

TTK PRESTIGE LIMITED

FOURTH QUARTER AND FULL YEAR 2012-13

GIST OF INFORMATION TO BE SHARED WITH ANALYSTS - Q4 2012-13

KEY PERFORMANCE HIGH LIGHTS OF QUARTER ENDED 31ST MARCH 2013 (AS COMPARED TO Q4 OF PREVIOUS YEAR)

SALES FOR Q4 GREW BY 22.3% FROM Rs.236.68 CRORES to Rs. 289.46 CRORES

EBIDTA FOR Q4 GREW BY 32.5% FROM Rs. 33.15 CRORES to Rs.43.91CRORES

EBIDTA MARGIN 15.2% (Previous Year Q 4 14.01%) (Previous quarter 14.4%)

PROFIT AFTER TAX GREW BY 42% FROM RS. 19.74 CRORES TO RS.28.03 CRORES

EPS FOR Q4 STOOD AT Rs.24.72 AS AGAINST Rs.17.44 IN THE PREVIOUS YEAR

KEY PERFORMANCE HIGH LIGHTS FOR FULL YEAR 2012-13 (AS COMPARED TO PREVIOUS YEAR)

SALES GREW BY 23.4% FROM Rs. 1122.71 CRORES to Rs. 1385.89 CRORES

EBIDTA GREW BY 18.5% FROM RS. 175.92 CRORES TO RS.208.46 CRORES

EBIDTA MARGIN STOOD AT 15.04% (P.YEAR 15.67%)

NET PROFIT AFTER TAX GREW BY 17.4% FROM Rs.133.09 CRORES (P.Y 113.38 CORES)

EPS GREW BY 17.4% FROM Rs.99.97 to 117.35

EBIDTA on Capital employed (excluding CWIP) in Kitchenware Segment was 58%

Company crossed the milestone of 5 million pressure cookers in annual sales volume.

Company crossed the milestone of 1 million induction cooktops in annual sales volume

Company crossed the milestone of 1 million pressure cookers in annual export volumes.

Prestige Smart Kitchen Net work strength as at the end of year was 433 covering 225 towns in 21 States.

In the lines of Prestige Smart Kitchen Network, Exclusive Prestige Service Network is being established. More than 100 Prestige Service Centres have been opened during the year.

KEY BUSINESS FACTS FOR Q4 OF 2012-13

- 1) In general the buoyancy in consumption seen in Q3 did not continue in Q4 largely due to overall economic climate in the country.
- 2) Key markets in South, especially Tamil Nadu and Kerala continued to remain affected owing to power shortage and failed monsoon. However the brand salience of the company continues to be strong vis-à-vis competition which will enable the company to get improved sales as and when the economic conditions in these States improve.
- 3) The derisking strategy of the company ensured that the company grew substantially in non-south markets and achieve 22.3% growth in the fourth quarter.
- 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) EBIDTA margin for the quarter as compared to Q3 improved due to lower selling/promotion expenses as there were no special festive season spends.

SALES BREAK UP (RS CRORES)

	Q4	Q4	GROWTH	12 mths	12 mths	Growth	EXPORTS		
	2012-13	2011-12		2012-13	2011-12		12-13	11-12	
COOKERS	98	89	10%	511	412	24%	Q4	11.54	14.14
COOKWARE	53	44	20%	236	224	5%	FULL YEAR	65.22	33.96
APPLIANCES	126	95	33%	583	455	28%			
OTHERS	12	9	33%	56	32	75%			
TOTAL	289	237	22%	1386	1123	23%			

PROPORTION TO SALES	Q4	Q4	12 months	12 months
	2012-13	2011-12	2012-13	2011-12
COOKERS	33.9%	37.6%	36.9%	36.7%
COOKWARE	18.3%	18.6%	17.0%	19.9%
APPLIANCES	43.6%	40.1%	42.1%	40.5%
OTHERS	4.2%	3.8%	4.0%	2.8%
TOTAL	100.0%	100.0%	100.0%	100.0%

CAPEX PLANS/BORROWINGS

GUJARAT PROJECT - expected to be commissioned in Q2 of 2013-14
Through there is a delay of one quarter it has not caused cost overruns.

DEBT AS ON 31ST MARCH 2013 WAS Rs.115 crores

GOING FORWARD

The expectation is that the economy will get into growth mode from July/August 2013 based on the monsoon progress. The various power projects in Tamil Nadu are also expected to come into stream during July-September 2013. During Q1 of 2011-12 the company registered substantial growth and the base has become large for that quarter. Under the circumstances the company expects to register reasonable growth from Q2 onwards as all geographies are expected to have growth in consumption

The Company has slated for introduction a slew of new models in various categories to maintain its leadership in innovation and product offering. The Company will continue to invest substantial amounts in brand promotion.