

31<sup>st</sup> January, 2013

## Nilkamal Limited – Press Release on Q3 FY13 Results

### Q3 FY13 Financial Highlights:

- ❖ Increase in Net Sales by 14%.
- ❖ Plastic business exhibited value growth of 15% and volume growth of 5 % in Q3 FY13.
- ❖ '@home' – The Mega Home Store, exhibits value growth of 5%, with a turnover of ₹ 45.48 crores.

Nilkamal Limited today announces its unaudited financial results for the third quarter ended 31<sup>st</sup> December, 2012.

(₹ in Crore)

Standalone Financial Highlights				
Particulars	Q3		Quarter ending 30 <sup>th</sup> September, 2012.	Previous Year ended 31 <sup>st</sup> March, 2012.
	FY13	FY12		
Net Income	392.67	345.62	382.61	1434.61
EBIDTA	29.43	35.48	34.39	151.70
PBT	7.47	16.60	13.45	71.05
PAT	5.45	13.57	9.69	55.60
Basic EPS (₹ per share)	3.65	9.09	6.50	37.26
Cash EPS (₹ per share)	10.85	16.19	14.84	64.39

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### Performance of the Company for Q3 FY13

For Q3 FY13, the Net Sales of the Company increased by 14% as compared to Q3 FY12. In Q3 FY13, the Net Sales of the plastics segments increased by 15% i.e. ₹ 347.19 Crores vis a vis ₹ 302.13 Crores with a volume growth of 5%, whereas that of the retail segment increased by 5% i.e. ₹ 45.48/- Crores as compared to ₹ 43.49/- Crores for the Q3 FY12.

The mattress business of the Company has achieved sales of ₹ 6.46 crores exhibiting a growth of 54% on a y-o-y quarterly basis. Further, the Company's business of mass housing has achieved a net sales turnover of ₹ 9.31 crores during Q3 FY13. The mass housing project at Ahmedabad is moving ahead at a pace as foreseen by the Company.

During FY13 the declining economic conditions has adversely impacted the overall manufacturing sector and consumer sentiments which has not only put pressure on the margin but also affected the volume growth and has increased the operating expenses. Secondly, the Company has been incurring substantial capital expenditure since the last financial year towards its ongoing expansion program, which has relatively increased the interest and depreciation cost of the Company. All this taken together has lead to a drop in the PAT of the Company. The Company is however, optimistic of reaping the benefits of the said capital expenditure over a period of time, on the revival of the economic conditions, which will add positively to the bottom line of the Company.

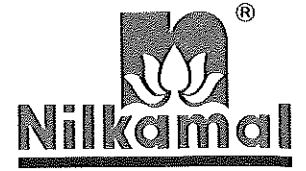
During Q3 FY13 the Company has earned a total turnover of ₹ 42.34 crores from all its subsidiaries and Joint Venture (JV) companies taken together. Nilkamal Crates and Bins-FZE, subsidiary of the Company and Cambro Nilkamal Private Limited, JV of the Company has performed as per the Companies expectation and are on its path of growth. While, Nilkamal Eswaran Plastics Private Limited the other subsidiary and Nilkamal Bito Storage Systems Private Limited the other JV of the Company has exhibited minor profits/ losses.

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*Nilkamal Limited*




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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