



NOCIL LIMITED

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CIN No. L99999MH1961PLC012003 Email: investorcare@nocilindia.com

18th May 2016

The National Stock Exchange Ltd.
Exchange Plaza
Bandra Kurla Complex,
Bandra (East)
Mumbai-400 051

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 Financial Year ended 31st March 2016 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



ARVIND MAFATLAL GROUP



NOCIL LIMITED

Investor Presentation

May 2016





Safe Harbor



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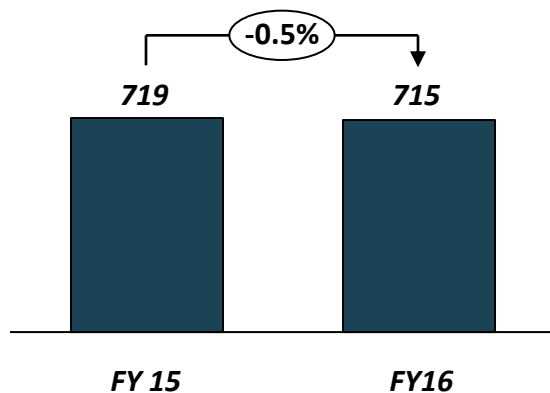
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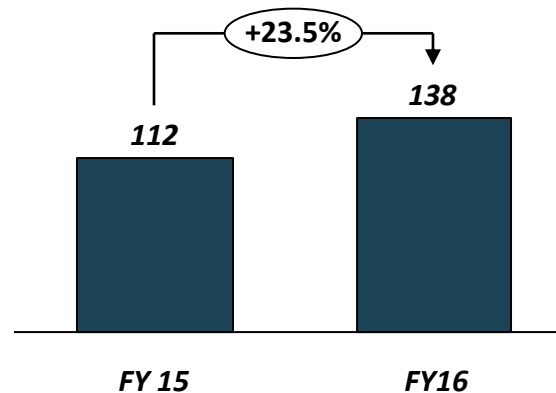
Financial Highlights –FY16



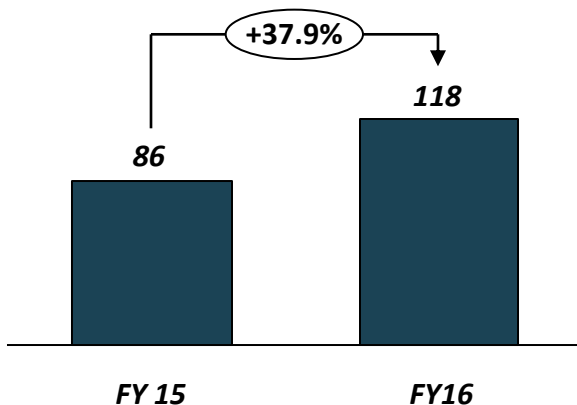
Revenue



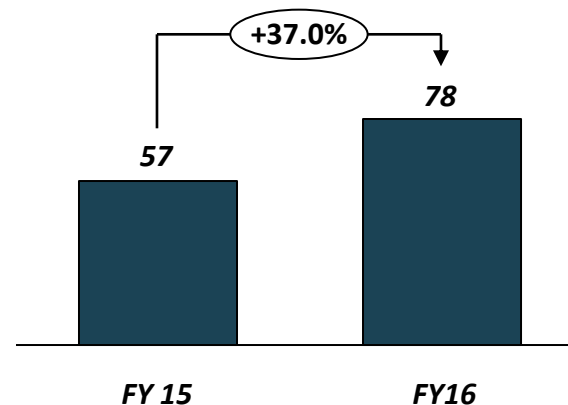
EBITDA



PBT



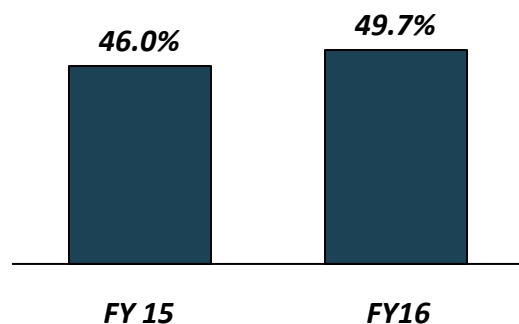
PAT



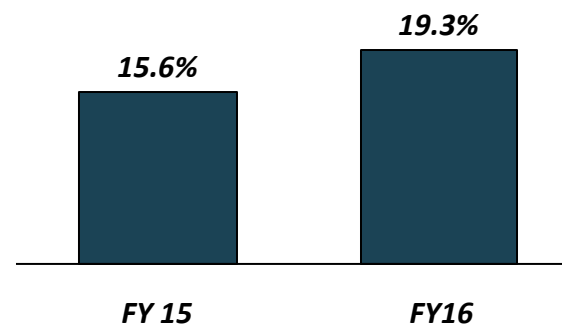


Margin Profile – FY16

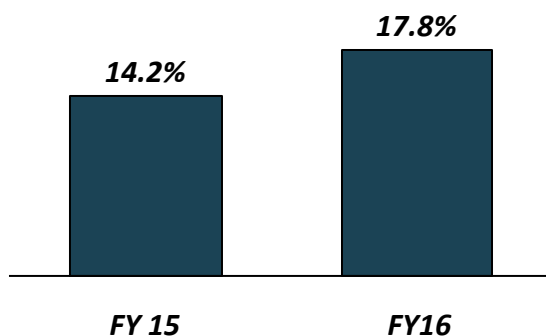
Value Addition*



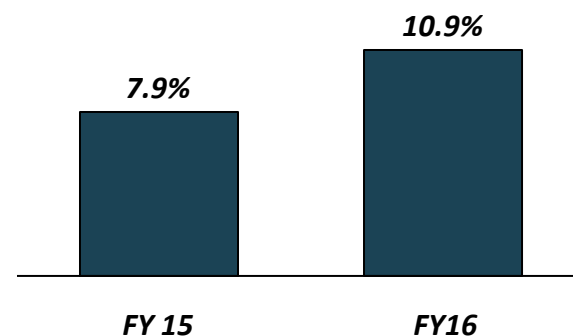
EBITDA Margin



EBIT Margin



PAT Margin



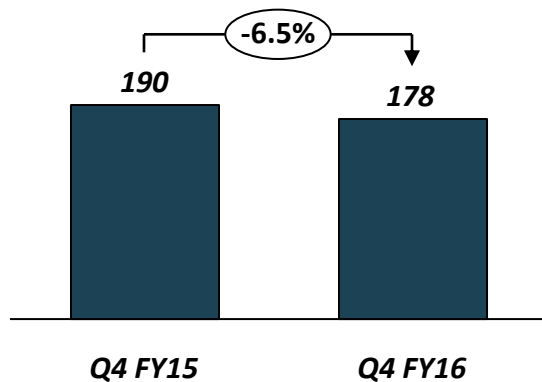
* Revenue (-) cost of raw materials consumed (-) cost of traded goods (-) change in inventories



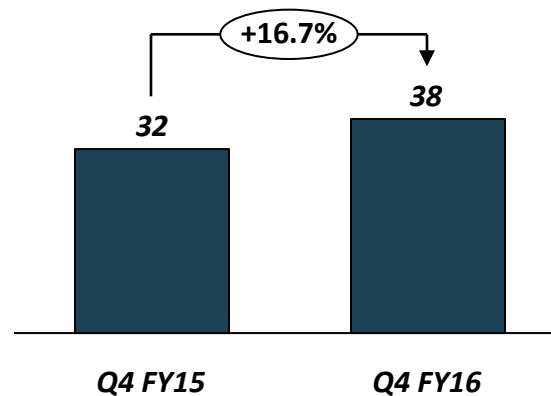
Financial Highlights – Q4FY16



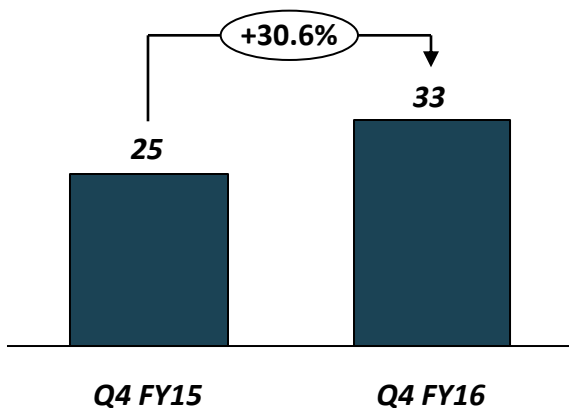
Revenue



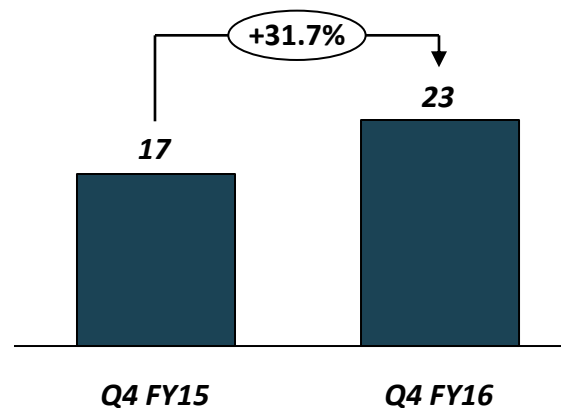
EBITDA



PBT



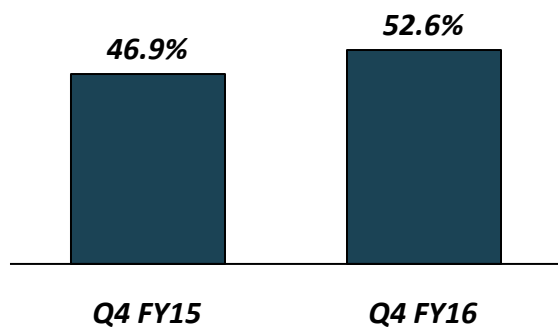
PAT



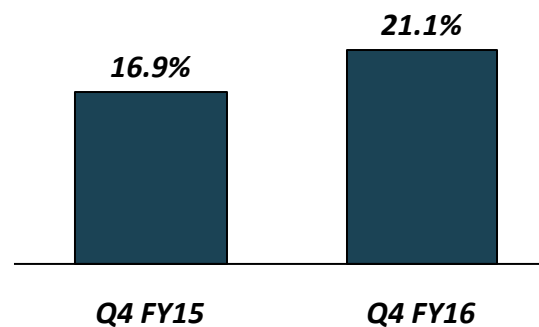


Margin Profile – Q4 FY16

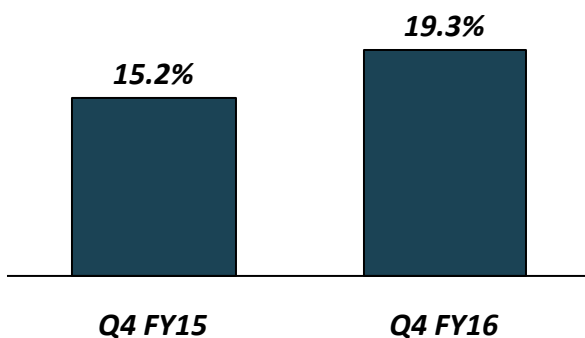
Value Addition*



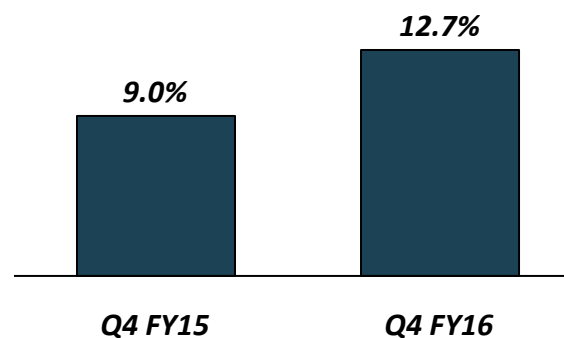
EBITDA Margin



EBIT Margin



PAT Margin

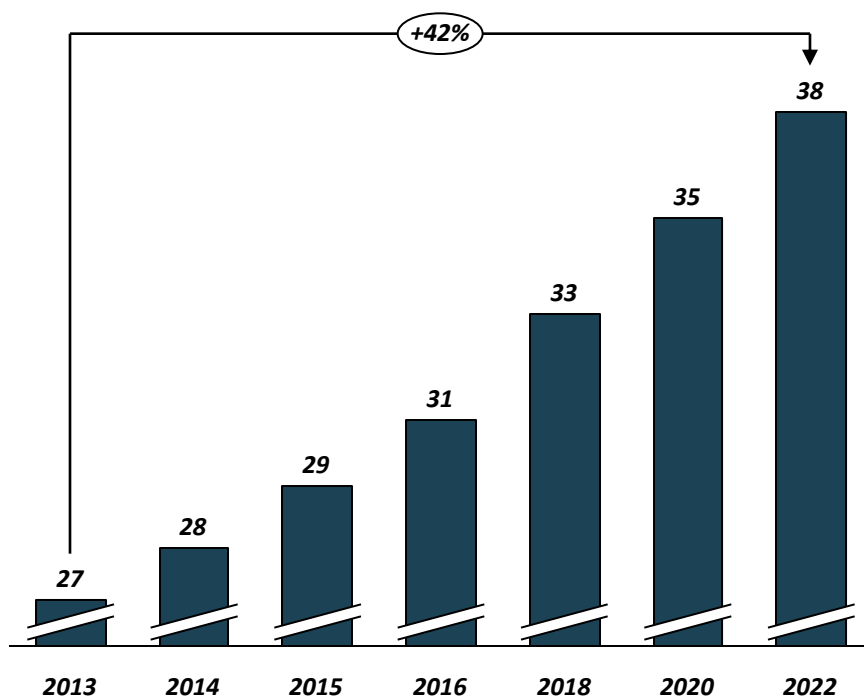


* Revenue (-) cost of raw materials consumed (-) cost of traded goods (-) change in inventories

Industry Potential – Our Positioning

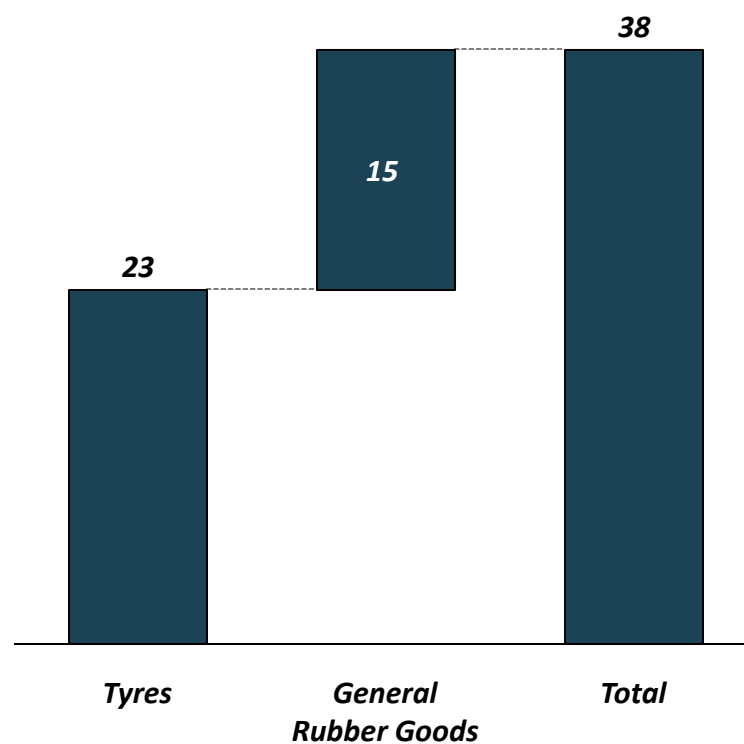
Rubber Consumption

Millions of MT



2022 – Consumption Breakup

Millions of MT



Rubber Chemicals constitute ~3% of the Rubber Consumption

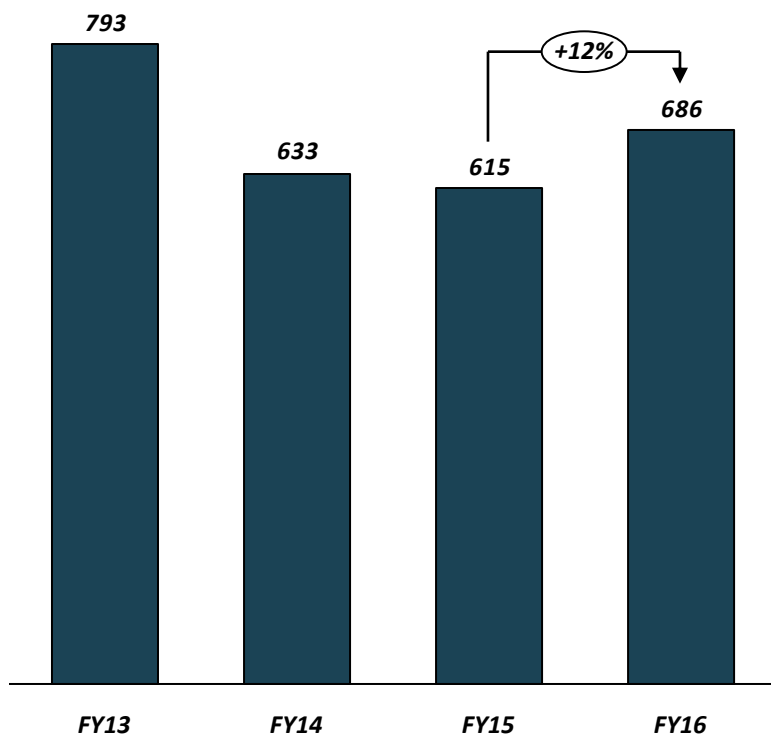


Commercial Vehicle Sales in India



Commercial Vehicle

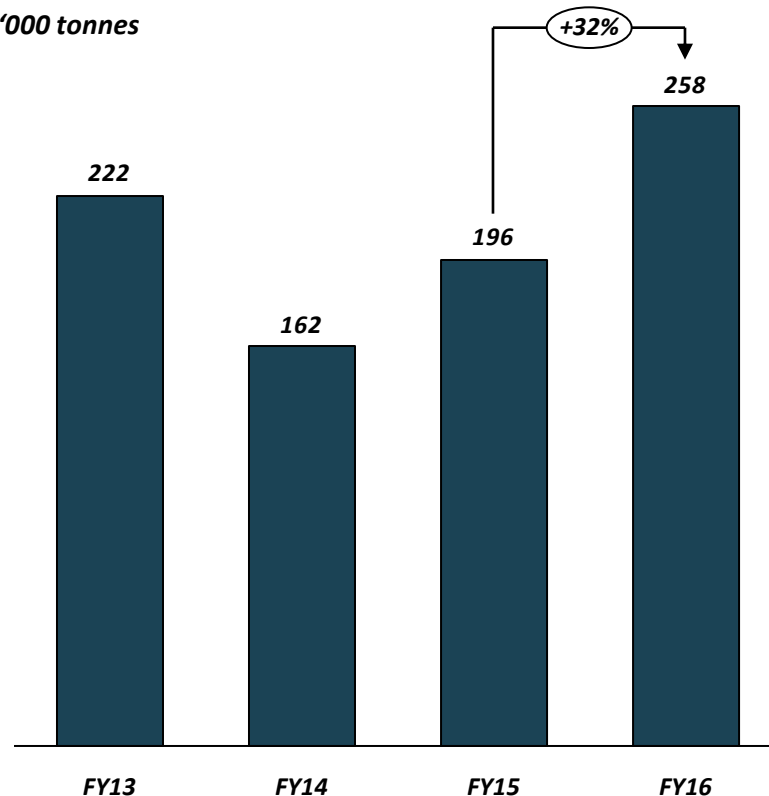
'000 tonnes



CV expected to grow 11%-12% in FY2017E

M&HCV

'000 tonnes



MH&CV expected to grow 13%-15% in FY2017E



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



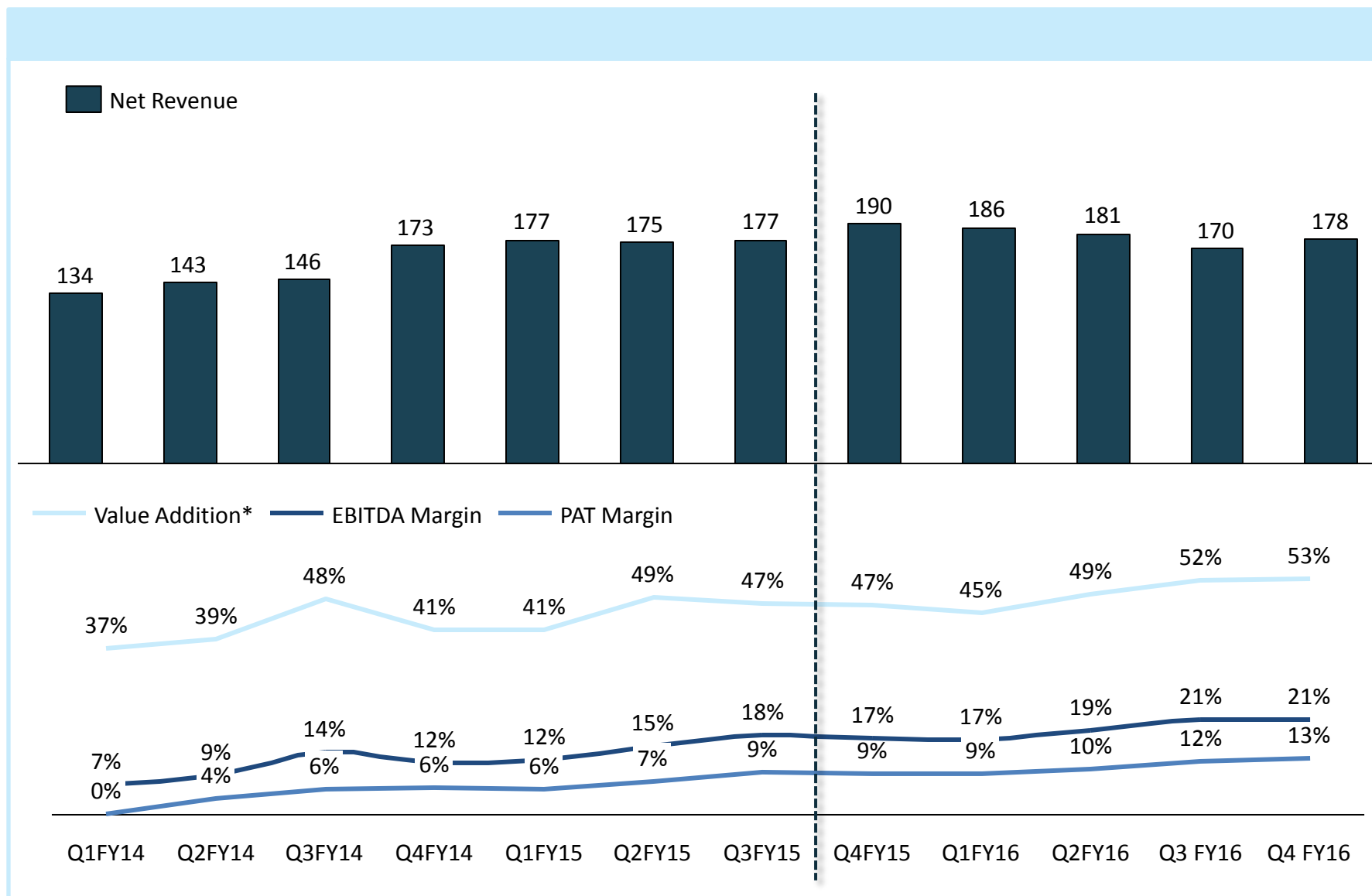
Key Strengths



Financials



Operating Leverage Playing Out





Profit & Loss Statement – Q4 FY16



Rs. In Crores	Q4FY16	Q4FY15	Y-o-Y	Q3FY16	Q-o-Q
Revenue from Operations	178	190	-6.5%	170	4.4%
Cost of Material Consumed	73	98		76	
Purchase of Stock-in-trade	1	1		1	
Changes in Inventories	11	2		5	
Value Addition*	94	89		89	
Value Addition (%)	52.64%	46.86%		52.18%	
Employee Expenses	15	12		14	
Other Expenses	41	45		39	
EBITDA	38	32	16.7%	36	4.7%
EBITDA Margin (%)	21.11%	16.91%		21.04%	
Other Income	3	3		3	
Depreciation	0	0		1	
EBIT	34	29	18.9%	33	3.6%
EBIT Margin (%)	19.32%	15.20%		19.47%	
Finance Cost	2	4		2	
Profit before Tax	33	25	30.6%	31	5.6%
Tax	10	8		11	
Profit After Tax	23	17	31.7%	20	11.6%
PAT Margin (%)	12.68%	9.00%		11.86%	

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



Standalone Profit & Loss Statement – FY16



Rs. In Crores	FY16	FY15	Y-o-Y
Revenue from Operations	715	719	-0.5%
Cost of Material Consumed	312	434	
Purchase of Stock-in-trade	3	4	
Changes in Inventories	44	-49	
Value Addition*	356	330	
Value Addition (%)	49.74%	45.96%	
Employee Expenses	58	48	
Other Expenses	160	170	
EBITDA	138	112	23.5%
EBITDA Margin (%)	19.32%	15.56%	
Other Income	14	14	
Depreciation	3	4	
EBIT	128	102	24.8%
EBIT Margin (%)	17.83%	14.21%	
Finance Cost	9	17	
Profit before Tax	118	86	37.9%
Tax	40	29	
Profit After Tax	78	57	37.0%
PAT Margin (%)	10.87%	7.89%	

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



Balance Sheet – Standalone



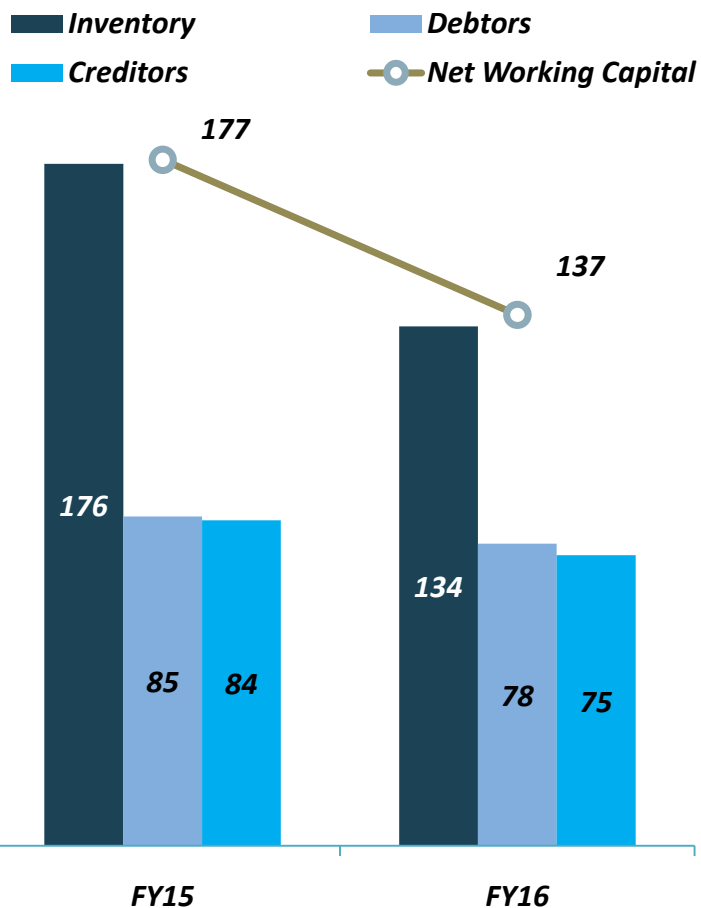
Rs. In Crores	FY16	FY15
Shareholder's Fund	468	413
Share capital	161	161
Reserves & Surplus	307	253
Non-current liabilities	79	105
Long term borrowings	15	51
Deferred Tax liabilities (net)	46	41
Other Long term liabilities	18	13
Current liabilities	131	239
Short term borrowings	1	75
Trade payables	74	89
Other current liabilities	56	74
Total Liabilities	679	757

Rs. In Crores	FY16	FY15
Non-current assets	374	380
Fixed assets (inc. CWIP)	296	297
Non-current Investments	47	47
Other Non-current assets	31	36
Current assets	305	377
Inventories	132	188
Trade receivables	151	167
Cash and bank balances	7	5
Short term loan and advances	14	17
Other current assets	0	0
Total Assets	679	757

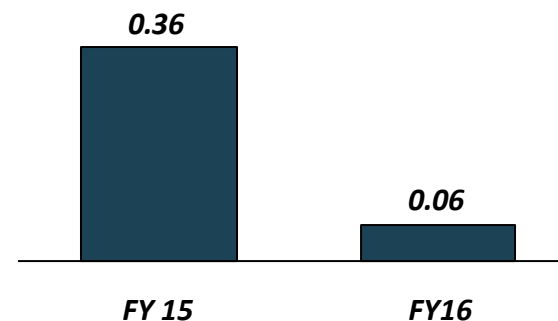


Improved Performance

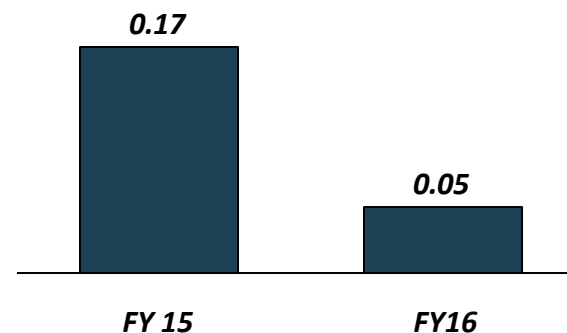
Efficient Working Capital Management (No. of days)



Debt/Equity



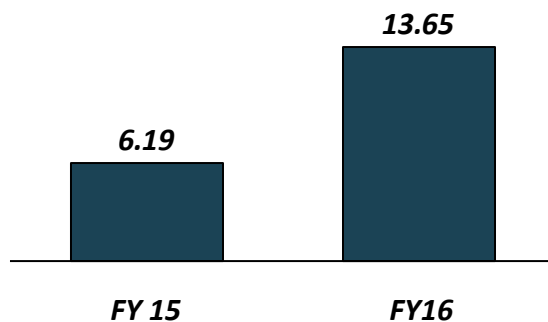
Long Term Debt/Equity



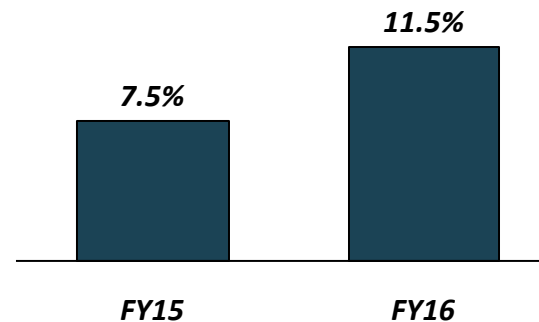


Favourable Ratios

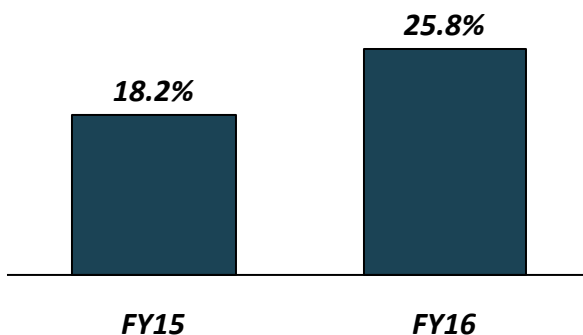
Interest Cover



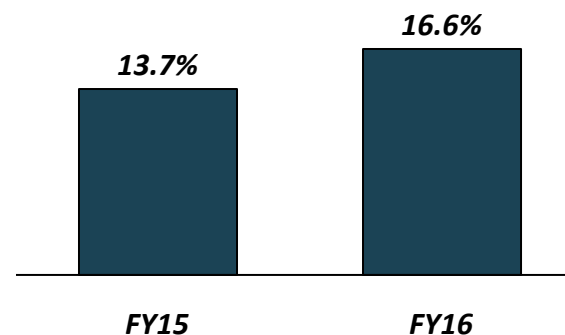
ROA (%)



ROCE (%)



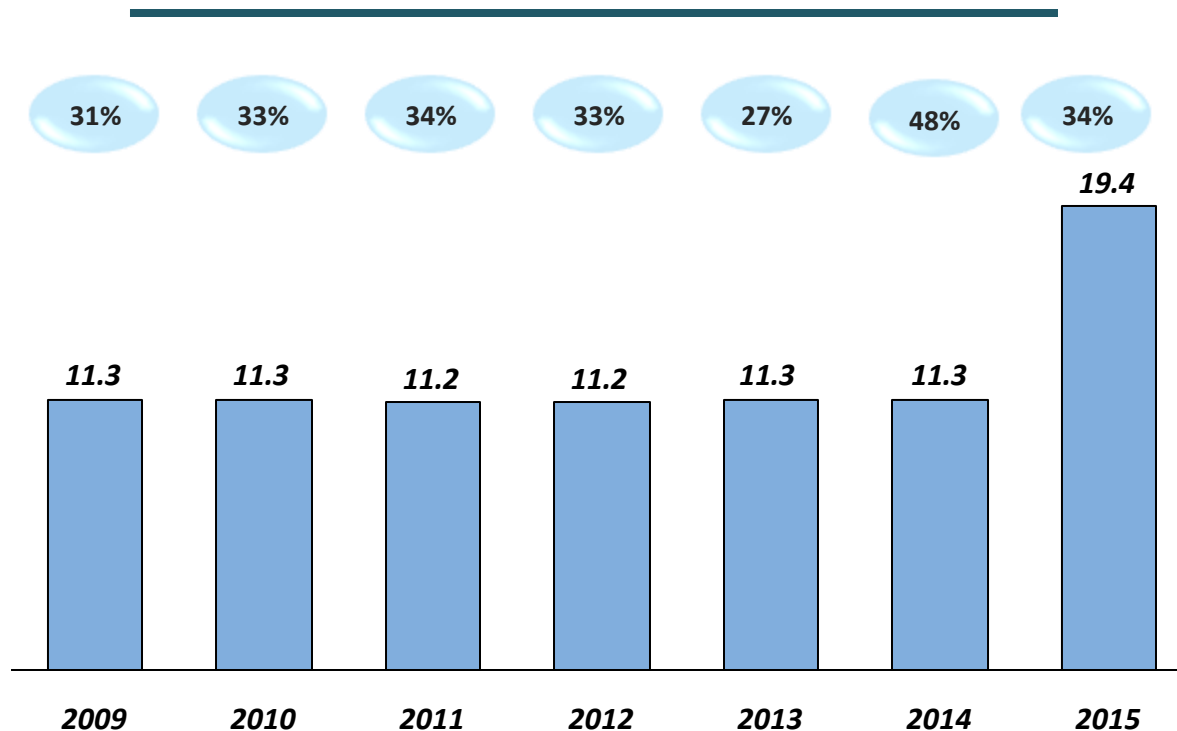
ROE (%)





Consistent Dividend Record

**Dividend (Rs. In Crores)*



Declared Final Dividend of Re.1.2 per Equity Share

**Dividend includes Dividend Tax paid*



Pay out Ratio



ARVIND MAFATLAL GROUP



NOCIL LIMITED

For further information, please contact:

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Investor Relations Advisors :

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Ms. Payal Dave / Ms. Neha Shroff
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