



# Investor Presentation

August 2013



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# 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

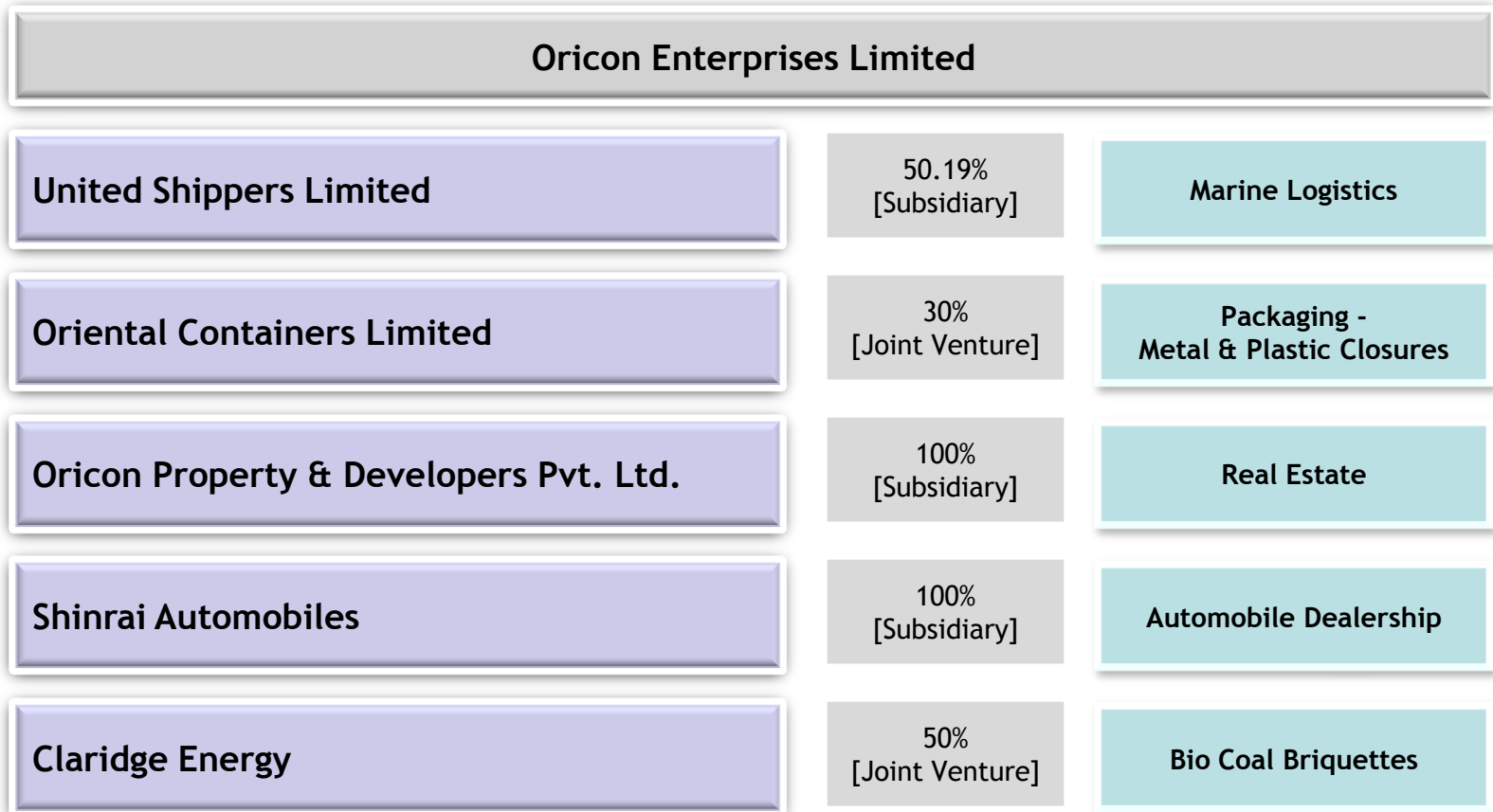


## Others

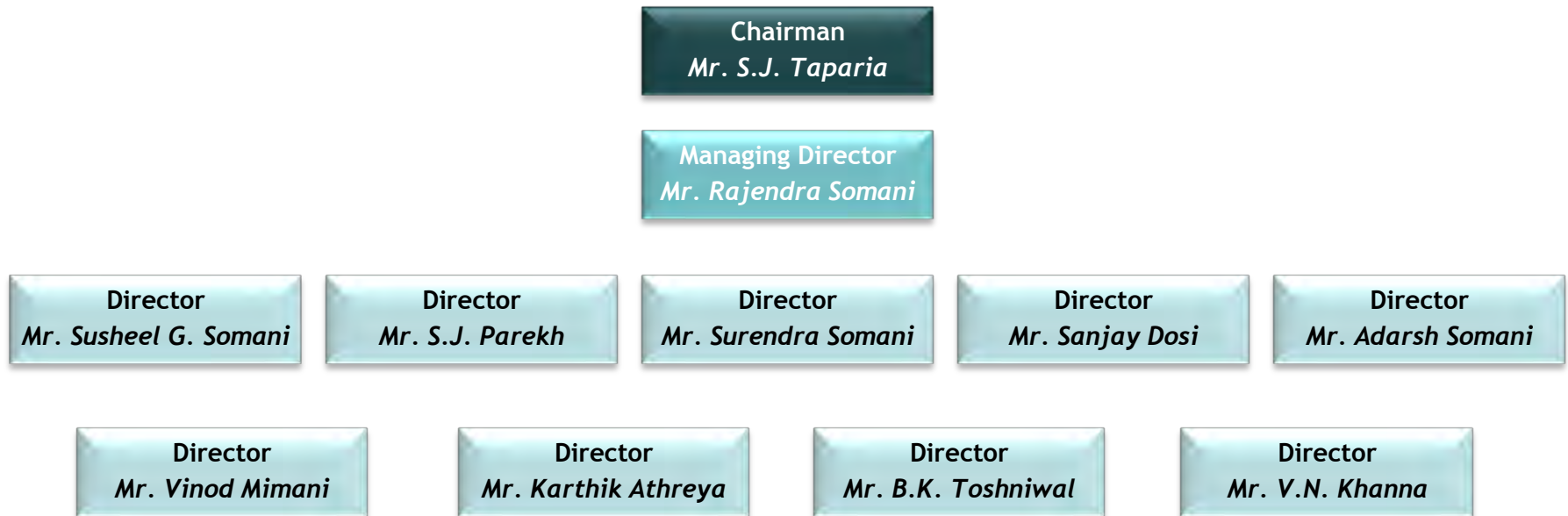
- Automobile Dealership
- Petrochemicals
- Bio Coal Briquettes



# 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

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### Power

- Reliance Power
- Adani Power
- Agarwal Coal
- Essar



### Cement

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



## Strategic Investors

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



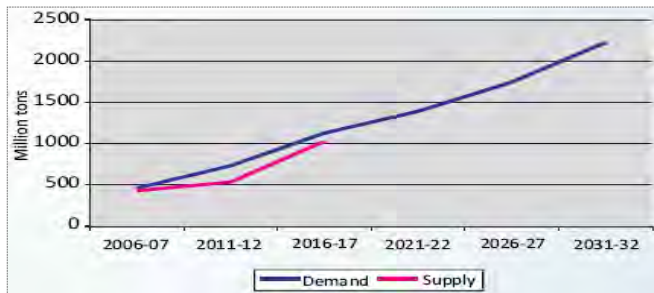


## Rising Coal Demand

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

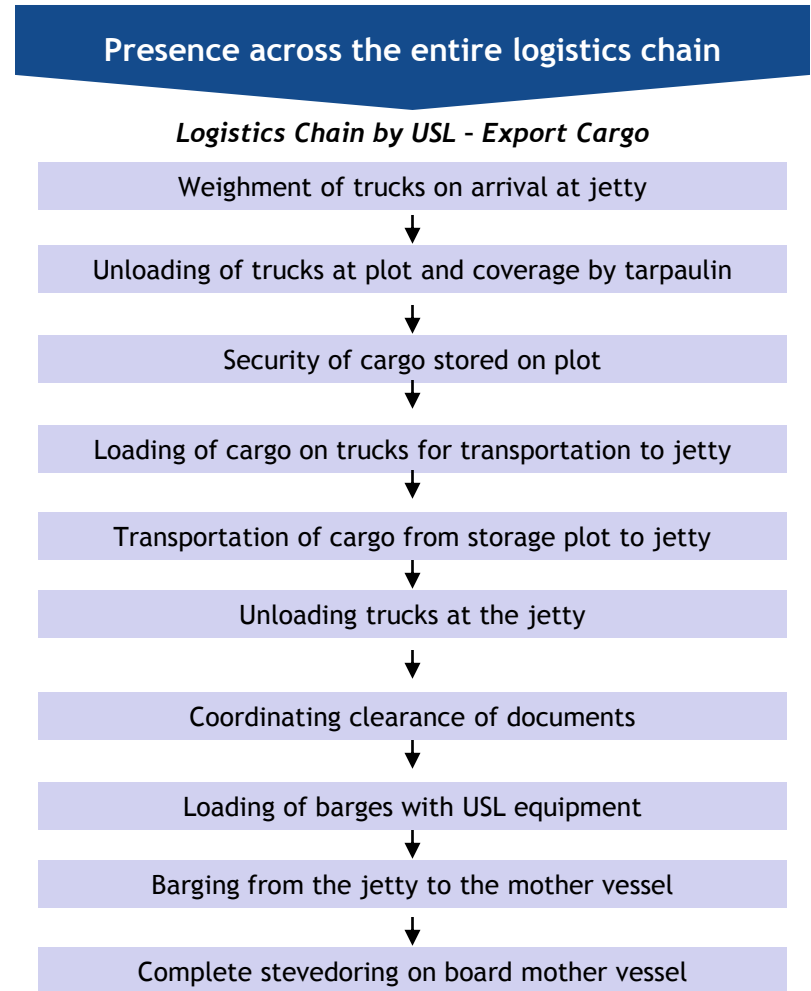


## Power Plants coming up across Western Coast

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

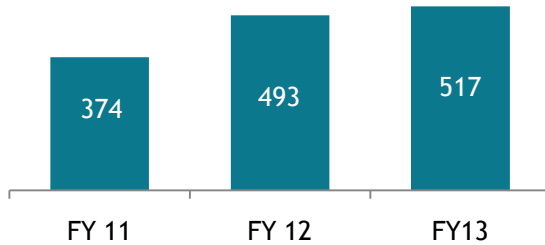
# Strategic Alliances

- **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)**

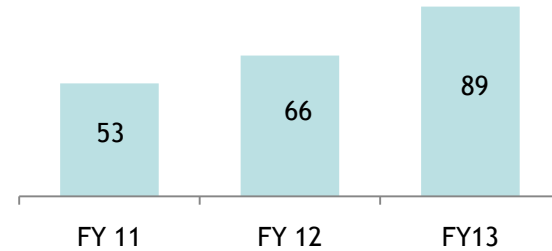


# Logistics Segment Performance

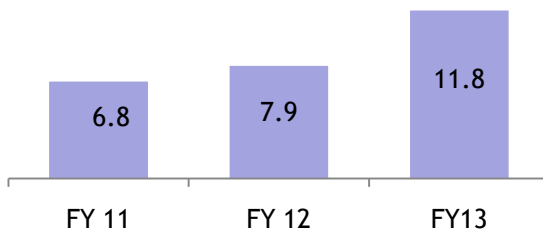
■ Segment Revenue [Rs Crs]



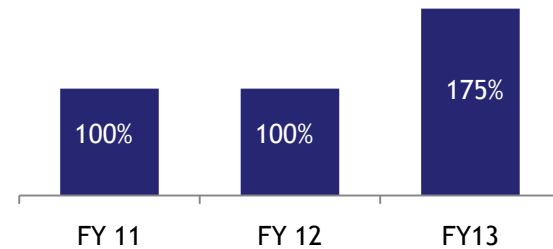
■ Segment Result [Rs Crs]



■ 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

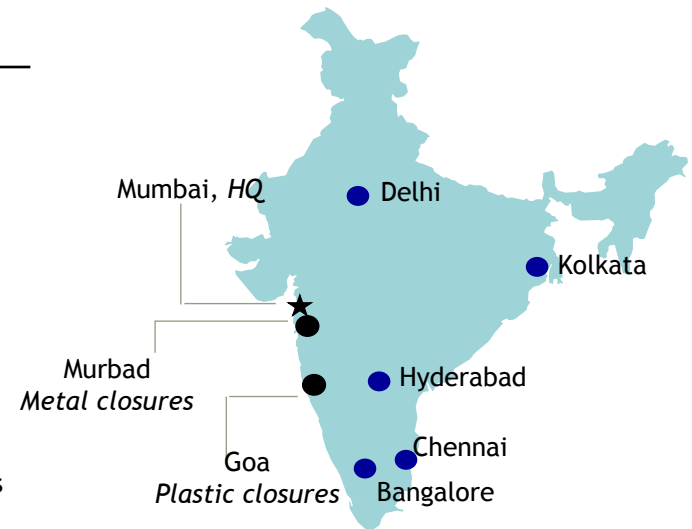
## Products

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



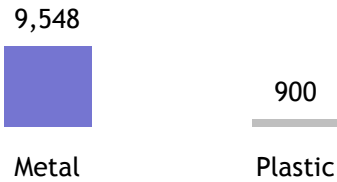

## Ownership



- Manufacturing plants
- Marketing offices



# Sustained Market Dominance

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

\* 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

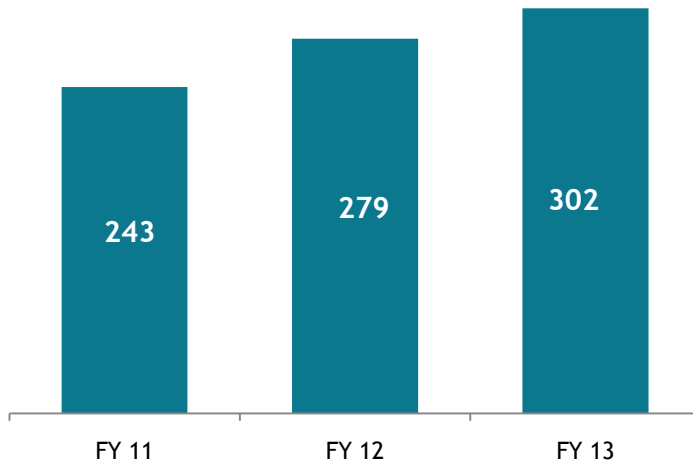


### Packaged Food and Pharmaceutical

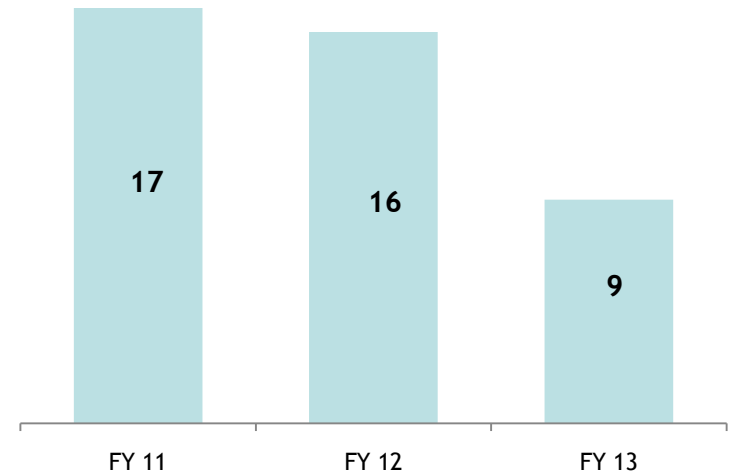


# Operating Performance

■ Revenue [Rs Crs]



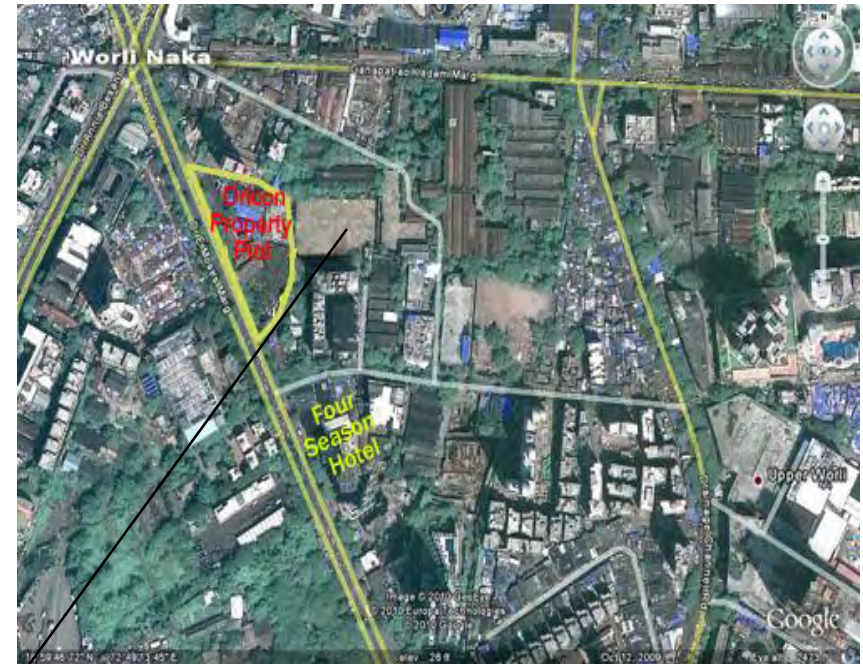
■ EBIT [Rs Crs]



# 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



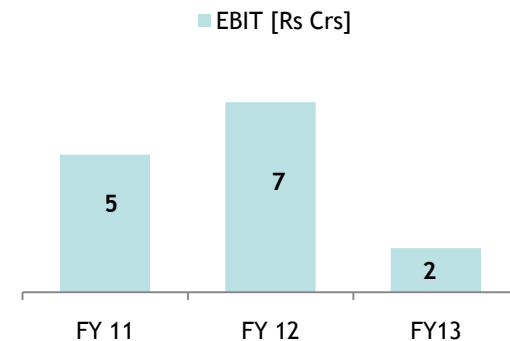
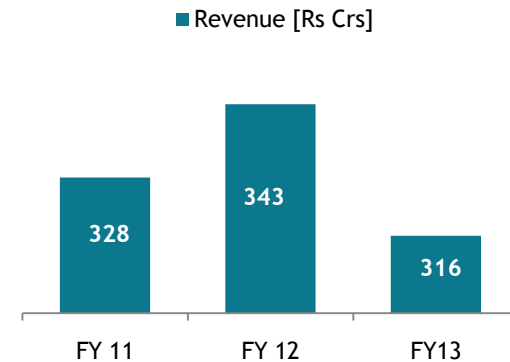
Map of Land parcel at Worli, Mumbai

\* 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

# Automobile Dealership

- 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	Q1 FY14	Q1 FY13	FY13	FY12
Revenue	237	234	992	973
Raw Material	74	93	356	396
(Increase) / Decrease in Stock	6	3	7	-21
Employee Expenses	12	10	46	30
Other Expenses	108	98	454	466
EBITDA	37	30	130	102
<i>EBITDA Margin</i>	<b>15.53%</b>	<b>12.82%</b>	<b>13.07%</b>	<b>10.48%</b>
Other Income	7	6	28	34
Interest & Finance Charges	4	4	16	13
Depreciation	10	7	37	27
Exceptional Item	-	-	2	-
PBT	30	25	102	96
Tax	11	8	33	32
PAT	19	17	69	64
PAT (after Minority Interest)	10	9	35	39
<i>PAT Margin</i>	<b>4.10%</b>	<b>3.85%</b>	<b>3.5%</b>	<b>4.01%</b>

## Segment Highlights - Q1 FY14

Rs.Crs	Q1 FY14	Q1 FY13	Q1 FY14	Q1 FY13	Q1 FY14	Q1 FY13
	Revenue		EBIT		EBIT %	
Logistics	128.2	108.3	25.0	19.2	19.5%	17.7%
Packaging	29.6	26.1	1.9	1.7	6.4%	6.5%
Automobiles	58.5	83.7	(0.1)	1.4	-	1.7%
Petrochemicals	10.2	8.6	1.1	0.9	10.8%	10.5%
Others	10.9	7.4	0.5	0.4		

# Consolidated Balance Sheet

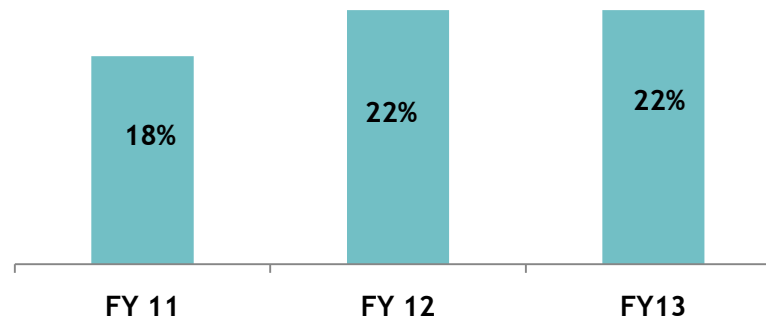
Rs. Crs.	Mar-13	Mar-12
<b>Shareholder's Fund</b>		
Share capital	31	31
Reserves & Surplus	547	513
Minority Interest	193	168
<b>Non-current liabilities</b>		
Long term borrowings	80	83
Other non-current liabilities	61	67
<b>Current liabilities</b>		
Short term borrowings	92	53
Trade Payables	71	55
Other current liabilities	60	56
<b>Total Liabilities</b>	<b>1,135</b>	<b>1,026</b>

Rs. Crs.	Mar-13	Mar-12
<b>Non-current assets</b>		
Fixed assets	509	493
Long-term loans and advances	208	200
Other non-current assets	104	59
<b>Current assets</b>		
Inventories	58	57
Trade receivables	139	91
Cash and bank balances	58	35
Short-term loans and advances	33	41
Other current assets	27	50
<b>Total Assets</b>	<b>1,135</b>	<b>1,026</b>

# 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:

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