



Nilkamal Limited



Head Office : Nilkamal House, Plot No. 77/78, Street No. 14, M.I.D.C., Andheri (East), Mumbai - 400 093 INDIA. Tel. : (022) 2681 8888 / 2836 1366
 Material Handling Division : Fax : (91-22) 2836 1923 / 2836 7891 • E-mail : info@nilkamal.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

31st October, 2013

Nilkamal Limited – Press Release on Q2 FY14 Results

- ❖ Registered PAT of ₹ 12.55 crores for Q2 FY14 – an increase of 30% on y-o-y basis.
- ❖ '@home' - the Company's retail division posted profits of ₹ 3.20 crores.
- ❖ Incurred Capital expenditure of ₹ 13.06 crores during Q2 FY14.

Nilkamal Limited today announces it's Unaudited Financial Results for the Second Quarter and half year ended 30th September, 2013.

(₹ in Crore)

Standalone Financial Highlights				
Particulars	Q2		Quarter ending 30 th June, 2013.	Previous Year ended 31 st March, 2013.
	FY 2014	FY 2013		
Net Income	422.85	382.62	390.00	1610.66
EBIDTA	42.63	34.39	31.50	130.97
PBT	18.23	13.45	9.16	43.65
PAT	12.55	9.69	6.24	31.19
Basic EPS	8.41	6.50	4.18	20.90
Cash EPS	17.70	14.18	12.00	50.62

Performance of the Company for Q2 FY14.

During Q2 FY14, the Company has posted operating income of ₹ 422.85 crores and registered Profit after Tax of ₹ 12.55 crores vis-a vis ₹ 382.61 crores and ₹ 9.69 crores, respectively for Q2 FY13, reflecting an increase of 30% on a y-o-y basis.

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The Company's retail division '@home' achieved sales growth of 10% on a y-o-y basis by recording net sales turnover of ₹ 66.67 crores against ₹ 60.38 crores of corresponding quarter of FY13 and posted profits of ₹ 3.20 crores as against ₹ 0.04 crores in the corresponding quarter of FY13. 17 out of 19 @home stores have made profit at store level. The Company has also launched 3 new showrooms of @home under the 'Go to market stores' concept in the southern region of India.

The total number of operational stores under the brand name 'Nilkamal Home Ideas', catering the basic plastic and non plastic furniture in tier 2/3 cities, stands at 23. The average store size is 4,900 sq. fts. The Home Ideas stores of the Company are performing as anticipated by the Company.

With the stabilization of the Company's production of mattresses, in line with the demand in the southern and eastern regions of India, the Company's mattress business was able to achieve net sales growth of 35% on a y-o-y-basis. Further, looking at the demand for brand 'Nilkamal' and consumer preference, the Company has also launched a three zone bonnel spring mattress, which has medium firm and medium soft surfaces on same side.

Amounts expended towards Capital expenditure during Q2 FY14 were ₹ 9.78 crores for the Company's plastic division and ₹ 3.28 crores were expended towards the new Distribution Center coming up at Uran for its retail division - '@home'.

The Company's Indo-German Joint Venture viz Nilkamal Bito Storage Systems Private Limited attained turnover of ₹ 22.69 crores up from ₹ 16.79 crores on a y-o-y basis, whereas the Company's Indo - US Joint Venture viz. Cambro Nilkamal Private Limited attained turnover of ₹ 4.64 crores up from ₹ 4.57 crores and thus displaying an enhancement in terms of their profitability.

The Company's subsidiary Company viz Nilkamal Crates and Bins FZE at Ajman, UAE has performed satisfactorily while the other subsidiary Eswaran Plastics Private Limited at Sri Lanka has exhibited insignificant loss.

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.

For NILKAMAL LIMITED


PRITI DAVE

COMPANY SECRETARY