

# Q1 Results of FY 2012-2013

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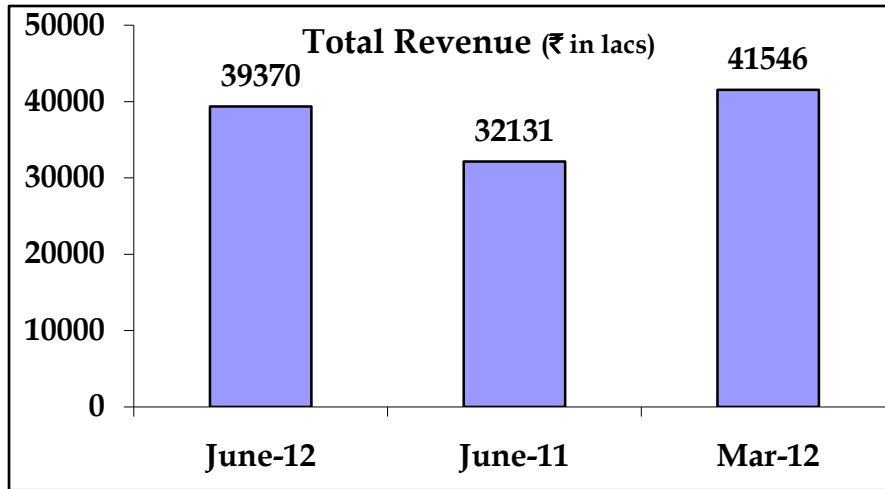
(₹ in lacs)

<b>Particulars</b>	<b>% of Growth Against Corresponding quarter of P.Y.</b>	<b>% of Growth Against Immediate Preceding Quarter</b>	<b>Quarter Ended June 12</b>	<b>Quarter Ended June 11</b>	<b>Quarter Ended Mar 12</b>	<b>Financial Year 2011 - 12</b>
<b>Turnover - Gross</b>	<b>23.44%</b>	<b>-5.18%</b>	<b>45,234</b>	<b>36,646</b>	<b>47,707</b>	<b>164,048</b>
<b>Turnover - Net</b>	<b>22.53%</b>	<b>-5.24%</b>	<b>39,370</b>	<b>32,131</b>	<b>41,546</b>	<b>143,461</b>
<b>EBIDT</b>	<b>9.88%</b>	<b>-4.93%</b>	<b>3,822</b>	<b>3,478</b>	<b>4,020</b>	<b>15,122</b>
<b>Interest</b>	<b>24.68%</b>	<b>-4.39%</b>	<b>1,114</b>	<b>894</b>	<b>1,165</b>	<b>3,968</b>
<b>Depreciation</b>	<b>22.81%</b>	<b>6.85%</b>	<b>1,139</b>	<b>927</b>	<b>1,066</b>	<b>4,048</b>
<b>PBT</b>	<b>-5.33%</b>	<b>-12.31%</b>	<b>1,569</b>	<b>1,657</b>	<b>1,789</b>	<b>7,105</b>
<b>PAT</b>	<b>-8.22%</b>	<b>-21.58%</b>	<b>1,126</b>	<b>1,226</b>	<b>1,435</b>	<b>5,560</b>

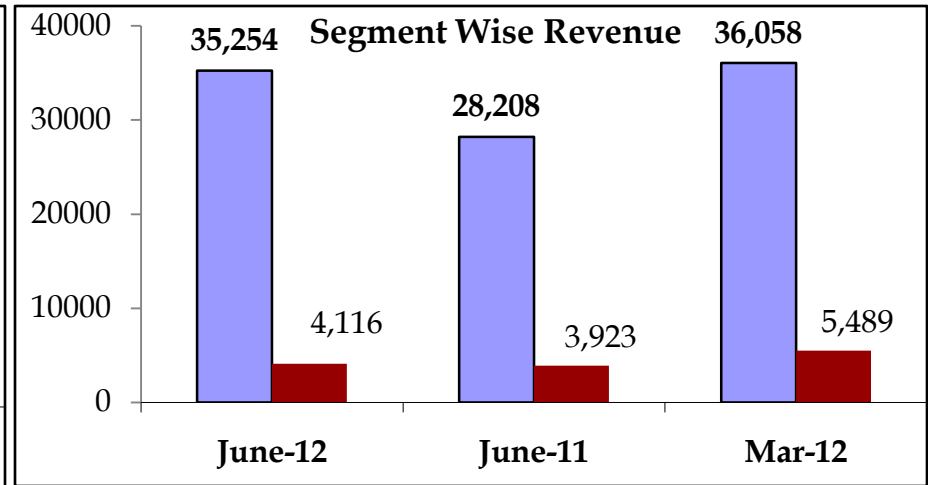
# Financial Results

(₹ in lacs)

Particulars	Quarter ending			Quarter ending			Quarter ending			Financial Year 2011-12		
	30 <sup>th</sup> June, 12.			30 <sup>th</sup> June, 11.			31 <sup>st</sup> March, 12.					
	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total
Net Sales	35254	4116	39370	28208	3923	32131	36057	5489	41546	1E+05	19127	143461
EBIDT	4064	-242	3822	3494	-16	3478	4137	-107	4020	15188	-66	15122
% Net sales	11.53	-5.88	9.71	12.39	-0.41	10.82	11.47	-1.95	9.67	12.22	-0.35	10.54
PBT	1952	-383	1569	1781	-123	1658	2034	-245	1789	7657	-552	7105
PAT	1508	-383	1125	1350	-123	1227	1680	-245	1435	6112	-552	5560
% to Net	4.28	-9.3	2.86	4.79	-3.15	3.82	4.66	-4.46	3.45	4.92	-2.88	3.88

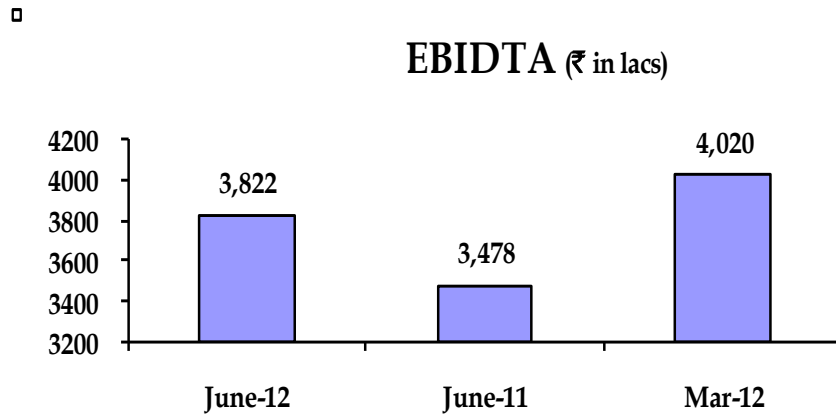


**YoY Growth : 23%; QoQ Growth : -5%**

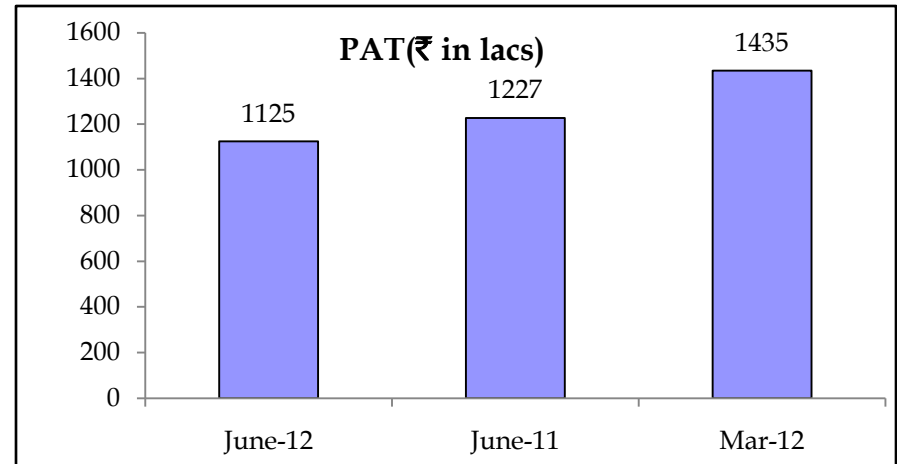


**Plastics YoY Growth : 25%; QoQ Growth : -2 %**

**Retail YoY Growth : 5%; QoQ Growth : -24%**



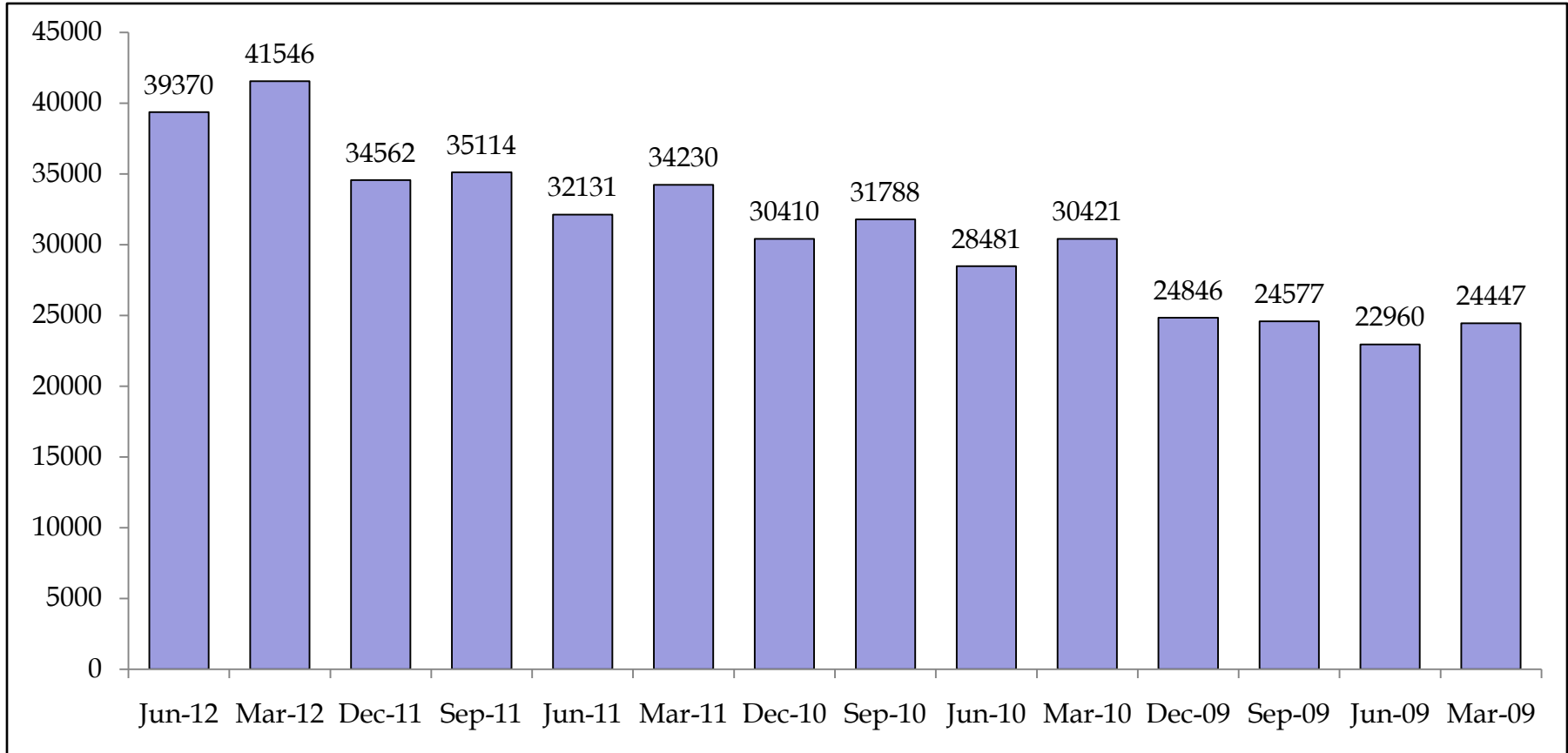
**YoY Growth : 10%; QoQ Growth : -5%**



**YoY Growth : -8%; QoQ Growth : -22%**

# Quarterly Net Sales

(₹ in lacs)



(₹ in lacs)

Particulars	Quarter Ended June 12		Quarter Ended June 11		Quarter Ended March 12		Year Ended 31st March 12		Growth Over%	
	Amt	%	Amt	%	Amt	%	Amt	%	June-11	Mar-12
<b>Revenues</b>	<b>39402</b>	<b>100</b>	<b>32211</b>	<b>100</b>	<b>41670</b>	<b>100</b>	<b>143710</b>	<b>100</b>	<b>22.32</b>	<b>-5.44</b>
Consumption of Raw Material	24818	63	19707	61	26508	64	87726	61	26%	-6%
Employees Cost	2537	6	2209	7	2267	5	9002	6	15%	12%
Operating expenditure	8226	21	6817	21	8875	21	31855	22	21%	-7%
<b>EBIDTA</b>	<b>3822</b>	<b>10</b>	<b>3478</b>	<b>11</b>	<b>4020</b>	<b>10</b>	<b>15128</b>	<b>11</b>	<b>10%</b>	<b>-5%</b>
Depreciation	1139	3	927	3	1066	3	4048	3	23%	7%
Interest and Finance Charges (net)	1114	3	894	3	1165	3	3968	3	25%	-4%
Profit Before Tax	1569	4	1657	5	1789	4	7111	5	-5%	-12%
Tax Expense	443	1	431	1	354	1	1545	1	3%	25%
<b>Net Profit After Tax</b>	<b>1126</b>	<b>3</b>	<b>1226</b>	<b>4</b>	<b>1435</b>	<b>3</b>	<b>5566</b>	<b>4</b>	<b>-8%</b>	<b>-22%</b>

# Balance Sheet Summary

(₹ in lacs)

Particulars	June-12	June-11	Mar-12
<b>SHAREHOLDERS' FUNDS:</b>			
(a) Capital	1,492	1,492	1,492
(b) Reserves and Surplus	40,078	35,312	38,952
LOAN FUNDS	35,238	24,616	36,167
DEFERRED TAX LIABILITY(Net)	1,785	1,555	1,847
<b>TOTAL</b>	<b>78,594</b>	<b>62,975</b>	<b>78,459</b>
<b>FIXED ASSETS</b>			
	<b>34,423</b>	<b>31,437</b>	<b>34,031</b>
<b>INVESTMENTS</b>			
	<b>2,530</b>	<b>2,530</b>	<b>2,530</b>
<b>CURRENT ASSETS, LOANS AND ADVANCES</b>			
(a) Inventories	26,252	21,781	27,291
(b) Sundry Debtors	20,341	13,733	19,756
(c) Cash and Bank balances	2,193	1,973	2,121
(d) Loans and Advances	9,937	8,553	8,809
<b>Less: CURRENT LIABILITIES AND PROVISIONS</b>			
(a) Liabilities	14,613	14,992	13,874
(b) Provisions	2,469	2,041	2,205
<b>NET CURRENT ASSETS</b>	<b>41,642</b>	<b>29,008</b>	<b>41,898</b>
<b>TOTAL</b>	<b>78,594</b>	<b>62,975</b>	<b>78,459</b>



# Performance of Joint Venture & Subsidiary Companies

(₹ in lacs.)

Name of the company	Currency	Quarter Ended June 12		Quarter Ended June 11	
		Turn Over	Net Profit / (Loss)	Turn over	Net Profit / (Loss)
NBSSPL	INR	1590	104	809	(28)
NEPPL	SLR	2480	11	2360	230
	INR	1030	5	961	94
NCB- FZE	AED	38	5	27	2
	INR	581	74	328	21
CNPL	INR	464	56	110	19
<b>Total</b>	<b>INR</b>	<b>3664</b>	<b>238</b>	<b>2210</b>	<b>106</b>
<b>Based on our holding</b>	<b>INR</b>		<b>157</b>		<b>88</b>

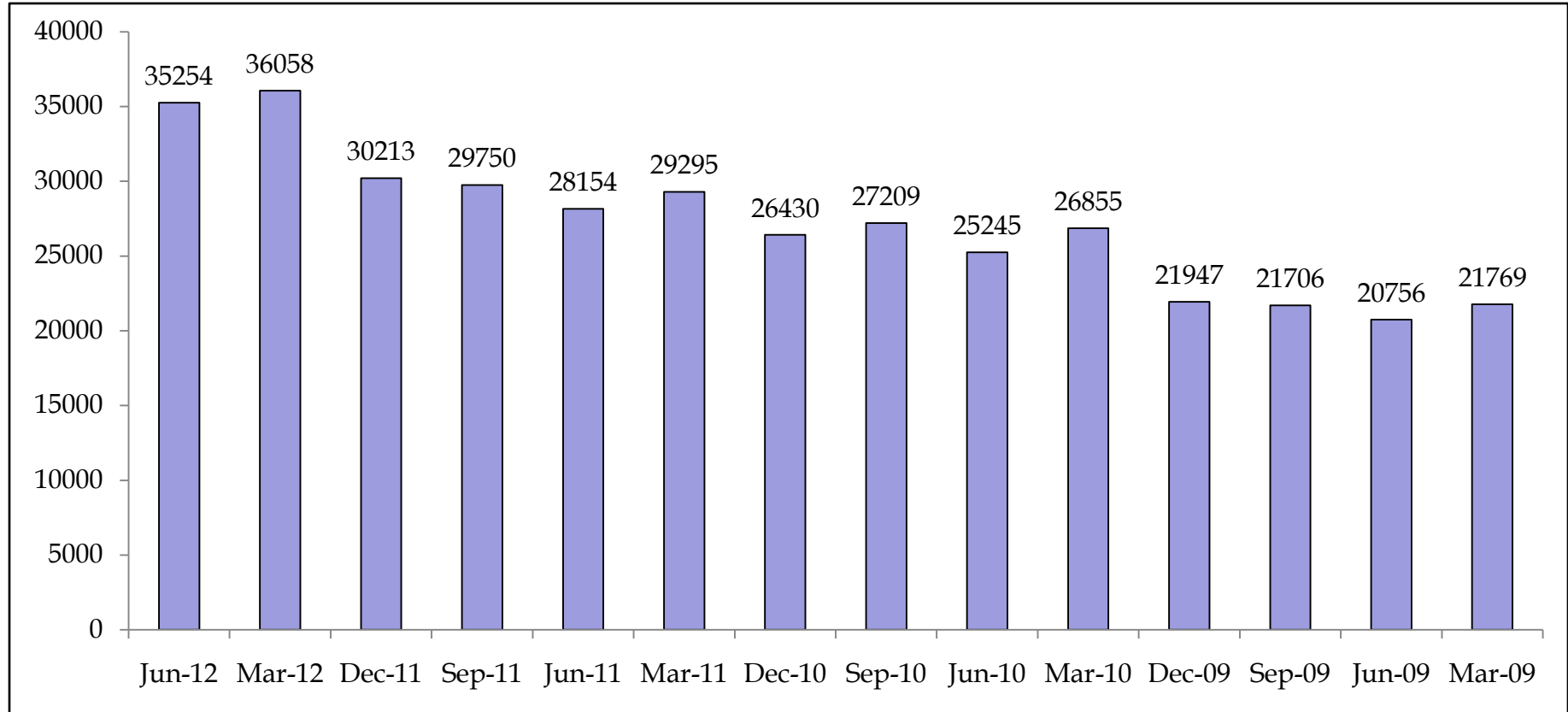
- ⇒ NBSSPL -Nilkamal BITO Storage Systems Pvt. Ltd. (Joint Venture).
- ⇒ NEPPL -Nilkamal Eswaran Plastic Pvt. Ltd (Sri Lankan Subsidiary).
- ⇒ NCB - FZE - Nilkamal Crates & Bins FZE (Ajman subsidiary)
- ⇒ CNPL- Cambro Nilkamal Pvt Ltd (Joint Venture)

# Business Review

# Plastics - Business Review

# Plastic-Quarter wise Sales

(₹ in lacs)

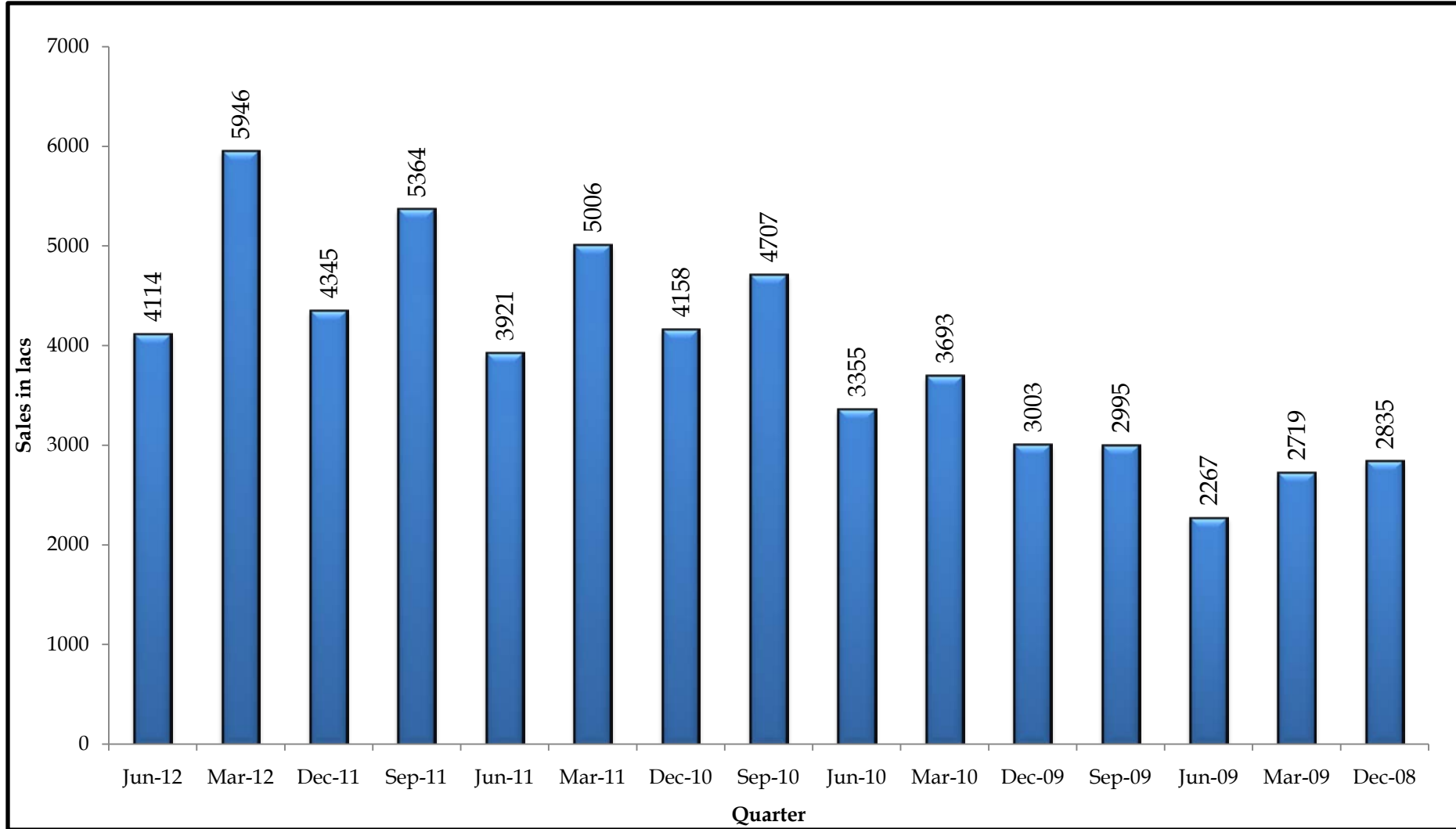


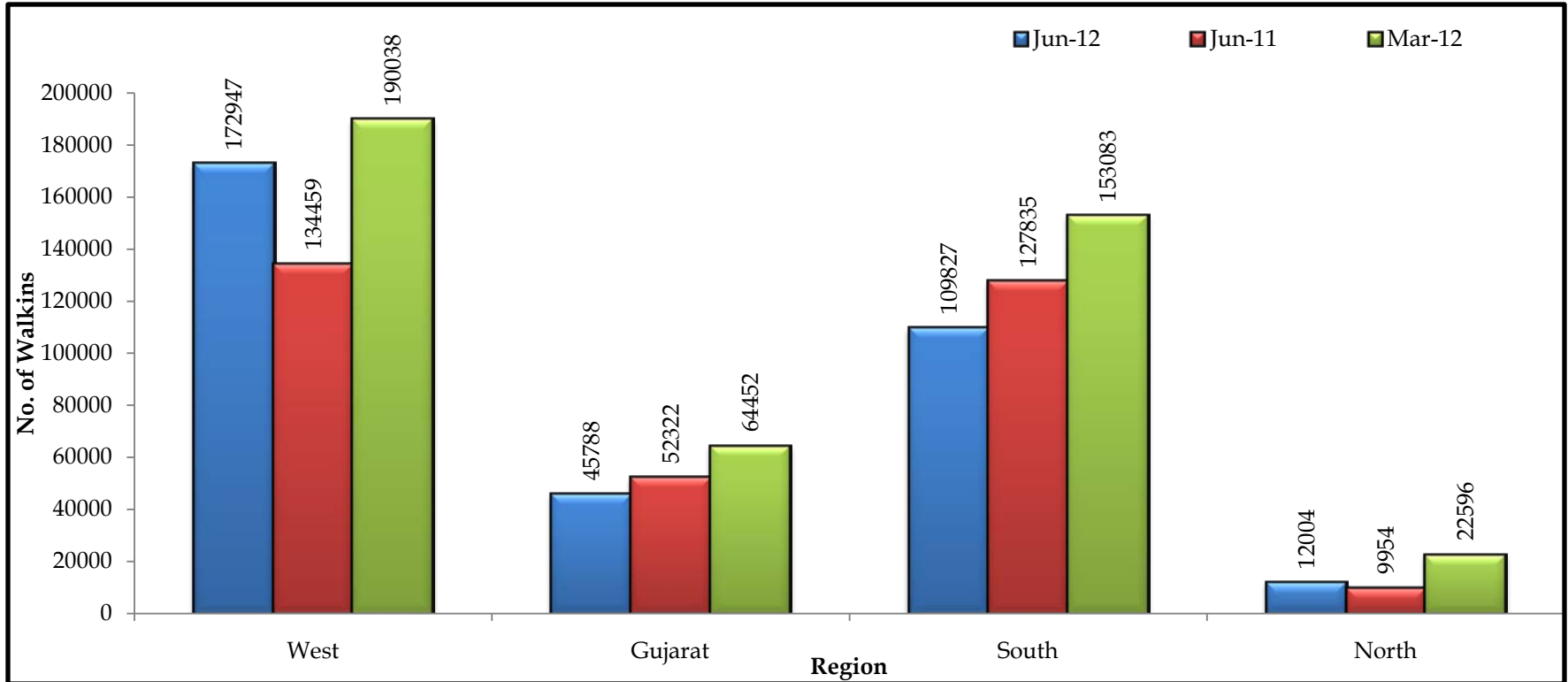
(₹ in lacs)

Particulars	% to Sales	June - 12	% to Sales	June - 11	% to Sales	Mar - 12
<b>I INCOME</b>						
Gross Sales and Income from Sales		40,622		32,303		41,551
Less : Duties and Levies		5,368		4,095		5,494
Net Sales	100.00	35,254	100.00	28,208	100.00	36,057
Other Income		29		80		123
<b>Total Income</b>		<b>35,283</b>		<b>28,288</b>		<b>36,180</b>
<b>II EXPENDITURE</b>						
Materials consumed / Cost of goods traded	64.23	22,645	62.61	17,662	65.11	23,475
Employees Remuneration & Benefits	5.91	2,083	6.44	1,816	5.19	1,873
<b>Operating &amp; other expenses</b>						
Stores, Spare Parts Consumed	1.47	520	0.93	261	1.65	593
Power & Fuel	2.98	1,052	3.23	910	2.93	1,055
Packing Material Consumed	0.72	254	0.79	223	0.77	278
Travelling Expenses	0.63	221	0.82	232	0.66	239
Carriage outward	4.30	1,516	5.76	1,625	4.33	1,561
Other Operating expenses	8.31	2,928	7.32	2,065	8.26	2,979
Financial Expenses	3.05	1,075	3.04	857	3.09	1,114
Depreciation	2.94	1,037	3.04	857	2.72	979
<b>Total</b>	94.55	<b>33,331</b>	93.97	<b>26,508</b>	94.70	<b>34,146</b>
<b>Profit before Taxation</b>	<b>5.54</b>	<b>1,952</b>	<b>6.31</b>	<b>1,780</b>	<b>5.64</b>	<b>2,034</b>

# @home - Business Review

(₹ in lacs)





West - YOY Growth : 29%, QoQ Growth : -9%

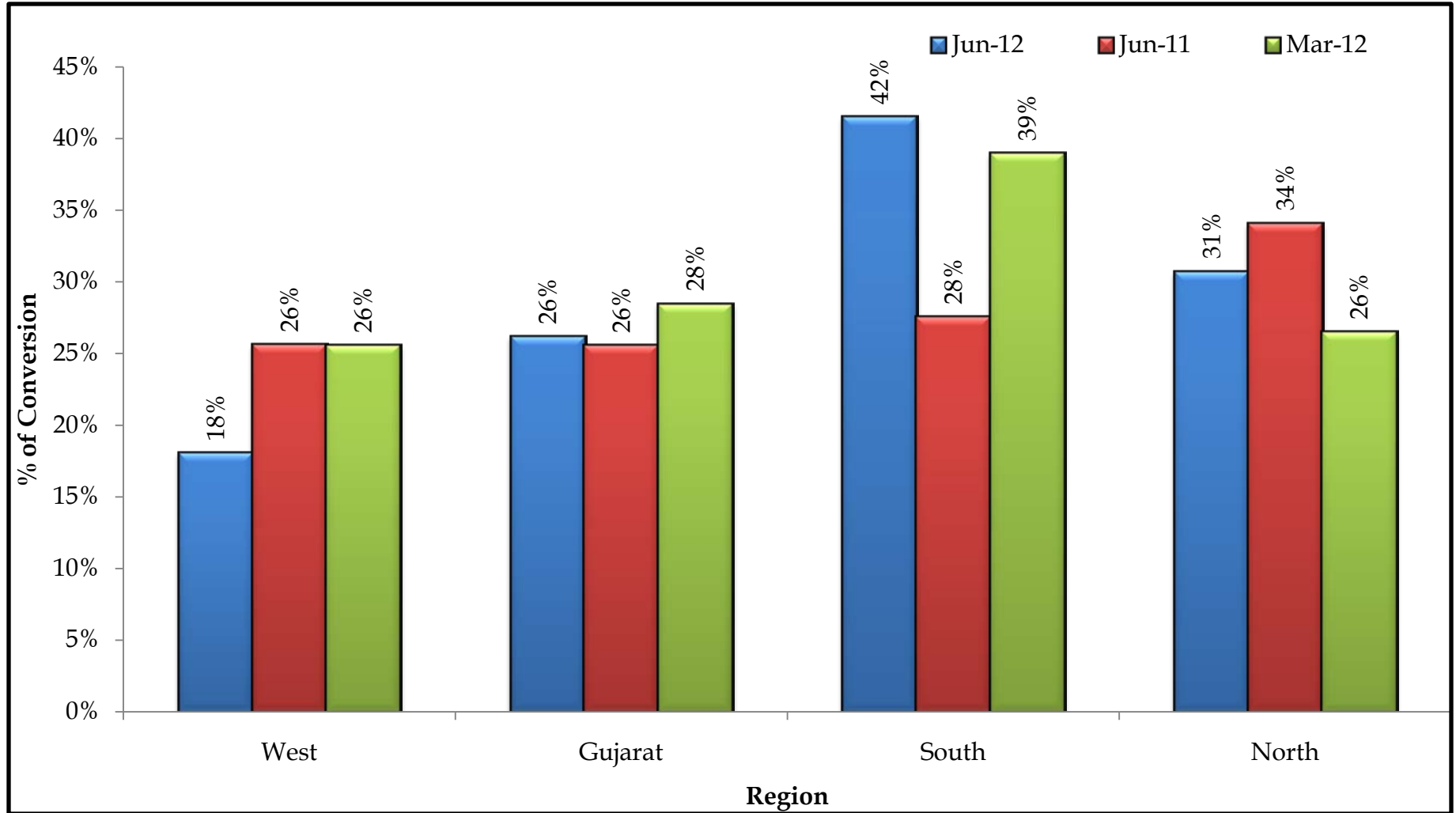
Gujarat - YOY Growth : -12%, QoQ Growth : -29%

South - YOY Growth : -14%, QoQ Growth : -28%

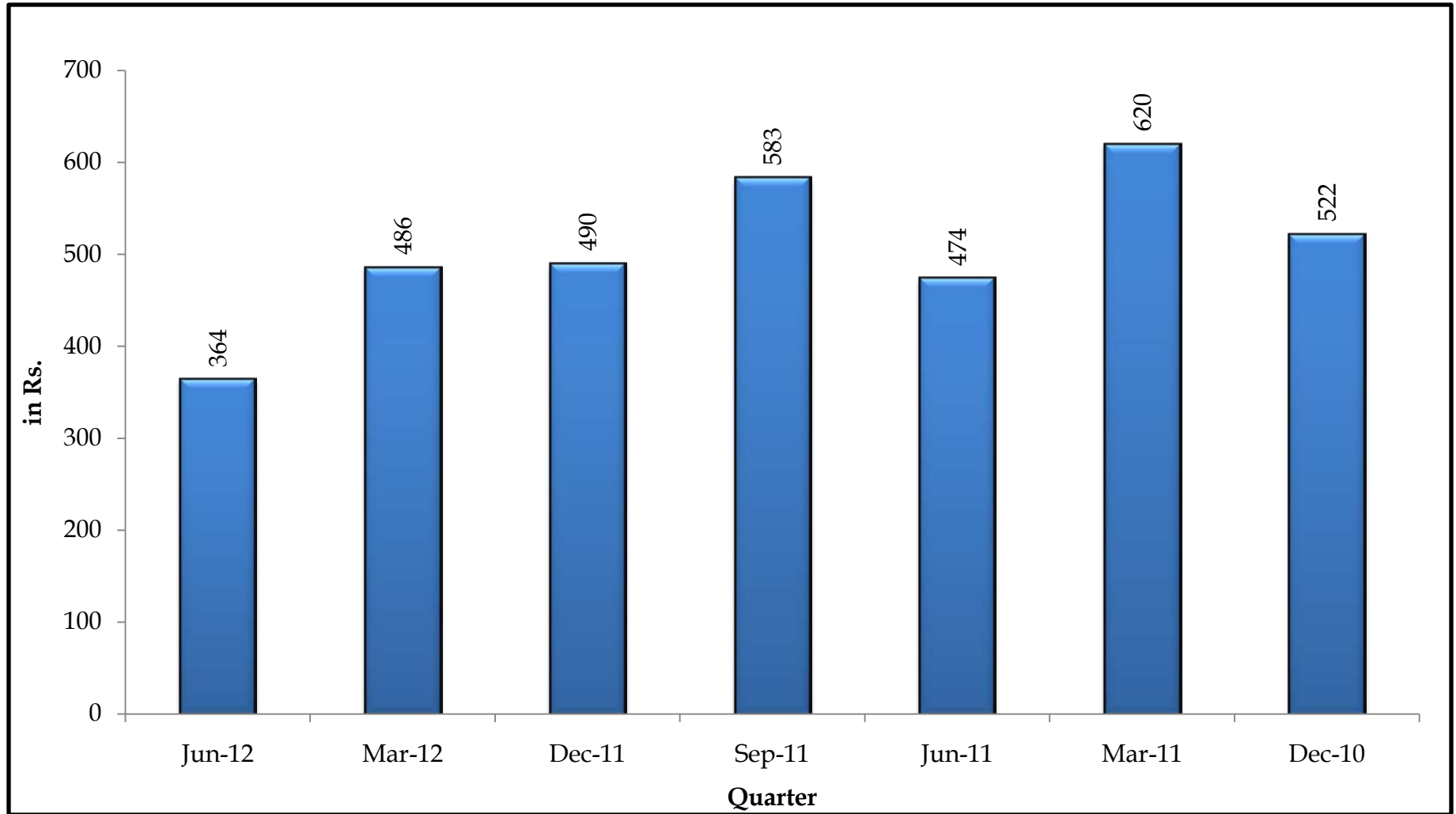
North - YOY Growth : 21%, QoQ Growth : -47%



# Region wise quarter wise Conv.%



# Sales Per Sq. ft. per month



(₹ in lacs)

PARTICULAR	Qtr Ended Jun 12		Qtr Ended Mar 12		Qtr Ended Jun 11		Year Ended Mar 12	
	Amt	%	Amt	%	Amt	%	Amt	%
<b>I INCOME</b>								
Gross : Sales and Income from Sales	4,610		6,163		4,341		21,293	
Less : Duties and Levies	497		667		420		2,167	
<b>Net Sales</b>	4,114	100%	5,496	100%	3,921	100%	19,126	100%
<b>Other Income</b>	2	0%	(7)	0%	1	0%	1	0%
<b>TOTAL SALES TURNOVER</b>	<b>4,116</b>		<b>5,489</b>		<b>3,923</b>		<b>19,127</b>	
<b>II EXPENDITURE</b>								
MATERIAL CONSUMED	2,173	53%	3,033	55%	2,045	52%	10,111	53%
EMPLOYEES REMUNERATION	454	11%	395	7%	393	10%	1,636	9%
<b>OPERATING EXP</b>								
RENT	641	16%	640	12%	489	12%	2,240	12%
ELECTRICITY	178	4%	131	2%	116	3%	480	3%
ADVERTISEMENT	194	5%	400	7%	232	6%	1,409	7%
TRANSPORTATION	109	3%	194	4%	116	3%	652	3%
OTHER OPERATING EXP	581	14%	775	14%	534	14%	2,581	13%
EMI SUBVANTION CHARGES ON FINANCE SCHEME	31	1%	30	1%	15	0%	88	0%
CREDIT CARD EXP	27	1%	36	1%	28	1%	131	1%
OTHER FINANCIAL EXP	9	0%	14	0%	9	0%	39	0%
DEPRECIATION	102	2%	87	2%	70	2%	311	2%
<b>TOTAL</b>	<b>4,499</b>	<b>109%</b>	<b>5,734</b>	<b>104%</b>	<b>4,046</b>	<b>103%</b>	<b>19,679</b>	<b>103%</b>
<b>PROFIT BEFORE TAXATION</b>	<b>(383)</b>	<b>-9%</b>	<b>(245)</b>	<b>-4%</b>	<b>(123)</b>	<b>-3%</b>	<b>(552)</b>	<b>-3%</b>

Thank you