

FINANCIAL PERFORMANCE 2013 - 14

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Highlights

(₹ in Crores)

Particulars	% of Growth/ (De- growth) compare to corresponding period of P.Y.	Quarter Ended Mar 14	Quarter Ended Mar 13	% of Growth/ (De-growth) compare to Previous Year	Year Ended Mar 14	Year Ended Mar 13
Turnover - Gross	7%	527	494	2%	1,880	1,840
Turnover - Net	5%	463	442	3%	1,655	1,611
EBIDT	47%	42	29	13%	148	131
Interest	(11%)	10	11	(4%)	41	43
Depreciation	12%	12	11	10%	49	44
PBT	191%	21	7	33%	58	44
PAT	195%	14	5	28%	40	31

Performance Snapshot

(₹ in Crores)

Sr. No	Particulars	Standalone		Consolidated	
		Current Year ended Mar 14	Previous Year ended Mar 13	Current Year ended Mar 14	Previous Year ended Mar 13
		Audited	Audited	Audited	Audited
1	Income From Operations				
	(a) Net Sales / Incomes from Operations (Net of Duties and Levies)	1,645.95	1,600.26	1,745.02	1,693.78
	(b) Other Operating Income	8.82	10.40	7.23	8.41
	Total Income from operations (net)	1,654.77	1,610.66	1,752.25	1,702.19
2	Expenses				
	(a) Cost of materials consumed	597.41	636.97	636.95	681.47
	(b) Purchase of stock-in-trade	426.75	417.11	442.35	428.17
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	19.16	(36.07)	19.33	(38.94)
	(d) Employees benefit expense	105.40	101.63	115.27	110.28
	(e) Depreciation and amortisation expense	48.92	44.34	52.23	47.58
	(f) Other expenses	361.11	364.24	381.27	383.88
	Total Expensees	1,558.74	1,528.22	1,647.40	1,612.43
3	Profit from Operations before Other income, Finance Cost and Exceptional Items (1-2)	96.03	82.44	104.85	89.76
4	Other Income	3.53	4.19	3.56	2.76
5	Profit from ordinary activities before finance costs and Exceptional Items (3+4)	99.55	86.63	108.41	92.51
6	Finance Cost	41.42	42.97	42.51	44.93
7	Profit from ordinary activities after finance costs and but before Exceptional Items (5-6)	58.13	43.65	65.90	47.58
8	Exceptional Items	-	-	-	-

Contd...

Performance Snapshot (Contd....)

(₹ in Crores)

Sr. No	Particulars	Standalone		Consolidated	
		Current Year ended Mar 14	Previous Year ended Mar 13	Current Year ended Mar 14	Previous Year ended Mar 13
		Audited	Audited	Audited	Audited
9	Profit from Ordinary Activities before Tax (7-8)	58.13	43.65	65.90	47.58
10	Tax Expense	18.10	12.46	18.33	9.72
11	Net Profit from Ordinary Activities after Tax (9-10)	40.03	31.19	47.57	37.86
12	Extra Ordinary Items (Net of Tax Expenses)	-	-	-	-
13	Net Profit for the Year (11-12)	40.03	31.19	47.57	37.86
14	Adjustment for Minority Interest	-	-	0.53	0.72
15	Paid-up Equity Share Capital	14.92	14.92	14.92	14.92
	(Face Value of ₹ 10/- per Share)				
16	Reserves excluding Revaluation Reserves as per Balance Sheet of previous accounting year	454.71	414.18	471.84	429.96
17	Earnings Per Share (EPS)				
	(a) Basic and diluted EPS before exceptional Item for the period (₹)	26.83	20.90	31.52	24.89
	(b) Basic and diluted EPS after exceptional Item for the period (₹)	26.83	20.90	31.49	24.89
A	PARTICULARS OF SHAREHOLDING				
1	Public Shareholding:				
	a) Number of shares	54,85,543	56,42,140	54,85,543	56,42,140
	b) Percentage of Shareholding	36.76%	37.81%	36.76%	37.81%
2	Promoters and Promoter Group Shareholding				
	(a) Pledged/ Encumbered				
	- Number of Shares	Nil	Nil	Nil	Nil
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	Nil	Nil	Nil	Nil
	- Percentage of shares (as a % of the total share capital of the company)	Nil	Nil	Nil	Nil
	(b) Non -encumbered				
	- Number of Shares	94,36,982	92,80,385	94,36,982	92,80,385
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%
	- Percentage of shares (as a % of the total share capital of the company)	63.24%	62.19%	63.24%	62.19%

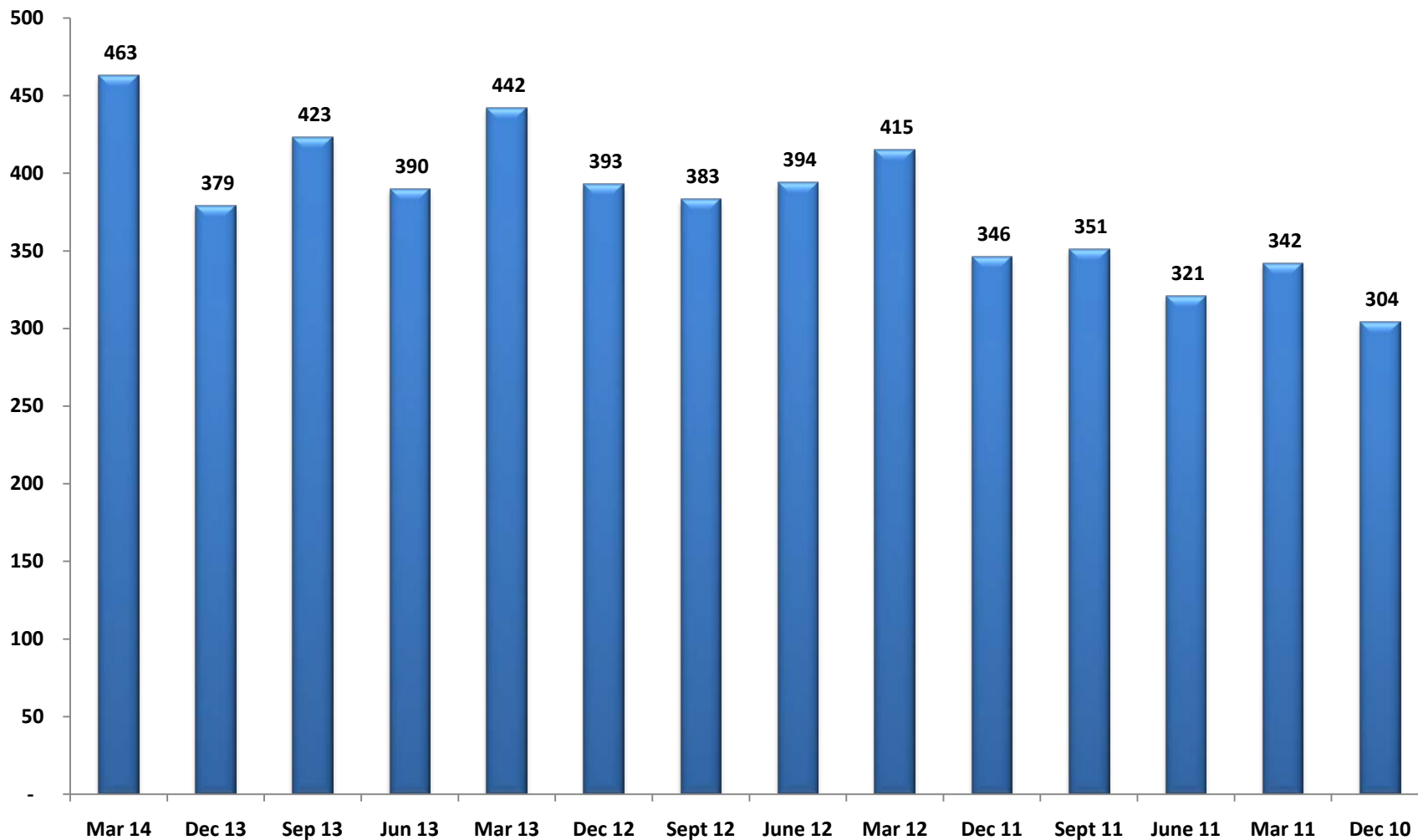
Segment Wise Revenue, Results & Capital Employed

(₹ in Crores)

Sr. No.	Particulars	Standalone		Consolidated	
		Current Year ended Mar 14	Previous Year ended Mar 13	Current Year ended Mar 14	Previous Year ended Mar 13
		Audited	Audited	Audited	Audited
1	Segment Revenue				
	(a) Plastics	1,379.08	1,377.90	1,441.11	1,423.72
	(b) Lifestyle Furniture, Furnishings & Accessories	218.81	191.27	218.81	203.93
	(d) Others	67.25	54.30	106.45	91.11
	Total	1,665.15	1,623.48	1,766.37	1,718.76
	Less: Inter Segment Revenue	10.38	12.82	14.12	16.57
	Net Income from Operations	1,654.77	1,610.66	1,752.25	1,702.19
2	Segment Results				
	(a) Plastics	113.84	109.78	118.55	105.08
	(b) Lifestyle Furniture, Furnishings & Accessories	1.92	(7.49)	1.92	(7.49)
	(d) Others	(2.61)	(3.21)	1.15	2.36
	Total	113.15	99.08	121.62	99.95
	Less:				
	Interest & Finance Charges (Net)	41.42	42.97	42.51	44.93
	Other Un-allocable expenditure net of un-allocable income	13.60	12.45	13.74	8.16
	Total Profit before Tax	58.13	43.65	65.38	46.86
3	Capital Employed [Segment Assets -Segment Liabilities]				
	(a) Plastics	640.25	684.17	668.72	715.58
	(b) Lifestyle Furniture, Furnishings & Accessories	93.02	83.90	93.02	83.90
	(c) Others	28.24	28.40	44.23	48.52
	(d) Unallocable	(298.77)	(367.37)	(319.21)	(403.12)

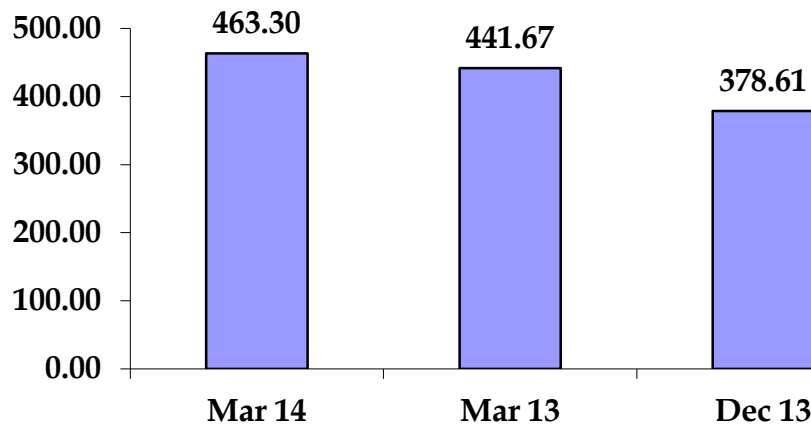
Quarterly Net Sales (Company)

(₹ in Crores)



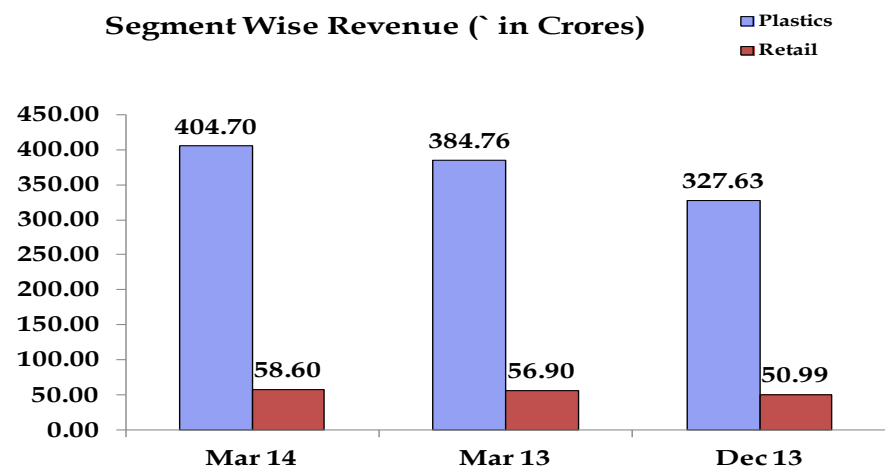
Performance Snapshot (Quarterly)

Revenue From Operations (₹ in Crores)



YoY Growth : 5% QoQ Growth : 22%

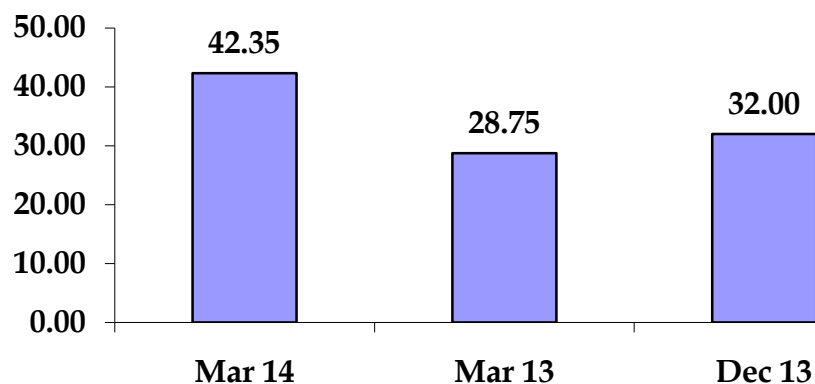
Segment Wise Revenue (₹ in Crores)



Plastics YoY Growth : 5%; QoQ Growth : 24%

Retail YoY Growth : 3%; QoQ Growth : 15%

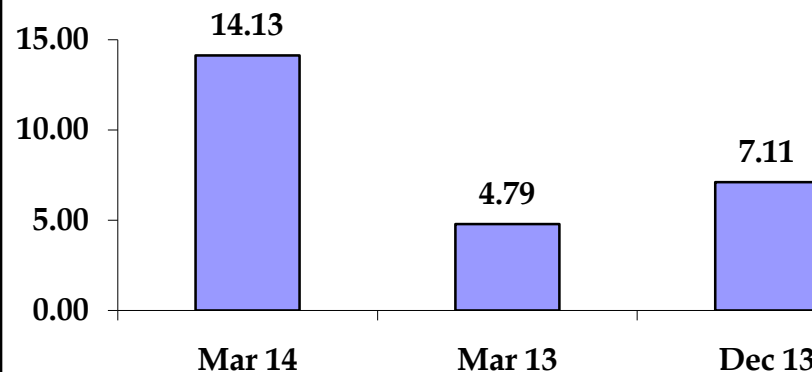
EBIDTA (₹ in Crores)



YoY Growth : 47%

QoQ Growth: 32%

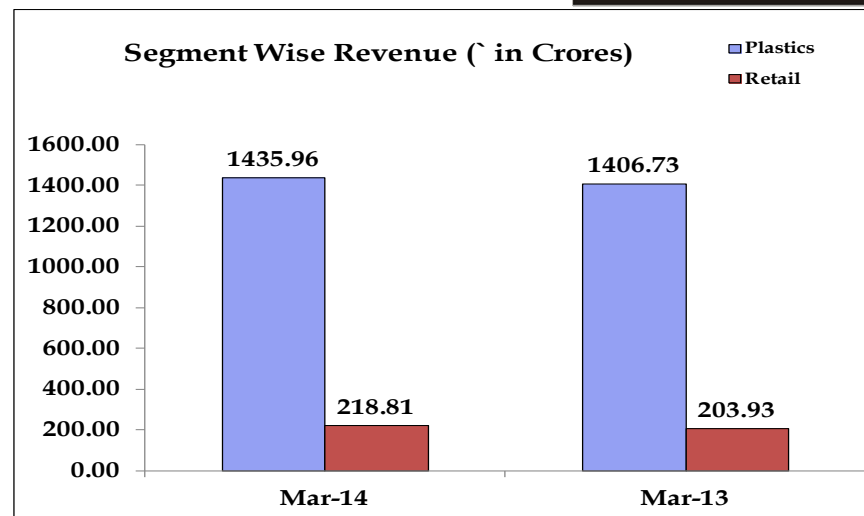
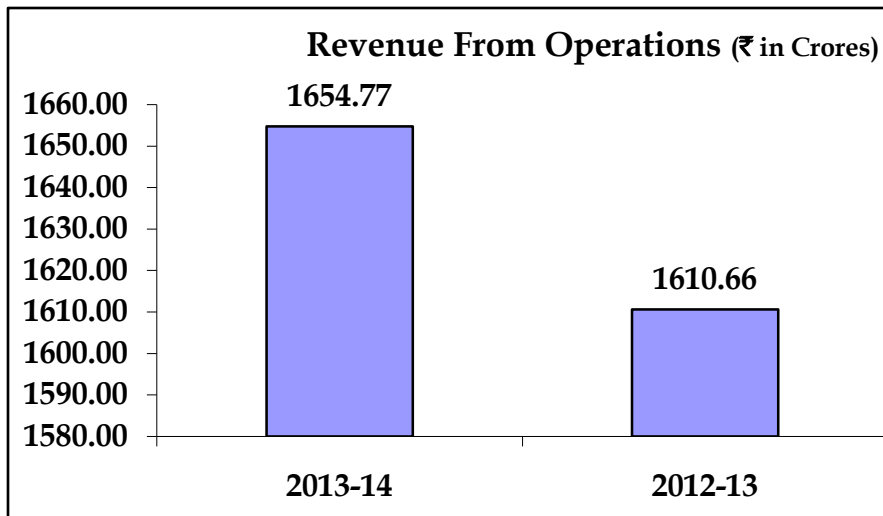
Net Profit After Tax (₹ in Crores)



YoY Growth : 195%

QoQ Growth : 99%

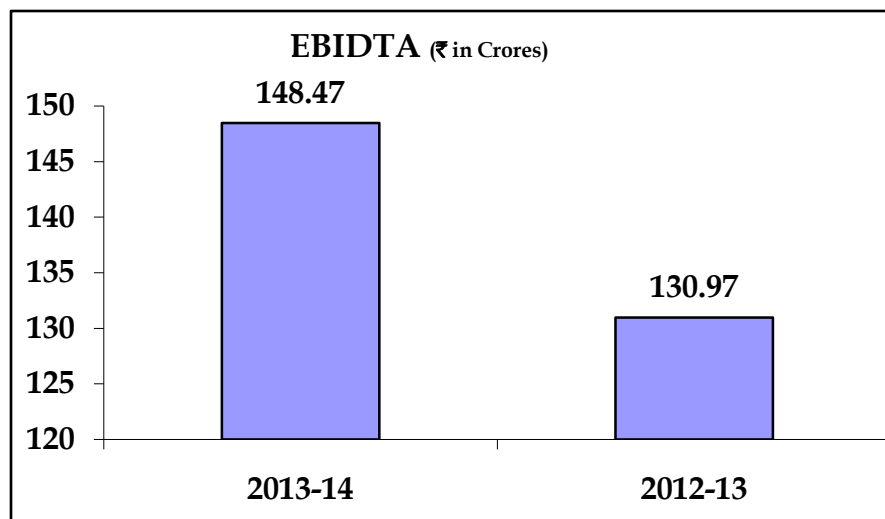
Performance Snapshot (Yearly)



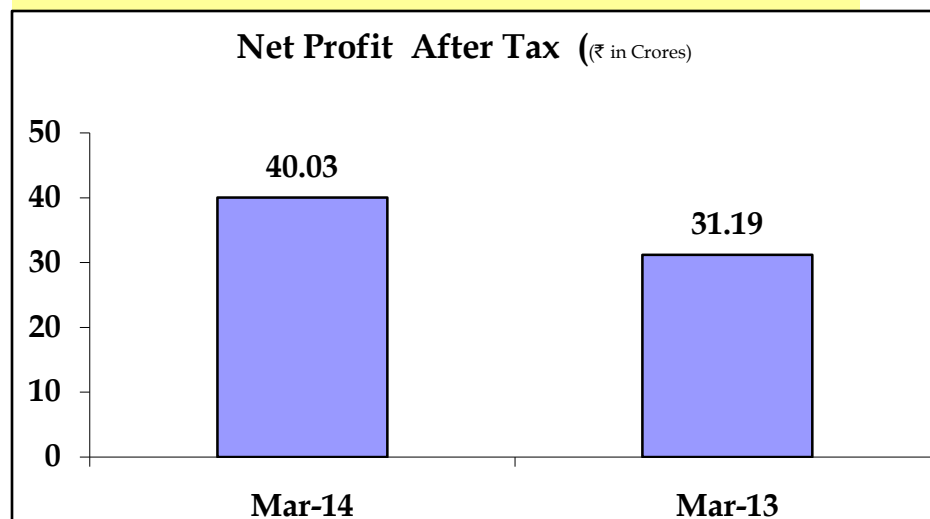
YoY Growth : 3%

Plastics YoY Growth : 2%

Retail YoY Growth : 7%



YoY Growth : 13%



YoY Growth : 28%

Income Statement Summary (Quarterly)

(₹ in Crores)

	Quarter ended Mar 14		Quarter ended 13 Mar		Quarter ended Dec 13		Growth/ (De-Growth) Over	
Particulars	Amt	%	Amt	%	Amt	%	Mar 13	Dec 13
Revenues	463.39	100%	443.34	100%	379.57	100%	5%	22%
Material Consumed	295.74	64%	287.82	65%	237.96	63%	3%	24%
Employees Cost	24.59	5%	25.67	6%	26.76	7%	(4%)	(8%)
Operating expenditure	100.71	22%	101.10	23%	82.85	22%	0%	22%
EBIDTA	42.35	9%	28.75	6%	32.00	8%	47%	32%
Depreciation	12.01	3%	10.73	2%	11.39	3%	12%	5%
Interest and Finance Charges	9.80	2%	10.97	2%	10.41	3%	(11%)	(6%)
Profit before Tax	20.54	4%	7.05	2%	10.20	3%	191%	101%
Tax Expense	6.41	1%	2.26	1%	3.09	1%	184%	107%
Net Profit after Tax	14.13	3%	4.79	1%	7.11	2%	195%	99%

Income Statement Summary (Yearly)

(₹ in Crores)

	Year Ended Mar 14		Year Ended Mar 13		Growth/ (De-growth) over
Particulars	Amt	%	Amt	%	
Revenues	1658.30	100%	1614.85	100%	3%
Consumption of Raw Material	1043.32	63%	1018.01	63%	2%
Employees Cost	105.40	6%	101.63	6%	4%
Operating expenditure	361.11	22%	364.24	23%	(1%)
EBIDTA	148.47	9%	130.97	8%	13%
Depreciation	48.92	3%	44.34	3%	10%
Interest and Finance Charges	41.42	2%	42.98	3%	(4%)
Profit Before Tax	58.13	4%	43.65	3%	33%
Tax Expense	18.10	1%	12.46	1%	45%
Net Profit After Tax	40.03	2%	31.19	2%	28%

Statements of Assets & Liabilities

(₹ in Crores)

Sr. No	Particulars	Standalone		Consolidated	
		As at 31st Mar 14	As at 31st Mar 13	As at 31st Mar 14	As at 31st Mar 13
		Audited	Audited	Audited	Audited
A	EQUITY AND LIABILITIES				
1	Shareholders' Funds				
	(a) Share Capital	14.92	14.92	14.92	14.92
	(b) Reserves & Surplus	447.82	414.18	471.84	429.96
	Sub- total Shareholders' fund	462.75	429.11	486.76	444.88
2	Minority Interest	-	-	5.38	4.66
3	Non-current liabilities				
	(a) Long term borrowings	92.82	111.79	93.33	113.25
	(b) Deferred tax liabilities (net)	24.30	21.90	24.98	22.73
	(c) Other Long Term Liabilities	33.27	32.37	33.27	32.37
	(d) Long term provisions	6.80	7.06	7.90	7.99
	Sub- total Non-current liabilities	157.19	173.12	159.47	176.34
4	Current Liabilities				
	(a) Short term borrowings	175.99	242.55	177.59	253.69
	(b) Trade Payables	94.16	93.91	101.58	101.33
	(c) Other current liabilities	84.05	69.76	88.13	72.08
	(d) Short term provisions	22.13	19.43	22.34	19.64
	Sub- total current liabilities	376.33	425.64	389.64	446.74
	TOTAL-EQUITY AND LIABILITIES	996.27	1,027.88	1,041.26	1,072.63

Contd...

Statements of Assets & Liabilities (Contd....)

(₹ in Crores)

Sr. No	Particulars	Standalone		Consolidated	
		As at 31st Mar 14	As at 31st Mar 13	As at 31st Mar 14	As at 31st Mar 13
		Audited	Audited	Audited	Audited
B	ASSETS				
1	Non-current Assets				
	(a) Fixed Assets	334.73	342.42	359.47	369.39
	(b) Non-current investments	25.56	25.30	0.27	0.00
	(c) Long-term loans and advances	56.45	51.31	57.68	52.04
	(d) Non-Current Assets	0.44	0.54	0.44	0.54
	Sub- total Non-current assets	417.18	419.57	417.86	421.97
2	Current assets				
	(a) Current Investments	-	-	1.58	-
	(b) Inventories	300.63	305.26	315.83	326.19
	(c) Trade Receivables	217.55	229.74	235.66	246.66
	(d) Cash and Bank Balance	18.05	25.43	25.55	27.39
	(e) Short-term loans and advances	36.97	41.96	39.78	46.24
	(f) Other current assets	5.88	5.91	4.99	4.16
	Sub- total current assets	579.08	608.30	623.39	650.65
	TOTAL-ASSETS	996.27	1,027.88	1,041.26	1,072.63

Contd...

Cash Flow Statement For The Year Ended 31st March 2014

(₹ in Crores)

Particulars		Year ended Mar 14		Year ended Mar 13	
A.	CASH FLOW FROM OPERATING ACTIVITIES				
	Net Profit before tax		58.13		43.65
	Adjustments for :	-		-	
	Depreciation and Amortisation	48.92		44.34	
	(Profit)/Loss on Fixed Assets sold / discarded (Net)	0.02		2.25	
	Finance Costs	41.42		42.97	
	Provision/(Written back) for doubtful debts and advances	1.11		0.44	
	Bad Debts Written off/(Written back)	0.72		0.64	
	Provision for Wealth Tax	0.09		0.12	
	Interest Income	(2.55)		(2.67)	
	Dividend Income	(0.14)		(0.55)	
	Exchange rate difference on borrowings (after capitalization)	-		(0.96)	
	Unrealised exchange (Gain) / Loss	0.60		0.20	
			90.20		86.79
	Operating Profit before Working Capital changes		148.33		130.44
	Adjustments for :				
	(Increase) / Decrease in Trade Receivables	10.31		(34.60)	
	(Increase) / Decrease in Other Receivables	1.83		0.04	
	(Increase) / Decrease in Inventories	4.10		(30.73)	
	Increase / (Decrease) in Trade Payables	(0.01)		12.82	
	Increase / (Decrease) in Other Liabilities	5.69		8.90	
			21.92		(43.57)
	Direct Taxes Paid (Net of Refund)	(14.91)		(12.55)	
			(14.91)		(12.55)
	Net Cash Inflow from Operating Activities.....A		155.34		74.32

Contd...

Cash Flow Statement For The Year Ended 31st March 2014 (Contd....)

(₹ in Crores)

Particulars		Year ended Mar 14		Year ended Mar 13	
B.	CASH FLOW FROM INVESTING ACTIVITIES				
	Addition to Fixed Assets and Capital Work in Progress and Capital Advances	(37.46)		(53.94)	
	Sale of Fixed Assets	3.88		0.82	
	Dividend received from Subsidiary	0.06		-	
	Interest Received	2.05		1.00	
	Investments made during the year	(2.13)		-	
	Net Cash Outflow from Investing Activities.....B		(33.61)		(52.12)
C.	CASH FLOW FROM FINANCING ACTIVITIES				
	Proceeds from Long Term Borrowings	25.42		40.13	
	Repayment of Long Term Borrowings	(41.07)		(36.21)	
	Proceeds/(Repayment) of Short Term Borrowings [Net]	(66.55)		26.98	
	Changes in External Commercial borrowing pending utilisation (Net)	11.40		(6.29)	
	Interest Received on Pending External Commercial Borrowings utilization	0.50		1.54	
	Finance Cost	(42.32)		(42.73)	
	Dividend paid (including tax on dividend)	(6.97)		(6.93)	
	Net Cash Inflow/(Outflow) from Financing Activities.....C		(119.59)		(23.52)
	Net Increase / (Decrease) in Cash and Cash Equivalents (A + B + C)		2.15		(1.32)
	Cash and Cash Equivalents as at the beginning of the period	10.21		11.53	
	Cash and Cash Equivalents as at the end of the period	12.36		10.21	
	Net Increase / (Decrease) in Cash and Cash Equivalents		2.15		(1.32)
Previous year's figures have been regrouped / recast wherever necessary.					

(in Crores)

Name of the Company	Currency	Year ended Mar 14		Year ended Mar 13	
		Turn Over	Net Profit / (Loss)	Turn over	Net Profit / (Loss)
NBSSPL	INR	78.58	6.94	73.68	2.16
CNPL	INR	16.03	2.03	16.52	1.60
NEPPL	SLR	99.16	2.40	109.74	6.43
	INR	45.45	1.85	45.27	3.08
NEMPL	SLR	3.93	0.12	2.43	0.21
	INR	1.81	0.11	1.00	0.15
NCB- FZE	AED	1.72	0.09	1.58	0.13
	INR	28.47	1.77	23.38	2.40
Total	INR	170.34	12.70	159.85	9.39

* All INR figures arrived on the basis of Indian GAAP.

- 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)
- NEMPL - Nilkamal Eswaran Marketing Pvt. Ltd (Sri Lankan Subsidiary)
- NCB - FZE - Nilkamal Crates & Bins FZE (Ajman subsidiary)

Performance at Glance

(₹ in Crores)

Particulars	2009-10	2010-11	2011-12	2012-13	2013-14
Net Sales	1,028	1,252	1,435	1,611	1,655
Profit Before Tax	66	70	71	44	58
Profit After Tax	47	52	56	31	40
Share Capital	13	15	15	15	15
Reserves and Surplus	238	341	390	414	455
Shareholder's Funds	251	356	404	429	470
Loan Funds	279	302	362	394	320
Total Capital Employed	530	658	766	823	790
Deffered Tax Liability	14	16	18	22	24
Gross Block	458	562	634	685	719
Net Block	224	298	332	342	335
Investments	24	25	25	25	26
Net Current Assets	295	351	427	477	454

Financial Performance %

Particulars	2009-10	2010-11	2011-12	2012-13	2013-14
Domestic Turnover/Total Turnover	98.16	96.52	96.74	97.53	96.81
Exports/Total Turnover	1.43	3.21	3.11	2.30	3.00
Other Income/Total Turnover	0.41	0.28	0.15	0.17	0.19
Raw Material/Total Turnover	53.76	54.18	53.80	55.23	55.38
Duties & Levies/Total Turnover	11.45	12.20	11.87	12.45	11.98
Overheads/Total Turnover	19.41	19.02	19.55	19.71	19.17
Adv & Sales Exps/Total Turnover	1.29	1.87	2.03	1.56	1.59
Interest/Total Turnover	2.12	2.11	2.46	2.33	2.20
Profit Before Interest & Tax /Total Turnover	7.77	7.01	6.82	4.70	5.28
Profit Before Tax/Total Turnover	5.65	4.90	4.36	2.37	3.09
Depreciation//Total Turnover	2.76	2.30	2.48	2.41	2.60
Tax/Total Turnover	1.60	1.23	0.95	0.68	0.96
Net Profit After Tax /Total Turnover	4.05	3.67	3.41	1.69	2.12
Cash Profit /Total Turnover	6.81	5.97	5.89	4.10	4.72
Return on Capital Employed	14.02	13.92	13.45	9.33	10.10
Return on Net Worth	20.42	17.29	14.63	7.48	8.91

Ratios

	Mar 14	Mar 13
PBT %	3.09	2.37
PAT %	2.12	1.69
EBIDTA %	8.94	8.13
ROCE %	10.10	9.29
RONW %	8.91	7.42
EPS (₹)	26.83	20.90
Cash EPS (₹)	59.61	50.62
Book Value	310.03	287.55
Debt Equity	0.68	0.92
Interest Cover	2.20	2.33

Balance Sheet Ratio

Particulars	2009-10	2010-11	2011-12	2012-13	2013-14
Debt-Equity	1.11	0.85	0.89	0.92	0.68
Debtors Turnover (days)	42	39	45	47	44
Inventory Turnover	56	66	69	69	66
Current Ratio	3.84	3.71	3.63	3.63	3.49
Quick Ratio	2.33	1.98	1.95	1.95	1.84
Depreciation/Gross Block (%)	7.16	6.31	6.44	6.51	6.82
Asset Turnover	4.78	4.85	4.38	4.76	4.98

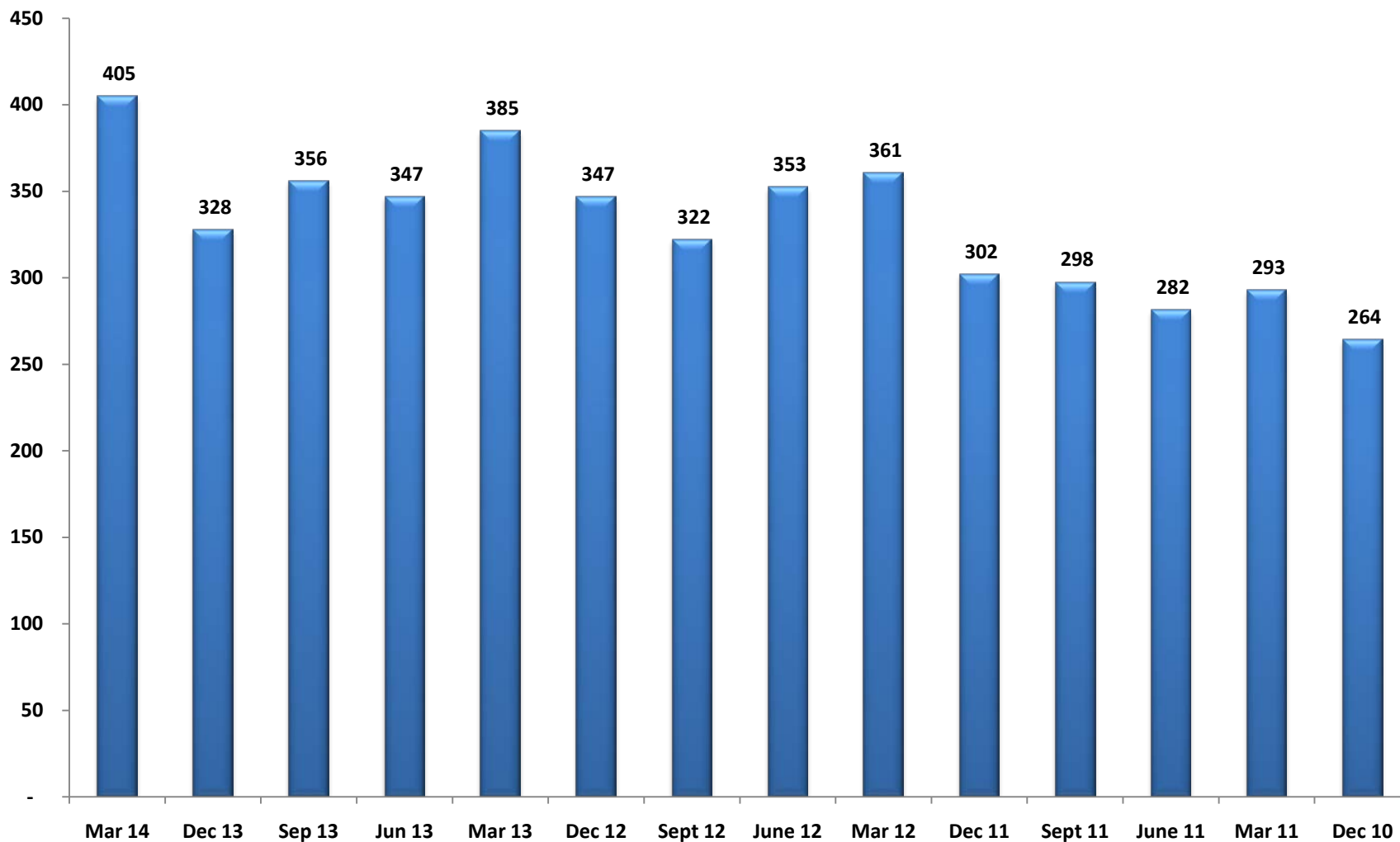
Particulars	2009-10	2010-11	2011-12	2012-13	2013-14
Per Share Data - ₹					
EPS	36.96	36.80	37.26	20.90	26.83
CEPS	62.13	59.91	64.39	50.62	59.61
Book Value	196.50	238.42	271.03	287.55	310.03
Shareholder Statistics					
DPS	5.00	4.00	4.00	4.00	4.00
Dividend (%)	50	40	40	40	40
Dividend Payout (₹)	746	694	694	698	688
Dividend Payout (%)	15.79	13.22	12.48	22.39	17.20

Business Review

Plastics - Business Review

Plastics – Quarter Wise Sales

(₹ in Crores)



Plastics – Income Statement Summary

Quarterly

(₹ in Crores)

Particulars	% to Sales	Quater Ended Mar 14	% to Sales	Quater Ended Mar 13	% to Sales	Quarer Ended Dec 13
I INCOME						
Gross Sales and Income from Sales		461.56		430.36		374.24
Less : Duties and Levies		56.86		45.60		46.61
Net Sales	100	404.70	100	384.76	100	327.63
Other Income		0.12		1.78		1.04
Total Income		404.82		386.54		328.67
II EXPENDITURE						
Materials consumed / Cost of goods traded	64.88	262.56	66.43	255.58	63.99	209.65
Employees Remuneration & Benefits	5.03	20.34	5.60	21.53	6.85	22.43
Operating & other expenses						
Stores, Spare Parts Consumed	1.56	6.30	1.63	6.29	1.50	4.91
Power & Fuel	2.25	9.10	2.62	10.08	2.21	7.23
Packing Material Consumed	1.00	4.04	0.89	3.44	1.14	3.74
Travelling Expenses	0.65	2.62	0.65	2.50	0.70	2.28
Carriage outward	4.94	20.01	5.15	19.81	5.19	16.99
Other Operating expenses	9.63	38.98	9.34	35.92	9.27	30.36
Financial Expenses	2.31	9.36	2.70	10.39	3.06	10.03
Depreciation	2.71	10.97	2.59	9.96	3.31	10.86
Total Expenditure	94.95	384.28	97.59	375.49	97.21	318.48
Profit before Taxation	5.08	20.54	2.87	11.05	3.11	10.19

Plastics – Income Statement Summary

Yearly

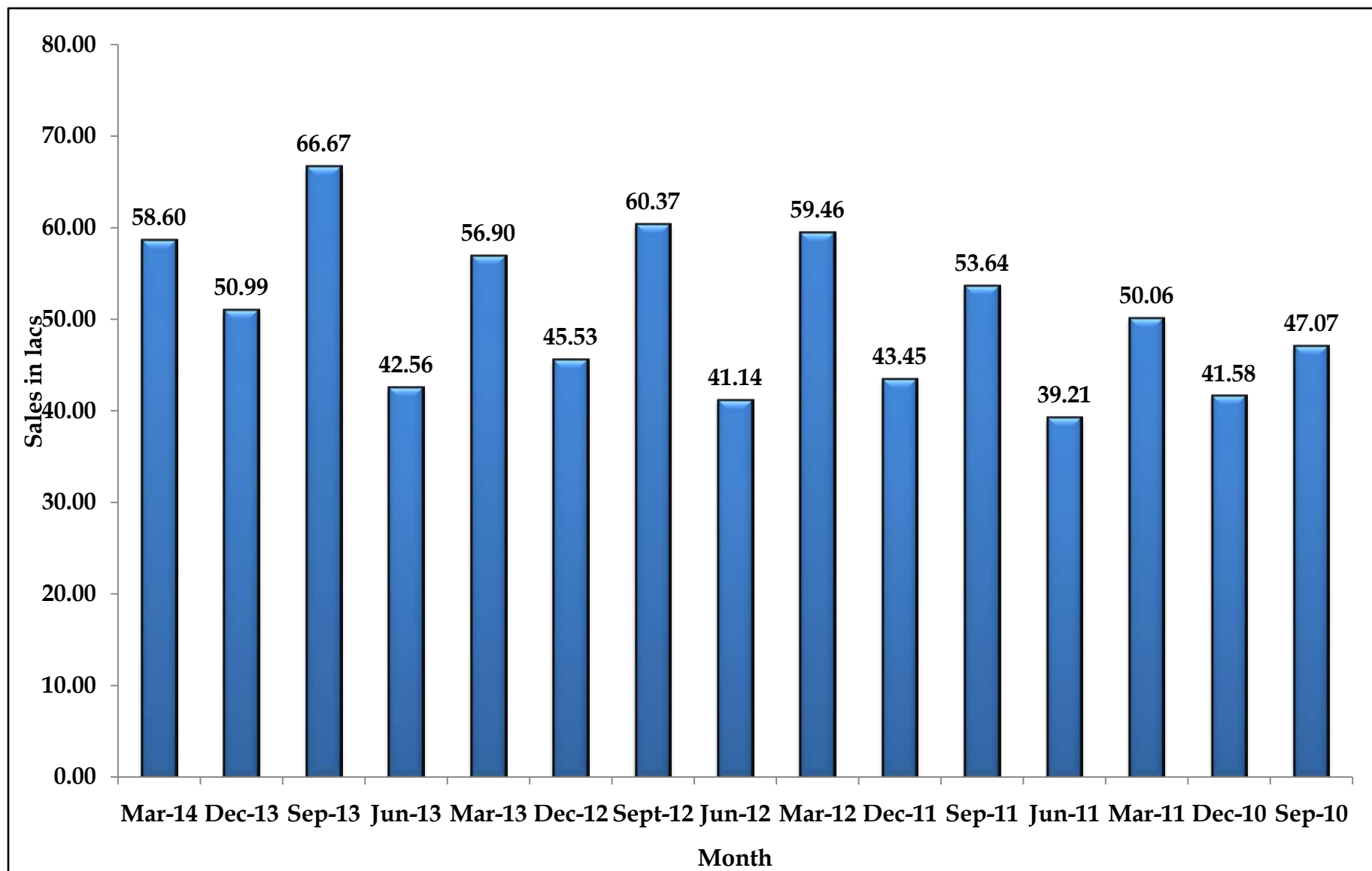
(₹ in Crores)

Particulars	% to Sales	Year Ended Mar 2014	% to Sales	Year Ended Mar 2013
I INCOME				
Gross Sales ans Income from Sales		1,635.05		1,611.57
Less : Duties and Levies		199.09		204.84
Net Sales	100	1,435.96	100	1,406.73
Other Income		3.51		4.25
Total Income		1,439.47		1,410.97
II EXPENDITURE				
Materials consumed / Cost of goods traded	64.32	923.55	64.41	906.09
Employees Remuneration & Benefits	6.13	87.98	6.01	84.60
Operating & other expenses				
Stores, Spare Parts Consumed	1.50	21.48	1.55	21.84
Power & Fuel	2.32	33.38	2.89	40.68
Packing Material Consumed	1.04	14.92	0.84	11.80
Travelling Expenses	0.69	9.85	0.74	10.46
Carriage outward	5.13	73.60	4.80	67.56
Other Operating expenses	9.27	133.11	9.46	133.13
Financial Expenses	2.76	39.66	2.92	41.08
Depreciation	3.06	43.96	2.89	40.68
Total Expenditure	96.21	1,381.49	96.53	1,357.94
Profit before Taxation	4.04	57.98	3.77	53.03

@home – Business Review

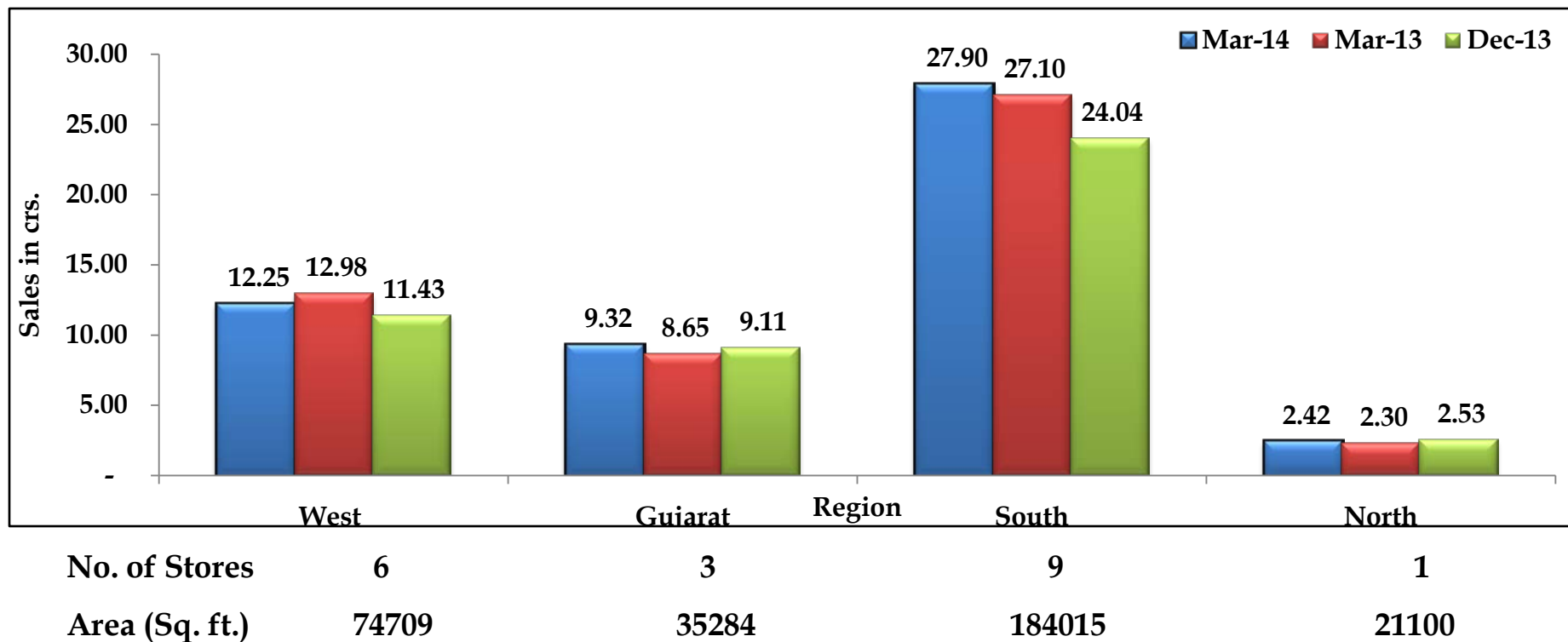
Retail Quarter Wise Sales

(₹ in Crores)



Region wise quarter wise Sales

(₹ in Crores)



West - YOY Growth/(De-Growth) : (5.62%), QoQ Growth : 7.21%

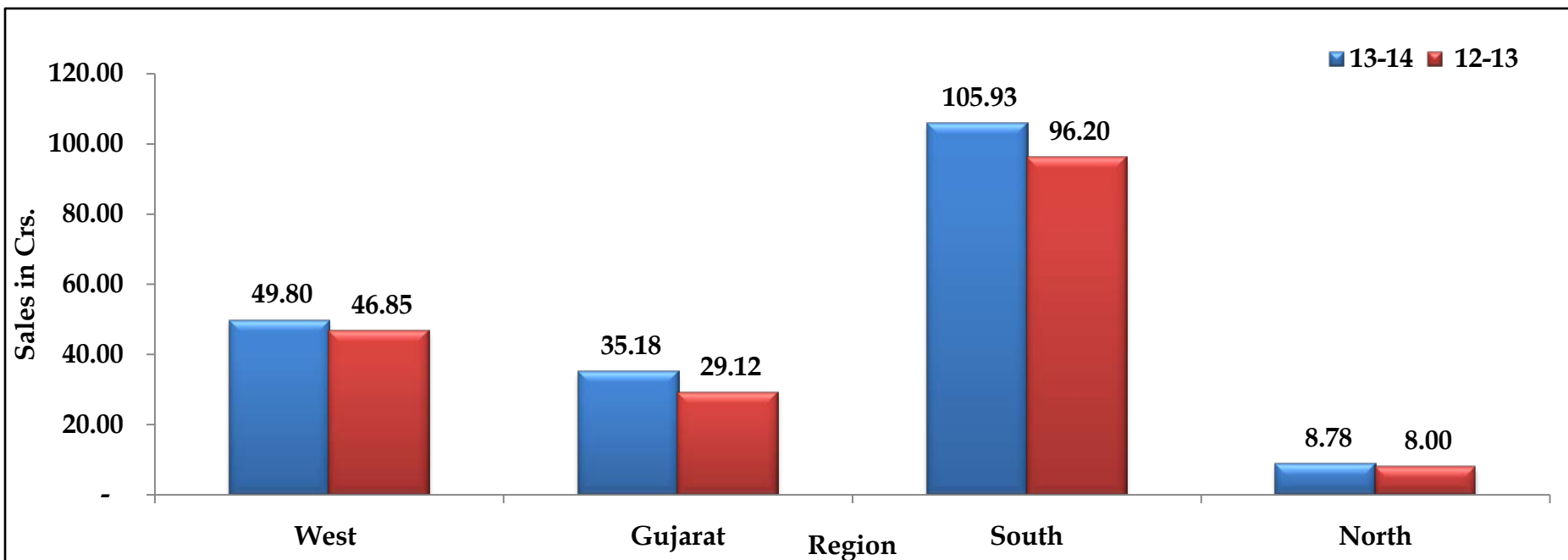
Gujarat - YOY Growth : 7.75%, QoQ Growth : 2.32%

South - YOY Growth : 2.97%, QoQ Growth : 16.06%

North - YOY Growth : 5.25%, QoQ Growth/(De-Growth) : (4.04%)

Region wise Year wise Sales

(₹ in Crores)



No. of Stores

6

3

9

1

Area (Sq. ft.)

74709

35284

184015

21100

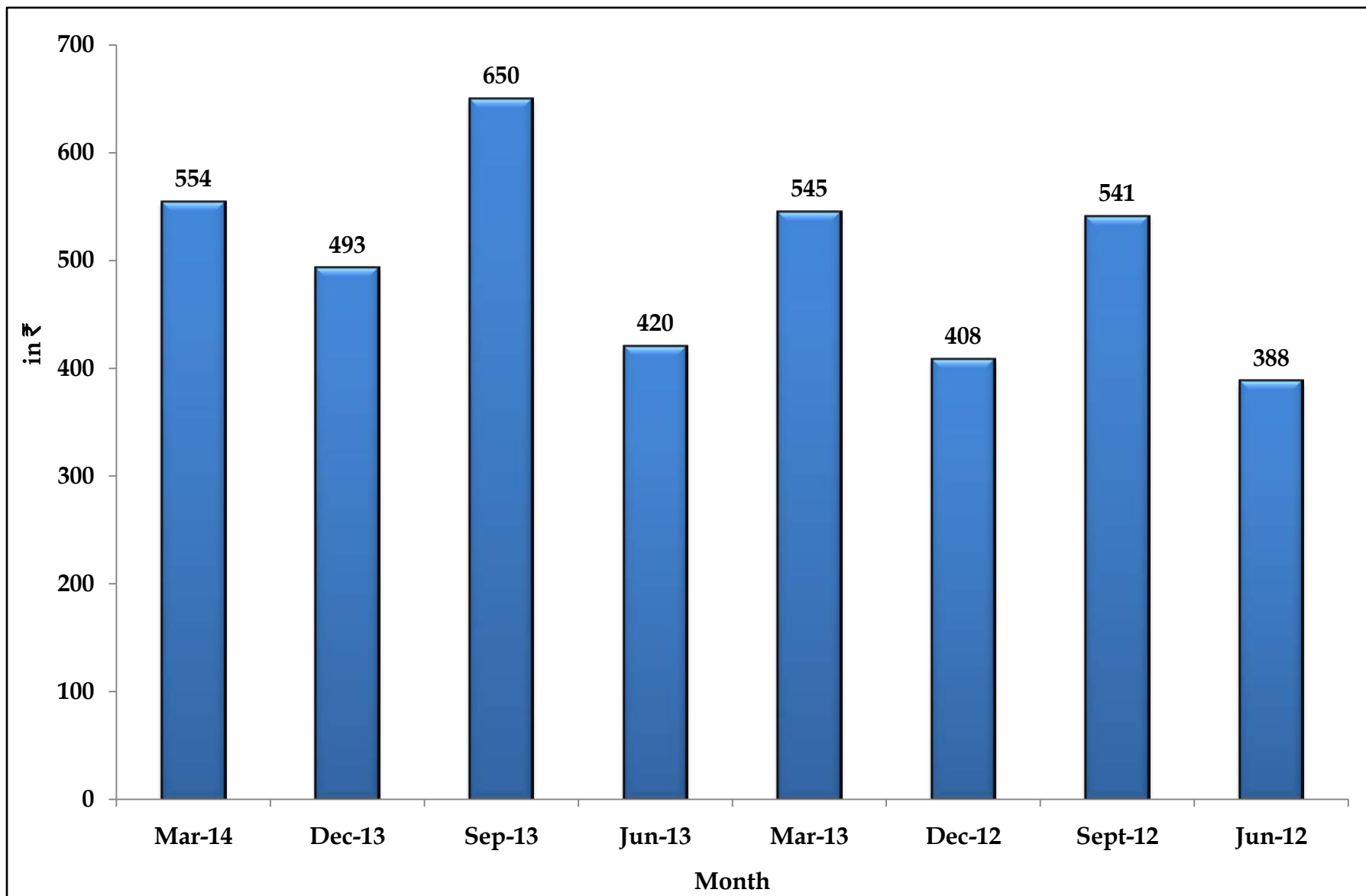
West - YOY Growth : 6%

Gujarat - YOY Growth : 21%

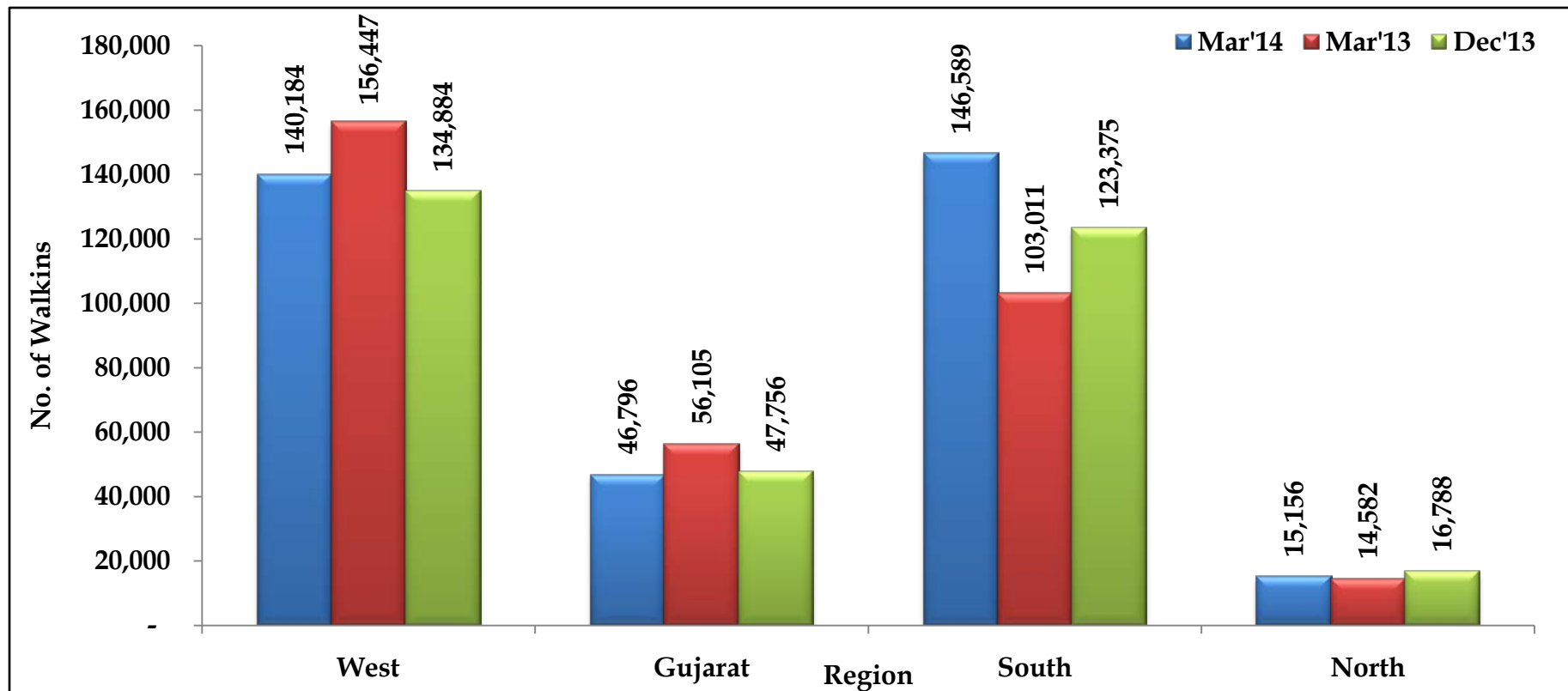
South - YOY Growth : 10%

North - YOY Growth : 10%

Sales Per Sq. ft. per Month



Region wise quarter wise Walk-in



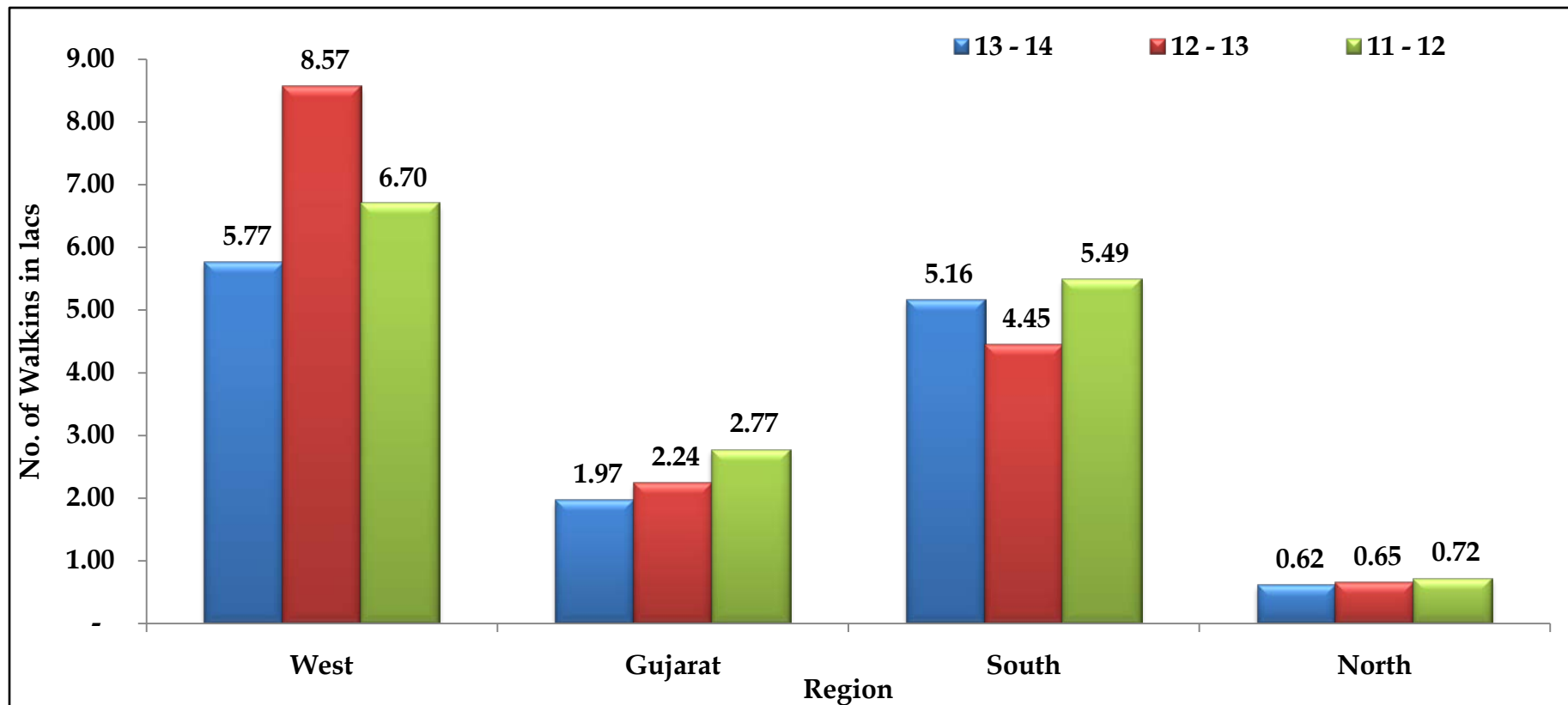
West - YOY Growth/(De-Growth) : (82.33%), QoQ Growth : 3.93%

Gujarat - YOY Growth/(De-Growth) : (79.08%), QoQ Growth/(De-Growth) : (2.01%)

South - YOY Growth/(De-Growth) : (67.09%), QoQ Growth : 18.56%

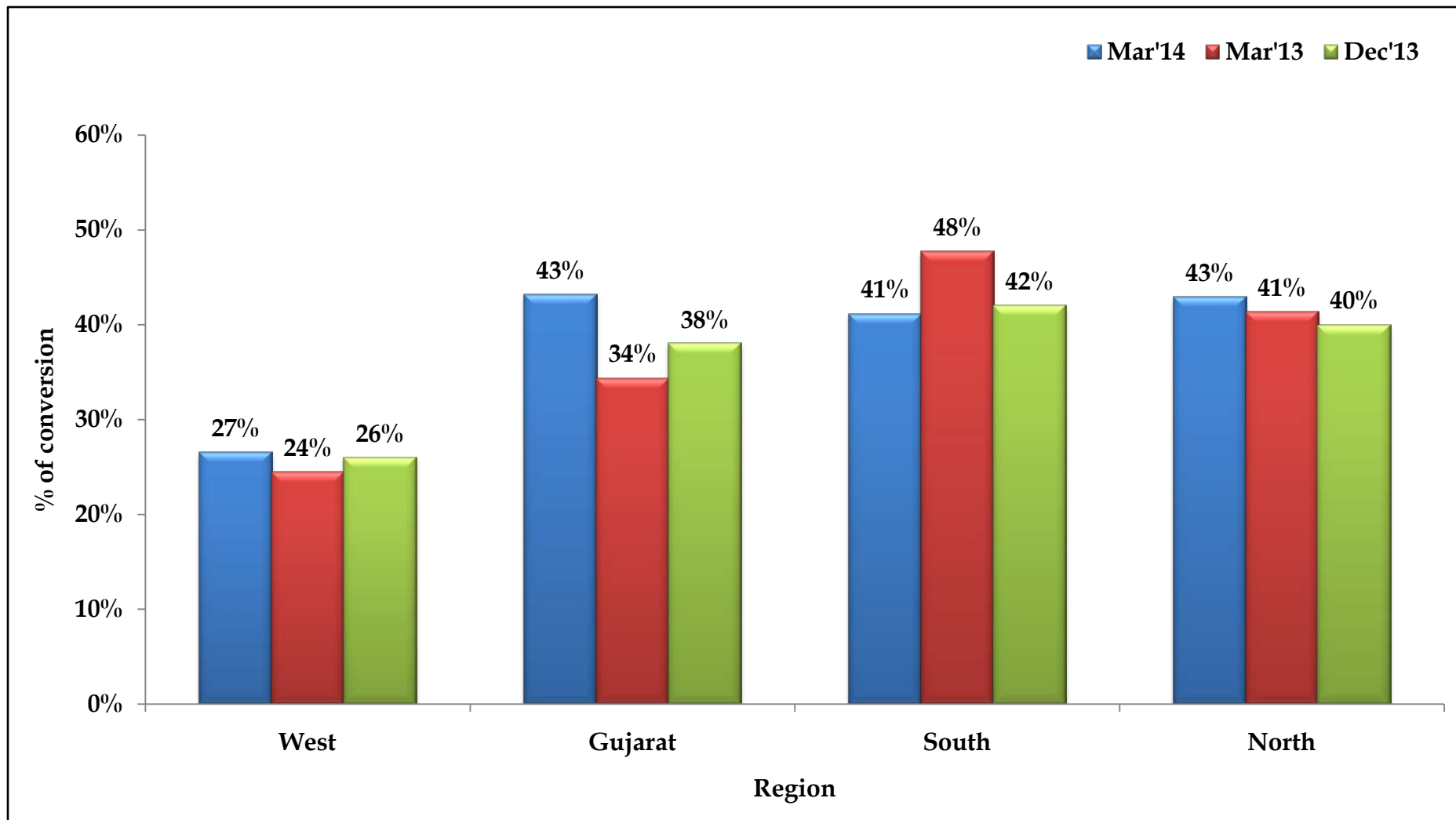
North - YOY Growth/(De-Growth) : (76.71%), QoQ Growth/(De-Growth) : (9.72%)

Region wise Year wise Walk-in



Region	13 - 14	12 - 13	Growth/(De-growth)	11 - 12	Growth/(De-growth)
West	576,743	856,604	(33%)	670,167	28%
Gujarat	197,116	223,734	(12%)	277,295	(19%)
South	515,772	444,502	16%	549,175	(19%)
North	61,586	65,077	(5%)	72,100	(10%)
Total	1,351,217	1,589,917	(15%)	1,568,737	1%

Region wise quarter wise Conv.0%



@home – Income Statement Summary (Quarterly)

(₹ in Crores)

	Year Ended Mar 14		Qtr Ended Mar 14		Qtr Ended Mar 13		Qtr Ended Dec 13		Year Ended Mar 13	
PARTICULARS	%	Amt	%	Amt			%	Amt	%	Amt
I INCOME										
Gross : Sales and Income from Sales		245.37		65.55		63.79		57.27		228.58
Less : Duties and Levies		26.56		6.95		6.89		6.29		24.65
Net Sales	100%	218.81	100%	58.60	100%	56.90	100%	50.99	100%	203.93
Other Income	0%	0.04	0%	0.01	0%	0.01	0%	0.01	0%	(0.06)
TOTAL SALES TURNOVER		218.86		58.61		56.91		51.00		203.87
II EXPENDITURE										
Material Consumed	55%	119.77	57%	33.17	57%	32.24	56%	28.30	55%	111.91
Employees Remuneration	8%	17.41	7%	4.25	7%	4.15	9%	4.34	8%	17.03
Operating Expenses										
Rent	11%	23.03	12%	6.85	11%	6.15	1%	0.55	13%	26.05
Electricity	3%	6.15	2%	1.37	2%	1.31	0%	0.17	3%	6.28
Advertisement	5%	11.86	6%	3.52	8%	4.83	0%	0.10	5%	11.05
Transportation	3%	6.99	3%	1.77	3%	1.81	0%	0.17	3%	5.86
Other Operating Exp	12%	25.69	10%	5.85	15%	8.78	32%	16.23	14%	28.14
Finance Expenses										
Emi Subvention Charges On Finance Scheme	0%	1.07	1%	0.35	1%	0.30	0%	0.21	1%	1.38
Credit Card Exp	1%	1.45	1%	0.35	1%	0.45	1%	0.29	1%	1.55
Other Financial Exp	0%	0.32	0%	0.09	0%	0.13	0%	0.09	0%	0.34
Depreciation	2%	4.97	2%	1.05	1%	0.78	1%	0.53	2%	3.67
TOTAL	100%	218.71	100%	58.62	107%	60.92	100%	50.99	105%	213.26
PROFIT BEFORE TAXATION	0%	0.15	0%	(0.00)	-7%	(4.01)	0%	0.01	-5%	(9.38)

@home – Income Statement Summary (Yearly)

(₹ in Crores)

PARTICULARS	Year Ended Mar 14		Year Ended Mar 13	
	%	Amt	%	Amt
I INCOME				
Gross : Sales and Income from Sales		245.37		228.58
Less : Duties and Levies		26.56		24.65
Net Sales	100%	218.81	100%	203.93
Other Income	0%	0.04	0%	(0.06)
TOTAL SALES TURNOVER		218.86		203.87
II EXPENDITURE				
Material Consumed	55%	119.77	55%	111.91
Employees Remuneration	8%	17.41	8%	17.03
Operating Expenses				
Rent	11%	23.03	13%	26.05
Electricity	3%	6.15	3%	6.28
Advertisement	5%	11.86	5%	11.05
Transportation	3%	6.99	3%	5.86
Other Operating Exp	12%	25.69	14%	28.14
Finance Expenses				
Emi Subvention Charges On Finance Scheme	0%	1.07	1%	1.38
Credit Card Exp	1%	1.45	1%	1.55
Other Financial Exp	0%	0.32	0%	0.34
Depreciation	2%	4.97	2%	3.67
TOTAL	100%	218.71	105%	213.26
PROFIT BEFORE TAXATION	0%	0.15	-5%	(9.38)

Thank you