

Q2 Results of FY 2012-2013

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Highlights

(₹ in Crores)

Particulars	% of Growth compare to corresponding period of P.Y.	Quarter Ended Sept 12	Quarter Ended Sept 11	% of Growth compare to corresponding period of P.Y.	Half Year Ended Sept 12	Half Year Ended Sept 11	Financial Year 2011 -12
Turnover - Gross	9.75%	441.21	402.01	16.28%	893.56	768.47	1,640.48
Turnover - Net	8.63%	382.62	352.21	15.26%	776.32	673.53	1,434.61
EBIDT	-17.28%	34.39	41.58	-4.70%	72.79	76.38	151.22
Interest	-18.52%	9.47	11.63	1.03%	20.79	20.58	39.68
Depreciation	15.29%	11.47	9.95	18.91%	22.86	19.22	40.48
PBT	-32.76%	13.45	20.00	-20.33%	29.13	36.57	71.05
PAT	-37.13%	9.69	15.42	-24.32%	20.95	27.68	55.60

Financial Results (Quarterly)

(₹ in Crores)

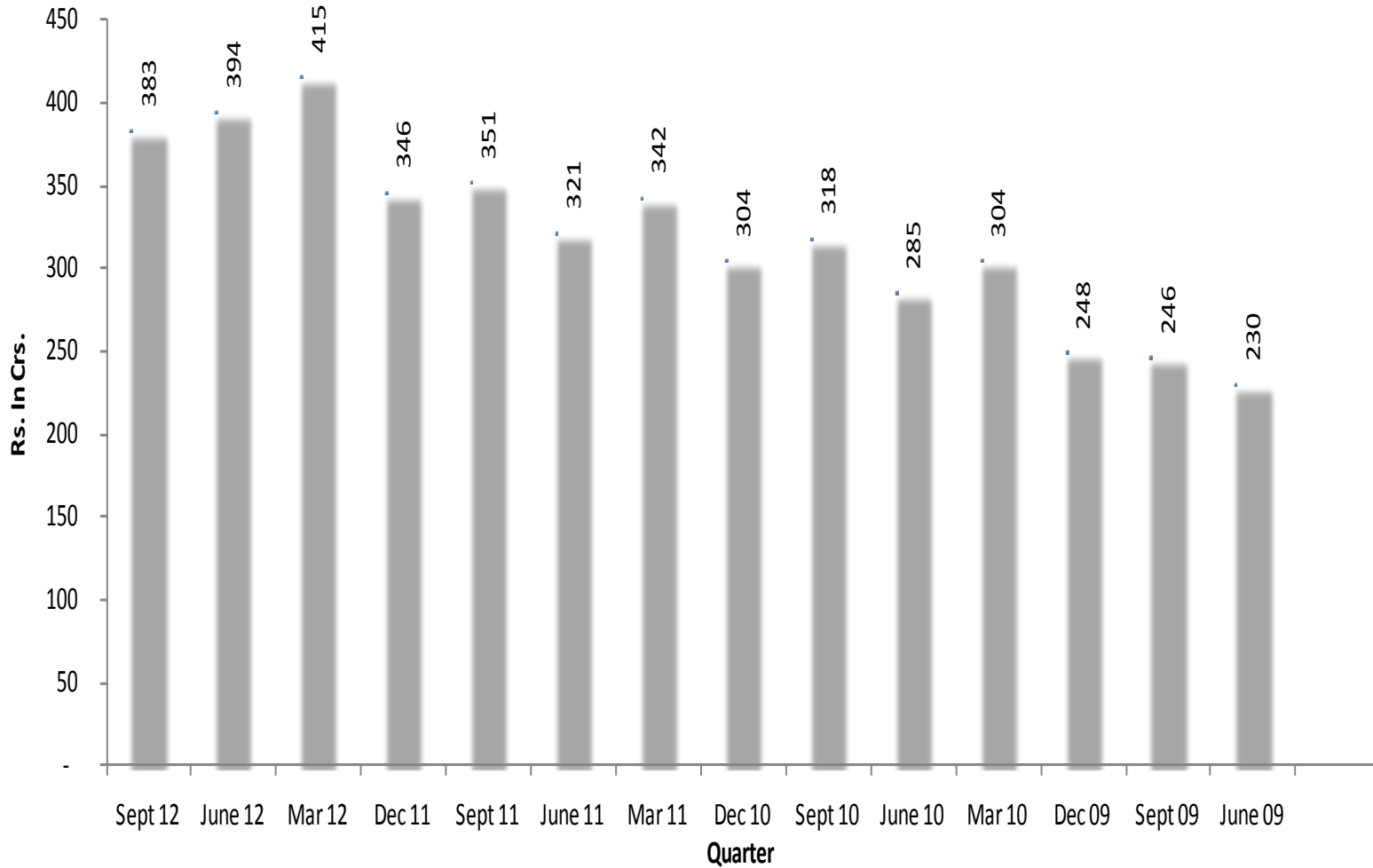
Particulars	Quarter ended 30th Sept 12			Quarter ended 30th Sept 11			Quarter ended 30th June 12			Financial Year 2011-12		
	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total
Net Sales	322.23	60.38	382.61	298.54	53.67	352.21	352.55	41.16	393.71	1,243.34	191.27	1,434.61
EBIDT	32.83	1.56	34.39	39.53	2.05	41.58	40.82	(2.42)	38.40	152.36	(0.66)	151.70
% Net sales	10%	3%	9%	13%	4%	12%	12%	-6%	10%	12%	0%	11%
PBT	13.41	0.04	13.45	19.21	0.79	20.00	19.52	(3.83)	15.69	76.57	(5.52)	71.05
PAT	9.65	0.04	9.69	14.63	0.79	15.42	15.08	(3.83)	11.25	61.12	(5.52)	55.60
% Net sales	3%	0%	3%	5%	1%	4%	4%	-9%	3%	5%	-3%	4%

Financial Results (Half Yearly)

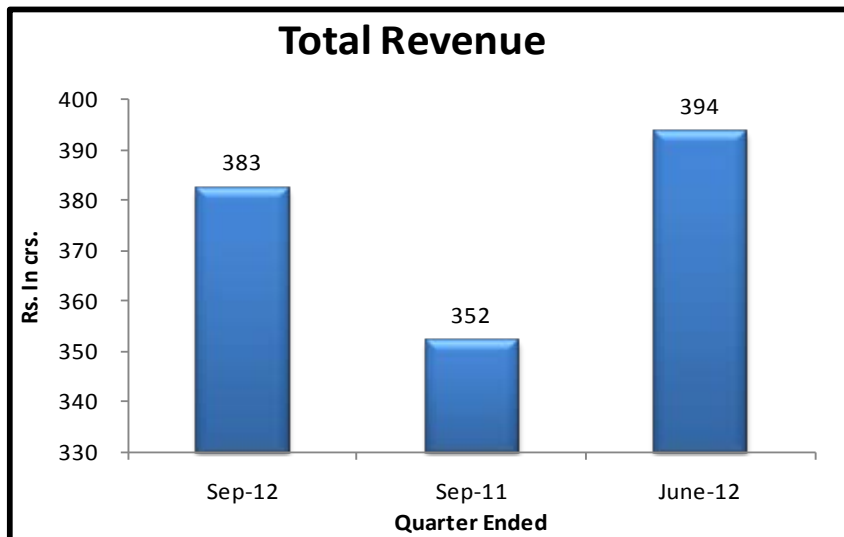
(₹ in Crores)

Particulars	Half Year ended 30th Sept 12			Half Year ended 30th Sept 11			Half Year ended 31st March 12		
	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total
Net Sales	674.78	101.54	776.32	580.63	92.90	673.53	662.71	98.37	761.08
EBIDT	73.65	(0.86)	72.79	74.49	1.88	76.37	77.87	(2.54)	75.33
% Net sales	11%	-1%	9%	13%	2%	11%	12%	-3%	10%
PBT	32.92	(3.79)	29.13	37.02	(0.45)	36.57	39.55	(5.07)	34.48
PAT	24.74	(3.79)	20.95	28.13	(0.45)	27.68	32.99	(5.07)	27.92
% Net sales	4%	-4%	3%	5%	0%	4%	5%	-5%	4%

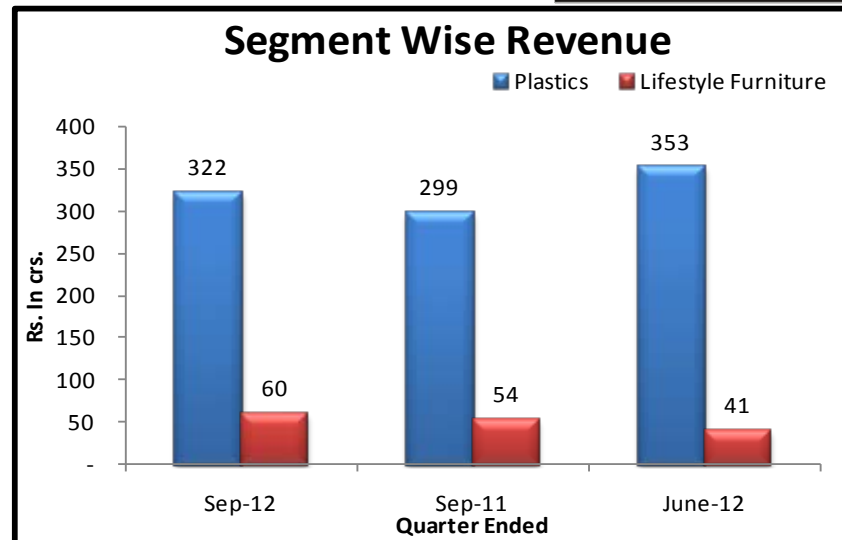
Quarterly Net Sales



(₹ in Crores)

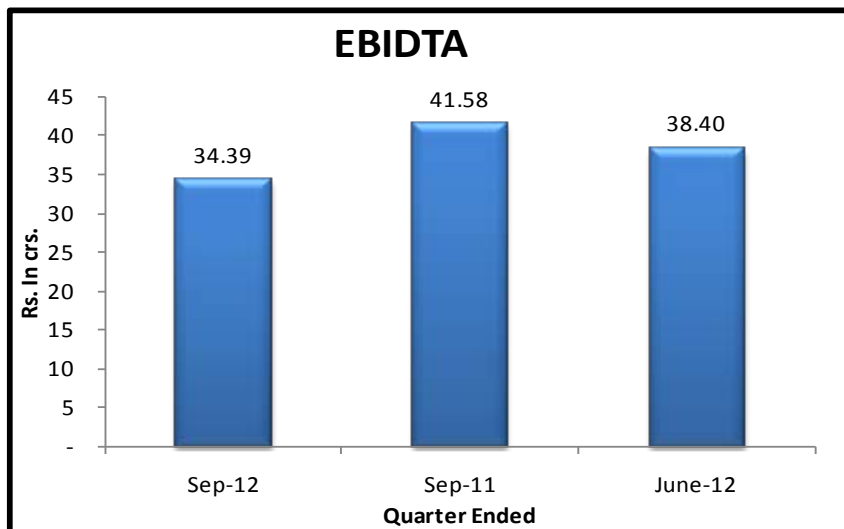


YoY Growth : 9%; QoQ Growth : -3%

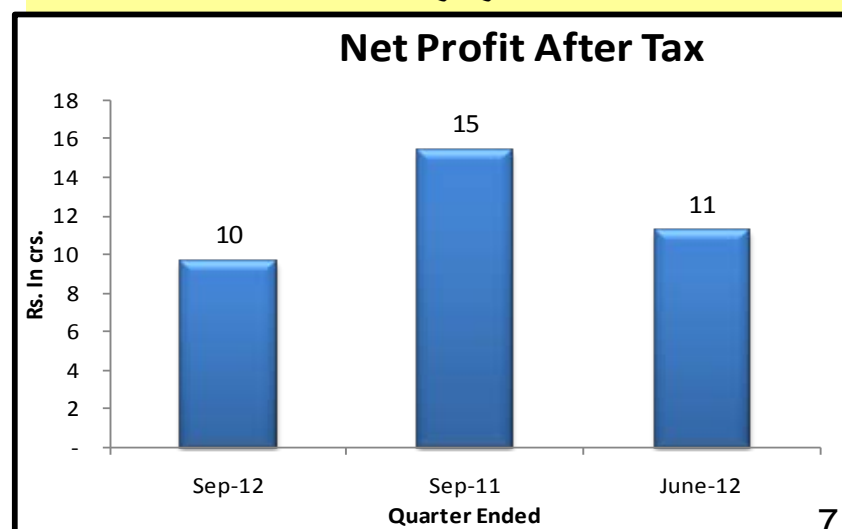


Plastics YoY Growth : 9%; QoQ Growth : -8%

Retail YoY Growth : 13%; QoQ Growth : 47%



YoY Growth : -17%; QoQ Growth : -10%



YoY Growth : -37%; QoQ Growth : -14%

(₹ in Crores)

Particulars	Sep-12		Sep-11		June-12		Growth Over	
	Amt	%	Amt	%	Amt	%	Sep-11	Jun-12
Total Revenues	383.33	100%	352.50	100%	394.02	100%	9%	-3%
Material Consumed	236.16	62%	206.55	59%	248.18	63%	14%	-5%
Employees Cost	25.15	7%	22.41	6%	25.37	6%	12%	-1%
Operating expenditure	87.64	23%	81.96	23%	82.07	21%	7%	7%
EBIDTA	34.39	9%	41.58	12%	38.40	10%	-17%	-10%
Depreciation	11.47	3%	9.95	3%	11.39	3%	15%	1%
Interest and Finance Charges	9.47	2%	11.63	3%	11.32	3%	-19%	-16%
Profit before Tax	13.45	4%	20.00	6%	15.69	4%	-33%	-14%
Tax Expense	3.75	1%	4.58	1%	4.43	1%	-18%	-15%
Net Profit after Tax	9.69	3%	15.42	4%	11.26	3%	-37%	-14%

Particulars	Half Year Ended Sept 12		Half Year Ended Sept 11		Year ended Mar 12	
	Amt	%	Amt	%	Amt	%
Total Revenues	777.35	100%	674.61	100%	1,437.10	100%
Consumption of Raw Material	484.33	62%	403.62	60%	877.26	61%
Employees Cost	50.52	6%	44.50	7%	90.02	6%
Operating expenditure	169.71	22%	150.12	22%	318.12	22%
EBIDTA	72.79	9%	76.38	11%	151.70	11%
Depreciation	22.86	3%	19.22	3%	40.48	3%
Interest and Finance Charges (net)	20.79	3%	20.58	3%	40.17	3%
Profit Before Tax	29.13	4%	36.57	5%	71.05	5%
Tax Expense	8.18	1%	8.89	1%	15.45	1%
Net Profit After Tax	20.95	3%	27.68	4%	55.60	4%

Segment Results

	(₹ in Crores)			Growth Over	
	Sep-12	Sep-11	June-12	YoY	QoQ
Segment Revenue (Including Inter Segment)	386.38	353.94	396.84	9.2%	-2.6%
Plastics	325.99	300.28	355.68	8.6%	-8.3%
Retail	60.38	53.67	41.16	12.5%	46.7%
EBIDTA	34.39	41.58	38.40	-17.3%	-10.4%
Plastics	32.83	39.53	40.82	-16.9%	-19.6%
Retail	1.56	2.05	-2.42		
EBIDTA %	8.9%	11.7%	9.7%		
Plastics %	10.1%	13.2%	11.5%		
Retail %	2.6%	3.8%	-5.9%		
EBIT					
Plastics	23.90	32.38	30.45		
Retail	0.57	1.30	-3.44		
EBIT %					
Plastics	7.3%	10.8%	8.6%		
Retail	0.9%	2.4%	-8.4%		

Balance Sheet Summary

(₹ in Crores)

Particulars	Sep-12	Mar-12
SHAREHOLDERS' FUNDS:		
(a) Capital	14.92	14.92
(b) Reserves and Surplus	410.47	389.52
NON CURRENT LIABILITIES:		
(a) Long term borrowings	131.58	110.42
(b) Deferred tax liability (net)	18.31	18.47
(c) Long term provisions	4.83	4.14
(d) Other Non-Current liabilities	31.19	27.16
CURRENT LIABILITIES:		
(a) Short term borrowings	213.62	215.57
(b) Trade Payables	102.22	84.82
(c) Other current liabilities	67.35	61.95
(d) Short term provisions	16.83	19.71
TOTAL	1,011.33	946.70

Balance Sheet Summary

(₹ In Crores)

Particulars	Sep-12	Mar-12
NON CURRENT ASSETS:		
(a) Fixed Assets		
(i) Tangible assets	325.41	323.65
(ii) Intangible assets	1.91	3.57
(iii) Capital work-in-progress	8.94	5.09
(iv) Intangible Assets under development	0.00	0.00
(b) Non-current investments	25.30	25.30
(c) Long-term loans and advances	53.23	50.59
CURRENT ASSETS:		
(a) Inventories	303.89	272.91
(b) Trade Receivables	196.98	195.69
(c) Cash and Bank Balance	40.15	20.46
(d) Short-term loans and advances	55.49	45.87
(e) Other current assets	0.04	3.57
TOTAL	1,011.33	946.70

Performance of Joint Venture & Subsidiary Companies

Name of the company	Currency	Quarter Ended Sept, 12		Quarter Ended Sept, 11	
		Turn Over	Net Profit/ (Loss)	Turn over	Net Profit/ (Loss)
NBSSPL	INR	16.79	0.74	11.84	1.00
CNPL	INR	4.57	0.74	1.56	0.20
NEPPL	SLR	19.83	(1.65)	24.07	1.07
	INR	8.10	(0.67)	10.78	0.48
NCB- FZE	AED	0.30	0.02	0.23	0.01
	INR	4.31	0.25	3.09	0.19
Total	INR	33.77	1.05	27.26	1.87
Based on our holding	INR		0.48		1.16



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



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



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



CNPL- Cambro Nilkamal Plastic Ltd. (Joint Venture)

Performance of Joint Venture & Subsidiary Companies

Name of the Company	Currency	Half Year Ended 30 th September, 12.		Half Year ended 30 th September, 11.	
		Turnover	Net Profit / (Loss)	Turnover	Net Profit / (Loss)
NBSSPL	INR	32.69	1.77	19.94	0.72
CNPL	INR	9.20	1.30	2.66	0.40
NEPPL	SLR	44.63	(1.54)	47.67	3.37
	INR	18.23	(0.63)	21.36	1.51
NCB- FZE	AED	0.68	0.07	0.50	0.03
	INR	9.84	0.95	6.72	0.43
Total	INR	69.95	3.39	50.67	3.05
Our share	INR		2.01	-	2.13

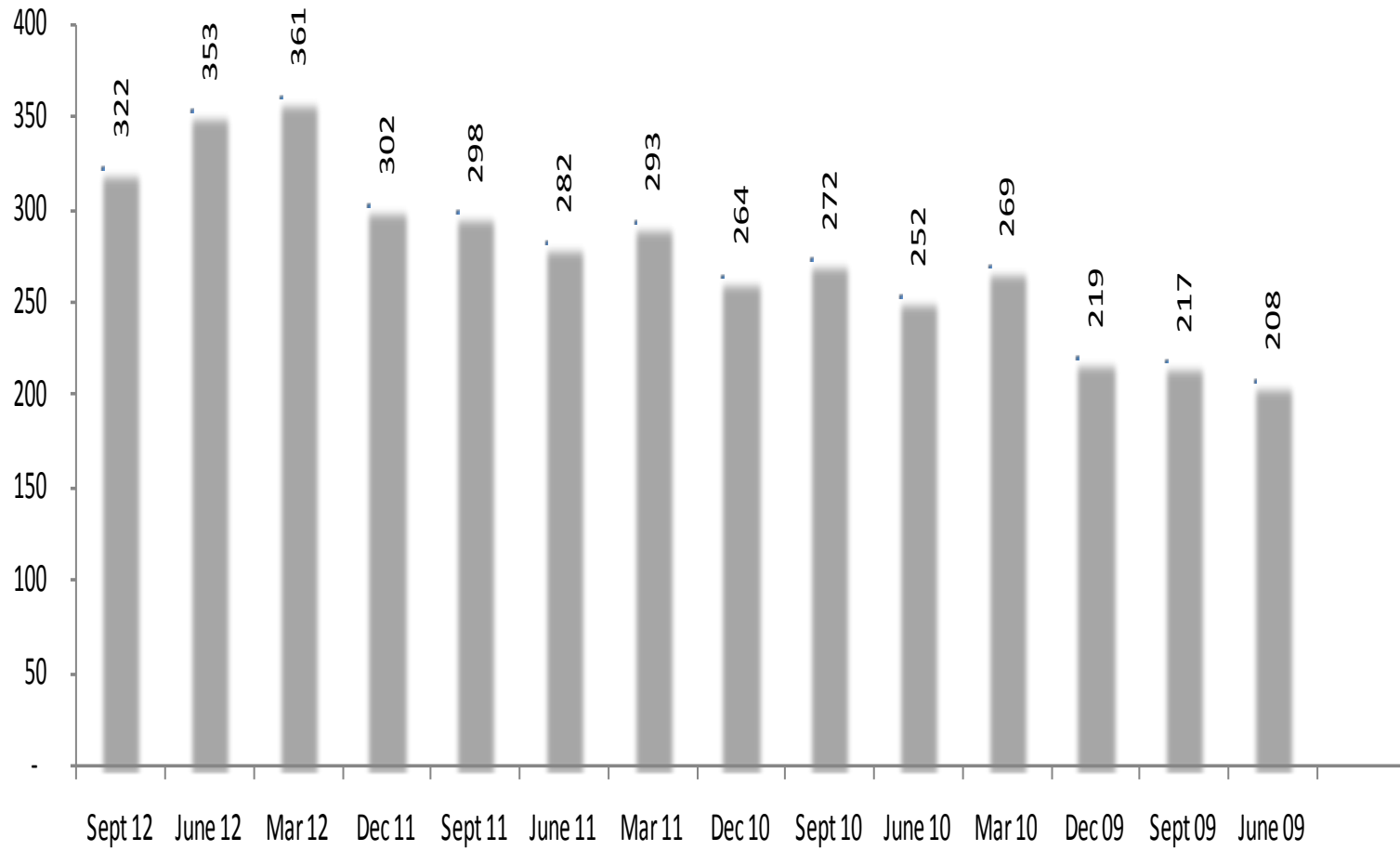
- NBSSPL –Nilkamal BITO Storage Systems Pvt. Ltd. (Joint Venture).
- CNPL – Cambro Nilkamal Pvt. Ltd.(Joint Venture)
- NEPPL -Nilkamal Eswaran Plastic Pvt. Ltd (Sri Lankan Subsidiary).
- NCB – FZE – Nilkamal Crates & Bins FZE (Ajman subsidiary)

Business Review

Plastics - Business Review

Plastic- Quarter wise Sales

(₹ in Crores)



Plastics – Income Statement Summary (Quarterly)

(₹ in Crores)

Particulars	% to Sales	Sept - 12	% to Sales	Sept - 11	% to Sales	Jun - 12
I INCOME						
Gross Sales and Income from Sales		373.53		342.46		406.22
Less : Duties and Levies		51.30		43.91		53.68
Net Sales	100	322.23	100	298.55	100	352.54
Other Income		0.70		0.27		0.29
Total Income		322.94		298.81		352.83
II EXPENDITURE						
Materials consumed / Cost of goods traded	62.84	202.48	59.67	178.14	64.23	226.45
Employees Remuneration & Benefits	6.47	20.86	6.10	18.23	5.91	20.83
Operating & other expenses						
Stores, Spare Parts Consumed	1.49	4.82	1.46	4.36	1.48	5.20
Power & Fuel	3.03	9.76	2.97	8.86	2.98	10.52
Packing Material Consumed	0.88	2.84	0.87	2.59	0.72	2.54
Travelling Expenses	0.88	2.85	0.84	2.49	0.63	2.21
Carriage outward	4.68	15.07	6.46	19.27	4.30	15.16
Other Operating expenses	9.75	31.43	8.49	25.34	8.25	29.10
Financial Expenses	2.77	8.94	3.72	11.12	3.10	10.93
Depreciation	3.25	10.49	3.08	9.20	2.94	10.37
Total		309.53		279.60		333.31
Profit before Taxation	4.16	13.41	6.43	19.21	5.54	19.52

Plastics – Income Statement Summary

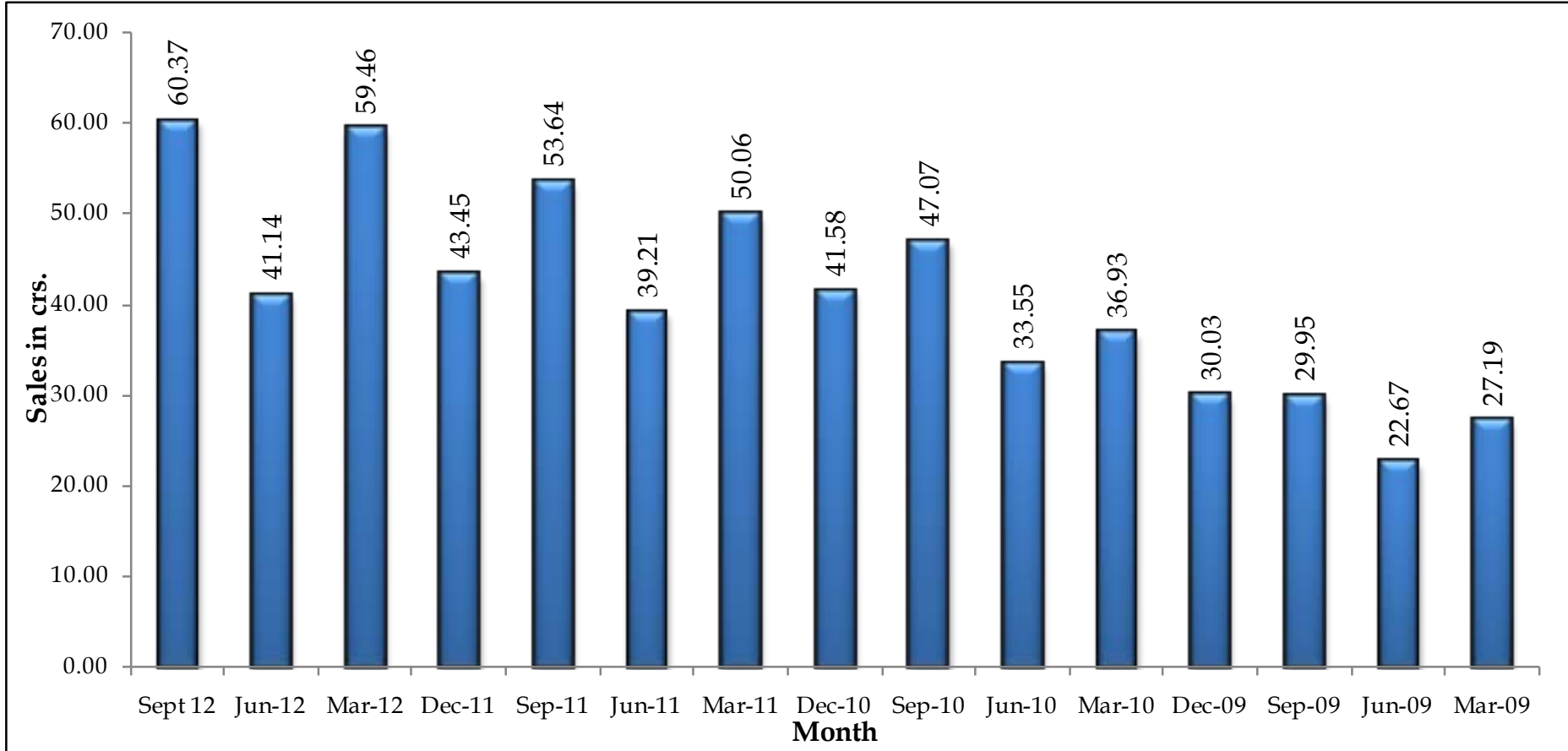
(Half Yearly)

Particulars	% to Sales	Sept - 12	% to Sales	Sept - 11	% to Sales	Mar - 12
I INCOME						
Gross Sales and Income from Sales		779.75		665.49		1,427.54
Less : Duties and Levies		104.97		84.86		184.21
Net Sales	100	674.78	100	580.63	100	1,243.34
Other Income		0.99		1.07		2.46
Total Income		675.77		581.69		1,245.79
II EXPENDITURE						
Materials consumed / Cost of goods traded	63.57	428.93	61.10	354.76	62.42	776.14
Employees Remuneration & Benefits	6.18	41.68	6.27	36.38	5.92	73.66
Operating & other expenses						
Stores, Spare Parts Consumed	1.48	10.02	1.20	6.97	1.46	18.19
Power & Fuel	3.01	20.28	3.09	17.96	3.02	37.53
Packing Material Consumed	0.80	5.38	0.83	4.83	0.83	10.29
Travelling Expenses	0.75	5.06	0.83	4.82	0.79	9.77
Carriage outward	4.48	30.24	6.12	35.53	4.86	60.45
Other Operating expenses	8.97	60.52	7.92	45.96	8.64	107.40
Financial Expenses	2.95	19.87	3.39	19.71	3.09	38.43
Depreciation	3.09	20.86	3.06	17.77	3.01	37.37
Total		642.84		544.68		1,169.23
Profit before Taxation	4.88	32.93	6.37	37.01	6.16	76.57

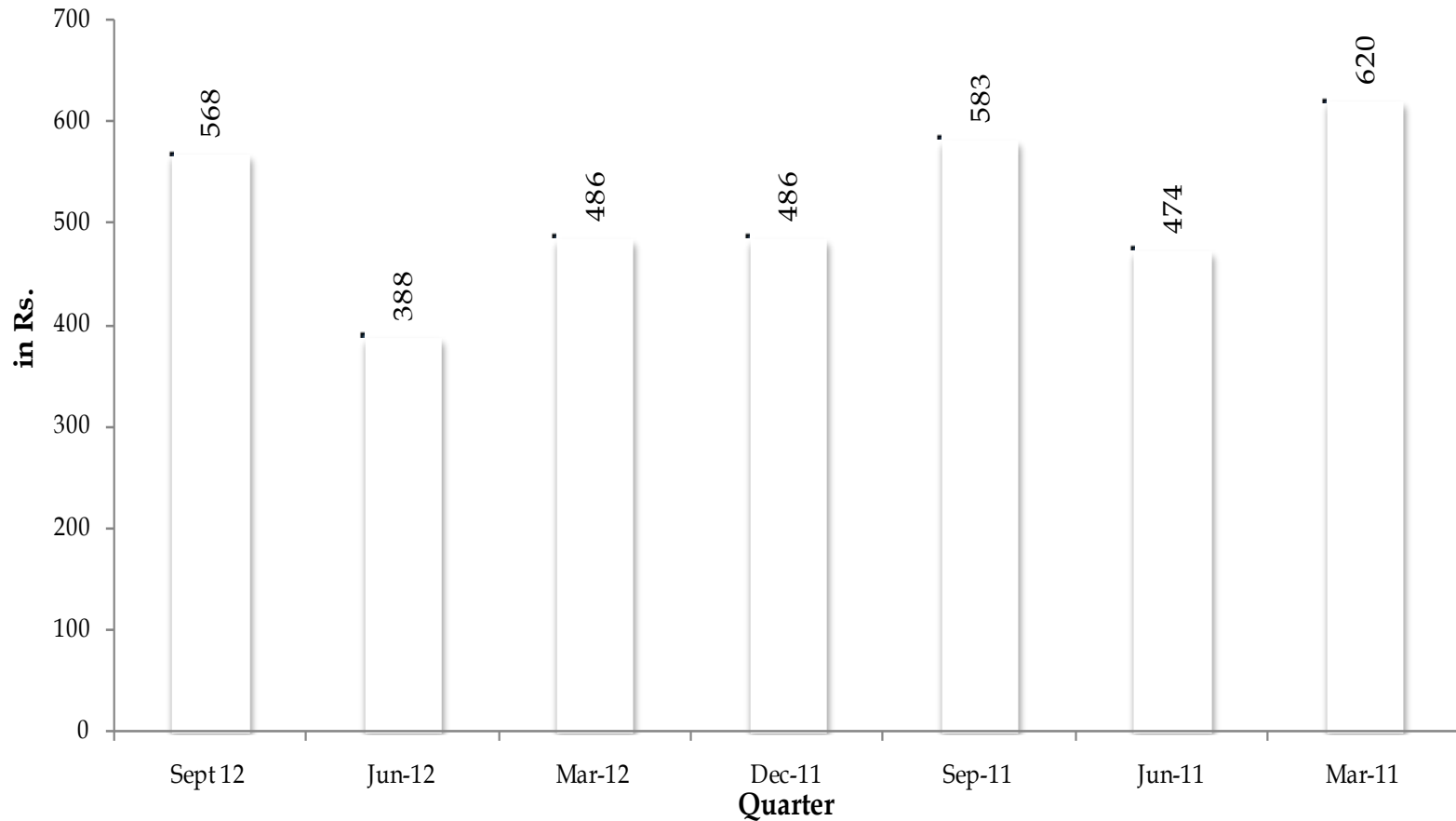
@home – Business Review

Retail Quarter Wise Sales

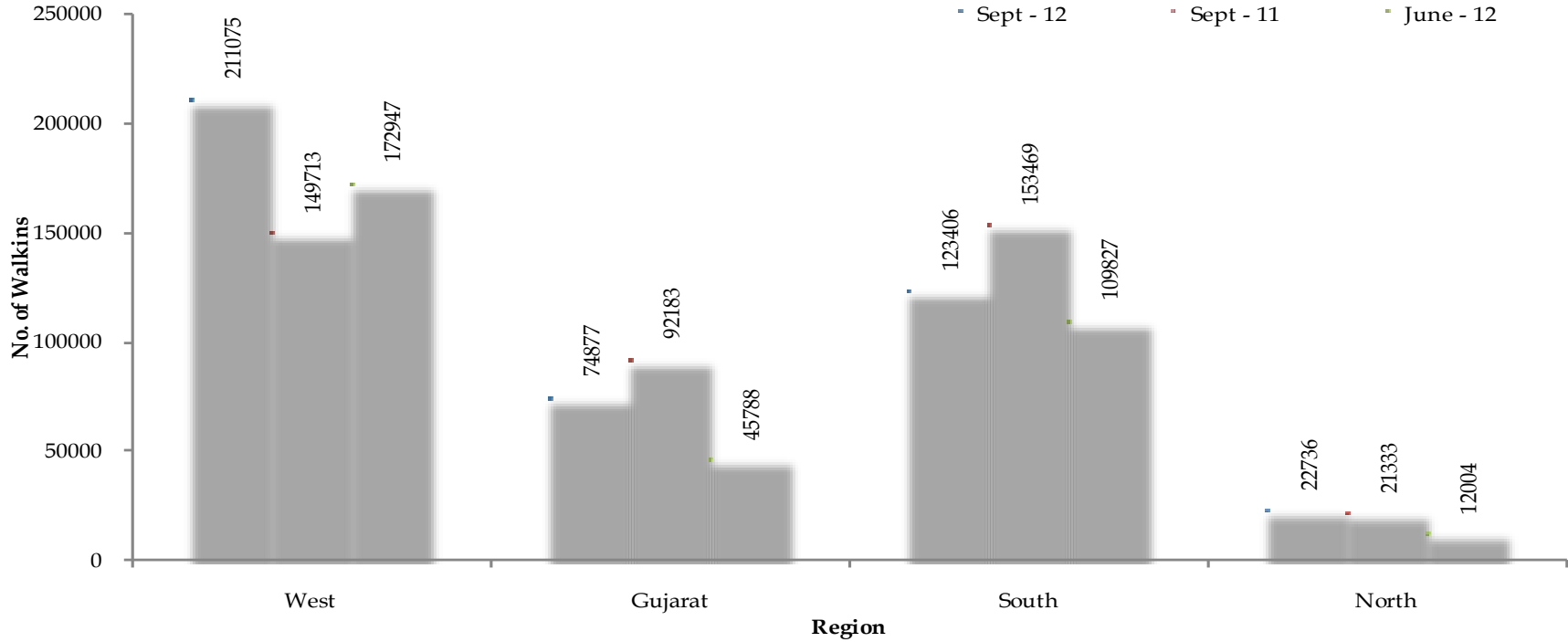
(₹ in Crores)



Sales Per Sq. ft. per month



Region wise quarter wise Walkin



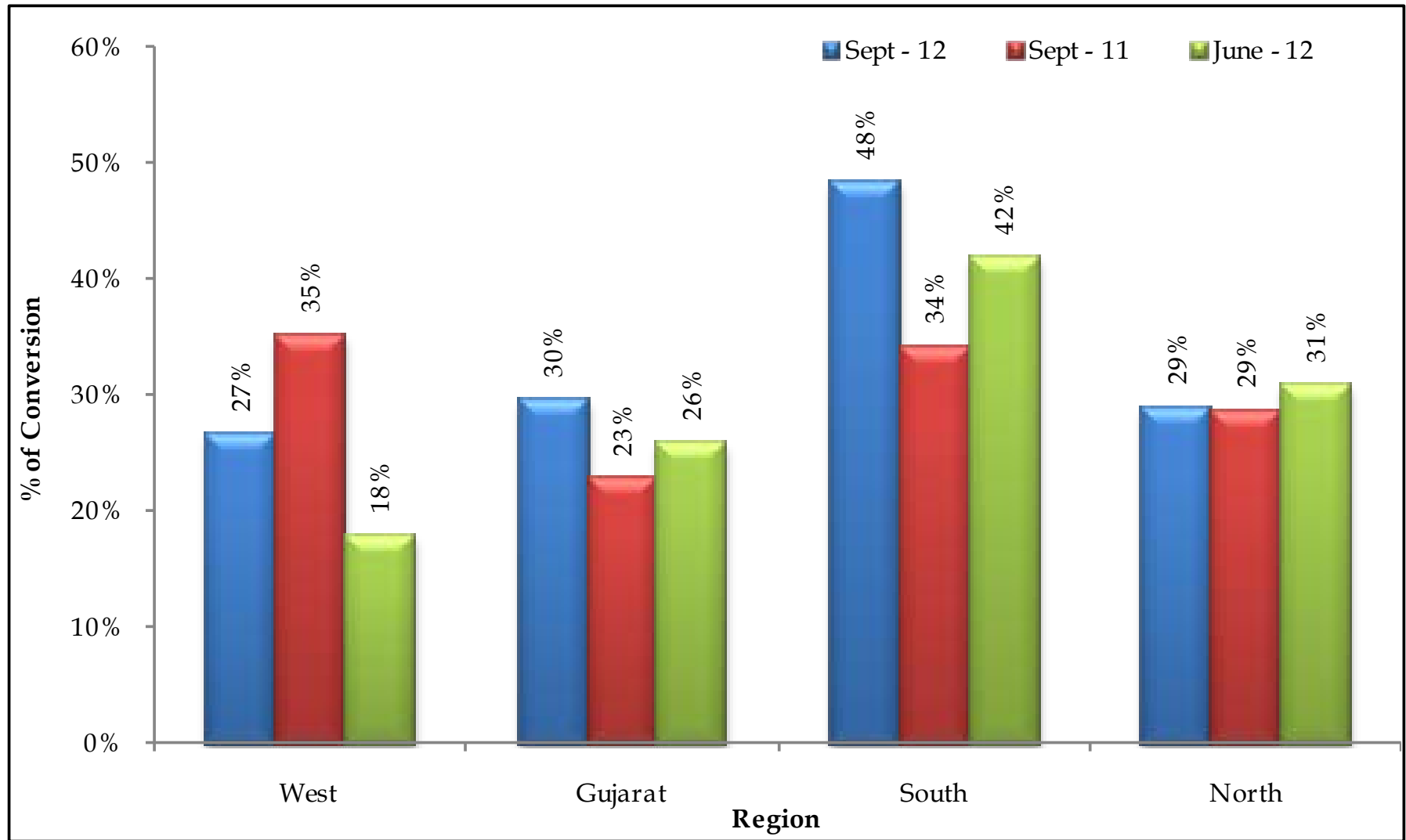
West - YOY Growth : 41%, QoQ Growth : 22%

Gujarat - YOY Growth : -19%, QoQ Growth : 64%

South - YOY Growth : -20%, QoQ Growth : 12%

North - YOY Growth : 7%, QoQ Growth : 89%

Region wise quarter wise Conv. %



(₹ in Crores)

PARTICULAR	Qtr Ended Sep 12		Qtr Ended Jun 12		Qtr Ended Sep 11	
	Amt	%	Amt	%	Amt	%
I INCOME						
Gross : Sales and Income from Sales	67.68		46.13		59.55	
Less : Duties and Levies	7.30		4.97		5.88	
Net Sales	60.38	100%	41.16	100%	53.67	100%
Other Income	0.02	0%	0.03	0%	0.02	0%
TOTAL SALES TURNOVER	60.40		41.19		53.69	
II EXPENDITURE						
MATERIAL CONSUMED	33.68	56%	21.73	53%	28.41	53%
EMPLOYEES REMUNERATION	4.29	7%	4.54	11%	4.19	8%
OPERATING & OTHER EXP						
RENT	7.40	12%	6.53	16%	5.51	10%
ELECTRICITY	1.85	3%	1.78	4%	1.23	2%
ADVERTISEMENT	2.85	5%	1.94	5%	4.04	8%
TRANSPORTATION	1.48	2%	1.09	3%	1.85	3%
OTHER OPERATING EXP	6.81	11%	5.69	14%	6.10	11%
EMI SUBVANTION CHARGES ON FINANCE SCHEME	0.49	1%	0.31	1%	0.31	1%
CREDIT CARD EXP	0.39	1%	0.27	1%	0.43	1%
OTHER FINANCIAL EXP	0.14	0%	0.12	0%	0.08	0%
DEPRECIATION	0.99	2%	1.02	2%	0.75	1%
TOTAL	60.36	100%	45.02	109%	52.90	99%
PROFIT BEFORE TAXATION	0.05	0%	(3.83)	-9%	0.79	1%

(₹ in Crores)

PARTICULAR	HY Ended Sep 12		HY Ended Sep 11		Year Ended Mar 12	
	Amt	%	Amt	%	Amt	%
I INCOME						
Gross : Sales and Income from Sales	113.81		102.98		212.94	
Less : Duties and Levies	12.26		10.08		21.67	
Net Sales	101.54	100%	92.90	100%	191.27	100%
Other Income	0.04	0%	0.02	0%	0.04	0%
TOTAL SALES TURNOVER	101.58		92.92		191.31	
II EXPENDITURE						
MATERIAL CONSUMED	55.40	55%	48.86	53%	101.11	53%
EMPLOYEES REMUNERATION	8.83	9%	8.12	9%	16.36	9%
OPERATING EXP						
RENT	13.63	13%	10.34	11%	22.40	12%
ELECTRICITY	3.64	4%	2.38	3%	4.80	3%
ADVERTISEMENT	4.79	5%	6.36	7%	14.09	7%
TRANSPORTATION	2.56	3%	3.01	3%	6.52	3%
OTHER OPERATING EXP	12.79	13%	11.51	12%	25.81	13%
EMI SUBVANTION CHARGES ON FINANCE SCHEME	0.80	1%	0.45	0%	0.88	0%
CREDIT CARD EXP	0.68	1%	0.66	1%	1.31	1%
OTHER FINANCIAL EXP	0.24	0%	0.20	0%	0.43	0%
DEPRECIATION	2.00	2%	1.46	2%	3.11	2%
TOTAL	105.37	104%	93.34	100%	196.82	103%
PROFIT BEFORE TAXATION	(3.79)	-4%	(0.43)	0%	(5.52)	-3%

Thank you