



Investor Presentation

February 2014



Safe Harbor

This presentation and the accompanying slides (the “Presentation”), which has been prepared by Oricon Enterprises Limited (the “Company”), solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Business Segments



Marine Logistics

- India's largest marine logistics company handling dry cargo
- Involved in the business of lighter age, stevedoring & logistics



Packaging - Metal & Plastic Closures

- Largest installed capacity of crowns, ROPP caps and plastic beverage closures in India
- Market leader in crown caps, plastic and ROPP closures



Real Estate

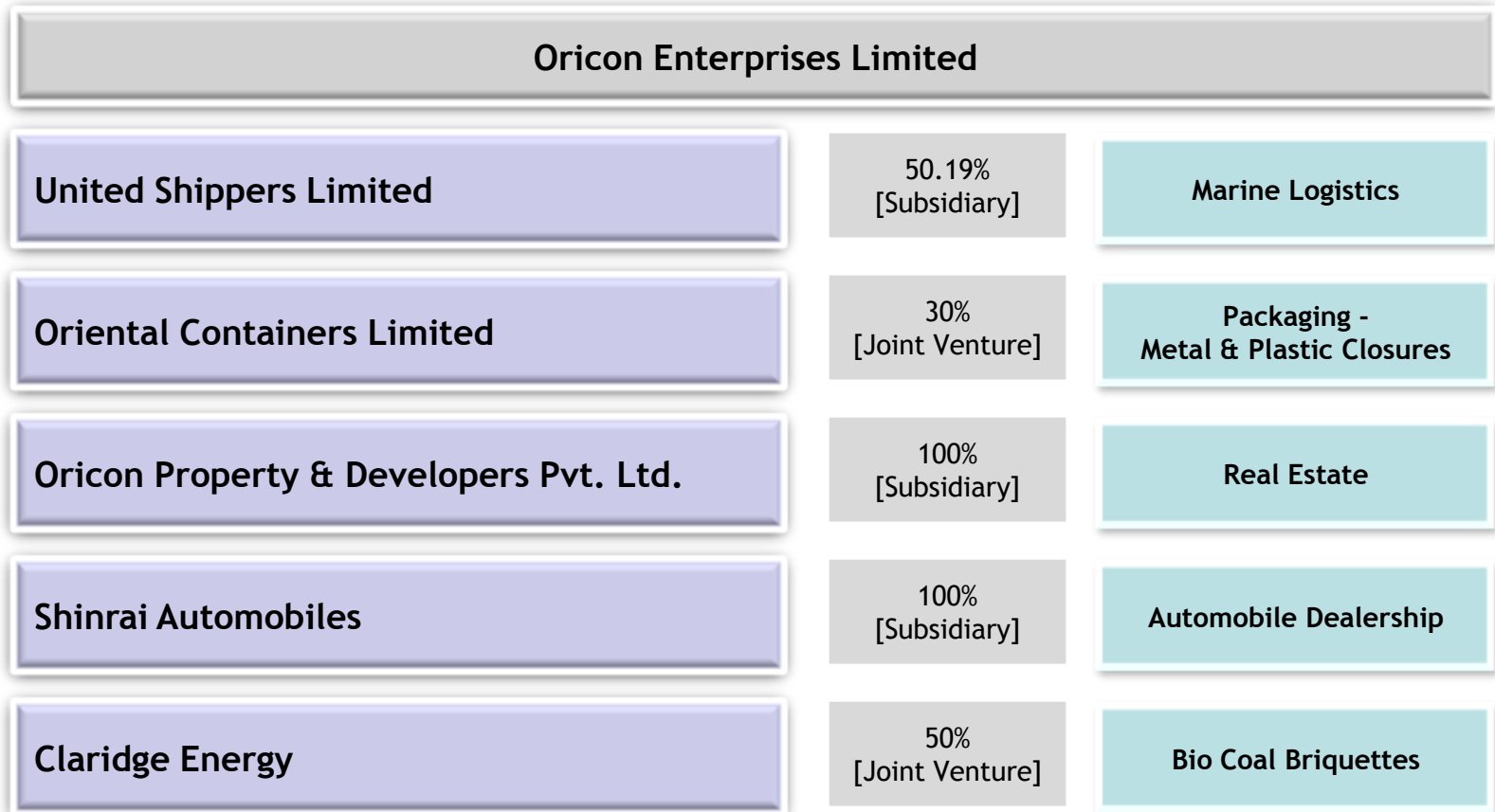
- 3 acre land bank at Worli, Mumbai
- Plans for development / re-development for residential / commercial use



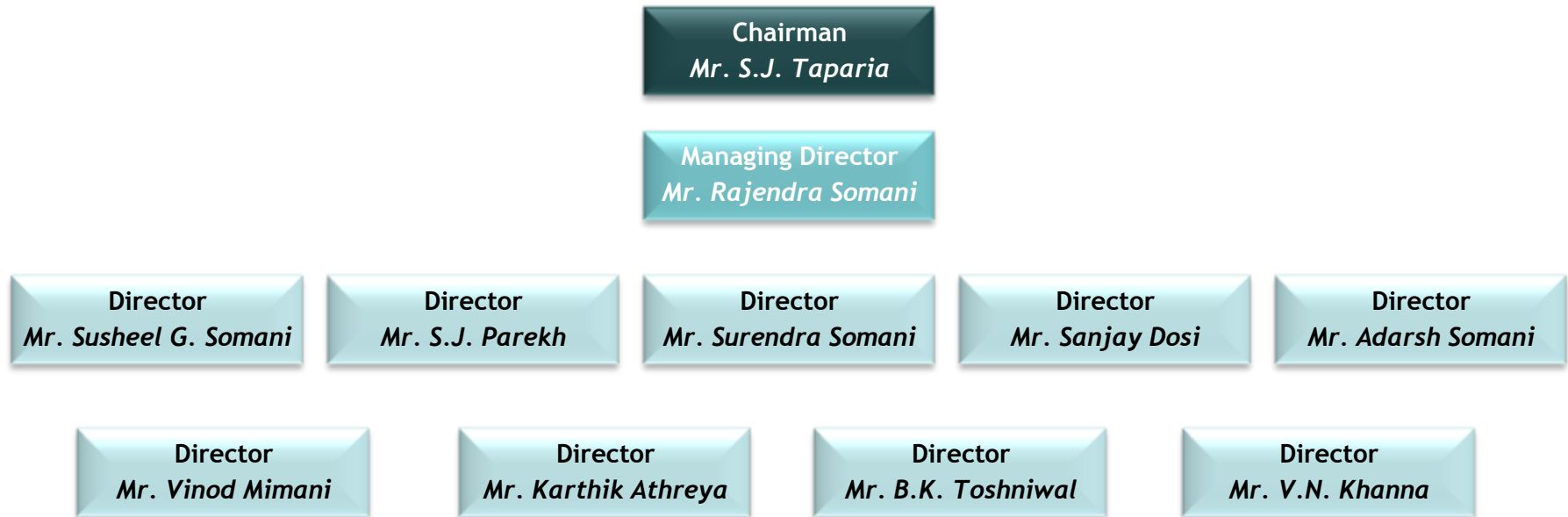
Others

- Automobile Dealership
- Petrochemicals
- Bio Coal Briquettes

The Company - Business Snapshot



Board of Directors



Strong and experienced Board member team
Average experience of more than 20 years
Loyal workforce with low employee turnover

Marine Logistics

Business Overview

- 50.19% subsidiary of Oricon Enterprises Limited
- India's largest marine logistics company handling dry cargo
- Involved in the business of lighter age, stevedoring & logistics
- Operates through ports in Gujarat, Maharashtra, Karnataka, Tamil Nadu & Goa
- Handles mainly coal, pet coke, clinker, steel, salt & sugar
 - Coal accounts for ~85% of the total cargo handled
- Self owned machinery - Largest Barge Fleet in India
 - Owns 32 barges, 45 excavators, 55 preloaders & 150 dumpers
- Handled 11.8 million tonnes of Cargo in FY13

Operating Ports

Gujarat: Navlakhi, Sikka, Bedi, Pipavav, Jakhau, Jaffrabad

Maharashtra: Redi, Dighi, Dharamtar, MbPT, Dahanu

Goa: Panjim

Andhra Pradesh: Krishnapatnam

Karnataka: Belekeri, Karwar

Tamil Nadu: Tuticorin, Chennai



Major Customers

Power

- Reliance Power
- Adani Power
- Agarwal Coal
- Essar



Cement

- Binani Cement
- Ultra Tech Cement
- ACC
- JK Cement



Strategic Investors

- Oxbow Coal B.V - USA,
- Logiscor Ltd. (Scorpio Group) - Marshall Island,
- Coeclerici Logistics S. P. A - Italy
- Enam Holdings



Rising Coal Demand

Projected Coal Demand (Million Tons)

Sector	2005-06	2006-07	2011-12	2016-17	2021-22	2026-27	2031-32
Electricity (A)	310	341	539	836	1,040	1,340	1,659
Iron & Steel	43	43	69	104	112	120	150
Cement	20	25	32	50	95	125	140
Others	53	51	91	135	143	158	272
Non-elect. (B)	116	119	192	289	350	403	562
Total (A) + (B)	426	460	731	1,125	1,390	1,743	2,221

Coal Demand & Supply

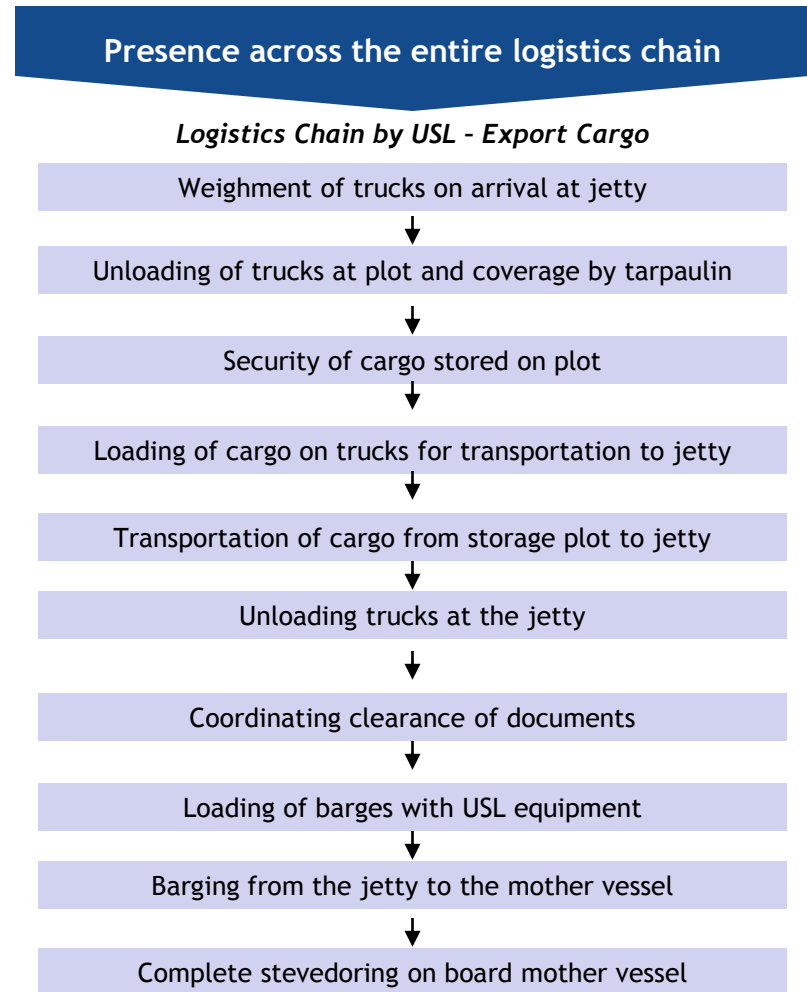


Power Plants coming up across Western Coast

Thermal - Coal Fired	1200 MW	Land Acquisition Stage	Videocon Industries
Nuclear	2×700 MW	Construction Underway	Nalco Power Company Limited
Thermal - Coal Fired	1200 MW	PPA Signed	Petronet LNG Ltd
Thermal - Coal Fired	3300 MW	Bids Invited	Kutchh Power Generation Limited
Solar	500 MW	Planning	Gujarat Power Corp
Thermal - Gas Based	1200 MW	Environment Clearance Awaited	Gujarat State Electricity Corporation Ltd
Thermal - Gas Based	7200 mw	Environment Clearance Awaited	Bharuch Power Ltd
Thermal - Gas Based	655 MW	Under Implementation	CLP Power India Private Limited

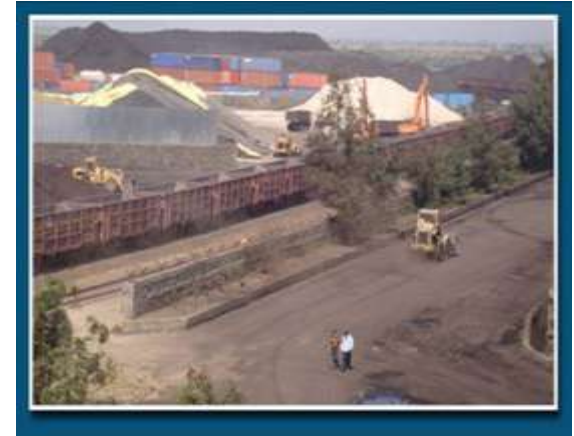
Key Differentiating Factors

- Highest Discharge Rate in the business
- Flexible to all cargo types
- Integrating land - sea - rail
- Operates on self owned infrastructure
- Convenience of a one point of contact for all logistics needs at competitive prices
- Operating efficiencies derived from years of experience in all facets of logistics including
- Enjoys monopoly to some extent due to entry barriers to other players on account of maritime restrictions



Dharamtar Port Infrastructure

- Dharamtar Infrastructure - A JV between United Shippers Limited and PNP Maritime Services Pvt Limited
- Proportion of ownership interest by USL : 43.10%
- Envisaged for development of areas around PNP Port in Dharamtar
- Owns and operates PNP Port in Dharamtar which has railway connectivity
- Specializes in providing barge services using inland water mode
- Owns 150 acres of land located within close proximity of JNPT Port
- Unique advantage lies in trans-shipment and transportation of containers using inland water mode thereby avoiding port congestion at JNPT
- With the railway siding complete, DIL has the first mover advantage and is one of the few ports offering true tri-modal connectivity
- Handled 3.5 million tonnes of Cargo in FY 13

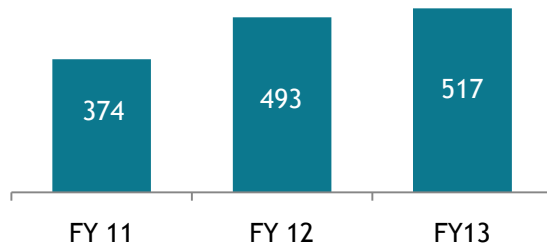


- Services Offered
 - Container / cargo transportation by sea / road
 - Bulk and break bulk transport by sea / road
 - Large scale warehousing and distribution of all commodities
 - CFS facility
 - Custom notified warehousing

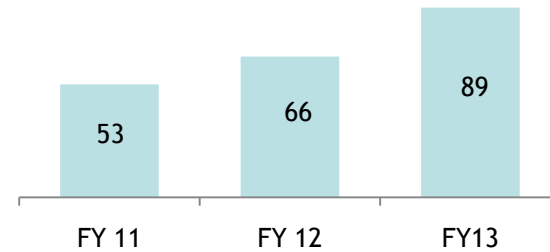
- **CGU Logistic Limited (JV-22.5%)**
 - A JV between United Shippers Limited and Coeclerici Logistics SpA of Italy
 - Formed to implement off shore logistics
 - The first project being implemented is Bulk Prosperity, the latest generation of floating transfer station
- **USL Coeclerici Logistics Private Limited (77.5% Subsidiary)**
 - Purpose of the Company is to provide mid stream unloading of bulk cargoes
- **USL Shipping DMCEST (100% Subsidiary)**
 - Based in Dubai
 - Charters vessels for various clients
- **USL Packaging Limited (100% Subsidiary)**
 - Owns bagging machine ideal for bagging of free flowing cargoes
- **USL NMM Logistics Limited (100% Subsidiary)**
 - Main business is to own and operate grabs
- **Bulk Shipping Pte. Ltd (100% subsidiary)**

Logistics Segment Performance

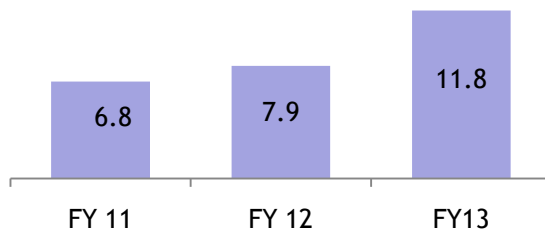
■ Segment Revenue [Rs Crs]



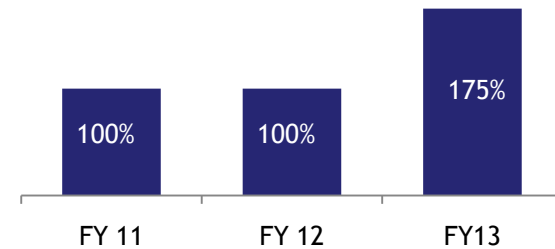
■ Segment Result [Rs Crs]



■ Volume Handled [Mn Tonne]



■ Dividend [%]



Packaging : Metal & Plastic Closures

Business Overview

- Largest Indian manufacturer of metal and plastic caps and closures
- Manufactured ~8,000 million caps and closures in FY2013
- Caters to F&B, alcohol, FMCG and pharmaceutical industries
- Two separate manufacturing facilities for metal and plastic closures
- Blue chip customers, spread over 40 countries
- Pioneered manufacturing of plastic closures using compression moulding, in India

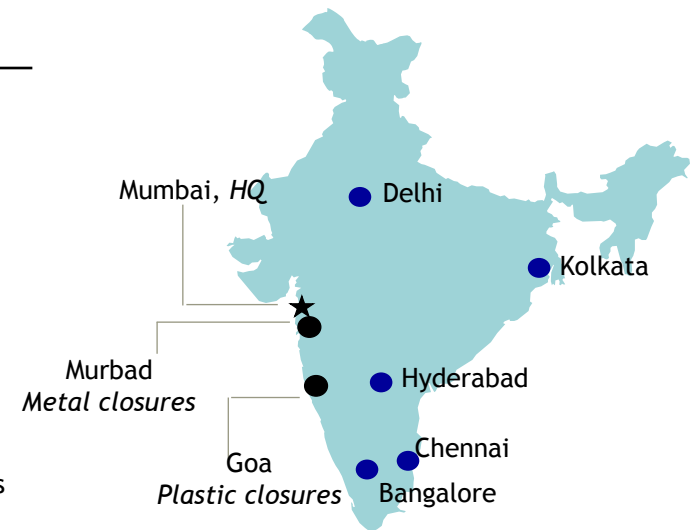
Products

- Metal Closures
 - Crown Caps
 - Roll on Pilfer Proof Caps (ROPP)
 - Twist Off Caps
 - Aluminium Collapsible Tubes
- Plastic Closures
 - CSD
 - Warm / Hot Fill
 - Water Application



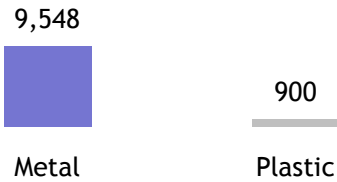

Ownership



- Manufacturing plants
- Marketing offices



Sustained Market Dominance

	2007-08	2012-13
Products	<ul style="list-style-type: none"> Predominantly metal closures: <ul style="list-style-type: none"> Crown Caps ROPP Caps Emerging presence in CSD plastic closures 	<ul style="list-style-type: none"> New plastic closures added: <ul style="list-style-type: none"> Warm / Hot fill, Water application CSD capacity significantly enhanced Product range encompassing nearly all segments
Sales Mix		
Installed Capacity (mnppa*)		
Financials	<ul style="list-style-type: none"> Domestic revenues: INR 768m Export revenues: INR 403m EBITDA: INR 79m 	<ul style="list-style-type: none"> Domestic revenues: INR 2,320m Export revenues: INR 705m EBITDA: INR 270m

* Million pieces per annum

Business Highlights

Dominant Market Position

- Largest Indian caps and closures manufacturer
 - Combined annual capacity - 14 billion
 - Market leader in crown caps, plastic and ROPP closures
 - Comprehensive product range catering to nearly all segments of F&B and alcohol industries
- Premium pricing
 - Favourable trade terms
 - High customer dependence on OCL

Blue Chip Customers

- Key customers are market leaders in respective segments
 - Strong commitment to India
 - Coca Cola and PepsiCo have earmarked US\$2bn and US\$655m respectively for India
- Ensures steady growth
 - Large investment plans by key customers shows strong potential for growth

Strong Customer Relationship

- Longstanding relationship with customers like Coca Cola, Pepsi and UB Group
 - Average length of relationship with top customers is ~19 years
- Preferred supplier
 - Major share of orders
 - Favourable trade terms

Advanced Manufacturing Facilities

- Automated machinery sourced from leading machinery manufacturers like SACMI
 - Technology from global majors:
 - Silgan White Cap: Twist-Off caps
 - Taiwan Hon Chuan: Compression moulding for plastic closures
- Efficient production process
 - Superior and consistent quality ensuring high customer retention

Murbad Plant - Metal Closures

- Crown Caps
- ROPP Caps
- Twist-off
- Aluminium Collapsible Tubes

Goa Plant - Plastic Closures

- CSD Closures
- Warm / Hot Fill Closures
- Water Closures

Notable Customer Brands

Carbonated Soft Drinks



Alcohol



Fruit Drinks



Bottled Water

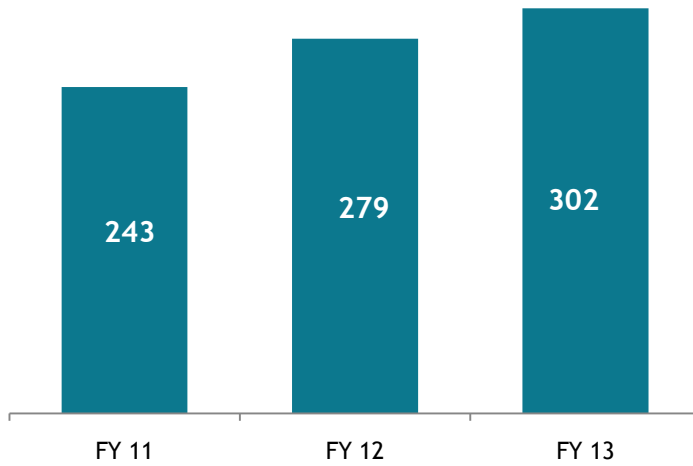


Packaged Food and Pharmaceutical

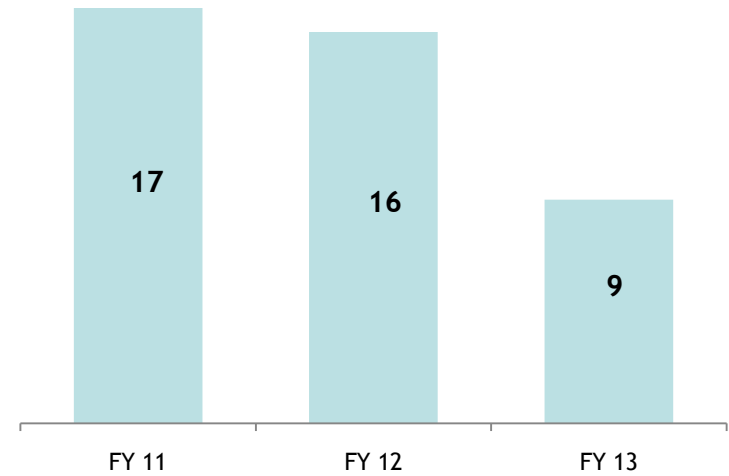


Operating Performance

■ Revenue [Rs Crs]

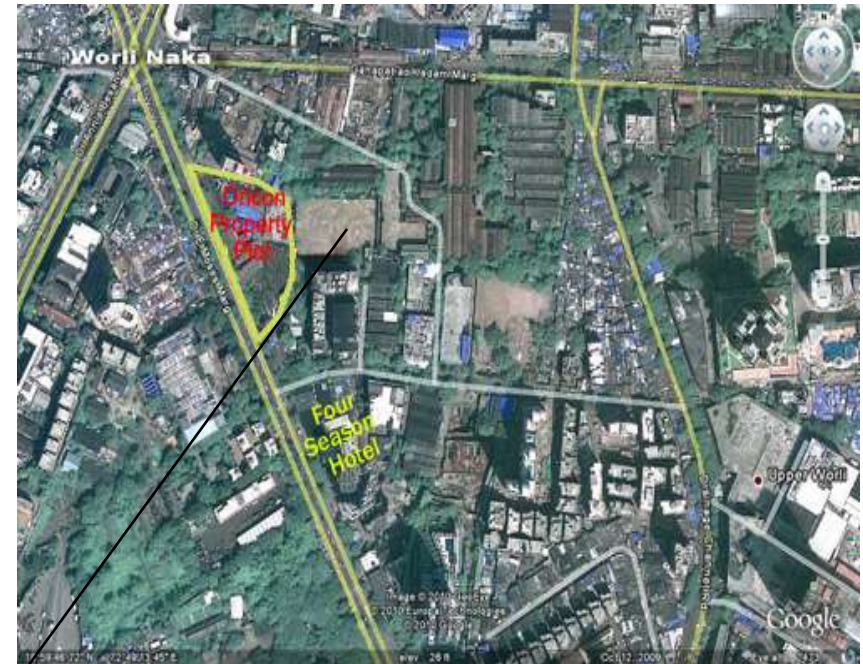


■ EBIT [Rs Crs]



Real Estate

- **2 acre land at Worli, Mumbai**
 - Plans for development for residential purpose
 - Company in advanced stage of getting all approvals and clearances
- **1 acre land at Worli, Mumbai**
 - Plans for re-development for residential / commercial purpose
 - Housed in Oricon Enterprises Limited

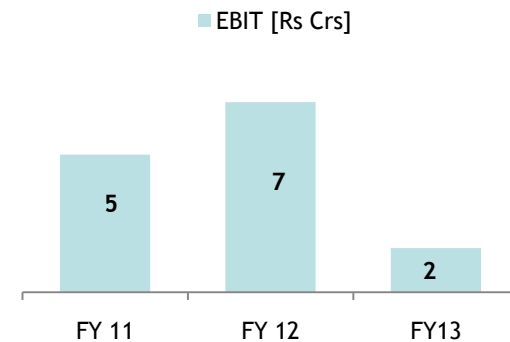
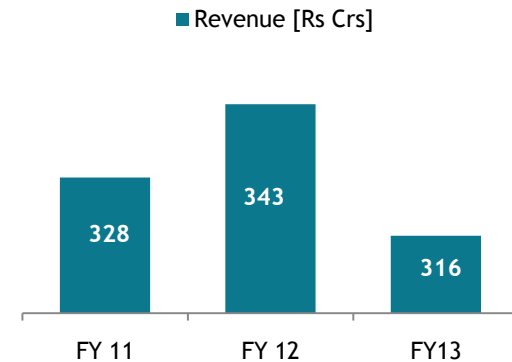


Map of Land parcel at Worli, Mumbai

* In 2010 India Bulls Infra Estate Limited bought 8.3-acre Bharat Textile Mills in Worli from National Textile Corporation for Rs. 1,505 crore. The deal worked out to Rs. 181.32 crore per acre.

Other Business

- Exclusive Dealers for Toyota cars in South & Greater Mumbai
- Strong brand strength
 - Controls 90% of South Mumbai Toyota market
 - Controls 30% of Corolla market in Mumbai
 - One of the top 5 Corolla sellers in India
- Showrooms at Worli & Nariman Point
- Sells ~200 cars & Services ~2,000 cars per month
- Servicing capacity expansion underway at Reay road to increase capacity
- Also provides value added services like Car financing, Insurance, Accessories Sales etc.



- **Petrochemicals**

- Manufacturing facility at Khopoli (Maharashtra)
- Capacity of 10,000 tonnes per annum
- Manufactures mixed pentane and heptane - a petrochemical with industrial applications
- Pet Bottles & Color Matrix

- **Bio Coal Briquette Manufacturing**

- Manufacturing facility near Jaipur
- Largest single location plant in India
- Capacity to manufacture 125,000 MT of Briquettes p.a.
- Application of Bio Coal : Pharmaceuticals, Tire Industries, FMCG, Ceramic and refractory Industries, Solvent Extraction Plant, Chemical Units, Dyeing Plants etc.

Financial Highlights

Consolidated Profit & Loss

Rs.Crs	Q3 FY14	Q3 FY13	9M FY14	9M FY13
Revenue	225	266	669	706
Raw Material	73	75	226	255
(Increase) / Decrease in Stock	5	10	7	11
Employee Expenses	12	11	40	32
Other Expenses	119	132	326	318
EBITDA	17	38	70	90
<i>EBITDA Margin</i>	7.3%	14.3%	10.5%	12.7%
Other Income	7	7	20	20
Interest & Finance Charges	4	4	11	12
Depreciation	10	10	30	25
Exceptional Item	0	2	0	-2
PBT	9	33	49	71
Tax	4	11	19	24
PAT	5	23	31	47
PAT (after Minority Interest)	2	10	15	23
<i>PAT Margin</i>	1.0%	3.9%	2.21%	3.3%

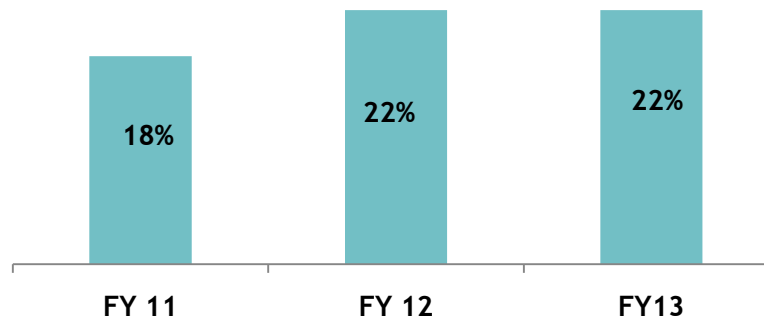
Segment Highlights - 9M FY14

Rs.Crs	9M FY14	9M FY13	9M FY14	9M FY13	9M FY14	9M FY13
	Revenue		EBIT		EBIT %	
Logistics	352	358	40	60	11%	17%
Packaging	68	65	1	1	2%	2%
Automobiles	183	237	1	2	1%	1%
Petrochemicals	32	21	4	2	14%	11%
Others	35	26	1	1	3%	3%

Capital Structure & Dividend Track Record

No. of Shares Outstanding	102,547,715
Compulsory Cumulative Preference Shares (CCPS) *	10,900,000
<i>* To be converted into 5 equity shares each over next 2 years</i>	
No. of equity shares on conversion of CCPS	5,450,000
Total No. of shares post conversion	157,047,715
Promoter Holding post Conversion	75%

Dividend Track Record



For further information, please contact:

Company :

Oricon Enterprises Ltd.
Mr. B M Gaggar, General Manager - Finance
bmg@ocl-india.com

www.oriconenterprises.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
Mr. Gaurang Vasani / Ms. Swapnil Misra
vgaurang@sgapl.net / mswapnil@sgapl.net

www.sgapl.net
