


Particulars (Rs. Crs.)	Mar-22	Mar-21
<b>Net Profit Before Tax</b>	63.3	100.4
Adjustments for: Non Cash Items / Other Investment or Financial Items	18.5	16.3
<b>Operating profit before working capital changes</b>	<b>81.9</b>	<b>116.7</b>
Changes in working capital	-17.7	-9.6
<b>Cash generated from Operations</b>	<b>64.1</b>	<b>107.1</b>
Direct taxes paid (net of refund)	-11.2	-15.9
<b>Net Cash from Operating Activities</b>	<b>53.0</b>	<b>91.2</b>
<b>Net Cash from Investing Activities</b>	<b>-33.1</b>	<b>-128.5</b>
<b>Net Cash from Financing Activities</b>	<b>-20.3</b>	<b>16.1</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>-0.4</b>	<b>-21.2</b>
Add: Cash & Cash equivalents at the beginning of the period	2.1	23.4
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>1.7</b>	<b>2.1</b>

# Consistent Dividend Records



Dividend (% of Face Value)



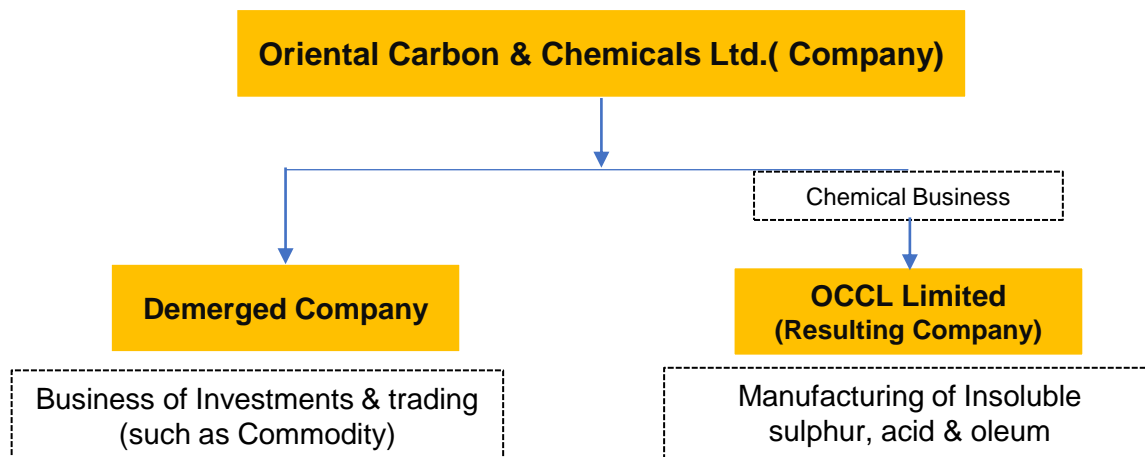
***The Board of Directors has recommended a Final Dividend of Rs. 7/- per equity share in addition to Interim Dividend of Rs.7 per equity share of Rs.10 each declared in November 2021.***

***(Total Dividend of Rs. 14/- per equity share i.e 140% of FV for Financial Year 2021-2022)***

# Scheme of Arrangement for Demerger of Chemical Business



- The Board of Directors has considered and approved the Scheme of Arrangement between the Company and OCCL Limited (wholly owned subsidiary) and their respective shareholders and creditors for the demerger of the Chemical Business undertaking of the Company to OCCL Limited (Resulting Company)
- Chemical Business includes insoluble sulphur, acid and oleum
- The Appointed Date of the Scheme is the Effective Date and the Scheme is subject to approval of requisite regulatory authorities
- As part of an overall strategy for the optimum running, growth and development of the businesses of the Demerged Company, it is considered desirable and expedient to reorganise and reconstruct the Demerged Company by demerging its Chemical Business to the Resulting Company
- It will result in the creation of two separate robust entities, the Resulting Company (OCCL Limited) focusing exclusively on the Chemical Business and Demerged Company shall continue to be in the business of investments and intents to initiate trading business such as commodity trading
- Upon scheme becoming effective, the Resulting Company shall issue and allot 5 fully paid up equity share of Rs. 2/- each of the Resulting Company credited as fully paid up for every 1 fully paid up equity share of INR 10/- each of the Demerged Company



## Benefits to the Company

Value unlocking of the respective businesses of the Demerged Company and the Resulting Company based on respective risk return profile and cash flows

Provide better flexibility in accessing capital and attract business specific partners and investors

Focused management approach for pursuing revenue growth and expansion opportunities in the respective business verticals

## Oriental Carbon & Chemicals Ltd. (Company or Demerged Company)

Category	Pre-Scheme	Post-Scheme
Promoters	51.76%	51.76%
Public	48.24%	48.24%
Total	100.00%	100.00%

## OCCL Limited (Resulting Company)

Category	Pre-Scheme	Post-Scheme
Promoters	100.00%*	51.76%
Public	-	48.24%
Total	100.00%	100.00%

\*Owned by Oriental Carbon & Chemicals Ltd

# Company Overview



## MARKET LEADER

Duncan JP Goenka Group Company

One of the market leader in the production of Insoluble Sulphur

## TECHNOLOGY DRIVEN

Aims to be the most respected, most preferred technology driven Insoluble Sulphur supplier to the Rubber industry

## MANUFACTURING FACILITIES

State of the art manufacturing facilities in India at Dharuhera (Haryana) and at Mundra (Gujarat)

## RATING

OCCL has been awarded with ECOVADIS GOLD SUSTAINABILITY RATING placing OCCL amongst the top 6% of the companies assessed globally

## "REACH" Compliant

OCCL is a people and technology driven company. Our products are "REACH" compliant & Company has ISO40001 & ISO45001 certification

## STRONG FINANCIALS

15 Year CAGR  
Revenues – 13%  
EBITDA – 14%  
PAT – 19%

## MARKET SHARE

Domestic Share of 55% - 60%  
Global market share of ~10%  
Customer Base + 40

## ACCREDITATION

OCCL has been accredited with 'RESPONSIBLE CARE' logo by Indian Chemical Council (ICC) for a period of three years upto March, 2025.

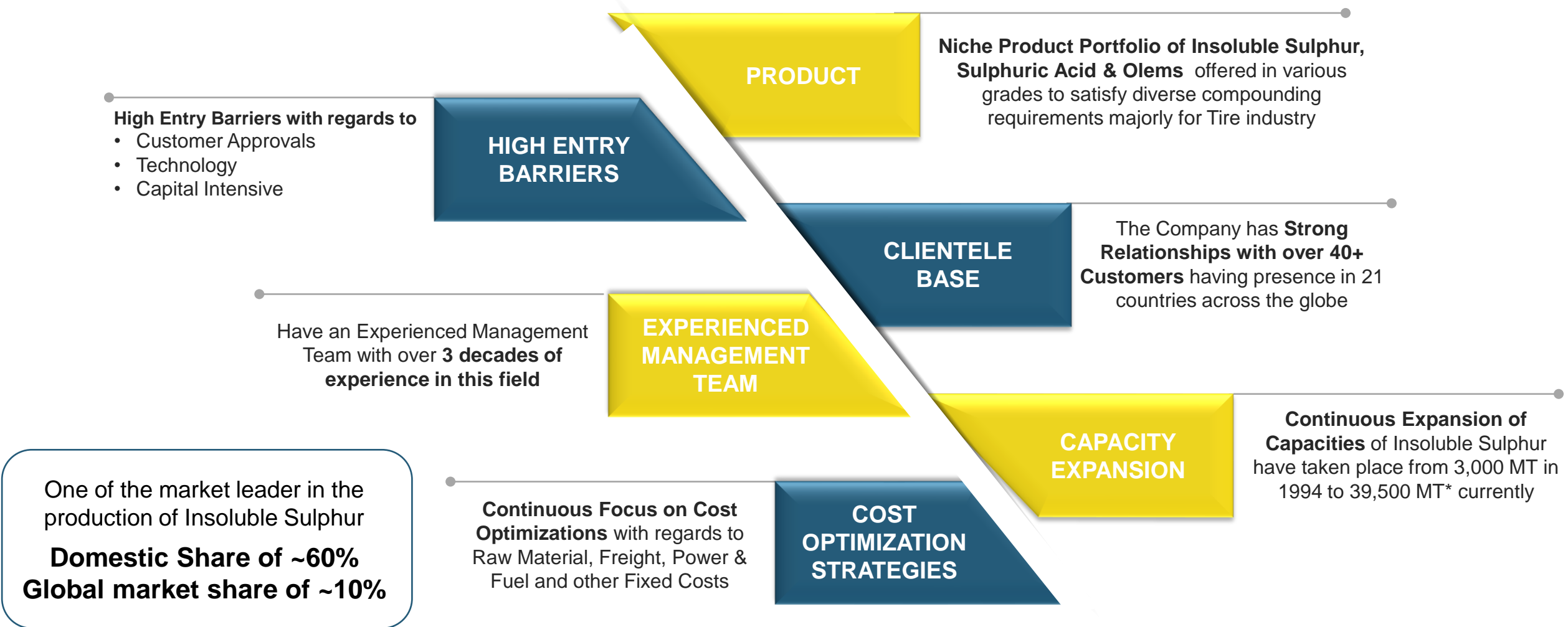




# KEY STRENGTHS



# Key Strengths



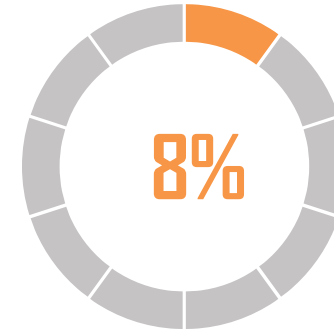
\* Phase- I of 5,500 units of IS line commissioned from 21<sup>st</sup> December 2021

# We deliver a Niche Product Portfolio...



## INSOLUBLE SULPHUR

- **Insoluble Sulphur is sold under the brand “DIAMOND SULF”**
- Application : Used as vulcanising agent in application where sulphur loading levels are required above the sulphur solubility rating of particular elastomers
- DIAMOND SULF is offered in various grades to satisfy diverse compounding requirements majorly for Tire industry
  1. High Dispersion Grades
  2. High Stability Grades
  3. Special Grades



## SULPHURIC ACID & OLEUMS

- **Manufactures both Commercial Grade and Battery Grade Sulphuric Acid and Oleums**
- Application : Dehydrating agent, catalyst, active reactant in chemical processes, solvent, detergents and absorbent
- **Offered in following Grades**
  - Grades of exact purity : Storage battery, rayon, dye, Detergent and pharmaceutical industries
  - Grades of less specifications : Steel, heavy chemical and superphosphate industries

With Strong Customer Relationships...



apollo

Continental 

**BRIDGESTONE**  
*Your Journey, Our Passion*

MRF

GOODYEAR 

 **JK TYRE**  
TOTAL CONTROL



nokian  
TYRES

CEAT



SUMITOMO  
RUBBER INDUSTRIES

# Having Presence in 21 Countries



...across the globe

Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

# We have Continuously expanded...

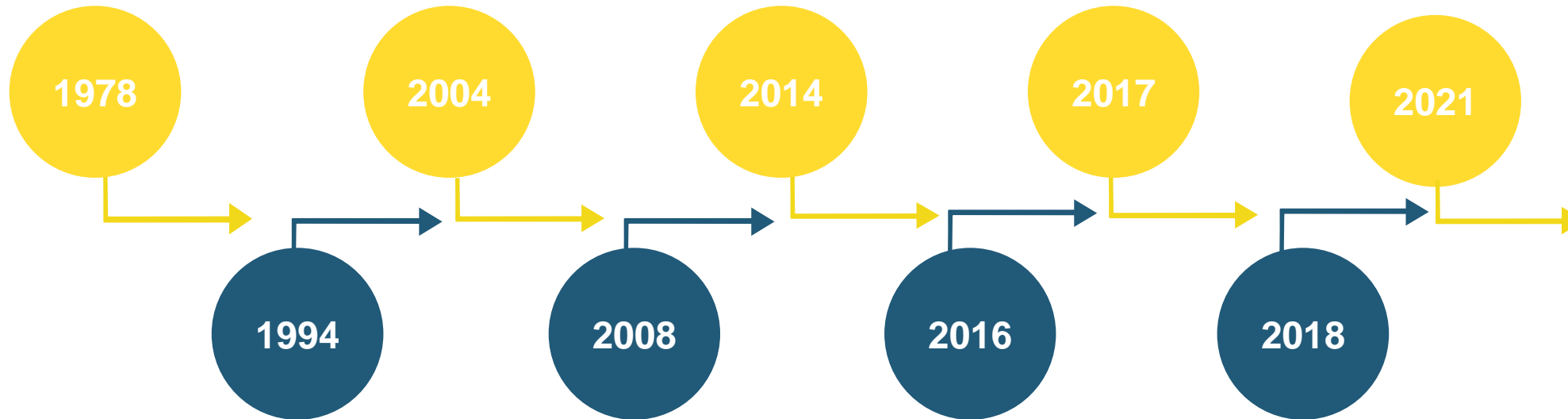
**Dharuhera Plant**  
Incorporated as Dharuhera Chemicals Ltd to manufacture Sulphuric Acid of 30,000 MTPA

**Dharuhera Plant – EOU**  
Set up 2nd line of Insoluble Sulphur with capacity of 4,000 MTPA

**Mundra Plant – Phase I & II**  
Set up Insoluble Sulphur Capacity of 11000 MTPA  
Acquired 50% Equity shares of Schrader Duncan Ltd.

**Mundra Plant**  
Increase Insoluble Sulphur Capacity by 11,000 MTPA  
Phase I – 5,500MT (2017) – Commenced Production

**Dharuhera Plant**  
Phase I – 5,500MT – Commenced Production in December 2021



**Dharuhera Plant**  
Insoluble sulphur operations started with capacity of 3,000 MTPA

**Debottlenecking**  
Capacity Increase  
Capacity increased to 12,000 MTPA

**Dharuhera + Mundra**  
Insoluble Sulphur: 23,000 MTPA  
Sulphuric Acid: 46,000 MTPA

**Mundra Plant**  
Phase II – 5,500MT – Commenced Production in July 2018

# Having State of Art Manufacturing Facilities...



Product name	Annual Capacity (MT)	Location	No. Of Lines
Insoluble Sulphur	17,500	Dharuhera (Haryana)	3
Insoluble Sulphur	22,000	SEZ Mundra (Gujarat)	4
Sulphuric Acid / Oleum	88,000	Dharuhera (Haryana)	2



# We use Cost Optimization Strategies

## KEY RAW MATERIAL

Sulphur available easily due to ample supply

Naphthenic Oil is procured from domestic as well as international players

## LOGISTICAL ADVANTAGE

Presence at the Port gives Location Advantage of reduced Logistic & Freight Cost

~67% of the sales constitutes Exports

## FIXED COSTS

With increase production at the plants Operating Leverage to play out

Expansion has resulted in reduced Fixed cost/ Overheads per MT as R&D and Utilities have been shared

## POWER COST OPTIMIZATION

Self-Sufficiency of steam for Plant at Dharuhera

Benefits from Lower Power Cost in SEZ Gujarat

## TAX BENEFIT

SEZ location of Mundra Plant - Tax Exemption benefit



# Experienced Management Team



## Mr. J. P. Goenka - Promoter & Chairman

- Graduate from Kolkata University – An Industrialist associated with the renowned multi-Industry group name Duncan
- Having 55 years of Experience in the industries of diverse business interests such as Jute & Cotton Textiles, Wool-Tops, Industrial Explosives, Rubber Chemicals & Engineering products

## Mr. Arvind Goenka - Promoter & Managing Director

- Commerce Graduate from Kolkata University with 30 years of Experience in managing jute, lubricants and carbon black industry with expertise in finance & international marketing
- Responsible for the Long-term Goal Setting & Monitoring the progress of the Company

## Mr. Akshat Goenka - Promoter & Jt. Managing Director

- Graduate in Economics & International Relations from University of Pennsylvania, USA
- Lead the team for setting up new Plant for manufacturing Insoluble Sulphur at SEZ Mundra, Gujarat

## Mr. Anurag Jain - Chief Financial Officer (CFO)

- Part of the company from more than 30 years
- He brings dynamism to the Financial & Commercial Operations of the company & has played a key role in the Growth and Restructuring of the company over the years

## Mr. Vijay Sabbarwal: President (Operations)

- He is an IIT graduate & heading the Operations of the company from 2014
- Has over 25 years of experience in diverse Industrial segments like Chemicals, FMCG, Consumer Durables, Auto etc

## Mr. Muneesh Batta: Vice President (Marketing)

- An M.B.A (International Business) with over 20 years of experience in International business
- Responsible for marketing of Insoluble Sulphur & increasing market share of Diamond Sulf overseas

# Having High Entry Barriers

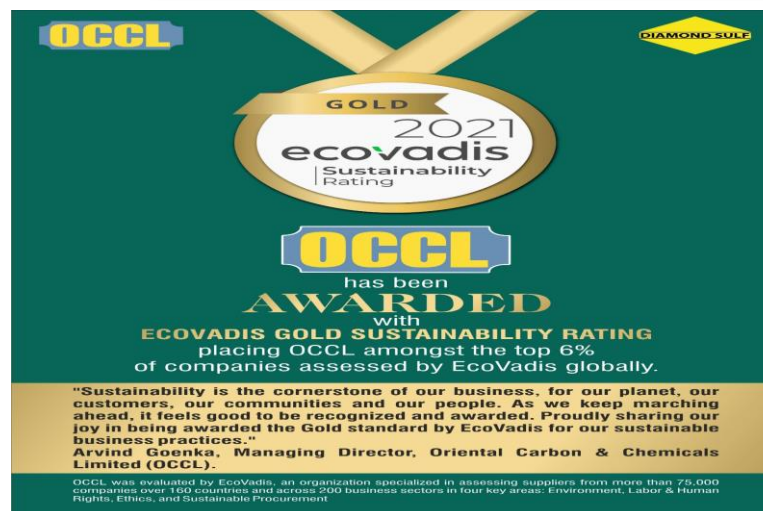
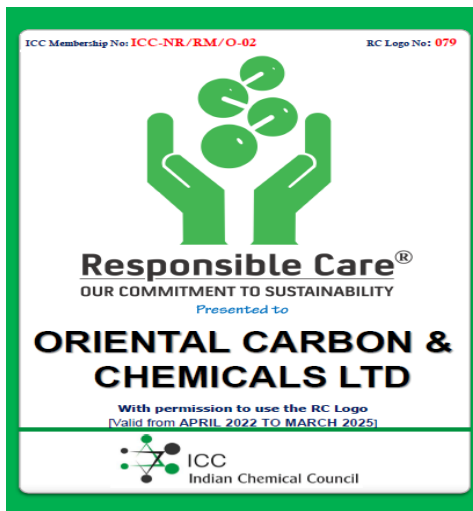
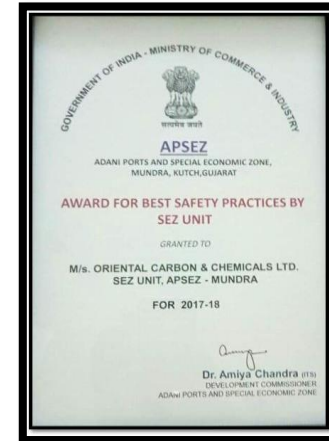
<p><b>Product Portfolio</b></p>	<ul style="list-style-type: none"> <li>• Various grades to satisfy diverse compounding requirements of leading tire manufacturers</li> <li>• Ongoing development of New Grades to meet Customer requirements</li> </ul>
<p><b>Customer Approvals</b></p>	<ul style="list-style-type: none"> <li>• Minimum 24 months required by Customers to approve &amp; validate product from new supplier</li> <li>• Widely accepted around the world as a preferred vendor by leading tire manufacturers</li> </ul>
<p><b>Capital Intensive</b></p>	<ul style="list-style-type: none"> <li>• Edge over the others - Proven Track Record In-house Technology</li> </ul>
<p><b>In house Technology</b></p>	<ul style="list-style-type: none"> <li>• In house R&amp;D team works on a continuous basis to improve Quality of product and its Properties</li> <li>• In house technology team to maintain the technical and quality edge at each production stage</li> </ul>

**OCCL has successfully implemented its In-house Technology which has been approved by all our Customers across the globe**

# Awards & Accolades



## Accolades received for the work done in the Areas of Sustainability/EHS/ Community Partnership





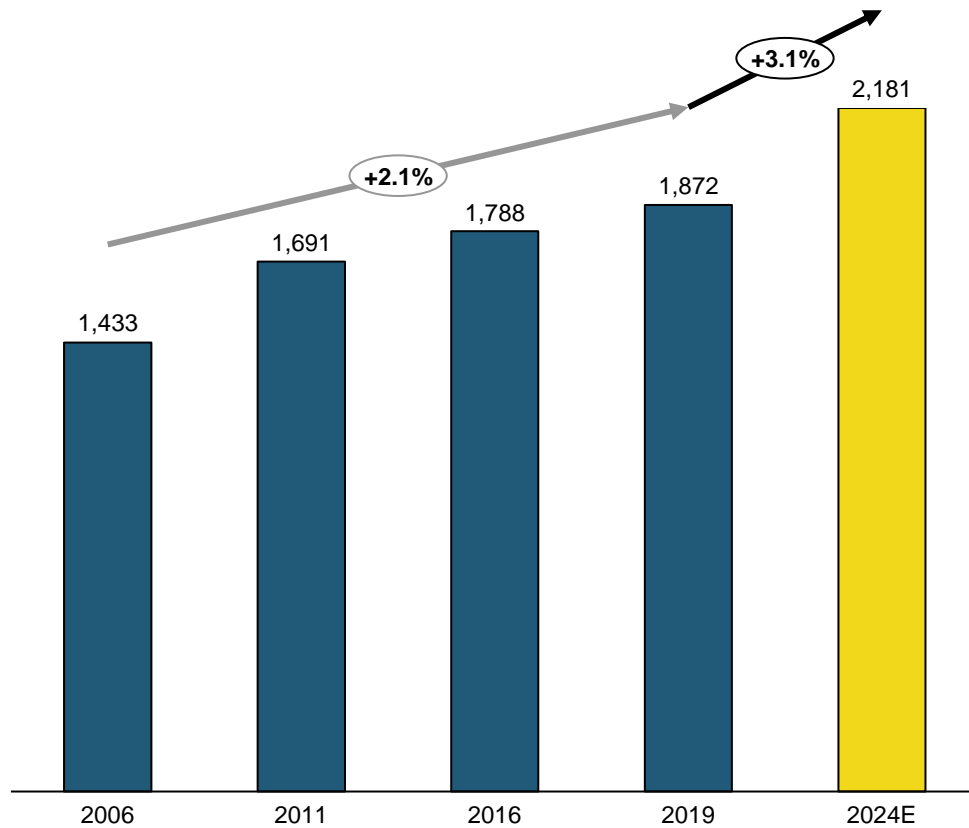
# **KEY GROWTH OPPORTUNITIES**



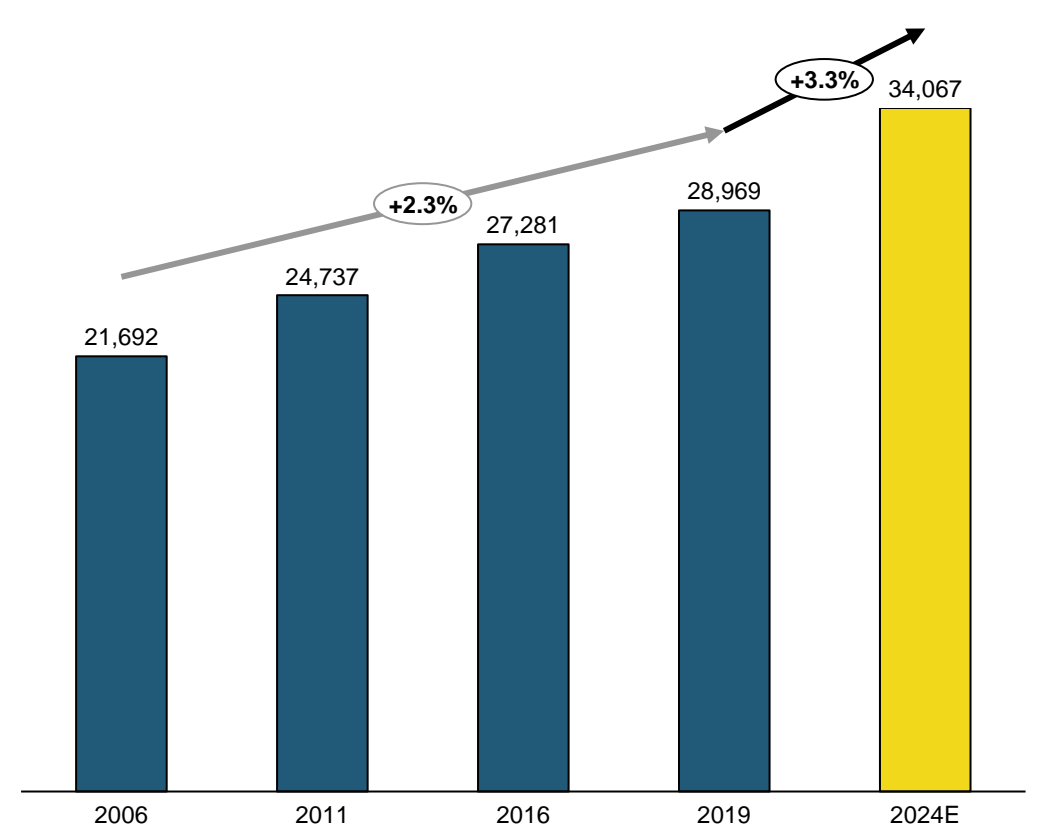
# Global Tyre Industry



## Tyre Production (mn units)



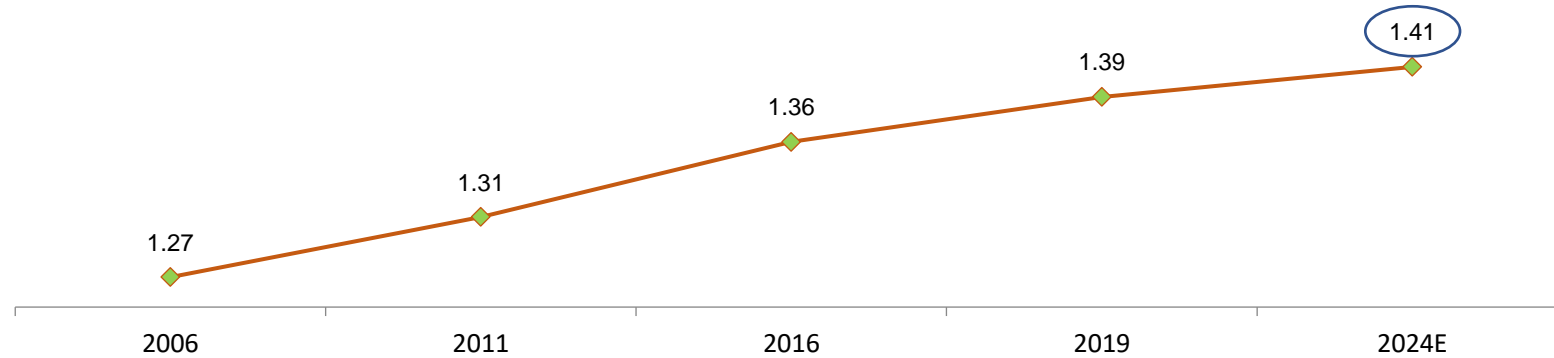
## Tyre Rubber Consumption ('000 tonnes)



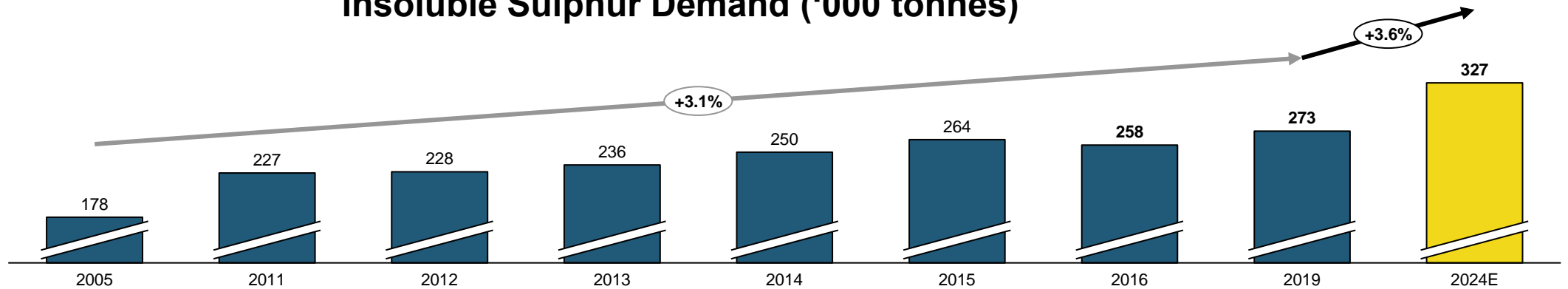
Source: Notch Report

# Insoluble Sulphur – Demand Forecast

**Radialisation Effect**  
Insoluble Sulphur to Tire Rubber Ratio



**\*Insoluble Sulphur Demand ('000 tonnes)**



Source: Notch Report

\* Also incl. Insoluble Sulphur used for Non-Tire Goods

# Key Growth Drivers



## Capacity Expansion

- Capacity expansion at Dharuhera, Haryana
- In-house technology and Common Infrastructure available
- Strategic Location to meet Export demand
- Approval from all Large Global Tire Companies

## Radialization

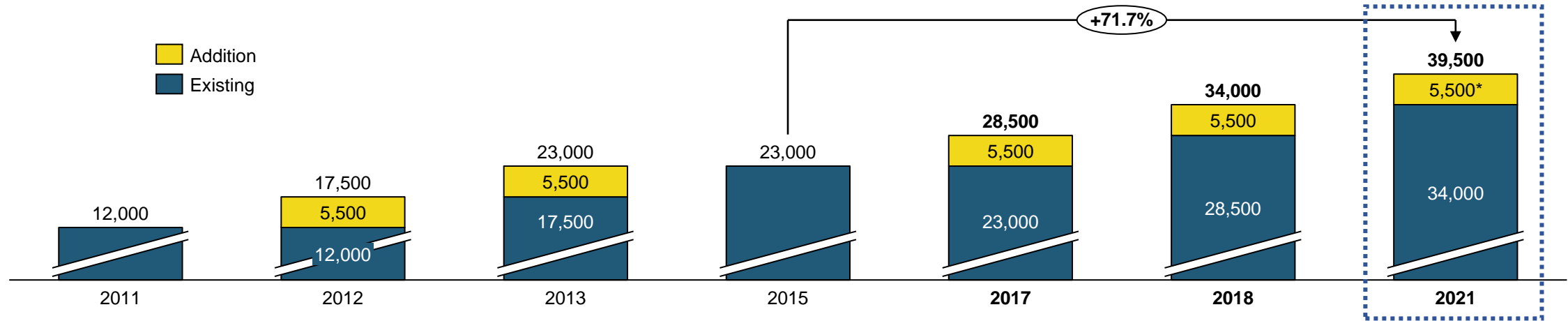
An increase in rate of Radialization in Commercial Vehicles in India will lead to an increase in requirement of Insoluble Sulphur

## Geographical Penetration

- North America is the largest market for Insoluble sulphur with potential for growth to increase share
- Insoluble sulphur requirement increasing at a fast pace in Asia – High Growth Market

**Increase in Automation in Tire Industry and Higher Performance Expectation from Tires will also drive the demand of Insoluble Sulphur**

# Capacity Expansion...Ready for Future Growth



## Brownfield Expansion To cater to the Growth in Insoluble Sulphur Demand

- Large Tire manufacturers expanding their business in Asia – High Growth Market
- Increase in market share in the Domestic & International market
- Grabbing opportunities of increasing Radialisation in India
- Increase presence in North American Market
- Strong R&D and in house Technology to support future expansion
- Increase from Natural Growth of Existing Customers





**For further information, please contact:**

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Company :

Investor Relations Advisors :

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