

# FINANCIAL PERFORMANCE 2011 - 12

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# Highlights

(₹ in lacs)

<b>Particulars</b>	<b>% of Growth compare to corresponding period</b>	<b>Quarter Ended Mar 12</b>	<b>Quarter Ended Mar 11</b>	<b>% of Growth compare to corresponding period</b>	<b>Year Ended 31.03.12</b>	<b>Year Ended 31.03.11</b>
Total Revenue - Gross	21.86%	47831.05	39250.24	14.88%	164297.77	143012.37
Total Revenue - Net	21.23%	41670.30	34372.86	14.45%	143710.17	125565.46
EBIDT	26.70%	4025.95	3177.59	13.59%	15127.63	13318.32
Interest	36.93%	1165.33	851.02	31.34%	3968.43	3021.39
Depreciation	22.75%	1065.61	868.14	22.91%	4047.77	3293.16
PBT	23.08%	1795.00	1458.43	1.54%	7111.44	7003.76
PAT	23.47%	1441.37	1167.40	6.11%	5566.29	5245.78 3

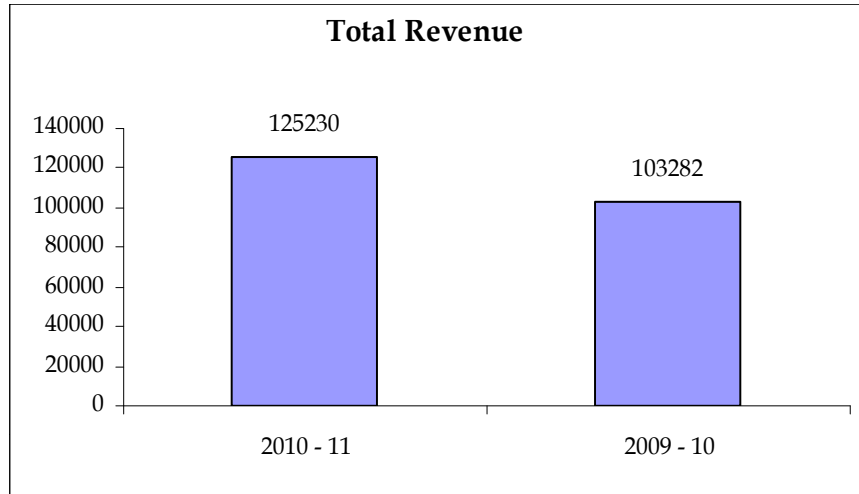
# Financial Results (Yearly)

(₹In lacs)

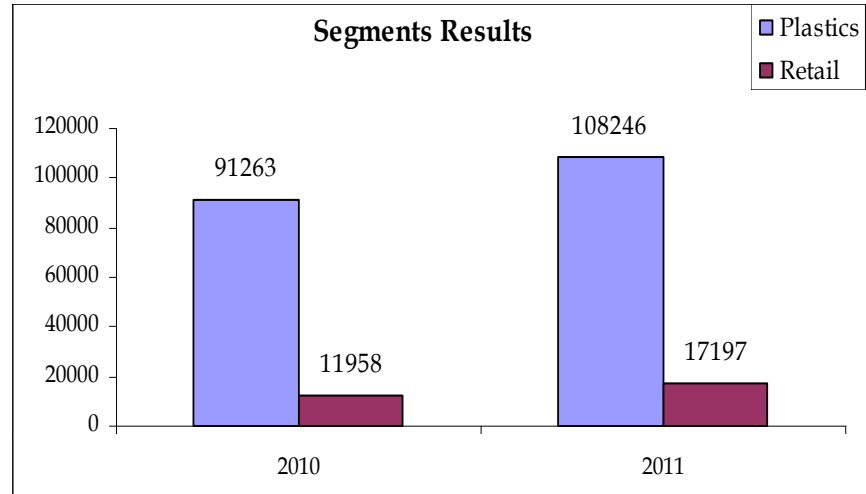
Particulars	Year Ending 31st March 2012			Year Ending 31st March 2011		
	Plastic	@home	Total	Plastic	@home	Total
Net Sales	124334	19127	143461	107955	17215	125170
EBIDTA	15194	-66	15128	12852	466	13318
% of Net sales	12.22	-0.35	10.55	11.90	2.71	10.64
PBT	7663	-552	7111	6976	28	7004
PAT			5566			5246
% of Net Sales			3.39			3.67

Particulars	Quarter ending			Quarter ending			Quarter ending		
	31st March 12			31st Mar 11			31st Dec 11		
	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total
<b>Net Sales</b>	36,057	5,489	41,546	29,295	5,007	34,302	29,969	4,345	34,314
<b>EBIDT</b>	4,133	(107)	4,026	2,901	276	3,177	3,824	(148)	3,676
<b>% Net sales</b>	11	(2)	10	10	6	9	13	(3)	11
<b>PBT</b>	2,040	(245)	1,795	1,298	160	1,458	1,921	(261)	1,660
<b>PAT</b>			1,441			1,167			1,357
<b>% to Net Sale</b>			3			3			4

# Performance Snapshot (Yearly)

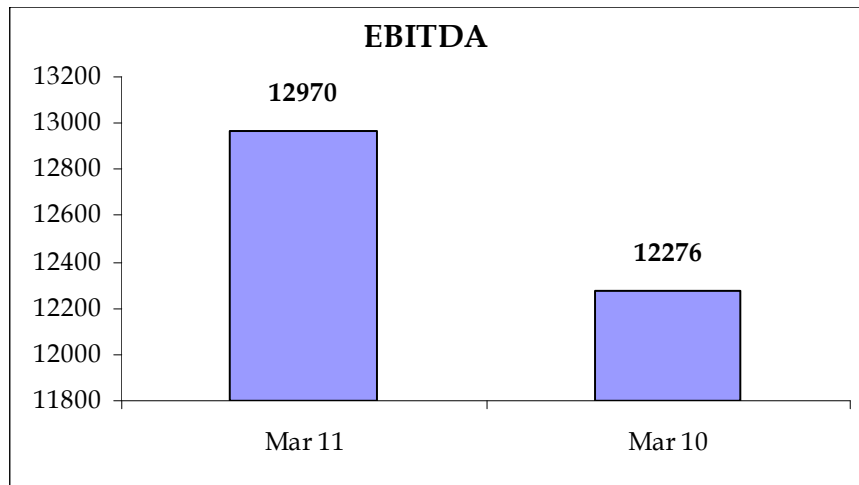


**YoY Growth : 21%**

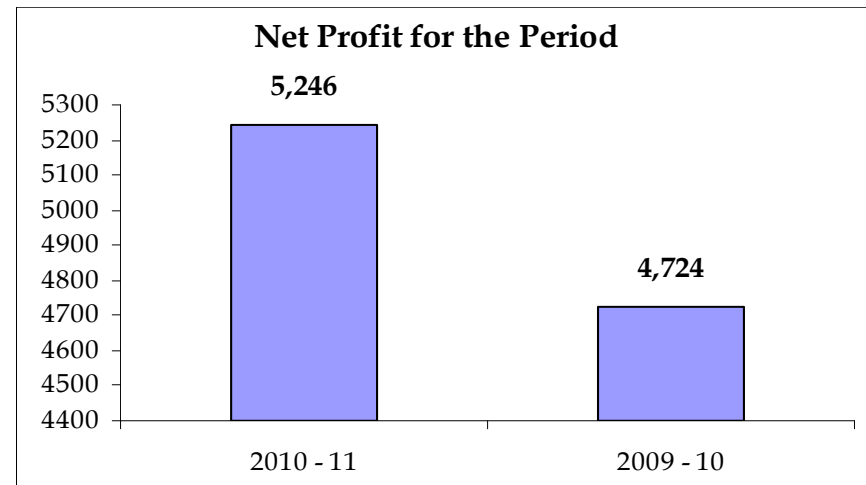


**Plastics YoY Growth : 19%**

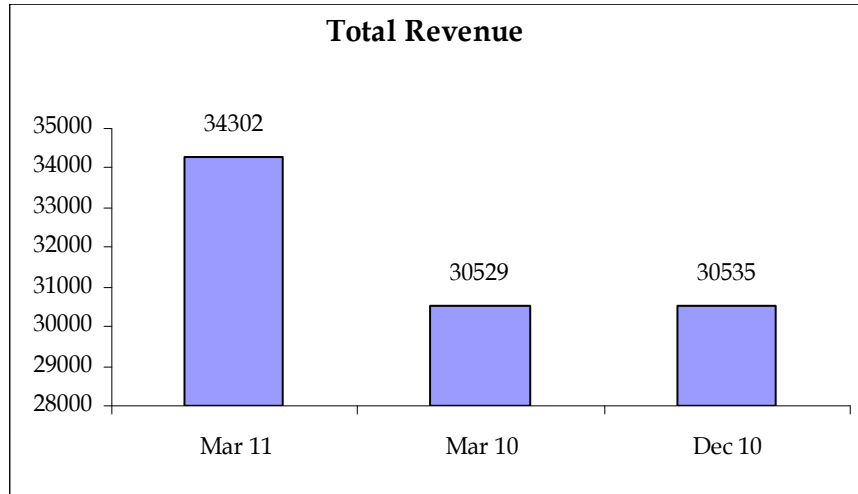
**Retail YoY Growth : 44%**



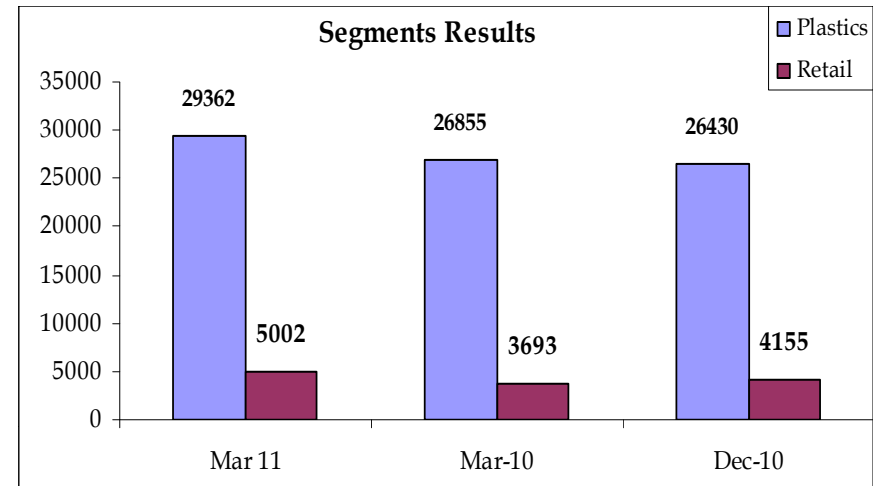
**YoY Growth : 6%**



**YoY Growth : 11%**

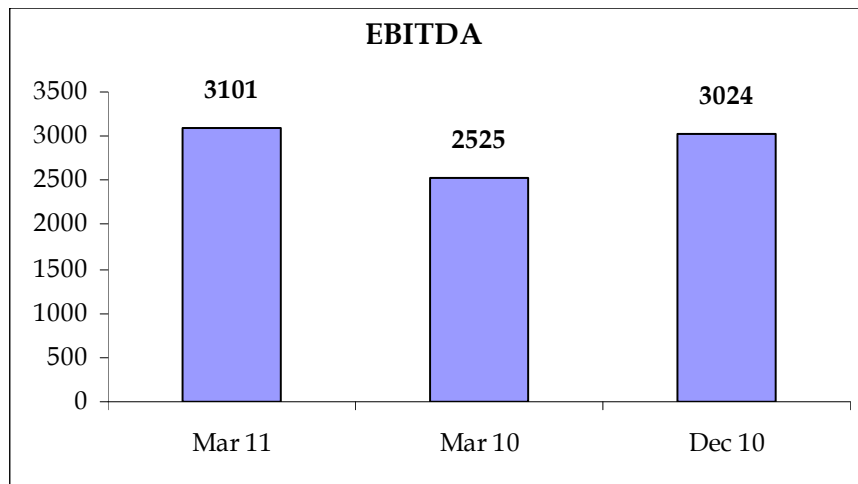


**YoY Growth : 12% QoQ Growth : 12%**

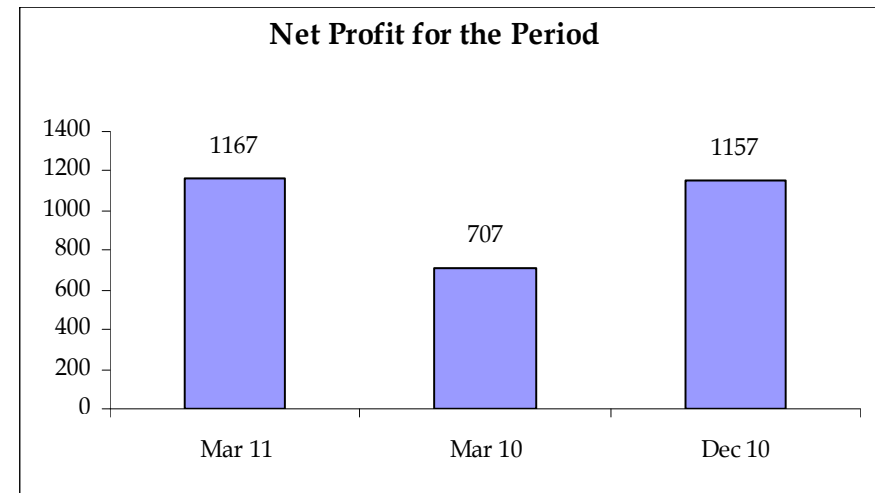


**Plastics YoY Growth : 9%; QoQ Growth : 11%**

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



**YoY Growth : 23% QoQ Growth : 3%**



**YoY Growth : 65% QoQ Growth : 1%**

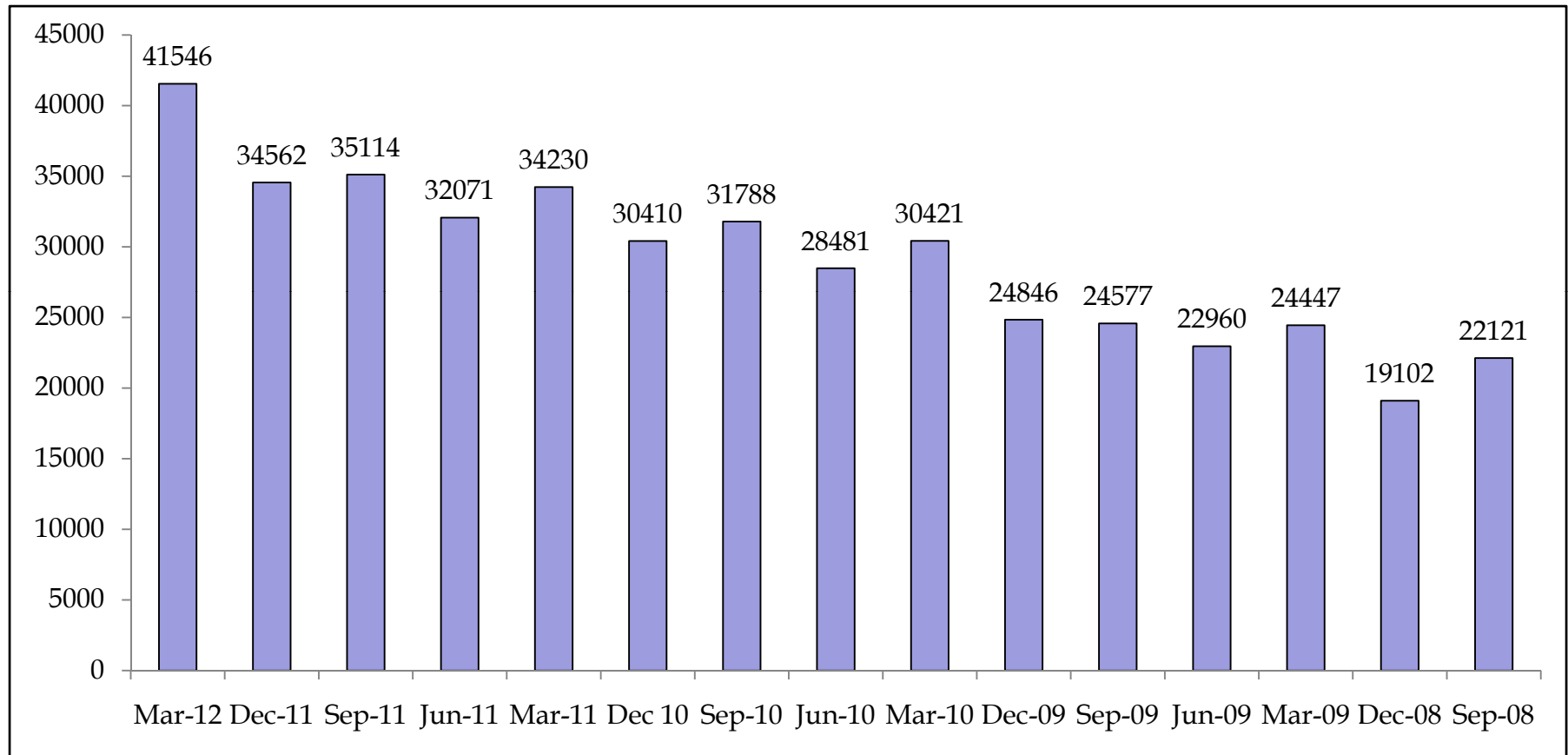
# Balance Sheet Summary

Particulars	As at 31st March, 2012	As at 31st March, 2011	Particulars	As at 31st March, 2012	As at 31st March, 2011
<b>EQUITY AND LIABILITIES</b>			<b>ASSETS</b>		
<b>Shareholders' Funds</b>			<b>Non-current Assets</b>		
(a) Share Capital	1,492.25	1,492.25	(a) Fixed Assets		
(b) Reserves and Surplus	39,651.94	34,085.64	(i) Tangible assets	32,364.83	25,221.59
<b>Non-current liabilities</b>			(ii) Intangible assets	357.47	603.34
(a) Long term borrowings	11,042.48	7,068.57	(iii) Capital work-in-progress	509.22	3,823.09
(b) Deferred tax liability (net)	1,847.21	1,564.33	(iv) Intangible Assets under development	-	127.62
(c) Long term provisions	414.19	310.20	(b) Non-current investments	2,529.59	2,529.59
<b>Current Liabilities</b>			(c) Long-term loans and advances	5,059.15	4,276.62
(a) Short term borrowings	21,556.93	19,397.98	<b>Current assets</b>		
(b) Trade Payables [Refer note 32]	8,476.13	6,321.28	(a) Inventories	27,291.19	22,467.78
(c) Other current liabilities	8,910.31	8,506.28	(b) Trade Receivables	19,569.13	14,743.61
(d) Short term provisions	1,277.54	1,576.79	(c) Cash and Bank Balance	2,045.79	2,572.19
			(d) Short-term loans and advances	4,585.89	3,943.08
			(e) Other current assets	356.72	14.81
<b>TOTAL</b>	<b>94,668.98</b>	<b>80,323.32</b>	<b>TOTAL</b>	<b>94,668.98</b>	<b>80,323.32</b>



# Quarterly Net Sales

(₹ in lacs)



## Income Statement Summary (Yearly)

(₹ in lacs)

Particulars	Year Ended Mar 12		Year Ended Mar 11		Growth Over
	Amt	%	Amt	%	
<b>Revenues</b>	<b>143710.17</b>	<b>100%</b>	<b>125565.45</b>	<b>100%</b>	<b>14%</b>
Consumption of Raw Material	87725.52	61%	77485.47	62%	13%
Employees Cost	9002.27	6%	7577.90	6%	19%
Operating expenditure	31854.74	22%	27218.62	22%	17%
<b>EBIDTA</b>	<b>15127.64</b>	<b>11%</b>	<b>13283.46</b>	<b>11%</b>	<b>14%</b>
Depreciation	4047.77	3%	3293.16	3%	23%
Interest and Finance Charges (net)	3968.43	3%	2673.06	2%	48%
Profit Before Tax	7111.44	5%	7003.76	6%	2%
Tax Expense	1545.14	1%	1757.98	1%	-12%
<b>Net Profit After Tax</b>	<b>5566.30</b>	<b>4%</b>	<b>5245.78</b>	<b>4%</b>	<b>6%</b> 10

# Income Statement Summary (Quarterly)

(₹ in lacs)

Particulars	Mar-12		Mar-11		Dec-11		Growth Over	Growth Over
	Amt	%	Amt	%	Amt	%	Mar 11	Dec 11
<b>Revenues</b>	<b>41670.30</b>	<b>100%</b>	<b>34372.86</b>	<b>100%</b>	<b>34578.88</b>	<b>100%</b>	<b>21%</b>	<b>21%</b>
Material Consumed	26508.16	64%	21607.82	63%	20855.45	60%	23%	27%
Employees Cost	2267.38	5%	2097.07	6%	2284.94	7%	8%	-1%
Operating expenditure	8868.82	21%	7490.38	22%	7913.12	23%	18%	12%
<b>EBIDTA</b>	<b>4025.94</b>	<b>10%</b>	<b>3177.59</b>	<b>9%</b>	<b>3525.37</b>	<b>10%</b>	<b>27%</b>	<b>14%</b>
Depreciation	1065.61	3%	868.14	3%	1059.76	3%	23%	1%
Interest and Finance Charges	1165.33	3%	851.02	2%	806.06	2%	37%	45%
Profit before Tax	1795.00	4%	1458.43	4%	1659.55	5%	23%	8%
Tax Expense	353.63	1%	291.03	1%	302.88	1%	22%	17%
<b>Net Profit after Tax</b>	<b>1441.37</b>	<b>3%</b>	<b>1167.40</b>	<b>3%</b>	<b>1356.67</b>	<b>4%</b>	<b>23%</b>	<b>6%</b>

## Performance at Glance

(₹ in lacs)

Particulars	2007-08	2008-09	2009-10	2010-11	2011-12
Net Sales	75731	88909	102805	125170	143461
Profit Before Tax	7785	1182	6589	7004	7111
Profit After Tax	5736	610	4724	5246	5566
Share Capital	1278	1278	1278	1492	1492
Reserves and Surplus	19521	19862	23839	34086	39652
Shareholder's Funds	20799	21140	25117	35578	41144
Loan Funds	32064	28520	27873	30248	36167
Total Capital Employed	52863	49660	52991	65824	77311
Deffered Tax Liability	1200	1378	1352	1564	1847
Gross Block	40176	43696	45801	56153	63382
Net Block	22811	23288	22391	29776	33232
Investments	2898	2378	2429	2530	2530
Net Current Assets	28354	25373	29522	35083	43397
Finance Charges	2692	3963	2470	3021	3968

## Financial Performance %

Particulars	2007-08	2008-09	2009-10	2010 - 11	2011 - 12
Interest/Total Turnover	3.02	3.84	2.12	2.11	2.42
Profit Before Interest & Tax /Total Turnover	6.54	4.99	7.77	7.01	6.74
Profit Before Tax/Total Turnover	3.52	1.15	5.65	4.90	4.33
Net Profit After Tax /Total Turnover	2.41	0.59	4.05	3.67	3.39
Cash Profit /Total Turnover	5.02	3.61	6.81	5.97	5.85
Return on Capital Employed	20.89	8.92	14.02	13.92	13.32
Return on Net Worth	33.87	2.91	20.42	17.29	14.51

## Balance Sheet Ratio

Particulars	2007-08	2008-09	2009-10	2010-11	2011-12
Debtors Turnover (days)	54	38	42	39	45
Inventory Turnover	77	56	56	66	69
Asset Turnover (Times)	4	4	5	5	4

# Performance of Joint Venture & Subsidiary Companies

Name of the company	Currency	Year Ended Mar 12		Year Ended Mar 11	
		Turn Over	Net Profit / (Loss)	Turn over	Net Profit / (Loss)
NBSSPL	INR	4882.00	492.00	3852.00	-66.00
CNPL	INR	794.00	105.00	0.29	-10.00
NEPPL	SLR	13730.00	769.00	12168.00	696.00
	INR	5778.00	366.00	4873.00	271.00
NCB- FZE	AED	107.00	8.00	99.00	2.00
	INR	1398.00	119.00	1214.00	15.00
<b>Total</b>	<b>INR</b>	<b>12852.00</b>	<b>1082.00</b>	<b>9939.00</b>	<b>210.00</b>
Our share	INR		696.00		183.00

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

# Plastics - Business Review

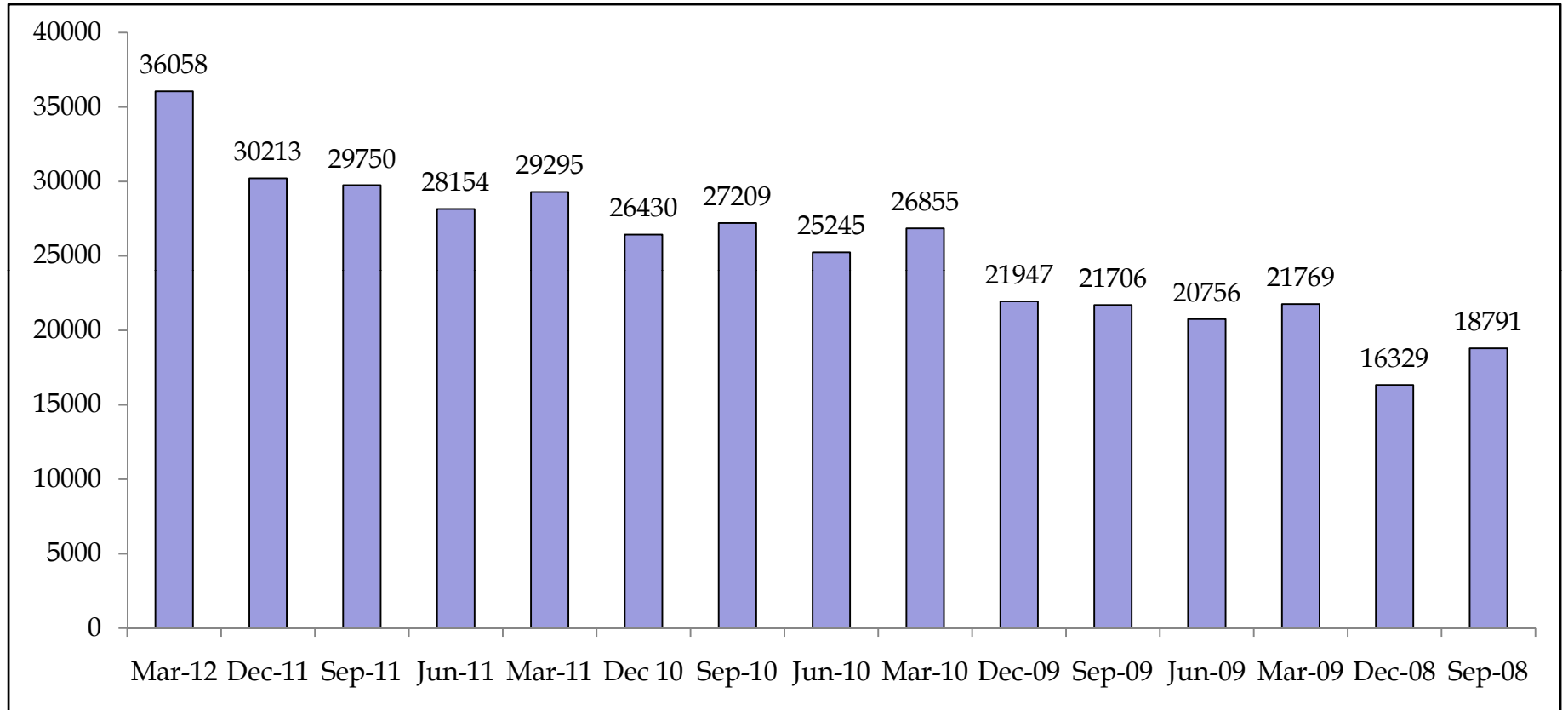


# Plastics – Income Statement Summary

(Year Ended)

(₹ in lacs)

Particulars	% to Sales	Year Ended Mar 2011	% to Sales	Year Ended Mar 2010
<b>I INCOME</b>				
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
<b>Total Income</b>		<b>108015.46</b>		<b>91312.90</b>
<b>II EXPENDITURE</b>				
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
<b>Operating &amp; other expenses</b>				
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
<b>Total</b>	<b>93.81</b>	<b>101039.55</b>	<b>91.69</b>	<b>83301.04</b>
<b>Profit before Taxation</b>	<b>6.48</b>	<b>6975.91</b>	<b>8.82</b>	<b>8011.86</b>



# 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
<b>I INCOME</b>						
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		
<b>Total Income</b>		<b>29295.32</b>		<b>26832.95</b>		<b>26255.13</b>
<b>II EXPENDITURE</b>						
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
<b>Operating &amp; other expenses</b>						
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
<b>Total</b>	<b>95.79</b>	<b>27997.19</b>	<b>94.73</b>	<b>25319.61</b>	<b>94.40</b>	<b>24785.71</b>
<b>Profit before Taxation</b>	<b>4.44</b>	<b>1298.12</b>	<b>5.66</b>	<b>1513.34</b>	<b>5.60</b>	<b>1469.42</b>

# @home – Business Review

# @home – Income Statement Summary (Yearly)

(₹ in lacs)

PARTICULAR	Year Ended Mar 12		Year Ended Mar 11	
	Amt	%	Amt	%
<b>I INCOME</b>				
Gross : Sales and Income from Sales	21,293.45		19,087.58	
Less : Duties and Levies	2,166.95		1,891.02	
Net Sales	19,126.49	100%	17,196.56	100%
Other Income	0.60	0%	18.40	0%
<b>TOTAL SALES TURNOVER</b>	<b>19,127.10</b>		<b>17,214.96</b>	
<b>II EXPENDITURE</b>				
MATERIAL CONSUMED	10,111.07	53%	9,118.43	53%
EMPLOYEES REMUNERATION	1,636.07	9%	1,394.33	8%
<b>OPERATING EXP</b>				
RENT	2,239.90	12%	1,865.77	11%
ELECTRICITY	480.38	3%	394.01	2%
ADVERTISEMENT	1,409.36	7%	1,398.62	8%
TRANSPORTATION	652.19	3%	527.30	3%
OTHER OPERATING EXP	2,580.64	13%	1,985.08	12%
EMI SUBVANTION CHARGES ON FINANCE SCHEME	87.64	0%	65.50	0%
CREDIT CARD EXP	131.23	1%	126.18	1%
OTHER FINANCIAL EXP	39.11	0%	35.99	0%
DEPRECIATION	311.20	2%	275.89	2%
<b>TOTAL</b>	<b>19,678.78</b>	<b>103%</b>	<b>17,187.11</b>	<b>100%</b>
<b>PROFIT BEFORE TAXATION</b>	<b>(551.69)</b>	<b>-3%</b>	<b>27.85</b>	<b>0%</b>

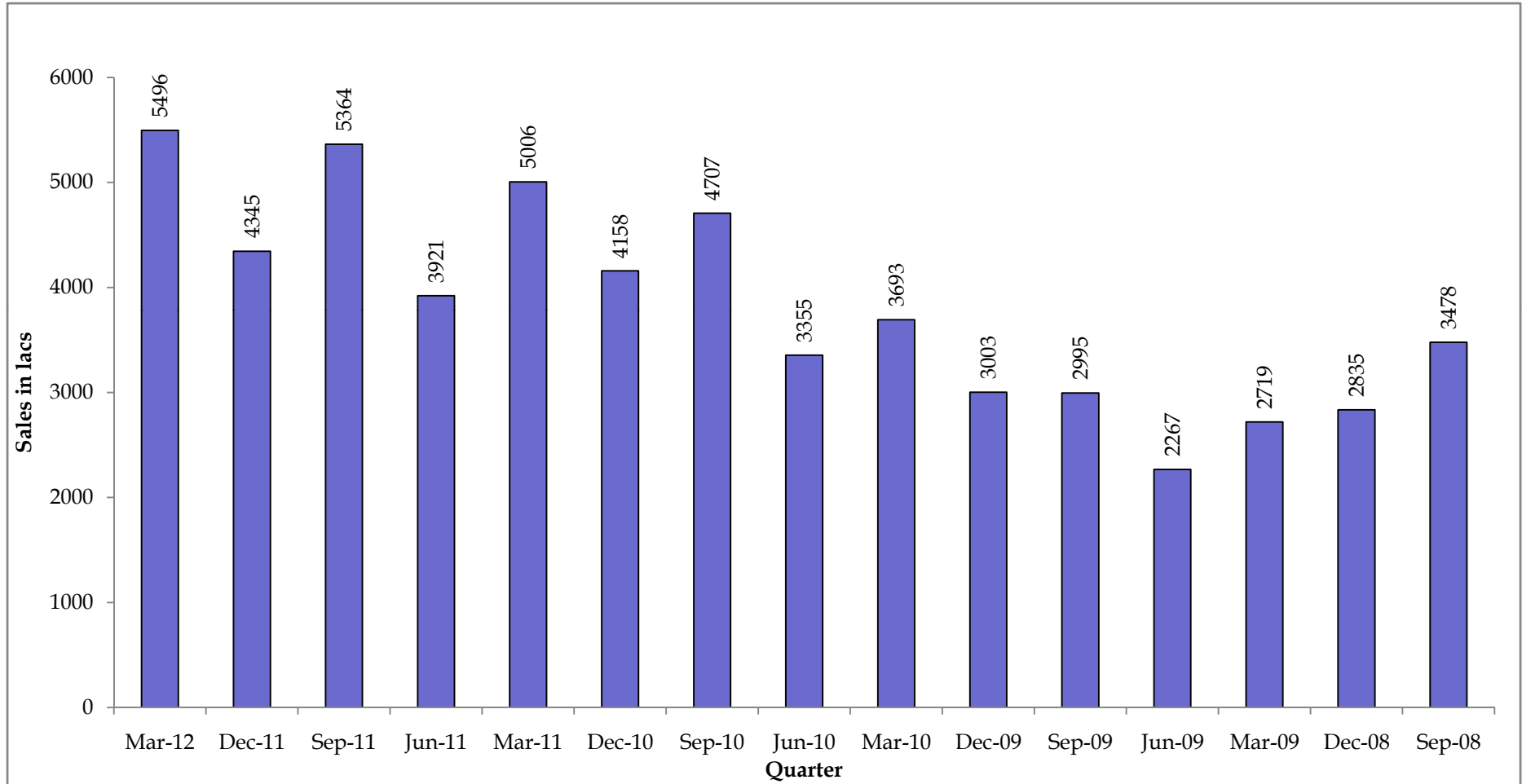
# @home – Income Statement Summary (Quarterly)

(₹ in lacs)

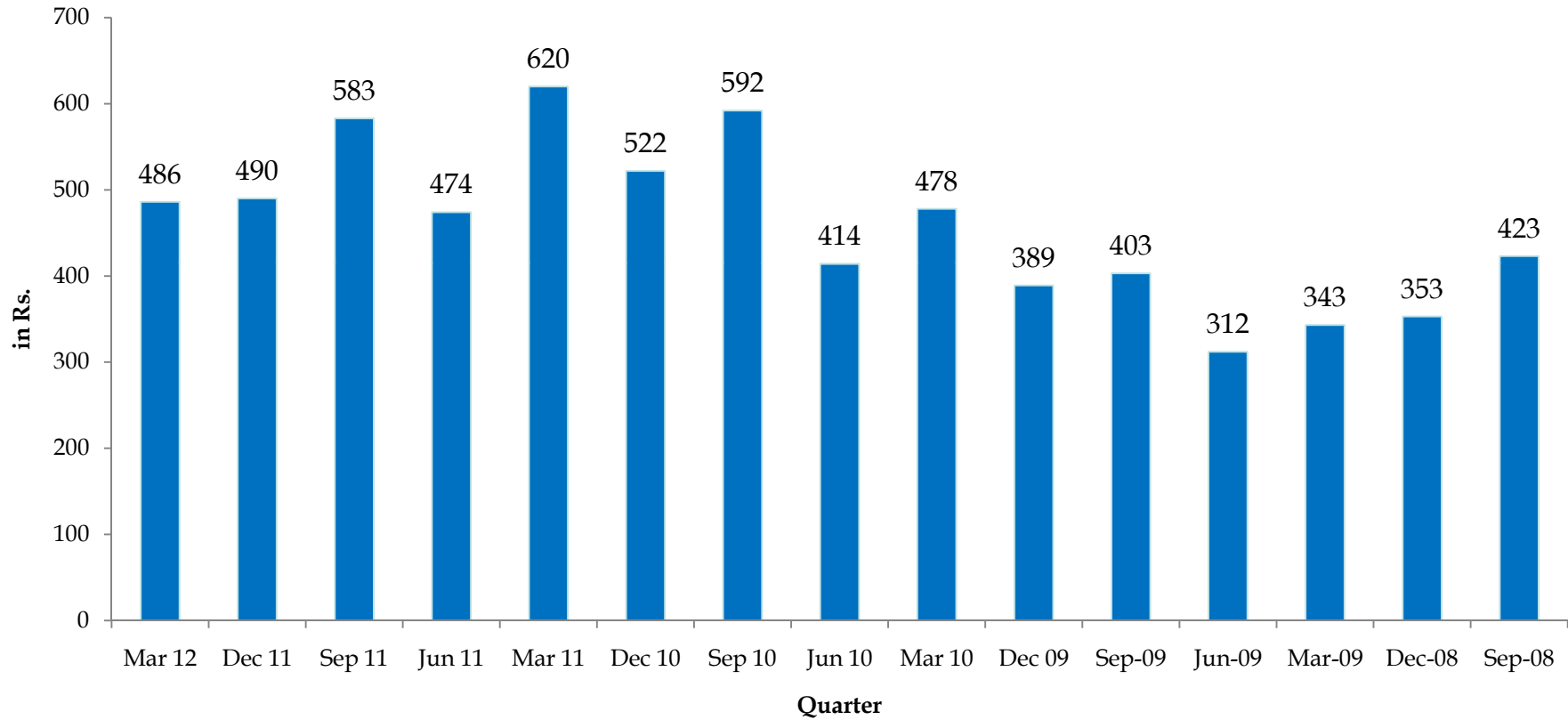
PARTICULAR	Qtr Ended Mar 12		Qtr Ended Mar 11		Qtr Ended Dec 11	
	Amt	%	Amt	%	Amt	%
<b>I INCOME</b>						
Gross : Sales and Income from Sales	6,155.73		5,548.81		4,840.56	
Less : Duties and Levies	667.01		542.16		491.91	
Net Sales	5,496.07	100%	5,006.65	100%	4,345.16	100%
Other Income	1.46	0%	0.24	0%	3.48	0%
<b>TOTAL SALES TURNOVER</b>	<b>5,490.18</b>		<b>5,006.89</b>		<b>4,348.98</b>	
<b>II EXPENDITURE</b>						
MATERIAL CONSUMED	3,032.99	55%	2,716.31	54%	2,192.22	50%
EMPLOYEES REMUNERATION	394.69	7%	369.33	7%	429.59	10%
<b>OPERATING EXP</b>						
RENT	639.75	12%	429.90	9%	565.86	13%
ELECTRICITY	131.10	2%	85.66	2%	111.04	3%
ADVERTISEMENT	400.26	7%	378.30	8%	373.52	9%
TRANSPORTATION	193.88	4%	196.84	4%	156.82	4%
OTHER OPERATING EXP	774.88	14%	527.26	11%	654.98	15%
EMI SUBVANTION CHARGES ON FINANCE SCHEME	29.94	1%	26.73	1%	12.52	0%
CREDIT CARD EXP	35.98	1%	37.12	1%	30.27	1%
OTHER FINANCIAL EXP	15.42	0%	12.84	0%	4.53	0%
DEPRECIATION	86.73	2%	67.64	1%	78.79	2%
<b>TOTAL</b>	<b>5,734.17</b>	<b>104%</b>	<b>4,846.34</b>	<b>97%</b>	<b>4,610.53</b>	<b>106%</b>
<b>PROFIT BEFORE TAXATION</b>	<b>(245.45)</b>	<b>-4%</b>	<b>160.31</b>	<b>3%</b>	<b>(261.56)</b>	<b>22-6%</b>

# Retail Quarter Wise Sales

(₹ in lacs)



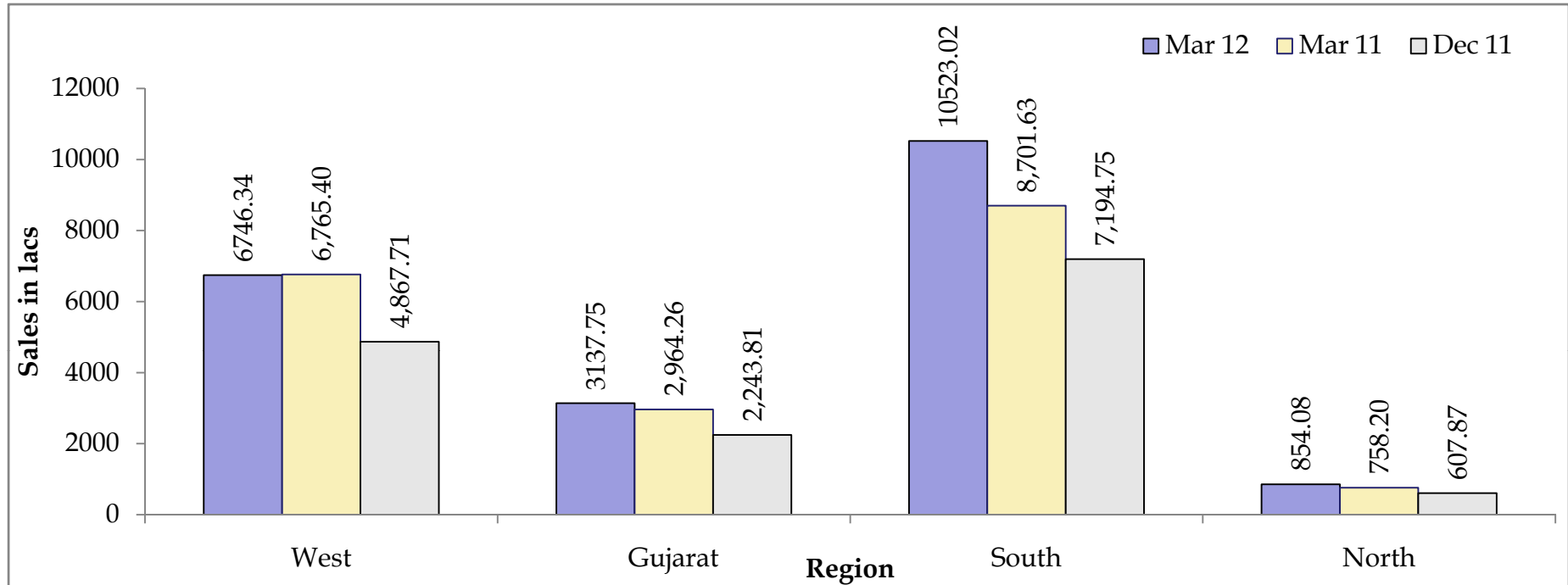
# Sales Per Sq. ft. per month





# Region Wise Quarter Wise Sales

(₹ in lacs)



No. of Stores

8

3

8

1

Area (Sq.ft.)

108801

45461

178304

21100

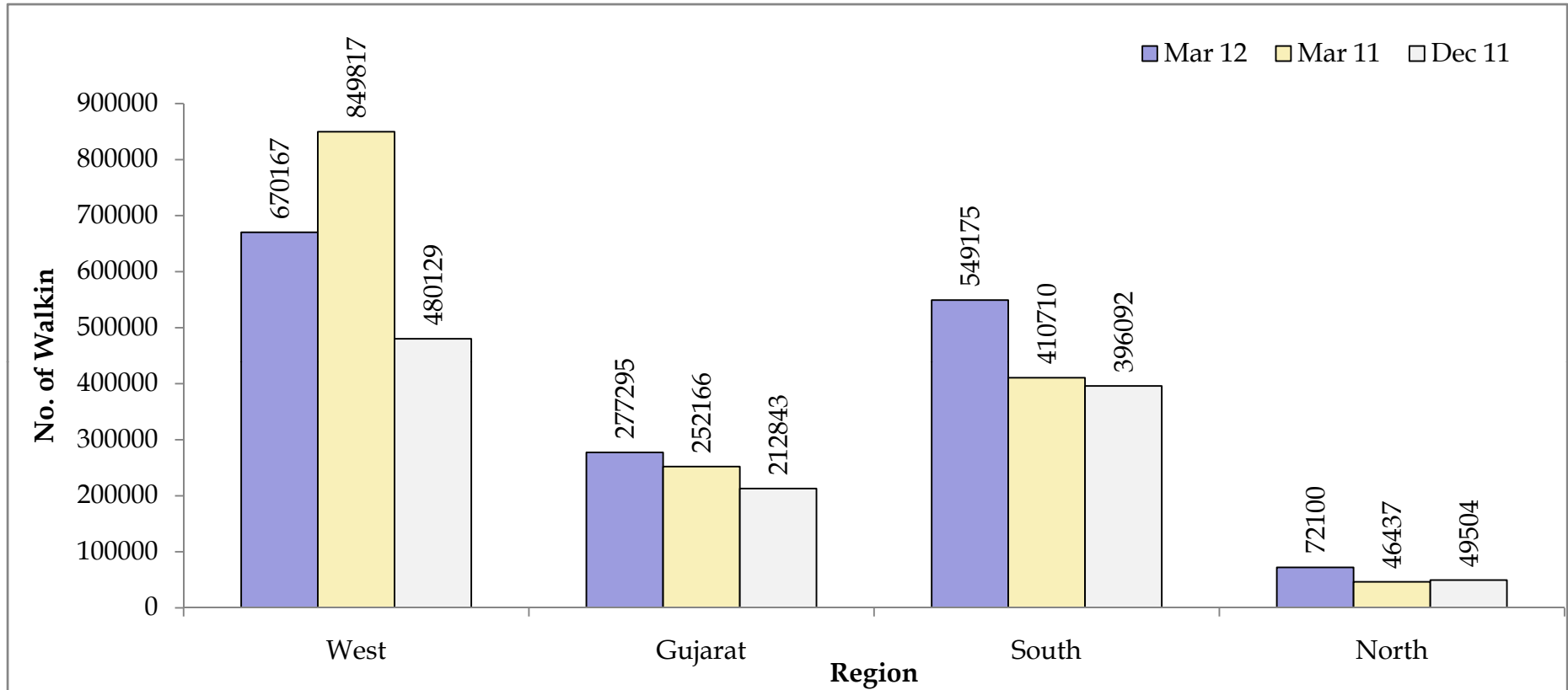
**West - YOY Growth : 0%, QoQ Growth: 39%**

**Gujarat - YOY Growth : 6%, QoQ Growth: 40%**

**South - YOY Growth : 21%, QoQ Growth: 46%**

**North - YOY Growth : 13%, QoQ Growth: 41%**

# Region Wise Quarter Wise Walkin



**West - YOY Growth : -21%, QoQ Growth: 40%**

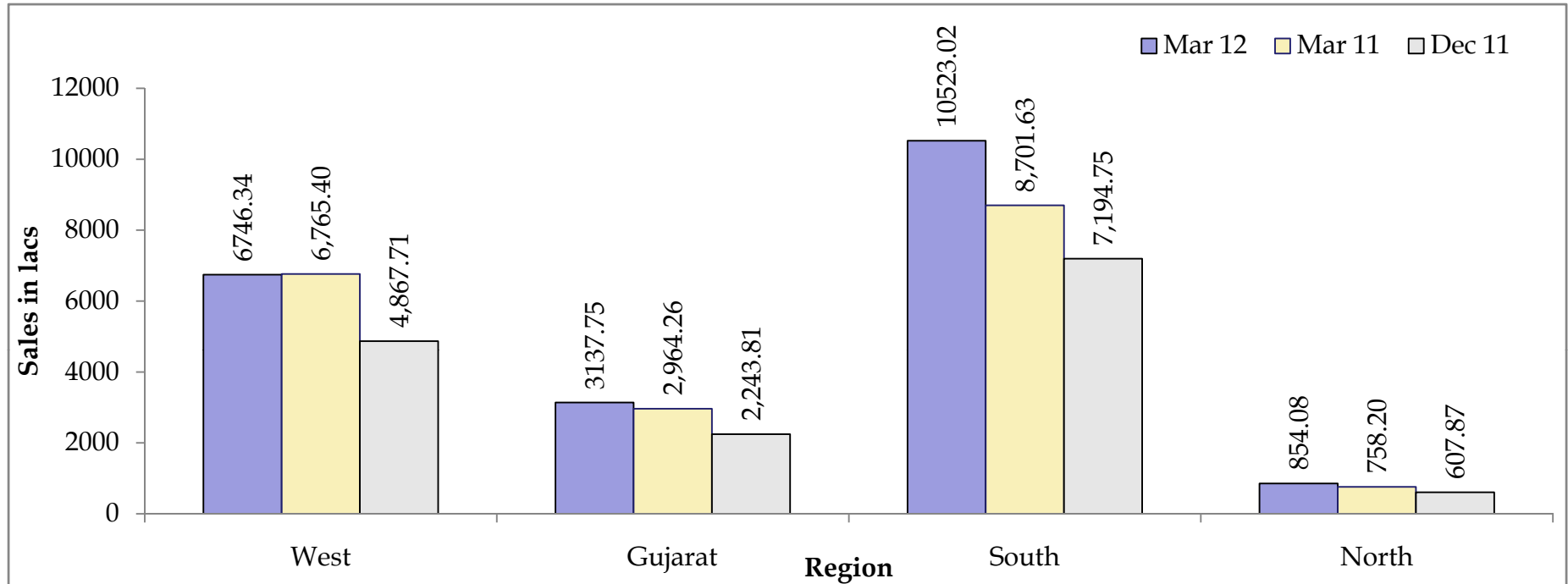
**Gujarat - YOY Growth : 10%, QoQ Growth: 30%**

**South - YOY Growth : 34%, QoQ Growth: 39%**

**North - YOY Growth : 55%, QoQ Growth: 46%**

# Region Wise Quarter Wise Sales

(₹ in lacs)



No. of Stores

8

3

8

1

Area (Sq.ft.)

108801

45461

178304

21100

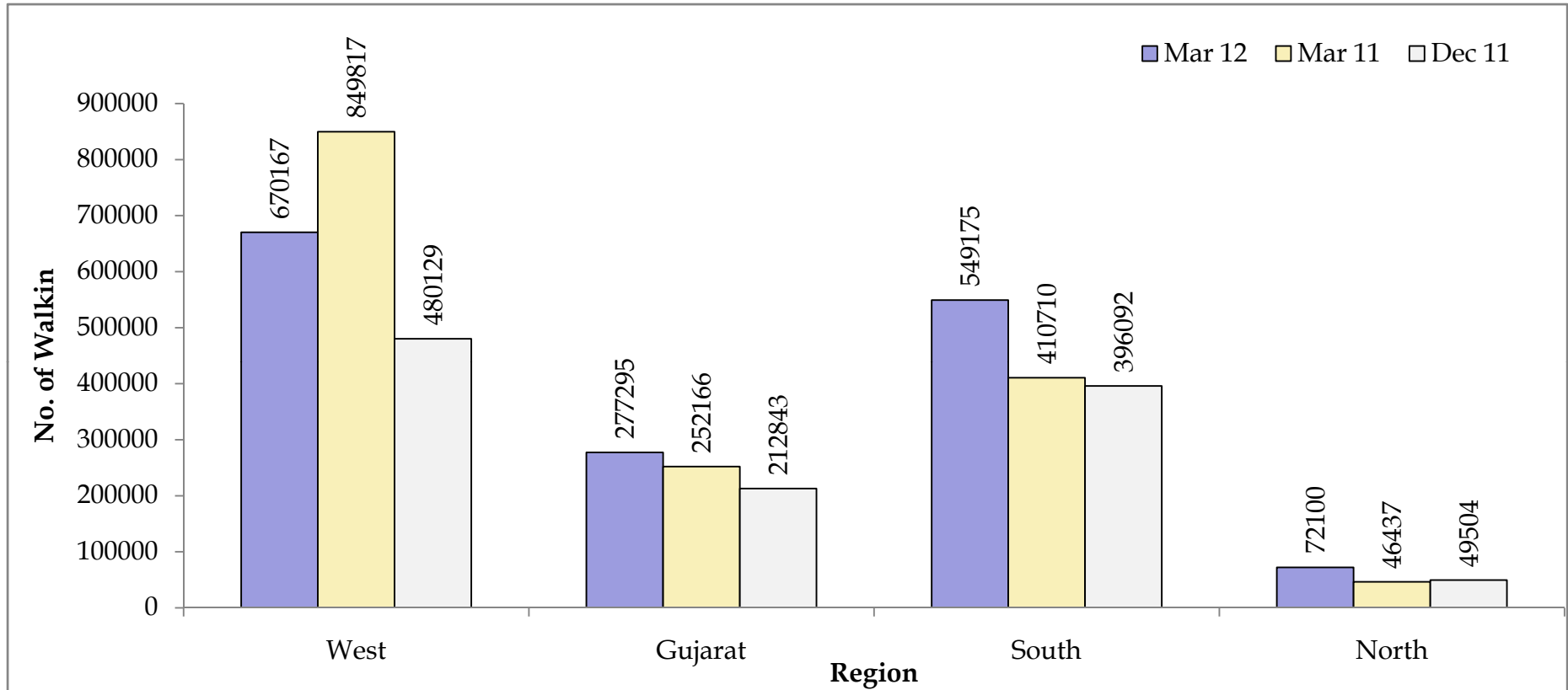
**West - YOY Growth : 0%, QoQ Growth: 39%**

**Gujarat - YOY Growth : 6%, QoQ Growth: 40%**

**South - YOY Growth : 21%, QoQ Growth: 46%**

**North - YOY Growth : 13%, QoQ Growth: 41%**

# Region Wise Quarter Wise Walkin



**West - YOY Growth : -21%, QoQ Growth: 40%**

**Gujarat - YOY Growth : 10%, QoQ Growth: 30%**

**South - YOY Growth : 34%, QoQ Growth: 39%**

**North - YOY Growth : 55%, QoQ Growth: 46%**



Thank you