



TTK PRESTIGE LIMITED



**Gist of Information to be shared
with Analysts**

Quarter / Year Ended 31st March 2022

**RECENTLY
LAUNCHED
INNOVATIONS**



Triply Svachh Pressure Cooker
with Spillage Control Lid and
Unique Pressure Indicator



Cuprus Non-stick Cookware
with Anti Bacterial Coating



Triply Topes –
Built Tough, Built to Last



Svachh Duo Gas Stove with
Revolutionary Easy Clean Design



Delight Pro Mixer – Knead,
Chop, Mix, Grind and Store



Multi Purpose Appliance that Boils,
Steams and More



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*Jo apnon se kare pyaar, woh
Prestige se kaise kare inkaar.*



GENERAL BACKDROP FOR Q4 OF FY 2021-22

A. GENERAL ECONOMY

- The recovery that gained momentum in Q2 and Q3 of this year hit the speed breaker due to outbreak of Omicron variant in late December 2021. This led to partial closure of markets in some States. This was further compounded by the geo-political crisis since February 2022.
- There was pressure on consumer spending due to inflation as well as availability of alternate avenues for spending like travel & tourism, etc. This led to subdued demand for Domestic kitchen and home appliance.
- All Channels were active throughout the quarter, though Omicron was a dampener.
- This quarter also saw the continuation of the unprecedented price increases in commodities and fuel caused by the geo-political conflict and related sanctions. This led to margin pressures across sectors.



GENERAL BACKDROP FOR Q4 OF FY 2021-22

A. GENERAL ECONOMY (Continued ...)

- Automobile sector continued with its challenges in recovery with chip shortages affecting many manufacturers.
- Off-line channels were active with reduced Covid related restrictions in the second half of this quarter
- Export remained robust. Logistic issues for exports continue to create issues



GENERAL BACKDROP FOR Q4 OF FY 2021-22

B. SPECIFIC TO COMPANY

- During the quarter all the channels were active.
- The online channel maintained its position, though did not grow at the same pace as last year.
- The continued unprecedented increase in commodity prices was a concern on the costs of manufacture. Price increases had been taken in the previous quarters as well towards the end of Q4. By and large the COGS for the year remained stable in spite of all the cost increases.
- The company continues to maintain healthy margins through improvement in efficiencies.
- Exports continued to be robust though the impact of logistics issues including freight cost continued during this quarter as well.



Financial Results for Quarter / Year ended 31st March 2022



KEY PERFORMANCE HIGHLIGHTS OF 4TH QUARTER ENDED 31ST MARCH 2022 (AS COMPARED TO Q4 OF PREVIOUS YEAR)

- Domestic Sales grew by 16.0% from Rs.532.92 Crores to Rs.618.32 Crores.
- Export Sales for the quarter grew by 33.2% from Rs 21.95 Crores to Rs.29.23 Crores.
- Total Sales grew by 16.7% from Rs.554.87 Crores to Rs.647.55 Crores.
- EBITDA was at Rs.119.12 Crores as compared to PY Rs.107.85 Crores; a growth of 10.5%
- EBITDA margin was around 18.4% (PY 19.4%)
- Profit before Tax (before exceptional): Rs 107.36 Crores (PY Rs.96.99 Crores); a growth of 10.7%
- Profit after tax excluding exceptional income Rs.79.15 crores (PY Rs.70.45 crores)
- EPS was little lower at Rs.5.71 (PY Rs.5.94) primarily due to the exceptional income of Rs 0.86 per share in PY



KEY PERFORMANCE HIGHLIGHTS OF 4TH QUARTER ENDED 31ST MARCH 2022 (Continued....) (AS COMPARED TO Q4 OF PREVIOUS YEAR)

- Consolidated turnover grew by 15.2% from Rs.605.30 Crores to Rs.697.50 Crores.
- Consolidated Profit before Tax (before exceptional) stood at Rs 109.68 Crores (PY Rs.100.94 Crores)
- Consolidated Profit after Tax but before exceptional item is at Rs 80.61 Crores (PY Rs.73.46 Crores)
- Consolidated EPS was a little lower at Rs.5.77 (PY Rs.6.16) primarily due to the exceptional income of Rs. 0.86 per share in PY.



KEY BUSINESS FACTS FOR Q4 OF FY 2021-22

- The Company did relatively well compared to Q4 of the two previous years.
- All channels also actively contributed to the increased Sales including E-commerce
- Introduced 28 new SKUs during this quarter across all categories.
- Pressure cookers and Gas Stoves on Svachh platform continue to gain momentum.
- Prestige Xclusive chain strength stood at 665 in 374 towns contributing significantly to total sales.
- Trade collections improved meeting the trade norms of the company.
- The Company had to carry raw material inventory higher than norms during this quarter to hedge against the continuing commodity price increase.



KEY BUSINESS FACTS FOR Q4 OF FY 2021-22 (Continued ...)

- During Q4 the Company made a strategic investment in Ultrafresh Modular Solutions Ltd engaged in the business of Modular Kitchens and kitchen appliances having many franchisee outlets across India. The overall investment size is of the order Rs 30 Crores towards primary as well as secondary acquisition. During this quarter, the Company invested Rs 20 Crores and acquired 40.81% voting rights through allotment of fully paid-up as well as partly paid-up shares. Ultrafresh became an Associate of the Company from 16th February 2022.
- The company carries substantial free cash in excess of Rs 700 crores post capex and after investing Rs 20 Crores in Ultrafresh.
- The Board has recommended a final dividend of Rs.3.50 per share for FY22 totalling to Rs.6.00per share of face value Rs 1/- each for FY22 including the interim dividend already paid.



KEY PERFORMANCE HIGHLIGHTS OF YEAR ENDED 31ST MARCH 2022 (AS COMPARED TO PREVIOUS YEAR)

- Though the year began with pandemic related lockdowns Q1 performance was much better compared to the previous year.
- The business gained momentum in Q2 & Q3. However, the Omicron spread dampened the momentum in Q4.
- Unprecedented commodity price increases prevailed throughout the year driving the cost of all the materials and also the manufacturing costs.
- The Company was able to maintain a healthy margin through improved efficiencies in operations and appropriate price increases without impacting customer sentiments and market share.
- The Company with a judicious mix of products, channel presence and market penetration achieved a growth of 24.1% in Domestic market from Rs.1961.70 Crores to Rs.2434.06 Crores.



KEY PERFORMANCE HIGHLIGHTS OF YEAR ENDED 31ST MARCH 2022 (Continued ...) (AS COMPARED TO PREVIOUS YEAR)

- All channel and all geographies contributed with double digit growth during this year.
- All major product categories except Cleaning Solutions grew in double digit both in value and volume. Cleaning Solutions had a larger base effect due to high pent-up demand seen in the PY.
- Export Sales for the year grew by 37.5% from Rs.71.35 Crores to Rs.98.09 Crores.
- Total Sales grew by 24.5% from Rs.2033.05 Crores to Rs.2532.15 Crores.
- EBITDA was at Rs.441.21 Crores (PY Rs.342.17 Crores) a growth of 28.9%
- EBITDA margin was around 17.42% (PY 16.83%)
- Profit before Tax (before exceptional): Rs.395.52 Crores (PY Rs.301.18 Crores) a growth of 31.3%
- Profit after Tax: Rs.293.65 Crores (PY: Rs.235.14 Crores) a growth of 24.9%
- EPS stood at Rs.21.18 (PY Rs.16.96)



Financial Results for Quarter / Year ended 31st March 2022



KEY PERFORMANCE HIGHLIGHTS OF YEAR ENDED 31ST MARCH 2022 (Continued ...) (AS COMPARED TO PREVIOUS YEAR)

- Consolidated turnover grew by 24.0% from Rs.2194.20 Crores to Rs.2722.45 Crores.
- Consolidated Profit before Tax (before exceptional) stood at Rs.410.58 Crores (PY Rs.310.97 Crores)
- Consolidated Profit after Tax stood at Rs.305.43 Crores (PY Rs.242.89 Crores)
- Consolidated EPS was Rs.21.99 (PY Rs.17.08)



Financial Results for Quarter / Year ended 31st March 2022



SALES BREAKUP – STANDALONE- FOR 4TH QUARTER FY 2021-22

(In Rs. Crores)

	Q4 2021-22	Q4 2020-21	GROWTH	Q4 2019-20	Q4 2018-19
COOKERS	218.81	173.29	26%	116.00	138.05
COOKWARE	95.32	90.26	6%	54.00	65.54
APPLIANCES	306.34	266.96	15%	199.00	222.82
OTHERS	27.08	24.37	11%	15.00	18.46
TOTAL	647.55	554.87	17%	384.00	444.87

PROPORTION TO SALES	Q4 2021-22	Q4 2020-21
COOKERS	33.79%	31.23%
COOKWARE	14.72%	16.27%
APPLIANCES	47.31%	48.11%
OTHERS	4.18%	4.39%
TOTAL	100.00%	100.00%

Q4 2019-20	Q4 2018-19
30.21%	31.03%
14.06%	14.73%
51.82%	50.09%
3.91%	4.15%
100.00%	100.00%



Financial Results for Quarter / Year ended 31st March 2022



SALES BREAKUP – STANDALONE- FOR FULL YEAR FY 2021-22

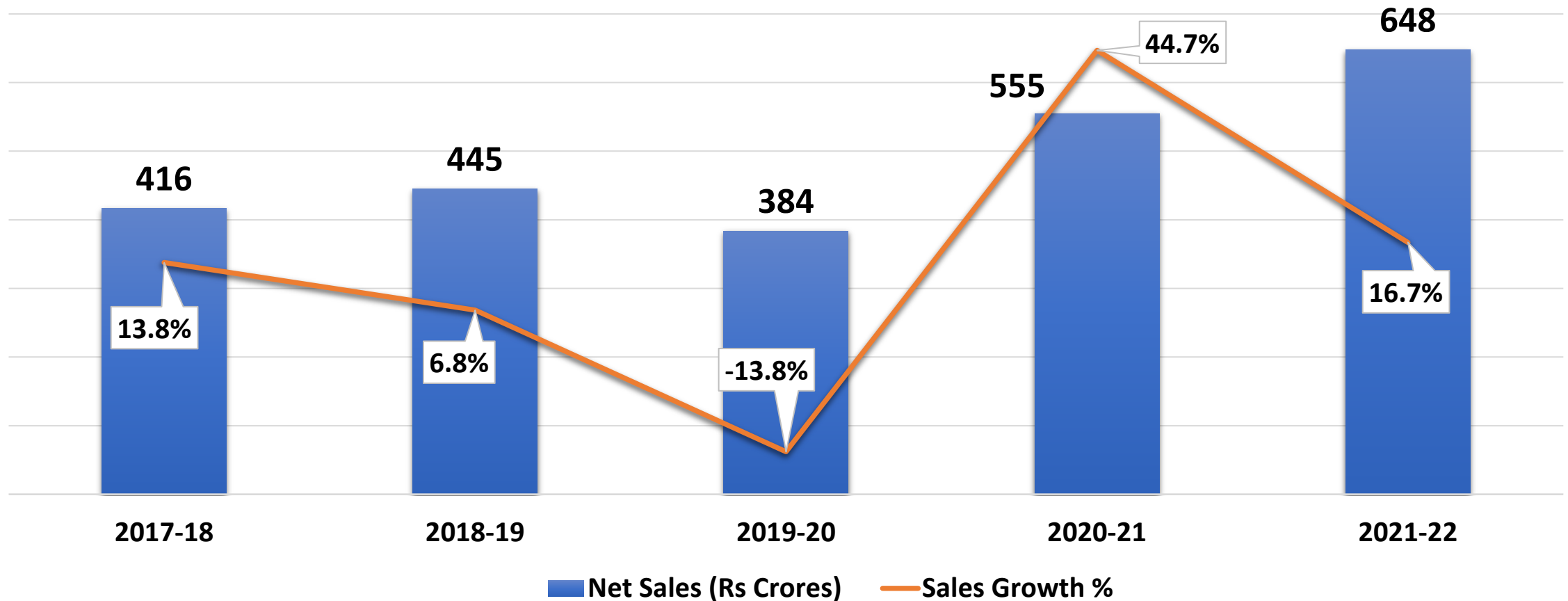
(In Rs. Crores)

	12 Months' 2021-22	12 Months' 2020-21	GROWTH	12 Months' 2019-20	12 Months' 2018-19
COOKERS	785.98	600.59	31%	596.00	645.71
COOKWARE	416.72	332.19	25%	292.00	301.61
APPLIANCES	1231.11	1011.27	22%	975.00	949.84
OTHERS	98.34	89.00	10%	74.00	70.86
TOTAL	2532.15	2033.05	25%	1937.00	1968.02

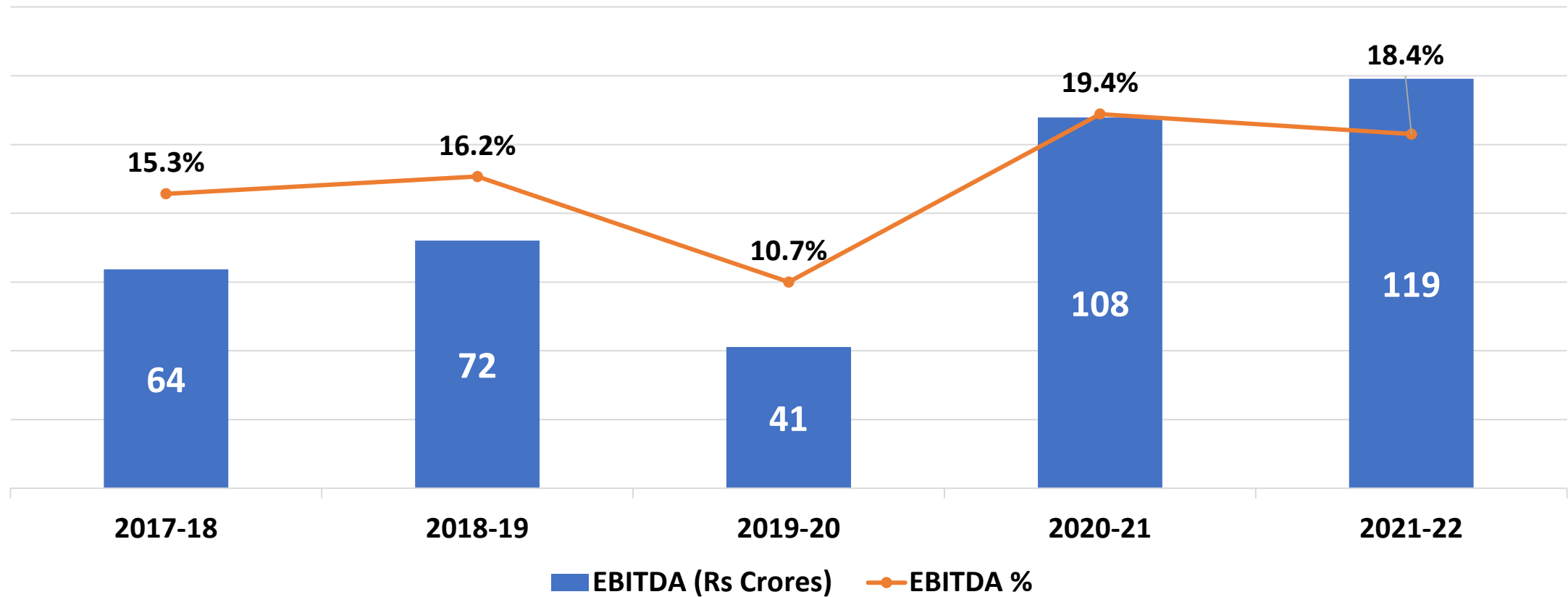
PROPORTION TO SALES	12 Months' 2021-22	12 Months' 2020-21
COOKERS	31.04%	29.54%
COOKWARE	16.46%	16.34%
APPLIANCES	48.62%	49.74%
OTHERS	3.88%	4.38%
TOTAL	100.00%	100.00%

12 Months' 2019-20	12 Months' 2018-19
30.77%	32.81%
15.07%	15.33%
50.34%	48.26%
3.82%	3.60%
100.00%	100.00%

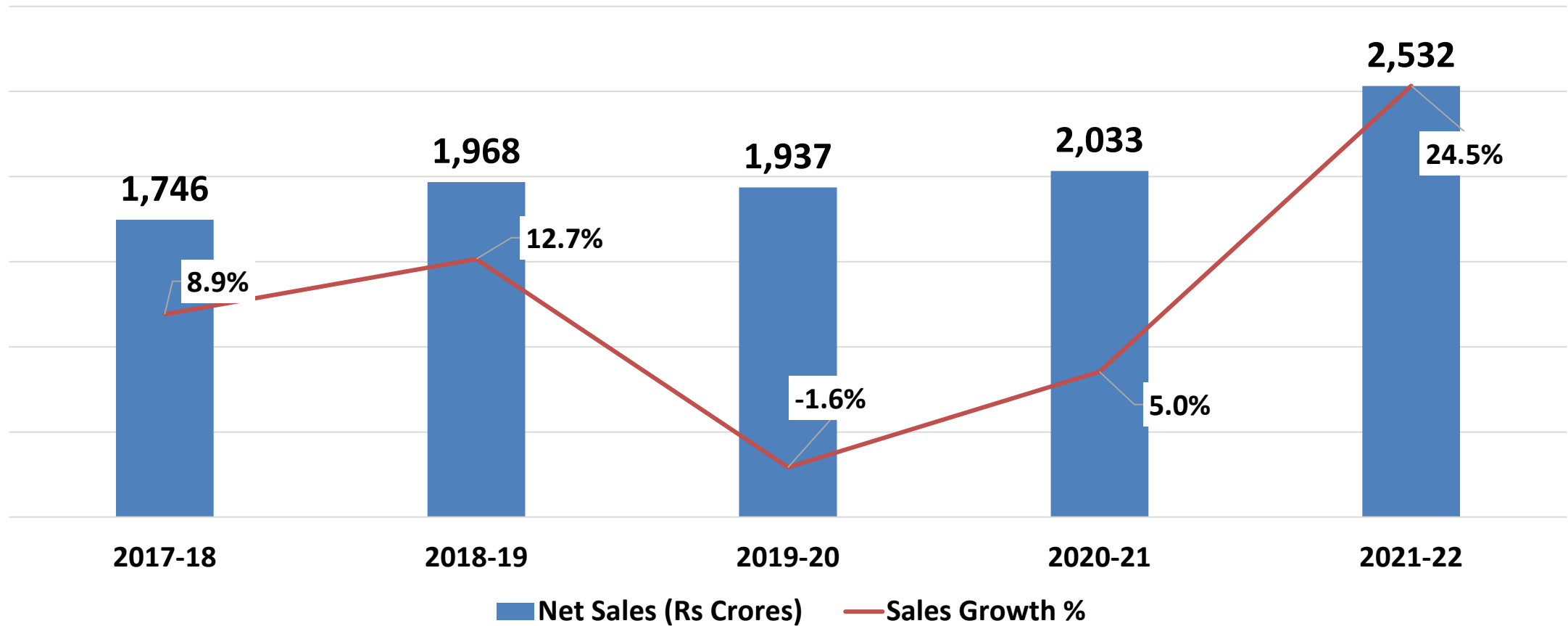
Q4 Top line over 5 years (Standalone)



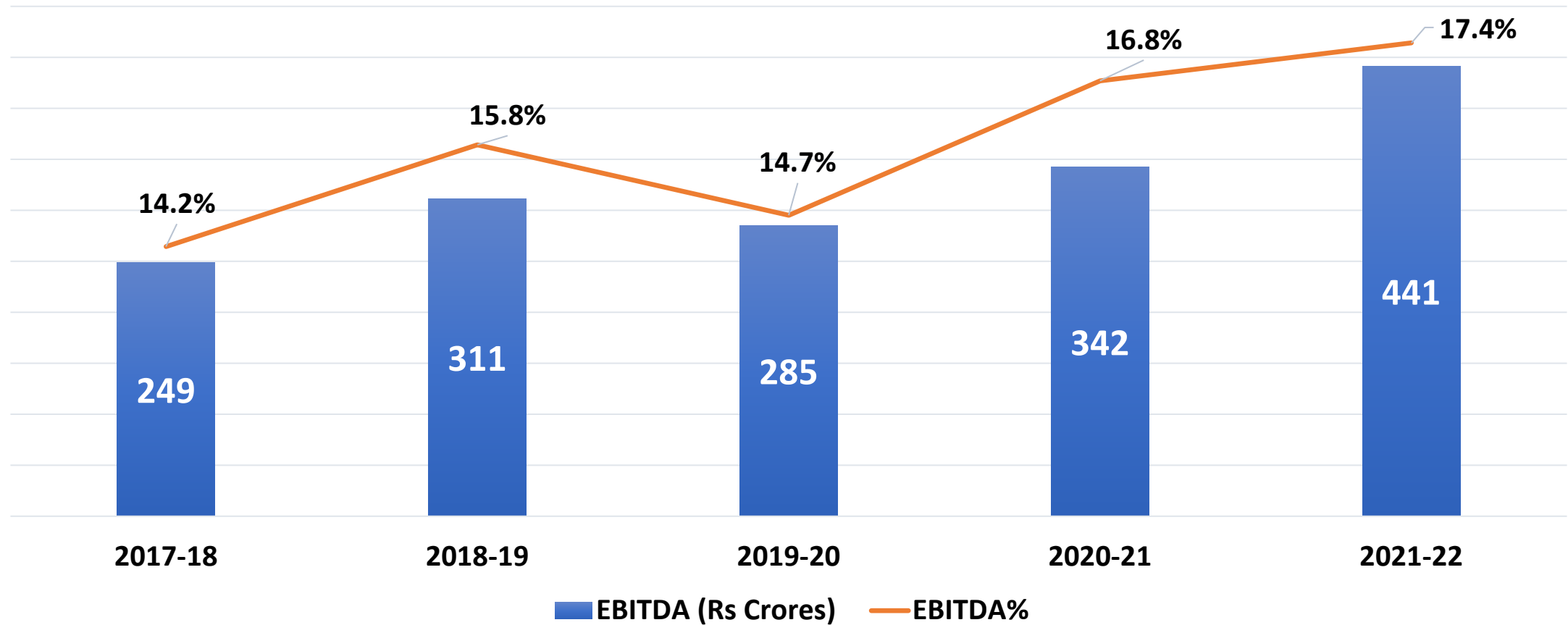
Q4 EBITDA over 5 years (Standalone)



Full year Top line over 5 years (Standalone)



Full year EBITDA over 5 years (Standalone)





UK SUBSIDIARY – HORWOOD HOMEWARES LTD

- Horwood achieved a sale of £4.9 million (PY £4.8 million) in Q4.
- Full year sales was £18.8 million (PY £16.2 million) a growth of 16% against the backdrop of Brexit, COVID-19 pandemic, and geo-political tensions.
- Operating EBITDA for the year was £2.0 million (PY £1.6 million) a creditable increase of 25% in spite of global supply chain issues and steep increase in key commodity prices.
- The subsidiary introduced new products and strengthened its presence in the online channels during the year which helped it perform better than most of its peers and achieve a better profitability over the previous year.
- During the year, the subsidiary migrated to a new ERP system to support the expansion of the business. This is expected to further improve the operational efficiencies resulting in better customer experience in the coming years.
- The commodity price increase in general and fuel price increase in particular due to geo-political tensions and related sanctions did have major impact on the cost of its global sourcing and operating margins. All efforts are being taken to mitigate the cost increases.



GOING FORWARD

- As the Company is in the home and kitchen appliance domain, the hybrid mode of working preferred today by most of the service industries may support the need for improving kitchens and replacing appliances and thus support the demand for such products.
- The improvement in the real estate sector, rise in demand on account of gifting during marriage and other occasions which was subdued due to restrictions on gatherings, may further support the demand.
- The revival of the travel and hospitality industry will trigger more employment opportunities yielding a larger customer base.
- The extended geo-political crisis is a major concern and may drive the commodity prices upwards increasing the manufacturing cost. The Company took price increase in Apr 2022 in some of the key products to offset escalations in in-put costs. Recent reduction in duties on fuel, reduction in import duties on essentials and export restriction on wheat, sugar etc., can ease the pressure on final private consumption



GOING FORWARD (Continued...)

- The Company, as always, focuses on improvement in efficiencies and management of critical costs to maintain EBITDA margins at a healthy level.
- The company has slated for launch around 33 new SKUs during Q1 of FY 23.
- Exports outlook remains positive subject to improvement in the logistics issues.



SAFE HARBOUR

THIS PRESENTATION MAY CONTAIN CERTAIN STATEMENTS WHICH ARE FUTURISTIC IN NATURE. SUCH STATEMENTS REPRESENT THE INTENTIONS OF THE MANAGEMENT AND THE EFFORTS BEING PUT IN BY THEM TO REALIZE CERTAIN GOALS. THE SUCCESS IN REALIZING THESE GOALS DEPENDS ON VARIOUS FACTORS BOTH INTERNAL AND EXTERNAL. THEREFORE, THE INVESTORS ARE REQUESTED TO MAKE THEIR OWN INDEPENDENT JUDGMENTS BY CONSIDERING ALL RELEVANT FACTORS BEFORE TAKING ANY INVESTMENT DECISION.

New Launches – Q4 / FY 21-22



Kitchenware

CUPRUS COOKWARE



TRI PLY TOPE COOKWARE



Appliances

Svachh Duo Gas Stove



Mixer Grinder



Kitchen Hood



Kettles



CleanHome

Spin MOP & Stick MOP



Thank
you

