

TTK PRESTIGE LIMITED

GIST OF INFORMATION TO BE SHARED WITH ANALYSTS - Q3 2015-16

GENERAL BACKDROP FOR Q3 OF FY 2015-16**A. GENERAL ECONOMY**

Improvement in consumer sentiment was visible in some markets during festive season
 Post festival, the consumer sentiment was average
 Deficit in South West monsoon was impacting the rural demand
 E-tailing continues to get traction
 Flood in Tamil Nadu was a dampener
 Global economic scenario continued to be discouraging thus adversely impacting exports

B. SPECIFIC TO COMPANY

Double digit growth in domestic market i.e.17.6%
 Non-south markets registered impressive growth
 Gross &EBIDTA margins improved as compared to earlier quarters as well as YOY .
 Company continues to be debt-free and carries sizable free cash.

KEY PERFORMANCE HIGH LIGHTS OF 3rd QUARTER ENDED 30th DECEMBER 2015**(As compared to Q3 of Previous year)**

Domestic Sales Grew by 17.6 % from Rs. 379.33 Crs to Rs. 446.20 Crores. Highest ever Q3 sales.
 Exports dropped from Rs. 13.5 cr to 11.26 cr. (drop of 16.6%)
 Total Sales grew by 16.5% from Rs.392.83 Crs to Rs. 457.46 Crores.
 Appliances continued to grow at a brisk pace , recording 26.88% growth.
 EBIDTA recorded an impressive growth of 27 % from Rs.47.25 crores to Rs.60.10 crores
 EBIDTA margin stood at 13.14% as against 12.03% of Previous Year Q3 &PY annual of 11%
 Net Profit after tax and exceptional items was Rs37.2 Cr (PY 28.06 Cr.)
 EPS stood at Rs.31.96as against Rs. 24.10 in Q3 of 2014-15

KEY PERFORMANCE HIGH LIGHTS FOR CUM 9 MONTHS**(As compared to cum 9 months of Previous Year)**

Sales for the period Grew by 10.27% from Rs.1128.44 Cr to 1244.34 Cr.
 Domestic sales Grew by 11.69% from Rs.1089.42 Cr to Rs.1216.76 Cr.
 Exports dropped from 39.02 Cr to Rs. Cr. 27.58 Cr
 EBIDTA before exceptional items grew by 15.28% from Rs.134.94 Cr to Rs.155.57Cr
 EBIDTA Margin (before exceptional items) improved from 11.96% to 12.50%
 Net Profit after Tax was Rs.93.20Crs (PY Rs.82.56 Crs) after VRS expense(net of tax) Rs.3.49Crs

KEY BUSINESS FACTS FOR Q3 OF 2015-16

Non South Markets registered impressive growth
 South Markets continued to be sluggish
 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 DECEMBER was 551 spread across 301 towns
 Scale of operations and friendly commodity prices helped EBIDTA margin improvement

SALES BREAK UP (RS CRORES)

	Q3 2015-16	Q3 2014-15	GROWTH	CUM 9 MONTHS 2015-16	CUM 9 MONTHS 2014-15	GROWTH
COOKERS	153	136	13%	443	406	9%
MICROWAVE COOKERS	2	4	-50%	4	18	-78%
COOKWARE	85	78	9%	225	208	8%
APPLIANCES	202	159	27%	531	454	17%
OTHERS	15	16	-6%	41	43	-5%
TOTAL	457	393	16%	1244	1129	10%

PROPORTION TO SALES	Q3 2015-16	Q3 2014-15	CUM 9 MONTHS 2015-16	CUM 9 MONTHS 2014-15
COOKERS	33.5%	34.6%	35.6%	36.0%
MICROWAVE COOKERS	0.4%	1.0%	0.3%	1.6%
COOKWARE	18.6%	19.8%	18.1%	18.4%
APPLIANCES	44.2%	40.5%	42.7%	40.2%
OTHERS	3.3%	4.1%	3.3%	3.8%
TOTAL	100.0%	100.0%	100.0%	100.0%

GOING FORWARD

Q4 is generally a lean quarter but a decent growth over PY Q4 is expected, subject to consumer sentiment not worsening
 Q4 EBIDTA margin is not likely to be comparable to Q3 as the top-line will be comparatively lower.