

2<sup>nd</sup> November, 2015

## Nilkamal Limited – Press Release on Q2 FY16 Results

Nilkamal Limited today reported its financial performance for the Quarter and half year ended 30<sup>th</sup> September, 2015. Highlights of the unaudited results as compared to the corresponding quarter of previous year and the previous quarter are:

### Financial Performance:

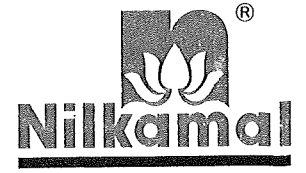
- ❖ Exhibits revenue (turnover) growth of 5% on y-o-y.
- ❖ EBIDT up by 72% on y-o-y basis.
- ❖ PAT up by 276% on a y-o-y basis.
- ❖ Plastics division achieved volume and value growth of 6% and 8% respectively.
- ❖ @home grew by 7%, thus posting profits.
- ❖ New store of @home opened at Mangalore.
- ❖ ISO50001:2011 EnMS certification awarded to all the units of the Company.

(₹ in Crore)

Standalone Financial Highlights					
Particulars	Q2		Quarter ending 30 <sup>th</sup> June, 2015.	First half ended 30 <sup>th</sup> September, 2015.	Previous Year ended 31 <sup>st</sup> March, 2015.
	FY 2016.	FY 2015			
Net Income	481.51	458.05	457.55	939.06	1786.66
EBIDTA	54.07	31.45	54.34	108.41	143.81
PBT	37.10	9.83	37.00	74.09	60.51
PAT	25.74	6.84	25.30	51.05	42.46
Basic EPS	17.25	4.59	16.96	34.21	28.45
Cash EPS	25.70	13.82	25.18	50.88	64.48

With this the Company continues to register good growth in Q2 FY16, both in terms of top line and bottom line.

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## Performance of the Company for Q2 FY16.

The ascending growth of the Company during Q1 FY16 had continued its upward momentum in the current quarter, recording net sales of ₹ 481.51 crores. The net profit recorded by the Company was ₹ 25.74 crores – a rise of 276% on a y-o-y basis. The raw material prices had remained range bound as anticipated by the Company, and showed a downward trend in line with the crude prices. This was also backed by the Company's focus on the enhancement of its strategic and operational efficiencies of all its businesses, which in turn helped the Company to register a healthy quarter.

The Company has opened a new store under its brand name '@home' at Mangalore, totaling to 20 stores across the country. The said retail business witnessed a turnover growth of 7% on a y-o-y basis from ₹ 63.56 crores in Q2 FY15 to ₹ 67.76 crores in Q2 FY16, whereas comparing the same on a q-o-q basis, the said business displayed a sales growth of 34% i.e. from ₹ 50.48 crores during Q1 FY16 to ₹ 67.76 crores in Q2 FY16. The Company has initiated retailing its products via the E-commerce mode in the recent past and within a short span of time, has received notable response from the customers, which is reflected in the jump of 124% recorded in e-commerce sales on a y-o-y basis.

The Company has been awarded the ISO50001: 2011 EnMS certification from TUV-SUD, Germany for all its Units situated across India, in recognition of the constant efforts of the Company towards conserving energy resources.

The Company's Indo-German Joint Venture viz Nilkamal Bito Storage Systems Private Limited witnessed a volume and value growth of 87% and 59% respectively while the other Joint Venture Company viz. Cambro Nilkamal Private Limited witnessed turnover growth of 24%, thus registering performance as anticipated by the Company.

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# Nilkamal Limited



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Both the Company's subsidiary companies viz Nilkamal Eswaran Plastics Private Limited at Sri Lanka and Nilkamal Crates and Bins FZE at Ajman, UAE displayed profitability and are steadily progressing as per Company's anticipation.

The Company believes that the challenged market outlook does curtail near-term growth, but long term outlook for the business remains promising.

## About Nilkamal

Nilkamal Limited is an industry pioneer in the manufacturing business of moulded furniture and material handling products with diversified product profile across various segments along with a diversified customer base including household customers, industrial customers and retail buyers. It is also having its presence in the retail business of lifestyle furniture, furnishings and accessories under its brand '@home' & Nilkamal Mattresses.

## Cautionary Statement

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)