

25<sup>th</sup> January, 2018**Nilkamal Limited – Press Release on Q3 FY18 Results**

Nilkamal Limited today reported its financial performance for the quarter / nine months ended 31<sup>st</sup> December, 2017.

**Financial Highlights:**

- ❖ Revenues up by 12.51% and 5.51% on q-o-q and y-o-y basis respectively.
- ❖ Plastics business registered volume and value growth of 11% and 16% on q-o-q basis and 2% and 5% on y-o-y basis respectively.
- ❖ Records EBIDT of ₹ 66.58 crores, up by 14.24% and 25.55% on q-o-q and y-o-y basis respectively.
- ❖ Achieved PBT of ₹ 50.38 crores and PAT of ₹ 33.14 crores.
- ❖ @home- the retail business of the Company recorded sales of ₹ 56.11 crores as against ₹ 57.83 crores and posted PBT of ₹ 3.02 crores as against ₹ 0.89 crores on y-o-y basis.

(₹ in Crores)

Standalone Financial Highlights						
Particulars	Q3		9M		Q2 FY 2018	FY 2017
	FY 2018	FY 2017	FY 2018	FY 2017		
Total Income	522.81	495.47	1,475.10	1,424.72	464.69	1,956.65
EBIDTA	66.58	53.03	172.46	169.04	58.28	229.32
PBT	50.38	38.11	126.16	122.88	42.53	168.92
PAT	33.08	28.24	83.28	86.24	27.83	118.45
Basic EPS (₹)	22.17	18.93	55.81	57.79	18.65	79.38
Cash EPS (₹)	30.53	27.12	80.76	82.76	27.36	112.09

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Material Handling Division : Fax : (91-22) 2836 1923 ● E-mail : marketing@nilkamal.com

Furniture Division : Fax : (91-22) 2835 3556 ● E-mail : furniture@nilkamal.com

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### Performance of the Company for Q3 FY18.

During Q3 FY18, the Company posted net sales of ₹ 522.81 crores vis-à-vis ₹ 495.47 crores, an increase of 5.51%, whereas EBIDT for the period stood at ₹ 66.58 crores as against ₹ 53.03 crores on a y-o-y basis. The Company posted PBT of ₹ 50.38 crores as against ₹ 38.11 crores on a y-o-y basis, up by 24%; whereas the PAT for the period stood at ₹ 33.08 crores vis-à-vis ₹ 28.24 crores. The plastics division of the Company achieved volume and value growth of 2% and 5% respectively for Q3 FY18.

Capex spends of the Company for Q3 FY18 stood at ₹ 22.68 crores, totaling to ₹ 70.91 crores for nine months ended 31<sup>st</sup> December, 2017. The same was expended towards Moulds, Plant & Machineries, Office & Factory building and equipment, Furniture & Fixtures, Electrical Installation etc. The Company has received reaffirmation of its credit ratings at same levels i.e. "Care AA" for its long term bank facilities (fund based) and "Care A1+" for its short term bank facilities (non-fund based) from CARE.

During the quarter under review, the Company has obtained BIFMA Level 2 certification, for manufacture and supply of home, office, educational and modular furniture and mattresses. These certifications are an assurance of meeting the standards of sustainability by the Company during its manufacturing process.

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During Q3 FY18, '@home' – the Company's retail business had realized a sales turnover of ₹ 56.11 crores and EBIDT of ₹ 4.37 crores as compared to ₹ 57.83 crores and ₹ 2.62 crores respectively for Q3 FY17, thus achieving PBT of ₹ 3.02 crores as against ₹ 0.89 crores on a y-o-y basis.

The Company's mattress business registered sales of ₹ 15.13 crores as against ₹ 10.65 crores of Q3 FY17. Further, Q3 FY18 also saw the presence of the Company's mattress business in all four regions of the country with the commencement of manufacturing units in the eastern and western regions, which shall enhance its performance. The bubble guard business of the Company has registered sales of ₹ 1.46 crores for quarter under review.

During the quarter under review, the Company had hired ready factory premises situated at Hosur for the purpose of manufacturing of its modular furniture range of products for office and home. The commercial production thereat shall commence during the current quarter.

#### Joint ventures and subsidiaries

Both the Company's Joint Venture companies viz Nilkamal Bito Storage Systems Private Limited and Cambro Nilkamal Private Limited have achieved marginal growth in its turnover as well as profits on y-o-y basis, whereas both the subsidiary companies have exhibited muted performance. However, the business of the said joint venture and subsidiary companies is negligible compared to the standalone business of the Company.

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*Nilkamal Limited*



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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)