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

23rd May, 2022

Nilkamal Limited – Press Release on FY22 Results

Nilkamal Limited announces Audited Standalone & Consolidated Financial Results for the quarter and year ended 31st March, 2022.

Financial Highlights (Standalone):

- Revenue stood at ₹ 2,475 crores growth of 31%.
- Records EBIDT of ₹ 229 crores for FY22, PAT of ₹ 79 crores.
- Plastics business registered volume and value growth of 12 % and 32 % respectively.
- E - Commerce business stands at ₹ 84 crores up by 28%.
- @home - the retail business of the Company recorded sales of ₹177 crores and EBIDT of ₹ 10 crores.
- Mattress business revenue stands at ₹ 126 Crores up by 38%.
- Recommends final dividend of ₹ 15/- per equity share of ₹ 10 each for FY 22.

(₹ in Crores)

PARTICULARS	FINANCIAL HIGHLIGHTS					
	STANDALONE				CONSOLIDATED	
	Annual		Q4		Annual	
	FY 21-22	FY 20-21	FY 21-22	FY 20-21	FY 21-22	FY 20-21
Net Sales	2475	1,888	664	606	2,730	2,092
PAT	79	103	25	27	83	113
Basic EPS (₹)	53	69	17	18	56	76
Cash EPS (₹)	118	131	34	35	124	141
Book Value	750	706			805	764

Regd. Office & Works : Survey No. 354/2, Near Rakholi Bridge, Silvassa - Khanvel Road, Village - Vasona, Silvassa - 396230 (D & NH) ● **Tel. :** (0260) 2699212 / 13 / 14 / 15 / 082 / 083 ● **Fax :** (0260) 2699023
CIN : L25209DN1985PLC000162

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

The year saw very high volatility of over 30% on the key Raw Material Prices in both Polypropylene & Polyethylene. However, its adverse impact on profitability has been partially mitigated with an extreme strong volume growth in B2B business of the Company.

During the year FY22 the state of art regional warehouse at Barjora (east) and Hosur (south) has become operational to improve delivery time, logistic capabilities and future readiness, while regional warehouse at Gurgaon (north) shall be operational during FY22-23. Regional warehouse at Bhiwandi (west) has been in operation since February 2021.

During the year there were addition of 28 franchisee stores under Nilkamal Home Idea and addition of 8 Franchisee stores under @home brand. With this there are total no. of 95 stores in operations, selling Ready Furniture and Mattresses etc.

Standalone results

Performance of the Company for Q4 FY22

The Company achieved a value growth of 8% and volume degrowth of 7% in plastic business, @ home business posted a value growth of 8% whereas the mattress business achieved a growth of 19% resulting in total revenue growth of 10 % i.e. from ₹ 606 crores in Q4 FY21 to ₹ 664 crores in Q4 FY22. The profit after tax decreased from ₹ 27 crores during Q4 FY21 to ₹ 25 crores during Q4FY22.

Performance of the Company for FY21

FY 21-22 witnessed a strong demand growth in its B2B business whereas the B2C business was impacted because of couple of lock down due to Covid and weak consumer demand, resulting to overall volume & value growth of 12% and 32% respectively. It has achieved total turnover of ₹2,475 crores during FY22 compared to ₹ 1,888 crore during FY21.The Company achieved PBT of ₹ 104 crores and PAT of ₹ 79 crores during FY22 as against PBT of ₹ 139 crores and PAT of ₹ 103 crores during FY21.

The Company raised debt of ₹ 99 crores by way of placement of listed non-convertible debentures. The Net Borrowing of the Company stood as of ₹ 116 crores as on 31st March, 2022 as against surplus of ₹ 16 crores as on 31st March, 2021.

The Board has further recommended a final dividend of ₹ 15/- (150%) per equity share of ₹ 10 each per equity share for FY22.

Regd. Office & Works : Survey No. 354/2, Near Rakholi Bridge, Silvassa - Khanvel Road, Village - Vasona, Silvassa - 396230 (D & NH) ● **Tel. :** (0260) 2699212 / 13 / 14 / 15 / 082 / 083 ● **Fax :** (0260) 2699023
CIN : L25209DN1985PLC000162

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

Performance of the retail and other businesses

The Company's retail business under the brand name '@home' achieved sales of ₹ 177 crores in FY22 as against ₹ 157 crores during FY21.The bubble-guard business achieved a turnover of ₹ 19 crores as against ₹ 12 crores during FY21. Whereas the mattress business showed a double-digit growth of 38% thus achieving sales of ₹ 126 crores as against sales of ₹ 91 crores in the FY21.

Capital Expenditure

During FY22, the Company continues to expend on various businesses and has incurred Capex of ₹ 152 crores. During F.Y.2022-23, the Company envisaged Capex of ₹ 250 crores. It consists of putting up manufacturing facility at Hosur for manufacturing of foam, mattress and sofa at a cost of ₹ 140 Crores and ₹ 110 crores towards increase in plastics moulding manufacturing capacity, for Modular furniture, steel furniture and for its racking business.

Consolidated results

[Including results of (a) Company's subsidiary Nilkamal 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]

Nilkamal Storage Systems Private Limited - the Company's subsidiary along with 39% volume growth recorded turnover of ₹ 281.15 crores and profit of ₹ 4.23 crores for FY22 vis-à-vis ₹ 191.02 crores for FY21 and profit of ₹ 2.38 crores. The Company's subsidiary Companies at Sri Lanka and Ajman, UAE showed satisfactory performance as anticipated by the Company. Cambro Nilkamal Limited the Company's US Joint Venture exhibited uptrend and recorded a turnover of ₹ 62.42 crores and profit of ₹ 11.60 crores during FY22 vis-à-vis ₹ 32.04 Crores and profit of ₹ 3.20 crores for FY21.

The Consolidated revenue during the FY22 stood at ₹ 2,730 crores as against ₹ 2,092 crore of previous year resulting into growth of 30%, whereas the PAT stood at ₹ 83 crore as against ₹113 crores of FY21.

Further the ongoing pandemic resulted into delay in hearings with the statutory authorities for the amalgamation of Nilkamal Storage Systems Private Limited, its wholly owned subsidiary with the Company and hence the Company has shifted its appointed date from 1st April, 2021 to 1st October, 2022.

Regd. Office & Works : Survey No. 354/2, Near Rakholi Bridge, Silvassa - Khanvel Road, Village - Vasona, Silvassa - 396230 (D & NH) ● **Tel. :** (0260) 2699212 / 13 / 14 / 15 / 082 / 083 ● **Fax :** (0260) 2699023
CIN : L25209DN1985PLC000162

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

Awards and Certifications

During the year under review the Company has awarded the following awards/ certifications:

- ANSI/BIFMA e3-2019 Level 3 Compliance Certification from UK Certification and inspection Limited.

- National Award for Manufacturing Competitiveness, 2021 from International Research Institute for Manufacturing for its unit at Puducherry.
- Certificate for "Ergonomic Design and Performance 2021-2023" issued by All India Occupational Therapist Association, which certifies that the Office Furniture range of the Company is as per the Ergonomic standards and meets the performance evaluation criteria.
- Certificate of Conformity to EN840 for Waste Bin (WB120L & WB240L) and ISO8611 for Flat Pallet (AP Series & SP Series) for its Kharadpada unit from United Registrar of Systems (Products) Limited.
- ISO-9001:2015 from TUV- SUD South Asia Private Limited for all its units for Design & Manufacturer and suppliers of home, office, educational, hospital, composite and modular furniture.
- Certified for "Great Place to Work" by the Institute Great place to work.

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'.

Regd. Office & Works : Survey No. 354/2, Near Rakholi Bridge, Silvassa - Khanvel Road, Village - Vasona, Silvassa - 396230 (D & NH) • **Tel. :** (0260) 2699212 / 13 / 14 / 15 / 082 / 083 • **Fax :** (0260) 2699023
CIN : L25209DN1985PLC000162

@home®

Nilkamal Limited

Nilkamal®

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

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

Regd. Office & Works : Survey No. 354/2, Near Rakholi Bridge, Silvassa - Khanvel Road, Village - Vasona, Silvassa - 396230 (D & NH) ● **Tel. :** (0260) 2699212 / 13 / 14 / 15 / 082 / 083 ● **Fax :** (0260) 2699023
CIN : L25209DN1985PLC000162