



Investor Presentation – November 2017

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At a GLANCE

Oricon Enterprises Ltd (OEL)

- Engaged in manufacturing of Pentanes, Liquid Colorants. Owns about 1 acre land at prime location in Worli, Mumbai
- Appointed Mr. Adarsh Somani as Joint Managing Director w.e.f. 1st June 2017
- Acquired 70% equity stake in Oriental Containers Ltd w.e.f 27th March 2015 – currently, a wholly owned subsidiary

Oricon Properties P. Ltd

100% subsidiary

- Signed JDA with Indiabulls group for about 2 acre land at Worli, Mumbai
- Land parcel 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

64.29% 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
- OEL currently hold 64.29% stake in United Shippers Ltd
- Ventured into Srilanka in FY17, generated export revenue of Rs 22 cr.

Expanding in Packaging & Closures

New Initiatives

- To manufacture new range of packaging products
- Plant to be set up in the state of Odisha
- Plant to be set up in 2 phases
- Investment expected to the tune of Rs. 1,000mn
- Entire Investment to be made from internal accruals

Expansion

- Completed Expansion in Oriental Containers Ltd, a wholly owned subsidiary of the company
- Expansion completed in Plastic Closures division
- Expansion to a come at a cost of Rs. 350mn
- Capacity gets enhanced by 1.2bn closures per annum to 8bn closures per annum

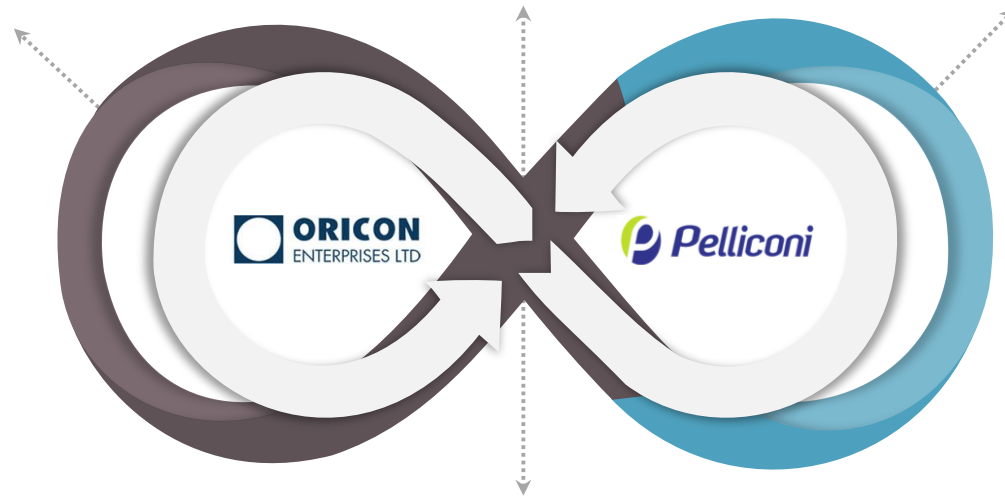
New Projects to strengthen Oricon's premier position in India

Deal with Pelliconi C & SPA: Creating Value

Oricon Enterprises Ltd.'s 100% subsidiary **Oriental Containers Ltd.** proposes to transfer its closure business to its subsidiary company **Oricon Packaging Ltd. (OPL)**

Oriental Containers Ltd. will then sell 51% equity shares of Oricon Packaging Ltd to **Pelliconi C & SPA of Italy** at an **Enterprise value of Rs.419.40 crores** subject to necessary adjustments in terms of the Agreement

On completion of transaction: **Oricon Packaging Ltd.**, the joint venture company will have **Pelliconi C & SPA with 51% stake** and **Oriental Containers Ltd. at 49%**



With this association, **Oricon Packaging Ltd.** will have access to **new technologies to manufacture Maxi P**. **Maxi P** is the latest closure being used by beverage industry more particularly beer industry

On divestment, Co. to receive Rs. 160-165 Cr. of Cash post adjustment of Working Capital & Debt

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)

- Manufacturing facilities at Khopoli for Pentanes & Liquid Colorants at Murbad, Maharashtra

- Acquired 70% equity stake in Oriental Container Ltd, from OC Holdings Ltd, Mauritius, w.e.f 27th March 2015

- Owns about 1 acre of land in Worli, Mumbai



Oricon Properties Pvt Ltd

100% subsidiary of OEL

Monetizing Real Estate in due course

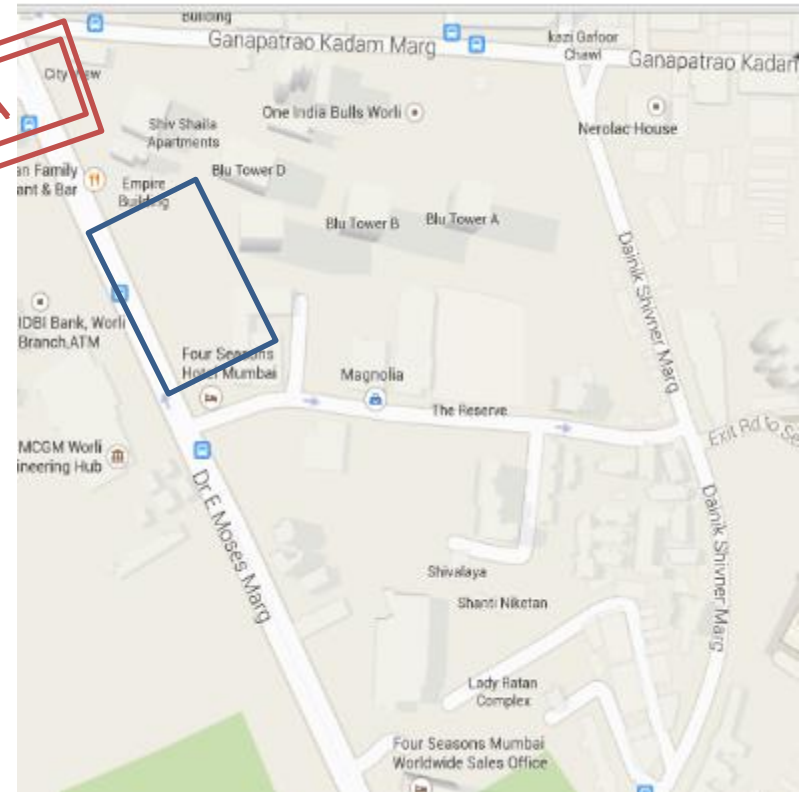
2 acres at Worli, Mumbai

- 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

Signed JDA

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

Signed 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
- Cashflow of Rs.310.50 Crs has been utilised for liabilities/debt reduction and expansions in existing businesses

Oriental Containers Ltd

100% subsidiary of OEL



Led by Experienced Management

Mr. Rajendra Somani – Managing Director

- Promoter of the company, with over 47 years of experience
- 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

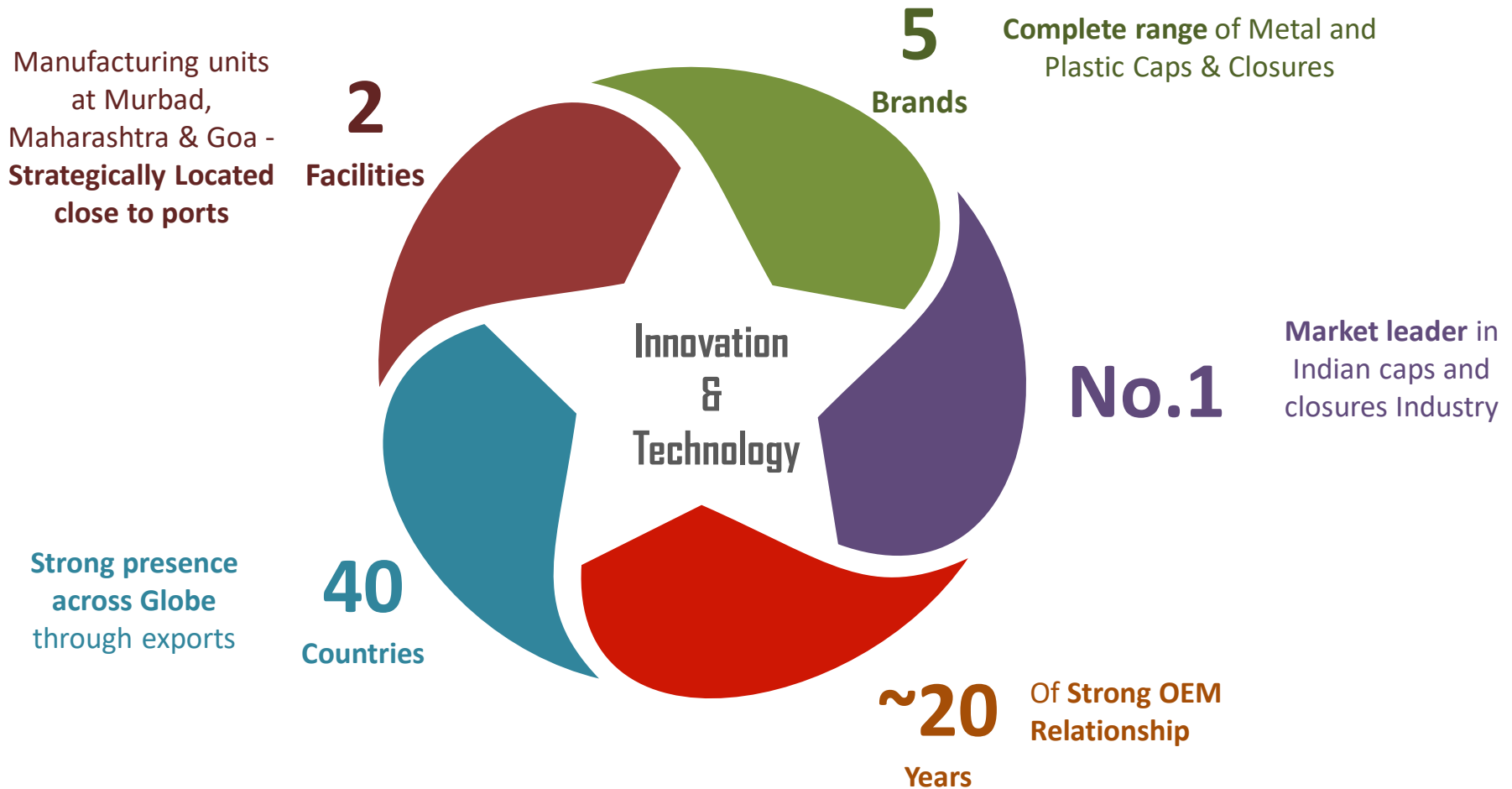
Mr. B.K. Toshniwal – Executive Director & Company Secretary

- Experience of more than 45 years
- Under his leadership, successfully forayed into several other product lines and scaled up operations
- Instrumental in managing key customer and supplier relationships

The Core Team Executing the Vision

Mr. Sudeep Singh	Mr. Srikant Malpani	Mr. S.P. Soparkar
Executive Director	Executive Director	Director – Technical
Mr. B.M. Gaggar	Mr. P.K. Talpatra	Mr. V.N. Kamath
CFO	Director – Marketing (Domestic)	Director – Marketing (Exports)

Competitive Edge



Long and Sustained Customer Association

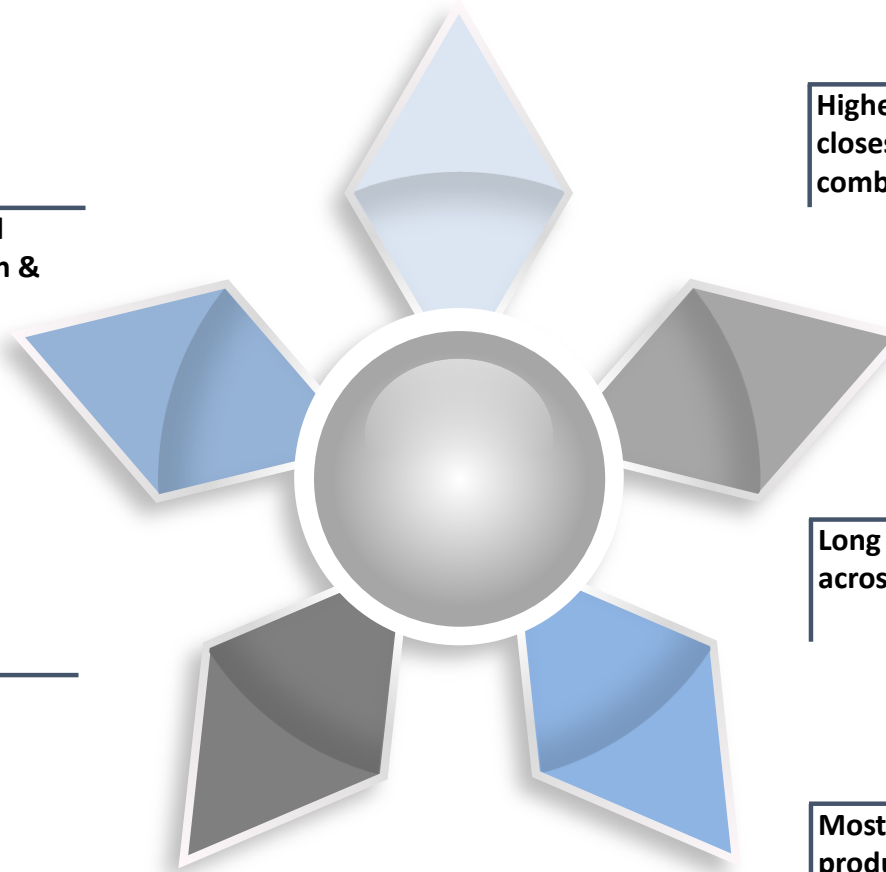
Long Track record of technological adoption, process implementation & product innovation

Higher installed capacity than the closest three domestic competitors combined

Significant presence in Key export markets

Long standing customer relationships across the entire product range

Most comprehensive range of products in the Indian caps & closures market



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, Neonseal**
- 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

Awards & Recognitions

Select Client Testimonials

“We are the single largest importer of crown caps and plastic closures for juice and carbonated beverages in Bangladesh. Our association with OCL began in 1994 and has continued since. OCL is highly professional in its approach, committed to product quality and focused on customer needs.”

Deputy Managing Director,
Bangladesh’s largest Food processing
Company

“In the 10 years we have been customers of OCL, they have time and again demonstrated that “the customer comes first” is a core value of the company and not simply a tagline. Their focus on product innovation and quality to meet our unique need for “anti-counterfeiting” solutions is much appreciated. They are, and will remain, our sole supplier for caps and closures despite a company-wide policy to have two suppliers for every category”

Group Managing Director,
Largest Distilleries in Nigeria

Source: Company

Highlights

OCL has received various awards and recognitions for its contribution to the packaging industry and excellence standards. Select awards & Recognitions include:

- ❖ Indian Star award for packaging excellence for a record nine times;
- ❖ World Star award from the World Packaging Organization in 1994 & 2015;
- ❖ Asian Star award from Asian Packaging Federation in 1997 & 2015;
- ❖ Winner of Coca Cola’s Gold Award for crowns (2014) and Silver award for plastic closures (2012);
- ❖ Recognized as Coca Cola’s best supplier for crowns consecutively for the past 4 years.

Indian Awards



International Awards



Customer Recognition



Strategic Location of Manufacturing

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	4,500 mn caps
Plastic– wf/hf Caps	1,250 mn caps
Plastic – Water	2,250 mn caps

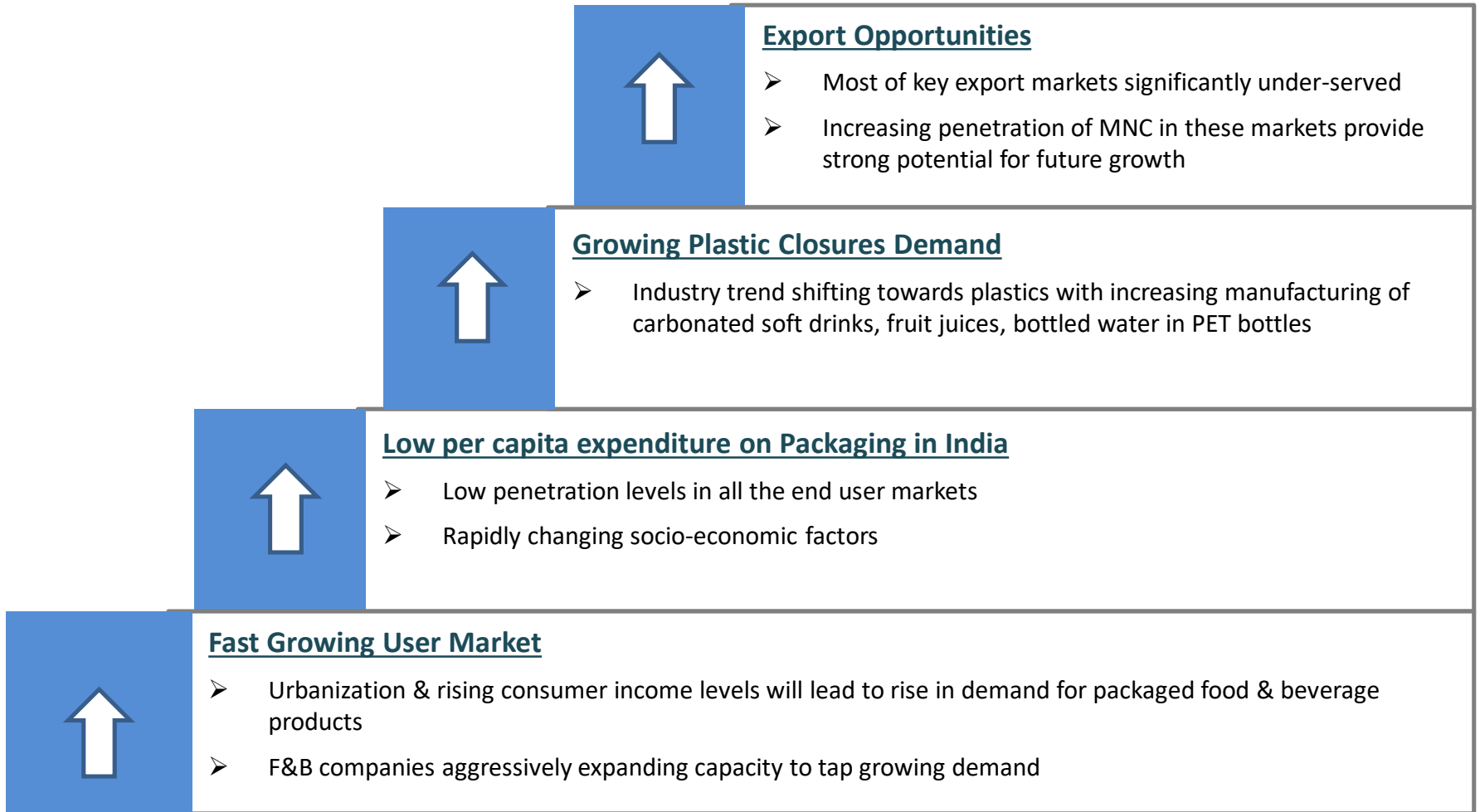
Metal Closure Facility

- 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

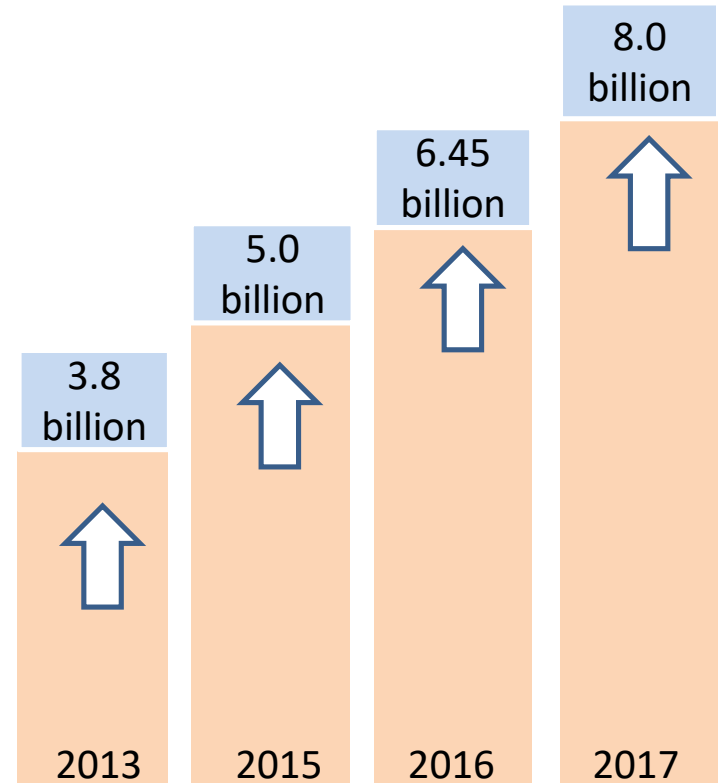
Growth Opportunities



Capitalizing on Growth Opportunities

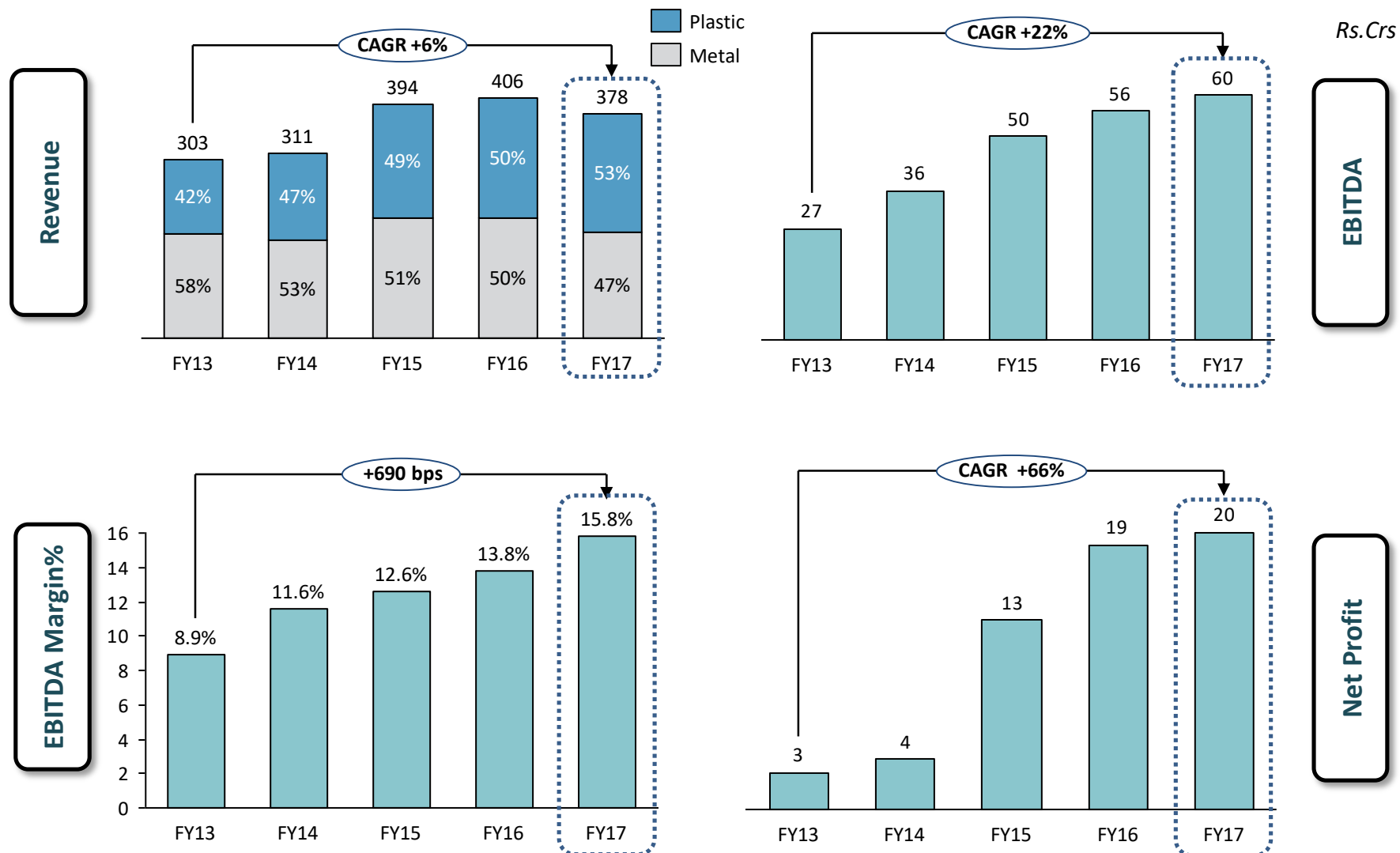
- Global containers & Packaging market valued at USD 740 bn, estimated to grow at 3.5% CAGR over 2015-2022
- Indian CSD Industry valued at USD 2.4 bn, estimated to grow at 8% CAGR over 2013 - 2018
- Indian Alcoholic Beverages market, estimated to grow at 7.4% CAGR over 2016-2026
- Indian Package Bottled Water Market, estimated to grow at 15% CAGR over 2016-2022
- 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



United Shippers Ltd

64.29% subsidiary of OEL



Led by Professional Management

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

Capt. Dinyar Karai

Director & CEO

Mr. Paras Dakalia

Director - Finance

Capt. Prabhat Pandey

Chief G.M. - Operations

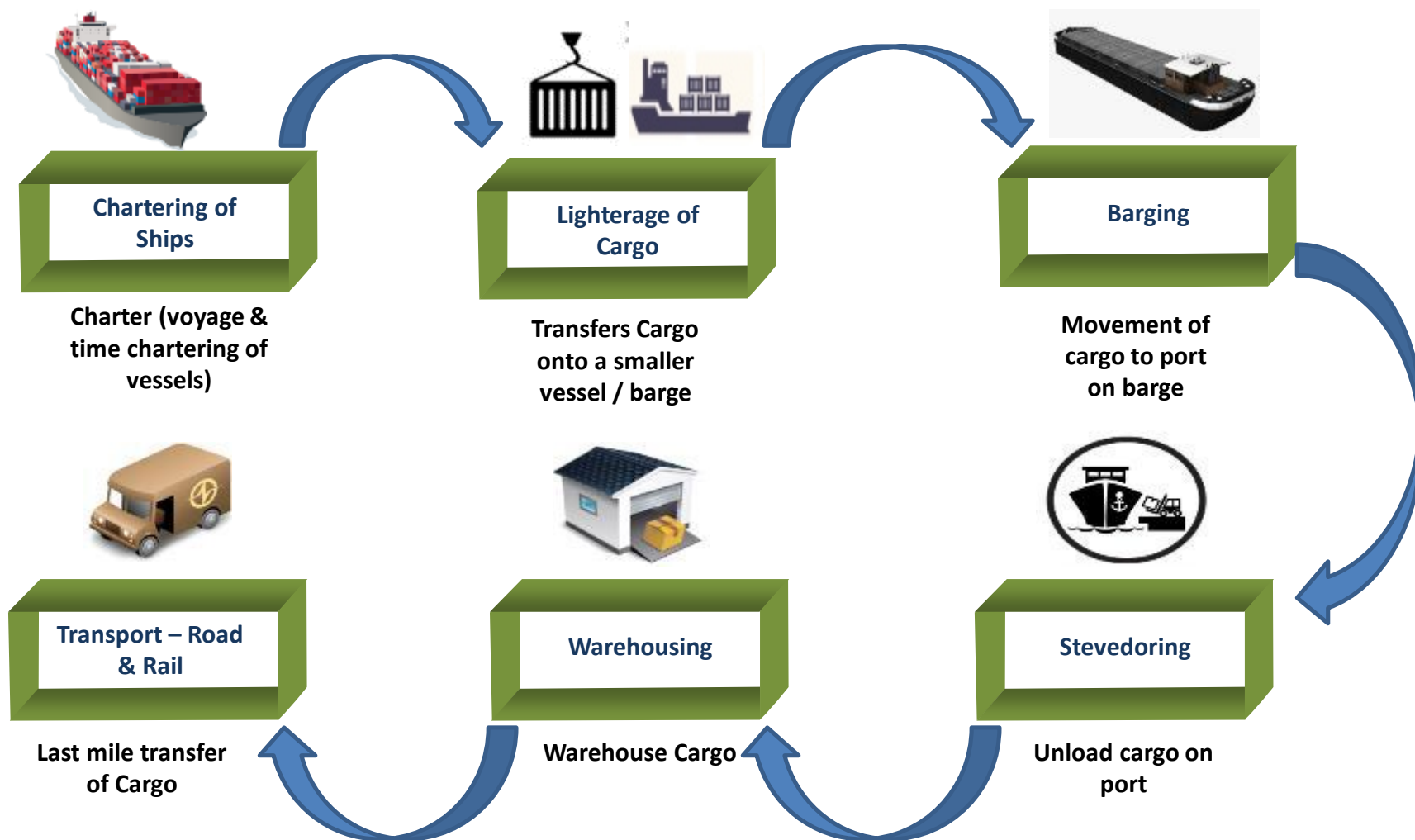
Mr. Ravi Kothari

**Senior GM – Operations
(Gujarat)**

Mr. Manish Holani

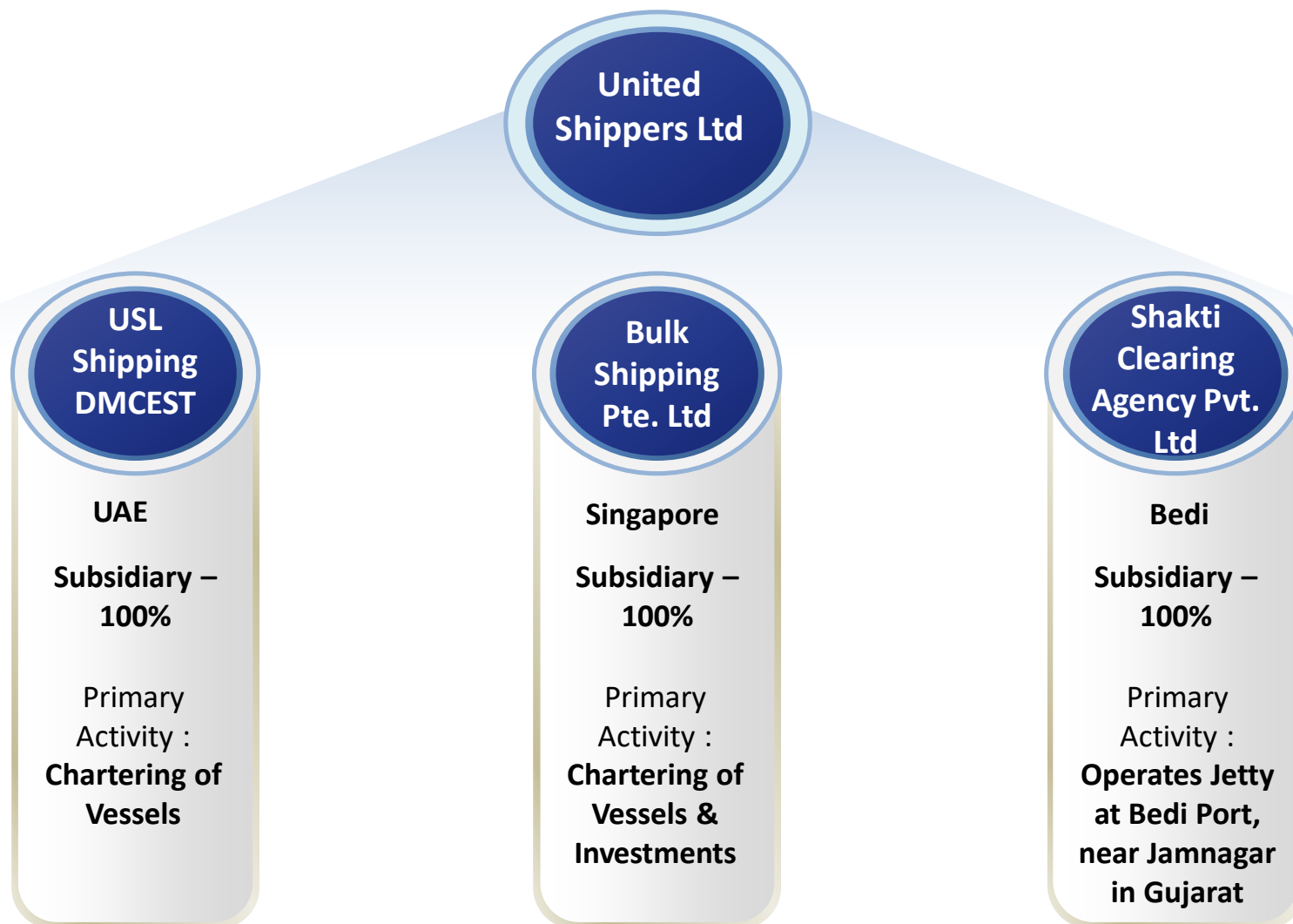
**Sr. Vice President -
Commercial**

Integrated Marine Logistics Services



Provide "End-to-End" Marine Logistics Services

Corporate Structure



Subsidiary : *USL Shipping DMCEST*

- 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 - 9.81 Lakh Metric Ton in FY17
- Revenue of Rs. 91 Crs in FY17, contributing 7.5% of Consolidated Sales



Subsidiary : *Shakti Clearing Agency Pvt Ltd*



- 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. 5.08 Crs in FY17 (Rs. 5.62 Crs in FY16)

Servicing clients with Presence in 3 states

Presence across Ports in Gujarat

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

Presence across Ports in Maharashtra

- Dahanu

Presence across Ports in Tamil Nadu

- Tuticorin



RELIANCE



Ambuja
Cement



HINDUSTAN ZINC LIMITED



adani™

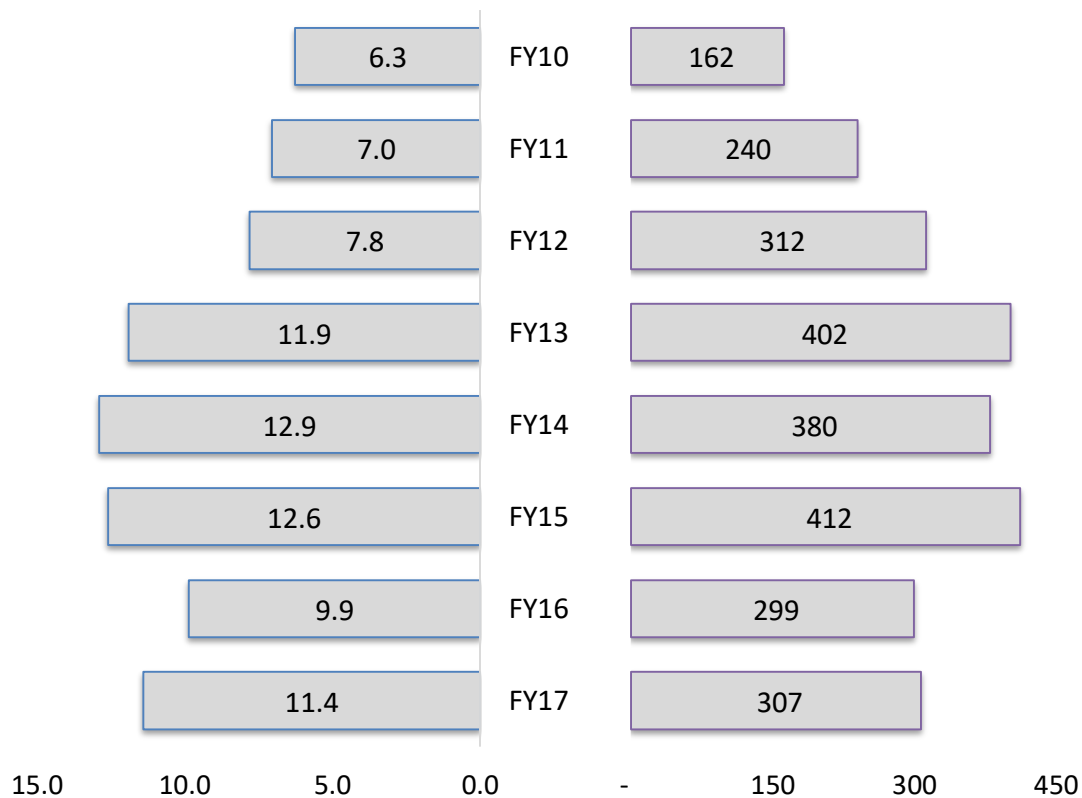
Volume growth supported by strong fleet

Equipment Fleet Size (#)

Equipment	As on March 31, 2017
Self Propelled Barges	34
Excavators	52
Payloaders	50
Dumpers	123
Motor Tug	1

Volume Handled (Million MT)

Revenue (Rs.Crs)#



Investments in Private Jetty

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 in 2010 and further extended for 5 years from 23/02/2015.
- 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



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

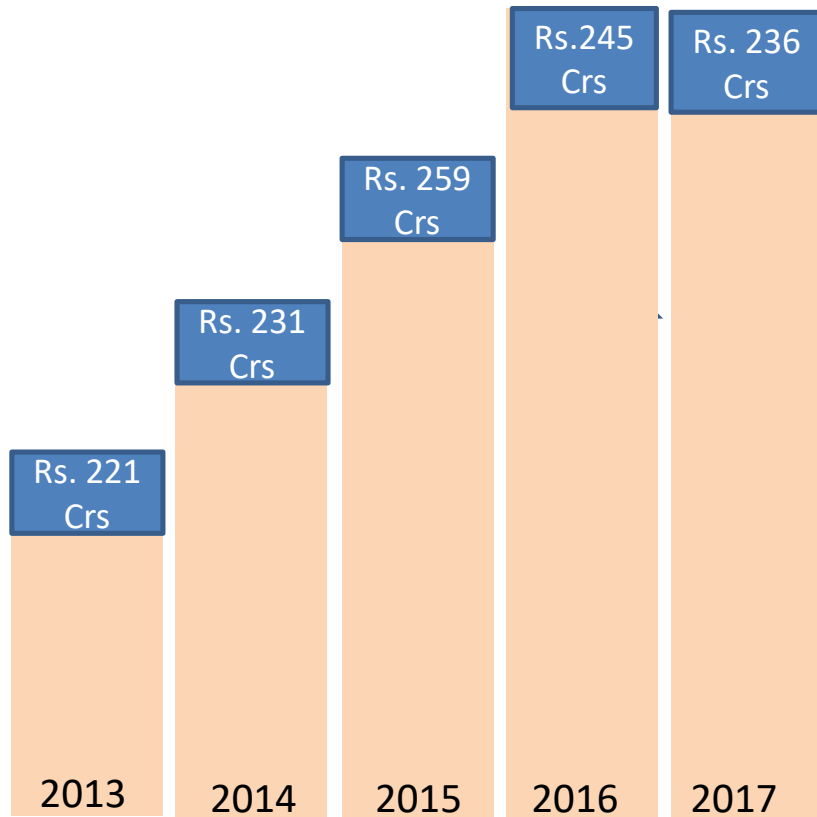


Government Focus on Port Development

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

Capitalizing on Growth Opportunities

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***

Financial Highlights

Oricon Enterprises Ltd



Profit & Loss

Rs. Crs.	H1 FY18#	H1 FY17#	Growth	FY17*	FY16*	Growth
Total Income	42	31	36%	1,217	1,194	2%
Consumption of RM	10	11		204	226	
Purchase of Traded Goods	11	9		320	271	
Increase/Decrease in stock trade	0	0		-3	15	
Excise Duty	1	2		0	0	
Employee Benefit Expenses	2	2		74	72	
Charter Freight Charges	0	0		47	83	
Stores & Spares	0	0		35	41	
Other Expenses	4	5		395	360	
EBITDA	14	3	438%	145	126	15%
Margin	34%	9%		12%	11%	
Interest	3	5		19	28	
Depreciation	0	0		65	56	
PBT before Exceptional Item	11	-2		61	42	
Exceptional Item	0	6		6	7	
PBT	11	4	176%	67	50	36%
Tax	0	1		23	17	
PAT	11	3	275%	45	33	36%
Minority Interest	0	0		8	14	
PAT (after MI)	11	3	275%	35	19	89%
Margin	26%	9%		3%	2%	
Loss from Discontinued Operations	0	1		0	0	
PAT (after Loss from Discontinued operations)	11	2	564%	35	19	89
Margin	26%	5%		3%	2%	

Standalone Financials based on IND-AS

* Consolidated Financials

Standalone Balance Sheet – As per IndAS

Rs. Crs.	Sep-17
NON-CURRENT ASSETS	556
Property, plant & equipment	5
Capital work-in-progress	1
Investment Property	1
Financial Assets	
Investments	499
Loans & Advances	36
Deferred tax assets (Net)	1
Income tax assets (Net)	9
Other Non - current assets	4
CURRENT ASSETS	44
Inventories	2
Financial Assets	
Trade receivables	12
Cash & Cash Equivalents	0
Bank balances other than cash & cash equivalent	10
Loans	13
Other Financial Assets	4
Other Current assets	2
TOTAL ASSETS	600

Rs. Crs.	Sep-17
EQUITY	495
Equity Share capital	31
Other equity	464
NON-CURRENT LIABILITIES	72
Financial Liabilities	
Borrowings	65
Other financial liabilities	5
Provisions	1
Other Non-Current Liabilities	1
CURRENT LIABILITIES	33
Financial Liabilities	
Borrowings	6
Trade Payables	4
Other Financial Liabilities	20
Current tax liabilities (Net)	2
Provisions	0
Other current liabilities	1
TOTAL EQUITY & LIABILITIES	600

Consolidated Balance Sheet – As per I-GAAP

Rs. Crs.	Mar-17	Mar-16
Shareholder's Fund	683	644
Share capital	31	31
Reserves & Surplus	652	612
Minority Interest	153	180
Non-current liabilities	476	236
Long term borrowings	410	183
Other non-current liabilities	66	53
Current liabilities	421	474
Short term borrowings	236	193
Trade Payables	88	85
Other current liabilities	97	196
Total Liabilities	1,733	1,533

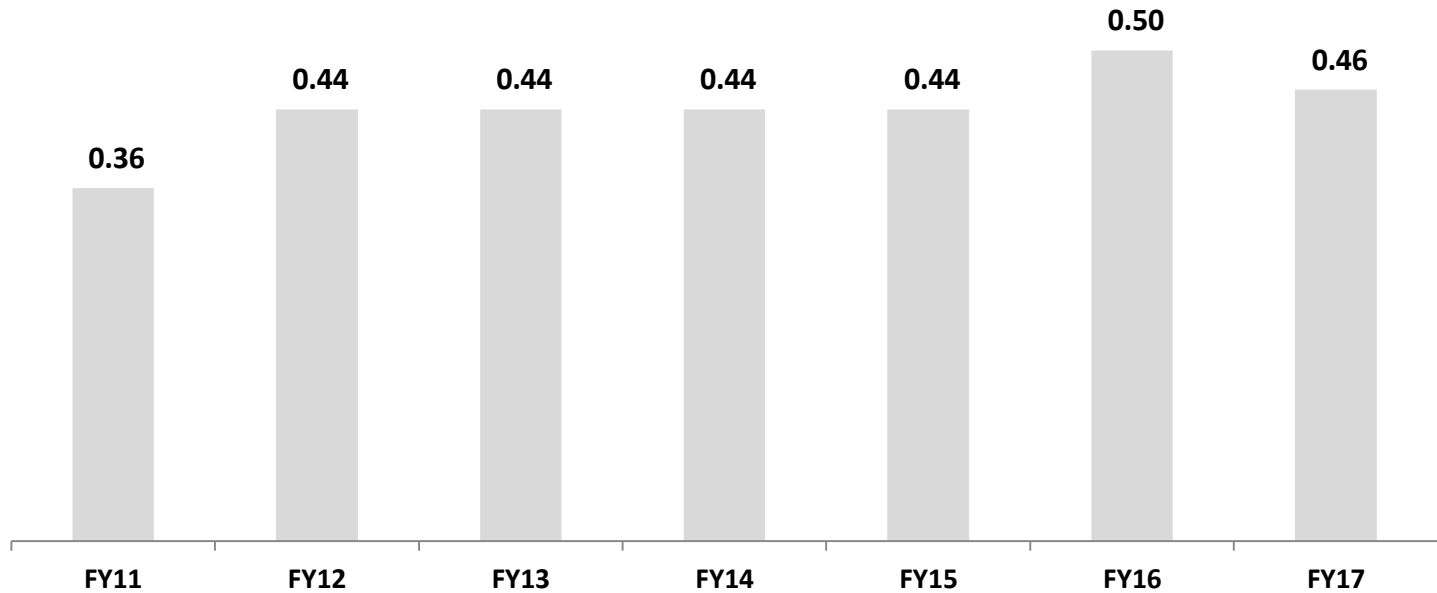
Rs. Crs.	Mar-17	Mar-16
Non-current assets	931	1,115
Fixed assets	622	892
Long-term loans and advances	84	70
Other non-current assets	226	152
Current assets	802	418
Current Investments	118	63
Inventories	396	108
Trade receivables	214	183
Cash & Cash equivalents	28	19
Other current assets	46	45
Total Assets	1,733	1,533

Segment Highlights

Rs. Crs	FY17	FY16	FY17	FY16	FY17	FY16
	Revenue		EBIT		EBIT %	
Packaging	368	406	29	30	8	7
Logistics	387	393	17	18	4	5
Automobiles	377	308	4	-3	1	-
Others	36	58	-2	3	-	-

Dividend Track Record

Dividend per Equity Share (Rs.)



Total Dividend of Rs.0.46 per share of Rs. 2 each

For further information, please contact:

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