

27<sup>th</sup> October, 2012

## Nilkamal Limited – Press Release on Q2 FY13 Results

### Q2 FY13 Financial Highlights:

- ❖ Increase in Net Sales by 9%.
- ❖ Plastic business exhibited value growth of 8% and volume de-growth of 2 % in Q2 FY13.
- ❖ Retail business - @home marked a sales of ₹60.38 crores leading to an increase by 13% and posting profit in Q2 FY13.
- ❖ Incurred Capital expenditure of ₹ 11.07 crores during Q2 FY13.

Nilkamal Limited - a pioneer in furniture and material handling business - today announces its unaudited financial results for the second quarter and half year ended 30<sup>th</sup> September, 2012.

(₹ in Crore)

Particulars	Q2		Quarter ending 30 <sup>th</sup> June, 2012.	Previous Year ended 31 <sup>st</sup> March, 2012.
	FY13	FY12		
Net Income	382.61	352.21	393.71	1436.61
EBIDTA	34.39	41.58	38.40	151.70
PBT	13.45	20.00	15.69	71.05
PAT	9.69	15.42	11.25	55.60
Basic EPS (₹ per share)	6.50	10.33	7.54	37.26
Cash EPS (₹ per share)	14.18	17.00	15.17	64.39

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### Performance of the Company for Q2 FY13.

For the Q2 FY13, the Net Sales of the Company increased by 9% as compared to Q2 FY12. In Q2 FY12 Net Sales of the plastics segments increased by 8% i.e. ₹ 322.23 /- Crores vis a vis ₹ 298.54/- Crores, whereas that of the retail segment increased by 13% i.e. ₹ 60.38/- Crores as compared to ₹ 53.67/- Crores for the Q2 FY12. In the Plastic Segment, material handling business grew by 6% and moulded furniture business by 6% on y-o-y quarterly basis. The Company has exhibited lower volume of sales in plastic business on account of the delayed rains and sluggish economic conditions. This alongwith increased depreciation and interest cost of the Company has reflected a dip in its profitability. However, the Company is optimistic about exhibiting a healthy performance consistently.

The retail business of the Company under brand name “@home” shows headway by registering a sales growth of 13% on y-o-y quarterly basis and a growth of 47% as compared to Q1 FY13, showing better performance and potential of achieving accelerated growth and encompassing the market in the future.

During the quarter under review, the Company has also incurred Capital Expenditure amounting to ₹ 11.07 crores. The said Capital expenditure has been incurred by the Company on its path to expansion, towards the purchase of mould, Plant and Machinery, factory building etc.

The mattress business of the Company has achieved a sales of ₹ 6.15 crores and is heading towards its growth path as envisaged by the Company. This division is on its way to make its presence felt across the nation and is successfully catering the needs of its customers at large.

The Company’s Indo-German Joint Venture, viz. Nilkamal Bito Storage Systems Private Limited, has displayed a good performance during Q2 FY13, achieving a turnover of ₹ 16.77 crores, reflecting value and volume growth of 42% and 50% respectively.

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The Company's Indo-US Joint Venture i.e. Cambro Nilkamal Private Limited has shown a notable growth and is on the track of continuous growth momentum since its inception.

The subsidiary of the Company Nilkamal Eswaran Plastics Private Limited at Sri Lanka has experienced a fall in its sales volume due to slowdown in the economic condition. Moreover, the Company has also incurred Capital expenditure during the previous financial year which resulted in increase in the financial expenses eventually leading to a insignificant loss in Q2 FY13. The Company's other subsidiary Nilkamal Crates and Bins FZE at Ajman, UAE has performed satisfactorily.

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