

# Q3 Results of FY 2012-13

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(₹ in Crores)

Particulars	% of Growth compare to corresponding period of P.Y.	% of Growth Against Immediate Preceding Quarter	Quarter Ended Dec 12	Quarter Ended Dec 11	Quarter Ended Sep 12	% of Growth compare to corresponding period of P.Y.	Nine Month Ended Dec 12	Nine Month Ended Dec 11	F.Y. 2011 - 12
Turnover - Gross	14.56%	2.54%	452.44	394.94	441.21	15.69%	1,346.00	1,163.41	1,640.48
Turnover - Net	13.61%	2.63%	392.67	345.62	382.62	14.70%	1,168.99	1,019.14	1,434.61
EBIDT	-17.05%	-14.41%	29.43	35.48	34.39	-8.62%	102.22	111.86	151.22
Interest	35.28%	18.45%	11.21	8.29	9.47	10.84%	32.00	28.87	39.68
Depreciation	1.44%	-6.31%	10.75	10.60	11.47	12.70%	33.61	29.82	40.48
PBT	-54.99%	-44.45%	7.47	16.60	13.45	-31.15%	36.60	53.16	71.05
PAT	-59.86%	-43.82%	5.45	13.57	9.69	-36.01%	26.40	41.25	55.60

# Financial Results (Quarterly)

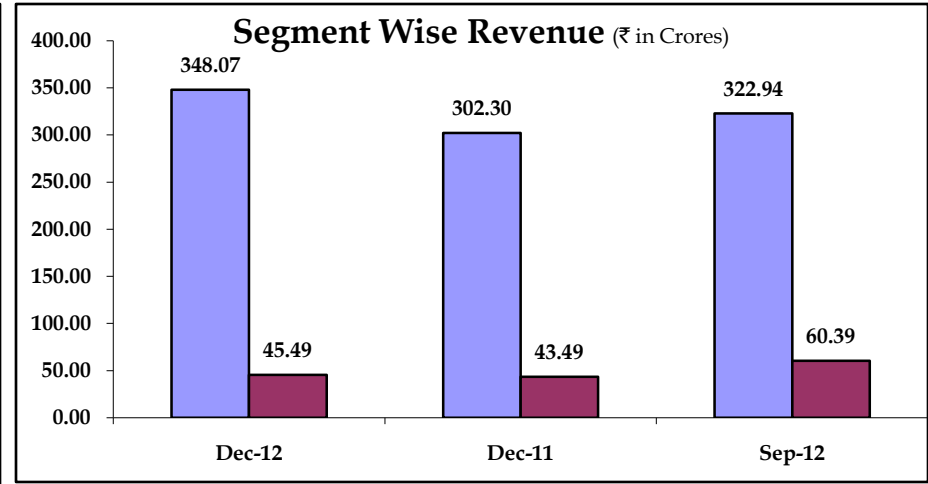
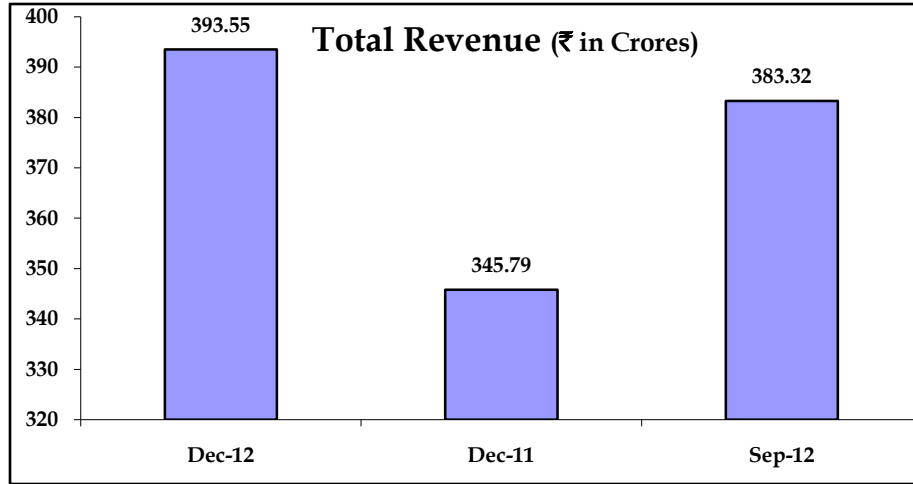
(₹ in Crores)

Particulars	Quarter ending 31st Dec 12			Quarter ending 31st Dec 11			Quarter ending 30th Sept 12		
	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total
<b>Net Sales</b>	<b>347.19</b>	<b>45.49</b>	<b>392.67</b>	<b>302.13</b>	<b>43.49</b>	<b>345.62</b>	<b>322.23</b>	<b>60.38</b>	<b>382.62</b>
<b>EBIDT</b>	<b>29.74</b>	<b>-0.31</b>	<b>29.43</b>	<b>36.96</b>	<b>-1.48</b>	<b>35.48</b>	<b>32.83</b>	<b>1.56</b>	<b>34.39</b>
<b>% Net sales</b>	<b>8.57</b>	<b>-0.68</b>	<b>7.49</b>	<b>12.23</b>	<b>-3.40</b>	<b>10.27</b>	<b>10.19</b>	<b>2.58</b>	<b>8.99</b>
<b>PBT</b>	<b>9.06</b>	<b>-1.59</b>	<b>7.47</b>	<b>19.21</b>	<b>-2.62</b>	<b>16.60</b>	<b>13.41</b>	<b>0.04</b>	<b>13.45</b>
<b>PAT</b>	<b>7.03</b>	<b>-1.59</b>	<b>5.45</b>	<b>16.18</b>	<b>-2.62</b>	<b>13.57</b>	<b>9.65</b>	<b>0.04</b>	<b>9.69</b>
<b>%of Net Sales</b>	<b>2.03</b>	<b>-3.49</b>	<b>1.39</b>	<b>5.36</b>	<b>-6.01</b>	<b>3.93</b>	<b>3.00</b>	<b>0.07</b>	<b>2.53</b>

# Financial Results (Nine Months)

(₹ in Crores)

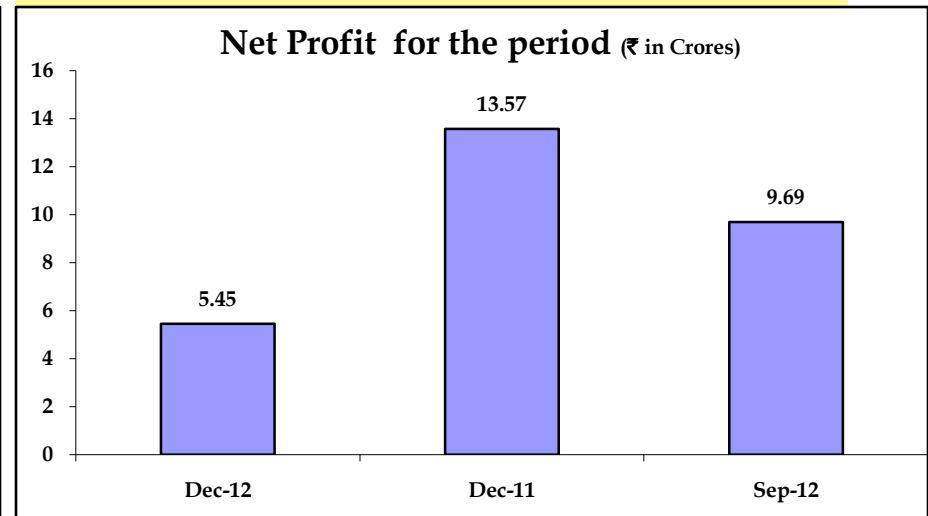
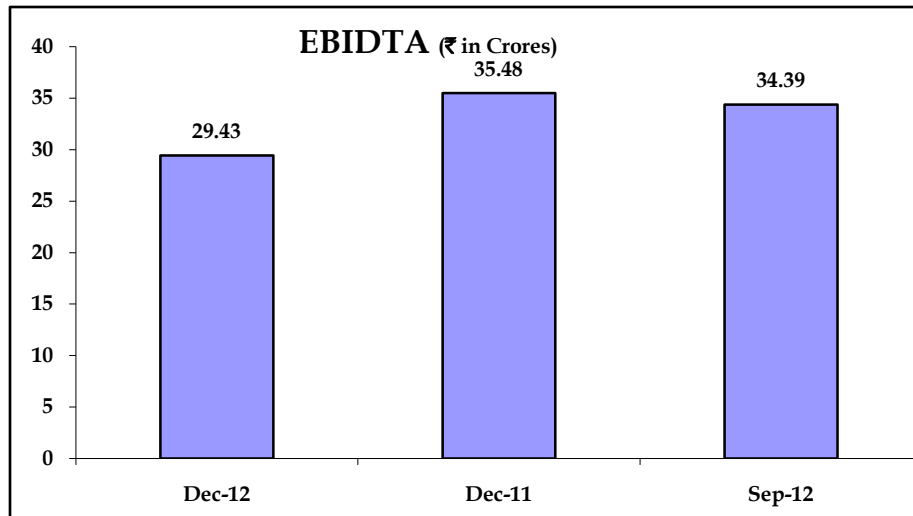
Particulars	Nine Month ending 31 <sup>st</sup> Dec 12			Nine Month ending 31 <sup>st</sup> Dec 11			Year ending 31 <sup>st</sup> Mar 12		
	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total
<b>Net Sales</b>	1,021.96	147.03	1,168.99	882.76	136.38	1,019.14	1,243.34	191.27	1,434.61
<b>EBIDT</b>	103.39	(1.18)	102.22	111.45	0.41	111.86	152.36	(0.68)	151.69
<b>% Net sales</b>	10%	-1%	9%	13%	0%	11%	12%	0%	11%
<b>PBT</b>	41.98	(5.38)	36.60	56.23	(3.06)	53.16	76.57	(5.52)	71.05
<b>PAT</b>	31.77	(5.38)	26.40	44.31	(3.06)	41.25	61.12	(5.52)	55.60
<b>% to Net Sales</b>	3%	-4%	2%	5%	-2%	4%	5%	-3%	4%



**YoY Growth : 14%; QoQ Growth : 3%**

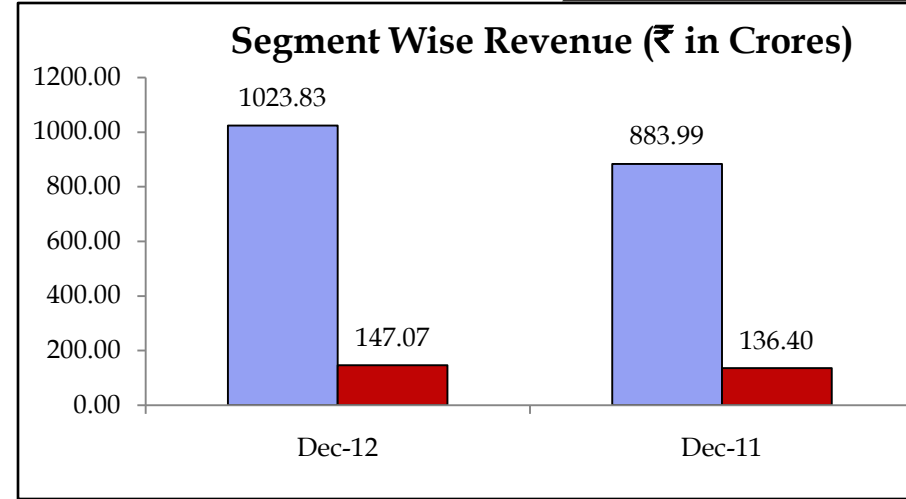
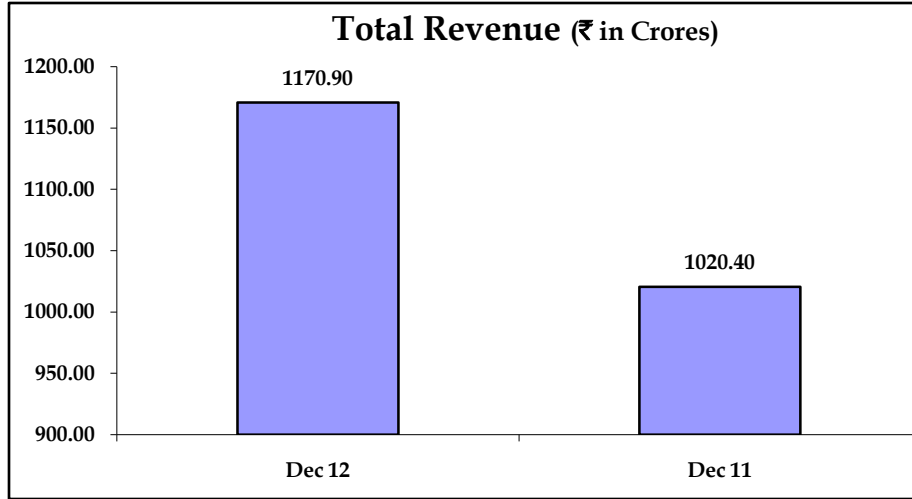
**Plastics YoY Growth : 15%; QoQ Growth : 8%**

**Retail YoY Growth : 5%; QoQ Growth : -25%**



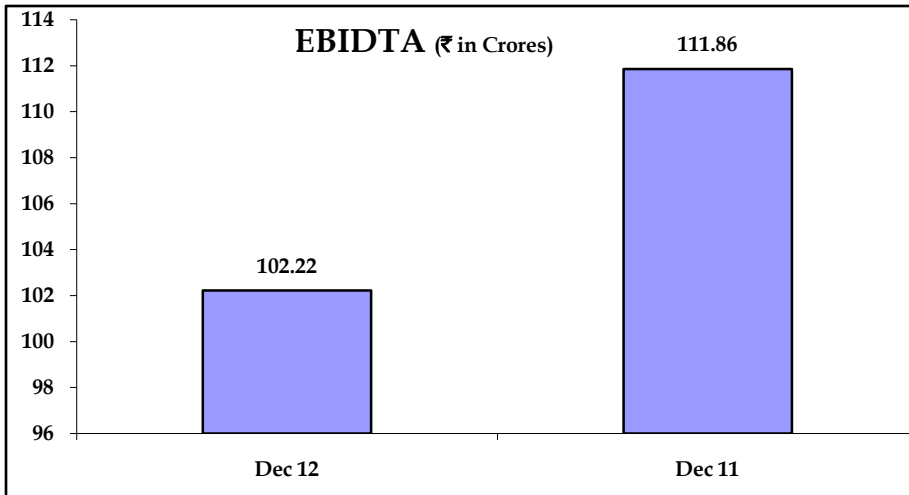
**YoY Growth : -17%; QoQ Growth : -14%**

**YoY Growth : -60%; QoQ Growth : -44%**

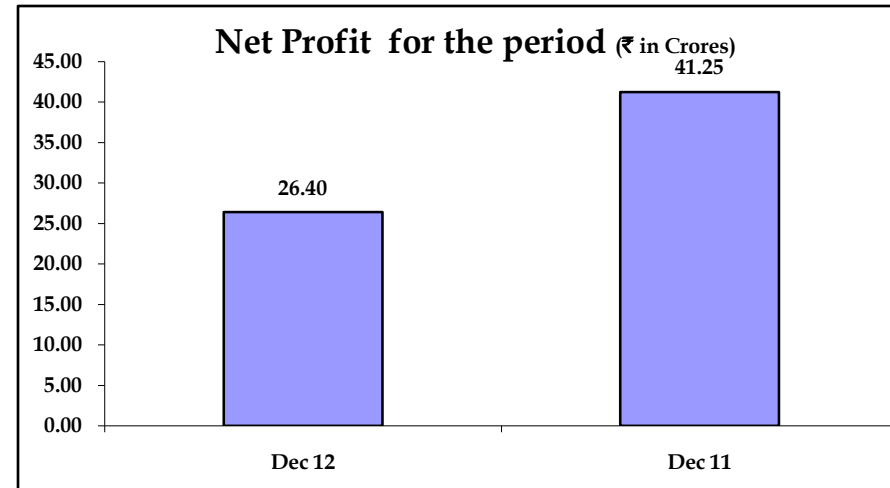


**YoY Growth : 15%**

**Plastics YoY Growth : 16%**  
**Retail YoY Growth : 8%**



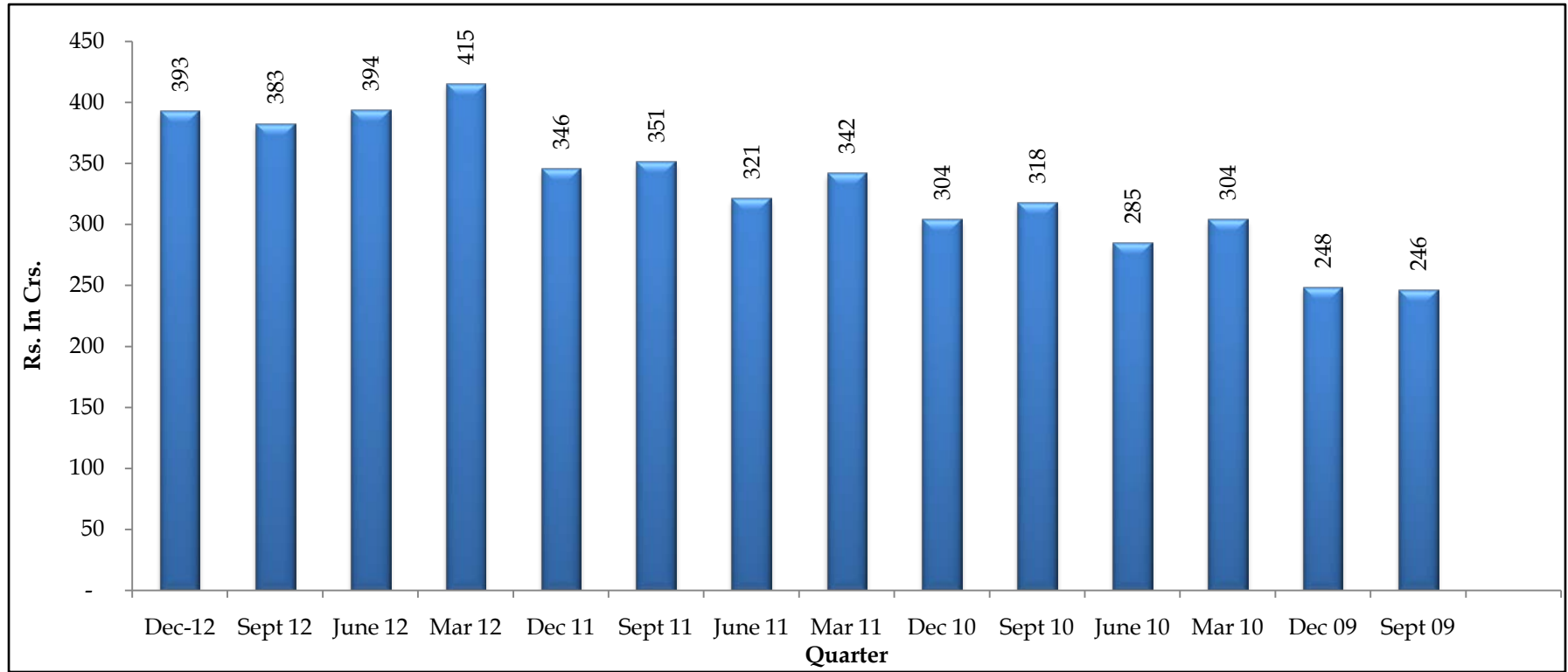
**YoY Growth : -9%**



**YoY Growth : -36%**

# Quarterly Net Sales

(₹ in Crores)





# Income Statement Summary (Quarterly)

(₹ in Crores)

Particulars	Dec-12		Dec-11		Sep-12		Growth Over	
	Amt	%	Amt	%	Amt	%	Dec-11	Sept-12
<b>Revenues</b>	<b>393.56</b>	<b>100%</b>	<b>345.79</b>	<b>100%</b>	<b>383.33</b>	<b>100%</b>	<b>14%</b>	<b>3%</b>
Material Consumed	245.85	62%	208.55	60%	236.16	62%	18%	4%
Employees Cost	25.44	6%	22.85	7%	25.15	7%	11%	1%
Operating expenditure	92.83	24%	78.90	23%	87.64	23%	18%	6%
<b>EBIDTA</b>	<b>29.43</b>	<b>7%</b>	<b>35.48</b>	<b>10%</b>	<b>34.39</b>	<b>9%</b>	<b>-17%</b>	<b>-14%</b>
Depreciation	10.75	3%	10.60	3%	11.47	3%	1%	-6%
Interest and Finance Charges	11.21	3%	8.29	2%	9.47	2%	35%	18%
Profit before Tax	7.47	2%	16.60	5%	13.45	4%	-55%	-44%
Tax Expense	2.02	1%	3.03	1%	3.75	1%	-33%	-46%
<b>Net Profit after Tax</b>	<b>5.45</b>	<b>1%</b>	<b>13.57</b>	<b>4%</b>	<b>9.69</b>	<b>3%</b>	<b>-60%</b>	<b>-44%</b>

# Income Statement Summary (Nine month)

(₹ in Crores)

Particulars	Nine Month Ended Dec 12		Nine Month Ended Dec 11		Year Ended Mar 12		Growth Over
	Amt	%	Amt	%	Amt	%	Dec-11
Revenues	1170.90	100%	1020.40	100%	1,437.09	100%	15%
Consumption of Raw Material	730.19	62%	612.17	60%	877.26	61%	19%
Employees Cost	75.96	6%	67.35	7%	90.02	6%	13%
Operating expenditure	262.54	22%	229.02	22%	318.13	22%	15%
EBIDTA	102.22	9%	111.86	11%	151.69	11%	-9%
Depreciation	33.61	3%	29.82	3%	40.48	3%	13%
Interest and Finance Charges (net)	32.00	3%	28.87	3%	40.15	3%	11%
Profit Before Tax	36.60	3%	53.16	5%	71.05	5%	-31%
Tax Expense	10.21	1%	11.92	1%	15.45	1%	-14%
Net Profit After Tax	26.40	2%	41.25	4%	55.60	4%	-36%

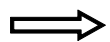
# Balance Sheet Summary

(₹ in Crores)

Particulars	Dec-12	Sep-12	Mar-12	Particulars	Dec-12	Sep-12	Mar-12
<b>SHAREHOLDERS' FUNDS:</b>				<b>NON CURRENT ASSETS:</b>			
(a) Capital	14.92	14.92	14.92	(a) Fixed Assets			
(b) Reserves and Surplus	415.84	410.47	389.52	(i) Tangible assets	325.38	325.41	323.65
<b>TOTAL SHAREHOLDERS' FUNDS</b>	<b>430.76</b>	<b>425.39</b>	<b>404.44</b>	(ii) Intangible assets	2.20	1.91	3.57
<b>NON CURRENT LIABILITIES:</b>				(iii) Capital work-in-progress	9.58	8.94	5.09
(a) Long term borrowings	123.99	131.58	110.42	(b) Non-current investments	25.30	25.30	25.30
(b) Deferred tax liability (net)	18.68	18.31	18.47	(c) Long-term loans and advances	56.26	53.23	50.59
(c) Long term provisions	5.07	4.83	4.14	<b>TOTAL NON CURRENT ASSETS</b>	<b>418.72</b>	<b>414.78</b>	<b>408.20</b>
(d) Other Non-Current liabilities	32.63	31.19	27.16	<b>CURRENT ASSETS:</b>			
<b>TOTAL NON CURRENT LIABILITIES</b>	<b>180.37</b>	<b>185.91</b>	<b>160.20</b>	(a) Inventories	306.77	303.89	272.91
<b>CURRENT LIABILITIES:</b>				(b) Trade Receivables	213.96	196.98	195.69
(a) Short term borrowings	245.84	213.62	215.57	(c) Cash and Bank Balance	38.03	40.15	20.46
(b) Trade Payables	103.45	102.22	84.82	(d) Short-term loans and advances	69.01	55.49	45.87
(c) Other current liabilities	69.03	67.35	61.95	(e) Other current assets	0.11	0.04	3.57
(d) Short term provisions	17.15	16.83	19.71	<b>TOTAL CURRENT ASSETS</b>	<b>627.88</b>	<b>596.55</b>	<b>538.49</b>
<b>TOTAL CURRENT LIABILITIES</b>	<b>435.47</b>	<b>400.02</b>	<b>382.05</b>	<b>TOTAL</b>	<b>1,046.60</b>	<b>1,011.33</b>	<b>946.70</b>
<b>TOTAL</b>	<b>1,046.60</b>	<b>1,011.33</b>	<b>946.70</b>				

# Performance of Joint Venture & Subsidiary Companies

Name of the company	Currency	Quarter Ended Dec-12		Quarter Ended Dec-11	
		Turn Over	Net Profit/ (Loss)	Turn over	Net Profit/ (Loss)
NBSSPL	INR	21.09	-0.27	15.19	1.74
CNPL	INR	3.51	0.85	2.86	0.68
NEPPL	SLR	24.02	0.21	31.37	2.76
	INR	10.26	0.09	14.64	1.29
NCB- FZE	AED	0.51	0.06	0.28	0.02
	INR	7.48	0.88	3.97	0.28
<b>Total</b>	<b>INR</b>	<b>42.34</b>	<b>1.55</b>	<b>36.66</b>	<b>3.99</b>
<b>Based on our holding</b>	<b>INR</b>		<b>1.24</b>		<b>2.47</b>



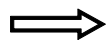
NBSSPL -Nilkamal BITO Storage Systems Pvt. Ltd. (Joint Venture).



CNPL - Cambro Nilkamal Plastic Limited



NEPPL -Nilkamal Eswaran Plastic Pvt. Ltd (Sri Lankan Subsidiary).



NCB - FZE - Nilkamal Crates & Bins FZE (Ajman subsidiary)

# Performance of Joint Venture & Subsidiary Companies

Name of the company	Currency	Nine Months Ended Dec-12		Nine Months Ended Dec-11	
		Turn Over	Net Profit / (Loss)	Turn over	Net Profit / (Loss)
NBSSPL	INR	53.77	1.50	35.12	2.46
CNPL	INR	12.71	2.14	5.52	1.08
NEPPL	SLR	68.65	-1.33	79.04	6.13
	INR	29.33	-0.57	36.88	2.86
NCB- FZE	AED	1.19	0.13	0.78	0.05
	INR	17.83	1.95	11.05	0.71
<b>Total</b>	<b>INR</b>	<b>113.64</b>	<b>5.02</b>	<b>88.57</b>	<b>7.11</b>
<b>Based on our holding</b>	<b>INR</b>		<b>3.34</b>		<b>4.65</b>

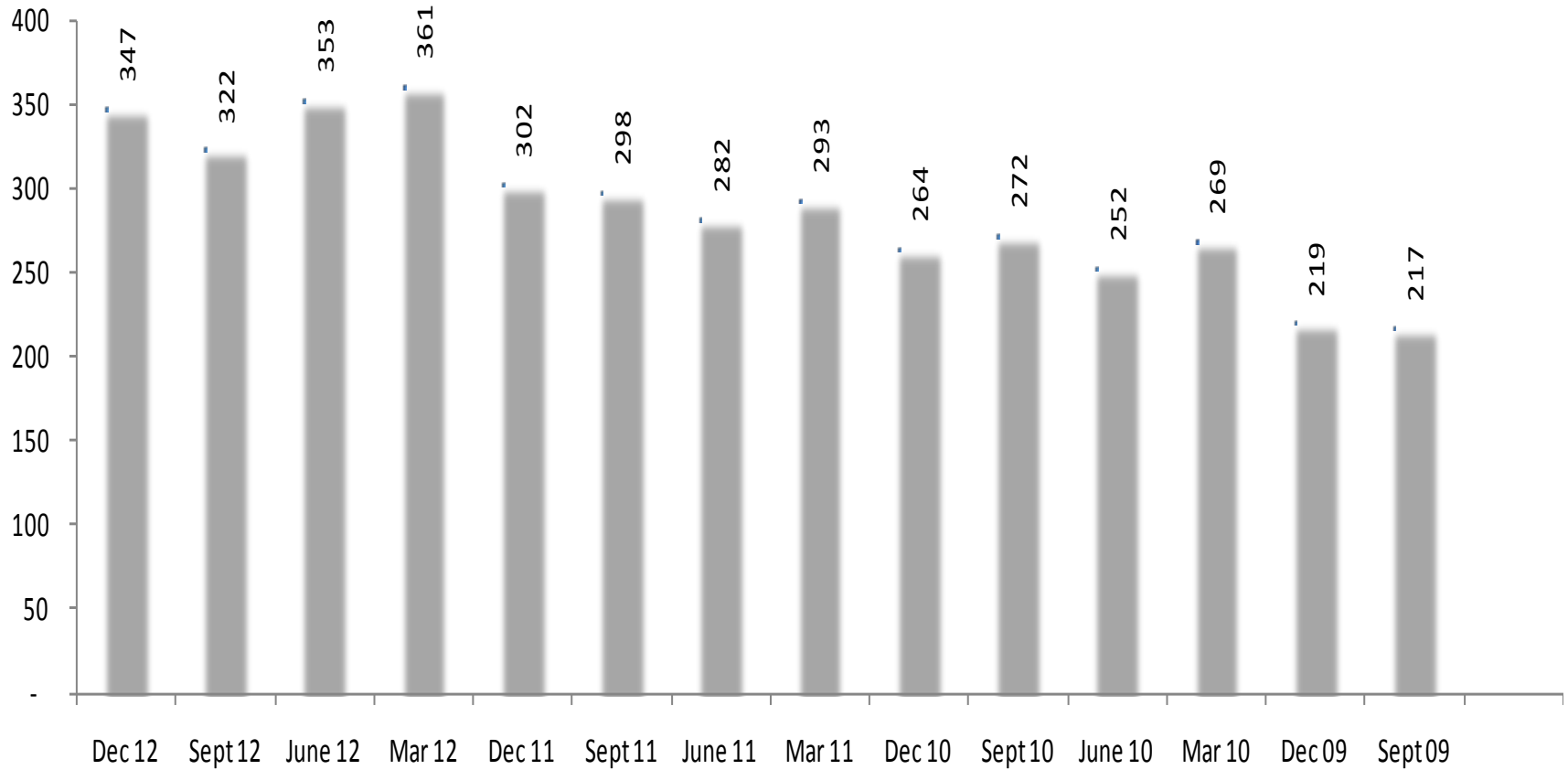
- ⇒ NBSSPL -Nilkamal BITO Storage Systems Pvt. Ltd. (Joint Venture).
- ⇒ CNPL - Cambro Nilkamal Plastic Limited
- ⇒ NEPPL -Nilkamal Eswaran Plastic Pvt. Ltd (Sri Lankan Subsidiary).
- ⇒ NCB - FZE - Nilkamal Crates & Bins FZE (Ajman subsidiary)

# Business Review

# Plastics - Business Review

# Plastics – Quarter Wise Sales

(₹ in Crores)



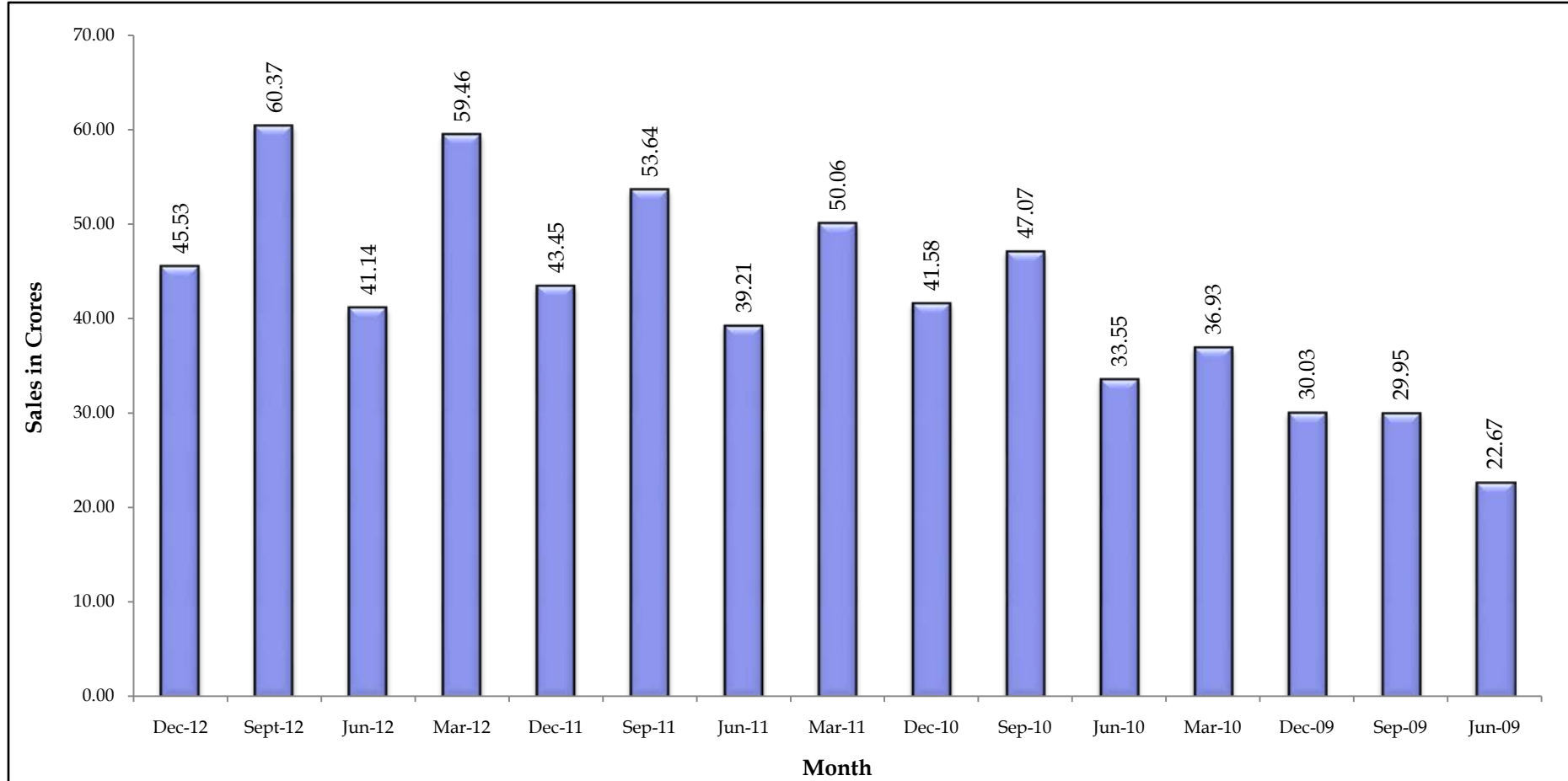


# Plastics – Income Statement Summary

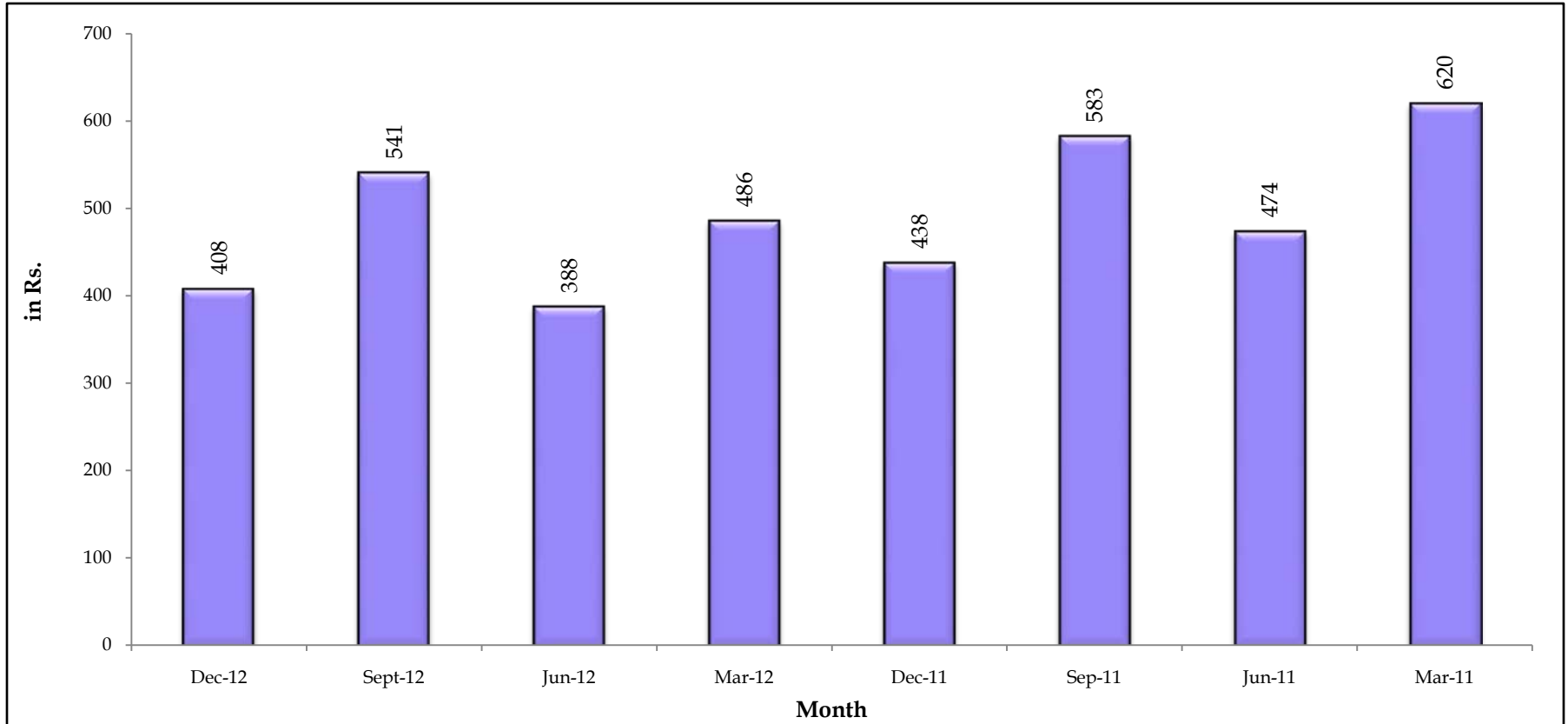
## (Nine Month)

Particulars	% to Sales	Nine Month Ended Dec-12	% to Sales	Nine Month Ended Dec-11	% to Sales	Year Ended Mar-12
<b>I INCOME</b>						
Gross Sales ans Income from Sales		1,181.21		1,012.03		1,427.54
Less : Duties and Levies		159.25		129.27		184.21
Net Sales	100	1,021.96	100	882.76	100	1,243.34
Other Income		1.87		1.23		2.46
<b>Total Income</b>		<b>1,023.83</b>		<b>883.99</b>		<b>1,245.80</b>
<b>II EXPENDITURE</b>						
Materials consumed / Cost of goods traded	63.65	650.51	61.33	541.39	62.42	776.14
Employees Remuneration & Benefits	6.17	63.07	6.22	54.94	5.92	73.66
Operating & other expenses		-		-		-
Stores, Spare Parts Consumed	1.52	15.55	1.39	12.26	1.46	18.19
Power & Fuel	2.99	30.60	3.06	26.99	3.02	37.53
Packing Material Consumed	0.82	8.37	0.85	7.51	0.83	10.29
Travelling Expenses	0.78	7.97	0.84	7.38	0.79	9.77
Carriage outward	4.67	47.75	5.08	44.84	4.86	60.45
Other Operating expenses	9.45	96.62	8.75	77.25	8.64	107.40
Financial Expenses	3.00	30.69	3.13	27.65	3.09	38.43
Depreciation	3.01	30.72	3.12	27.58	3.01	37.37
<b>Total</b>	<b>96.08</b>	<b>981.85</b>	<b>93.77</b>	<b>827.77</b>	<b>94.04</b>	<b>1,169.22</b>
<b>Profit before Taxation</b>	<b>4.11</b>	<b>41.98</b>	<b>6.37</b>	<b>56.23</b>	<b>6.16</b>	<b>76.57</b>

# @home – Business Review



# Sales Per Sq. ft. per month

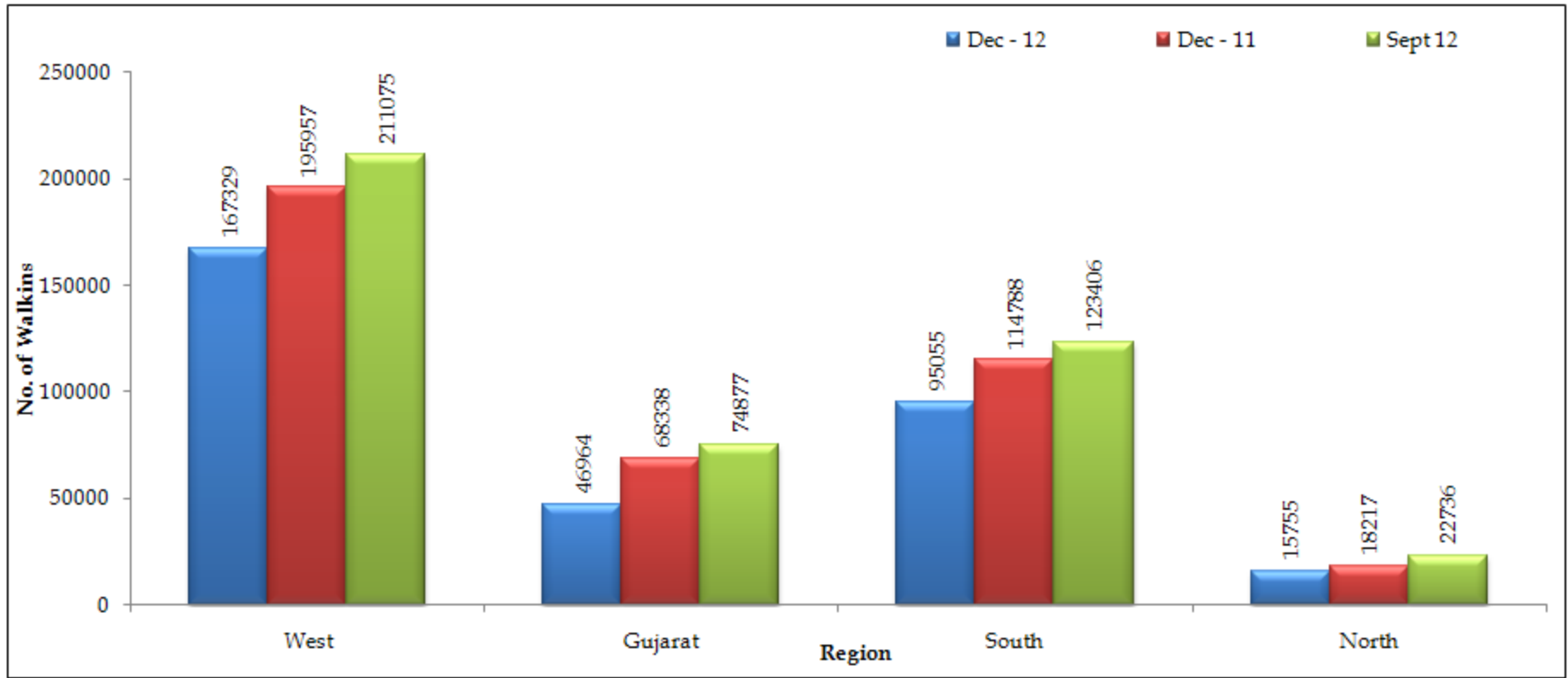


# @home -Income Statement Summary (Nine month)

(₹ in Crores)

PARTICULAR	9 Mths Ended Dec 12		9 Mths Ended Dec 11		Year Ended Mar 12	
	Amt	%	Amt	%	Amt	%
<b>I INCOME</b>						
Gross : Sales and Income from Sales	164.79		151.38		212.94	
Less : Duties and Levies	17.76		15.00		21.67	
Net Sales	147.03	100%	136.38	100%	191.27	100%
Other Income	0.04	0%	0.02	0%	0.02	0%
<b>TOTAL SALES TURNOVER</b>	<b>147.07</b>		<b>136.40</b>		<b>191.29</b>	
<b>II EXPENDITURE</b>						
MATERIAL CONSUMED	79.67	54%	70.78	52%	101.11	53%
EMPLOYEES REMUNERATION	12.88	9%	12.41	9%	16.36	9%
<b>OPERATING EXP</b>						
RENT	19.91	14%	16.00	12%	22.40	12%
ELECTRICITY	4.97	3%	3.49	3%	4.80	3%
ADVERTISEMENT	6.22	4%	10.09	7%	14.09	7%
TRANSPORTATION	4.04	3%	4.58	3%	6.52	3%
OTHER OPERATING EXP	19.46	13%	18.06	13%	25.81	13%
EMI SUBVANTION CHARGES ON FINANCE SCHEME	1.08	1%	0.58	0%	0.88	0%
CREDIT CARD EXP	0.99	1%	0.92	1%	1.31	1%
OTHER FINANCIAL EXP	0.32	0%	0.30	0%	0.41	0%
DEPRECIATION	2.89	2%	2.24	2%	3.11	2%
<b>TOTAL</b>	<b>152.45</b>	<b>104%</b>	<b>139.47</b>	<b>102%</b>	<b>196.81</b>	<b>103%</b>
<b>PROFIT BEFORE TAXATION</b>	<b>(5.38)</b>	<b>-4%</b>	<b>(3.06)</b>	<b>-2%</b>	<b>(5.52)</b>	<b>-3%</b>

# Region Wise Quarter Wise Walkin



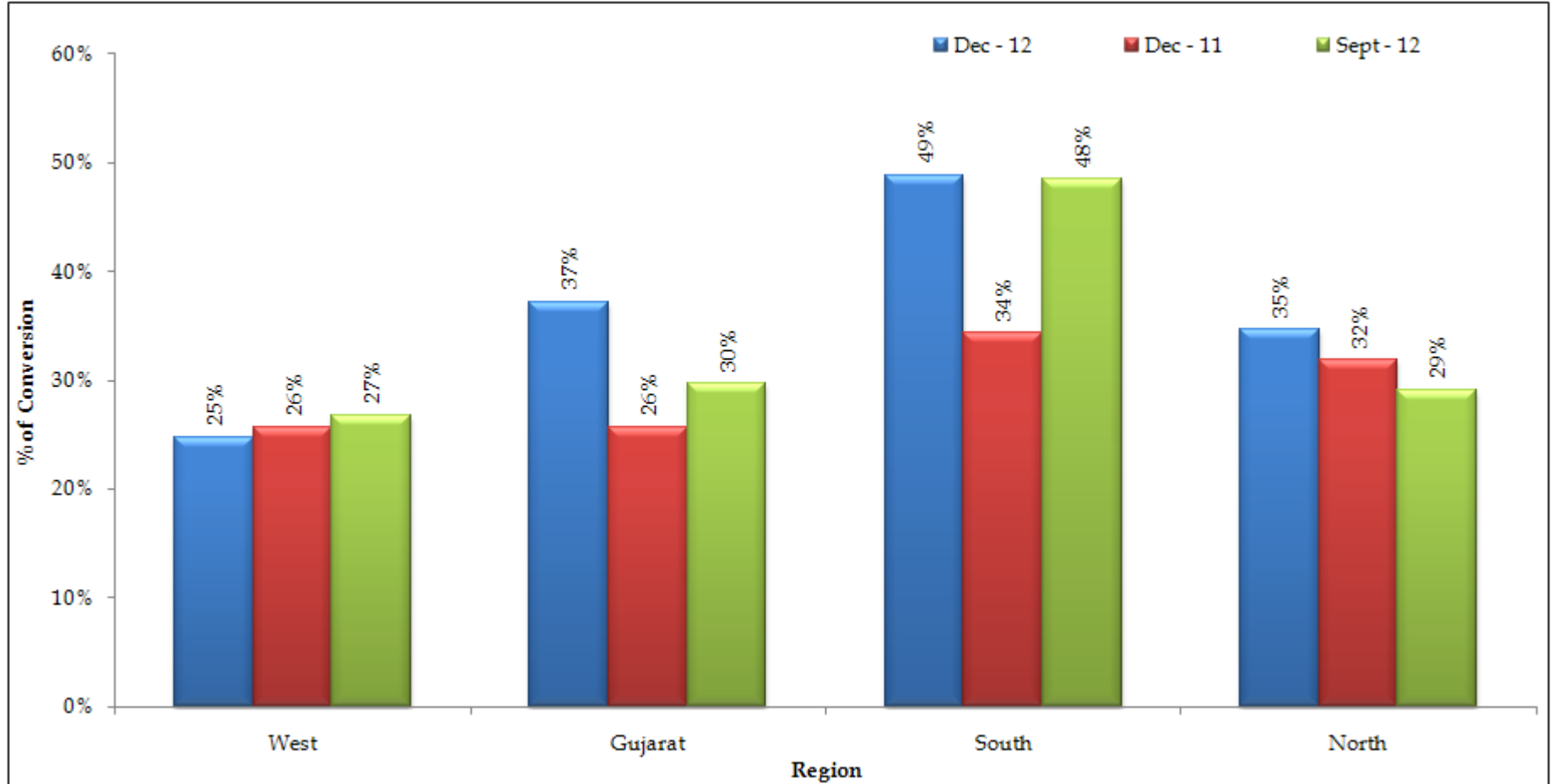
West - YOY Growth : -15%, QoQ Growth : -21%

Gujarat - YOY Growth : -31%, QoQ Growth : -37%

South - YOY Growth : -17%, QoQ Growth : 23%

North - YOY Growth : -14%, QoQ Growth : -31%

# Region Wise Quarter Wise Conv.%



Thank you