

Q3 Results of FY 2014-2015

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Highlights

(₹ in Crores)

Particulars	% of Growth compare to corresponding period of P.Y.	Quarter Ended Dec 14	Quarter Ended Dec 13	% of Growth compare to corresponding period of P.Y.	Nine Months Ended Dec 14	Nine Months Ended Dec 13	F. Y. 2013 -14
Turnover - Gross	11.69%	481.96	431.51	9.82%	1,486.22	1,353.31	1,880.43
Turnover - Net	11.63%	422.64	378.61	9.27%	1,301.86	1,191.47	1,654.77
EBIDT	6.06%	33.94	32.00	(9.89%)	95.63	106.12	148.47
Interest	(17.58%)	8.58	10.41	(20.87%)	25.03	31.63	41.42
Depreciation	20.81%	13.76	11.39	12.68%	41.59	36.91	48.92
PBT	13.73%	11.60	10.20	(22.83%)	29.01	37.59	58.13
PAT	18.99%	8.46	7.11	(19.77%)	20.78	25.90	40.03

Financial Results (Quarterly)

(₹ in Crores)

Particulars	Quarter ended Dec 14			Quarter ended Dec 13			Quarter ended Sep 14			F.Y. ended 2013-14		
	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total
Net Sales	370.05	52.59	422.64	327.63	50.99	378.62	396.50	63.56	460.06	1435.96	218.81	1654.77
EBIDT	32.24	1.70	33.94	31.08	0.92	32.00	28.96	3.12	32.08	141.59	6.88	148.47
% Net sales	9%	3%	8%	9%	2%	8%	7%	5%	7%	10%	3%	9%
PBT	12.78	(1.18)	11.60	10.19	0.00	10.19	9.79	0.04	9.83	57.98	0.15	58.13
PAT			8.46			7.11			6.84			40.03
%of Net Sales			2%			2%			1%			2%

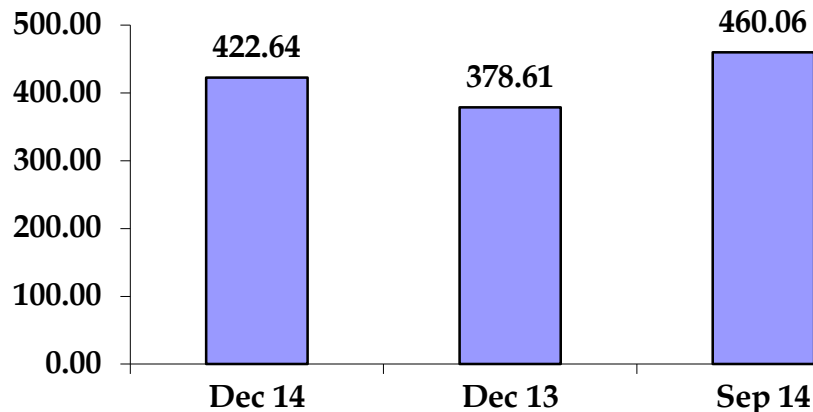
Financial Results (Nine Months)

(₹ in Crores)

Particulars	Nine Months ended Dec 14			Nine Months ended Dec 13		
	Plastic	@home	Total	Plastic	@home	Total
Net Sales	1144.01	157.85	1301.86	1031.26	160.21	1191.47
EBIDT	93.76	1.87	95.63	100.72	5.40	106.12
% Net sales	8%	1%	7%	10%	3%	9%
PBT	35.89	(6.88)	29.01	37.43	0.15	37.58
PAT			20.78			25.90
%of Net Sales			2%			2%

Performance Snapshot (Quarterly)

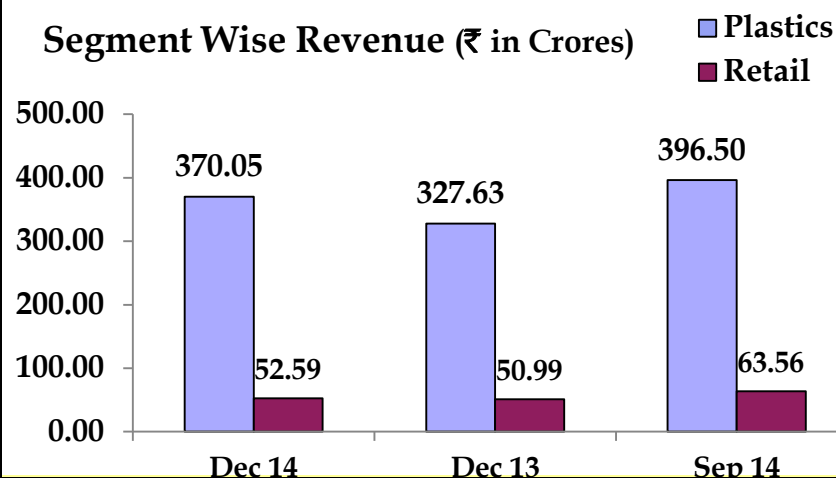
Revenue From Operations (₹ in Crores)



YoY Growth : 12%

QoQ (De-Growth) : (8%)

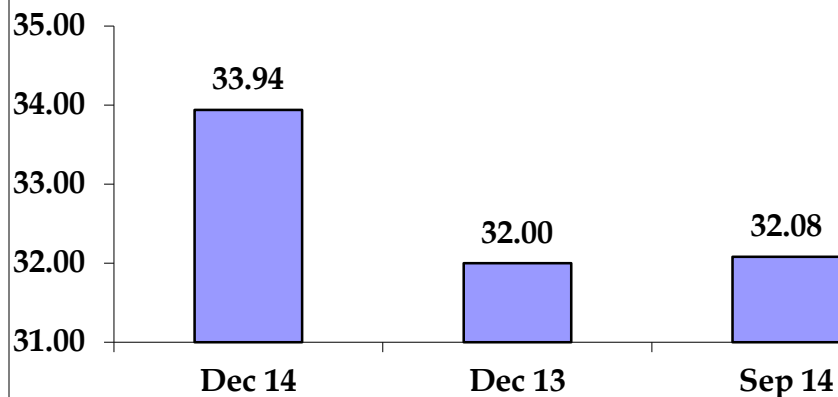
Segment Wise Revenue (₹ in Crores)



Plastics: YoY Growth: 13%; QoQ (De-Growth): (7%)

Retail: YoY Growth : 3%; QoQ (De-Growth): (17%)

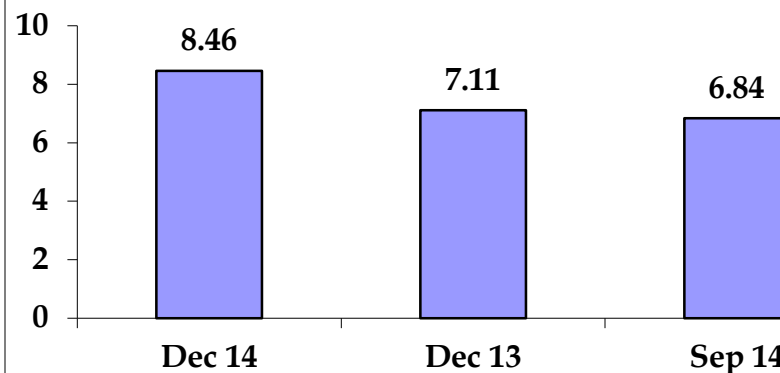
EBIDTA (₹ in Crores)



YoY Growth : 6%

QoQ Growth : 6%

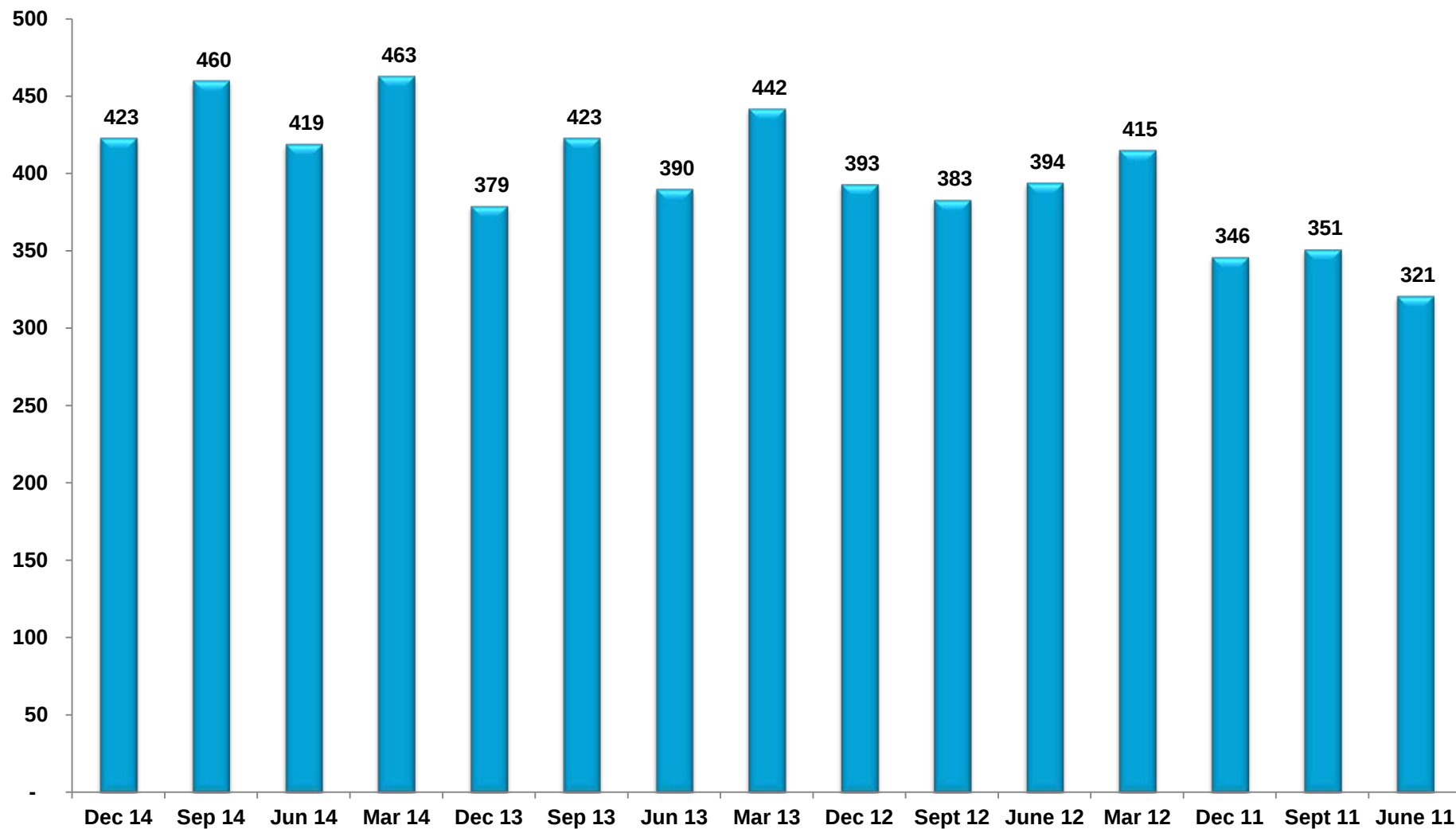
Net Profit After Tax (₹ in Crores)



YoY Growth : 19%

QoQ Growth : 24%

Quarterly Net Sales (Company)



Income Statement Summary (Quarterly)

(₹ in Crores)

	Quarter ended Dec 14		Quarter ended Dec 13		Quarter ended Sep 14		Growth/ (De-Growth) Over	
Particulars	Amt	%	Amt	%	Amt	%	Dec 13	Sep 14
Revenues	425.45	100%	379.57	100%	460.70	100%	12%	(8%)
Material Consumed	261.91	62%	237.96	63%	295.53	64%	10%	(11%)
Employees Cost	28.63	7%	26.76	7%	28.30	6%	7%	1%
Operating expenditure	100.97	24%	82.85	22%	104.79	23%	22%	(4%)
EBIDTA	33.94	8%	32.00	8%	32.08	7%	6%	6%
Depreciation	13.76	3%	11.39	3%	13.78	3%	21%	0%
Interest and Finance Charges	8.58	2%	10.41	3%	8.47	2%	(18%)	1%
Profit before Tax	11.60	3%	10.20	3%	9.83	2%	14%	18%
Tax Expense	3.14	1%	3.09	1%	2.99	1%	2%	5%
Net Profit after Tax	8.46	2%	7.11	2%	6.84	1%	19%	24%

Income Statement Summary (Nine Month)

(₹ in Crores)

	Nine Months ended Dec 14		Nine Months ended Dec 13		Year ended Mar 14	
Particulars	%	Amt	%	Amt	%	Amt
Revenues	100%	1306.11	100%	1194.90	100%	1658.30
Material Consumed	63%	827.64	63%	747.58	63%	1043.32
Employees Cost	6%	84.45	7%	80.80	6%	105.40
Operating expenditure	23%	298.38	22%	260.39	22%	361.11
EBIDTA	7%	95.63	9%	106.12	9%	148.47
Depreciation	2%	25.03	3%	31.63	3%	48.92
Interest and Finance Charges	3%	41.59	3%	36.91	2%	41.42
Profit before Tax	2%	29.01	3%	37.59	4%	58.13
Tax Expense	1%	8.24	1%	11.68	1%	18.10
Net Profit after Tax	2%	20.78	2%	25.90	2%	40.03

Balance Sheet Summary

(₹ in Crores)

Particulars	As at 31st Dec 2014	As at 31st Mar 2014	Particulars	As at 31st Dec 2014	As at 31st Mar 2014
EQUITY AND LIABILITIES			ASSETS		
Shareholders' Funds			Non-current Assets		
(a) Share Capital	14.92	14.92	(a) Fixed Assets		
(b) Reserves and Surplus	463.15	447.82	(i) Tangible assets	292.62	328.56
Non-current liabilities			(ii) Intangible assets	2.25	4.02
(a) Long term borrowings	55.48	92.82	(iii) Capital work-in-progress	1.54	2.15
(b) Deferred tax liability (net)	16.20	24.30	(b) Non-current investments	25.56	25.56
(c) Other Long term Liabilities	37.00	33.27	(c) Long-term loans and advances	56.02	56.45
(c) Long term provisions	6.85	6.80	(d) Other Non Current Assets	1.05	0.44
Current Liabilities			Current assets		
(a) Short term borrowings	167.15	175.99	(a) Inventories	331.24	300.63
(b) Trade Payables	103.81	94.16	(b) Trade Receivables	212.64	217.55
(c) Other current liabilities	89.81	84.05	(c) Cash and Bank Balance	7.01	18.05
(d) Short term provisions	17.67	22.13	(d) Short-term loans and advances	37.22	36.96
			(e) Other current assets	4.88	5.88
TOTAL	972.04	996.27	TOTAL	972.04	996.27

Ratios

Particulars	Quarter ended			Nine Months ended		F.Y. 2013-14
	Dec-14	Sep-14	Dec-13	Dec-14	Dec-13	
PBT %	2.75	2.14	2.69	2.23	3.15	3.51
PAT %	2.00	1.49	1.88	1.60	2.17	2.42
EBIDTA %	8.03	6.97	8.45	7.35	8.91	8.97
ROCE %	2.23	2.01	2.15	5.98	7.05	10.15
RONW %	1.78	1.46	1.57	4.42	5.86	8.98
Debt-Equity	0.56	0.66	0.78	0.56	0.78	0.69
Debtors Turnover (days)*	44	41	45	43	44	47
Inventory Turnover (days)	71	68	78	69	74	65
Fixed Assets Turnover	1.43	1.50	1.11	4.39	3.49	1.38
Current Ratio	1.57	1.52	1.54	1.57	1.54	1.54
EPS (₹)	5.67	4.59	4.76	13.92	17.36	26.83
CASH EPS (₹)	14.89	13.82	12.39	41.80	47.80	59.61

* Excluding @home

(₹ in Crores)

Name of the Company	Currency	Quarter ended Dec 14		Quarter ended Dec 13	
		Turn Over	Net Profit / (Loss)	Turn over	Net Profit / (Loss)
NBSSPL	INR	18.81	0.20	17.81	2.09
CNPL	INR	5.05	1.31	4.31	1.29
NEPPL	SLR	26.77	2.46	21.04	0.86
	INR	12.86	1.18	9.94	0.41
NCB- FZE	AED	0.39	0.03	0.39	0.01
	INR	6.69	0.51	6.56	0.17
Total	INR	43.41	3.20	38.62	3.96
Our Share	INR		2.16		2.17

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

(₹ in Crores)

		Nine Months ended Dec 14		Nine Months ended Dec 13	
Name of the Company	Currency	Turn Over	Net Profit / (Loss)	Turn Over	Net Profit / (Loss)
NBSSPL	INR	62.03	4.03	61.76	6.11
CNPL	INR	14.39	3.55	12.17	2.74
NEPPL	SLR	64.85	2.94	56.77	(0.02)
	INR	31.16	1.41	26.83	(0.01)
NCB- FZE	AED	1.49	0.12	1.28	0.10
	INR	25.57	2.06	21.54	1.68
Total	INR	133.15	11.05	122.30	10.52
Our Share	INR		6.92		6.10

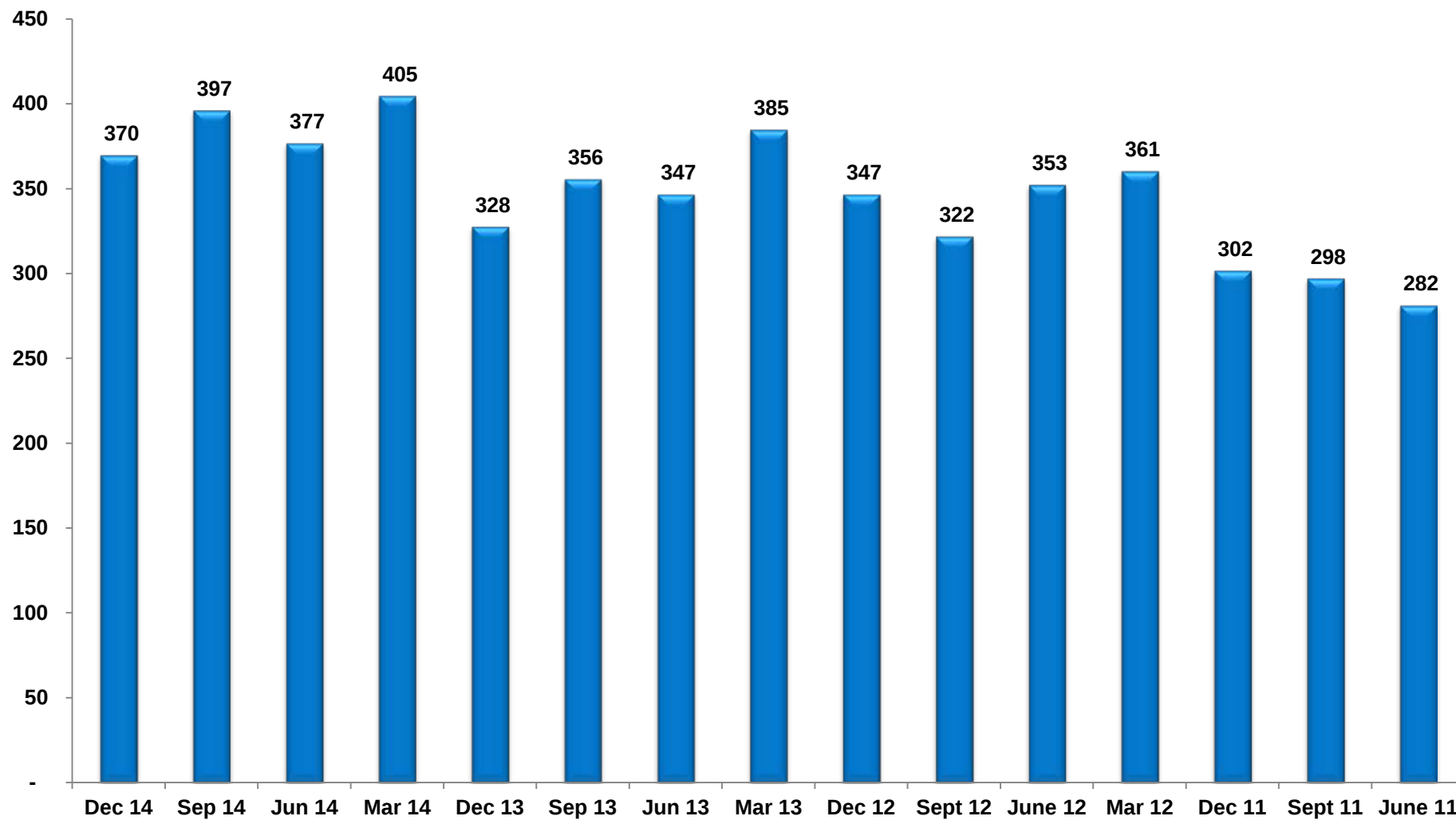
- NBSSPL - Nilkamal BITO Storage Systems Pvt. Ltd. (Joint Venture)
- CNPL - Camro Nilkamal Private Limited (Joint Venture)
- NEPPL - Nilkamal Eswaran Plastic Pvt. Ltd (Sri Lankan Subsidiary)
- NCB - FZE - Nilkamal Crates & Bins FZE (Ajman subsidiary)

Business Review

Plastics - Business Review

Plastics – Quarter Wise Sales

(₹ in Crores)



Plastics – Income Statement Summary

Quarterly

(₹ in Crores)

Particulars	% to Sales	Quater Ended Dec 14	% to Sales	Quater Ended Sep 14	% to Sales	Quater Ended June 14
I INCOME						
Gross Sales and Income from Sales		422.95		454.34		431.80
Less : Duties and Levies		52.90		57.84		54.35
Net Sales	100	370.05	100	396.50	100	377.46
Other Income		2.85		0.74		0.97
Total Income		372.90		397.24		378.43
II EXPENDITURE						
Materials consumed / Cost of goods traded	63.19	233.83	65.48	259.63	65.55	247.43
Employees Remuneration & Benefits	6.47	23.93	5.96	23.64	6.09	22.98
Operating & other expenses						
Stores, Spare Parts Consumed	1.53	5.67	1.62	6.44	1.28	4.84
Power & Fuel	2.31	8.56	2.26	8.97	2.29	8.66
Labour Charges	3.73	13.82	3.67	14.54	3.37	12.73
Rent / Rates & Taxes	1.53	5.68	1.19	4.73	1.24	4.68
Packing Material Consumed	1.15	4.24	1.22	4.85	1.09	4.11
Travelling Expenses	0.74	2.73	0.77	3.05	0.60	2.25
Carriage outward	5.62	20.80	5.46	21.66	5.27	19.90
Other Operating expenses	5.78	21.39	5.24	20.78	4.85	18.30
Financial Expenses	2.21	8.19	2.01	7.99	2.03	7.67
Depreciation	3.04	11.27	2.82	11.19	3.06	11.57
Total Expenditure	97.32	360.12	97.72	387.45	96.73	365.11
Profit before Taxation	3.45	12.78	2.47	9.79	3.53	13.32

Plastics – Income Statement Summary

Nine Monthly

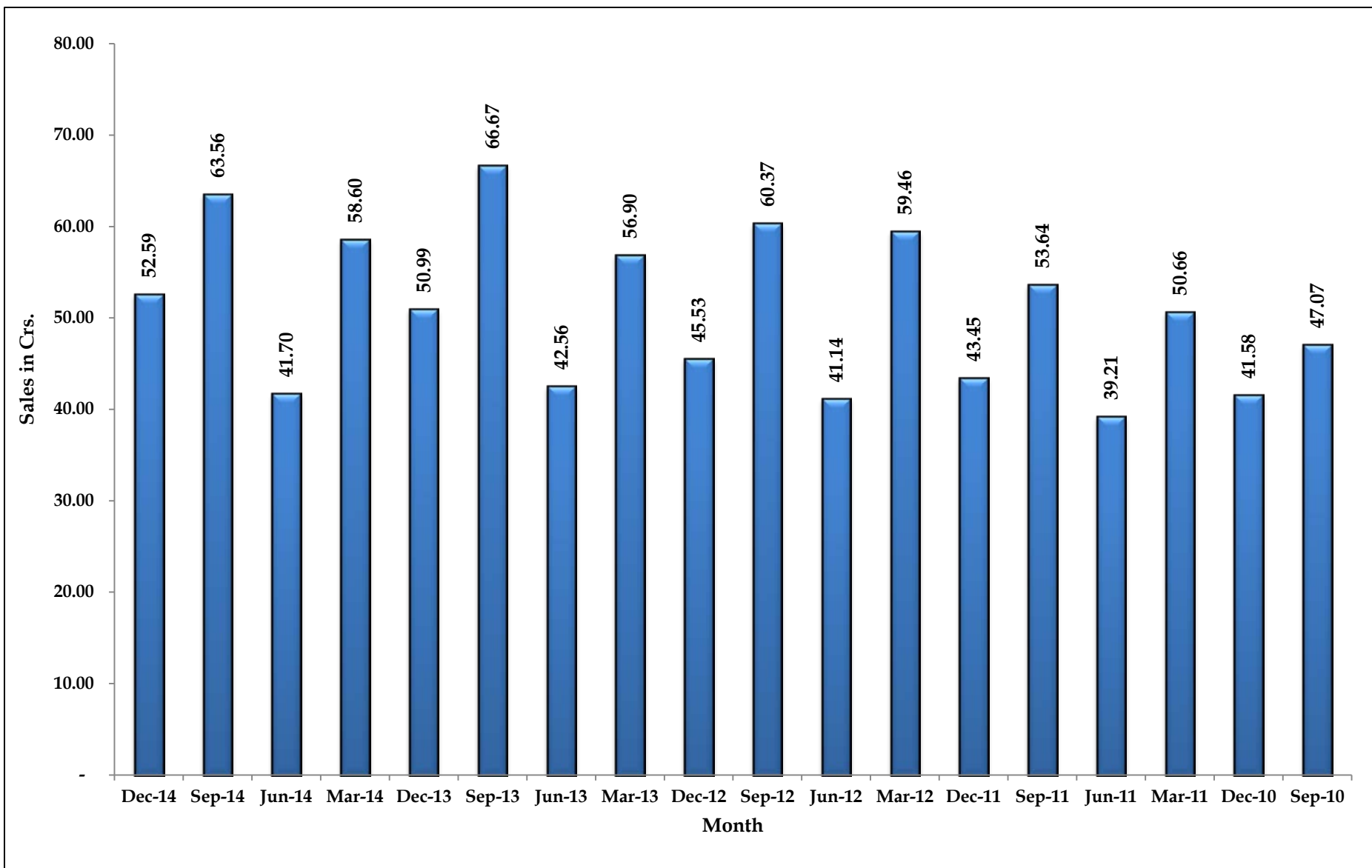
(₹ in Crores)

Particulars	% to Sales	Nine Months Ended Dec 14	% to Sales	Nine Months Ended Dec 13	% to Sales	Year Ended Mar 14
I INCOME						
Gross Sales and Income from Sales		1309.10		1173.49		1635.05
Less : Duties and Levies		165.09		142.23		199.10
Net Sales	100	1144.01	100	1031.26	100	1435.96
Other Income		4.56		3.39		3.51
Total Income		1148.57		1034.64		1439.47
II EXPENDITURE						
Materials consumed / Cost of goods traded	64.76	740.89	64.10	660.99	64.32	923.55
Employees Remuneration & Benefits	6.17	70.56	6.56	67.64	6.13	87.98
Operating & other expenses						
Stores, Spare Parts Consumed	1.48	16.95	1.47	15.18	1.50	21.48
Power & Fuel	2.29	26.18	2.36	24.29	2.32	33.38
Labour Charges	3.59	41.09	3.37	34.74	3.31	47.58
Rent / Rates & Taxes	1.32	15.09	1.27	13.14	1.25	17.89
Packing Material Consumed	1.15	13.20	1.05	10.88	1.04	14.92
Travelling Expenses	0.70	8.03	0.70	7.23	0.69	9.85
Carriage outward	5.45	62.35	5.20	53.60	5.13	73.60
Other Operating expenses	5.29	60.47	4.49	46.25	4.71	67.64
Financial Expenses	2.08	23.85	2.94	30.30	2.76	39.66
Depreciation	2.97	34.02	3.20	32.99	3.06	43.96
Total Expenditure	97.26	1112.68	96.70	997.21	96.21	1381.49
Profit before Taxation	3.14	35.89	3.63	37.43	4.04	57.98

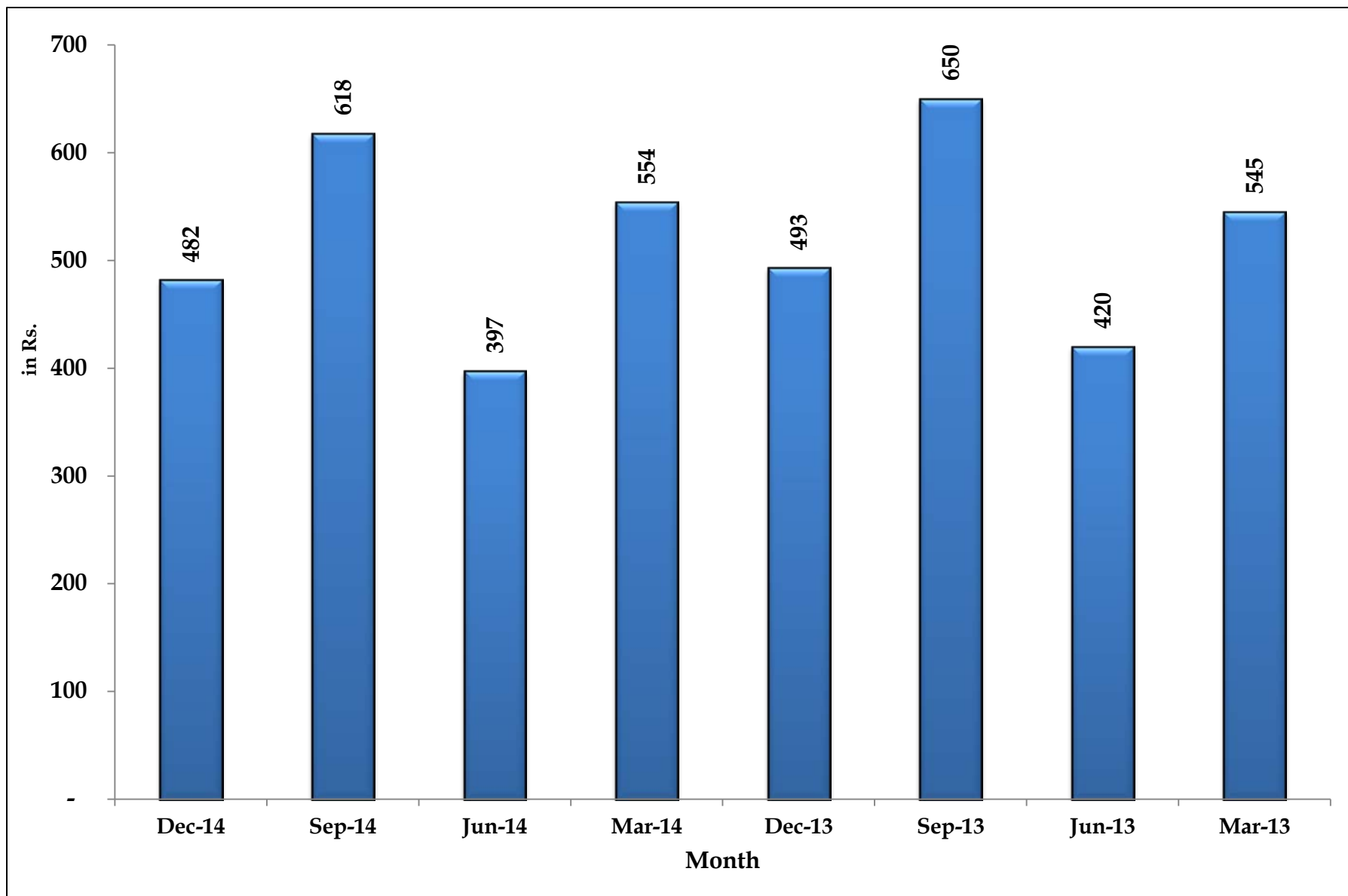
@home – Business Review

Retail Quarter Wise Sales

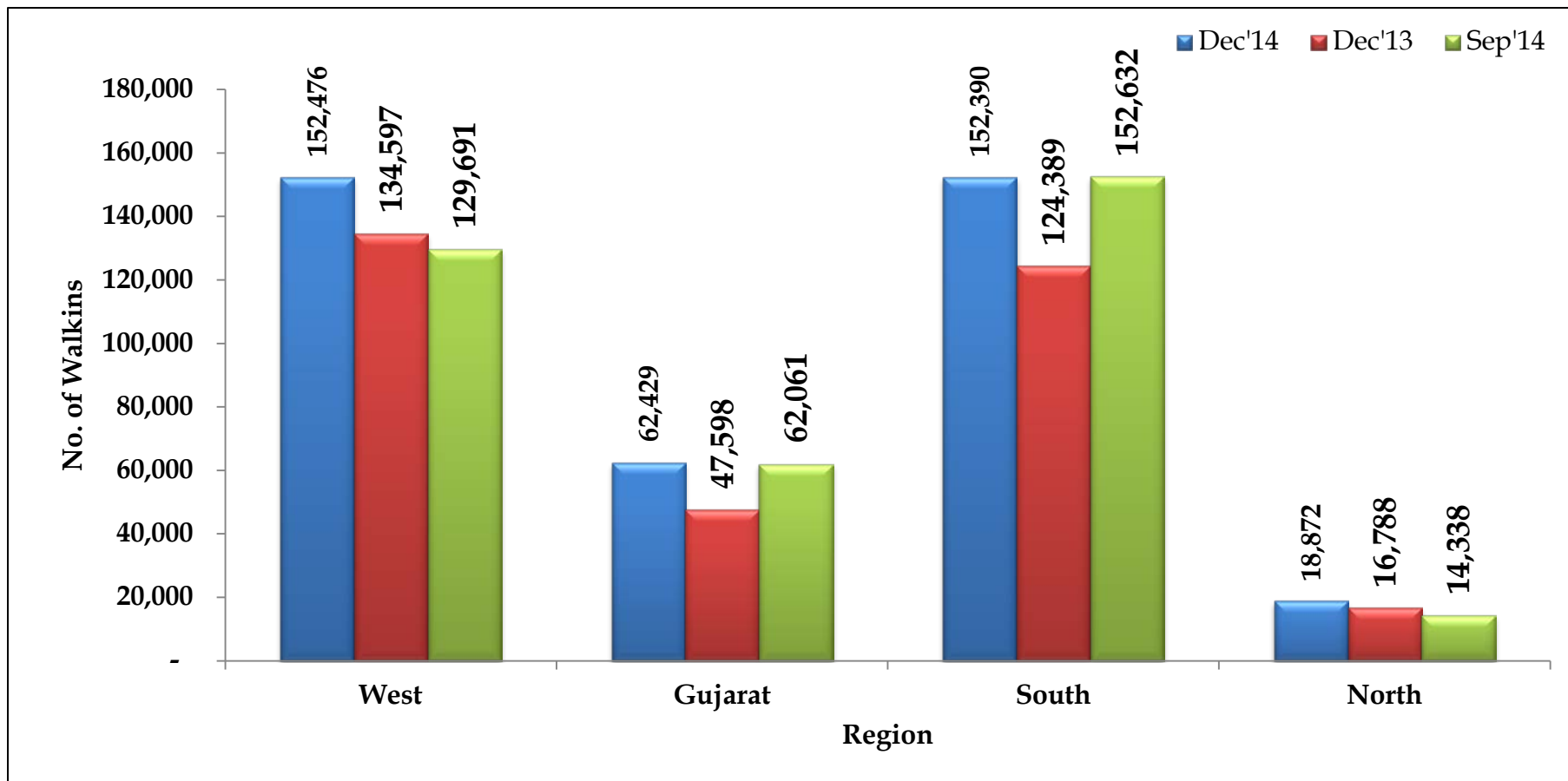
(₹ in Crores)



Sales Per Sq. ft. per Quarter



Region wise quarter wise Walk-in



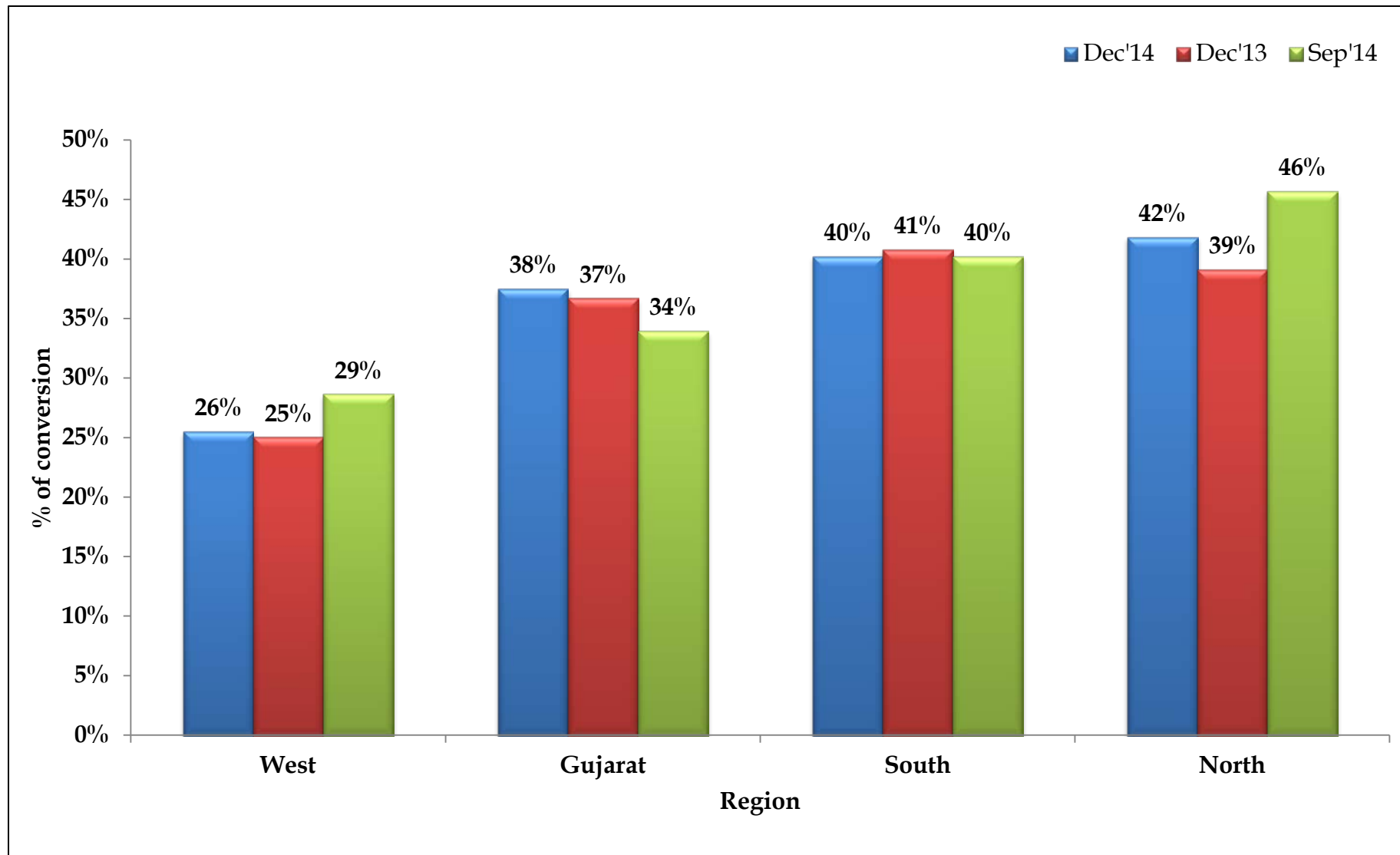
West - YOY Growth : 13.28%, QoQ Growth : 17.57%

Gujarat - YOY Growth : 31.16%, QoQ Growth : 0.59%

South - YOY Growth : 22.51%, QoQ (De-Growth) : (0.16%)

North - YOY Growth : 12.41%, QoQ Growth : 31.62%

Region wise quarter wise Conv.°%



@home – Income Statement Summary Quarterly

(₹ in Crores)

Particulars	% to Sales	Quater Ended Dec 14	% to Sales	Quater Ended Sep 14	% to Sales	Quater Ended June 14
I INCOME						
Gross Sales and Income from Sales		59.01		71.27		46.83
Less : Duties and Levies		6.42		7.72		5.13
Net Sales	100	52.59	100	63.55	100	41.70
Other Income		(0.05)		(0.10)		(0.16)
Total Income		52.55		63.45		41.54
II EXPENDITURE						
Materials consumed	53.39	28.08	56.48	35.90	54.63	22.78
Employees Remuneration & Benefits	8.92	4.69	7.33	4.66	10.90	4.54
Operating & other expenses		0.00				
Rent	12.20	6.42	10.65	6.77	14.93	6.23
Electricity	2.95	1.55	2.49	1.59	3.89	1.62
Advertisement	4.77	2.51	6.55	4.16	4.59	1.92
Transportation	3.56	1.87	3.62	2.30	4.32	1.80
Other Operating Expenses	10.08	5.30	6.91	4.39	12.79	5.34
Financial Expenses						
EMI Subvention Charges on Finance Scheme	0.81	0.43	0.90	0.57	0.62	0.26
Credit Card Expenses	0.59	0.31	0.61	0.39	0.55	0.23
Other Financial Expenses	0.14	0.07	0.14	0.09	0.21	0.09
Depreciation	4.75	2.50	4.08	2.59	5.95	2.48
Total Expenditure	102.15	53.73	99.78	63.41	113.38	47.28
Profit before Taxation	(2.24)	(1.18)	0.06	0.04	(13.76)	(5.74)

@home – Income Statement Summary

Nine Monthly

(₹ in Crores)

Particulars	% to Sales	Nine Months Ended Dec 14	% to Sales	Nine Months Ended Dec 13	% to Sales	Year Ended Mar 14
I INCOME						
Gross Sales and Income from Sales		177.12		179.82		245.37
Less : Duties and Levies		19.27		19.61		26.56
Net Sales	100	157.85	100	160.21	100	218.81
Other Income		(0.31)		0.04		0.01
Total Income		157.54		160.26		218.83
II EXPENDITURE						
Materials consumed	54.96	86.76	54.05	86.60	54.74	119.77
Employees Remuneration & Benefits	8.80	13.89	8.21	13.16	7.96	17.41
Operating & other expenses						
Rent	12.30	19.41	10.31	16.51	10.75	23.52
Electricity	3.02	4.76	2.99	4.78	2.81	6.15
Advertisement	6.24	9.85	5.65	9.06	5.42	11.86
Transportation	3.78	5.97	3.86	6.18	3.74	8.18
Other Operating Expenses	8.72	13.77	11.13	17.84	10.95	23.97
Financial Expenses						
EMI Subvention Charges on Finance Scheme	0.80	1.26	0.45	0.72	0.49	1.07
Credit Card Expenses	0.59	0.93	0.69	1.10	0.66	1.45
Other Financial Expenses	0.16	0.25	0.14	0.23	0.15	0.32
Depreciation	4.80	7.57	2.45	3.92	2.27	4.97
Total Expenditure	104.16	164.42	99.93	160.10	99.94	218.68
Profit before Taxation	(4.36)	(6.88)	0.10	0.15	0.07	0.15

Thank you