

3rd August, 2012

Nilkamal Limited – Press Release on Q1 FY13 Results

Q1 FY13 Financial Highlights:

- ❖ Plastic business exhibited volume growth of 10% and value growth of 20% in Q1 FY13.
- ❖ Increase in EBIDTA by 10% as compared to Q1 FY12.
- ❖ Incurred Capital expenditure of ₹ 11.37 crores during Q1 2013.

Nilkamal Limited - a well renowned brand leader in moulded furniture and material handling business, and a recognised brand in lifestyle furniture and furnishings business under its brand name “@home” - today announces its unaudited financial results for the first quarter ended 30th June, 2012.

(₹ in Crore)

| Particulars | Q1 | | Quarter ending 31 st March, 2012. | Previous Year ended 31 st March, 2012. |
|-------------|---------|---------|--|--|
| | FY 2013 | FY 2012 | | |
| Net Income | 393.70 | 321.31 | 415.46 | 1436.61 |
| EBIDTA | 38.22 | 34.78 | 40.20 | 151.22 |
| PBT | 15.69 | 16.58 | 17.89 | 71.05 |
| PAT | 11.25 | 12.27 | 14.35 | 55.60 |
| Basic EPS | 7.54 | 8.22 | 9.62 | 37.26 |
| Cash EPS | 15.17 | 14.43 | 16.76 | 64.38 |

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Performance of the Company for Q1 FY13.

The net sales of the Plastics business of the Company for Q1 FY13 is ₹ 352.54 crores recording volume growth of 10% and value growth of 20%, whereas the retail business of the Company under brand name “@home” registered sales of ₹ 41.16 crores, leading to a sales growth of 5% .

13 out of 20 @home stores had made profits at the store level. But in spite of the profits made at store level and after achieving sales growth of 5%, the said division of the Company had incurred losses due to increase in its operating cost, prevailing economic slowdown and resultant bearish consumer sentiments.

The Company has also expended a considerable amount towards Capital Expenditure which would further augment the growth and expansion programmes of the Company. A total of ₹ 13.64 crores, comprising of ₹ 11.37 crores for the plastics business and ₹ 2.27 crores towards the retail business has been incurred as Capital Expenditure.

During Q1 FY13, after considering the strong response received from the trading community for its mattress business in the southern region of the country, your Company has set up a second unit at Hooghly for manufacturing of Mattress. The Company has introduced a full range of rubberized coir, foam and innovative spring mattress, thus widening its range of products. Hence, with such an encouraging feedback from its consumers and with the enlargement of its market, the Company looks forward for the division to exhibit positive results during the year.

The project of construction of dwelling units at Ahmadabad is going on in full swing and as per the time lines set for the completion of the same. The completion of the said project will open new avenues and opportunities for the Company.

The Company's Indo-German Joint Venture, viz. Nilkamal Bito Storage Systems Private Limited, on its path of growth has given a robust performance during Q1 FY13. The Company is expecting that with such a performance in the Q1 FY13, it has shown its potential of achieving new heights during the year.

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Nilkamal Limited



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The Company's Indo-US Joint Venture i.e. Cambro Nilkamal Private Limited has performed well and its profits have boosted up considerably.

Further, the subsidiaries of the Company viz Nilkamal Eswaran Plastics Private Limited at Sri Lanka and Nilkamal Crates and Bins FZE at Ajman, UAE has performed upto the expectation.

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