

Q3 Results of FY 2011-12

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Highlights

(` in lacs)

Particulars	% of Growth compare to corresponding quarter of P.Y.	% of Growth Against Immediate Preceding Quarter	Quarter Ended Dec 11	Quarter Ended Dec 10	Quarter Ended Sept 11	Year Ended 31.03.11
Turnover - Gross	12.79%	-2.11%	39246.50	34795.16	40093.19	142367.31
Turnover - Net	12.83%	-2.28%	34313.83	30413.32	35113.83	124920.40
EBIDT	21.55%	-5.26%	3675.81	3024.21	3879.72	12969.98
Interest	40.08%	8.11%	956.50	682.80	884.71	2673.06
Depreciation	25.67%	6.48%	1059.76	843.31	995.24	3293.16
PBT	10.78%	-17.01%	1659.56	1498.10	1999.76	7003.76
PAT	17.29%	-12.01%	1356.67	1156.65	1541.76	5245.78

Financial Results (Quarterly)

(In lacs)

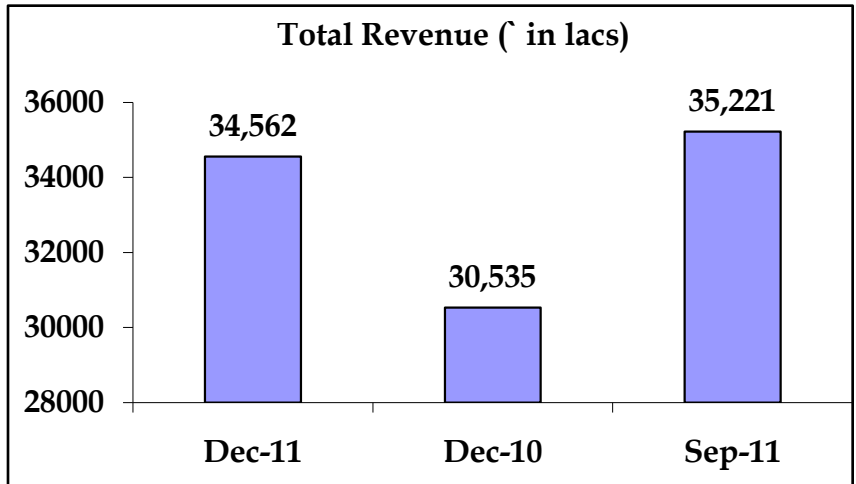
Particulars	Quarter ending 31st Dec 11			Quarter ending 31st Dec 10			Quarter ending 30th Sept 11			Financial Year 2010-11		
	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total
Net Sales	29969	4345	34314	26255	4158	30413	29750	5364	35114	107712	17208	124920
EBIDTA	3824	-148	3676	3002	22	3024	3676	203	3879	12504	466	12970
% of Net sales	12.76	-3.41	10.71	11.43	0.53	9.94	12.36	3.78	11.05	11.61	2.71	10.38
PBT	1921	-261	1660	1589	-91	1498	1921	79	2000	6976	28	7004
PAT	1618	-261	1357	1248	-91	1157	1463	79	1542	5218	28	5246
% of Net Sales	5.40	-6.01	3.95	4.75	-2.19	3.80	4.92	1.47	4.39	4.84	0.16	4.20

Financial Results (Nine Months)

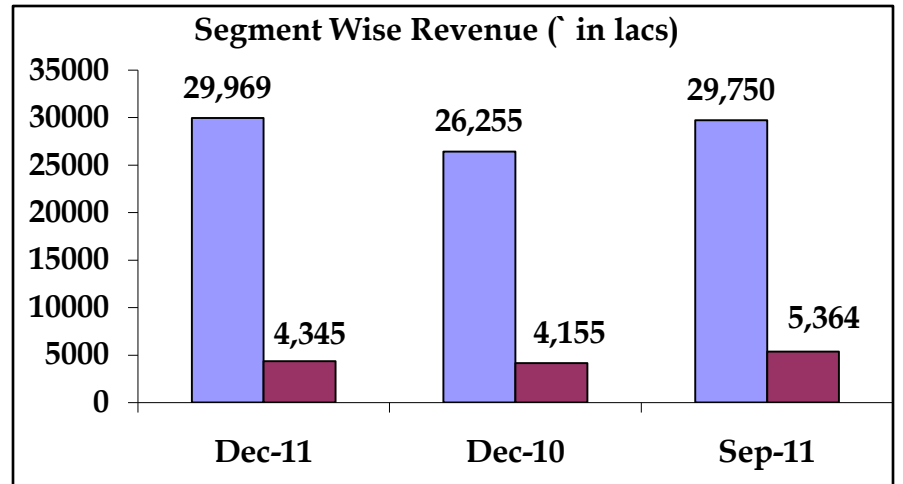
(` In Lacs)

Particulars	Nine Month ending 31 st Dec 11			Nine Month ending 31 st Dec 10			Quarter ending 31 st March 11		
	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total
Net Sales	87873	13630	101503	78484	12203	90687	29228	5005	34233
EBIDT	10947	39	10986	9680	189	9869	2824	277	3101
% Net sales	12.46	0.29	10.82	12.33	1.55	10.88	9.66	5.53	9.06
PBT	5623	-306	5317	5677	-132	5545	1299	160	1459
PAT	4431	-306	4125	4211	-132	4079	1007	160	1167
% to Net Sales	5.04	-2.25	4.06	5.37	-1.09	4.5	3.45	3.2	3.41

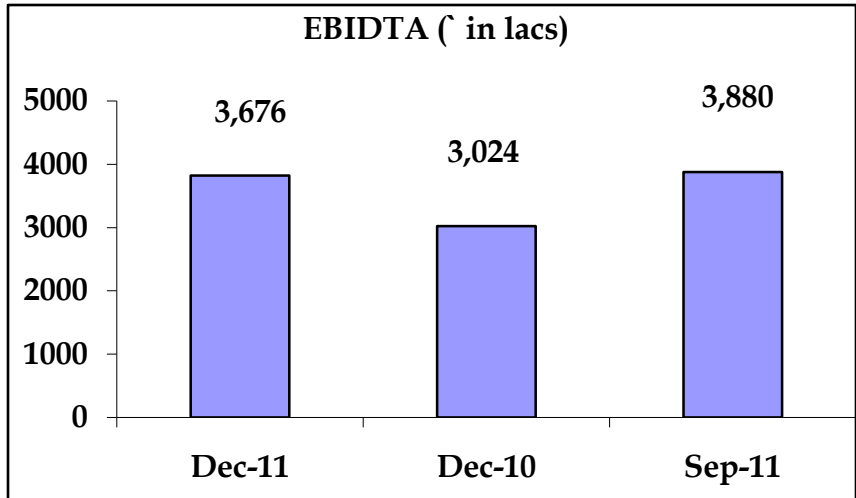
Performance Snapshot (Quarterly)



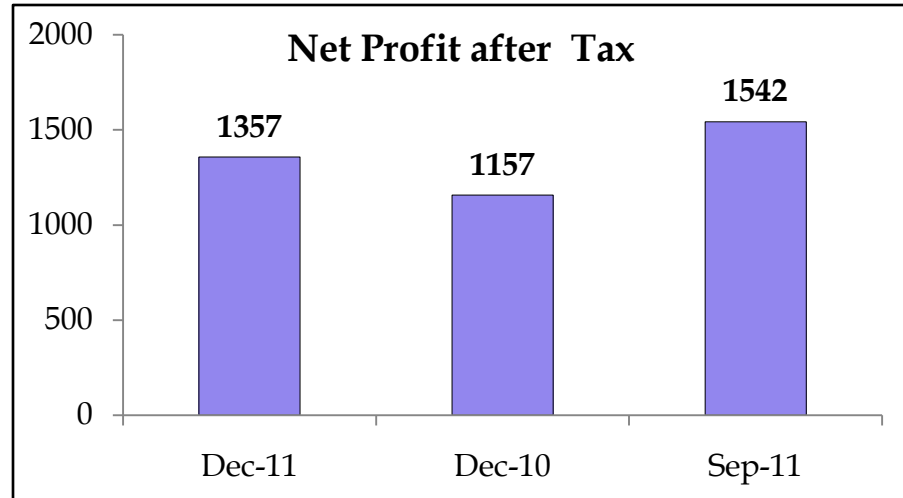
YoY Growth : 13%; QoQ Growth : -2%



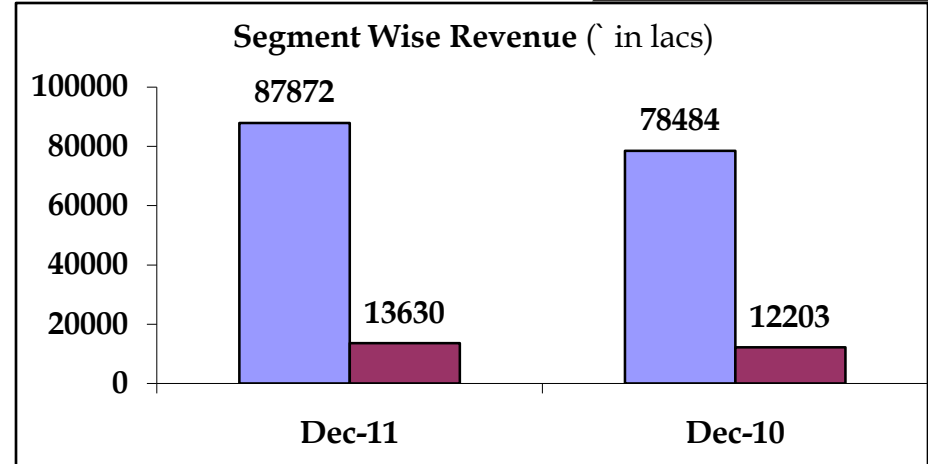
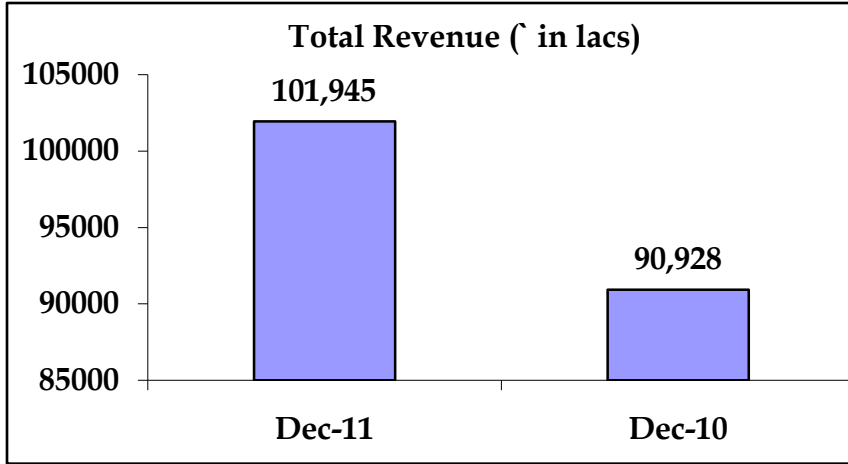
Plastics YoY Growth : 14%; QoQ Growth :-1%
Retail YoY Growth : 5%; QoQ Growth : -19%



YoY Growth : 22%; QoQ Growth : -5%

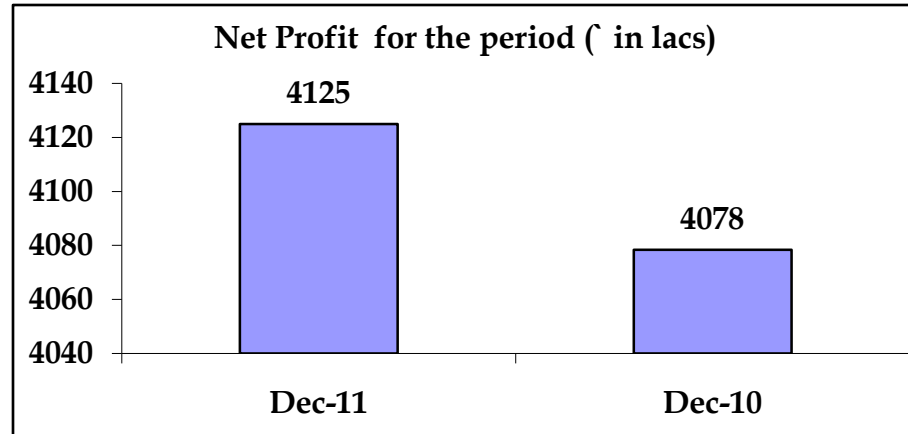
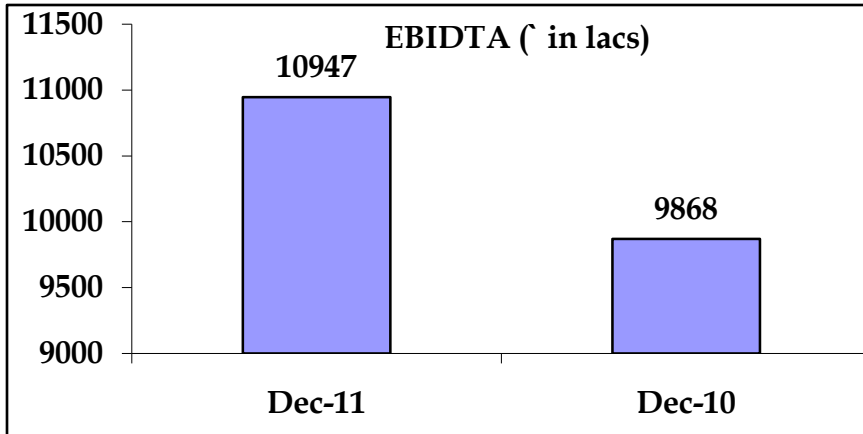


YoY Growth : 17%; QoQ Growth : -12%



YoY Growth : 12%

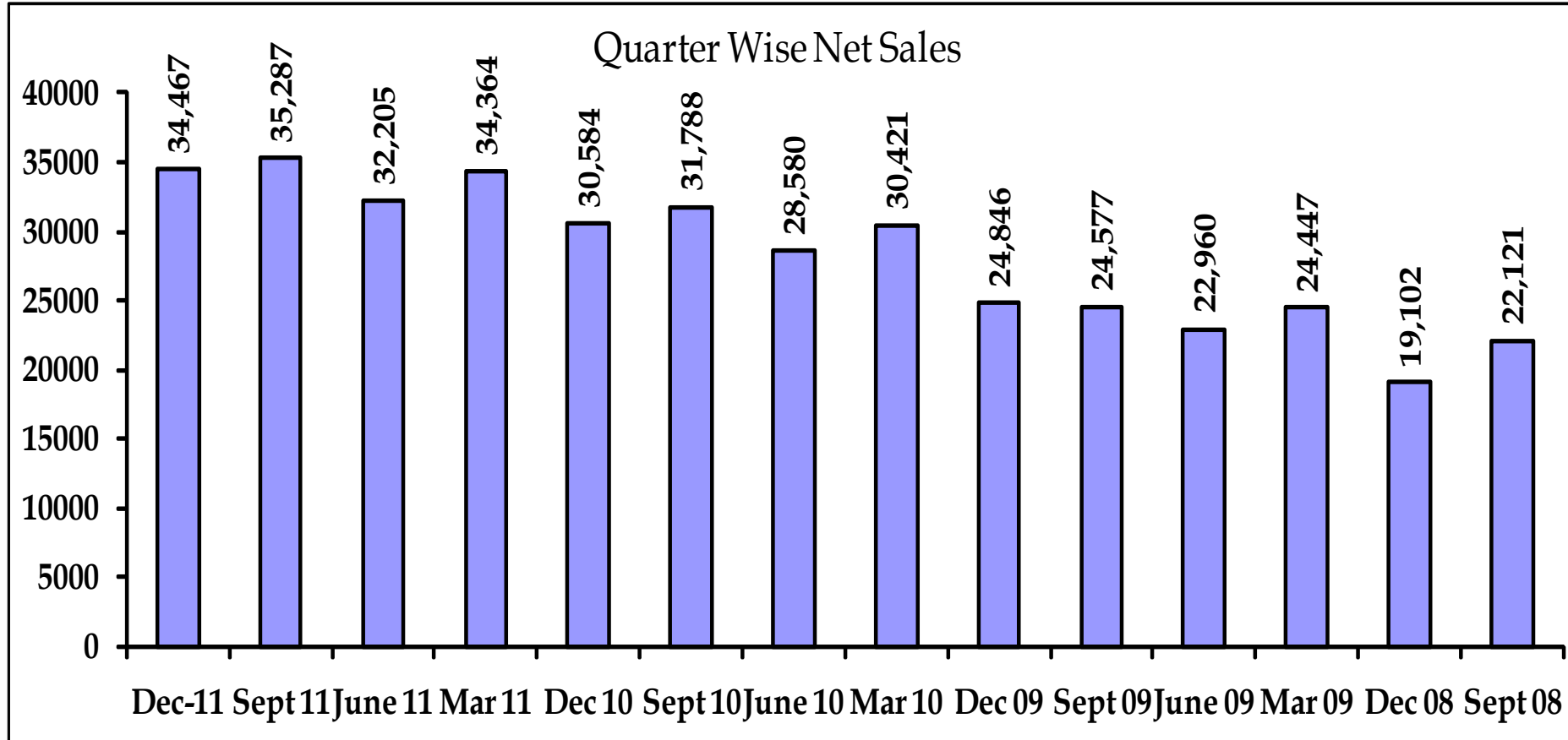
Plastics YoY Growth : 12%
Retail YoY Growth : 12%



YoY Growth : 11%

YoY Growth : 1%;

(` in lacs)



Income Statement Summary (Quarterly)

(in lacs)

Particulars	Dec-11		Dec-10		Sep-11		Growth Over	
	Amt	%	Amt	%	Amt	%	Dec-10	Sept-11
Revenues	34561.80	100%	30535.18	100%	35221.45	100%	13%	-2%
Material Consumed	20855.45	60%	18462.19	60%	20654.64	59%	13%	1%
Employees Cost	2284.93	7%	2042.25	7%	2241.13	6%	12%	2%
Operating expenditure	7745.60	22%	7006.53	23%	8445.96	24%	11%	-8%
EBIDTA	3675.81	11%	3024.21	10%	3879.72	11%	22%	-5%
Depreciation	1059.76	3%	843.31	3%	995.24	3%	26%	6%
Interest and Finance Charges	956.50	3%	682.79	2%	884.71	3%	40%	8%
Profit before Tax	1659.56	5%	1498.11	5%	1999.76	6%	11%	-17%
Tax Expense	302.88	1%	341.46	1%	458.00	1%	-11%	-34%
Net Profit after Tax	1356.68	4%	1156.65	4%	1541.76	4%	17%	-12%

Income Statement Summary (Nine month)

(in lacs)

Particulars	Nine Month Ended Dec 11		Nine Month Ended Dec 10		Year Ended Mar 11		Growth Over
	Amt	%	Amt	%	Amt	%	Dec-10
Revenues	1,01,945.25	100%	90,928.45	100%	1,25,230.42	100%	12%
Consumption of Raw Material	61,217.38	60%	55,877.65	61%	77,485.47	62%	10%
Employees Cost	6,734.89	7%	5,480.83	6%	7,577.90	6%	23%
Operating expenditure	23,006.97	23%	19,701.12	22%	27,197.07	22%	17%
EBIDTA	10,986.01	11%	9,868.85	11%	12969.98	10%	11%
Depreciation	2,982.16	3%	2,425.02	3%	3,293.16	3%	23%
Interest and Finance Charges	2,687.42	3%	1,898.50	2%	2,673.06	2%	42%
Profit Before Tax	5,316.43	5%	5,545.33	6%	7,003.76	6%	-4%
Tax Expense	1,191.51	1%	1,466.95	2%	1,757.98	1%	-19%
Net Profit After Tax	4,124.92	4%	4,078.38	4%	5245.78	4%	1%

Segment Results

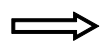
	(` in lacs)			Growth Over	
	Dec-11	Dec-10	Sep-11	YoY	QoQ
Segment Reve	34466.9	30584.3	35113.83	13%	-2%
Plastics	30121.8	26429.6	29749.97	14%	1%
Retail	4345.16	4154.79	5363.86	5%	-19%
EBIDTA	3275.81	3024.21	3879.71	8%	-16%
Plastics	3423.71	3002.02	3676.37	14%	-7%
Retail	-147.90	22.19	203.34		-89%
EBIDTA %	9.5%	9.9%	11.0%		
Plastics %	11.4%	11.4%	12.4%		
Retail %	-3.4%	0.5%	3.8%		
EBIT					
Plastics	2442.74	2303.38	2756.63		
Retail	-181.76	-50.19	127.84		
EBIT %					
Plastics	8.1%	8.7%	9.3%		
Retail	-4.2%	-1.2%	2.4%		

Balance Sheet Summary (in lacs)

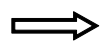
Particulars	Dec-11	Dec-10	Sep-11	Mar-11
SHAREHOLDERS' FUNDS:				
(a) Capital	1492.25	1492.25	1492.25	1492.25
(b) Reserves and Surplus	38210.58	33611.99	36853.90	34085.66
LOAN FUNDS	33309.77	28179.74	28848.57	30246.19
DEFERRED TAX LIABILITY(Net)	1605.84	1435.60	1527.96	1564.33
TOTAL	74618.44	64719.58	68722.68	67388.42
FIXED ASSETS				
	33745.50	27850.70	32413.11	30254.86
INVESTMENTS				
	2529.58	2329.08	2529.58	2529.58
CURRENT ASSETS, LOANS AND ADVANCES				
(a) Inventories	26628.77	23378.17	24001.49	22467.79
(b) Sundry Debtors	16988.17	14291.11	16699.71	14448.92
(c) Cash and Bank balances	876.96	463.86	1192.00	1644.66
(d) Loans and Advances	10721.35	8402.15	9574.08	7617.97
Less: CURRENT LIABILITIES AND				
(a) Liabilities	15067.24	10638.83	1685.72	10685.07
(b) Provisions	1804.66	1356.66	1535.95	1890.30
NET CURRENT ASSETS	38343.36	34539.80	33779.99	34603.98
TOTAL	74618.44	64719.58	68722.68	67388.42

Performance of Joint Venture & Subsidiary Companies

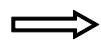
Name of the company	Currency	Quarter Ended Dec-11		Quarter Ended Dec-10	
		Turn Over	Net Profit/ (Loss)	Turn over	Net Profit/ (Loss)
NBSSPL	INR	1518.81	174.24	877.57	-11.54
CNPL	INR	285.59	68.2	-	-
NEPPL	SLR	3120.71	279.81	2536.91	367.47
	INR	1456.04	130.55	1017.25	147.35
NCB- FZE	AED	27.69	2.12	19.59	-1.08
	INR	392.16	30.02	240.81	-13.27
Total	INR	3,652.60	403.01	2,135.63	122.54
Based on our holding	INR		250.46		92.95



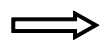
NBSSPL -Nilkamal BITO Storage Systems Pvt. Ltd. (Joint Venture).



CNPL - Cambro Nilkamal Plastic Limited



NEPPL -Nilkamal Eswaran Plastic Pvt. Ltd (Sri Lankan Subsidiary).



NCB - FZE - Nilkamal Crates & Bins FZE (Ajman subsidiary)

Performance of Joint Venture & Subsidiary Companies

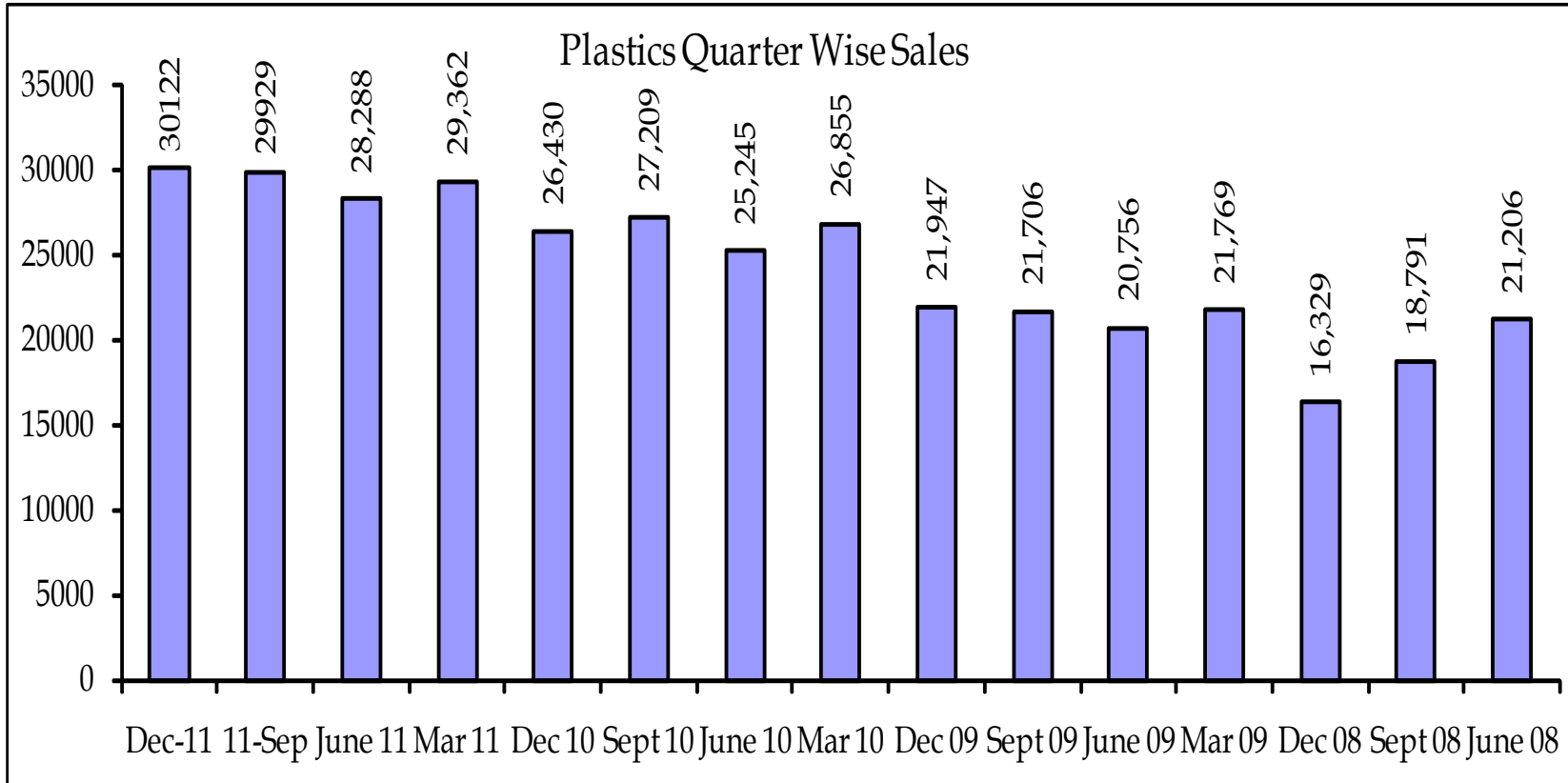
Name of the company	Currency	Nine Months Ended Dec-11		Nine Months Ended Dec-10	
		Turn Over	Net Profit/ (Loss)	Turn over	Net Profit/ (Loss)
NBSSPL	INR	3477.44	246.37	2799.65	-76.78
CNPL	INR	551.74	107.79	-	-
NEPPL	SLR	7815.13	616.41	7336.84	1005.42
	INR	3646.33	287.6	2941.93	403.15
NCB- FZE	AED	77.72	5.28	70.07	2.6
	INR	1100.72	74.78	861.32	31.96
Total	INR	8,776.23	716.54	6,602.90	358.33
Based on our holding	INR		470.44		299.96

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

Business Review

Plastics - Business Review

(` in lacs)



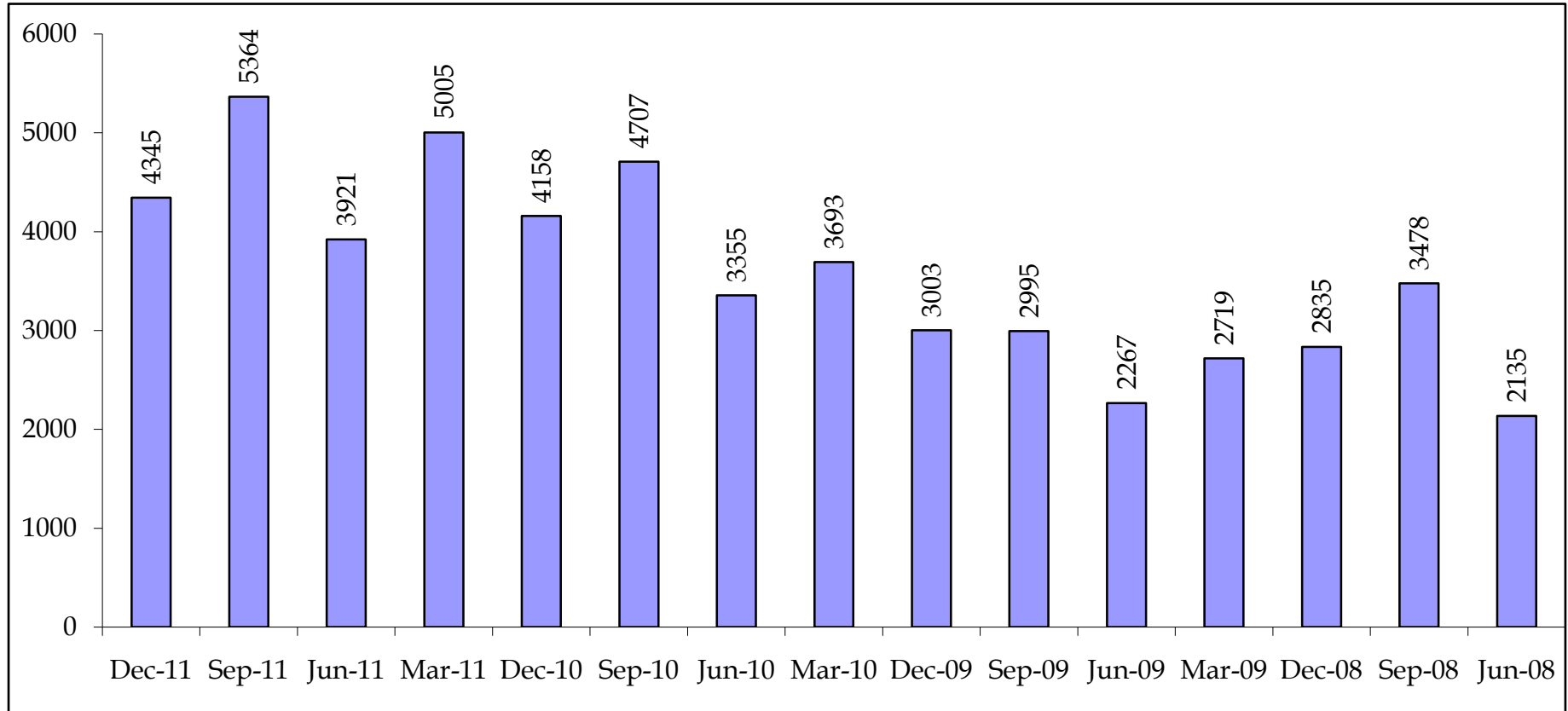
@home – Business Review

@home -Income Statement Summary (Nine month) (in lacs)

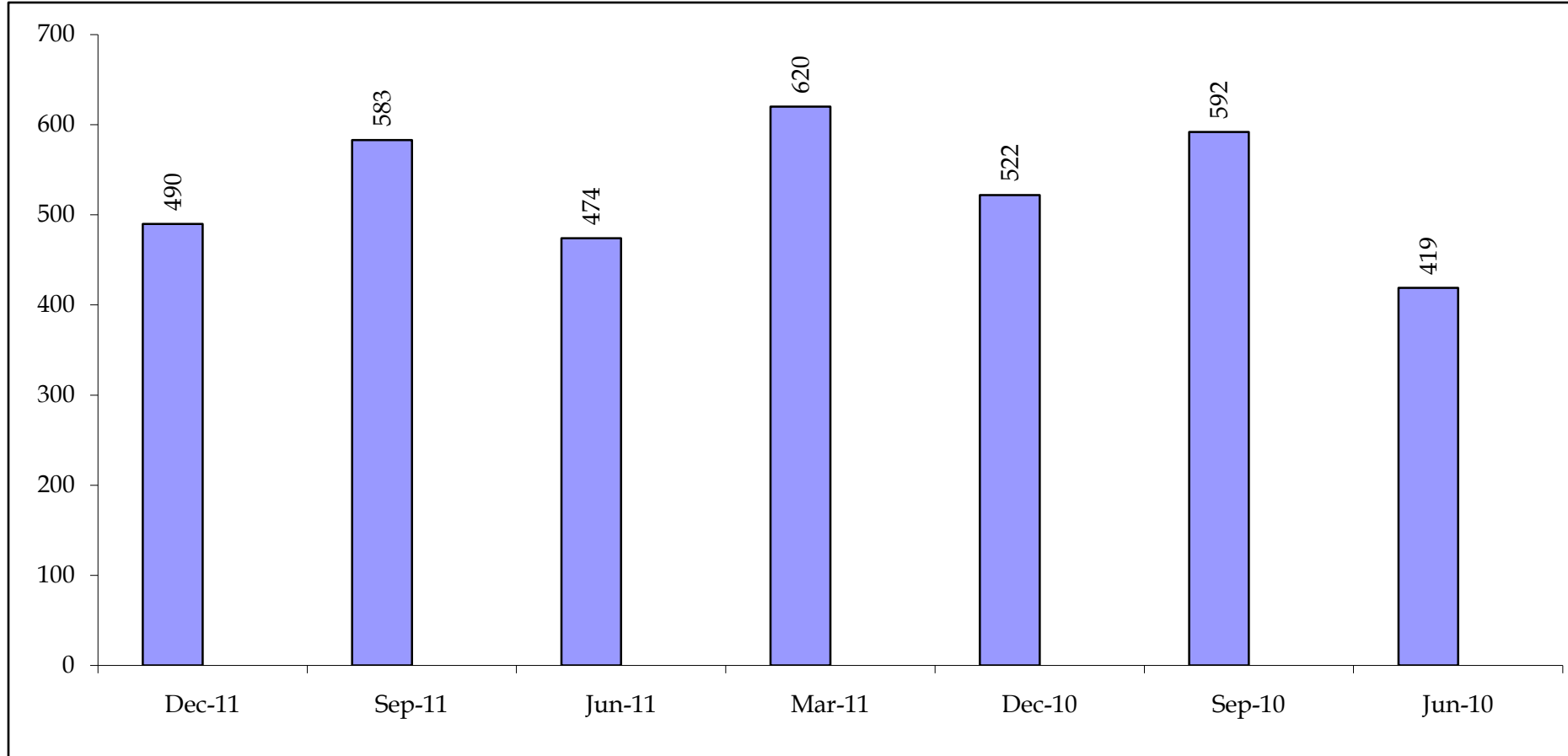
PARTICULAR	9 Mths Ended Dec 11		9 Mths Ended Dec 10		Year Ended Mar 11	
	Amt	%	Amt	%	Amt	%
I INCOME						
Gross : Sales and Income from Sales	15,130.37		13,552.14		19,087.58	
Less : Duties and Levies	1,499.95		1,348.86		1,891.02	
Net Sales	13,630.42	100%	12,203.28	100%	17,196.56	100%
Other Income	7.95	0%	5.03	0%	18.40	0%
TOTAL SALES TURNOVER	13,638.38		12,208.31		17,214.96	
II EXPENDITURE						
MATERIAL CONSUMED	7,078.07	52%	6,402.12	52%	9,118.43	53%
EMPLOYEES REMUNERATION	1,241.38	9%	1,025.00	8%	1,394.33	8%
OPERATING EXP						
RENT	1,600.15	12%	1,435.87	12%	1,865.77	11%
ELECTRICITY	349.27	3%	308.36	3%	394.01	2%
ADVERTISEMENT	1,009.10	7%	1,020.32	8%	1,398.62	8%
TRANSPORTATION	458.31	3%	330.46	3%	527.30	3%
OTHER OPERATING EXP	1,805.76	13%	1,457.81	12%	1,985.08	12%
EMI SUBVANTION CHARGES ON FINANCE SCHEME	57.70	0%	38.78	0%	65.50	0%
CREDIT CARD EXP	93.17	1%	88.14	1%	126.18	1%
OTHER FINANCIAL EXP	27.22	0%	25.66	0%	35.99	0%
DEPRECIATION	224.47	2%	208.25	2%	275.89	2%
TOTAL	13,944.62	102%	12,340.76	101%	17,187.11	100%
PROFIT BEFORE TAXATION	(306.24)	-2%	(132.46)	-1%	27.85	0%

Retail Quarter Wise Sales

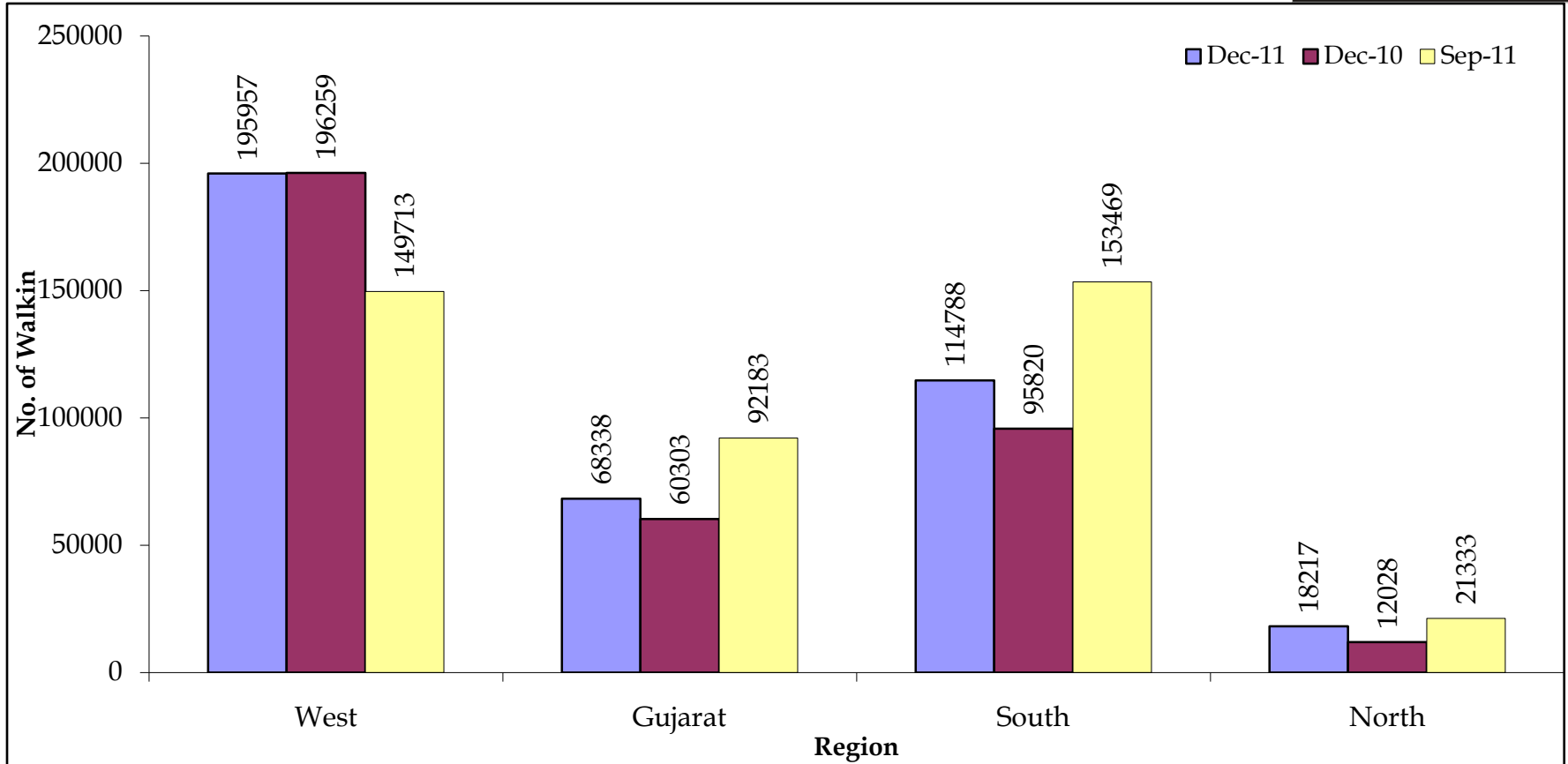
(in lacs)



Sales Per Sq. ft. per month



Region Wise Quarter Wise Walkin



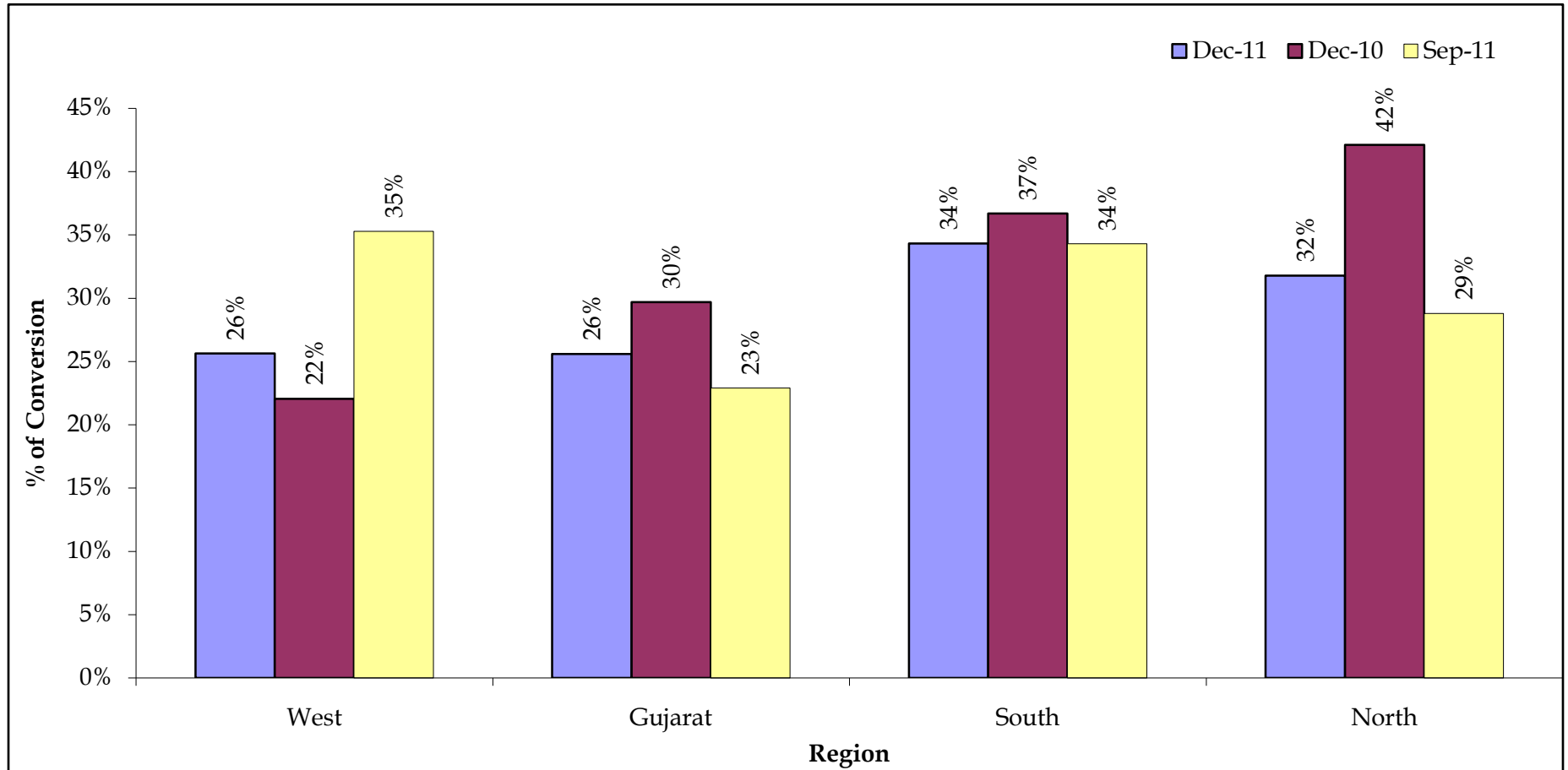
West - YOY Growth : 0%, QoQ Growth: 31%

Gujarat - YOY Growth : 13%, QoQ Growth: -26%

South - YOY Growth : 20%, QoQ Growth: -25%

North - YOY Growth : 51%, QoQ Growth: -15%

@home - Region Wise Quarter Wise Conv. %



Thank you