

**Head Office :** Nilkamal House, 77/78, Road No. 13/14, M.I.D.C., Andheri (East), Mumbai - 400 093, INDIA. Tel. : (91-22) 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

12<sup>th</sup> May, 2015

## Nilkamal Limited – Press Release on FY 2014 - 15 Results

### FY 2014 - 15 Financial Highlights:

- ❖ PAT of ₹ 42.46 Crores recorded for FY15.
- ❖ Plastics division records volume and value growth of 10% and 12% respectively.
- ❖ Board of Directors declares dividend of ₹ 4.50/- per equity share.
- ❖ Awarded the Challengers Award – Emerging Business Trophy –Gold Level announced by the Frost and Sullivan’s Green Manufacturing Excellence Award – 2015 for its Puducherry Unit.

Nilkamal Limited today announces it’s Audited Financial Results for the fourth quarter and year ended 31<sup>st</sup> March, 2015.

(₹ in Crore)

PARTICULARS	FINANCIAL HIGHLIGHTS					
	STANDALONE				CONSOLIDATED	
	Annual		Q4		Annual	
	FY 14-15	FY 13-14	FY 14-15	FY 13-14	FY 14-15	FY 13-14
Net Income	1778.00	1640.26	488.14	458.09	1887.81	1734.56
PAT	42.46	40.03	21.64	14.13	50.48	47.05
Basic EPS (₹)	28.45	26.83	14.53	9.47	33.83	31.53
Cash EPS (₹)	64.48	59.61	22.68	17.52	72.31	66.53
Book Value	329.99	310.10	-	-	-	-

.....continued to page 2

- 2 -

## Performance of the Company for FY15

FY15 was a year of volatility, witnessing increase in raw material prices during the first half of the year and a downward trend during the second half. The constant fluctuation in the price and availability of raw material during Q2 and Q3 of FY15 had a bearing on the Company's operations during the said period.

However, the Company's focused attention on marketing and sales processes, different verticals giving higher margin, catering to customized customer needs and continuous improvement in the working capital cycle has helped the Company to perk up its operational performance during Q4 FY15, which resulted into raised profitability. The EBIDT achieved for FY15 stands at ₹ 146.25 crores whereas PAT stood at ₹ 42.46 crores for FY15. The plastic division recorded volume and value growth of 10% and 12% respectively for FY15.

The Company has performed well during Q4 FY15 posting a PAT of ₹ 21.69 crores which is an increase of 156% against ₹ 8.46 crores for Q3 FY15 and of 54% as against ₹ 14.13 of Q4 FY14. During Q4 FY15 EBIDT was ₹ 50.61 crores as against ₹ 42.35 crores of Q4 FY14 and ₹ 33.94 crores for Q3 FY15, a rise by 20% and 49% respectively.

The Company's Unit at Puducherry has bagged the Challengers Award – Emerging Business Trophy –Gold Level announced by the Frost and Sullivan's Green Manufacturing Excellence Award – 2015 for adopting Green manufacturing practices at the said unit.

The Company's retail division under the brand name '@home' achieved sales turnover of ₹ 217.50 crores, wherein the Institutional sales constituted of ₹ 18.98 crores. The Company's mattress division achieved sales of ₹ 35.15 crores. .

The Company's Joint Venture companies viz Nilkamal Bito Storage Systems Private Limited – the Indo German Joint Venture and Cambro Nilkamal Private Limited – the Indo US Joint Venture, both were growth driven during FY 15 thereby displaying an augmented performance and healthier profitability.

All the three subsidiary companies of the Company showed satisfactory performance, and are on the growth trajectory as anticipated by the Company.

.....continued to page 3

@home®

*Nilkamal Limited*

  
Nilkamal

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- 3 -

### About Nilkamal

Nilkamal Limited is an industry pioneer in the manufacturing business of moulded 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' & Nilkamal Mattresses.

### 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.

For NILKAMAL LIMITED

  
PRITI DAVE  
COMPANY SECRETARY

Regd. Office & Works : Survey No. 354/2 & 354/3, Near Rakholi Bridge, Silvassa-Khanvel Road, Vasona,  
Silvassa - 396230 (D & NH). ● Tel. : (0260) 2699212 / 13 / 14 / 15 / 082 / 083 ● Fax : (0260) 2699023.

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