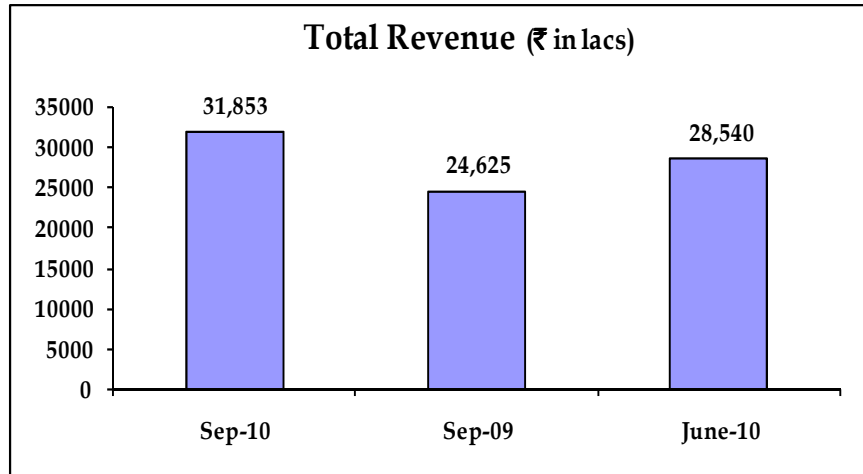




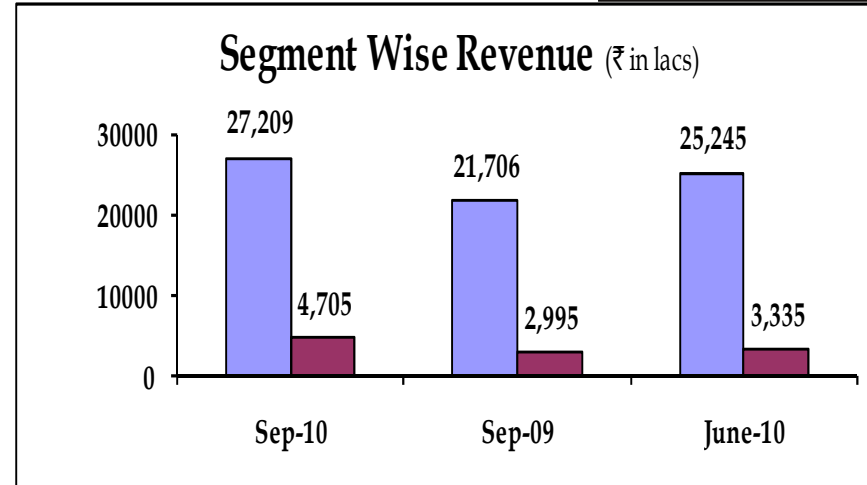
Results for Q2 FY - 2011

Disclaimer

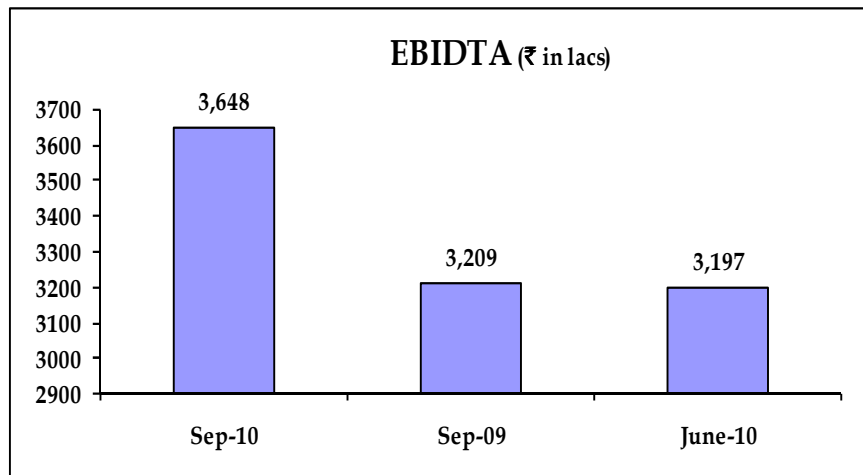
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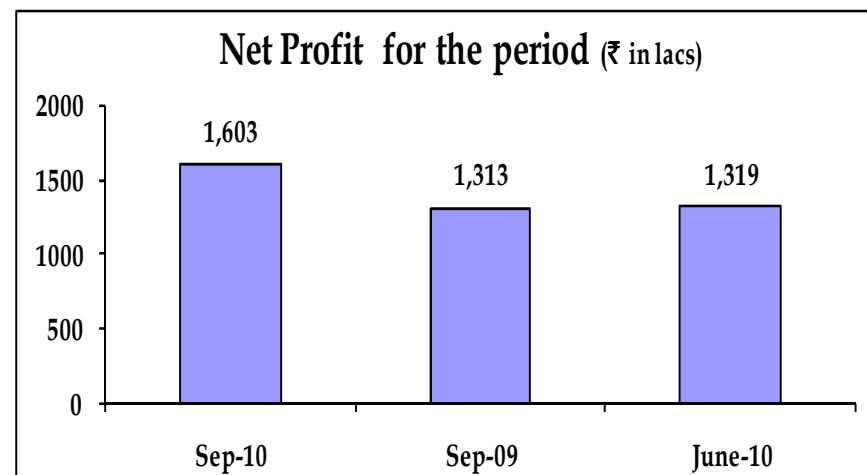
YoY Growth : 29%; QoQ Growth : 12%



Plastics YoY Growth : 25%; QoQ Growth : 8 %
Retail YoY Growth : 57%; QoQ Growth : 41%



YoY Growth : 14%; QoQ Growth : 14%



YoY Growth : 14%; QoQ Growth : 14%

Income Statement Summary (half yearly)

(₹ in lacs)

Particulars	Half Year Ended Sept 10		Half Year Ended Sept 09		Year ended Mar 10	
	Amt	%	Amt	%	Amt	%
Revenues	60,393.27	100%	47,666.94	100%	103,281.93	100%
Consumption of Raw Material	37330.27	62%	28489.94	60%	62743.74	61%
Employees Cost	3438.58	6%	2752.78	6%	5660.56	5%
Operating expenditure	12779.78	21%	10340.77	22%	22601.73	22%
EBIDTA	6,844.64	11%	6,083.45	13%	12,275.90	12%
Depreciation	1581.71	3%	1595.56	3%	3217.51	3%
Interest and Finance Charges (net)	1215.7	2%	1350.63	3%	2469.63	2%
Profit Before Tax	4047.23	7%	3,137.26	7%	6,588.76	6%
Tax Expense	1125.5	2%	796	2%	1864.89	2%
Net Profit After Tax	2,921.73	5%	2,341.26	5%	4,723.87	5%

Income Statement Summary (Quarterly)

(₹ in lacs)

Particulars	Sep-10		Sep-09		June-10		Growth Over	
	Amt	%	Amt	%	Amt	%	Sep-09	Jun-10
Revenues	31,853.27	100%	24,669.78	100%	28,540.00	100%	29%	12%
Material Consumed	19,404.61	61%	14,612.01	59%	17,915.27	63%	33%	8%
Employees Cost	1,766.02	6%	1,408.66	6%	1,672.56	6%	25%	6%
Operating expenditure	7,035.07	22%	5,440.55	22%	5,755.10	20%	29%	22%
EBIDTA	3,647.57	11%	3,208.56	13%	3,197.07	11%	14%	14%
Depreciation	809.97	3%	801.42	3%	771.74	3%	1%	5%
Interest and Finance Charges	628.41	2%	648.90	3%	587.29	2%	-3%	7%
Profit before Tax	2,209.19	7%	1,758.24	7%	1,838.04	6%	26%	20%
Tax Expense	606.37	2%	445.00	2%	519.13	2%	36%	17%
Net Profit after Tax	1,602.82	5%	1,313.24	5%	1,318.91	5%	22%	22%

Segment Results

	₹ in lacs			Growth Over	
	Sep-10	Sep-09	June-10	YoY	QoQ
Segment Revenue	31913.98	24701.23	28580.13	29%	12%
Plastics	27209.05	21705.93	25245.14	25%	8%
Retail	4704.93	2995.3	3334.99	57%	41%
EBIDTA	3795.72	3387.3	3382.30	12%	12%
Plastics	3597.07	3591.96	3413.56	0%	5%
Retail	198.65	-204.66	-31.26		
EBIDTA %	11.9%	13.7%	11.8%		
Plastics %	13.2%	16.5%	13.5%		
Retail %	4.2%	-6.8%	-0.9%		
EBIT					
Plastics	2856.39	2851.36	2708.39		
Retail	129.36	-265.49	-97.84		
EBIT %					
Plastics	10.5%	13.1%	10.7%		
Retail	2.7%	-8.9%	-2.9%		

Balance Sheet Summary

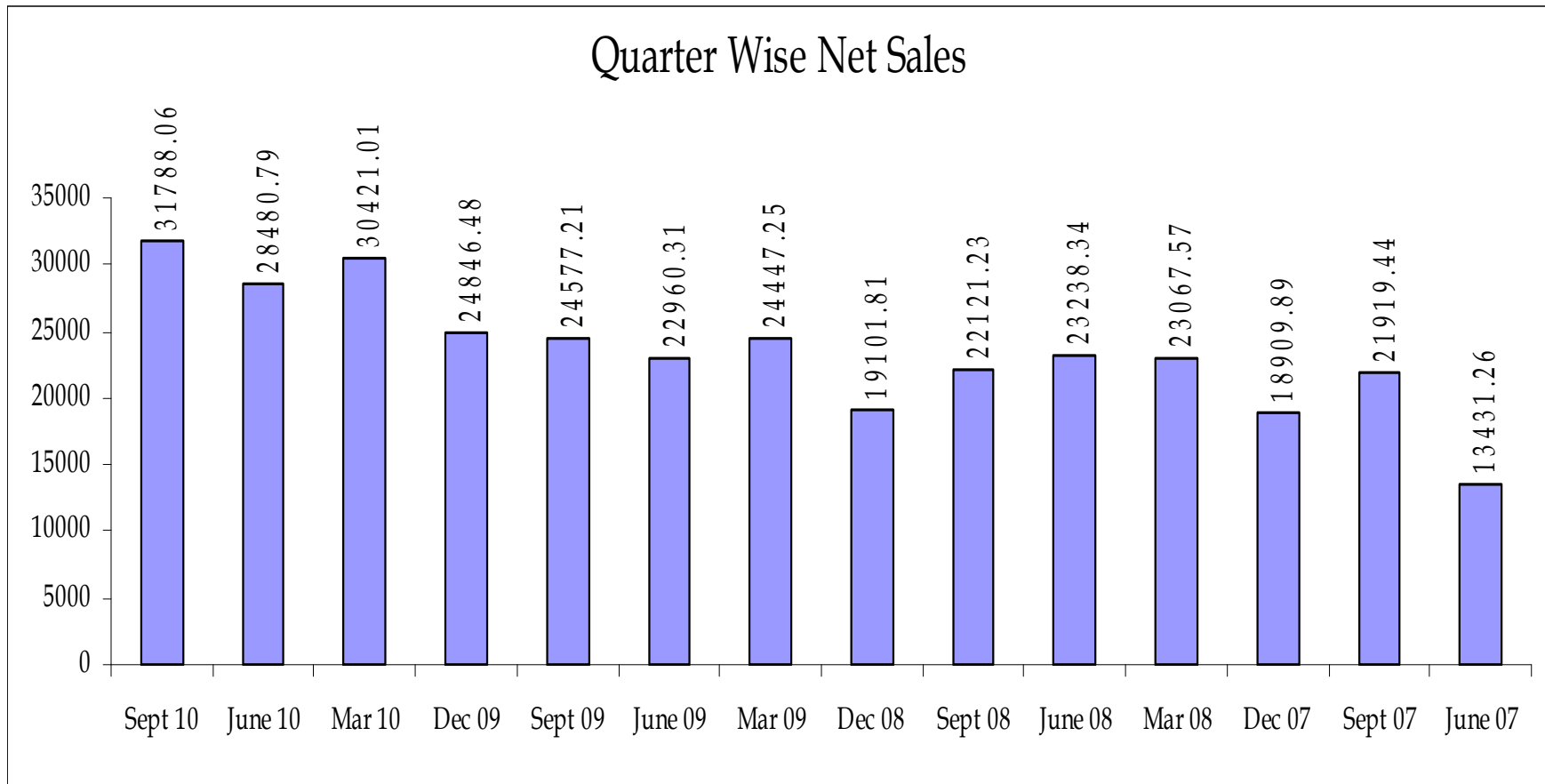
(₹ in lacs)

Particulars	Sep-10	Sep-09	June-10	Mar-10
SHAREHOLDERS' FUNDS:				
(a) Capital	1,492.25	1,278.23	1,278.23	1,278.23
(b) Reserves and Surplus	32,455.32	22,202.85	25,158.11	23,839.18
LOAN FUNDS	26,756.03	26,307.52	26,607.52	27,873.39
DEFERRED TAX LIABILITY(Net)	1,365.17	1,341.03	1,320.81	1,351.68
TOTAL	62,068.77	51,129.63	54,364.67	54,342.48
FIXED ASSETS				
	25,895.06	22,370.25	24,170.09	22,391.08
INVESTMENTS	2,329.08	2,377.08	2,329.08	2,429.09
CURRENT ASSETS, LOANS AND ADVANCES				
(a) Inventories	20,164.46	15,292.78	15,935.50	15,640.03
(b) Sundry Debtors	15,253.35	11,929.96	13,475.85	13,250.00
(c) Cash and Bank balances	1,150.77	913.44	404.99	1,303.11
(d) Loans and Advances	9,297.18	7,936.72	9,293.32	9,741.48
Less: CURRENT LIABILITIES AND PROVISIONS				
(a) Liabilities	10,878.06	8,803.82	9,874.70	9,022.86
(b) Provisions	1,143.07	886.78	1,369.46	1,389.45
NET CURRENT ASSETS	33,844.63	26,382.30	27,865.50	29,522.31
TOTAL	62,068.77	51,129.63	54,364.67	54,342.48

<u>RATIO</u> [*]			
	Sept 10	Sept 09	June 10
PBT %	6.93	7.15	6.45
PAT %	5.04	5.34	4.63
EBIDTA %	11.36	12.80	11.23
ROCE %	4.68	4.83	4.57
RONW %	6.51	7.49	6.95
EPS (₹)	11.14	10.27	10.32
CASH EPS (₹)	16.77	14.70	16.36

* Calculated on quarterly basis

(₹ in lacs)



No. of Facilities & Installed Capacity

No of Facilities	
Particulars	Nos
Manufacturing Plants	7
@home Stores	16
Corporate Office	1
Regional Offices	42
Warehouses	79
Total no.of Locations	145

Installed Capacity	
Quarter	MT
Mar-10	75120
Jun-10	79320
Sep-10	81240

7 Plants Area - 209815 Sq.mt, Constructed Area - 105366 Sq..mt

16 @home Store Carpet Area - 268831 Sq.ft

Performance of Joint Venture & Subsidiary Companies

(₹ in lacs.)

Name of the company	Currency	Quarter Ended Sept, 10		Quarter Ended Sept, 09	
		Turn Over	Net Profit / (Loss)	Turn over	Net Profit / (Loss)
NBSSPL	INR	926.61	-31.92	947.58	-147.73
NEPPL	SLR	2667.06	366.36	1378.66	107.67
	INR	1073.79	147.5	578.28	45.16
NCB- FZE	AED	21.84	0.8	18.12	3.4
	INR	267.67	9.8	238.48	44.75
Total	INR	2268.07	125.38	1764.34	-57.82
Based on our holding	INR		105.94		5.21

- ⇒ 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)



Business Review



Plastics - Business Review

Plastics – Income Statement Summary

Particulars	% to Sales			(₹ in lacs)		
		Sept - 10	% to Sales	Sept - 09	% to Sales	Jun - 10
I INCOME						
Gross Sales and Income from Sales		30,799		24,405		28,732
Less : Duties and Levies		3,716		2,823		3,586
Net Sales	100	27,083	100	21,582	100	25,146
Other Income		60		91		55
Total Income		27,144		21,673		25,201
II EXPENDITURE						
Materials consumed / Cost of goods traded	62.42	16,904	60.00	12,950	64.46	16,209
Employees Remuneration & Benefits	5.24	1,419	5.37	1,158	5.35	1,344
Operating & other expenses						
Stores, Spare Parts Consumed	1.36	368	1.86	402	1.19	299
Power & Fuel	3.54	958	3.29	710	3.38	851
Packing Material Consumed	0.88	238	0.75	161	0.73	185
Travelling Expenses	0.90	243	0.75	161	0.71	178
Carriage outward	5.03	1,363	4.92	1,062	4.03	1,012
Other Operating expenses	8.12	2,200	7.67	1,655	7.53	1,893
Financial Expenses	2.16	584	2.88	622	2.22	559
Depreciation	2.73	741	3.43	741	2.80	705
Total	92.38	25,019	90.92	19,622	92.41	23,237
Profit before Taxation	7.84	2,124	9.50	2,050	7.81	1,964



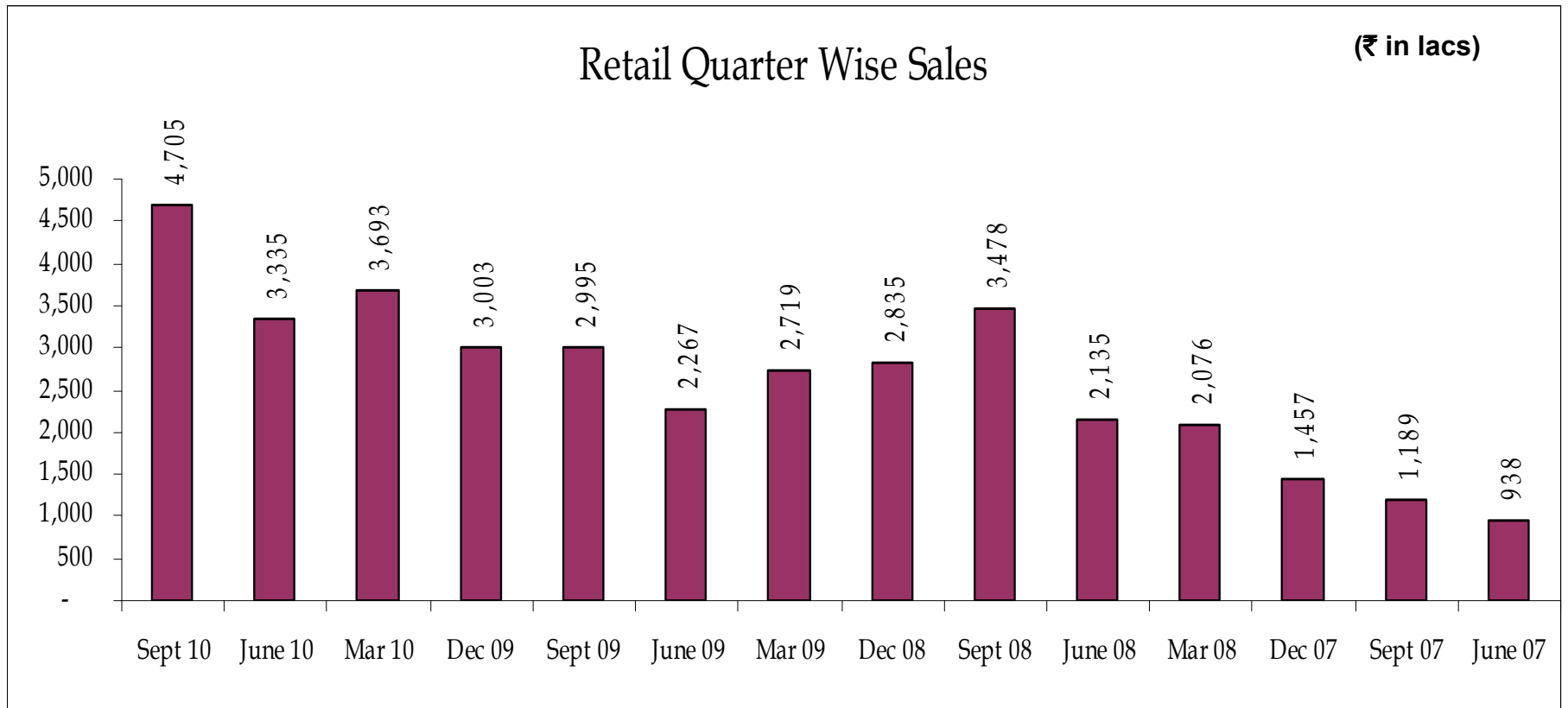


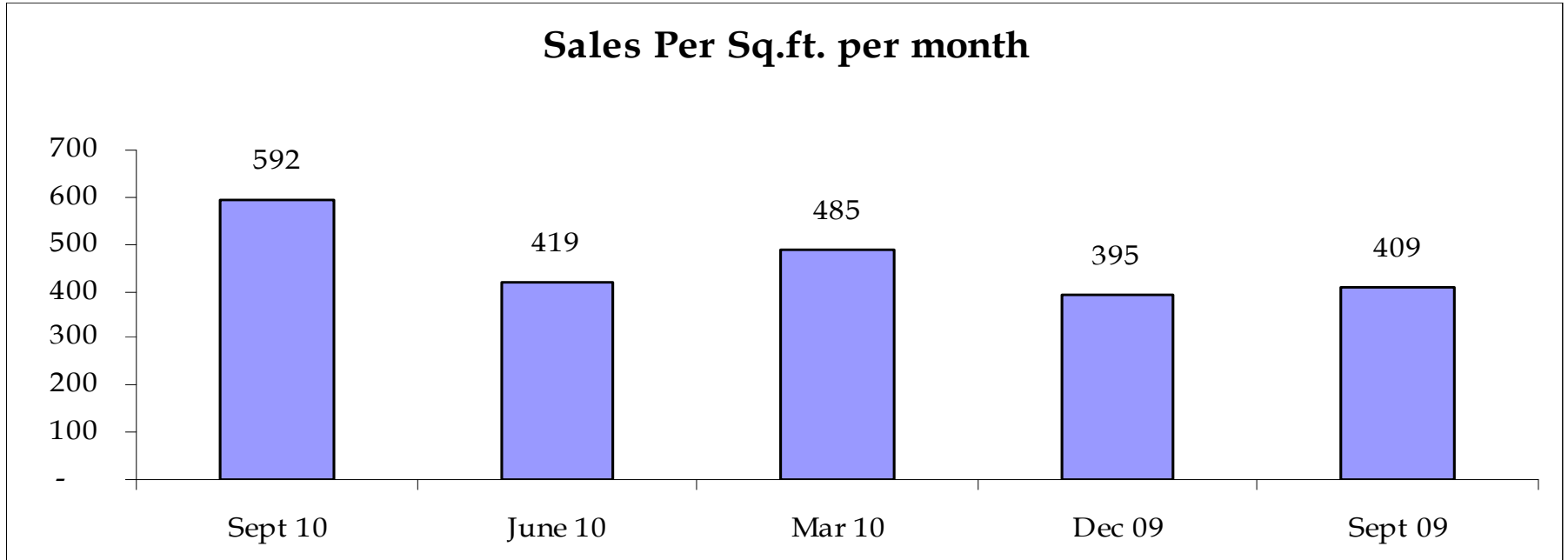
@home – Business Review

@home – Income Statement Summary

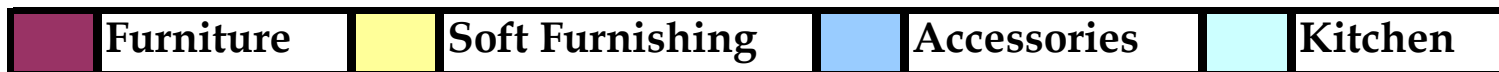
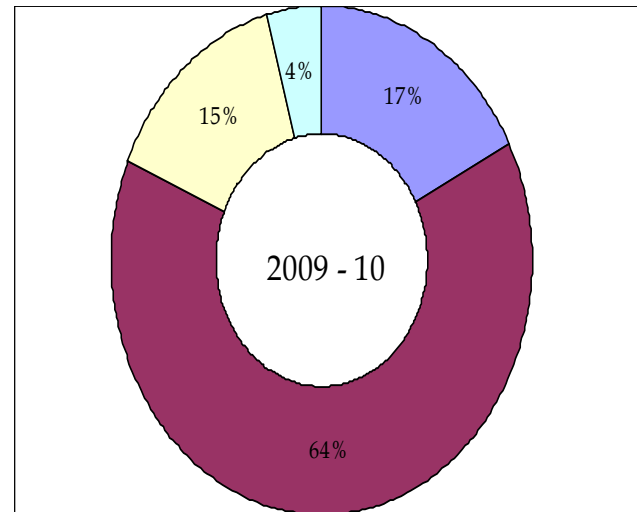
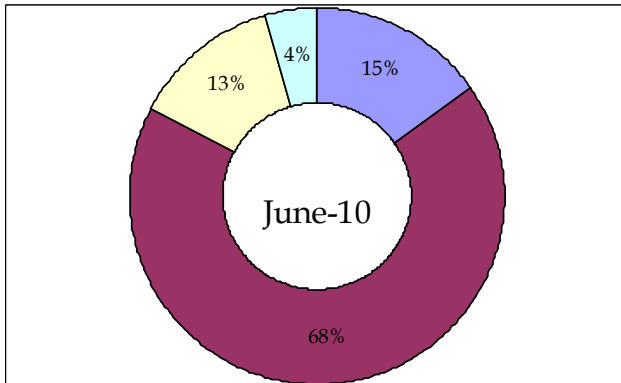
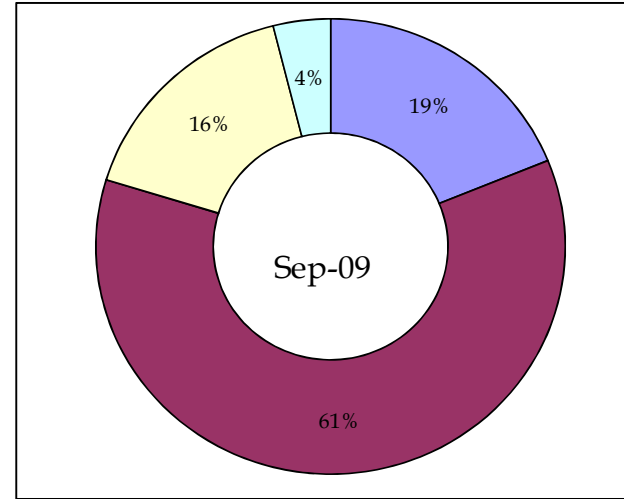
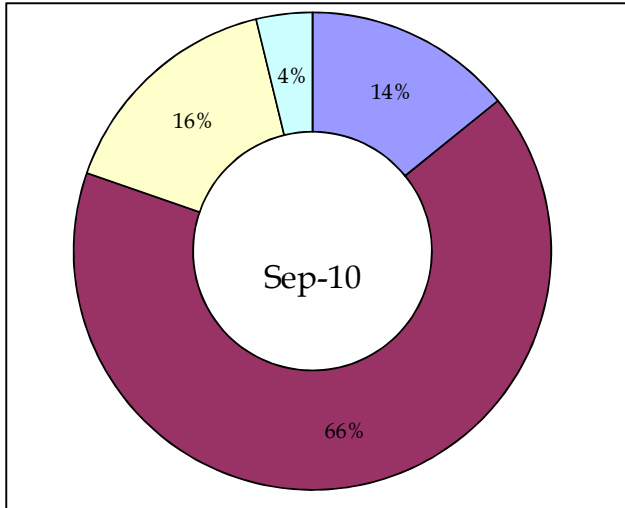
(₹ in lacs)

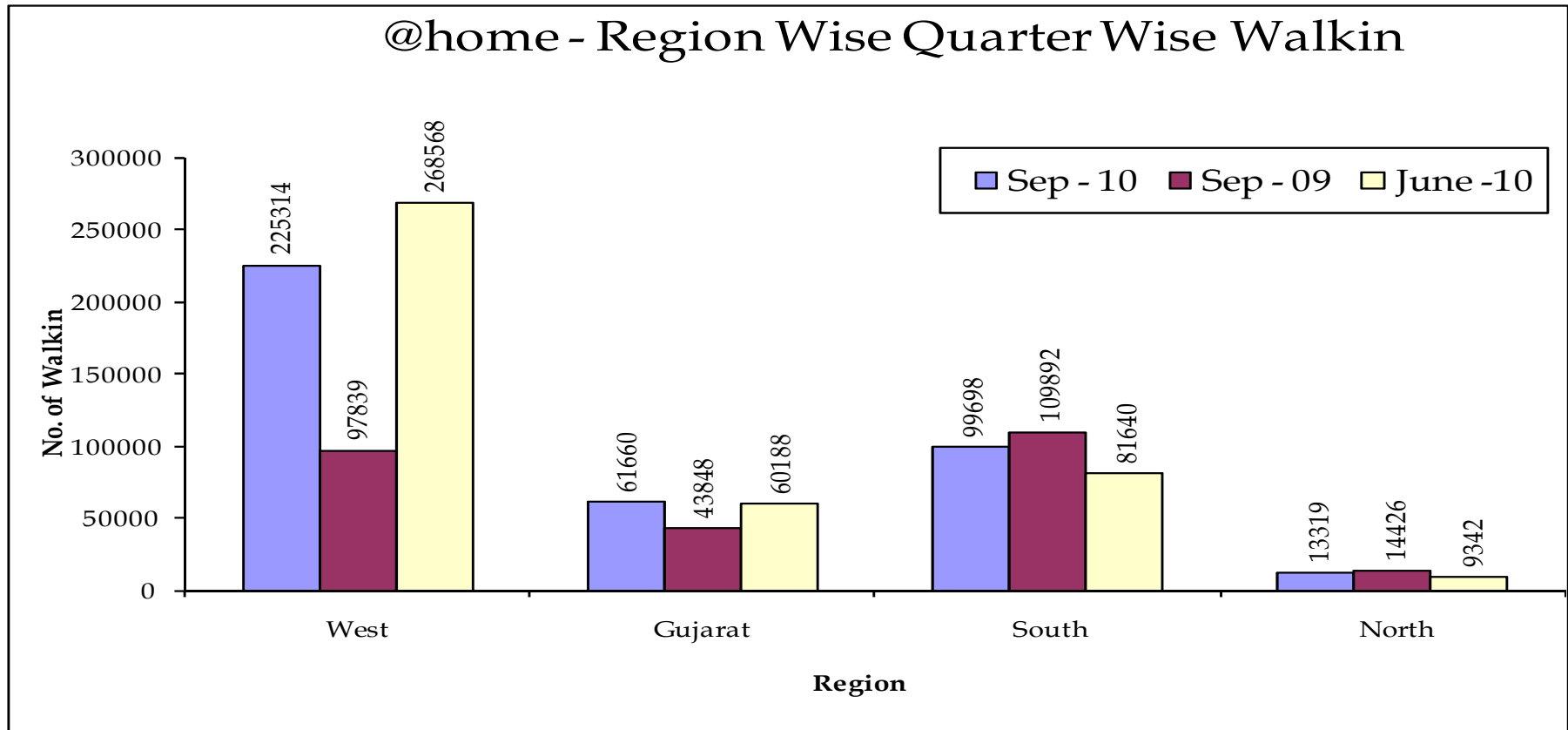
Particulars	% OF SALES	Sep-10	% OF SALES	Sep-09	% OF SALES	June-10
Total Sales Turnover	100.00%	4,710	100.00%	2,997	100.00%	3,339
Materials consumed	53.09%	2,500	55.46%	1,662	51.09%	1,706
Employees Remuneration	7.36%	347	8.35%	250	9.83%	328
Operating Exp						
Rent	11.94%	562	16.05%	481	17.14%	572
Electricity	2.26%	106	2.61%	78	3.30%	110
Advertisements	8.07%	380	9.90%	297	7.70%	257
Transportation	4.65%	219	4.02%	120	3.82%	128
Other Operating Exp	7.99%	376	10.43%	313	7.99%	267
EMI Subvansion Charges On Finance Scheme	0.43%	20	0.00%	-	0.06%	2
Credit Card Exp	0.85%	40	0.80%	24	0.75%	25
Other financial Expenses	0.09%	4	0.08%	2	0.09%	3
Depreciation	1.47%	69	2.03%	61	1.99%	67
Profit before Taxation	1.81%	85	-9.74%	-292	-3.77%	-126





@home - Category Wise Sales





West - YoY Growth : 130%, QoQ Growth : - 16%

Gujarat - YoY Growth : 41%, QoQ Growth : 2%

South - YoY Growth : -9%, QoQ Growth : 22%

North - YoY Growth : -8%, QoQ Growth : 43%



Thank you