

TTK PRESTIGE LIMITED

THIRD QUARTER AND 9 MONTHS ENDING 31ST DECEMBER 2012.

GIST OF INFORMATION TO BE SHARED WITH ANALYSTS - Q3 2012-13

KEY PERFORMANCE HIGH LIGHTS OF QUARTER ENDED 31st DECEMBER 2012 (AS COMPARED TO Q3 OF PREVIOUS YEAR)

SALES FOR Q3 GREW BY 30.9% FROM Rs.340 CRORES to Rs. 445 CRORES

EBIDTA FOR Q3 GREW BY 16.6% FROM Rs. 54.07 CRORES to Rs.63.06 CRORES

EBIDTA MARGIN 14.18% (Previous Qtr 14.79%) (PY Q3 15.91%,)

PROFIT AFTER TAX GREW BY 27.5% FROM RS. 34.57 CRORES TO RS.44.10 CRORES

EPS FOR Q3 STOOD AT Rs.38.88 AS AGAINST Rs.30.54 IN THE PREVIOUS YEAR

KEY PERFORMANCE HIGH LIGHTS OF NINE MONTHS ENDED 31ST DEC 2012 (AS COMPARED TO CORRESPONDING 9 MONTHS OF PREVIOUS YEAR)

SALES GREW BY 23.75% FROM Rs. 886.03 CRORES to Rs. 1096.43 CRORES

EBIDTA GREW BY 13.66% FROM RS. 142.74 CRORES TO RS.162.24 CRORES

EBIDTA MARGIN AT 14.8% (P.YEAR 9 MTHS 16.11%)

NET PROFIT AFTER TAX WAS Rs.105.06 CRORES (P.Y 93.62CRORES)

KEY BUSINESS FACTS FOR Q3 OF 2012-13

- 1) Though general consumer sentiment continued to be affected by hike in fuel prices, inflation in prices of articles of daily consumption and vagaries of monsoon the festive season in October and November enabled higher sales.
- 2) Key markets in South, especially Tamil Nadu and Kerala continued to be affected and the demand recession was significant owing to power shortage and failed monsoon. Agriculture as well as small and medium industries suffered heavily affecting the spending power. The brand salience of the company continues to be strong vis-à-vis competition.
- 3) The derisking strategy of the company ensured that the company grew substantially in non-south markets and exports to compensate the decline in Southern Markets and still register a growth of 30% for the company as a whole.
- 4) Owing to well directed product & marketing strategies the Company established substantial growth in the appliance and pressure cooker segments. Cookware segment growth was nominal due to higher base effect.
- 5) Net addition to Prestige Smart Kitchen Net work during the Quarter was 38, taking the total strength to 428 covering 209 towns in 21 States
- 6) EBIDTA margin was lower due to product mix and seasonal promotions.

SALES BREAK UP (RS CRORES)

	Q3	Q3	GROWTH	9 MTHS	9 MTHS	Growth	EXPORTS		
	2012-13	2011-12		2012-13	2011-12		12-13	11-12	
COOKERS	158	115	37%	412	323	28%	Q3	16.54	6.61
COOKWARE	76	74	3%	190	181	5%	9 MTHS	53.67	33.97
APPLIANCES	199	141	41%	458	347	32%			
OTHERS	12	10	20%	36	35	3%			
TOTAL	445	340	31%	1096	886	24%			

PROPORTION TO SALES	Q3	Q3	9 MTHS	9 MTHS
	2012-13	2011-12	2012-13	2011-12
COOKERS	35.5%	33.8%	37.6%	36.5%
COOKWARE	17.1%	21.8%	17.3%	20.4%
APPLIANCES	44.7%	41.5%	41.8%	39.2%
OTHERS	2.7%	2.9%	3.3%	4.0%
TOTAL	100.0%	100.0%	100.0%	100.0%

CAPEX PLANS/BORROWINGS

GUJARAT PROJECT - expected to be commissioned by March 2013.

DEBT AS ON 30TH DEC WAS Rs.110 crores

GOING FORWARD

1. The guidance for topline growth as provided at the start of the financial year was 25% against which the growth for the first 9 months was 23.75%. Given the bad market conditions in key markets in South the fourth quarter presents a challenge. The company is working on several strategies to get closer to the guidance of 25%. The non-south markets continue to provide growth opportunities.

2. The company will continue its aggressive spends on gaining market share which can have impact on EBITA level margins. The company is focussed on long-term strength and growth rather than maintaining margins for the short-term.