



Nilkamal Limited



Head Office : Nilkamal House, Plot No. 77/78, Street No. 14, M.I.D.C., Andheri (East), Mumbai - 400 093 INDIA. Tel. : (022) 2681 8888 / 2836 1366
Material Handling Division : Fax : (91-22) 2836 1923 / 2836 7891 • E-mail : cratessales@nilkamal.com
Furniture Division : Fax : (91-22) 2835 3556 • E-mail : furniture@nilkamal.com • Visit us at : www.nilkamal.com
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10th August, 2013

Nilkamal Limited – Press Release on Q1 FY14 Results

Nilkamal Limited a dominant player in the moulded furniture and material handling solution provider, today announces its Unaudited Financial Results for the First Quarter ended 30th June, 2013.

(₹ in Crore)

Standalone Financial Highlights				
Particulars	Q1		Quarter ending 31 st March, 2013.	Previous Year ended 31 st March, 2013.
	FY 2014	FY 2013		
Net Income	390.00	393.70	441.64	1610.66
EBIDTA	31.50	38.40	28.75	130.96
PBT	9.16	15.69	7.05	43.65
PAT	6.24	11.26	4.79	31.19
Basic EPS	4.18	7.54	3.21	20.90
Cash EPS	12.00	15.17	10.41	50.62

Performance of the Company for Q1 FY14.

The volatility in the market conditions have continued during Q1 FY14 due to which the Company has recorded volume and value de-growth of 12% and 1% respectively on a y-o-y basis. In spite of these tough market conditions, the Company envisages bouncing back on the revival of the economy. Further, the average monsoons this year has also added up positivity to the Company's confidence for improved performance in the forthcoming quarters.

.....continued to page 2



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- 2 -

During Q1 FY14, although the Plastics business of the Company posted net sales of ₹ 330.47 crores as against ₹ 334.91 crores for Q1 FY13, but the profits of the Company have improved substantially to the extent of 30% on a q-o-q basis. The retail business of the Company under brand name '@home' registered net sales of ₹ 42.56 crores leading to a sales growth of 3% in Q1 FY14 as against net sales of ₹ 41.16 crores during Q1 FY13. The total operational '@home' stores of the Company stands at 19 covering a retail space of 3.21 lacs sq. fts. across India.

The Company's store of plastic furniture under the brand name "Nilkamal Home Ideas" are performing as anticipated by the Company. The total number of operational stores across India stands at 22. Also, the Company's mattress business is establishing at fast pace and has displayed a growth of 39% on a y-o-y-basis.

The total Capital expenditure incurred during Q1 FY14 stood at ₹ 10.73 crores, of which ₹ 7.33 crores was used up towards the expansion of Company's plastic division and ₹ 3.40 crores was expended towards the new Distribution Center coming up at Uran for its retail division - '@home'.

Net Sales of the Company's Indo-German Joint Venture viz Nilkamal Bito Storage Systems Private Limited up from ₹ 15.89 crores to ₹ 21.25 crores on a y-o-y basis, thus attaining a volume and value growth of 15% and 34% respectively; while the Company's Indo - US Joint Venture viz. Cambro Nilkamal Private Limited experienced a drop in its turnover from ₹ 4.61 to ₹ 3.21 crores.

Further, one of the subsidiary of the Company viz Nilkamal Eswaran Plastics Private Limited at Sri Lanka has exhibited minor loss whereas the other subsidiary viz. 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


PRIPI DAVE
COMPANY SECRETARY