



*Investor Presentation – June 2015*

# Safe Harbor

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# At a GLANCE

<b>Oricon Enterprises Ltd (OEL)</b>	<ul style="list-style-type: none"><li>• Engaged in manufacturing of Pentanes, Liquid Colorants and Pet Bottles</li><li>• Owns about 1 acre land at prime location in Worli, Mumbai</li><li>• Acquired 70% equity stake in Oriental Containers Ltd w.e.f 27th March 2015 – currently, a wholly owned 100% subsidiary</li></ul>
<b>Oricon Properties P. Ltd</b> 100% subsidiary	<ul style="list-style-type: none"><li>• Holds about 2 acre land at Worli, Mumbai</li><li>• Land parcel adjoining India Bulls Blu &amp; Near Four Seasons Hotel, Worli, Mumbai</li></ul>
<b>Oriental Containers Ltd</b> 100% subsidiary	<ul style="list-style-type: none"><li>• Market leader with experience of over 5 decades in Indian caps and closures Industry</li><li>• Well established brands across user industry</li><li>• Strong presence across Globe through exports to ~40 countries</li></ul>
<b>United Shippers Ltd</b> 50.19% subsidiary	<ul style="list-style-type: none"><li>• India's Largest Marine logistics company handling Dry Cargo</li><li>• Operates at 8 minor ports across 3 states</li><li>• Fleet size of more than 300 equipments</li></ul>
<b>Shinrai Auto Services Ltd</b> 100% subsidiary	<ul style="list-style-type: none"><li>• Exclusive dealer of Toyota cars in South Mumbai</li><li>• Operates 2 showrooms in Nariman Point and Worli</li></ul>

# ***Oricon Enterprises Ltd (OEL)***

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# 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 27<sup>th</sup> March 2015
- Houses 1 acre land in Worli, Mumbai



RELIANCE



Gulf Farabi  
Petrochemical Company

THE LINDE GROUP



Godrej

Tamilnadu  
Petroproducts Ltd.

ORICON  
ENTERPRISES LTD

# ***Oricon Properties Pvt Ltd***

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*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

## 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*

# ***Oriental Containers Ltd***

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*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

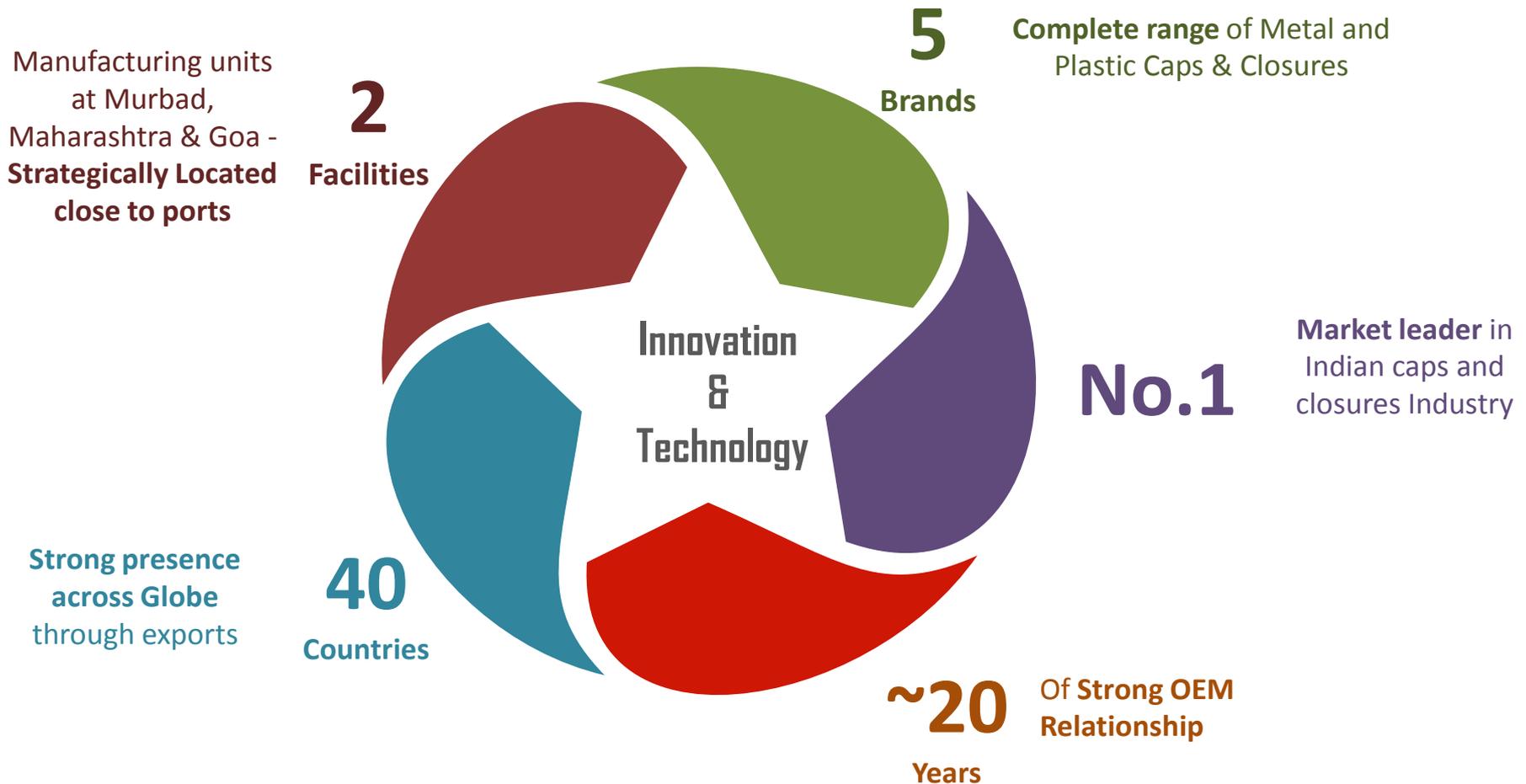
## Mr. B.K. Toshniwal – Executive Director & Company Secretary

- 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

<b>Mr. Sudeep Singh</b>	<b>Mr. Srikant Malpani</b>	<b>Mr. S.P. Soparkar</b>
<b>Director – Works (Goa)</b>	<b>Director – Works (Murbad)</b>	<b>Director – Technical</b>
<b>Mr. B.M. Gaggar</b>	<b>Mr. P.K. Talpatra</b>	<b>Mr. V.N. Kamath</b>
<b>CFO</b>	<b>Director – Marketing (Domestic)</b>	<b>Director – Marketing (Exports)</b>

# Competitive Edge



# 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

## 1<sup>st</sup> 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

## 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	3,400 mn caps
Plastic– wf/hf Caps	400 mn caps
Plastic – Water	1,200 mn caps

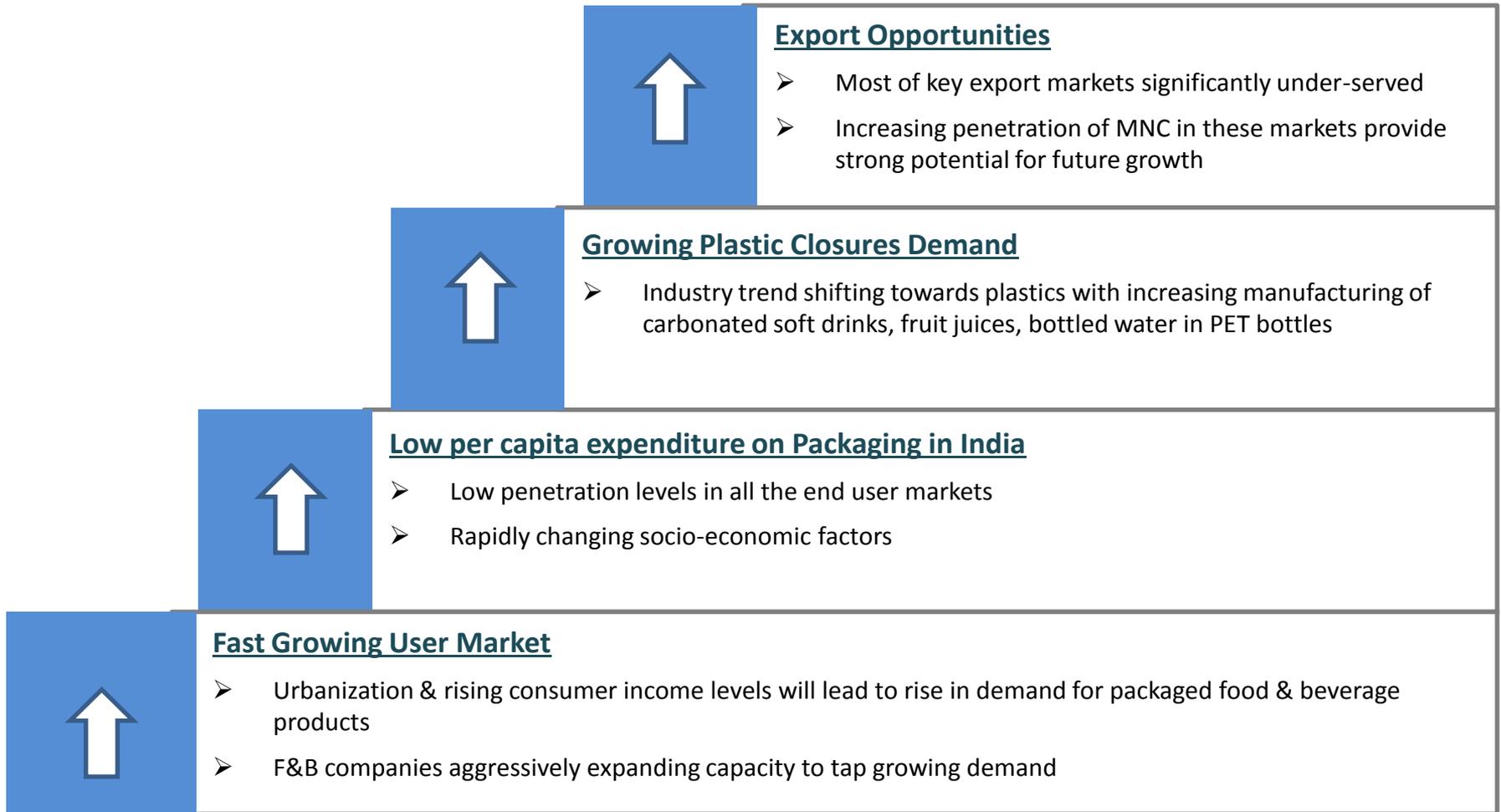
## Metal Closure Facility

- 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

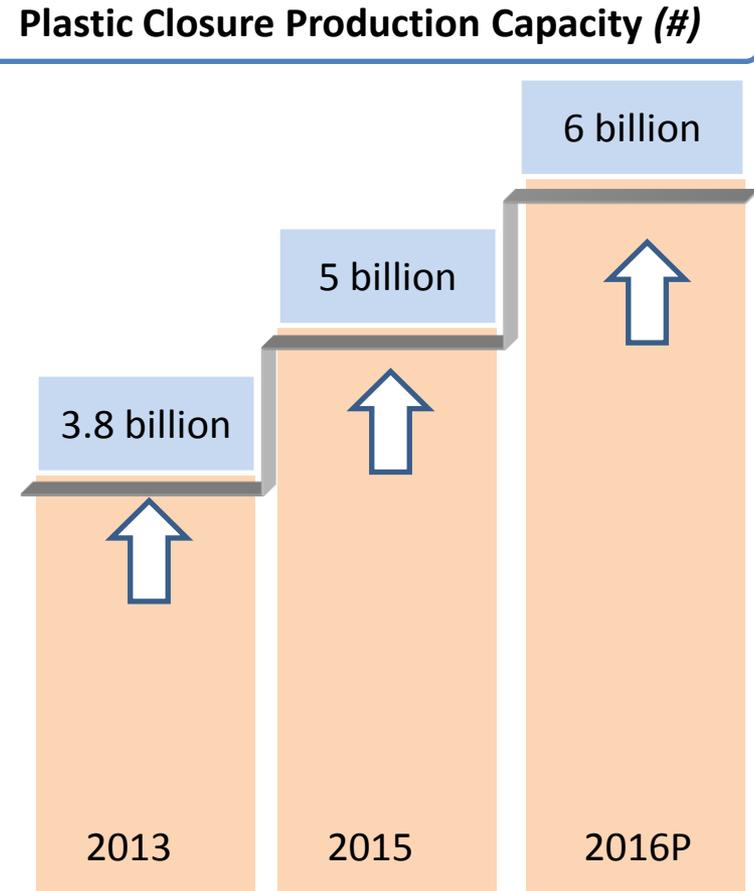
*Strategically located in South & West of India – Two Largest Beverage consuming regions*

# Growth Opportunities



# Capitalizing on Growth Opportunities

- Global containers & Packaging market valued at USD 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

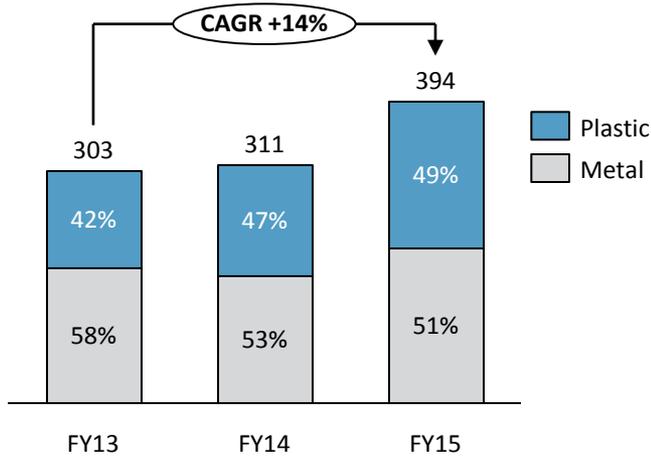


***Investing in Capacity Expansion to Capitalize on Growth Opportunities***

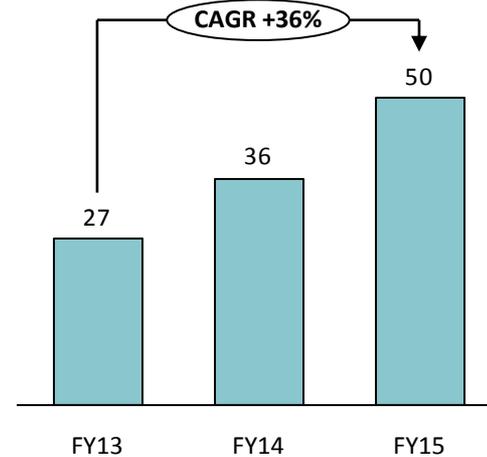
# Financial Indicators

Rs.Crs

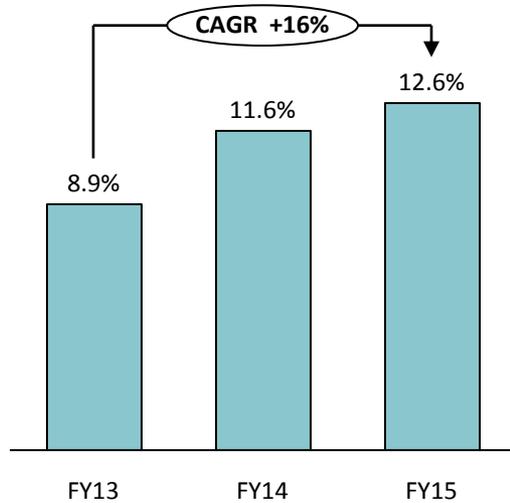
Revenue



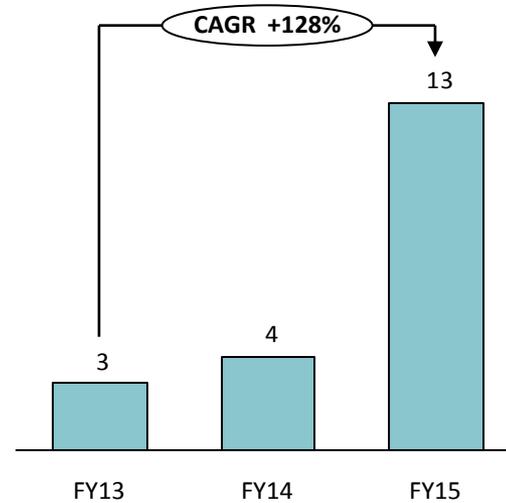
EBITDA



EBITDA Margin%



Net Profit



# ***United Shippers Ltd***

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*50.19% 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

**Mr. Paras Dakalia**

**Director - Finance**

**Capt. Sanjay Goel**

**Director - Operations**

**Capt. Dinyar Karai**

**CEO - Gujarat**

**Mr. Ravi Kothari**

**Senior GM – Operations  
(Gujarat)**

**Capt. Sandeep Agarwal**

**GM - Operations**

# Supported by Strategic Investors



## Oxbow Energy Solutions LLC (Oxbow Group) – USA

- Holds 7.5% in USL
- Suppliers of energy products like coal and petroleum coke for more than 100 years



## Logiscor Ltd (Scorpio Group) – Marshal Island

- Holds 9.25% in USL
- A leading independent provider of crude oil and petroleum products transportation services



## Coeclerici Logistics S. P. A – Italy

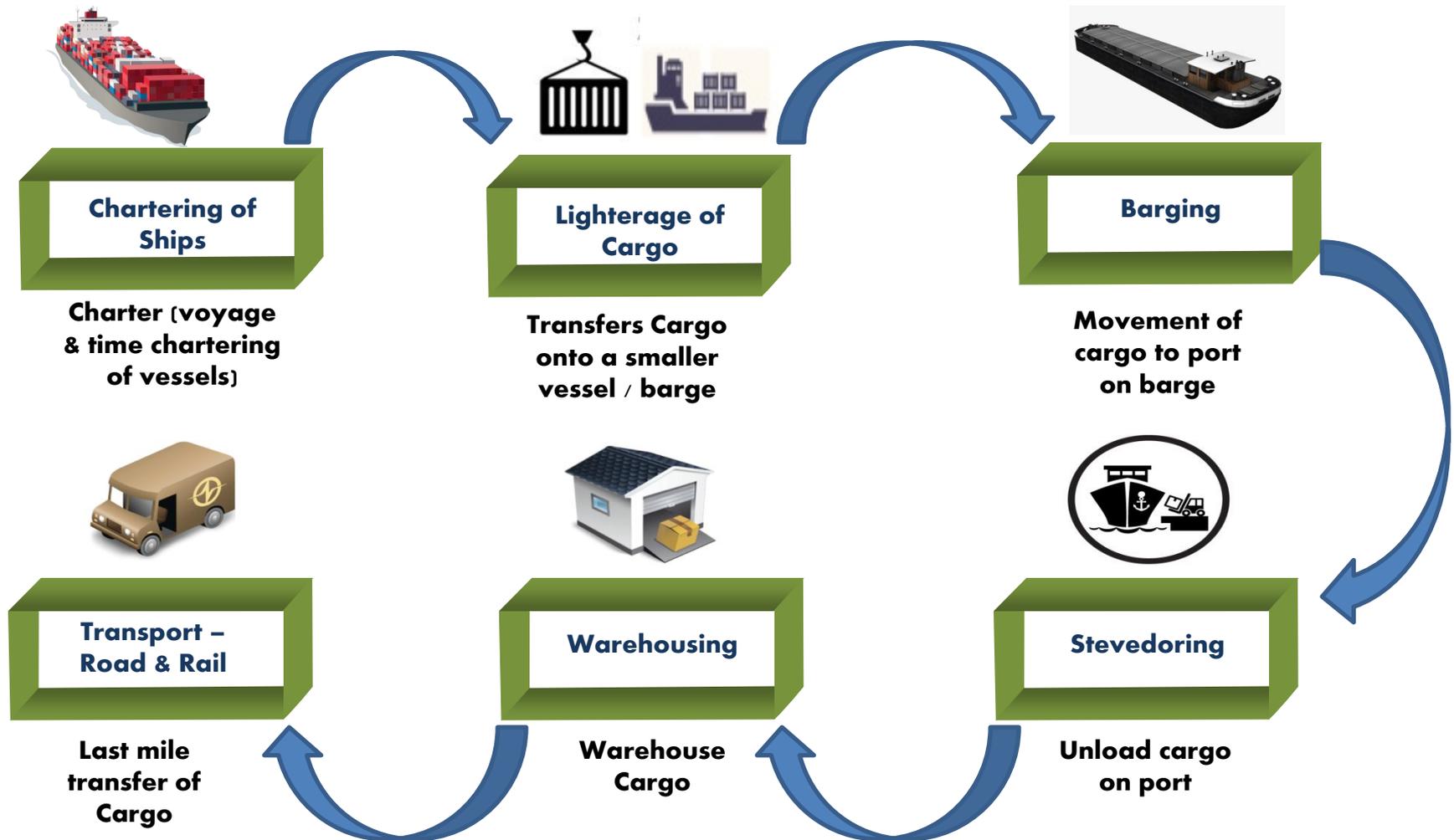
- Holds 7.5% in USL
- A Leading international multi-divisional company with activities in coal mining, dry bulk logistics, trading and shipping



## Mr. Vallabh Bhansali

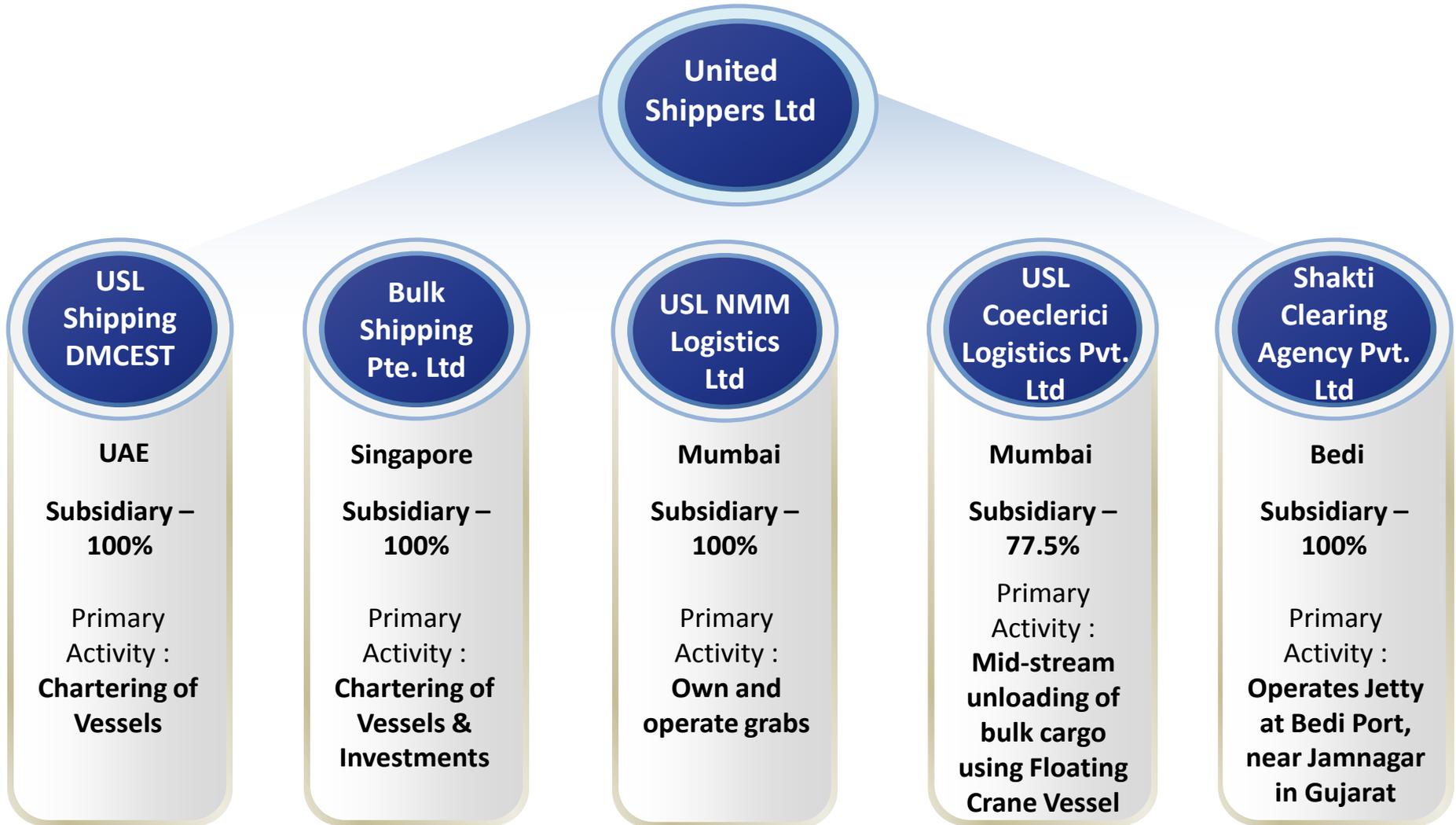
- Holds 6.94% in USL through family investments
- Co-founder and Chairman of Enam Financial Consultants Pvt. Ltd

# 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 - 18.02 Lakh Metric Ton in FY15
- Revenue of Rs. 102 Crs in FY15, contributing 19.32% of Consolidated Sales



## Subsidiary : *USL NMM Logistics Ltd*



- 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 - 3.59 Lakh Metric Ton in FY15
- Revenue of Rs. 0.84 Cr in FY15, contributing 0.15% of Consolidated Sales

## Subsidiary : *USL Coeclerici Logistics Pvt Ltd*

- Set-up in 2011
- JV company with USL - 28.5%, USL DMCEST – 49%, Coeclerici Logistics – 22.5%



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



- 1<sup>st</sup> Floating Crane Vessel construction completed and operational since 2012
- 2<sup>nd</sup> Floating Crane Vessel construction is in process. Completion expected by H1FY16



- Volumes handled - 17.52 Lakh Metric Ton in FY15
- Revenue of Rs. 11.43 Crs in FY15, contributing 2.16% of Consolidated Sales

## Subsidiary : *Shakti Clearing Agency Pvt Ltd*



- Acquired 100% equity stake in Shakti Clearing Agency Pvt Ltd
- Subsidiary of USL wef 28<sup>th</sup> 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. 7.33 Crs in FY15, contributing 1.4% of Consolidated Sales

# Servicing clients from Presence in 3 states

## Presence across Ports in Gujarat

- Navlakhi
- Bedi
- Sikka
- Sanghipuram
- Singach

## Presence across Ports in Maharashtra

- Dharamtar
- Dahanu

## Presence across Ports in Tamil Nadu

- Tuticorin



RELIANCE



Ambuja Cement



HINDUSTAN ZINC LIMITED



adani™

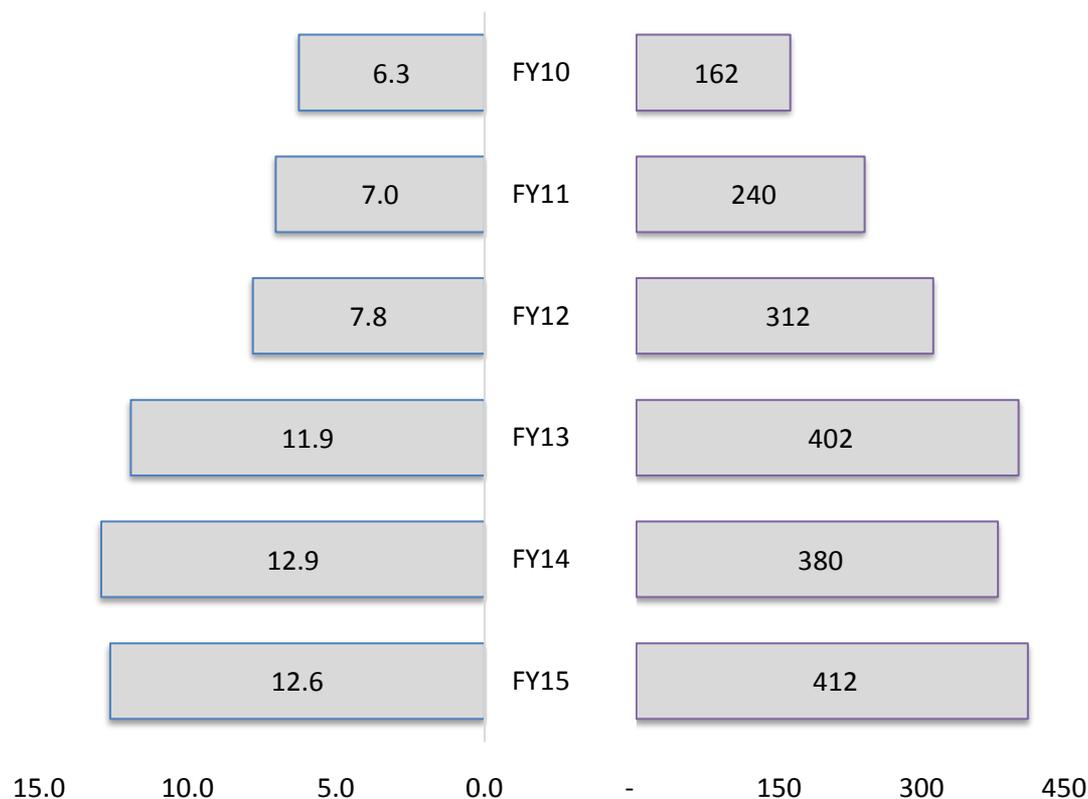
# Volume growth supported by strong fleet

## Equipment Fleet Size (#)

Equipment	As on March 31, 2015
Self Propelled Barges	38
Excavators	66
Payloaders	55
Dumpers	127

## 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
- 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

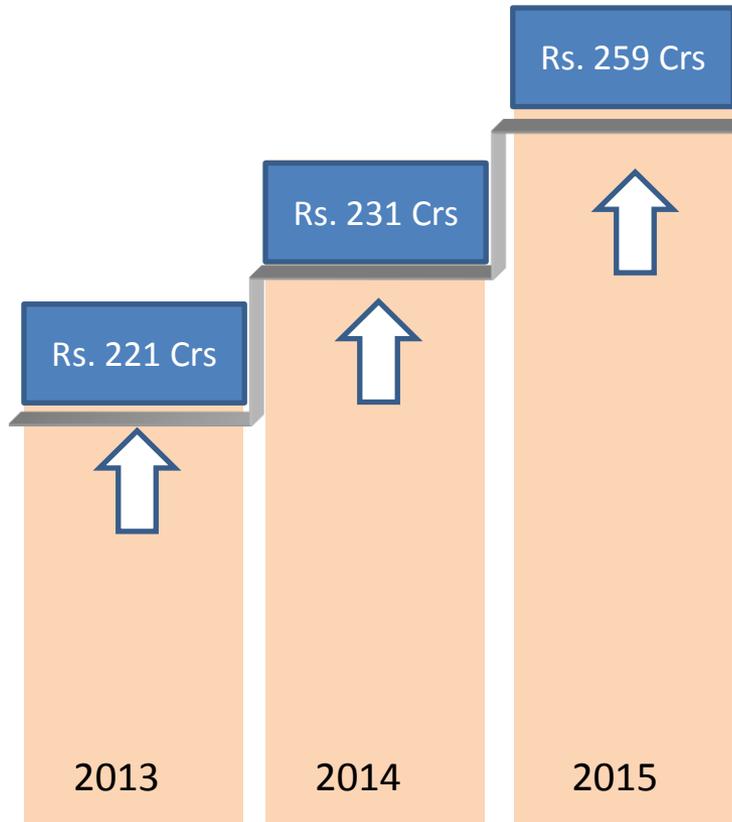


## Government Focus on Port Development

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

# Capitalizing on Growth Opportunities

## Gross Fixed Assets# (Rs. Crs)



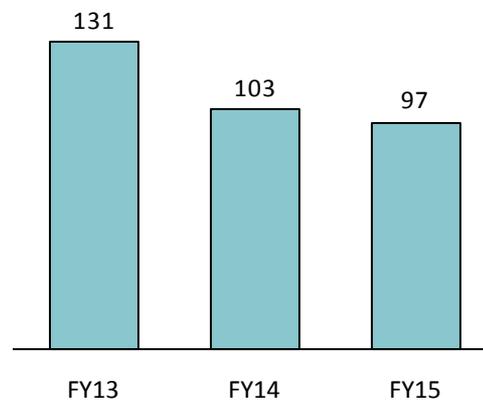
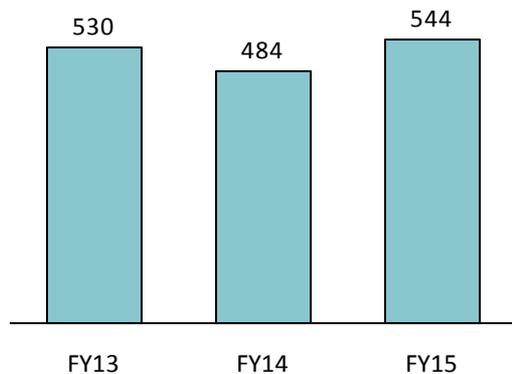
- Investing in Equipment fleet
- Strengthen Execution Capabilities to offer:
  - End-to-end logistics Solutions
  - Discharge Guarantees
  - Improved Product handling
  - Guaranteed Delivery with “No pilferages”

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

# Financial Indicators

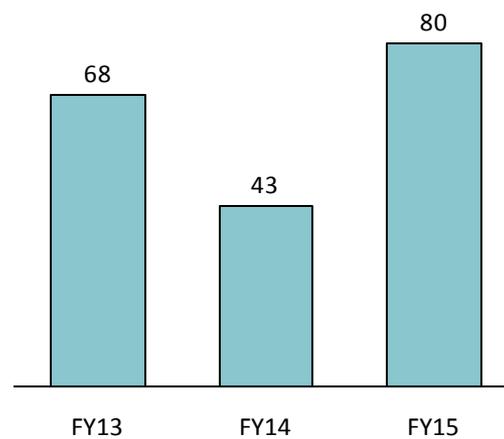
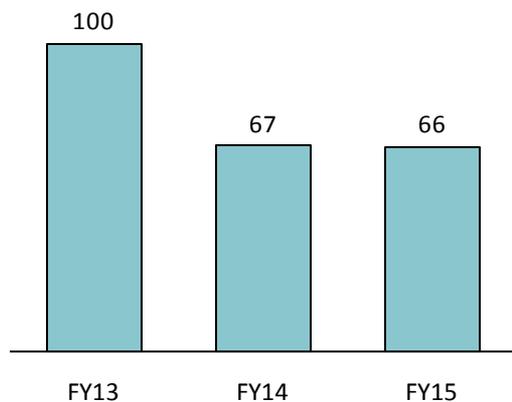
Rs.Crs

Revenue



EBITDA

PBT before Exceptional Item



Net Profit

# ***Consolidated Financial Highlights*** ***Oricon Enterprises Ltd***

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# Consolidated Profit & Loss

Rs. Crs	Q4 FY 15	Q4 FY14	YOY %	FY 15	FY 14	YoY %
<b>Revenue</b>	<b>234</b>	<b>217</b>	<b>8%</b>	<b>1,048</b>	<b>886</b>	<b>18%</b>
Consumption of RM	19	22		91	101	
Purchase of Traded Goods	80	51		302	205	
Employee Benefit Expenses	14	11		52	51	
Charter Freight Charges	13	14		103	77	
Stores & Spares	4	3		13	11	
Other Expenses	86	87		396	341	
<b>EBITDA</b>	<b>18</b>	<b>29</b>	<b>(38%)</b>	<b>91</b>	<b>99</b>	<b>(8%)</b>
<b>Margin</b>	<b>7.6%</b>	<b>13.3%</b>		<b>8.7%</b>	<b>11.2%</b>	
Other Income	9	8		33	27	
Interest	5	5		16	15	
Depreciation	12	10		38	40	
PBT before Exceptional Item	10	22		71	71	
Exceptional Item	57	(1)		57	(1)	
<b>PBT</b>	<b>67</b>	<b>21</b>	<b>223%</b>	<b>129</b>	<b>70</b>	<b>84%</b>
Tax	23	8		44	27	
PAT	44	13		85	43	
Minority Interest	22	6		42	21	
<b>PAT (after MI)</b>	<b>22</b>	<b>7</b>	<b>225%</b>	<b>43</b>	<b>22</b>	<b>99%</b>
<b>Margin</b>	<b>9.6%</b>	<b>3.2%</b>		<b>4.1%</b>	<b>2.5%</b>	

# Consolidated Balance Sheet

Rs. Crs.	Mar-15	Mar-14
<b>Shareholder's Fund</b>	<b>632</b>	<b>596</b>
Share capital	31	31
Reserves & Surplus	600	565
<b>Minority Interest</b>	<b>248</b>	<b>209</b>
<b>Non-current liabilities</b>	<b>266</b>	<b>135</b>
Long term borrowings	177	78
Other non-current liabilities	90	56
<b>Current liabilities</b>	<b>371</b>	<b>236</b>
Short term borrowings	177	108
Trade Payables	108	63
Other current liabilities	85	65
<b>Total Liabilities</b>	<b>1,517</b>	<b>1,176</b>

Rs. Crs.	Mar-15	Mar-14
<b>Non-current assets</b>	<b>1,019</b>	<b>877</b>
Fixed assets	725	516
Long-term loans and advances	84	213
Other non-current assets	209	148
<b>Current assets</b>	<b>498</b>	<b>299</b>
Current Investments	34	48
Inventories	120	53
Trade receivables	214	135
Cash & Cash equivalents	25	30
Other current assets	105	34
<b>Total Assets</b>	<b>1,517</b>	<b>1,176</b>

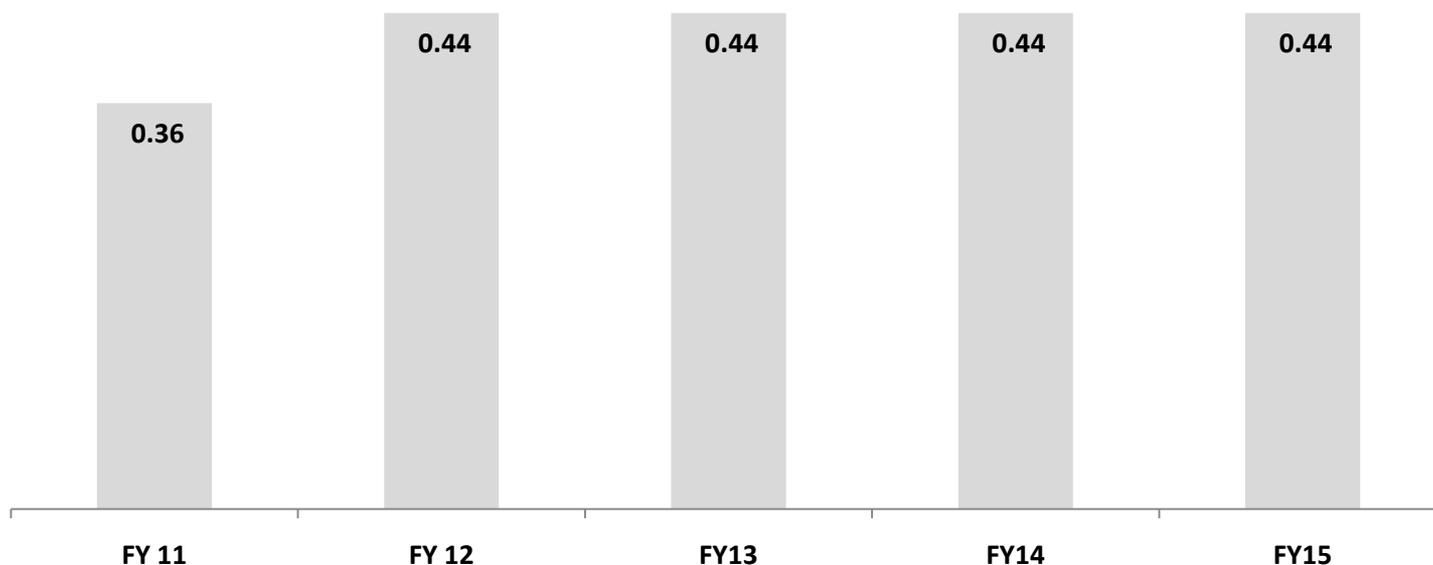
# Segment Highlights

Rs. Crs	FY15	FY14	FY15	FY14	FY15	FY14
	Revenue		EBIT		EBIT %	
<b>Packaging</b>	117	93	7	4	6%	4%
<b>Logistics</b>	528	469	110	57	21%	12%
<b>Others</b>	403	324	8	9	2%	3%

# Dividend Track Record

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Dividend per Equity Share (Rs.)



***Declared dividend of 22% of Face Value of Rs. 2/-***

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For further information, please contact:

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**Company :**

Oricon Enterprises Ltd.  
L28100MH1968PLC014156  
Mr. B M Gagar  
[bm@ocl-india.com](mailto:bm@ocl-india.com)

[www.oriconenterprises.com](http://www.oriconenterprises.com)

**Investor Relations Advisors :**

Strategic Growth Advisors Pvt. Ltd.  
U74140MH2010PTC204285  
Ms. Sanjita Ghosh / Mr. Shogun Jain  
[gsanjita@sgapl.net](mailto:gsanjita@sgapl.net) / [jshogun@sgapl.net](mailto:jshogun@sgapl.net)  
077383593389 / 07738377756

[www.sgapl.net](http://www.sgapl.net)