



# 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) 4235 8888

Material Handling Division : Fax : (91-22) 2836 1923 • E-mail : marketing@nilkamal.com • Visit us at : www.nilkamalmaterialhandling.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

28<sup>th</sup> October, 2024

## Nilkamal Limited – Press Release on Q2 FY25 Results

Nilkamal Limited today reported its financial performance for the quarter and half year ended 30<sup>th</sup> September, 2024.

### Standalone Financial Highlights:

- ❖ Registered revenue of Rs. 802 crores in Q2FY25 up by 5 % y-o-y.
- ❖ Records EBIDT of Rs. 76 crores up by 16 % y-o-y.
- ❖ Achieved PBT of Rs. 37 crores and PAT of Rs. 28 crores up by 35% y-o-y.
- ❖ Plastics business registered volume and value growth of 9 % and 7 % on y-o-y.
- ❖ E-Commerce sales stood at Rs. 43 crores.

(₹ in Crores)

Particulars	Q2		H1		FY 2024
	FY 2025	FY 2024	FY 2025	FY 2024	
Net Sales	802	763	1531	1532	3134
EBIDTA	76	65	133	140	294
PBT	37	27	56	65	143
PAT	28	20	42	48	107
Basic EPS	19	14	28	33	72
Cash EPS	38	33	67	70	149



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The revenue of the Company during Q2FY25 stood at Rs. 802 crores with Plastic business Rs. 759 crores and @home Rs. 43 crores as compared to Rs. 763 crores with Plastic business Rs. 709 crores and @home Rs. 54 crores for Q2FY24. The PBT achieved by the Company during Q2FY25 stood at Rs. 37 crores against Rs. 27 crores during Q2FY24.

The Company achieved a healthy growth during the quarter with B2B and B2C business growing at 7% and 4% respectively in value. The B2B business reflected a volume growth of 14%. The Mattress business grew by 43% in Q2FY25 to Rs. 38 crores contributed by continued focus on product offerings and market presence through branding and increased channel partners.

The Company continues to widen its retail presence by having 1577 LFO/MBO/EBO/FOFO at the end of Q2FY25 which includes net addition of 92 LFO/MBO/EBO/FOFO during the quarter. Further, in October 2024 the Company has rebranded its retail vertical to “Nilkamal Homes” merging @home and Nilkamal Furniture Ideas stores into one single retail identity. The Company continued its investment in branding exercise including celebrity led endorsement to achieve focused and high growth trajectory.

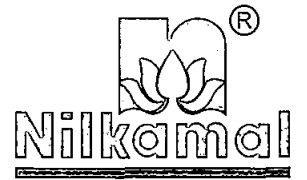
The Capex spend during Q2FY25 stood at Rs. 99 crores and H1FY25 at Rs. 172 crores. The commercial production at Hosur plant is expected to commence in Q4FY25. The total Net Borrowing of the Company stood at Rs. 305 crores as on 30<sup>th</sup> September, 2024 as against net borrowings of Rs. 240 crores as on 30<sup>th</sup> September, 2023.

## Consolidated results

[Including results of (a) Company’s subsidiary Nilkamal Eswaran Plastics Private Limited & Nilkamal Eswaran Marketing Private Limited at Sri Lanka and Nilkamal Crates and Bins FZE at



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Ajman and Nilkamal Foundation (a Section 8 Company) at India; (b) Cambro Nilkamal Private Limited at India, Joint Venture Company]

The Company's subsidiary Companies at Sri Lanka viz; Nilkamal Eswaran Plastics Private Limited exhibited significant growth in revenue whereas other subsidiaries viz; Nilkamal Eswaran Marketing Private Limited at Sri Lanka and Nilkamal Crates and Bins FZE at Ajman, UAE showed satisfactory performance. Cambro Nilkamal Limited the Company's US Joint Venture exhibited uptrend in its revenue. The business of the said joint venture and subsidiary companies is negligible as compared to the standalone business of the Company.

For the Q2FY25, on consolidation of accounts of the subsidiaries and Joint Venture of Nilkamal, the Net Sales stood at Rs. 824 Crore vis-à-vis Rs. 782 Crore of corresponding quarter of previous year. PAT stood at Rs. 33 Crore up by 32% as against Rs. 25 Crore for the corresponding quarter of previous year.

## About Nilkamal

Nilkamal Limited is a leader in the business of material handling and moulded furniture products. The Company is in the business of metal racking & storage and has foray into manufacturing and selling of Mattress and ready, metal, educational & institutional furniture. It also has its presence in the retail business of lifestyle furniture, furnishings and accessories under its brand '@home' and in the business of BubbleGUARD for packaging and protection.

## 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



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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)

