





A Journey of Growth, Stability and Sustainability

NOCIL LIMITED 60th ANNUAL REPORT 2021-22

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Disclaimer : This document contains statements about expected future events and financials of NOCIL Limited ('NOCIL', 'The Company' or 'We'), which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is a significant risk that the assumptions, predictions and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as several factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the Management Discussion and Analysis section of this Annual Report.

INVESTOR INFORMATION

Market Capitalisation as at March 31, 2022 CIN BSE Code NSE Symbol AGM Date AGM Mode : ₹ 4,155 Crores : L999999MH1961PLC012003 : 500730 : NOCIL : July 28, 2022 : Virtual



Please find our online version at: http://www.nocil.com/detail/ financials/annual-report/12

A Journey of Growth, Stability and Sustainability

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With our expanded capacities, cutting-edge innovation and focus on quality, at NOCIL, we have always endeavoured to cater to customers' needs, while delivering a stable performance. Leveraging on our past laurels and capabilities built over the years we have always been focused on expanding our offerings across the board.

Being part of the chemical industry, sustainability is of paramount importance to us. We deliver a wide range of products to our customers, manufactured through sustainable processes, while delivering a stable performance year on year.

We have constantly striven to continue to expand our horizons and unlock new levels of growth.

Our Annual Report, thus covers our journey of Growth, Stability and Sustainability.



NOCIL Limited – Advancing Sustainability with Stability

At NOCIL Limited, we work with the philosophy of Ethics of Excellence.

It is this philosophy that has made the Company as one of the dependable players in the world, and the largest manufacturer of rubber chemicals in India.

Over the last 4 decades, we have been regarded as one of the most credible names for manufacturing and supplying rubber chemicals, with a customer base that spread across 40 countries.

NOCIL Limited is a part of Arvind Mafatlal Group that firmly believes in growth through technological innovations, global accreditations, customer delight coupled with a responsible approach towards health, safety and environment.

We take pride in the quality of our services as it puts our customers and their needs at the centre of planning. It's because of our vision and commitment that we have evolved as one of the very few rubber chemical manufacturers in the world currently, providing a one-stop solution for all rubber chemical needs.



45+ Years of Legacy in Rubber Chemicals









Dependable, Non-Chinese Player enjoying a favourable positioning

We are a dependable quality player with committed plans for future growth. We offer a wide range of products having presence across 20+ varieties of products in the rubber chemical basket. We are an approved and registered vendor with major Domestic and International tire players. Having a broad base of customers in non-tire applications, we offer a One-Stop-Shop solution for a broad gamut of rubber applications. We also offer technical support to customers across the board.

Continuous technological improvements to enhance our product and customer portfolio

Globally, we are recognised for our technical capabilities and on this aspect alone, we enjoy an edge over other players in this business. Our technical expertise enables us to constantly enhance our product portfolio covering more and more end-user industries. This expertise also helps us expand into newer geographies, while catering to newer customers.

Exceptional R&D capabilities

NOCIL develops solutions based on the principle of 'green chemistry' and next-generation environmentally sustainable growth techniques, which has recently gained a lot of traction across the world. Our capabilities in Research & Development enable us to develop niche products using innovative technologies & Green chemistry concepts, while creating new-generation environmentally sustainable processes for growth.

Strong position in specialised applications

At NOCIL, it is our strong in-house technological backbone that enables us to develop products and solutions for specialised applications.

Growing Responsibly

We are a Responsible Care Company and are committed towards the environment around us. We actively work towards being more conscious and taking steps that help conserve nature, energy, and at the same time delivering quality and safety. NOCIL Limited has been awarded Responsible Care Logo by the Indian Chemical Council. It's a testament to the Company's continuous improvements in the areas of environmental protection, health, safety and secured transportation of raw materials and finished products. Continual investments have been carried out to adopt various innovative environmental technologies for long-term sustainability.



Robust Financial Performance

| STATEMENT OF PROFIT AND LOSS (Amount ₹ in Lakhs) | | | | | | | | |
|--|---|---------|---------|---------|---------|---------|--|--|
| Sr. No. | Key Items of Income Statement | 2017-18 | 2018-19 | 2019-20 | 2020-21 | 2021-22 | | |
| 1 | Operating Revenue | 98,927 | 104,290 | 84,629 | 92,466 | 157,131 | | |
| 2 | Other Income | 1,433 | 1,001 | 970 | 1,428 | 484 | | |
| 3 | Total Income | 100,360 | 105,291 | 85,599 | 93,894 | 157,615 | | |
| 4 | Operating EBITDA | 26,287 | 29,028 | 17,645 | 12,693 | 28,290 | | |
| 5 | Profit Before Tax | 25,307 | 27,669 | 15,241 | 10,418 | 23,959 | | |
| 6 | Profit After Tax | 16,861 | 18,409 | 13,098 | 8,649 | 17,595 | | |
| 7 | Earning per share (EPS)- Basic (in ₹) | 10.27 | 11.14 | 7.91 | 5.21 | 10.57 | | |
| 8 | Earning per share (EPS)- Diluted (in ₹) | 10.15 | 11.08 | 7.91 | 5.20 | 10.54 | | |
| 9 | Dividend (₹ per Share) | 2.50 | 2.50 | 2.50 | 2.00 | 3.00 | | |

BALANCE SHEET

| Sr. No. | Broad Particulars of Assets & Liabilities | 31-Mar-18 | 31-Mar-19 | 31-Mar-20 | 31-Mar-21 | 31-Mar-22 | | | | |
|---------|---|-----------|-----------|-----------|-----------|-----------|--|--|--|--|
| 10 | Property, Plant and Equipment | 54,178 | 75,961 | 92,578 | 90,571 | 89,263 | | | | |
| 11 | Non-Current Investments | 7,701 | 4,738 | 4,892 | 4,975 | 6,065 | | | | |
| 12 | Other Non-Current Assets | 3,293 | 4,482 | 3,633 | 3,329 | 3,149 | | | | |
| 13 | Current Assets | 66,386 | 57,601 | 41,684 | 61,015 | 83,147 | | | | |
| 14 | Total Assets | 131,558 | 142,782 | 142,787 | 159,890 | 181,624 | | | | |
| 15 | Equity Share Capital | 16,448 | 16,542 | 16,561 | 16,622 | 16,657 | | | | |
| 16 | Free Reserves/ Other Equity | 87,295 | 98,764 | 101,040 | 110,728 | 126,730 | | | | |
| 17 | Total Net Worth | 103,743 | 115,306 | 117,601 | 127,350 | 143,387 | | | | |
| 18 | Average Net Worth | 97,124 | 109,525 | 116,454 | 122,476 | 135,369 | | | | |
| 19 | Deferred Tax Liabilities | 10,026 | 10,536 | 8,865 | 9,563 | 10,281 | | | | |
| 20 | Long Term Borrowings | 500 | - | - | - | - | | | | |
| 21 | Capital Employed | 114,269 | 125,842 | 126,466 | 136,913 | 153,668 | | | | |
| 22 | Average Capital Employed | 108,264 | 120,056 | 126,154 | 131,690 | 145,291 | | | | |
| 23 | Other Non-Current Liabilities | 1,534 | 1,471 | 2,327 | 1,949 | 1,866 | | | | |
| 24 | Current Liabilities | 15,755 | 15,469 | 13,994 | 21,028 | 26,090 | | | | |
| 25 | Total Liabilities | 131,558 | 142,782 | 142,787 | 159,890 | 181,624 | | | | |
| 26 | Book Value per Equity Share (₹) | 63.07 | 69.71 | 71.01 | 76.62 | 86.08 | | | | |
| | (Face value- ₹ 10 per share) | | | | | | | | | |
| 27 | Operating EBITDA (%) | 27% | 28% | 21% | 14% | 18% | | | | |
| 28 | Net Profit % | 17% | 18% | 15% | 9% | 11% | | | | |
| 29 | Return on Net Worth (%) | 17% | 17% | 11% | 7% | 13% | | | | |
| 30 | Return on Capital Employed (%) | 23% | 23% | 12% | 8% | 17% | | | | |
| 31 | Current Ratio | 4.21 | 3.70 | 2.98 | 2.90 | 3.19 | | | | |



Managing Director's Communique

Dear Shareholders,

I hope you're all doing well during these trying times. The year 2021-22 was marked as the year of resilience and recovery. Despite the challenging environment that has prevailed over the previous two years, NOCIL has delivered a robust performance, thanks to its integrated value chain, technological strength, wide product range, and strong marketing network. We continue to pursue to consolidate our position in the global and domestic rubber chemicals market.

Following the effect of COVID-19 (second wave), the Indian tire industry has made a gradual recovery, with a positive long-term prognosis. Supply side issues such as semiconductor chip shortages and logistics impacted demand, but tire replacement demand was strong across the product segments. Furthermore, tire import limitations continue to assist domestic tire manufacturers in maintaining high operating rates.

Statistics on worldwide rubber use, both natural and synthetic, continue to indicate an increasing trend. Domestic tire demand follows the GDP growth trend; hence we estimate that growth will be in the range of 7% to 8% in 2022-23.

We continue to monitor the markets and are confident in our ability to meet future demand. We're also expanding our geographic reach and improving our position in the export market for our products. Our I appreciate the efforts put in by all my fellow colleagues who have not only adhered to the COVID protocols but have also delivered impeccably in these challenging times.

new capacity expansion coincides with key business tailwinds, allowing us to accelerate revenue and profit growth in the future years. We would also be investing in small capex programmes towards debottlenecking of capacities of some of the products. Our export market presence has been growing, and we are also positive about our export prospects. The China plus strategy has also supported us in our growth objectives. With enhanced capacities in place, strong technological capabilities and a long-standing connection with domestic and global tire companies, NOCIL is well-positioned to capitalise on the upcoming opportunities.

NOCIL has exhibited a stable and resilient performance during the year. The volumes during the year grew by 16% as compared to same period last year owing to increased demand. The sales growth was driven by price hikes taken across products commensurate with the cost increases and also due to change in the product mix. On a standalone basis, revenue from operations for the 2021-22 grew by 70% to ₹1,571 Crores from ₹925 Crores in 2020-21. Operating EBITDA during the year recorded a growth of 123% to ₹ 283 Crores from ₹ 127 Crores in 2020-21. EBITDA margins expanded primarily due to the operating leverage benefits from increase in production by 34% as compared to previous year. PAT for financial year more than doubled to reach ₹ 176 Crores vis-a-vis ₹ 86 Crores in 2020-21.

The prices of our essential raw materials and fuels have risen considerably as a result of the global inflationary trend and a strong spike in commodity prices. The price hikes were largely owing to the Russian-Ukraine geo-political crisis, which resulted in higher crude oil and benzene prices, as well as wider gaps between benzene and its derivatives. Furthermore, unexpectedly high coal and gas utility prices, as well as supply chain interruptions due to COVID-19 outages in China, delayed the delivery of imports and caused different logistics challenges.

NOCIL has taken initiatives in recent years to prevent supply chain disruptions, including alternate sourcing, encouraging local suppliers to align with the **ATMANIRBHAR** objective for its raw materials. NOCIL is dedicated to continually enhancing operating efficiencies.

I appreciate the efforts put in by all my fellow colleagues who have not only adhered to the COVID protocols but have also delivered impeccably in these challenging times.

During COVID-19, our priority was our NOCIL family and so we adopted new health protocols and embraced a new work environment. We also conducted vaccination drives for our employees and their families (including contract labour) to ensure their safety. All the protocols/directions issued by various government agencies were strictly followed. We realise our responsibility towards environment and strive to do our bit for the same. We consciously frame our policies, making them environmentally sensitive, to keep our products and processes sustainable in nature. We are certified with ISO 50001 for energy conservation. We also take pride in being a **Responsible Care** certified Company. Besides, we have always been committed to giving back to the society. We have utilised our resources on education, healthcare and agriculture sectors that help uplift the marginalised sections of the society.

Going ahead, the Company is set to grow in the domestic as well as international markets and explore a plethora of opportunities. We will leverage our position of being the leading manufacturer in India and a dependable non-Chinese manufacturer across the globe to expand our businesses while being sustainable. We will continue to expand our horizons and unlock new levels of growth.

I want to thank all our stakeholders for their continued support in us. I want to conclude by reiterating how proud I feel at this point, envisioning the future of the Company and having a workforce that is resilient and motivated. I hope we continue at this stride and continue making the impact that we do.

Sincerely,

S. R. Deo





The Story of Our Journey

Manufacturing at NOCIL – Stable and Sustainable

As one of the leading manufacturers in rubber chemicals globally, our processes involve complex chemical synthesis. Therefore, it is of prime importance to ensure that all our products adhere to International quality standards. Our manufacturing facilities have the state-of-the-art technologies to manufacture diverse range of rubber chemicals for tire and other rubber applications.

1. Navi Mumbai, Maharashtra

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2. Dahej, Gujarat

The Dahej site is a state-of-the-art manufacturing facility commenced production in 2013. Located at 45 kms from Bharuch, Gujarat, this facility is strategically located in the proximity to petrochemicals industry that is connected with Dahej and Hazira ports. The facility has fullyautomated processes that are developed using in-house technology and process controls.