ORIENTAL CARBON & CHEMICALS LIMITED

[Corporate Identity Number (CIN) - L24297WB1978PLC031539]
Regd. Office : "Duncan House", 31, Netaji Subhas Road, Kolkata - 700 001
☎ : 091-033-2230-6831/6832, Fax No. : 091-033-22434772
E-mail : occl@cal2.vsnl.net.in, occlkol@gmail.com, Website : www.occlindia.com

03rd June 2016

The Secretary
The Calcutta Stock Exchange Ltd.
7 Lyons Range
Kolkata-700 001

The Manager
BSE Limited
Department of Corporate Services
Floor 25, P. J. Towers, Dalal Street
Mumbai – 400 001
Fax No. 022-2272-3121/1278/1557/3354
Email: corp.relations@bseindia.com

The Manager
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (E)
Mumbai – 400 051
Fax No. 022-2659-8237/8238/8347/8348
Email: cmlist@nse.co.in

Dear Sir/Madam,

Re: Investor Presentation for the quarter and year ended 31st March, 2016

Pursuant to the provision of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find herewith a copy of the Investor Presentation for the Quarter and Year ended 31st March, 2016.

Thanking you,

Yours Faithfully,
ORIENTAL CARBON & CHEMICALS LTD.

Oriental Carbon & Chemicals Ltd. Kolkata

Pranab Kumar Maity
Company Secretary &
Senior Manager-Legal

Encl: As above.

ORIENTAL CARBON & CHEMICALS LTD

Investor Presentation – May 2016

Safe Harbor

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Oriental Carbon & Chemicals 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.

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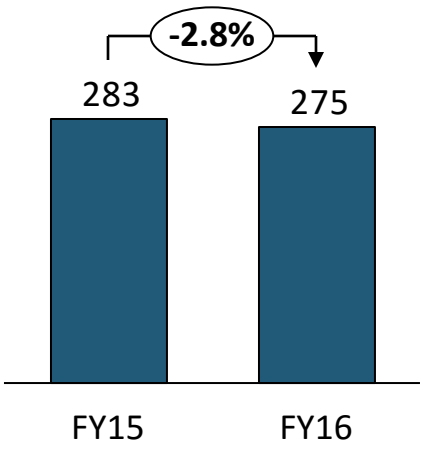
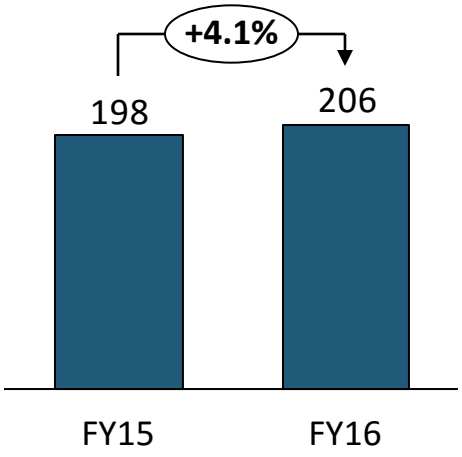
Highlights: FY16 Performance

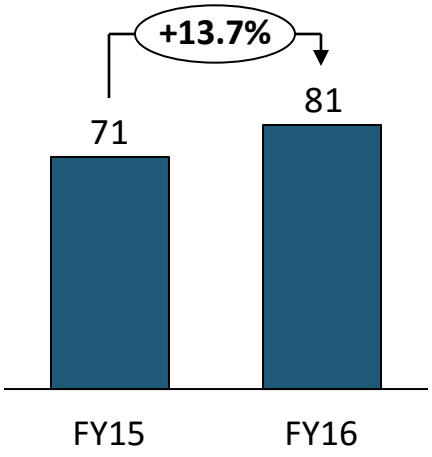
Revenue (Rs. Crs)



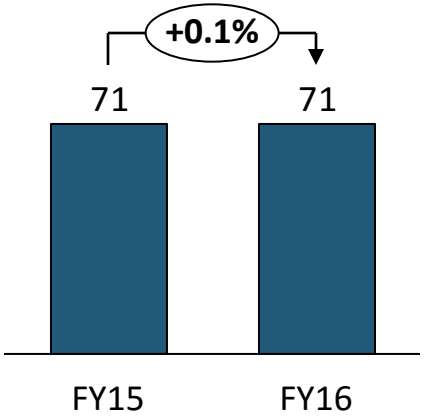
Gross Profit (Rs. Crs)



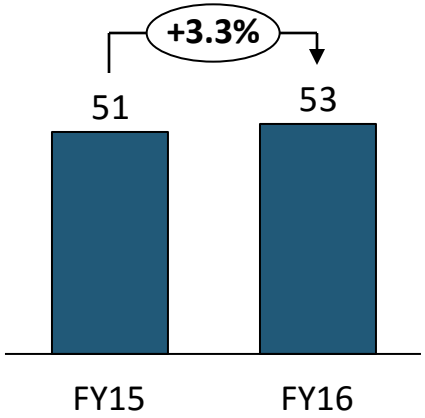
EBITDA (Rs. Crs)



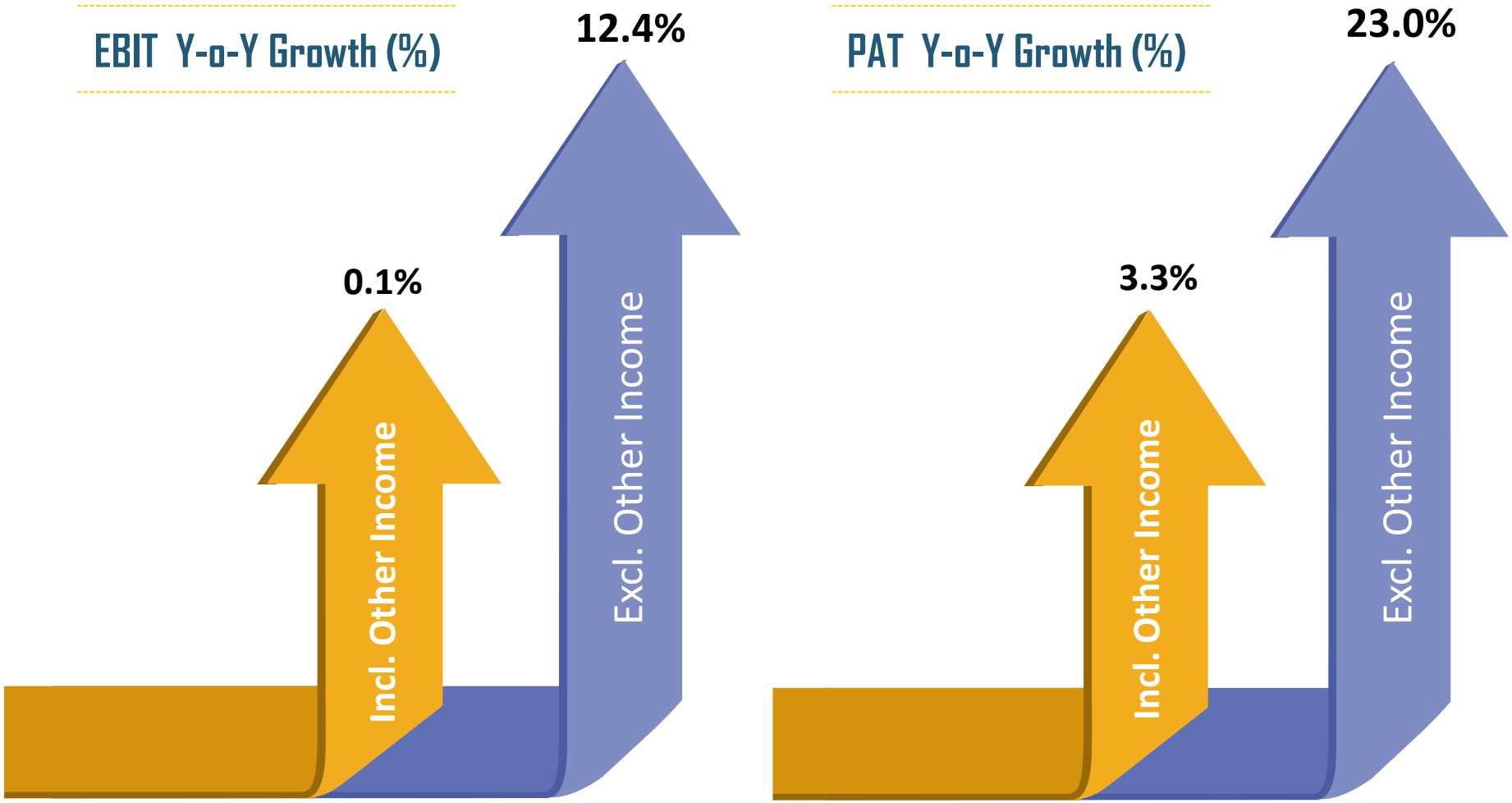
EBIT (Rs. Crs)



PAT (Rs. Crs)



Financial Performance



Other Income - Largely Foreign Exchange Fluctuations

Comparison of FY15 & FY16

Margin Profile – FY16

- **Gross Profit**

Margin Improved from 69.9% in FY15 to 74.8% in FY16

- **EBITDA**

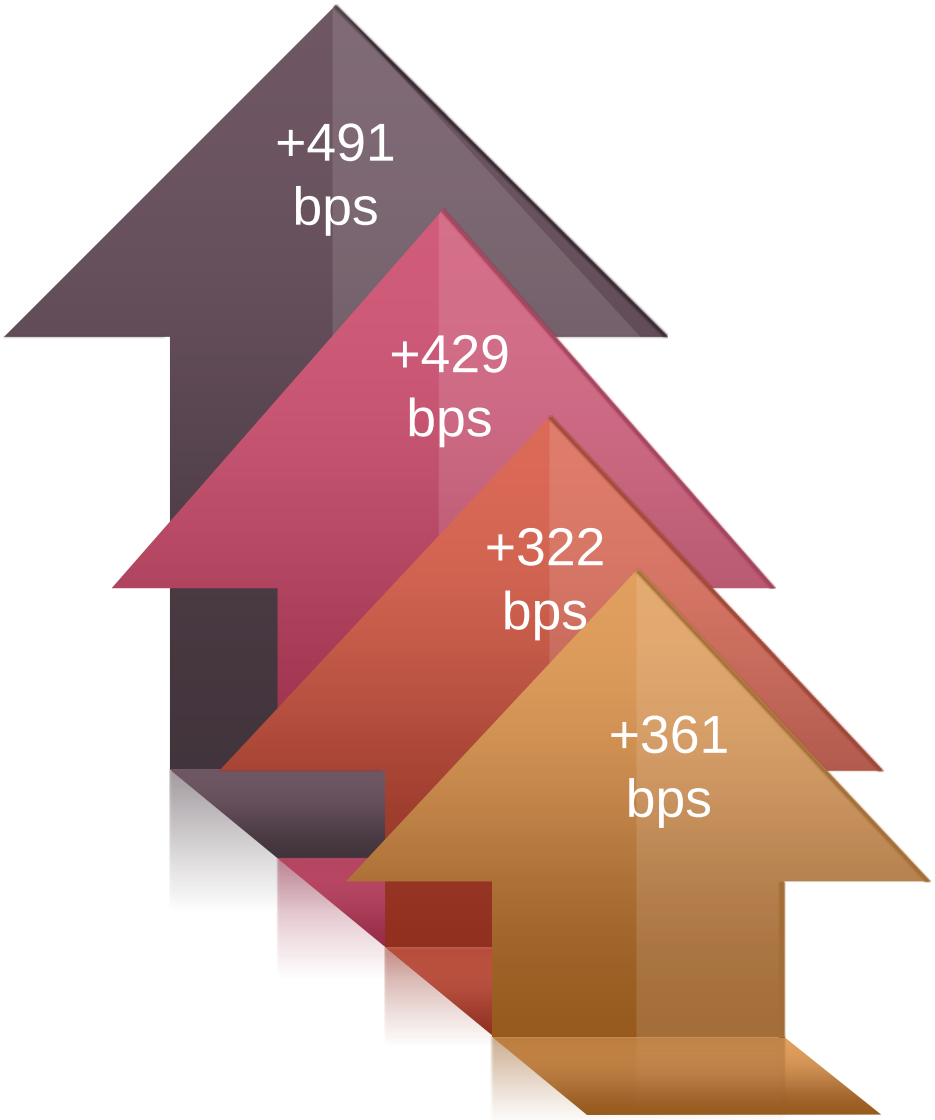
Margin Improved from 25.2% in FY15 to 29.5% in FY16

- **EBIT***

Margin Improved from 20.6% in FY15 to 23.8% in FY16

- **PAT***

Margin Improved from 13.6% in FY15 to 17.2% in FY16



Excl. Other Income

About The Company

01

A Duncan JP Goenka Group Company

CAPACITY INCREASE

7.5x

CUSTOMER BASE

+40

MARKET SHARE

10 %

REVENUE

10 Years CAGR

21 %

EBITDA

10 Years CAGR

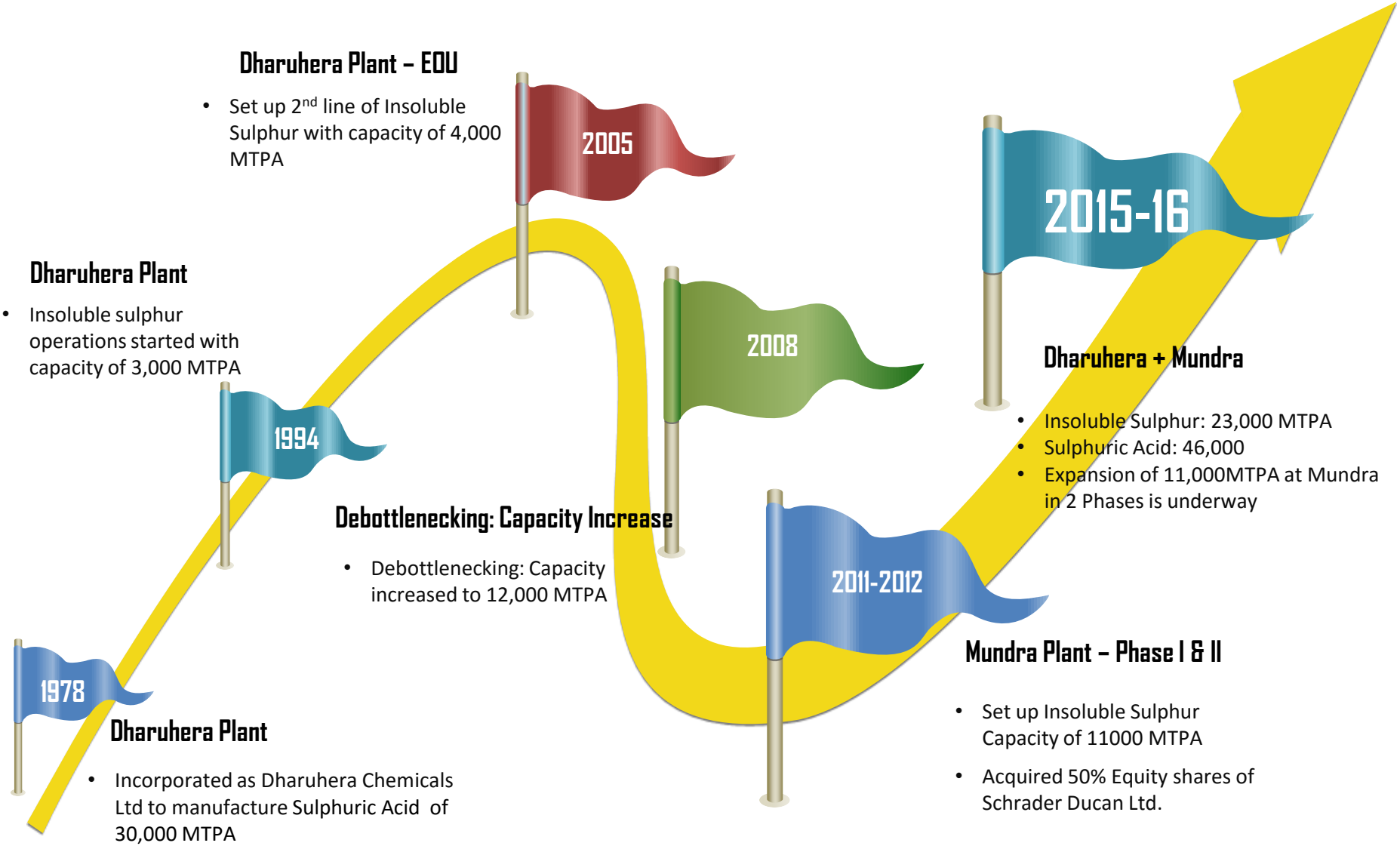
31 %

PAT

10 Years CAGR

41 %

Ongoing Capacity Expansion



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
- Having 30 years of Experience in managing jute, lubricants and carbon black industry with expertise in finance and 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 last 24 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: Sr. Vice President (Operations)

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

Mr. Muneesh Batta: Vice President (Marketing)

- An M.B.A (International Business) with over 14 years of experience in International business
- Responsible for international marketing of Insoluble Sulfur & increasing market share of Diamond Sulf overseas

Manufacturing Facilities

Product name	Annual Capacity (MT)	Location	No. Of Lines
Insoluble Sulphur	12,000	Dharuhera (Haryana)	2
Insoluble Sulphur	11,000	SEZ Mundra (Gujarat)	2
Sulphuric Acid / Oleum	46,000	Dharuhera (Haryana)	1

Business Overview

02

Product Profile

Insoluble Sulphur (IS)

- 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

- 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
    1. Grades of exact purity : Storage battery ,rayon, dye, Detergent and pharmaceutical industries
    2. Grades of less specifications :Steel, heavy chemical and superphosphate industries

Cost Optimization Strategy

Raw Material

- Key Raw Materials :

- Sulphur available easily due to ample supply

- Naphthenic Oil is procured from domestic as well as international players

Freight

- Presence at the Port gives Location Advantage of reduced Logistic & Freight Cost
- ~71 % of the sales constitutes Exports

Power Cost

- Self-Sufficiency of steam for Plant at Dharuhera
- Benefits from Lower Power Cost in SEZ Gujarat

Fixed Costs

- With increase production at the plants Operating Leverage to play out
- Future Expansion will result in reduced Fixed cost/ Overheads per MT as R&D and Utilities will be shared

Tax Exemption

- SEZ location of Mundra Plant - Income Tax Exemption benefit

Global Customer Relationships

Continental

BRIDGESTONE

JK TYRE TOTAL CONTROL

PIRELLI

CEAT

HANKOOK driving emotion

COOPERTIRES

SUMITOMO RUBBER INDUSTRIES

MRF

apollo

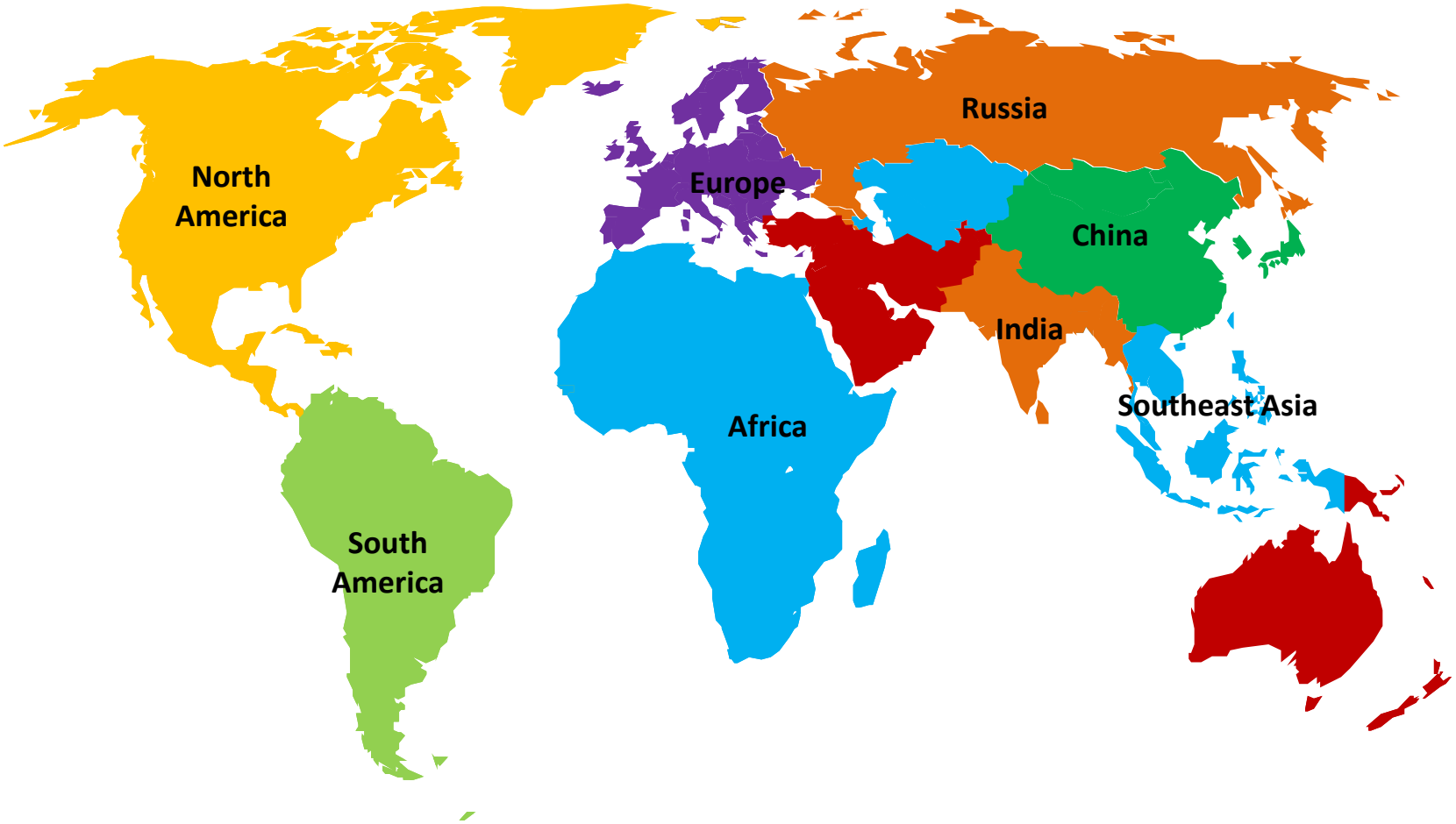
nokian TYRES

GOODYEAR

BIRLA TYRES Unbeatable!

Global Sales Network

Presence in 21 Countries across the World



Opportunities

03

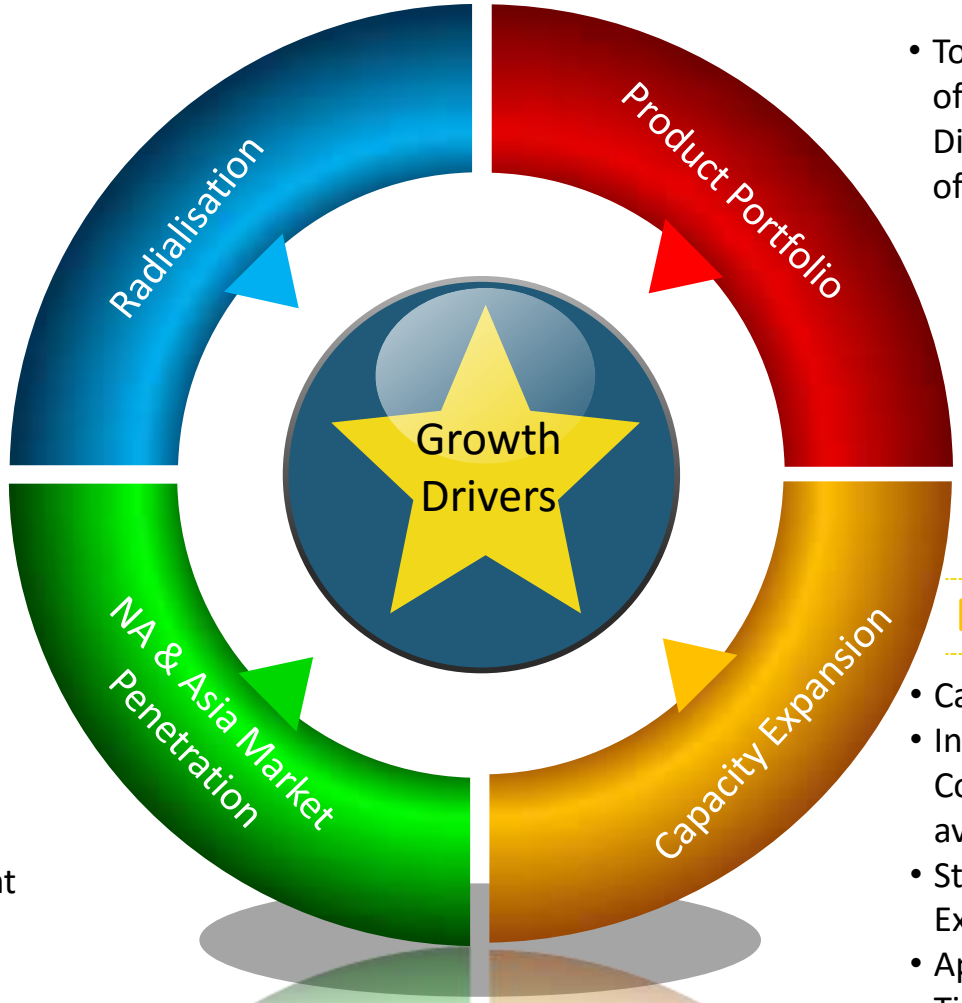
Key Growth Drivers

Radialisation

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

Product Portfolio

- To shift to 100% Production of High Stability, High Dispersion & Special grades 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

Capacity Expansion

- Capacity expansion at Mundra
- In-house technology and Common Infrastructure available
- Strategic Location to meet Exports demand
- Approval from all Large Global Tire Companies

Trends driving Insoluble Sulphur Demand

01

Increase in Automation in Tire Industry

02

Higher Performance Expectation from Tires

03

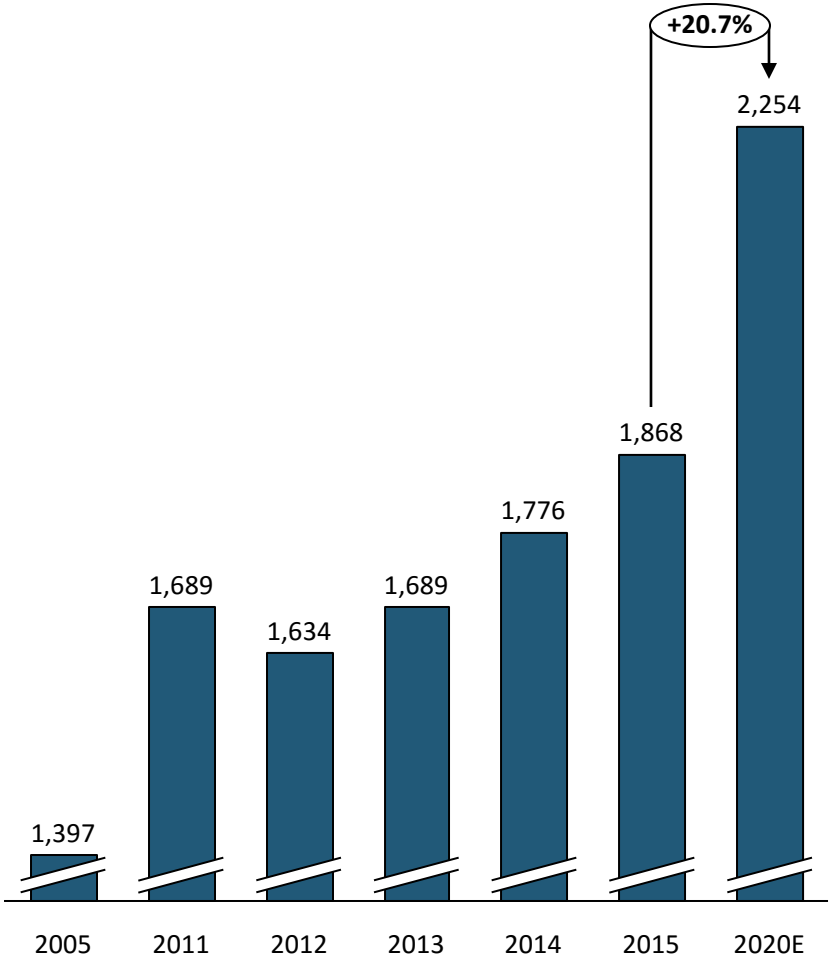
Radial Revolution

Radialization in Asia
Fast Growing Market

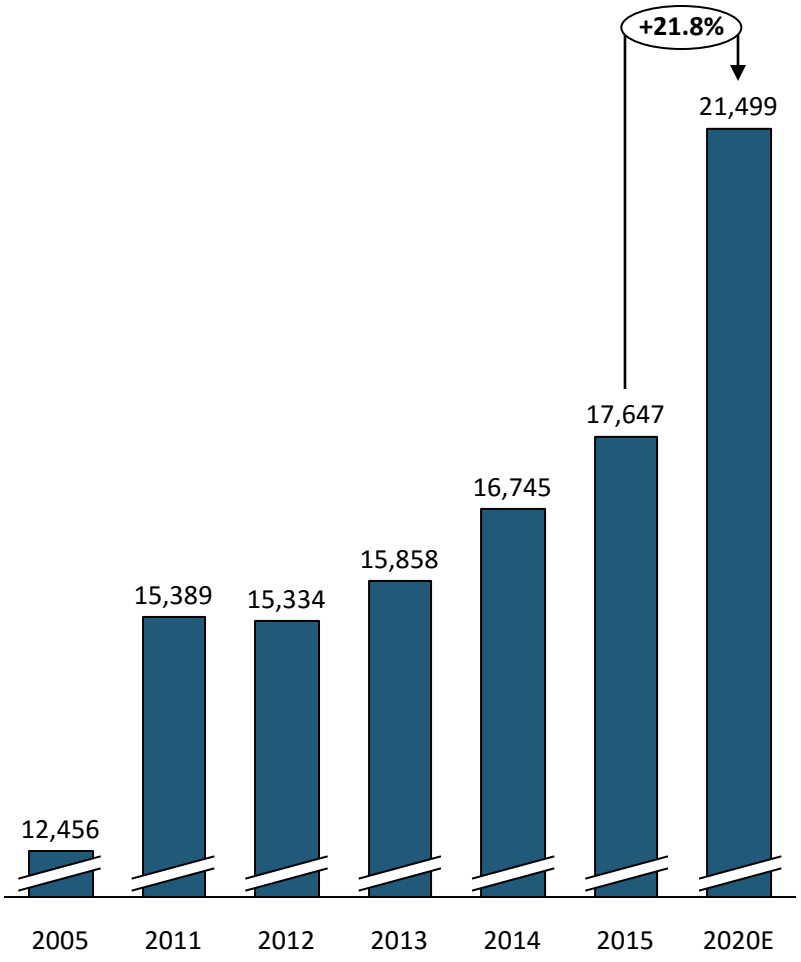
Source: Notch Report

Global Tire Industry – Growth Projections

Tire Production (mn units)



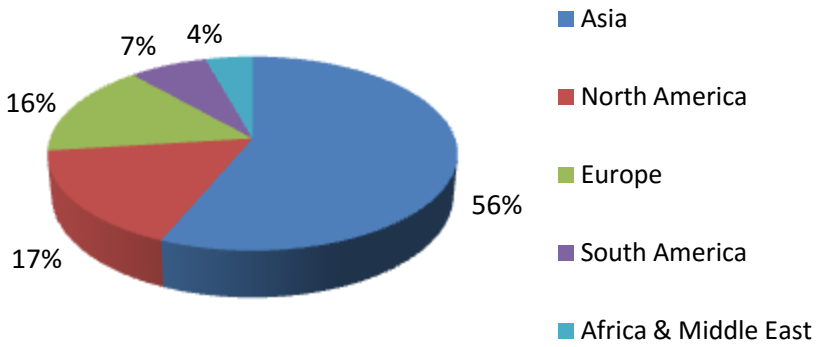
Tire Rubber Consumption ('000 tonnes)



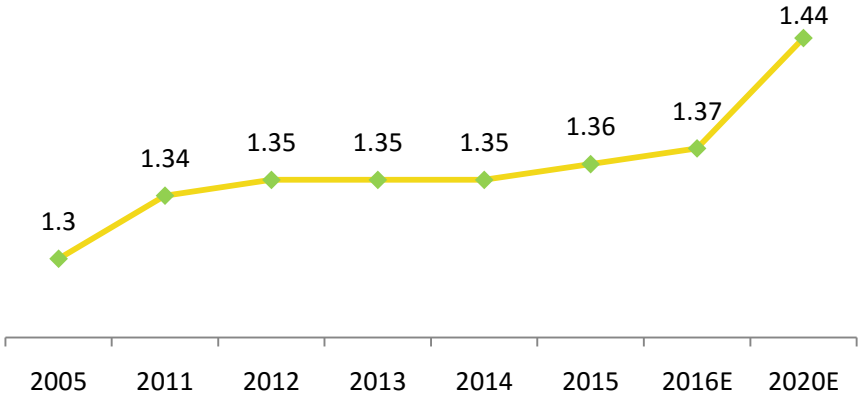
Source: Notch Report

Insoluble Sulphur - Demand Forecast

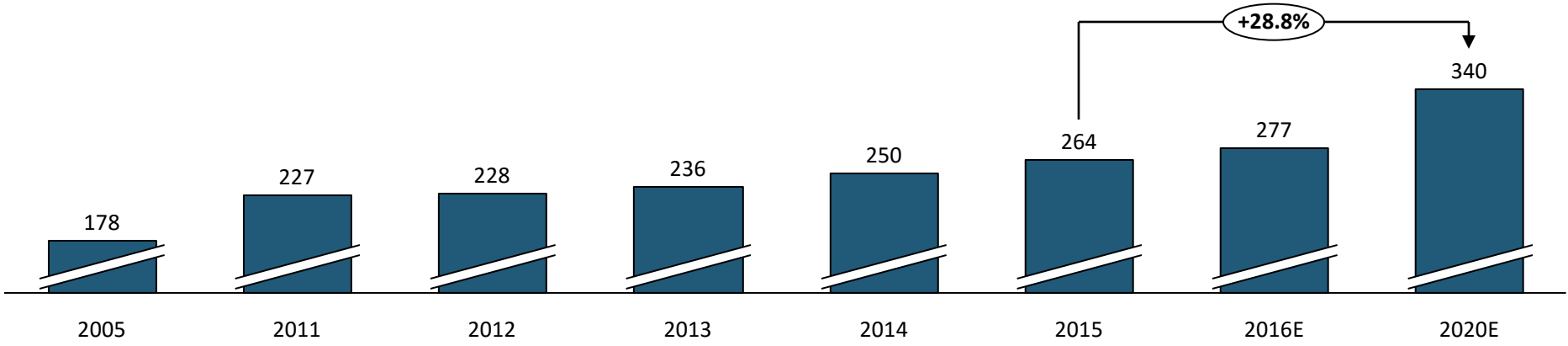
Geographical Breakup - $28 bn Investment



Radialisation: Insoluble Sulphur to Tire Rubber Ratio

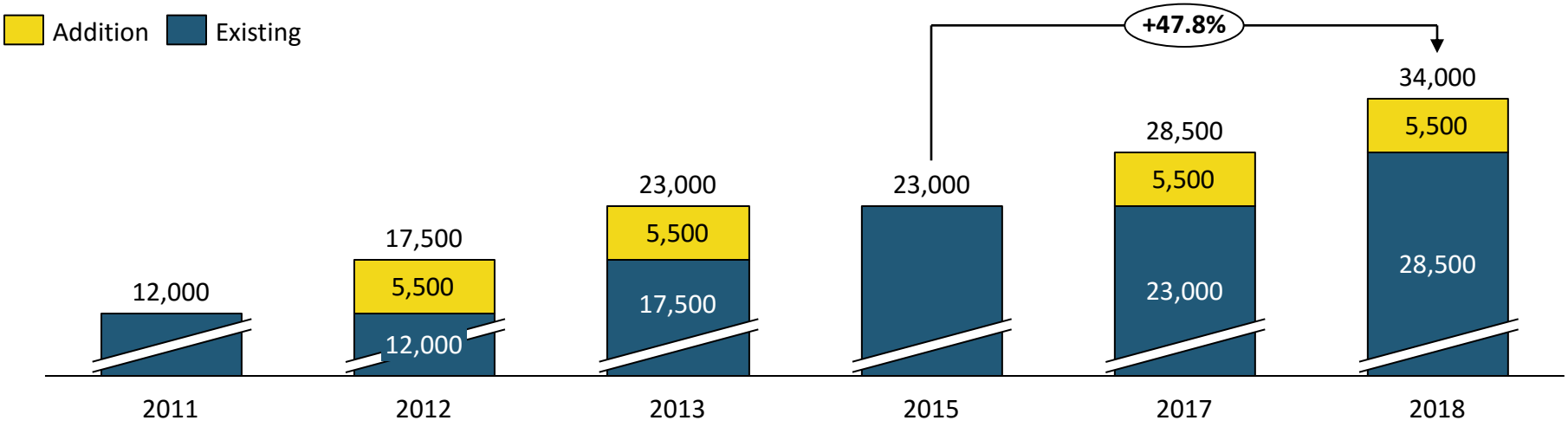


*Insoluble Sulphur Demand ('000 tonnes)



Source: Notch Report
* Also incl. Insoluble Sulphur used for Non-Tire Goods

Planned Capacity Expansion



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

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

Capital Investment till 2018

- ✓ Capital investment would be of ~Rs.159 crs : funded with debt equity ratio of 2:1. It includes
  - Rs.7 crs for Working capital margin
  - Rs.15 crs for Coal Fired Boiler expected to be operational by April ’16; Resulting in savings in Power & Fuel cost at Mundra Plant
  - Expected Project IRR is in excess of 25% and projected payback ~4 years

Coal – Fired Boiler was commissioned in April-16

Entry Barriers: An Advantage

Product Portfolio

- Various grades to satisfy diverse compounding requirements of leading tire manufacturers
- Ongoing development of New Grades to meet Customer requirements

Customer Approvals

- Minimum 24 months required by Customers to approve & validate product from new supplier
- Widely accepted around the world as a preferred vendor by leading tire manufacturers

In house Technology

- In house R&D team works on a continuous basis to improve Quality of product and its Properties
- In house technology team to maintain the technical and quality edge at each production stage

Capital Intensive

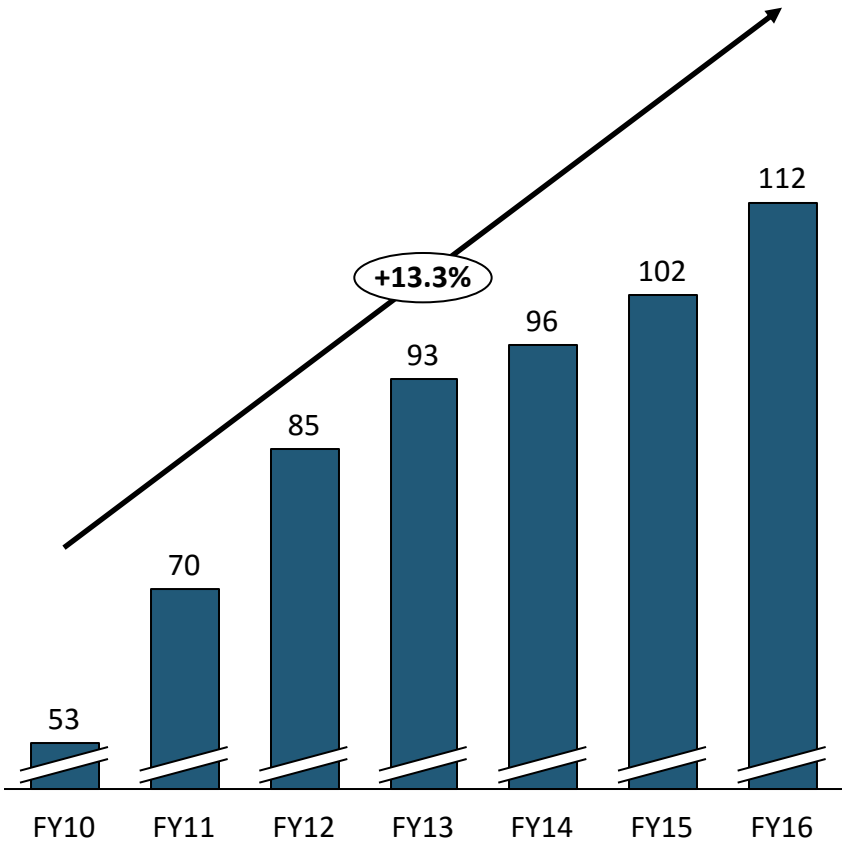
- Edge over the others -
  - Land & Common Infrastructure available for further expansion at Mundra
  - In-house Technology

Financial Highlights

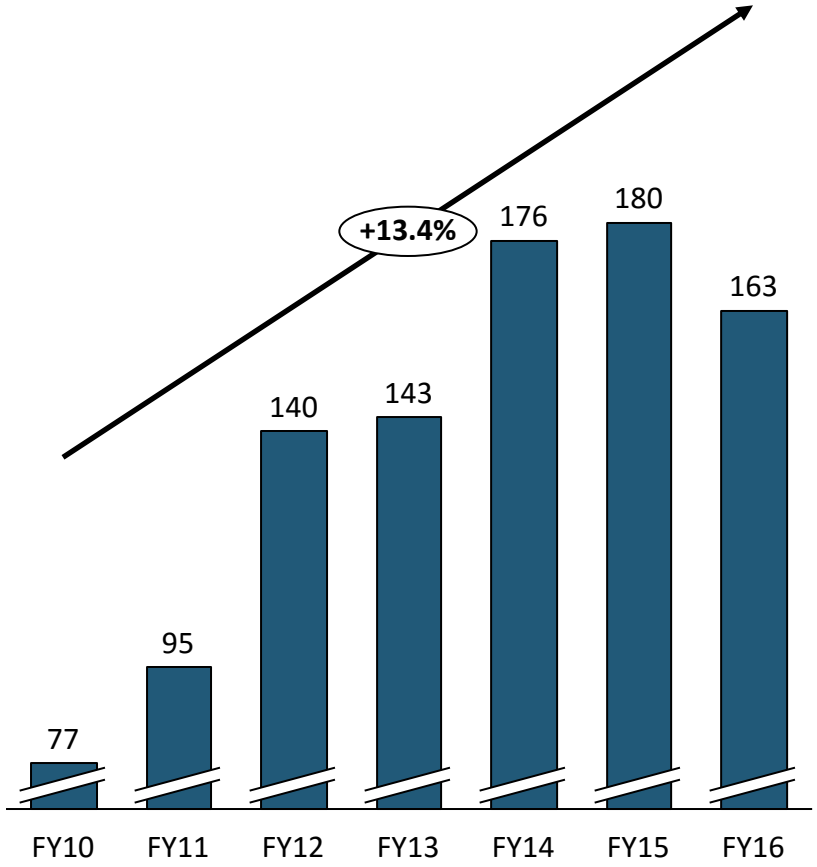
04

Revenue Breakup

Domestic (Rs. Crs)



Exports(Rs. Crs)



Profit & Loss Statement – Standalone

Particulars (Rs. In Crs)	FY16	FY15	Y-o-Y
Sales from Operations	271.29	282.13	
Other Operating Income	3.43	0.44	
Total Income from Operations	**274.72**	**282.57**	**-2.8%**
Other Income	5.69	12.86	
Total Income	**280.40**	**295.43**	**-5.1%**
Total Raw material*	69.21	85.07	
Power & Fuel Cost	34.03	40.38	
Employee Cost	32.78	27.95	
Other Expenses	57.62	57.89	
EBITDA	**86.76**	**84.14**	**3.1%**
EBITDA (%)	***30.9%***	***28.5%***	
Depreciation	15.65	13.08	
EBIT	**71.11**	**71.06**	**0.1%**
EBIT (%)	***25.4%***	***24.1%***	
Interest	6.35	8.10	
Profit Before Tax	**64.76**	**62.96**	**2.9%**
Provision for Tax	11.78	11.65	
PAT	**52.99**	**51.32**	**3.3%**
PAT (%)	***18.9%***	***17.4%***	

*Total Raw material cost incl. change in Inventories

Profit & Loss Statement – Standalone

Particulars (Rs. In Crs)	Q4FY16	Q4FY15
Sales from Operations	68.52	75.57
Other Operating Income	0.84	0.06
Total Income from Operations	**69.37**	**75.63**
Other Income	0.71	5.25
Total Income	**70.08**	**80.87**
Total Raw material*	15.88	24.29
Power & Fuel Cost	7.77	8.37
Employee Cost	9.70	7.16
Other Expenses	16.95	17.61
EBITDA	**19.78**	**23.44**
EBITDA (%)	***28.2%***	***29.0%***
Depreciation	3.38	3.41
EBIT	**16.41**	**20.03**
EBIT (%)	***23.4%***	***24.8%***
Interest	1.76	2.09
Profit Before Tax	**14.64**	**17.95**
Provision for Tax	2.63	2.38
PAT	**12.02**	**15.57**
PAT (%)	***17.1%***	***19.3%***

*Total Raw material cost incl. change in Inventories

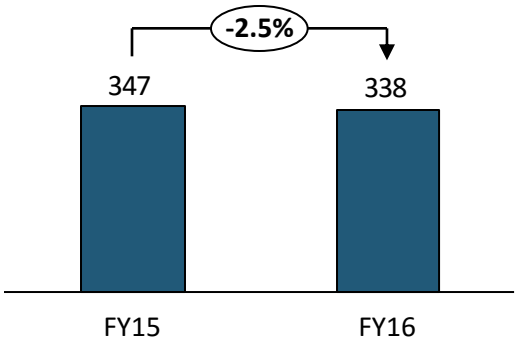
Balance Sheet - Standalone

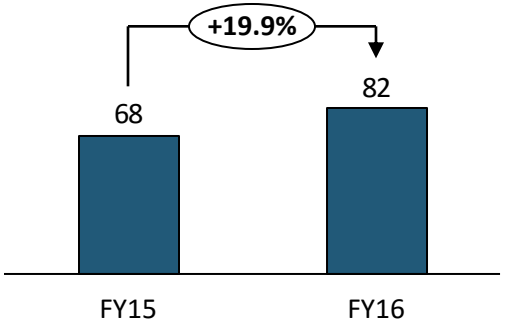
Particulars (Rs. Crs)	Mar-16	Mar-15
Shareholder's Fund	**286.64**	**244.18**
Share capital	10.31	10.31
Reserves & Surplus	276.33	233.87
Non-current liabilities	**44.40**	**66.49**
Long term borrowings	21.39	44.09
Deferred Tax liabilities (net)	21.14	21.12
Other Long term liabilities	1.87	1.29
Current liabilities	**86.29**	**80.43**
Short term borrowings	27.74	25.73
Trade payables	10.21	15.35
Other current liabilities	48.34	39.35
Total Liabilities	**417.32**	**391.10**

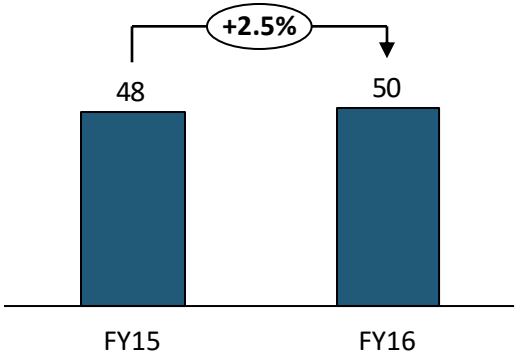
Particulars (Rs. Crs)	Mar-16	Mar-15
Non-current assets	**285.29**	**248.4**
Fixed assets (inc. CWIP)	222.33	191.7
Non-current Investments	14.71	14.7
Long Term Loans & Advances	48.26	42.0
Current assets	**132.03**	**142.70**
Current Investments	15.48	26.6
Inventories	38.67	37.3
Trade receivables	48.05	51.5
Cash and bank balances	10.00	17.7
Short term loan and advances	14.60	5.2
Other current assets	5.23	4.4
Total Assets	**417.32**	**391.10**

Profit & Loss Statement - Consolidated

Particulars (Rs. Crs)	FY16	FY15
Total Income from Operations	**338.13**	**346.67**
Total Raw material*	113.46	129.86
Power & Fuel Cost	35.51	42.01
Employee Cost	43.56	39.41
Other Expenses	63.83	67.21
Operating EBITDA	***81.77***	***68.19***
Operating EBITDA (%)	***24.2%***	***19.7%***
Other Income	5.68	13.63
Depreciation	20.34	16.38
EBIT	***67.10***	***65.43***
EBIT (%)	***19.8%***	***18.9%***
Interest	8.41	10.35
Profit Before Tax	**58.69**	**55.08**
Provision for Tax	12.63	9.82
PAT before Minority Interest	**46.06**	**45.27**
Minority Interest	-3.46	-3.02
PAT after Minority Interest	***49.52***	***48.29***
PAT after Minority Interest (%)	***14.6%***	***13.9%***







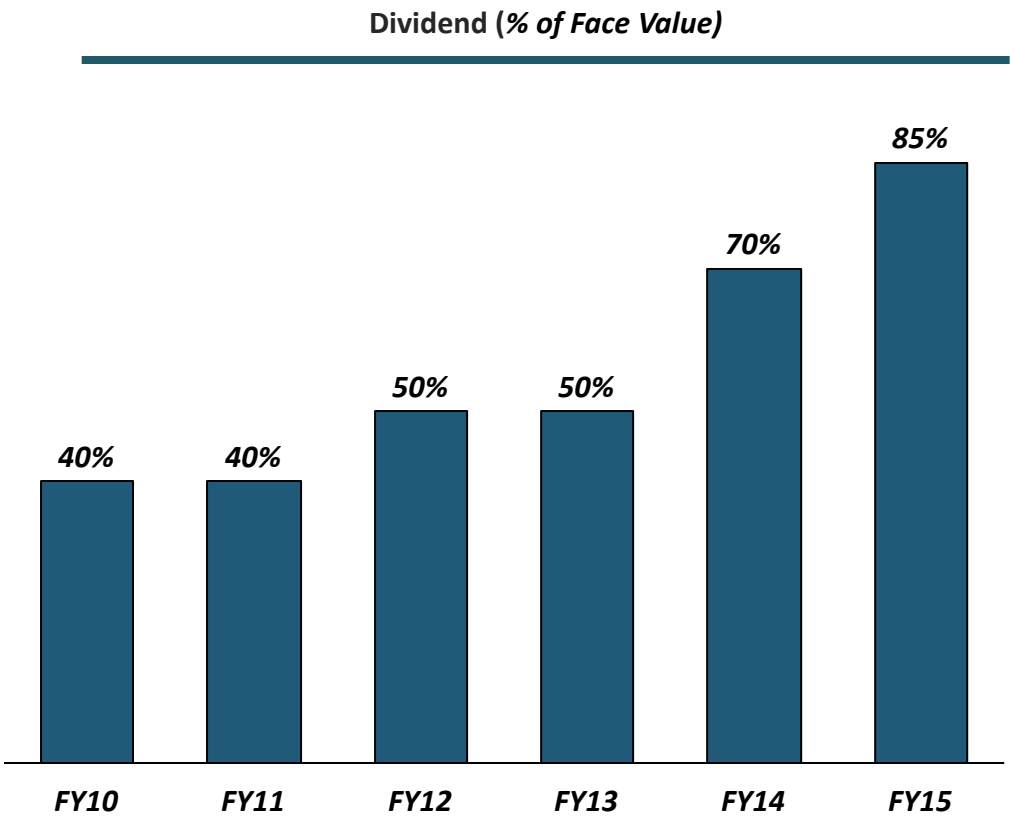
*Total Raw material cost incl. change in Inventories

Balance Sheet - Consolidated

Particulars (Rs. Crs)	Mar-16	Mar-15
Shareholder's Fund	**283.21**	**244.22**
Share capital	10.31	10.31
Reserves & Surplus	272.90	233.91
Minority Interest	11.10	14.57
Non-current liabilities	**44.94**	**66.92**
Long term borrowings	21.39	44.09
Deferred Tax liabilities (net)	21.14	21.12
Other Long term liabilities	2.42	1.71
Current liabilities	**112.12**	**113.61**
Short term borrowings	41.08	39.79
Trade payables	19.80	29.65
Other current liabilities	51.25	44.17
Total Liabilities	**451.38**	**439.31**

Particulars (Rs. Crs)	Mar-16	Mar-15
Non-current assets	**295.12**	**262.40**
Fixed assets (inc. CWIP)	246.31	219.12
Non-current Investments	0.18	0.18
Long Term Loans & Advances	48.63	43.10
Current assets	**156.26**	**176.92**
Current Investments	15.48	26.61
Inventories	50.81	53.03
Trade receivables	60.91	67.58
Cash and bank balances	10.97	18.25
Short term loan and advances	12.79	6.90
Other current assets	5.29	4.54
Total Assets	**451.38**	**439.31**

Consistent Dividend Record



Interim Dividend of Rs.3 & Final Dividend of Rs. 5.5 per equity share of FV of Rs. 10

For further information, please contact:

Company :	Investor Relations Advisors :
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