

11th May, 2012

Nilkamal Limited – Press Release on FY11-12 Results

FY 2011- 2012 Financial Highlights

- ❖ Continued to exhibit a market leader position in the Material Handling Segment with value growth of 20% and volume growth of 16%
- ❖ Attained EBIDTA margin of Plastic business at 12.22% as compared to 11.90% of previous year.
- ❖ Incurred Capital expenditure of ₹ 17.76 crores during Q4 2012 and ₹ 81.81 crores during FY 11-12.
- ❖ @home – The Mega Home Store reached to the mark of having 20 stores spread across 11 cities covering a retail space of over 3.5 Lacs Sq. feet.
- ❖ Positive response to the newly launched mattresses business of the Company resulting in turnover of ₹ 13.21 crores.
- ❖ Nilkamal Bito Storage Systems Pvt. Ltd. - Indo-German Joint Venture, carrying out the business of manufacturing of storage systems, achieved profits for the first time, since its inception with volume growth of 25% and value growth of 27%.
- ❖ Cambro Nilkamal Pvt. Ltd. - Indo-US Joint Venture, catering extensive range of quality products for the commercial food service and hospitality segment, marked profits in its maiden year of operations.
- ❖ Board of Directors declares dividend of Rs. 4/- per share

Nilkamal Limited an eminent market player with robust distribution network, brand leadership in furniture, material handling and retail business, today announces its audited financial results for the fourth quarter and year ended 31st March, 2012.

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(₹ in Crore)

PARTICULARS	FINANCIAL HIGHLIGHTS							
	STANDALONE					CONSOLIDATED		
	Annual			Q4		Annual		
% Growth	FY 11-12	FY10-11	FY 11-12	FY 10-11	% Growth	FY 11-12	FY10-11	
Net Income	14.61%	1434.61	1251.70	415.46	343.02	15.06%	1516.52	1318.06
EBIDTA Margin (%)	-	10.55%	10.64%	9.69%	9.26%	-	10.68%	10.61%
PAT	6.10%	55.66	52.46	14.41	11.67	14.57%	61.95	54.07
Basic EPS (Rs.)	-	37.30	36.80	9.66	7.82	-	40.99	37.47
Cash EPS (Rs.)	-	64.42	59.91	16.80	13.64	-	69.90	62.10
Book Value	-	275.72	238.42	-	-	-	282.22	240.88

Performance of the Company for the FY 2011- 2012.

We are pleased to report that during FY 2011–12 the plastic business of the Company has registered volume growth of 6% and value growth of 15%. The retail business (@home) has achieved a turnover of ₹ 191.27 Crores in FY 2011-12 as against ₹ 172.15 Crores in FY 2010-11.

In Q4 of the FY 2011–12, the Net Sales of the Company increased by 21.12% on y-o-y basis whereas the Net Sales of the plastics segments increased by 23.08% i.e. ₹ 360.57 Crores vis a vis ₹ 292.95 Crores, and that of the retail segment increased by 9.62% i.e. ₹ 54.89 Crores as compared to ₹ 50.07 Crores for the Q4 of the FY2010-11.

In the FY 2011–12 the Company has incurred Capital Expenditure of ₹ 64.84 Crores in its plastic business and ₹ 12.97 Crores in its retail (@home) division. In the fiscal year 2012-13 the Company is estimating approximately 15% growth in all its businesses.

The @home – The Mega Home Store on its way to take the next big leap by launching an e-commerce web based services. Its products will be available online through its own portal and other leading portal partners. Further efforts are being made to strengthen the brand position by carrying out various social media marketing initiative and mobile based CRM platform services.

After receiving positive response from the southern zone, the strength of Nilkamal brand in mattresses business is expanding its footprints in the northern and eastern zone of the Country and is expected to spread across the country by the end of the FY 2012-13.

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Nilkamal Limited



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During the current quarter of FY 2012-13, the Company has commenced the project for construction of 2560 dwelling units in the state of Gujarat on sub-contracting basis by using Monolithic Construction technology.

Nilkamal Bito Storage Systems Private Limited, an Indo-German Joint Venture, which is in the business of manufacturing of storage systems, realized a significant increase in sales and improved manufacturing efficiency. It has achieved a turnover of ₹ 48.82 Crores and profit of ₹ 3.97 Crores as compared to previous year turnover of ₹ 38.52 crores and net loss of ₹ 0.66 crores thus showing a potential to exhibit a healthy performance in the years to come.

All Subsidiaries viz. Nilkamal Eswaran Plastics Pvt. Ltd, Nilkamal Eswaran Marketing Pvt. Ltd., Nilkamal Crates and Bins – FZE and Indo-US Joint Venture viz. Cambro Nilkamal Private Limited have performed satisfactorily in FY 2011-12 and are on the path of growth.

Some of the statements in this communication that are not historical facts are forward looking statements. These statements are based on the present business environment and regulatory framework. Developments that could affect the Company's operations include significant changes in political and economic environment in India, tax laws, import duties, litigation and labour relations. We assume no responsibility for any action taken based on the said information, or to update the same as circumstances change.

For NILKAMAL LIMITED

PRITI DAVE

COMPANY SECRETARY