

20th October, 2011

Nilkamal Limited – Press Release on Q2 FY12 Results

Q2 2012 Financial Highlights

- ❖ Material Handling Business makes headway with growth of 15% y-o-y basis.
- ❖ Consolidate leadership position in plastic business overcoming elevated raw material prices .
- ❖ Retail business marked an increase in sales of 14% y-o-y basis and 37% q-o-q basis.
- ❖ Opening of 18th @home store at Pune.
- ❖ Embarked on mattresses business in western and southern part of India.

Nilkamal Limited who maintains leadership in its market segments with a lineage of uncompromised quality and trust, today announces its unaudited standalone second quarter results for FY2012.

(₹ in Crore)

Particulars	Q2		Quarter ending 30 th June, 2011	Previous Year ended 31 st March, 2011
	FY 2012	FY2011		
Net Sales	351.14	317.90	320.71	1249.09
EBIDTA	38.79	36.47	34.30	129.70
EBIDTA Margin (%)	11.05%	11.47%	10.70%	10.38%
PBT	20.00	22.09	16.57	70.04
PAT	15.42	16.03	12.27	52.46
Basic EPS	10.33	11.14	8.22	36.80
Cash EPS	17.00	16.17	14.43	59.91

.....continued to page 2

- 2 -

Highlights of the Q2 of FY 2012

For the Q2 of the FY2012, the Net Sales of the Company increased by 10.46% as compared to Q2 of the FY2011. In Q2 of the FY2012 Net Sales of the plastics segments increased by 10% i.e. ₹298 Crores vis a vis ₹271 Crores whereas that of the retail segment increased by 14% i.e. ₹54 Crores as compared to ₹47 Crores for the Q2 of the FY2011 making profit of ₹0.79 Crores.

The EBIDTA margin of the plastic division of the Company continued reflecting the path of recovery by achieving a margin of 12.36% as compared to 12.24% in the immediate preceding quarter. The said was achieved due to the volume and value growth of 2% and 10% respectively.

The Company has accounted for unrealized exchange fluctuation loss of ₹1.79 Crores (as against corresponding quarter gains of ₹0.35 Crores) mainly on account of external commercial borrowings. Had such exceptional loss of exchange fluctuation been excluded, then the adjusted PAT of the Company would have shown an increase of 8% as against drop of 4% during the Q2 of FY2012.

During the first half of the current financial year, the Company has incurred approximately ₹40 Crores of capital expenditure.

.....continued to page 3

- 3 -

The Company has opened its 18th @home store at Pune and is planning open three @home stores by end of the current financial year.

The Company has started its mattresses business in the western and southern part of India and has received a good response from the market. The Company has launched for the first time in India, a new Dual surface mattress i.e. Firm and soft on the same side of the mattress. Further, the Company is gearing up to start the manufacturing of mattresses by the end of third quarter.

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.

Yours faithfully,
For Nilkamal Limited



Priti Dave
(Company Secretary)

Encl: a. a.