Q2 Results
of
FY 2014-2015

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Highlights

(₹ in Crores)

Particulars	% of Growth compare to corresponding period of P.Y.	Quarter Ended Sep 14	Quarter Ended Sep 13	% of Growth compare to corresponding period of P.Y.	Half Year Ended Sep 14	Half Year Ended Sep 13	F. Y. 2013 -14
Turnover - Gross	9.89%	525.79	478.47	8.99%	1,004.71	921.80	1,880.43
Turnover - Net	8.80%	460.06	422.85	8.16%	879.22	812.85	1,654.77
EBIDT	(24.75%)	32.08	42.63	(16.77%)	61.69	74.13	148.47
Interest	(19.64%)	8.47	10.54	(22.46%)	16.45	21.22	41.42
Depreciation	(0.60%)	13.78	13.86	9.06%	27.83	25.52	48.92
PBT	(46.06%)	9.83	18.23	(36.44%)	17.41	27.39	58.13
PAT	(45.47%)	6.84	12.55	(34.49%)	12.31	18.80	40.03

Financial Results (Quarterly)

(₹ in Crores)

Particulars	Quarter ended Sep 14			Quarter ended Sep 13			Quarter ended June 14			F.Y. ended 2013-14		
	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total
Net Sales	396.50	63.56	460.06	356.18	66.67	422.85	377.46	41.70	419.16	1435.96	218.81	1654.77
EBIDT	28.96	3.12	32.08	36.36	6.27	42.63	32.56	(2.94)	29.62	141.59	6.88	148.47
% Net sales	7%	5%	7%	10%	9%	10%	9%	(7%)	7%	10%	3%	9%
PBT	9.79	0.04	9.83	15.03	3.20	18.23	13.32	(5.74)	7.58	57.98	0.15	58.13
PAT			6.84			12.55			5.47			40.03
%of Net Sales			1%			3%			1%			2%

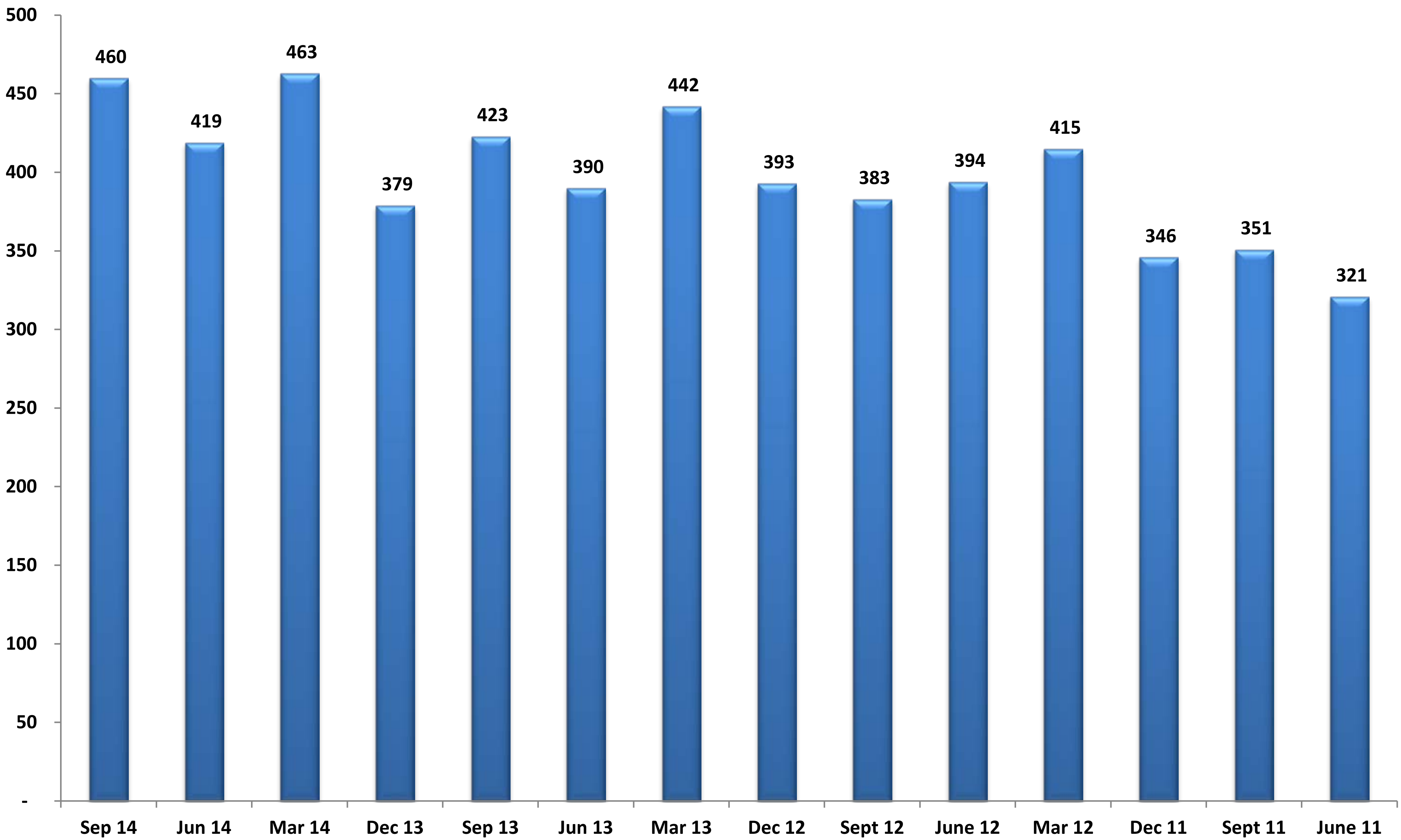
Financial Results (Half Yearly)

(₹ in Crores)

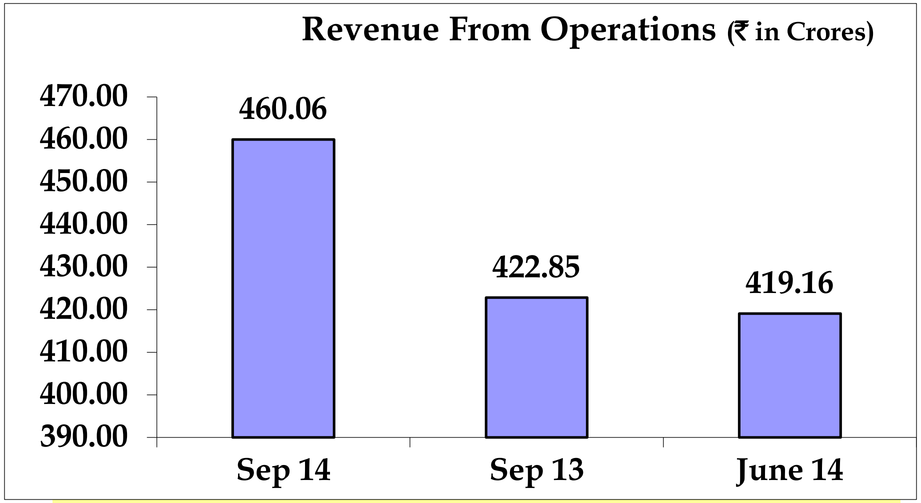
Particulars	Half Year ended Sep 14			Half Year ended Sep 13			Half Year ended Mar 14		
	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total
Net Sales	773.96	105.26	879.22	703.63	109.22	812.85	732.33	109.59	841.92
EBIDT	61.52	0.17	61.69	69.64	4.48	74.12	71.95	2.40	74.35
% Net sales	8%	0%	7%	10%	4%	9%	10%	2%	9%
PBT	23.11	(5.70)	17.41	27.25	0.15	27.40	30.73	0.00	30.73
PAT			12.31			18.80			21.24
%of Net Sales			1%			2%			3%

Quarterly Net Sales (Company)

(₹ in Crores)

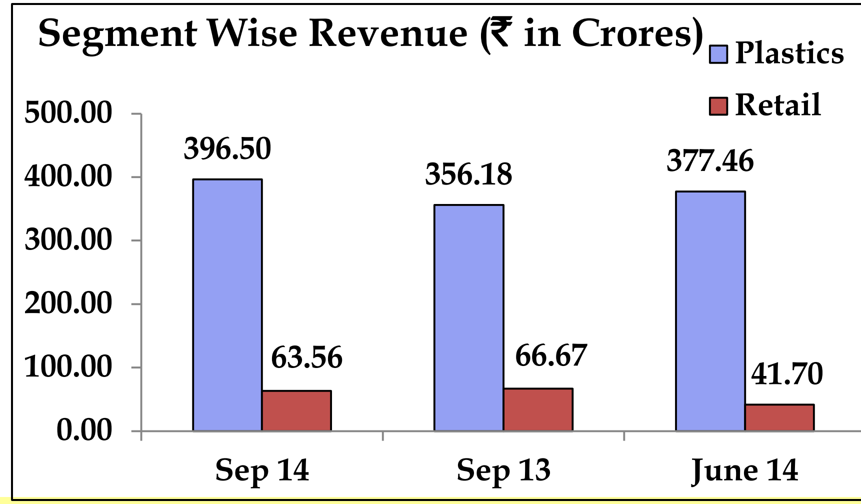


Performance Snapshot (Quarterly)



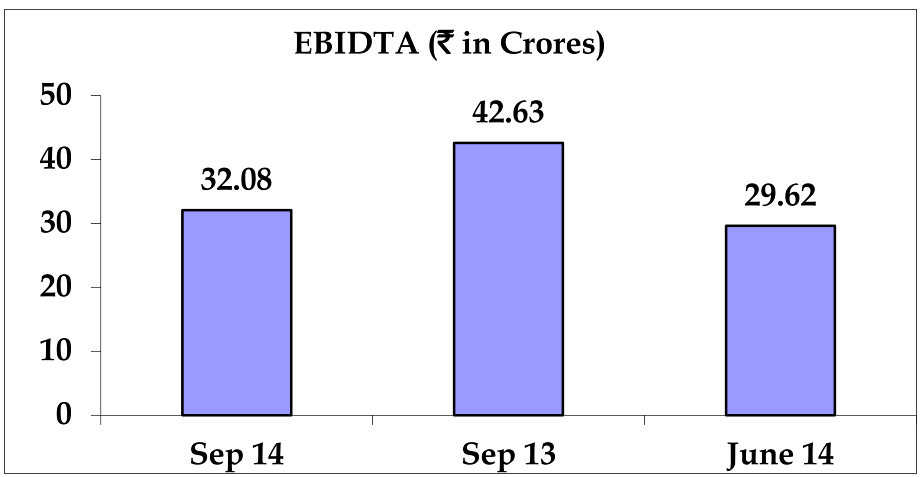
YoY Growth : 9%

QoQ Growth : 10%



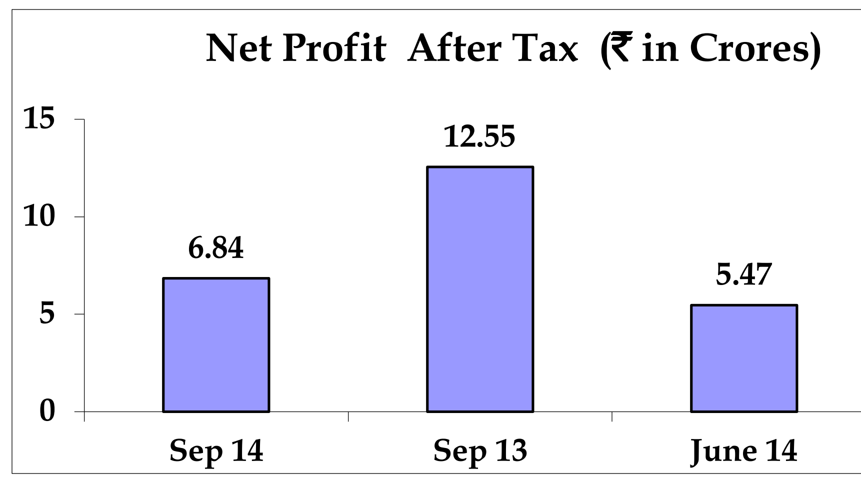
Plastics: YoY Growth: 11%; QoQ Growth :5%

Retail: YoY Growth/(De-Growth) : (5%); QoQ Growth: 52%



YoY Growth/(De-Growth) : (25%)

QoQ Growth : 8%



YoY Growth/(De-Growth) : (45%)

QoQ Growth : 25%

Income Statement Summary (Quarterly)

(₹ in Crores)

	Quarter ended Sep 14		Quarter ended Sep 13		Quarter ended June 14		Growth/ (De-Growth) Over	
Particulars	**Amt**	**%**	**Amt**	**%**	**Amt**	**%**	**Sep 13**	**Jun 14**
Revenues	**460.70**	**100%**	**424.09**	**100%**	**419.97**	**100%**	**9%**	**10%**
Material Consumed	295.53	64%	263.02	62%	270.21	64%	12%	9%
Employees Cost	28.30	6%	26.37	6%	27.52	7%	7%	3%
Operating expenditure	104.79	23%	92.07	22%	92.62	22%	14%	13%
EBIDTA	**32.08**	**7%**	**42.63**	**10%**	**29.61**	**7%**	**(25%)**	**8%**
Depreciation	13.78	3%	13.86	3%	14.05	3%	(1%)	(2%)
Interest and Finance Charges	8.47	2%	10.54	2%	7.99	2%	(20%)	6%
Profit before Tax	9.83	2%	18.23	4%	7.58	2%	(46%)	30%
Tax Expense	2.99	1%	5.68	1%	2.11	1%	(47%)	42%
Net Profit after Tax	**6.84**	**1%**	**12.55**	**3%**	**5.46**	**1%**	**(45%)**	**25%**

Income Statement Summary (Half Yearly)

(₹ in Crores)

	Half Year ended Sep 14		Half Year ended Sep 13		Year ended Mar 14	
Particulars	**%**	**Amt**	**%**	**Amt**	**%**	**Amt**
Revenues	**100%**	**880.66**	**100%**	**815.33**	**100%**	**1658.30**
Material Consumed	64%	565.74	63%	509.63	63%	1043.32
Employees Cost	6%	55.82	7%	54.04	6%	105.40
Operating expenditure	22%	197.41	22%	177.54	22%	361.11
EBIDTA	**7%**	**61.69**	**9%**	**74.12**	**9%**	**148.47**
Depreciation	3%	27.83	3%	25.52	3%	48.92
Interest and Finance Charges	2%	16.45	3%	21.22	2%	41.42
Profit before Tax	2%	17.41	3%	27.39	4%	58.13
Tax Expense	1%	5.10	1%	8.60	1%	18.10
Net Profit after Tax	**1%**	**12.31**	**2%**	**18.79**	**2%**	**40.03**

Balance Sheet Summary

(₹ in Crores)

Particulars	As at 30th Sep 2014	As at 31st Mar 2014	Particulars	As at 30th Sep 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	455.59	447.82	(i) Tangible assets	301.35	328.56
Non-current liabilities			(ii) Intangible assets	2.74	4.02
(a) Long term borrowings	69.32	92.82	(iii) Capital work-in-progress	2.73	2.15
(b) Deferred tax liability (net)	18.51	24.30	(b) Non-current investments	25.56	25.56
(c) Other Long term Liabilities	35.43	33.27	(c) Long-term loans and advances	56.55	56.45
(c) Long term provisions	6.57	6.80	(d) Other Non Current Assets	0.63	0.44
Current Liabilities			**Current assets**		
(a) Short term borrowings	189.71	175.99	(a) Inventories	349.85	300.63
(b) Trade Payables	104.21	94.16	(b) Trade Receivables	212.91	217.55
(c) Other current liabilities	95.40	84.05	(c) Cash and Bank Balance	6.90	18.05
(d) Short term provisions	18.50	22.13	(d) Short-term loans and advances	42.57	36.96
			(e) Other current assets	6.37	5.88
TOTAL	1,008.16	996.27	**TOTAL**	1,008.16	996.27

Performance of Joint Venture & Subsidiary Companies

(₹ in Crores)

		Quarter ended Sep 14		Quarter ended Sep 13	
Name of the Company	Currency	Turn Over	Net Profit / (Loss)	Turn over	Net Profit / (Loss)
NBSSPL	INR	25.24	2.83	22.69	2.50
CNPL	INR	4.49	1.06	4.64	0.98
NEPPL	SLR	21.07	0.59	16.52	0.22
	INR	9.98	0.28	7.84	0.10
NCB- FZE	AED	0.61	0.07	0.45	0.04
	INR	10.27	1.18	7.68	0.68
Total	**INR**	49.98	5.35	42.85	4.26
Our Share	**INR**		**3.34**		**2.50**

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

Performance of Joint Venture & Subsidiary Companies

(₹ in Crores)

		Half Year ended Sep 14		Half Year ended Sep 13	
Name of the Company	**Currency**	**Turn Over**	**Net Profit / (Loss)**	**Turn Over**	**Net Profit / (Loss)**
NBSSPL	**INR**	43.29	3.83	43.95	4.02
CNPL	**INR**	9.34	2.24	7.86	1.45
NEPPL	**SLR**	38.09	0.48	35.73	(0.34)
	INR	18.04	0.23	16.95	(0.16)
NCB- FZE	**AED**	1.10	0.09	0.89	0.09
	INR	18.51	1.51	15.18	1.54
Total	**INR**		7.81		6.85
Our Share	**INR**		**4.72**		**4.15**

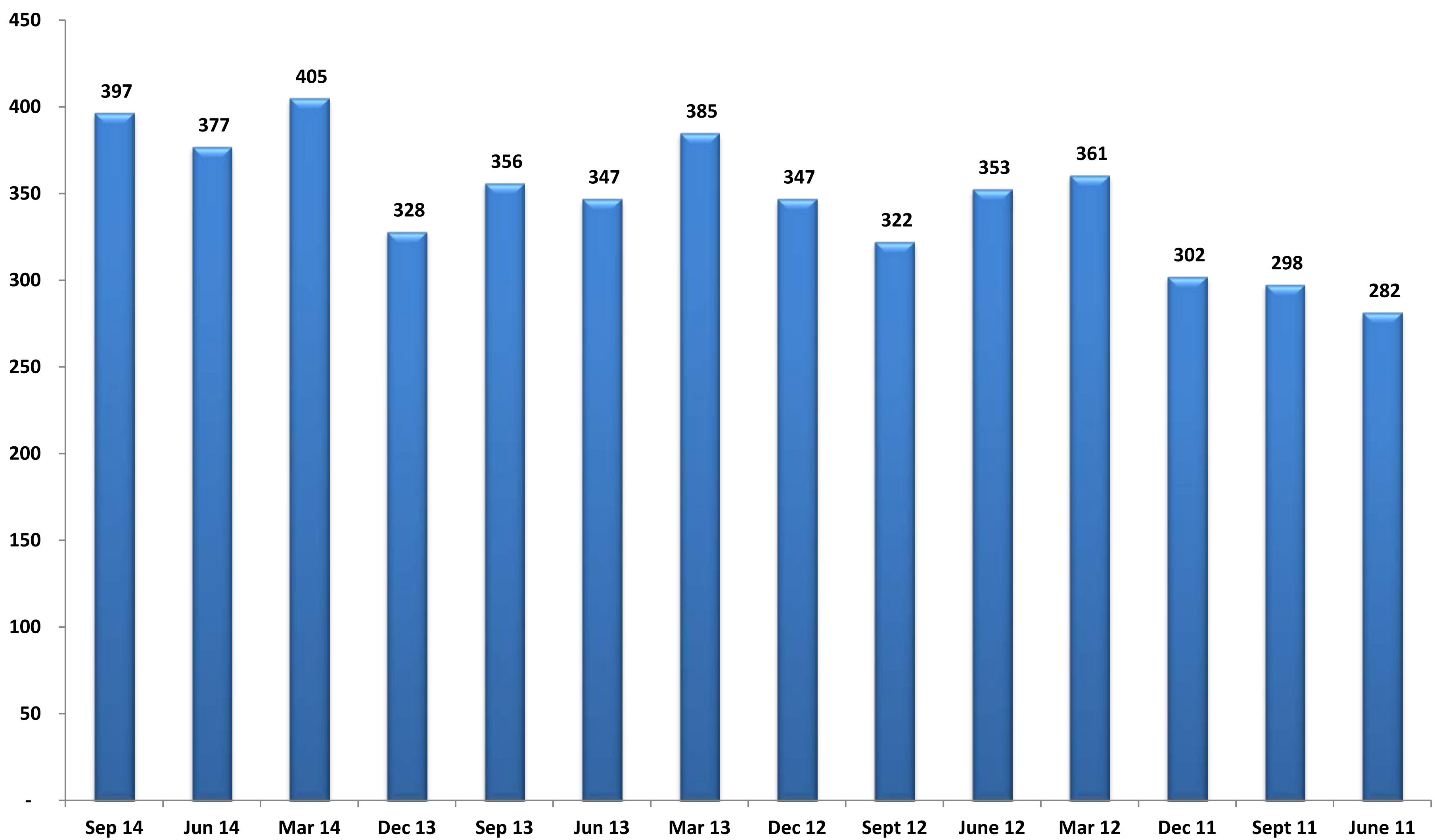
- NBSSPL - Nilkamal BITO Storage Systems Pvt. Ltd. (Joint Venture)
- CNPL - Camro Nilkamal Private Lmited (Joint Venture)
- NEPPL - Nilkamal Eswaran Plastic Pvt. Ltd (Sri Lankan Subsidiary)
- NCB - FZE - Nilkamal Crates & Bins FZE (Ajman subsidiary)

Business Review

Plastics - Business Review

Plastics – Quarter Wise Sales

(₹ in Crores)



Plastics – Income Statement Summary Quarterly

(₹ in Crores)

Particulars	% to Sales	Quater Ended Sep 14	% to Sales	Quater Ended June 14	% to Sales	Quater Ended Mar 14
I INCOME						
Gross Sales and Income from Sales		454.52		432.08		461.56
Less : Duties and Levies		58.02		54.63		56.87
Net Sales	100	396.50	100	377.46	100	404.70
Other Income		0.74		0.97		0.13
Total Income		**397.24**		**378.43**		**404.82**
II EXPENDITURE						
Materials consumed / Cost of goods traded	65.48	259.63	65.55	247.43	64.88	262.56
Employees Remuneration & Benefits	5.96	23.64	6.09	22.98	5.03	20.34
Operating & other expenses						
Stores, Spare Parts Consumed	1.62	6.44	1.28	4.84	1.56	6.30
Power & Fuel	2.26	8.97	2.29	8.66	2.25	9.10
Labour Charges	3.67	14.54	3.37	12.73	3.17	12.84
Rent / Rates & Taxes	1.19	4.73	1.24	4.68	1.17	4.75
Packing Material Consumed	1.22	4.85	1.09	4.11	1.00	4.04
Travelling Expenses	0.77	3.05	0.60	2.25	0.65	2.62
Carriage outward	5.46	21.66	5.27	19.90	4.94	20.01
Other Operating expenses	5.24	20.78	4.85	18.30	5.28	21.39
Financial Expenses	2.01	7.99	2.03	7.67	2.31	9.36
Depreciation	2.82	11.19	3.06	11.57	2.71	10.97
Total Expenditure	**97.72**	**387.45**	**96.73**	**365.11**	**94.95**	**384.28**
Profit before Taxation	**2.47**	**9.79**	**3.53**	**13.32**	**5.08**	**20.54**

Plastics – Income Statement Summary
Half Yearly

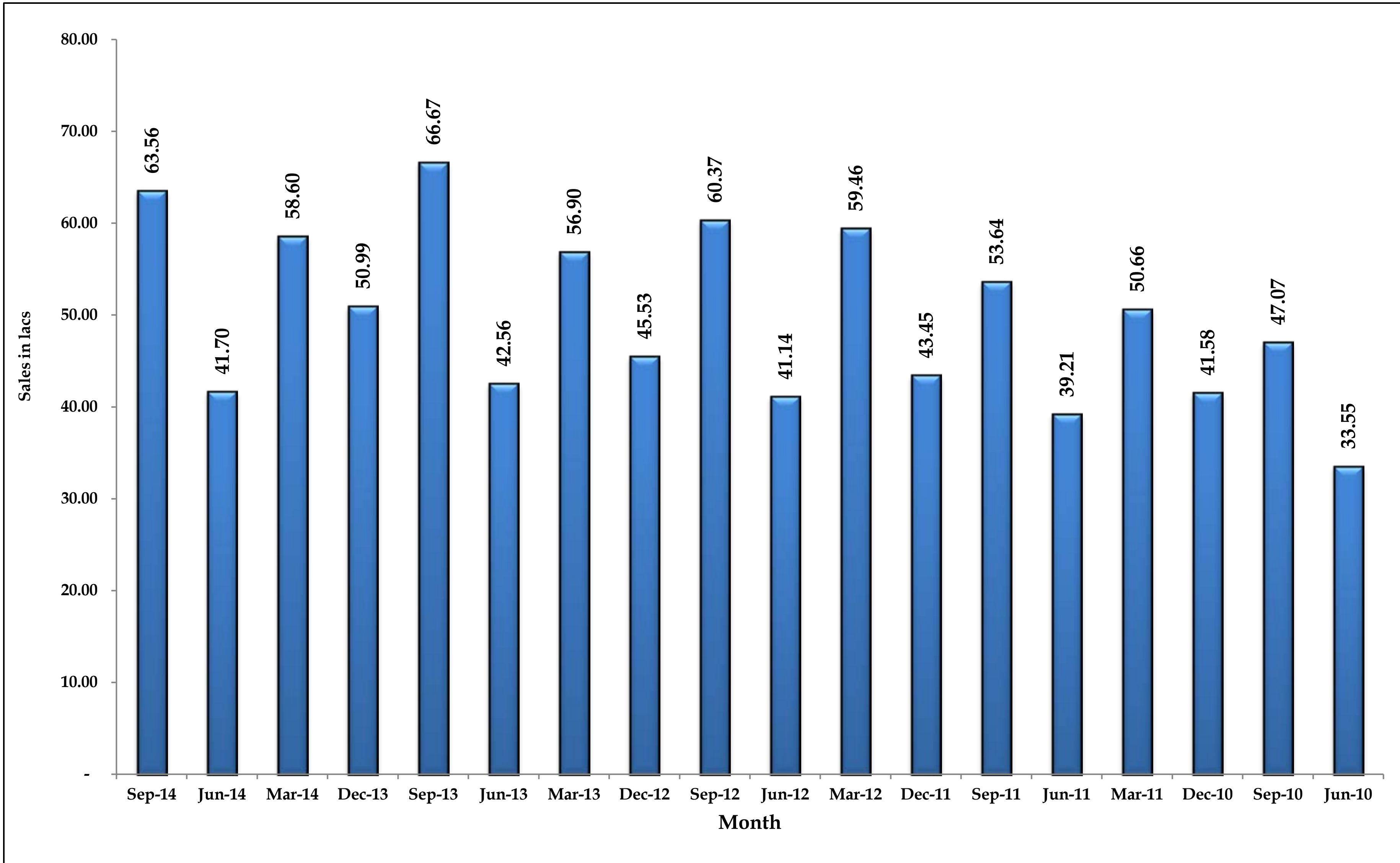
(₹ in Crores)

Particulars	% to Sales	Half Year Ended Sep 14	% to Sales	Half Year Ended Sep 13	% to Sales	Year Ended Mar 14
I INCOME						
Gross Sales and Income from Sales		886.60		799.25		1635.05
Less : Duties and Levies		112.64		95.62		199.10
Net Sales	100	773.96	100	703.63	100	1435.96
Other Income		1.71		2.34		3.51
Total Income		**775.67**		**705.97**		**1439.47**
II EXPENDITURE						
Materials consumed / Cost of goods traded	65.52	507.06	64.14	451.33	64.32	923.55
Employees Remuneration & Benefits	6.02	46.62	6.43	45.22	6.13	87.98
Operating & other expenses						
Stores, Spare Parts Consumed	1.46	11.28	1.46	10.27	1.50	21.48
Power & Fuel	2.28	17.62	2.42	17.06	2.32	33.38
Labour Charges	3.52	27.27	3.51	24.73	3.31	47.58
Rent / Rates & Taxes	1.22	9.41	1.22	8.61	1.25	17.89
Packing Material Consumed	1.16	8.96	1.01	7.13	1.04	14.92
Travelling Expenses	0.68	5.30	0.70	4.95	0.69	9.85
Carriage outward	5.37	41.55	5.20	36.60	5.13	73.60
Other Operating expenses	5.05	39.07	4.33	30.43	4.71	67.64
Financial Expenses	2.02	15.65	2.88	20.27	2.76	39.66
Depreciation	2.94	22.76	3.14	22.13	3.06	43.96
Total Expenditure	**97.24**	**752.56**	**96.46**	**678.73**	**96.21**	**1381.49**
Profit before Taxation	**2.99**	**23.11**	**3.87**	**27.25**	**4.04**	**57.98**

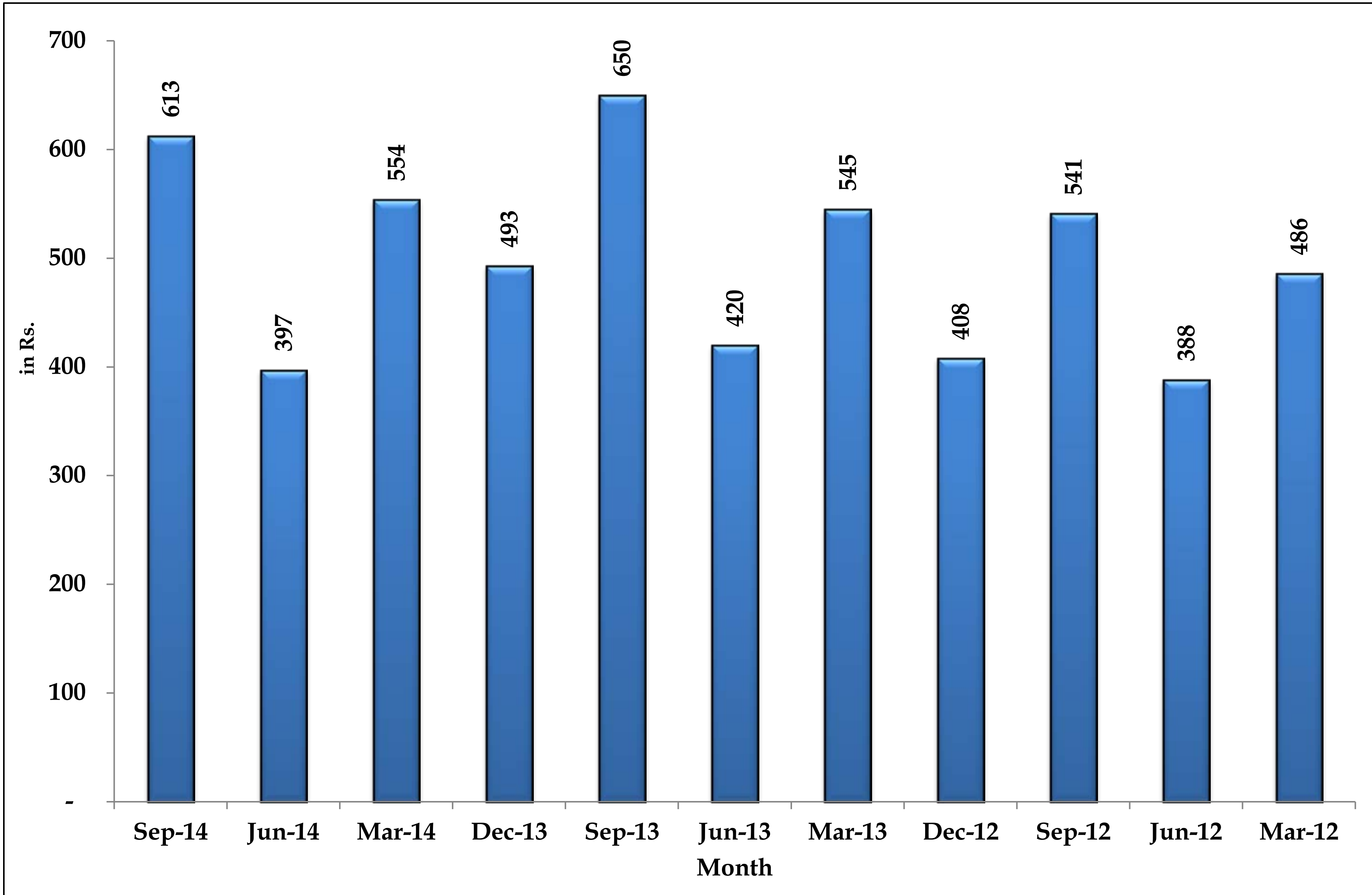
@home – Business Review

Retail Quarter Wise Sales

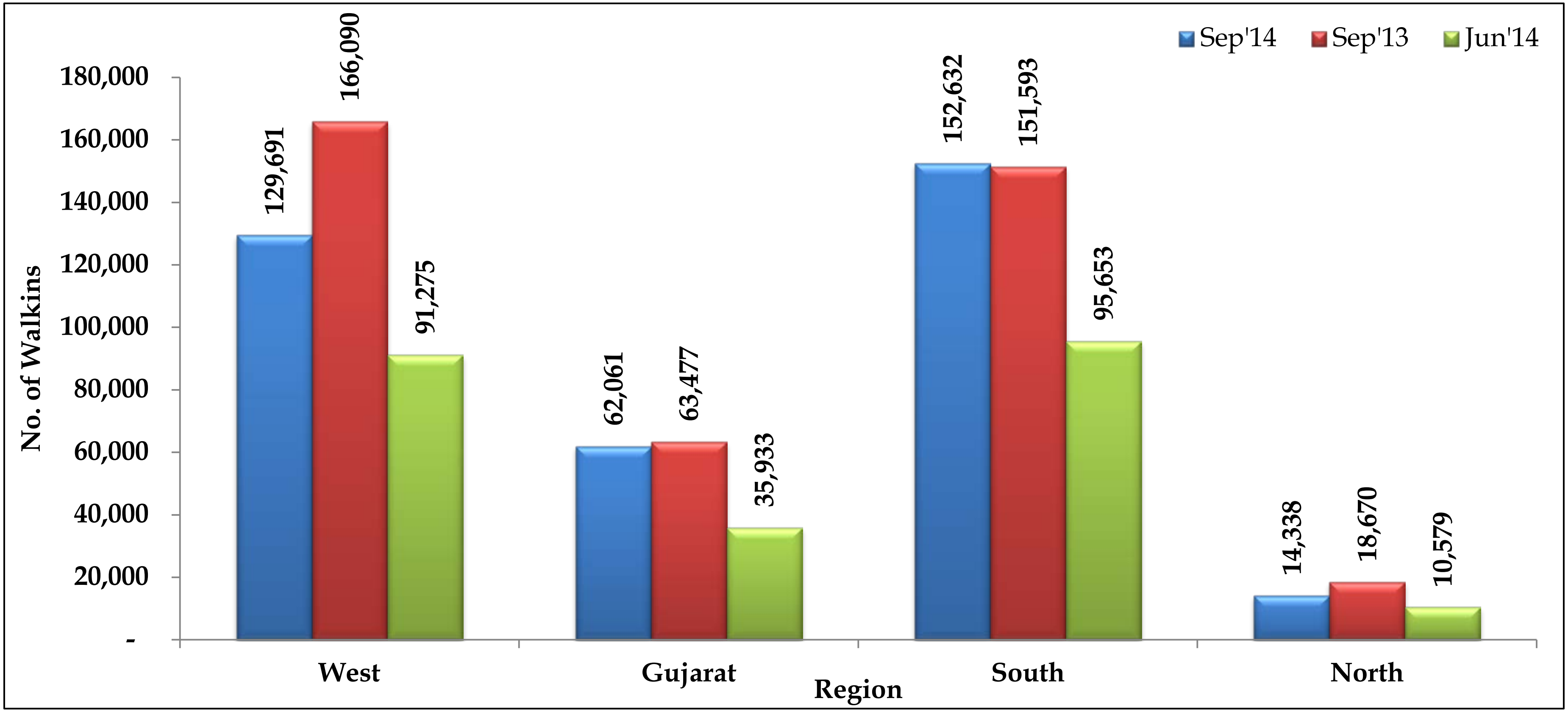
(₹ in Crores)



Sales Per Sq. ft. per Quarter



Region wise quarter wise Walk-in



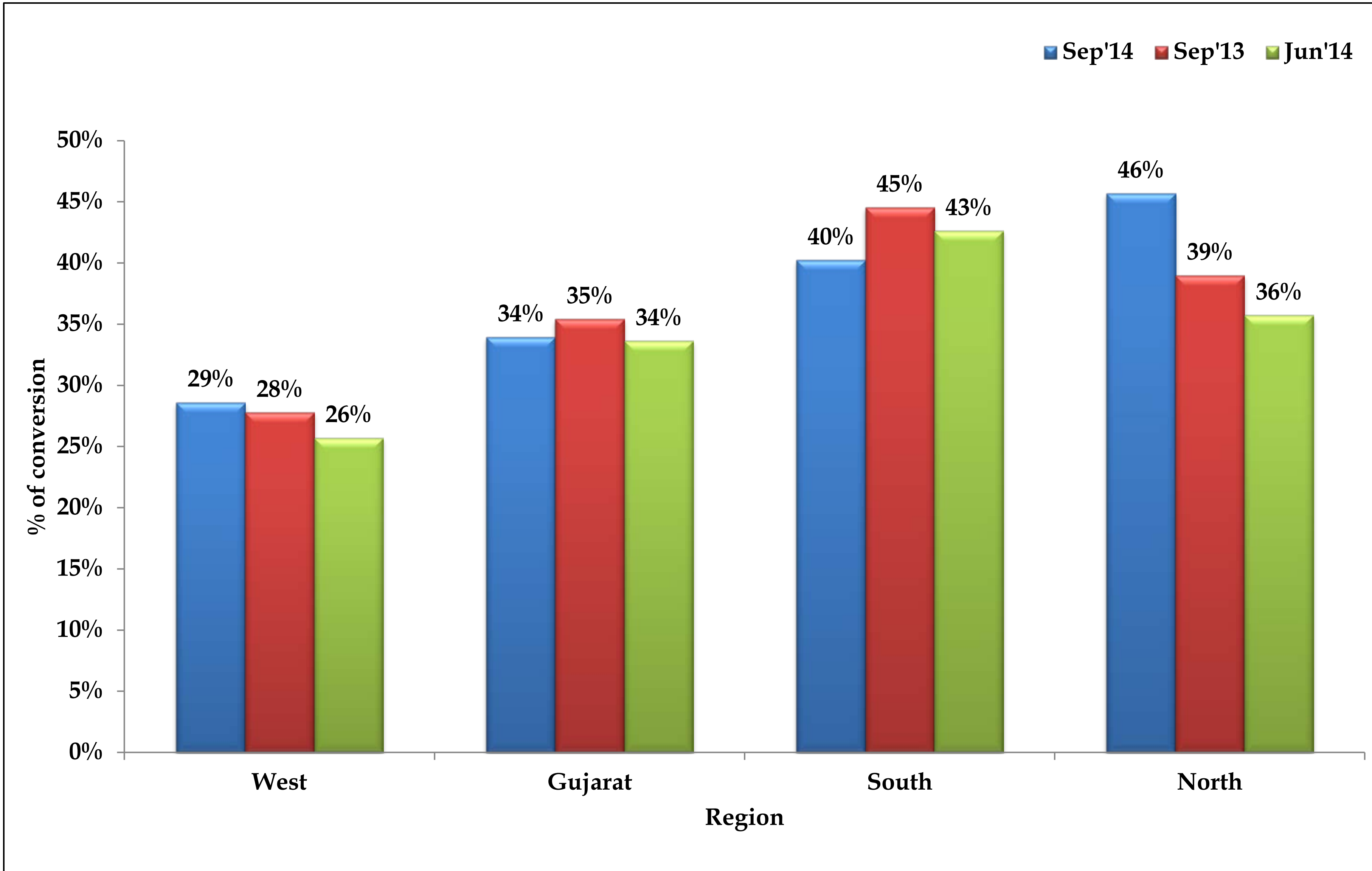
West - YOY Growth/(De-Growth) : (21.92%), QoQ Growth : 42.09%

Gujarat - YOY Growth/(De-Growth) : (2.23%), QoQ Growth : 72.71%

South - YOY Growth : 0.69%, QoQ Growth : 59.57%

North - YOY Growth/(De-Growth) : (23.20%), QoQ Growth : 35.53%

Region wise quarter wise Conv.%



@home – Income Statement Summary Quarterly

(₹ in Crores)

Particulars	% to Sales	Quater Ended Sep 14	% to Sales	Quater Ended June 14	% to Sales	Quater Ended Mar 14
I INCOME						
Gross Sales and Income from Sales		71.27		46.83		65.55
Less : Duties and Levies		7.72		5.13		6.95
Net Sales	100	63.55	100	41.70	100	58.60
Other Income		(0.10)		(0.16)		(0.03)
Total Income		**63.45**		**41.54**		**58.57**
II EXPENDITURE						
Materials consumed	56.48	35.90	54.63	22.78	56.61	33.17
Employees Remuneration & Benefits	7.33	4.66	10.90	4.54	7.25	4.25
Operating & other expenses						
Rent	10.65	6.77	14.93	6.23	11.96	7.01
Electricity	2.49	1.59	3.89	1.62	2.33	1.37
Advertisement	6.55	4.16	4.59	1.92	6.01	3.52
Transportation	3.62	2.30	4.32	1.80	3.42	2.00
Other Operating Expenses	6.91	4.39	12.79	5.34	9.24	5.41
Financial Expenses						
EMI Subvention Charges on Finance Scheme	0.90	0.57	0.62	0.26	0.60	0.35
Credit Card Expenses	0.61	0.39	0.55	0.23	0.60	0.35
Other Financial Expenses	0.14	0.09	0.21	0.09	0.15	0.09
Depreciation	4.08	2.59	5.95	2.48	1.79	1.05
Total Expenditure	**99.78**	**63.41**	**113.38**	**47.28**	**99.96**	**58.58**
Profit before Taxation	**0.06**	**0.04**	**(13.76)**	**(5.74)**	**0.00**	**0.00**

@home – Income Statement Summary
Half Yearly

(₹ in Crores)

Particulars	% to Sales	Half Year Ended Sep 14	% to Sales	Half Year Ended Sep 13	% to Sales	Year Ended Mar 14
I INCOME						
Gross Sales and Income from Sales		118.11		122.55		245.37
Less : Duties and Levies		12.85		13.33		26.56
Net Sales	100	105.26	100	109.22	100	218.81
Other Income		(0.27)		0.14		0.01
Total Income		**104.99**		**109.36**		**218.83**
II EXPENDITURE						
Materials consumed	55.74	58.68	53.37	58.30	54.74	119.77
Employees Remuneration & Benefits	8.74	9.20	8.08	8.82	7.96	17.41
Operating & other expenses						
Rent	12.34	12.99	9.93	10.85	10.75	23.52
Electricity	3.05	3.21	2.83	3.10	2.81	6.15
Advertisement	5.78	6.08	6.71	7.33	5.42	11.86
Transportation	3.90	4.10	3.83	4.18	3.74	8.18
Other Operating Expenses	9.24	9.73	10.80	11.80	10.95	23.97
Financial Expenses						
EMI Subvention Charges on Finance Scheme	0.79	0.83	0.46	0.51	0.49	1.07
Credit Card Expenses	0.59	0.62	0.74	0.81	0.66	1.45
Other Financial Expenses	0.17	0.18	0.13	0.14	0.15	0.32
Depreciation	4.82	5.07	3.10	3.39	2.27	4.97
Total Expenditure	**105.16**	**110.69**	**99.99**	**109.22**	**99.94**	**218.68**
Profit before Taxation	**(5.41)**	**(5.70)**	**0.13**	**0.15**	**0.07**	**0.15**

Thank you