



OCCL Limited

Providing Solutions...
...Creating Innovations



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Q3 & 9M FY26 Financial Highlights

Message from Promoter & Managing Director



Commenting on the results, **Mr. Arvind Goenka, Promoter and Managing Director** said,

“During Q3 FY26, Revenue stood at ~Rs. 115 crores, while EBITDA grew by 26% Rs. 20 crores with an EBITDA margin of 17.6%. PAT for the period grew by 24% to Rs. 6.5 crores.

A significant portion of exports are in Europe, where trade relations remain stable. The India–EU Free Trade Agreement shall add comfort and support a cautiously positive medium-term export outlook. The recent trade deal with the USA is expected to lower tariffs and support better realisation in the region going forward.

The recent GST reduction on automobiles has given boost in vehicle sales across segments. Higher demand for cars, two-wheelers, and commercial vehicles should lead to increased tyre production, which in turn will boost demand for insoluble Sulphur in India. As a key supplier to the tyre industry, OCCL is well positioned to benefit from this positive momentum. Though high sulphur prices which impacts margin remain a challenge.

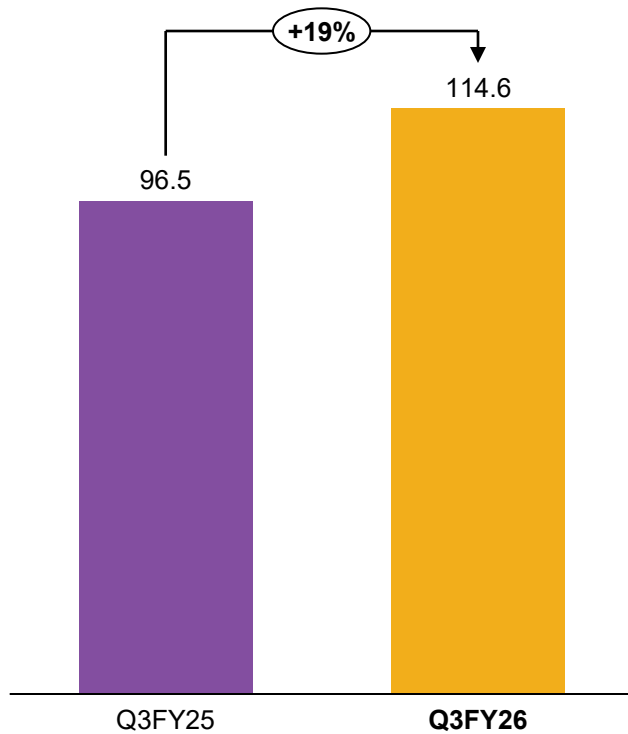
In the domestic market, following the imposition of anti-dumping duties on imports from Japan and China, the Company has witnessed some improvement in domestic insoluble sulphur realisations.

Backed by a strong financial foundation, operational agility, and long-standing customer relationships, we remain confident in our ability to capture growth as the environment stabilizes.”

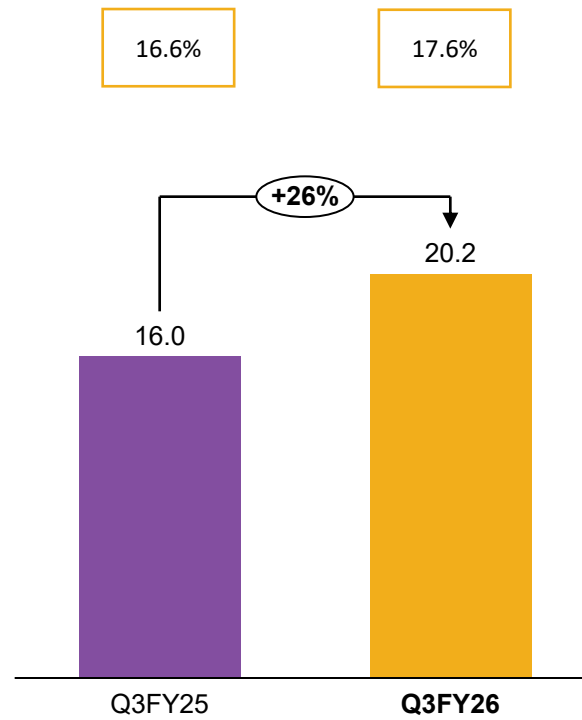
Financial Highlights: Q3 FY26



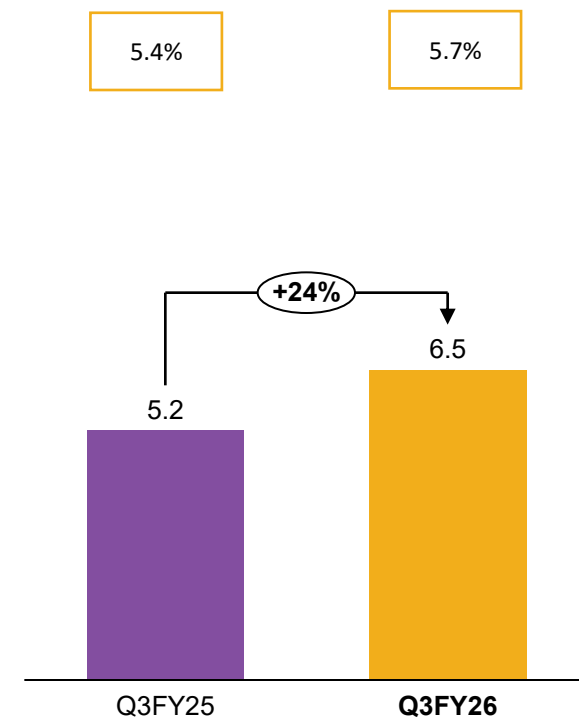
Revenues[^] (Rs. Crs)



EBITDA[^] (Rs. Crs)



PAT (Rs. Crs)



Rs. In crs.

[^]incl. Other Income



Margin (%)

Profit & Loss Statement



Particulars (Rs. Crs.)	Standalone					
	Q3 FY26	Q3 FY25	YoY	Q2 FY26	QoQ	9M FY26
Total Income from Operations[^]	114.6	96.5	18.8%	120.6	-5.0%	358.7
Raw Material*	55.5	36.5		54.5		165.5
Employee Expenses	12.6	12.2		12.9		39.0
Freight and forwarding Expenses	6.2	11.0		8.3		22.8
Other Expenses	20.1	20.6		24.7		64.4
EBITDA[^]	20.2	16.0	25.7%	20.2	-0.2%	67.1
EBITDA Margin (%) [^]	17.6%	16.6%		16.8%		18.7%
Depreciation	7.3	7.0		7.3		21.7
EBIT	12.8	9.1	42.0%	12.9	-0.2%	45.4
EBIT Margin (%)	11.2%	9.4%		10.7%		12.7%
Finance Cost	1.2	1.9		1.3		3.9
Profit before Exceptional Item and Tax	11.6	7.1	62.9%	11.6	0.3%	41.5
Exceptional Items	3.1					3.1
Profit before Tax	8.5	7.1		11.6		38.4
Tax	2.0	1.9		2.9		10.0
Profit After Tax	6.5	5.2	24.3%	8.7	-26.5%	28.4
PAT Margin (%)	5.7%	5.4%		7.2%		7.9%
Other Comprehensive Income	-0.2					-0.2
Total Comprehensive Income	6.4	5.2		8.7	-24.9%	28.2
EPS	1.31	1.05		1.74		5.68

[^]incl. Other Income, *Total Raw material cost incl. change in Inventories

Company & Business Overview



MARKET LEADER

AG Ventures Group Company
One of the market leader in the production of Insoluble Sulphur

TECHNOLOGY DRIVEN

Aims to be the most respected, most preferred technology driven Insoluble Sulphur supplier to the Rubber industry

"REACH" Compliant

OCCL is a people and technology driven company. Our products are "REACH" compliant & Company has ISO40001 & ISO45001 certification

MANUFACTURING FACILITIES

State of the art manufacturing facilities in India at Dharuhera (Haryana) and at Mundra (Gujarat)

MARKET SHARE

Domestic Share of 55% - 60%
Global market share of ~10%
Customer Base + 40

RATING

OCCL has been awarded with ECOVADIS GOLD SUSTAINABILITY RATING placing OCCL amongst the top 6% of the companies assessed globally

ACCREDITATION

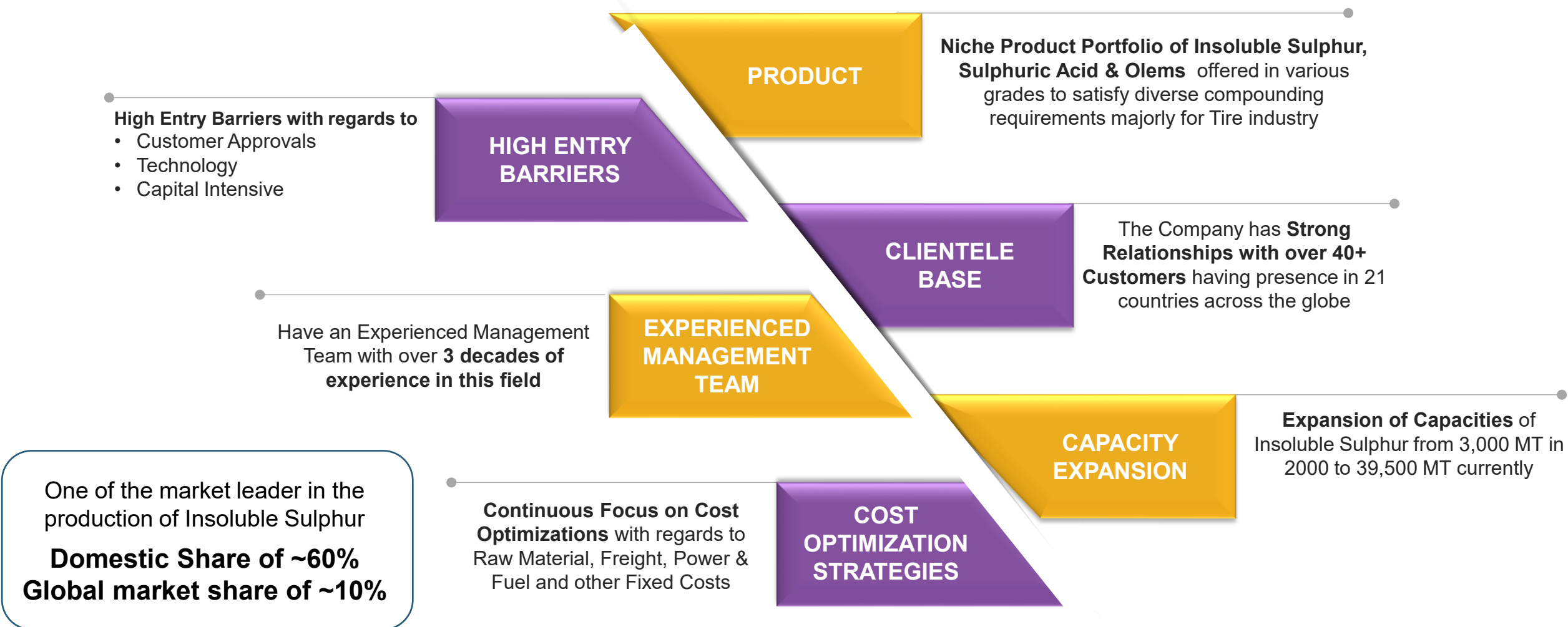
OCCL has been accredited with 'RESPONSIBLE CARE' logo by Indian Chemical Council (ICC)



KEY STRENGTHS



Key Strengths

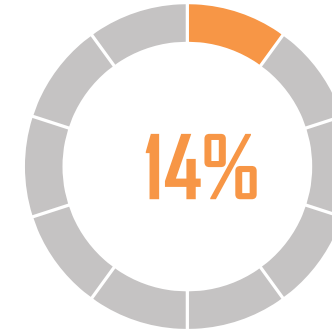


We deliver a Niche Product Portfolio...



INSOLUBLE SULPHUR

- **Insoluble Sulphur is sold under the brand “DIAMOND SULF”**
- Application : Used as vulcanising agent in application where sulphur loading levels are required above the sulphur solubility rating of particular elastomers
- DIAMOND SULF is offered in various grades to satisfy diverse compounding requirements majorly for Tire industry
 1. High Dispersion Grades
 2. High Stability Grades
 3. Special Grades



SULPHURIC ACID & OLEUMS

- **Manufactures both Commercial Grade and Battery Grade Sulphuric Acid and Oleums**
- Application : Dehydrating agent, catalyst, active reactant in chemical processes, solvent, detergents and absorbent
- **Offered in following Grades**
 - Battery Grade : Storage battery, rayon, dye, Detergent and pharmaceutical industries
 - Commercial Grade :Steel, heavy chemical and superphosphate industries

With Strong Customer Relationships...



apollo

Continental



BRIDGESTONE
Your Journey, Our Passion

MRF

GOODYEAR

JK TYRE
TOTAL CONTROL

CEAT

 **SUMITOMO**
RUBBER INDUSTRIES

Having Presence in 21 Countries



...across the globe

Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

We have Continuously expanded...

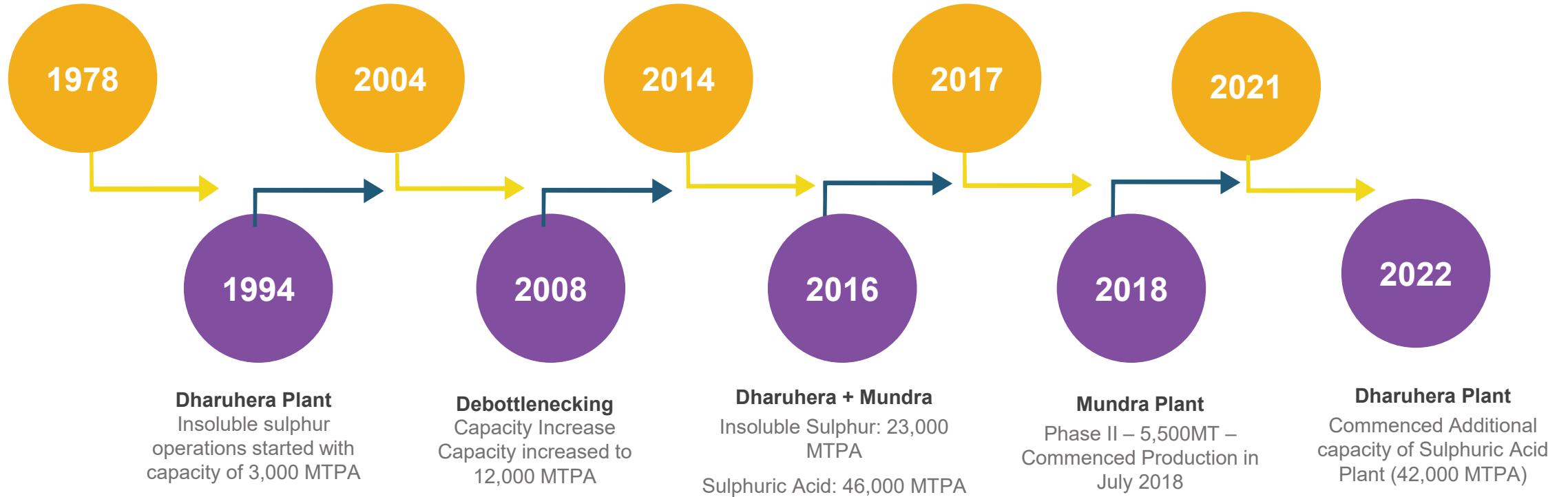
Dharuhera Plant
Incorporated as Dharuhera Chemicals Ltd to manufacture Sulphuric Acid of 30,000 MTPA

Dharuhera Plant – EOU
Set up 2nd line of Insoluble Sulphur with capacity of 4,000 MTPA

Mundra Plant – Phase I & II
Set up Insoluble Sulphur Capacity of 11000 MTPA
Acquired 50% Equity shares of Schrader Duncan Ltd.

Mundra Plant
Increase Insoluble Sulphur Capacity by 11,000 MTPA
Phase I – 5,500MT (2017) – Commenced Production

Dharuhera Plant
Phase I – 5,500MT – Commenced Production in December 2021



Having State of Art Manufacturing Facilities...

Product name	Annual Capacity (MT)	Location	No. Of Lines
Insoluble Sulphur	17,500	Dharuhera (Haryana)	3
Insoluble Sulphur	22,000	SEZ Mundra (Gujarat)	4
Sulphuric Acid / Oleum	88,000	Dharuhera (Haryana)	2



We use Cost Optimization Strategies

KEY RAW MATERIAL

Sulphur available easily from oil refineries

Coating Oil is procured from domestic as well as international suppliers

LOGISTICAL ADVANTAGE

Presence at the Port gives Location Advantage of reduced Logistic & Freight Cost

~55% of the sales constitutes Exports

FIXED COSTS

With increase production at the plants Operating Leverage to play out

Expansion has resulted in reduced Fixed cost/ Overheads per MT as R&D and Utilities have been shared

POWER COST OPTIMIZATION

Self-Sufficiency of steam for Plant at Dharuhera

Benefits from Lower Power Cost in SEZ Gujarat

TAX BENEFIT

SEZ location of Mundra Plant - Tax Exemption benefit

Experienced Management Team



Mr. Arvind Goenka – Promoter, Chairman & Managing Director

- Commerce Graduate from Kolkata University with 40 years of Experience in managing jute, lubricants, carbon black and Chemicals industry with expertise in finance & international marketing
- Responsible for the Long-term Goal Setting & Monitoring the progress of the Company

Mr. Anurag Jain - Chief Financial Officer (CFO)

- Part of the company for 34 years
- He brings dynamism to the Financial, Commercial Operations & IT of the company & has played a key role in the Growth and Restructuring of the company over the years

Mr. Alok Gupta: Vice President (Operations)

- He has more than three decades of extensive experience in manufacturing of Insoluble Sulphur and contributed significantly in the expansion and growth of the organization over the years.

Mr. Akshat Goenka - Promoter & Jt. Managing Director

- Graduate in Economics & International Relations from University of Pennsylvania, USA and an Alumnus of Harvard Business School
- He played a key role in setting up Plant of the Company for manufacturing Insoluble Sulphur at SEZ Mundra, Gujarat and expansion at Dharuhera, Haryana. Over the years, he has also contributed immensely in developing an organizational culture that contributes to furthering the Company's commitment to its core values and stimulates continuous improvement

Mr. Rajneesh Dhiman: Head –Sales & Marketing

- B. Tech, M.B.A (International Business) and Post Graduate diploma in Rubber technology with about 23 years of experience in Sales &Marketing
- Responsible for marketing of Insoluble Sulphur & increasing market share of Diamond Sulf overseas

Having High Entry Barriers

Product Portfolio

- Various grades to satisfy diverse compounding requirements of leading tire manufacturers
- Ongoing development of New Grades to meet Customer requirements

Customer Approvals

- Minimum 24 months required by Customers to approve & validate product from new supplier
- Widely accepted around the world as a preferred vendor by leading tire manufacturers

Capital Intensive

- Edge over the others -
Proven Track Record
In-house Technology

In house Technology

- In house R&D team works on a continuous basis to improve Quality of product and its Properties
- In house technology team to maintain the technical and quality edge at each production stage

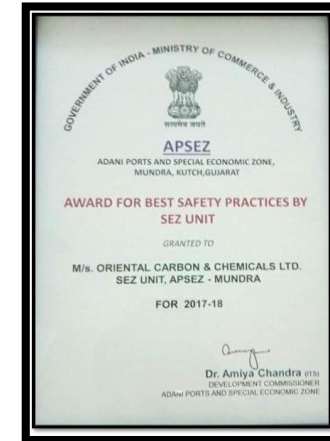
OCCL has successfully implemented its In-house Technology which has been approved by all our Customers across the globe

Awards & Accolades

All these certificates are valid for OCCL Ltd



Accolades received for the work done in the Areas of Sustainability/EHS/ Community Partnership





Water Conservation

moderated water consumption per unit of our end product through recycling and the use of superior technologies.

- Recycling of water
- Rain water harvesting
- Ground water rejuvenation through pond recharge
- Reduction in water consumption through process changes



Energy Conservation

These initiatives have strengthened our business sustainability

- Rooftop Solar
- Reduced fuel consumption through process optimisation
- Shifting to more energy efficient fuels
- Captive solar power for Dharuhera (to start during the year)



Steps towards Climate Change

We have reduced the consumption of energy derived from fossil fuels and increased the consumption of renewable energy. This has helped minimise our carbon footprint.

- Replacement of liquid fuels to gas
- Use of solar power
- Maximum water recycling
- Reduced carbon foot prints
- Power consumption reduction through size optimisation of Equipment

Our company has following certifications, which has helped to enhance corporate respect and Creditability across stakeholders

Responsible Care, EMS certification, OHSAS certification, Gold rating in sustainability assessment by IGMC and EcoVadis, Supplier Certifications & ISO 20400 Certification (Standard for sustainable procurement)

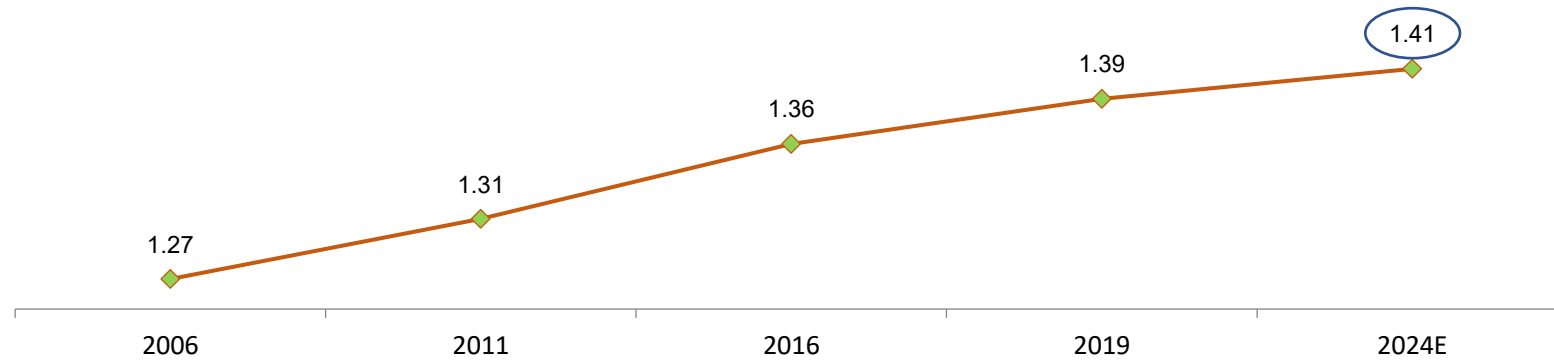


KEY GROWTH OPPORTUNITIES

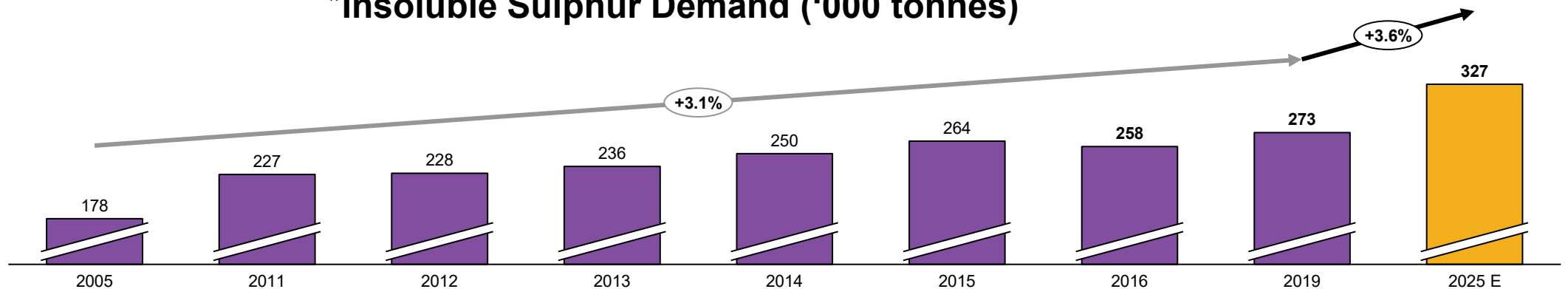


Insoluble Sulphur – Demand Forecast

Radialisation Effect
Insoluble Sulphur to Tire Rubber Ratio



***Insoluble Sulphur Demand ('000 tonnes)**



Source: Notch Report

* Also incl. Insoluble Sulphur used for Non-Tire Goods

Key Growth Drivers



Capacity Expansion

- Capacity available at Dharuhera, Haryana
- In-house technology and Common Infrastructure available
- Strategic Location to meet Export demand
- Approval from all Large Global Tire Companies

Radialization

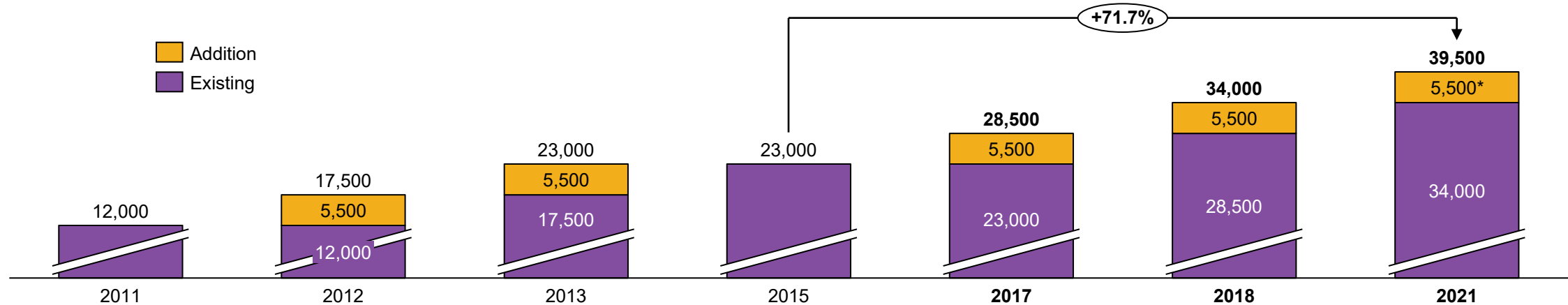
An increase in rate of Radialization in Commercial Vehicles in India will lead to an increase in requirement of Insoluble Sulphur

Geographical Penetration

- Insoluble sulphur requirement increasing at a fast pace in India & Asia – High Growth Market

Increase in Automation in Tire Industry and Higher Performance Expectation from Tires will also drive the demand of Insoluble Sulphur

Capacity Expansion...Ready for Future Growth



Brownfield Expansion To cater to the Growth in Insoluble Sulphur Demand

- Large Tire manufacturers expanding their business in Asia – High Growth Market
- Grabbing opportunities of increasing Radialisation in India
- Strong R&D and in house Technology to support future expansion
- Increase in market share in the Domestic & International market
- Increase presence in North American Market
- Increase from Natural Growth of Existing Customers



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