



TTK Healthcare
LIMITED

TTKH:SECL:SL:174:25

July 25, 2025

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001

National Stock Exchange of India Limited
Exchange Plaza
Bandra Kurla Complex
Bandra East
Mumbai 400 051

SCRIP CODE: 507747

SCRIP CODE: TTKHLTCARE

Dear Sirs,

Re : Chairman's Speech – 67th Annual General Meeting of the Company – July 25, 2025

We are forwarding herewith a copy of the Speech delivered by Mr. T T Raghunathan, Executive Chairman at the 67th Annual General Meeting of our Company held today through Video Conferencing / Other Audio Visual Means (VC / OAVM).

We request you to kindly take the above document on record.

Thanking you

Yours faithfully
For TTK Healthcare Limited

(GOWRY A JAISHANKAR)
DGM - Legal & Company Secretary

Encl. : a/a



TTK HEALTHCARE LIMITED

Regd. Office: No.6, Cathedral Road, Chennai 600 086
CIN: L24231TN1958PLC003647 | Website: www.ttkhealthcare.com

CHAIRMAN'S SPEECH

67th ANNUAL GENERAL MEETING
AT 12 noon, ON FRIDAY,
JULY 25, 2025
THROUGH VC / OAVM



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CHAIRMAN'S SPEECH

[67th ANNUAL GENERAL MEETING – JULY 25, 2025]

Ladies and Gentlemen,

It gives me great pleasure to welcome you all to this 67th Annual General Meeting of your Company.

FINANCIAL YEAR 2024-25:

The Annual Report for the year has already been circulated. I would like to touch upon the salient features of the Company's performance during the year under review.

Financial Highlights:

- ❖ Revenue from Operations amounted to Rs.801.49 crores as against the previous year's figure of Rs.752.79 crores, with a growth of around 6%.
- ❖ The Pre-tax Profit stood at Rs.108.33 crores (Previous Year - Rs.84.12 crores). [*This includes onetime income of Profit on sale of Leasehold land – Rs.19.77 crores and Write-off of Inventories (Male Contraceptives) – Rs.5.86 crores, with a net positive impact of Rs.13.91 crores*].
- ❖ Earnings per Share (EPS) was Rs.57.79 (Previous Year - Rs.44.47).
- ❖ Your Company carries a free Cash Balance of around Rs.900 crores, as at March 31, 2025.

BUSINESSWISE PERFORMANCE:

Let me now provide a quick brief on the performance of the various businesses of the Company during 2024-25 and also the plans for the year 2025-26.

(1) **Consumer Products Business (CPD)** reported a static performance.

Woodward's Gripe Water (WGW) faced a challenging year with significant drop in volumes, particularly in Southern markets. In response, various strategic initiatives were taken to revive the brand momentum, including the "Safe, Trusted, Traditional" campaign rooted in South Indian cultural values, a national media push, targeted distributor engagement, visibility drives and digital outreach.

The strategy for the year 2025–26 would be to focus on enhancing the brand relevance and consumer trust through - (1) Multi-channel advertising across TV, print, digital and influencer engagement with medical professionals to reinforce product safety; (2) A new TV campaign built around the message “I am a Woodward’s Baby” that would dispel the myths about the product; and (3) Modernizing the brand identity through a refreshed logo and packaging and repositioning communication to make Mothers as the core advocates.

These efforts would reflect the brand’s commitment to evolve with consumer needs while upholding its legacy of trust.

EVA reported a growth of 5%. A high-impact media campaign featuring the celebrity Rashmika Mandanna carried out last year clearly helped EVA Roll On becoming one of the preferred options for its target audience – the young female. This has been followed up with another mainstream media campaign during the last Quarter of the year under review.

EVA Roll On also won the “Nielsen Breakthrough Innovation Award” for its unique formulation and strong sales performance.

The recent launch of EVA No Gas Perfume Spray has expanded the brand’s presence in the No Gas Segment, with its distinctive fragrance resonating well with consumers.

The strategy for the year 2025–26 would be to – (1) Strengthen the brand affinity and grow market share through continued promotions; (2) Drive demand in the Roll On category via targeted campaigns; and (3) Enhance relevance by upgrading packaging and fragrances in the core deodorant range.

Skore achieved 12% volume growth, though value declined due to broader category challenges in traditional trade. However, Modern Trade and E-commerce delivered a strong value growth, partially offsetting these headwinds.

The Non-Condom Segment maintained its growth momentum with healthy double-digit gains, driven by new launches and digital initiatives.

The strategy for the year 2025–26 would be to – (1) Strengthen the core condom business through wider distribution in traditional trade and faster E-commerce / MT growth; (2) Scale the Non-Condom portfolio via new launches, targeted marketing and deeper market penetration; and (3) Drive international expansion by entering select overseas markets leveraging Skore’s brand equity.

Good Home sustained its positive momentum with 15% growth. The newly launched Clean Home range achieved a sale of around Rs.12 crores in its first year, driven by effective Go-to-Market (GTM) strategies, clutter-free packaging and trade marketing initiatives.

The Aroma range saw robust growth, supported by its first TV campaign, “**Bathroom Nahi Fresh Room.**” New variants like Lemongrass and Rustic Rain (Gili Mitti) in the Room Freshener line received encouraging initial response.

The strategy for the year 2025–26 would be to – (1) Expand distribution, especially in hardware and car accessory stores; (2) Launch Phase II of the Clean Home Range; (3) Grow the Aroma portfolio with premium and innovative offerings; and (4) Strengthen the presence on E-commerce and Q-Com platforms through listings and activations.

Love Depot / MsChief, the Company's digital-first platform for Pleasure Products reported a healthy growth.

Love Depot evolved into a curated, trusted shopping platform, leveraging first-party customer data for deeper insights—an edge over third-party platforms.

Integrated campaigns across Skore, MsChief and Love Depot created a seamless consumer journey, supported by influencer collaborations and robust marketing tech that enabled cart recovery, social proof and repeat purchases.

The strategy for the year 2025–26 would be to – (1) Improve conversions through an enhanced customer experience; (2) Boost retention via stronger engagement; (3) Build brand authority in the category; and (4) Accelerate demand generation and performance marketing.

(2) Animal Welfare Business (AWD) reported a revenue growth of around 9%.

While the growth remained aligned with overall industry trends, it was relatively muted due to prevailing market challenges and operational headwinds.

While both Companim (Pet Care) and Gallus (Poultry) grew by 13%, Bovianim (Livestock) grew by 8% and Aquanim (Aquaculture) saw strong growth of 31%, albeit on a smaller base.

The strategy for the year 2025–26 would be to – (1) Drive flagship brands (Orcal-P, Tefroli, Ossomin, Nutricell-OTON) via the Farm Approach Program and prescription support; (2) Expand channels by strengthening e-commerce and retail presence; (3) Accelerate Companim growth, focusing on Hug n Wag (Pet Cosmetics) and Waggy Bites (Pet Treats); and (4) Boost portfolio innovation with targeted new product launches to drive incremental revenue.

(3) Medical Devices Business:

Heart Valve Division reported a value growth of only 3% impacted by the non-availability of CardiaMed Bi-Leaflet Valves. However, TTK Chitra Heart Valves achieved 12% volume growth.

The Percutaneous Transluminal Coronary Angioplasty (PTCA) Catheters faced limited market acceptance amid intense competition from domestic and global players and continued marketing of the same may not be feasible.

Following the successful Single-Centric Clinical Trial of the new TC-2 Heart Valve, the Company plans to commence the Multi Centric Pivotal Studies, as soon as the approval is received from Biotechnology Industry Partnership Programme (BIPP), a Government of India Funding Programme, for part financing the project.

The strategy for the year 2025–26 would be to – (1) Increase TTK Chitra Valve volumes; (2) Work towards direct import of CardiaMed Valves; and (3) Commence pivotal study for the TC2 Valve.

Ortho Division reported a revenue growth of around 18%, driven by strong regional performance - except the East, which was impacted by the discontinuation of State-sponsored surgery schemes.

While Punjab saw improved government business via tenders, Delhi and Jaipur added key accounts, boosting growth. Maharashtra remained steady, while Gujarat posted substantial gains. Further, Southern States (Tamil Nadu, Kerala, Andhra Pradesh) continued to grow on their existing base.

Strategic priorities for FY 2025–26 include – (1) Soft launch of CITIUS (Fixed Bearing Knee) in Q1; (2) Expand market footprint via new Segments, States and Distribution; (3) Deepen penetration for Hip implants, introducing Ceramic Head options and strengthening distribution; and (4) Optimize production through automation and process improvements.

(4) Protective Devices Business reported a revenue growth of around 9%.

The Company remains a pre-qualified supplier under the WHO-UNFPA Scheme for Male Latex Condoms, enabling participation in international aid programs and overseas tenders.

The Company's commitment to international quality and stringent regulatory compliance continue to attract new customers.

However, the recent Stop Work Order and cancellation of purchase orders by USAID and the consequent uncertainties relating to future business from them is expected to impact the Division's overall business and profitability during the current year.

The strategy for the year 2025–26 would be to – (1) Expand the customer base; (2) Launch innovative products; and (3) Automate processes to improve efficiency and reduce costs.

(5) Foods Business reported a revenue growth of around 8%.

The R&D Centre at Hosakote developed three new products for overseas markets, now being exported successfully. More innovative and differentiated products are in the pipeline for both export and domestic markets.

The Company continues to implement Total Productive Maintenance (TPM), improving operational efficiency at both Hosakote and Jaipur plants. Jaipur has reached near 100% capacity utilization, with a continued focus on high-margin, value-added products.

Product outsourcing is being expanded to include new categories, so as to enhance revenue and product mix.

The strategy for the year 2025-26 would be to – (1) Maximise production at both the facilities; (2) Optimise product mix, focusing on exports and institutional business to improve profitability; and (3) Drive innovation through development and launch of differentiated products to boost volume and margins.

DIVIDEND:

Your Directors recommend a dividend of Rs.10.00 per share (i.e.) 100%. [Previous Year – Rs.10.00 per share (i.e.) 100%].

OUTLOOK 2025-26:

Considering the above developments and initiatives, the outlook for your Company as a whole for 2025-26, appears positive.

ACKNOWLEDGEMENT:

I acknowledge the valuable contributions of Banks, Business Associates, Shareholders and Employees at all levels who have supported the Company in all its endeavours.

Thank you.
