

Q3 Results of FY 2015 – 16

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(₹ in Crores)

Particulars	% of Growth compare to corresponding quarter of P.Y.	Quarter Ended Dec 15	Quarter Ended Dec 14	% of Growth compare to corresponding period of P.Y.	Nine Months Ended Dec 15	Nine Months Ended Dec 14	F. Y. 2014 -15
Turnover - Gross	1.83%	457.81	449.59	5.51%	1,464.21	1,387.69	1,912.71
Turnover - Net	1.76%	428.42	421.00	5.48%	1,367.48	1,296.39	1,786.66
EBIDT	40.33%	46.64	33.24	65.20%	155.05	93.86	143.81
Interest	(48.97%)	4.02	7.87	(42.16%)	13.45	23.25	29.54
Depreciation	(11.25%)	12.21	13.76	(10.80%)	37.10	41.59	53.76
PBT	162.10%	30.41	11.60	260.20%	104.50	29.01	60.51
PAT	138.57%	20.19	8.46	242.88%	71.24	20.78	42.46

Performance Snapshot

(₹ in Crores)

Sr. No	Particulars	Standalone					
		Quarter Ended 31/12/2015	Quarter Ended 30/09/2015	Quarter Ended 31/12/2014	Nine Months ended 31/12/2015	Nine Months ended 31/12/2014	Previous Year ended 31/03/2015
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Income From Operations						
	(a) Net Sales / Incomes from Operations (Net of Duties and Levies)	426.00	479.05	418.98	1,360.14	1,289.85	1,778.00
	(b) Other Operating Income	2.42	2.45	2.03	7.34	6.54	8.66
	Total Income from operations (net)	428.42	481.51	421.00	1,367.48	1,296.39	1,786.66
2	Expenses						
	(a) Cost of materials consumed	136.07	155.92	163.94	485.25	530.67	687.62
	(b) Purchase of stock-in-trade	110.94	126.47	109.01	342.13	328.83	430.28
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(12.11)	(0.75)	(11.04)	(41.59)	(31.86)	14.99
	(d) Employees benefit expense	36.67	32.38	28.63	100.37	84.45	112.94
	(e) Depreciation and amortisation expense	12.21	12.61	13.76	37.10	41.59	53.76
	(f) Other expenses	110.38	117.18	100.04	332.68	294.69	403.28
	Total Expensees	394.17	443.80	404.34	1,255.94	1,248.38	1,702.85
3	Profit from Operations before Other income, Finance Cost and Exceptional Items (1-2)	34.25	37.70	16.67	111.54	48.01	83.81
4	Other Income	0.18	3.76	2.81	6.41	4.25	6.25
5	Profit from ordinary activities before finance costs and Exceptional Items (3+4)	34.43	41.47	19.47	117.95	52.26	90.06
6	Finance Cost	4.02	4.37	7.87	13.45	23.25	29.54
7	Profit from ordinary activities after finance costs and but before Exceptional Items (5-6)	30.41	37.10	11.60	104.50	29.01	60.51

Contd...

Performance Snapshot (Contd....)

(₹ in Crores)

Sr. No	Particulars	Standalone					
		Quarter Ended 31/12/2015	Quarter Ended 30/09/2015	Quarter Ended 31/12/2014	Nine Months Ended 31/12/2015	Nine Months Ended 31/12/2014	Previous Year ended 31/03/2015
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
8	Exceptional Items	-	-	-	-	-	-
9	Profit from Ordinary Activities before Tax (7-8)	30.41	37.10	11.60	104.50	29.01	60.51
10	Tax Expense	10.22	11.35	3.14	33.27	8.24	18.05
11	Net Profit from Ordinary Activities after Tax (9-10)	20.19	25.74	8.46	71.24	20.78	42.46
12	Extra Ordinary Items (Net of Tax Expenses)	-	-	-	-	-	-
13	Net Profit for the Year (11-12)	20.19	25.74	8.46	71.24	20.78	42.46
14	Paid-up Equity Share Capital	14.92	14.92	14.92	14.92	14.92	14.92
	(Face Value of ₹ 10/- per Share)						
15	Reserves excluding Revaluation Reserves as per Balance Sheet of previous accounting year						477.51
16	Earnings Per Share (EPS)						
	(a) Basic and diluted EPS before exceptional Item for the period (₹)	13.53	17.25	5.67	47.74	13.92	28.45
	(b) Basic and diluted EPS after exceptional Item for the period (₹)	13.53	17.25	5.67	47.74	13.92	28.45

Segment Wise Revenue, Results & Capital Employed

(₹ in Crores)

Sr. No.	Particulars	Standalone					
		Quarter Ended 31/12/2015	Quarter Ended 30/09/2015	Quarter Ended 31/12/2014	Nine Months Ended 31/12/2015	Nine Months Ended 31/12/2014	Previous Year ended 31/03/2015
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Segment Revenue						
	(a) Plastics	364.81	408.85	363.75	1,175.19	1,121.22	1,545.49
	(b) Lifestyle Furniture, Furnishings & Accessories	59.63	67.76	52.59	177.86	157.85	217.50
	(c) Others	8.92	8.48	8.15	25.58	25.96	35.15
	Total	433.36	485.09	424.50	1,378.64	1,305.04	1,798.14
	Less: Inter Segment Revenue	4.94	3.58	3.49	11.16	8.65	11.48
	Net Income from Operations	428.42	481.51	421.00	1,367.48	1,296.39	1,786.66
2	Segment Results						
	(a) Plastics	44.83	45.36	21.39	137.34	65.73	110.17
	(b) Lifestyle Furniture, Furnishings & Accessories	(1.73)	1.03	(1.18)	(2.96)	(6.88)	(11.06)
	(c) Others	(0.77)	(0.79)	0.49	(1.65)	(0.11)	0.19
	Total	42.34	45.59	20.69	132.72	58.74	99.31
	Less:						
	Interest & Finance Charges (Net)	4.02	4.37	7.87	13.45	23.25	29.54
	Other Un-allocable expenditure net of un-allocable income	7.91	4.12	1.22	14.77	6.47	9.26
	Total Profit before Tax	30.41	37.10	11.60	104.50	29.01	60.51
3	Capital Employed [Segment Assets -Segment						
	(a) Plastics	566.86	593.58	602.12	566.86	602.12	578.96
	(b) Lifestyle Furniture, Furnishings & Accessories	75.95	78.26	96.41	75.95	96.41	81.03
	(c) Others	19.12	22.16	24.30	19.12	24.30	20.29
	(d) Unallocable	(102.08)	(150.67)	(244.75)	(102.08)	(244.75)	(187.85)

Financial Results (Quarterly)

(₹ in Crores)

Particulars	Quarter ended Dec 15			Quarter ended Dec 14			Quarter ended Sep 15		
	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total
Net Sales	368.79	59.63	428.42	368.41	52.59	421.00	413.75	67.76	481.51
EBIDT	46.23	0.41	46.64	31.92	1.32	33.24	50.30	3.77	54.07
% Net sales	13%	1%	11%	9%	3%	8%	12%	6%	11%
PBT	32.14	(1.73)	30.41	12.78	(1.18)	11.60	36.07	1.03	37.10
PAT			20.19			8.46			25.74
%of Net Sales			5%			2%			5%

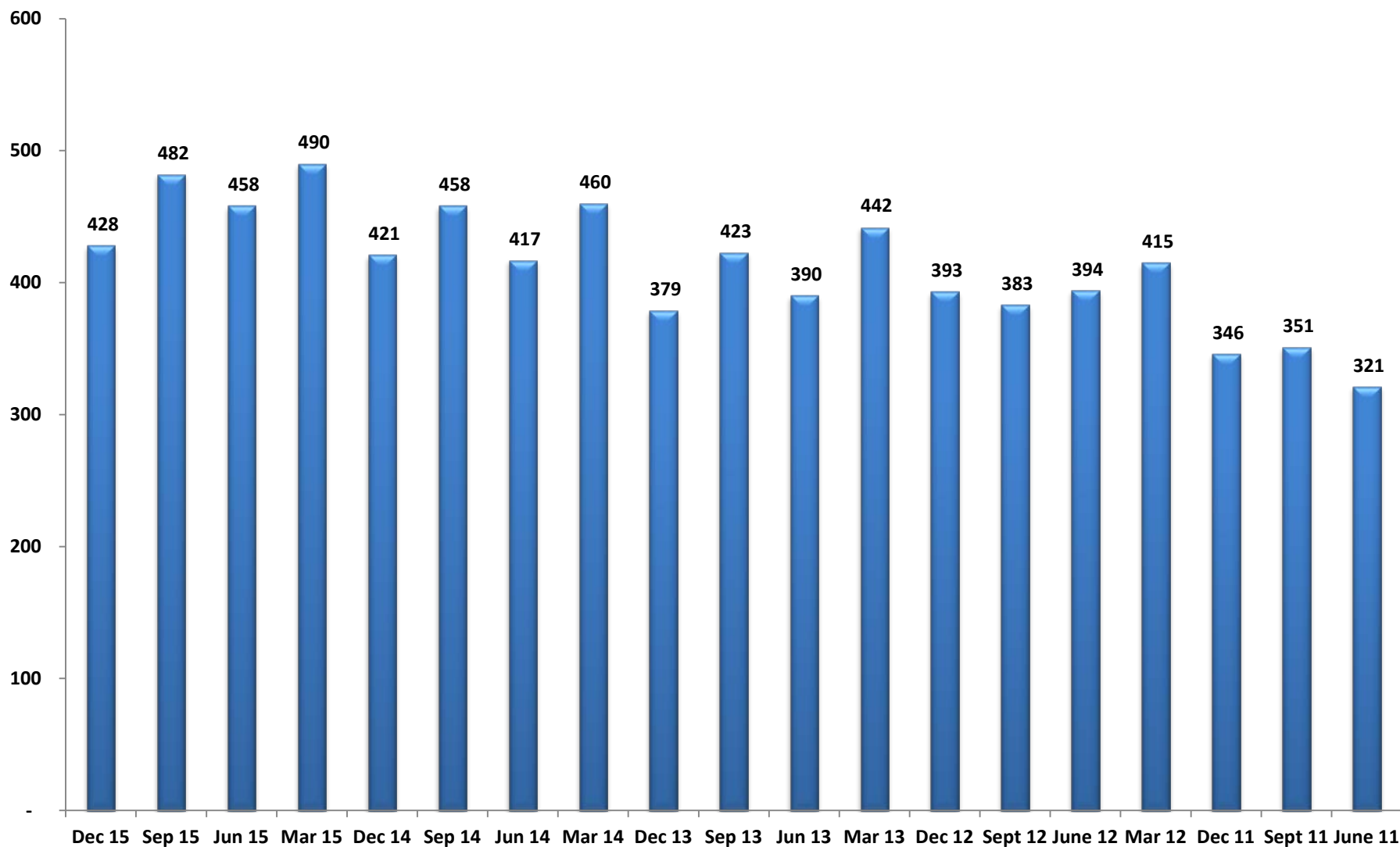
Financial Results (Nine Monthly)

(₹ in Crores)

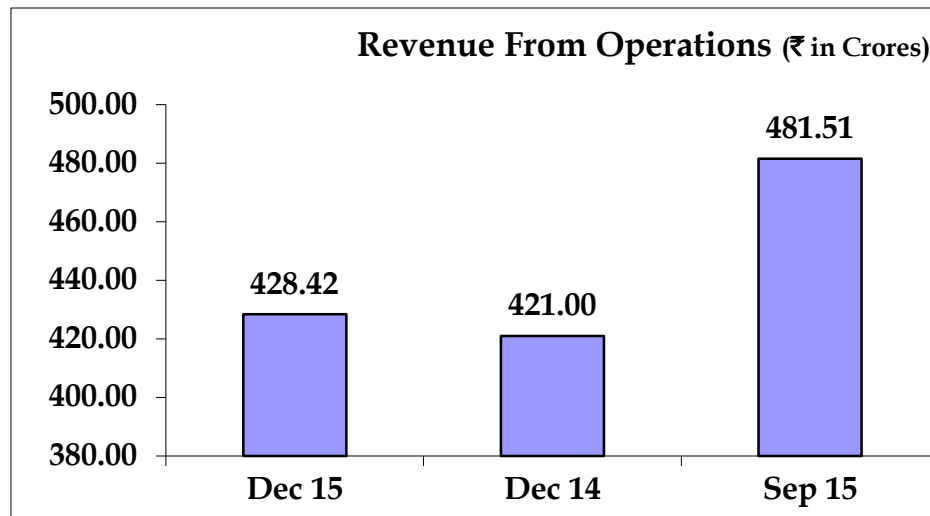
Particulars	Nine Months ended Dec 15			Nine Months ended Dec 14			F.Y. ended 2014-15		
	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total
Net Sales	1189.62	177.86	1367.48	1138.54	157.85	1296.39	1569.16	217.50	1786.66
EBIDT	150.78	4.27	155.05	93.16	0.69	93.86	145.73	0.51	146.25
% Net sales	13%	2%	11%	8%	0%	7%	9%	0%	8%
PBT	107.47	(2.96)	104.50	35.89	(6.88)	29.01	71.57	(11.06)	60.51
PAT			71.24			20.78			42.46
%of Net Sales			5%			2%			2%

Quarterly Net Sales (Company)

(₹ in Crores)

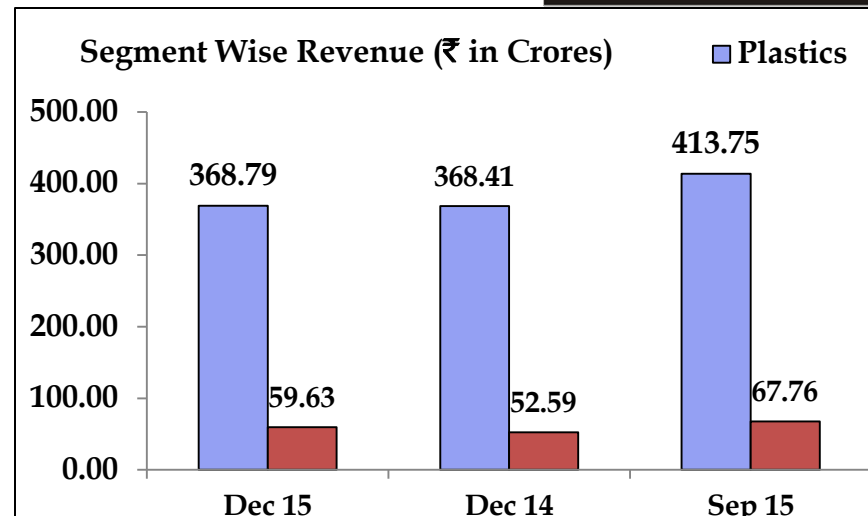


Performance Snapshot (Quarterly)



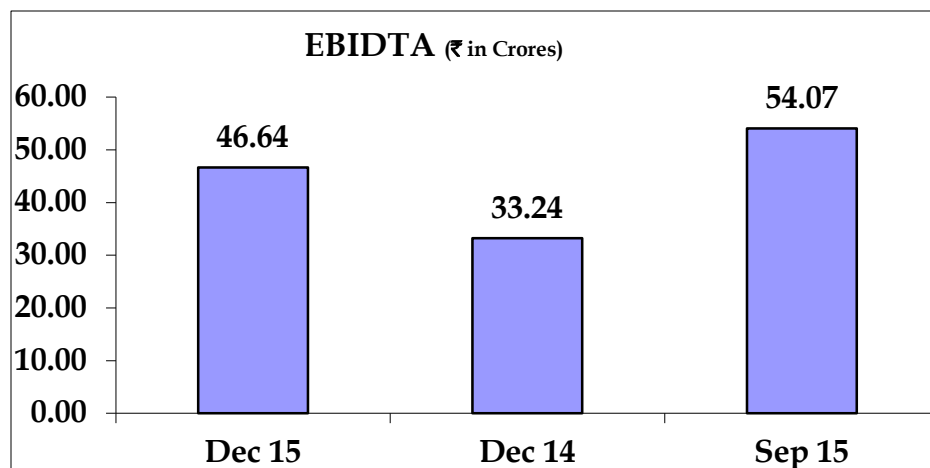
YoY Growth : 2%

QoQ De-Growth : (11%)



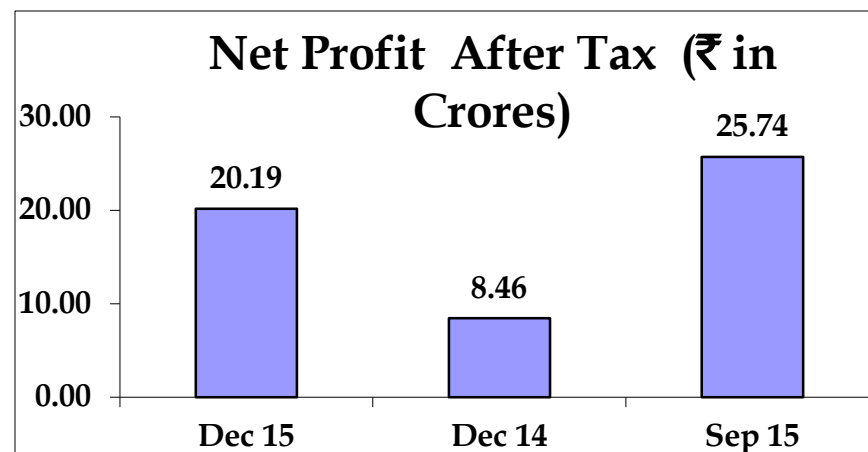
Plastics: YoY Growth: 0%; QoQ De-Growth: (11%)

Retail: YoY Growth : 13%; QoQ De-Growth: (12%)



YoY Growth : 40%

QoQ De-Growth : (14%)



YoY Growth : 139%

QoQ De-Growth : (22%)

Income Statement Summary (Quarterly)

(₹ in Crores)

	Quarter ended Dec 15		Quarter ended Dec 14		Quarter ended Sep 15		Growth/ (De-Growth) Over	
Particulars	Amt	%	Amt	%	Amt	%	Dec 14	Sep 15
Revenues	428.60	100%	423.81	100%	485.27	100%	1%	(12%)
Material Consumed	234.91	55%	261.91	62%	281.63	58%	(10%)	(17%)
Employees Cost	36.67	9%	28.63	7%	32.38	7%	28%	13%
Operating expenditure	110.38	26%	100.04	24%	117.18	24%	10%	(6%)
EBIDTA	46.64	11%	33.24	8%	54.07	11%	40%	(14%)
Depreciation	12.21	3%	13.76	3%	12.61	3%	(11%)	(3%)
Interest and Finance Charges	4.02	1%	7.87	2%	4.37	1%	(49%)	(8%)
Profit before Tax	30.41	7%	11.60	3%	37.09	8%	162%	(18%)
Tax Expense	10.22	2%	3.14	1%	11.35	2%	226%	(10%)
Net Profit after Tax	20.19	5%	8.46	2%	25.74	5%	139%	(22%)

Income Statement Summary (Nine Monthly)

(₹ in Crores)

	Nine Months ended Dec 15		Nine Months ended Dec 14		F.Y. 2014-15	
Particulars	Amt	%	Amt	%	Amt	%
Revenues	1373.89	100%	1300.64	100%	1792.91	100%
Material Consumed	785.79	57%	827.64	64%	1132.88	63%
Employees Cost	100.37	7%	84.45	6%	112.94	6%
Operating expenditure	332.68	24%	294.69	23%	403.28	22%
EBIDTA	155.05	11%	93.86	7%	143.81	8%
Depreciation	37.10	3%	41.59	3%	53.76	3%
Interest and Finance Charges	13.45	1%	23.25	2%	29.54	2%
Profit before Tax	104.50	8%	29.01	2%	60.51	3%
Tax Expense	33.27	2%	8.24	1%	18.05	1%
Net Profit after Tax	71.24	5%	20.78	2%	42.46	2%

Balance Sheet Summary

(₹ in Crores)

Particulars	As at 31st Dec 2015	As at 31st Mar 2015	Particulars	As at 31st Dec 2015	As at 31st Mar 2015
EQUITY AND LIABILITIES			ASSETS		
Shareholders' Funds			Non-current Assets		
(a) Share Capital	14.92	14.92	(a) Fixed Assets		
(b) Reserves and Surplus	544.93	477.51	(i) Tangible assets	263.54	281.66
Non-current liabilities			(ii) Intangible assets	1.09	2.01
(a) Long term borrowings	16.59	43.94	(iii) Capital work-in-progress	3.59	1.36
(b) Deferred tax liability (net)	9.74	15.78	(b) Non-current investments	25.62	25.56
(c) Other Long term Liabilities	40.04	37.07	(c) Long-term loans and advances	49.09	52.17
(c) Long term provisions	6.28	6.96	(d) Other Non Current Assets	1.28	1.07
Current Liabilities			Current assets		
(a) Short term borrowings	81.09	125.24	(a) Inventories	311.11	276.67
(b) Trade Payables	108.46	92.64	(b) Trade Receivables	222.24	228.87
(c) Other current liabilities	77.50	80.82	(c) Cash and Bank Balance	5.67	8.20
(d) Short term provisions	22.27	22.91	(d) Short-term loans and advances	35.45	35.98
			(e) Other current assets	3.15	4.24
TOTAL	921.82	917.80	TOTAL	921.82	917.80

(in Crores)

Name of the Company	Currency	Quarter ended Dec 15		Quarter ended Dec 14	
		Turn Over	Net Profit / (Loss)	Turn over	Net Profit / (Loss)
NBSSPL	INR	26.08	2.22	18.86	0.20
CNPL	INR	7.06	1.33	5.05	1.31
NEPPL	SLR	29.21	5.53	26.76	2.50
	INR	13.41	2.54	12.86	1.20
NCB- FZE	AED	0.33	0.04	0.39	0.03
	INR	5.86	0.71	6.70	0.52
Total	INR	52.41	6.80	43.47	3.23
Our Share	INR		4.42		2.19

- 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)

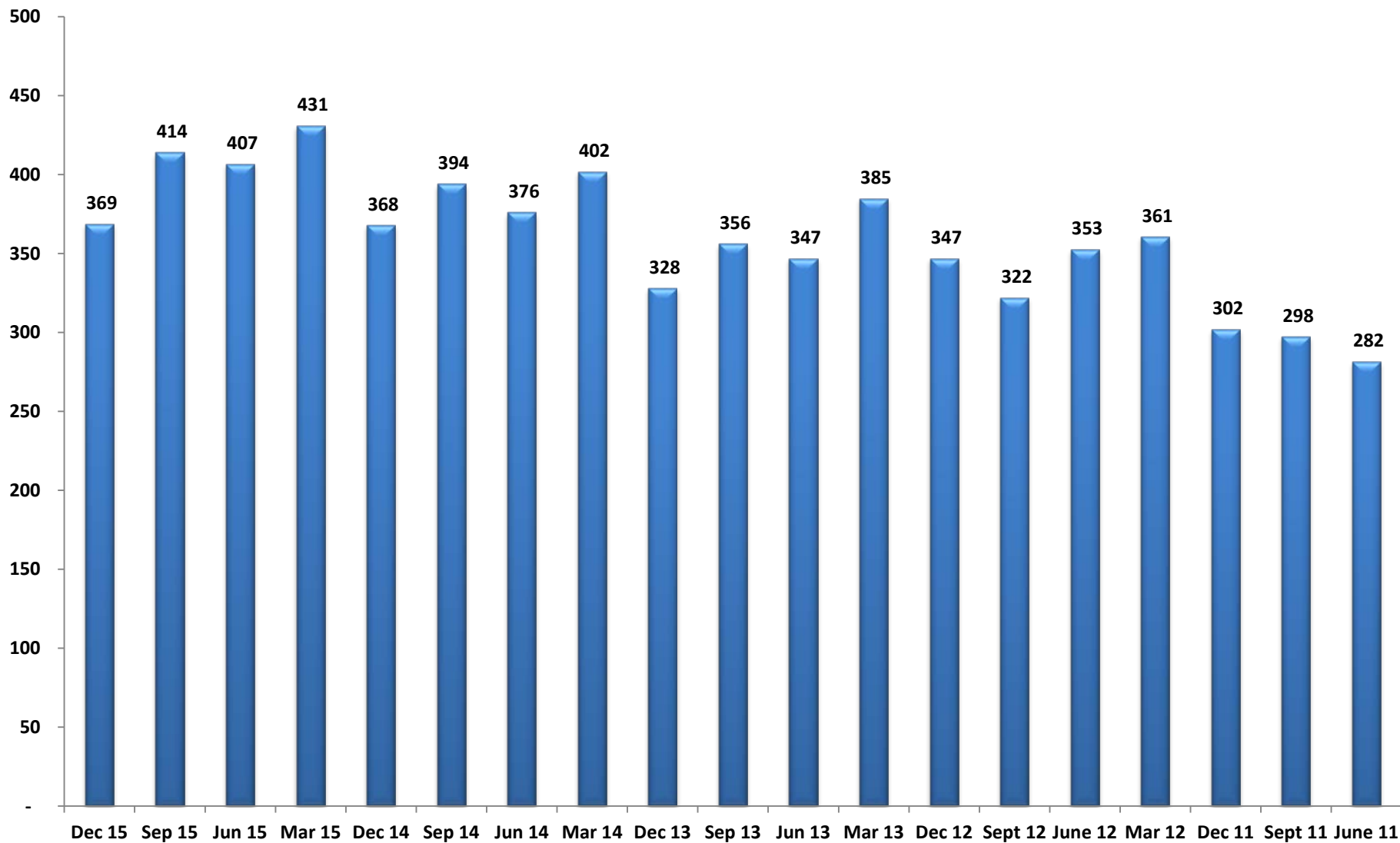
Name of the Company	Currency	Nine month ended Dec 15		Nine month ended Dec 14	
		Turn Over	Net Profit / (Loss)	Turn over	Net Profit / (Loss)
NBSSPL	INR	91.94	9.64	61.69	4.03
CNPL	INR	17.31	3.47	14.39	3.55
NEPPL	SLR	75.81	12.36	64.86	2.99
	INR	34.79	5.67	31.17	1.44
NCB- FZE	AED	1.04	0.08	1.49	0.12
	INR	18.75	1.44	25.59	2.06
Total	INR	162.79	20.22	132.84	11.08
Our Share	INR		12.30		6.94

- 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



Plastics - Income Statement Summary (Quarterly)

(₹ in Crores)

	Quarter ended Dec 15		Quarter ended Dec 14		Quarter ended Sep 15		Growth/ (De-Growth) Over	
Particulars	Amt	%	Amt	%	Amt	%	Dec 14	Sep 15
Revenues	369.02	100%	371.26	100%	417.53	100%	(1%)	(12%)
Material Consumed	202.76	55%	233.83	63%	246.42	59%	(13%)	(18%)
Employees Cost	30.67	8%	23.93	6%	26.82	6%	28%	14%
Operating expenditure	89.35	24%	81.58	22%	93.99	23%	10%	(5%)
EBIDTA	46.24	13%	31.92	9%	50.30	12%	45%	(8%)
Depreciation	10.08	3%	11.27	3%	9.86	2%	(11%)	2%
Interest and Finance Charges	4.01	1%	7.87	2%	4.37	1%	(49%)	(8%)
Profit before Tax	32.14	9%	12.78	3%	36.07	9%	151%	(11%)
Tax Expense	10.22	3%	3.14	1%	11.35	3%	226%	(10%)
Net Profit after Tax	21.92	6%	9.64	3%	24.72	6%	127%	(11%)

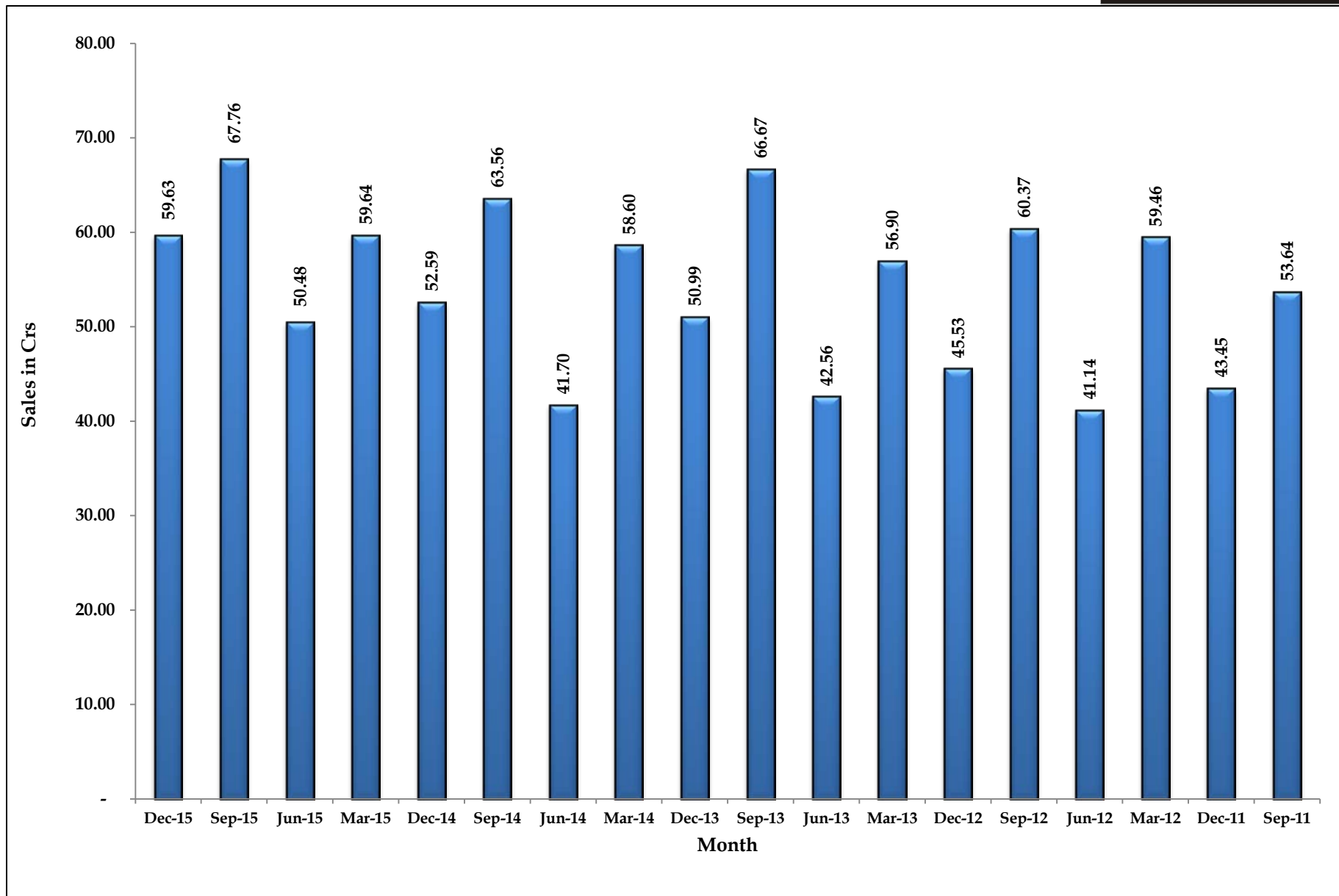
Plastics - Income Statement Summary (Nine Monthly)

(₹ in Crores)

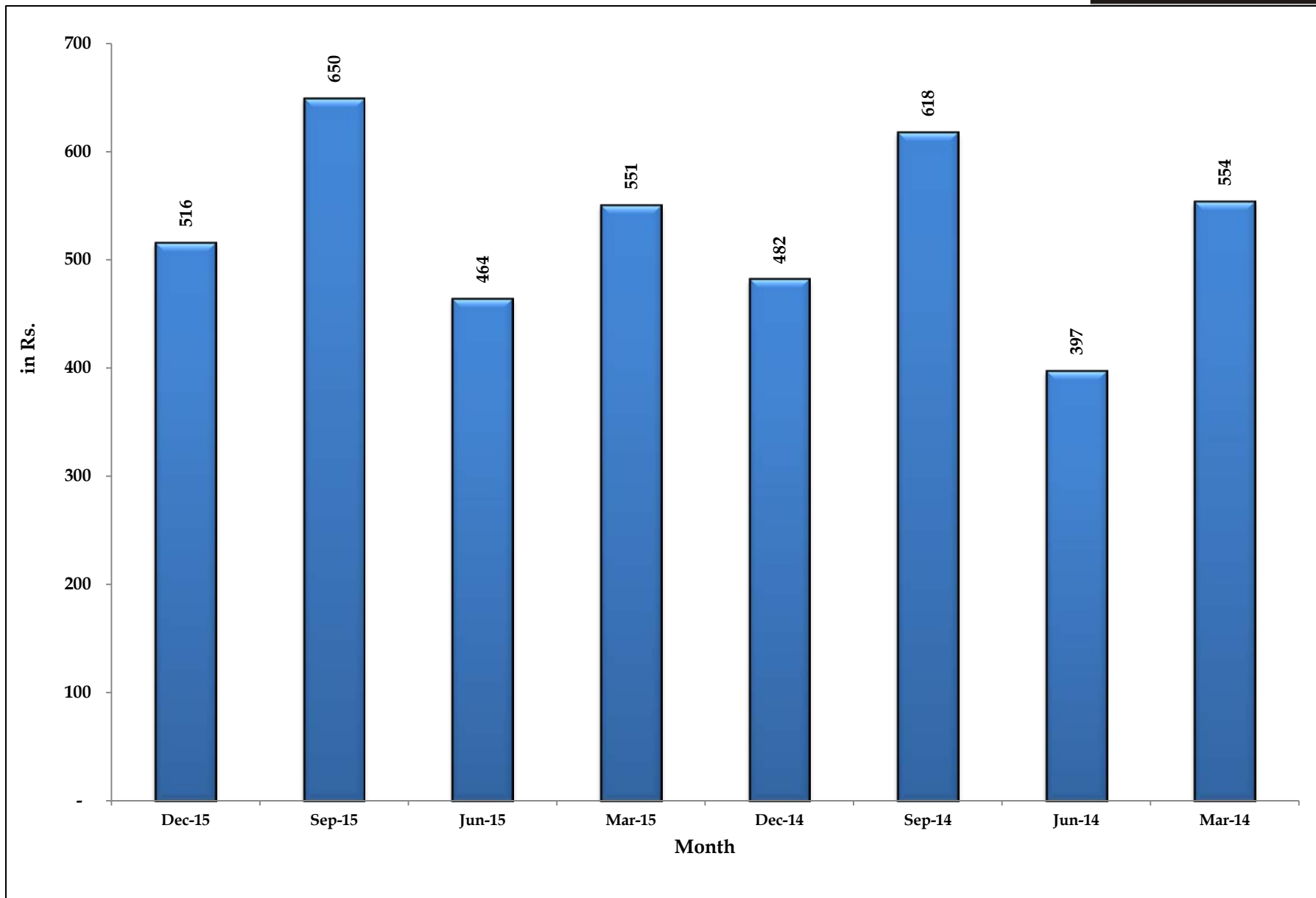
	Nine Month ended Dec 15		Nine Month ended Dec 14		F.Y. 2014-15	
Particulars	Amt	%	Amt	%	Amt	%
Revenues	1196.15	100%	1143.10	100%	1575.74	100%
Material Consumed	691.21	58%	740.89	65%	1011.63	64%
Employees Cost	83.50	7%	70.56	6%	93.68	6%
Operating expenditure	270.65	23%	238.49	21%	325.54	21%
EBIDTA	150.78	13%	93.16	8%	144.89	9%
Depreciation	29.86	2%	34.02	3%	43.78	3%
Interest and Finance Charges	13.45	1%	23.25	2%	29.54	2%
Profit before Tax	107.47	9%	35.89	3%	71.57	5%
Tax Expense	33.27	3%	8.24	1%	18.05	1%
Net Profit after Tax	74.20	6%	27.66	2%	53.52	3%

@home – Business Review

Retail Quarter Wise Sales

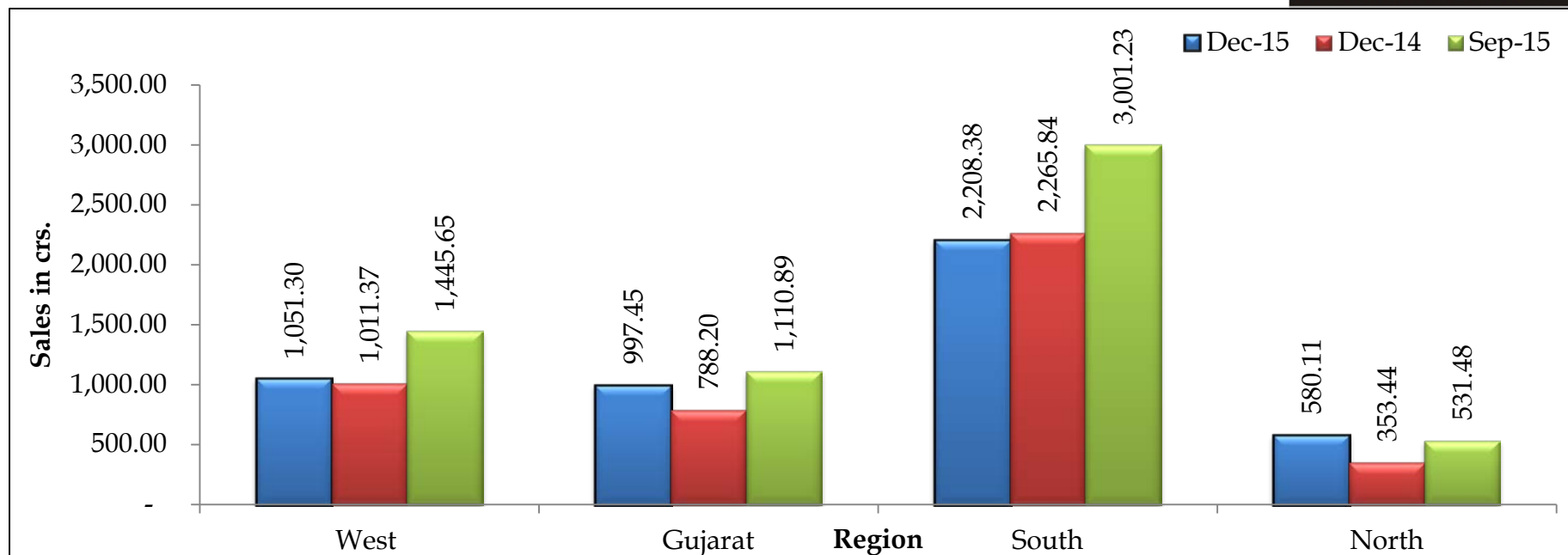


Sales Per Sq. ft. per Quarter



Region wise Quarter wise Sales

(₹ in Crores)



No. of Stores

5

3

10

2

Area (Sq. ft.)

70,121

35,599

1,80,830

41,786

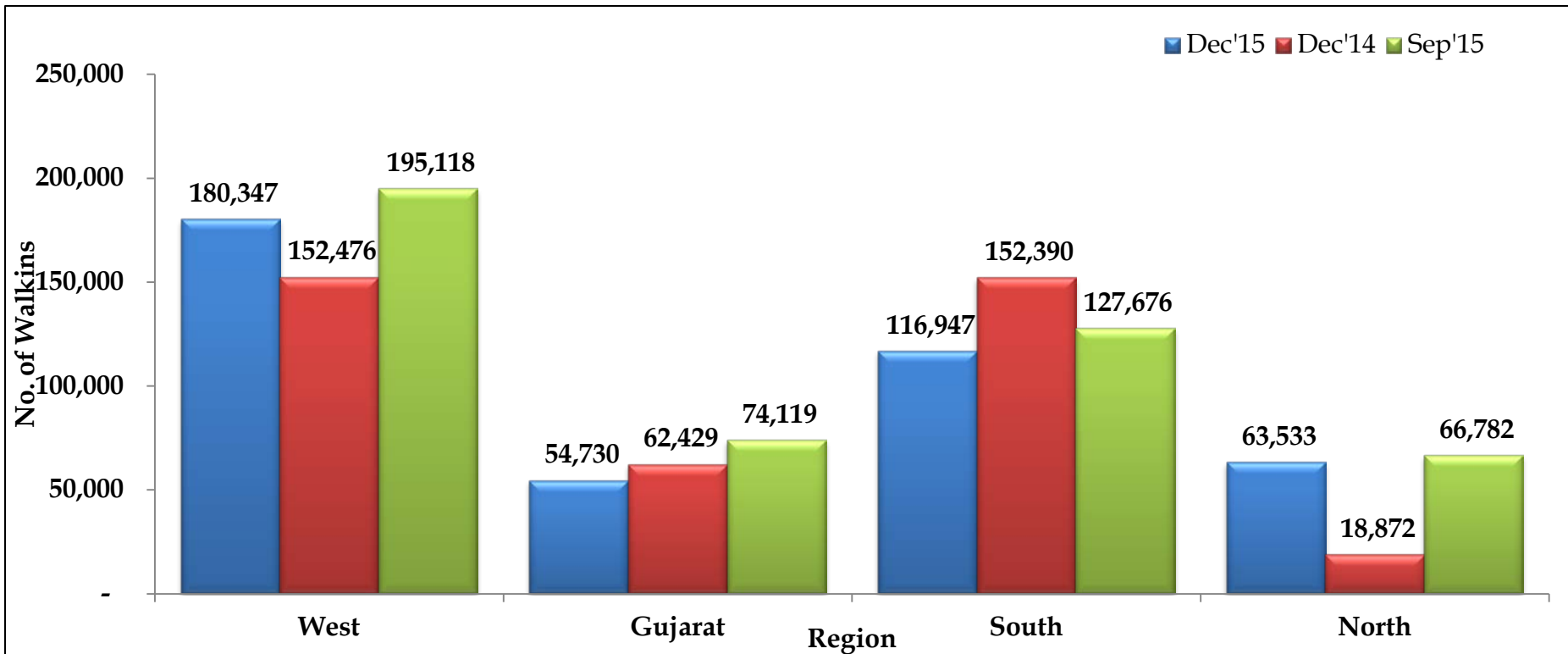
West - YOY Growth : 3.95%, QoQ Growth : -27.28%

Gujarat - YOY Growth : 26.55%, QoQ Growth : -10.21%

South - YOY Growth : -2.54%, QoQ Growth : -26.42%

North - YOY Growth : 64.13%, QoQ Growth : 9.15%

Region wise quarter wise Walk-in



West - YOY Growth : 50.45%, QoQ Growth : 54.65%

Gujarat - YOY Growth : 19.43%, QoQ Growth : 20.92%

South - YOY Growth : -16.35%, QoQ Growth : 20.80%

North - YOY Growth : 365.77%, QoQ Growth : 44.20%

@home - Income Statement Summary (Quarterly)

(₹ in Crores)

	Quarter ended Dec 15		Quarter ended Dec 14		Quarter ended Sep 15		Growth/ (De-Growth) Over	
Particulars	Amt	%	Amt	%	Amt	%	Dec 14	Sep 15
Revenues	59.58	100%	52.55	100%	67.74	100%	13%	(12%)
Material Consumed	32.14	54%	28.08	53%	35.21	52%	14%	(9%)
Employees Cost	6.00	10%	4.69	9%	5.56	8%	28%	8%
Operating expenditure	21.03	35%	18.46	35%	23.19	34%	14%	(9%)
EBIDTA	0.41	1%	1.32	3%	3.78	6%	(69%)	(89%)
Depreciation	2.14	4%	2.50	5%	2.75	4%	(14%)	(22%)
Profit before Tax	(1.73)	(3%)	(1.18)	(2%)	1.03	2%	47%	(268%)

@home - Income Statement Summary (Nine Monthly)

(₹ in Crores)

	Nine Month ended Dec 15		Nine Month ended Dec 14		F.Y. 2014-15	
Particulars	Amt	%	Amt	%	Amt	%
Revenues	177.74	100%	157.54	100%	217.17	100%
Material Consumed	94.57	53%	86.76	55%	121.26	56%
Employees Cost	16.87	9%	13.89	9%	19.25	9%
Operating expenditure	62.03	35%	56.20	36%	77.74	36%
EBIDTA	4.27	2%	0.69	0%	(1.08)	0%
Depreciation	7.24	4%	7.57	5%	9.98	5%
Profit before Tax	(2.96)	(2%)	(6.88)	(4%)	(11.06)	-5%

Thank you