

TTK PRESTIGE LIMITED
GIST OF INFORMATION TO BE SHARED WITH ANALYSTS - Q4 2015-16

GENERAL BACKDROP FOR Q4 OF FY 2015-16

A. GENERAL ECONOMY

Consumer sentiment continued to be subdued
Drought in many regions especially in North affected growth
Global economic scenario continues to be sluggish thus adversely impacting India's exports
E-commerce platform gaining ground

B. SPECIFIC TO COMPANY

Domestic sales grew by 8.2%. Growth recovery was seen in Tamilnadu in spite of December floods
Contribution of E-commerce to domestic sales is encouraging
Gross &EBIDTA margins better than previous year Q4
Company continued to be debt-free and carried sizable free cash at the end of the year.

KEY PERFORMANCE HIGH LIGHTS OF 4th QUARTER ENDED 31ST MARCH 2016

(As compared to Q4 of Previous year)

Domestic Sales Grew by 8.2% from Rs. 279 Crs to Rs. 302 Crores. Highest ever Q4 sales
Exports dropped by 10% from Rs. 13.8cr to 12.4 cr.
Total Sales grew by 7.2% from Rs.293 Crs to Rs. 314Crores.
EBIDTA recorded an impressive growth of 89% from Rs.19.4 crores to Rs.36.73crores
EBIDTA margin stood at 11.67% as against 6.62% of Previous Year Q4
Net Profit after tax and exceptional items was Rs21.62 Cr (PY 9.76Cr.)
EPS stood at Rs.18.57 as against Rs. 8.38 in Q4 of 2014-15
It may be noted that Previous Year corresponding quarter had one time adverse impact of around Rs.4.46 cores

KEY PERFORMANCE HIGH LIGHTS FOR THE YEAR 2015-16

(As compared to the Previous Year)

Sales for the year Grew by 9.67% from Rs.1421.41 Cr to Cr.1558.82 cr
Domestic sales Grew by 11% from Rs.1368.61 Cr to Rs.1518.84 Cr.
Exports dropped from 52.8 Cr to Rs. Cr. 39.99 Cr
EBIDTA before exceptional items grew by 24.4% from Rs.154.34 Cr to Rs.192.07 Cr
EBIDTA Margin (before exceptional items) improved from 10.8% in 14-15 to 12.32%
Net Profit after Tax for the year was Rs.114.82Crs (PY Rs.92.32Crs) after VRS expense(net of tax) Rs.3.49Crs
EPS grew by 24.4% from Rs.79.30 to Rs. 98.63

KEY BUSINESS FACTS FOR Q4 OF 2015-16

Though there was growth in many markets, the rate of growth was affected by severe drought conditions
New product/New Model launches received favourably by the market.
Exports market is yet to take off due to adverse global economic scenario
The number of PSKs at the end of March was 539 spread across 294 towns
Productivity levels continued to show improvement after the long term settlement

SALES BREAK UP (RS CRORES)						
	Q4 2015-16	Q4 2014-15	GROWTH %	FULL YEAR 2015-16	FULL YEAR 2014-15	GROWTH %
COOKERS	110	106	4%	552	508	8.7%
MICROWAVE COOKERS				5	21	-76.2%
COOKWARE	49	55	-11%	275	263	4.6%
APPLIANCES	139	119	17%	668	573	16.6%
OTHERS	16	13	23%	59	56	5.4%
TOTAL	314	293	7%	1559	1421	9.7%

PROPORTION TO SALES	Q4 2015-16	Q4 2014-15	FULL YEAR 2015-16	FULL YEAR 2014-15
COOKERS	35.0%	36.2%	35.4%	35.7%
MICROWAVE COOKERS	0.0%	0.0%	0.3%	1.5%
COOKWARE	15.6%	18.8%	17.6%	18.5%
APPLIANCES	44.3%	40.6%	42.8%	40.3%
OTHERS	5.1%	4.4%	3.8%	3.9%
TOTAL	100.0%	100.0%	100.0%	100.0%

GOING FORWARD

The general prognosis for growth depends on improvements in domestic economic growth
Company's focus on innovative offerings expected to result in improved performance
During Q1 of current fiscal, Company forayed into Home Segment by launching a range of 'Cleaning Solution' appliances
The acceptance of this range by the market will be known in the second half of FY 16-17
If current friendly commodity prices continue, the same can have positive impact on margins and profits
In April, through TTK British Holdings, Horwood Homewares Limited, UK based branded appliance business was acquired.
The salient features of this acquisition is available on our website.