

TTK Prestige LIMITED



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www.ttkprestige.com CIN : L85110TZ1955PLC015049

May 29, 2019

National Stock Exchange "Exchange Plaza", C-1, Block G, Bandra- Kurla Complex, Bandra (E), Mumbai – 400 051. Scrip Symbol : TTKPRESTIG	BSE Limited 27th Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001. Scrip Code : 517506
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Dear Sir,

Sub: Data to be shared with Analysts

We are enclosing herewith a copy of information to be shared with Analysts. The said information will be published in our website also.

Please take this information on record.

Thanking you,

Yours faithfully,
For TTK Prestige Limited,

A handwritten signature in blue ink, appearing to read 'K. S.' with a flourish.

K. Shankaran
Director & Secretary

A Group Company

(Registered Office: Plot No.38, SIPCOT Industrial Complex, Hosur – 635 126, Tamil Nadu. INDIA)

TTK PRESTIGE LIMITED
GIST OF INFORMATION TO BE SHARED WITH ANALYSTS - Q4 / 12 Months' of FY 2018-19

HIGHLIGHTS OF PERFORMANCE (STANDALONE)					
Q4			12 Months		
Sales ** Value Growth Q4 +7%	PBT Growth Q4 +14%	EBITDA Margin Q4 +90 bps	Sales ** Value Growth 12 Months' +13%	PBT * Growth 12 Months' +28%	EBITDA * Margin 12 Months' +160 bps
** Sales is Net of Discounts			(*Ratios for full year are without considering Exceptional income from Monetization of Property Development Rights of PY)		

GENERAL BACKDROP FOR Q4 OF FY 2018-19

A. GENERAL ECONOMY

New FDI policy on E-Commerce effective 1st Feb 2019 impacted off-take from key E-Commerce accounts pending clarity
 Lower Government spending due to impending Elections affected Consumer spending, resulting in low offtake especially in rural markets
 Automobile industry was the most affected, while discretionary consumer durables were relatively better-off
 Rupee volatility smoothened towards the end of the quarter
 Oil prices softened and remained stable within a range

B. SPECIFIC TO COMPANY

The base of the PY Q4 was quite large as major inroads were made in Rural Market in Q4 of last year.
 Current year Q4 growth is thus on a larger base; the company recorded the highest ever Q4 sales
 General economic factors affecting consumption did have some impact on the Company's growth rate in Q4
 EBITDA margins improved both sequentially and YOY
 Exports continued to register growth
 Dollar Exchange rates remained steady and therefore no adverse impact on input costs.
 Bonus shares were allotted in May 2019 in the ratio of 1:5. Hence EPS is computed based on expanded capital.

**KEY PERFORMANCE HIGH LIGHTS OF 4th QUARTER ENDED 31st March 2019
 (AS COMPARED TO Q4 OF PREVIOUS YEAR)**

Domestic Sales Grew by around 7% from Rs.406 Crs to Rs.434 Crs
 Exports grew by around 10% from Rs.10 Crs to Rs.11 Crs.
 Total Sales grew by around 7% from Rs. 416 Crs to Rs.444 Crs
 EBITDA grew by 13.11% from Rs.63.68 Crs to Rs.72.03 Crs
 EBITDA margins continue to remain healthy at around 16%
 Profit before Tax grew by 14.31% from Rs.56.76 Crs to Rs.64.88 Crs.
 Profit after Tax grew by about 18.25% from Rs. 37.04 Crs to Rs.43.80 Crs
 EPS grew by about 18.26% from Rs.26.72 to Rs.31.60

**KEY PERFORMANCE HIGH LIGHTS OF 12 MONTHS ENDED 31st March 2019
(AS COMPARED TO 12 Months' OF PREVIOUS YEAR)**

Domestic Sales Grew by over 12% from Rs.1711 Crs to Rs.1917Crs
 Exports grew by over 45% from Rs.35.38 Crs to Rs.51.44 Crs.
 Total Sales grew by about 12.7% from Rs. 1746.45 Crs to Rs.1968.02 Crs
 Operating EBITDA (before exceptional items) grew by 25.32% from 248.54 Crs to Rs.311.48 Crs
 Operating EBITDA margin (before exceptional items) improved from 14.23% to 15.83%
 Profit before Tax(before exceptional items) grew by about 27.93% from Rs 221.66 Crs to Rs.283.57 Crs
 Profit after Tax (before exceptional items) grew by about 27.58% from Rs. 149.17 Crs to Rs.190.31 Crs
 EPS (before exceptional items) grew by 27.89% from Rs.107.36 to Rs.137.30
 Operating ROCE(i.e. excluding treasury operations) for trailing 12 months ended 31.03.19 was around 38%
 The company carried a free cash of Rs. 244 Crs at the end of the year.
 Consolidated turnover breached the milestone of Rs.2000 Crs and stood at Rs.2107 Crs
 Consolidated Profit- After Tax was Rs.192.35 Crs
 Consolidated EPS was Rs. 138.76

KEY BUSINESS FACTS FOR Q4 OF 2018-19

Introduced 67 new SKUs during the quarter
 Cleaning Solutions business performance is encouraging
 Save for a few pockets, all markets registered growth on a larger base
 Off-line sales picked up and partly made up for lower off-take in e-commerce channels
 Prestige Xclusive chain strength 569 contributing significantly to total sales.
 Improved capacity utilisation across plants.
 Capacity expansion activities progressed as per plans

SALES BREAK UP (RS Crs)

	Q4 2018-19	Q4 2017-18	GROWTH	12 Months 2018-19	12 Months 2017-18	GROWTH
COOKERS	138.04	131.99	5%	645.72	583.6	11%
COOKWARE	65.54	68.01	-4%	301.61	281.2	7%
APPLIANCES	223.05	201.49	11%	949.84	823.78	15%
OTHERS	18.22	14.86	23%	70.85	57.87	22%
TOTAL	444.85	416.35	7%	1968.02	1746.45	13%

PROPORTION TO SALES	Q4 2018-19	Q4 2017-18	12 Months 2018-19	12 Months 2017-18
COOKERS	31.03%	31.70%	32.81%	33.42%
COOKWARE	14.73%	16.33%	15.33%	16.10%
APPLIANCES	50.14%	48.39%	48.26%	47.17%
OTHERS	4.10%	3.57%	3.60%	3.31%
TOTAL	100.00%	100.00%	100.00%	100.00%

UK SUBSIDIARY - HORWOOD

Maintained sales at around 15.2 million GBP in spite of continued adverse impact on account of Brexit
 Made soft investments to protect market share and enter other channels and consumer segments
 Even after sizable soft investments and unfavourable exchange impacting cost, the subsidiary remains profitable
 New Product category "Smidge" launched in last quarter
 Better performance as compared to peers

GOING FORWARD

Additional capacities will come into play during FY 19-20
 Company plans to launch more than 120 skus during FY 19-20
 A stable Government in place coupled with expected implementation of its manifesto can drive consumption and growth
 Barring a weak monsoon & global factors like stressed trade relations between US & China, the company has a positive outlook for FY20