



# Nilkamal Limited



Head Office : Nilkamal House, 77/78, Road No. 13/14, M.I.D.C., Andheri (East), Mumbai - 400 093, INDIA. Tel. : (91-22) 2681 8888 / 2836 1366  
Material Handling Division : Fax : (91-22) 2836 1923 / 2836 7891 • E-mail : info@nilkamal.com  
Furniture Division : Fax : (91-22) 2835 3556 • E-mail : furniture@nilkamal.com • Visit us at : www.nilkamal.com  
@home Division : Fax : (91-22) 2837 2787 • E-mail : connect@at-home.co.in • Visit us at : www.at-home.co.in

14<sup>th</sup> May, 2016

## Nilkamal Limited – Press Release on FY16 Results

Nilkamal Limited today announces its financial performance for the fourth quarter and year ended 31<sup>st</sup> March, 2016.

### FY16 Financial Highlights:

- ❖ Revenue increased by 5% to ₹ 1,860 crores.
- ❖ EBIDT rose by 56% to ₹ 224 crores.
- ❖ PAT increased by 145% to ₹ 104 crores.
- ❖ Retail business grew by 9% to ₹ 238 crores.

(₹ in Crore)

PARTICULARS	FINANCIAL HIGHLIGHTS					
	STANDALONE				CONSOLIDATED	
	Annual		Q4		Annual	
	FY 15-16	FY 14-15	FY 15-16	FY 14-15	FY 15-16	FY 14-15
Net Income	1,860	1,778	500	488	1,996	1,888
PAT	104	42	33	22	113	50
Basic EPS (₹)	69.62	28.45	21.88	14.53	75.94	33.83
Cash EPS (₹)	104.88	64.48	32.28	22.68	113.64	72.31
Book Value	392.01	329.99	-	-	-	-

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### Performance of the Company for FY16

FY16 has been a year of remarkable performance for the Company, notwithstanding the global economic uncertainties. Strong operating performance led to better operating profits. For FY16, the Company reported net sales of ₹ 1,870 crores against ₹ 1,787 crores during same period of last year, thereby registering growth of 5%. EBIDT for the year stood at ₹ 224 crores, up 56% y-o-y.

The business delivered the highest ever PAT of ₹ 104 crores in FY16 as against PAT of ₹ 42 crores in the previous year, up 145% y-o-y. The Company's plastic division registered volume growth of 3% and value growth of 5%. The Company's strong distribution and prudent pricing policies helped to enhance its bottom line.

The Company had achieved net sales of ₹ 503 crores during Q4FY16 vis-à-vis ₹ 490 crores for Q4 FY15, whereas PAT rose by 51% from ₹ 22 crores to ₹ 33 crores on a y-o-y basis. EBIDT for Q4FY16 stood at ₹ 69 crores, up by 38%, vis-à-vis ₹ 50 crores during same period of last year. Volume and value growth achieved by the Company's plastic business during Q4 FY16 was 6% and 4% respectively.

The Company had also engaged the services of two management consultant, who have provided strategic inputs to the Company for strengthening the business focus and improving its overall performance and operational efficiencies. The same are under implementation by the Company.

The Company has expended a total capital expenditure of ₹ 38 crores during the FY16 towards plant and machinery, factory equipment etc., including the expenditure towards expansion of its Jammu plant.

The Company has paid two interim dividends aggregating to ₹ 7 i.e. 70% per equity share of face value of ₹ 10 each for FY16. The Board has decided to keep the same as the total dividend for FY16.

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The Company's retail business under @home recorded increased sales of ₹ 238 crores against ₹ 218 crores of last year, up by 9%, thus earning cash profits. Further, the sales through E-commerce channel also saw an upward trend, compared to previous year, and resulted in a remarkable growth of 310% in terms of revenue.

The Company's mattress business has achieved a turnover of ₹ 30.01 crores for FY16. During FY16 the Company had introduced unique products like Spinefit, Cool Bond, Mckenzie, Ortho etc., which have been appreciated by the trade and customers at large. Further, in the forthcoming financial year, the Company plans to enter the Northern markets for achieving the objective of both top line growth and deeper penetration.

During the year under review, all the units of the Company have been awarded the ISO 50001:2011 EnMS Certifications from TUV-SUD Germany. The said certification is towards energy conservation and preservation of environment. It has also achieved the First prize under the National Award for Energy Conservation from BEE-Government of India for its Hosur Unit. Further, the Company has also received Sustainability 4.0 Believer's certificate from "Frost and Sullivans" for its Vasona Plant, which certifies that the Company's business is sustainable. Furthermore, the Company has also been awarded the "BIFMA Compliance certification" by the UK Certification and Inspection Limited for its Home, Office, Educational and Modular Furniture range, which assures well established QMS practices and well documented test and procedures.

The Company's Joint Venture companies viz Nilkamal Bito Storage Systems Private Limited witnessed a value and volume growth of 47% and 40% respectively, whereas its other Joint Venture company viz. Cambro Nilkamal Private Limited recorded turnover growth of 28% during FY16.

All the three subsidiary companies of the Company showed satisfactory performance, and are on the growth trajectory as anticipated by the Company.

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### 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