ORICON
ENTERPRISES LTD.

December 12, 2016

Bombay Stock Exchange Ltd
Floor 25, P J Tower
Dalal Street
Mumbai – 400001

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Bandra Kurla Complex, Bandra (east)
Mumbai – 400051

Dear Sir,

Sub: Investor Presentation
Ref: BSE: Scrip Code: **513121**, NSE: SYMBOL: **ORICONENT**

We are enclosing herewith a copy of **Investor Presentation** under the Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with Part A of Schedule III of the Regulation.

We hope you will find it in order and request you to kindly take the same on your records.

Thanking you,
Yours faithfully,
For **Oricon Enterprises Limited**

Sanjay Jain
Company Secretary

Regd. Office : 1076, Dr. E. Moses Road, P. B. No. 6584, Worli, Mumbai - 400 018. Fax : 24950314, 24963055
Phone : 2492 5581 - 82, 2496 4656 - 60, E-mail : oclcont@vsnl.com
CIN : L28100MH1968PLC014156

ORICON ENTERPRISES LTD

Investor Presentation – November 2016

Safe Harbor

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At a GLANCE

Oricon Enterprises Ltd (OEL)	• Engaged in manufacturing of Pentanes, Liquid Colorants and Pet Bottles • Owns about 1 acre land at prime location in Worli, Mumbai • Acquired 70% equity stake in Oriental Containers Ltd w.e.f 27th March 2015 – currently, a wholly owned 100% subsidiary
Oricon Properties P. Ltd **100% subsidiary**	• Owns about 2 acre land at Worli, Mumbai • Land parcel adjoining Indiabulls Blu & Near Four Seasons Hotel, Worli, Mumbai
Oriental Containers Ltd **100% subsidiary**	• Market leader with experience of over 5 decades in Indian caps and closures Industry • Well established brands across user industry • Strong presence across Globe through exports to ~40 countries
United Shippers Ltd **59.05% subsidiary**	• India's Largest Marine logistics company handling Dry Cargo • Operates at 8 minor ports across 3 states with Fleet size of more than 300 equipments • Bought back shares of existing shareholders, increasing OEL holding to 59.05% from 50.19%
Shinrai Auto Services Ltd **100% subsidiary**	• Exclusive dealer of Toyota cars in South Mumbai • Operates 2 showrooms in Nariman Point and Worli

Oricon Enterprises Ltd (OEL)

Diversified Business

- Engaged in trading and manufacture of Pentane & others

- Product Portfolio:
  - **NORMAL PENTANE**, used as a specialty solvent for extraction of paraffin from kerosene
  - **COMMERCIAL PENTANE**, used in manufacture of Expandable Polystyrene (EPS)
  - **CYCLO PENTANE ISO PENTANE BLEND**, used as a blowing agent to produce Poly Urethane Foam (Refrigerators & coolers body & doors)
  - **PET BOTTLES,** used in Alcohol Industry

- Manufacturing facilities at Khopoli, Maharashtra for Pentanes & Murbad, Maharashtra for PET Bottles

- Acquired 70% equity stake in Oriental Container Ltd, from OC Holdings Ltd, Mauritius, w.e.f 27th March 2015
- Houses 1 acre land in Worli, Mumbai

Oricon Properties Pvt Ltd

100% subsidiary of OEL

Monetizing Real Estate in due course

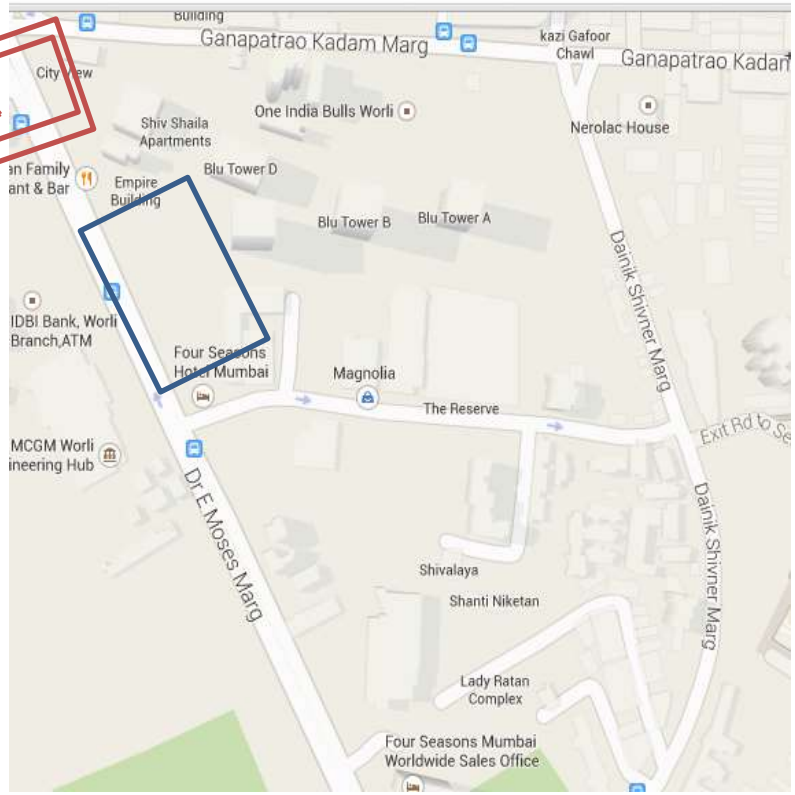
2 acres at Worli, Mumbai

Signed JDA

- Housed in Oricon Properties Pvt Ltd – 100% subsidiary of OEL
- Plans to re-develop for Residential Purposes
- Received Commencement Certificate (CC) from Municipal Corporation of Greater Mumbai for the redevelopment to launch project

1 acre at Worli, Mumbai

- Housed in Oricon Enterprises Ltd
- Plans to re-develop for Residential & Commercial Purposes



Adjoining Indiabulls Blu & Near Four Seasons Hotel, Worli, Mumbai

ORICON ENTERPRISES LTD

Enters into JDA with Subsidiary of Indiabulls Real Estate

- Entered into Joint Development Agreement (JDA) with Indiabulls Infraestate Limited
- Indiabulls Infraestate Limited, a majority owned subsidiary of the Indiabulls Real Estate Limited, is developing marque project “BLU” at Worli, Mumbai
- JDA to develop 7,810 sq.mtrs plot situated at Dr.E.Moses Road, Worli, Mumbai-400018
- JV partner will develop the land to launch premium residential project
- Company entitled to 30% sharing of the topline revenue of the JV project, subject to certain terms
- In addition, company shall receive ~67,000 sq.ft saleable area duly constructed
- Entire cost of the project shall be borne by JV partner
- Our total share of the project (including Oricon Enterprises) expected to be in region of Rs.650-700 Crs
- Project completion expected in 5 years
- Current cashflow of Rs.310.50 Crs will be utilised for liabilities/debt reduction and expansions in existing businesses

Oriental Containers Ltd

100% subsidiary of OEL

Led by Professional Management

Mr. Rajendra Somani – Managing Director

- Promoter of the company, with over 46 years of experience has
- Associated with OCL since inception
- Successful track record of setting-up and operating several new businesses under Parijat Group
- Also, Managing Director of Oricon Enterprises Ltd

Mr. B.K. Toshniwal – Executive Director & Company Secretary

- Experience of more than 44 years
- Under his leadership, the Company has successfully forayed into several other product lines and scaled up its operations
- Instrumental in managing key customer and supplier relationships
- Oversees day-to-day operations

The Core Team …… Executing the Vision

Mr. Sudeep Singh	Mr. Srikant Malpani	Mr. S.P. Soparkar
Director – Works (Goa)	Director – Works (Murbad)	Director – Technical

Mr. B.M. Gaggar	Mr. P.K. Talpatra	Mr. V.N. Kamath
CFO	Director – Marketing (Domestic)	Director – Marketing (Exports)

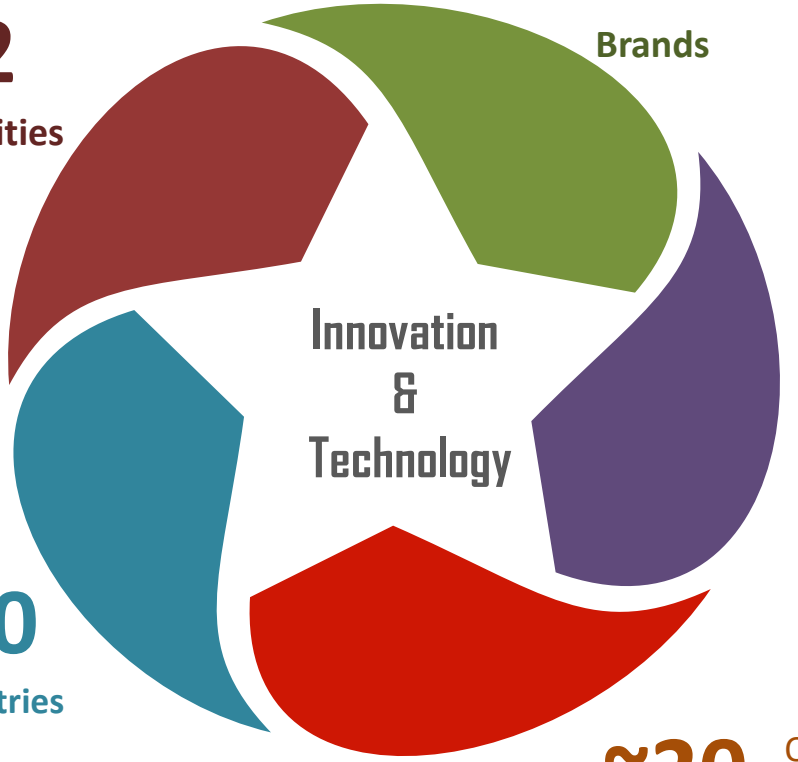
Competitive Edge

Manufacturing units at Murbad, Maharashtra & Goa - **Strategically Located close to ports**

2
Facilities

5
Brands

Complete range of Metal and Plastic Caps & Closures



No.1

Market leader in Indian caps and closures Industry

Strong presence across Globe through exports

40
Countries

~20
Years

Of **Strong OEM Relationship**

Complete Range of Caps & Closures

Plastic Closures - "High Growth Business"

- Type: Plastic Closure - CSD
- Brand: ***Bevseal - CSD***
- End - User Industry : **Carbonated Soft Drink (CSD)**

- Type: Plastic Closure for Water Application
- Brand: ***Bevseal – Alaska***
- End - User Industry: **Bottled Water**

- Type: Plastic Closure – wf/hf
- Brand: ***Bevseal – wf/hf***
- End - User Industry: **Fruit Juice**

Metal Closures – "Stable Business"

- Type: Crown Caps
- Brand : **Hycrown**
- End - User Industry: **CSD, Fruit Juices, Beer, Ketchup**

- Type: Twist-off Caps
- Brand : **Swageseal**
- End - User Industry: **Jam, Pickle, Condiment**

- Type: Roll on Pilfer Proof (ROPP) Caps
- Brand : **Topseal, Gloseal, Neeonseal**
- End - User Industry: **Spirits, FMCG, Pharmaceuticals, Cosmetics**

- Type: Aluminum Collapsible Tubes
- Brand : **Hytubes**
- End - User Industry: **Pharmaceutical, Cosmetics**

Forefront of Technology & Innovation

- OCL pioneered the implementation of new global technology in caps and closures in India
- Developed and introduced four new plastic closures in the past three years
- Developed and introduced new crowns to economize cost

Technology

- SACMI, Italy for Crowns and ROPP caps
- Haun Chaun, Taiwan for Plastic closures
- Siligan White Cap – USA for Twistoff caps
- D.S. Chemie, Germany for coatings and lining materials

1st To Introduce

- Double ring dry blend crowns in India
- Plastic closures for CSD in India through compression moulded technology
- Top Chamfered ROPP caps
- PVC free liner in both regular, promotional crowns and also in closures

Awards & Accolades

- Won 8 times the national award "India Star Award"
- World Star Award in 1994 from The World Packaging Organisation
- Asia Star Award in 1997 from The Asia Packaging Federation
- Recently recognized with best supplier award by Coca-Cola in crowns category

Strong Customer Profile

Diversified

- Comprises of blue chip global companies in food & beverage (F&B), alcoholic beverages, fast moving consumer goods (FMCG) and pharmaceutical industries
- Key customers command leadership position in their respective industries
  - Coca -Cola – Leader in CSD industry
  - UB – Leader in Alcoholic Beverage Industry
  - Unilever – Leader in FMCG Industry

Deep-Rooted Customer Relationship

- Established Strategic long-term partnerships with customers
- Average customer relationship with the top five customers is ~20 years

Diverse & Fast growing User Industries

- Diversified customer base comprising of over 100 domestic and 40 export customers

Accredited as "Approved Vendors" for Leading Global F&B Players

Strategic Location of Manufacturing

Oriental Containers Ltd.

Plastic Closure Facility

- Established in 1998, at Goa
- Situated in close proximity to Murmugao Port, ~20km away
- Dedicated to manufacturing of plastic closures
- Equipped with in-house printing facilities

Plastic Closures	Annual Capacity
Plastic – CSD Caps	3,500 mn caps
Plastic– wf/hf Caps	700 mn caps
Plastic – Water	2,250 mn caps

Metal Closure Facility

- Established in 1982, at Murbad - Maharashtra
- Situated in close proximity to Mumbai Port, ~40km away
- Dedicated to manufacturing of metal closures
- Equipped with In-house tool room & in-house printing facilities

Metal Closures	Annual Capacity
Crown Caps	9,216 mn caps
RoPP Caps	1,800 mn caps
Twist off Caps	140 mn caps
Aluminium Tubes	120 mn tubes

Strategically located in South & West of India – Two Largest Beverage consuming regions

Growth Opportunities

Oriental Containers Ltd.

Export Opportunities

- Most of key export markets significantly under-served
- Increasing penetration of MNC in these markets provide strong potential for future growth

Growing Plastic Closures Demand

- Industry trend shifting towards plastics with increasing manufacturing of carbonated soft drinks, fruit juices, bottled water in PET bottles

Low per capita expenditure on Packaging in India

- Low penetration levels in all the end user markets
- Rapidly changing socio-economic factors

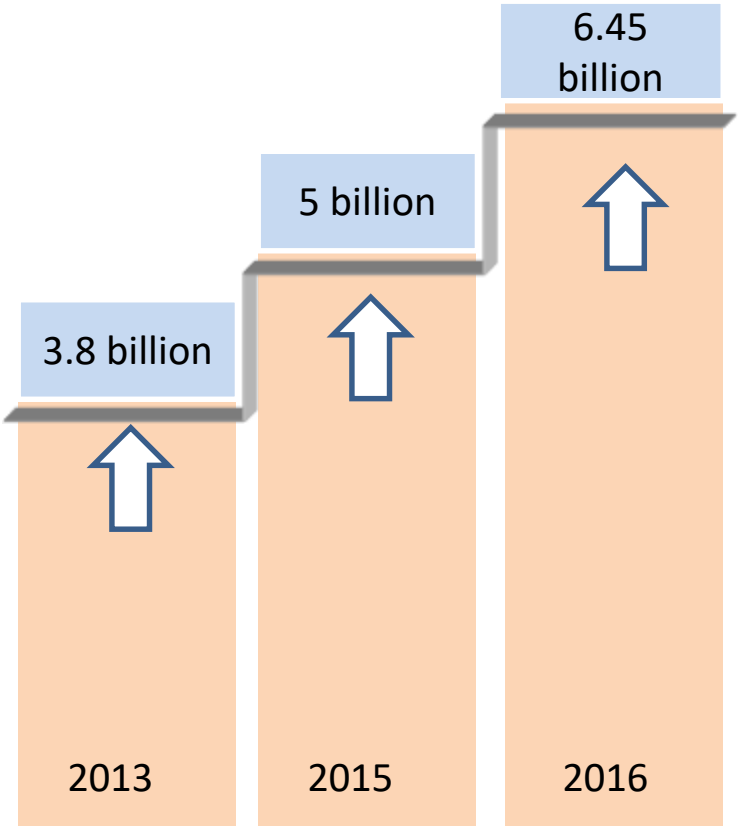
Fast Growing User Market

- Urbanization & rising consumer income levels will lead to rise in demand for packaged food & beverage products
- F&B companies aggressively expanding capacity to tap growing demand

Capitalizing on Growth Opportunities

- Global containers & Packaging market valued at USD 583 bn, estimated to grow at 6.8% CAGR over 2013-2018
- Indian CSD Industry valued at USD 2.4 bn, estimated to grow at 8% CAGR over 2013 - 2018
- Indian Alcoholic Beverages market valued at USD 35 bn, estimated to grow at 12% CAGR over 2013-2018
- Indian Package Bottled Water Market , valued at USD 1.8 bn, estimated to grow at 19% CAGR over 2013-2018
- Key Customers investing in India to capture bigger share of growing market
  - Expanding capacity
  - Increasing marketing expenses for deeper penetration

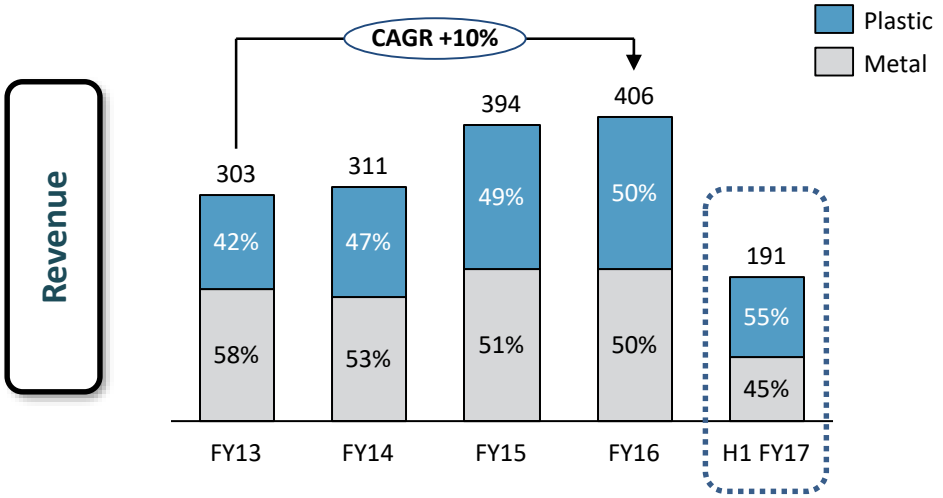
Plastic Closure Production Capacity *(#)*

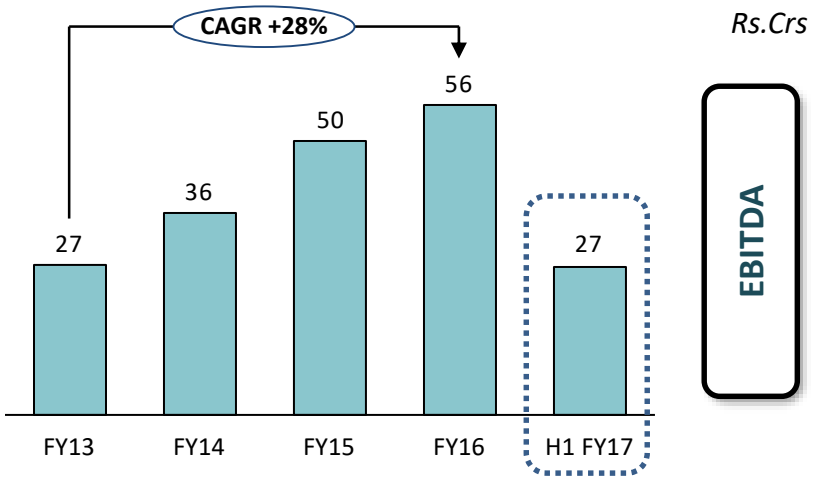


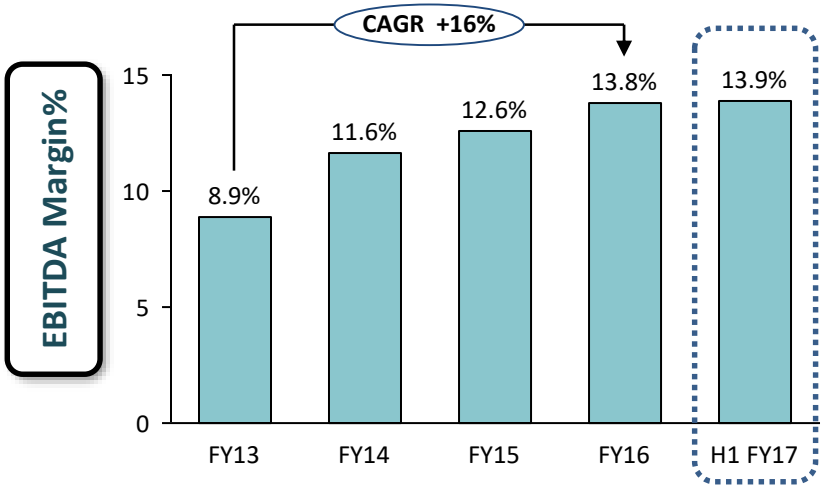
Investing in Capacity Expansion to Capitalize on Growth Opportunities

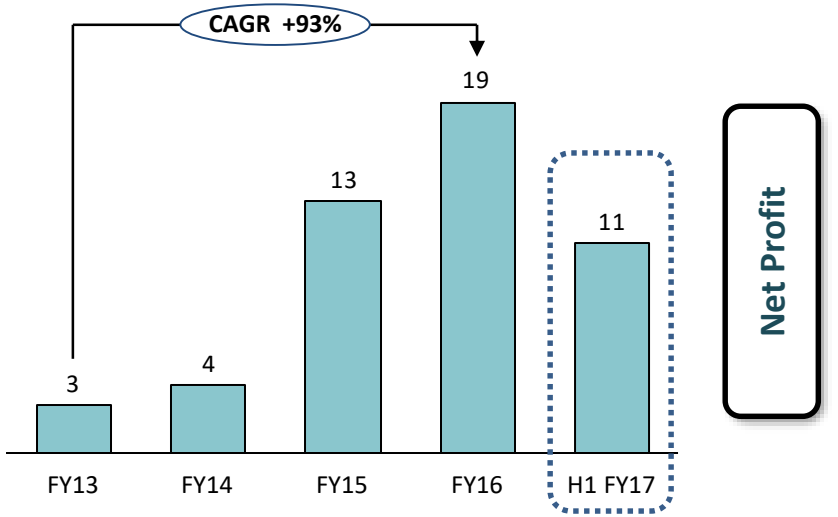
Financial Indicators

Rs.Crs









United Shippers Ltd

59.05% subsidiary of OEL

Led by Professional Management

United Shippers

Mr. Sevantilal Jivanlal Parekh – Chairman & Managing Director

- Promoter of the company
- With over 50 years of experience across industries including shipping, construction, manufacturing, investment and finance

Mrs. Sujata Parekh Kumar – Joint Managing Director

- Promoter of the company
- With over 34 years of experience across industries including shipping, investment, insurance and finance

The Core Team …… Executing the Vision

Mr. Paras Dakalia	Capt. Sanjay Goel
Director - Finance	Director - Operations

Capt. Dinyar Karai	Mr. Ravi Kothari	Capt. Sandeep Agarwal
CEO - Gujarat	Senior GM – Operations (Gujarat)	GM - Operations

Supported by Strategic Investors

United Shippers

Logiscor Ltd (Scorpio Group) – Marshal Island

- Holds 10.88% in USL
- A leading independent provider of crude oil and petroleum products transportation services

Mr. Vallabh Bhansali

- Holds 8.18% in USL through family investments
- Co-founder and Chairman of Enam Financial Consultants Pvt. Ltd

Integrated Marine Logistics Services

United Shippers

Chartering of Ships

Charter (voyage & time chartering of vessels)

Lighterage of Cargo

Transfers Cargo onto a smaller vessel / barge

Barging

Movement of cargo to port on barge

Stevedoring

Unload cargo on port

Warehousing

Warehouse Cargo

Transport – Road & Rail

Last mile transfer of Cargo

Provide "End-to-End" Marine Logistics Services

ORICON ENTERPRISES LTD

Corporate Structure

United Shippers

United Shippers Ltd

USL Shipping DMCEST	Bulk Shipping Pte. Ltd	USL NMM Logistics Ltd	USL Coeclerici Logistics Pvt. Ltd	Shakti Clearing Agency Pvt. Ltd
UAE	**Singapore**	**Mumbai**	**Mumbai**	**Bedi**
Subsidiary – 100%	**Subsidiary – 100%**	**Subsidiary – 100%**	**Subsidiary – 100%**	**Subsidiary – 100%**
Primary Activity : **Chartering of Vessels**	Primary Activity : **Chartering of Vessels & Investments**	Primary Activity : **Own and operate grabs**	Primary Activity : **Mid-stream unloading of bulk cargo using Floating Crane Vessel**	Primary Activity : **Operates Jetty at Bedi Port, near Jamnagar in Gujarat**

ORICON ENTERPRISES LTD

Subsidiary : *USL Shipping DMCEST*

United Shippers

- Set-up in 2004, as 100% Subsidiary of United Shippers Ltd
- Based and registered in Dubai Maritime City, Dubai
- Bulk Shipping Pte. Ltd – 100% subsidiary of USL DMCEST, registered in Singapore

- Engaged in chartering vessels for various clients, handling full chartering operations ranging from vessel fixing to operating on a time charter and voyage charter basis

- Specializes in commodities like iron ore, Cement clinker, Aggregates, Jumbo bags, Bauxite, Laterite, Coal, Gypsum, Petcoke, Met coke and any other dry bulk cargo.

- Volumes handled - 13.93 Lakh Metric Ton in FY16
- Revenue of Rs. 107 Crs in FY16, contributing 27% of Consolidated Sales

Subsidiary : *USL NMM Logistics Ltd*

United Shippers

- Set-up in 2006, as 100% Subsidiary of United Shippers Ltd

- Engaged in business of handling cargo by operating "Grabs" on grabless vessels

- Owns 13 SMAG Radio Remote controlled Grabs of different variants

- Volumes handled - 1.64 Lakh Metric Ton in FY16
- Revenue of Rs. 0.50 Cr in FY16, contributing 0.13% of Consolidated Sales

Subsidiary : *USL Coeclerici Logistics Pvt Ltd*

United Shippers

- Set-up in 2011

- Incorporated with purpose of construction and operating of Floating Crane Vessel
- Facilitates handling cargo in mid-sea for discharging of cargo from grabless vessel

- 1st Floating Crane Vessel construction completed and operational since 2012
- Invested in 3 more floating cranes in FY16

- Volumes handled - 31.71 Lakh Metric Ton in FY16
- Revenue of Rs. 23.94 Crs in FY16, contributing 6.09% of Consolidated Sales

Subsidiary : *Shakti Clearing Agency Pvt Ltd*

United Shippers

- Acquired 100% equity stake in Shakti Clearing Agency Pvt Ltd
- Subsidiary of USL wef 28th March 2014

- Shakti Clearing Agency has exclusive license to operate 90 meters jetty and back-up area at Bedi Port, Gujarat
- Handles dry bulk cargo

- USL has been present at this port & paid jetty usage charges
- Revenue of Rs. 5.62 Crs in FY16, contributing 1.43% of Consolidated Sales

Servicing clients from Presence in 3 states

United Shippers

Presence across Ports in Gujarat

- Navlakhi
- Bedi
- Sikka
- Sanghipuram
- Singach
- Magdalla

Presence across Ports in Maharashtra

- Dharamtar
- Dahanu

Presence across Ports in Tamil Nadu

- Tuticorin

RELIANCE

AGARWAL GROUP

THE RAMCO CEMENTS LIMITED RAMCO

JSW

ADITYA BIRLA UltraTech

ACC

ESSAR

Binani BRAJ BINANI GROUP

Ambuja Cement

HINDUSTAN ZINC LIMITED

JK Cement LTD

COASTAL ENERGY

adani

ORICON ENTERPRISES LTD

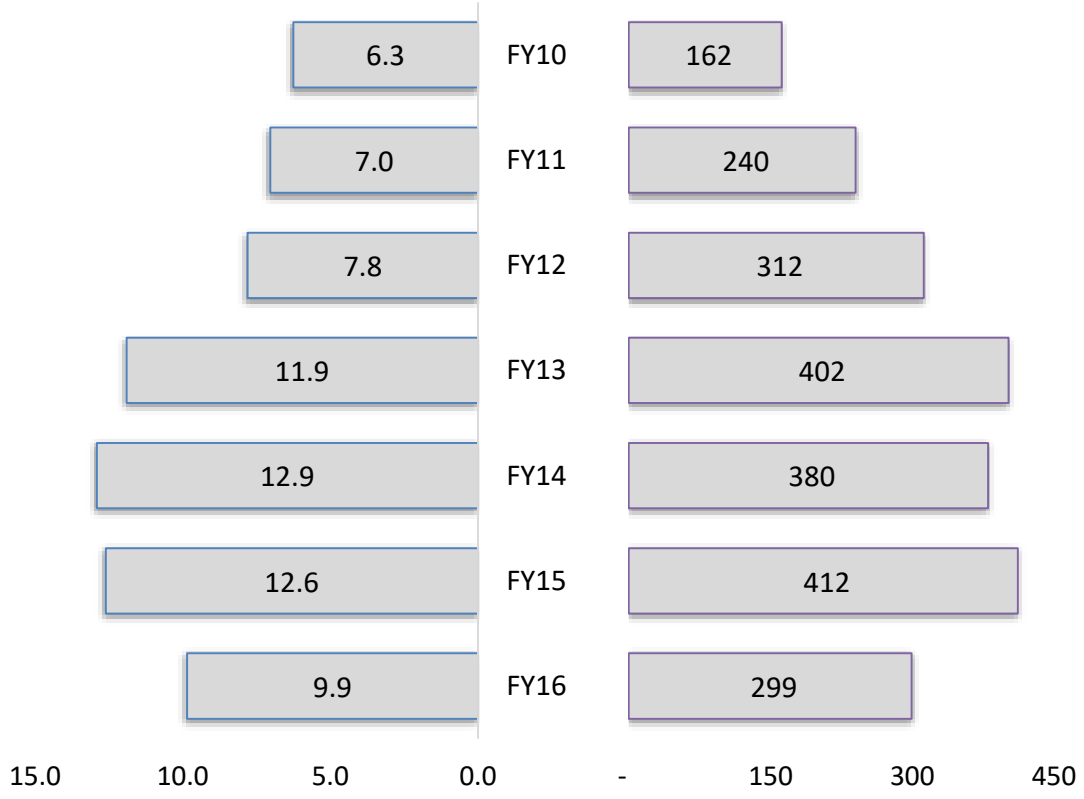
Volume growth supported by strong fleet

United Shippers

Equipment Fleet Size (#)

Equipment	As on March 31, 2016
Self Propelled Barges	27
Excavators	55
Payloaders	50
Dumpers	120

Volume Handled (Million MT) | **Revenue (Rs.Crs)#**



 # - Standalone Figures

ORICON ENTERPRISES LTD

Investments in Private Jetty

United Shippers

Owns Private Jetty at Navlakhi Port, Gujarat

- Became operational in April 2000 with an investment of ~Rs. 5.1 Crs
- Initially, USL had sole right to use jetty for 10 years, which then got extended for 5 years by Gujarat Maritime Board
- USL capable of handling cargo at Navlakhi jetty, at discharge rate of 10,000 – 16,000 Tons per weather working day throughout the year
- Due to polluting nature of coal, coal handling is restricted at many ports. This makes Navlakhi, an ideal port for import of coal for power and cement plants located in Gujarat & North India

License to Operate Jetty at Bedi Port, Gujarat

- Shakti Clearing Agencies Pvt Ltd is licensed to operate jetty at Bedi Port, in Gujarat
- USL acquired Shakti Clearing Agencies Pvt Ltd in March 2014

Growth Opportunities

United Shippers

Minor Ports growing faster than major ports

- Gaining volume share and a major chunk of traffic shifting from major ports to non-major ports
- Minor ports contributing ~44% of total traffic in FY15

Infrastructure development driving demand for core commodities

- Special Economic Zones are being developed in close proximity to several ports
- Increase in demand for iron and steel and coal and other core commodities

Increasing trade activities

- India's 200 non-major ports are strategically located on the world's shipping routes
- By FY17, cargo capacity in India is expected to increase to 2,493.1 MMT from 1,245.3 MMT in FY12

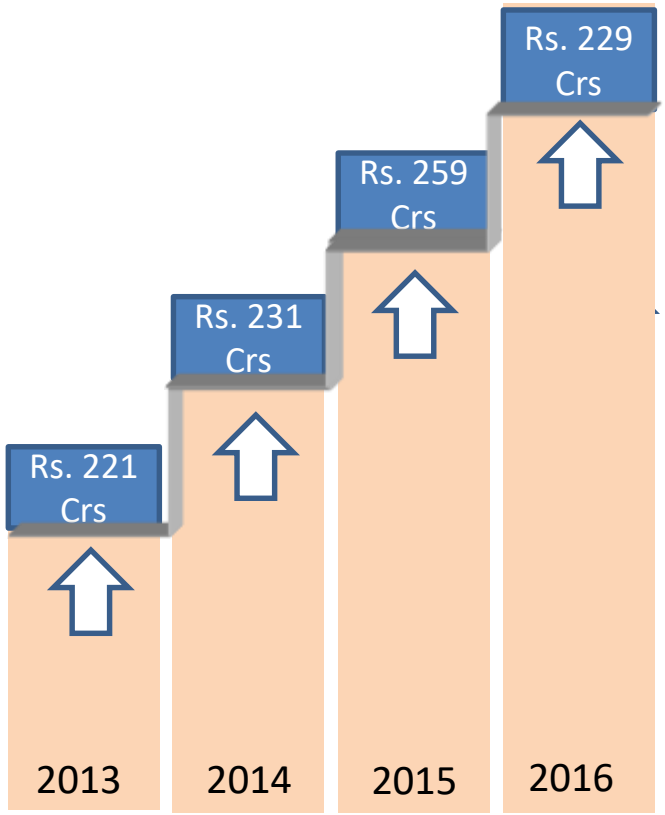
Government Focus on Port Development

- Government initiated National Maritime Development Programme and National Maritime Agend to develop the maritime sector
- Expanding port development and distribution facilities in India

Capitalizing on Growth Opportunities

United Shippers

Gross Fixed Assets# (Rs. Crs)



- Investing in Equipment fleet
- Strengthen Execution Capabilities to offer:
  - End-to-end logistics Solutions
  - Discharge Guarantees
  - Improved Product handling
  - Guaranteed Delivery with "No pilferages"

Capitalize on Growth Opportunities with Strong Execution Capabilities & more than 6 decades of Experience

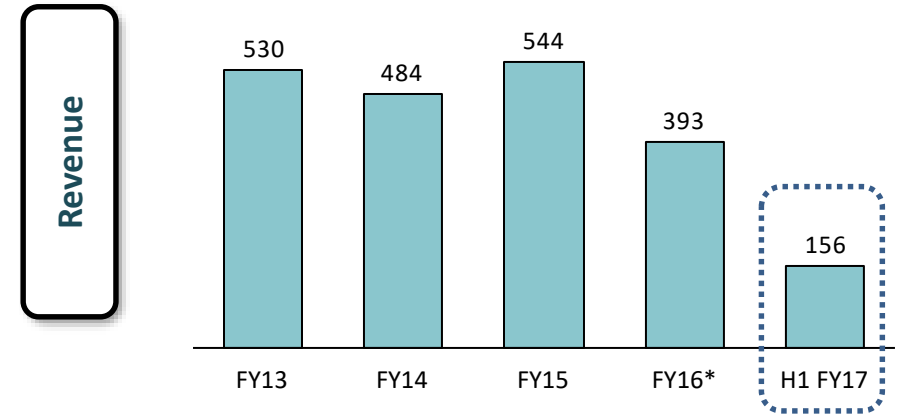
 # Standalone Gross Fixed Asset Value of Equipment Fleet only

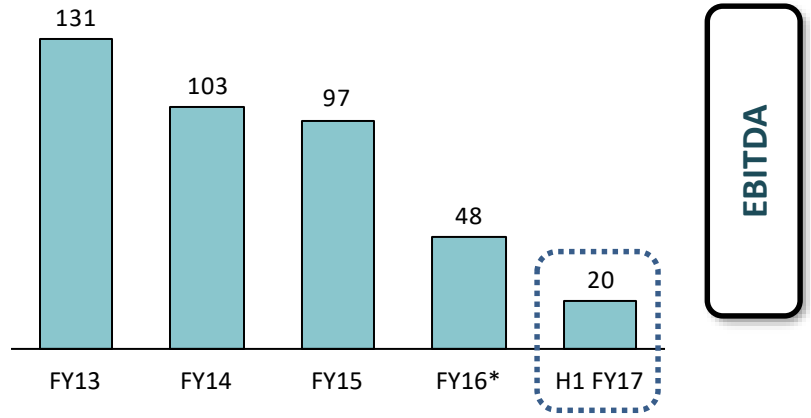
ORICON ENTERPRISES LTD

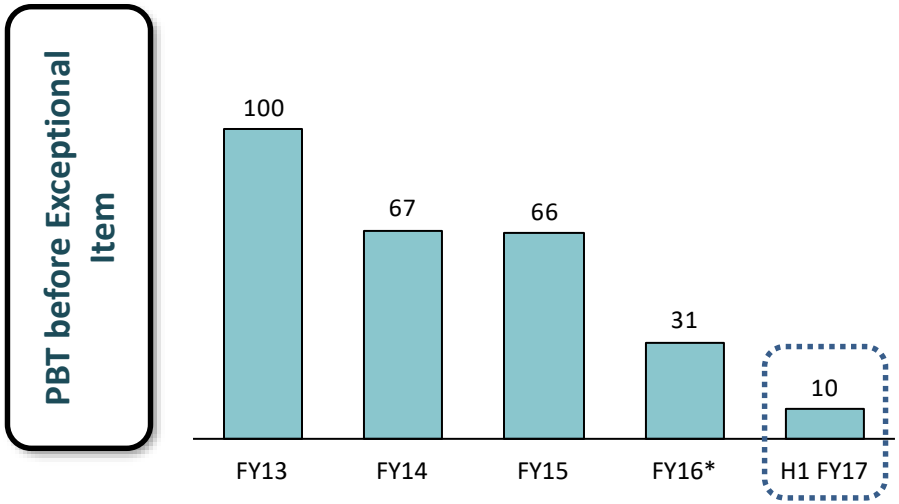
Financial Indicators

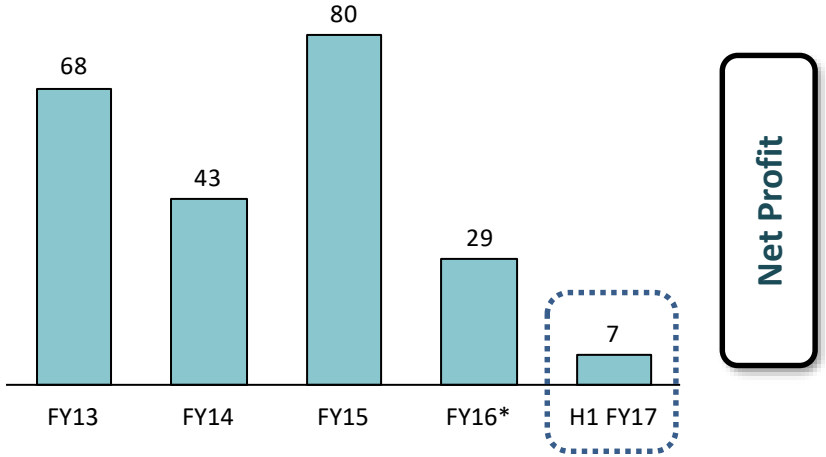
United Shippers

Rs.Crs









Note : Consolidated Results

** USL sold its stake in JV company, Dharamtar Infrastructure Ltd in May'16. Profit from sale of its stake has been accounted as exceptional item*

ORICON ENTERPRISES LTD

Consolidated Financial Highlights

Oricon Enterprises Ltd

ORICON ENTERPRISES LTD

H1 FY17 - Consolidated Profit & Loss

Rs. Crs	Q2 FY 17	Q2 FY 16	H1 FY17	H1 FY16
Revenue	**239.4**	**269.4**	**558.8**	**594.7**
Consumption of RM	39.0	46.7	102.6	115.7
Purchase of Traded Goods	75.9	67.4	168.8	141.8
Increase/Decrease in stock trade	5.1	3.4	1.7	10.2
Employee Benefit Expenses	17.6	20.0	35.5	37.4
Charter Freight Charges	3.8	25.2	9.1	41.7
Stores & Spares	7.5	8.3	17.0	18.7
Other Expenses	83.2	80.9	181.6	177.5
EBITDA	**7.4**	**17.4**	**42.5**	**51.7**
Margin	***3.1%***	***6.5%***	***7.6%***	***8.7%***
Other Income	17.9	6.9	24.5	17.0
Interest	4.5	6.5	10.6	13.1
Depreciation	16.5	13.3	32.2	26.5
PBT before Exceptional Item	4.3	4.5	24.3	29.1
Exceptional Item	1.2	2.4	5.3	9.0
PBT	**5.5**	**6.9**	**29.6**	**38.0**
Tax	1.2	2.6	10.3	11.0
PAT	4.3	4.3	19.3	27.1
Minority Interest	-0.9	2.3	2.8	10.8
PAT (after MI)	**5.2**	**2.1**	**16.5**	**16.3**
Margin	***2.2%***	***0.8%***	***3.0%***	***2.7%***

Consolidated Balance Sheet

Rs. Crs.	Sep-16	Mar-16
Shareholder's Fund	***661***	***644***
Share capital	31	31
Reserves & Surplus	629	612
Minority Interest	***183***	***180***
Non-current liabilities	***478***	***236***
Long term borrowings	413	183
Other non-current liabilities	65	53
Current liabilities	***357***	***474***
Short term borrowings	197	193
Trade Payables	73	86
Other current liabilities	87	195
Total Liabilities	**1,678**	**1,533**

Rs. Crs.	Sep-16	Mar-16
Non-current assets	***913***	***1,115***
Fixed assets	577	864
Long-term loans and advances	80	71
Other non-current assets	256	180
Current assets	***765***	***417***
Current Investments	121	63
Inventories	375	108
Trade receivables	175	183
Cash & Cash equivalents	25	19
Other current assets	69	44
Total Assets	**1,678**	**1,533**

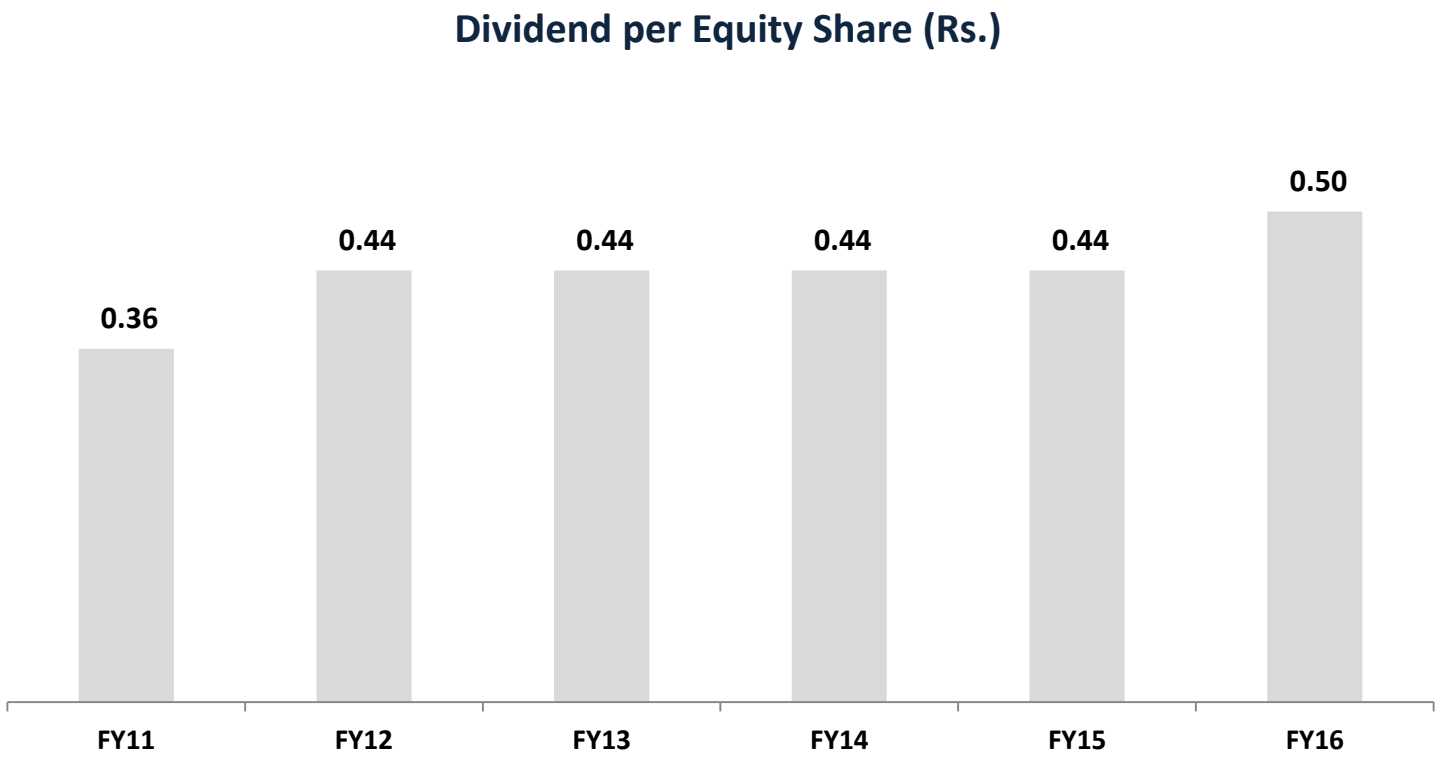
Segment Highlights – H1 FY17

Rs. Crs	H1 FY17	H1 FY16	H1 FY17	H1 FY16	H1 FY17	H1 FY16
	Revenue		EBIT		EBIT %	
Packaging	191.2	215.1	16.4	17.8	8.6%	8.3%
Logistics	156.3	193.7	2.4	9.9	1.5%	5.1%
Automobiles	188.6	157.6	2.5	-0.4	1.3%	NA
Others	23.9	29.1	-2.9	1.7	NA	5.8%

Annual - Consolidated Profit & Loss

Rs. Crs	FY16	FY15
Revenue	**1,169**	**1,048**
Consumption of RM	228	100
Purchase of Traded Goods	271	302
Inc/Dec in stock trade	15	(9)
Employee Expenses	73	52
Charter Freight Charges	83	103
Stores & Spares	41	13
Other Expenses	361	396
EBITDA	**97**	**91**
Margin	*8.3%*	*8.7%*
Other Income	29	33
Interest	28	16
Depreciation	57	38
PBT before Exceptional Item	**42**	**71**
Exceptional Item	7	57
PBT	**49**	**129**
Tax	16	44
PAT	**32**	**85**
Minority Interest	14	42
PAT after MI	**19**	**43**
Margin	***1.6%***	4.1%

Dividend Track Record



Total dividend of Rs.0.50 per share of Rs. 2 each

ORICON ENTERPRISES LTD

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