

Q2 Results of FY 2013-2014

Disclaimer

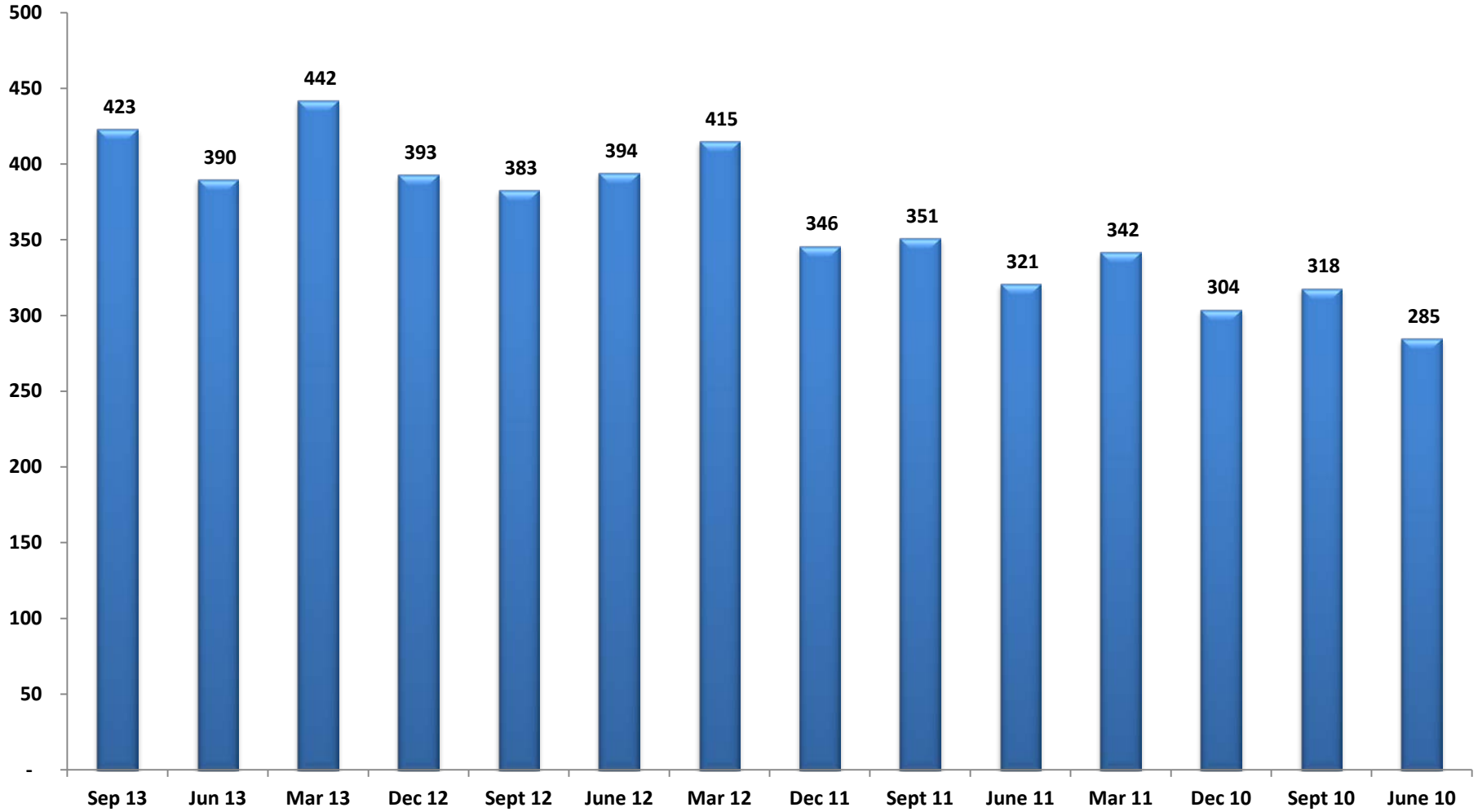
This presentation has been prepared by Nilkamal Limited (“**Company**”) solely for your information and for your use and may not be taken away, reproduced, redistributed or passed on, directly or indirectly, to any other person (whether within or outside your organization or firm) or published in whole or in part, for any purpose. By accessing this presentation, you are agreeing to be bound by the trailing restrictions and to maintain absolute confidentiality regarding the information disclosed in these materials. The information contained in this presentation does not constitute or form any part of any offer, invitation or recommendation to purchase or subscribe for any securities in any jurisdiction, and neither the issue of the information nor anything contained herein shall form the basis of, or be relied upon in connection with, any contract or commitment on the part of any person to proceed with any transaction. The information contained in these materials has not been independently verified and no representation or warranty, express or implied, is made and no reliance should be placed on the accuracy, fairness or completeness of the information presented or contained in these materials. Certain statements contained in this presentation may be statements of future expectations and other forward-looking statements that are based on third party sources and involve known and unknown risks and uncertainties. Forward-looking statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. There is no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward-looking statements, which speak only as of the date of this presentation. This presentation may not be all inclusive and may not contain all of the information that you may consider material. The information presented or contained in these materials is subject to change without notice and its accuracy is not guaranteed. Neither the Company nor any of its affiliates, advisers or representatives accepts liability whatsoever for any loss howsoever arising from any information presented or contained in these materials. This presentation has been made available to you in electronic form. You are reminded that documents transmitted via this medium may be altered or changed during the process of transmission. In accessing this presentation, you agree to be bound by the terms and conditions hereof, including any modifications to them any time you receive any information from us as a result of such access

Highlights

(₹ in Crores)

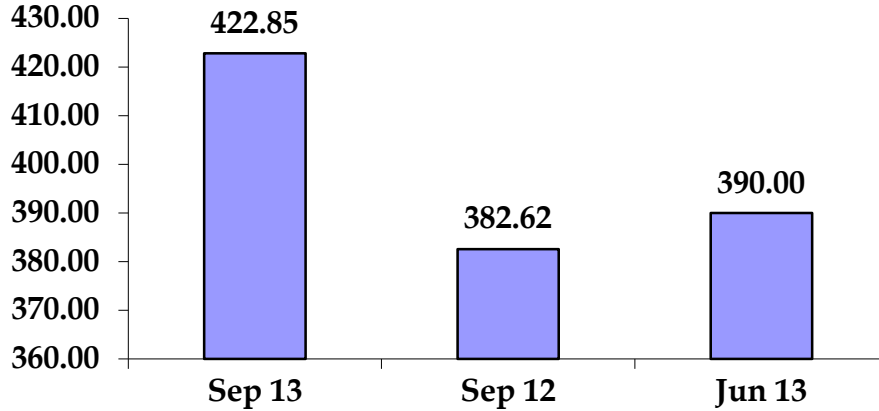
Particulars	% of Growth compare to corresponding period of P.Y.	Quarter Ended Sep 13	Quarter Ended Sep 12	% of Growth compare to corresponding period of P.Y.	Half Year Ended Sep 13	Half Year Ended Sep 12	F. Y. 2012 -13
Turnover - Gross	7.77%	478.47	443.98	3.16%	921.80	893.56	1,840.15
Turnover - Net	10.52%	422.85	382.62	4.71%	812.85	776.32	1,610.66
EBIDT	23.95%	42.63	34.39	1.84%	74.13	72.79	130.97
Interest	11.24%	10.54	9.47	2.03%	21.22	20.79	42.97
Depreciation	20.82%	13.86	11.47	11.63%	25.52	22.86	44.34
PBT	35.57%	18.23	13.45	(5.99%)	27.39	29.13	43.65
PAT	29.49%	12.55	9.69	(10.29%)	18.80	20.95	31.19

Quarterly Net Sales (Company)



Performance Snapshot (Quarterly)

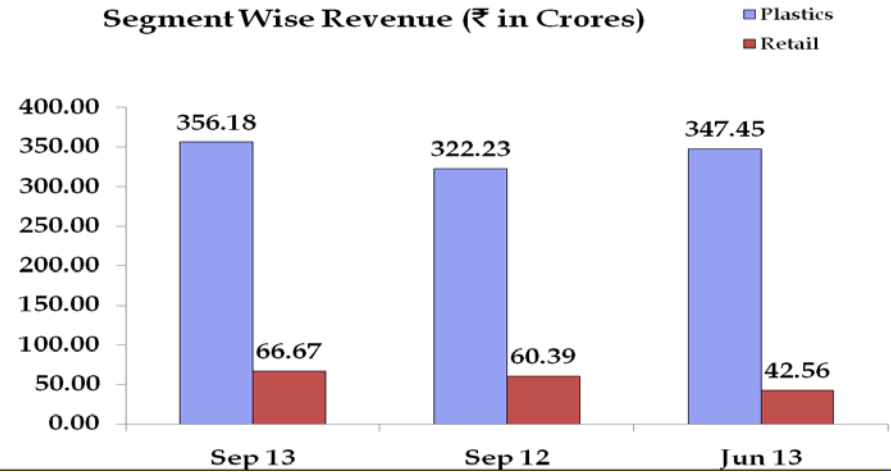
Revenue From Operations (₹ in Crores)



YoY Growth : 11%

QoQ Growth : 8%

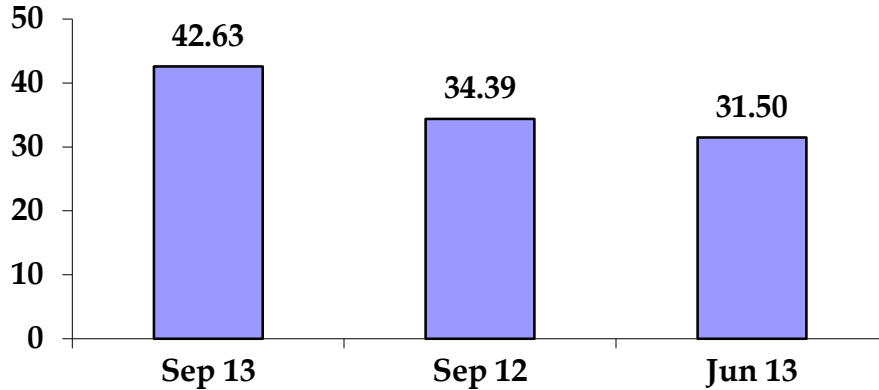
Segment Wise Revenue (₹ in Crores)



Plastics: YoY Growth: 11%; QoQ Growth :3%

Retail: YoY Growth : 10%; QoQ Growth: 57%

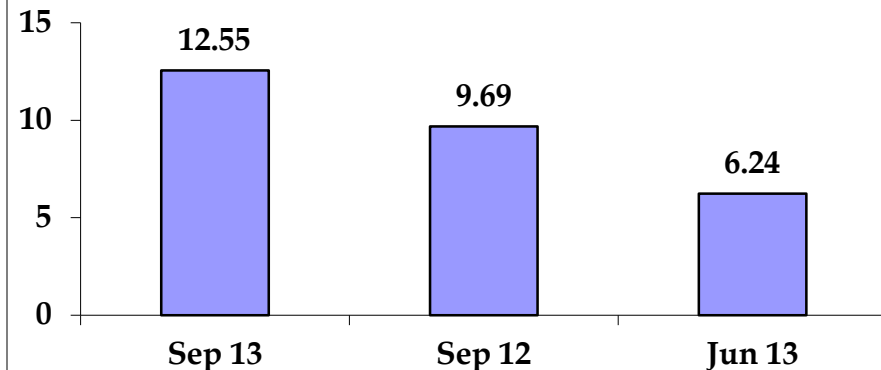
EBIDTA (₹ in Crores)



YoY Growth : 24%

QoQ Growth : 35%

Net Profit After Tax (₹ in Crores)



YoY Growth : 30%

QoQ Growth : 101%

Income Statement Summary (Quarterly)

(₹ in Crores)

Particulars	Quarter ended Sep 13		Quarter ended Sep 12		Quarter ended Jun 13		Growth/ (De-Growth) Over	
	Amt	%	Amt	%	Amt	%	Sep 12	Jun 13
Revenues	424.09	100%	383.33	100%	391.24	100%	11%	8%
Material Consumed	263.02	62%	236.16	62%	246.61	63%	11%	7%
Employees Cost	26.37	6%	25.14	7%	27.66	7%	5%	(5%)
Operating expenditure	92.07	22%	87.64	23%	85.47	22%	5%	8%
EBIDTA	42.63	10%	34.39	9%	31.50	8%	24%	35%
Depreciation	13.86	3%	11.47	3%	11.66	3%	21%	19%
Interest and Finance Charges	10.54	2%	9.47	2%	10.68	3%	11%	(1%)
Profit before Tax	18.23	4%	13.45	4%	9.16	2%	36%	99%
Tax Expense	5.68	1%	3.75	1%	2.92	1%	51%	95%
Net Profit after Tax	12.55	3%	9.69	3%	6.24	2%	30%	101%

(₹ in Crores)

Particulars	Half Year ended Sep 13		Half Year ended Sep 12		Year ended Mar 13	
	%	Amt	%	Amt	%	Amt
Revenues	100%	815.33	100%	777.35	100%	1614.85
Material Consumed	63%	509.63	62%	484.33	63%	1018.01
Employees Cost	7%	54.04	6%	50.52	6%	101.63
Operating expenditure	22%	177.54	22%	169.71	23%	364.24
EBIDTA	9%	74.12	9%	72.79	8%	130.97
Depreciation	3%	25.52	3%	22.86	3%	44.34
Interest and Finance Charges	3%	21.22	3%	20.79	3%	42.97
Profit before Tax	3%	27.39	4%	29.14	3%	43.66
Tax Expense	1%	8.60	1%	8.18	1%	12.46
Net Profit after Tax	2%	18.79	3%	20.95	2%	31.19

Balance Sheet Summary

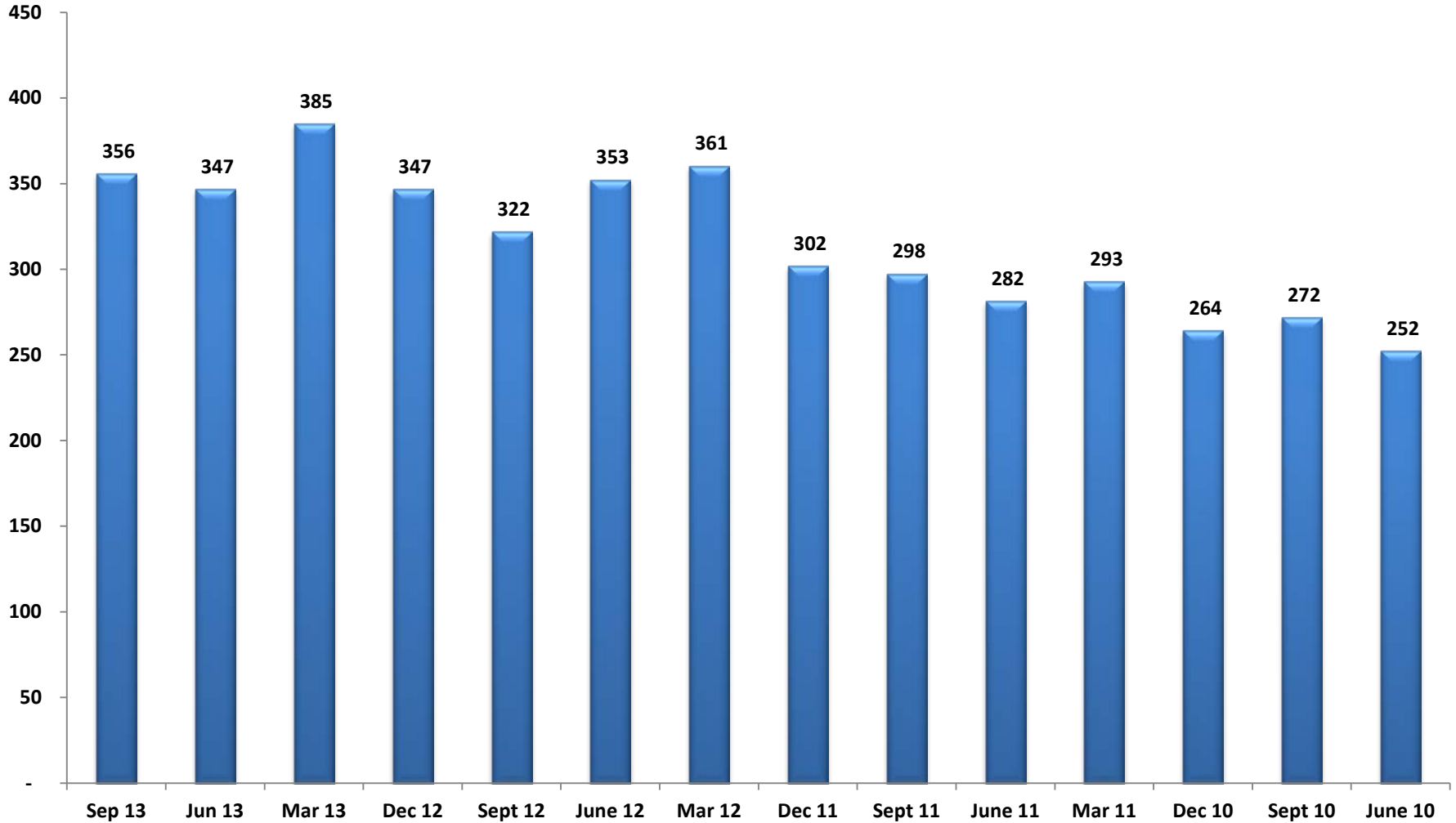
(₹ in Crores)

Particulars	As at 30th Sep 2013	As at 31st Mar 2013	Particulars	As at 30th Sep 2013	As at 31st Mar 2013
EQUITY AND LIABILITIES			ASSETS		
Shareholders' Funds			Non-current Assets		
(a) Share Capital	14.92	14.92	(a) Fixed Assets		
(b) Reserves and Surplus	433.14	414.18	(i) Tangible assets	331.38	336.04
Non-current liabilities			(ii) Intangible assets	4.82	2.18
(a) Long term borrowings	114.68	111.79	(iii) Capital work-in-progress	7.66	4.21
(b) Deferred tax liability (net)	20.55	21.90	(b) Non-current investments	25.56	25.30
(c) Other Long term Liabilities	32.52	32.37	(c) Long-term loans and advances	59.90	51.85
(c) Long term provisions	8.04	7.59	Current assets		
Current Liabilities			(a) Inventories	334.11	305.26
(a) Short term borrowings	214.74	242.55	(b) Trade Receivables	184.32	229.74
(b) Trade Payables	92.16	94.29	(c) Cash and Bank Balance	25.53	25.43
(c) Other current liabilities	84.33	69.38	(d) Short-term loans and advances	48.53	41.96
(d) Short term provisions	13.60	18.89	(e) Other current assets	6.86	5.91
TOTAL	1,028.67	1,027.88	TOTAL	1,028.67	1,027.88

Business Review

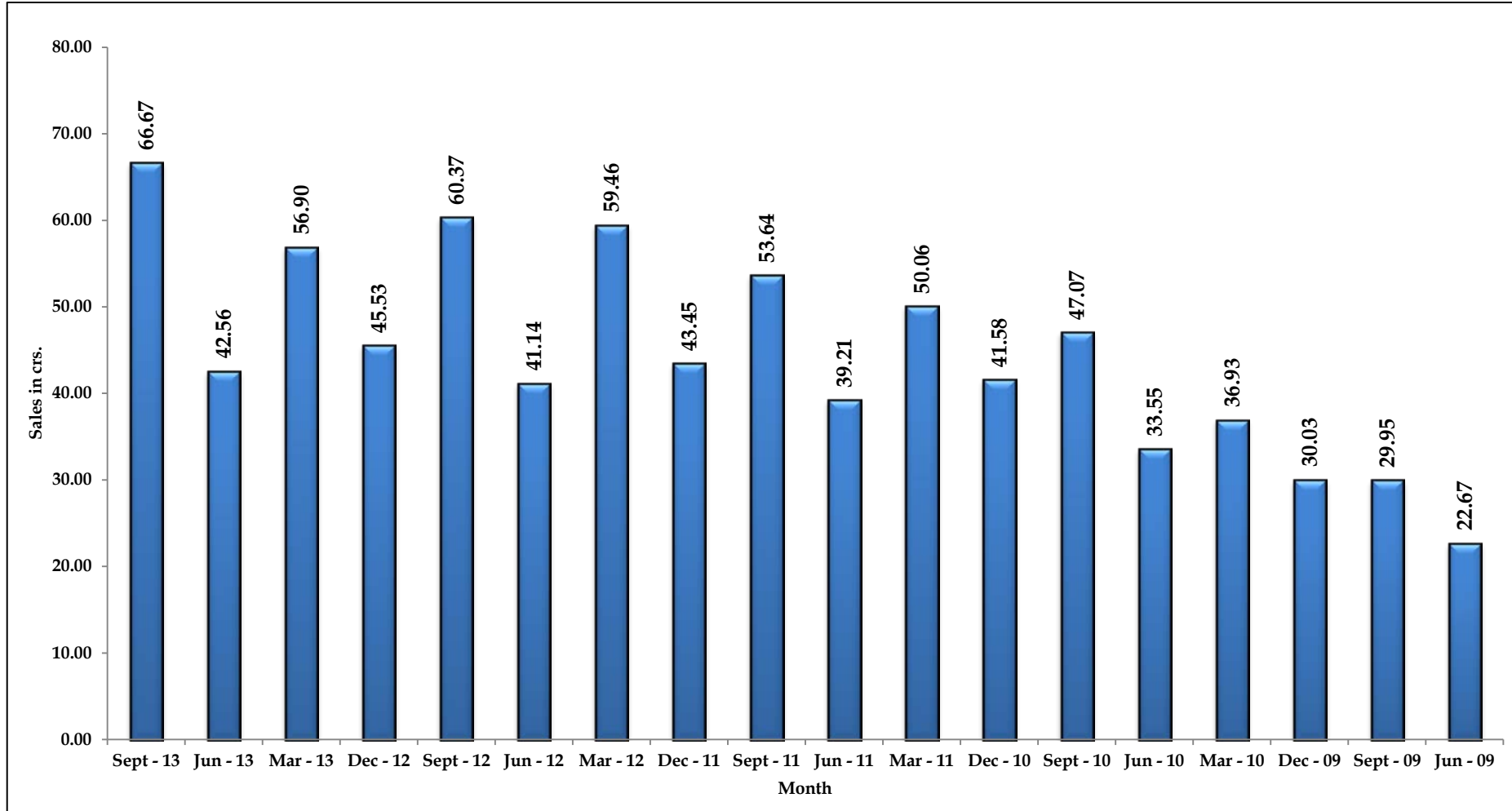
Plastics – Quarter Wise Sales

(₹ in Crores)

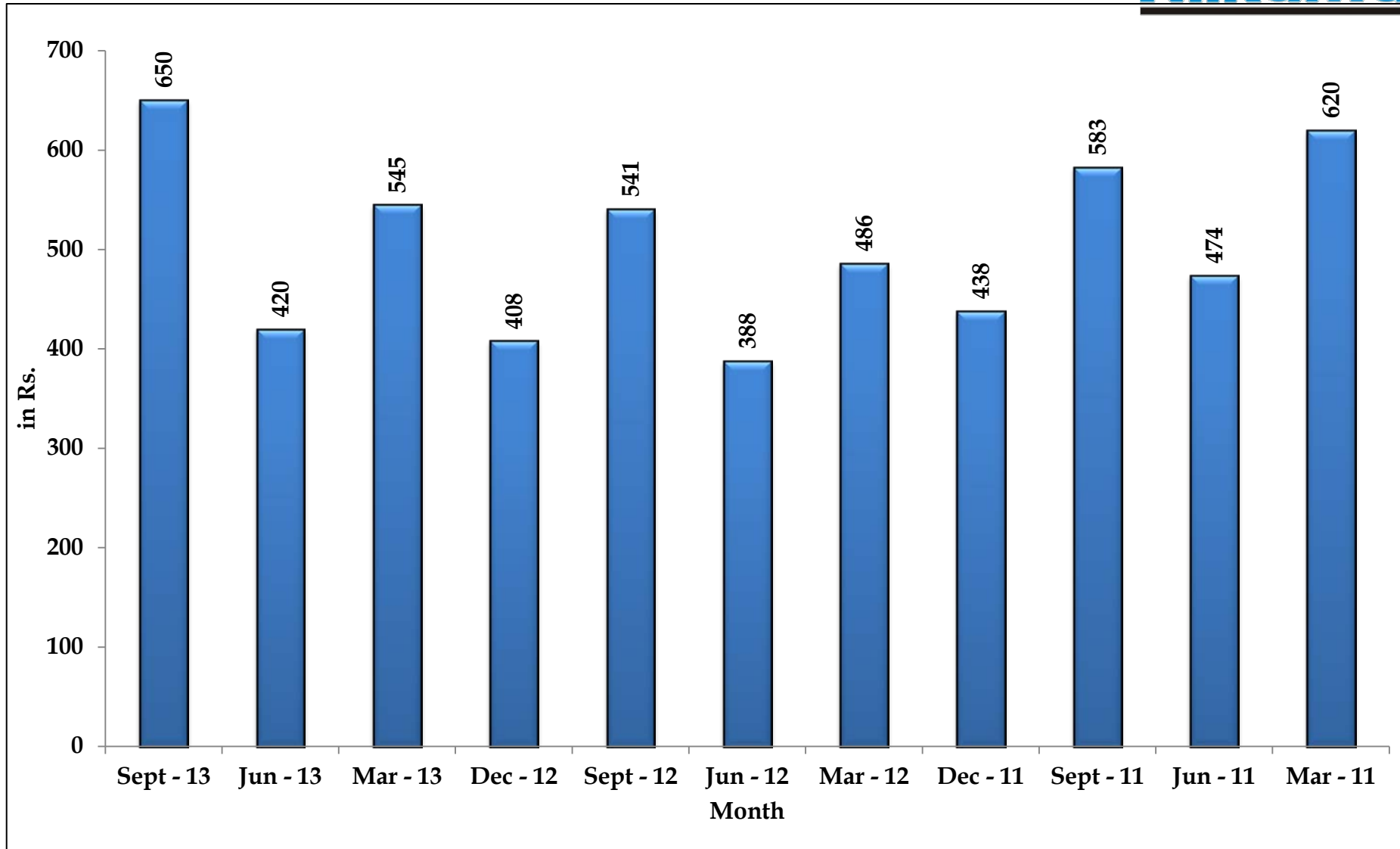


Retail Quarter Wise Sales

(₹ in Crores)



Sales Per Sq. ft. per Quarter



Thank you