



NOCIL LIMITED

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CIN No. L99999MH1961PLC012003 Email: investorcare@nocil.com

3rd December 2015

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 half year ended 30th September 2015 of the Company given to the Analysts / Institutional Investors during the month of October 2015, is attached.

We further mention that the enclosed Presentation was uploaded on the Company's website viz., www.nocil.com in the month of November 2015 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

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NOCIL LIMITED

Investor Presentation

October 2015



Safe Harbor

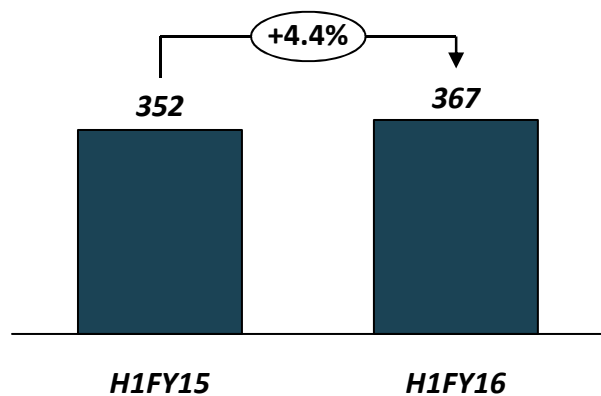
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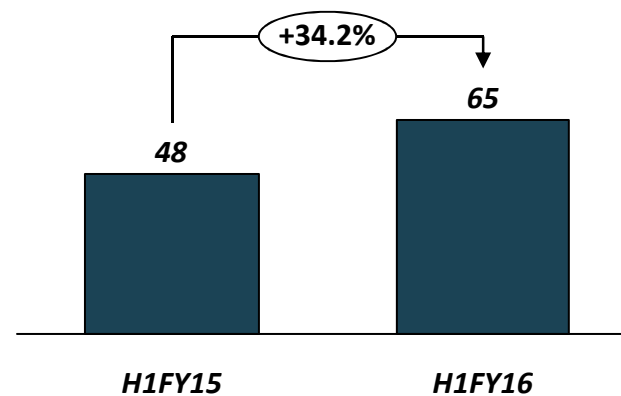
Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Financial Highlights – H1 FY16

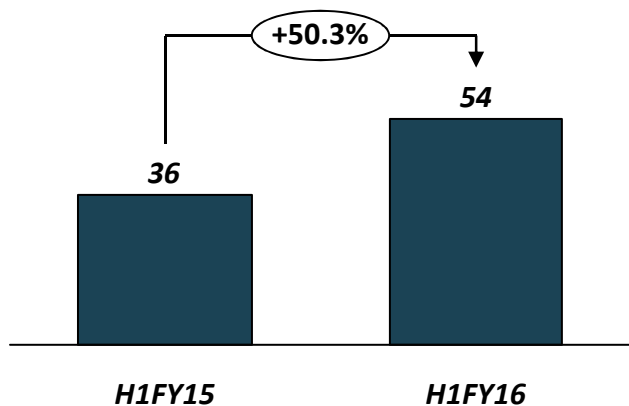
Revenue



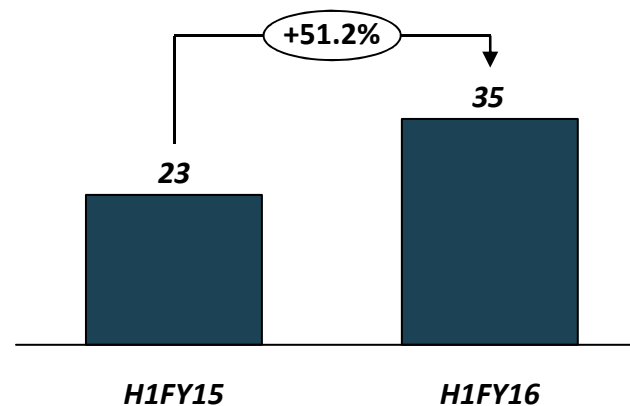
EBITDA



PBT



PAT



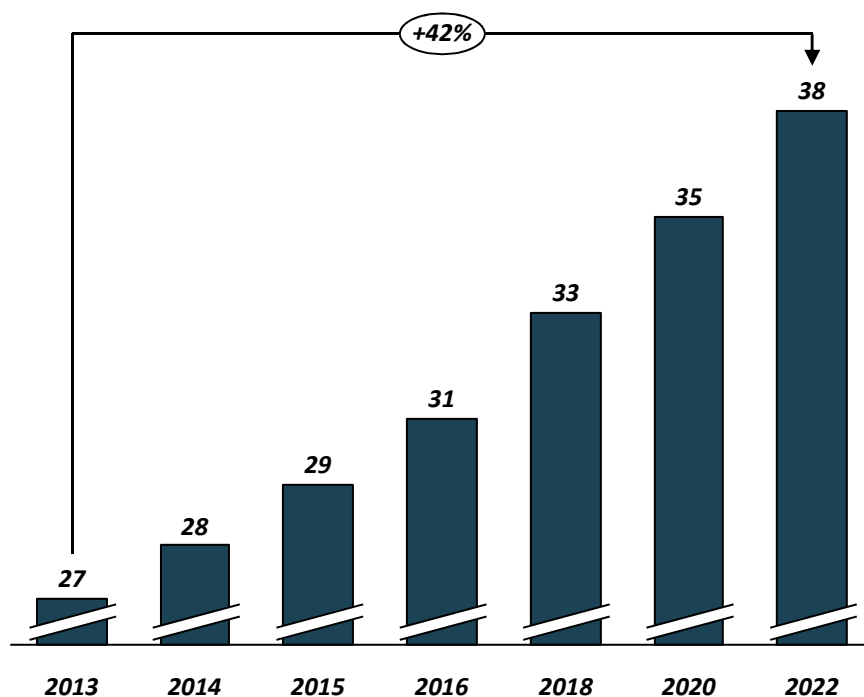
Industry Potential – Our Positioning



Huge Global Potential

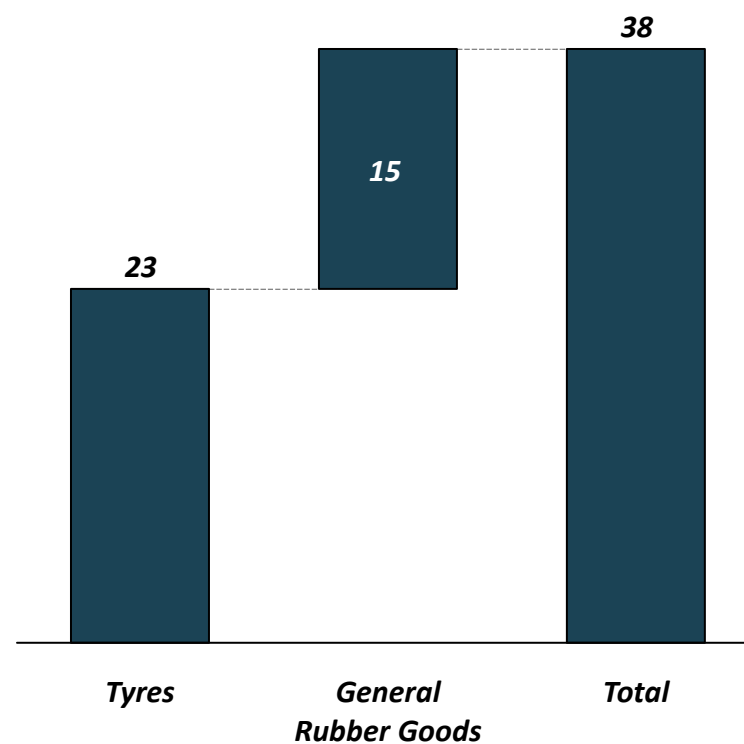
Rubber Consumption

Millions of MT



2022 – Consumption Breakup

Millions of MT

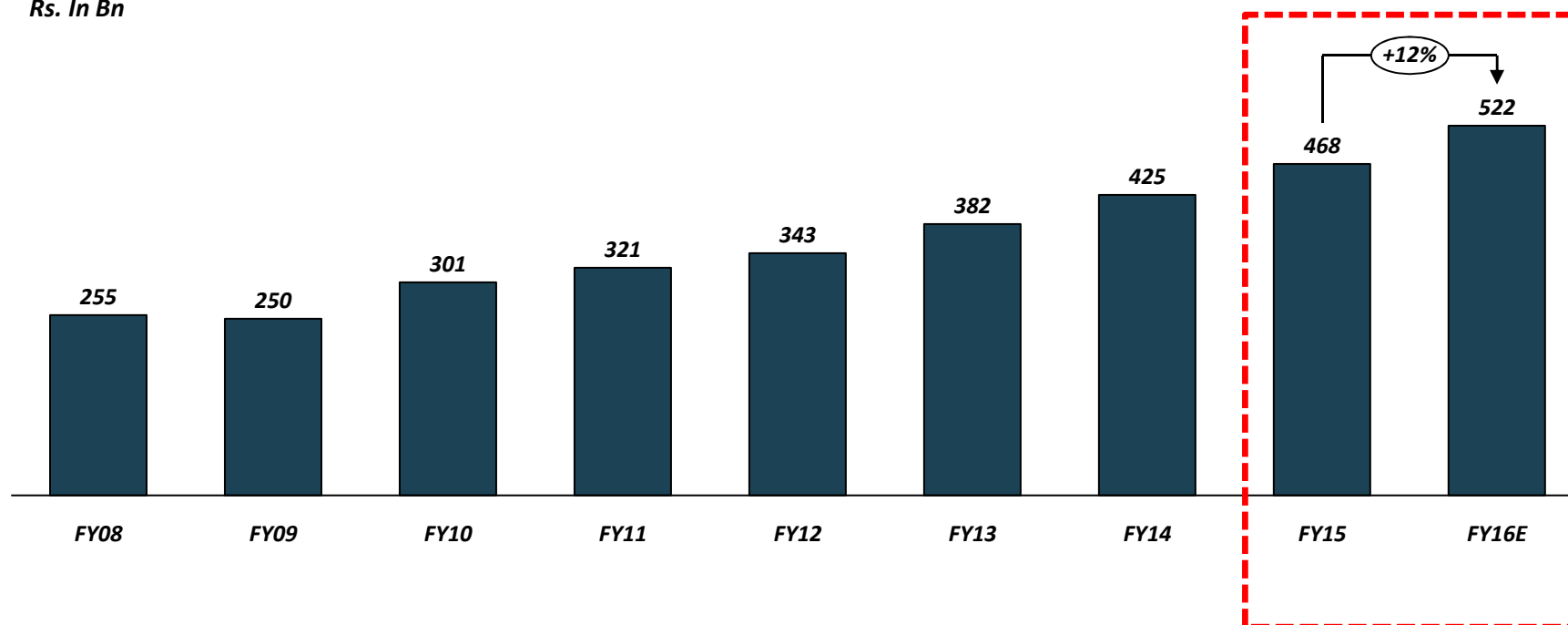


Rubber Chemicals constitute ~3% of the Rubber Consumption

Outlook On Tyre Industry

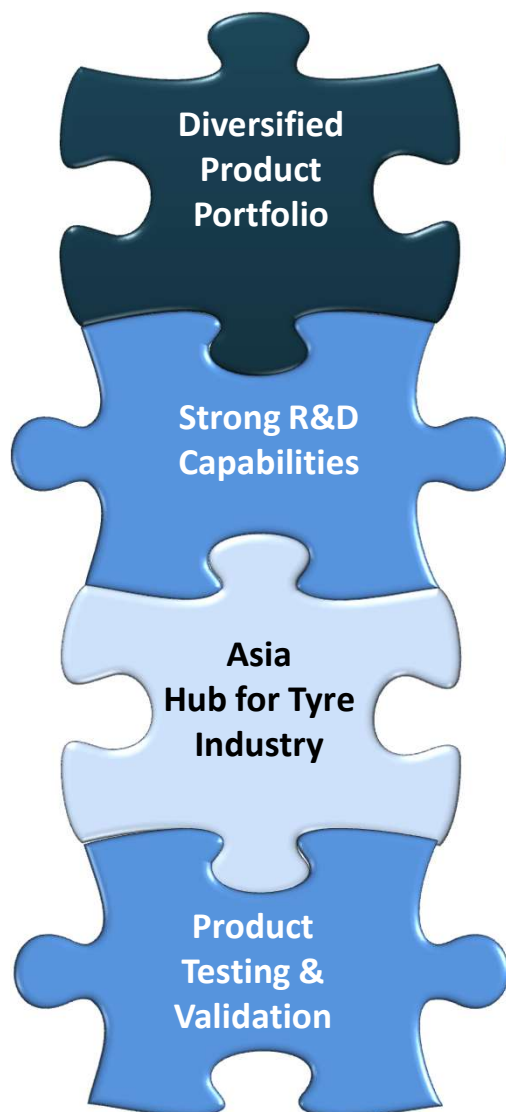
Domestic Tyre Industry

Rs. In Bn



According to ICRA – Domestic Tyre Industry is expected to grow by 4%-8% over 3 years

Our Positioning...



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

2

- High Concentration & Continuous R&D initiatives
- NOCIL has a strong pipeline of New Generation Rubber Chemicals

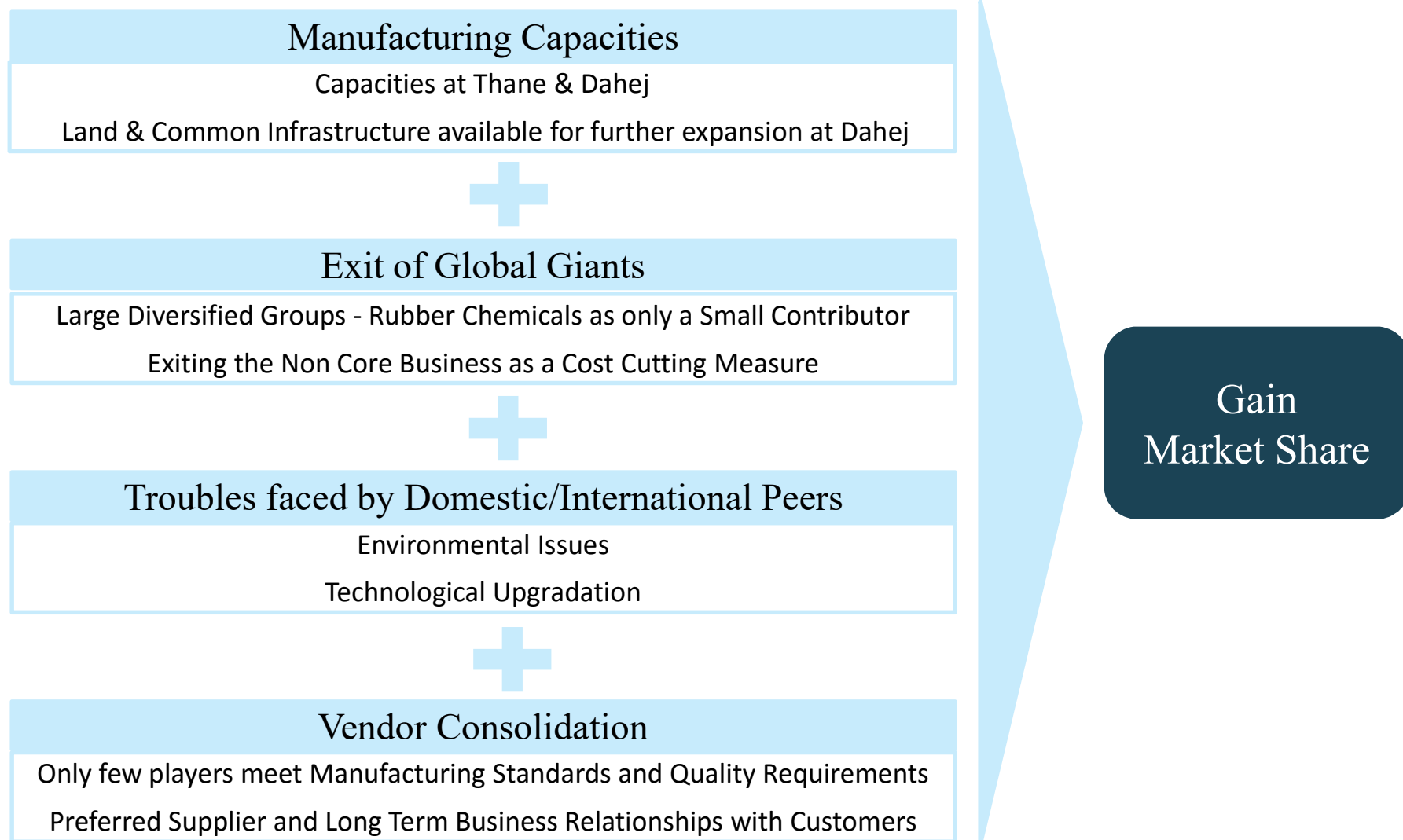
3

- Major Tyre companies have started consolidating their operations in & around Asia closer to the Growth Markets
- With established track record, NOCIL will benefit from this scenario

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

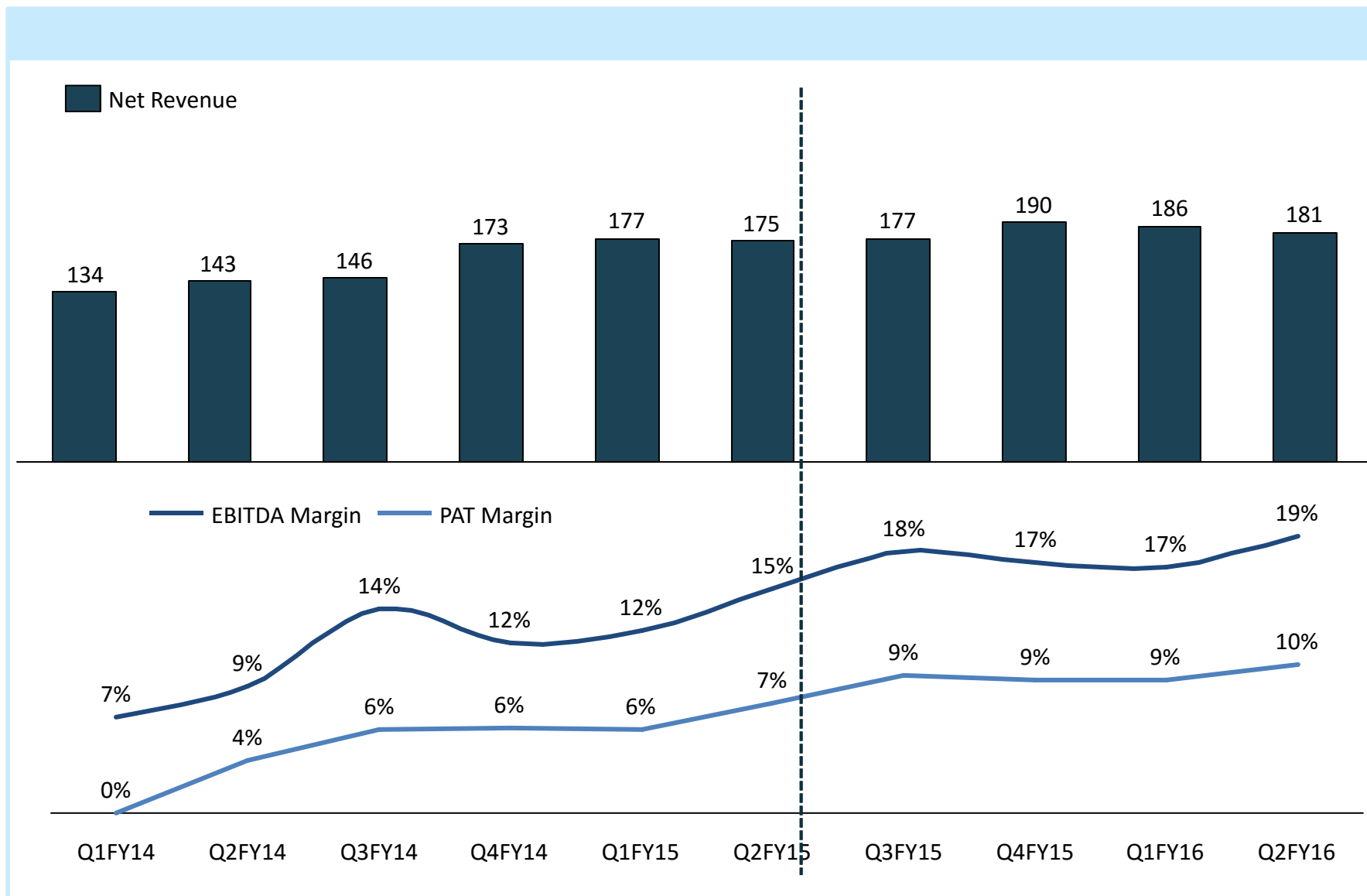


Key Strengths

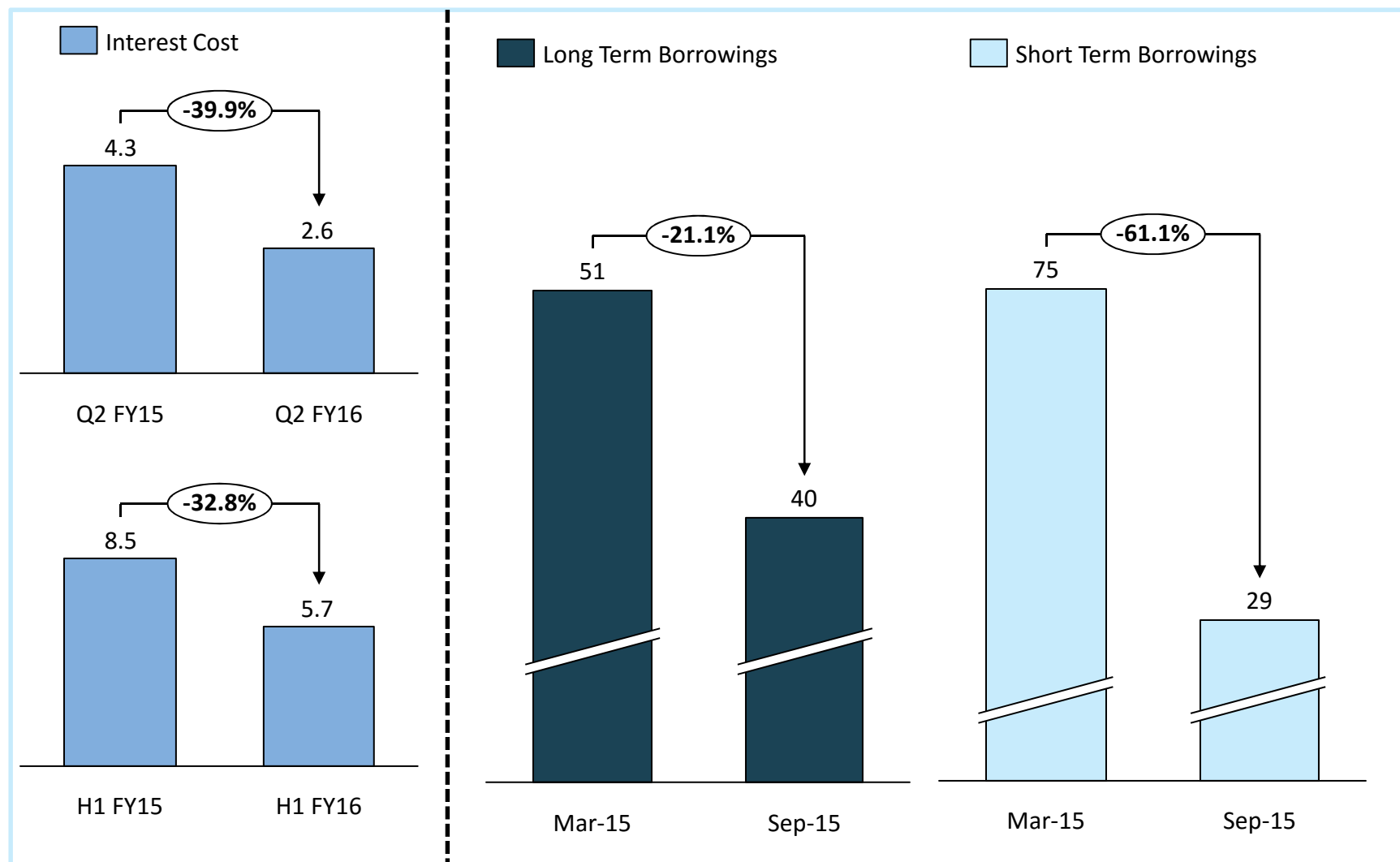


Financials

Operating Leverage Playing Out

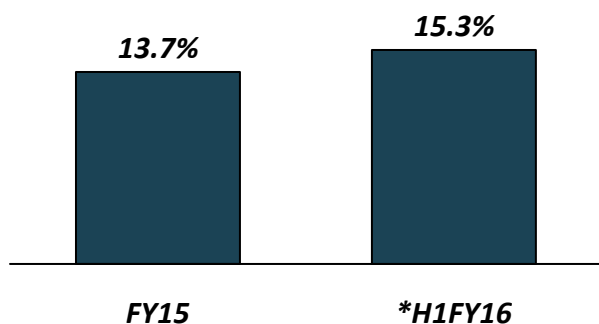


Debt Profile



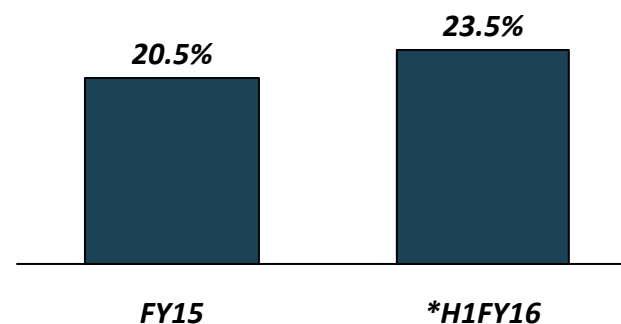
Improving Operating Performance

Return on Equity (RoE)

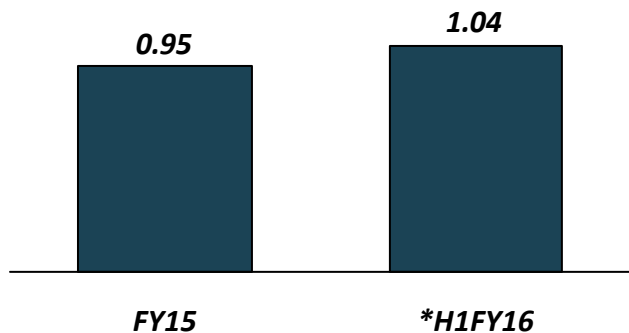


Return on Capital Employed (ROCE)

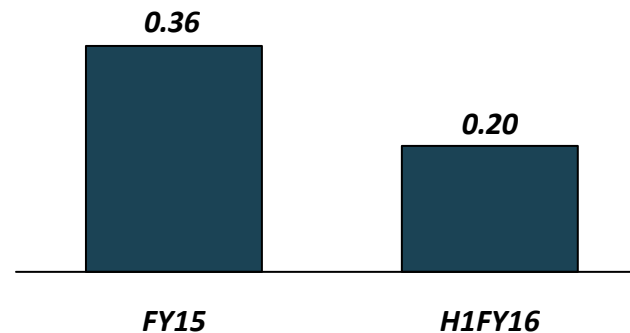
$$ROCE = (EBITDA / \text{Average Capital Employed})$$



Total Asset Turnover (x)



Debt to Equity (x)



Profit & Loss Statement

Rs. In Crores	Q2FY16	Q2FY15	Y-o-Y	Q1FY16	Q-o-Q
Revenue from Operations	181.37	175.15	4%	186.01	
Cost of Material Consumed	82.60	125.51		81.48	
Purchase of Stock-in-trade	0.78	0.63		0.99	
Changes in Inventories	8.61	-36.03		19.53	
Employee Expenses	14.32	12.08		14.20	
Other Expenses	41.15	46.42		38.91	
EBITDA	33.91	26.54	28%	30.90	10%
EBITDA Margin (%)	18.7%	15.2%		16.6%	
Other Income	0.40	2.12		1.60	
Depreciation	3.44	3.38		3.38	
EBIT	30.87	25.28	22%	29.12	6%
EBIT Margin (%)	17.0%	14.4%		15.7%	
Finance Cost	2.61	4.34		3.11	
Profit before Tax	28.26	20.94	35%	26.01	9%
Tax	9.99	7.87		9.27	
Profit After Tax	18.27	13.07	40%	16.74	9%
PAT Margin (%)	10.1%	7.5%		9.0%	

Profit & Loss Statement

Rs. In Crores	H1FY16	H1FY15	Y-o-Y
Revenue from Operations	367.38	351.83	4%
Cost of Material Consumed	164.08	241.31	
Purchase of Stock-in-trade	1.77	1.59	
Changes in Inventories	28.14	-49.18	
Employee Expenses	28.52	23.89	
Other Expenses	80.06	85.92	
EBITDA	64.81	48.30	34%
EBITDA Margin (%)	17.6%	13.7%	
Other Income	2.00	3.13	
Depreciation	6.82	6.82	
EBIT	59.99	44.61	34%
EBIT Margin (%)	16.3%	12.7%	
Finance Cost	5.72	8.51	
Profit before Tax	54.27	36.10	50%
Tax	19.26	12.95	
Profit After Tax	35.01	23.15	51%
PAT Margin (%)	9.5%	6.6%	

Balance Sheet

Rs. In Crores	Sep15	Mar15
Shareholder's Fund	448	414
Share capital	161	161
Reserves & Surplus	288	253
Non-current liabilities	99	105
Long term borrowings	40	51
Deferred Tax liabilities (net)	43	41
Other Long term liabilities	16	13
Current liabilities	158	238
Short term borrowings	29	75
Trade payables	76	89
Other current liabilities	52	74
Total Liabilities	705	757

Rs. In Crores	Sep15	Mar15
Non-current assets	377	380
Fixed assets (inc. CWIP)	299	297
Non-current Investments	47	47
Other Non-current assets	31	36
Current assets	328	377
Inventories	159	188
Trade receivables	152	167
Cash and bank balances	5	5
Short term loan and advances	13	17
Other current assets	0	0
Total Assets	705	757

For further information, please contact:

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