

NECO CERAMICS LIMITED

Financial Overview

Neco Ceramics Limited

(In Lakhs)

2011

2012

1. Gross Sales	:-	1325	1499
(incl. Excise Duty)			
2. Less:- Excise Duty	:-	72	71
3. Net Sales	:-	1253	1428
(I) Sales in India	:-	709	705
(II) Export Sales	:-	74	120
(III) Trading Sales	:-	470	603

Financial Overview **Neco Ceramics Limited**

(In Lakhs)

2011

2012

4. PBT :- **40** **5**

5. PAT :- **39** **3**

Highlights Neco ceramics Limited

- 1. Growth of sales during 2011-12**
13.46% i.e. Rs.14.28 crores as compared to last year of 12.55 crores
- 2. Growth in production during 2011-12**
33% i.e. 6718 MT. as against of 5010MT of last year.

Highlights Neco ceramics Limited

- 3. Providing employment to 200 persons and live hood to 1000 members of their family.**

Highlights Neco ceramics Limited

- 4. Planning to add supporting facilities such as Mixers, Grinders ,Conveyor and Elevators to improve profitability.**

Highlights Neco ceramics Limited

- 5. Most modern eco-friendly Producer Gas plant (capacity 50 lacs kcal per hour) with Chamber Kiln (Of 1500 M.T. per month) for firing bricks.**

Highlights Neco ceramics Limited

- 6. Export 20% of Total sales.**
- 7. 60% to our group companies.**
- 8. Rest 20% sales to other domestic parties.**
- 9. Developed following new products for SPD :-**
 - (I) Magnesia Carbon Bricks-an import replacement .**
 - (II) Trough mass for Blast Furnace.**
 - (III) Castables for coke oven plant, SMS & Rolling Mill,**
 - (IV) 90 K mortar**
- 10. Quality of Products equally as good as of other reputed suppliers like TRL & Calderys I.Ltd.**

Highlights Neco ceramics Limited

11. Export Customers:-

- (I) M/S: G K Steel –ERBIL, IRAQ.**
- (II) International Quality Steel Ltd. – Dubai,**
- (III) African Steel Co. Ltd. – Nigeria**
- (IV) Concast (India) Ltd. for their projects at:-**
 - (a) Salman Johar - Riyadh, Saudi Arabia**
 - (b) Steel Rolling Mills – Uganda**
 - (c) Sunflag Steel Ltd. – Lagos, Nigeria**
 - (d) Hanjee Islam Uddin Steel N Re-Rolling Mills Ltd.- Bangladesh**
 - (e) Modern Steel Ltd. – Chhitagong Bangladesh**

Our Strength

Neco ceramics Limited

- 1. Part of Neco Group .**
- 2. Small and efficient team working with technical consultants.**
- 3. Plant spread over spacious area of 10 acres .**

Our Strength Neco ceramics Limited

- 4. Availability of some of Raw Material (Fire Clay) from adjoining area i.e. Paratwara.**
- 5. based in the centre of the Country.**
- 6. Closer to user industries like Steel, Cement & power industries.**

Our Strength Neco ceramics Limited

- 7. SPD, a Group Co. assists in developing new products.**
- 8. Availability of sufficient man power .**

Weakness Neco ceramics Limited

- 1. Partial utilization of chamber kiln
,due to insufficient mill house capacity
such as presses, transformers, mixers
and grinders.**
- 2. Insufficient lab facilities to cater to
statutory inspection of Govt. buyers
such as Bhilai Steel plant.**

Weakness

Neco ceramics Limited

- 3. Insufficient working capital to meet to market credit trend of 30 days, 45 days ,60 days and 90 days.**
- 4. Octroi charges of 4% due to the factory area under NMC limits.**
- 5. Competition with unauthorized sector like Katni market without excise liability.**