

TTK PRESTIGE LIMITED
GIST OF INFORMATION TO BE SHARED WITH ANALYSTS - Q4 of 2016-17

GENERAL BACKDROP FOR Q4 OF FY 2016-17

A. GENERAL ECONOMY

Liquidity crunch caused by demonetisation, by and large, eased from February 2017
Consumer spending also improved in select categories
Some geographies in South continued to suffer on account of severe drought conditions.
Global economic situation continued to be depressed

B. SPECIFIC TO COMPANY

Domestic Sales witnessed a sharp recovery - a growth of 23%
Pressure cookers and cookware lead the growth
UK subsidiary is able to withstand the adverse impact caused by Brexit.

KEY PERFORMANCE HIGH LIGHTS OF Q4

(AS COMPARED TO Q4 OF PREVIOUS YEAR)

Domestic Sales increased by 23% from Rs.302.07 Crs to Rs.372.02 Crs
Exports fell by 14% (from Rs.12.41 Cr to Rs.10.64 Cr.)
Total Sales grew by 21.68% from Rs.314.48Crores to Rs. 382.66 Crores.
Growth in Traditional products sale was much better than Kitchen and Home Appliances
EBIDTA before exceptional items Rs.47.65Crs as against Rs.37.95 Crs.
EBIDTA margin before exceptional items stood at 12.45% (PY Q4 12.07 %)
Tax provision was negative on account of absorption of past losses of an acquired business under a Court approved Scheme.
Net Profit after tax and exceptional items. was Rs.53.69Cr (PY Rs22.42.Cr.)
EPS (before exceptional items) stood at Rs. 43.78 as against Rs.19.26
Consolidated sales was Rs. 418.92 Crs for the Quarter
Consolidated EPS before considering exceptional items stood at Rs.45.20

KEY PERFORMANCE HIGH LIGHTS OF YEAR ENDED 2016-17

(AS COMPARED TO PREVIOUS YEAR)

Domestic Sales Grew by 7.98% from Rs.1518.83Crs to Rs.1639.96 Crs
Exports grew from 39.99 Crs to 43.1 Crs
Total Sales also grew by 7.97% from Rs.1558.82 Crs to Rs. 1683.06 Crs
Growth in Appliances was much better than Cooker and Cookware
EBIDTA before exceptional items Rs.201.65Crs as against Rs.193.27 Crs.
EBIDTA margin before exceptional items stood at 12% (PY annual 12.4%)
Net tax charge was lower on account of absorption of past losses of an acquired business under a Court approved Scheme.
Net Profit after tax and exceptional expenses was Rs.143Cr (PY Rs.115.63.)
EPS (before exceptional items) stood at Rs. 121.82 as against Rs.101.43 in the PY
Consolidated Sales was Rs. 1837.01 Cr
Consolidated EPS before considering exceptional items stood at Rs.133.39

KEY BUSINESS FACTS FOR Q4 OF 2016-17

High end products continue to yield better sales than mass low end products reflecting mass consumer apathy
 Exports did not pick up after Christmas Season
 EBIDTA margin moved up on account of product mix and savings in promotional overheads
 All new introductions receiving good acceptance.
 No of PSKs at the end of March was 531
 Q4 consolidated sales represented a growth of 33% (over previous year Q4 standalone sales)
 The Company carried Free Cash of around Rs.90crores at the end of the Year.

SALES BREAK UP (RS CRORES)

	Q4 2016-17	Q4 2015-16	GROWTH	YEAR 2016-17	YEAR 2015-16	GROWTH
COOKERS	141	110	28%	591	552	7%
MICROWAVE COOKERS				4	5	-20%
COOKWARE	65	49	33%	280	275	2%
APPLIANCES	162	139	17%	748	668	12%
OTHERS	15	16	-6%	60	59	2%
TOTAL	383	314	22%	1683	1559	8%

Figures are rounded off to nearest crore.

PROPORTION TO SALES	Q4 2016-17	Q4 2015-16	YEAR 2016-17	YEAR 2015-16
COOKERS	36.8%	35.0%	35.1%	35.4%
MICROWAVE COOKERS	0.0%	0.0%	0.2%	0.3%
COOKWARE	17.0%	15.6%	16.6%	17.6%
APPLIANCES	42.3%	44.3%	44.4%	42.8%
OTHERS	3.9%	5.1%	3.6%	3.8%
TOTAL	100.0%	100.0%	100.0%	100.0%

GOING FORWARD

GDP is expected to grow at 7.6%. This should help the Company to improve its growth rate
 GST implementation can cause transient disruption in trade pending full clarity
 Several new SKUs are planned to be introduced in phases
 Company is sufficiently geared internally to adopt to GST environment