



OCCL LIMITED

14th Floor, Tower-B, World Trade Tower, Plot No. C-1, Sector-16, Noida - 201301, UP
Phone : 91-120-4744800 Email : occlnoida@occlindia.com
Website : www.occlindia.com



Date: February 11, 2025

The Manager
BSE Limited
Department of Corporate Services,
Floor 25, P. J. Towers,
Dalal Street
Mumbai - 400 001
Code: 544278

The Manager
National Stock Exchange of India Ltd.
Exchange Plaza,
Bandra Kurla Complex
Bandra (E),
Mumbai - 400 051
Symbol: OCCLTD

Dear Sir/Madam,

Sub: Investor Presentation for the quarter ended December 31, 2024

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligation and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of the Investor Presentation for Q3 FY25.

Thanking you,

Yours faithfully,
For **OCCL Limited**

Pranab Kumar Maity
Company Secretary & GM-Legal
Membership No-A20606

Encl.: As above.

Registered Office:

Survey No. 141,
Paiki of Mouje, APSEZL,
Mundra, Kachchh,
Gujarat, India, 370421
CIN: L24302GJ2022PLC131360

Plants:

Plot No. 3 & 4 Dharuhera Industrial Estate, Phase – 1
Dharuhera – 123106, Distt. Rewari, (Haryana)

SEZ Division: Survey No. 141, Paiki of Mouje Villag, Mundra, Taluka
Mundra, Mundra SEZ, District Kutch, Gujarat, 370421



OCCL Limited

Providing Solutions...
...Creating Innovations



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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.

Q3 FY25 Financial Highlights

Message from Promoter & Managing Director



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

"During Q3 FY25, our Revenue stood at Rs. 97 crores, while EBITDA came in at Rs. 16 crores, with an EBITDA margin of 16.6%. PAT stood at Rs. 5 crores, translating to a net margin of 5.4%. margins are impacted on account of substantially high international freight cost.

The demand environment remains challenging, with major markets experiencing a slowdown. While the global outlook remains subdued, domestic demand is expected to remain stable and further strengthen going forward, supported by capex investments by tyre OEMs.

The Domestic tyre industry is expected to grow at about 5.5% p.a. with emphasis on tyre exports and robust domestic demand. This should offset the current slowdown in demand being observed in the developed countries. The company has applied for Antidumping duty on import of insoluble sulphur from China and Japan, the proceeding for which are in advance stage in DGTR.

Looking ahead, we remain confident in our ability to navigate the evolving business environment, backed by our strong financial discipline and robust balance sheet. Our continuous focus on operational excellence, cost optimization helps to position us as a trusted partner to our customers while driving long-term, sustainable growth going forward."

Profit & Loss Statement



Particulars (Rs. Crs.)	Standalone
	Q3 FY25
Total Income from Operations^	96.5
Raw Material*	36.5
Employee Expenses	12.2
Other Expenses	31.7
EBITDA^	16.0
EBITDA Margin (%) ^	16.6%
Depreciation	7.0
EBIT	9.1
EBIT Margin (%)	9.4%
Finance Cost	1.9
Profit before Tax	7.1
Tax	1.9
Profit After Tax	5.2
PAT Margin (%)	5.4%
Other Comprehensive Income	0.0
Total Comprehensive Income	5.2
EPS	1.1

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

Balance Sheet



EQUITY & LIABILITIES (Rs. Crs.)	Sep-24
Equity Share Capital	10.0
Other Equity	372.3
Total Equity	382.3
Financial Liabilities	
Borrowings	28.7
Lease Liability	4.8
Provisions	2.3
Deferred Tax Liabilities (Net)	33.6
Total Non-Current Liabilities	69.4
Financial Liabilities	
Borrowings	54.7
Lease Liability	0.6
Trade Payables	20.9
Other Financial Liabilities	7.1
Other Current Liabilities	3.7
Income Tax Liability	0.3
Provisions	0.7
Total Current Liabilities	87.9
Total Equity and Liabilities	539.7

ASSETS (Rs. Crs.)	Sep-24
Property, Plant and Equipment	377.0
Capital Work-in-progress	1.2
Right of Use Assets	8.9
Other Intangible Assets	0.5
Financial Assets	
Investments	1.2
Loans	0.9
Others	6.7
Other Non-Current assets	0.9
Total Non-Current Assets	397.4
Inventories	59.6
Financial Assets	
Trade Receivables	70.3
Cash and Cash Equivalents	2.0
Loans	1.3
Others Financial Assets	0.0
Other Current Assets	9.1
Total Current Assets	142.3
Total Assets	539.7

Cashflow Statement



Particulars (Rs. Crs.)	Sep-24
Net Profit Before Tax	10.1
Adjustments for: Non Cash Items / Other Investment or Financial Items	8.9
Operating profit before working capital changes	19.0
Changes in working capital	5.2
Cash generated from Operations	24.2
Direct taxes paid (net of refund)	-1.4
Net Cash from Operating Activities	22.7
Net Cash from Investing Activities	-7.4
Net Cash from Financing Activities	-44.0
Net Decrease in Cash and Cash equivalents	-28.6
Add: Cash & Cash equivalents at the beginning of the period	30.6
Cash & Cash equivalents at the end of the period	2.0

Company & Business Overview



MARKET LEADER

AG Ventures 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

"REACH" Compliant

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

MANUFACTURING FACILITIES

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

MARKET SHARE

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

RATING

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

ACCREDITATION

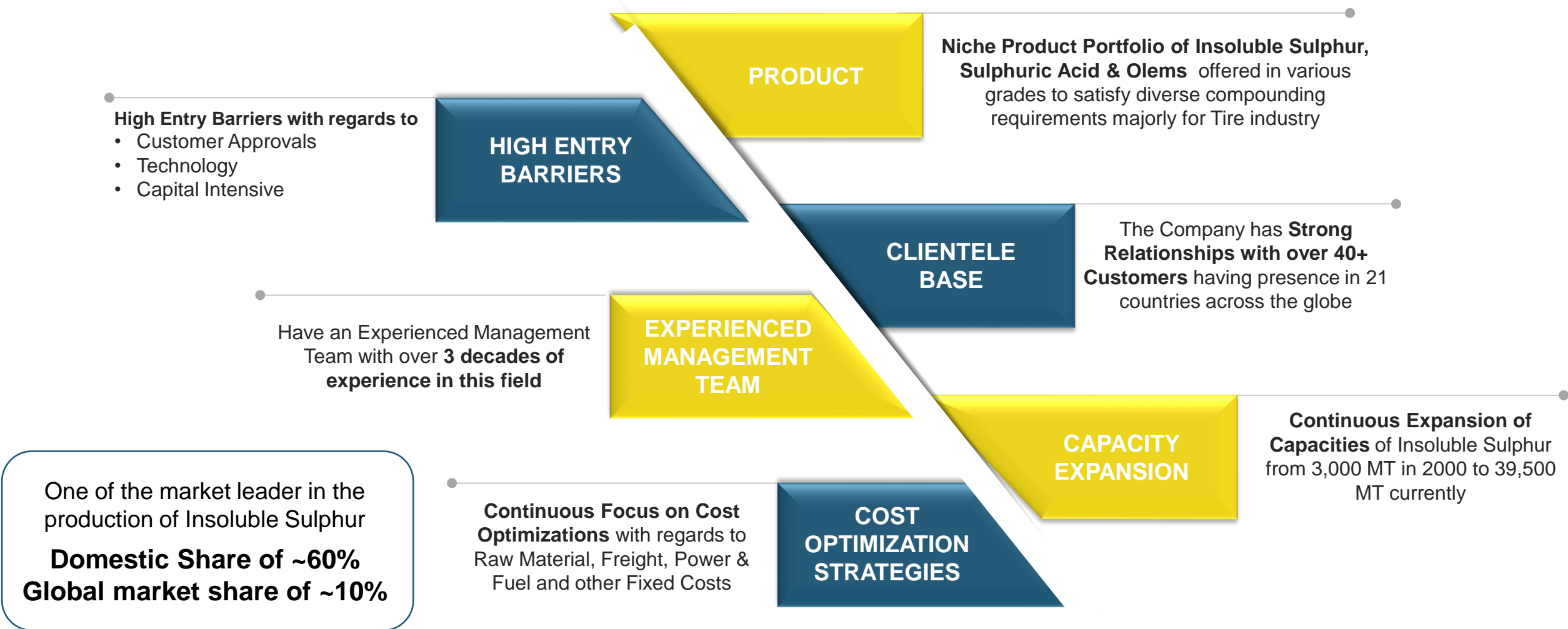
OCCL has been accredited with 'RESPONSIBLE CARE' logo by Indian Chemical Council (ICC) for a period of three years upto March, 2025.



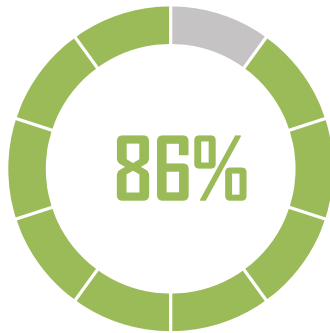
KEY STRENGTHS



Key Strengths

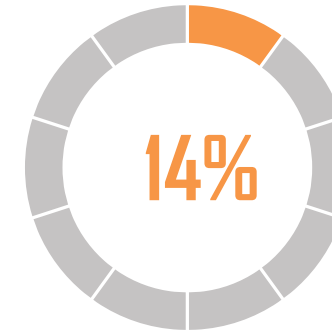


We deliver a Niche Product Portfolio...



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**
 - Battery Grade : Storage battery, rayon, dye, Detergent and pharmaceutical industries
 - Commercial Grade : Steel, heavy chemical and superphosphate industries

With Strong Customer Relationships...



apollo

Continental



BRIDGESTONE
Your Journey, Our Passion

MRF

GOODYEAR

JK TYRE
TOTAL CONTROL

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...

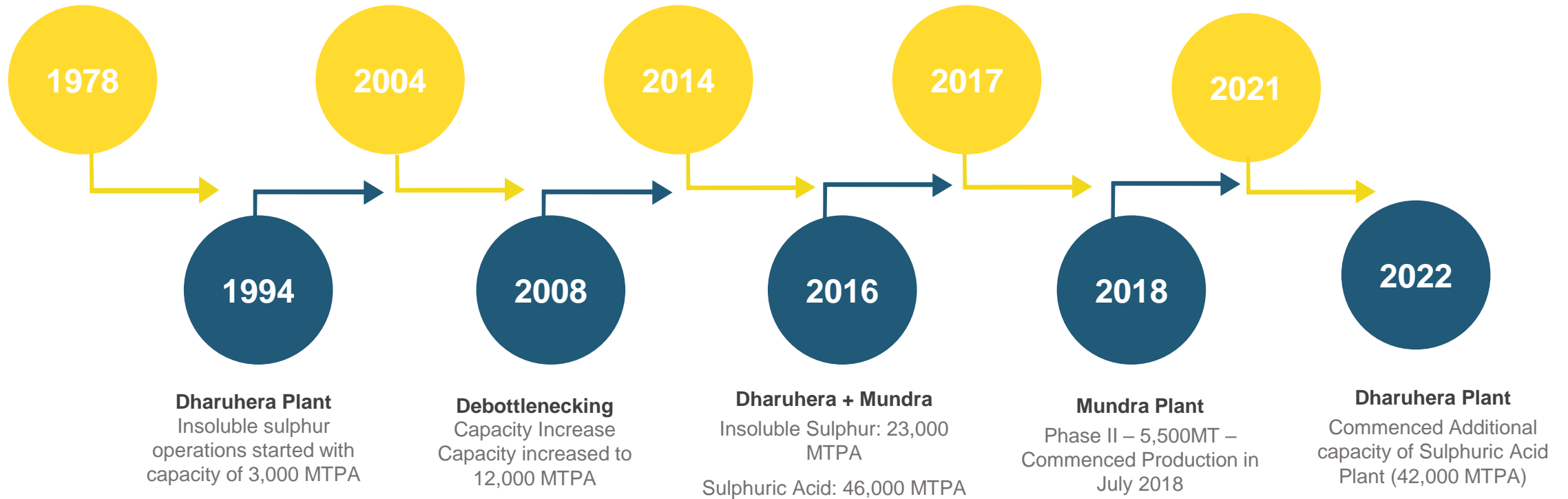
Dharuhera Plant
Incorporated as Dharuhera Chemicals Ltd to manufacture Sulphuric Acid of 30,000 MTPA

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



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 from oil refineries

Coating Oil is procured from domestic as well as international suppliers

LOGISTICAL ADVANTAGE

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

~55% 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. Arvind Goenka – Promoter, Chairman & Managing Director

- Commerce Graduate from Kolkata University with 40 years of Experience in managing jute, lubricants, carbon black and Chemicals industry with expertise in finance & international marketing
- Responsible for the Long-term Goal Setting & Monitoring the progress of the Company

Mr. Anurag Jain - Chief Financial Officer (CFO)

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

Mr. Alok Gupta: Sr General Manager (Operations)

- He has more than three decades of extensive experience in manufacturing of Insoluble Sulphur and contributed significantly in the expansion and growth of the organization over the years.

Mr. Akshat Goenka - Promoter & Jt. Managing Director

- Graduate in Economics & International Relations from University of Pennsylvania, USA and an Alumnus of Harvard Business School
- He played a key role in setting up Plant of the Company for manufacturing Insoluble Sulphur at SEZ Mundra, Gujarat and expansion at Dharuhera, Haryana. Over the years, he has also contributed immensely in developing an organizational culture that contributes to furthering the Company's commitment to its core values and stimulates continuous improvement

Mr. Muneesh Batta: Vice President (Marketing)

- An M.B.A (International Business) with over 25 years of experience in International business
- Responsible for marketing of Insoluble Sulphur & increasing market share of Diamond Sulf overseas

Having High Entry Barriers

<p>Product Portfolio</p>	<ul style="list-style-type: none"> • Various grades to satisfy diverse compounding requirements of leading tire manufacturers • Ongoing development of New Grades to meet Customer requirements
<p>Customer Approvals</p>	<ul style="list-style-type: none"> • 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
<p>Capital Intensive</p>	<ul style="list-style-type: none"> • Edge over the others - Proven Track Record In-house Technology
<p>In house Technology</p>	<ul style="list-style-type: none"> • 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

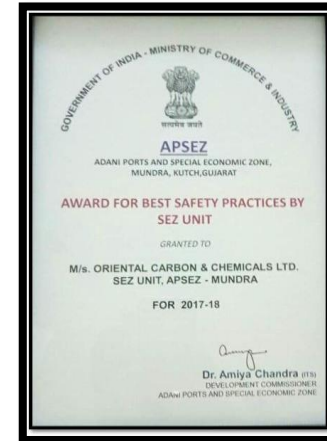
OCCL has successfully implemented its In-house Technology which has been approved by all our Customers across the globe

Awards & Accolades

All these certificates are valid for OCCL Ltd



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



Sustainability Initiatives



Water Conservation

We have moderated the consumption of water per unit of our end product through recycling and the use of superior technologies.

- Recycling of water
- Rain water harvesting
- Ground water rejuvenation through pond recharge
- Reduction in water consumption through process changes



Energy Conservation

These initiatives have strengthened our business sustainability

- Rooftop Solar
- Reduced fuel consumption through process optimisation
- Shifting to more energy efficient fuels
- Captive solar power for Dharuhera (to start during the year)



Steps towards Climate Change

We have reduced the consumption of energy derived from fossil fuels and increased the consumption of renewable energy. This has helped minimise our carbon footprint.

- Replacement of liquid fuels to gas
- Use of solar power
- Use Briquettes along with Coal
- Maximum water recycling
- Reduced carbon foot prints
- Power consumption reduction through size optimisation of Equipment

Our company has following certifications, which has helped to enhance corporate respect and Creditability across stakeholders

Responsible Care, EMS certification, OHSAS certification, Gold rating in sustainability assessment by IGMC and EcoVadis, Supplier Certifications & ISO 20400 Certification (Standard for sustainable procurement)



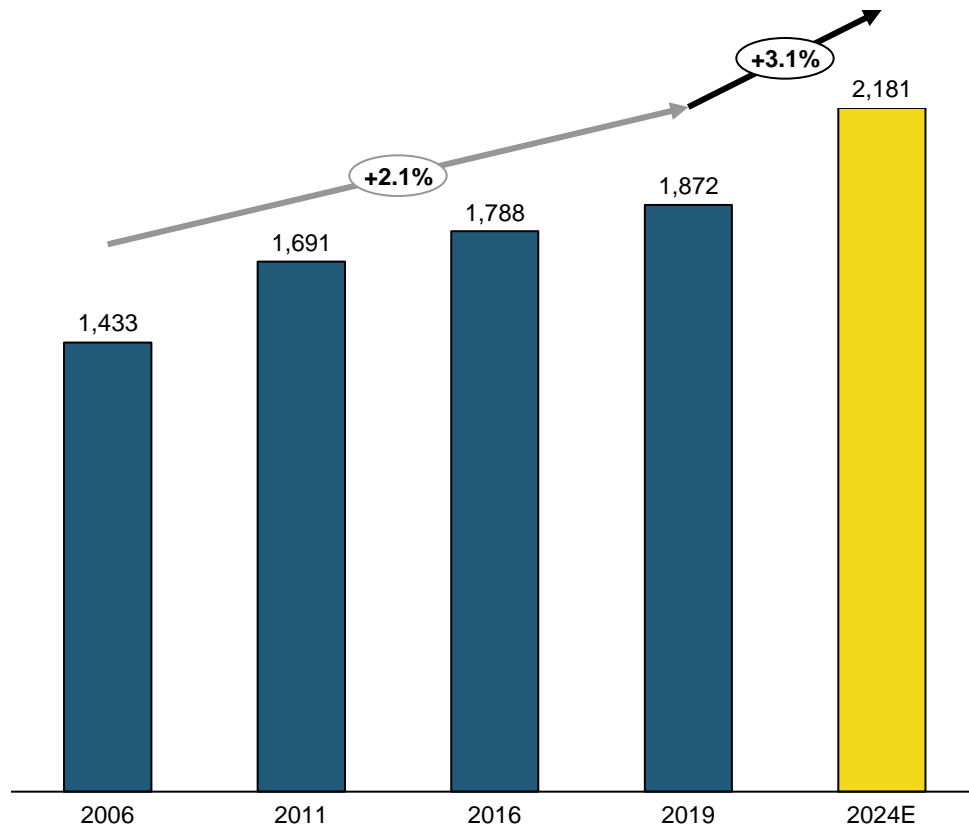
KEY GROWTH OPPORTUNITIES



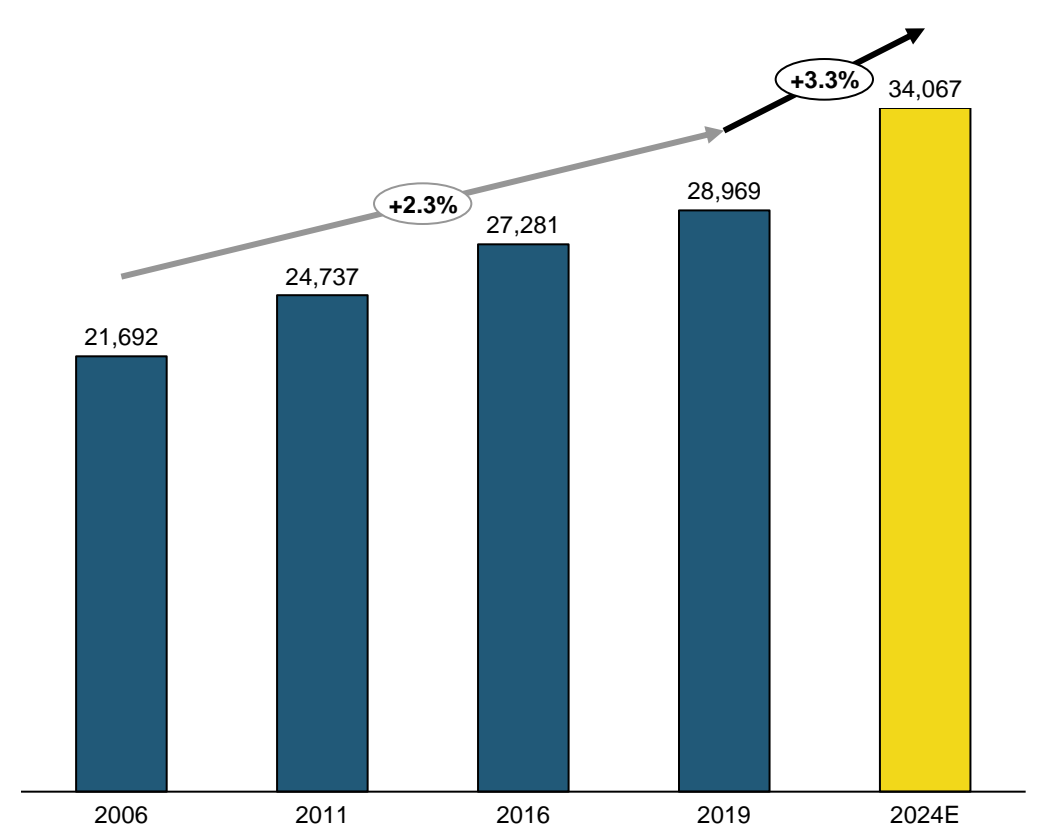
Global Tyre Industry



Tyre Production (mn units)



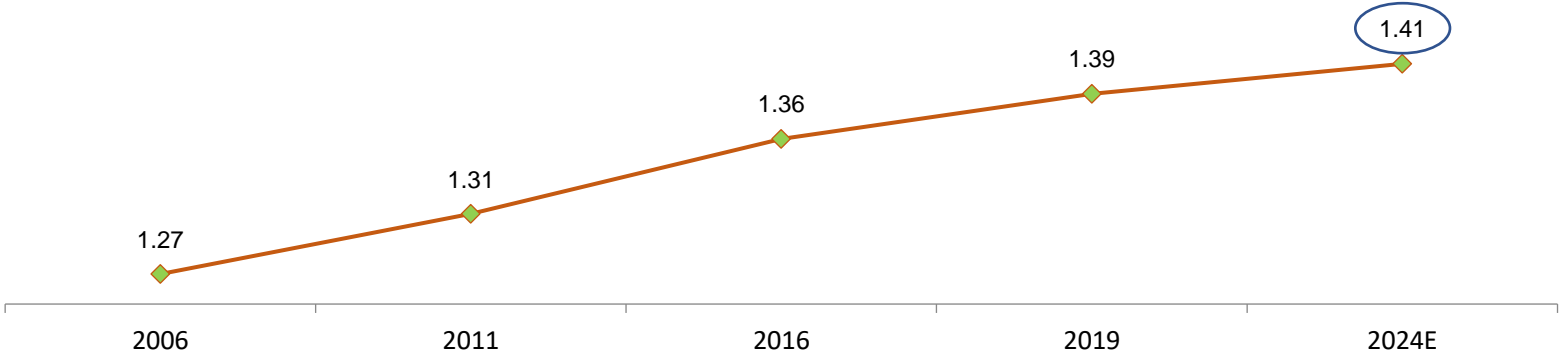
Tyre Rubber Consumption (‘000 tonnes)



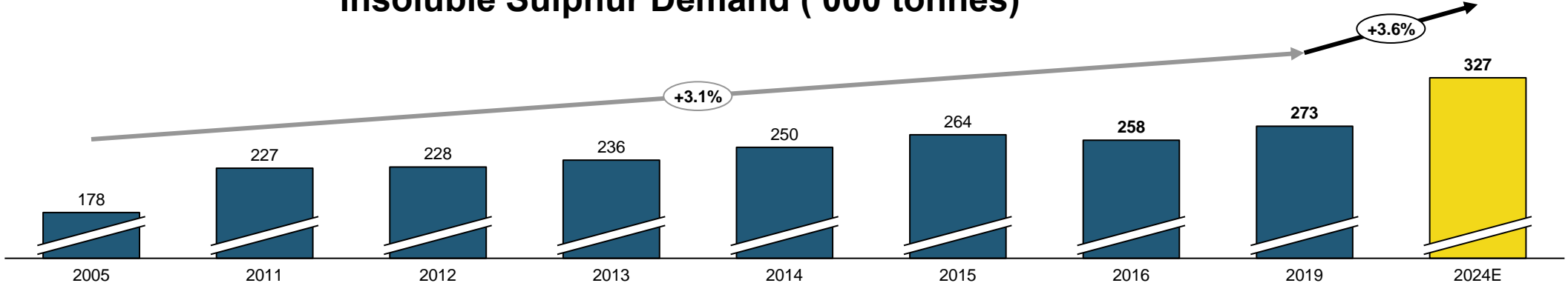
Source: Notch Report

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

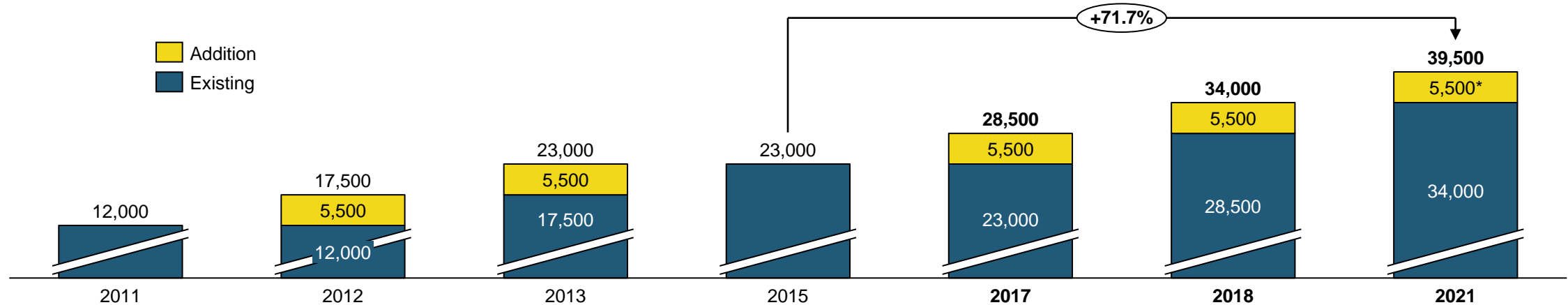
An increase in rate of Radialization in Commercial Vehicles in India will lead to an increase in requirement of Insoluble Sulphur

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 India & 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:

Company :

Investor Relations Advisors :

OCCL Ltd.

CIN: U24302GJ2022PLC131360

Mr. Anurag Jain - CFO

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<http://www.occlindia.com/>

Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

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