NOCIL LIMITED

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Churchgate, Mumbai - 400 020, India.
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CIN No. L99999MH1961PLC012003 Email.: ~~investorcare@nocilindia.com~~
investorcare@nocil.com

2nd August 2017

SEC/122B

The Secretary 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,

Sub: 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 ended 30th June 2017.

The aforementioned Presentation has been uploaded on the Company's website viz., www.nocil.com.

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

Thanking you,

Yours faithfully,
For NOCIL Limited

V. K. Gupte
Company Secretary

Encl: as above

ARVIND MAFATLAL GROUP

NOCIL

NOCIL LIMITED

Investor Presentation

August 2017

Safe Harbor

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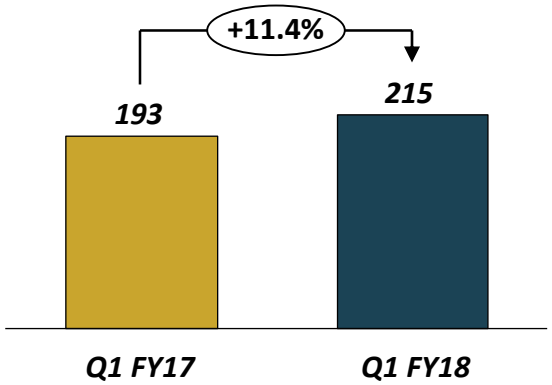
ARVIND MAFATLAL GROUP

NOCIL LIMITED

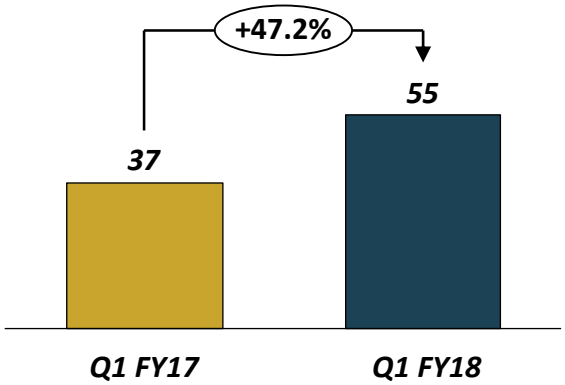
Financial Highlights

Financial Highlights – Q1 FY18

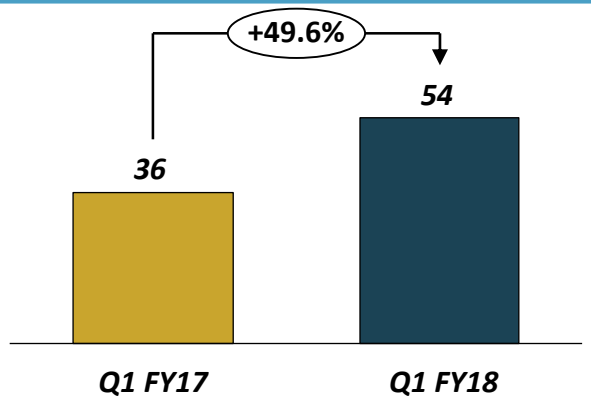
Operating Revenue



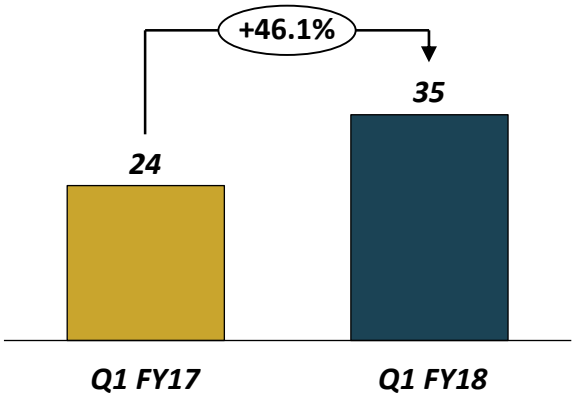
EBITDA



PBT



PAT **

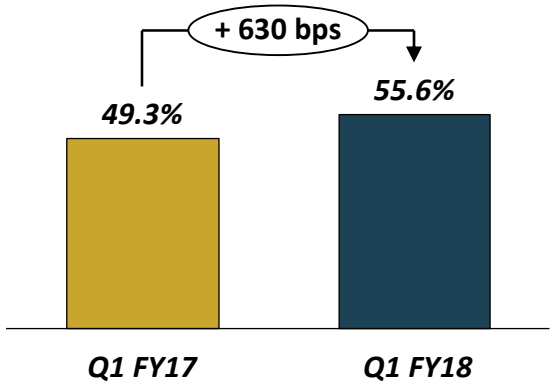


Rs. In Crores

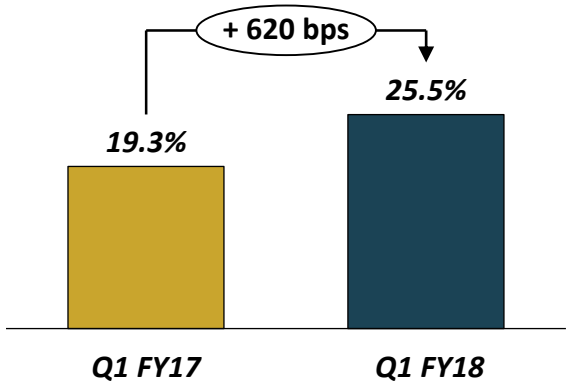
** Excludes Other Comprehensive Income

Margin Profile – Q1 FY18

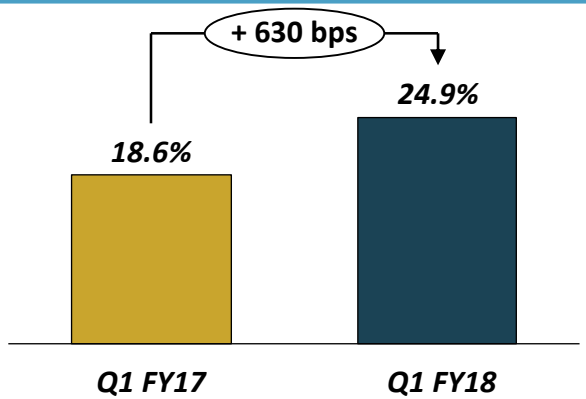
Value Addition*



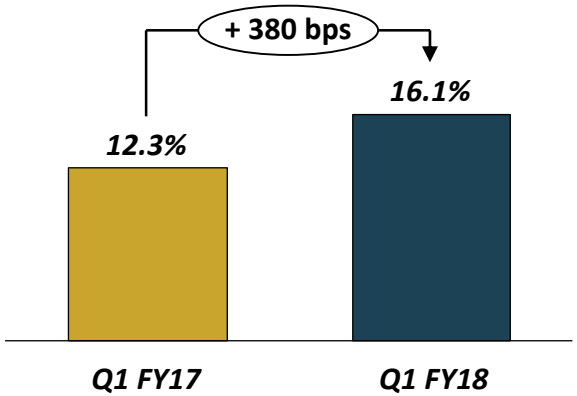
EBITDA Margin



PBT Margin



PAT Margin **



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

** Excludes Other Comprehensive Income

ARVIND MAFATLAL GROUP

NOCIL LIMITED

Company Overview

ARVIND MAFATLAL GROUP

NOCIL in a Snapshot

NOCIL LIMITED

Part of Arvind Mafatlal Group

Largest Rubber Chemicals Manufacturer in India

Expertise in Rubber Chemical Business over 4 decades

State of the Art, Innovative, Sustainable & Competitive Technologies

Wide range of Rubber Chemicals to suit customer needs

Long Term Business Relationships with Tyre Majors

Strong Marketing & Distribution Service Network

Certified for Quality and Health/Safety/Environment.

Environment Friendly Processes

ARVIND MAFATLAL GROUP

Management Team

NOCIL LIMITED

Mr. Hrishikesh . A. Mafatlal – Promoter & Chairman

- Chairman and Promoter Director of NOCIL Ltd
- B.Com. (Hons.) & has attended the Advanced Management Programme at the Harvard Business School, USA
- Vice-Chairman of the Cotton Textiles Export Promotion Council (TEXPROCIL)

Mr. S. R. Deo – Managing Director

- M. Tech. in Chemical Engineering from IIT Kanpur
- Associated with the company for nearly 38 years in various technical capacities

Mr. R. M. Gadgil - President - Marketing

- B Tech in Chemical Engineering from IIT Mumbai
- Associated with the Company in various marketing capacities for nearly 35 years

Mr. P. Srinivasan – Chief Financial Officer

- Chartered Accountant with over 28 years of experience
- Associated with the Company since 2005

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

- Post Graduate & Ph.D. in Science
- Associated with the company for nearly 33 years in various R&D capacities

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

- Ph.D. in Analytical Chemistry with 25 years of experience
- Associated with the company since 2007

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

- Chemical Engineer with Diploma in Management Studies
- Associated with the company for nearly 32 years

Manufacturing facilities

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

Commercialized operation 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

ARVIND MAFATLAL GROUP

Products & their Usage

NOCIL LIMITED

1 ACCELERATORS

Increase the speed of vulcanization to improve productivity

2 ANTI-DEGRADANTS

An anti-degradant is an ingredient in rubber compounds which deters the ageing of rubber products thereby enhancing service life

3 ANTI-OXIDANTS

Chemical compound that inhibits degradation due to oxygen attack thereby enhancing service life of rubber products

4 PRE VULCANIZATION INHIBITOR

Prevents premature vulcanization of synthetic & natural rubbers during processing thus reducing scrap

5 POST VULCANIZATION STABILIZER

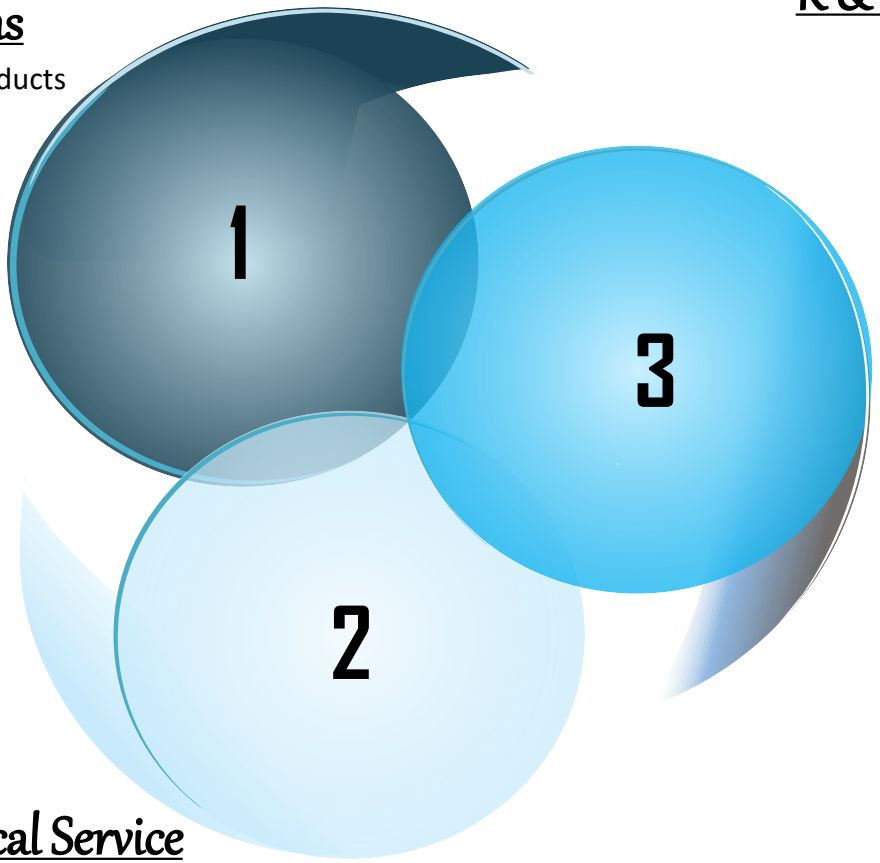
Improves Thermal Stability of cross links in rubber products

One Stop Shop with Wide Range to suit Market Requirements

Our Value Proposition

Products & Product Forms

- Wide Range of Rubber Chemical Products
- Varied Product Forms



R & D and Quality Assurance

- Experienced, capable & innovative team

  of R & D scientists.
- Ultra Modern Laboratories & Pilot Plant Facilities
- Latest Analytical Instruments

Sales, Marketing & Technical Service

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

Long Term Relationships with Customers over 40 Countries

R&D and Total Quality Management

Research & Technology Development

- NOCIL's Research Centre is recognized by Ministry of Science and Technology, Government of India
- Key Areas Focussed upon
  - Process Development, scale up, commercial implementation
  - Environmental strategies for sustainable growth
  - Research initiatives as per customers' perceived needs

1

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

2

Certifications

- ISO 9001:2008
- ISO 14001:2004
- BS OHSAS 18001:2007
- ISO/IEC 17025:2005
- ISO/TS16949:2009
- IATF
- NABL

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ARVIND MAFATLAL GROUP

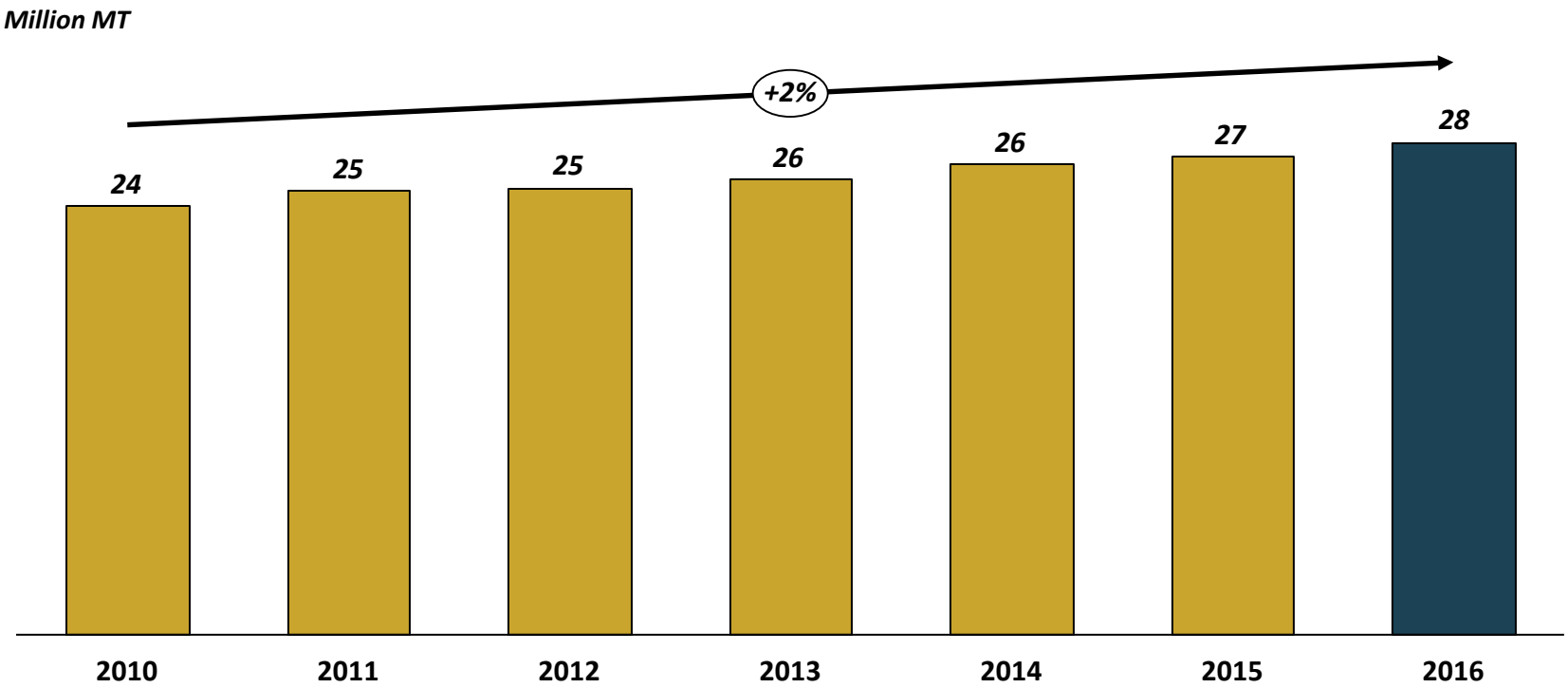
NOCIL LIMITED

Industry Potential

Our Positioning

Positive Outlook

Global Rubber Consumption (Natural + Synthetic)



Rubber Chemicals constitute ~3% - ~4% of the Rubber Consumption

Source : Rubber Statistical Bulletin, April - June 2017 edition

Growth Drivers

01 **High performance tyres & extended life, Automotive & Industrial products will increase rubber processing chemical loadings**

02 **Increased environmental compliance in China curbs polluting capacities**

03 **Rising Income levels & increase in Motor vehicle ownership rates, especially in developing nations would need additional consumption of rubber processing chemicals**

04 **Global demand for rubber processing chemicals forecasted to increase by 50% to 1.5 million MT in next 3-5 years**

Source : Freedonia Report

ARVIND MAFATLAL GROUP

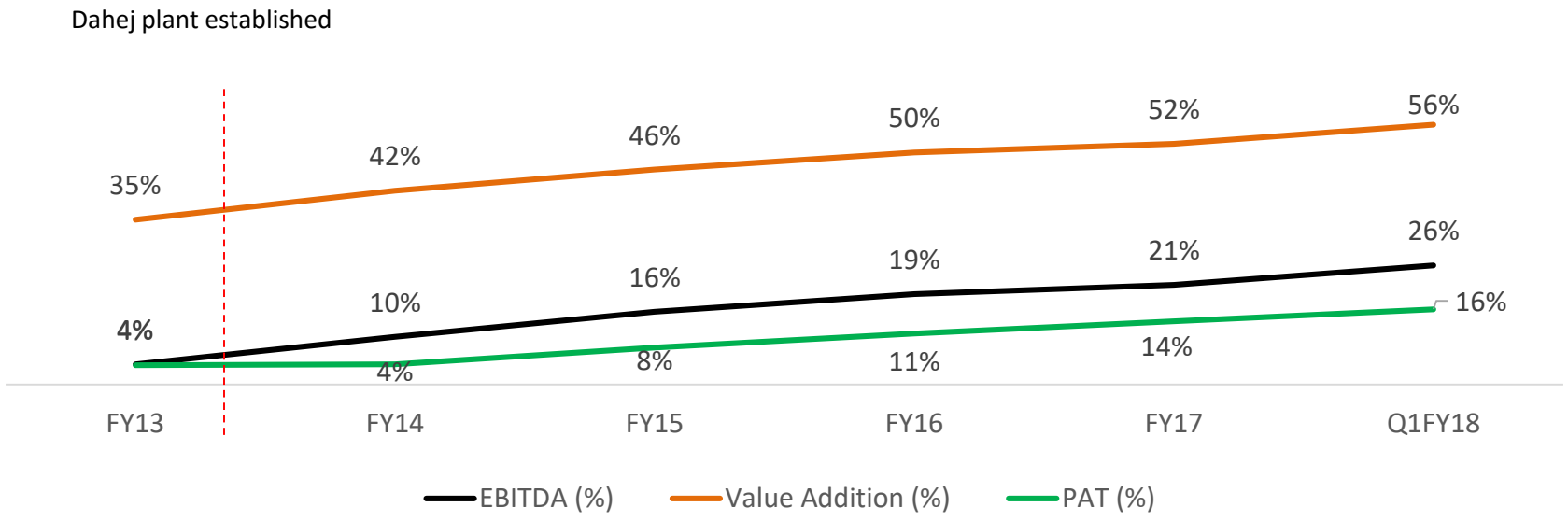
NOCIL LIMITED

FUTURE Ready

Dahej Plant – A Game Changer

- ✓ Strong R&D Capabilities
  - **Process R&D :** Significant reduction in cost of production
  - **Product R&D :** Strong pipeline of new products
- ✓ It is a zero wastage plant, resulting in significant cost reduction
- ✓ Strong position in High-value added products
- ✓ Operating Leverage playing out
- ✓ Further scope of multiple expansion possible at Dahej

Overall Improvement in Margin Profile of the Company



CAPEX

- ✓ To capitalize on growth opportunities, our Company has recently planned Capex of Rs. 170 crores
- ✓ The Capex is expected to be commissioned by Quarter 2 of FY19
- ✓ Expansion will significantly augment and complete the current product portfolio
- ✓ The capital expenditure will be largely funded by Internal Accruals

The Expansion is expected to give an Asset Turnover of 2X

Key Strengths

Dependable & Quality Player in Rubber Chemicals Industry

Wide Product Range

Experienced Management Team

New capacity addition in Rubber Chemicals

Committed plans for future growth

Strong Customer Relationships with good Technical Support

ARVIND MAFATLAL GROUP

NOCIL LIMITED

Financials

ARVIND MAFATLAL GROUP

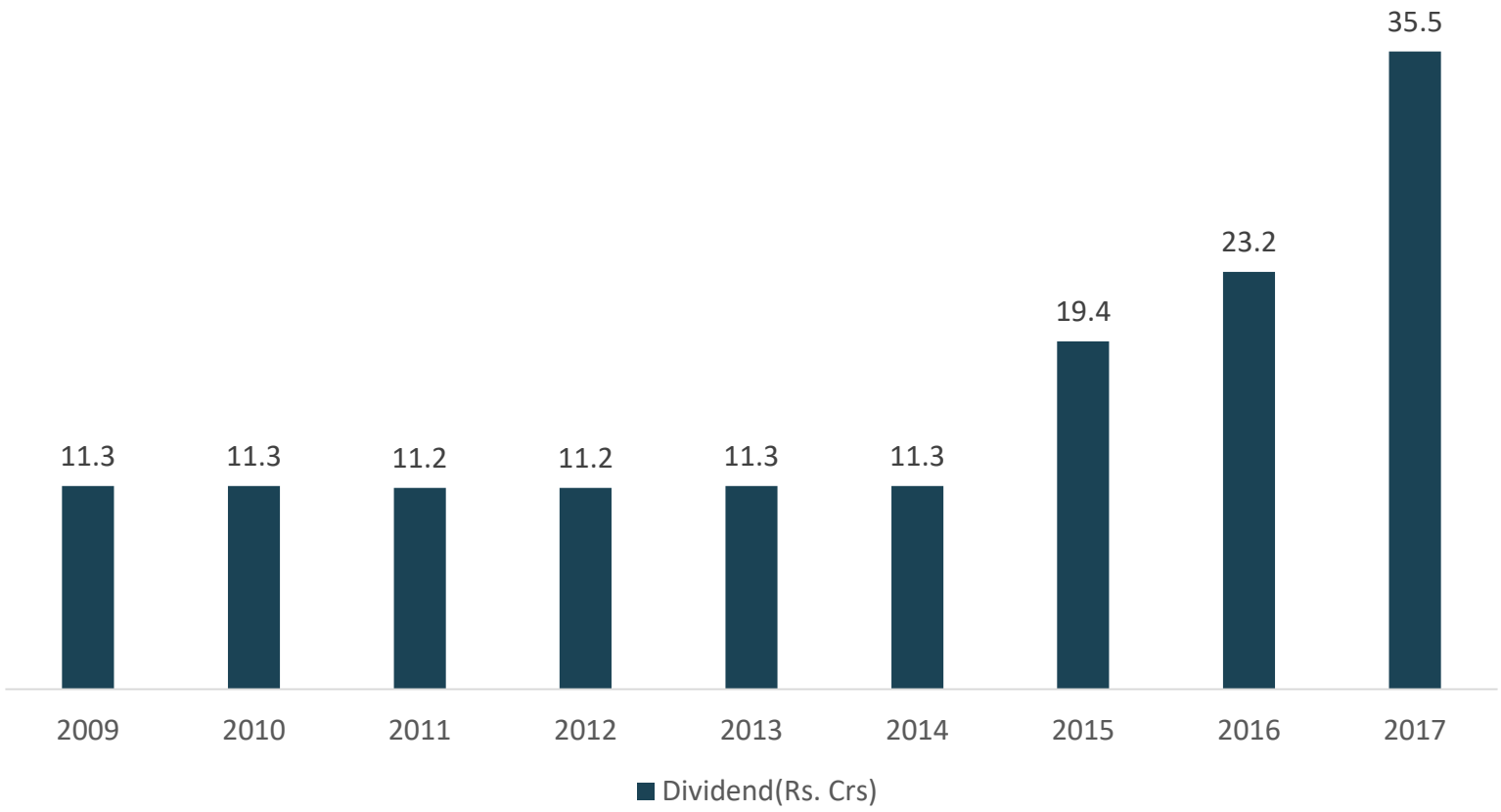
Statement of Profit & Loss

NOCIL LIMITED

Particulars (Rs. In Crores)	Q1 FY18	Q1 FY17	Y-o-Y
Revenue from Operations	**214.8**	**192.8**	***11%***
Cost of Material Consumed	110.2	80.3	
Purchase of Stock-in-trade	0.8	0.9	
Changes in Inventories	-15.6	16.5	
Value Addition *	**119.3**	**95.1**	
Value Addition (%)	**55.6%**	**49.3%**	
Employee Expenses	18.9	16.1	
Other Operating Expenses	45.8	41.9	
EBITDA	**54.7**	**37.1**	***47%***
EBITDA (%)	**25.5%**	**19.3%**	
Other Income	2.8	2.8	
Depreciation	3.6	3.5	
EBIT	**53.9**	**36.4**	***48%***
EBIT (%)	**25.1%**	**18.9%**	
Interest	0.4	0.7	
Profit Before Tax	**53.5**	**35.8**	***50%***
Tax	18.9	12.1	
Net Profit	**34.6**	**23.7**	***46%***
Net Profit (%)	**16.1%**	**12.3%**	
Other Comprehensive Income	-9.2	21.1	
Total Comprehensive Income	**25.5**	**44.8**	
EPS	**2.11**	**1.47**	

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

Consistent Dividend Record



Dividend includes Dividend Tax paid

ARVIND MAFATLAL GROUP

NOCIL LIMITED

For further information, please contact:

Company :

NOCIL Ltd.
CIN: L99999MH1961PLC012003

Mr. P. Srinivasan - CFO
finance@nocil.com

www.nocil.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN: U74140MH2010PTC204285

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