IDBI capital

Nilkamal HOLD

Subdued margins despite healthy sales growth

TP	Rs1,658
CMP	Rs1,521
Potential upside/downside	9%
Previous Rating	HOLD

Key Stock Data

Bloomberg / Reuters	NILK IN / NKML.BO
Sector	Plastic Building Material
Shares o/s (mn)	15
Market cap. (Rs mn)	22,699
3-m daily avg Trd value (Rs mn)	0.8
52-week high / low	Rs2,000 / 1,490
Sensex / Nifty	83,216 / 25,492

Price Performance (%)

	-1m	-3m	-12m
Absolute	(2.9)	(6.8)	(21.9)
Rel to Sensex	(4.2)	(11.0)	(26.6)

V/s Consensus

EPS (Rs)	FY25E	FY26E
IDBI Capital	68.1	92.1
Consensus	70.0	98.3
% difference	*(2.6)*	*(6.3)*

Shareholding Pattern (%)

Promoters	64.5
FII	1.0
DII	14.3
Public	20.2

Summary

Nilkamal Ltd.'s (NILK) Q2FY26 result was ahead of our estimates on key parameters. The B2B segment of the Company achieved a growth of 18% in value & 13% in volume terms. Material Handling Business grew by 20%. The Mattress and Foam Business grew by 65% in Q2FY26 through diverse product offerings, brand engagement initiatives and market presence through higher channel partners. The Bubbleguard business grew by 23%, Nilkamal Edge - Institutional furniture business witness de growth of 2% while furniture trade business grew by 6%. The Retail & E-commerce segment clocked turnover of Rs110crs a growth of 21% YoY. The E-commerce business clocked turnover of Rs52crs, growth of 23%. During the quarter the Company has closed 3 stores and opened 13 new stores. Total 96 stores with carpet area of more than 6.75lac sqft are under operation. Maintain HOLD with a revised TP of Rs1,658 (earlier TP Rs1,760), assigning 18x PER on FY27E.

Key Highlights and Investment Rationale

- **Healthy growth in B2B segment aided earnings:** After a subdued Q1FY26 performance, NILK reported healthy earnings aided by improved performance of B2B segment. B2B segment reported net sales of Rs838crs, a growth of 18% YoY, while Retail segment had net sales of Rs110crs, higher by 21% over Q2FY25. Net sales was up by 17.8% YoY to Rs9.6bn, while EBITDA was up by 10.1% YoY to Rs853mn. The company reported net profit of R337mn, higher by 3.2% YoY.

- **Will look for sustainable earnings growth:** NILK has been focused on expanding capacity gradually to keep the net sales growth momentum intact. We believe over a longer term, the company's efforts on streamlining the business segments, focus on widening retail network and strengthening brand recall paves the way for healthy earnings growth in future. HOLD with a TP of Rs1,658.

Financial snapshot (Rs mn)

Year	FY23	FY24	FY25	FY26E	FY27E
Revenue	31,309	31,963	33,127	39,003	43,630
Change (yoy, %)	*15*	*2*	*4*	*18*	*12*
EBITDA	3,082	2,904	2,824	2,882	3,464
Change (yoy, %)	*39*	*(6)*	*(3)*	*2*	*20*
EBITDA Margin (%)	*9.8*	*9.1*	*8.5*	*7.4*	*7.9*
Adj.PAT	1,340	1,224	1,068	1,016	1,375
EPS (Rs)	89.8	82.0	71.6	68.1	92.1
Change (yoy, %)	*60.6*	*(8.6)*	*(12.8)*	*(4.9)*	*35.4*
PE(x)	*17.0*	*18.6*	*21.3*	22.4	16.6
Dividend Yield (%)	*1.3*	*1.3*	*1.3*	1.2	1.3
EV/EBITDA (x)	*7.9*	*8.4*	*8.9*	8.7	7.1
RoE (%)	*10.7*	*9.0*	*7.4*	6.7	8.6
RoCE (%)	*13.4*	*11.0*	*9.1*	8.2	10.5

Source: IDBI Capital Research

Archana Gude
archana.gude@idbicaapital.com
+91-22-4069 1938

Jaydeep Taparia
jaydeep.taparia@idbicapital.com
+91 22 4069 1846

Exhibit 1: Financial snapshot

Particulars (mn)	Q2FY26	Q1FY26	*QoQ (%)*	Q2FY25	*YoY (%)*
Total revenues	**9,677**	**8,831**	***9.6***	**8,218**	***17.8***
Total expenditure	8,824	8,251	*6.9*	7,443	*18.6*
EBIDTA	**853**	**580**	***47.0***	**774**	***10.1***
EBIDTA margin (%)	***8.8***	***6.6***	***225bps***	***9.4***	***-61bps***
Depreciation	348	336	*3.4*	297	*17.1*
Interest cost	106	111	*(4.7)*	96	*10.5*
Other income	33	38	*(13.0)*	26	*26.2*
PBT	432	171	*153.2*	408	*6.0*
Tax	114	42	*170.9*	102	*11.6*
Minority interest and exceptional items	18	25	*(25.2)*	21	*(10.7)*
Adj. net profit	**337**	**153**	***119.7***	**326**	***3.2***
Adj. EPS (INR)	22.6	10.3	*119.7*	21.9	*3.2*

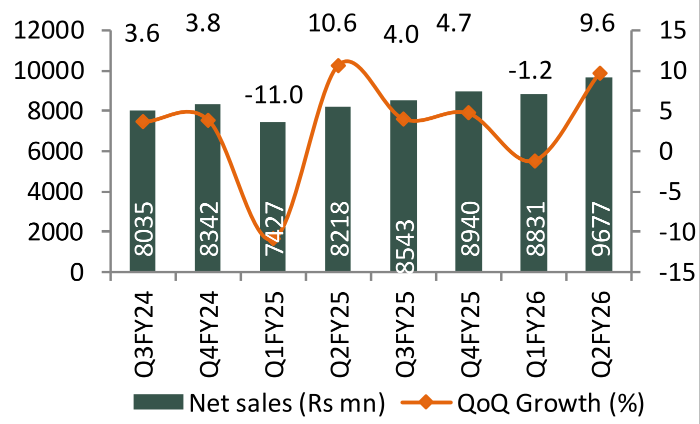
Source: Company; IDBI Capital Research

Exhibit 2: Actual vs. estimates

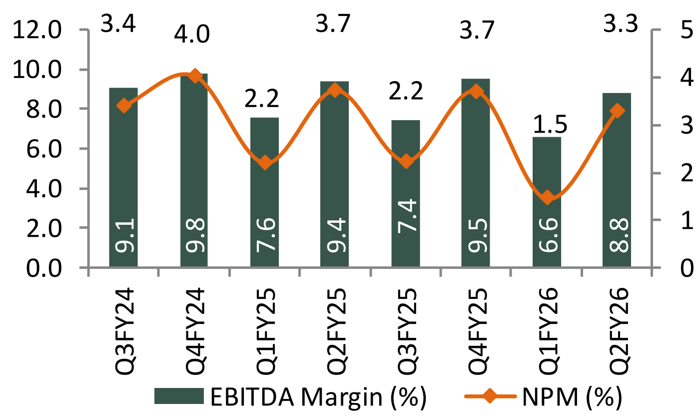
Particulars (mn)	Q2FY26A	Q2FY26E	*Variance (%)*
Net Sales	**9,677**	**8,628**	***12.2***
EBITDA	**853**	**604**	***41.2***
EBITDA Margin (%)	*8.8*	*7.0*	*181.3bps*
Net Profit	**337**	**165**	***103.8***
EPS, Rs	22.6	11.1	*103.8*

Source: Company; IDBI Capital Research

Exhibit 3: Net Sales and EBITDA Margin Performance



Source: Company; IDBI Capital Research



Source: Company; IDBI Capital Research

Financial Summary

Profit & Loss Account

(Rs mn)

Year-end: March	FY22	FY23	FY24	FY25	FY26E	FY27E
Net sales	**27,301**	**31,309**	**31,963**	**33,127**	**39,003**	**43,630**
Change (yoy, %)	*30.5*	*15*	*2*	*4*	*18*	*12*
Operating expenses	(25,088)	(28,227)	(29,059)	(30,304)	(36,122)	(40,166)
EBITDA	**2,213**	**3,082**	**2,904**	**2,824**	**2,882**	**3,464**
Change (yoy, %)	*-12.6*	*39*	*(6)*	*(3)*	*2*	*20*
Margin (%)	*8.1*	*9.8*	*9.1*	*8.5*	*7.4*	*7.9*
Depreciation	(1,010)	(1,134)	(1,154)	(1,201)	(1,307)	(1,377)
EBIT	**1,203**	**1,948**	**1,750**	**1,622**	**1,575**	**2,087**
Interest paid	(284)	(366)	(369)	(408)	(448)	(493)
Other income	119	110	133	117	129	141
Pre-tax profit	**1,038**	**1,693**	**1,514**	**1,331**	**1,255**	**1,735**
Tax	(261)	(430)	(382)	(340)	(316)	(437)
Effective tax rate (%)	*25.1*	*25.4*	*25.3*	*25.5*	*25.2*	*25.2*
Minority Interest	-	-	-	-	-	-
Net profit	**777**	**1,263**	**1,131**	**992**	**939**	**1,298**
Exceptional items	-	-	-	-	-	-
Adjusted net profit	**834**	**1,340**	**1,224**	**1,068**	**1,016**	**1,375**
Change (yoy, %)	*(26.3)*	*61*	*(9)*	*(13)*	*(5)*	*35*
EPS	55.9	89.8	82.0	71.6	68.1	92.1
Dividend per sh	15.0	20.0	20.0	20.0	18.0	20.0
Dividend Payout %	*32.2*	*26.7*	*29.3*	*33.5*	*31.7*	*26.1*

Balance Sheet

(Rs mn)

Year-end: March	FY22	FY23	FY24	FY25	FY26E	FY27E
Shareholders' funds	**12,015**	**13,142**	**14,099**	**14,872**	**15,489**	**16,429**
Share capital	149	149	149	149	149	149
Reserves & surplus	11,866	12,993	13,950	14,723	15,340	16,280
Total Debt	**1,747**	**1,887**	**2,474**	**3,726**	**3,768**	**3,811**
Other liabilities	122	153	159	147	178	222
Curr Liab & prov	**5,642**	**5,564**	**5,466**	**6,687**	**7,213**	**7,777**
Current liabilities	5,460	5,380	5,263	6,440	6,944	7,485
Provisions	182	184	203	247	269	291
Total liabilities	**7,511**	**7,604**	**8,100**	**10,559**	**11,160**	**11,810**
Total equity & liabilities	**19,533**	**20,754**	**22,208**	**25,444**	**26,662**	**28,252**
Net fixed assets	7,130	7,967	8,055	10,044	9,774	9,437
Investments	354	320	706	467	471	474
Other non-curr assets	713	597	1,099	821	896	979
Current assets	**11,336**	**11,870**	**12,349**	**14,113**	**15,520**	**17,362**
Inventories	6,613	6,560	5,959	6,886	7,575	8,257
Sundry Debtors	3,139	4,334	4,637	4,622	5,177	5,695
Cash and Bank	684	240	845	1,395	1,485	2,061
Loans and advances	900	735	908	1,210	1,284	1,350
Total assets	**19,533**	**20,754**	**22,208**	**25,444**	**26,662**	**28,252**

IDBI capital

Cash Flow Statement (Rs mn)

Year-end: March	FY22	FY23	FY24	FY25	FY26E	FY27E
Pre-tax profit	1,038	1,693	1,514	1,331	1,255	1,735
Depreciation	1,010	1,134	1,154	1,201	1,307	1,377
Tax paid	(266)	(399)	(377)	(352)	(284)	(393)
Chg in working capital	(1,129)	(1,226)	200	304	(720)	(640)
Other operating activities	-	-	-	-	-	-
Cash flow from operations (a)	**653**	**1,202**	**2,491**	**2,485**	**1,557**	**2,078**
Capital expenditure	(1,690)	(1,971)	(1,242)	(3,190)	(1,037)	(1,039)
Chg in investments	(6)	35	(386)	239	(4)	(3)
Other investing activities	-	-	-	-	-	-
Cash flow from investing (b)	**(1,696)**	**(1,937)**	**(1,627)**	**(2,951)**	**(1,042)**	**(1,043)**
Equity raised/(repaid)	0	-	-	(0)	-	-
Debt raised/(repaid)	1,438	140	587	1,251	43	43
Dividend (incl. tax)	(269)	(358)	(358)	(358)	(322)	(358)
Chg in monorities	(3)	0	2	3	-	-
Other financing activities	(345)	509	(490)	(144)	(174)	(178)
Cash flow from financing (c)	**821**	**291**	**(259)**	**752**	**(454)**	**(493)**
Net chg in cash (a+b+c)	**(221)**	**(444)**	**605**	**286**	**62**	**543**

Financial Ratios

Year-end: March	FY22	FY23	FY24	FY25	FY26E	FY27E
M nBook Value (Rs)	805.1	881	945	997	1,038	1,101
Adj EPS (Rs)	*55.9*	*89.8*	*82.0*	*71.6*	*68.1*	*92.1*
Adj EPS growth (%)	*-26.3*	*61*	*-9*	*-13*	*-5*	*35*
EBITDA margin (%)	*8.1*	*9.8*	*9.1*	*8.5*	*7.4*	*7.9*
Pre-tax margin (%)	*3.8*	*5.4*	*4.7*	*4.0*	*3.2*	*4.0*
Net Debt/Equity (x)	*0.1*	*0.1*	*0.1*	*0.2*	*0.1*	*0.1*
ROCE (%)	*9.4*	*13*	*11*	*9*	*8*	*10*
ROE (%)	*7.1*	*11*	*9*	*7*	*7*	*9*
DuPont Analysis						
Asset turnover (x)	1.5	1.6	1.5	1.4	1.5	1.6
Leverage factor (x)	1.6	1.6	1.6	1.6	1.7	1.7
Net margin (%)	*3.1*	*4.3*	*3.8*	*3.2*	*2.6*	*3.2*
Working Capital & Liquidity ratio						
Inventory days	88	76	68	76	71	69
Receivable days	42	51	53	51	48	48
Payable days	32	29	27	36	32	31

Valuations

Year-end: March	FY22	FY23	FY24	FY25	FY26E	FY27E
PER (x)	27.3	17.0	18.6	21.3	22.4	16.6
Price/Book value (x)	1.9	1.7	1.6	1.5	1.5	1.4
EV/Net sales (x)	0.9	0.8	0.8	0.8	0.6	0.6
EV/EBITDA (x)	10.8	7.9	8.4	8.9	8.7	7.1
Dividend Yield (%)	*1.0*	*1.3*	*1.3*	*1.3*	*1.2*	*1.3*

Source: Company; IDBI Capital Research

Dealing	(91-22) 6836 1111	dealing@idbicapital.com

Key to Ratings Stocks:

BUY: 15%+; **HOLD:** -5% to 15%; **SELL:** -5% and below.

IDBI Capital Markets & Securities Ltd.

Equity Research Desk

6th Floor, IDBI Tower, WTC Complex, Cuffe Parade, Colaba, Mumbai – 400 005. Phones: (91-22) 4069 1700; Fax: (91-22) 2215 1787; Email: info@idbicapital.com

SEBI Registration: BSE & NSE (Cash & FO) – INZ000007237, NSDL – IN-DP-NSDL-12-96, Research – INH000002459, CIN – U65990MH1993GOI075578

Compliance Officer: Pushkar Vartak; Email: compliance@idbicapital.com; Telephone: (91-22) 4069 1907

Disclaimer

This report has been published by IDBI Capital Markets & Securities Ltd.(hereinafter referred to as “IDBI Capital”) for private circulation. This report should not be reproduced or copied or made available to others. No person associated with IDBI Capital is obligated to call or initiate contact with you for the purposes of elaborating or following up on the information contained in this report. The information contained herein is strictly confidential and meant for solely for the selected recipient and may not be altered in any way, transmitted to copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without the prior written consent of IDBI Capital.

Recipients may not receive this report at the same time as other recipients. IDBI Capital will not treat recipients as customers by virtue of their receiving this report.

The information contained herein is from the public domain or sources believed to be reliable, but we do not make any representation or warranty that it is accurate, complete or up-to-date and it should not be relied upon as such. While reasonable care has been taken to ensure that information given is at the time believed to be fair and correct and opinions based thereupon are reasonable, due to the very nature of research it cannot be warranted or represented that it is accurate or complete and it should not be relied upon as such. In so far as this report includes current or historical information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed.

Opinions expressed are current opinions as of the date appearing on this material only. While we endeavor to update on a reasonable basis, the information discussed in this material, IDBI Capital, its directors, employees are under no obligation to update or keep the information current. Further there may be regulatory, compliance, or other reasons that prevent us from doing so.

Prospective investors and others are cautioned that any forward-looking statements are not predictions and may be subject to change without notice.

IDBI Capital, its directors and employees and any person connected with it, will not in any way be responsible for the contents of this report or for any losses, costs, expenses, charges, including notional losses/lost opportunities incurred by a recipient as a result of acting or non-acting on any information/material contained in the report.

This is not an offer to sell or a solicitation to buy any securities or an attempt to influence the opinion or behavior of investors or recipients or provide any investment/tax advice.

This report is for information only and has not been prepared based on specific investment objectives. The securities discussed in this report may not be suitable for all investors. Investors must make their own investment decision based on their own investment objectives, goals and financial position and based on their own analysis.

Trading in stocks, stock derivatives, and other securities is inherently risky and the recipient agrees to assume complete and full responsibility for the outcomes of all trading decisions that the recipient makes, including but not limited to loss of capital.

Opinions, projections and estimates in this report solely constitute the current judgment of the author of this report as of the date of this report and do not in any way reflect the views of IDBI Capital, its directors, officers, or employees.

This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject IDBI Capital and associates to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this report may come are required to inform themselves of and to observe such restriction.

E-mail is not a secure method of communication. IDBI Capital cannot accept responsibility for the accuracy or completeness of any e-mail message or any attachment(s).

This transmission could contain viruses, be corrupted, destroyed, incomplete, intercepted, lost or arrived late. IDBI Capital, its directors or employees or associates accept no liability for any damage caused, directly or indirectly, by this email.

Most Important Terms and Conditions

To refer the Most Important Terms and Conditions (MITC) click on the link; https://idbidirect.in/Common_Controls/SEBI_MITC_RA.pdf

Analyst Disclosures

We, Archana Gude and Jaydeep Taparia, hereby certify that the views expressed in this report accurately reflect our personal views about the subject companies and / or securities. We also certify that no part of our compensation were, was or would be directly or indirectly related to the specific recommendations or views expressed in this report. Principally, We will be responsible for the preparation of this research report and have taken reasonable care to achieve and maintain independence and objectivity in making any recommendations herein.

Other Disclosure

IDBI Capital Markets & Securities Ltd.(herein after referred to as "IDBI Capital") was incorporated in the year 1993 under Companies Act, 1956 and is a wholly owned subsidiary of IDBI Bank Limited. IDBI Capital is one of India's leading securities firm which offers a full suite of products and services to individual, institutional and corporate clients namely Stock broking (Institutional and Retail) , Distribution of financial products, Merchant Banking, Corporate Advisory Services, Debt Arranging & Underwriting, Portfolio Manager Services and providing Depository Services. IDBI Capital is a registered trading and clearing member of BSE Ltd. (BSE) and National Stock Exchange of India Limited (NSE). IDBI Capital is also a SEBI registered Merchant Banker, Portfolio Manager and Research Analyst. IDBI Capital is also a SEBI registered depository participant with National Securities Depository Limited (NSDL) and is also a Mutual Fund Advisor registered with Association of Mutual Funds in India (AMFI).

IDBI Capital and its associates IDBI Bank Ltd. (Holding Company), IDBI Intech Ltd. (Fellow Subsidiary), IDBI Asset Management Ltd. (Fellow Subsidiary) and IDBI Trusteeship Services Ltd. (Fellow Subsidiary).

IDBI Group is a full-serviced banking, integrated investment banking, investment management, brokerage and financing group. Details in respect of which are available on www.idbicapital.com IDBI Capital along with its associates are leading underwriter of securities and participants in virtually all securities trading markets in India. We and our associates have investment banking and other business relationships with a significant percentage of the companies covered by our Research Department. Investors should assume that IDBI Capital and/or its associates are seeking or will seek investment banking or other business from the company or companies that are the subject of this material. IDBI Capital generally prohibits its analysts, persons reporting to analysts, and their dependent family members having a financial conflict of interest in the securities or derivatives of any companies that the analysts cover. Additionally, IDBI Capital generally prohibits its analysts and persons reporting to analysts from serving as an officer, director, or advisory board member of any companies that the analysts cover. Our sales people, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest. Directors of IDBI Capital or its associates may have interest in the Companies under recommendation in this report either as Director or shareholder. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein. This material should not be construed as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction where such an offer or solicitation would be illegal. We are not soliciting any action based on this material. It is for the general information of clients of IDBI Capital. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Before acting on any advice or recommendation in this material, clients should consider whether it is suitable for their particular circumstances and, if necessary, seek professional advice. The price and value of the investments referred to in this material and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance, future returns are not guaranteed and a loss of original capital may occur. We and our associates, officers, directors, and employees, including persons involved in the preparation or issuance of this material, may from time to time have "long" or "short" positions in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. For the purpose of calculating whether IDBI Capital and its associates holds beneficially owns or controls, including the right to vote for directors, 1% of more of the equity shares of the subject issuer of a research report, the holdings does not include accounts managed by IDBI Asset Management Company/ IDBI Mutual Fund.

IDBI Capital hereby declares that our activities were neither suspended nor we have materially defaulted with any Stock Exchange authority with whom we are registered in last five years. However SEBI, Exchanges and Depositories have conducted the routine inspection and based on their observations have issued advice letters or levied minor penalty on IDBI Capital for certain operational deviations. We have not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has our certificate of registration been cancelled by SEBI at any point of time. IDBI Capital, its directors or employees or associates, may from time to time, have positions in, or options on, and buy and sell securities referred to herein. IDBI Capital or its associates, during the normal course of business, from time to time, may solicit from or perform investment banking or other services for any company mentioned in this document or their connected persons or be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or their affiliate companies or act as advisor or lender / borrower to such company(ies)/associates companies or have other potential conflict of interest. This report may provide hyperlinks to other websites. Except to the extent to which the report refers to the website of IDBI Capital, IDBI Capital states that it has not reviewed the linked site and takes no responsibility for the content contained in such other websites. Accessing such websites shall be at recipient's own risk. IDBI Capital encourages the practice of giving independent opinion in research report preparation by the analyst and thus strives to minimize the conflict in preparation of research report. Accordingly, neither IDBI Capital nor Research Analysts have any material conflict of interest at the time of publication of this report. We offer our research services to primarily institutional investors and their employees, directors, fund managers, advisors who are registered with us. The Research Analyst has not served as an officer, director or employee of Subject Company. We or our associates may have received compensation from the subject company in the past 12 months. We or our associates may have managed or co-managed public offering of securities for the subject company in the past 12 months. We or our associates may have received compensation for investment banking or merchant banking or brokerage services from the subject company in the past 12 months. We or our associates may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months. We or our associates may have received any compensation or other benefits from the Subject Company or third party in connection with the research report. Research Analyst or his/her relative's may have financial interest in the subject company. IDBI Capital or its associates may have financial interest in the subject company. Research Analyst or his/her relatives does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. IDBI Capital or its associates may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. The Subject Company may have been a client during twelve months preceding the date of distribution of the research report. Price history of the daily closing price of the securities covered in this note is available at www.bseindia.com; www.nseindia.com and www.economictimes.indiatimes.com/markets/stocks/stock-quotes.