



Q3 Results of FY 2019 - 20

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Impact of Lease Accounting on EBIDT & PBT

(c#n Crores)

	Quarter ended 31st December, 2019			Quarter ended 30th September, 2019			Nine Months ended 31st December, 2019		
	Plastics	@home	Total	Plastics	@home	Total	Plastics	@home	Total
Lease Rent	5.77	3.85	9.62	5.85	4.11	9.96	16.98	11.55	28.54
<u>Accounted As</u>							-	-	
Interest cost	1.71	1.17	2.88	1.83	1.23	3.06	5.28	3.67	8.95
Depreciation	4.53	3.02	7.55	4.64	3.32	7.96	13.39	9.08	22.46
Total	6.24	4.19	10.43	6.47	4.55	11.02	18.67	12.75	31.42
<u>Due to Above Accounting</u>									
Increase in EBIDTA	5.77	3.85	9.62	5.85	4.11	9.96	16.98	11.55	28.54
Adjusted EBIDTA	54.93	0.83	55.76	63.10	1.37	64.47	181.70	2.34	184.03
Reported EBIDTA	60.70	4.67	65.38	68.95	5.48	74.43	198.68	13.89	212.57
Impact on Profit before tax	(0.47)	(0.35)	(0.81)	(0.62)	(0.44)	(1.06)	(1.68)	(1.20)	(2.88)
Lease Assets	67.42	45.35	112.78	71.55	48.38	119.92	67.42	45.35	112.78
Lease Liability	77.59	53.23	130.82	81.24	55.91	137.15	77.59	53.23	130.82

Highlights

(c#n Crores)

Particulars	% of Growth compare to corresponding quarter of P.Y.	Quarter Ended Dec 19	Quarter Ended Dec 18	% of Growth compare to corresponding period of P.Y.	Nine Month Ended Dec 19	Nine Month Ended Dec 18	F.Y. 2018-19
Turnover - Net	(7.34%)	522.56	563.94	(9.13%)	1,589.76	1,749.40	2,304.18
EBIDT	25.32%	65.38	52.17	30.79%	212.57	162.52	224.12
Interest	49.33%	6.07	4.07	52.37%	18.00	11.81	15.80
Depreciation	79.21%	22.26	12.42	77.73%	65.14	36.65	49.64
PBT	3.82%	37.04	35.68	13.48%	129.43	114.06	158.68
PAT	0.46%	27.62	27.50	21.29%	100.78	83.09	111.23

Performance Snapshot

(c#n Crores)

Sr. No	Particulars	Standalone					
		Quarter Ended 31/12/2019	Quarter Ended 30/09/2019	Quarter Ended 31/12/2018	Nine Month Ended 31/12/2019	Nine Month Ended 31/12/2018	Year Ended 31/03/2019
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Income						
	(a) Revenue from Operations (Refer Note 3)	522.56	541.55	563.94	1,589.76	1,749.40	2,304.18
	(b) Other Income	2.37	2.91	1.99	7.30	8.14	17.09
	Total Income	524.93	544.47	565.93	1,597.06	1,757.54	2,321.28
2	Expenses						
	(a) Cost of materials consumed	155.89	181.89	204.38	515.28	703.12	874.41
	(b) Purchase of stock-in-trade	123.07	120.49	138.59	353.18	402.01	520.12
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	3.06	(0.60)	(11.22)	11.74	(70.50)	(36.49)
	(d) Excise duty	-	-	-	-	-	-
	(e) Employee benefits expense	43.71	43.65	43.98	132.58	133.98	177.88
	(f) Finance Cost	6.07	6.01	4.07	18.00	11.81	15.80
	(g) Depreciation and amortisation expense	22.26	22.17	12.42	65.14	36.65	49.64
	(h) Other expenses	133.82	124.60	138.04	371.71	426.41	561.23
	Total Expenses	487.89	498.23	530.25	1,467.62	1,643.48	2,162.59
3	Profit before exceptional items and Tax (1-2)	37.04	46.24	35.68	129.43	114.06	158.68
4	Exceptional Items	-	-	-	-	-	-
5	Profit before Tax (3-4)	37.04	46.24	35.68	129.43	114.06	158.68
6	Tax Expense	9.42	3.10	8.18	28.65	30.97	47.46
7	Net Profit after Tax (5-6)	27.62	43.14	27.50	100.78	83.09	111.23

Contd...

Performance Snapshot (Contd....)

(c#n Crores)

Sr. No	Particulars	Standalone					
		Quarter Ended 31/12/2019	Quarter Ended 30/09/2019	Quarter Ended 31/12/2018	Nine Month Ended 31/12/2019	Nine Month Ended 31/12/2018	Year Ended 31/03/2019
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
8	Other Comprehensive Income (net of tax)						
	-Items that will not reclassified to Profit or loss (net of tax)	(0.15)	(0.15)	-	(0.45)	0.71	(0.58)
	-Income tax effect on above	0.01	(0.01)	-	0.05	(0.24)	0.20
	-Items that will be reclassified to Profit or loss (net of tax)	0.27	(0.28)	(0.56)	0.43	(0.55)	(1.41)
	-Income tax effect on above	(0.07)	(0.03)	0.27	(0.25)	0.26	0.56
	Total Other Comprehensive Income (net of tax)	0.06	(0.46)	(0.30)	(0.22)	0.17	(1.23)
9	Total Comprehensive Income (net of tax) (7+8)	27.68	42.68	27.20	100.57	83.27	110.00
10	Paid-up Equity Share Capital	14.92	14.92	14.92	14.92	14.92	14.92
	(Face Value of c 10/- per Share)						
11	Other Equity						869.46
12	Earnings Per Share (EPS)						
	(a) Basic and diluted EPS before exceptional Item for the period (c)	18.51	28.91	18.43	67.54	55.68	74.54
	(b) Basic and diluted EPS after exceptional Item for the period (c)	18.51	28.91	18.43	67.54	55.68	74.54

Segment Wise Revenue, Results & Capital Employed

(c#n Crores)

Sr. No	Particulars	Standalone					
		Quarter Ended 31/12/2019	Quarter Ended 30/09/2019	Quarter Ended 31/12/2018	Nine Month Ended 31/12/2019	Nine Month Ended 31/12/2018	Year Ended 31/03/2019
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Segment Revenue						
	(a) Plastics	462.18	484.49	506.83	1,421.37	1,590.00	2,097.32
	(b) Lifestyle Furniture, Furnishings & Accessories	61.48	58.19	57.95	171.63	162.66	210.89
	Total	523.66	542.68	564.78	1,593.00	1,752.66	2,308.21
	Less: Inter Segment Revenue	1.10	1.13	0.83	3.24	3.27	4.03
	Revenue from operations	522.56	541.55	563.94	1,589.76	1,749.40	2,304.18
2	Segment Results						
	(a) Plastics	43.33	51.59	38.84	147.86	123.62	174.02
	(b) Lifestyle Furniture, Furnishings & Accessories	1.00	1.50	1.70	2.80	2.77	1.26
	Total	44.33	53.10	40.54	150.66	126.40	175.28
	Less:						
	Interest & Finance Charges (Net)	6.07	6.01	4.07	18.00	11.81	15.80
	Other Un-allocable expenditure net of un-allocable income	1.22	0.84	0.80	3.23	0.53	0.80
	Total Profit before Tax	37.04	46.24	35.68	129.43	114.06	158.68
3	Segment Assets						
	(a) Plastics	1,133.12	1,139.19	1,121.64	1,133.12	1,121.64	1,075.55
	(b) Lifestyle Furniture, Furnishings & Accessories	155.37	151.86	114.17	155.37	114.17	106.26
	(c) Unallocable	133.39	118.04	35.89	133.39	35.89	38.51
4	Segment Liabilities						
	(a) Plastics	289.54	290.28	202.35	289.54	202.35	218.56
	(b) Lifestyle Furniture, Furnishings & Accessories	98.00	97.84	43.09	98.00	43.09	36.58
	(c) Unallocable	81.87	87.25	168.61	81.87	168.61	80.78
5	Capital Employed [Segment Assets -Segment Liabilities]						
	(a) Plastics	843.57	848.90	919.29	843.57	919.29	856.98
	(b) Lifestyle Furniture, Furnishings & Accessories	57.37	54.02	71.08	57.37	71.08	69.67
	(c) Unallocable	51.52	30.79	(132.72)	51.52	(132.72)	(42.27)

Performance Snapshot

(c#n Crores)

Sr. No	Particulars	Consolidated					
		Quarter Ended 31/12/2019	Quarter Ended 30/09/2019	Quarter Ended 31/12/2018	Nine Month Ended 31/12/2019	Nine Month Ended 31/12/2018	Year Ended 31/03/2019
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Income						
	(a) Revenue from Operations (Refer Note 3)	583.29	575.96	578.93	1,695.74	1,792.41	2,362.36
	(b) Other Income	2.48	7.49	1.98	11.74	5.32	12.99
	Total Income	585.78	583.45	580.91	1,707.47	1,797.73	2,375.36
2	Expenses						
	(a) Cost of materials consumed	183.68	196.79	210.91	562.03	720.00	896.64
	(b) Purchase of stock-in-trade	130.52	140.62	140.35	384.76	412.29	534.06
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	4.04	(14.03)	(10.02)	(2.61)	(72.55)	(38.67)
	(d) Employee benefits expense	48.81	46.88	46.18	142.98	140.70	186.66
	(e) Finance Cost	6.18	6.09	4.09	18.18	11.85	15.84
	(f) Depreciation and amortisation expense	23.55	22.84	12.70	67.61	38.15	51.66
	(g) Other expenses	148.27	133.95	140.99	398.00	434.41	570.28
	Total Expensees	545.04	533.14	545.20	1,570.95	1,684.84	2,216.47
3	Profit before exceptional items and Tax (1-2)	40.74	50.31	35.71	136.52	112.89	158.89
4	Exceptional Items	-	-	-	-	-	-
5	Profit before Tax (3-4)	40.74	50.31	35.71	136.52	112.89	158.89
6	Share of Profit of Joint Ventures	1.37	2.14	2.26	5.30	6.11	7.06
7	Profit before Tax (5+6)	42.10	52.45	37.96	141.82	118.99	165.95
8	Tax Expense (Refer Note 3)	11.61	3.31	8.17	31.14	31.58	48.26
9	Net Profit after Tax (7-8)	30.50	49.14	29.79	110.68	87.42	117.69

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Performance Snapshot (Contd....)

(c#n Crores)

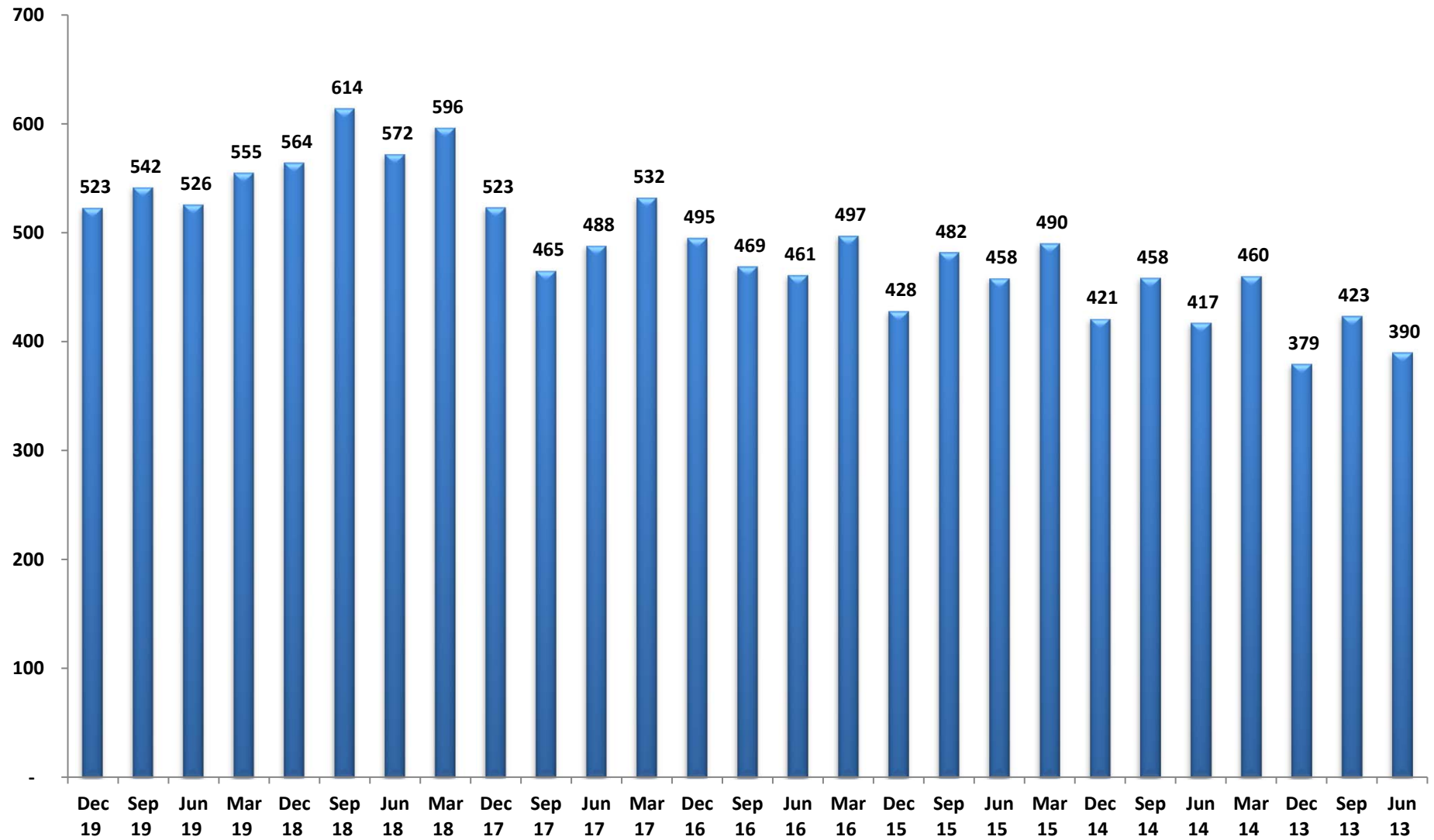
Sr. No	Particulars	Consolidated					
		Quarter Ended 31/12/2019	Quarter Ended 30/09/2019	Quarter Ended 31/12/2018	Nine Month Ended 31/12/2019	Nine Month Ended 31/12/2018	Year Ended 31/03/2019
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
10	Other Comprehensive Income (net of tax)						
	-Items that will not reclassified to Profit or loss (net of tax)	(0.21)	(0.14)	-	(0.50)	0.71	(0.58)
	-Income tax effect on above	0.03	(0.02)	-	0.06	(0.24)	0.20
	-Items that will be reclassified to Profit or loss (net of tax)	0.27	(0.28)	(0.56)	0.43	(0.55)	(1.41)
	-Income tax effect on above	(0.07)	(0.03)	0.27	(0.25)	0.26	0.56
	-Share of Other Comprehensive Income in Joint Venture	(0.05)	(0.01)	(0.02)	(0.07)	(0.04)	(0.05)
	Total Other Comprehensive Income (net of tax)	(0.04)	(0.46)	(0.31)	(0.32)	0.13	(1.28)
11	Total Comprehensive Income (net of tax) (9+10)	30.46	48.68	29.48	110.36	87.55	116.41
12	Profit for the year attributable to :						
	-Equity Shareholder of the Company	30.24	49.01	29.69	110.32	87.28	117.33
	-Non-Controlling Interests	0.26	0.13	0.10	0.36	0.13	0.36
	Other Comprehensive income (net of tax) attributable to:						
	-Equity Shareholder of the Company	(0.04)	(0.46)	(0.31)	(0.32)	0.13	(1.28)
	-Non-Controlling Interests	-	-	-	-	-	-
	Total Comprehensive income attributable to:						
	-Equity Shareholder of the Company	30.20	48.55	29.38	110.00	87.41	116.05
	-Non-Controlling Interests	0.26	0.13	0.10	0.36	0.13	0.36
13	Paid-up Equity Share Capital	14.92	14.92	14.92	14.92	14.92	14.92
	(Face Value of c 10/- per Share)						
14	Other Equity						926.26
15	Earnings Per Share (EPS)						
	(a) Basic and diluted EPS before exceptional Item for the period (c)	20.26	32.85	19.90	73.93	58.49	78.63
	(b) Basic and diluted EPS after exceptional Item for the period (c)	20.26	32.85	19.90	73.93	58.49	78.63

Segment Wise Revenue, Results & Capital Employed

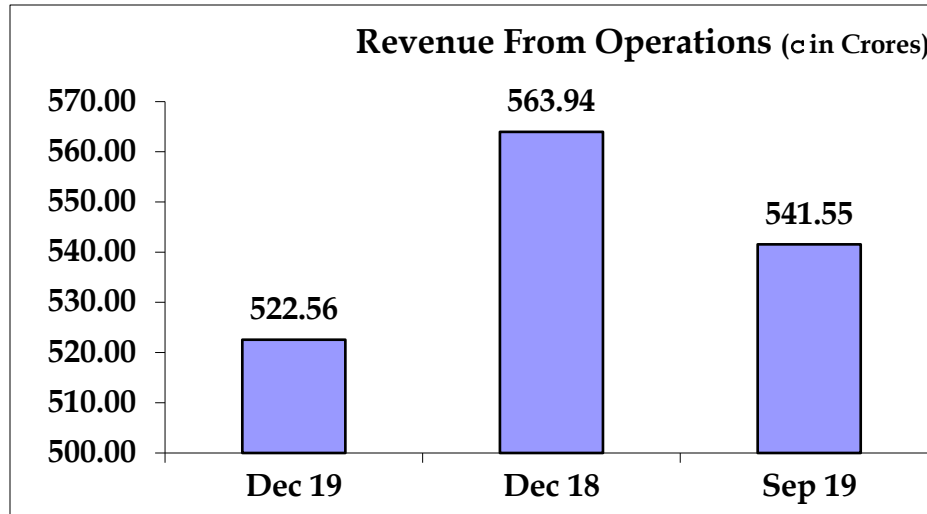
(₹ in Crores)

Sr. No	Particulars	Consolidated					
		Quarter Ended	Quarter Ended	Quarter Ended	Nine Month Ended	Nine Month Ended	Year Ended
		31/12/2019	30/09/2019	31/12/2018	31/12/2019	31/12/2018	31/03/2019
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Segment Revenue						
	(a) Plastics	522.91	518.90	521.82	1,527.35	1,633.01	2,155.50
	(b) Lifestyle Furniture, Furnishings & Accessories	61.48	58.19	57.95	171.63	162.66	210.89
	Total	584.39	577.09	579.76	1,698.97	1,795.68	2,366.39
	Less: Inter Segment Revenue	1.10	1.13	0.83	3.24	3.27	4.03
	Revenue from operations	583.29	575.96	578.93	1,695.74	1,792.41	2,362.36
2	Segment Results						
	(a) Plastics	47.13	56.16	38.89	155.85	125.76	176.44
	(b) Lifestyle Furniture, Furnishings & Accessories	1.00	1.50	1.70	2.80	2.77	1.26
	Total	48.13	57.66	40.59	158.65	128.54	177.70
	Less:						
	Interest & Finance Charges (Net)	6.18	6.09	4.09	18.18	11.85	15.84
	Other Un-allocable expenditure net of un-allocable income	1.22	1.26	0.80	3.95	3.80	2.97
	Total Profit before Tax	40.74	50.31	35.71	136.52	112.89	158.89
3	Segment Assets						
	(a) Plastics	1,288.22	1,294.96	1,160.85	1,288.22	1,160.85	1,114.74
	(b) Lifestyle Furniture, Furnishings & Accessories	155.37	151.86	114.17	155.37	114.17	106.26
	(c) Unallocable	90.78	70.37	67.05	90.78	67.05	72.72
4	Segment Liabilities						
	(a) Plastics	329.20	328.48	216.09	329.20	216.09	232.27
	(b) Lifestyle Furniture, Furnishings & Accessories	98.00	97.84	43.09	98.00	43.09	36.58
	(c) Unallocable	88.42	93.74	170.74	88.42	170.74	83.69
5	Capital Employed [Segment Assets -Segment Liabilities]						
	(a) Plastics	959.02	966.47	944.75	959.02	944.75	882.47
	(b) Lifestyle Furniture, Furnishings & Accessories	57.37	54.02	71.08	57.37	71.08	69.67
	(c) Unallocable	2.36	(23.36)	(103.69)	2.36	(103.69)	(10.97)

Quarterly Net Sales (Company)

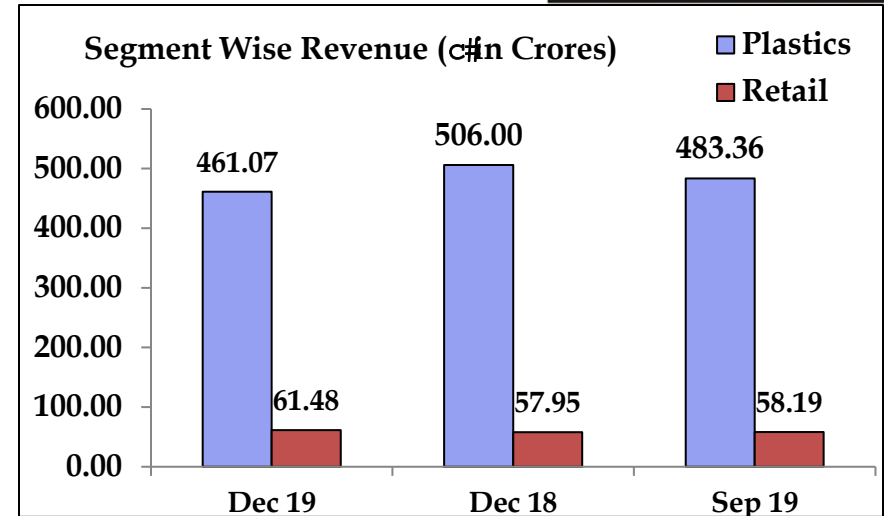


Performance Snapshot (Quarterly)



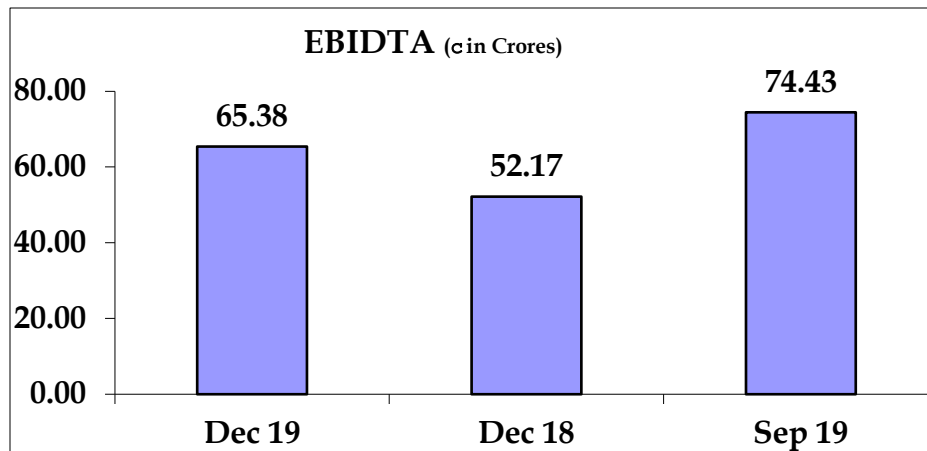
YoY De-Growth : (7%)

QoQ De-Growth : (4%)



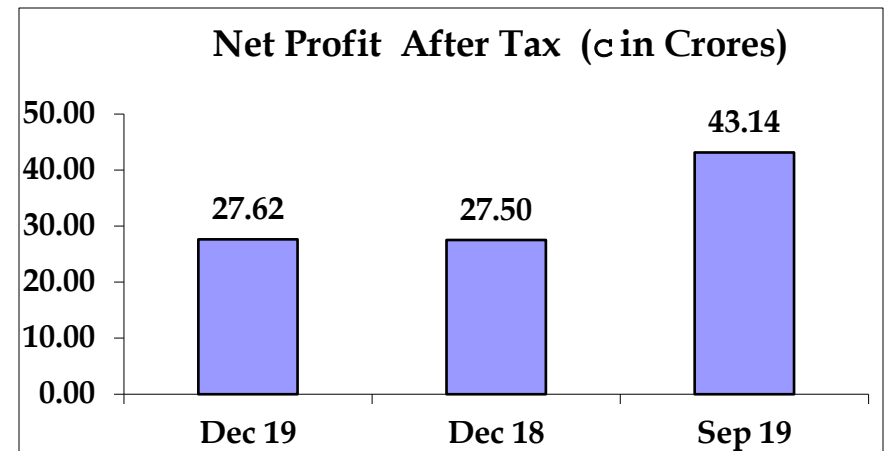
Plastics: YoY De-Growth: (9%); QoQ De-Growth: (5%)

Retail: YoY Growth : 6%; QoQ Growth: 6%



YoY Growth : 25%

QoQ De-Growth : (12%)



YoY Growth : 0%

QoQ De-Growth : (36%)

Income Statement Summary (Quarterly)

(c in Crores)

Particulars	Quarter ended Dec 19		Quarter ended Dec 18		Quarter ended Sep 19		Growth/ (De-Growth) Over	
	Amt	%	Amt	%	Amt	%	Dec 18	Sep 19
Revenues	524.93	100%	565.93	100%	544.47	100%	(7%)	(4%)
Material Consumed	282.02	54%	331.74	59%	301.78	55%	(15%)	(7%)
Employees Cost	43.71	8%	43.98	8%	43.65	8%	(1%)	0%
Operating expenditure	133.82	25%	138.04	24%	124.60	23%	(3%)	7%
EBIDTA	65.38	12%	52.17	9%	74.43	14%	25%	(12%)
Depreciation	22.26	4%	12.42	2%	22.17	4%	79%	0%
Interest and Finance Charges	6.07	1%	4.07	1%	6.01	1%	49%	1%
Profit before Tax	37.04	7%	35.68	6%	46.24	8%	4%	(20%)
Tax Expense	9.42	2%	8.18	1%	3.10	1%	15%	204%
Net Profit after Tax	27.62	5%	27.50	5%	43.14	8%	0%	(36%)

Income Statement Summary (Nine Month)

(c in Crores)

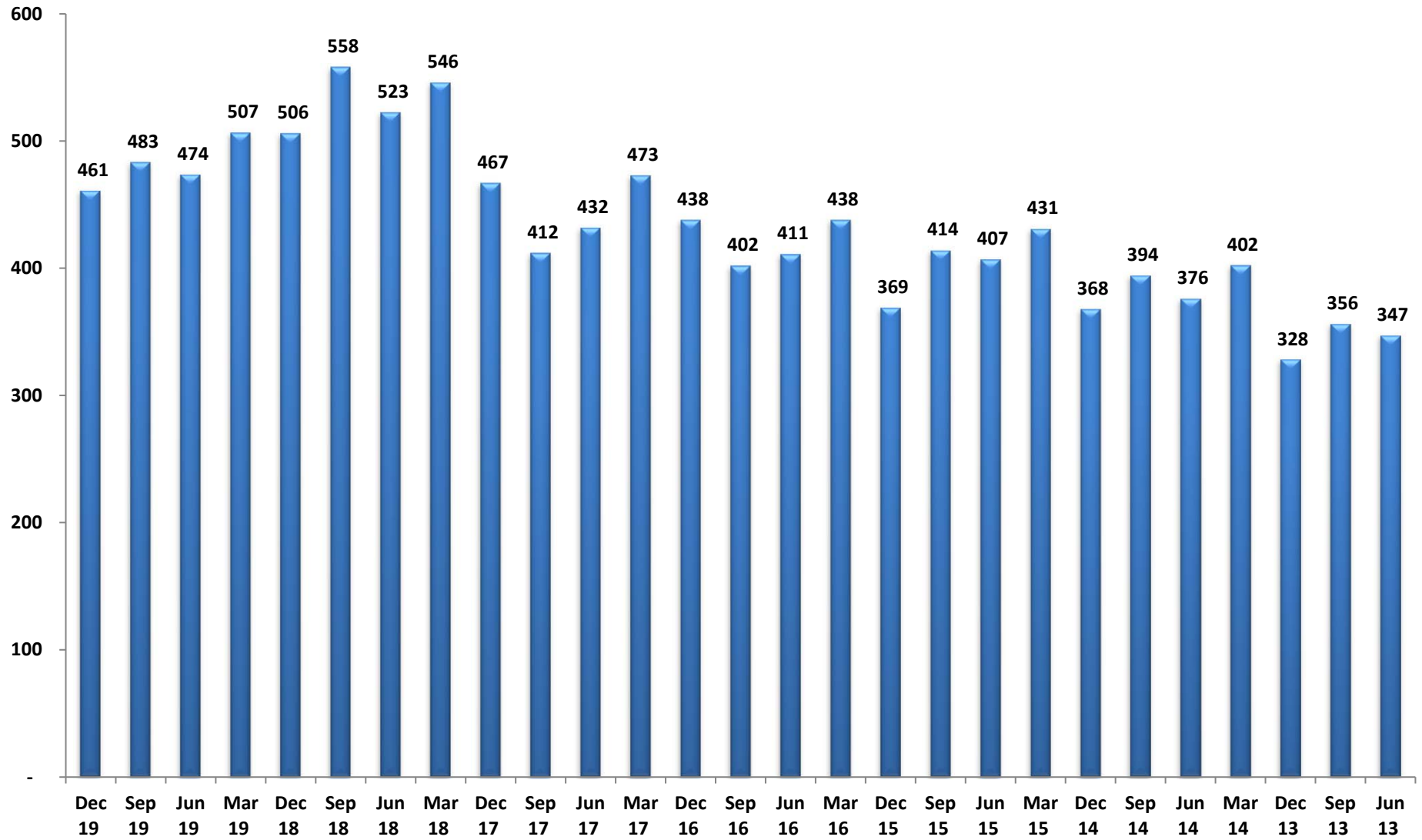
Particulars	Nine Month Ended Dec 19		Nine Month Ended Dec 18		Growth/ (De-Growth)
	Amt	%	Amt	%	
Revenues	1597.06	100%	1757.54	100%	(9%)
Material Consumed	880.20	55%	1034.63	59%	(15%)
Employees Cost	132.58	8%	133.98	8%	(1%)
Operating expenditure	371.71	23%	426.41	24%	(13%)
EBIDTA	212.57	13%	162.52	9%	31%
Depreciation	65.14	4%	36.65	2%	78%
Interest and Finance Charges	18.00	1%	11.81	1%	52%
Profit before Tax	129.43	8%	114.06	6%	13%
Tax Expense	28.65	2%	30.97	2%	(7%)
Net Profit after Tax	100.78	6%	83.09	5%	21%



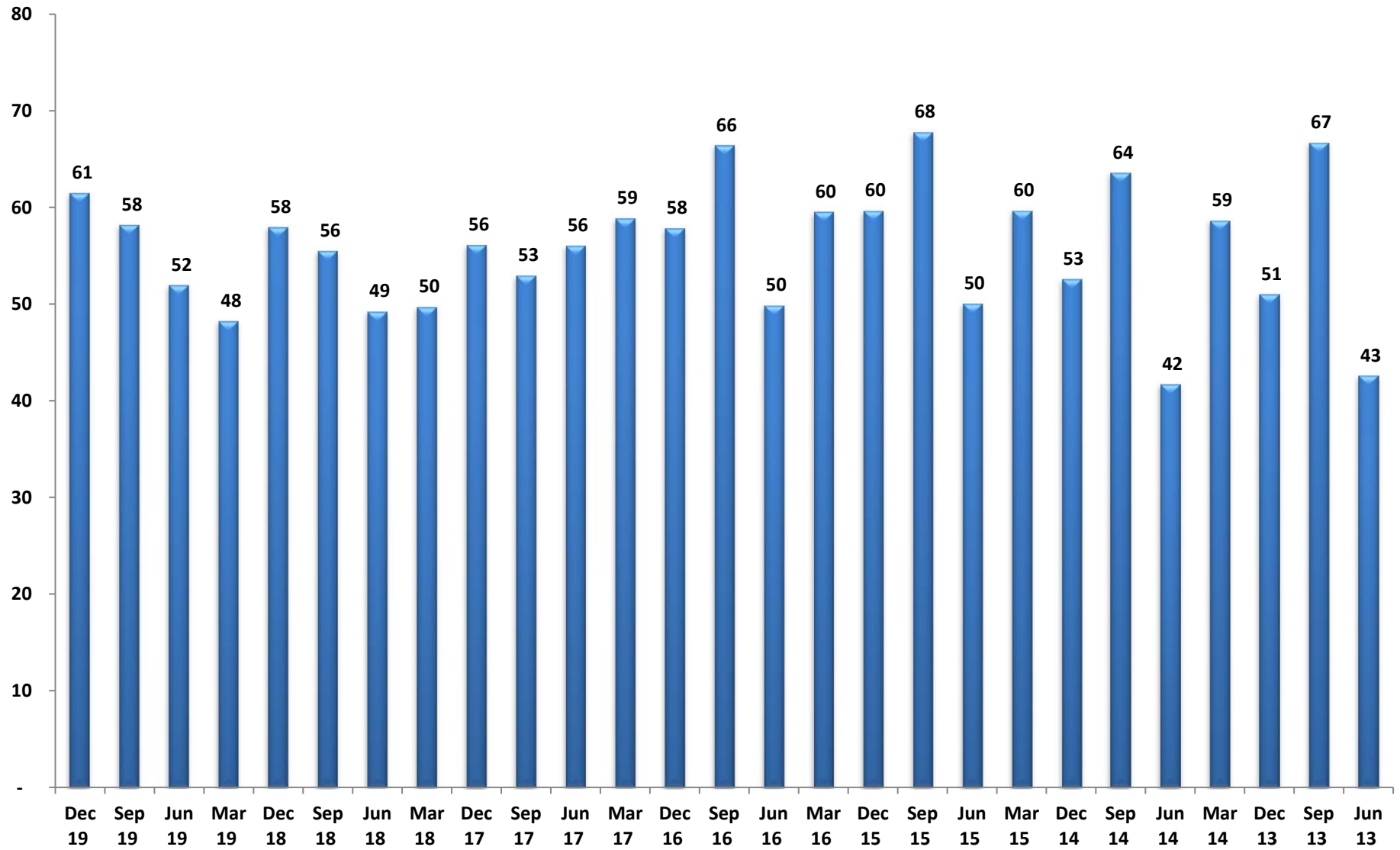
Business Review

Plastics - Quarter Wise Sales

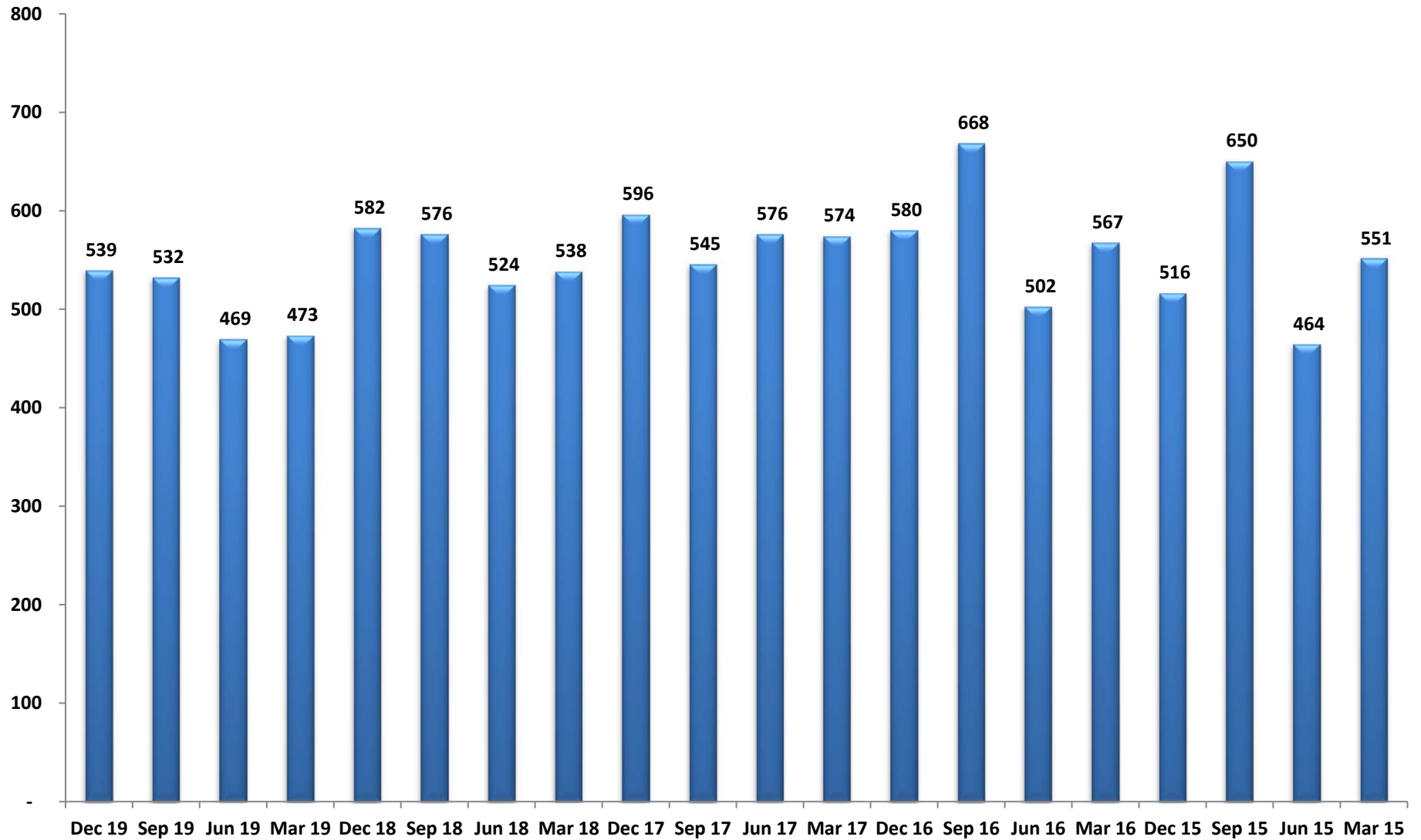
(c in Crores)



Retail Quarter Wise Sales



Sales Per Sq. ft. per Quarter





Thank you