

# TTK Prestige LIMITED



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[www.ttkprestige.com](http://www.ttkprestige.com) CIN : L85110TZ1955PLC015049

August 12, 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 for the quarter ended 30<sup>th</sup> June 2019.

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.

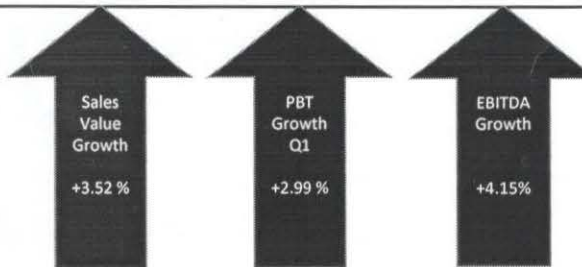
Thanking you,

Yours faithfully,  
For TTK Prestige Limited,

  
K. Shankaran  
Director & Secretary

**TTK PRESTIGE LIMITED**  
**GIST OF INFORMATION TO BE SHARED WITH ANALYSTS - Q1 of FY 2019-20**

**HIGHLIGHTS OF PERFORMANCE (STANDALONE)**



**GENERAL BACKDROP FOR Q1 OF FY 2019-20**

**A. GENERAL ECONOMY**

Economic slowdown witnessed in Q4 of FY 19 continued in Q1 of FY 20 also

Rural Demand situation further worsened

The slow down which affected the Automobile sector initially, percolated to discretionary consumer segments

Monsoon did not pick up as expected during the quarter, leading to delay in sowing

E-Commerce channel activities stabilized

Large Format Stores accommodating more brands at lower price points

**B. SPECIFIC TO COMPANY**

Slowdown in Rural Demand impacted the key thrust area of the company

Trade Policy tightened in off-line markets to improve working capital efficiencies and streamline promotional benefits

Broad based presence in modern format stores to derisk dependence on a few players

Delayed monsoon and tightened trade policies had some impact in off-line channels in some markets, though transient

E-Commerce contribution continued to grow strongly

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 QUARTER ENDED 30th June 2019**

**( AS COMPARED TO Q1 OF PREVIOUS YEAR)**

Domestic Sales Grew by around 6% from Rs.403 Crs to Rs.421 Crs

Export Sales down by around 16% from Rs.15.5 Crs to Rs.13 Crs.

Total Sales grew by around 4% from Rs. 418 Crs to Rs.434 Crs

EBITDA grew by 4% from Rs.60.15 Crs to Rs.62.65 Crs

EBITDA margins was around 14.5%

Profit before Tax grew by 3% from Rs.53.59 Crs to Rs.55.20 Crs.

Profit after Tax grew by about 2% from Rs. 35.90 Crs to Rs.36.47 Crs

EPS stood at Rs.26.31 (PY Q1 25.90)

Consolidated turnover grew by 3% from Rs.448.58 Crores to Rs.461.20 Crores

Consolidated Profit- After Tax stood at Rs.35.81 Crores (PY Q1 Rs.35.49 Cr)

Consolidated EPS was Rs. 25.84

**KEY BUSINESS FACTS FOR Q1 OF 2019-20**

Introduced 35 new SKUs during the quarter

Cleaning Solutions business continues to grow well

Growth in Appliances was better than Traditional categories

E-commerce recorded very good growth after a period of lull in the preceding quarter

Prestige Xclusive chain strength stood at 574 contributing significantly to total sales.

The company continues to carry substantial free cash

**SALES BREAK UP (RS Crs)-STANDALONE**

	Q1 2019-20	Q1 2018-19	GROWTH
COOKERS	139.87	150.09	-7%
COOKWARE	64.58	61.42	5%
APPLIANCES	215.06	194.8	10%
OTHERS	14.09	12.56	12%
TOTAL	433.6	418.87	4%

PROPORTION TO SALES	Q1 2019-20	Q1 2018-19
COOKERS	32.26%	35.83%
COOKWARE	14.89%	14.66%
APPLIANCES	49.60%	46.51%
OTHERS	3.25%	3.00%
TOTAL	100.00%	100.00%

**UK SUBSIDIARY - HORWOOD**

The uncertain Economic Conditions continue to affect business

First quarter performance in accordance with plans

New Product category "Smidge" receiving good response

Better performance as compared to peers

**GOING FORWARD**

New capacities will become operational in Q2

Recovery in monsoon is expected to prop-up demand in the following quarters

More number of new SKUs will be launched in Q2/Q3.

Revised Trade Policies expected to improve quality of the business