

ORIENTAL CARBON & CHEMICALS LIMITED

[Corporate Identity Number (CIN) - L24297WB1978PLC031539]

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August 10, 2020

The Manager

BSE Limited

Department of Corporate Services

Floor 25, P. J. Towers, Dalal Street

Mumbai – 400 001

The Manager

National Stock Exchange of India Limited

Exchange Plaza, Bandra Kurla Complex

Bandra (E)

Mumbai – 400 051

Scrip Symbol/Code: NSE-OCCL & BSE-506579

Dear Sir/Madam,

Re: Investor Presentation for the quarter ended 30th June, 2020

Pursuant to the provision of the Listing Regulations, 2015 enclosed please find herewith a copy of the Investor Presentation for the quarter ended 30th June, 2020.

Thanking you,

Yours Faithfully,

ORIENTAL CARBON & CHEMICALS LTD.



Pranab Kumar Maity
Company Secretary

Encl: a/a



Oriental Carbon & Chemicals Limited

Providing Solutions...

...Creating Innovations

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Company Overview

MARKET LEADER

Duncan JP Goenka Group Company

One of the market leader in the production of Insoluble Sulphur

“REACH” Compliant

OCCL is a people and technology driven company

Our products are “REACH” compliant

TECHNOLOGY DRIVEN

Aims to be the most respected, most preferred technology driven Insoluble Sulphur supplier to the Rubber industry

STRONG FINANCIALS

12 Year CAGR
Revenues – 12%
EBITDA – 22%
PAT – 37%

MANUFACTURING FACILITIES

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

MARKET SHARE

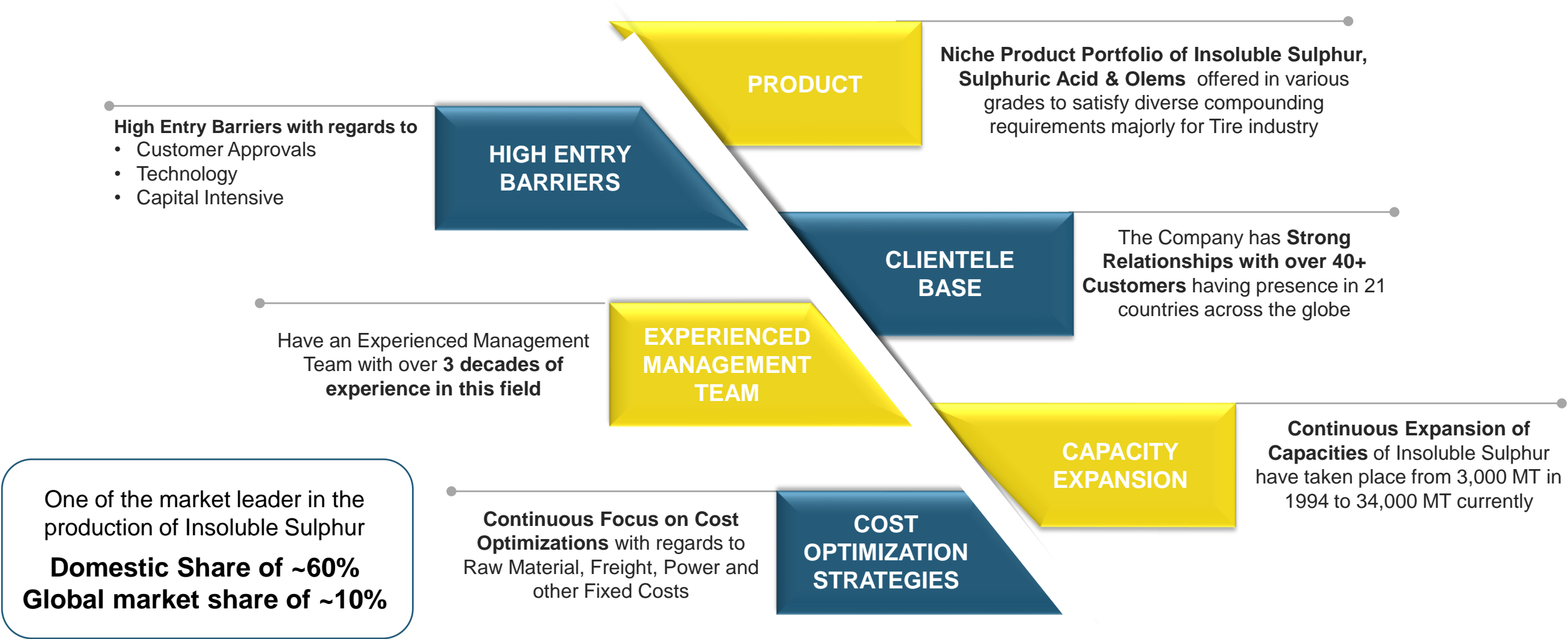
Domestic Share of 55% - 60%
Global market share of ~10%
Customer Base + 40



KEY STRENGTHS



Key Strengths

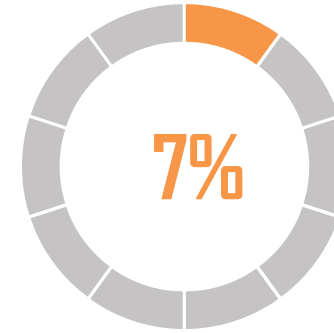


We deliver a Niche Product Portfolio...



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**
 - Grades of exact purity : Storage battery, rayon, dye, Detergent and pharmaceutical industries
 - Grades of less specifications : Steel, heavy chemical and superphosphate industries

With Strong Customer Relationships...



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...

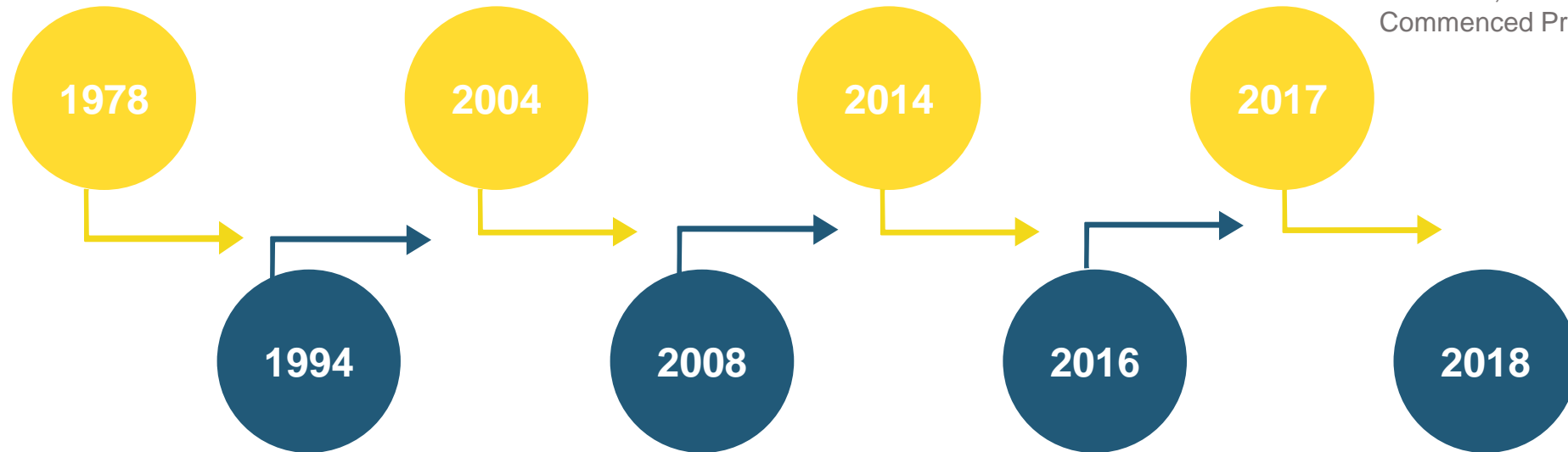


Dharuhera Plant
Incorporated as Dharuhera Chemicals Ltd to manufacture Sulphuric Acid of 30,000 MTPA

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
Insoluble sulphur operations started with capacity of 3,000 MTPA

Debottlenecking
Capacity Increase
Capacity increased to 12,000 MTPA

Dharuhera + Mundra
Insoluble Sulphur: 23,000 MTPA
Sulphuric Acid: 46,000 MTPA
Expansion of 11,000 MTPA at Mundra in 2 Phases is underway

Mundra Plant
Phase II – 5,500MT – Commenced Production in July 2018

Having State of Art Manufacturing Facilities...

Product name	Annual Capacity (MT)	Location	No. Of Lines
Insoluble Sulphur	12,000	Dharuhera (Haryana)	2
Insoluble Sulphur	22,000	SEZ Mundra (Gujarat)	4
Sulphuric Acid / Oleum	46,000	Dharuhera (Haryana)	1



We use Cost Optimization Strategies

KEY RAW MATERIAL

Sulphur available easily due to ample supply

Naphthenic Oil is procured from domestic as well as international players

LOGISTICAL ADVANTAGE

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

~67% 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 - Income Tax Exemption benefit

Experienced Management Team



Mr. J. P. Goenka - Promoter & Chairman

- Graduate from Kolkata University – An Industrialist associated with the renowned multi-Industry group name Duncan
- Having 55 years of Experience in the industries of diverse business interests such as Jute & Cotton Textiles, Wool-Tops, Industrial Explosives, Rubber Chemicals & Engineering products

Mr. Arvind Goenka - Promoter & Managing Director

- Commerce Graduate from Kolkata University with 30 years of Experience in managing jute, lubricants and carbon black industry with expertise in finance & international marketing
- Responsible for the Long-term Goal Setting & Monitoring the progress of the Company

Mr. Akshat Goenka - Promoter & Jt. Managing Director

- Graduate in Economics & International Relations from University of Pennsylvania, USA
- Lead the team for setting up new Plant for manufacturing Insoluble Sulphur at SEZ Mundra, Gujarat

Mr. Anurag Jain - Chief Financial Officer (CFO)

- Part of the company from last 26 years
- He brings dynamism to the Financial & Commercial Operations of the company & has played a key role in the Growth and Restructuring of the company over the years

Mr. Vijay Sabbarwal: President (Operations)

- He is an IIT graduate & heading the Operations of the company from 2014
- Has over 25 years of experience in diverse Industrial segments like Chemicals, FMCG, Consumer Durables, Auto etc

Mr. Muneesh Batta: Vice President (Marketing)

- An M.B.A (International Business) with over 20 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



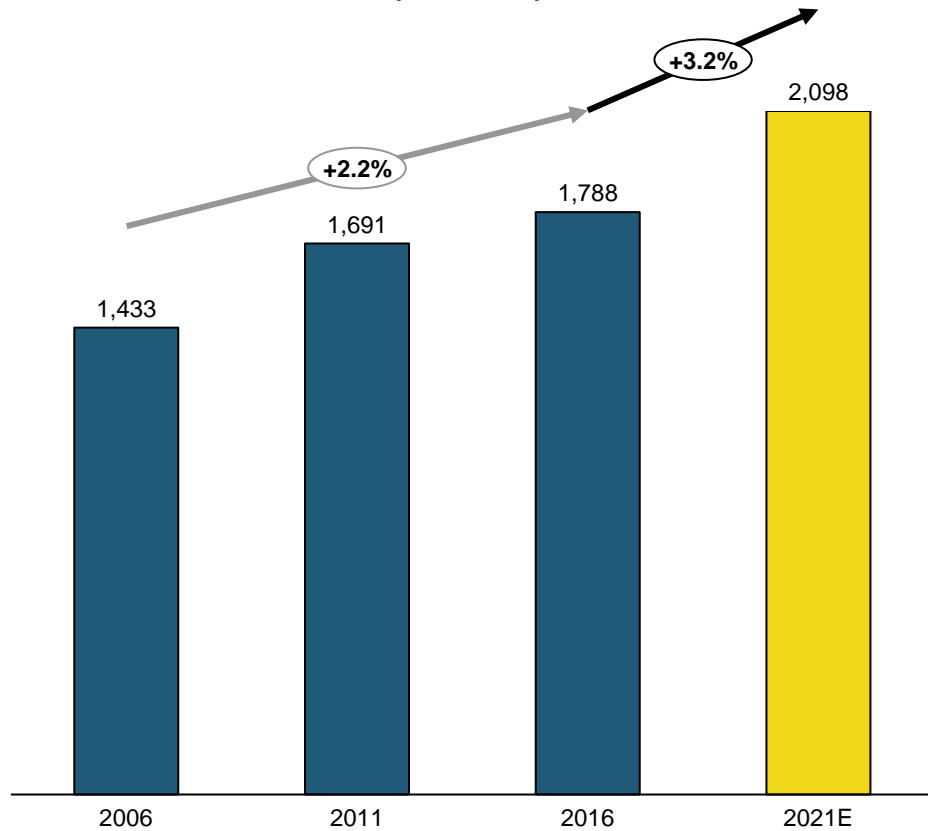
KEY GROWTH OPPORTUNITIES



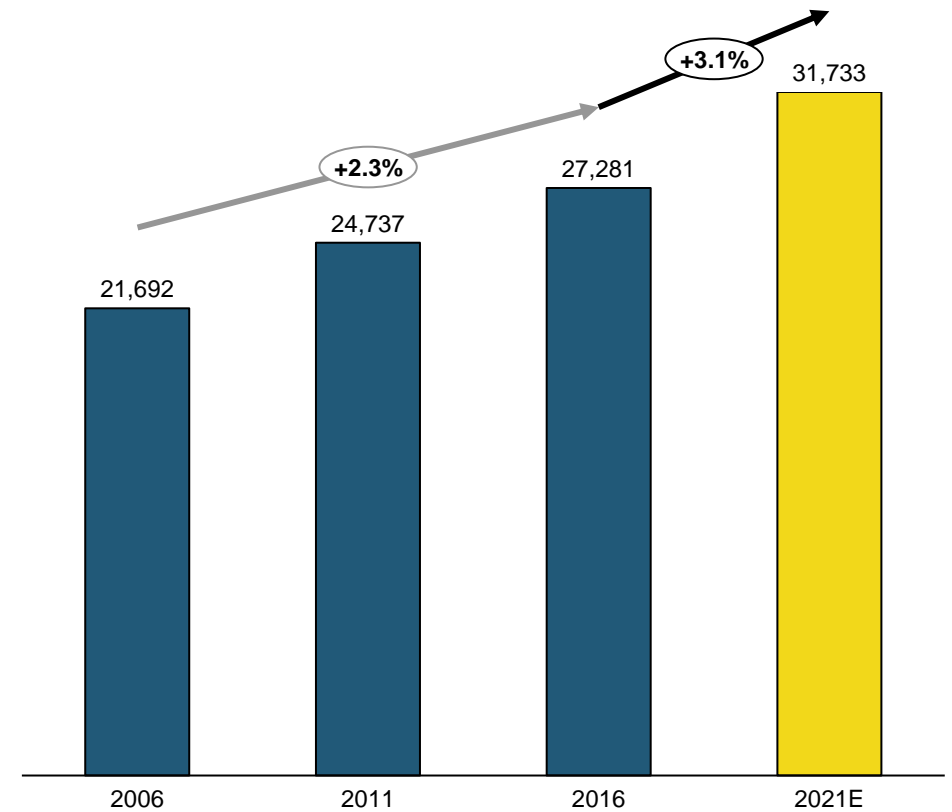
Global Tyre Industry



Tyre Production (mn units)



Tyre Rubber Consumption ('000 tonnes)

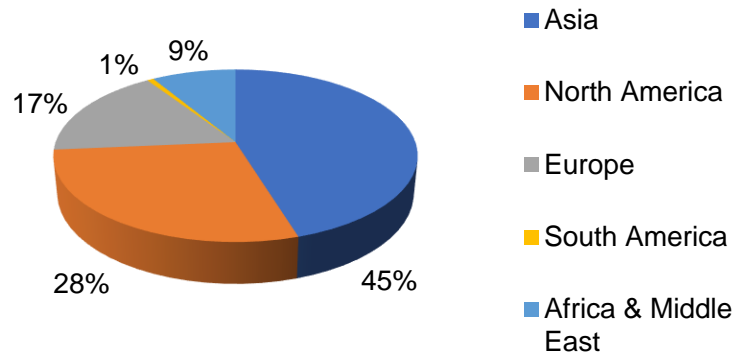


Source: Notch Report

Insoluble Sulphur – Demand Forecast

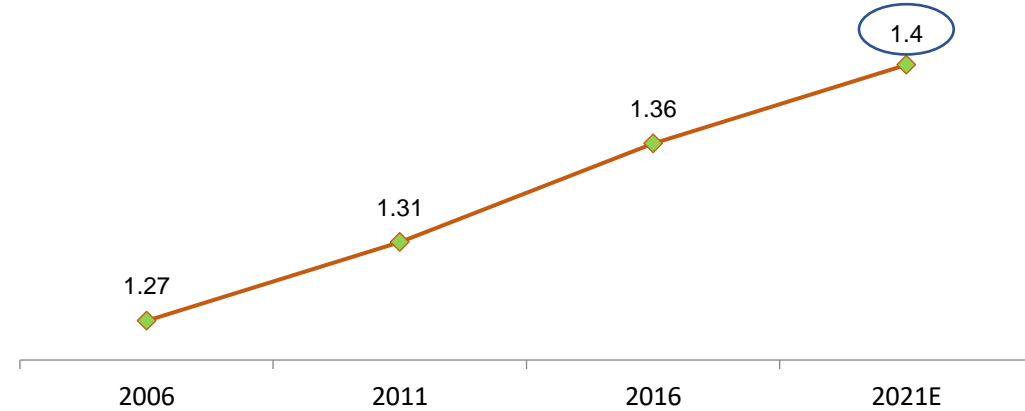
Geographical Breakup

\$22 bn Investment

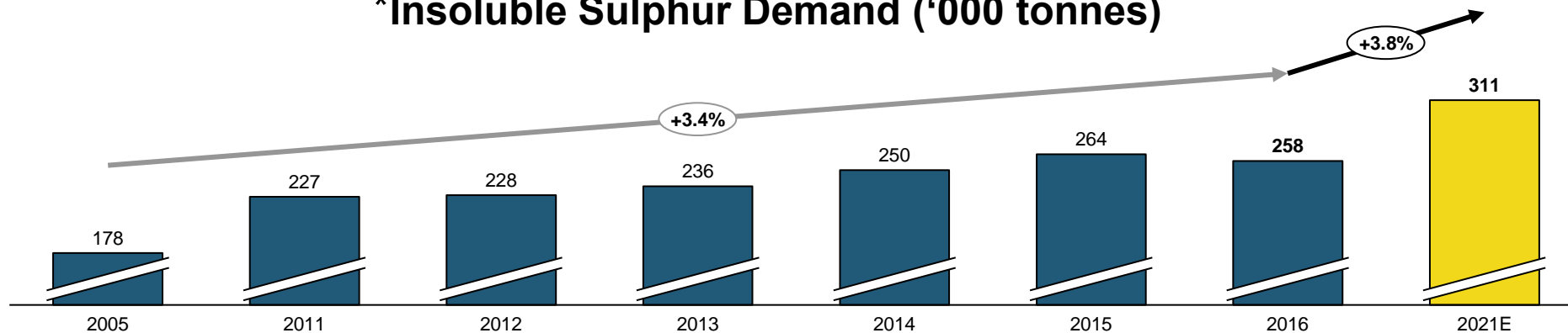


Radialisation Effect

Insoluble Sulphur to Tire Rubber Ratio



*Insoluble Sulphur Demand ('000 tonnes)



Source: Notch Report

* Also incl. Insoluble Sulphur used for Non-Tire Goods



Capacity Expansion

- Capacity expansion at Mundra
- In-house technology and Common Infrastructure available
- Strategic Location to meet Export demand
- Approval from all Large Global Tire Companies

Radialization

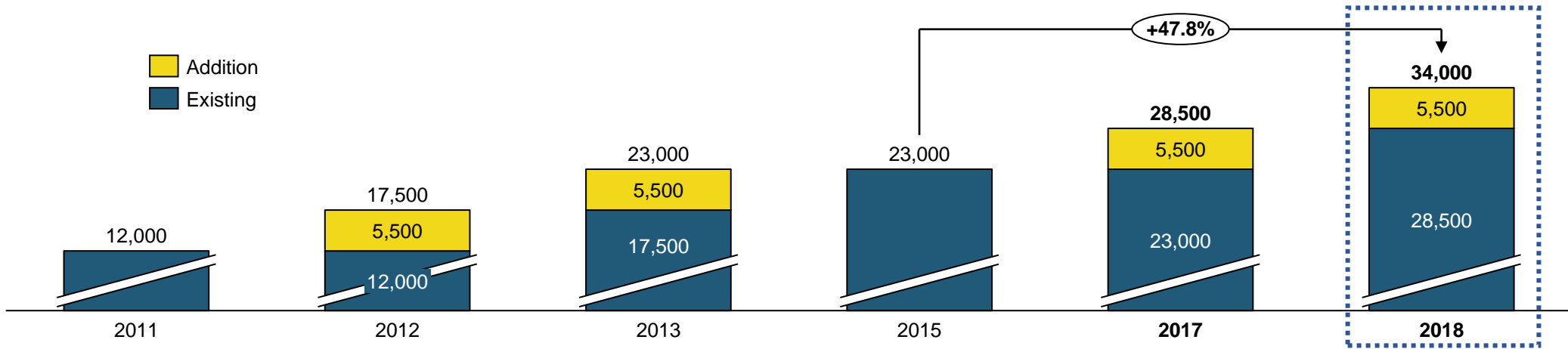
An increase in rate of Radialization in Commercial Vehicles in India will lead to an increase in requirement of Insoluble Sulphur

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 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
- Grabbing opportunities of increasing Radialisation in India
- Strong R&D and in house Technology to support future expansion
- Increase in market share in the Domestic & International market
- Increase presence in North American Market
- Increase from Natural Growth of Existing Customers

New Project Announced...

INSOLUBLE SULPHUR

Expansion of Insoluble Sulphur Capacity
by **11,000 MT**

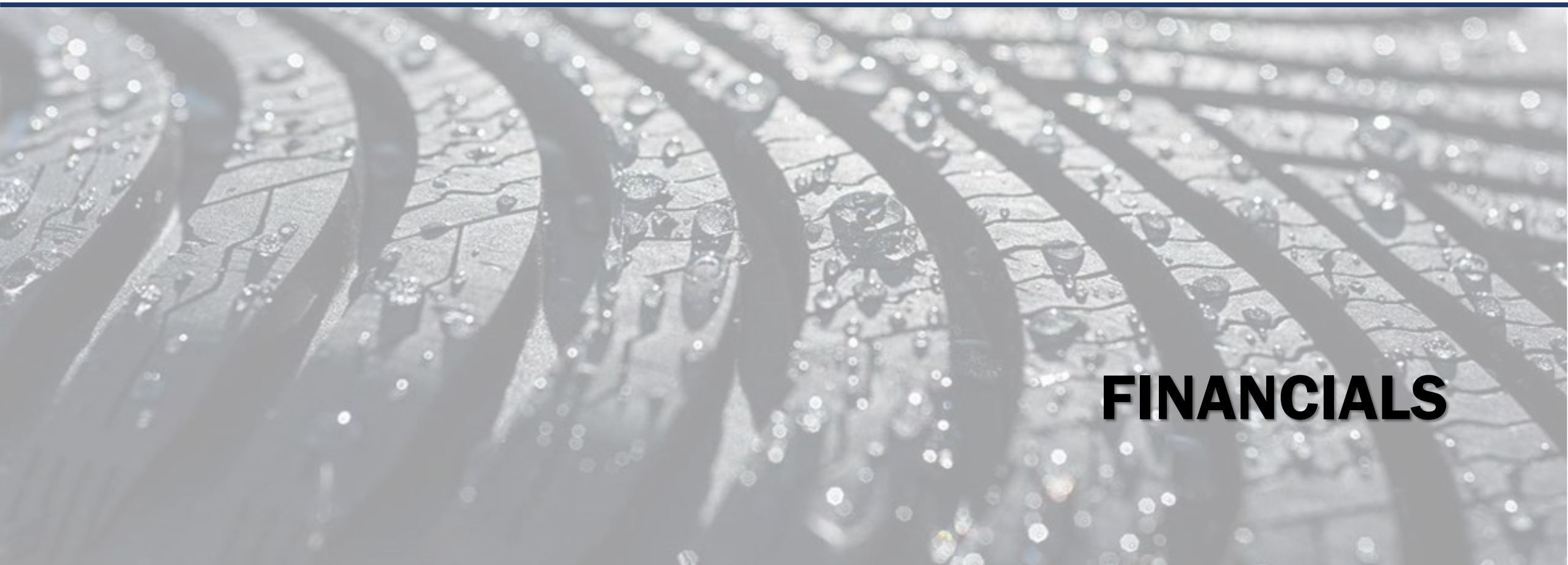
Expansion in **2 phases of 5,500 MT** each

SULPHURIC ACID

Expansion of Sulphuric Acid Capacity
by **42,000 MT**

Total Capacity of Sulphuric Acid would become **88,000 MT**

- Capital investment would be of ~Rs.216 crores including Working Capital of Rs. 7.5 crores
- The Project is proposed to be funded by a mix of Loans and Internal accruals with a debt equity ratio of 2:1



FINANCIALS



Standalone Profit & Loss Statement



Particulars (Rs. Crs.)	Standalone			
	Q1 FY21	Q1 FY20	Q4 FY20	FY20
Total Income from Operations^	46.9	95.3	88.3	353.0
Raw Material*	13.1	24.0	20.6	90.1
Employee Expenses	9.2	12.4	11.0	44.6
Other Expenses	15.6	32.3	27.8	109.8
EBITDA^	9.0	26.6	29.0	108.5
EBITDA Margin (%) ^	19.1%	27.9%	32.8%	30.7%
Depreciation	5.0	4.9	5.0	20.1
EBIT	4.0	21.6	24.0	88.5
EBIT Margin (%)	8.4%	22.7%	27.1%	25.1%
Finance Cost	1.9	2.5	2.0	9.2
Profit before Tax	2.1	19.1	22.0	79.3
Tax	0.7	-3.5	4.9	7.8
Profit After Tax	1.4	22.7	17.1	71.5
PAT Margin (%)	3.0%	23.8%	19.3%	20.3%
Other Comprehensive Income	0.7	-0.1	-2.1	-2.6
Total Comprehensive Income	2.1	22.6	15.0	68.9
EPS	1.39	22.71	17.09	71.58

The Results for Q1 FY21 are affected by the shutdowns of the Plants on account of Government directives and low offtake of material after resumption of production due to Covid-19

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

Balance Sheet - Standalone



EQUITY & LIABILITIES (Rs. Crs.)	Mar-20	Mar-19
Equity Share Capital	10.0	10.0
Other Equity	458.0	403.5
Total Equity	468.0	413.5
Financial Liabilities		
Borrowings	96.1	71.7
Lease Liability	5.8	0.0
Other Financial Liabilities	0.2	0.2
Provisions	2.5	2.8
Deferred Tax Liabilities (Net)	20.7	27.7
Total Non-Current Liabilities	125.3	102.3
Financial Liabilities		
Borrowings	38.3	30.6
Lease Liability	0.0	0.0
Trade Payables	14.4	17.7
Other Financial Liabilities	24.5	39.9
Other Current Liabilities	6.9	6.2
Income Tax Liability	0.0	0.9
Provisions	1.6	0.8
Total Current Liabilities	85.8	96.0
Total Equity and Liabilities	679.1	611.9

ASSETS (Rs. Crs.)	Mar-20	Mar-19
Property, Plant and Equipment	337.9	343.9
Capital Work-in-progress	25.3	3.3
Other Intangible Assets	0.4	0.5
Intangible Assets Under Management	0.0	0.0
Financial Assets		
Investments	29.6	26.3
Loans	0.5	0.3
Others	7.2	6.9
Other Non-Current assets	19.6	1.1
Total Non-Current Assets	420.5	382.3
Inventories	34.2	46.3
Financial Assets		
Investments	2.4	81.5
Trade Receivables	66.7	83.7
Cash and Cash Equivalents	23.3	1.8
Bank balances	117.3	1.9
Loans	0.6	0.5
Others Financial Assets	3.0	2.1
Current Tax Assets (Net)	1.1	0.0
Other Current Assets	10.1	11.8
Total Current Assets	258.6	229.7
Total Assets	679.1	611.9

Standalone Cashflow Statement



Particulars (Rs. Crs.)	Mar-20	Maar-19
Net Profit Before Tax	79.3	102.6
Adjustments for: Non Cash Items / Other Investment or Financial Items	23.3	26.6
Operating profit before working capital changes	102.6	129.2
Changes in working capital	21.2	-20.5
Cash generated from Operations	123.8	108.7
Direct taxes paid (net of refund)	-16.0	-20.2
Net Cash from Operating Activities	107.8	88.5
Net Cash from Investing Activities	-82.8	-45.0
Net Cash from Financing Activities	-3.4	-51.4
Net Decrease in Cash and Cash equivalents	21.6	-7.9
Add: Cash & Cash equivalents at the beginning of the period	1.8	9.6
Cash & Cash equivalents at the end of the period	23.3	1.8

Consolidated Profit & Loss Statement



Particulars (Rs. Crs)	Consolidated			
	Q1 FY21	Q1 FY20	Q4 FY20	FY20
Total Income from Operations^	51.5	106.9	98.9	397.4
Raw Material*	15.8	30.4	26.5	114.4
Employee Expenses	11.1	14.8	13.3	54.1
Other Expenses	16.1	33.3	28.7	113.5
EBITDA^	8.5	28.4	30.4	115.4
EBITDA Margin (%) ^	16.5%	26.6%	30.7%	29.0%
Depreciation	5.3	5.3	5.3	21.4
EBIT	3.2	23.1	25.1	93.9
EBIT Margin (%)	6.3%	21.6%	25.3%	23.6%
Finance Cost	1.9	2.6	2.1	9.6
Exceptional Items	0.0	0.0	1.8	1.8
Profit before Tax	1.3	20.5	21.2	82.6
Tax	0.7	-3.2	4.9	7.8
Profit After Tax	0.6	23.8	16.3	74.8
PAT Margin (%)	1.2%	22.2%	16.5%	18.8%
Other Comprehensive Income	0.7	-0.1	-2.1	-2.7
Non-Controlling Interest	-0.4	0.5	-0.4	1.6
Total Comprehensive Income	1.7	23.1	14.6	70.5
EPS	1.00	23.24	16.69	73.21

The Results for Q1 FY21 are affected by the shutdowns of the Plants on account of Government directives and low offtake of material after resumption of production due to Covid-19

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

Balance Sheet - Consolidated

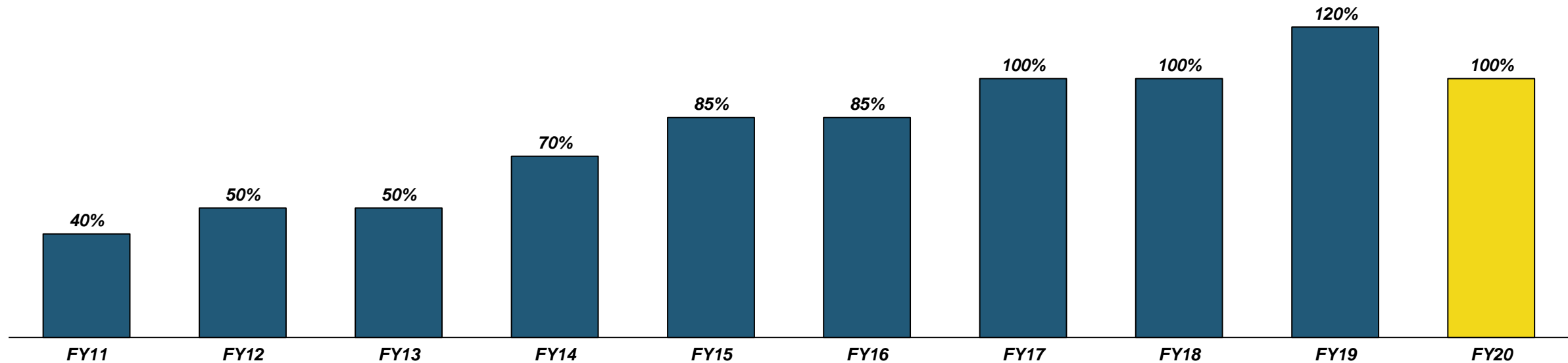


EQUITY & LIABILITIES (Rs. Crs.)	Mar-20	Mar-19
Equity Share Capital	10.0	10.0
Other Equity	454.6	398.6
Total Equity	464.6	408.6
Non-Controlling Interest	11.2	9.6
Financial Liabilities		
Borrowings	96.3	71.7
Lease Liability	5.8	0.0
Other Financial Liabilities	0.3	0.3
Provisions	2.9	3.1
Deferred Tax Liabilities (Net)	20.7	27.6
Total Non-Current Liabilities	126.0	102.7
Financial Liabilities		
Borrowings	38.8	37.3
Lease Liability	0.0	0.0
Trade Payables	18.7	22.4
Other Financial Liabilities	27.4	41.4
Other Current Liabilities	8.7	8.4
Provisions	1.7	0.8
Total Current Liabilities	95.4	110.3
Total Equity and Liabilities	697.2	631.2

ASSETS (Rs. Crs.)	Mar-20	Mar-19
Property, Plant and Equipment	353.5	360.1
Capital Work-in-progress	25.3	3.4
Other Intangible Assets	0.6	0.7
Intangible Assets Under Management	0.0	0.0
Financial Assets		
Investments	15.1	11.7
Loans	0.5	0.3
Others	7.2	6.9
Other Non-Current assets	19.6	1.2
Total Non-Current Assets	421.8	384.4
Inventories	42.1	54.2
Financial Assets		
Investments	2.4	81.5
Trade Receivables	71.3	89.2
Cash and Cash Equivalents	23.4	3.8
Bank balances	119.4	2.0
Loans	0.6	0.6
Others Financial Assets	3.0	2.1
Current Tax Assets (Net)	2.2	0.2
Other Current Assets	11.1	13.2
Total Current Assets	275.4	246.8
Total Assets	697.2	631.2

Consistent Dividend Records

Dividend (% of Face Value)



***The Board of Directors has recommended a Final Dividend of Rs.6/- per equity share in addition to Interim Dividend of Rs.4 per equity share paid in November 2019
(Total Dividend of Rs.10/- for Financial Year 2019-2020)***

For further information, please contact:

Company :

Investor Relations Advisors :

Oriental Carbon & Chemicals Ltd.

CIN: L24297WB1978PLC031539

Mr. Anurag Jain - CFO

anuragjain@occlindia.com

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

Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

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