

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 : E-mail : marketing@nilkamal.com • Visit us at : www.nilkamalmaterialhandling.com
Furniture Division : E-mail : furniture.enquiry@nilkamal.com • Visit us at : www.nilkamal.com
Nilkamalhomes Division : E-mail : connect@nilkamalhomes.com • Visit us at : www.nilkamalhomes.com

14th May, 2025

Nilkamal Limited – Press Release on FY25 Results

Nilkamal Limited announces Audited Standalone & Consolidated Financial Results for the quarter and year ended March 31, 2025.

Financial Highlights (Standalone):

- ❖ Revenue stood at ₹ 3239 crores grew by 3%.
- ❖ Records EBIDT of ₹ 281 crores for FY25 vis-a-vis ₹ 295 crores for FY24.
- ❖ PAT stood at ₹ 91 crores and PBT stood at ₹ 121 crores.
- ❖ Business to Business segment registered value and volume growth of 5%
- ❖ E - Commerce business stood at ₹ 156 crores up by 10 %.
- ❖ Recommends final dividend of ₹ 20/- per equity share of ₹ 10 each for FY 25.

(₹ in Crores)

PARTICULARS	FINANCIAL HIGHLIGHTS					
	STANDALONE				CONSOLIDATED	
	Annual		Q4		Annual	
	FY 24-25	FY 23-24	FY 24-25	FY 23-24	FY 24-25	FY 23-24
Net Sales	3239	3134	877	821	3313	3196
PAT	91	107	35	36	107	122
Basic EPS (₹)	61	72	23	24	71	82
Cash EPS (₹)	141	149	44	43	152	159
Book Value	932	891			975	945

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The revenue of the Company during FY25 stood at ₹ 3239 crores with B2B segment ₹ 2888 crores and Retail segment ₹ 351 crores as compared to ₹ 3134 crores with B2B segment ₹ 2760 crores and Retail segment ₹ 375 crores for FY24. The PAT achieved by the Company during FY25 stood at ₹ 91 crores against ₹ 107 crores during FY24.

The B2B segment of the Company achieved a growth of 5% in volume and value terms during the year. The material handling solution business grew by 4% in value and 7% in volume terms. The mattress business grew by 38% in FY25 through diverse product offerings, brand engagement initiatives and market presence through higher channel partners. The Bubbleguard business grew by 14% in FY25, Nilkamal Edge - Intuition furniture business grew by 10% while furniture trade business grew by 1%.

Throughout the year, the Company has strategically rebranded its Retail vertical as "Nilkamal Homes," unifying @home and Nilkamal Furniture Ideas under a single retail identity. This initiative aligns with the Company's vision of expanding its retail footprint across India by strengthening its store network. In addition, the Company has made substantial investments in brand engagement and digital marketing to enhance its presence and customer connection. The Retail & E-commerce segment clocked turnover of ₹ 351 crores as compared to ₹ 375 crores in FY24, degrowth of 7%. The E-commerce business clocked turnover of ₹ 156 crores, growth of 10% with delivery and installation services at around 19500 pin codes (increase of 22% over previous year) while the retail through stores has degrowth of 17% due to closure of 30 small format stores as per rebranding strategy. The Retail segment has incurred a loss at EBIT level of ₹ 35 crores vis-à-vis ₹14 crores for FY24 primarily due to significant cost incurred on brand engagement and brand building targeting next generation emphasising Nilkamal as a thoughtfully designed furniture solution Company.

The Company continued to expend on various businesses and has incurred Capex of ₹ 280 crores in FY25, out of this approximately ₹ 144 crores spent on green field manufacturing facilities set up at Hosur for manufacturing of modular furniture and foam (the total capex incurred at Hosur ₹ 212 crores), approximately ₹ 36 crores on manufacturing facilities for primary rigid plastic packaging at Puducherry and Nodia, approximately ₹ 23 crores for bubbleguard business and balance ₹ 77 crores on MHD, Moulded furniture and other business.

The foam manufacturing is backward integration for mattress and sofa production while Company will also manufacture technical foam for automotive, power generator footwear and inner garment industries. Nilkamal – Edge will cater specific modular and metal furniture needs for Educational Institutions, Hospital chains and Office furniture solutions across India.

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The Net Borrowing of the Company stood at ₹ 272 crores as on 31st March, 2025 as against borrowing of ₹ 192 crores as on 31st March, 2024.

The Board has further recommended a final dividend of ₹ 20/- (200%) per equity share of ₹ 10 each per equity share for FY25.

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 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 exhibited improved performance. The subsidiary at Ajman, UAE showed muted performance. Whereas, Cambro Nilkamal Private Limited, the Company's US Joint Venture recorded a turnover of ₹ 131 crores and profit of ₹ 16 crores during FY25 vis-à-vis ₹ 115 Crores and profit of ₹ 19 crores for FY24.

The Consolidated revenue during the FY25 stood at ₹ 3313 crores as against ₹ 3196 crores of previous year, whereas the PAT stood at ₹ 107 crore as against ₹ 122 crores of FY24.

Awards and Certifications

During the year under review, the Company has received Green-Pro, GRIHA Green Co-Gold award from CII, CE certification, IGBC Membership, acknowledging the Company's environmental friendliness in their operations.

About Nilkamal

Nilkamal Limited is a leader in the business of material handling and moulded furniture products. The Company is in the business of manufacturing and selling metal racking & storage, bubbleguard for packaging and protection, mattress and ready modular, metal, educational & institutional furniture, primary rigid plastic packaging etc. The Company caters to the retail business through its brand 'Nilkamal Homes' offering a diverse range of products crafted to enhance and elevate the aesthetics of Indian homes.

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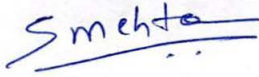
Cautionary Statement

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



Sagar Mehta
Company Secretary & Compliance Officer