

TTK PRESTIGE LIMITED
GIST OF INFORMATION TO BE SHARED WITH ANALYSTS - Q3 of 2016-17

GENERAL BACKDROP FOR Q3 OF FY 2016-17

A. GENERAL ECONOMY

Festive month of October began with a lot of promise

Demonetisation of High value currencies had a severe impact on sales during November & December

No noticeable improvement in the Global Economic conditions.

Severe drought conditions coupled with Vardah Cyclone affected consumer sentiment in parts of Southern Markets

B. SPECIFIC TO COMPANY

Substantial grow was seen in October 2016 due to festive season.

November 2016 witnessed a steep dip due to demonetisation impact

Recovery was seen in December 2016 to match YOY sales for the month.

Valued added products performed well

Given the general economic atmosphere, the delivery in terms of sales and margin is considered satisfactory

UK subsidiary delivered an encouraging performance inspite of Brexit Impact

**KEY PERFORMANCE HIGH LIGHTS OF 3rd QUARTER ENDED 31st December 2016
(AS COMPARED TO Q3 OF PREVIOUS YEAR)**

Domestic Sales dropped by -1.96% from Rs.446.20 Crs to Rs.437.46 Crs

Exports grew from 11.26 Crs to 12.94 Crs

Total Sales was down by -1.54% from Rs.457.46 Crores to Rs. 450.40 Crores.

Maintained YOY sales in all categories except cookware

EBIDTA before exceptional items Rs.50.42 Crs as against Rs.60.10 Crs.

EBIDTA margin before exceptional items stood AT 11.2% (PY annual 12.4%; PY Q3 13.1%)

Net Profit after tax and exceptional expenses was Rs.29.72Cr (PY Rs.37.20Cr.)

EPS (before exceptional items) stood at Rs. 25.53 as against Rs.31.96

Consolidated sales was Rs. 492.03 Crs

Consolidated EPS before considering exceptional items stood at Rs.29.76

**KEY PERFORMANCE HIGH LIGHTS OF 9 Months' ended 2016-17
(AS COMPARED TO 9 Month's OF PREVIOUS YEAR)**

Domestic Sales Grew by 4.21% from Rs.1216.76 Crs to Rs.1267.94 Crs

Exports grew from 27.58 Crs to 32.46 Crs

Total Sales grew by 4.51% from Rs.1244.34 Crs to Rs. 1300.4 Crs

Growth was propped up by growth in appliances

EBIDTA before exceptional items Rs.154.00Crs as against Rs.155.57 Crs.

EBIDTA margin before exceptional items stood at 11.84% (PY annual 12.4%; PY 12.50%)

Net Profit after tax and exceptional expenses was Rs.89.31Cr (PY Rs.93.20Cr.)

EPS (before exceptional items) stood at Rs. 78.06 as against Rs.82.16 of 15-16.

Consolidated Sales was Rs. 1418.09 Crs

Consolidated EPS before considering exceptional items stood at Rs.87.22

KEY BUSINESS FACTS FOR Q3 OF 2016-17

High end products continue to yield better sales than mass low end products reflecting mass consumer apathy

Exports witnessing healthy growth.

EBIDTA margin slightly dropped due to product mix and a flat Q3 sales .

All new introductions receiving good acceptance.

No of PSKs at the end of December was 529

Q3 consolidated sales represented a growth of 7.55% (over previous year Q3 standalone sales)

The company became debt-free and carried surplus cash at the end of Q3 even after investing in UK Subsidiary

SALES BREAK UP (RS CRORES)

	Q3 2016-17	Q3 2015-16	GROWTH	9 Months' 2016-17	9 Months' 2015-16	GROWTH
COOKERS	151.86	152.38	-0.3%	450.8	442.68	1.8%
MICROWAVE COOKERS	0.81	2.03	-60.1%	3.67	4.15	-11.6%
COOKWARE	79.00	85.51	-7.6%	217.81	225.63	-3.5%
APPLIANCES	202.82	201.63	0.6%	583.45	529.21	10.2%
OTHERS	15.91	15.91	0.0%	44.67	42.67	4.7%
TOTAL	450.40	457.46	-1.5%	1300.40	1244.34	4.5%

PROPORTION TO SALES	Q3 2016-17	Q3 2015-16	9 Months' 2016-17	9 Months' 2015-16
COOKERS	33.72%	33.31%	34.67%	35.58%
MICROWAVE COOKERS	0.18%	0.44%	0.28%	0.33%
COOKWARE	17.54%	18.69%	16.75%	18.13%
APPLIANCES	45.03%	44.08%	44.87%	42.53%
OTHERS	3.53%	3.48%	3.44%	3.43%
TOTAL	100.00%	100.00%	100.00%	100.00%

GOING FORWARD

Retail sale is limping back to normalcy since second half of December 2016

Company has put in place market specific strategies to deliver growth in Q4.

Expecting improvement in general economic growth during first half of 17-18