

Head Office : Nilkamal House, 77/88, Road No.13/14, M.I.D.C., Andheri (East), Mumbai - 400 093, INDIA. Tel. : (91-22) 4235 8888

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

@home Division : Fax : (91-22) 2837 2787 ● E-mail : connect@at-home.co.in ● Visit us at : www.nilkamal.com ● Visit us at : www.at-home.co.in

12th September, 2020

Nilkamal Limited – Press Release on Q1 FY21 Results

Nilkamal Limited announces its Unaudited Standalone & Consolidated Financial Results for the First Quarter ended 30th June, 2020.

Financial Highlights (Standalone):

- ❖ Total revenue stood at ₹ 223.47 Crores; lower by 57 % y-o-y.
- ❖ Plastics business registered volume and value de - growth of 48% and 56 % on y-o-y.
- ❖ Loss stood at ₹ 25.85 Crores against PAT of ₹ 30.02 Crores on y-o-y.
- ❖ Net cash generated from operations in Q1FY21 stood at ₹ 150.87 Crores as against ₹ 100.87 Crores in Q1FY20.
- ❖ Consolidated loss stood at ₹ 28.95 Crores as against PAT of ₹ 31.05 Crores on y-o-y.

(₹ in Crores)

Particulars	Q1		Quarter ending 31 st March, 2020.	Previous Year ended 31 st March, 2020.
	FY 2021	FY 2020		
Net sales	223.47	525.65	491.71	2081.47
EBIDTA	(6.10)	72.77	61.88	274.45
PBT	(34.49)	46.15	28.77	158.20
PAT	(25.86)	30.02	21.23	122.01
Basic EPS (₹ per share)	(17.33)	20.12	14.23	81.76
Cash EPS (₹ per share)	(2.37)	33.99	31.23	142.42

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Standalone results

The slowdown in economic activity in view of the unprecedented lockdown to arrest the spread of COVID-19 pandemic impacted the business severely during the first two months of Q1FY21. Whereas, since June 2020, the Company commenced most of the operations in a phased manner. The combined sales for the month of April & May, 20 was 25% which increase to 75% in month of June, 20 whereas the sales for the month of July and August, 20 stood at almost at 85% as compared to the corresponding period of the previous year. The Company anticipates a 100% normalcy in its business from Q3FY21 onwards.

During this period of pandemic the Company took several steps to effectively counter this situation such as a) managing the fixed cost b) management of Inventory by resorting to need based production against produce to stock c) improvement in debtors recovery cycle & collection of old overdues d) Sales at marginal costing e) Sales of several products related to Covid -19.

Judicious working capital management and efficiency programs enabled the Company to generate ₹ 150.87 Crores net cash from operations in Q1FY21. This strong liquidity and financial position will help the Company to meet the near-term challenges effectively and will navigate the Company back on the growth trajectory.

The Company has also increased its focus on franchise store rollout and extending its reach to multi-brand outlets to get even closer to the customers. Whereas it has also rejuvenated the sales organization to meet the expanding needs of the Material Handling products across the fulcrum of Industries.

The sales of the Company's plastic business stood at ₹ 198.67 Crore whereas the retail business '@home' stood at ₹ 15.39 Crore against ₹ 449.58 and Crore ₹ 51.95 Crore respectively. Further the mattress business achieved sales of ₹ 8.05 Crore as against ₹ 17.59 Crore. While the sales of Bubble-guard business dropped to ₹ 0.98 Crore vis-à-vis ₹ 4.33 Crore.

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The Capex spend for Q1FY21 stood at ₹3.58 Crore, whereas the Company estimates a total Capital expenditure of approx. ₹ 100 Crores during FY20-21. The said expenditure will be towards increase in manufacturing capacity of Racking & Storage, MDF and Plastic business.

Consolidated results

[Including results of (a) Company's subsidiary Nilkamal Storage Systems Private Limited (formerly known as Nilkamal Bito Storage Systems Private Limited), Nilkamal Eswaran Plastics Private Limited & Nilkamal Eswaran Marketing Private Limited at Sri Lanka and Nilkamal Crates and Bins FZE at Ajman and Nilkamal Foundation (a Section 8 Company) at India; (b) Cambro Nilkamal Private Limited at India, Joint Venture Company]

The business operations of the Subsidiary & Joint venture Companies were also impacted to a great extent, however, the business of the said Joint Venture and Subsidiary Companies is negligible as compared to the standalone business of the Company. Nilkamal Storage Systems Private Limited (formerly known as Nilkamal Bito Storage Systems Private Limited) - the Company's wholly owned Indian subsidiary recorded turnover of ₹ 21.63 Crore for Q1FY21 vis-à-vis ₹ 52.84 Crore for Q1FY20. The Company's subsidiary Company at Sri Lanka and Ajman, UAE showed a subdued performance. Further Cambro Nilkamal Private Limited- the Company's US Joint Venture has recorded a turnover of ₹ 2.97 Crore during Q1FY21 vis-à-vis ₹ 13.98 for Q1FY20.

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About Nilkamal

Nilkamal Limited is an industry pioneer in the manufacturing business of 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'.

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.

Thanking You,

Yours Faithfully,

For Nilkamal Limited



Priti Dave
Company Secretary

Encl. a.a.

