



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 : cratesales@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

Date: 18-05-2013

To,
The Secretary,
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra Kurla Complex,
Bandra (E), Mumbai 400051.

**Sub: Press Release on Results for the Fourth Quarter and Financial Year ended as on
31st March, 2013.**

Dear Sir,

On the above subject please find enclosed herewith the Press Release for the Fourth Quarter and Financial Year ended 31st March, 2013.

You are requested to take the same on records.

Yours Faithfully,

For Nilkamal Limited

Priti Dave

Company Secretary

Encl: a.a.

18th May, 2013

Nilkamal Limited – Press Release on FY 2012 - 13 Results

FY 2012 - 13 Financial Highlights:

- ❖ Plastic business exhibited value growth of 10% and volume growth of 1 % in FY13.
- ❖ '@home' – The Mega Home Store, registered sales growth of 7%, with a turnover of ₹ 203.93 crores
- ❖ '@home' opened a new store at Chennai, the second in the city.
- ❖ Board of Directors declares dividend of ₹ 4/- per equity share.

Nilkamal Limited today announces its Audited Financial Results for the fourth quarter and year ended 31st March, 2013.

(₹ in Crore)

PARTICULARS	FINANCIAL HIGHLIGHTS					
	STANDALONE				CONSOLIDATED	
	Annual		Q4		Annual	
	FY 12-13	FY 11-12	FY 12-13	FY 11-12	FY 12-13	FY 11-12
Net Income	1610.66	1434.61	441.64	415.46	1702.19	1516.52
PAT	31.19	55.60	4.79	14.35	37.96	61.89
Basic EPS (Rs.)	20.90	37.26	3.21	9.62	24.94	40.95
Cash EPS (Rs.)	50.62	64.39	10.41	16.79	57.32	70.38
Book Value	287.56	271.03	-	-	298.13	277.53

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Performance of the Company for FY13

The year 2012-13 started with a lot of uncertainties, reflecting volatility all through the year. The same situation is expected to continue through the first half of the next year as well. During FY13, the Company achieved value growth of 12% and volume growth of 1%. EBIDTA margin of the plastics division of the Company dropped from 12.25% to 9.58% primarily due to industry specific issues and increase in the raw material prices as well as operating expenses of the Company.

@home-The mega home store

The retail business of the Company under the brand name '@home' achieved a turnover of ₹ 203.93 crores as against ₹ 191.27 crores of the previous year, thus registering a sales growth of 7%. The Company has taken initiatives and implemented ideas to cut the fixed as well as operational costs.

During FY 13 it has opened a new store at Chennai-the second in that city-thus making a total of 19 operating stores across India.

Capital Expenditure

During the year 2013, the Company has incurred Capex of ₹ 50.03 crores which it has put to use towards the purchase of moulds, plant and machineries, other fixed assets and towards the expansion of its stores under the brand name 'Nilkamal Home Idea'.

During FY 13, the Company has launched 12 new stores of furniture under the brand name 'Nilkamal Home Ideas'. With its leadership position in the furniture segment and pan-India presence, these stores of the Company are set to continue growing rapidly making their way through numerous 2 / 3 tier towns of India.

Mattress Division

The mattress division of the Company witnessed an appreciable growth during FY 13 with its launch and instant success in the southern and eastern parts of the country. The Company has introduced a range of new products and is also enhancing the depth and spread of its customers around the nation.

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Subsidiaries and Joint Ventures

Nilkamal Bito Storage Systems Private Limited – the Indo German Joint Venture – has achieved turnover of ₹ 73.68 crores and net profit of ₹ 2.16 crores; while Cambro Nilkamal Private Limited - the Indo US Joint Venture - in its second year of operation has exhibited a turnover of ₹ 16.52 crores up from ₹ 7.94 crores and achieved net profit of ₹ 1.60 crores up from ₹ 1.05 crores of FY 2012. The said Joint Venture Company had also declared a final dividend of 20% for the financial year 2012-2013.

The Company's subsidiary company at Ajman viz Nilkamal Crates and Bins- FZE, has performed well as anticipated by the Company for FY13, while the Company's other subsidiary at Sri Lanka viz. Nilkamal Eswaran Plastics Private Limited has experienced a minor drop in its profit on a y-o-y basis.

Future outlook

The Company has faced several challenges during FY 13. But with its concerted efforts, initiatives and innovations and the strategy of delivering long term sustainable growth, the Company is poised to reap the benefits of the surge in the market conditions in the future.

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