

FINANCIAL PERFORMANCE 2010 - 11

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Highlights

(` in lacs)

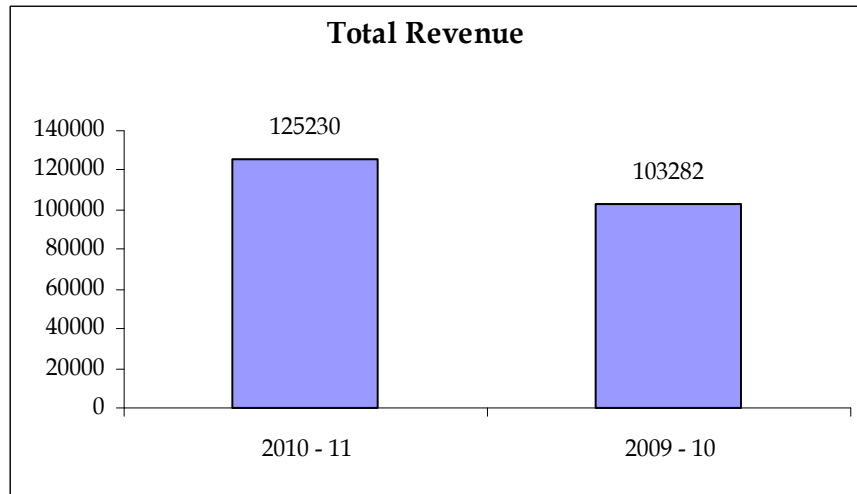
Particulars	% of Growth compare to corresponding period	Quarter Ended Mar 11	Quarter Ended Mar 10	% of Growth compare to corresponding period	Year Ended 31.03.11	Year Ended 31.03.10
Turnover - Gross	13.38%	39107.47	34492.76	22.55%	142355.77	116162.59
Turnover - Net	12.52%	34230.09	30421.01	21.50%	124908.86	102805.01
EBIDT	22.81%	3101.13	2525.23	5.65%	12969.98	12275.89
Interest	35.69%	774.56	570.81	8.24%	2673.06	2469.62
Depreciation	6.81%	868.14	812.81	2.35%	3293.16	3217.50
PBT	27.75%	1458.43	1141.61	6.30%	7003.76	6588.76
PAT	65.19%	1167.40	706.72	11.05%	5245.78	4723.87

Performance, Highlights & Analysis

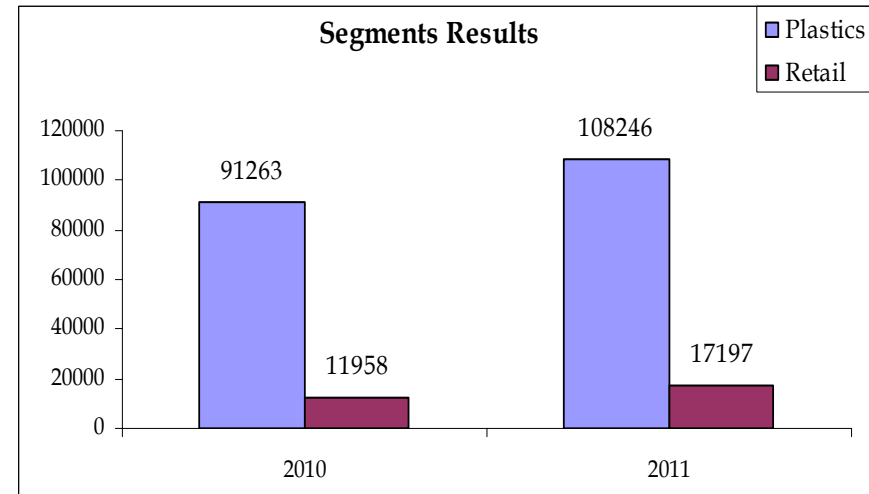
(` in lacs)

	Quarter Ending 31st Mar 11			Quarter Ending 31st Mar 10			Financial Year 2010 - 11			Financial Year 2009 - 10		
Particulars	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total
EBIDT	2825	276	3101	2796	-271	2525	12504	466	12970	13342	-1066	12276
% Net sales	9.76	5.52	9.06	10.46	-7.33	8.3	11.61	2.7	10.38	14.69	-8.91	11.94
PBT	1298	160	1458	1513	-372	1141	6976	28	7004	8012	-1423	6589
PAT	1007	160	1167	1078	-372	706	5218	28	5246	6147	-1423	4724

Performance Snapshot (Yearly)

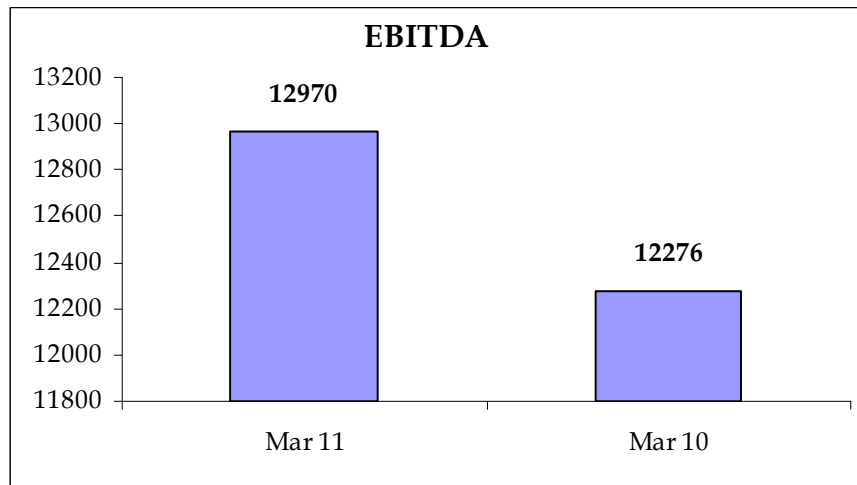


YoY Growth : 21%

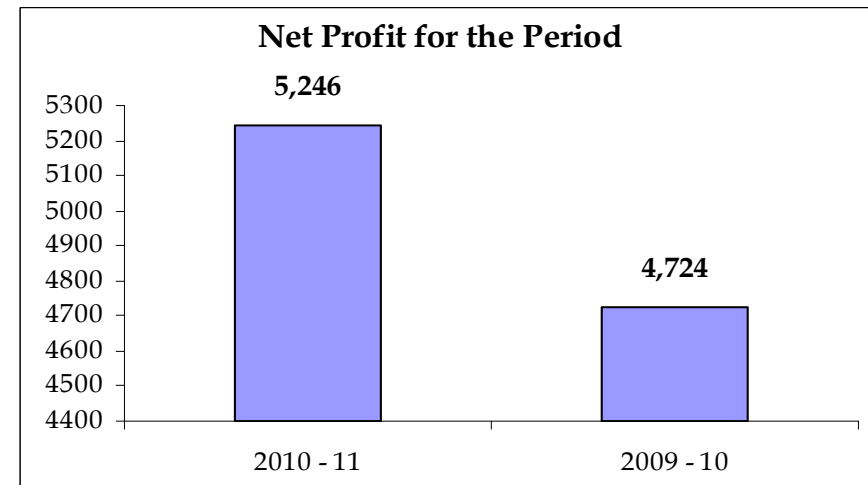


Plastics YoY Growth : 19%

Retail YoY Growth : 44%

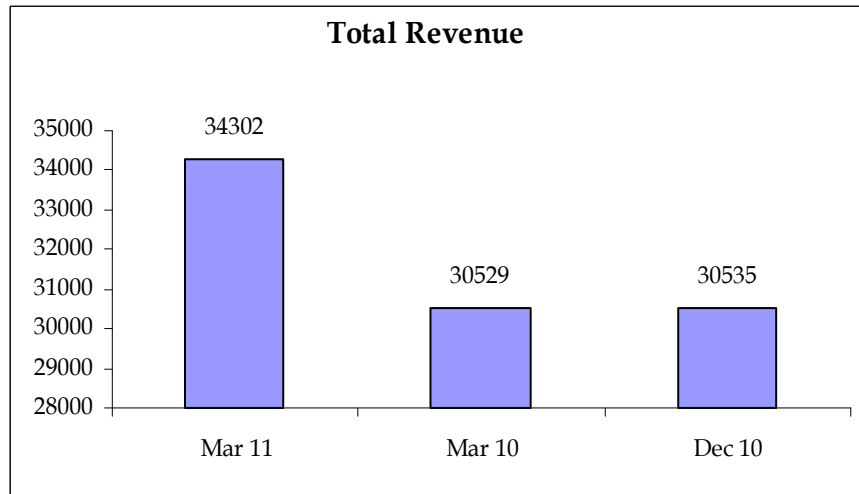


YoY Growth : 6%

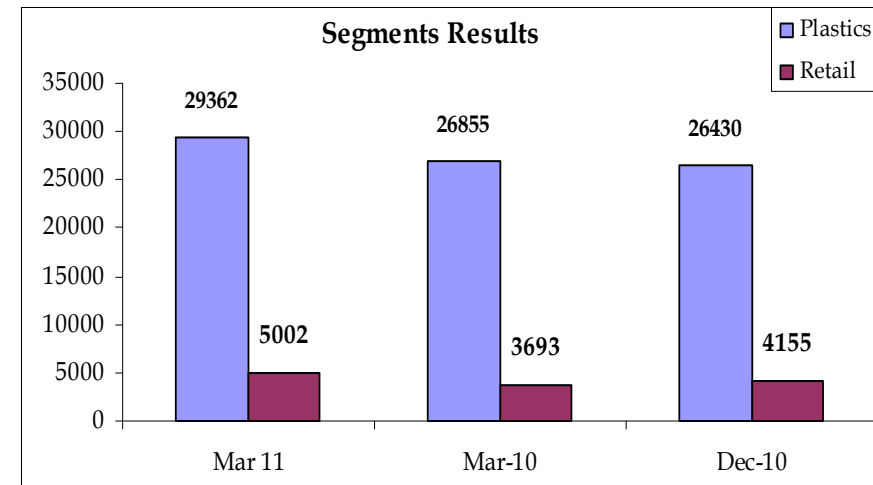


YoY Growth : 11%

Performance Snapshot (Quarterly)

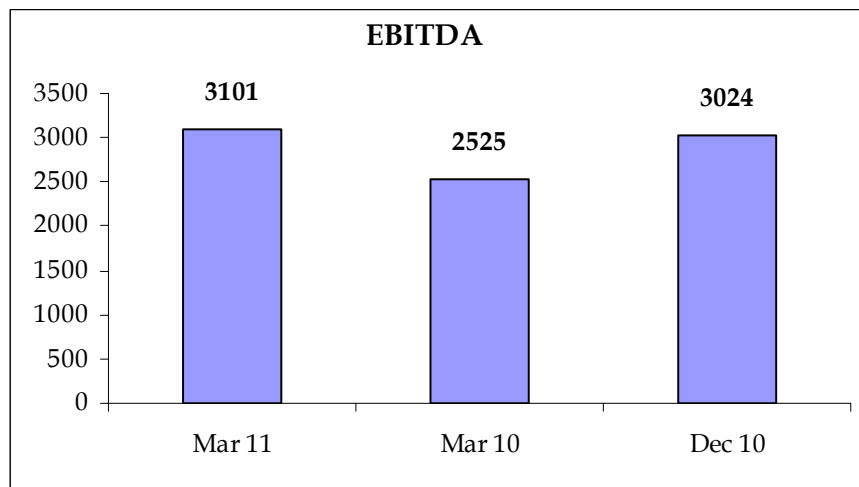


YoY Growth : 12% QoQ Growth : 12%

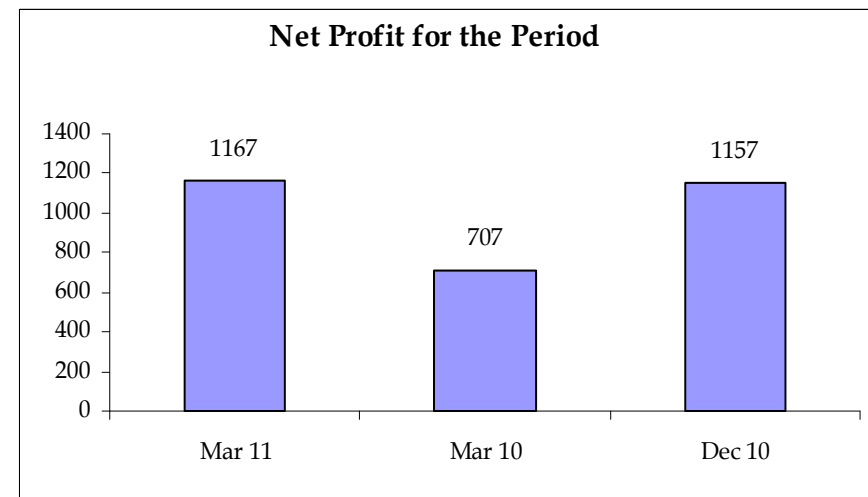


Plastics YoY Growth : 9%; QoQ Growth : 11%

Retail YoY Growth : 35%; QoQ Growth : 20%



YoY Growth : 23% QoQ Growth : 3%



YoY Growth : 65% QoQ Growth : 1%

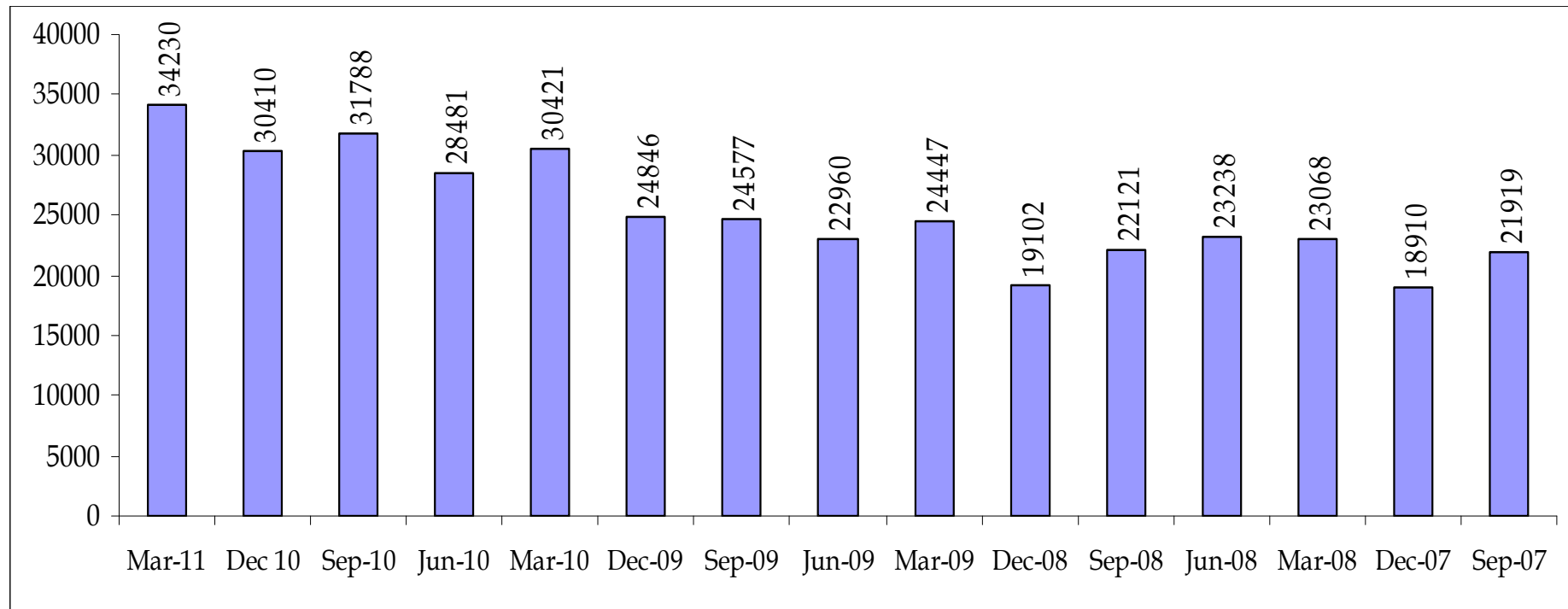
Balance Sheet Summary

(` in lacs)

Particulars	Mar-11	Mar-10
SHAREHOLDERS' FUNDS:		
(a) Capital	1492.25	1278.23
(b) Reserves and Surplus	34779.36	23839.20
LOAN FUNDS	30246.19	28103.40
DEFERRED TAX LIABILITY (Net)	1564.33	1351.68
TOTAL	68082.13	54572.52
FIXED ASSETS	30254.86	22391.08
INVESTMENTS	2529.56	2429.08
CURRENT ASSETS, LOANS AND ADVANCES		
(a) Inventories	22467.79	15640.03
(b) Sundry Debtors	14448.92	13250.01
(c) Cash and Bank balances	2644.66	1533.13
(d) Loans and Advances	6067.14	9741.49
Less: CURRENT LIABILITIES AND PROVISIONS		
(a) Liabilities	9134.24	9022.85
(b) Provisions	1196.57	1389.45
NET CURRENT ASSETS	35297.71	29752.35
TOTAL	68082.13	54572.52

Quarterly Net Sales

(` in lacs)



Income Statement Summary (Yearly)

(` in lacs)

	Year Ended Mar 11		Year Ended Mar 10		Growth Over
Particulars	Amt	%	Amt	%	
Revenues	125230.42	100%	103281.93	100%	21%
Consumption of Raw Material	77485.47	62%	62844.95	61%	23%
Employees Cost	7577.90	6%	5660.56	5%	34%
Operating expenditure	27218.62	22%	22500.52	22%	21%
EBIDTA	12948.42	10%	12275.90	12%	5%
Depreciation	3293.16	3%	3217.51	3%	2%
Interest and Finance Charges (net)	2673.06	2%	2469.63	2%	8%
Profit Before Tax	7003.76	6%	6588.76	6%	6%
Tax Expense	1757.98	1%	1864.89	2%	-6%
Net Profit After Tax	5245.78	4%	4723.87	5%	11%

Income Statement Summary (Quarterly)

(` in lacs)

	Mar-11		Mar-10		Dec-10		Growth Over	Growth Over
Particulars	Amt	%	Amt	%	Amt	%	Mar 11	Dec 10
Revenues	34301.97	100%	30529.03	100%	30535.18	100%	12%	12%
Material Consumed	21607.82	63%	19505.56	64%	18462.19	60%	11%	17%
Employees Cost	2097.07	6%	1476.05	5%	2042.25	7%	42%	3%
Operating expenditure	7495.94	22%	7022.19	23%	7006.53	23%	7%	7%
EBIDTA	3101.13	9%	2525.23	8%	3024.21	10%	23%	3%
Depreciation	868.14	3%	812.81	3%	843.31	3%	7%	3%
Interest and Finance Charges	774.56	2%	570.82	2%	682.79	2%	36%	13%
Profit before Tax	1458.43	4%	1141.61	4%	1498.11	5%	28%	-3%
Tax Expense	291.03	1%	434.89	1%	341.46	1%	-33%	-15%
Net Profit after Tax	1167.40	3%	706.72	2%	1156.65	4%	65%	1%

Performance at Glance

(` in lacs)

Particulars	2006-07	2007-08	2008-09	2009-10	2010-11
Net Sales	46492	75731	88909	102805	124909
Profit Before Tax	740	7785	1182	6589	7004
Profit After Tax	695	5736	610	4724	5246
Share Capital	857	1278	1278	1278	1492
Reserves and Surplus	12215	19521	19862	23839	34779
Shareholder's Funds	13072	20799	21140	25117	36271
Loan Funds	14746	32064	28520	27873	30212
Total Capital Employed	27818	52863	49660	52991	66483
Deffered Tax Liability	718	1200	1378	1352	1564
Gross Block	23854	40176	43696	45801	56633
Net Block	10977	22811	23288	22391	30255
Investments	1978	2898	2378	2429	2529
Net Current Assets	15582	28354	25373	29522	35263

Financial Performance %

Particulars	2006-07	2007-08	2008-09	2009-10	2010 - 11
Interest/Total Turnover	1.598	3.020	3.840	2.117	1.873
Profit Before Interest & Tax /Total Turnover	2.983	6.544	4.985	7.766	6.782
Profit Before Tax/Total Turnover	1.385	3.524	1.146	5.649	4.909
Net Profit After Tax /Total Turnover	1.391	2.407	0.591	4.050	3.677
Cash Profit /Total Turnover	4.473	5.020	3.611	6.808	5.985
Return on Capital Employed	6.622	14.462	10.037	17.649	16.199
Return on Net Worth	5.746	18.551	5.638	28.487	22.818

Balance Sheet Ratio

Particulars	2006-07	2007-08	2008-09	2009-10	2010-11
Debt-Equity	1.13	1.54	1.35	1.11	0.83
Debtors Turnover (days)	43.91	54.19	37.88	42.24	37.72
Inventory Turnover	49.88	77.04	55.93	55.53	65.65
Current Ratio	4.80	4.41	4.09	3.84	4.40
Quick Ratio	3.25	2.49	2.43	2.33	2.23
Depreciation/Gross Block (%)	6.85	6.01	7.23	7.16	6.31
Asset Turnover	4.84	3.54	3.92	4.78	4.84

Performance of Joint Venture & Subsidiary Companies

Name of the company	Currency	Year Ended Mar 11		Year Ended Mar 10	
		Turn Over	Net Profit/ (Loss)	Turn over	Net Profit/ (Loss)
NBSSPL	INR	3832.43	-65.93	3612.80	-807.27
CNPL	INR	0.29	-10.25		
NEPPL	SLR	12167.58	696.15	8128.80	652.42
	INR	4873.82	271.15	3260.37	236.41
NEMPL	SLR	235.90	17.00	294.42	20.85
	INR	94.53	6.46	118.82	2.16
NCB- FZE	AED	98.58	1.92	88.55	10.89
	INR	1214.41	14.52	1125.51	104.15
Total	INR	10015.48	215.95	8117.50	-464.55
Our share as per Consolidated Accounting Standard	INR	6871.00	95.00	6695.00	



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 Plastic Pvt. Ltd (Sri Lankan Subsidiary).



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

Plastics - Business Review

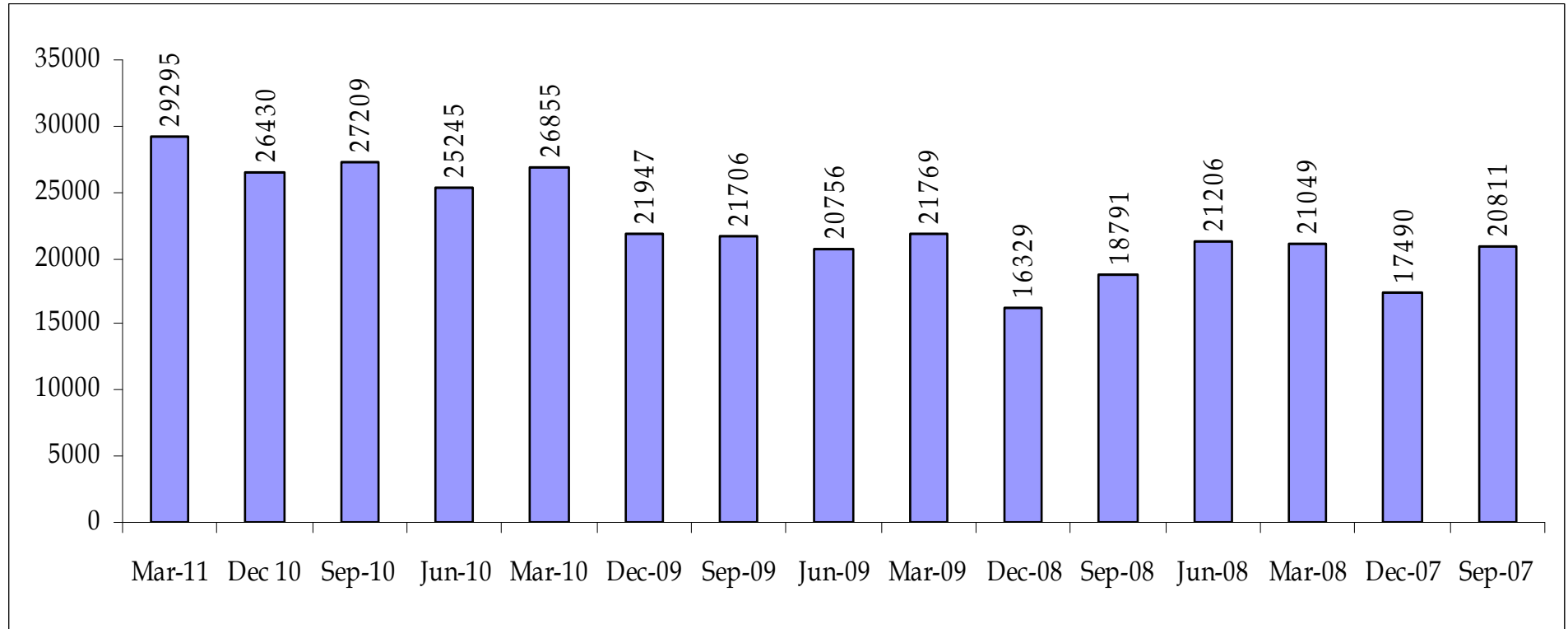
Plastics – Income Statement Summary

(Year Ended)

(` in lacs)

Particulars	% to Sales	Year Ended Mar 2011	% to Sales	Year Ended Mar 2010
I INCOME				
Gross Sales and Income from Sales		123268.19		102884.82
Less : Duties and Levies		15555.89		12037.89
Net Sales	100	107712.30	100	90846.93
Other Income		303.16		465.97
Total Income		108015.46		91312.90
II EXPENDITURE				
Materials consumed / Cost of goods traded	63.47	68367.04	61.92	56250.04
Employees Remuneration & Benefits	5.74	6183.57	5.10	4634.85
Operating & other expenses				
Stores, Spare Parts Consumed	1.34	1444.23	1.44	1306.78
Power & Fuel	3.22	3467.95	3.31	3005.47
Packing Material Consumed	0.82	885.65	0.76	689.58
Travelling Expenses	0.82	878.33	0.79	717.23
Carriage outward	4.97	5348.17	4.27	3877.95
Other Operating expenses	8.30	8936.45	8.24	7488.98
Financial Expenses	2.33	2510.89	2.60	2358.66
Depreciation	2.80	3017.28	3.27	2971.50
Total	93.81	101039.55	91.69	83301.04
Profit before Taxation	6.48	6975.91	8.82	8011.86

Plastics – Quarter Wise Net Sales (₹ in lacs)



Plastics – Income Statement Summary

Quarterly

(` in lacs)

Particulars	% to Sales	Quater Ended Mar 11	% to Sales	Quarer Ended Mar 10	% to Sales	Quarer Ended Dec 10
I INCOME						
Gross Sales ans Income from Sales		33563.46		30400.27		30173.82
Less : Duties and Levies		4335.23		3672.00		3918.69
Net Sales	100	29228.24	100	26728.27	100	26255.13
Other Income		67.08		104.68		
Total Income		29295.32		26832.95		26255.13
II EXPENDITURE						
Materials consumed / Cost of goods traded	64.63	18891.51	65.23	17434.18	61.95	16266.10
Employees Remuneration & Benefits	5.91	1727.74	4.56	1219.76	6.44	1691.89
Operating & other expenses						
Stores, Spare Parts Consumed	1.61	471.02	1.09	292.05	1.49	391.28
Power & Fuel	2.60	760.00	3.01	805.00	3.42	898.49
Packing Material Consumed	0.81	236.03	0.69	185.24	0.86	226.58
Travelling Expenses	0.77	224.11	0.83	222.25	0.89	232.81
Carriage outward	5.67	1658.56	4.40	1176.87	5.00	1314.05
Other Operating expenses	8.56	2501.54	10.11	2701.90	8.96	2352.23
Financial Expenses	2.48	726.19	1.99	531.74	2.44	641.35
Depreciation	2.74	800.50	2.81	750.62	2.94	770.93
Total	95.79	27997.19	94.73	25319.61	94.40	24785.71
Profit before Taxation	4.44	1298.12	5.66	1513.34	5.60	1469.42

@home – Business Review

@home -Income Statement Summary (Yearly)

(` in lacs)

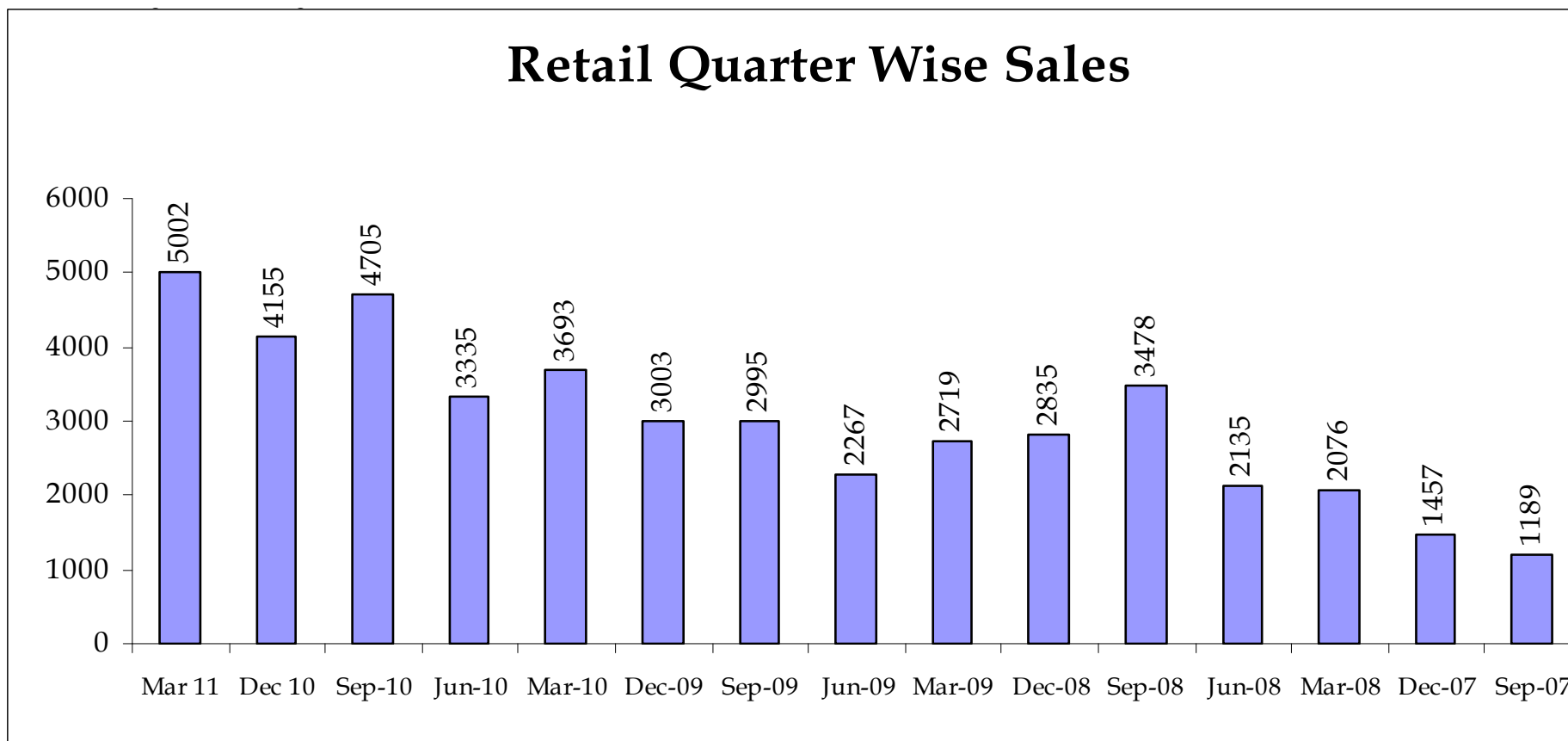
	Year Ended Mar 11		Year Ended Mar 10	
PARTICULAR	Amt	%	Amt	%
I INCOME				
Gross Sales ans Income from Sales	19087.58		13277.77	
Less : Duties and Levies	1891.02		1319.68	
Net Sales	17196.56	100%	11958.08	100%
Other Income	18.40		10.93	
TOTAL SALES TURNOVER	17214.96	100%	11969.02	100%
II EXPENDITURE				
MATERIAL CONSUMED	9118.43	53%	6594.91	55%
EMPLOYEES REMUNERATION	1394.33	8%	1025.71	9%
OPERATING EXP				
Operating & other expenses	6236.29	36%	5414.53	45%
Financial Expenses	162.17	1%	110.96	1%
Depreciation	275.89	2%	246.00	2%
TOTAL	17187.11		13392.11	
PROFIT BEFORE TAXATION	27.85	0%	-1423.09	-12%

@home -Income Statement Summary (Quarterly)

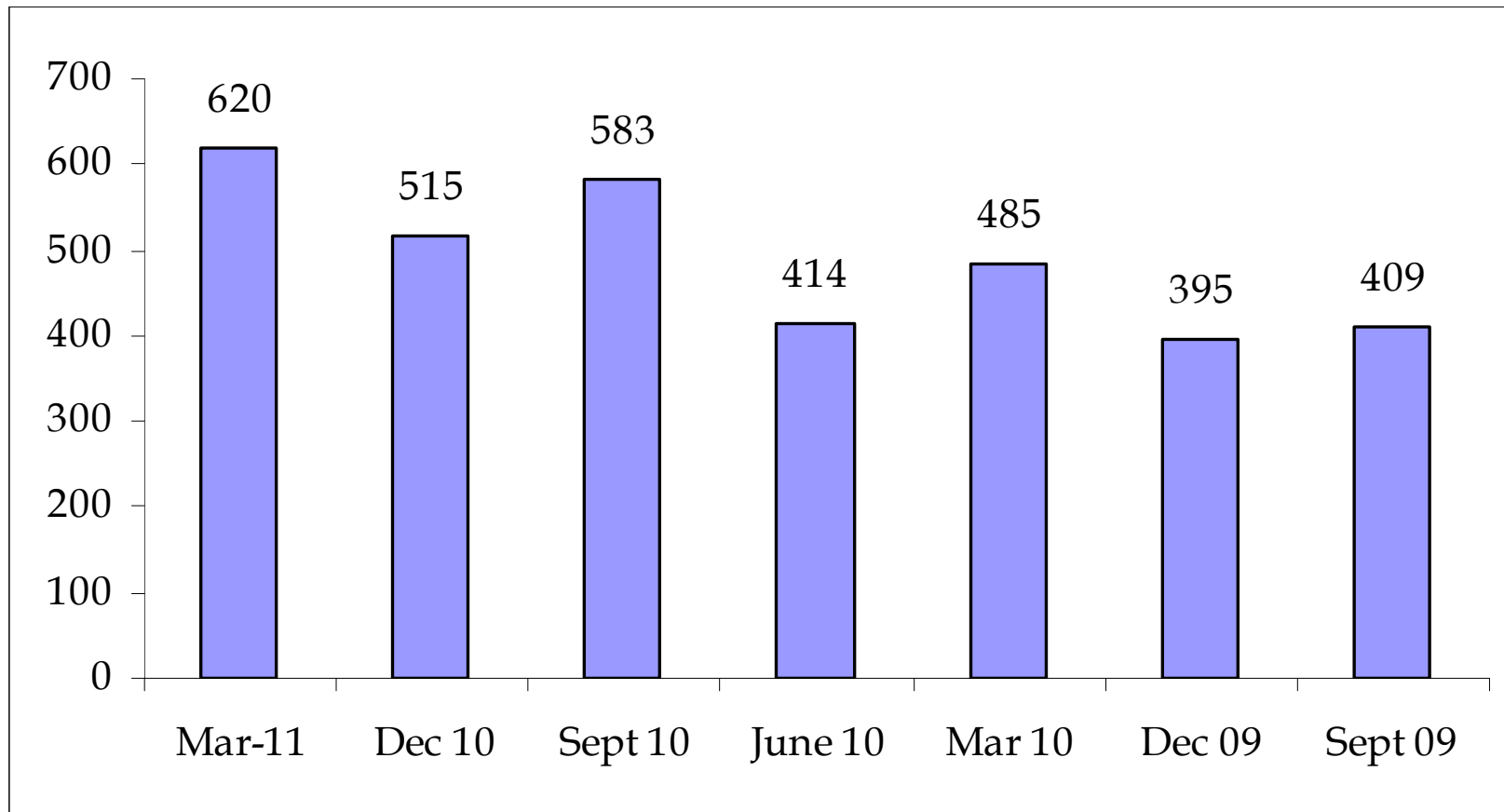
(` in lacs)

	Quarter Ended Mar 11		Quarter Ended Mar 10		Quarter Ended Dec 10	
PARTICULAR	Amt	%	Amt	%	Amt	%
I INCOME						
Gross Sales ans Income from Sales	5544.01		4092.49		4617.94	
Less : Duties and Levies	542.16		399.75		463.15	
Net Sales	5001.85	100%	3692.75	100%	4154.79	100%
Other Income	4.80		3.33		4.94	
TOTAL SALES TURNOVER	5006.65	100%	3696.08	100%	4159.73	100%
II EXPENDITURE						
MATERIAL CONSUMED	2716.31	54%	2071.38	55%	2196.09	55%
EMPLOYEES REMUNERATION	369.33	7%	256.28	9%	350.36	9%
OPERATING EXP						
Operating & other expenses	1644.69	33%	1638.88	44%	1591.09	38%
Financial Expenses	48.37	1%	39.08	1%	41.44	1%
Depreciation	67.64	1%	62.18	2%	72.38	2%
TOTAL	4846.34		4067.80		4251.36	
PROFIT BEFORE TAXATION	160.31	3%	-371.73	-10%	-91.63	-2%

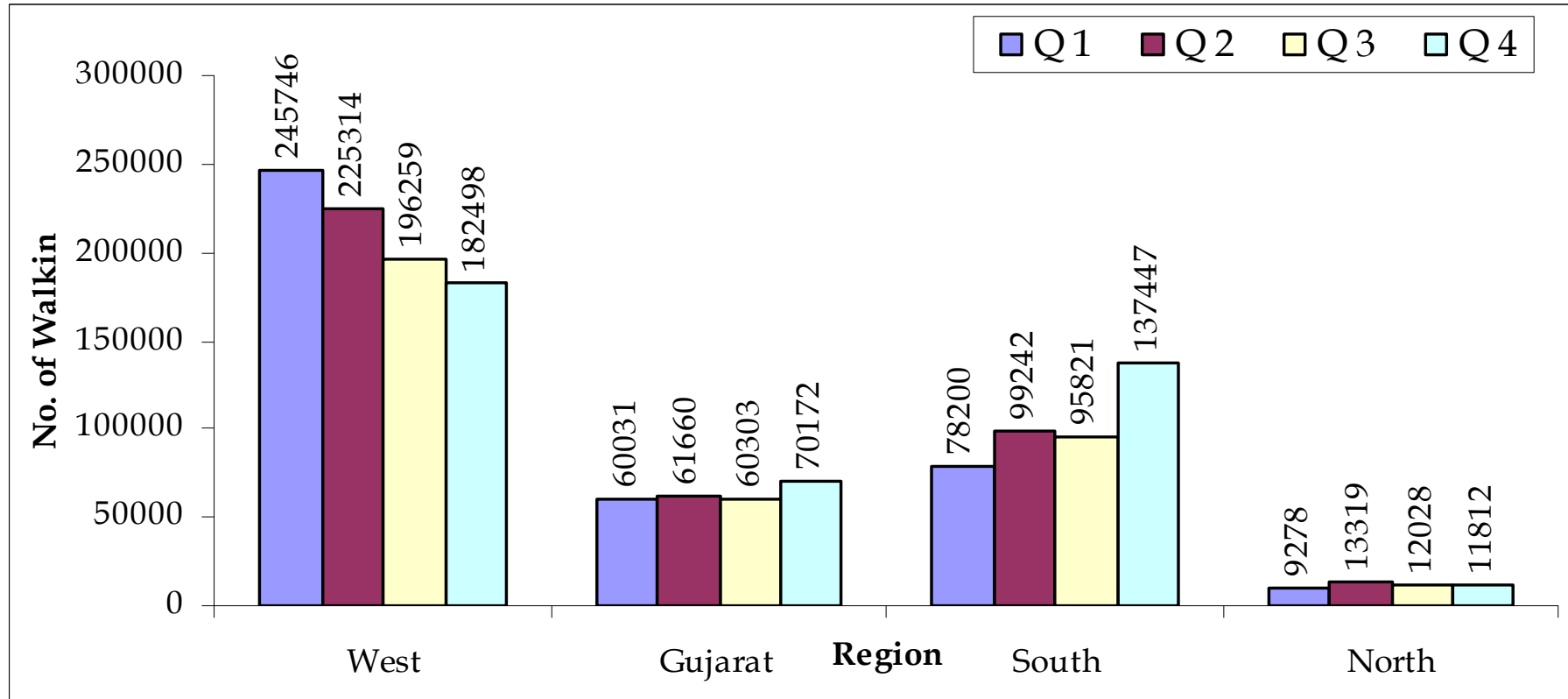
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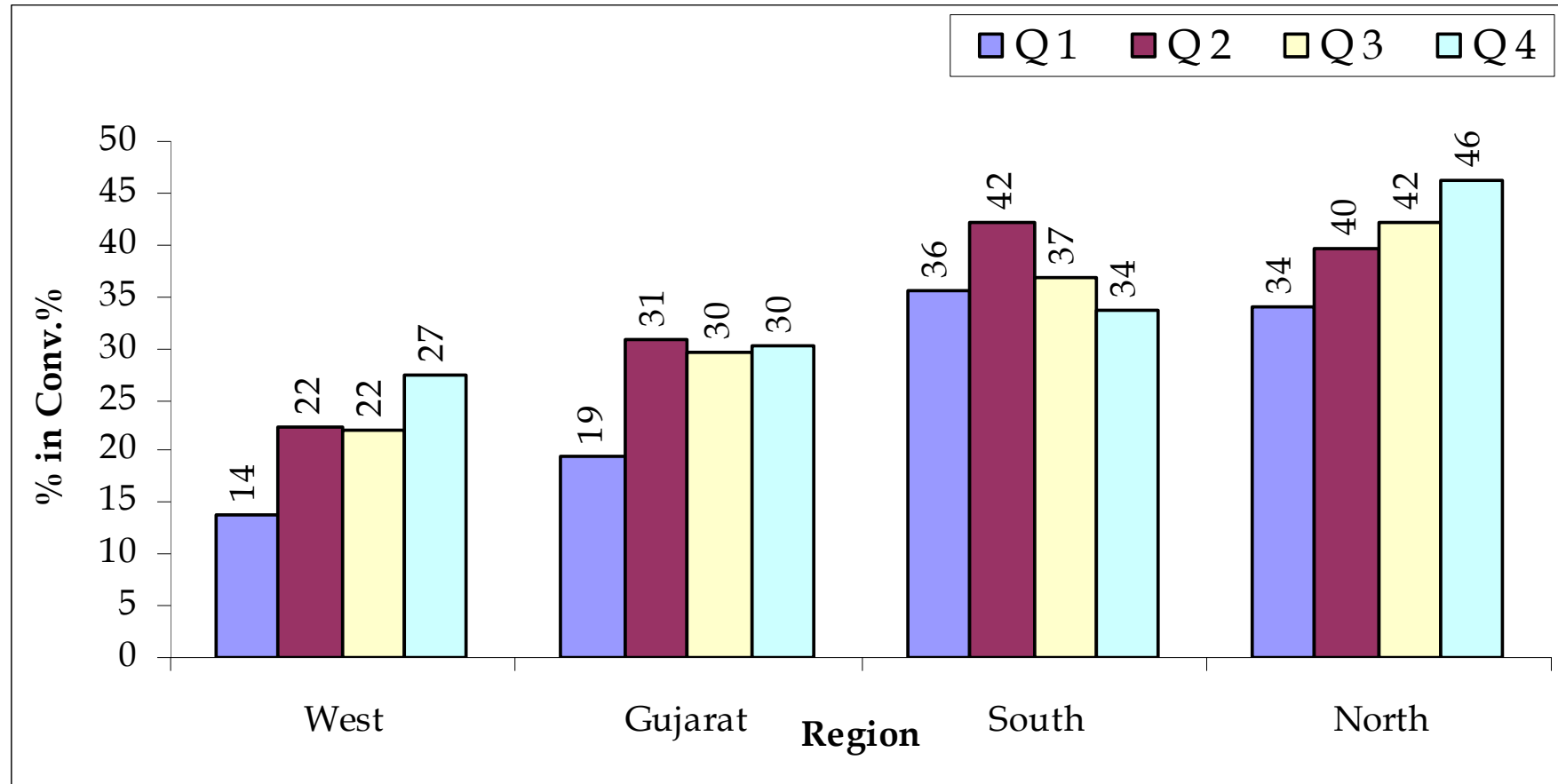
Sales Per Sq. ft. per month



Region Wise Quarter Wise Walkin



@home – Region Wise Quarter Wise Conv. %





Thank you