



GOCL Corporation Limited

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CIN: L24292TG1961PLC000876

30th September, 2016

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400 001
Fax: 022-22723121/2027/2041/2061/3719
Email : corp.relations@bseindia.com

National Stock Exchange of India Limited
Exchange Plaza
Bandra Kurla Complex
Bandra (E), Mumbai - 400 051
Fax: 022-2659 8237/38, 2659 8347/48
Email : compliance@nse.co.in, cmlist@nse.co.in

Through: BSE Listing Center

Through: NEAPS

Dear Sir,

Sub: AGM Presentation dt 29.08.2017

Ref: BSE Scrip code-506480, NSE Scrip symbol- GOCLCORP

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended, please find enclosed presentation made at 56th Annual General Meeting of the Company held 29th August, 2017 and the same is also uploaded on our website at link <http://www.gulfoilcorp.com/reportspdf/report59a64a6d5ad61.pdf>

This is for your information and records.

Thanking You.

Yours Faithfully,

For GOCL Corporation Limited

A.Satyanarayana
Company Secretary

Encl: a/a



GOCL Corporation Limited

56th Annual General Meeting

29th August 2017



GOCL Corporation Limited

56th Annual General Meeting

29th August 2017

Welcome to Shareholders

Market Capitalisation

Market Cap : Rs. 2584 crores
(as on 22nd Aug 2017) @ Rs. 521.30



Market Cap : Rs. 1516 crores
(as on 22nd Sep 2016) @ Rs. 305.90



ICRA Rating

ICRA has reaffirmed the ratings of your Company as :

Long term Rating

[ICRA] BBB

Short term Rating

[ICRA] A3 +



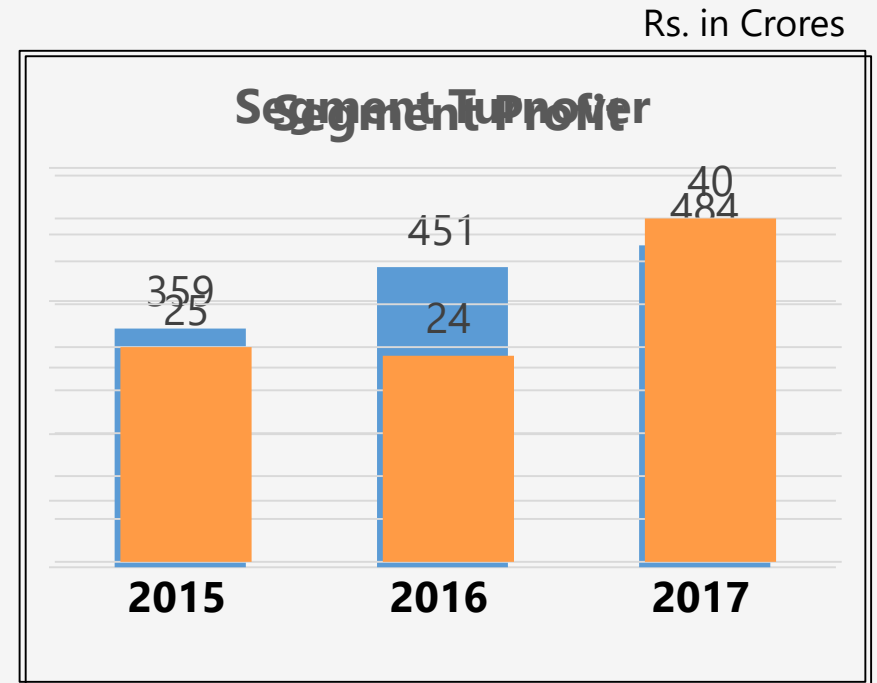
Overview of the Performance

Year 2016-17



Highest Turnover Since Inception – Energetics & Explosives

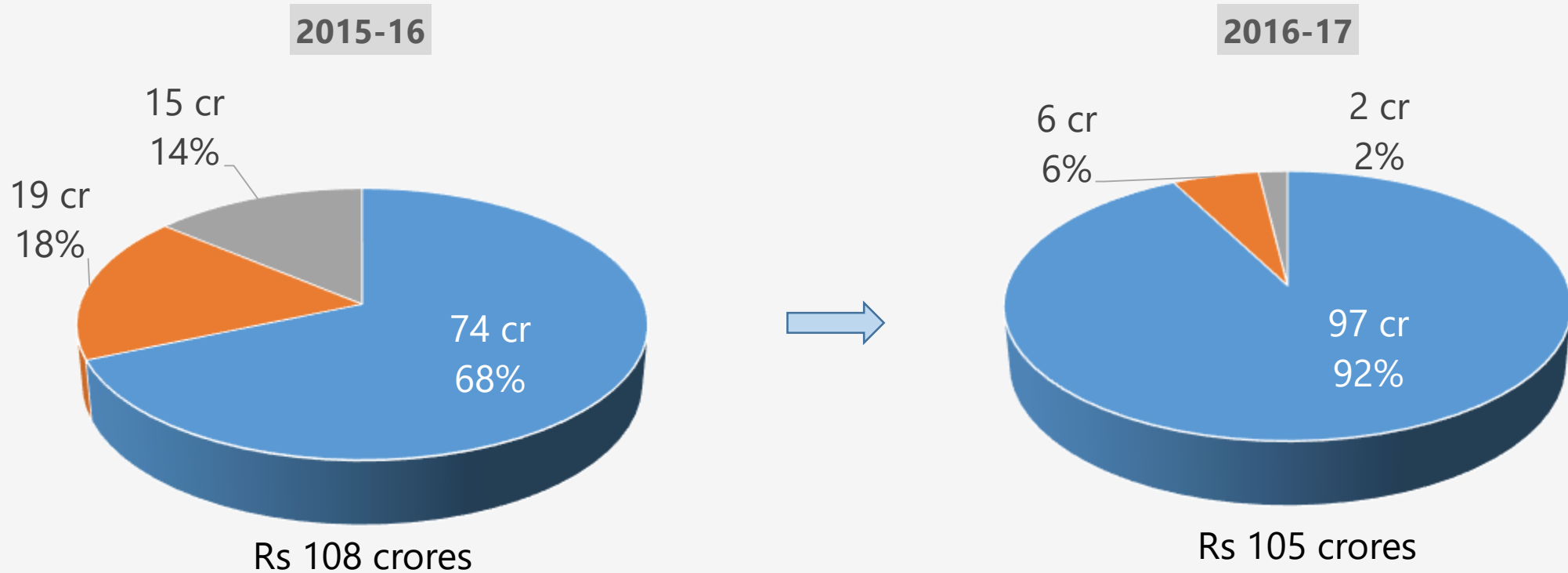
- Highest Turnover since inception on a consolidated basis for the Energetics & Explosives Businesses (Current Core Business).
- Segment Profit of current core Business was at a new high.



Figures are rounded off for presentation purpose

Business Operations - Standalone

Total Revenue

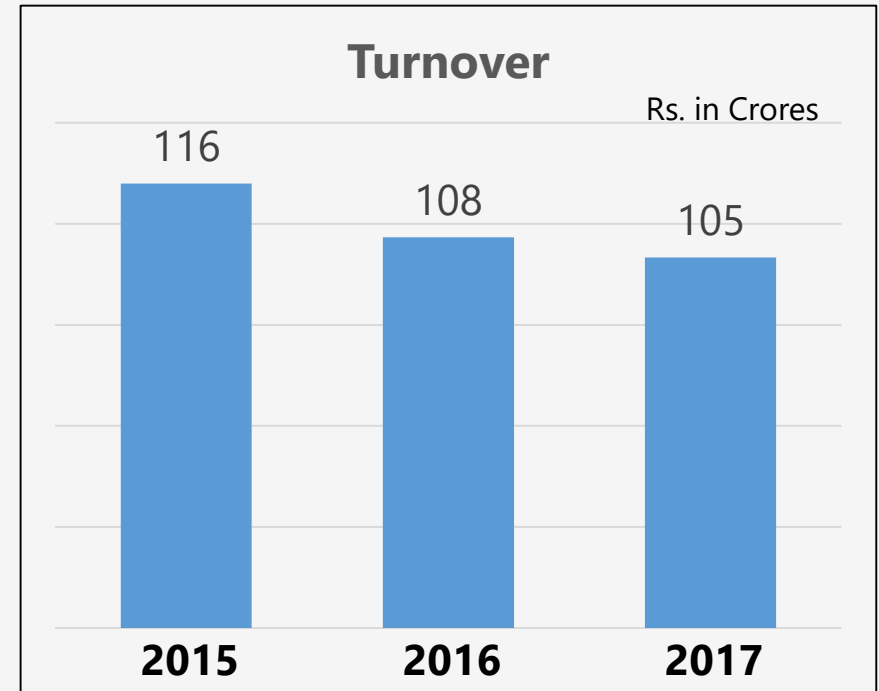


■ Energetics ■ Mining & Infra ■ Realty



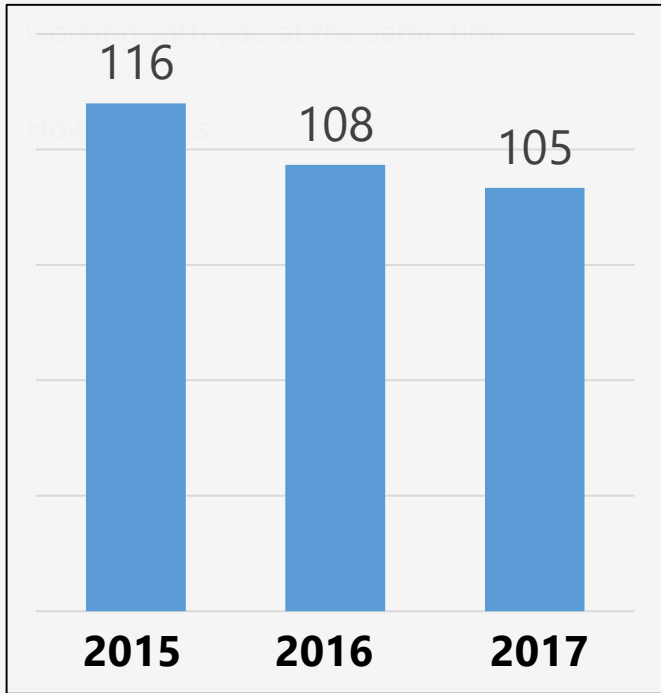
Business Operations – Standalone (Contd...)

- Marginal Dip in Turnover of last 2 years compared to F2015.
- Price falling by 40% in tender driven market since 2015.
- EBIDTA and profitability maintained due to Process innovations & upgrades in the Energetics Division and aggressive marketing strategies

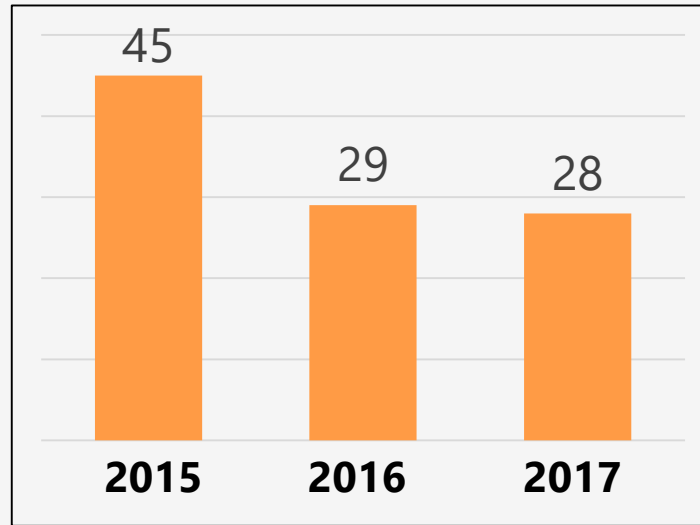


Financials- Standalone

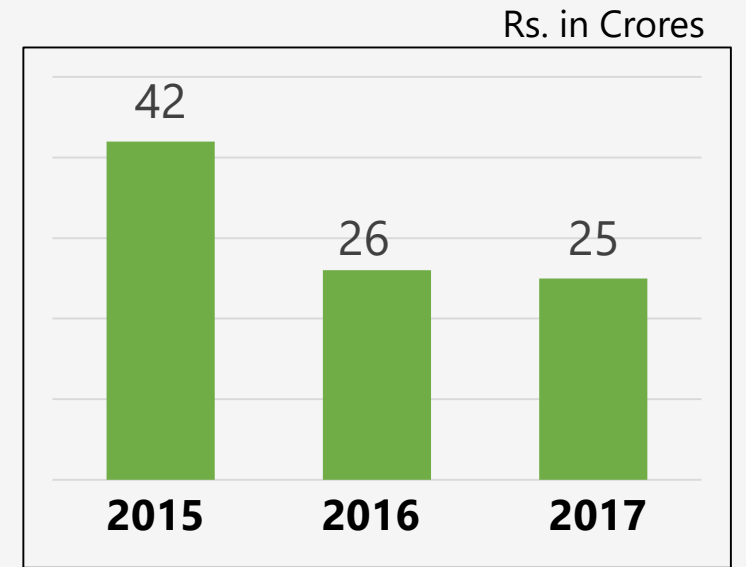
When you share your presentation with others, you'll see them



Turnover



EBITDA



Profit Before Tax

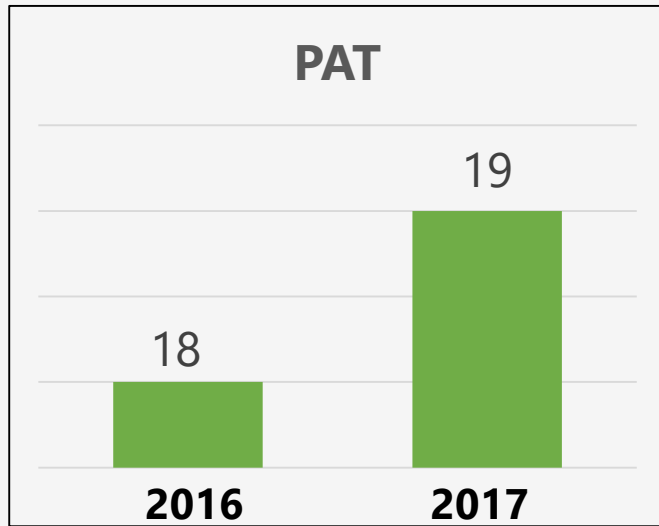
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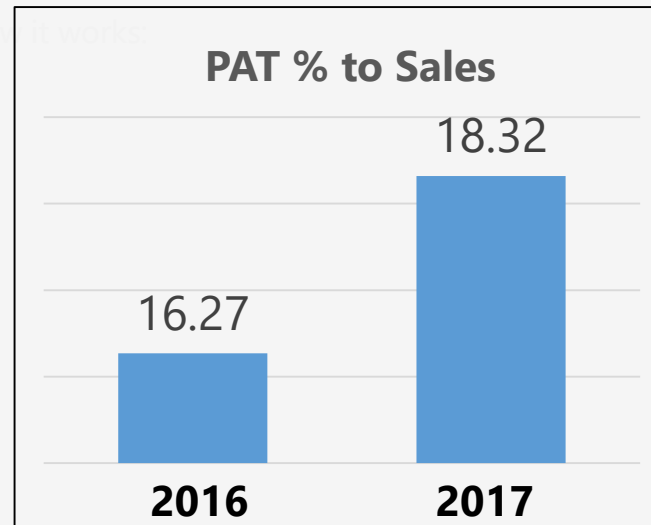
Financials - Standalone (Contd...)

When you share your presentation with others, you'll see them working with you at the same time.

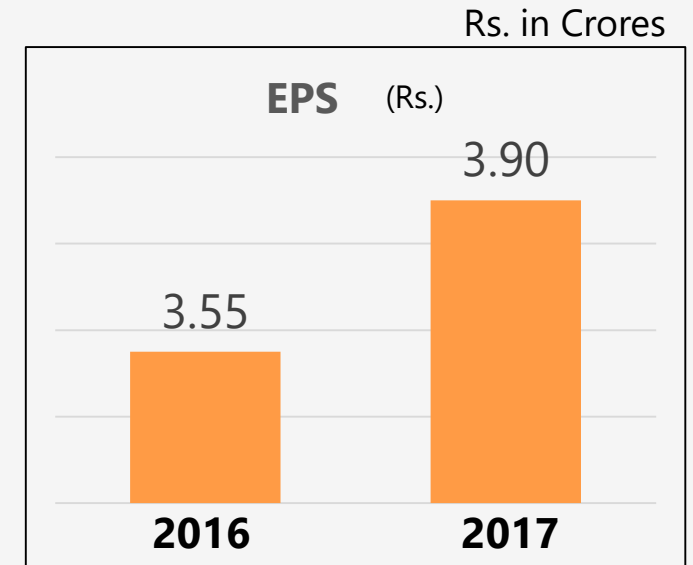
How it works:



P rofit After Tax



P rofit After Tax as % to Sales

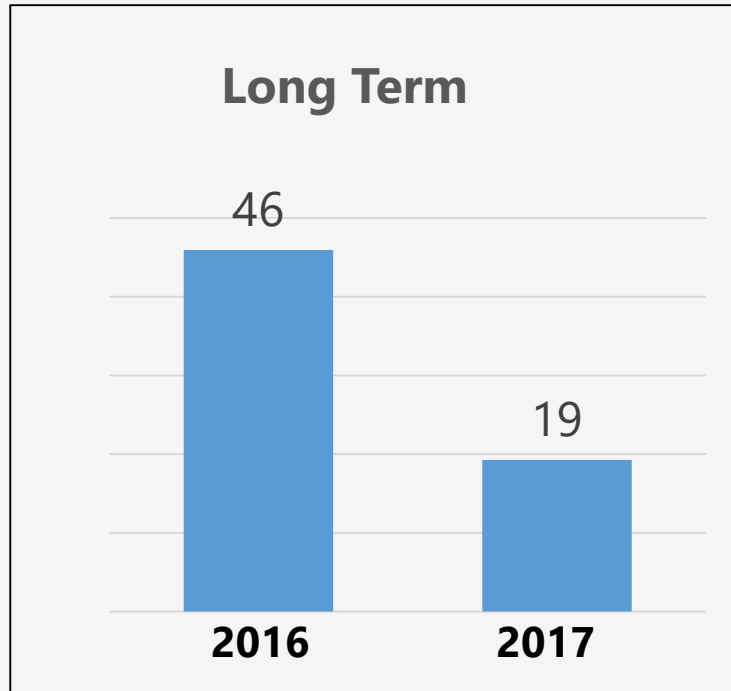


E PS

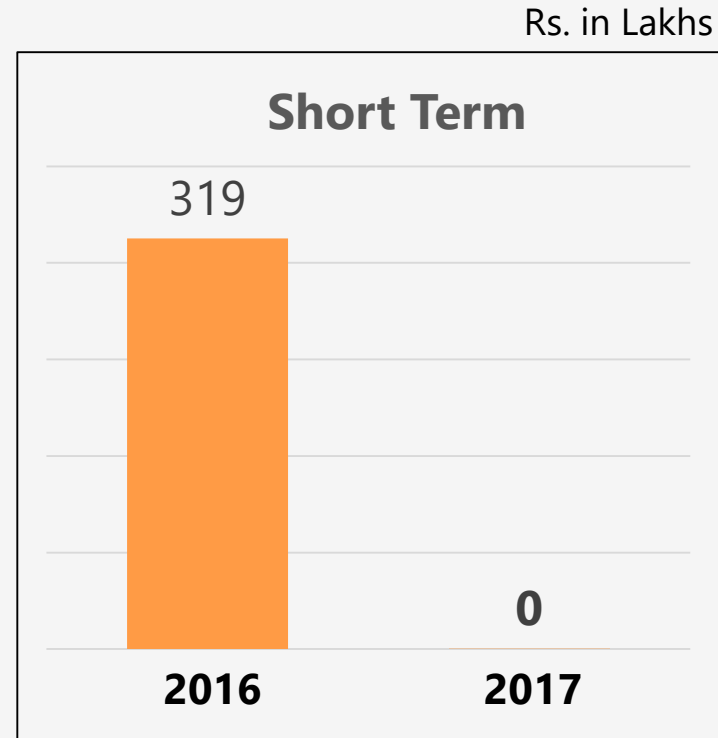
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Borrowings



Long Term

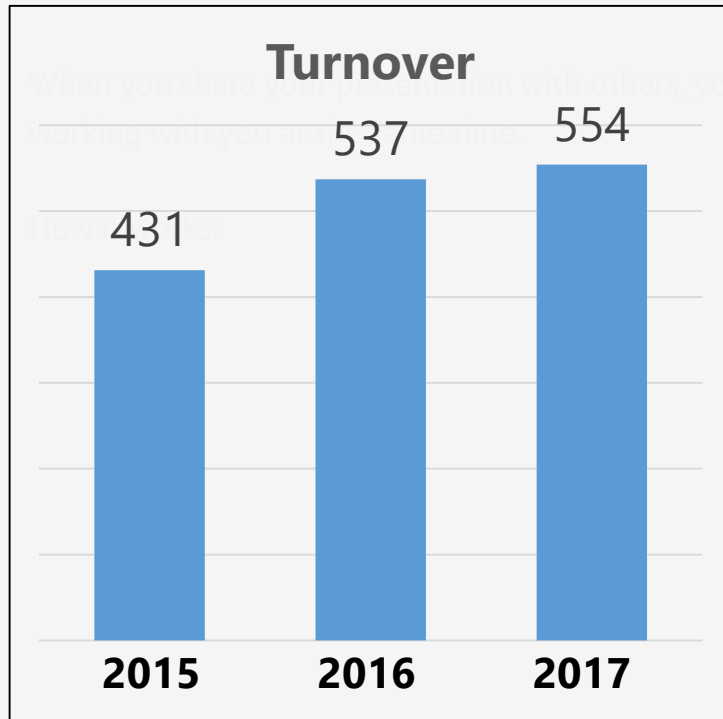


Short Term

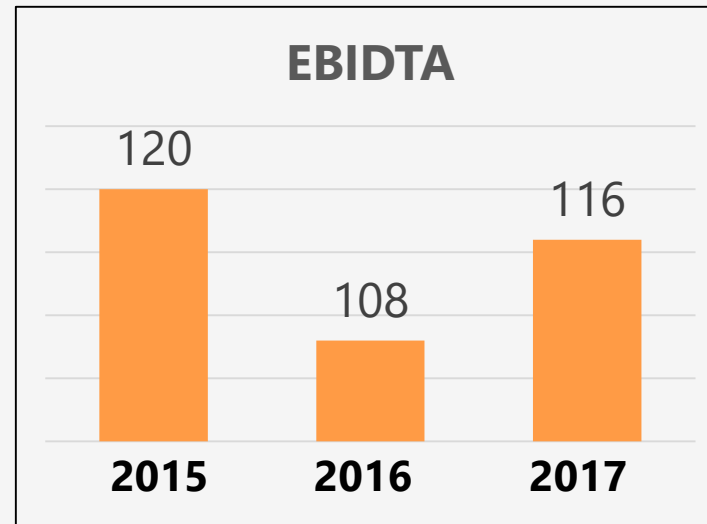
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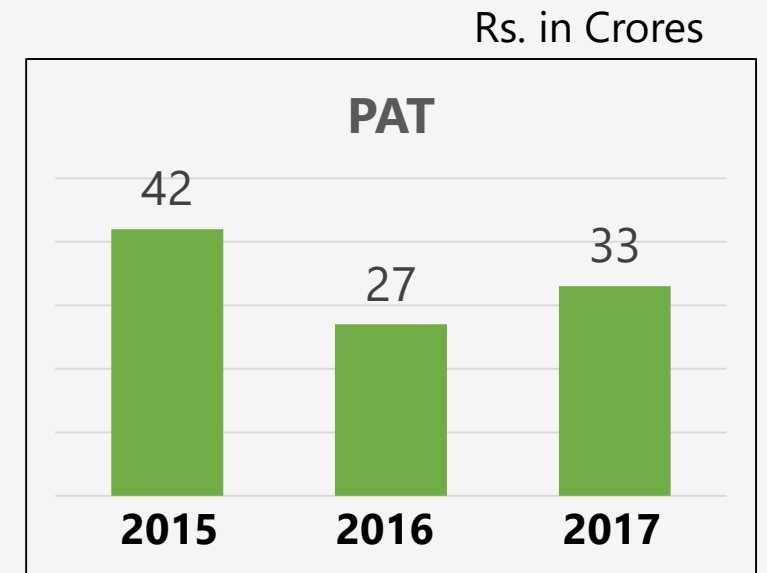
Financials- Consolidated



Turnover



EBIDTA



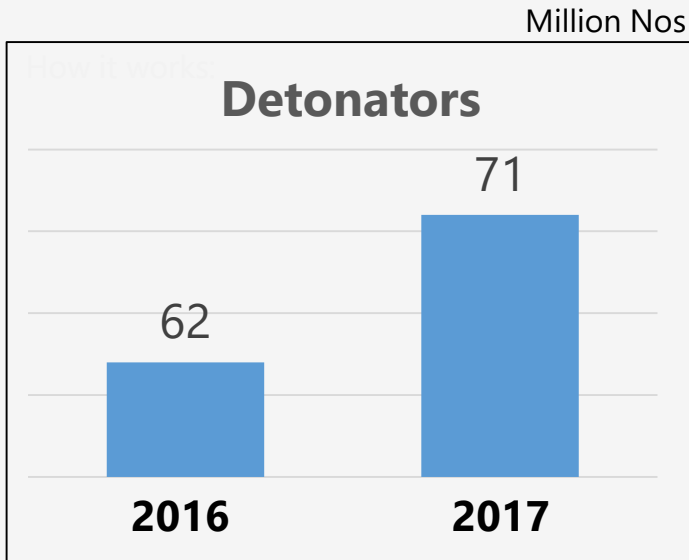
Profit After Tax

Figures are rounded off for presentation purpose

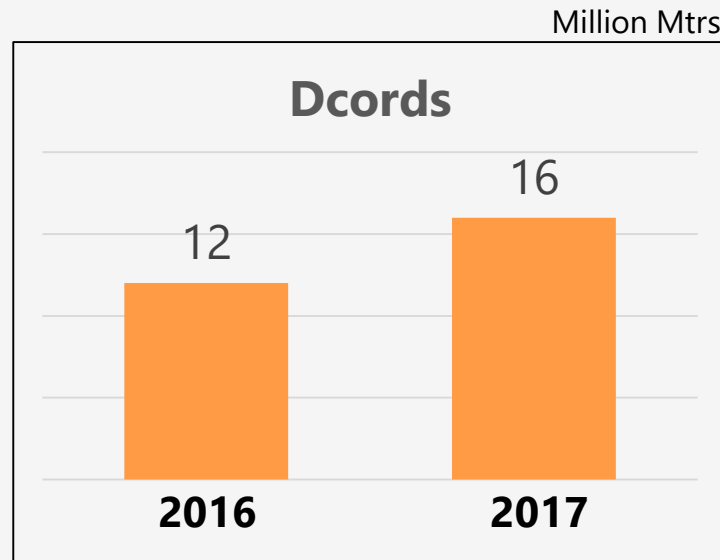


Production Output

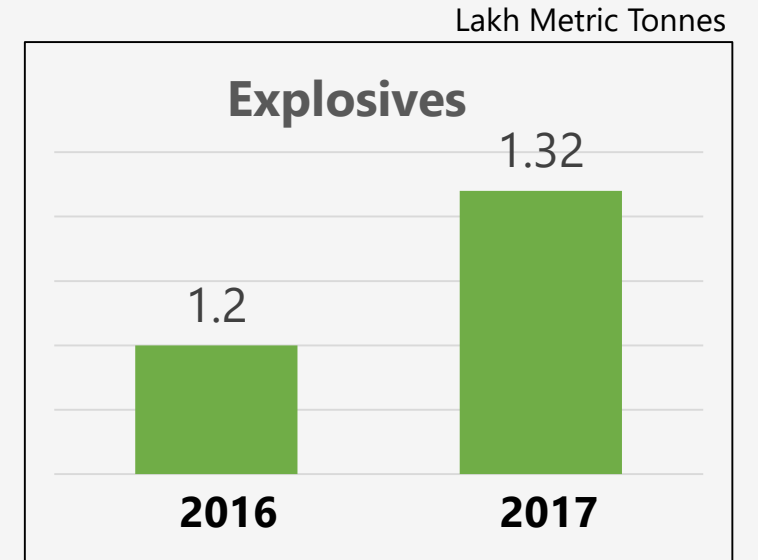
When you share your presentation with others, you'll see them working with you at the same time.



Detonators



D Cords



Explosives

Figures are rounded off for presentation purpose



Divisionwise Performances



Energetics Division

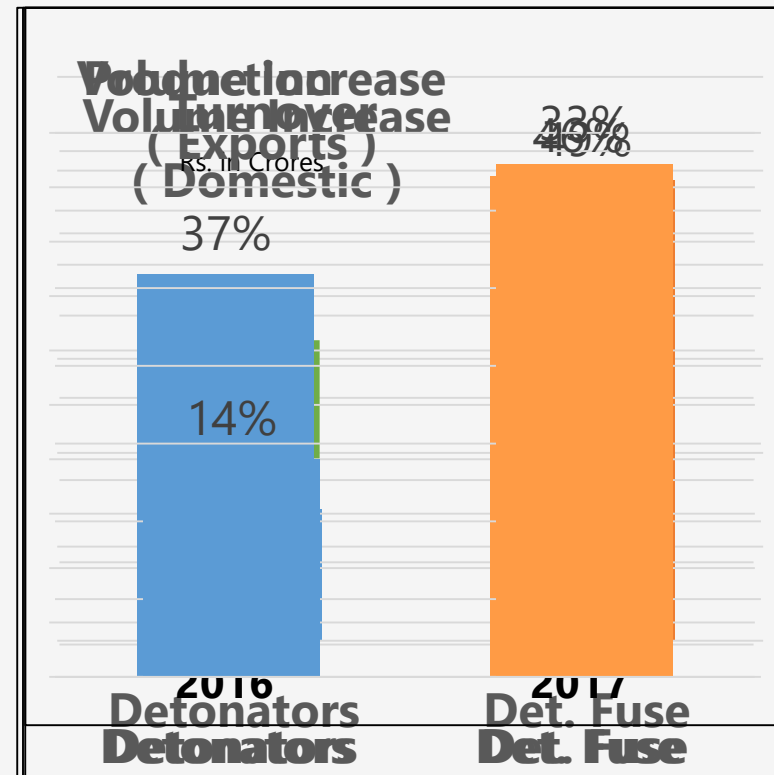


Energetics

- Gross Turnover : Rs. 97 crores
Increase of 30%

- Volume Increase :
(Compare to F 2016)

	<u>Domestic</u>	<u>Exports</u>
Detonators	14%	37%
Det. Fuse	49%	46%



Energetics (Contd...)

- Several Projects for upgradation and modification of processes and equipment for enhancing production & safety were completed.
- Actions were taken to reduce production costs and improve efficiencies.
- Pilot Plant for manufacture of HMX for captive consumption was also completed.



HMX Plant

Energetics (Contd...)

Special Products Group

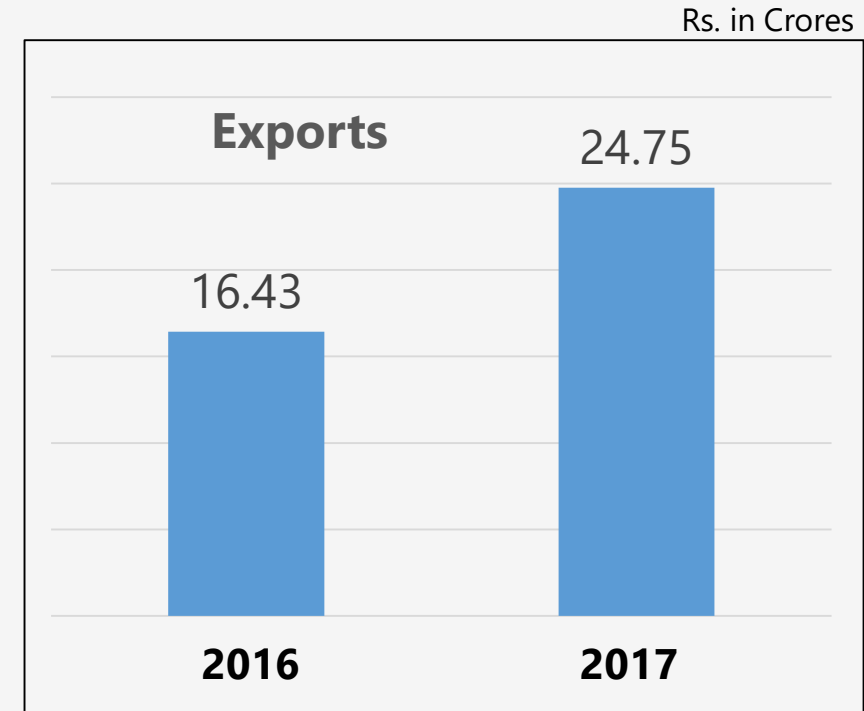
Defense & Space Sectors

- Successfully met the demands of :
 - Pyro Cartridges for Milan, Konkur Invaar and Akaash Missiles
 - Squibs & Igniters
 - Explosives Trains
 - Booster pellets
- A major DRDO project for a Missile was also completed as per requirement.



Exports

- Exports increased by 50%.
- Margins were maintained with help of:
 - Improved product design
 - Increased volume of value added products
 - Effective logistics planning
- Expanded to new markets in South America.
- Re-couping business in Europe.

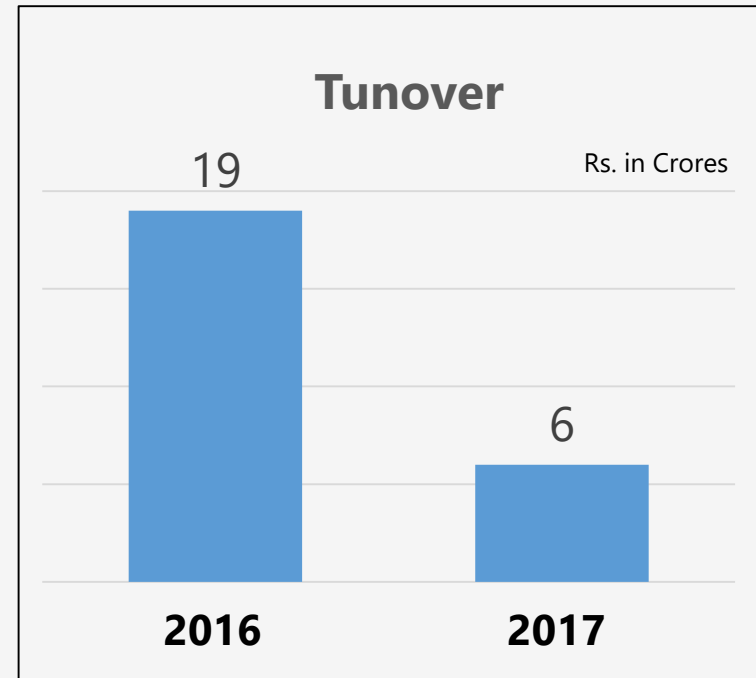


Mining & Infrastructure Division



Mining & Infrastructure

- Turnover of Rs. 6.57 crores.
- Operations of the Division were curtailed due to :
 - Mining approval not received due to cases pending under the MMRDA act.
- Old equipment which were idle or had become inefficient were disposed.
- Construction activity continued.



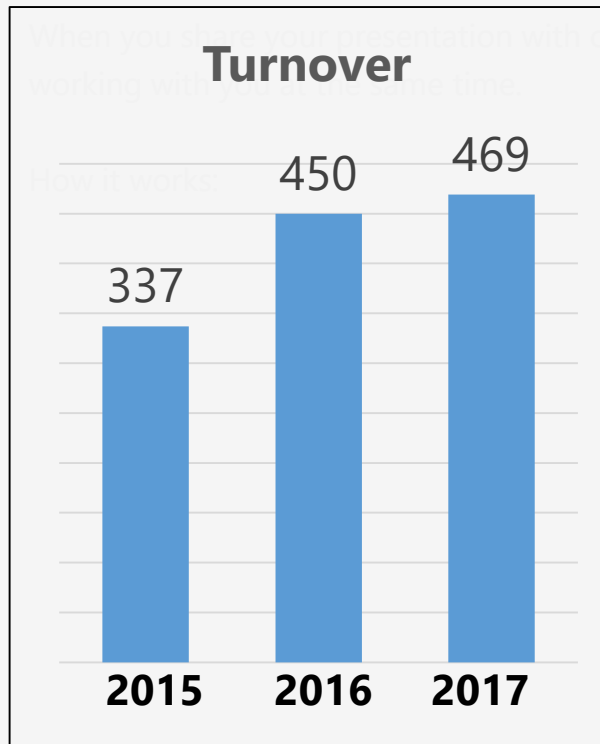
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IDL Explosives Limited

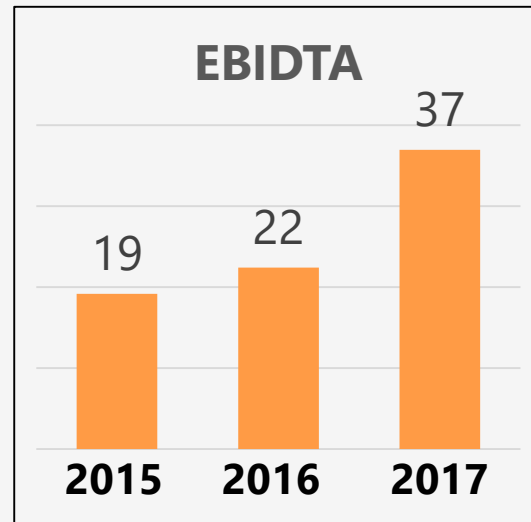
Wholly Owned Subsidiary



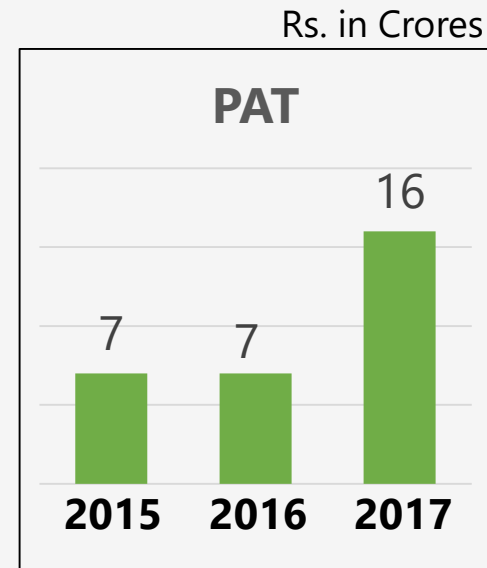
Wholly Owned Subsidiary – IDL Explosives Limited



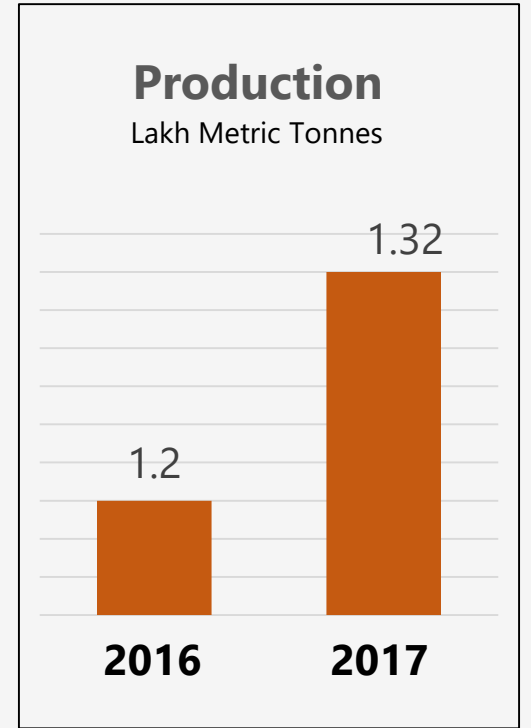
Turnover



EBIDTA



Profit After Tax



Cartridge & Bulk Explosives

Figures are rounded off for presentation purpose



Wholly Owned Subsidiary – IDL Explosives Limited (Contd...)

- This improved performance was due to innovation and expansion of the plants.
- A new continuous slurry plant was installed at Rourkela Factory.
- New Bulk emulsion support plants were commissioned at Damogoria, West Bengal and Raigarh, Chhattisgarh to meet the growing demand.
- The Improved capacity utilization helped in better margins.



Outlook for the Year 2017-18



Outlook for the year 2017-18

- India's GDP growth is expected to be around 7.4% for the fiscal year 2017-18.
- Economic growth will drive energy demand, especially coal.
- The Government increased focus on the infrastructure sector will enhance the consumption of cement, steel, aluminum, copper and other metals.
- The "Make in India" policy of GoI in the Defence sector will bring several activities of the Company into higher revenue levels.

Outlook for the year 2017-18 (Contd...)

Energetics & Explosives

- The growth of GDP will drive the demand for Power, Steel, Cement and major Minerals which in turn sustains the demand for Explosives & Accessories.
- Also significant increase in demand is expected from infrastructure, transport, housing and irrigation segments.
- The growth in demand in these areas over the medium and long term augurs well for the Company to deliver enhanced value to stakeholders.

Outlook for the year 2017-18 (Contd...)

Energetics & Explosives

- The Division and its subsidiary will undertake more projects for enhancing quality, productivity, along with safety and efficiency to deliver superior value through improved and new products and services.
- Special Products Group has received key technology transfers (TOTs) from DRDO and other strategic partners, to exploit the emerging opportunities under “Make in India” initiative.
- The Company will continue its expansion plans for exports into new territories in Africa and South East Asia.

Outlook for the year 2017-18 (Contd...)

Mining & Infrastructure

- Mining business in the metal sector, is awaiting Supreme Court orders under the MMRDA Act.
- Very limited activity is currently being continued in mines meant for captive consumption.
- The commercial mining activities will be taking more time as several clarifications are still awaited.
- Infrastructure work is being continued on a limited scale.

Realty Division



Realty

Bengaluru

In the “Ecopolis” project, located at Yelahanka, Bengaluru, out of the total built-up area of about 77.31 lakh sq. ft., the construction by the Developer Company (“HRVL”) was completed to the extent of 14.54 lakh sq. ft. last year.



Realty

Bengaluru

This year another 10.06 lakh sq. ft. is added as Block 2 of the SEZ area is nearing completion.



Realty

Bengaluru

Block -2

- The facade work is underway along with low side HVAC work, electrical works and PHE works.
- Block 2 will be ready for fit-outs in Q1 2018.
- Block 2 is a pre-certified LEED Gold rated building.



Realty

Bengaluru

Marketing efforts are in full swing with MNC clients for the built up areas where Occupation Certificate received.

Block 3A / 3B	
Total Built up Area	10,46,000 sft
Total Leaseable Area	7,64,000 sft
Share of GOCL 30%	2,29,000 sft

Car Parks	
Total Built up Area	4,08,000 sft
Total No for Blocks 3A & 3B	1309 cars
Share of GOCL 30%	393 cars



Realty

Bengaluru

The Area details of Block 2 :

Block 2	
Total Built up Area	10,06,000 sft
Total Leaseable Area	7,06,000 sft
Share of GOCL 30%	2,11,800 sft

Car Parks	
Total Car Parks	885 cars
Share of GOCL 30%	266 cars

Realty

Bengaluru

- The Developer Company is closely working with consultants and local brokers for built up areas in Block 3A / 3B as well as for future developments as per the approved Master Plan.
- The Developers have received clients' sale / lease and 'Build to Suit' requirements from reputed organizations and are working towards a positive conclusion.

Realty

Bengaluru

- The Real Estate (Regulation and Development) Act 2016, which has recently come into force, is expected to create a uniform regulatory environment and bring transparency to the sector, thereby giving a boost to investments into the sector which had turned sluggish.
- The first quarter of calendar year 2017 saw India's gross office take-up of space amounting to 9.3 million sft. Bengaluru maintained its top position in comparison to 9 cities with 37% share of total absorption area.
- Our development being located in the North Bengaluru block towards the new airport should receive good demand in 2017–18, since the realty blocks at Bengaluru such as Outer Ring Road, Suburban Business District, Central Business District, Whitefield and Bannerghatta Road are expected to reach saturation.

Realty

Hyderabad

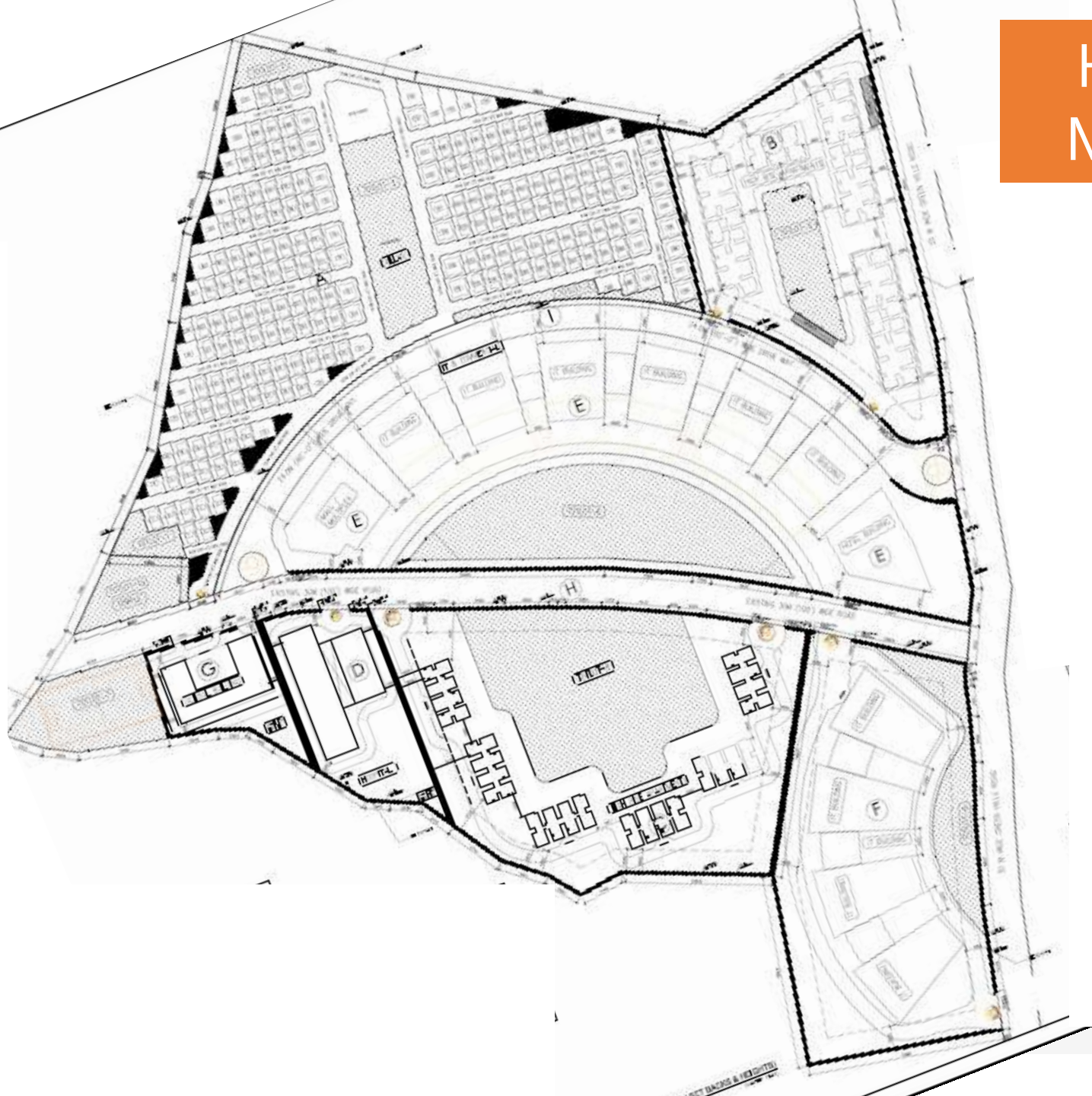
- Hyderabad commercial market clocked 0.51 million sq. ft. of total office leasing volume in Q1 2017.
- IT / ITeS segment contributed to 61% of the total share followed by healthcare (20%), business centers (15%) and others (4%).
- With the MNCs signing large office spaces in the last few months The city saw the second-largest office space absorption after Bengaluru.

Realty

Hyderabad

- Owing to its proximity to the IT hub in Hyderabad, the Company's Project at Kukatpally will be an Integrated Mixed-use Township comprising of residential apartments, IT / ITeS office space, retail, healthcare, educational facilities, leisure and hospitality facilities.
- An Integrated new Master Plan for full 100-acre development has been reworked to suit the present market conditions. A more detailed revised plan has been submitted for approval.

Hyderabad Master Plan



Strategic Investments

- As reported earlier the Company through its UK based subsidiary HGHL Holdings Limited, UK (HGHL) holds 10% stake in Houghton International Inc., USA a subsidiary of the Hinduja Group's Gulf Oil International.
- Houghton International, has in the month of April 2017 entered into a definitive agreement to combine with Quaker Chemical Corporation (listed on the NYSE : KWR) to create a global leader in the space of process fluids, chemical specialties, and technical expertise to the global primary metals and metal working industries.
- The Hinduja conglomerate will be the largest shareholder in the combined public company. Your Company will be entitled to approx. 2% in the combined entity.

In Conclusion...

The economy is accelerating with the reforms and attention of the Government to laggard sectors. Mining and Real Estate activities are expected to pick up momentum.



Thank you

Safe Harbour Statement

This document may include predictions, estimates or other information that might be considered forward-looking. While these forward-looking statements represent current judgment on what the future holds, they are subject to risks and uncertainties that could cause actual results to differ materially. GOCL disclaims any obligation to update / revise or publicly release any revision to these forward-looking statements in light of new information or future events.

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