

TTK Prestige LIMITED



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August 11, 2017

Bombay Stock Exchange

National Stock Exchange

Dear Sir,

Sub: Data to be shared with Analysts

We are enclosing herewith a copy of information to be shared with Analysts. The said information will be published in our website also.

Please take this information on record.

Thanking you,

Yours faithfully,
For TTK Prestige Limited,

K. Shankaran
K. Shankaran
Director & Secretary

A TTK Group Company

(Registered Office: Plot No.38, SIPCOT Industrial Complex, Hosur – 635 126, Tamil Nadu. INDIA)

TTK PRESTIGE LIMITED
GIST OF INFORMATION TO BE SHARED WITH ANALYSTS
1ST QUARTER 2017-18

GENERAL BACKDROP FOR Q1 OF FY 2017-18

A. GENERAL ECONOMY

- Save for some parts of south, the monsoon has been active in the rest of the country
- Just as the consumption was recovering post-demonetisation, the introduction GST caused disruption in June 17
- The disruption was in the form of de-stocking by trade and deferment of consumption at the end level.
- Consumer sentiment continued to be sluggish

B. SPECIFIC TO COMPANY

- Company registered double digit growth in April and May 2017 - a cumulative of 12.5% over previous year
- Reeling under GST disruption, June 2017 witnessed a drop of 11.2% as compared to previous year.
- Prestige Smart kitchen Retail Network registered impressive sales growth even in June 2017
- Except for some parts of southern region, all other Regions registered growth.
- E-commerce business continues to grow at a rapid pace.
- Notwithstanding transitional GST impact, the EBIDTA margin was maintained at 12.4%
- The company concluded agreements for encashing its rights accruing under Property Development
- UK subsidiary performance is largely static due to Brexit impact, but remains profitable

KEY PERFORMANCE HIGHLIGHTS OF 1st QUARTER ENDED 30th JUNE 2017. (AS COMPARED TO Q1 OF PREVIOUS YEAR)

- Domestic Sales Grew by 3.37% from Rs.356.26 Crs to Rs.368.04 Crs.
- Exports grew from Rs.6.55 Crs to Rs.9.11 Crs.
- Total Sales grew by 3.95% from Rs. 362.81 crs to Rs.377.15 Cr
- EBIDTA before exceptional items stood at Rs.46.69 Crs as against Rs.45.07Crs
- EBIDTA margin before exceptional items was almost stable at 12.4%
- There was an exceptional income of Rs.128.96 crores, representing the Income from sale or property/property rights
- (after accounting and setting off of expenses and the book value of the assets)
- Net Profit after tax and exceptional expenses was Rs.134.27 (PY Rs.24.2Cr.)
- EPS (before exceptional items) stood at Rs. 23.19 as against Rs.22.13 in Q1 of 16-17
- The Consolidated EBIDTA margin was 12.14% (PY Q1 12.24%)
- The consolidated EPS before considering exceptional items stood at Rs.24.35 as against the Standalone number of Rs.23.19

KEY BUSINESS FACTS FOR Q1 OF 2017-18

- Growth in value added items was impressive
- Overall growth was more impressive in Non South Markets
- Company carried out an extensive GST education campaign among its vendors and dealers which checked trade de-stocking
- Demand for entry-level products continues to be sluggish
- No of PSKs at the end of June 533. There was a net addition of 2 Stores during the Quarter
- Company introduced 18 SKUs during the quarter under report
- The company announced buy-back of 1 lakh shares at Rs.7000 per share. This was completed in August 2017
- The company carried a free cash of Rs. 128 crores as of end June 2017

SALES BREAK UP (RS CRORES)

	Q1 2017-18	Q1 2016-17	GROWTH
COOKERS	137	128	7%
COOKWARE	55	58	-5%
APPLIANCES	171	163	5%
OTHERS	14	14	0%
TOTAL	377	363	4%

PROPORTION TO SALES	Q1 2017-18	Q1 2016-17
COOKERS	36.3%	35.3%
COOKWARE	14.6%	16.0%
APPLIANCES	45.4%	44.9%
OTHERS	3.7%	3.9%
TOTAL	100.0%	100.0%

GOING FORWARD

- Good monsoon should bring in cheers in the coming quarters especially in the north markets.
- Trade is gradually adjusting to the GST regime, and normalcy is expected during Q2.
- July 2017 performance was encouraging, with volume growths in most of the categories.
- Overall impact of GST on the Company was largely neutral and MRPs were maintained at pre-GST levels
- Around 80 more skus are slated for launch during the rest of the year including special branded SKUs for select rural markets
- The company has a positive outlook for the rest of the year