

FINANCIAL PERFORMANCE 2014 - 15

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Highlights

(₹ in Crores)

Particulars	% of Growth compare to corresponding period of P.Y.	Quarter Ended Mar 15	Quarter Ended Mar 14	% of Growth compare to corresponding period of P.Y.	Year Ended Mar 15	Year Ended Mar 14
Turnover - Gross	6.85%	522.94	489.43	8.99%	1,905.04	1,747.93
Turnover - Net	6.50%	490.27	460.34	8.34%	1,786.66	1,649.07
EBIDT	19.50%	50.61	42.35	(1.50%)	146.25	148.47
Interest	(29.09%)	6.95	9.80	(22.81%)	31.98	41.42
Depreciation	1.23%	12.16	12.02	9.88%	53.76	48.92
PBT	53.37%	31.50	20.54	4.10%	60.51	58.13
PAT	53.52%	21.69	14.13	6.07%	42.46	40.03

Performance Snapshot

(₹ in Crores)

Sr. No	Particulars	Standalone		Consolidated	
		Current Year ended Mar 15	Previous Year ended Mar 14	Current Year ended Mar 15	Previous Year ended Mar 14
		Audited	Audited	Audited	Audited
1	Income From Operations				
	(a) Net Sales / Incomes from Operations (Net of Duties and Levies)	1,778.00	1,640.26	1,887.81	1,734.56
	(b) Other Operating Income	8.66	8.82	6.77	7.21
	Total Income from operations (net)	1,786.66	1,649.07	1,894.59	1,741.77
2	Expenses				
	(a) Cost of materials consumed	687.62	597.33	733.04	636.95
	(b) Purchase of stock-in-trade	430.28	426.83	444.40	442.35
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	14.99	19.16	15.21	19.33
	(d) Employees benefit expense	112.94	105.40	123.37	115.27
	(e) Depreciation and amortisation expense	53.76	48.92	57.42	52.23
	(f) Other expenses	400.84	355.41	422.37	370.79
	Total Expensees	1,700.42	1,553.05	1,795.81	1,636.92
3	Profit from Operations before Other income, Finance Cost and Exceptional Items (1-2)	86.24	96.02	98.78	104.85
4	Other Income	6.25	3.53	4.56	3.56
5	Profit from ordinary activities before finance costs and Exceptional Items (3+4)	92.49	99.55	103.34	108.41
6	Finance Cost	31.98	41.42	32.51	42.51
7	Profit from ordinary activities after finance costs and but before Exceptional Items (5-6)	60.51	58.13	70.82	65.90
8	Exceptional Items	-	-	-	-

Contd...

(₹ in Crores)

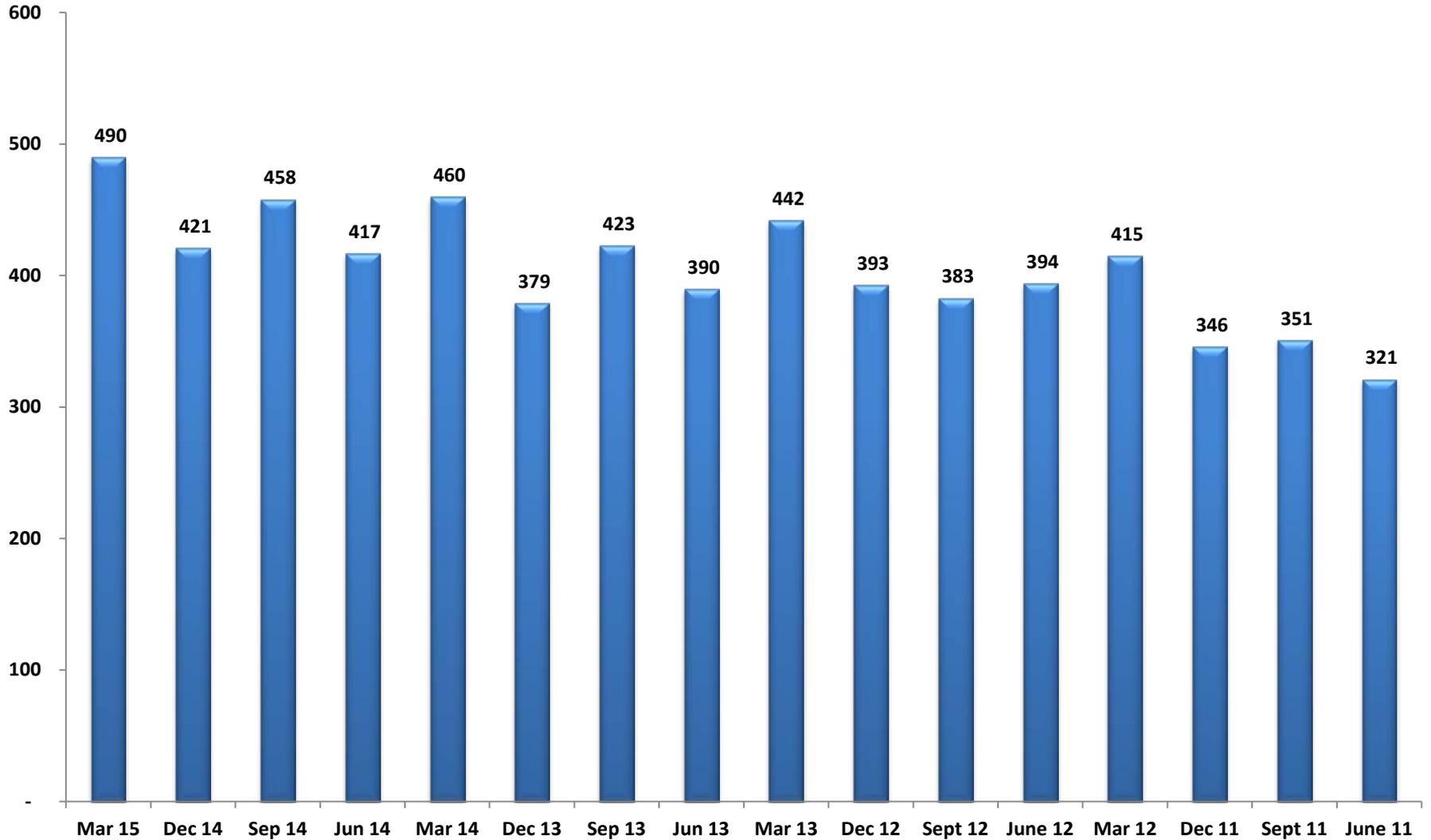
Sr. No	Particulars	Standalone		Consolidated	
		Current Year ended Mar 15	Previous Year ended Mar 14	Current Year ended Mar 15	Previous Year ended Mar 14
		Audited	Audited	Audited	Audited
9	Profit from Ordinary Activities before Tax (7-8)	60.51	58.13	70.83	65.90
10	Tax Expense	18.05	18.10	19.57	18.33
11	Net Profit from Ordinary Activities after Tax (9-10)	42.46	40.03	51.26	47.57
12	Extra Ordinary Items (Net of Tax Expenses)	-	-	-	-
13	Net Profit for the Year (11-12)	42.46	40.03	51.26	47.57
14	Adjustment for Minority Interest	-	-	0.78	0.53
15	Paid-up Equity Share Capital (Face Value of ₹ 10/- per Share)	14.92	14.92	14.92	14.92
16	Reserves excluding Revaluation Reserves as per Balance Sheet of previous accounting year	477.51	447.82	510.05	471.84
17	Earnings Per Share (EPS)				
	(a) Basic and diluted EPS before exceptional Item for the period (₹)	28.45	26.83	33.83	31.53
	(b) Basic and diluted EPS after exceptional Item for the period (₹)	28.45	26.83	33.83	31.53
A	PARTICULARS OF SHAREHOLDING				
1	Public Shareholding:				
	a) Number of shares	5,352,518	5,485,543	5,352,518	5,485,543
	b) Percentage of Shareholding	35.87%	36.76%	35.87%	36.76%
2	Promoters and Promoter Group Shareholding				
	(a) Pledged/ Encumbered				
	- Number of Shares	Nil	Nil	Nil	Nil
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	Nil	Nil	Nil	Nil
	- Percentage of shares (as a % of the total share capital of the company)	Nil	Nil	Nil	Nil
	(b) Non -encumbered				
	- Number of Shares	9,570,007	9,436,982	9,570,007	9,436,982
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%
	- Percentage of shares (as a % of the total share capital of the company)	64.13%	63.24%	64.13%	63.24%

Segment Wise Revenue, Results & Capital Employed

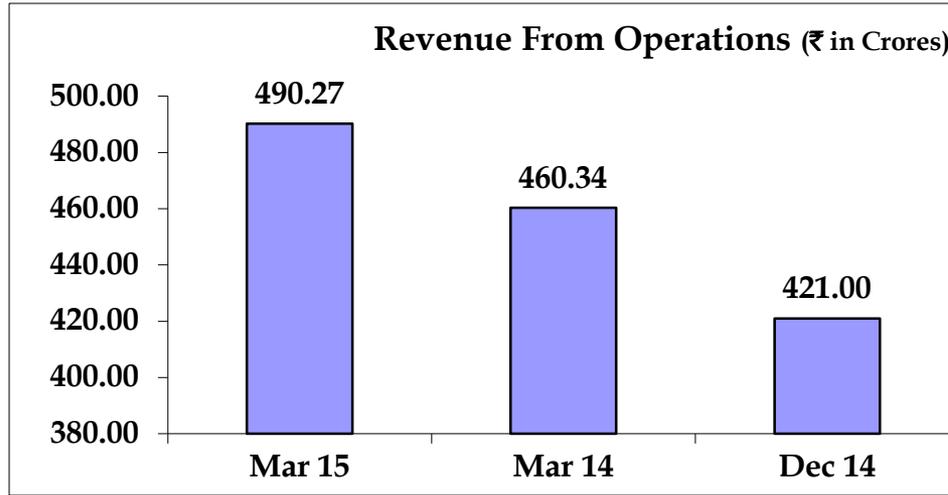
(₹ in Crores)

Sr. No.	Particulars	Standalone		Consolidated	
		Current Year ended Mar 15	Previous Year ended Mar 14	Current Year ended Mar 15	Previous Year ended Mar 14
		Audited	Audited	Audited	Audited
1	Segment Revenue				
	(a) Plastics	1,545.49	1,375.81	1,614.68	1,433.05
	(b) Lifestyle Furniture, Furnishings & Accessories	217.50	218.81	217.50	218.81
	(d) Others	35.15	64.83	78.54	104.03
	Total	1,798.14	1,659.45	1,910.71	1,755.89
	Less: Inter Segment Revenue	11.48	10.38	16.12	14.12
	Net Income from Operations	1,786.66	1,649.07	1,894.59	1,741.77
2	Segment Results				
	(a) Plastics	111.01	113.84	118.89	118.55
	(b) Lifestyle Furniture, Furnishings & Accessories	(9.46)	1.92	(9.46)	1.92
	(d) Others	0.19	(2.61)	3.92	1.15
	Total	101.75	113.15	113.35	121.62
	Less:				
	Interest & Finance Charges (Net)	31.98	41.42	32.51	42.51
	Other Un-allocable expenditure net of un-allocable income	9.26	13.60	10.79	13.74
	Total Profit before Tax	60.51	58.13	70.05	65.37
3	Capital Employed [Segment Assets -Segment Liabilities]				
	(a) Plastics	578.96	640.25	606.72	668.73
	(b) Lifestyle Furniture, Furnishings & Accessories	81.03	93.02	81.03	93.02
	(c) Others	20.29	28.24	40.24	44.23
	(d) Unallocable	(187.85)	(298.77)	(203.02)	(319.21)

Quarterly Net Sales (Company)

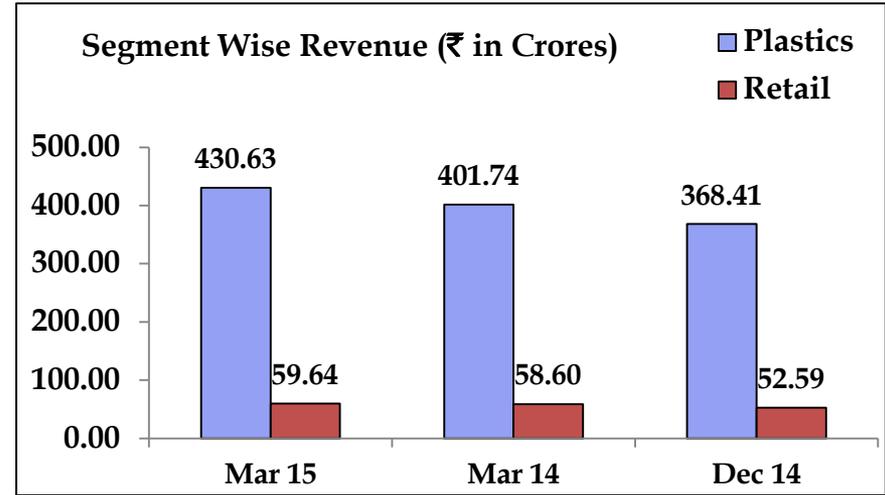


Performance Snapshot (Quarterly)



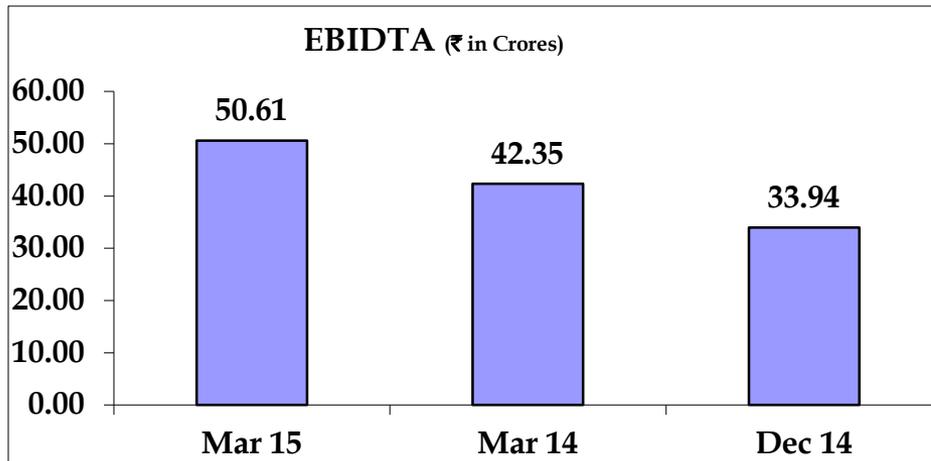
YoY Growth : 7%

QoQ Growth : 16%



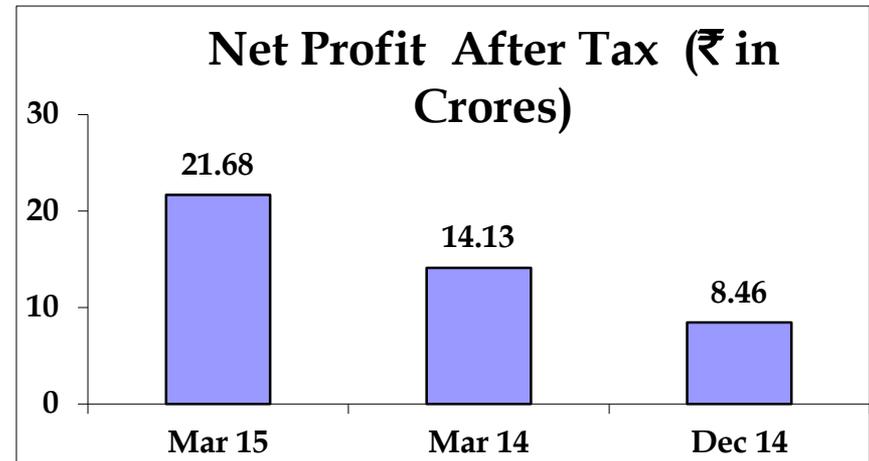
Plastics: YoY Growth: 7%; QoQ Growth: 17%

Retail: YoY Growth : 2%; QoQ Growth: 13%



YoY Growth : 20%

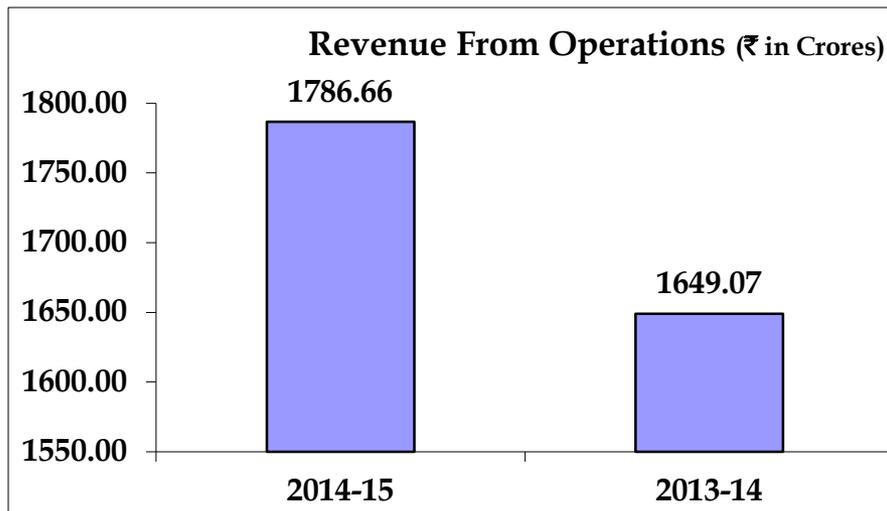
QoQ Growth : 49%



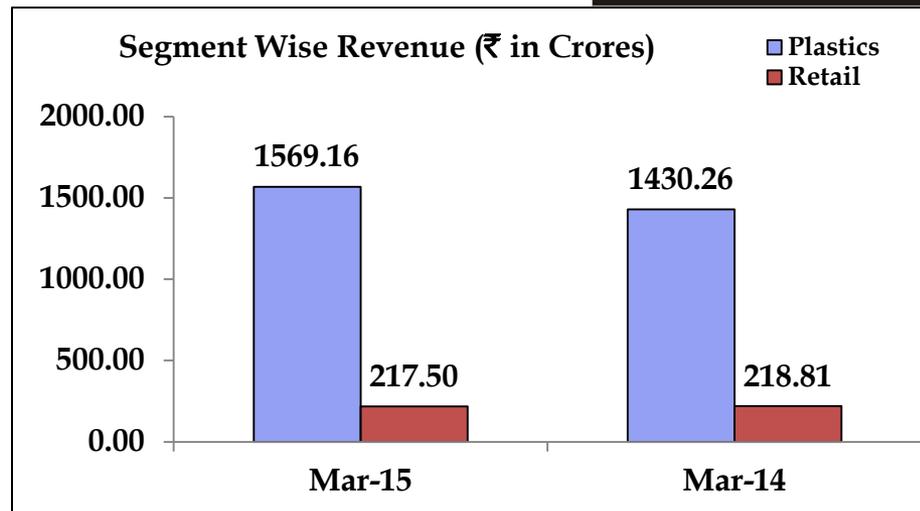
YoY Growth : 53%

QoQ Growth : 156%

Performance Snapshot (Yearly)

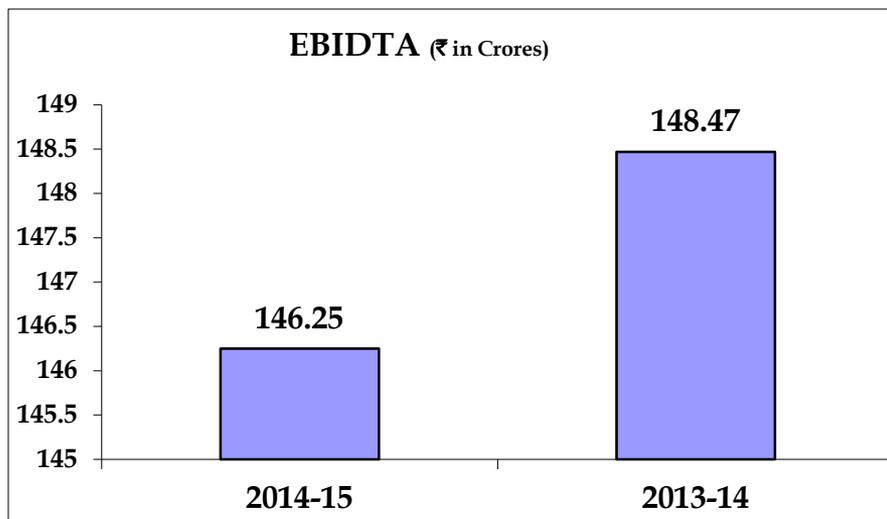


YoY Growth : 8%

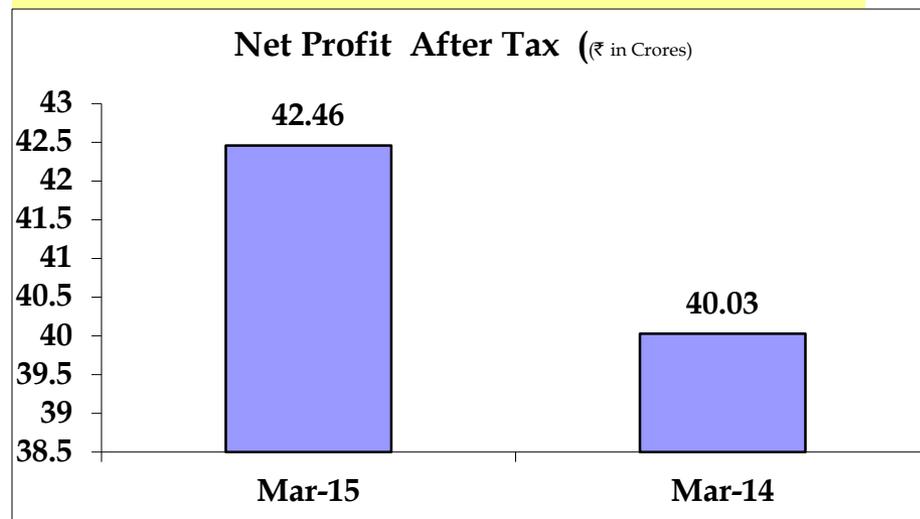


Plastics YoY Growth : 10%

Retail YoY (DeGrowth) : (1%)



YoY (DeGrowth) : (1%)



YoY Growth : 6%

Income Statement Summary (Quarterly)

(₹ in Crores)

Particulars	Quarter ended Mar 15		Quarter ended Mar 14		Quarter ended Dec 14		Growth/ (De-Growth) Over	
	Amt	%	Amt	%	Amt	%	Mar 14	Dec 14
Revenues	492.27	100%	460.44	100%	423.81	100%	7%	16%
Material Consumed	305.24	62%	295.73	64%	261.91	62%	3%	17%
Employees Cost	28.48	6%	24.59	5%	28.63	7%	16%	(1%)
Operating expenditure	107.93	22%	97.76	21%	99.33	23%	10%	9%
EBIDTA	50.62	10%	42.36	9%	33.94	8%	19%	49%
Depreciation	12.16	2%	12.02	3%	13.76	3%	1%	(12%)
Interest and Finance Charges	6.95	1%	9.80	2%	8.58	2%	(29%)	(19%)
Profit before Tax	31.51	6%	20.54	4%	11.60	3%	53%	172%
Tax Expense	9.82	2%	6.41	1%	3.14	1%	53%	213%
Net Profit after Tax	21.69	4%	14.13	3%	8.46	2%	53%	156%

Income Statement Summary (Yearly)

(₹ in Crores)

Particulars	Year ended Mar 15		Year ended Mar 14	
	%	Amt	%	Amt
Revenues	100%	1792.91	100%	1652.60
Material Consumed	63%	1132.88	63%	1043.32
Employees Cost	6%	112.94	6%	105.40
Operating expenditure	22%	400.84	22%	355.41
EBIDTA	8%	146.25	9%	148.47
Depreciation	3%	53.76	3%	48.92
Interest and Finance Charges	2%	31.98	3%	41.42
Profit before Tax	3%	60.51	4%	58.13
Tax Expense	1%	18.05	1%	18.10
Net Profit after Tax	2%	42.46	2%	40.03

Statements of Assets & Liabilities

(₹ in Crores)

Sr. No	Particulars	Standalone		Consolidated	
		As at 31st Mar 15	As at 31st Mar 14	As at 31st Mar 15	As at 31st Mar 14
		Audited	Audited	Audited	Audited
A	EQUITY AND LIABILITIES				
1	Shareholders' Funds				
	(a) Share Capital	14.92	14.92	14.92	14.92
	(b) Reserves & Surplus	477.51	447.82	510.05	471.84
	Sub- total Shareholders' fund	492.43	462.75	524.97	486.76
2	Minority Interest	-	-	6.22	5.38
3	Non-current liabilities				
	(a) Long term borrowings	43.94	92.82	43.94	93.33
	(b) Deferred tax liabilities (net)	15.78	24.30	16.87	24.98
	(c) Other Long Term Liabilities	37.07	33.27	37.07	33.27
	(d) Long term provisions	6.96	6.80	8.39	7.90
	Sub- total Non-current liabilities	103.75	157.19	106.28	159.47
4	Current Liabilities				
	(a) Short term borrowings	125.24	175.99	127.21	177.59
	(b) Trade Payables	95.32	94.16	99.12	101.58
	(c) Other current liabilities	80.82	84.05	84.32	88.13
	(d) Short term provisions	22.91	22.13	23.75	22.34
	Sub- total current liabilities	324.29	376.33	334.40	389.64
	TOTAL-EQUITY AND LIABILITIES	920.48	996.27	971.87	1,041.26

Contd...

Sr. No	Particulars	Standalone		Consolidated	
		As at 31st Mar 15	As at 31st Mar 14	As at 31st Mar 15	As at 31st Mar 14
		Audited	Audited	Audited	Audited
B	ASSETS				
1	Non-current Assets				
	(a) Fixed Assets	285.04	334.73	307.21	359.47
	(b) Non-current investments	25.56	25.56	0.27	0.27
	(c) Long-term loans and advances	52.17	56.45	52.82	57.68
	(d) Non-Current Assets	1.07	0.44	1.08	0.44
	Sub- total Non-current assets	363.84	417.18	361.37	417.86
2	Current assets				
	(a) Current Investments	-	-	4.62	1.58
	(b) Inventories	276.67	300.63	292.36	315.83
	(c) Trade Receivables	231.55	217.55	249.84	235.66
	(d) Cash and Bank Balance	8.20	18.05	21.24	25.55
	(e) Short-term loans and advances	35.98	36.97	38.27	39.78
	(f) Other current assets	4.24	5.88	4.17	4.99
	Sub- total current assets	556.64	579.08	610.50	623.39
	TOTAL-ASSETS	920.48	996.27	971.87	1,041.26

Contd...

Cash Flow Statement For The Year Ended 31st March 2015

(₹ in Crores)

Particulars		Year ended Mar 15	Year ended Mar 14
A.	CASH FLOW FROM OPERATING ACTIVITIES		
	Net Profit before tax	60.51	58.13
	Adjustments for :		
	Depreciation and Amortisation	53.76	48.92
	(Profit) / Loss on Fixed Assets sold / discarded (Net)	2.39	0.02
	Finance Costs	31.98	41.42
	Provision/(Written back) for doubtful debts and advances	0.67	1.11
	Bad Debts Written off/(Written back)	1.51	0.72
	Provision for Wealth Tax	0.06	0.09
	Interest Income	(2.03)	(2.55)
	Provision for Rent Equalisation	1.78	
	Dividend Income	(1.81)	(0.14)
	Unrealised foreign currency Loss	0.15	0.60
		88.44	90.20
	Operating Profit before Working Capital changes	148.95	148.33
	Adjustments for :		
	(Increase) / Decrease in Trade and Other Receivables	(13.15)	11.60
	(Increase) / Decrease in Inventories	24.10	4.10
	Increase / (Decrease) in Trade Payables and Other Liabilities	15.91	5.69
		26.85	21.38
	Direct Taxes Paid (Net of Refund)	(23.79)	(14.91)
		(23.79)	(14.91)
	Net Cash Inflow / (Outflow) from Operating Activities.....A	152.02	154.79

Contd...

Cash Flow Statement For The Year Ended 31st March 2015 (Contd....)

(₹ in Crores)

Particulars		Year ended Mar 15	Year ended Mar 14
B.	CASH FLOW FROM INVESTING ACTIVITIES		
	Addition to Fixed Assets, Capital Work in Progress and Capital Advances	(15.85)	(37.46)
	Sale of Fixed Assets	1.67	3.88
	Dividend received from Subsidiary	1.90	0.61
	Interest Received	2.23	2.05
	Investments made during the period and Fixed Deposit Maturity between 3-12 months.	1.81	(2.13)
	Net Cash Inflow/(Outflow) from Investing Activities.....B	(8.23)	(33.06)
C.	CASH FLOW FROM FINANCING ACTIVITIES		
	Proceeds from Long Term Borrowings	-	25.42
	Repayment of Long Term Borrowings	(61.90)	(41.07)
	Proceeds/(Repayment) of Short Term Borrowings [Net]	(50.75)	(66.55)
	Changes in External Commercial Borrowing pending utilisation [Net]	3.60	11.40
	Finance Cost	(32.30)	(42.32)
	Interest Received on pending ECB utilisation	0.03	0.50
	Dividend paid (including tax on dividend)	(6.89)	(6.97)
	Net Cash Inflow/(Outflow) from Financing Activities.....C	(148.22)	(119.59)
	Net Increase / (Decrease) in Cash and Cash Equivalents (A+B+C)	(4.43)	2.15
	Cash and Cash Equivalents as at the beginning of the period	12.36	10.21
	Cash and Cash Equivalents as at the end of the period	7.93	12.36
	Net Increase / (Decrease) in Cash and Cash Equivalents	(4.43)	2.15
	Previous year's figures have been regrouped / recast wherever necessary.		

(in Crores)

Name of the Company	Currency	Year ended Mar 15		Year ended Mar 14	
		Turn Over	Net Profit / (Loss)	Turn over	Net Profit / (Loss)
NBSSPL	INR	86.89	6.60	78.58	6.93
CNPL	INR	18.96	2.89	16.03	2.03
NEPPL	SLR	104.58	5.50	99.16	2.39
	INR	48.03	2.88	45.45	2.02
NEMPL	SLR	4.23	0.37	3.93	0.12
	INR	1.95	0.16	1.81	0.11
NCB- FZE	AED	1.86	0.14	1.72	0.09
	INR	30.87	2.55	28.47	1.77
Total	INR	186.70	15.08	170.34	12.86

* All INR figures arrived on the basis of Indian GAAP.

- NBSSPL - Nilkamal BITO Storage Systems Pvt. Ltd. (Joint Venture)
- CNPL - Camro Nilkamal Private Limited (Joint Venture)
- NEPPL - Nilkamal Eswaran Plastic Pvt. Ltd (Sri Lankan Subsidiary)
- NEMPL - Nilkamal Eswaran Marketing Pvt. Ltd (Sri Lankan Subsidiary)
- NCB - FZE - Nilkamal Crates & Bins FZE (Ajman subsidiary)

Performance at Glance

(₹ in Crores)

Particulars	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15
Net Sales	1,028	1,252	1,435	1,611	1,649	1,787
Profit Before Tax	66	70	71	44	58	61
Profit After Tax	47	52	56	31	40	42
Share Capital	13	15	15	15	15	15
Reserves and Surplus	238	341	390	414	448	478
Shareholder's Funds	251	356	404	429	463	492
Loan Funds	279	302	362	394	320	207
Total Capital Employed	530	658	766	823	783	699
Deffered Tax Liability	14	16	18	22	24	16
Gross Block	458	562	634	685	719	717
Net Block	224	298	332	342	335	285
Investments	24	25	25	25	26	26
Net Current Assets	295	351	427	477	447	405

Particulars	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15
Domestic Turnover/Total Turnover	98.16	96.52	96.74	97.53	96.85	96.83
Exports/Total Turnover	1.43	3.21	3.11	2.30	2.97	2.84
Other Income/Total Turnover	0.41	0.28	0.15	0.17	0.19	0.33
Raw Material/Total Turnover	53.76	54.18	53.80	55.23	55.55	59.27
Duties & Levies/Total Turnover	11.45	12.20	11.87	12.45	12.01	6.19
Overheads/Total Turnover	19.41	19.02	19.55	19.71	18.92	20.97
Adv & Sales Exps/Total Turnover	1.29	1.87	2.03	1.56	1.59	1.56
Interest/Total Turnover	2.12	2.11	2.46	2.33	2.21	1.67
Profit Before Interest & Tax /Total Turnover	7.77	7.01	6.82	4.70	5.30	4.84
Profit Before Tax/Total Turnover	5.65	4.90	4.36	2.37	3.09	3.17
Depreciation//Total Turnover	2.76	2.30	2.48	2.41	2.60	2.81
Tax/Total Turnover	1.60	1.23	0.95	0.68	0.96	0.94
Net Profit After Tax /Total Turnover	4.05	3.67	3.41	1.69	2.13	2.22
Cash Profit /Total Turnover	6.81	5.97	5.89	4.10	4.74	5.03
Return on Capital Employed	14.02	13.92	13.45	9.33	10.15	10.04

Ratios

	Mar 15	Mar 14
PBT %	3.17	3.09
PAT %	2.22	2.13
EBIDTA %	8.19	9.00
ROCE %	9.99	10.15
RONW %	8.82	8.98
EPS (₹)	28.45	26.83
Cash EPS (₹)	64.48	59.61
Book Value	329.99	310.10
Debt Equity	0.41	0.69

Balance Sheet Ratio

Particulars	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15
Debt-Equity	1.11	0.85	0.89	0.92	0.69	0.42
Debtors Turnover (days)	42	39	45	47	44	46
Inventory Turnover	56	66	69	69	67	57
Current Ratio	3.84	3.71	3.63	3.63	3.36	2.97
Quick Ratio	2.33	1.98	1.95	1.95	1.77	1.62
Depreciation/Gross Block (%)	7.16	6.31	6.44	6.51	6.82	7.51
Asset Turnover	4.78	4.85	4.38	4.76	4.96	6.30

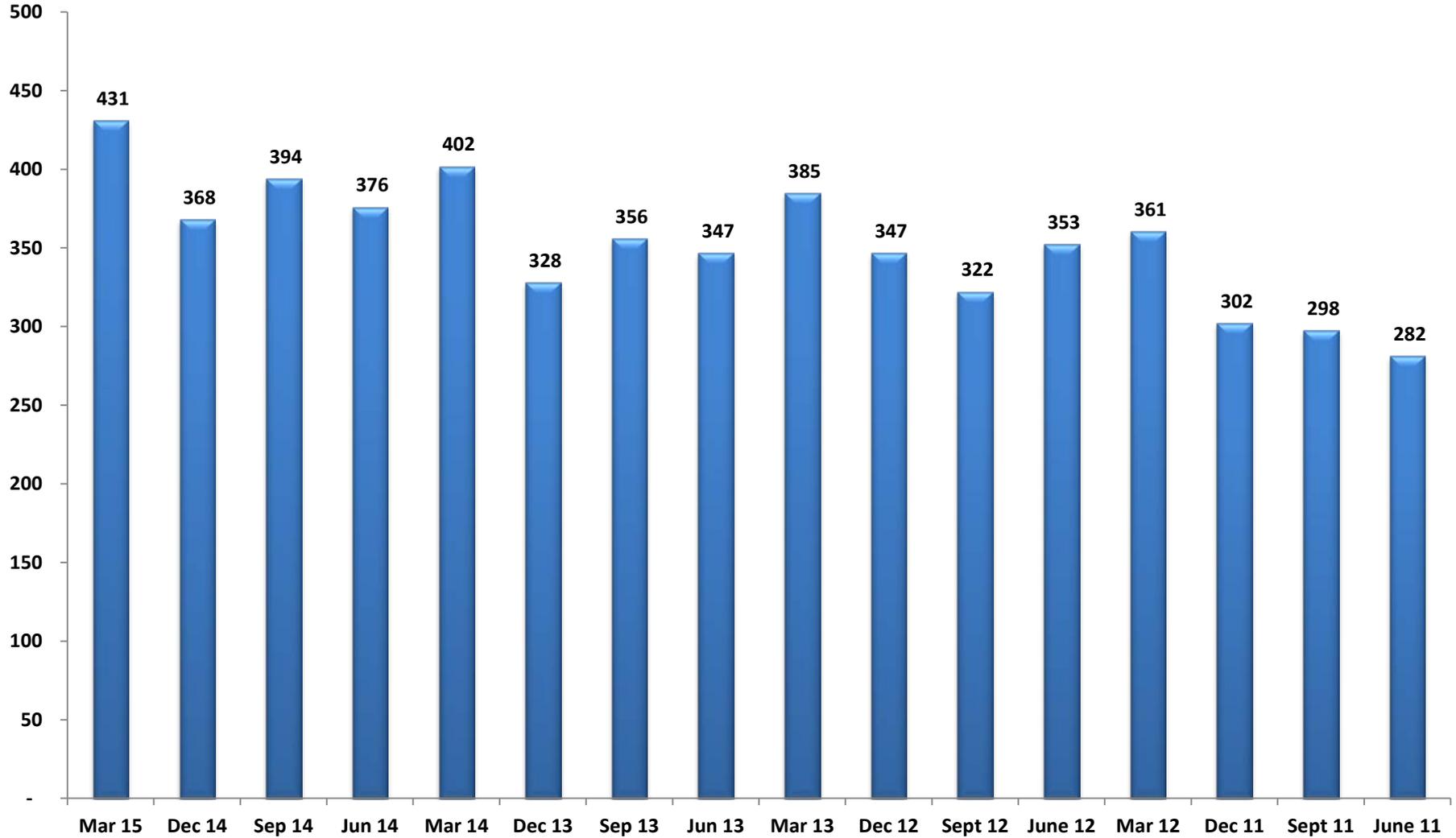
Particulars	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15
Per Share Data - ₹						
EPS	36.96	36.80	37.26	20.90	26.83	28.45
CEPS	62.13	59.91	64.39	50.62	59.61	64.48
Book Value	196.50	238.42	271.03	287.55	310.10	329.99
Shareholder Statistics						
DPS	5.00	4.00	4.00	4.00	4.00	4.50
Dividend (%)	50	40	40	40	40	45
Dividend Payout (₹)	746	694	694	698	688	772
Dividend Payout (%)	15.79	13.22	12.48	22.39	17.19	18.18

Business Review

Plastics - Business Review

Plastics - Quarter Wise Sales

(₹ in Crores)



Plastics – Income Statement Summary

Quarterly

(₹ in Crores)

Particulars	% to Sales	Quater Ended Mar 15	% to Sales	Quater Ended Dec 14	% to Sales	Quater Ended Sep 14	% to Sales	Quater Ended June 14
I INCOME								
Revenue from Operations (Gross)		463.30		395.49		424.53		404.22
Less : Excise Duty		32.67		27.09		30.04		28.58
Revenue from Operations (Net)	100	430.63	100	368.41	100	394.49	100	375.64
Other Income		2.01		2.85		0.74		0.97
Total Income		432.64		371.26		395.23		376.61
II EXPENDITURE								
Materials consumed / Cost of goods traded	62.87	270.74	63.47	233.83	65.81	259.63	65.87	247.43
Employees Remuneration & Benefits	5.37	23.12	6.50	23.93	5.99	23.64	6.12	22.98
Operating & other expenses								
Stores, Spare Parts Consumed	1.44	6.19	1.54	5.67	1.63	6.44	1.29	4.84
Power & Fuel	1.99	8.55	2.32	8.56	2.27	8.97	2.30	8.66
Labour Charges	3.48	15.00	3.75	13.82	3.69	14.54	3.39	12.73
Rent / Rates & Taxes	1.20	5.18	1.54	5.68	1.20	4.73	1.25	4.68
Packing Material Consumed	0.94	4.06	1.15	4.24	1.23	4.85	1.10	4.11
Travelling Expenses	0.73	3.14	0.74	2.73	0.77	3.05	0.60	2.25
Transportation Cost	5.46	23.53	5.86	21.59	5.69	22.45	5.46	20.50
Other Operating expenses	4.91	21.15	5.15	18.96	4.55	17.97	4.23	15.88
Financial Expenses	1.52	6.53	2.22	8.19	2.02	7.99	2.04	7.67
Depreciation	2.27	9.76	3.06	11.27	2.84	11.19	3.08	11.57
Total Expenditure	92.18	396.95	97.30	358.48	97.71	385.44	96.71	363.29
Profit before Taxation	8.29	35.68	3.47	12.78	2.48	9.79	3.55	13.32

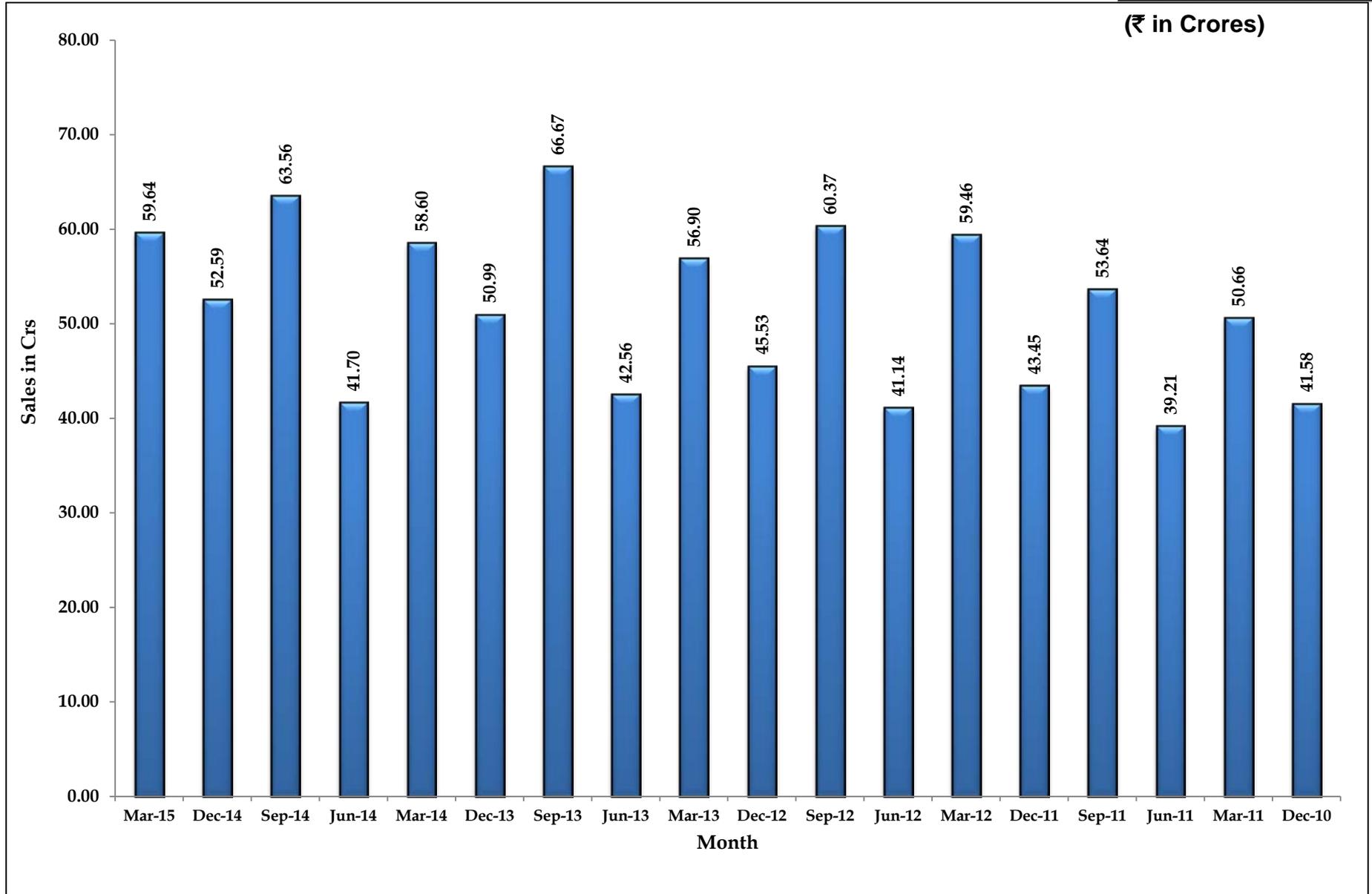
Plastics – Income Statement Summary

Yearly

(₹ in Crores)

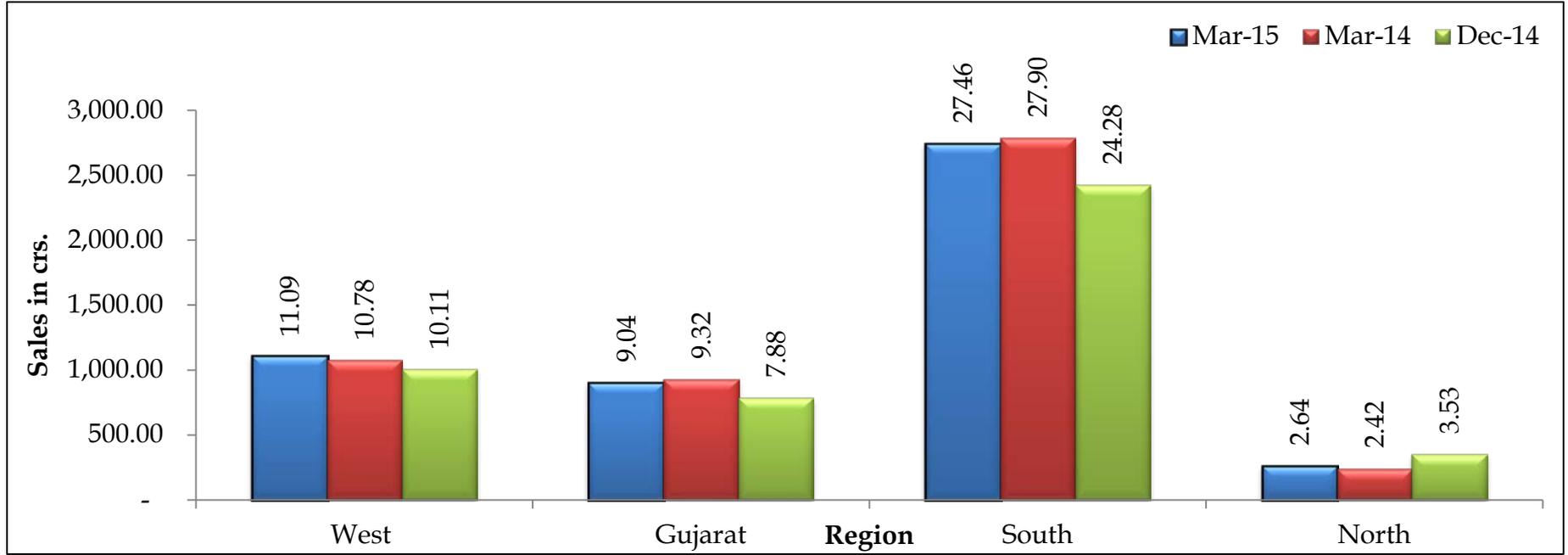
Particulars	% to Sales	Year Ended Mar 15	% to Sales	Year Ended Mar 14
I INCOME				
Revenue from Operations (Gross)		1687.54		1529.11
Less : Excise Duty		118.38		98.85
Revenue from Operations (Net)	100	1569.16	100	1430.26
Other Income		6.58		3.51
Total Income		1575.74		1433.77
II EXPENDITURE				
Materials consumed / Cost of goods traded	64.46	1011.50	64.57	923.55
Employees Remuneration & Benefits	5.97	93.68	6.15	87.98
Operating & other expenses				
Stores, Spare Parts Consumed	1.48	23.15	1.50	21.48
Power & Fuel	2.21	34.74	2.33	33.38
Labour Charges	3.57	56.09	3.33	47.58
Rent / Rates & Taxes	1.29	20.27	1.25	17.89
Packing Material Consumed	1.10	17.26	1.04	14.92
Travelling Expenses	0.71	11.17	0.69	9.85
Transportation Costs	5.61	88.08	5.27	75.37
Other Operating expenses	4.71	73.95	4.21	60.18
Financial Expenses	1.94	30.38	2.77	39.66
Depreciation	2.79	43.78	3.07	43.96
Total Expenditure	95.85	1504.04	96.19	1375.79
Profit before Taxation	4.57	71.70	4.05	57.98

@home - Business Review



Region wise Quarter wise Sales

(₹ in Crores)



No. of Stores

6

3

9

1

Area (Sq. ft.)

70,121

35,284

1,84,015

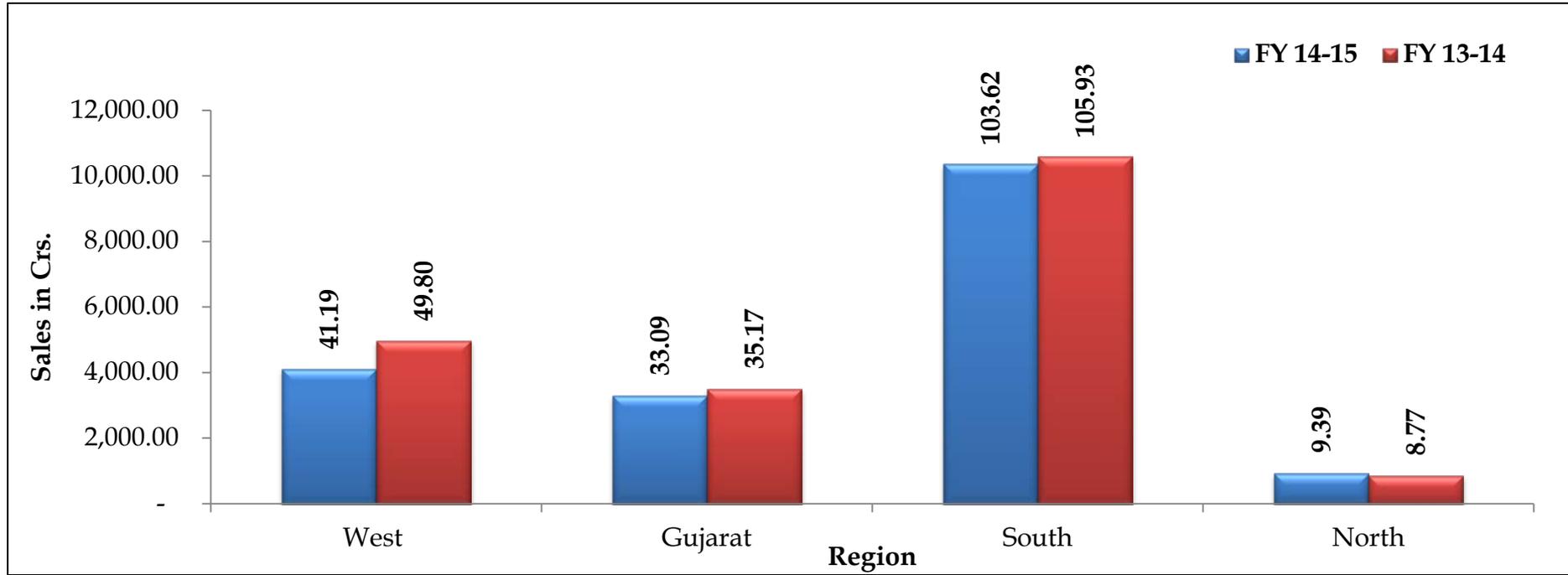
21,100

West - YOY Growth : 2.89%, QoQ Growth : 9.67%

Gujarat - YOY Growth : (2.97%), QoQ Growth : 14.72%

South - YOY Growth : (1.58%), QoQ Growth : 13.09%

North - YOY Growth : 9.00%, QoQ Growth : (25.22%)



No. of Stores	5	3	9	2
Area (Sq. ft.)	67,600	35,284	172,418	41,780

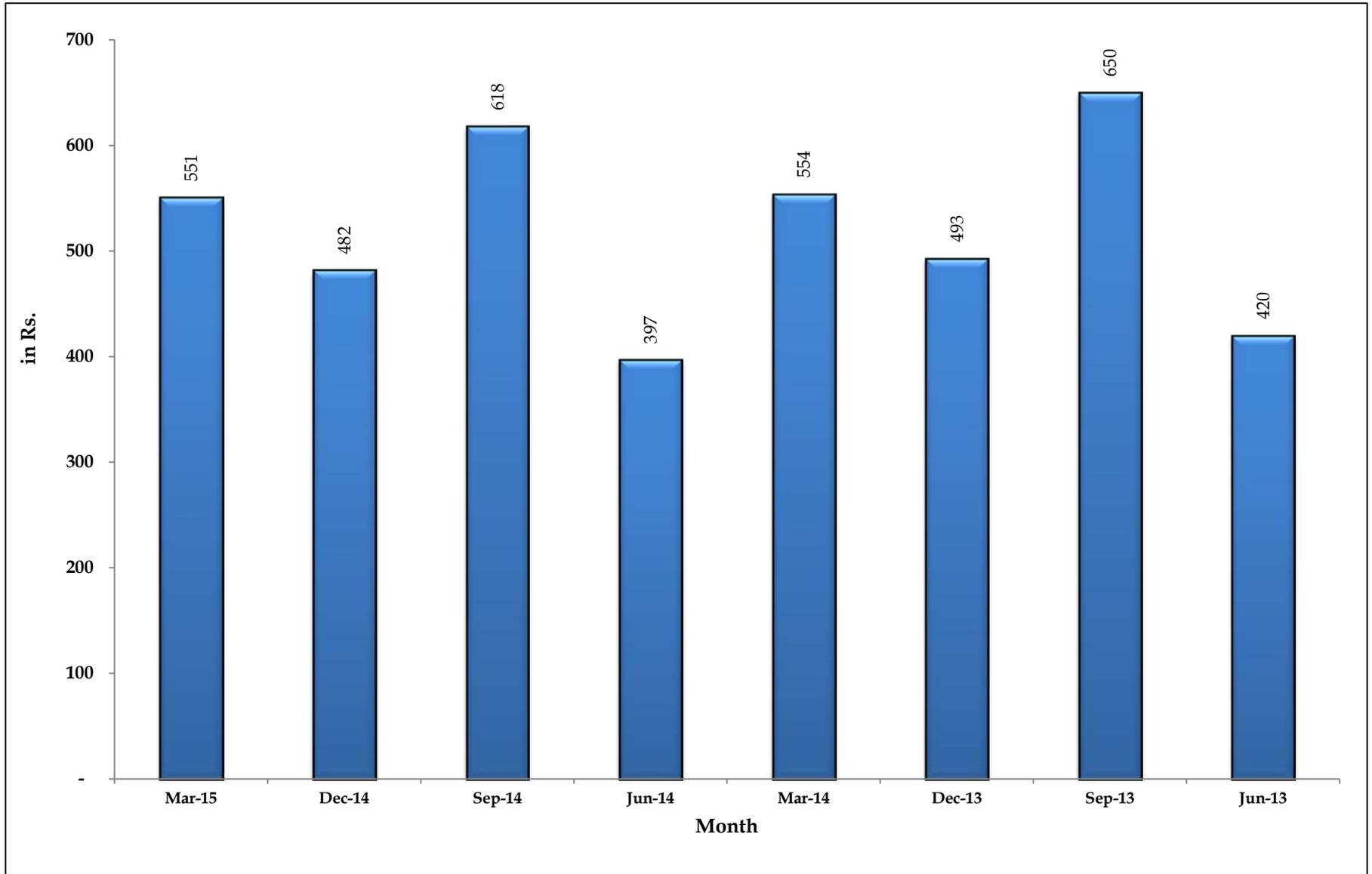
West - YOY Growth : 6.31%

Gujarat - YOY Growth : 20.82%

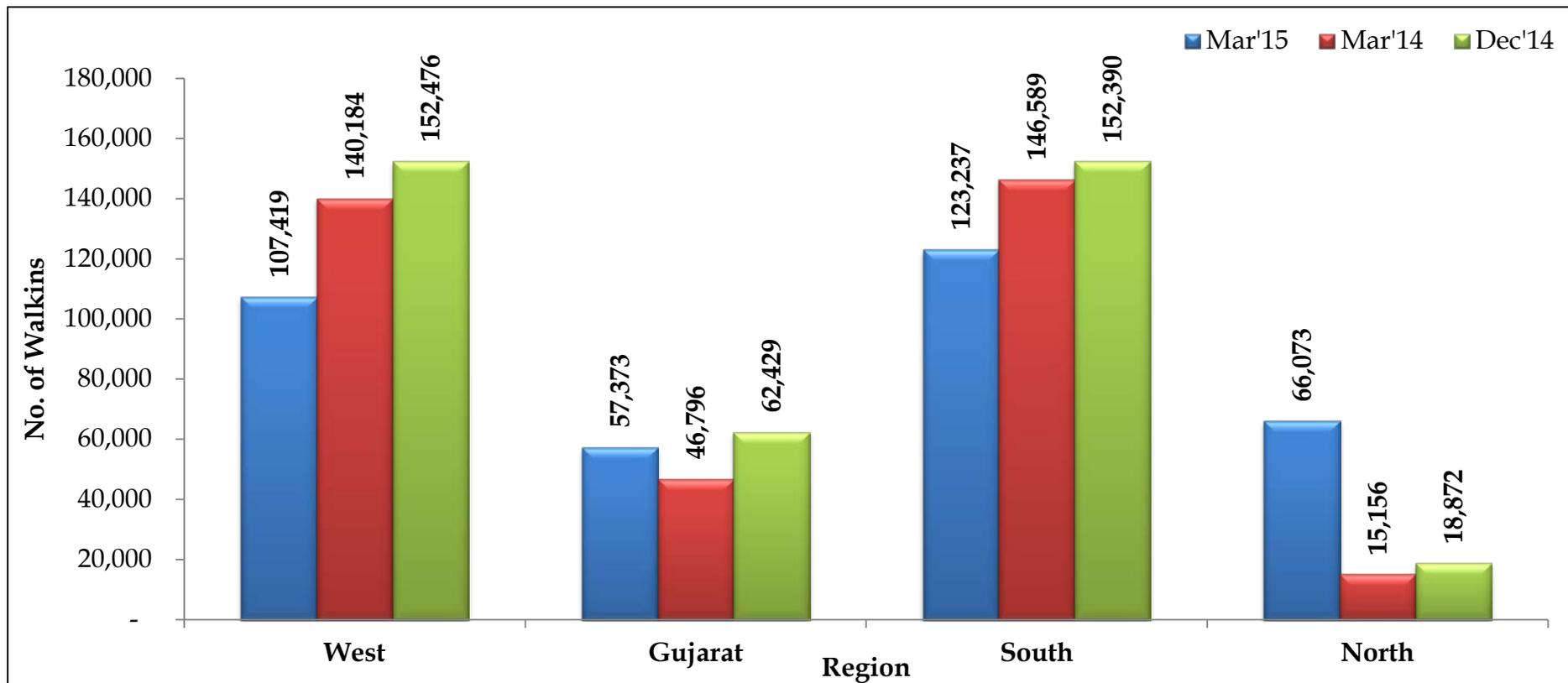
South - YOY Growth : 10.11%

North - YOY Growth : 9.71%

Sales Per Sq. ft. per Month



Region wise quarter wise Walk-in



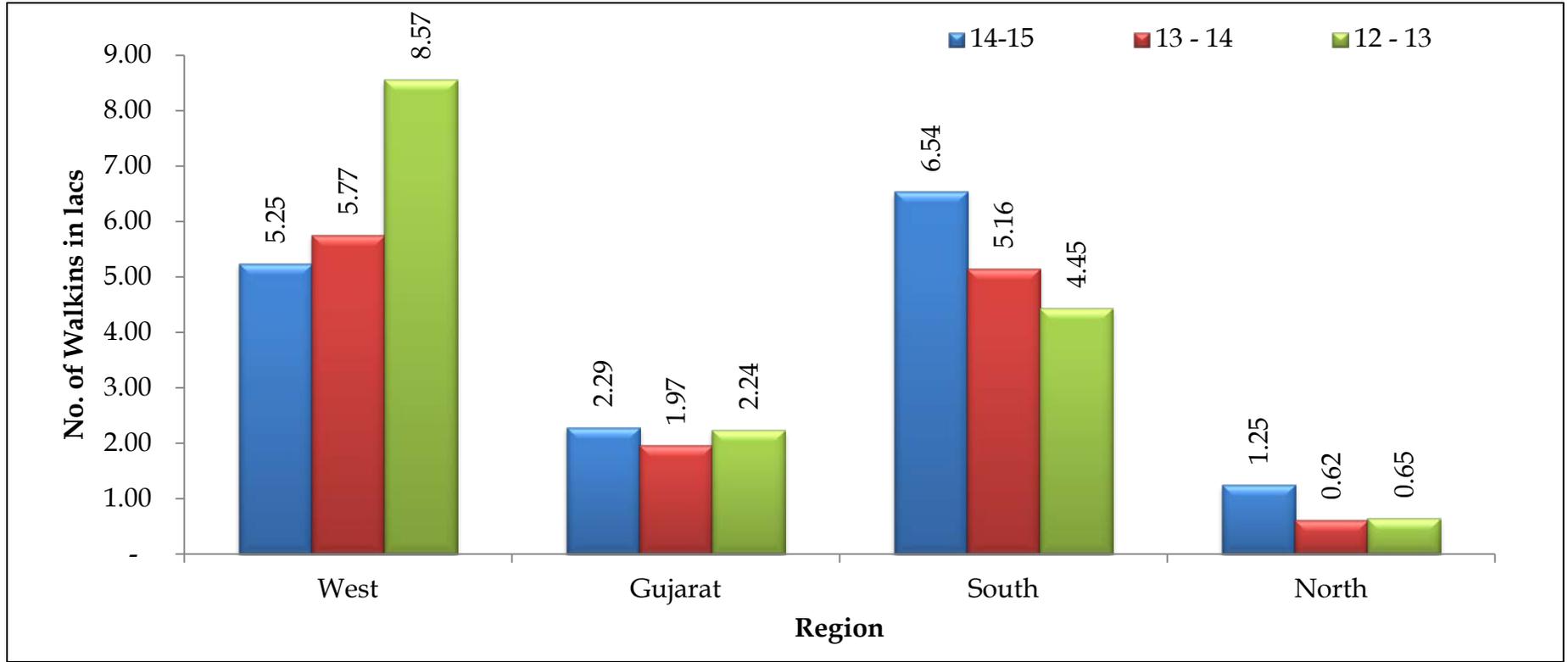
West - YOY Growth : (23.37%), QoQ Growth : (29.55%)

Gujarat - YOY Growth : 22.60%, QoQ Growth : (8.10%)

South - YOY Growth : (15.93%), QoQ Growth : (19.13%)

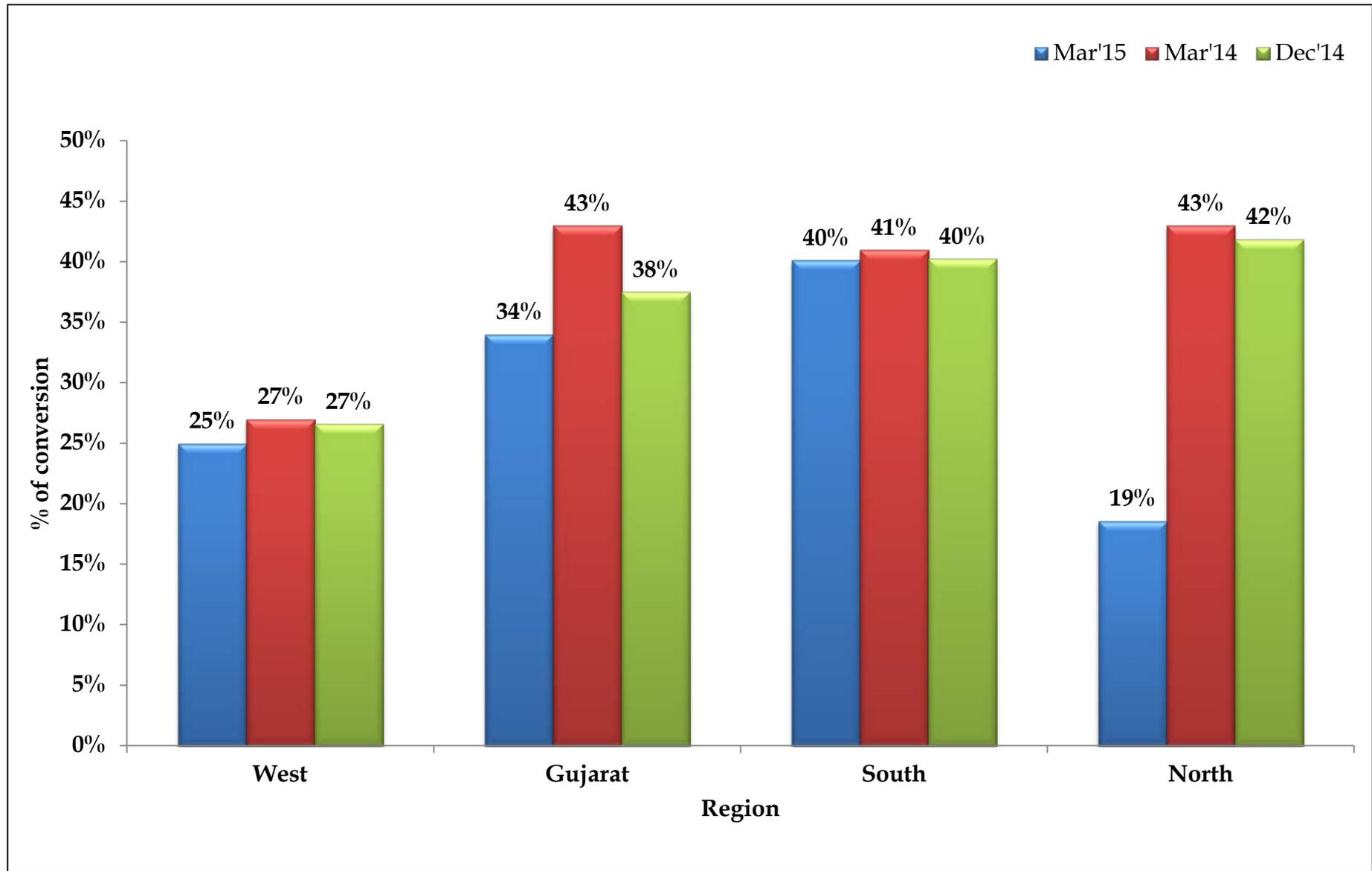
North - YOY Growth : 335.95%, QoQ Growth : 250.11%

Region wise Year wise Walk-in



Region	14-15	13 - 14	Growth / (Degrowth)	12 - 13	Growth / (Degrowth)
West	525,317	576,743	-9%	856,604	-33%
Gujarat	228,636	197,116	16%	223,734	-12%
South	654,202	515,772	27%	444,502	16%
North	125,464	61,586	104%	65,077	-5%
Total	1,533,619	1,351,217	13%	1,589,917	-15%

Region wise quarter wise Conv.0%



@home – Income Statement Summary (Quarterly)

(₹ in Crores)

Particulars	% to Sales	Quater Ended Mar 15	% to Sales	Quater Ended Dec 14	% to Sales	Quater Ended Sep 14	% to Sales	Quater Ended June 14
I INCOME								
Revenue from Operations (Net)	100	59.64	100	52.59	100	63.56	100	41.70
Other Income		(0.01)		(0.05)		(0.10)		(0.16)
Total Income		59.63		52.55		63.45		41.54
II EXPENDITURE								
Materials consumed	57.85	34.50	53.39	28.08	56.48	35.90	54.63	22.78
Employees Remuneration & Benefits	8.98	5.36	8.92	4.69	7.33	4.66	10.89	4.54
Operating & other expenses								
Rent	10.34	6.17	12.20	6.42	10.65	6.77	14.93	6.23
Electricity	2.33	1.39	2.95	1.55	2.49	1.59	3.89	1.62
Advertisement	6.48	3.87	4.77	2.51	6.55	4.16	4.59	1.92
Transportation Cost	4.15	2.47	3.56	1.87	3.62	2.30	4.32	1.80
Other Operating Expenses	11.11	6.63	10.08	5.30	6.91	4.39	12.79	5.34
Financial Expenses								
EMI Subvention Charges on Finance Scheme	1.01	0.60	0.81	0.43	0.90	0.57	0.62	0.26
Credit Card Expenses	0.57	0.34	0.59	0.31	0.61	0.39	0.55	0.23
Other Financial Expenses	0.13	0.08	0.14	0.07	0.14	0.09	0.21	0.09
Depreciation	4.03	2.40	4.75	2.50	4.08	2.59	5.95	2.48
Total Expenditure	106.99	63.81	102.15	53.73	99.77	63.41	113.37	47.28
Profit before Taxation	(7.01)	(4.18)	(2.24)	(1.18)	0.07	0.04	(13.76)	(5.74)

@home – Income Statement Summary (Yearly)

(₹ in Crores)

Particulars	% to Sales	Year Ended Mar 15	% to Sales	Year Ended Mar 14
I INCOME				
Revenue from Operations (Gross)	100	217.50	100	218.81
Other Income		(0.33)		0.01
Total Income		217.17		218.83
II EXPENDITURE				
Materials consumed	55.75	121.26	54.74	119.77
Employees Remuneration & Benefits	8.85	19.25	7.96	17.41
Operating & other expenses				
Rent	11.76	25.58	10.75	23.52
Electricity	2.83	6.15	2.81	6.15
Advertisement	5.45	11.85	5.42	11.86
Transportation Cost	3.88	8.45	3.74	8.18
Other Operating Expenses	10.24	22.26	10.95	23.97
Financial Expenses				
EMI Subvention Charges on Finance Scheme	0.86	1.86	0.49	1.07
Credit Card Expenses	0.58	1.27	0.66	1.45
Other Financial Expenses	0.15	0.33	0.15	0.32
Depreciation	4.59	9.97	2.27	4.97
Total Expenditure	104.94	228.23	99.94	218.68
Profit before Taxation	(5.09)	(11.06)	0.07	0.15

Thank you