

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

9<sup>th</sup> August, 2021

## Nilkamal Limited – Press Release on Q1 FY22 Results

Nilkamal Limited announces its Unaudited Standalone & Consolidated Financial Results for the First Quarter ended 30<sup>th</sup> June, 2021.

### Financial Highlights (Standalone):

- ❖ Revenue from operations stood at ₹ 449.79 crore up by 101 % y-o-y.
- ❖ Records EBIDT of ₹ 33.29 crore against EBIDT loss of ₹ 6.10 crore on y-o-y.
- ❖ Plastics business registered volume and value growth of 74% and 105 % on y-o-y.
- ❖ PBT stood at ₹ 3.75 crore against loss of ₹ 34.49 crore on y-o-y.

(₹ in Crore)

Standalone Financial Highlights				
Particulars	Q1		Quarter ending 31 <sup>st</sup> March, 2021.	Previous Year ended 31 <sup>st</sup> March, 2021.
	FY 2022	FY 2021		
Net sales	449.79	223.47	605.95	1888.02
EBIDTA	33.39	(6.10)	68.40	254.83
PBT	3.75	(34.49)	37.42	139.03
PAT	2.89	(25.86)	27.48	103.42
Basic EPS (₹ per share)	1.94	(17.33)	18.42	69.31
Cash EPS (₹ per share)	17.20	(2.37)	34.59	131.40





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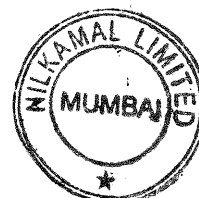
## Standalone results

Q1FY22 has been once again a challenging quarter; the recovery over the past three quarters got undone with the second wave of COVID-19 which again led to restrictions and full or partial lockdowns, which resulted in loss of the B2C & retail businesses of the Company for a substantial period of the quarter. This has led to an overall degrowth of 26% in the business of the Company against the preceding quarter. This resultant loss of sales, led to decrease in profits by 90% compared to preceding quarter.

Further the raw material prices increased to the extent of 27% since December, 2020 in a phased manner. The leadership position enjoyed by the Company in the business in which it operates helped the Company to pass on the said price increase to the extent of 85% with a time lag of couple of months.

For the quarter ended June 30, 2021, Revenue from operations has increased by 101% to ₹ 449.79 crore from ₹ 223.48 crore. PBT for the quarter was ₹ 3.75 crore as against loss of ₹ 34.49 crore in the previous corresponding period. The sales of the Company's plastic business stood at ₹ 412.79 crore whereas the retail business '@home' stood at ₹ 18.67 crore against ₹ 199.83 crore and ₹ 15.39 crore respectively. Further the mattress business achieved sales of ₹ 14.34 crore as against ₹ 7.27 crore. While the sales of Bubble-guard stood at ₹ 3.99 crore vis-à-vis ₹ 0.98 crore.

In order to achieve its growth plans as well as for further building its competitive advantage in the business in which it operates, the Company estimates a total Capital expenditure of approx. ₹ 245 crore during FY21-22. The said expenditure shall be towards a) putting up greenfield plant in southern India for manufacturing of Foam, Mattress, sofa and plastic moulded articles. b) building of regional warehouses in south and north. c) increasing injection moulding manufacturing capacity by more than 10,000 MTPA across various manufacturing facilities of the Company. d) introduction of various new range of designs and products to cater to the need of market and customers. e) for its racking & storage, Bubble Guard and modular & metal furniture businesses. The said capex will be



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funded majorly from the internal accruals and generations of the Company. During Q1FY22, the Capex spend of the Company stood at ₹ 27.27 crore.

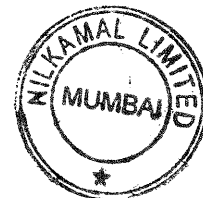
## Consolidated results

[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 showed an uptrend, 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 ₹ 49.37 crore for Q1FY22 vis-à-vis ₹ 21.63 crore for Q1FY21. It has incurred a loss of ₹ 1.98 crore for Q1FY22 vis-à-vis ₹ 1.71 crore for Q1FY21. The said loss is mainly on account of increase in steel prices by approx. 50%, however, the Company expects to recover its losses and achieve profit during the current financial year. The Company's subsidiary Company at Sri Lanka and Ajman, UAE also showed a growth in its performance. Further Cambro Nilkamal Private Limited- the Company's US Joint Venture has recorded a turnover of ₹ 8.89 crore during Q1FY22 vis-à-vis ₹ 2.97 crore for Q1FY21.

## 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'.





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**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**

