



# Q4 Results of FY 2016 – 17

# Disclaimer

This presentation has been prepared by Nilkamal Limited ("**Company**") solely for your information and for your use and may not be taken away, reproduced, redistributed or passed on, directly or indirectly, to any other person (whether within or outside your organization or firm) or published in whole or in part, for any purpose. By accessing this presentation, you are agreeing to be bound by the trailing restrictions and to maintain absolute confidentiality regarding the information disclosed in these materials. The information contained in this presentation does not constitute or form any part of any offer, invitation or recommendation to purchase or subscribe for any securities in any jurisdiction, and neither the issue of the information nor anything contained herein shall form the basis of, or be relied upon in connection with, any contract or commitment on the part of any person to proceed with any transaction. The information contained in these materials has not been independently verified and no representation or warranty, express or implied, is made and no reliance should be placed on the accuracy, fairness or completeness of the information presented or contained in these materials. Certain statements contained in this presentation may be statements of future expectations and other forward-looking statements that are based on third party sources and involve known and unknown risks and uncertainties. Forward-looking statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. There is no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward-looking statements, which speak only as of the date of this presentation. This presentation may not be all inclusive and may not contain all of the information that you may consider material. The information presented or contained in these materials is subject to change without notice and its accuracy is not guaranteed. Neither the Company nor any of its affiliates, advisers or representatives accepts liability whatsoever for any loss howsoever arising from any information presented or contained in these materials. This presentation has been made available to you in electronic form. You are reminded that documents transmitted via this medium may be altered or changed during the process of transmission. In accessing this presentation, you agree to be bound by the terms and conditions hereof, including any modifications to them any time you receive any information from us as a result of such access

# Highlights

(` in Crores)

Particulars	% of Growth compare to corresponding quarter of P.Y.	Quarter Ended Mar 17	Quarter Ended Mar 16	% of Growth compare to corresponding period of P.Y.	F. Y. 2016 -17	F. Y. 2015 -16
Turnover - Gross	6.44%	568.69	534.30	5.21%	2,094.85	1,991.09
Turnover - Net	6.90%	531.87	497.53	5.33%	1,956.65	1,857.59
EBIDT	(12.66%)	60.28	69.02	1.53%	229.32	225.86
Interest	(39.73%)	2.69	4.46	(36.09%)	11.59	18.13
Depreciation	(26.22%)	11.55	15.66	(8.00%)	48.82	53.06
PBT	(5.85%)	46.04	48.90	9.22%	168.92	154.66
PAT	(1.56%)	32.21	32.72	13.05%	118.45	104.78

# Performance Snapshot

(` in Crores)

Sr. No	Particulars	Standalone					Consolidated	
		Quarter Ended 31/03/2017	Quarter Ended 31/12/2016	Quarter Ended 31/03/2016	Current Year ended 31/03/2017	Previous Year ended 31/03/2016	Current Year ended 31/03/2017	Previous Year ended 31/03/2016
		Audited (Refer note 5)	Unaudited	Audited (Refer note 5)	Audited	Audited	Audited	Audited
1	Income							
	(a) Revenue from Operations	568.69	528.92	534.30	2,094.85	1,991.09	2,162.16	2,059.95
	(b) Other Income	1.82	3.85	2.80	12.01	9.46	3.31	3.26
	<b>Total Income</b>	<b>570.52</b>	<b>532.77</b>	<b>537.10</b>	<b>2,106.86</b>	<b>2,000.55</b>	<b>2,165.47</b>	<b>2,063.21</b>
2	Expenses							
	(a) Cost of materials consumed	179.53	168.90	163.62	685.01	651.57	707.70	674.75
	(b) Purchase of stock-in-trade	112.90	129.62	95.32	471.09	437.45	480.89	450.32
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	17.63	(11.20)	27.05	(29.50)	(14.54)	(29.05)	(14.49)
	(d) Excise duty	36.83	33.42	36.76	138.20	133.49	138.20	133.49
	(e) Employee benefits expense	37.13	35.34	34.52	145.65	135.02	154.57	143.35
	(f) Finance Cost	2.69	2.69	4.46	11.59	18.13	11.67	18.15
	(g) Depreciation and amortisation expense	11.55	12.22	15.66	48.82	53.06	50.54	55.01
	(h) Other expenses	126.21	123.66	110.80	467.08	431.70	478.17	442.53
	<b>Total Expenses</b>	<b>524.48</b>	<b>494.66</b>	<b>488.20</b>	<b>1,937.94</b>	<b>1,845.89</b>	<b>1,992.69</b>	<b>1,903.13</b>
3	<b>Profit before Exceptional Items and Tax (1-2)</b>	<b>46.04</b>	<b>38.11</b>	<b>48.90</b>	<b>168.92</b>	<b>154.66</b>	<b>172.78</b>	<b>160.08</b>
4	Exceptional Items	-	-	-	-	-	-	-
5	<b>Profit before Tax (3-4)</b>	<b>46.04</b>	<b>38.11</b>	<b>48.90</b>	<b>168.92</b>	<b>154.66</b>	<b>172.78</b>	<b>160.08</b>
6	Tax Expense	13.83	9.87	16.18	50.46	49.88	53.64	51.56
7	<b>Net Profit after Tax before share of profit of Joint Ventures (5-6)</b>	<b>32.21</b>	<b>28.24</b>	<b>32.72</b>	<b>118.45</b>	<b>104.78</b>	<b>119.14</b>	<b>108.52</b>

Contd...

## Performance Snapshot (Contd....)

(` in Crores)

Sr. No	Particulars	Standalone					Consolidated	
		Quarter Ended 31/03/2017	Quarter Ended 31/12/2016	Quarter Ended 31/03/2016	Current Year ended 31/03/2017	Previous Year ended 31/03/2016	Current Year ended 31/03/2017	Previous Year ended 31/03/2016
		Audited (Refer note 5)	Unaudited	Audited (Refer note 5)	Audited	Audited	Audited	Audited
8	Share of Profit of Joint Ventures	-	-	-	-	-	5.19	7.45
9	Net Profit after Tax after share of profit of Joint ventures (7-8)	32.21	28.24	32.72	118.45	104.78	124.34	115.97
10	Profit attributable to non Controlling Interests	-	-	-	-	-	1.81	1.90
11	Profit after non Controlling Interests(9-10)	32.21	28.24	32.72	118.45	104.78	122.52	114.06
12	Other Comprehensive Income (net of tax)							
	-Items that will not reclassified to Profit or loss (net of tax)	0.17	(0.05)	(0.08)	0.02	(0.18)	0.11	(0.17)
	-Items that will be reclassified to Profit or loss (net of tax)	(0.01)	0.03	(0.02)	(0.07)	(0.07)	(0.07)	(0.07)
13	Total Comprehensive Income (net of tax) (11+12)	32.37	28.22	32.63	118.40	104.54	122.56	113.83
14	Paid-up Equity Share Capital	14.92	14.92	14.92	14.92	14.92	14.92	14.92
	(Face Value of ` 10/- per Share)							
15	Earnings Per Share (EPS)							
	(a) Basic and diluted EPS before exceptional Item for the period ( ` )	21.59	18.93	21.93	79.38	70.22	82.11	76.44
	(b) Basic and diluted EPS after exceptional Item for the period ( ` )	21.59	18.93	21.93	79.38	70.22	82.11	76.44

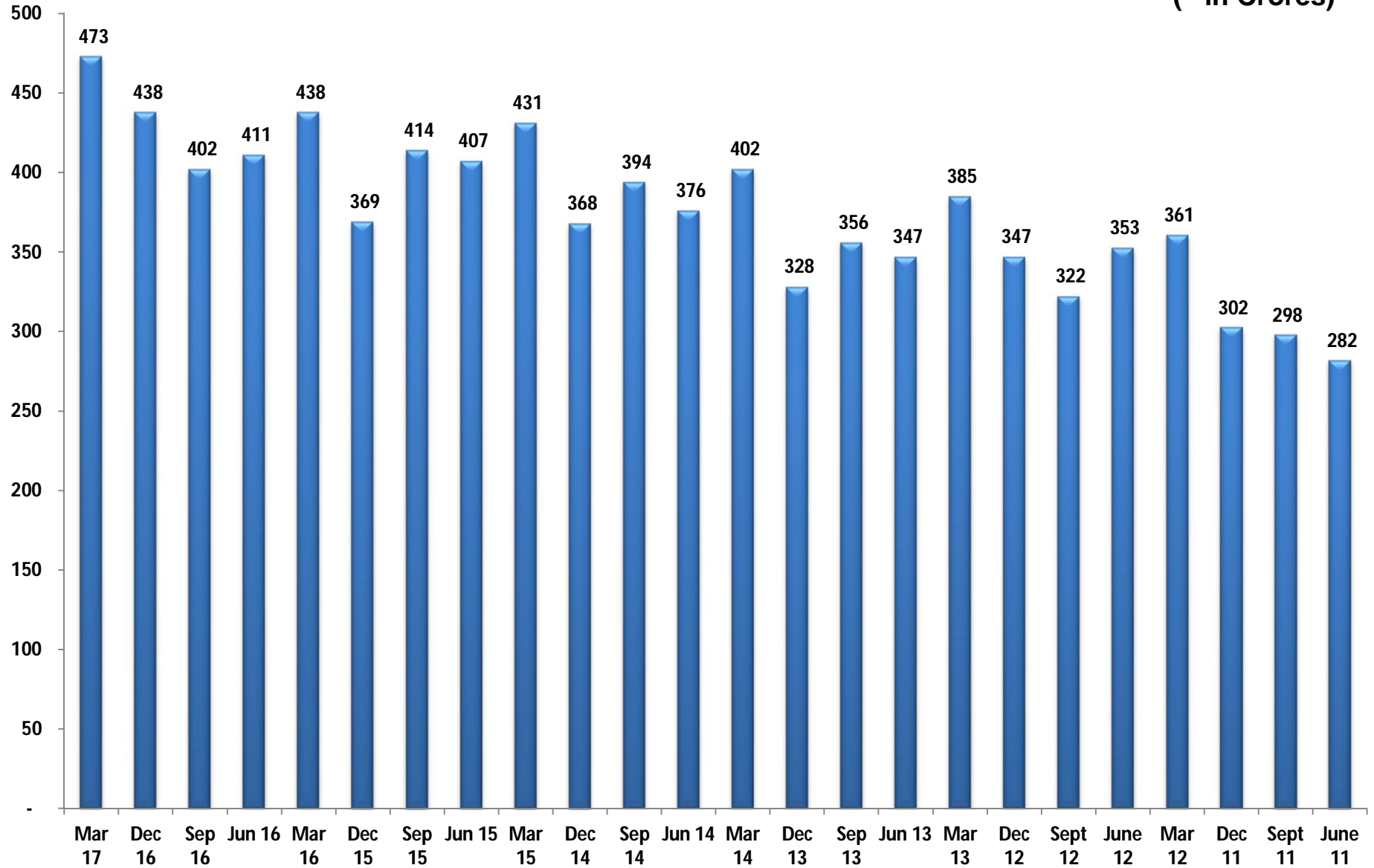
# Segment Wise Revenue, Results & Capital Employed

(` in Crores)

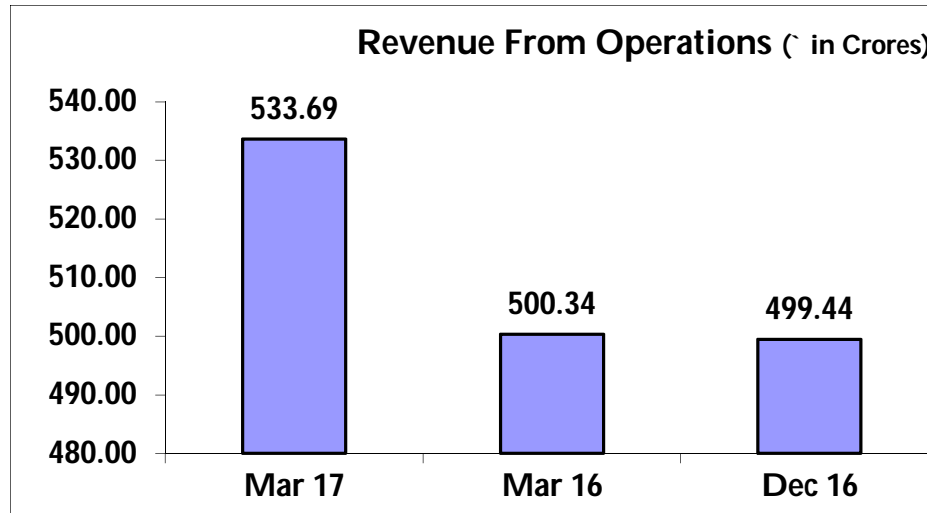
Sr. No	Particulars	Standalone					Consolidated	
		Quarter Ended 31/03/2017	Quarter Ended 31/12/2016	Quarter Ended 31/03/2016	Current Year ended 31/03/2017	Previous Year ended 31/03/2016	Current Year ended 31/03/2017	Previous Year ended 31/03/2016
		Audited (Refer note 3)	Unaudited	Audited (Refer note 3)	Audited	Audited	Audited	Audited
1	Segment Revenue							
	(a) Plastics	514.55	476.67	479.70	1,884.51	1,771.41	1,951.82	1,840.27
	(b) Lifestyle Furniture, Furnishings & Accessories	58.85	57.83	59.52	232.94	235.76	232.94	235.76
	Total	573.39	534.51	539.22	2,117.45	2,007.17	2,184.77	2,076.04
	Less: Inter Segment Revenue	4.70	5.59	4.93	22.61	16.08	22.61	16.08
	<b>Net Income from Operations</b>	<b>568.69</b>	<b>528.92</b>	<b>534.30</b>	<b>2,094.85</b>	<b>1,991.09</b>	<b>2,162.16</b>	<b>2,059.95</b>
2	Segment Results							
	(a) Plastics	50.52	38.09	63.60	176.64	191.67	187.42	201.83
	(b) Lifestyle Furniture, Furnishings & Accessories	0.46	0.89	(8.99)	3.19	(12.05)	3.19	(12.05)
	Total	50.98	38.98	54.61	179.83	179.61	190.61	189.78
	Less:							
	Interest & Finance Charges (Net)	2.69	2.69	4.46	11.59	18.13	11.67	18.15
	Other Un-allocable expenditure net of un-allocable income	2.25	(1.82)	1.25	(0.68)	6.82	6.16	11.54
	<b>Total Profit before Tax</b>	<b>46.04</b>	<b>38.11</b>	<b>48.90</b>	<b>168.92</b>	<b>154.66</b>	<b>172.78</b>	<b>160.08</b>
3	Segment Assets							
	(a) Plastics	900.78	868.62	788.23	900.78	788.23	940.07	834.64
	(b) Lifestyle Furniture, Furnishings & Accessories	95.04	117.13	103.25	95.04	103.25	95.04	103.25
	(c) Unallocable	37.04	43.56	46.12	37.04	46.12	58.02	59.84
4	Segment Liabilities							
	(a) Plastics	204.01	223.62	191.47	204.01	191.47	216.70	206.50
	(b) Lifestyle Furniture, Furnishings & Accessories	38.50	46.62	38.46	38.50	38.46	38.50	38.46
	(c) Unallocable	93.22	94.31	122.48	93.22	122.48	96.01	125.26
5	Capital Employed [Segment Assets -Segment Liabilities]							
	(a) Plastics	696.77	645.00	596.76	696.77	596.76	723.37	628.14
	(b) Lifestyle Furniture, Furnishings & Accessories	56.54	70.51	64.79	56.54	64.79	56.54	64.79
	(c) Unallocable	(56.18)	(50.75)	(76.35)	(56.18)	(76.35)	(37.99)	(65.42)

# Quarterly Net Sales (Company)

(` in Crores)

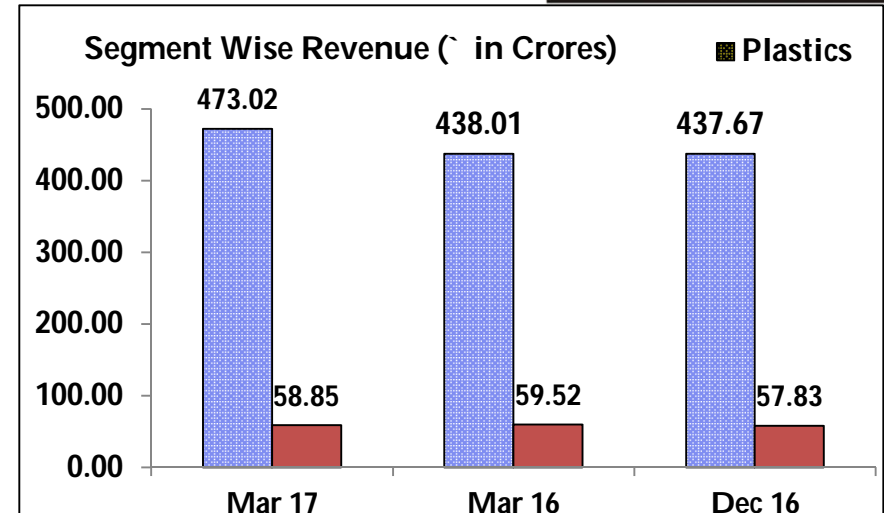


# Performance Snapshot (Quarterly)



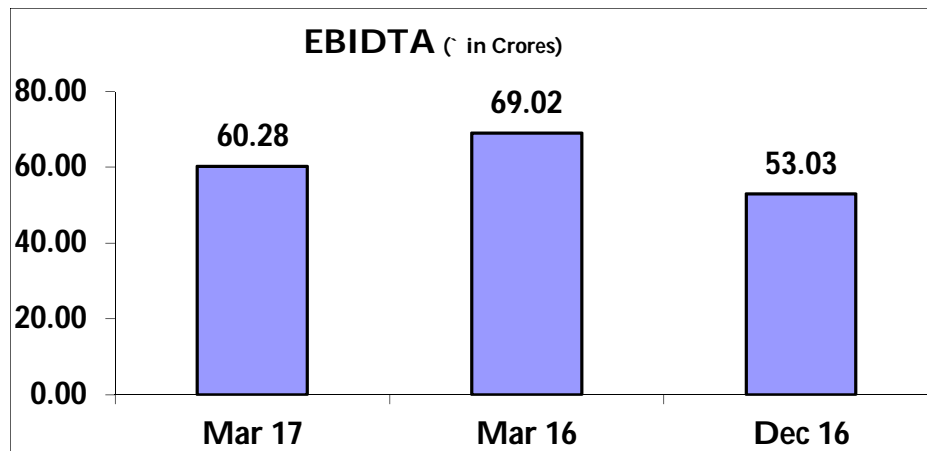
**YoY Growth : 7%**

**QoQ Growth : 7%**



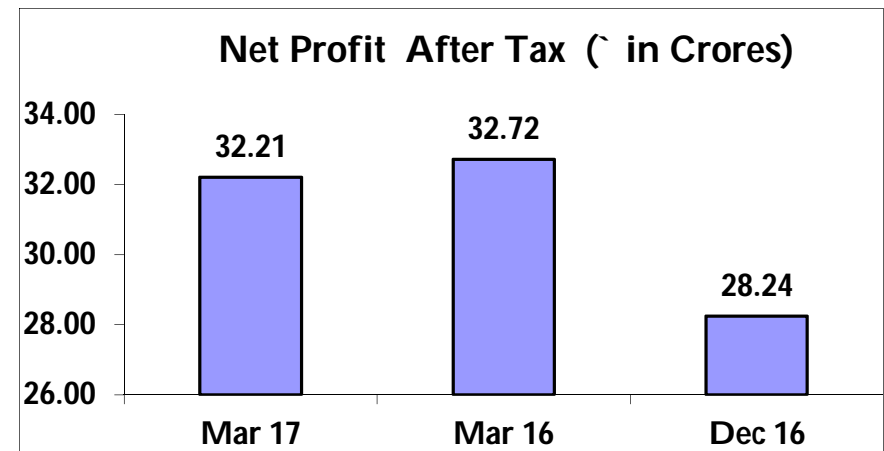
**Plastics: YoY Growth: 8%; QoQ Growth: 8%**

**Retail: YoY De-Growth : (1%); QoQ Growth: 2%**



**YoY Growth : (13%)**

**QoQ De-Growth : 14%**



**YoY De-Growth : (2%)**

**QoQ Growth : 14%**



# Income Statement Summary (Quarterly)

(` in Crores)

Particulars	Quarter ended Mar 17		Quarter ended Mar 16		Quarter ended Dec 16		Growth/ (De-Growth) Over	
	Amt	%	Amt	%	Amt	%	Mar 16	Dec 16
<b>Revenues</b>	<b>533.69</b>	<b>100%</b>	<b>500.34</b>	<b>100%</b>	<b>499.44</b>	<b>100%</b>	<b>7%</b>	<b>7%</b>
Material Consumed	310.06	58%	285.99	57%	287.32	58%	8%	8%
Employees Cost	37.13	7%	34.52	7%	35.19	7%	8%	6%
Operating expenditure	126.21	24%	110.80	22%	123.90	25%	14%	2%
<b>EBIDTA</b>	<b>60.28</b>	<b>11%</b>	<b>69.02</b>	<b>14%</b>	<b>53.03</b>	<b>11%</b>	<b>(13%)</b>	<b>14%</b>
Depreciation	11.55	2%	4.46	1%	12.22	2%	159%	(5%)
Interest and Finance Charges	2.69	1%	15.66	3%	2.69	1%	(83%)	0%
Profit before Tax	46.04	9%	48.90	10%	38.11	8%	(6%)	21%
Tax Expense	13.83	3%	16.18	3%	9.87	2%	(15%)	40%
<b>Net Profit after Tax</b>	<b>32.21</b>	<b>6%</b>	<b>32.72</b>	<b>7%</b>	<b>28.24</b>	<b>6%</b>	<b>(2%)</b>	<b>14%</b>

# Income Statement Summary (Yearly)

(` in Crores)

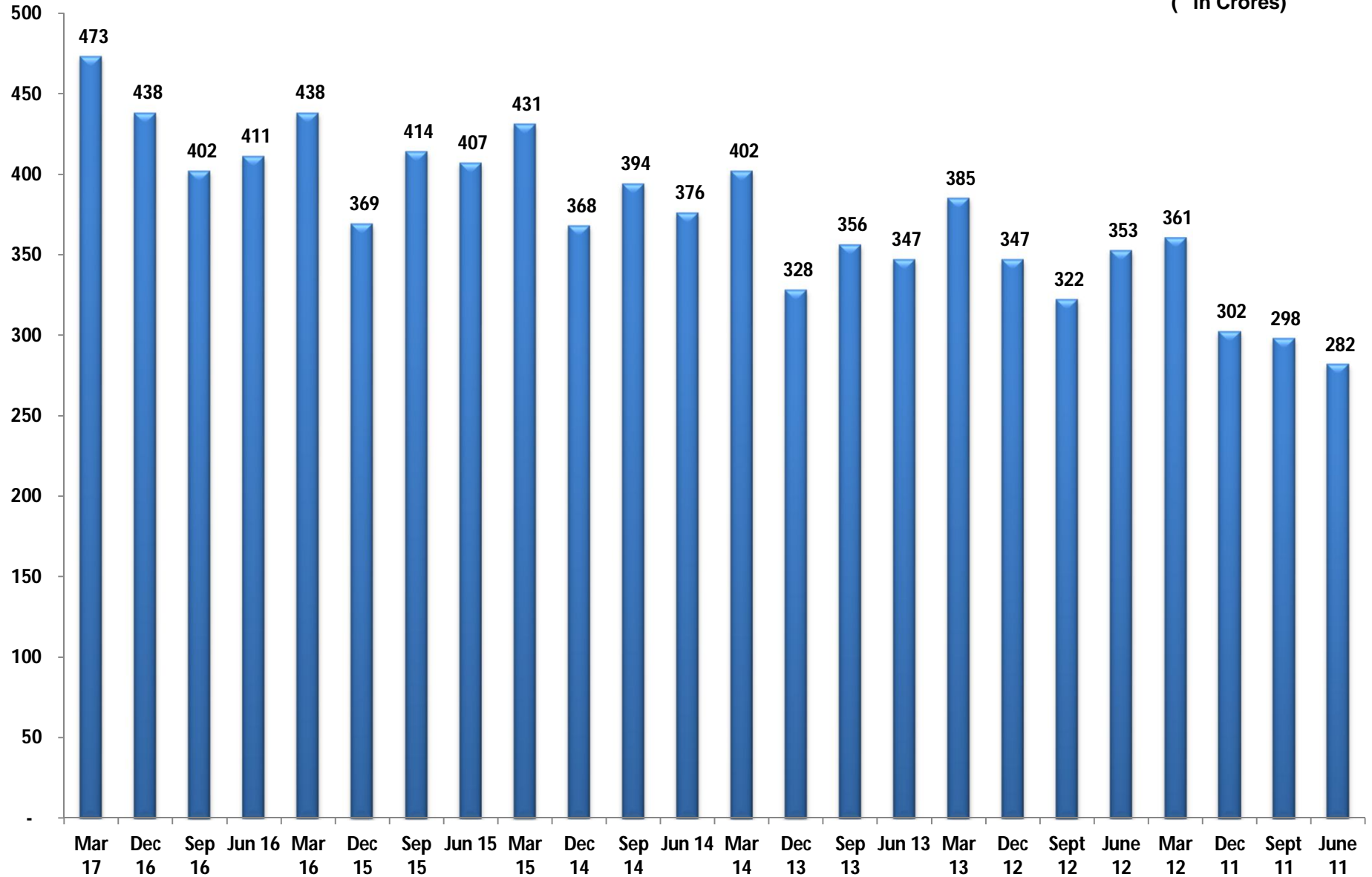
Particulars	Year ended Mar 17		Year ended Mar 16		Growth/ (De-Growth)
	Amt	%	Amt	%	Mar 16
<b>Revenues</b>	<b>1968.66</b>	<b>100%</b>	<b>1867.05</b>	<b>100%</b>	<b>5%</b>
Material Consumed	1126.60	57%	1074.48	58%	5%
Employees Cost	145.65	7%	135.02	7%	8%
Operating expenditure	467.08	24%	431.70	23%	8%
<b>EBIDTA</b>	<b>229.32</b>	<b>12%</b>	<b>225.85</b>	<b>12%</b>	<b>2%</b>
Depreciation	48.82	2%	53.06	3%	(8%)
Interest and Finance Charges	11.59	1%	18.13	1%	(36%)
Profit before Tax	168.92	9%	154.66	8%	9%
Tax Expense	50.46	3%	49.88	3%	1%
<b>Net Profit after Tax</b>	<b>118.45</b>	<b>6%</b>	<b>104.78</b>	<b>6%</b>	<b>13%</b>



# Business Review

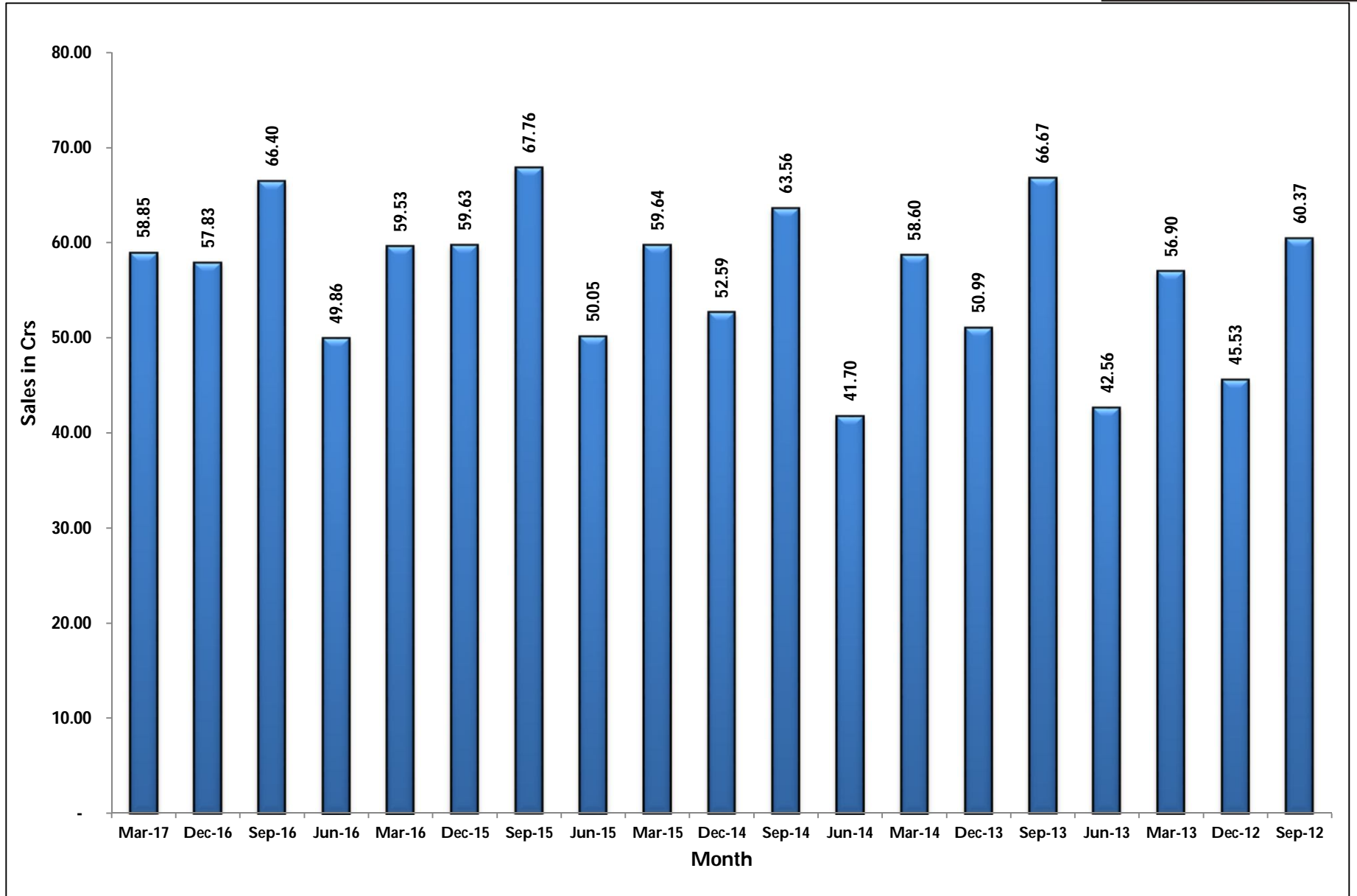
# Plastics – Quarter Wise Sales

(<sup>₹</sup> in Crores)

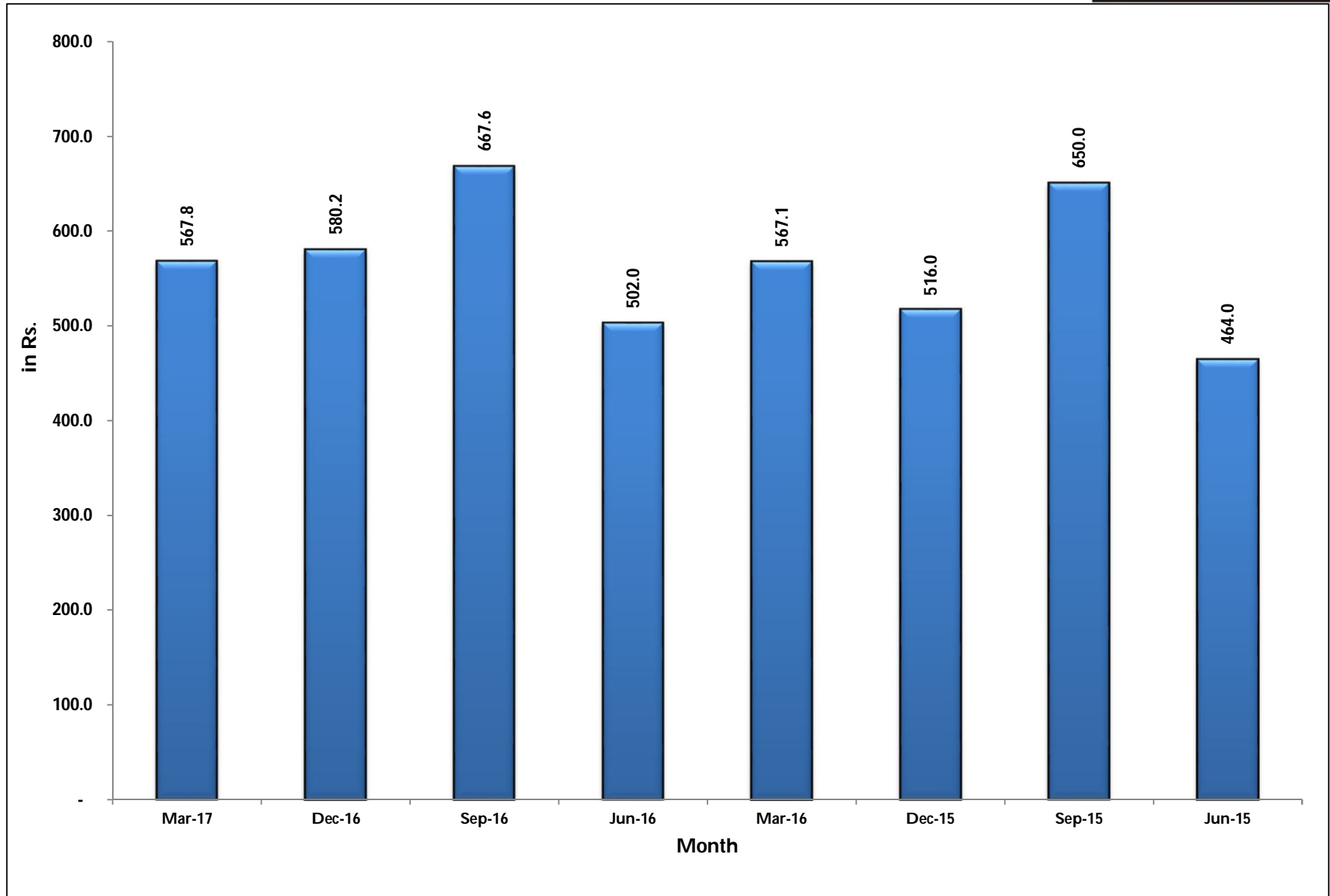


# Retail Quarter Wise Sales

( in crs.)



# Sales Per Sq. ft. per Quarter





**Thank you**