

**TTK PRESTIGE LIMITED**  
**GIST OF INFORMATION TO BE SHARED WITH ANALYSTS**  
**1<sup>ST</sup> QUARTER 2017-18**

**GENERAL BACKDROP FOR Q1 OF FY 2017-18**

**A. GENERAL ECONOMY**

- Save for some parts of south, the monsoon has been active in the rest of the country
- Just as the consumption was recovering post-demonetisation, the introduction of GST caused disruption in June 17
- The disruption was in the form of de-stocking by trade and deferment of consumption at the end level.
- Consumer sentiment continued to be sluggish

**B. SPECIFIC TO COMPANY**

- Company registered double digit growth in April and May 2017 - a cumulative of 12.5% over previous year
- Reeling under GST disruption, June 2017 witnessed a drop of 11.2% as compared to previous year.
- Prestige Smart kitchen Retail Network registered impressive sales growth even in June 2017
- Except for some parts of southern region, all other Regions registered growth.
- E-commerce business continues to grow at a rapid pace.
- Notwithstanding transitional GST impact, the EBIDTA margin was maintained at 12.4%
- The company concluded agreements for encashing its rights accruing under Property Development
- UK subsidiary performance is largely static due to Brexit impact, but remains profitable

**KEY PERFORMANCE HIGHLIGHTS OF 1st QUARTER ENDED 30th JUNE 2017. (AS COMPARED TO Q1 OF PREVIOUS YEAR)**

- Domestic Sales Grew by 3.37% from Rs.356.26 Crs to Rs.368.04 Crs.
- Exports grew from Rs.6.55 Crs to Rs.9.11 Crs.
- Total Sales grew by 3.95% from Rs. 362.81 crs to Rs.377.15 Cr
- EBIDTA before exceptional items stood at Rs.46.69 Crs as against Rs.45.07Crs
- EBIDTA margin before exceptional items was almost stable at 12.4%
- There was an exceptional income of Rs.128.96 crores, representing the Income from sale or property/property rights (after accounting and setting off of expenses and the book value of the assets )
- Net Profit after tax and exceptional expenses was Rs.134.27 (PY Rs.24.2Cr.)
- EPS (before exceptional items) stood at Rs. 23.19 as against Rs.22.13 in Q1 of 16-17
- The Consolidated EBIDTA margin was 12.14% (PY Q1 12.24%)
- The consolidated EPS before considering exceptional items stood at Rs.24.35 as against the Standalone number of Rs.23.19

## KEY BUSINESS FACTS FOR Q1 OF 2017-18

- Growth in value added items was impressive
- Overall growth was more impressive in Non South Markets
- Company carried out an extensive GST education campaign among its vendors and dealers which checked trade de-stocking
- Demand for entry-level products continues to be sluggish
- No of PSKs at the end of June 533. There was a net addition of 2 Stores during the Quarter
- Company introduced 18 SKUs during the quarter under report
- The company announced buy-back of 1 lakh shares at Rs.7000 per share. This was completed in August 2017
- The company carried a free cash of Rs. 128 crores as of end June 2017

## SALES BREAK UP (RS CRORES)

	Q1 2017-18	Q1 2016-17	GROWTH
COOKERS	137	128	7%
COOKWARE	55	58	-5%
APPLIANCES	171	163	5%
OTHERS	14	14	0%
TOTAL	377	363	4%

PROPORTION TO SALES	Q1 2017-18	Q1 2016-17
COOKERS	36.3%	35.3%
COOKWARE	14.6%	16.0%
APPLIANCES	45.4%	44.9%
OTHERS	3.7%	3.9%
TOTAL	100.0%	100.0%

## GOING FORWARD

- Good monsoon should bring in cheers in the coming quarters especially in the north markets.
- Trade is gradually adjusting to the GST regime, and normalcy is expected during Q2.
- July 2017 performance was encouraging, with volume growths in most of the categories.
- Overall impact of GST on the Company was largely neutral and MRPs were maintained at pre-GST levels
- Around 80 more skus are slated for launch during the rest of the year including special branded SKUs for select rural markets
- The company has a positive outlook for the rest of the year