



# Q1 Results of FY 2011-2012

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# Highlights

(` in lacs)

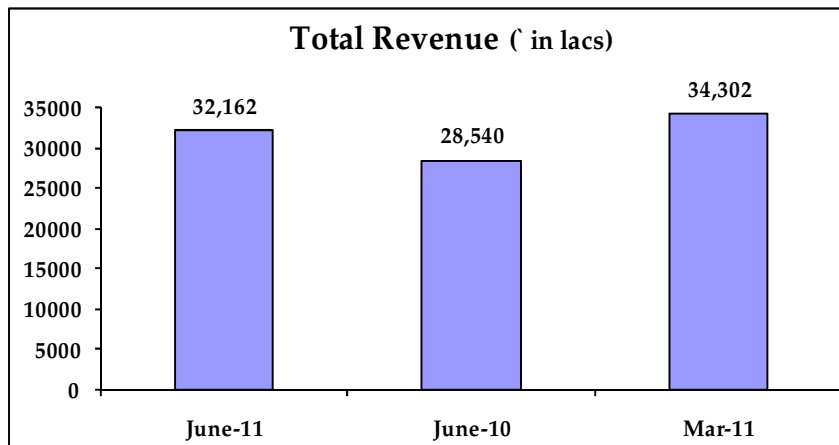
<b>Particulars</b>	<b>% of Growth compare to corresponding quarter of P.Y.</b>	<b>% of Growth Against Immediate Preceding Quarter</b>	<b>Quarter Ended June 11</b>	<b>Quarter Ended June 10</b>	<b>Quarter Ended March 11</b>	<b>Year Ended 31.03.11</b>
Turnover - Gross	12.79%	-6.45%	36585.35	32437.34	39107.47	142355.77
Turnover - Net	12.60%	-6.31%	32070.53	28480.79	34230.09	124908.86
EBIDT	7.30%	10.62%	3430.48	3197.07	3101.13	12969.98
Interest	44.09%	9.25%	846.20	587.29	774.56	2673.06
Depreciation	20.14%	6.80%	927.16	771.74	868.14	3293.16
PBT	-9.84%	13.62%	1657.11	1838.04	1458.43	7003.76
PAT	-7.01%	5.06%	1226.48	1318.91	1167.40	5245.78

# Financial Results

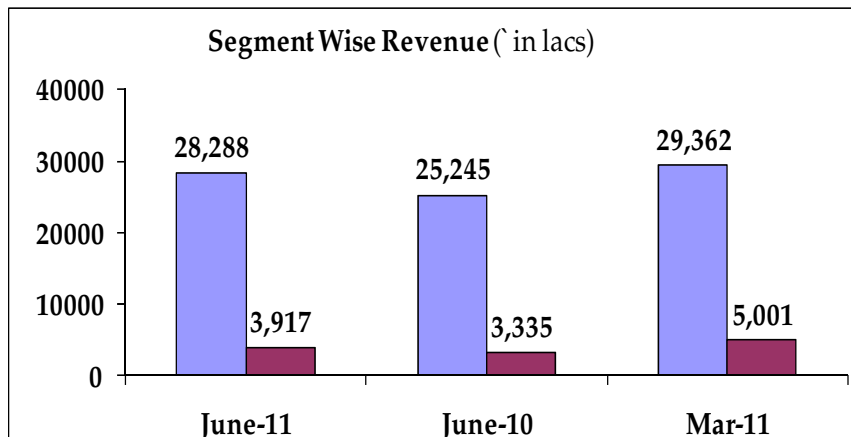
(. In lacs)

Particulars	Quarter ending 30th June 11			Quarter ending 30th June 10			Quarter ending 31st March 11			Financial Year 2010-11		
	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total
Net Sales	28154	3917	32071	25146	3335	28481	29228	5002	34230	107712	17197	142356
EBIDT	3447	-17	3430	3228	-31	3197	2825	276	3101	12504	466	12970
% Net sales	12.24	-0.43	10.70	12.84	-0.93	11.23	9.67	5.52	9.06	11.61	2.71	9.11
PBT	1780	-123	1657	1964	-126	1838	1298	160	1458	6976	28	7004
PAT	1350	-123	1227	1445	-126	1319	1007	160	1167	5218	28	5246
%of Net Sales	4.79	-3.15	3.82	5.75	-3.77	4.63	3.45	3.21	3.41	4.84	0.16	4.20

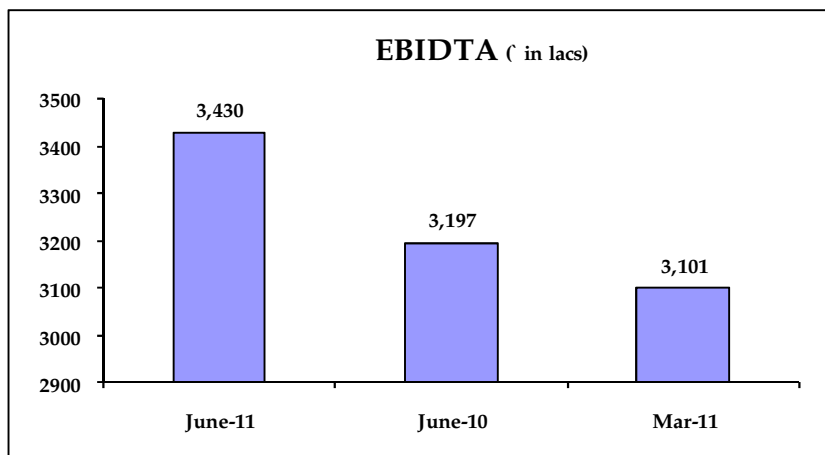
# Performance Snapshot



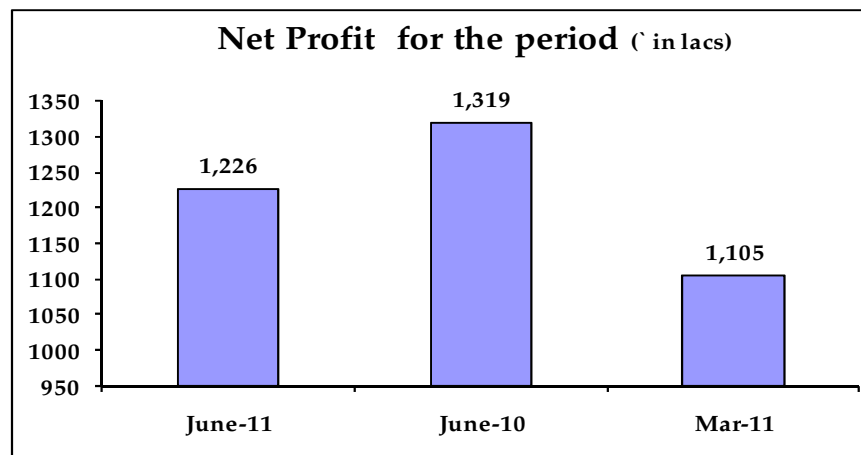
**YoY Growth : 13%; QoQ Growth : -6%**



**Plastics YoY Growth : 12%; QoQ Growth : -4 %**  
**Retail YoY Growth : 17%; QoQ Growth : -22%**



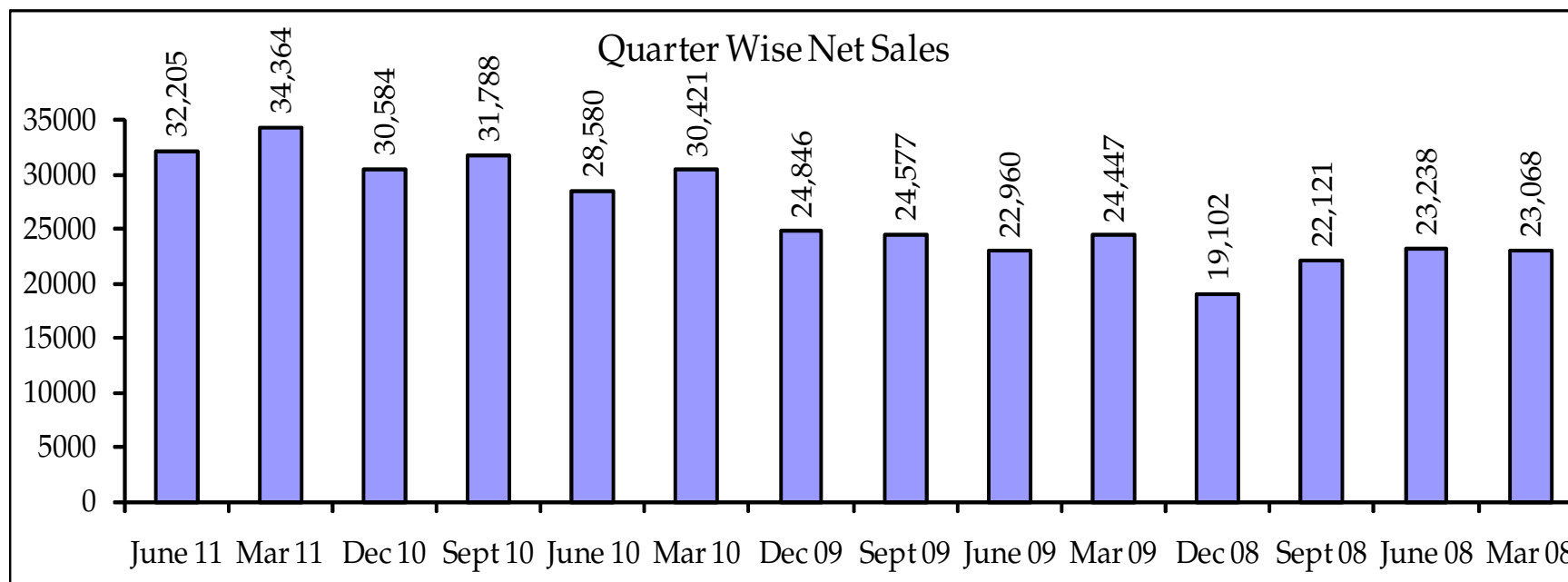
**YoY Growth : 7%; QoQ Growth : 11%**



**YoY Growth : -7%; QoQ Growth : 11%**

# Quarterly Net Sales

(` in lacs)



## Income Statement Summary (Quarterly)

(` in lacs)

Particulars	Quarter Ended June 11		Quarter Ended June 10		Quarter Ended March 11		Year Ended 31st March 11		Growth Over	
	Amt	%	Amt	%	Amt	%	Amt	%	June-10	Mar-11
<b>Revenues</b>	<b>32,162.01</b>	<b>100%</b>	<b>28,540.00</b>	<b>100%</b>	<b>34,301.97</b>	<b>100%</b>	<b>125,230.42</b>	<b>100%</b>	<b>13%</b>	<b>-6%</b>
Consumption of Raw Material	19,707.29	61%	17,963.87	63%	21,607.82	63%	77,485.47	62%	10%	-9%
Employees Cost	2,208.82	7%	1,672.56	6%	2,097.07	6%	7,577.90	6%	32%	5%
Operating expenditure	6,815.42	21%	5,706.49	20%	7,495.94	22%	27,197.07	22%	19%	-9%
<b>EBIDTA</b>	<b>3,430.48</b>	<b>11%</b>	<b>3,197.08</b>	<b>11%</b>	<b>3,101.14</b>	<b>9%</b>	<b>12,969.98</b>	<b>10%</b>	<b>7%</b>	<b>11%</b>
Depreciation	927.16	3%	771.74	3%	868.14	3%	3,293.16	3%	20%	7%
Interest and Finance Charges (net)	846.21	3%	587.30	2%	774.57	2%	2,673.06	2%	44%	9%
Profit Before Tax	1,657.11	5%	1,838.04	6%	1,458.43	4%	7,003.76	6%	-10%	14%
Tax Expense	430.63	1%	519.13	2%	353.73	1%	1,887.65	2%	-17%	22%
<b>Net Profit After Tax</b>	<b>1,226.48</b>	<b>4%</b>	<b>1,318.91</b>	<b>5%</b>	<b>1,104.70</b>	<b>3%</b>	<b>5,116.11</b>	<b>4%</b>	<b>-7%</b>	<b>11%</b>

# Segment Results

	(` in lacs)			Growth Over	
	June-11	June-10	Mar-11	YoY	QoQ
<b>Segment Revenue</b>	<b>32204.68</b>	<b>28580.13</b>	<b>34364.17</b>	<b>13%</b>	<b>-6%</b>
Plastics	28287.93	25245.14	29362.32	12%	-4%
Retail	3916.75	3334.99	5001.85	17%	-22%
<b>EBIDTA</b>	<b>3546.52</b>	<b>3382.30</b>	<b>3223.55</b>	<b>5%</b>	<b>10%</b>
Plastics	3563.33	3413.56	2947.23	4%	21%
Retail	-16.81	-31.26	276.32		
<b>EBIDTA %</b>	<b>11.0%</b>	<b>11.8%</b>	<b>9.4%</b>		
Plastics %	12.6%	13.5%	10.0%		
Retail %	-0.4%	-0.9%	5.5%		
<b>EBIT</b>					
Plastics	2706.35	2708.39	2146.74		
Retail	-87.00	-97.84	208.68		
<b>EBIT %</b>					
Plastics	8.4%	10.7%	7.3%		
Retail	-0.3%	-2.9%	4.2%		



# Balance Sheet Summary

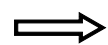
(` in lacs)

Particulars	June-11	June-10	Mar-11
<b>SHAREHOLDERS' FUNDS:</b>			
(a) Capital	1,492.25	1,278.23	1,492.25
(b) Reserves and Surplus	35,312.14	25,158.11	34,085.66
LOAN FUNDS	24,615.55	26,607.52	30,246.19
DEFERRED TAX LIABILITY (Net)	1,554.96	1,320.81	1,564.33
<b>TOTAL</b>	<b>62,974.89</b>	<b>54,364.67</b>	<b>67,388.42</b>
<b>FIXED ASSETS</b>			
	<b>31,437.45</b>	<b>24,170.09</b>	<b>30,254.86</b>
<b>INVESTMENTS</b>			
	<b>2,529.58</b>	<b>2,329.08</b>	<b>2,529.58</b>
<b>CURRENT ASSETS, LOANS AND ADVANCES</b>			
(a) Inventories	21,780.75	15,935.50	22,467.79
(b) Sundry Debtors	13,732.82	13,475.85	14,448.92
(c) Cash and Bank balances	1,973.27	404.99	2,644.66
(d) Loans and Advances	8,553.43	9,293.32	7,617.97
<b>Less: CURRENT LIABILITIES AND PROVISIONS</b>			
(a) Liabilities	14,991.89	9,874.70	10,685.07
(b) Provisions	2,040.52	1,369.46	1,890.30
<b>NET CURRENT ASSETS</b>	<b>29,007.86</b>	<b>27,865.50</b>	<b>34,603.98</b>
<b>TOTAL</b>	<b>62,974.89</b>	<b>54,364.67</b>	<b>67,388.42</b>

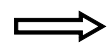
## Performance of Joint Venture & Subsidiary Companies

(` in lacs.)

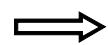
Name of the company	Currency	Quarter Ended June 11		Quarter Ended June 10	
		Turn Over	Net Profit / (Loss)	Turn over	Net Profit / (Loss)
NBSSPL	INR	809.44	(27.65)	1027.53	(33.31)
NEPPL	SLR	2359.96	230.10	2153.86	243.51
	INR	961.49	93.75	880.17	99.51
NCB- FZE	AED	27.04	1.72	28.64	2.89
	INR	328.35	20.89	362.17	36.55
CNPL	INR	110.39	19.28		
<b>Total</b>	<b>INR</b>	<b>2209.67</b>	<b>106.27</b>	<b>2269.87</b>	<b>102.75</b>
<b>Based on our holding</b>	<b>INR</b>		<b>87.95</b>		<b>95.52</b>



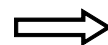
NBSSPL -Nilkamal BITO Storage Systems Pvt. Ltd. (Joint Venture).



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



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



CNPL- Canmbro Nilkamal Pvt Ltd (Joint Venture)



# Business Review

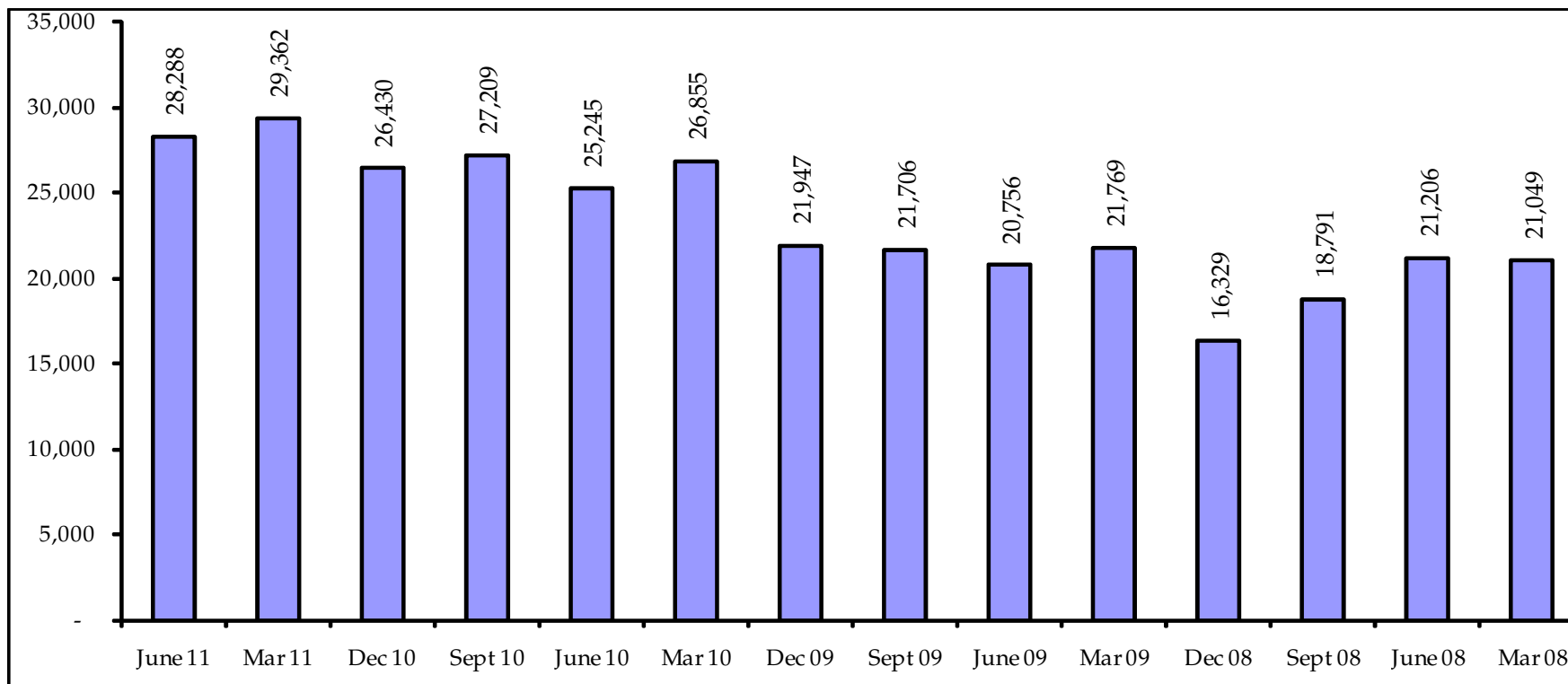


# Plastics - Business Review

## Plastics – Income Statement Summary-Quarterly

Particulars	% to Sales	( in lacs)				
		June - 11	% to Sales	June - 10	% to Sales	Mar - 11
<b>I INCOME</b>						
Gross Sales and Income from Sales		32,249		28,732		33,563
Less : Duties and Levies		4,095		3,586		4,335
Net Sales	100.00	28,154	100.00	25,146	100.00	29,228
Other Income		85		55		67
<b>Total Income</b>		<b>28,239</b>		<b>25,201</b>		<b>29,295</b>
<b>II EXPENDITURE</b>						
Materials consumed / Cost of goods traded	62.73	17,662	64.66	16,258	64.63	18,892
Employees Remuneration & Benefits	6.45	1,816	5.35	1,344	5.91	1,728
<b>Operating &amp; other expenses</b>						
Stores, Spare Parts Consumed	0.93	261	1.04	261	1.61	471
Power & Fuel	3.23	910	3.38	851	2.60	760
Packing Material Consumed	0.79	223	0.73	185	0.81	236
Travelling Expenses	0.82	232	0.71	178	0.77	224
Carriage outward	5.77	1,625	4.03	1,012	5.67	1,659
Other Operating expenses	7.32	2,062	7.49	1,883	8.56	2,501
Financial Expenses	2.88	810	2.22	559	2.48	726
Depreciation	3.04	857	2.80	705	2.74	800
<b>Total</b>	<b>93.98</b>	<b>26,459</b>	<b>92.41</b>	<b>23,237</b>	<b>95.79</b>	<b>27,997</b>
<b>Profit before Taxation</b>	<b>6.32</b>	<b>1,781</b>	<b>7.81</b>	<b>1,964</b>	<b>4.44</b>	<b>1,298</b>

# Plastics – Quarter Wise Net Sales ( `in lacs)





# @home – Business Review



# @home – Income Statement Summary

## Quarterly



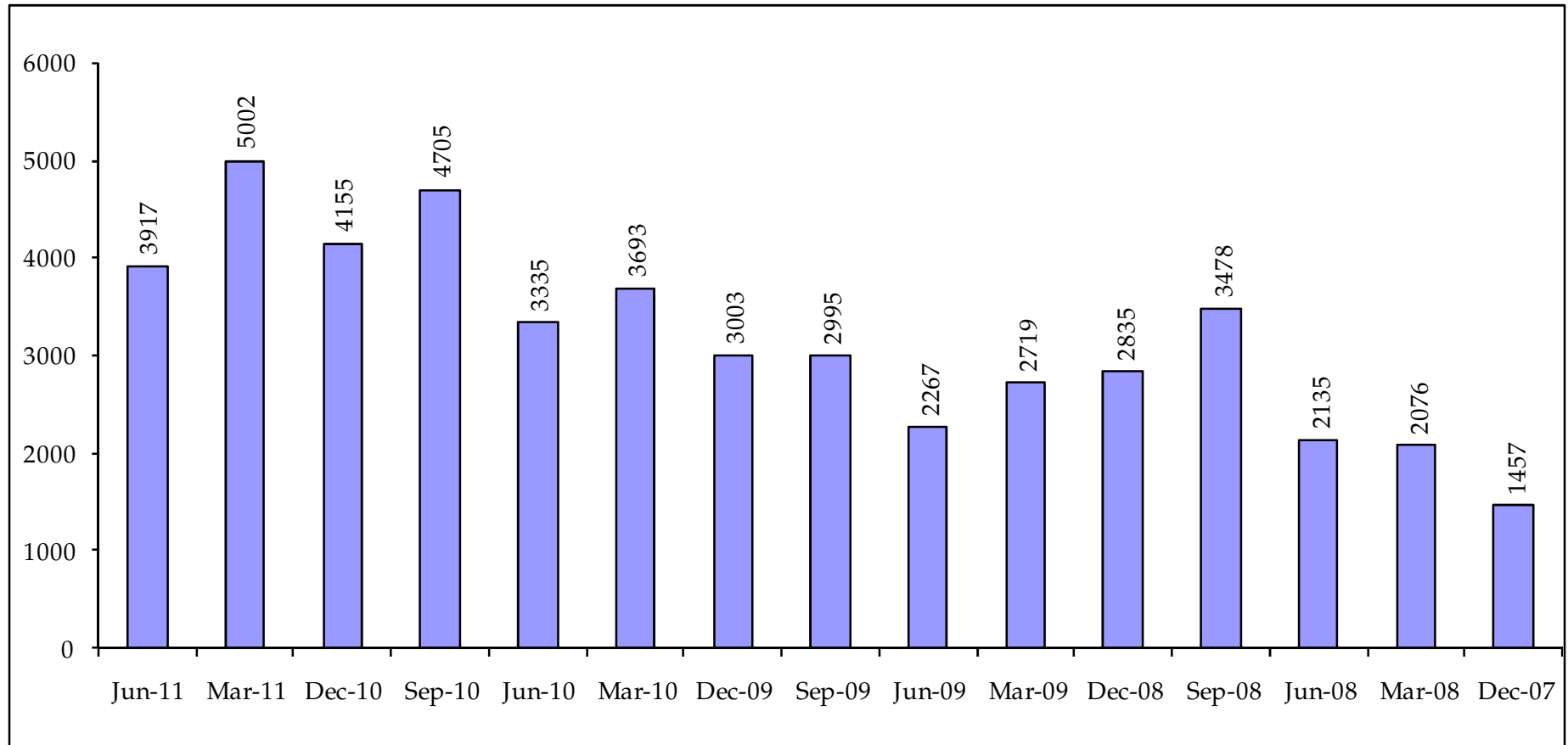
(` in lacs)

PARTICULAR	Qtr Ended June 11		Qtr Ended June 10		Qtr Ended March 11		Year Ended March 11	
	Amt	%	Amt	%	Amt	%	Amt	%
<b>I INCOME</b>								
Gross : Sales and Income from Sales	4,336.74		3,705.18		5,544.01		19,087.58	
Less : Duties and Levies	419.99		370.19		542.16		1,891.02	
Net Sales	3,916.75	100%	3,334.99	100%	5,001.85	100%	17,196.56	100%
Other Income	6.12	0%	3.87	0%	4.80	0%	18.40	0%
<b>TOTAL SALES TURNOVER</b>	<b>3,922.87</b>		<b>3,338.86</b>		<b>5,006.65</b>		<b>17,214.96</b>	
<b>II EXPENDITURE</b>								
MATERIAL CONSUMED	2,045.07	52%	1,705.78	51%	2,716.31	54%	9,118.43	53%
EMPLOYEES REMUNERATION	393.22	10%	328.10	10%	369.33	7%	1,394.33	8%
<b>OPERATING EXP</b>								
RENT	489.16	12%	469.60	14%	429.90	9%	1,865.77	11%
ELECTRICITY	115.55	3%	110.30	3%	85.66	2%	394.01	2%
ADVERTISEMENT	231.70	6%	257.01	8%	378.30	8%	1,398.62	8%
TRANSPORTATION	116.20	3%	74.96	2%	196.84	4%	527.30	3%
OTHER OPERATING EXP	534.28	14%	422.22	13%	527.26	11%	1,985.08	12%
EMI SUBVANTION CHARGES ON FINANCE SCHEME	14.51	0%	2.16	0%	26.73	1%	65.50	0%
CREDIT CARD EXP	4.36	0%	1.30	0%	-	0%	35.99	0%
OTHER FINANCIAL EXP	32.12	1%	26.72	1%	48.37	1%	126.18	1%
DEPRECIATION	70.19	2%	66.58	2%	67.64	1%	275.89	2%
<b>TOTAL</b>	<b>4,046.35</b>	<b>103%</b>	<b>3,464.71</b>	<b>104%</b>	<b>160.31</b>	<b>3%</b>	<b>17,187.11</b>	<b>100%</b>
<b>PROFIT BEFORE TAXATION</b>	<b>(123.48)</b>	<b>-3%</b>	<b>(125.85)</b>	<b>-4%</b>	<b>-</b>	<b>0%</b>	<b>27.85</b>	<b>0%</b>

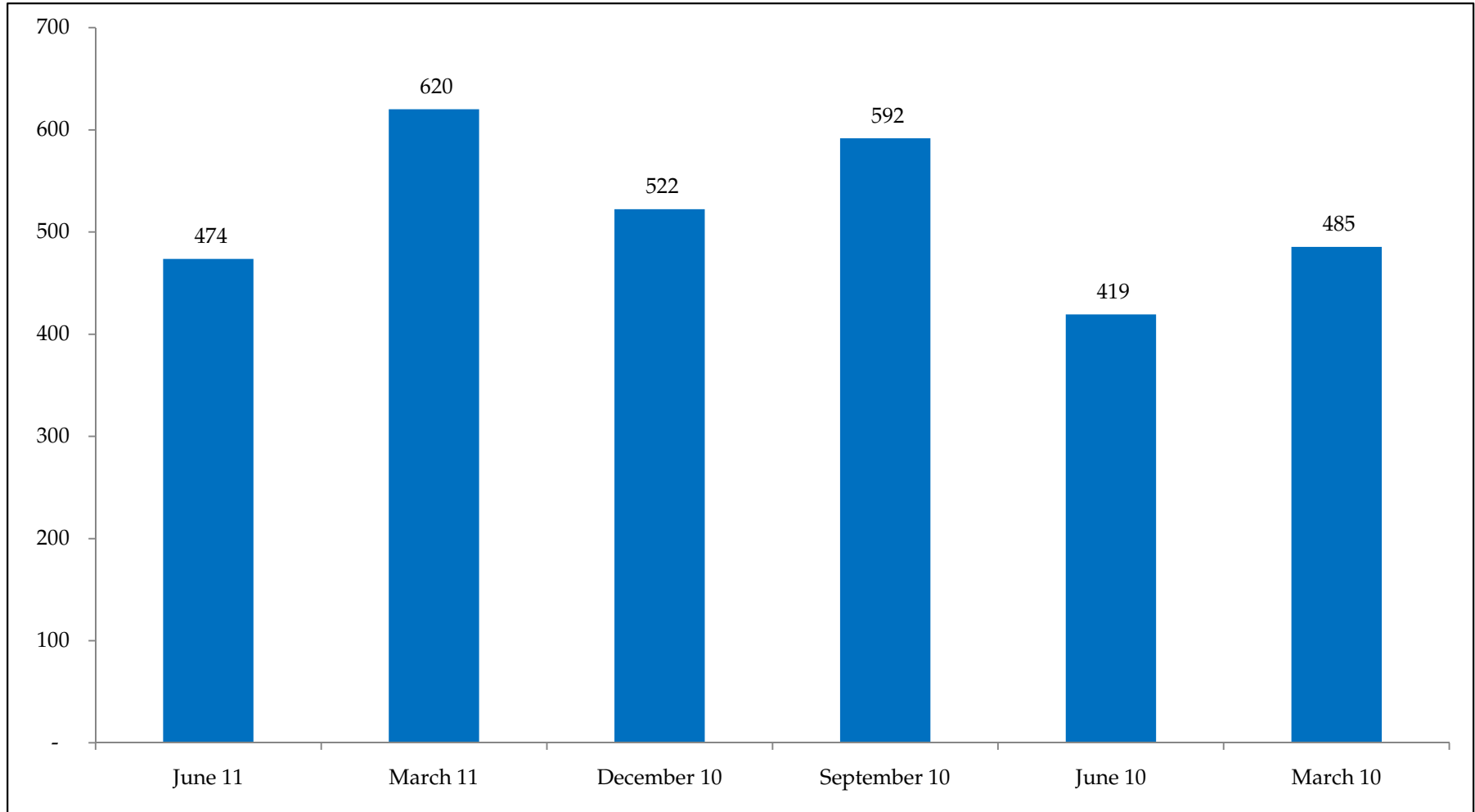


# Retail Quarter Wise Sales

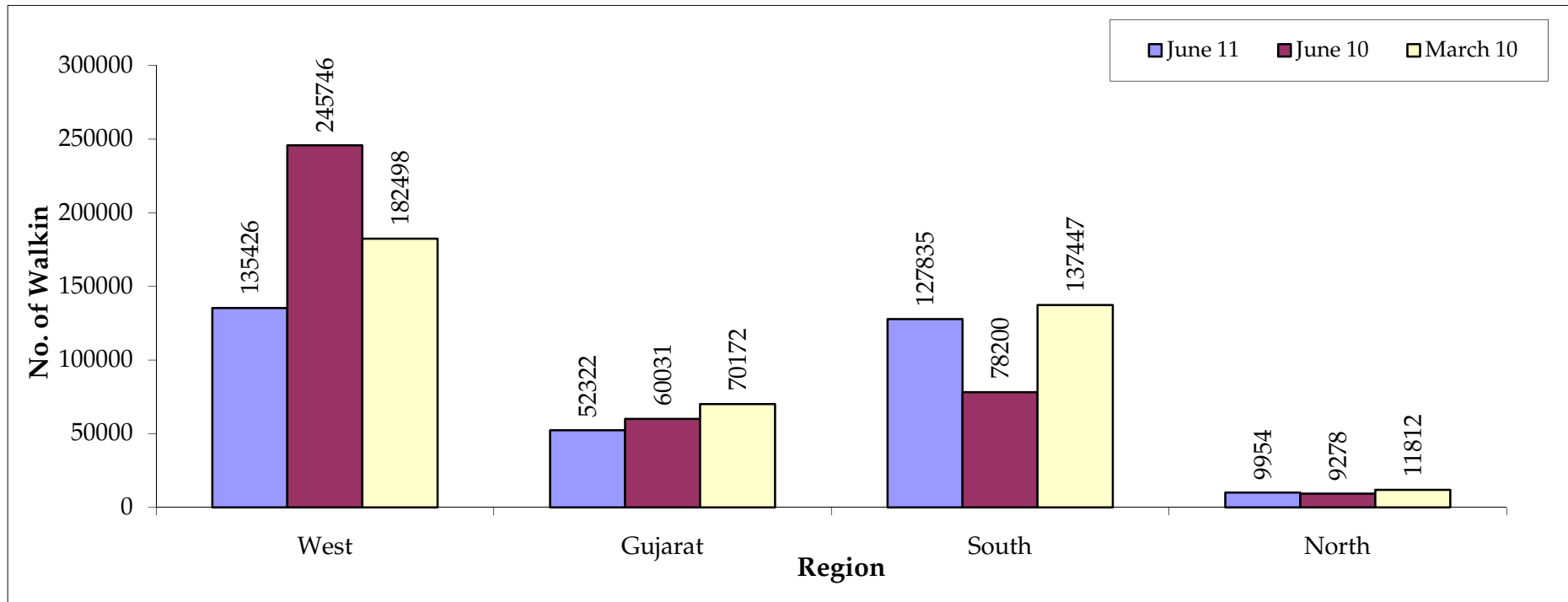
(` in lacs)



# @home Sales Per Sq. ft. per month



# Region Wise Quarter Wise Walkin



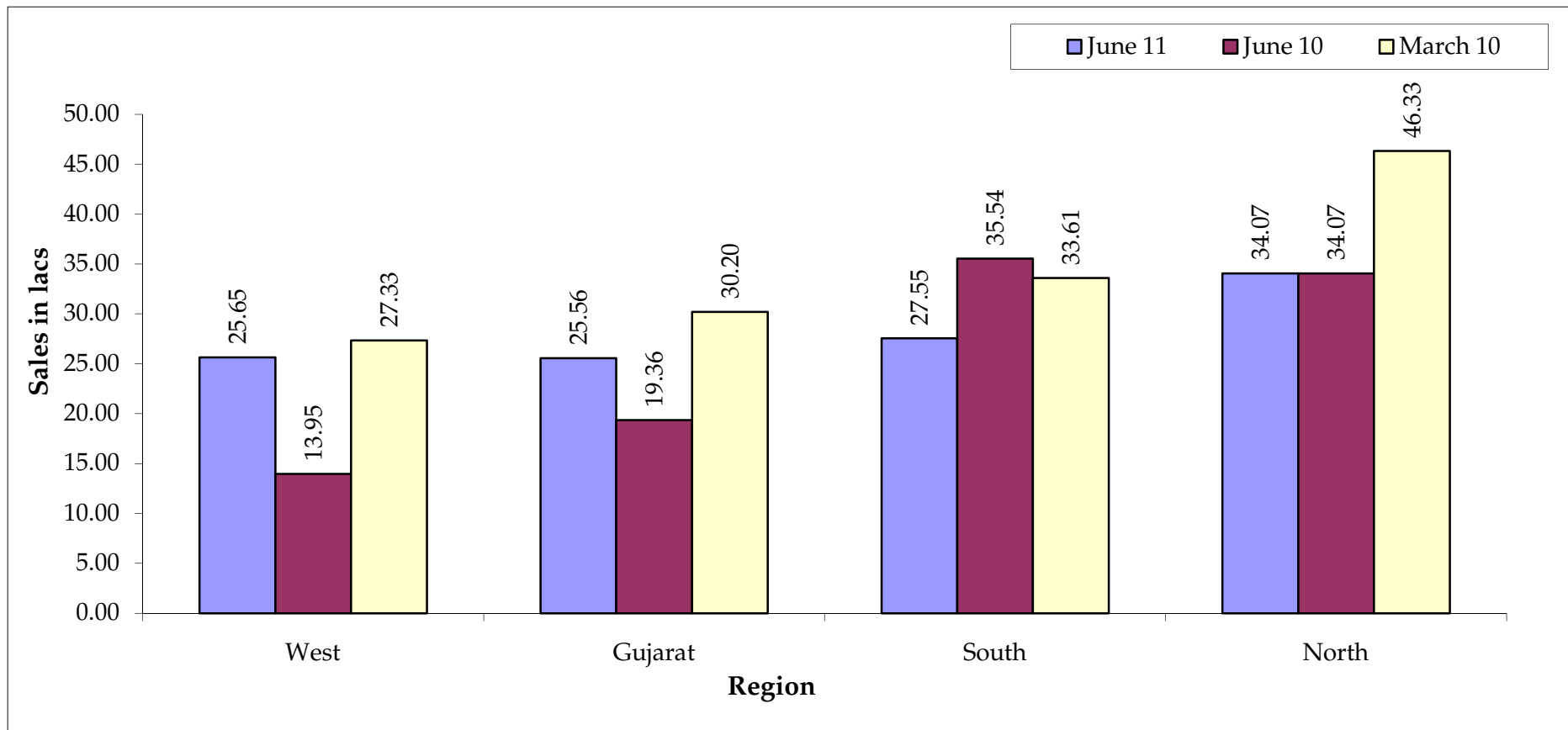
**West - YOY Growth : -45%, QoQ Growth : - 84%**

**Gujarat - YOY Growth : -13%, QoQ Growth : -25%**

**South - YOY Growth : 63%, QoQ Growth : -7%**

**North - YOY Growth : 7%, QoQ Growth : -16%**

# @home – Region Wise Quarter Wise Conv. %





Thank you