

**TTK PRESTIGE LIMITED**  
**GIST OF INFORMATION TO BE SHARED WITH ANALYSTS - Q3 of 2017-18**

**GENERAL BACKDROP FOR Q3 OF FY 2017-18**

**A. GENERAL ECONOMY**

Post-festival quarter and hence festive buoyancy was lacking.  
Consumer sentiment had some improvement more in non-urban markets  
Non-traditional channels were more buoyant than traditional trade channels.  
GST Glitches continued to impact sales to trade

**B. SPECIFIC TO COMPANY**

Most of southern markets bounced back while Northern Markets continued the growth trend.  
Value added items continue to deliver better growth.  
Absolute sales values are excluding excise levies and hence growth rate over Q3 of PY is not the correct metric  
**Owing to shift in festive calendars, demonetisation impact in PY, YOY or Q to Q performance are not strictly comparable.**  
**Domestic Volume growths have been significant - key categories grew in volume between 12% and 25% except cookware**  
Exports continue to lag behind.  
EBIDTA margins improved due to better utilisation of capacities, product mix and operating leverage  
Free-cash at the end of Q3 was of the order of Rs.190 crores.  
UK subsidiary performance continues to be subdued after Brexit, however remains profitable

**KEY PERFORMANCE HIGH LIGHTS OF 3rd QUARTER ENDED 31st December 2017**

**( AS COMPARED TO Q3 OF PREVIOUS YEAR)**

Domestic Sales Grew by 9.38% from Rs.437.46 Crs to Rs.478.50Crs  
**Previous Year Q3 sales included excise duty and not comparable**  
**Considering Volume growths and excise correction factors the effective domestic growth rate is reckoned at around 15%.**  
Exports fell from 12.94 cr. To 8.39 Cr.  
Total Sales grew by 8.1% from Rs.450.40 Crores to Rs. 486.89 Crores.  
**The effective company sales growth including exports is reckoned at 14%.**  
EBIDTA grew by 39.07% from Rs.50.42 crores to Rs. 70.13 Cr  
EBIDTA margin stood at 14.4% ( PY Q3 11.19%)  
Net Profit after tax was Rs.43.67 Cr.(PY 29.72 Cr.)  
EPS stood at Rs. 37.81 as against Rs.25.53  
Consolidated sales was Rs. 529.97 Crs as against 492.03 Crs. of Previous year Q3.  
Consolidated EPS stood at Rs.40.82 as against standalone number of Rs.37.81

**KEY PERFORMANCE HIGH LIGHTS OF 9 Months**

**( AS COMPARED TO NINE MONTHS OF PREVIOUS YEAR)**

Domestic Sales Grew by 9.42% from Rs.1267.93 Crs to Rs.1387.32 Crs.  
**The effective growth considering volume growth and Excise duty correction is reckoned at around 12%.**  
Exports dropped from Rs. 32.47 Crs to Rs.25.33 Crs.  
Total Sales grew by 8.63% from Rs. 1300.4 Crs to Rs.1412.65 Crs.  
**The effective company sales growth including exports is reckoned at 11.5%.**  
Growth in Appliances continued to be better than Cooker and Cookware  
EBIDTA before exceptional items was Rs.184.86 Crs. (PY 9 Months Rs.154.00 Crs )  
EBIDTA margin before exceptional items stood at 13.09% ( PY 11.84%)  
Net Profit after tax and exceptional items was Rs.219.83 Crs (PY Rs. 89.31 Crs.)  
EPS (before exceptional items) stood at Rs. 96.70 as against Rs.78.06 of PY  
EPS(after exceptional items) stood at Rs.189.58  
Consolidated Sales was Rs. 1515.70 Crs (PY same period 1418.09 Crs.)  
Consolidated EPS before considering exceptional items stood at Rs.102.06 (PY 9 Months 87.22)  
Consolidated EPS after considering exceptional items was Rs.194.94.

**KEY BUSINESS FACTS FOR Q3 OF 2017-18**

Growth across all geographies in the domestic market  
 Growth was driven by volume growth in all categories except cookware.  
 Cookware being festive season related, were placed in the market in Q2  
 Export growth is affected by global factors  
 All new introductions receiving good acceptance.  
 New category "Cleaning Solutions" have been growing well.  
 Initial response to Judge brand has been encouraging.  
 Improvement in non-urban penetration  
 Number of PSKs at the end of September was 541  
 PSK contribution continues to be strong  
 Non-traditional channels' contribution to sales is growing stronger  
 Improved turnover/inventory ratios

**SALES BREAK UP (RS CRORES)**

	Q3 2017-18	Q3 2016-17	GROWTH	9 Months 2017-18	9 Months 2016-17	GROWTH
COOKERS	166	153	9%	488	455	7%
COOKWARE	76	79	-4%	228	218	5%
APPLIANCES	230	203	14%	652	583	12%
OTHERS	15	16	-7%	44	45	-1%
TOTAL	487	450	8%	1413	1300	9%

PROPORTION TO SALES	Q3 2017-18	Q3 2016-17	9 Months 2017-18	9 Months 2016-17
COOKERS	34.1%	33.9%	34.6%	35.0%
COOKWARE	15.6%	17.5%	16.2%	16.7%
APPLIANCES	47.3%	45.0%	46.1%	44.9%
OTHERS	3.0%	3.5%	3.1%	3.4%
TOTAL	100.0%	100.0%	100.0%	100.0%

**GOING FORWARD**

Barring unforeseen circumstances, Q4 is expected to deliver decent growth  
 Given the buoyancy in demand for certain product categories capex is planned to de-bottleneck/add capacities.  
 Further investments will be made to tap the non-traditional and non-urban markets.