

# FINANCIAL PERFORMANCE 2013 - 14

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(₹ in Crores)

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

(₹ 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	<b>Income From Operations</b>				
	(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
	<b>Total Income from operations (net)</b>	<b>1,654.77</b>	<b>1,610.66</b>	<b>1,752.25</b>	<b>1,702.19</b>
2	<b>Expenses</b>				
	(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
	<b>Total Expensees</b>	<b>1,558.74</b>	<b>1,528.22</b>	<b>1,647.40</b>	<b>1,612.43</b>
3	<b>Profit from Operations before Other income, Finance Cost and Exceptional Items (1-2)</b>	<b>96.03</b>	<b>82.44</b>	<b>104.85</b>	<b>89.76</b>
4	<b>Other Income</b>	<b>3.53</b>	<b>4.19</b>	<b>3.56</b>	<b>2.76</b>
5	<b>Profit from ordinary activities before finance costs and Exceptional Items (3+4)</b>	<b>99.55</b>	<b>86.63</b>	<b>108.41</b>	<b>92.51</b>
6	<b>Finance Cost</b>	<b>41.42</b>	<b>42.97</b>	<b>42.51</b>	<b>44.93</b>
7	<b>Profit from ordinary activities after finance costs and but before Exceptional Items (5-6)</b>	<b>58.13</b>	<b>43.65</b>	<b>65.90</b>	<b>47.58</b>
8	<b>Exceptional Items</b>	-	-	-	-

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# Performance Snapshot (Contd....)

(₹ in Crores)

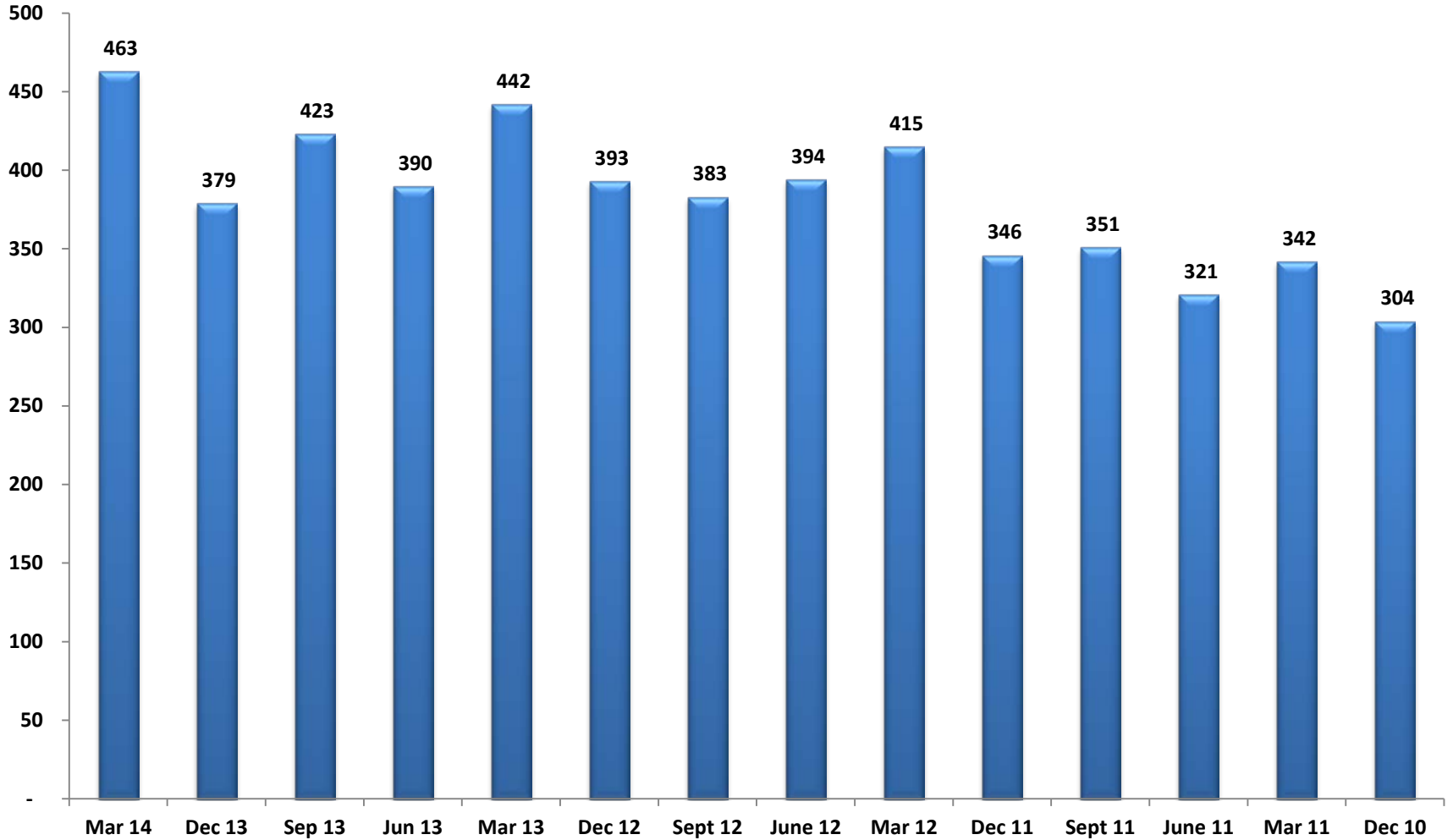
Sr. No	Particulars	Standalone		Consolidated	
		Current Year ended Mar 14	Previous Year ended Mar 13	Current Year ended Mar 14	Previous Year ended Mar 13
		Audited	Audited	Audited	Audited
9	Profit from Ordinary Activities before Tax (7-8)	58.13	43.65	65.90	47.58
10	Tax Expense	18.10	12.46	18.33	9.72
11	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 (Face Value of ₹ 10/- per Share)	14.92	14.92	14.92	14.92
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	<b>PARTICULARS OF SHAREHOLDING</b>				
1	<b>Public Shareholding:</b>				
	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	<b>Promoters and Promoter Group Shareholding</b>				
	(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

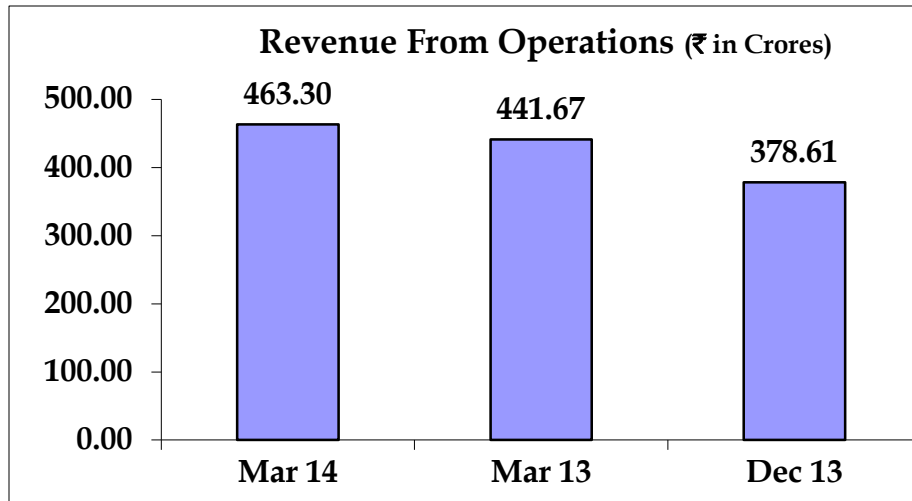
(₹ in Crores)

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	<b>Segment Revenue</b>				
	(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
	<b>Total</b>	<b>1,665.15</b>	<b>1,623.48</b>	<b>1,766.37</b>	<b>1,718.76</b>
	<b>Less: Inter Segment Revenue</b>	<b>10.38</b>	<b>12.82</b>	<b>14.12</b>	<b>16.57</b>
	<b>Net Income from Operations</b>	<b>1,654.77</b>	<b>1,610.66</b>	<b>1,752.25</b>	<b>1,702.19</b>
2	<b>Segment Results</b>				
	(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
	<b>Total</b>	<b>113.15</b>	<b>99.08</b>	<b>121.62</b>	<b>99.95</b>
	<b>Less:</b>				
	<b>Interest &amp; Finance Charges (Net)</b>	<b>41.42</b>	<b>42.97</b>	<b>42.51</b>	<b>44.93</b>
	<b>Other Un-allocable expenditure net of un-allocable income</b>	<b>13.60</b>	<b>12.45</b>	<b>13.74</b>	<b>8.16</b>
	<b>Total Profit before Tax</b>	<b>58.13</b>	<b>43.65</b>	<b>65.38</b>	<b>46.86</b>
3	<b>Capital Employed [Segment Assets -Segment Liabilities]</b>				
	(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)

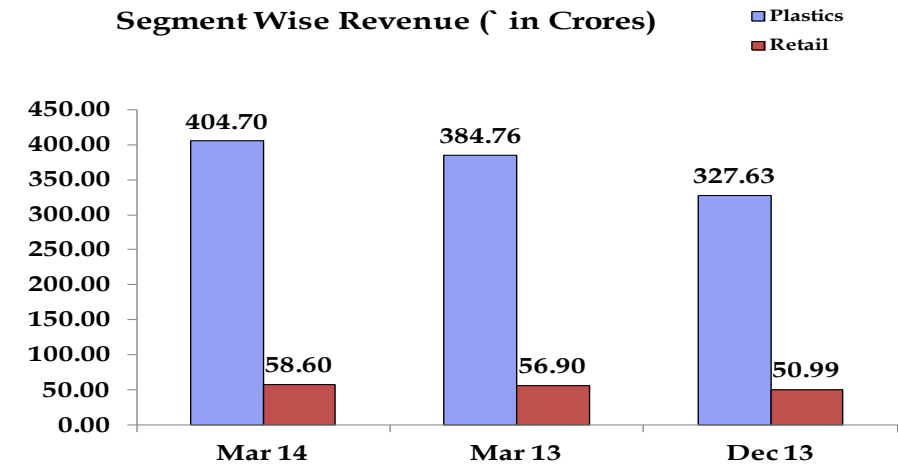
# Quarterly Net Sales (Company)



# Performance Snapshot (Quarterly)

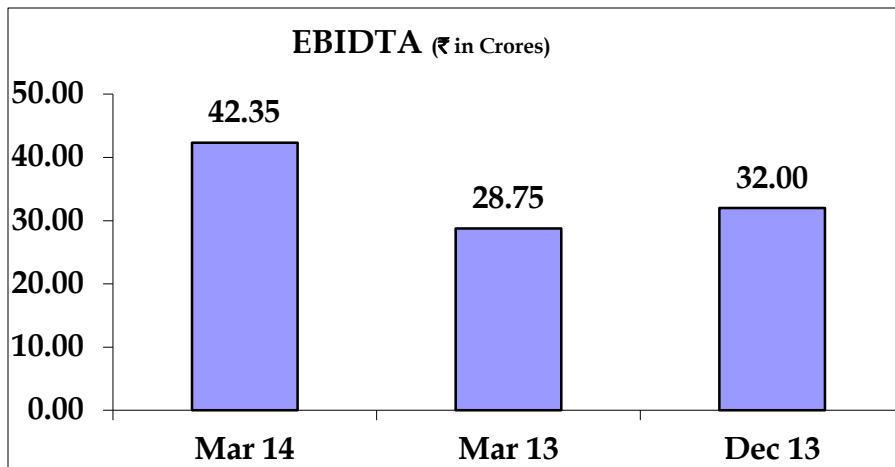


**YoY Growth : 5% QoQ Growth : 22%**



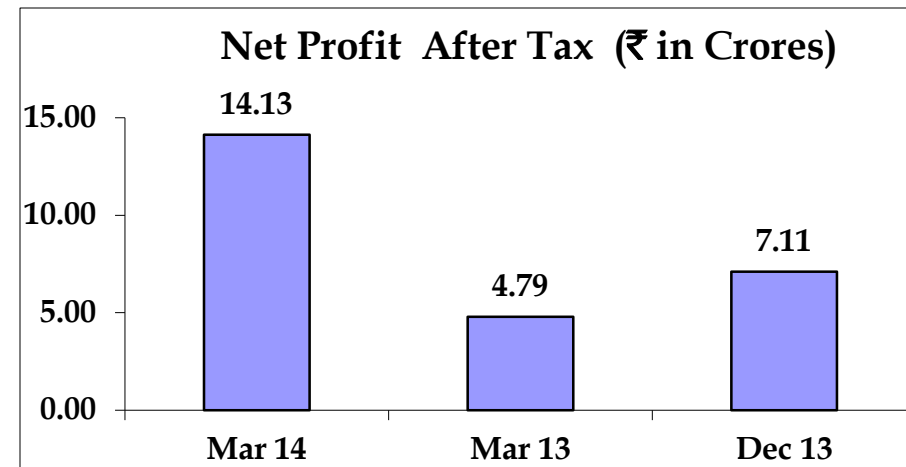
**Plastics YoY Growth : 5%; QoQ Growth : 24%**

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



**YoY Growth : 47%**

**QoQ Growth: 32%**

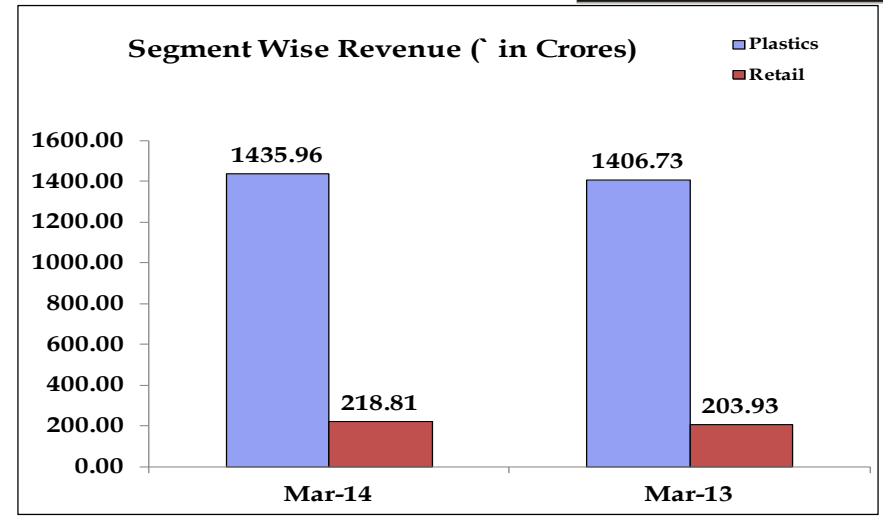
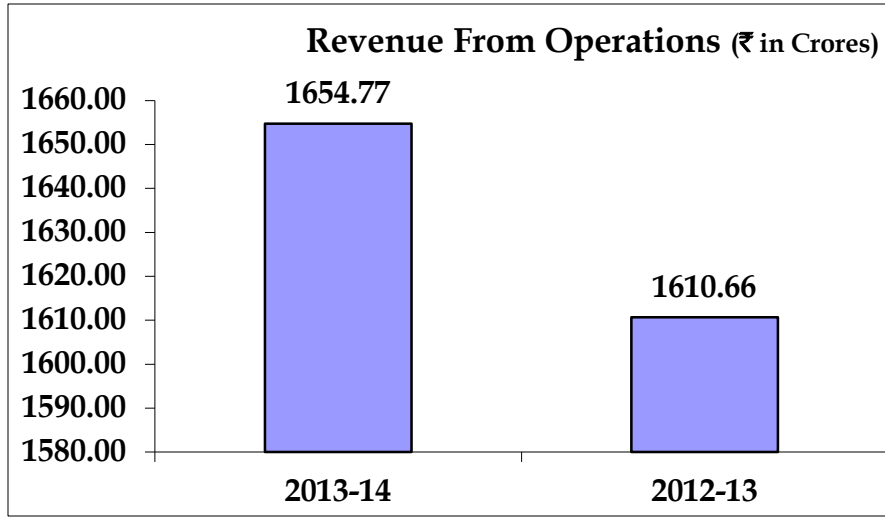


**YoY Growth : 195%**

**QoQ Growth : 99%**



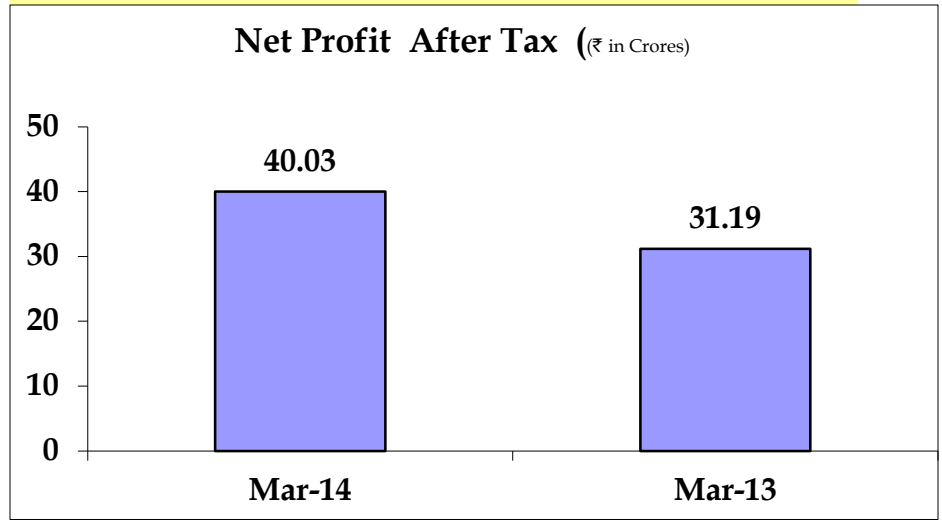
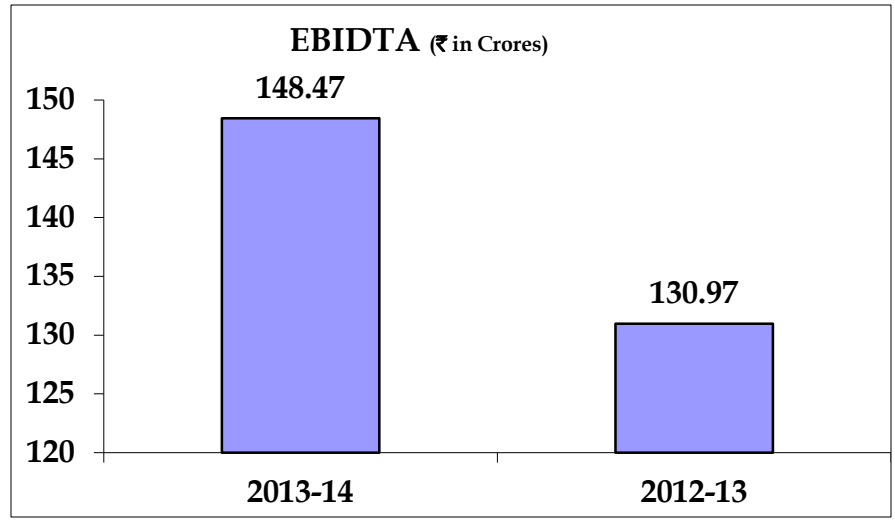
# Performance Snapshot (Yearly)



**YoY Growth : 3%**

**Plastics YoY Growth : 2%**

**Retail YoY Growth : 7%**



**YoY Growth : 13%**

**YoY Growth : 28%**

# Income Statement Summary (Quarterly)

(₹ in Crores)

Particulars	Quarter ended Mar 14		Quarter ended Mar 13		Quarter ended Dec 13		Growth/ (De-Growth) Over	
	Amt	%	Amt	%	Amt	%	Mar 13	Dec 13
<b>Revenues</b>	<b>463.39</b>	<b>100%</b>	<b>443.34</b>	<b>100%</b>	<b>379.57</b>	<b>100%</b>	<b>5%</b>	<b>22%</b>
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%
<b>EBIDTA</b>	<b>42.35</b>	<b>9%</b>	<b>28.75</b>	<b>6%</b>	<b>32.00</b>	<b>8%</b>	<b>47%</b>	<b>32%</b>
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%
<b>Net Profit after Tax</b>	<b>14.13</b>	<b>3%</b>	<b>4.79</b>	<b>1%</b>	<b>7.11</b>	<b>2%</b>	<b>195%</b>	<b>99%</b>

# Income Statement Summary (Yearly)

(₹ in Crores)

Particulars	Year Ended Mar 14		Year Ended Mar 13		Growth/ (De-growth) over
	Amt	%	Amt	%	
<b>Revenues</b>	<b>1658.30</b>	<b>100%</b>	<b>1614.85</b>	<b>100%</b>	<b>3%</b>
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%)
<b>EBIDTA</b>	<b>148.47</b>	<b>9%</b>	<b>130.97</b>	<b>8%</b>	<b>13%</b>
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%
<b>Net Profit After Tax</b>	<b>40.03</b>	<b>2%</b>	<b>31.19</b>	<b>2%</b>	<b>28%</b>

# 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
<b>A</b>	<b>EQUITY AND LIABILITIES</b>				
<b>1</b>	<b>Shareholders' Funds</b>				
	(a) Share Capital	14.92	14.92	14.92	14.92
	(b) Reserves & Surplus	447.82	414.18	471.84	429.96
	<b>Sub- total Shareholders' fund</b>	<b>462.75</b>	<b>429.11</b>	<b>486.76</b>	<b>444.88</b>
<b>2</b>	<b>Minority Interest</b>	-	-	5.38	4.66
<b>3</b>	<b>Non-current liabilities</b>				
	(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
	<b>Sub- total Non-current liabilities</b>	<b>157.19</b>	<b>173.12</b>	<b>159.47</b>	<b>176.34</b>
<b>4</b>	<b>Current Liabilities</b>				
	(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
	<b>Sub- total current liabilities</b>	<b>376.33</b>	<b>425.64</b>	<b>389.64</b>	<b>446.74</b>
	<b>TOTAL-EQUITY AND LIABILITIES</b>	<b>996.27</b>	<b>1,027.88</b>	<b>1,041.26</b>	<b>1,072.63</b>

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>B</b>	<b>ASSETS</b>				
1	<b>Non-current Assets</b>				
	(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
	<b>Sub- total Non-current assets</b>	<b>417.18</b>	<b>419.57</b>	<b>417.86</b>	<b>421.97</b>
2	<b>Current assets</b>				
	(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
	<b>Sub- total current assets</b>	<b>579.08</b>	<b>608.30</b>	<b>623.39</b>	<b>650.65</b>
	<b>TOTAL-ASSETS</b>	<b>996.27</b>	<b>1,027.88</b>	<b>1,041.26</b>	<b>1,072.63</b>

Contd...

# Cash Flow Statement For The Year Ended 31<sup>st</sup> March 2014

(₹ in Crores)

Particulars		Year ended Mar 14		Year ended Mar 13	
<b>A.</b>	<b>CASH FLOW FROM OPERATING ACTIVITIES</b>				
	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
	<b>Operating Profit before Working Capital changes</b>		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)
	<b>Net Cash Inflow from Operating Activities.....A</b>		155.34		74.32

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# Cash Flow Statement For The Year Ended 31<sup>st</sup> March 2014 (Contd....)

(₹ in Crores)

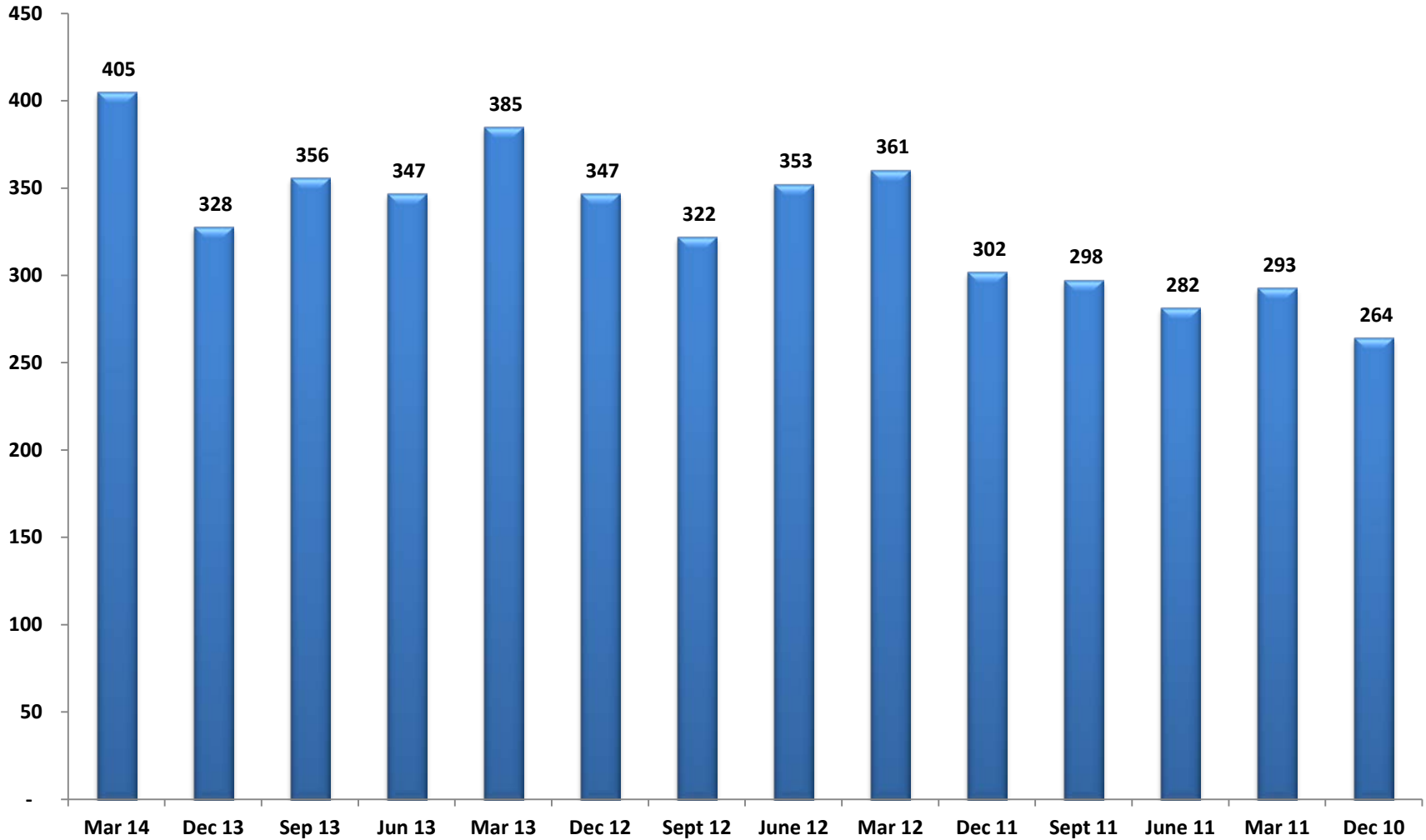
Particulars		Year ended Mar 14	Year ended Mar 13
<b>B.</b>	<b>CASH FLOW FROM INVESTING ACTIVITIES</b>		
	Addition to Fixed Assets and Capital Work in Progress and Capital Advances	(37.46)	(53.94)
	Sale of Fixed Assets	3.88	0.82
	Dividend received from Subsidiary	0.06	-
	Interest Received	2.05	1.00
	Investments made during the year	(2.13)	-
	<b>Net Cash Outflow from Investing Activities.....B</b>	<b>(33.61)</b>	<b>(52.12)</b>
<b>C.</b>	<b>CASH FLOW FROM FINANCING ACTIVITIES</b>		
	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)
	<b>Net Cash Inflow/(Outflow) from Financing Activities.....C</b>	<b>(119.59)</b>	<b>(23.52)</b>
	<b>Net Increase / (Decrease) in Cash and Cash Equivalents (A + B + C)</b>	<b>2.15</b>	<b>(1.32)</b>
	Cash and Cash Equivalents as at the beginning of the period	10.21	11.53
	<b>Cash and Cash Equivalents as at the end of the period</b>	<b>12.36</b>	<b>10.21</b>
	<b>Net Increase / (Decrease) in Cash and Cash Equivalents</b>	<b>2.15</b>	<b>(1.32)</b>
<b>Previous year's figures have been regrouped / recast wherever necessary.</b>			

# Business Review



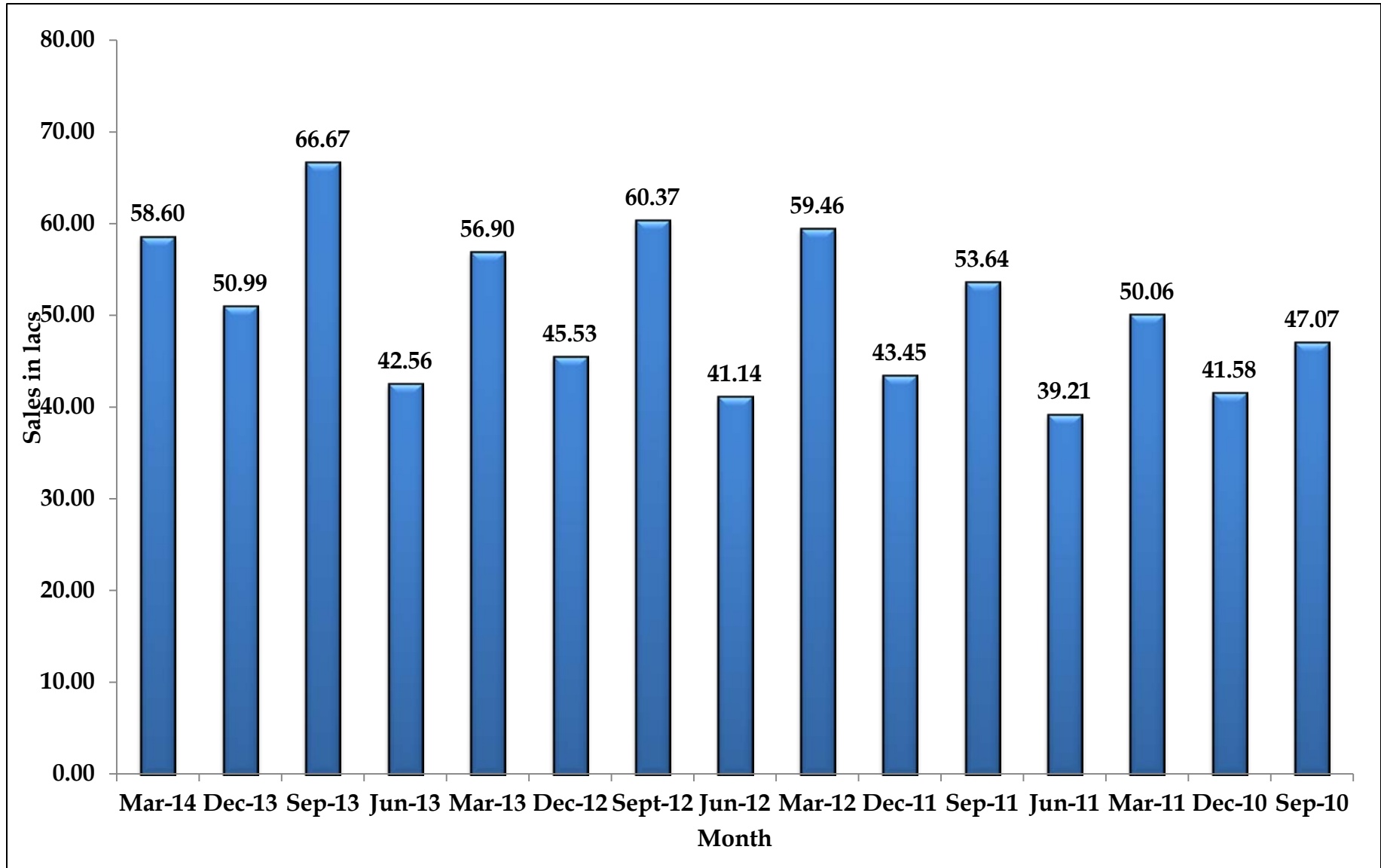
# Plastics - Quarter Wise Sales

(₹ in Crores)

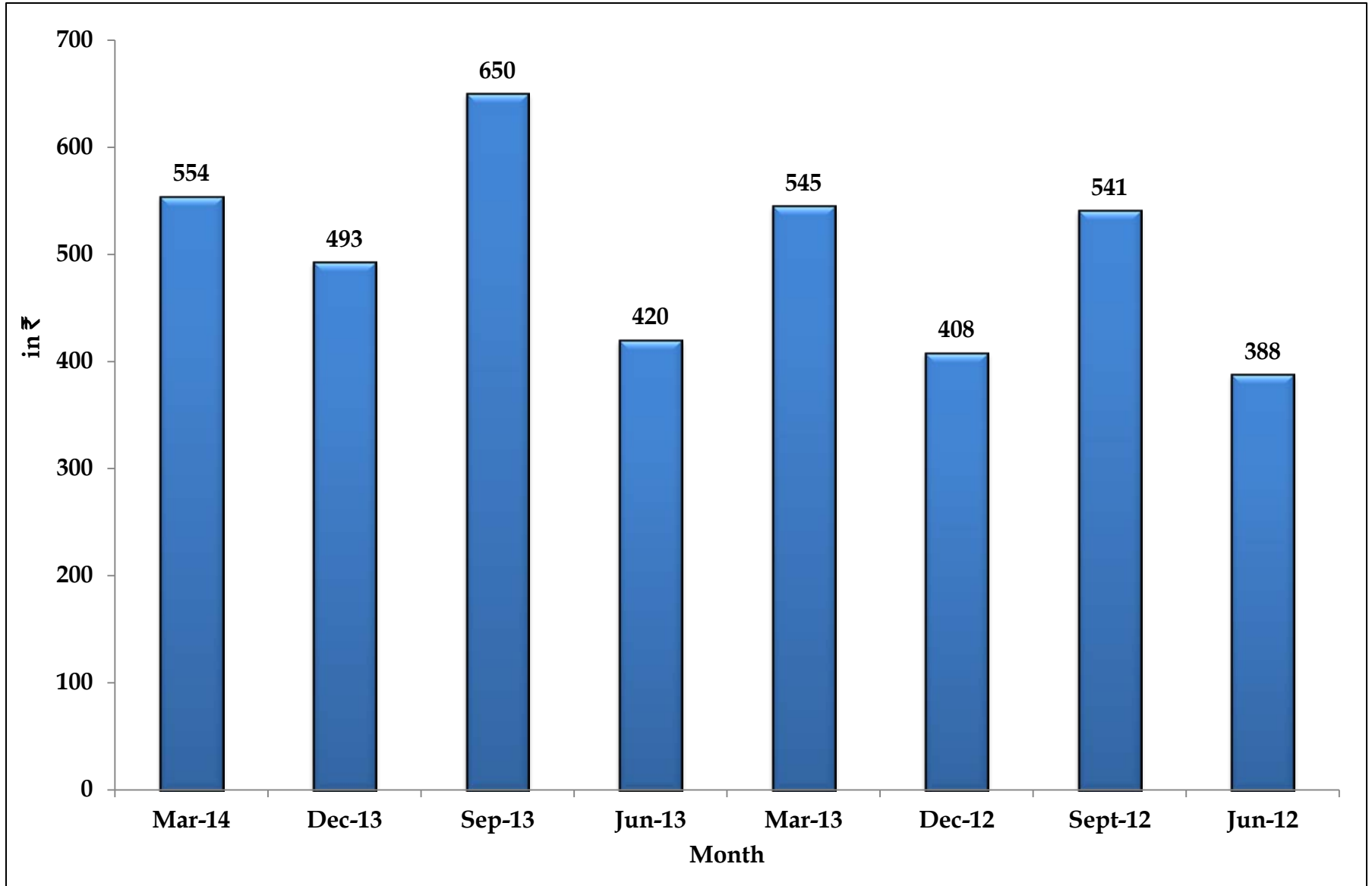


# Retail Quarter Wise Sales

(₹ in Crores)



# Sales Per Sq. ft. per Month



**Thank you**