

**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

Date: 14-05-2016

Ref: BOD/MAY2016

To,  
The Secretary  
BSE Limited,  
Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai-400 001.

To,  
The Secretary  
National Stock Exchange of India Limited,  
Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1, G  
Block, Bandra Kurla Complex, Bandra East,  
Mumbai-400 051.

**SCRIPT CODE : 523385**

**SYMBOL : NILKAMAL**

Dear Sir,

**Sub: Outcome of Board Meeting held on 14<sup>th</sup> May, 2016 and Press Release on Results for the fourth quarter and year ended 31<sup>st</sup> March, 2016.**

On the captioned subject, we would like to inform you that the Board of Directors of the Company at its meeting held on 14<sup>th</sup> May, 2016 have approved and taken on record the Audited Financial Results, alongwith the Auditors' Report and Form A (Audit Report with unmodified opinion), for the fourth quarter and year ended on 31<sup>st</sup> March, 2016.

The Audited Financial Results, alongwith Auditors' Report and Form A, as aforesaid and the Press Release on results for the fourth quarter and year ended 31<sup>st</sup> March, 2016 are enclosed herewith.

You are requested to take the same on records pursuant to Regulation 33 read with Schedule III of the Listing Regulations.

Thanking you,

Yours faithfully,  
**For Nilkamal Limited**



**Priti Dave**  
**(Company Secretary)**  
Encl: a.a.



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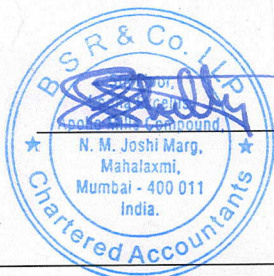
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DATE : 14 MAY 2016

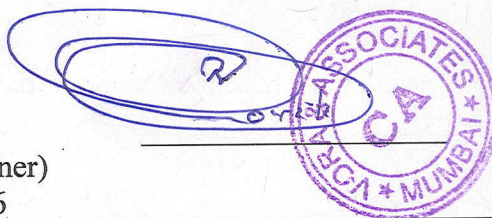
**FORM A (for audit report with unmodified opinion)**

Sr. No.	Particulars	Compliance Observation
1.	Name of the Company :	NILKAMAL LIMITED
2.	Annual Financial Statements for the year ended :	31 <sup>st</sup> March, 2016
3.	Type of Audit Observation :	Un-modified
4.	Frequency of Observation :	Not applicable
5.	Signed By	

1. For B S R & Co.  
LLP—  
Mr. Sadashiv Shetty  
(Partner)  
M. No. 048648

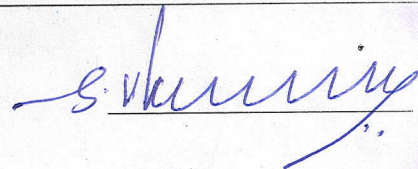


2. For Vora &  
Associates —  
Mr. Bharat B.  
Chovatia (Partner)  
M. No. 031756

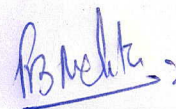


**For Nilkamal Limited**

1. Managing Director —  
Mr. Sharad V. Parekh



2. Chief Financial Officer—  
Mr. Paresh B. Mehta



3. Audit Committee Chairman —  
Mr. K.R. Ramamoorthy





# NILKAMAL LIMITED

Registered Office: Survey No. 354/2, Near Rakholi Bridge,  
Silvassa-Khanvel Road, Village Vasona, Silvassa (D & N H).  
Website : www.nilkamal.com Email : investor@nilkamal.com  
CIN:L25209DN1985PLC000162

## AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31st MARCH, 2016

(₹ In Lacs)

### PART I

Sr. No	Particulars	Standalone					Consolidated	
		Quarter Ended 31/03/2016	Quarter Ended 31/12/2015	Quarter Ended 31/03/2015	Current Year ended 31/03/2016	Previous Year ended 31/03/2015	Current Year ended 31/03/2016	Previous Year ended 31/03/2015
		Audited (Refer note 3)	Unaudited	Audited (Refer note 3)	Audited	Audited	Audited	Audited
1	Income From Operations							
	(a) Net Sales / Incomes from Operations (Net of Excise Duty)	49,999.98	42,600.27	48,814.23	1,86,013.85	1,77,799.63	1,99,600.21	1,88,781.47
	(b) Other Operating Income	278.89	241.91	212.62	1,013.02	866.29	730.90	677.40
	Total Income from operations (net)	50,278.87	42,842.18	49,026.85	1,87,026.87	1,78,665.92	2,00,331.11	1,89,458.87
2	Expenses							
	(a) Cost of materials consumed	16,138.37	13,653.72	15,746.66	64,781.43	69,033.14	69,910.95	73,575.66
	(b) Purchase of stock-in-trade	9,531.97	11,094.28	10,145.00	43,744.70	43,028.16	45,481.62	44,439.68
	(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	2,705.47	(1,211.11)	4,684.41	(1,453.56)	1,498.62	(1,594.90)	1,521.19
	(d) Employee benefits expense	3,443.14	3,666.70	2,848.37	13,479.97	11,293.51	14,842.78	12,336.90
	(e) Depreciation and amortisation expense	1,552.43	1,221.46	1,216.35	5,262.57	5,375.67	5,627.24	5,742.37
	(f) Other expenses	11,867.62	10,992.05	10,806.66	45,017.44	40,056.13	47,684.61	42,224.19
	Total Expensees	45,239.00	39,417.10	45,447.45	1,70,832.55	1,70,285.23	1,81,952.30	1,79,839.99
3	Profit from Operations before Other income, Finance Cost and Exceptional Items (1-2)	5,039.87	3,425.08	3,579.40	16,194.32	8,380.69	18,378.81	9,618.88
4	Other Income	278.96	17.61	199.91	919.51	624.96	339.13	456.14
5	Profit from ordinary activities before finance costs and Exceptional Items (3+4)	5,318.83	3,442.69	3,779.31	17,113.83	9,005.65	18,717.94	10,075.02
6	Finance Cost	440.09	401.61	629.05	1,784.86	2,954.18	1,804.35	2,991.99
7	Profit from ordinary activities after finance costs and but before Exceptional Items (5-6)	4,878.74	3,041.08	3,150.26	15,328.97	6,051.47	16,913.59	7,083.03
8	Exceptional Items	-	-	-	-	-	-	-
9	Profit from Ordinary Activities before Tax (7-8)	4,878.74	3,041.08	3,150.26	15,328.97	6,051.47	16,913.59	7,083.03
10	Tax Expense	1,613.70	1,021.93	981.74	4,940.21	1,805.36	5,390.44	1,957.02
11	Net Profit from Ordinary Activities after Tax (9-10)	3,265.04	2,019.15	2,168.52	10,388.76	4,246.11	11,523.15	5,126.01
12	Extra Ordinary Items (Net of Tax Expenses)	-	-	-	-	-	-	-
13	Net Profit for the Year (11-12)	3,265.04	2,019.15	2,168.52	10,388.76	4,246.11	11,523.15	5,126.01
14	Adjustment for Minority Interest	-	-	-	-	-	191.50	78.34
15	Net Profit after Minority Interest (13-14)	3,265.04	2,019.15	2,168.52	10,388.76	4,246.11	11,331.65	5,047.67
16	Paid-up Equity Share Capital (Face Value of ₹ 10/- per Share)	1,492.25	1,492.25	1,492.25	1,492.25	1,492.25	1,492.25	1,492.25
17	Reserves excluding Revaluation Reserves as per Balance Sheet of previous accounting year				57,006.00	47,751.25	61,129.75	51,005.15
18	Earnings Per Share (EPS)							
	(a) Basic and diluted EPS before exceptional Item for the period (₹)	21.88	13.53	14.53	69.62	28.45	75.94	33.83
	(b) Basic and diluted EPS after exceptional Item for the period (₹)	21.88	13.53	14.53	69.62	28.45	75.94	33.83



**SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED**

(₹ In Lacs)

	Particulars	Standalone					Consolidated	
		Quarter Ended 31/03/2016	Quarter Ended 31/12/2015	Quarter Ended 31/03/2015	Current Year ended 31/03/2016	Previous Year ended 31/03/2015	Current Year ended 31/03/2016	Previous Year ended 31/03/2015
		Audited (Refer note 3)	Unaudited	Audited (Refer note 3)	Audited	Audited	Audited	Audited
1	<b>Segment Revenue</b>							
	(a) Plastics	43,763.84	36,481.14	42,510.27	1,61,282.59	1,54,549.24	1,68,771.13	1,61,468.00
	(b) Lifestyle Furniture, Furnishings & Accessories	6,018.29	5,962.96	5,964.21	23,804.73	21,749.56	23,804.73	21,749.56
	(c) Others	989.52	891.81	835.71	3,547.95	3,515.32	9,906.29	7,853.74
	Total	50,771.65	43,335.91	49,310.19	1,88,635.27	1,79,814.12	2,02,482.15	1,91,071.30
	Less: Inter Segment Revenue	492.78	493.73	283.34	1,608.40	1,148.20	2,151.04	1,612.43
	Net Income from Operations	50,278.87	42,842.18	49,026.85	1,87,026.87	1,78,665.92	2,00,331.11	1,89,458.87
2	<b>Segment Results</b>							
	(a) Plastics	6,863.98	4,483.15	4,444.38	20,597.99	11,017.40	21,834.88	11,789.12
	(b) Lifestyle Furniture, Furnishings & Accessories	(896.60)	(172.72)	(417.68)	(1,192.87)	(1,105.58)	(1,192.87)	(1,105.58)
	(c) Others	26.75	(76.84)	30.87	(138.74)	19.43	668.42	391.95
	Total	5,994.13	4,233.59	4,057.57	19,266.38	9,931.25	21,310.43	11,075.49
	Less:							
	Interest & Finance Charges (Net)	440.09	401.61	629.05	1,784.86	2,954.18	1,804.35	2,991.99
	Other Un-allocable expenditure net of un-allocable income	675.30	790.90	278.26	2,152.55	925.60	2,783.99	1,078.81
	Total Profit before Tax	4,878.74	3,041.08	3,150.26	15,328.97	6,051.47	16,722.09	7,004.69
3	<b>Capital Employed [Segment Assets - Segment Liabilities]</b>							
	(a) Plastics	58,623.11	56,685.59	57,896.06	58,623.11	57,896.06	62,079.52	60,671.69
	(b) Lifestyle Furniture, Furnishings & Accessories	6,595.51	7,594.84	8,103.44	6,595.51	8,103.44	6,595.51	8,103.44
	(c) Others	1,782.50	1,912.25	2,028.71	1,782.50	2,028.71	4,139.30	4,024.48
	(d) Unallocable	(8,502.87)	(10,207.65)	(18,784.71)	(8,502.87)	(18,784.71)	(10,192.33)	(20,302.21)

(a) "Plastics" includes Moulded plastic articles, Polymers and others (b) "Lifestyle Furniture, Furnishings and Accessories" includes Home Furniture, Home Furnishing and Accessories (c) "Others" includes Storage system of Metal, Mattresses, Mass Housing etc.

**Standalone/Consolidated Statement of Assets & Liabilities**

(₹ In Lacs)

Sr. No	Particulars	Standalone		Consolidated	
		As at (Current Year end) 31/03/2016	As at (Previous Year end) 31/03/2015	As at (Current Year end) 31/03/2016	As at (Previous Year end) 31/03/2015
		Audited	Audited	Audited	Audited
A	<b>EQUITY AND LIABILITIES</b>				
1	<b>Shareholders' Funds</b>				
	(a) Share capital	1,492.25	1,492.25	1,492.25	1,492.25
	(b) Reserves and surplus	57,006.00	47,751.25	61,129.75	51,005.15
	Sub- total Shareholders' fund	58,498.25	49,243.50	62,622.00	52,497.40
2	<b>Minority Interest</b>	-	-	719.84	622.14
3	<b>Non-current liabilities</b>				
	(a) Long term borrowings	879.21	4,394.16	879.21	4,394.16
	(b) Deferred tax liabilities (net)	948.62	1,577.80	1,055.27	1,687.00
	(c) Other long term liabilities	4,006.74	3,707.44	4,006.74	3,707.44
	(d) Long term provisions	499.61	696.02	698.24	839.40
	Sub- total Non-current liabilities	6,334.18	10,375.42	6,639.46	10,628.00
4	<b>Current Liabilities</b>				
	(a) Short term borrowings	7,444.72	12,523.90	7,539.53	12,721.38
	(b) Trade payables	10,741.76	9,264.28	11,558.72	9,643.58
	(c) Other current liabilities	8,296.97	8,082.05	8,672.16	8,431.97
	(d) Short term provisions	2,402.66	2,290.54	2,687.78	2,374.72
	Sub- total current liabilities	28,886.11	32,160.77	30,458.19	33,171.65
	<b>TOTAL-EQUITY AND LIABILITIES</b>	<b>93,718.54</b>	<b>91,779.69</b>	<b>1,00,439.49</b>	<b>96,919.19</b>

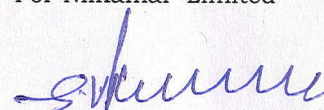


Sr. No	Particulars	Standalone		Consolidated	
		As at (Current Year end) 31/03/2016	As at (Previous Year end) 31/03/2015	As at (Current Year end) 31/03/2016	As at (Previous Year end) 31/03/2015
		Audited	Audited	Audited	Audited
<b>B</b>	<b>ASSETS</b>				
<b>1</b>	<b>Non-current assets</b>				
	(a) Fixed assets	26,145.88	28,503.74	28,074.32	30,720.98
	(b) Non-current investments	2,561.59	2,556.29	32.32	27.02
	(c) Long-term loans and advances	5,050.75	5,216.68	5,117.98	5,281.64
	(d) Other non-current assets	74.15	107.11	84.76	107.81
	<b>Sub- total Non-current assets</b>	<b>33,832.37</b>	<b>36,383.82</b>	<b>33,309.38</b>	<b>36,137.45</b>
<b>2</b>	<b>Current assets</b>				
	(a) Current investments	-	-	1,066.08	462.26
	(a) Inventories	29,649.44	27,666.90	31,593.99	29,236.05
	(b) Trade receivables	25,758.83	22,886.90	28,553.34	24,715.50
	(c) Cash and bank balance	1,095.20	820.26	2,192.31	2,124.21
	(d) Short-term loans and advances	3,160.75	3,597.60	3,510.94	3,826.75
	(e) Other current assets	221.95	424.21	213.45	416.97
	<b>Sub- total current assets</b>	<b>59,886.17</b>	<b>55,395.87</b>	<b>67,130.11</b>	<b>60,781.74</b>
	<b>TOTAL-ASSETS</b>	<b>93,718.54</b>	<b>91,779.69</b>	<b>1,00,439.49</b>	<b>96,919.19</b>

Notes :

- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on 14th May, 2016. The statutory auditors have expressed an unqualified opinion. The audit report has been filed with stock exchange and is available on the company's website.
- During the year, the Company has declared and paid 1) first interim dividend of ₹ 2.50 per share on 5th November, 2015 2) Second interim dividend of ₹ 4.50 per share on 14th March, 2016.
- Figures for the quarter ended 31 March 2016 and the corresponding quarter ended in the previous year as reported in these financial results are the balancing figures between audited figures in respect of the full financial year and the published year to date figures up to the end of the third quarter of the relevant financial year. Also the figures up to the end of the third quarter had only been reviewed and not subjected to audit.
- Previous Period's/ Year's figures have been regrouped and reclassified, wherever necessary.

By order of the Board  
For Nilkamal Limited



Sharad V. Parekh  
Managing Director

Place : Mumbai.

Date : 14th May, 2016.

Visit us at : [www.nilkamal.com](http://www.nilkamal.com), [www.at-home.co.in](http://www.at-home.co.in)  
E-Mail for further information : [finance@nilkamal.com](mailto:finance@nilkamal.com)  
Nilkamal Moulding a Bright future  
'@home' The Mega Home Store



**Auditor's Report on the financial results of Nilkamal Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**To the Board of Directors  
Nilkamal Limited**

We have audited the accompanying statement of financial results ('the Statement') of Nilkamal Limited ('the Company') for the year ended 31 March 2016. Attention is drawn to the fact that the figures for the quarter ended 31 March 2016 and the corresponding quarter ended in the previous year as reported in these financial results are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the end of the third quarter of the relevant financial year. Also the figures up to the end of the third quarter had only been reviewed and not subjected to audit.

***Management's Responsibility for the Financial Results***

These financial results have been prepared on the basis of the annual financial statements and reviewed quarterly financial results upto the end of the third quarter. Management is responsible for the preparation of these financial results that give a true and fair view of the net profit and other financial information in accordance with the recognition and measurement principles laid down in the Accounting Standards specified under Section 133 of the Companies Act, 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014 and other accounting principles generally accepted in India and in compliance with Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This responsibility includes the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial results that give a true and fair view and are free from material misstatement, whether due to fraud or error.

***Auditor's Responsibility***

Our responsibility is to express an opinion on these financial results based on our audit of the annual financial results. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement.

An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.



**Auditor's Report on the financial results of Nilkamal Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Continued)**

***Opinion***

In our opinion and to the best of our information and according to the explanations given to us, these financial results:

- (i) are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 in this regard; and
- (ii) give a true and fair view of the net profit and other financial information for the year ended 31 March 2016.

For **B S R & Co. LLP**  
*Chartered Accountants*  
Firm's Registration No: 101248W /W-100022



**Sadashiv Shetty**  
*Partner*  
Membership No: 048648

Mumbai  
14 May 2016

For **Vora & Associates**  
*Chartered Accountants*  
Firm's Registration No: 111612W



**Bharat B. Chovatia**  
*Partner*  
Membership Number: 031756

Mumbai  
14 May 2016





# Nilkamal Limited



**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

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14<sup>th</sup> May, 2016

## Nilkamal Limited – Press Release on FY16 Results

Nilkamal Limited today announces its financial performance for the fourth quarter and year ended 31<sup>st</sup> March, 2016.

### FY16 Financial Highlights:

- ❖ Revenue increased by 5% to ₹ 1,860 crores.
- ❖ EBIDT rose by 56% to ₹ 224 crores.
- ❖ PAT increased by 145% to ₹ 104 crores.
- ❖ Retail business grew by 9% to ₹ 238 crores.

(₹ in Crore)

PARTICULARS	FINANCIAL HIGHLIGHTS					
	STANDALONE				CONSOLIDATED	
	Annual		Q4		Annual	
	FY 15-16	FY 14-15	FY 15-16	FY 14-15	FY 15-16	FY 14-15
Net Income	1,860	1,778	500	488	1,996	1,888
PAT	104	42	33	22	113	50
Basic EPS (₹)	69.62	28.45	21.88	14.53	75.94	33.83
Cash EPS (₹)	104.88	64.48	32.28	22.68	113.64	72.31
Book Value	392.01	329.99	-	-	-	-

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### **Performance of the Company for FY16**

FY16 has been a year of remarkable performance for the Company, notwithstanding the global economic uncertainties. Strong operating performance led to better operating profits. For FY16, the Company reported net sales of ₹ 1,870 crores against ₹ 1,787 crores during same period of last year, thereby registering growth of 5%. EBIDT for the year stood at ₹ 224 crores, up 56% y-o-y.

The business delivered the highest ever PAT of ₹ 104 crores in FY16 as against PAT of ₹ 42 crores in the previous year, up 145% y-o- y. The Company's plastic division registered volume growth of 3% and value growth of 5%. The Company's strong distribution and prudent pricing policies helped to enhance its bottom line.

The Company had achieved net sales of ₹ 503 crores during Q4FY16 vis-à-vis ₹ 490 crores for Q4 FY15, whereas PAT rose by 51% from ₹ 22 crores to ₹ 33 crores on a y-o-y basis. EBIDT for Q4FY16 stood at ₹ 69 crores, up by 38%, vis-à-vis ₹ 50 crores during same period of last year. Volume and value growth achieved by the Company's plastic business during Q4 FY16 was 6% and 4% respectively.

The Company had also engaged the services of two management consultant, who have provided strategic inputs to the Company for strengthening the business focus and improving its overall performance and operational efficiencies. The same are under implementation by the Company.

The Company has expended a total capital expenditure of ₹ 38 crores during the FY16 towards plant and machinery, factory equipment etc., including the expenditure towards expansion of its Jammu plant.

The Company has paid two interim dividends aggregating to ₹ 7 i.e. 70% per equity share of face value of ₹ 10 each for FY16. The Board has decided to keep the same as the total dividend for FY16.

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The Company's retail business under @home recorded increased sales of ₹ 238 crores against ₹ 218 crores of last year, up by 9%, thus earning cash profits. Further, the sales through E-commerce channel also saw an upward trend, compared to previous year, and resulted in a remarkable growth of 310% in terms of revenue.

The Company's mattress business has achieved a turnover of ₹ 30.01 crores for FY16. During FY16 the Company had introduced unique products like Spinefit, Cool Bond, McKenzie, Ortho etc., which have been appreciated by the trade and customers at large. Further, in the forthcoming financial year, the Company plans to enter the Northern markets for achieving the objective of both top line growth and deeper penetration.

During the year under review, all the units of the Company have been awarded the ISO 50001:2011 EnMS Certifications from TUV-SUD Germany. The said certification is towards energy conservation and preservation of environment. It has also achieved the First prize under the National Award for Energy Conservation from BEE-Government of India for its Hosur Unit. Further, the Company has also received Sustainability 4.0 Believer's certificate from "Frost and Sullivans" for its Vasona Plant, which certifies that the Company's business is sustainable. Furthermore, the Company has also been awarded the "BIFMA Compliance certification" by the UK Certification and Inspection Limited for its Home, Office, Educational and Modular Furniture range, which assures well established QMS practices and well documented test and procedures.

The Company's Joint Venture companies viz Nilkamal Bito Storage Systems Private Limited witnessed a value and volume growth of 47% and 40% respectively, whereas its other Joint Venture company viz. Cambro Nilkamal Private Limited recorded turnover growth of 28% during FY16.

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

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### 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