



*Investor Presentation – February 2016*

# 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> 59.05% 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 with Fleet size of more than 300 equipments</li><li>• Bought back shares of existing shareholders, increasing OEL holding to 59.05% from 50.19%</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



# ***Oricon Properties Pvt Ltd***

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*100% subsidiary of OEL*

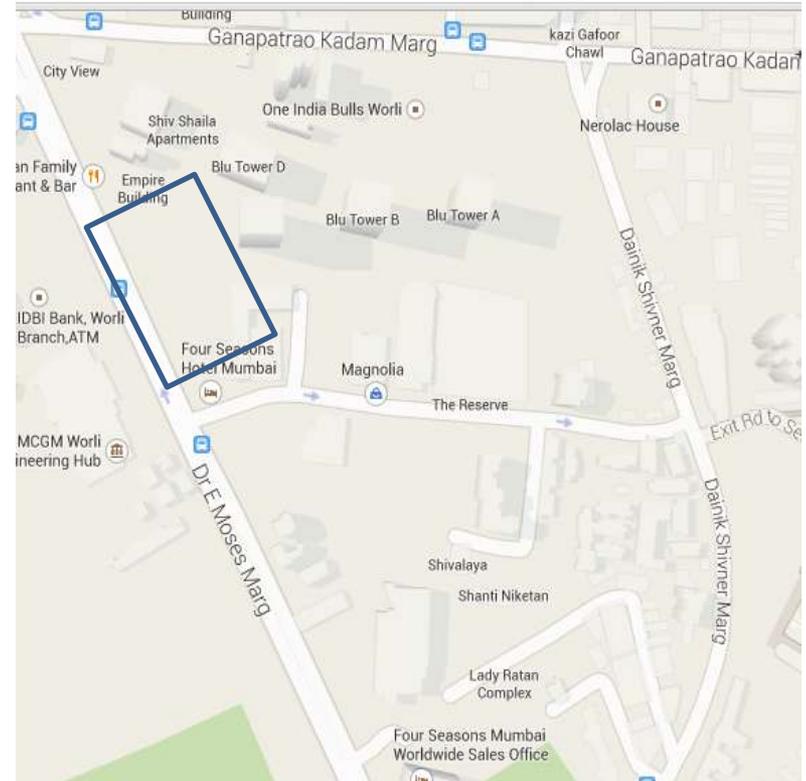
# Monetizing Real Estate in due course

## 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

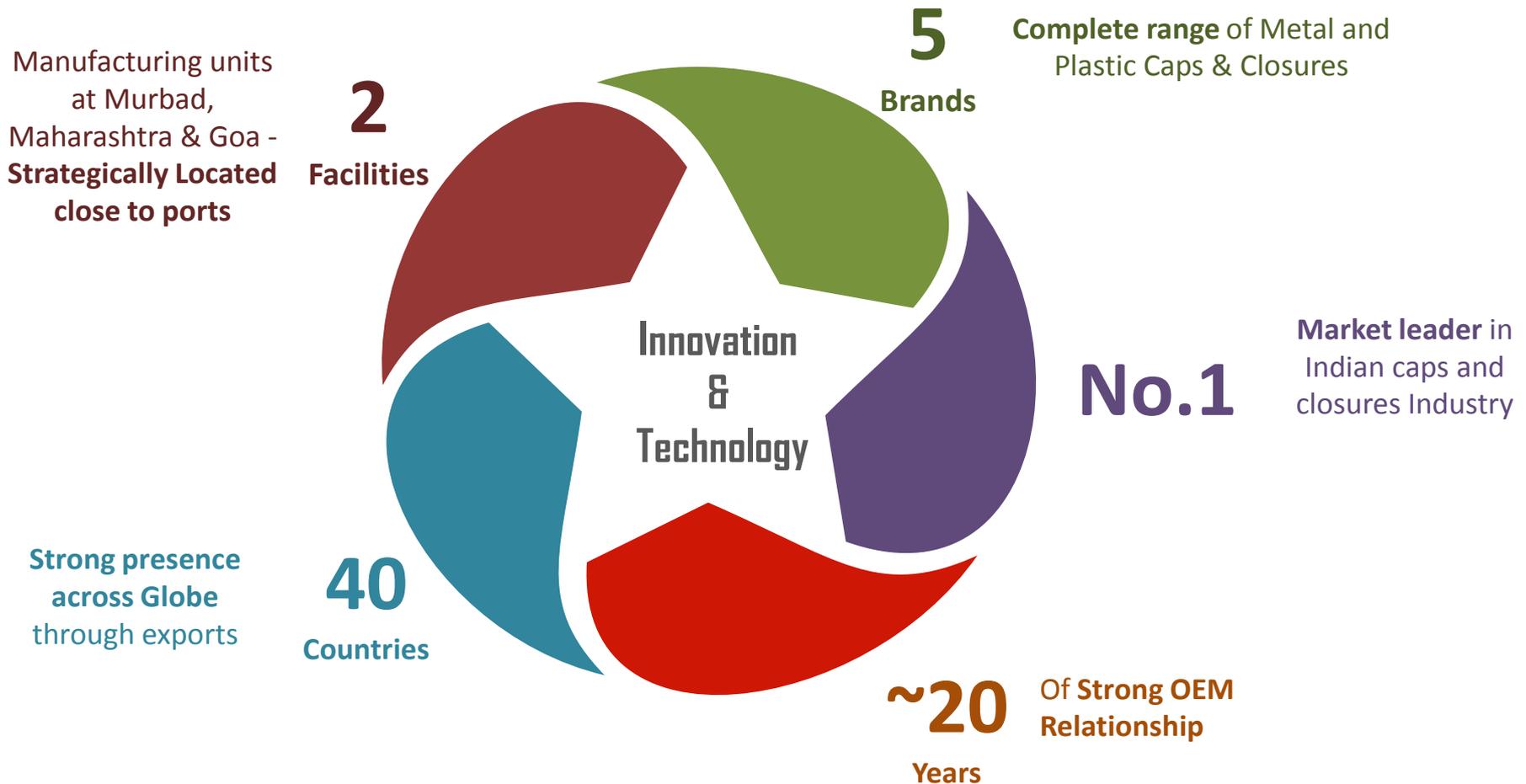
## Mr. B.K. Toshniwal – Executive Director & Company Secretary

- 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 Mormugao 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



## Export Opportunities

- Most of key export markets significantly under-served
- Increasing penetration of MNC in these markets provide strong potential for future growth



## Growing Plastic Closures Demand

- Industry trend shifting towards plastics with increasing manufacturing of carbonated soft drinks, fruit juices, bottled water in PET bottles



## Low per capita expenditure on Packaging in India

- Low penetration levels in all the end user markets
- Rapidly changing socio-economic factors



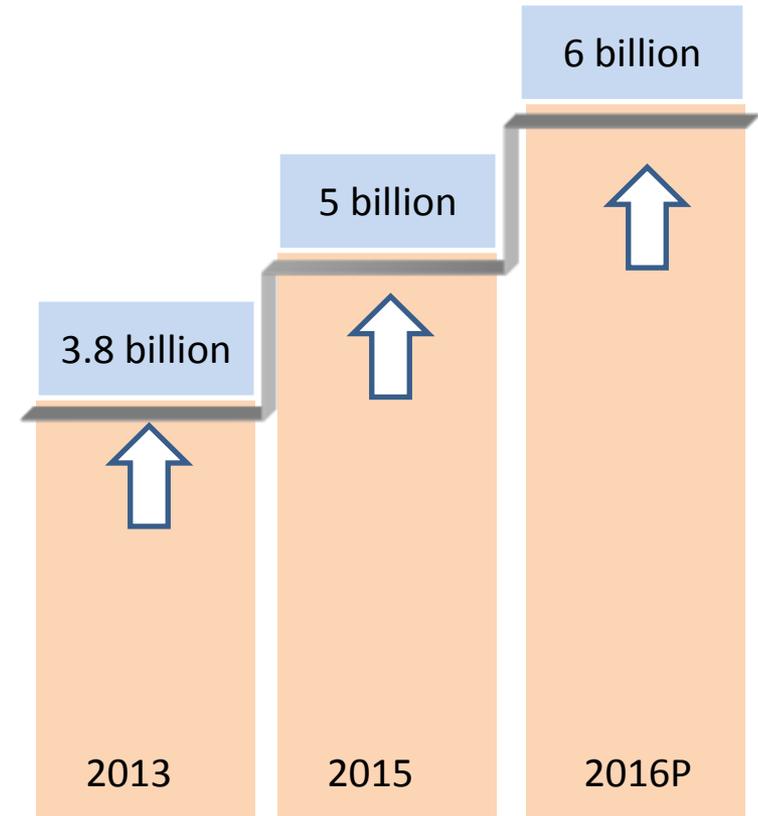
## Fast Growing User Market

- Urbanization & rising consumer income levels will lead to rise in demand for packaged food & beverage products
- F&B companies aggressively expanding capacity to tap growing demand

# Capitalizing on Growth Opportunities

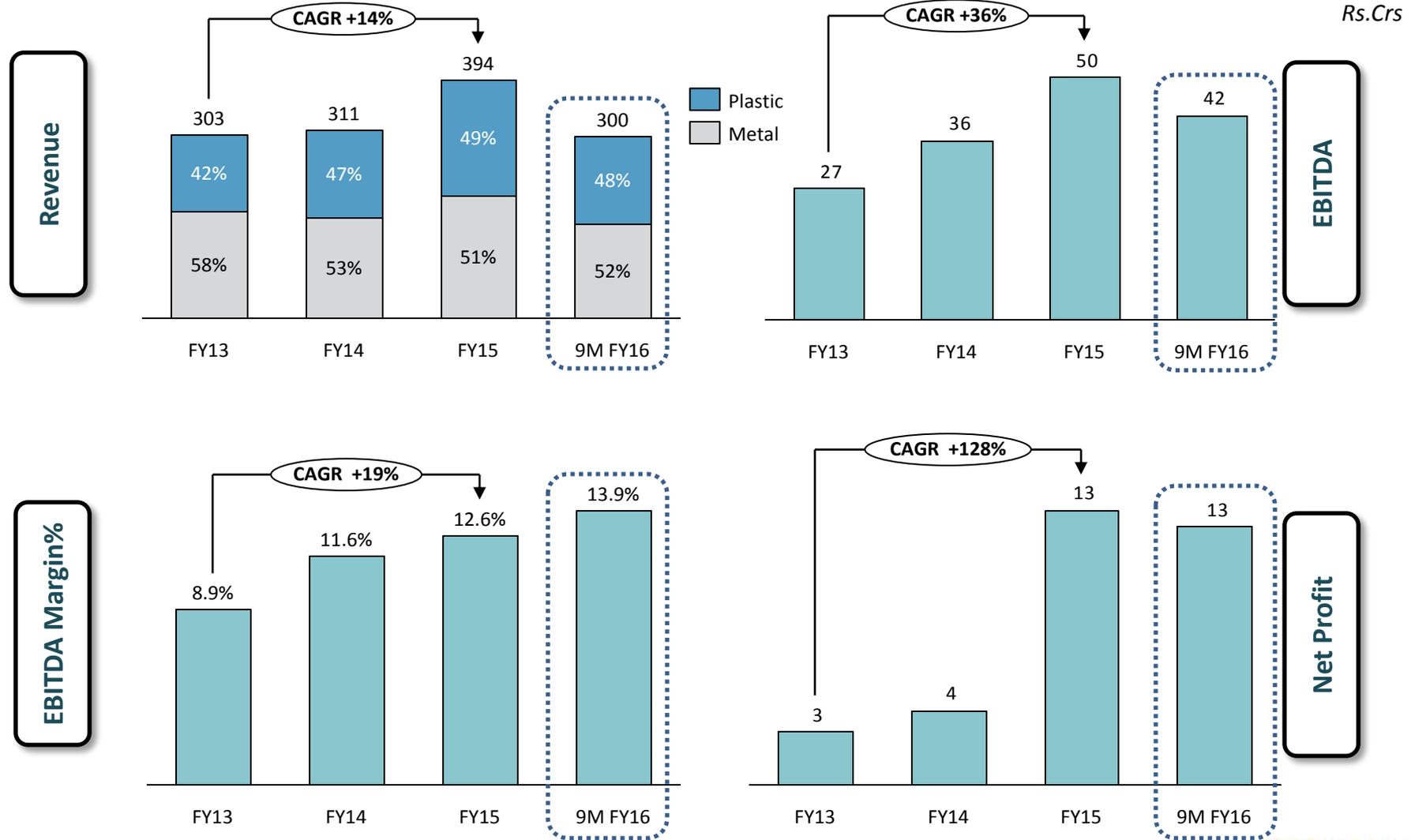
- Global containers & Packaging market valued at USD 583 bn, estimated to grow at 6.8% CAGR over 2013-2018
- Indian CSD Industry valued at USD 2.4 bn, estimated to grow at 8% CAGR over 2013 - 2018
- Indian Alcoholic Beverages market valued at USD 35 bn, estimated to grow at 12% CAGR over 2013-2018
- 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

**Plastic Closure Production Capacity (#)**



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

# Financial Indicators



Rs.Crs

# ***United Shippers Ltd***

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*59.05% 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



## Logiscor Ltd (Scorpio Group) – Marshal Island

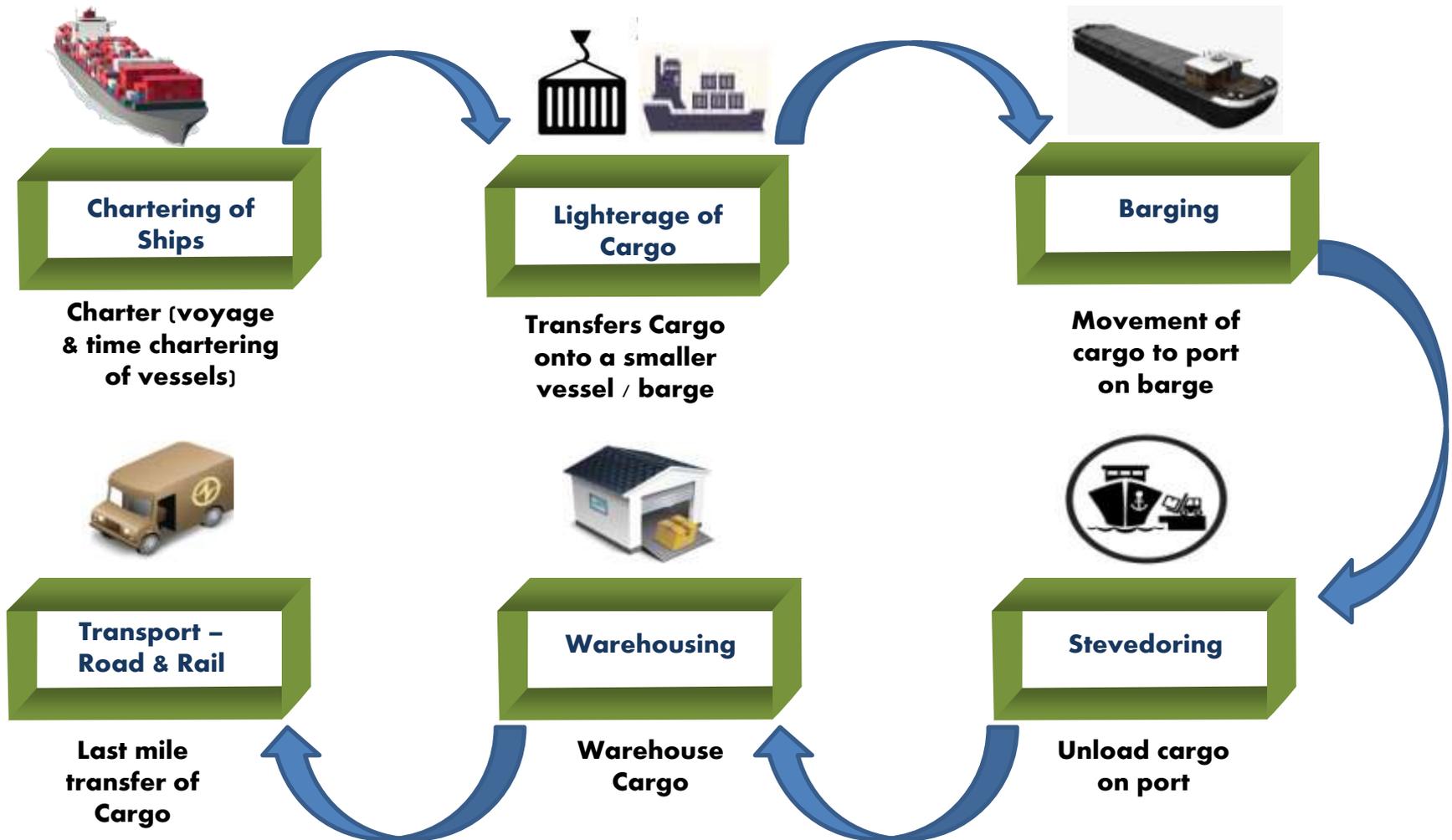
- Holds 10.88% in USL
- A leading independent provider of crude oil and petroleum products transportation services



## Mr. Vallabh Bhansali

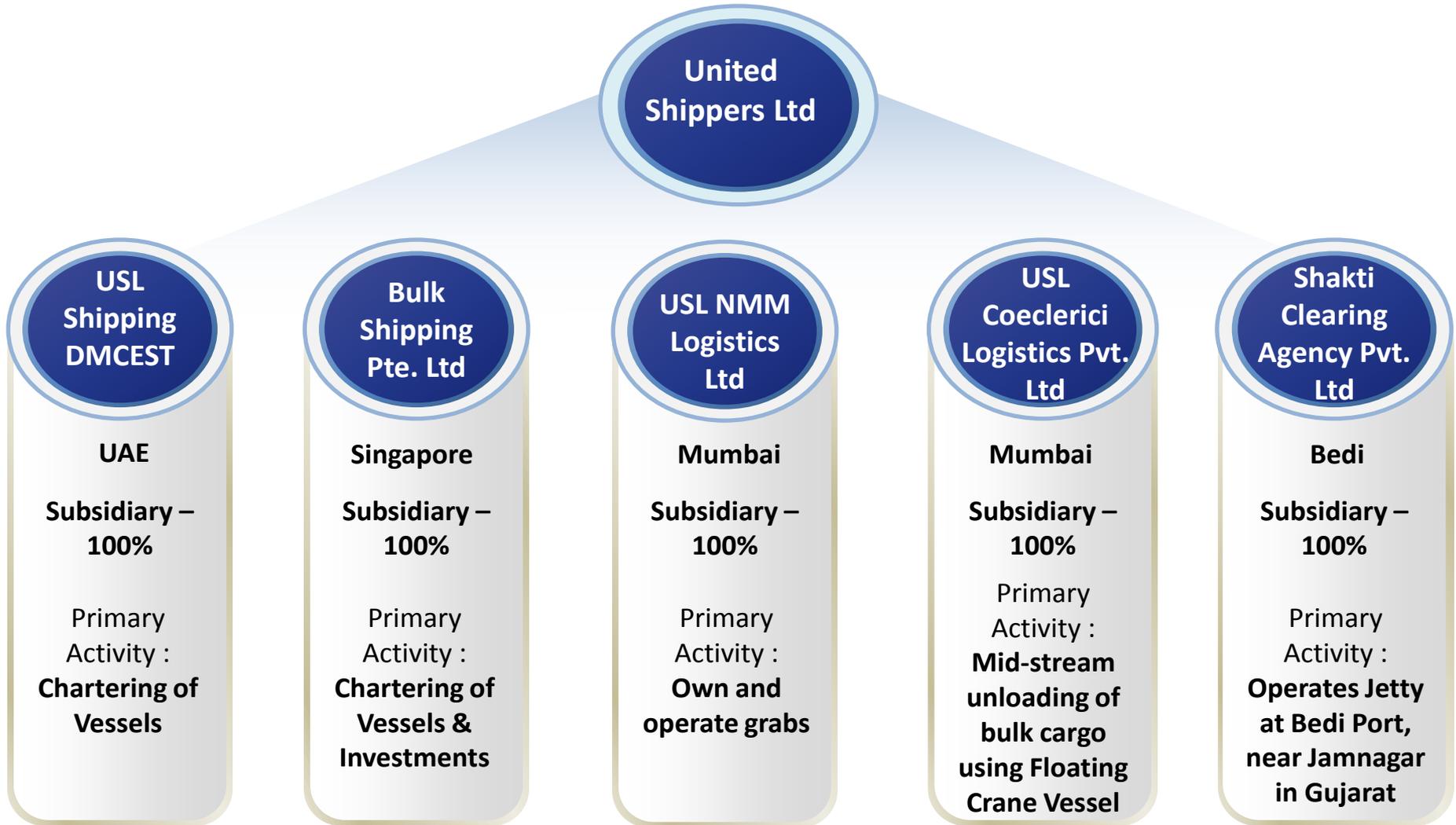
- Holds 8.18% in USL through family investments
- Co-founder and Chairman of Enam Financial Consultants Pvt. Ltd

# 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

- 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



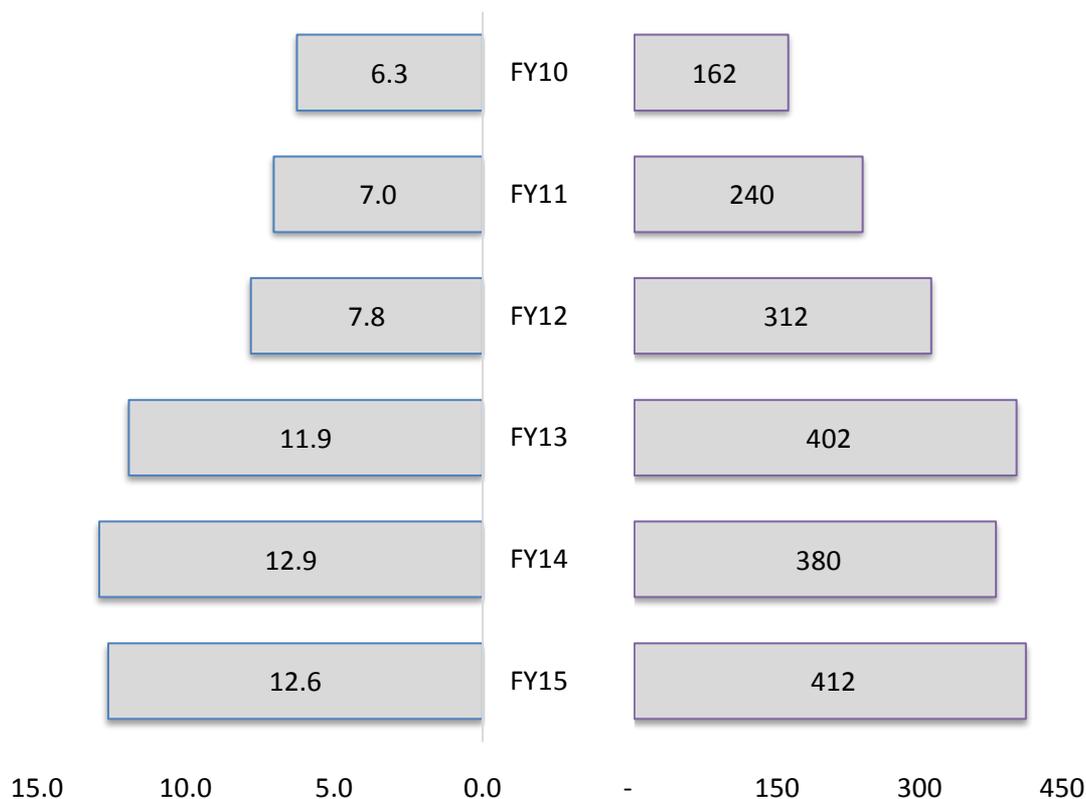
# Volume growth supported by strong fleet

## 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

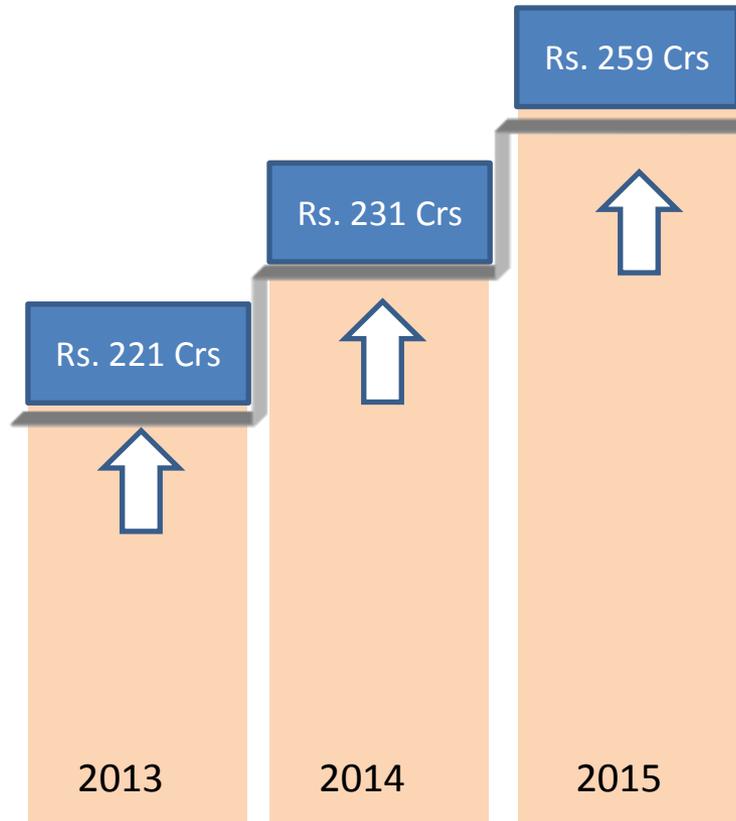


## Government Focus on Port Development

- 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)

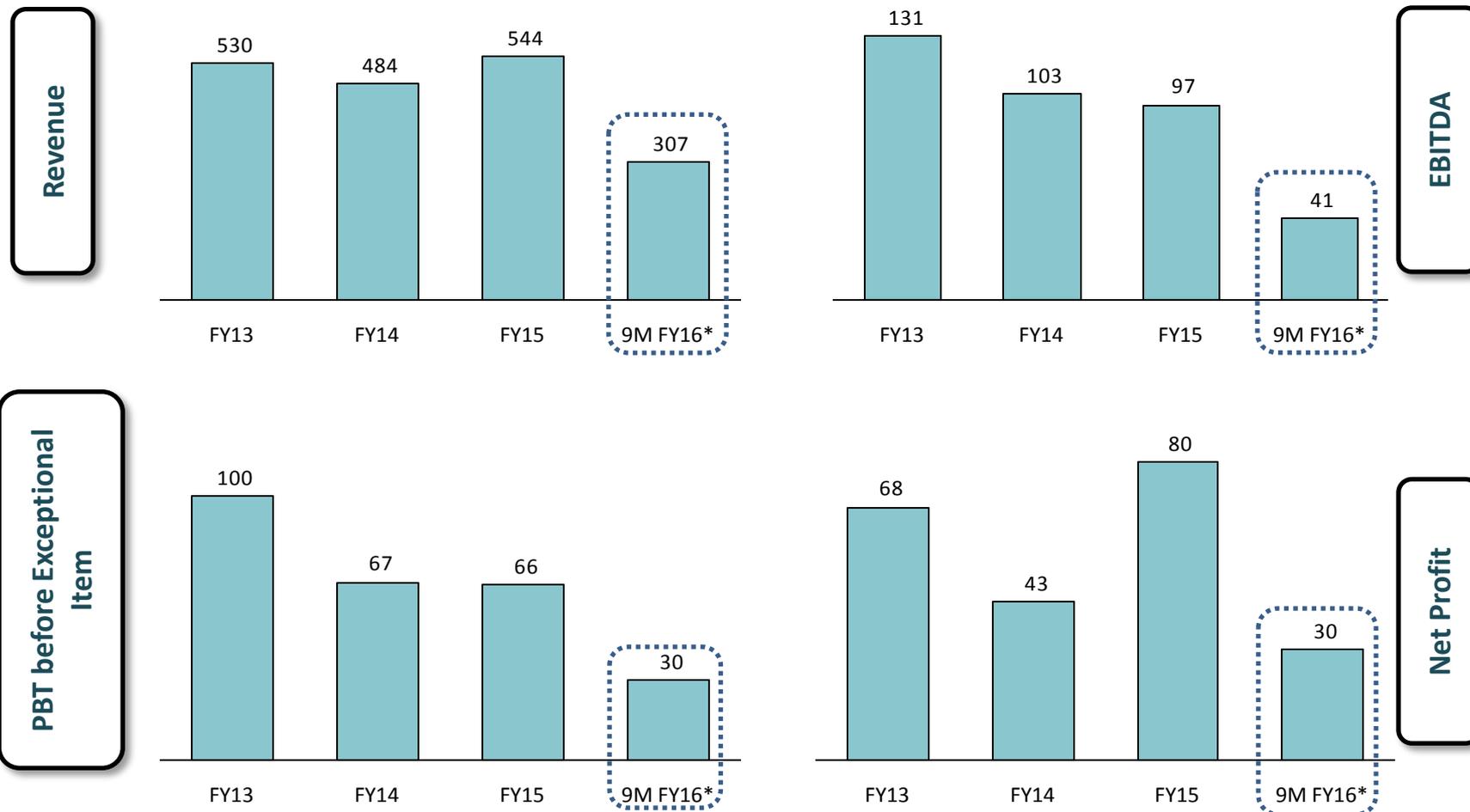


- Investing in Equipment fleet
- Strengthen Execution Capabilities to offer:
  - End-to-end logistics Solutions
  - Discharge Guarantees
  - Improved Product handling
  - Guaranteed Delivery with “No pilferages”

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

# Financial Indicators

Rs.Crs



Note : Consolidated Results

\* USL sold its stake in JV company, Dharamtar Infrastructure Ltd in May'16. Profit from sale of its stake has been accounted as exceptional item

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

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# Consolidated Profit & Loss - Quarterly

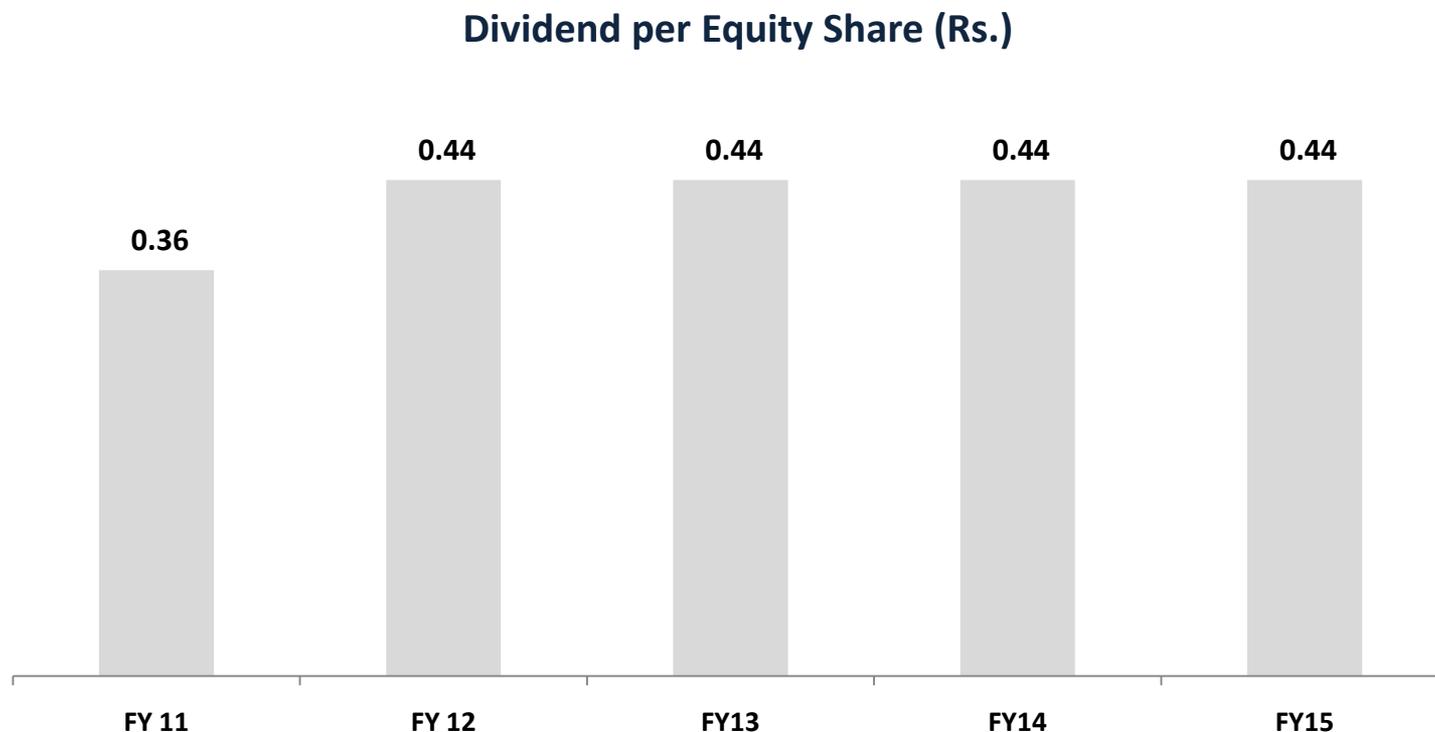
Rs. Crs	Q3 FY 16	Q3 FY15	YOY %	9M FY 16	9M FY15	YOY %
<b>Revenue</b>	<b>302</b>	<b>269</b>	<b>12%</b>	<b>897</b>	<b>814</b>	<b>10%</b>
Consumption of RM	56	25		171	74	
Purchase of Traded Goods	75	77		217	222	
Increase/Decrease in stock trade	-5	-2		5	-1	
Employee Expenses	18	12		55	37	
Charter Freight Charges	26	16		68	90	
Stores & Spares	10	3		28	9	
Other Expenses	96	112		273	310	
<b>EBITDA</b>	<b>26</b>	<b>26</b>	<b>2%</b>	<b>78</b>	<b>74</b>	<b>6%</b>
<b>Margin</b>	<b>8.6%</b>	<b>9.5%</b>		<b>8.7%</b>	<b>9.1%</b>	
Other Income	6	10		23	24	
Interest	5	4		19	11	
Depreciation	15	9		41	26	
PBT before Exceptional Item	<b>11</b>	<b>22</b>		<b>41</b>	<b>62</b>	
Exceptional Item	2	0		11	0	
<b>PBT</b>	<b>13</b>	<b>22</b>	<b>-40%</b>	<b>52</b>	<b>62</b>	<b>-16%</b>
Tax	5	7		16	21	
PAT	<b>8</b>	<b>15</b>		<b>35</b>	<b>40</b>	
Minority Interest	3	7		14	20	
<b>PAT after MI</b>	<b>5</b>	<b>7</b>	<b>-37%</b>	<b>21</b>	<b>21</b>	<b>-1%</b>
<b>Margin</b>	<b>1.6%</b>	<b>2.8%</b>		<b>2.3%</b>	<b>2.6%</b>	

## Segment Highlights – 9M FY16

Rs. Crs	9M FY16	9M FY15	9M FY16	9M FY15	9M FY16	9M FY15
	Revenue		EBIT		EBIT %	
<b>Packaging</b>	300	84	22	5	7.3%	5.4%
<b>Logistics</b>	307	427	20	48	6.4%	11.3%
<b>Automobiles</b>	241	249	-2	3	-0.8%	1.4%
<b>Others</b>	52	53	2	2	4.6%	3.7%

# Dividend Track Record

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

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For further information, please contact:

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