

# Q2 Results of FY 2011-2012

# 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 lacs)

<b>Particulars</b>	<b>% of Growth compare to corresponding quarter of P.Y.</b>	<b>% of Growth Against Immediate Preceding Quarter</b>	<b>Quarter Ended Sept 11</b>	<b>Quarter Ended Sept 10</b>	<b>Quarter Ended June 11</b>	<b>Year Ended 31.03.11</b>
Turnover - Gross	11.30%	9.59%	40093.19	36021.68	36585.35	142367.31
Turnover - Net	10.45%	9.49%	35113.83	31790.56	32070.53	124920.40
EBIDT	6.36%	13.10%	3879.72	3647.57	3430.48	12969.98
Interest	40.78%	4.55%	884.71	628.41	846.20	2673.06
Depreciation	22.87%	7.34%	995.24	809.97	927.16	3293.16
PBT	-9.48%	20.68%	1999.76	2209.19	1657.11	7003.76
PAT	-3.81%	25.71%	1541.76	1602.82	1226.48	5245.78

# Financial Results (Quarterly)

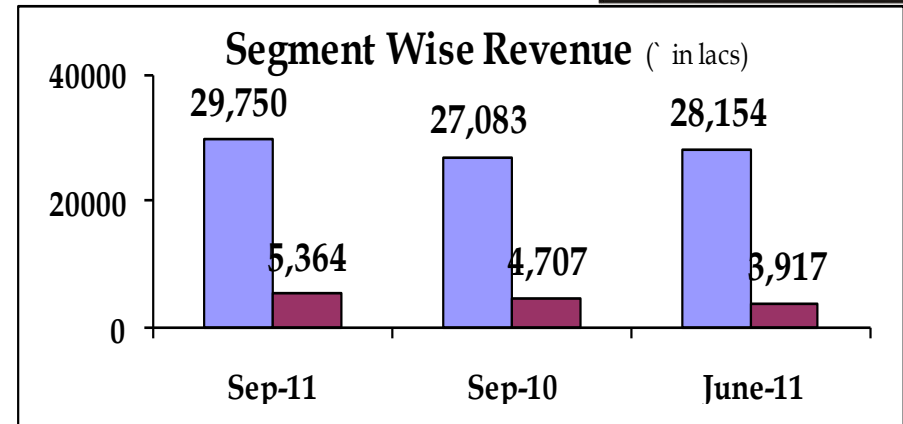
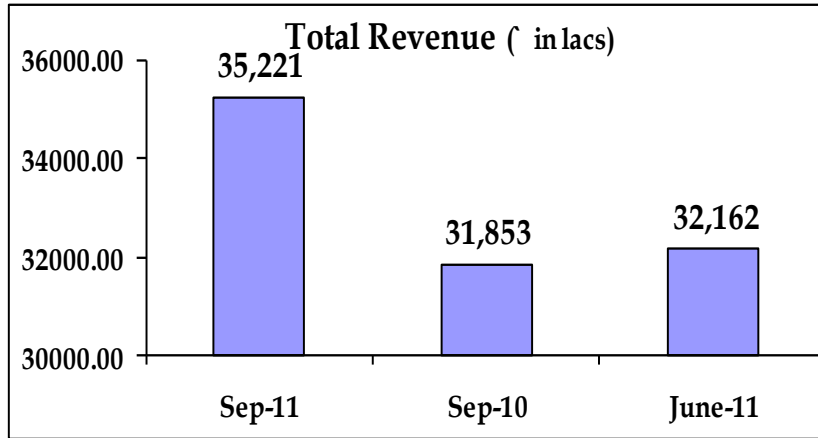
(Rs. In lacs)

Particulars	Quarter ending 30th Sept 11			Quarter ending 30th Sept 10			Quarter ending 30th June 11			Financial Year 2010-11		
	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total
Net Sales	29750	5364	35114	27083	4707	31791	28154	3921	32075	107712	17208	124920
EBIDT	3676	203	3879	3449	199	3648	3448	-16	3432	12504	466	12970
% Net sales	12.36	3.78	11.05	12.73	4.23	11.47	12.25	-0.41	10.70	11.61	2.71	10.38
PBT	1921	79	2000	2124	85	2209	1781	-124	1657	6976	28	7004
PAT	1463	79	1542	1518	85	1603	1350	-124	1226	5218	28	5246
%of Net Sales	4.92	1.47	4.39	5.60	1.81	5.04	4.79	-3.16	3.82	4.84	0.16	4.20

# Financial Results (Half Yearly)

(` In Lacs)

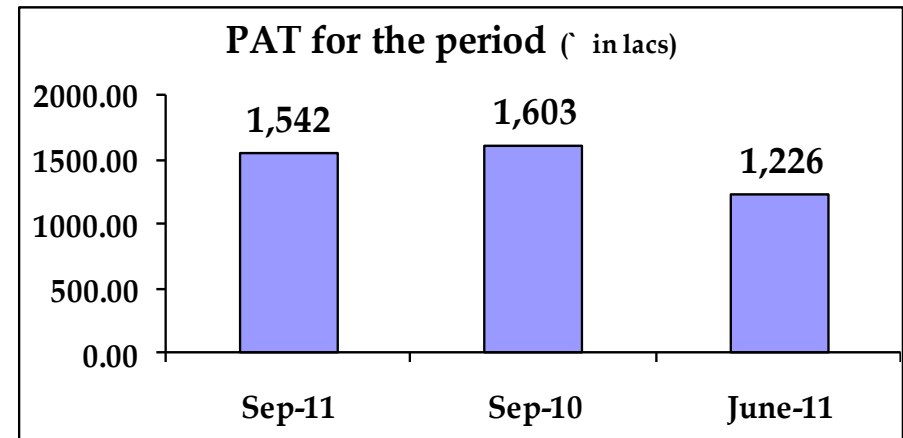
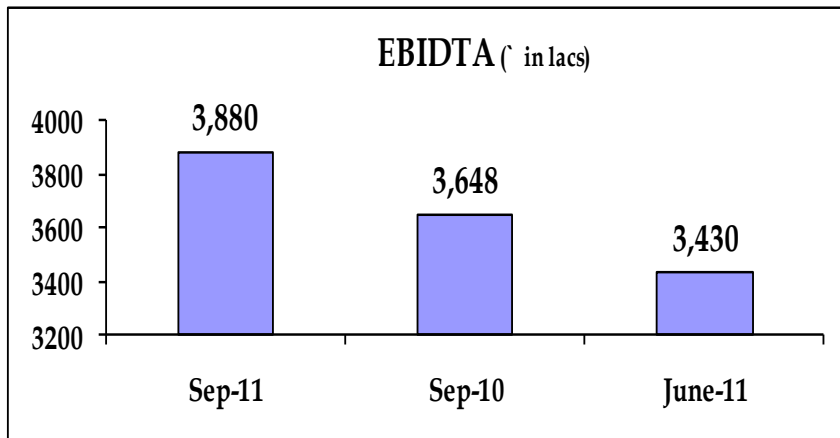
Particulars	Half Year ending 30th Sept 11			Half Year ending 30th Sept 11			Half Year ending 31st March 11		
	Plastic	@home	Total	Plastic	@home	Total	Plastic	@home	Total
Net Sales	57904	9285	67189	52229	8045	60274	55483	9163	64646
EBIDT	7124	187	7311	6677	167	6844	5827	299	6126
% Net sales	12.3	2.01	10.88	12.78	2.08	11.35	10.5	3.26	9.48
PBT	3702	-45	3657	4088	-41	4047	2888	69	2957
PAT	2813	-45	2768	2963	-41	2922	2255	69	2324
% to Net									
Sales	4.86	-0.48	4.12	5.67	-0.51	4.85	4.06	0.75	3.6



**YoY Growth : 11%; QoQ Growth : 10%**

**Plastics YoY Growth : 10%; QoQ Growth : 6%**

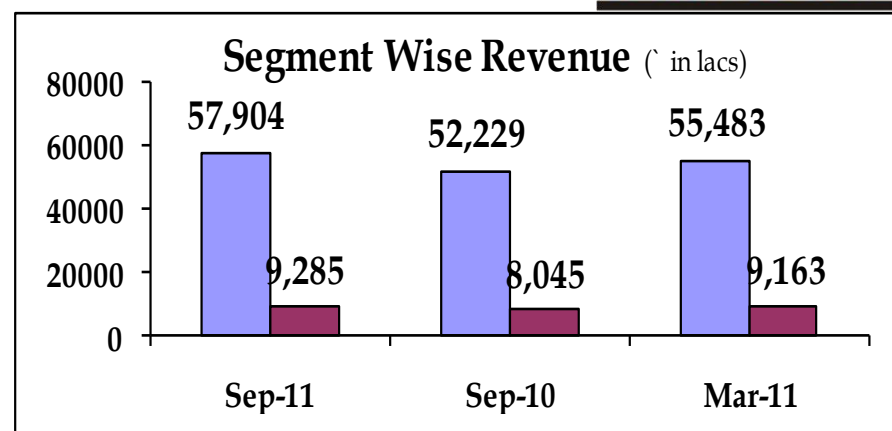
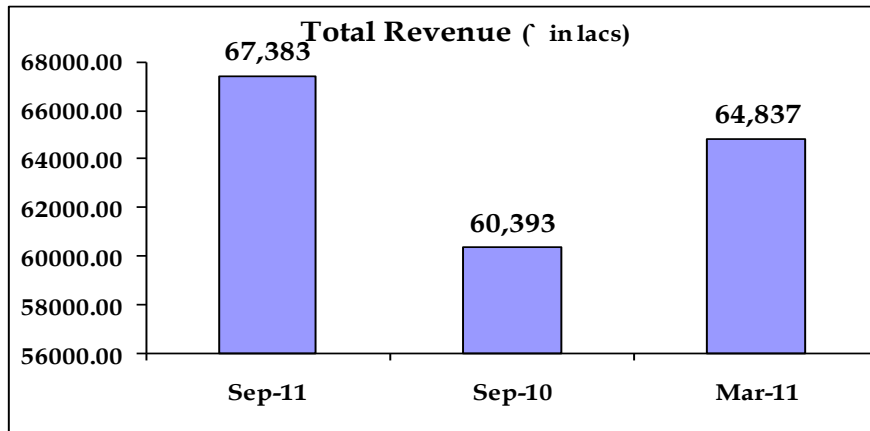
**Retail YoY Growth : 14%; QoQ Growth : 37%**



**YoY Growth : 6%; QoQ Growth : 13%**

**YoY Growth : -4%; QoQ Growth : 26%**

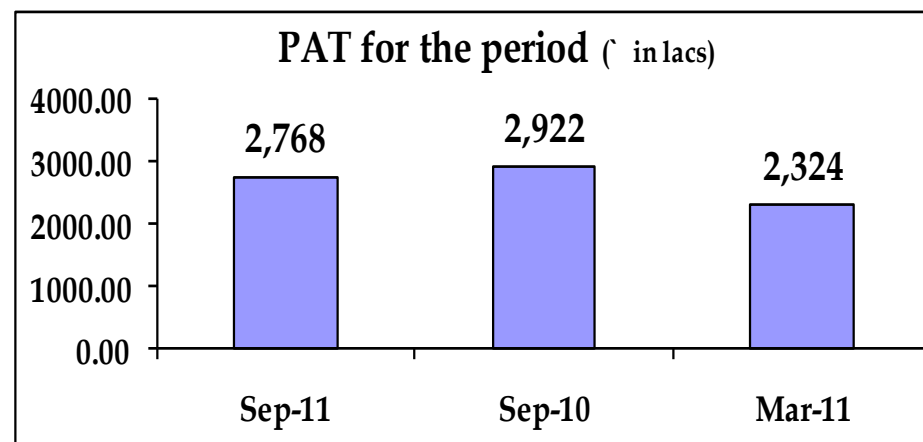
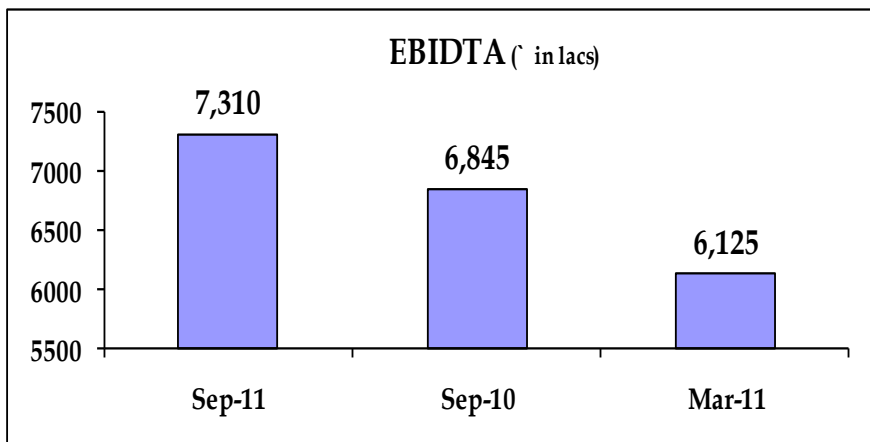
# Performance Snapshot (Half Yearly)



**YoY Growth : 12%; HoH Growth : 4%**

**Plastics YoY Growth : 11%; HoH Growth : 4%**

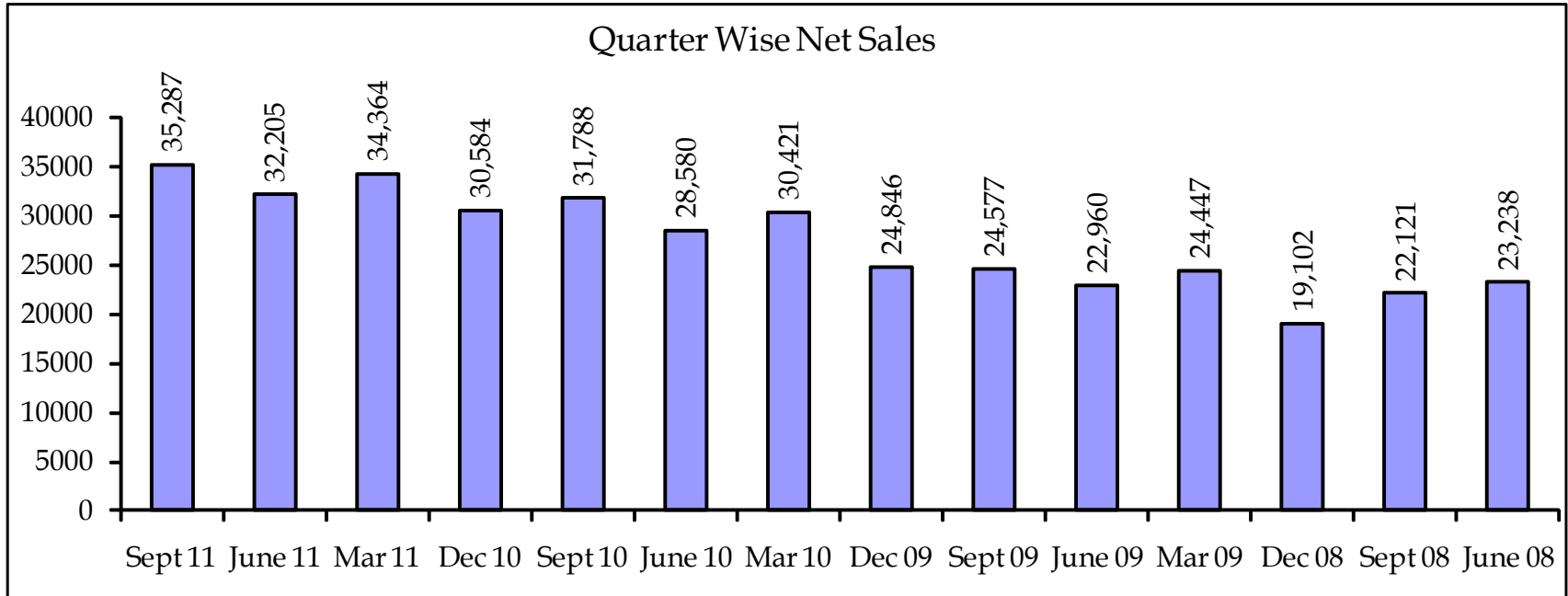
**Retail YoY Growth : 15%; HoH Growth : 1%**



**YoY Growth : 7%; HoH Growth : 19%**

**YoY Growth : -5%; HoH Growth : 19%**

(` in lacs)





# Income Statement Summary (Quarterly)

(₹ in lacs)

Particulars	Sep-11		Sep-10		June-11		Growth Over	
	Amt	%	Amt	%	Amt	%	Sep-10	Jun-11
<b>Revenues</b>	<b>35,221.45</b>	<b>100%</b>	<b>31,853.27</b>	<b>100%</b>	<b>32,162.01</b>	<b>100%</b>	<b>11%</b>	<b>10%</b>
Material Consumed	20,654.64	59%	19,451.59	61%	19,642.45	61%	6%	5%
Employees Cost	2,241.13	6%	1,766.02	6%	2,208.82	7%	27%	1%
Operating expenditure	8,445.96	24%	6,988.10	22%	6,880.25	21%	21%	23%
<b>EBIDTA</b>	<b>3,879.72</b>	<b>11%</b>	<b>3,647.57</b>	<b>11%</b>	<b>3,430.48</b>	<b>11%</b>	<b>6%</b>	<b>13%</b>
Depreciation	995.24	3%	809.97	3%	927.16	3%	23%	7%
Interest and Finance Charges	884.71	3%	628.41	2%	846.20	3%	41%	5%
Profit before Tax	1,999.76	6%	2,209.19	7%	1,657.11	5%	-9%	21%
Tax Expense	458.00	1%	606.37	2%	430.63	1%	-24%	6%
<b>Net Profit after Tax</b>	<b>1,541.76</b>	<b>4%</b>	<b>1,602.82</b>	<b>5%</b>	<b>1,226.48</b>	<b>4%</b>	<b>-4%</b>	<b>26%</b>

# Income Statement Summary (Half Yearly)

(` in lacs)

(` in lacs)

Particulars	Sep-11		Sep-10		Mar-11		Growth Over	
	Amt	%	Amt	%	Amt	%	Sep-10	Mar-11
<b>Revenues</b>	<b>67,383.45</b>	<b>100%</b>	<b>60,393.27</b>	<b>100%</b>	<b>64,837.15</b>	<b>100%</b>	<b>12%</b>	<b>4%</b>
Material Consumed	40,361.92	60%	37,415.46	62%	40,070.01	62%	8%	1%
Employees Cost	4,449.96	7%	3,438.58	6%	4,139.32	6%	29%	8%
Operating expenditure	15,326.21	23%	12,694.59	21%	14,524.03	22%	21%	6%
<b>EBIDTA</b>	<b>7,245.36</b>	<b>11%</b>	<b>6,844.64</b>	<b>11%</b>	<b>6,103.78</b>	<b>9%</b>	<b>6%</b>	<b>19%</b>
Depreciation	1,922.40	3%	1,581.71	3%	1,711.45	3%	22%	12%
Interest and Finance Charges	1,730.91	3%	1,215.70	2%	1,457.35	2%	42%	19%
Profit before Tax	3,656.88	5%	4,047.23	7%	2,934.98	5%	-10%	25%
Tax Expense	888.63	1%	1,125.50	2%	762.15	1%	-21%	17%
<b>Net Profit after Tax</b>	<b>2,768.24</b>	<b>4%</b>	<b>2,921.73</b>	<b>5%</b>	<b>2,172.83</b>	<b>3%</b>	<b>-5%</b>	<b>27%</b>

# Segment Results

	(` in lacs)			Growth Over	
	Sep-11	Sep-10	June-11	YoY	QoQ
<b>Segment Revenue</b>	<b>35113.8299</b>	<b>31790.555</b>	<b>32204.68</b>	<b>10%</b>	<b>9%</b>
Plastics	29749.97	27083.13	28287.93	10%	5%
Retail	5363.86	4707.42	3916.75	14%	37%
<b>EBIDTA</b>	<b>3879.72</b>	<b>3647.57</b>	<b>3430.48</b>	<b>6%</b>	<b>13%</b>
Plastics	3676.37	3448.92	3447.29	7%	7%
Retail	203.34	198.65	-16.82		
<b>EBIDTA %</b>	<b>11.0%</b>	<b>11.5%</b>	<b>10.7%</b>		
Plastics %	12.4%	12.7%	12.2%		
Retail %	3.8%	4.2%	-0.4%		
<b>EBIT</b>					
Plastics	2756.63	2708.24	2590.32		
Retail	127.84	129.36	-87.00		
<b>EBIT %</b>					
Plastics	9.3%	10.0%	9.2%		
Retail	2.4%	2.7%	-2.2%		

# Balance Sheet Summary

(` in lacs)

Particulars	Sep-11	Sep-10	June-11	Mar-11
<b>SHAREHOLDERS' FUNDS:</b>				
(a) Capital	1,492.25	1,492.25	1,492.25	1,492.25
(b) Reserves and Surplus	36,853.90	32,455.32	35,312.14	34,085.66
LOAN FUNDS	28,848.57	26,756.03	24,615.55	30,246.19
DEFERRED TAX LIABILITY(Net)	1,527.96	1,365.17	1,554.96	1,564.33
<b>TOTAL</b>	<b>68,722.68</b>	<b>62,068.77</b>	<b>62,974.89</b>	<b>67,388.42</b>
<b>FIXED ASSETS</b>	<b>32,413.11</b>	<b>25,895.06</b>	<b>31,437.45</b>	<b>30,254.86</b>
<b>INVESTMENTS</b>	<b>2,529.58</b>	<b>2,329.08</b>	<b>2,529.58</b>	<b>2,529.58</b>
<b>CURRENT ASSETS, LOANS AND ADVANCES</b>				
(a) Inventories	24,001.49	20,164.46	21,780.75	22,467.79
(b) Sundry Debtors	16,699.71	15,253.35	13,732.82	14,448.92
(c) Cash and Bank balances	1,192.00	1,150.77	1,973.29	1,644.66
(d) Loans and Advances	9,574.08	9,297.18	8,553.43	7,617.97
<b>Less: CURRENT LIABILITIES AND PROVISIONS</b>				
(a) Liabilities	1,685.72	10,878.06	14,991.89	10,685.07
(b) Provisions	1,535.95	1,143.07	2,040.52	1,890.30
<b>NET CURRENT ASSETS</b>	<b>33,779.99</b>	<b>33,844.63</b>	<b>29,007.86</b>	<b>34,603.98</b>
<b>TOTAL</b>	<b>68,722.68</b>	<b>62,068.77</b>	<b>62,974.89</b>	<b>67,388.42</b>

## Performance of Joint Venture & Subsidiary Companies

Name of the company	Currency	Quarter Ended Sept, 11		Quarter Ended Sept, 10	
		Turn Over	Net Profit/ (Loss)	Turn over	Net Profit/ (Loss)
NBSSPL	INR	1183.53	99.77	930.5	-31.92
CNPL	INR	155.75	20.31	-	-
NEPPL	SLR	2357.80	106.5	2667.06	394.43
	INR	1056.70	47.72	1073.79	158.80
NCB- FZE	AED	22.98	1.45	21.84	0.76
	INR	308.57	19.47	267.67	9.31
<b>Total</b>	<b>INR</b>	<b>2704.55</b>	<b>187.27</b>	<b>2271.96</b>	<b>136.19</b>
<b>Based on our holding</b>	<b>INR</b>		<b>115.78</b>		<b>114.04</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 Plastic Ltd. (Joint Venture)

## Performance of Joint Venture & Subsidiary Companies

	Half Year Ended 30th September, 11		Half Year Ended 30th September, 10	
Currency	Turn Over	Net Profit/ (Loss)	Turn over	Net Profit/ (Loss)
INR	1992.97	72.13	1958.03	-65.24
INR	266.14	39.59	-	-
SLR	4766.85	336.6	4886.34	637.95
INR	2135.94	150.82	1967.31	256.85
AED	50.02	3.17	50.52	3.68
INR	671.66	42.57	619.18	45.1
INR	5066.71	305.11	4544.52	236.71
INR		213.05		207.69

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 Plastic Ltd. (Joint Venture)

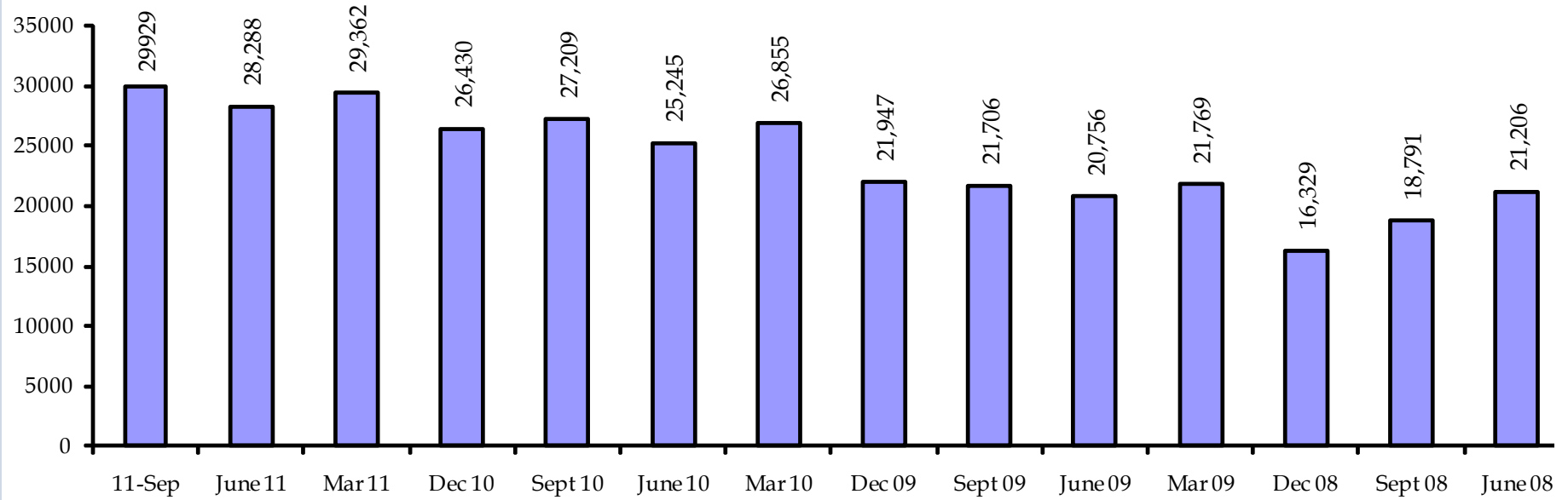
# Business Review

# Plastics - Business Review



(` in lacs)

### Plastics Quarter Wise Sales



## Plastics – Income Statement (Quarterly)

(₹ in lacs)						
Particulars	% to Sales	Sept - 11	% to Sales	Sept - 10	% to Sales	Jun - 11
<b>I INCOME</b>						
Gross Sales and Income from Sales		34,141		30,799		32,249
Less : Duties and Levies		4,391		3,716		4,095
Net Sales	100	29,750	100	27,083	100	28,154
Other Income		105		60		85
<b>Total Income</b>		<b>29,855</b>		<b>27,144</b>		<b>28,239</b>
<b>II EXPENDITURE</b>						
Materials consumed / Cost of goods traded	59.88	17,814	62.59	16,951	62.73	17,662
Employees Remuneration & Benefits	6.13	1,823	5.24	1,419	6.45	1,816
<b>Operating &amp; other expenses</b>						
Stores, Spare Parts Consumed	1.47	436	1.19	321	0.93	261
Power & Fuel	2.98	886	3.54	958	3.23	910
Packing Material Consumed	0.87	259	0.88	238	0.79	223
Travelling Expenses	0.84	249	0.90	243	0.82	232
Carriage outward	6.48	1,927	5.03	1,363	5.77	1,625
Other Operating expenses	9.36	2,784	8.12	2,200	7.32	2,061
Financial Expenses	2.81	836	2.16	584	2.88	810
Depreciation	3.09	920	2.73	741	3.04	857
<b>Total</b>		<b>27,934</b>		<b>25,019</b>		<b>26,458</b>
<b>Profit before Taxation</b>	6.46	<b>1,921</b>	7.84	<b>2,124</b>	6.33	<b>1,781</b>

## Plastics – Income Statement (Half Yearly)

Particulars	(₹ in lacs)					
	% to Sales	Sept - 11	% to Sales	Sept - 10	% to Sales	March- 11
<b>I INCOME</b>						
Gross Sales and Income from Sales		66,390		59,531		63,737
Less : Duties and Levies		8,486		7,302		8,254
Net Sales	100	57,904	100	52,229	100	55,483
Other Income		190		116		187
<b>Total Income</b>		<b>58,094</b>		<b>52,345</b>		<b>55,671</b>
<b>II EXPENDITURE</b>						
Materials consumed / Cost of goods traded	61.27	35,476	63.58	33,209	63.37	35,158
Employees Remuneration & Benefits	6.28	3,638	5.29	2,764	6.16	3,420
<b>Operating &amp; other expenses</b>						
Stores, Spare Parts Consumed	1.20	697	1.11	582	1.55	862
Power & Fuel	3.10	1,796	3.46	1,809	2.99	1,658
Packing Material Consumed	0.83	483	0.81	423	0.83	463
Travelling Expenses	0.83	482	0.81	421	0.82	457
Carriage outward	6.14	3,553	4.55	2,376	5.36	2,973
Other Operating expenses	8.37	4,846	7.82	4,083	8.75	4,855
Financial Expenses	2.84	1,645	2.19	1,143	2.46	1,368
Depreciation	3.07	1,777	2.77	1,446	2.83	1,571
<b>Total</b>		<b>54,392</b>		<b>48,257</b>		<b>52,784</b>
<b>Profit before Taxation</b>	<b>6.39</b>	<b>3,702</b>	<b>7.83</b>	<b>4,088</b>	<b>5.20</b>	<b>2,887</b>

# @home - Business Review

# @home – Income Statement Summary

## Quarterly

(` in lacs)

PARTICULAR	Qtr Ended Sep 11		Qtr Ended Sep 10		Qtr Ended Jun 11		Year Ended Mar 11	
	Amt	%	Amt	%	Amt	%	Amt	%
<b>I INCOME</b>								
Gross : Sales and Income from Sales	5,951.91		5,222.94		4,336.74		19,087.58	
Less : Duties and Levies	588.05		515.52		419.99		1,891.02	
Net Sales	5,363.86	100%	4,707.42	100%	3,916.75	100%	17,196.56	100%
Other Income	3.00	0%	2.30	0%	6.12	0%	18.40	0%
<b>TOTAL SALES TURNOVER</b>	<b>5,366.86</b>		<b>4,709.72</b>		<b>3,922.87</b>		<b>17,214.96</b>	
<b>II EXPENDITURE</b>								
MATERIAL CONSUMED	2,840.78	53%	2,500.25	53%	2,045.07	52%	9,118.43	53%
EMPLOYEES REMUNERATION	418.58	8%	346.54	7%	393.22	10%	1,394.33	8%
<b>OPERATING EXP</b>								
RENT	545.13	10%	477.29	10%	489.16	12%	1,865.77	11%
ELECTRICITY	122.70	2%	106.33	2%	115.55	3%	394.01	2%
ADVERTISEMENT	403.87	8%	379.98	8%	231.70	6%	1,398.62	8%
TRANSPORTATION	185.29	3%	143.54	3%	116.20	3%	527.30	3%
OTHER OPERATING EXP	616.50	11%	536.79	11%	534.28	14%	1,985.08	12%
EMI SUBVANTION CHARGES ON FINANCE SCHEME	30.67	1%	20.34	0%	14.51	0%	65.50	0%
CREDIT CARD EXP	43.09	1%	40.01	1%	32.12	1%	35.99	0%
OTHER FINANCIAL EXP	5.97	0%	4.33	0%	4.36	0%	126.18	1%
DEPRECIATION	75.50	1%	69.29	1%	70.19	2%	275.89	2%
<b>TOTAL</b>	<b>5,288.07</b>	<b>99%</b>	<b>4,624.70</b>	<b>98%</b>	<b>4,046.35</b>	<b>103%</b>	<b>17,187.11</b>	<b>100%</b>
<b>PROFIT BEFORE TAXATION</b>	<b>78.78</b>	<b>1%</b>	<b>85.02</b>	<b>2%</b>	<b>(123.48)</b>	<b>-3%</b>	<b>27.85</b>	<b>0%</b>

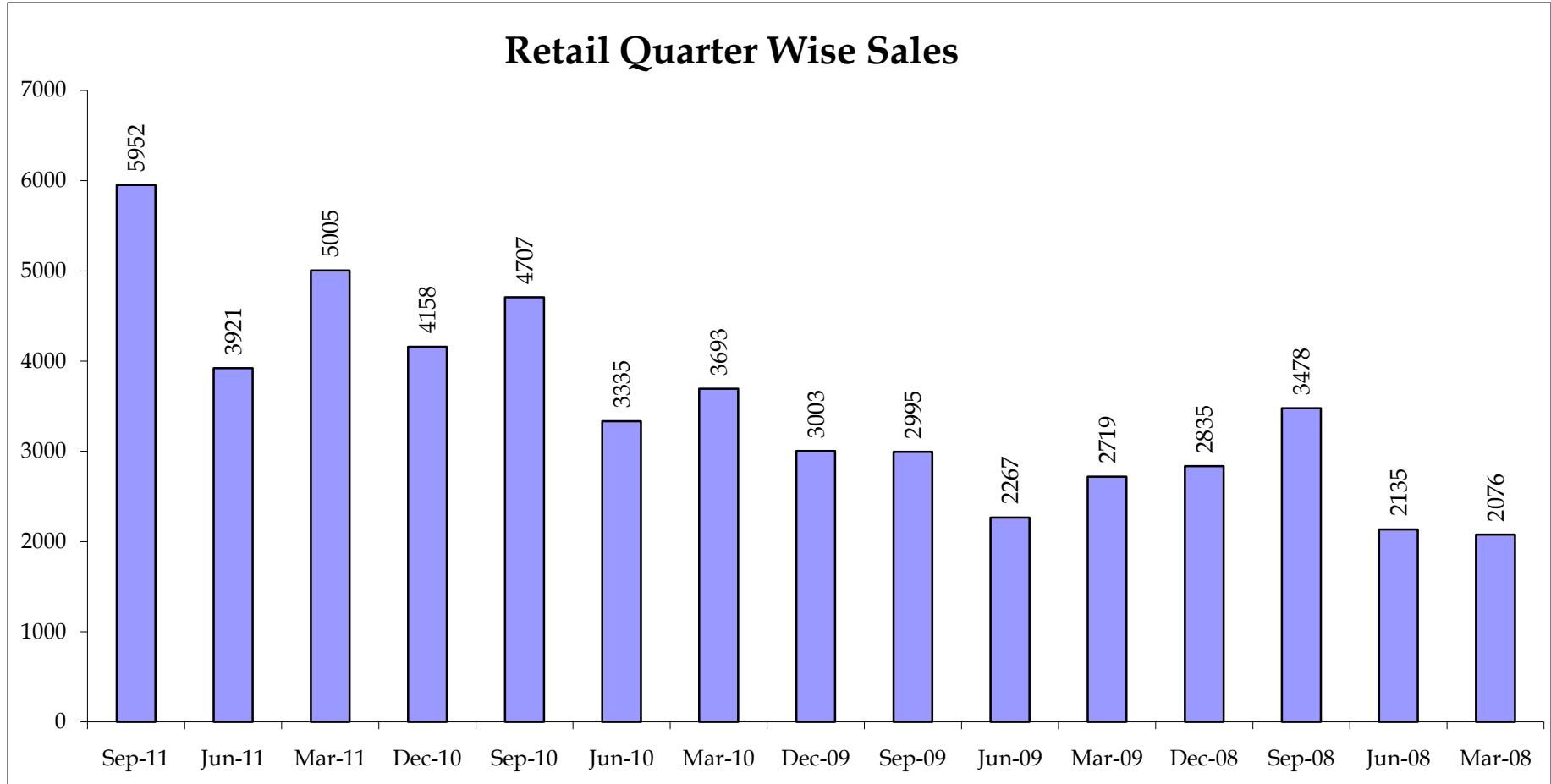
# @home – Income Statement Summary Half Yearly

(` in lacs)

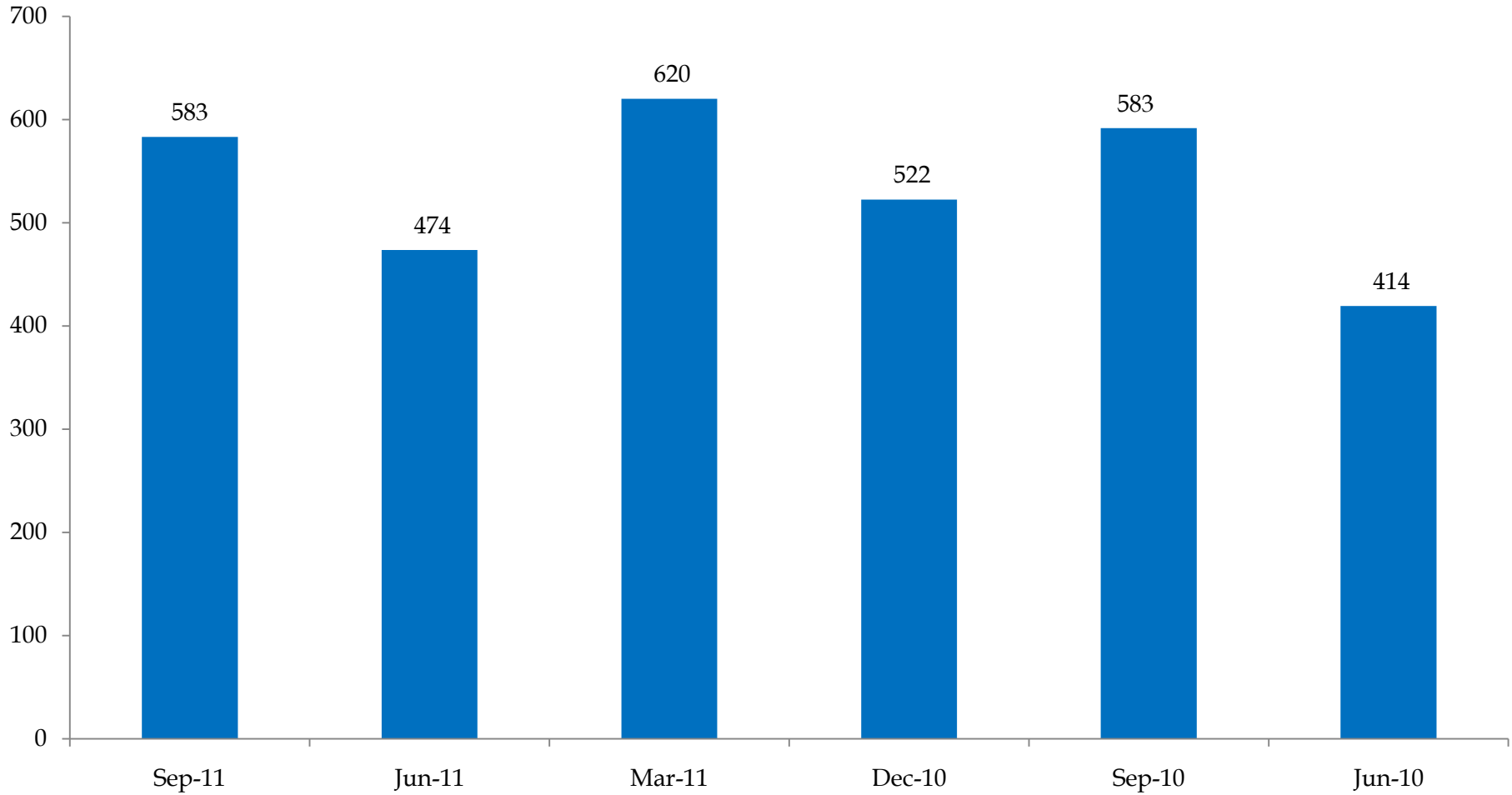
PARTICULAR	H.Y. Ended Sep 11		H.Y. Ended Sep 10		H.Y. Ended Mar 11	
	Amt	%	Amt	%	Amt	%
<b>I INCOME</b>						
Gross : Sales and Income from Sales	10,293.30		8,930.80		10,161.95	
Less : Duties and Levies	1,008.03		885.71		1,005.31	
Net Sales	9,285.26	100%	8,045.09	100%	9,156.64	100%
Other Income	4.47	0%	3.49	0%	9.74	0%
<b>TOTAL SALES TURNOVER</b>	<b>9,289.73</b>		<b>8,048.58</b>		<b>9,166.38</b>	
<b>II EXPENDITURE</b>						
MATERIAL CONSUMED	4,885.85	53%	4,206.03	52%	4,912.40	54%
EMPLOYEES REMUNERATION	811.79	9%	674.64	8%	719.69	8%
<b>OPERATING EXP</b>						
RENT	1,034.29	11%	946.89	12%	918.88	10%
ELECTRICITY	238.25	3%	216.63	3%	177.39	2%
ADVERTISEMENT	635.58	7%	636.98	8%	761.64	8%
TRANSPORTATION	301.49	3%	218.50	3%	308.80	3%
OTHER OPERATING EXP	1,165.29	13%	961.16	12%	1,026.07	11%
EMI SUBVANTION CHARGES ON FINANCE SCHEME	30.67	0%	20.34	0%	43.00	0%
CREDIT CARD EXP	75.21	1%	63.62	1%	78.97	1%
OTHER FINANCIAL EXP	10.32	0%	8.73	0%	10.84	0%
DEPRECIATION	145.68	2%	135.87	2%	140.02	2%
<b>TOTAL</b>	<b>9,334.42</b>	<b>101%</b>	<b>8,089.41</b>	<b>101%</b>	<b>9,097.70</b>	<b>99%</b>
<b>PROFIT BEFORE TAXATION</b>	<b>(44.69)</b>	<b>0%</b>	<b>(40.83)</b>	<b>-1%</b>	<b>68.68</b>	<b>1%</b>

# Retail Quarter Wise Sales

(` in lacs)

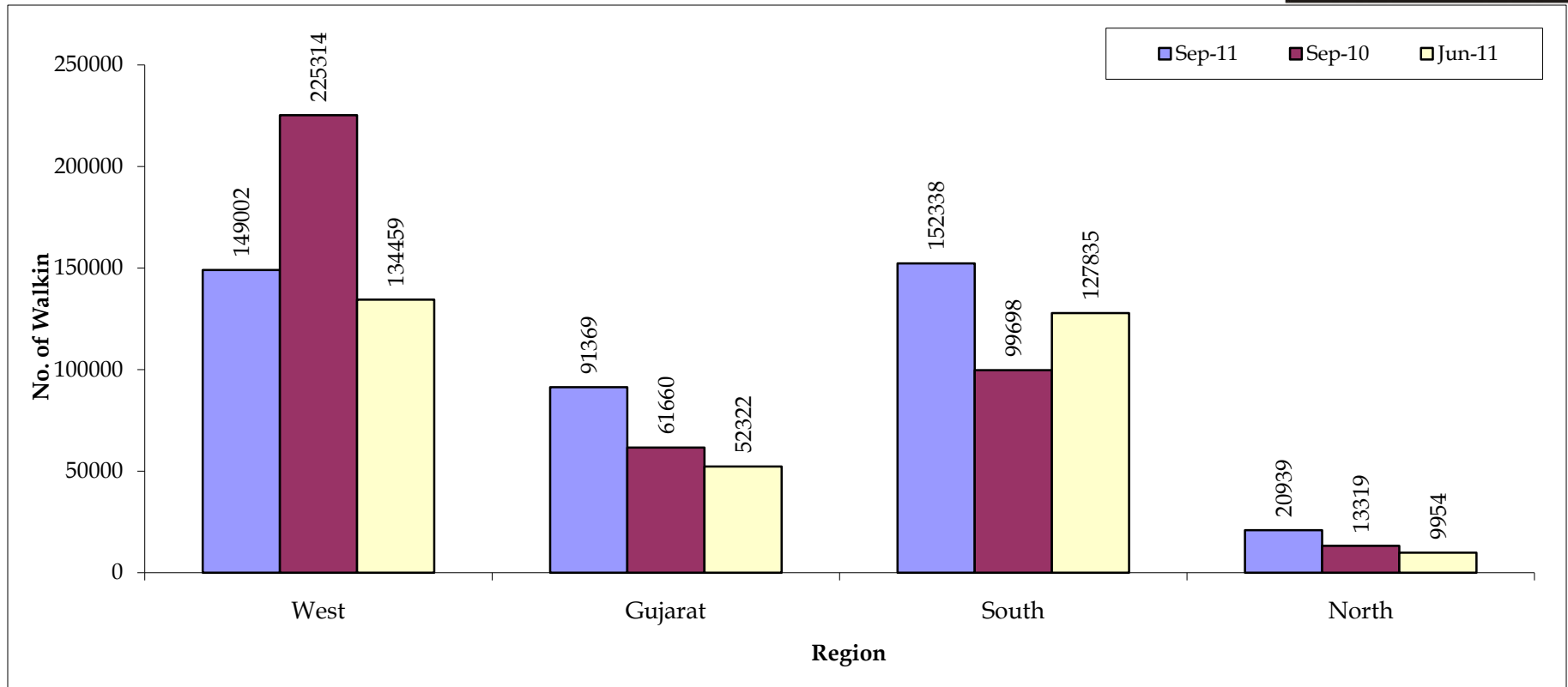


# Sales Per Sq. ft. per month





# Region Wise Quarter Wise Walkin



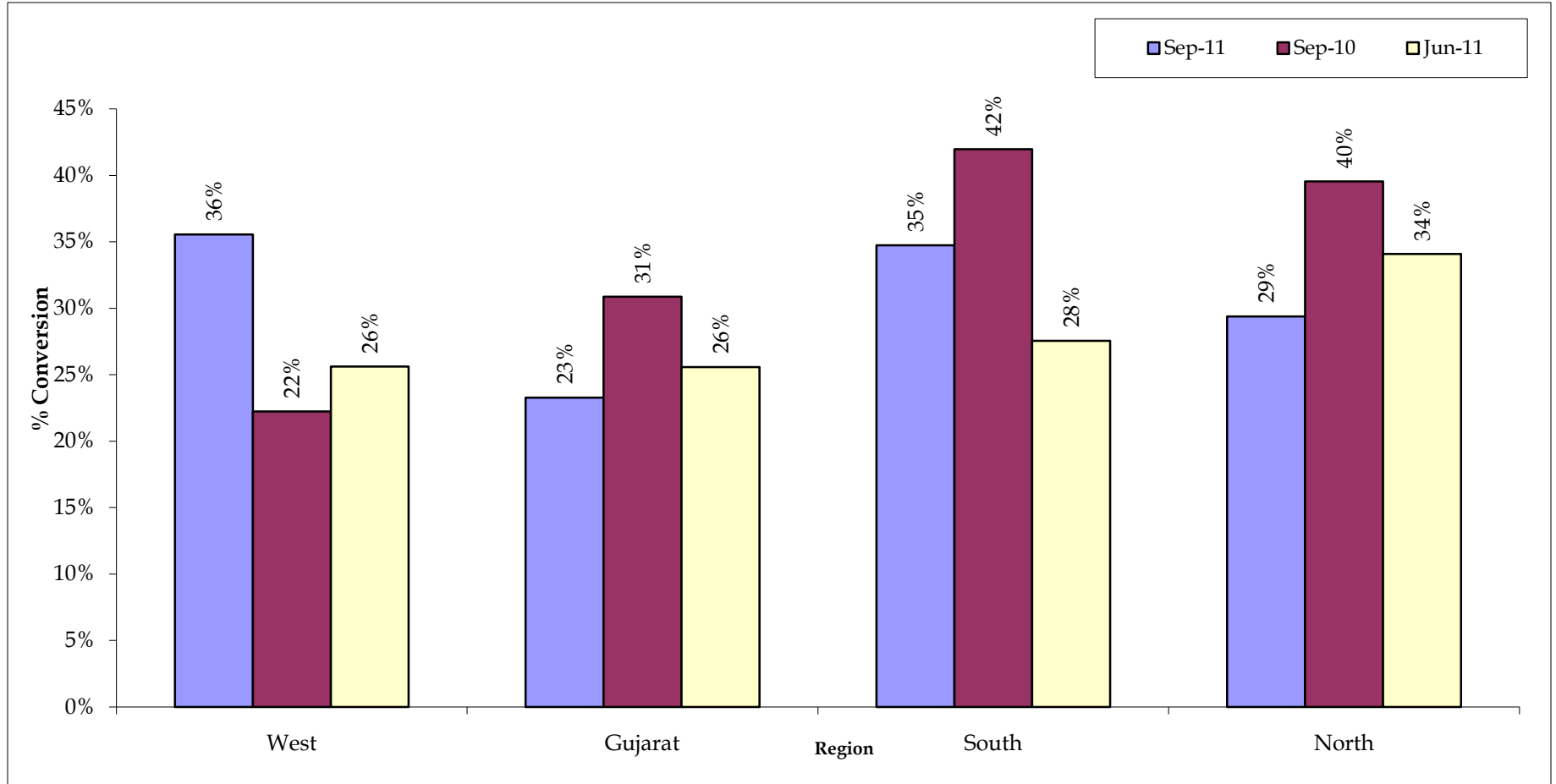
**West - YOY Growth : -34%, QoQ Growth: 11%**

**Gujarat - YOY Growth : 48%, QoQ Growth: 75%**

**South - YOY Growth : 53%, QoQ Growth: 19%**

**North - YOY Growth : 57%, QoQ Growth: 110%**

# @home – Region Wise Quarter Wise Conv. %



Thank you