

# Q4 Results of FY 2015 - 16

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(₹ in Crores)

<b>Particulars</b>	<b>% of Growth compare to corresponding quarter of P.Y.</b>	<b>Quarter Ended Mar 16</b>	<b>Quarter Ended Mar 15</b>	<b>% of Growth compare to corresponding period of P.Y.</b>	<b>F. Y. 2015 -16</b>	<b>F. Y. 2014 -15</b>
<b>Turnover - Gross</b>	<b>2.77%</b>	<b>539.55</b>	<b>525.02</b>	<b>4.76%</b>	<b>2,003.76</b>	<b>1,912.71</b>
<b>Turnover - Net</b>	<b>2.55%</b>	<b>502.79</b>	<b>490.27</b>	<b>4.68%</b>	<b>1,870.27</b>	<b>1,786.66</b>
<b>EBIDT</b>	<b>37.54%</b>	<b>68.71</b>	<b>49.96</b>	<b>55.60%</b>	<b>223.76</b>	<b>143.81</b>
<b>Interest</b>	<b>(30.04%)</b>	<b>4.40</b>	<b>6.29</b>	<b>(39.58%)</b>	<b>17.85</b>	<b>29.54</b>
<b>Depreciation</b>	<b>27.63%</b>	<b>15.52</b>	<b>12.16</b>	<b>(2.11%)</b>	<b>52.63</b>	<b>53.76</b>
<b>PBT</b>	<b>54.87%</b>	<b>48.79</b>	<b>31.50</b>	<b>153.33%</b>	<b>153.29</b>	<b>60.51</b>
<b>PAT</b>	<b>50.57%</b>	<b>32.65</b>	<b>21.69</b>	<b>144.67%</b>	<b>103.89</b>	<b>42.46</b>

(₹ in Crores)

Sr. No	Particulars	Standalone					Consolidated	
		Quarter Ended 31/03/2016	Quarter Ended 31/12/2015	Quarter Ended 31/03/2015	Current Year ended 31/03/2016	Previous Year ended 31/03/2015	Current Year ended 31/03/2016	Previous Year ended 31/03/2015
		Audited (Refer note 3)	Unaudited	Audited (Refer note 3)	Audited	Audited	Audited	Audited
1	<b>Income From Operations</b>							
	(a) Net Sales / Incomes from Operations (Net of Excise Duty)	500.00	426.00	488.14	1,860.14	1,778.00	1,996.00	1,887.81
	(b) Other Operating Income	2.79	2.42	2.13	10.13	8.66	7.31	6.77
	<b>Total Income from operations (net)</b>	<b>502.79</b>	<b>428.42</b>	<b>490.27</b>	<b>1,870.27</b>	<b>1,786.66</b>	<b>2,003.31</b>	<b>1,894.59</b>
2	<b>Expenses</b>							
	(a) Cost of materials consumed	161.38	136.54	157.47	647.81	690.33	699.11	735.76
	(b) Purchase of stock-in-trade	95.32	110.94	101.45	437.45	430.28	454.82	444.40
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	27.05	(12.11)	46.84	(14.54)	14.99	(15.95)	15.21
	(d) Employee benefits expense	34.43	36.67	28.48	134.80	112.94	148.43	123.37
	(e) Depreciation and amortisation expense	15.52	12.21	12.16	52.63	53.76	56.27	57.42
	(f) Other expenses	118.68	109.92	108.07	450.17	400.56	476.85	422.24
	<b>Total Expensees</b>	<b>452.39</b>	<b>394.17</b>	<b>454.47</b>	<b>1,708.33</b>	<b>1,702.85</b>	<b>1,819.52</b>	<b>1,798.40</b>
3	<b>Profit from Operations before Other income, Finance Cost and Exceptional Items (1-2)</b>	<b>50.40</b>	<b>34.25</b>	<b>35.79</b>	<b>161.94</b>	<b>83.81</b>	<b>183.79</b>	<b>96.19</b>
4	<b>Other Income</b>	<b>2.79</b>	<b>0.18</b>	<b>2.00</b>	<b>9.20</b>	<b>6.25</b>	<b>3.39</b>	<b>4.56</b>
5	<b>Profit from ordinary activities before finance costs and Exceptional Items (3+4)</b>	<b>53.19</b>	<b>34.43</b>	<b>37.79</b>	<b>171.14</b>	<b>90.06</b>	<b>187.18</b>	<b>100.75</b>
6	<b>Finance Cost</b>	<b>4.40</b>	<b>4.02</b>	<b>6.29</b>	<b>17.85</b>	<b>29.54</b>	<b>18.04</b>	<b>29.92</b>
7	<b>Profit from ordinary activities after finance costs and but before Exceptional Items (5-6)</b>	<b>48.79</b>	<b>30.41</b>	<b>31.50</b>	<b>153.29</b>	<b>60.51</b>	<b>169.13</b>	<b>70.83</b>

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## Performance Snapshot (Contd....)

(₹ in Crores)

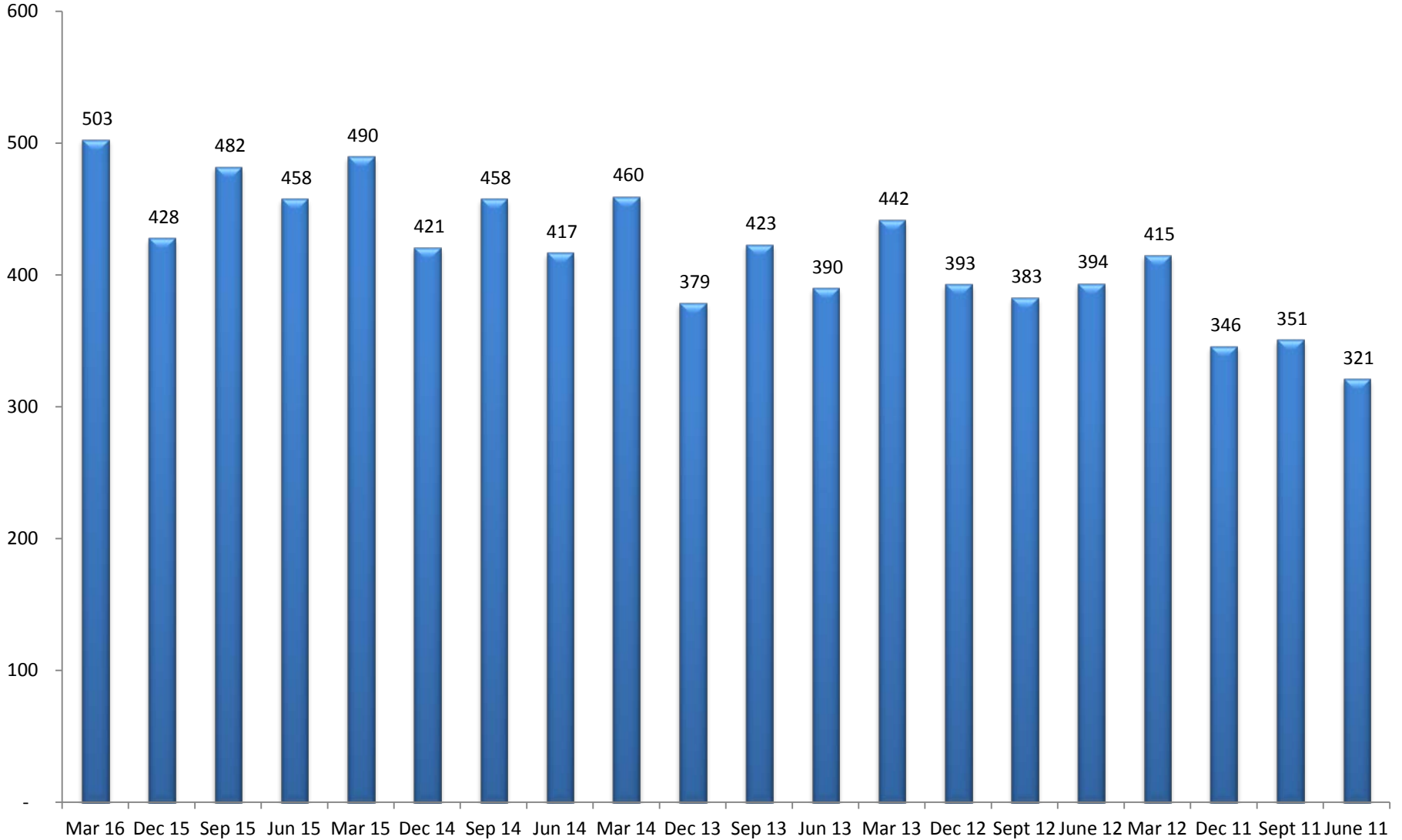
Sr. No	Particulars	Standalone					Consolidated	
		Quarter Ended 31/03/2016	Quarter Ended 31/12/2015	Quarter Ended 31/03/2015	Current Year ended 31/03/2016	Previous Year ended 31/03/2015	Current Year ended 31/03/2016	Previous Year ended 31/03/2015
		Audited (Refer note 3)	Unaudited	Audited (Refer note 3)	Audited	Audited	Audited	Audited
8	Exceptional Items	-	-	-	-	-	-	-
9	Profit from Ordinary Activities before Tax (7-8)	48.79	30.41	31.50	153.29	60.51	169.14	70.83
10	Tax Expense	16.14	10.22	9.82	49.40	18.05	53.90	19.57
11	Net Profit from Ordinary Activities after Tax (9-10)	32.65	20.19	21.69	103.89	42.46	115.23	51.26
12	Extra Ordinary Items (Net of Tax Expenses)	-	-	-	-	-	-	-
13	Net Profit for the Year (11-12)	32.65	20.19	21.69	103.89	42.46	115.23	51.26
14	Adjustment for Minority Interest	-	-	-	-	-	1.92	0.78
15	Net Profit for the Year (13-14)	32.65	20.19	21.69	103.89	42.46	113.32	50.48
16	Paid-up Equity Share Capital	14.92	14.92	14.92	14.92	14.92	14.92	14.92
	(Face Value of ₹ 10/- per Share)							
17	Reserves excluding Revaluation Reserves as per Balance Sheet of previous accounting year				570.06	477.51	611.30	510.05
18	Earnings Per Share (EPS)							
	(a) Basic and diluted EPS before exceptional Item for the period (₹)	21.88	13.53	14.53	69.62	28.45	75.94	33.83
	(b) Basic and diluted EPS after exceptional Item for the period (₹)	21.88	13.53	14.53	69.62	28.45	33.83	31.53

# Segment Wise Revenue, Results & Capital Employed

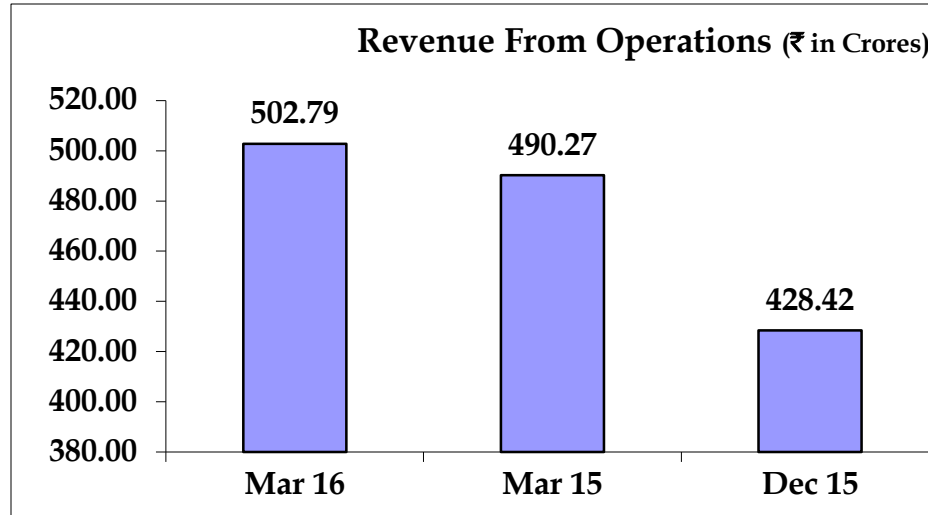
(₹ in Crores)

Sr. No	Particulars	Standalone					Consolidated	
		Quarter Ended 31/03/2016	Quarter Ended 31/12/2015	Quarter Ended 31/03/2015	Current Year ended 31/03/2016	Previous Year ended 31/03/2015	Current Year ended 31/03/2016	Previous Year ended 31/03/2015
		Audited (Refer note 3)	Unaudited	Audited (Refer note	Audited	Audited	Audited	Audited
1	<b>Segment Revenue</b>							
	(a) Plastics	437.64	364.81	425.10	1,612.83	1,545.49	1,687.71	1,614.68
	(b) Lifestyle Furniture, Furnishings &	60.18	59.63	59.64	238.05	217.50	238.05	217.50
	(c) Others	9.90	8.92	8.36	35.48	35.15	99.06	78.54
	<b>Total</b>	<b>507.72</b>	<b>433.36</b>	<b>493.10</b>	<b>1,886.35</b>	<b>1,798.14</b>	<b>2,024.82</b>	<b>1,910.71</b>
	Less: Inter Segment Revenue	4.93	4.94	2.83	16.08	11.48	21.51	16.12
	<b>Net Income from Operations</b>	<b>502.79</b>	<b>428.42</b>	<b>490.27</b>	<b>1,870.27</b>	<b>1,786.66</b>	<b>2,003.31</b>	<b>1,894.59</b>
2	<b>Segment Results</b>							
	(a) Plastics	68.64	44.83	44.44	205.98	110.17	218.35	117.89
	(b) Lifestyle Furniture, Furnishings &	(8.97)	(1.73)	(4.18)	(11.93)	(11.06)	(11.93)	(11.06)
	(c) Others	0.27	(0.77)	0.31	(1.39)	0.19	6.68	3.92
	<b>Total</b>	<b>59.94</b>	<b>42.34</b>	<b>40.58</b>	<b>192.66</b>	<b>99.31</b>	<b>213.10</b>	<b>110.75</b>
	Less:							
	Interest & Finance Charges (Net)	4.40	4.02	6.29	17.85	29.54	18.04	29.92
	Other Un-allocable expenditure net of un-allocable income	6.75	7.91	2.78	21.53	9.26	27.84	10.79
	<b>Total Profit before Tax</b>	<b>48.79</b>	<b>30.41</b>	<b>31.50</b>	<b>153.29</b>	<b>60.51</b>	<b>167.22</b>	<b>70.05</b>
3	<b>Capital Employed [Segment Assets -Segment</b>							
	(a) Plastics	586.23	566.86	578.96	586.23	578.96	620.80	606.72
	(b) Lifestyle Furniture, Furnishings &	65.96	75.95	81.03	65.96	81.03	65.96	81.03
	(c) Others	17.83	19.12	20.29	17.83	20.29	41.39	40.24
	(d) Unallocable	(85.03)	(102.08)	(187.85)	(85.03)	(187.85)	(101.92)	(203.02)

# Quarterly Net Sales (Company)

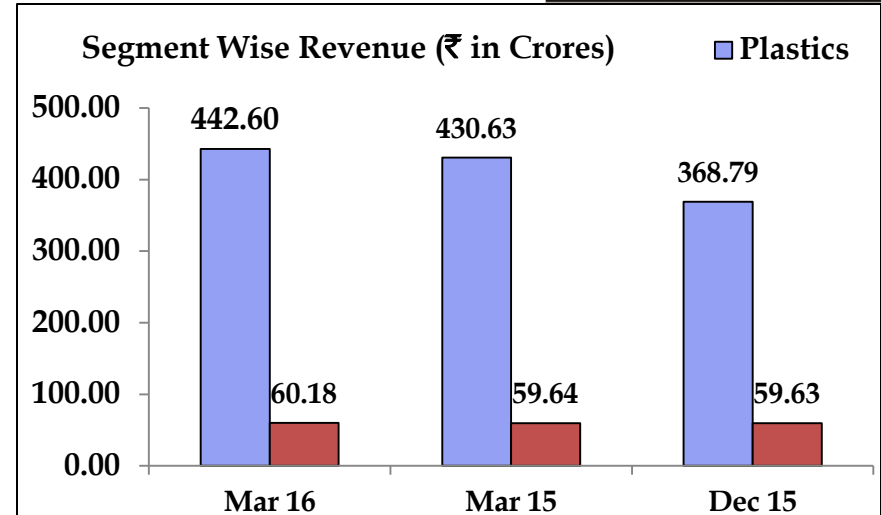


# Performance Snapshot (Quarterly)



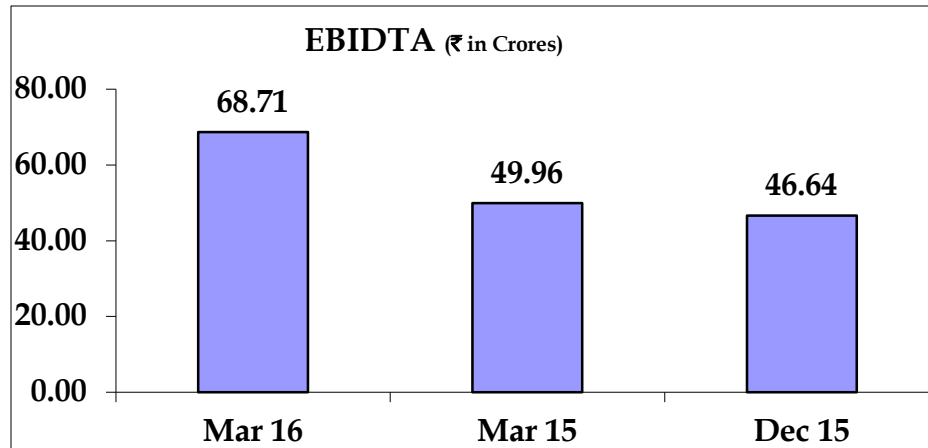
**YoY Growth : 3%**

**QoQ Growth : 17%**



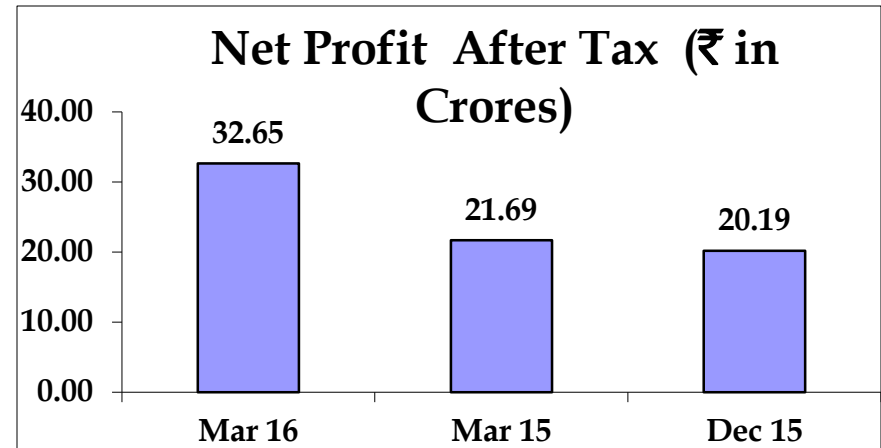
**Plastics: YoY Growth: 3%; QoQ Growth: 20%**

**Retail: YoY Growth : 1%; QoQ Growth: 1%**



**YoY Growth : 38%**

**QoQ Growth : 47%**



**YoY Growth : 51%**

**QoQ Growth : 62%**



# Income Statement Summary (Quarterly)

(₹ in Crores)

Particulars	Quarter ended Mar 16		Quarter ended Mar 15		Quarter ended Dec 15		Growth/ (De-Growth) Over	
	Amt	%	Amt	%	Amt	%	Mar 15	Dec 15
<b>Revenues</b>	<b>505.58</b>	<b>100%</b>	<b>492.27</b>	<b>100%</b>	<b>428.60</b>	<b>100%</b>	<b>3%</b>	<b>18%</b>
Material Consumed	283.76	56%	305.76	62%	234.91	55%	(7%)	21%
Employees Cost	34.43	7%	28.48	6%	36.67	9%	21%	(6%)
Operating expenditure	118.68	23%	108.07	22%	110.38	26%	10%	8%
<b>EBIDTA</b>	<b>68.71</b>	<b>14%</b>	<b>49.96</b>	<b>10%</b>	<b>46.64</b>	<b>11%</b>	<b>38%</b>	<b>47%</b>
Depreciation	15.52	3%	12.16	2%	12.21	3%	28%	27%
Interest and Finance Charges	4.40	1%	6.29	1%	4.02	1%	(30%)	10%
Profit before Tax	48.79	10%	31.50	6%	30.41	7%	55%	60%
Tax Expense	16.14	3%	9.82	2%	10.22	2%	64%	58%
<b>Net Profit after Tax</b>	<b>32.65</b>	<b>6%</b>	<b>21.69</b>	<b>4%</b>	<b>20.19</b>	<b>5%</b>	<b>51%</b>	<b>62%</b>

# Income Statement Summary (Yearly)

(₹ in Crores)

Particulars	F.Y. 2015-16		F.Y. 2014-15	
	Amt	%	Amt	%
<b>Revenues</b>	<b>1879.46</b>	<b>100%</b>	<b>1792.91</b>	<b>100%</b>
Material Consumed	1070.73	57%	1135.60	63%
Employees Cost	134.80	7%	112.94	6%
Operating expenditure	450.17	24%	400.56	22%
<b>EBIDTA</b>	<b>223.76</b>	<b>12%</b>	<b>143.81</b>	<b>8%</b>
Depreciation	52.63	3%	53.76	3%
Interest and Finance Charges	17.85	1%	29.54	2%
Profit before Tax	153.29	8%	60.51	3%
Tax Expense	49.40	3%	18.05	1%
<b>Net Profit after Tax</b>	<b>103.89</b>	<b>6%</b>	<b>42.46</b>	<b>2%</b>

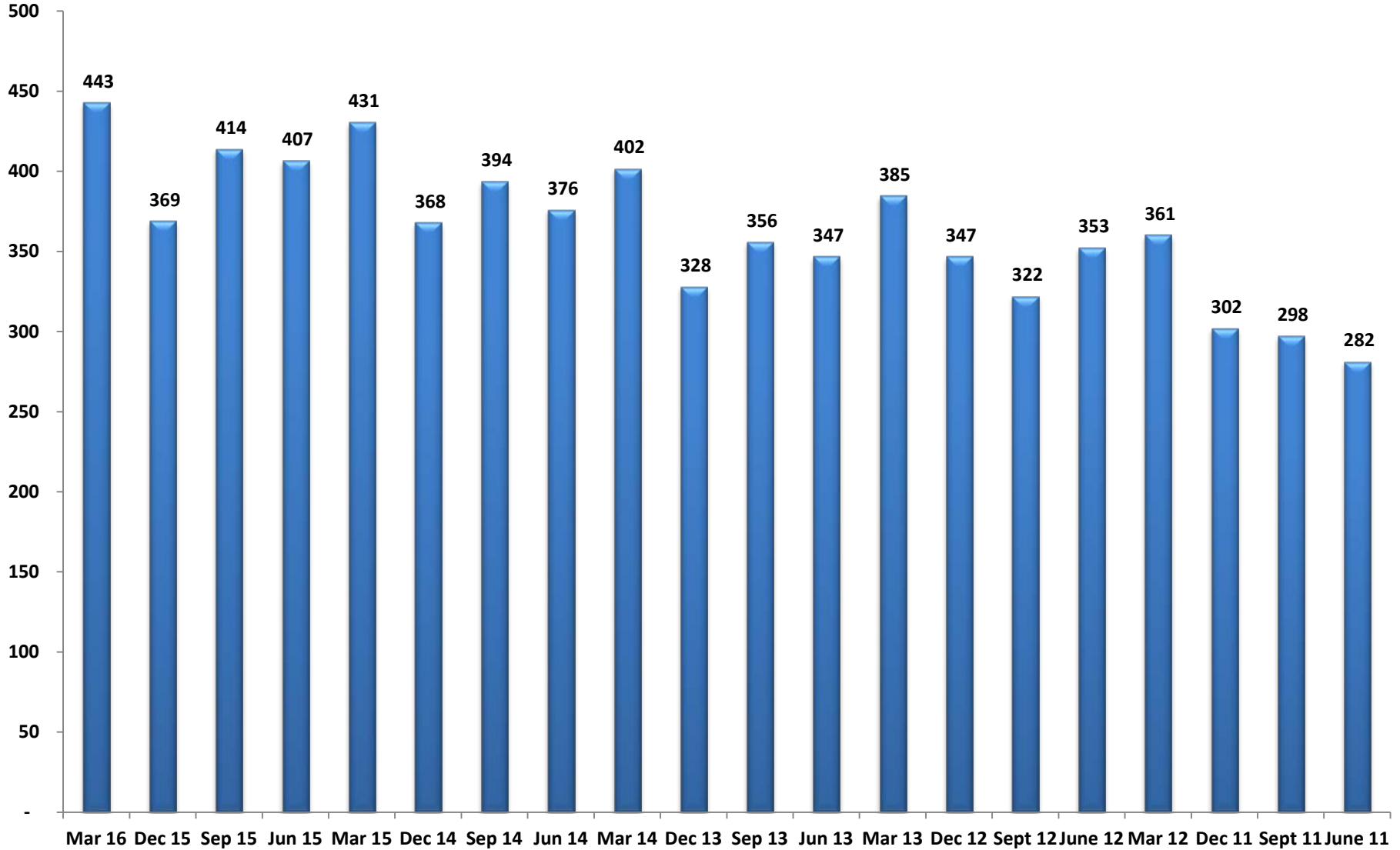
## Balance Sheet Summary

(₹ in Crores)

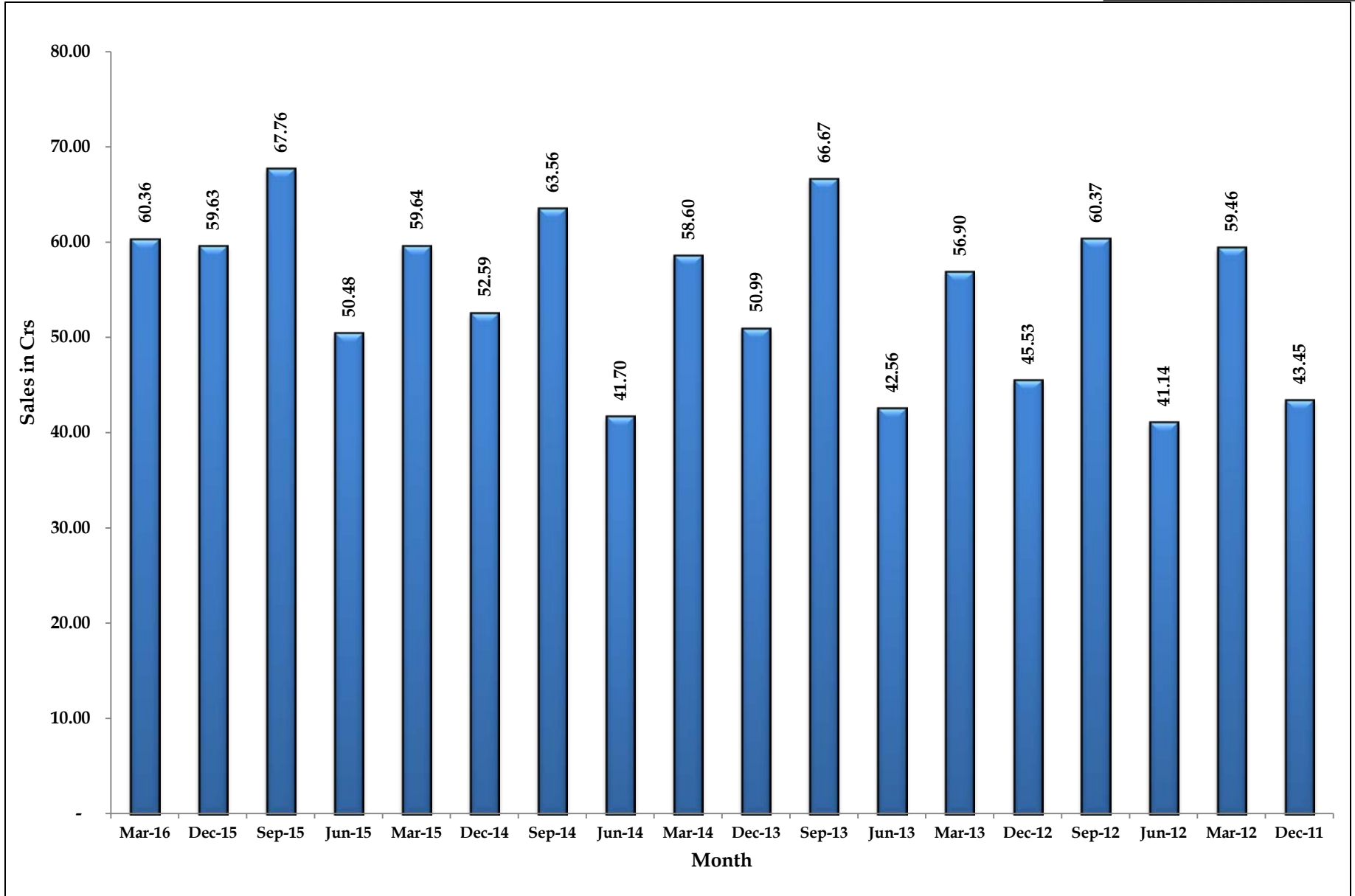
Particulars	As at 31st Mar 2016	As at 31st Mar 2015	Particulars	As at 31st Mar 2016	As at 31st Mar 2015
<b>EQUITY AND LIABILITIES</b>			<b>ASSETS</b>		
<b>Shareholders' Funds</b>			<b>Non-current Assets</b>		
(a) Share Capital	14.92	14.92	(a) Fixed Assets		
(b) Reserves and Surplus	570.06	477.51	(i) Tangible assets	256.03	281.66
<b>Non-current liabilities</b>			(ii) Intangible assets	0.91	2.01
(a) Long term borrowings	8.79	43.94	(iii) Capital work-in-progress	4.51	1.36
(b) Deferred tax liability (net)	9.49	15.78	(b) Non-current investments	25.62	25.56
(c) Other Long term Liabilities	40.07	37.07	(c) Long-term loans and advances	50.51	52.17
(c) Long term provisions	5.00	6.96	(d) Other Non Current Assets	0.74	1.07
<b>Current Liabilities</b>			<b>Current assets</b>		
(a) Short term borrowings	74.45	125.24	(a) Inventories	296.49	276.67
(b) Trade Payables	107.42	92.64	(b) Trade Receivables	257.59	228.87
(c) Other current liabilities	82.97	80.82	(c) Cash and Bank Balance	10.95	8.20
(d) Short term provisions	24.03	22.91	(d) Short-term loans and advances	31.61	35.98
			(e) Other current assets	2.22	4.24
<b>TOTAL</b>	<b>937.19</b>	<b>917.80</b>	<b>TOTAL</b>	<b>937.19</b>	<b>917.80</b>

# Business Review

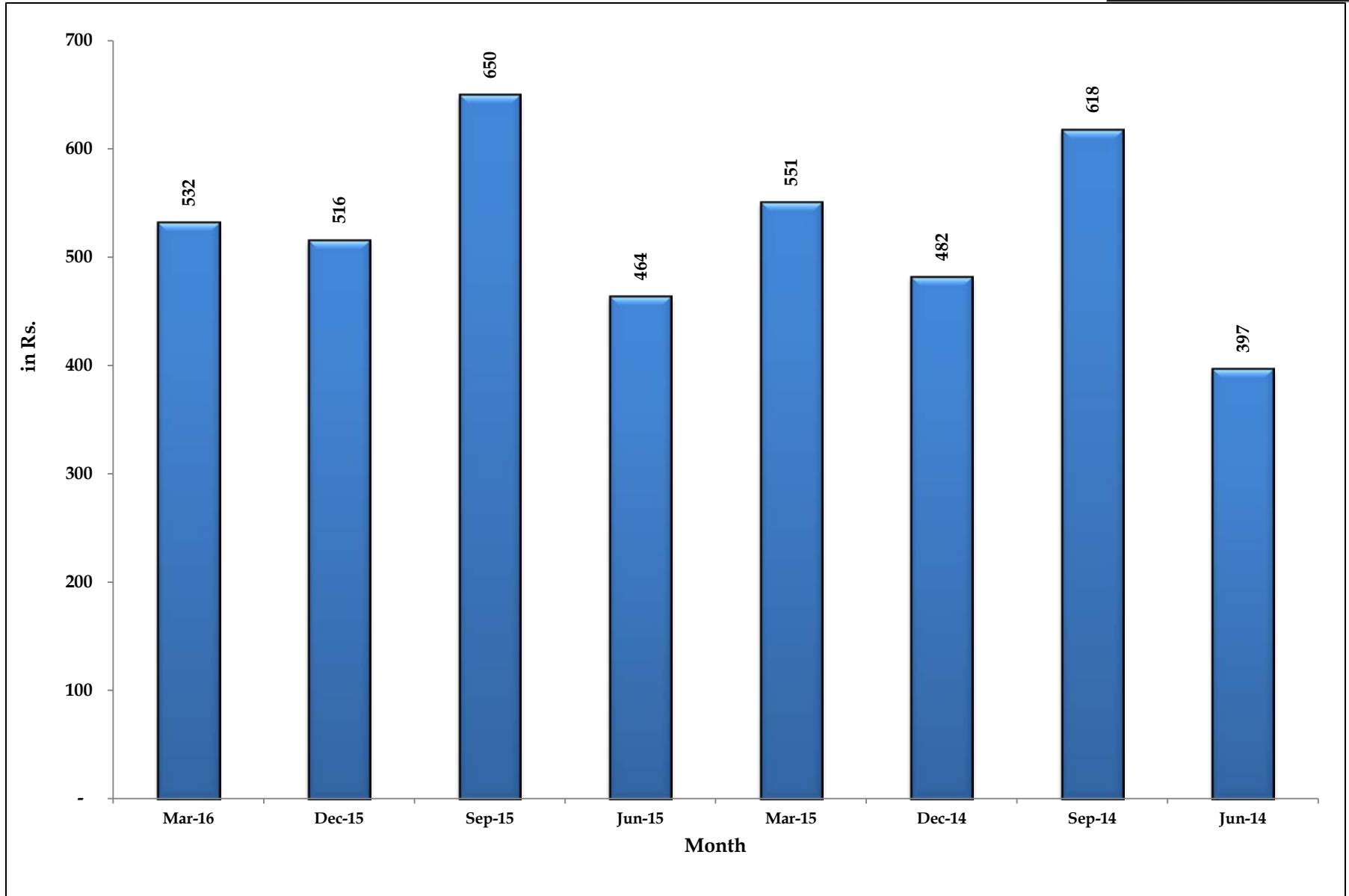
# Plastics - Quarter Wise Sales



# Retail Quarter Wise Sales



# Sales Per Sq. ft. per Quarter



**Thank you**