

**Date: 30<sup>th</sup> June, 2020**

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,

**Subject: 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 Financial Year ended 31st March 2020.

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.

We wish to mention that in the midst of the COVID outbreak and current lock-down, the Registered office of the Company is closed where the DSC is stored and since work from home policy has been adopted, it is not possible to send the signed copy of this letter owing to the limited resources and hence SD mode of signing is used.

Thanking you,

Yours faithfully,  
For **NOCIL Limited**

SD/-  
**Amit K. Vyas**  
**Assistant Vice President (Legal) and Company Secretary**

Place: Mumbai



Investor Presentation – June 2020



NOCIL LIMITED



ARVIND MAFATLAL GROUP  
The ethics of excellence



NOCIL LIMITED



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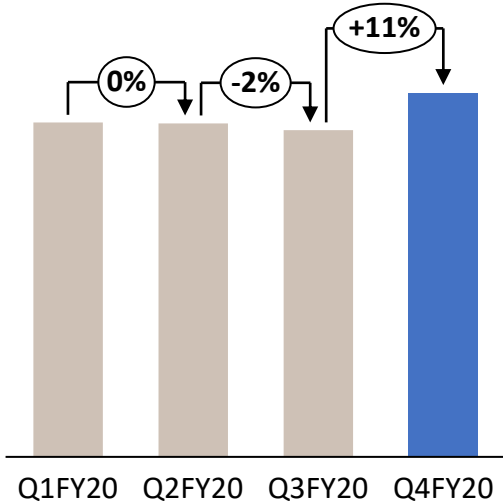
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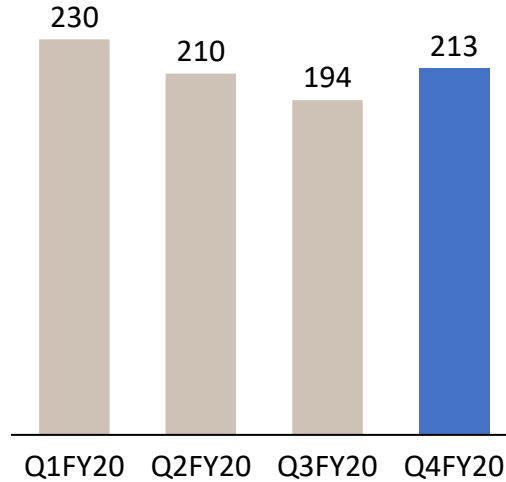
# Quarterly Performance

## Volumes (MT)



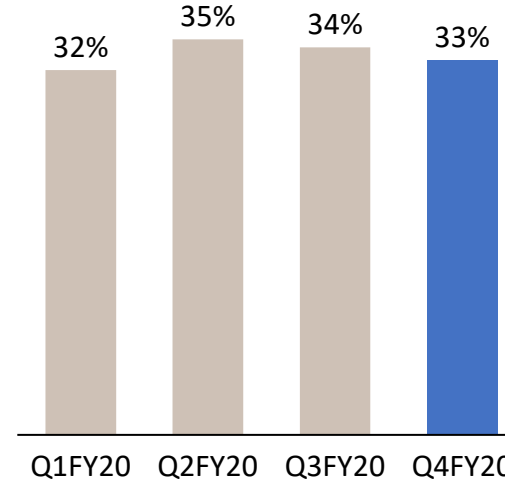
- In H2FY20 - Aggressively participated in the volume off-take in order to maintain wallet share

## Revenue from Operation (Rs. In crores)



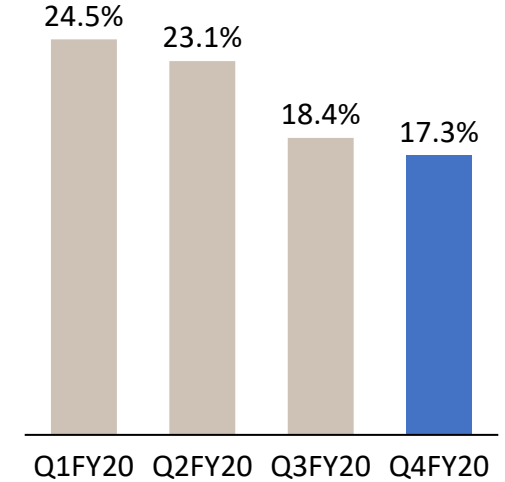
- Full impact of ADD in H2FY20
- Prolonged slowdown resulted into temporary oversupply scenario

## Total Conversion cost\* (% to Revenue)



- Conversion cost came down to 33% from high of 35% on the back of better volumes in Q4

## Operating EBITDA (%)



- Lower Margins on the back of:
  - Operating leverage did not play out &
  - Full ADD impact





## Work from Home

- Implemented work from home during the nationwide lockdown
- On receipt of approvals from government authorities started operation at facilities
- From 10<sup>th</sup> June started Corporate offices with limited workforce



## Sanitization & Social Distancing at workplaces

- Regular sanitization undertaken at offices & factory for safety of employees
- Workplace area sanitization before every shift and staff bus and car sanitization before every use



## Employee Screening & adhering to safety protocols

- Regular thermal screening of employees at our factory and Mumbai office on daily basis to ensure safety of employees



## Mask & Sanitization distribution & compulsion

- Compulsion for the use of mask and hand sanitization every 2 hours and following all the protocols and guidelines



## Business Operations:

- From mid-April 2020 started dispatch operation to meet export commitments
- Currently operating in all 3 shifts
- We have sufficient stock of Raw Materials to meet production requirements

## Liquidity position:

- Company has Rs. 36 crores as Cash & Cash equivalents as on 31st March 2020
- Company is a debt free so no debt obligations and are taking care of its working capital requirements through internal accruals



# Standalone Profit & Loss Statement

Rs. In Crores	Q4 FY20	Q3 FY20	Q-o-Q	FY20	FY19	Y-o-Y
<b>Net Revenue from Operations</b>	<b>213</b>	<b>194</b>	<b>9.4%</b>	<b>846</b>	<b>1,043</b>	<b>-18.9%</b>
Raw Material	106	93		388	467	
<b>Value Addition *</b>	<b>106</b>	<b>102</b>		<b>458</b>	<b>576</b>	
<b>Value Addition %</b>	<b>50.0%</b>	<b>52.3%</b>		<b>54.2%</b>	<b>55.2%</b>	
Employee Expenses	17	19		74	68	
Other Operating Expenses	53	47		208	218	
<b>Operating EBITDA</b>	<b>37</b>	<b>36</b>	<b>2.9%</b>	<b>176</b>	<b>290</b>	<b>-39.2%</b>
<b>Operating EBITDA Margin</b>	<b>17.3%</b>	<b>18.4%</b>		<b>20.8%</b>	<b>27.8%</b>	
Depreciation	9	8		32	23	
Interest	0^	0^		1	1	
Other Income	3	1		10	10	
<b>Profit Before Tax</b>	<b>31</b>	<b>29</b>		<b>152</b>	<b>277</b>	
Tax	8	8		21	93	
<b>Net Profit</b>	<b>22</b>	<b>21</b>	<b>8.3%</b>	<b>131</b>	<b>184</b>	<b>-28.9%</b>
<b>Net Profit Margin</b>	<b>10.5%</b>	<b>10.6%</b>		<b>15.5%</b>	<b>17.7%</b>	

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

^ less than 1 crore



# Consolidated Profit & Loss Statement

Rs. In Crores	Q4 FY20	Q3 FY20	Q-o-Q	FY20	FY19	Y-o-Y
<b>Net Revenue from Operations</b>	<b>213</b>	<b>194</b>	<b>9.4%</b>	<b>846</b>	<b>1,043</b>	<b>-18.9%</b>
Raw Material	106	93		388	467	
<b>Value Addition *</b>	<b>106</b>	<b>102</b>		<b>458</b>	<b>576</b>	
<b>Value Addition %</b>	<b>50.0%</b>	<b>52.3%</b>		<b>54.2%</b>	<b>55.2%</b>	
Employee Expenses	17	19		77	70	
Other Operating Expenses	52	46		203	213	
<b>Operating EBITDA</b>	<b>37</b>	<b>37</b>	<b>-</b>	<b>178</b>	<b>293</b>	<b>-39.1%</b>
<b>Operating EBITDA Margin</b>	<b>17.2%</b>	<b>18.8%</b>		<b>21.1%</b>	<b>28.1%</b>	
Depreciation	9	8		34	24	
Interest	0 <sup>^</sup>	0 <sup>^</sup>		1	1	
Other Income	3	1		9	10	
<b>Profit Before Tax</b>	<b>30</b>	<b>29</b>		<b>152</b>	<b>278</b>	
Tax	8	8		22	93	
<b>Net Profit</b>	<b>22</b>	<b>21</b>	<b>4.2%</b>	<b>131</b>	<b>185</b>	<b>-29.3%</b>
<b>Net Profit Margin</b>	<b>10.3%</b>	<b>10.8%</b>		<b>15.4%</b>	<b>17.7%</b>	

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

<sup>^</sup> less than 1 crore



# Standalone Balance Sheet

Particulars (Rs. Crs.)	31-Mar-20	31-Mar-19
<b>ASSETS</b>		
<b>Non-current assets</b>	<b>1,011</b>	<b>856</b>
Property, Plant and Equipment	768	626
Capital work-in-progress	156	131
Investment Property	0	0
Intangible Assets	1	2
<b>Financial Assets</b>		
(i) Investments in Wholly owned subsidiary	25	25
(ii) Other Investments	24	26
(iii) Other financial assets	6	6
Non-current tax assets	16	5
Other non-current assets	14	34
<b>Current assets</b>	<b>417</b>	<b>572</b>
Inventories	136	170
<b>Financial Assets</b>		
(i) Investments	23	97
(ii) Trade receivables	203	232
(iii) Cash and cash equivalents	8	36
(iv) Bank balances other than cash and cash equivalents	4	3
(v) Other Financial Assets	1	0
Other Current Assets	40	33
<b>TOTAL</b>	<b>1,428</b>	<b>1,428</b>

Particulars (Rs. Crs.)	31-Mar-20	31-Mar-19
<b>EQUITY AND LIABILITIES</b>		
<b>EQUITY</b>	<b>1,176</b>	<b>1,153</b>
Equity Share Capital	166	165
Other Equity	1,010	988
<b>Non-Current Liabilities</b>	<b>112</b>	<b>120</b>
<b>Financial Liabilities</b>		
(i) Financial Lease Liability	7	0
Provisions	16	15
Deferred Tax Liabilities (Net)	89	105
Other non-current liabilities	0	0
<b>Current liabilities</b>	<b>140</b>	<b>155</b>
<b>Financial Liabilities</b>		
(i) Trade Payables	89	99
(ii) Other Financial Liabilities	40	47
Provisions	7	6
Current Income Tax Liabilities (Net)	0	1
Other Current Liabilities	4	2
<b>TOTAL</b>	<b>1,428</b>	<b>1,428</b>





# Consolidated Balance Sheet

Particulars (Rs. Crs.)	31-Mar-20	31-Mar-19
<b>ASSETS</b>		
<b>Non-current assets</b>	<b>1,017</b>	<b>863</b>
Property, Plant and Equipment	796	654
Capital work-in-progress	156	131
Investment Property	0	0
Intangible Assets	1	2
Financial Assets		
(i) Investments in Wholly owned subsidiary	0	
(ii) Other Investments	24	27
(iii) Other financial assets	7	7
Non-current tax assets	18	7
Other non-current assets	14	34
<b>Current assets</b>	<b>426</b>	<b>580</b>
Inventories	136	171
Financial Assets		
(i) Investments	30	103
(ii) Trade receivables	203	232
(iii) Cash and cash equivalents	9	37
(iv) Bank balances other than cash and cash equivalents	4	3
(v) Other Financial Assets	1	0
Other Current Assets	41	34
<b>TOTAL</b>	<b>1,442</b>	<b>1,442</b>

Particulars (Rs. Crs.)	31-Mar-20	31-Mar-19
<b>EQUITY AND LIABILITIES</b>		
<b>EQUITY</b>	<b>1,185</b>	<b>1,163</b>
Equity Share Capital	166	165
Other Equity	1,020	998
<b>Non-Current Liabilities</b>	<b>116</b>	<b>124</b>
Financial Liabilities		
(i) Financial Lease Liability	7	0
Provisions	17	15
Deferred Tax Liabilities (Net)	93	109
Other non-current liabilities	0	0
<b>Current liabilities</b>	<b>141</b>	<b>155</b>
Financial Liabilities		
(i) Trade Payables	90	98
(ii) Other Financial Liabilities	40	47
Provisions	7	6
Current Income Tax Liabilities (Net)	0	1
Other Current Liabilities	4	2
<b>TOTAL</b>	<b>1,442</b>	<b>1,442</b>



# Cashflow Statement



ARVIND MAFATLAL GROUP  
The ethics of excellence



NOCIL LIMITED

Particulars (Rs. In Crores)	Standalone		Consolidated	
	Year Ended 31 <sup>st</sup> Mar 20	Year Ended 31 <sup>st</sup> Mar 19	Year Ended 31 <sup>st</sup> Mar 20	Year Ended 31 <sup>st</sup> Mar 19
<b>Cash flow from operating activities</b>				
<b>Profit before tax</b>	<b>152</b>	<b>277</b>	<b>152</b>	<b>278</b>
Adjustments for noncash items / non operating items	24	15	26	16
Operating profit before working capital changes	177	292	178	294
Working capital reductions/(increases)	52	(40)	52	(42)
<b>Cash flows generated from operating activities</b>	<b>228</b>	<b>252</b>	<b>231</b>	<b>252</b>
Income tax paid (Net of Refund)	51	88	51	88
<b>Net Cash flows generated from operating activities (A)</b>	<b>177</b>	<b>164</b>	<b>179</b>	<b>164</b>
Capex Investments	(179)	(235)	(180)	(237)
Net redemption from Investments	75	133	74	136
<b>Net Cash flows generated from investing activities (B)</b>	<b>(104)</b>	<b>(102)</b>	<b>(106)</b>	<b>(101)</b>
Dividend Paid	(98)	(49)	(98)	(50)
Interest & Other Payments	(3)	(1)	(3)	(1)
<b>Net Cash flows generated from financing activities (C)</b>	<b>(101)</b>	<b>(50)</b>	<b>(101)</b>	<b>(50)</b>
<b>Net Cash Increase / (Decrease)</b>	<b>(28)</b>	<b>12</b>	<b>(28)</b>	<b>13</b>



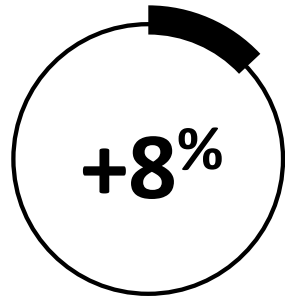
# Business Overview





- *Part of Arvind Mafatlal Group*
- *Expertise in Rubber Chemical Business over 4 decades*
- *Largest Rubber Chemicals Manufacturer in India*
- *Long Term Business Relationships with Tyre Majors (Both Domestic & International)*
- *Awarded Responsible Care Logo by Indian Chemical Council*

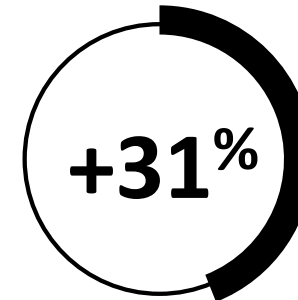
Revenue\*



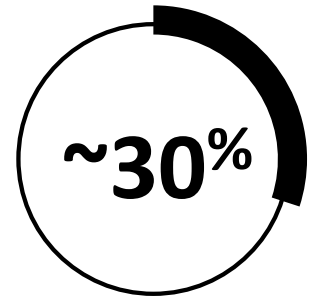
EBITDA\*



Operating PBT\*



Dividend Payout  
more than 5 years



\* CAGR growth from (FY13-FY20)



## 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. P. Srinivasan – Chief Financial Officer

- Chartered Accountant with over 31 years of experience
- Associated with the Company for nearly 15 years

## Dr. Narendra Gangal – Vice President (QA, Analytical & Outsourced Research)

- Ph.D. in Analytical Chemistry with 27 years of experience
- Associated with the Company for nearly 13 years

## Mr. Milind Shevte – Vice President (Marketing)

- B.E. Chemical Engineering
- Associated with the Company for nearly 15 years

## Mr. S. R. Deo – Managing Director

- M. Tech. in Chemical Engineering from IIT Kanpur
- Associated with the company for nearly 40 years in various technical capacities

## Dr. Chinmoy Nandi - Vice President (Research & Development)

- Post Graduate & Ph.D. in Science
- Associated with the company for nearly 35 years in various R&D capacities

## Mr. Rajendra Desai – Vice President (Operations, Corporate HR & Personnel)

- Chemical Engineer with Diploma in Management Studies
- Associated with the company for nearly 34 years





## Navi Mumbai Plant

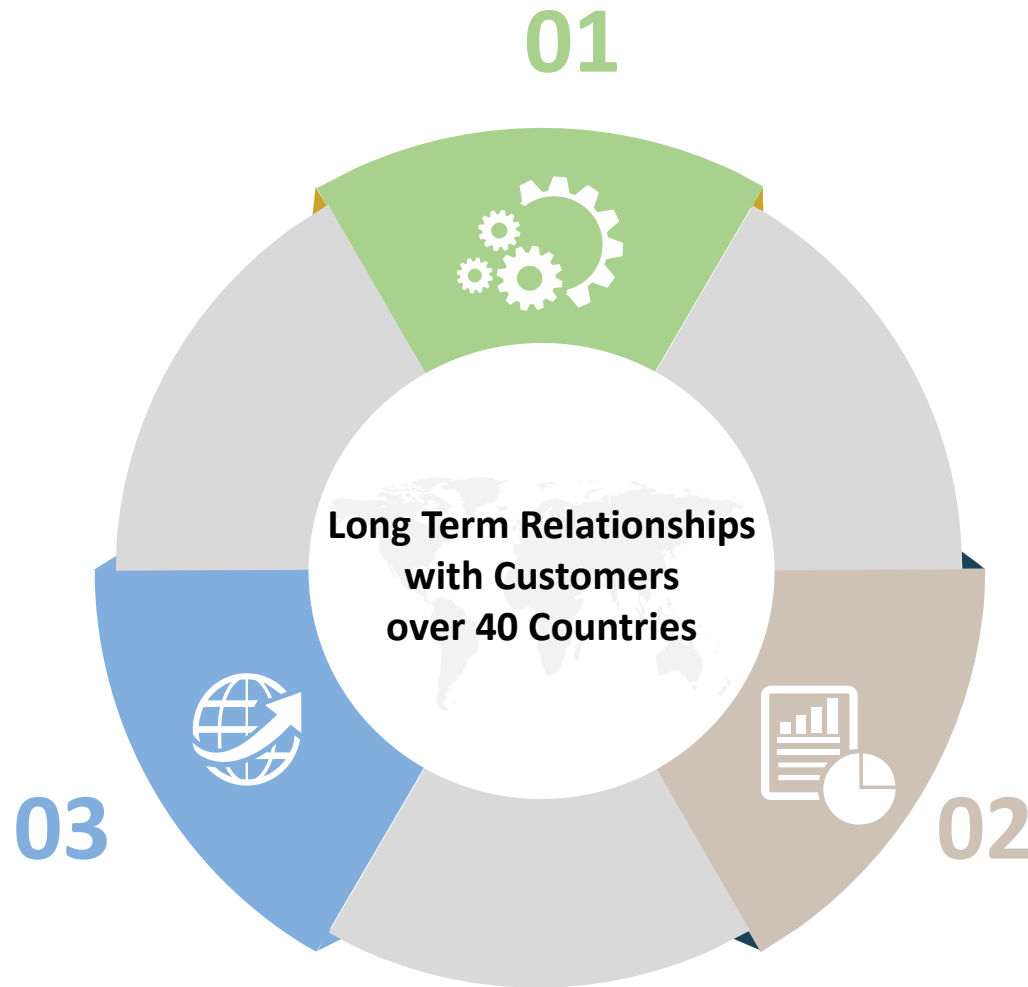
- Set up in 1976
- Located in Trans-Thane Creek industrial area at Navi Mumbai, Thane - Belapur's industrial zone designated for the chemical industry, about 40 kms away from Mumbai
- State-of-the-art technology for the manufacture of the entire range of Rubber Chemicals for Tyre & other Rubber Products



## Dahej Plant

- Commenced operations 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





## 01 Products & Product Forms

- Wide Range of Rubber Chemical Products
- Varied Product Forms

## 02 Sales, Marketing & Technical Service

- Market Responsive Approach
- Strong MTS Team to offer Technical Services

## 03 R & D and Quality Assurance

- Experienced, capable & innovative team of R & D scientists.
- Ultra Modern Laboratories & Pilot Plant Facilities
- Latest Analytical Instruments



1

## ANTI-DEGRADANTS/ ANTI-OXIDANTS

- These are ingredients in rubber compounds which deter the ageing and inhibit degradation due to oxygen attack of rubber products, thereby enhancing service life

2

## ACCELERATORS

- Increase the speed of vulcanization
- Permit vulcanization to proceed at lower temperature & with greater efficiency

3

## OTHER APPLICATIONS

- Pre vulcanization inhibition, Post vulcanization stabilization, Latex based applications etc.
- Improving Thermal Stability of cross links in rubber products

**ONE STOP SHOP**

With

**WIDE RANGE**

to suit

**MARKET REQUIREMENTS**

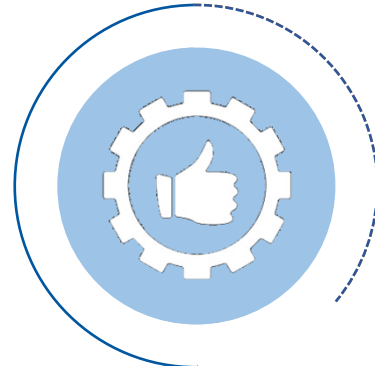






## Research & Technology Development

- NOCIL's Research Centre at Navi Mumbai recognized by Ministry of Science and Technology, Govt. 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
- Responsible Care by Indian Chemical Council

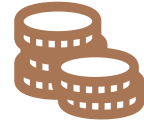


# Technology & Speciality Chemicals – Moving up the curve

## Key Factors



Continual Technological Improvement in Product & Processes



Strong position in High-value added products



R&D Capabilities leading to significant reduction in cost of production



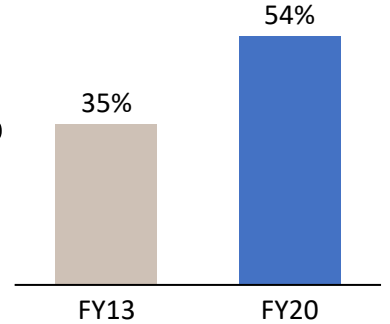
Operating leverage due to scaling-up of business



Favourable Positioning

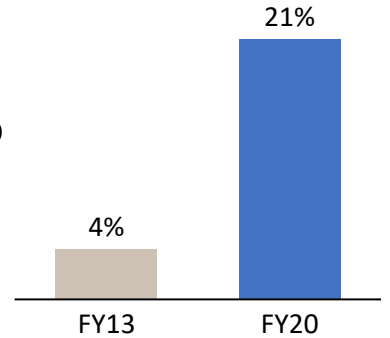
Value Addition

**+19%**



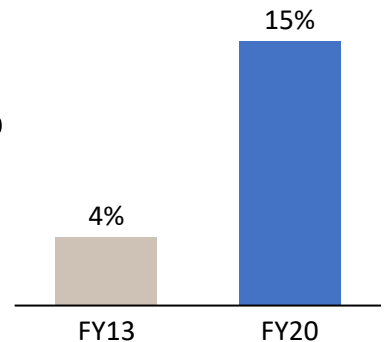
Operating EBITDA

**+17%**



PAT

**+12%**



## High Performance Tyres



Extended life, Automotive & Industrial products will increase rubber processing chemical loadings

## Stringent Environmental compliance



Cost increase in China leading to Better level playing field



## Rising Income Levels



Increase in Motor vehicle ownership rates, especially in developing nations would need additional consumption of rubber processing chemicals

NOCIL has been awarded by ICC for **“Excellence in Management of Environment”** under the large chemical industry



## Phase I

### Phase I – Rs. 170 crores ^

- **Phase I (a)** - Expansion at Navi Mumbai has been commissioned and the commercial production have started from Jun'18
- **Phase I (b)** – Expansion at Dahej is has been commissioned in Jan'19
- Mechanical Completion
- Trial Production
- Commercial Production

## Phase II

### Phase II – Total Capex of Rs. 280 crores ^

- For expansion of its production facilities for Rubber Chemicals (including intermediates captively consumed towards manufacture of rubber chemicals) at Dahej/Navi Mumbai – (Announced in Dec'17)
- For expansion of its production facilities for Rubber Chemicals at Dahej/Navi Mumbai - (Announced in Jan'18)
- Mechanical Completion
- Trial Production
- Capitalise Rs. 140 crores and remaining Rs. 140 crores by October 2020

Expansion is expected to give an Asset Turnover of ~2X at FY18 prices

**Total Capex of Rs. 450 crores - Entire project will be funded through Internal Accruals**

**100% Implementation by in-house team  
without any technical collaborations**

<sup>^</sup> as per FY18 prices



# Why NOCIL is a “Supplier of Choice”

## Non-Chinese Dependable Player

Non-Chinese Dependable & Quality Player with Committed Plans for future growth



## Wide Range of Product

Presence across the entire range of Rubber chemicals i.e. 22 product basket

## Environment Friendly Processes

Continuous investments done to adopt various innovative environmental technologies for long-term sustainability



## Product Testing & Validation

Approved & registered vendor with the Major Domestic & International Tyre Players offering Technical Support to customers for Rubber Products / Process Development

## Pipeline of New Generation of Rubber Chemicals

Development of Niche products using innovative technologies & Green chemistry concepts and new generation environmentally sustainable processes for growth



## Entry Barrier

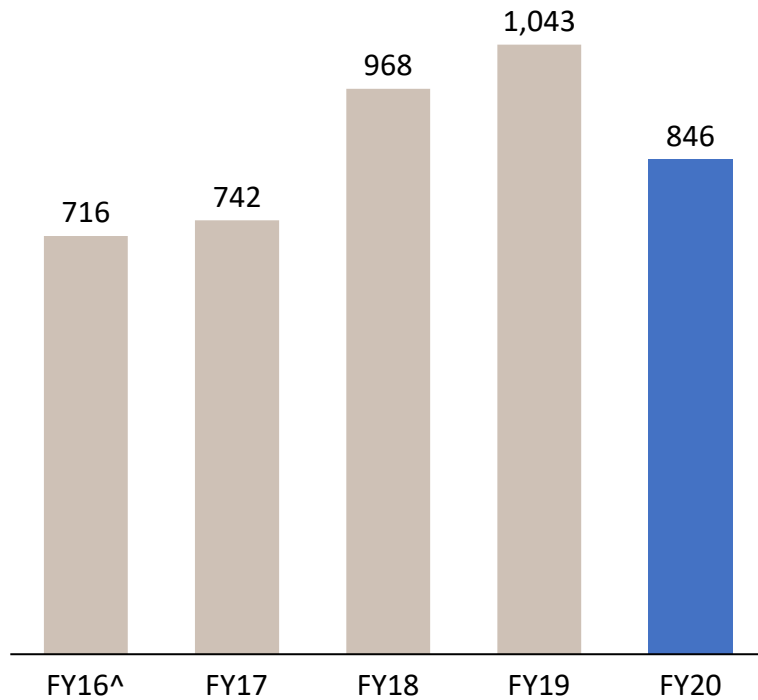
Customers take from 6-18 months to give approval on plant specific basis & same is carried out for various locations globally



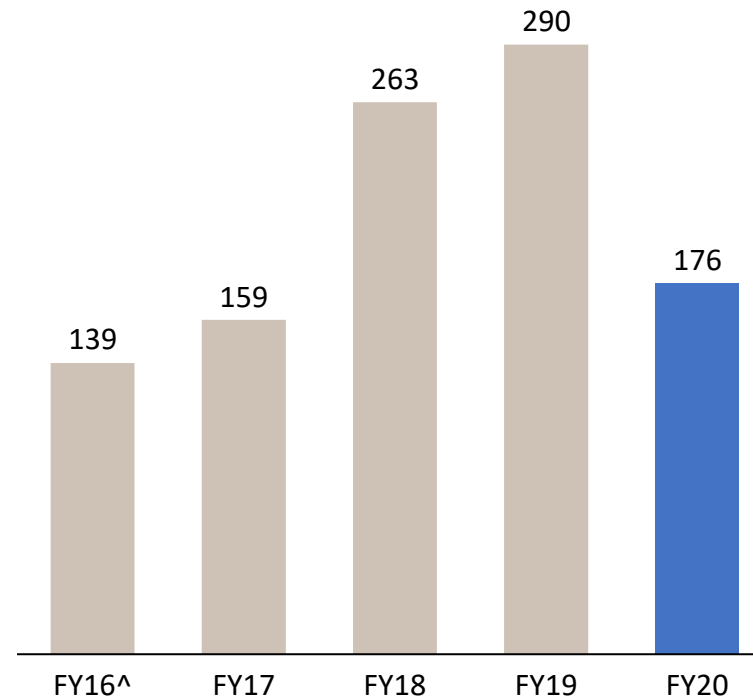
# Annual Performance Trend

## Revenue from Operations\*

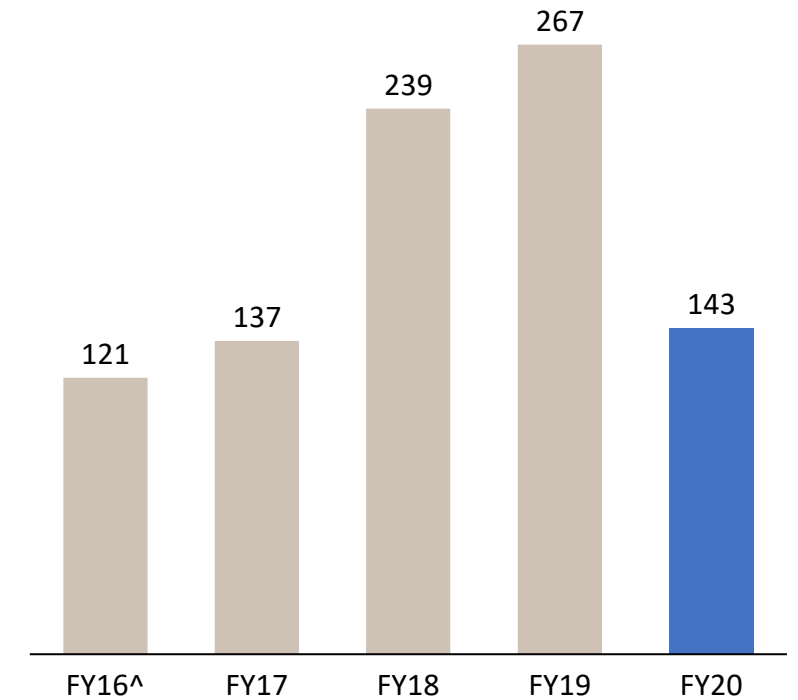
Rs. In Crores



## Operating EBITDA



## Operating PBT\*\*



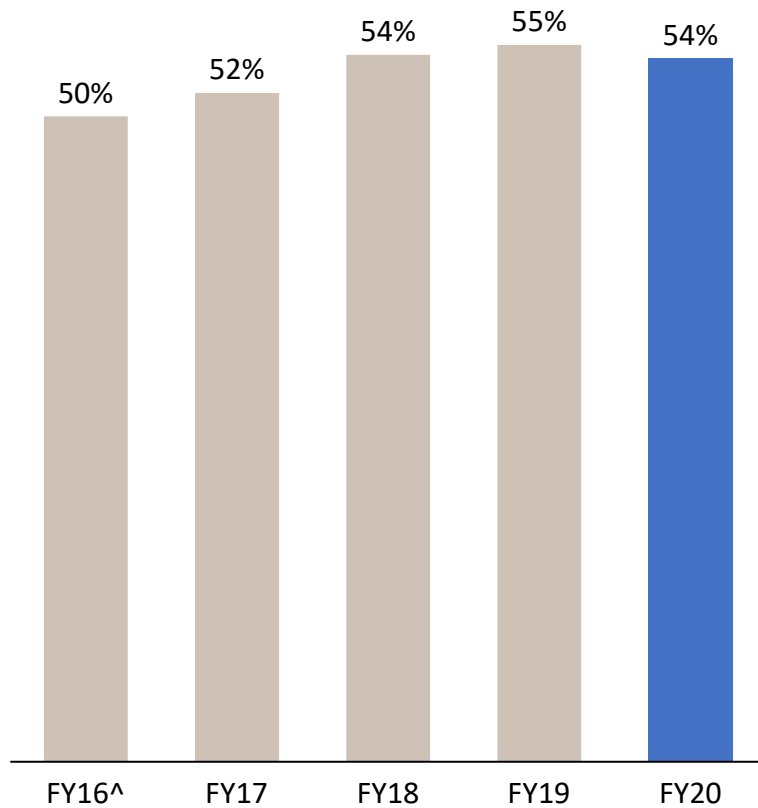
\* Revenue from operations is net of GST/Excise duty

\*\* Operating PBT (PBT - Other Income)

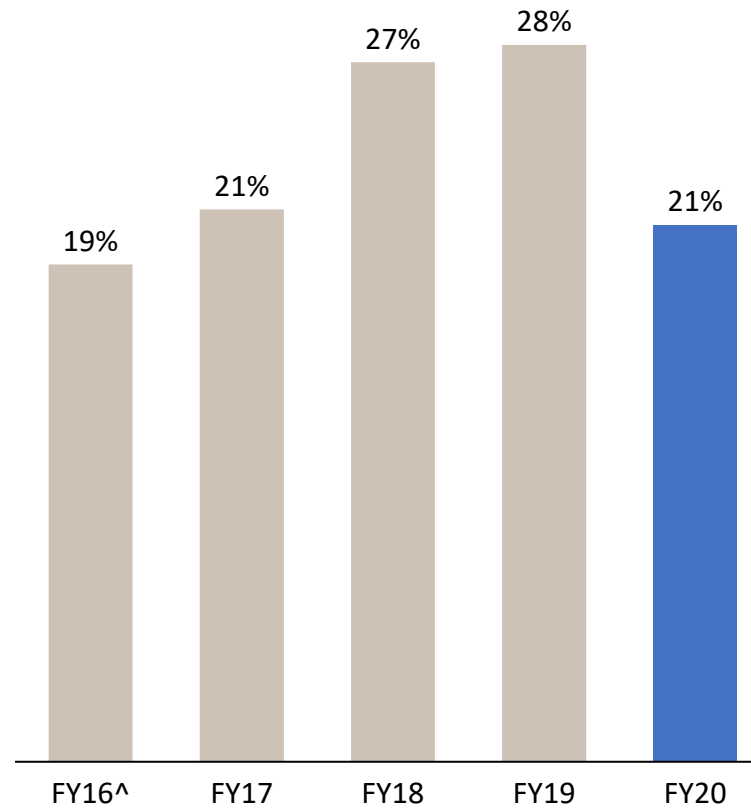
<sup>^</sup> IGAAP

# Annual Operating Performance

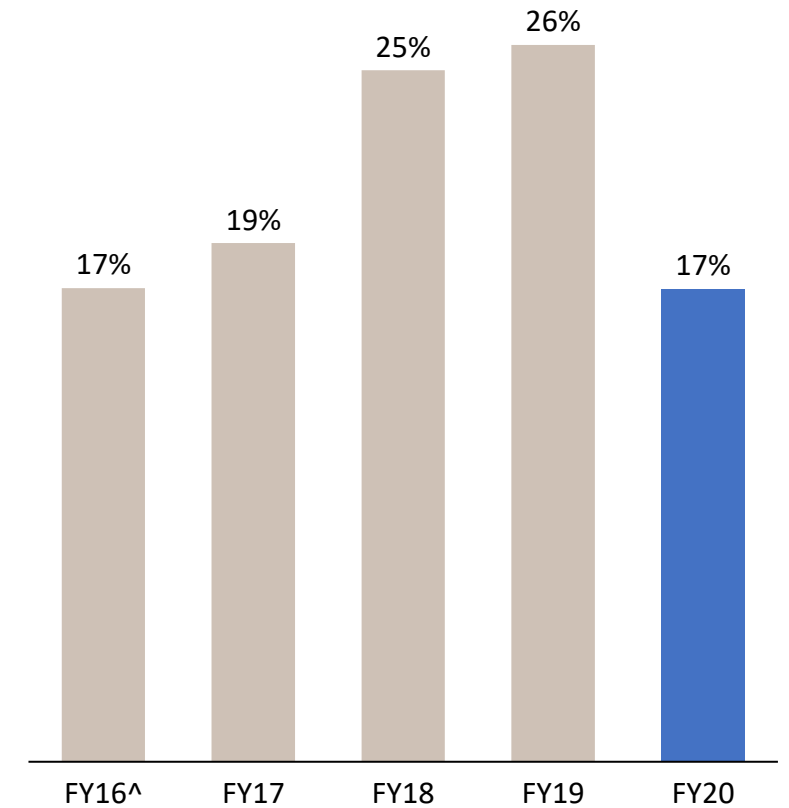
## Value Additions\*



## Operating EBITDA Margins



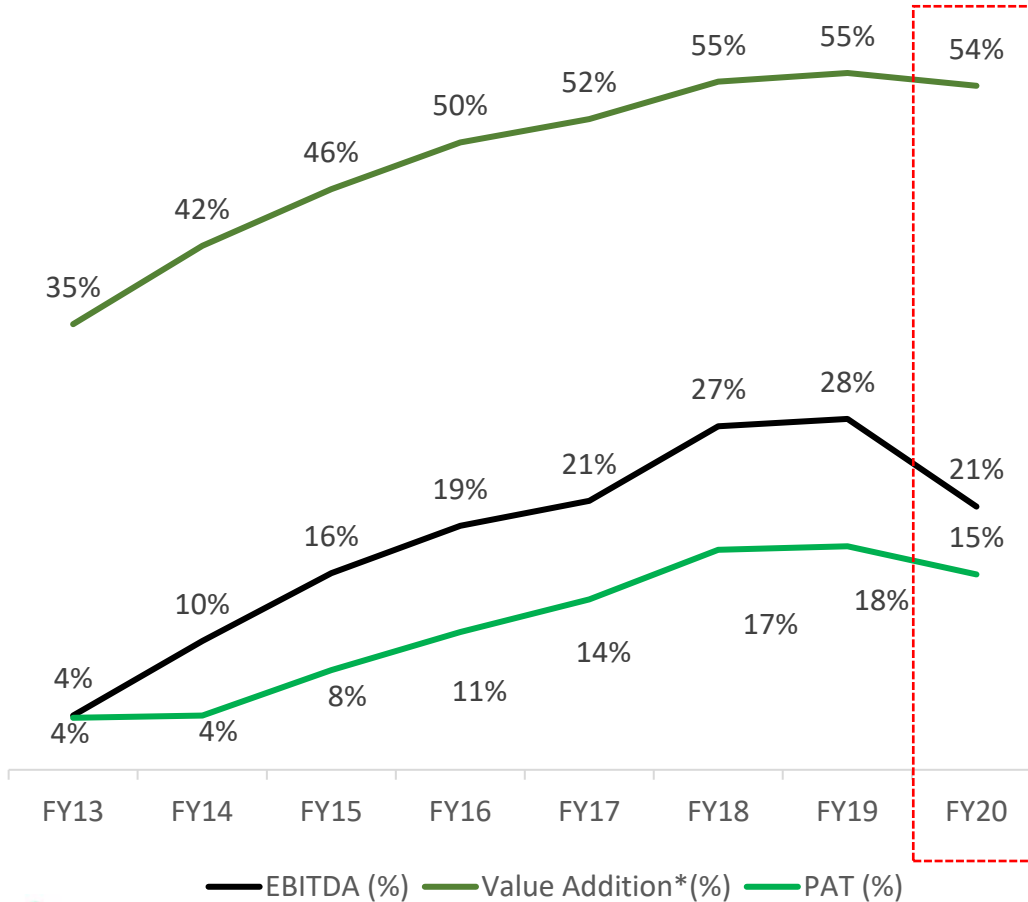
## Operating PBT Margins



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

<sup>^</sup> IGAAP

## Overall Improvement in Margin Profile of the Company



- **Value addition margin maintained:**
  - Realisations were weak due to Auto slowdown which was offset by some reduction in input prices, Process Efficiency & Better Product mix
- **EBITDA & PAT margins impacted:**
  - Auto Industry Slowdown + NO Anti-dumping duty from August 2019 + Additional Depreciation of Rs. 10 crores

## Sustainable Initiatives taken over 5 years

- **Change in Product mix**
  - Share of specialised applications
  - Increased share of export business
- **Technological Improvements**
  - Continual improvement in yield performance
  - Introduction of contemporary technologies
- **Operating leverage**
  - Volume maximisation
  - In-house generation of power at Dahej site

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







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