

TTK Prestige LIMITED



Corporate Office: 11th Floor, Brigade Towers, 135, Brigade Road, Bangalore – 560 025. INDIA
Phone: 91-80-22217438/39, Fax: 91-80-22277446, E-mail: ttkcorp@ttkprestige.com
www.ttkprestige.com CIN : L85110TZ1955PLC015049

October 24, 2017

Bombay Stock Exchange

National Stock Exchange

Dear Sir,

Sub: Data to be shared with Analysts

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
K. Shankaran
Director & Whole-time Secretary
DIN: 00043205

A  Group Company

(Registered Office: Plot No.38, SIPCOT Industrial Complex, Hosur – 635 126, Tamil Nadu. INDIA)

TTK PRESTIGE LIMITED

GIST OF INFORMATION TO BE SHARED WITH ANALYSTS - Q2 of 2017-18

GENERAL BACKDROP FOR Q2 OF FY 2017-18

A. GENERAL ECONOMY

Monsoon has been very active in most parts of the country
In spite of floods/ deficient rain in some regions, area under sowing for Agriculture was normal. Save for transitional GST Network glitches, business was by and large normal since August 2017
Consumer sentiment vastly improved just ahead of the festive season
Non-traditional channels were more buoyant than traditional trade channels.

B. SPECIFIC TO COMPANY

All the regions performed well during the quarter though non-south was more buoyant.
All product categories witnessed growth- more so appliances.
Introduced ' Judge' brand in select product categories to tap income segments hitherto unaddressed.
Notwithstanding one time transitional costs due to GST, EBIDTA margin maintained at a healthy level
Completed buyback of 100,000 shares at an outflow of Rs.70 crores.
Free-cash at the end of Q2 after buy-back was of the order of Rs.140 crores.
UK subsidiary performance continues to be subdued after Brexit, however remains profitable

KEY PERFORMANCE HIGH LIGHTS OF 2nd QUARTER ENDED 30th SEPTEMBER 2017 (AS COMPARED TO Q2 OF PREVIOUS YEAR)

Domestic Sales Grew by 14.04% from Rs.474.22 Crs to Rs.540.78Crs
Previous Year Q2 sales included excise duty and adjusted for this the real growth was 16.7% on a comparable base
Exports fell from 12.97 cr. To 7.83 Cr.
Total Sales grew by 12.6% from Rs.487.19 Crores to Rs. 548.61 Crores.
The sales growth on comparable base was 15.1%.
EBIDTA grew by 16.3% from Rs.58.51 crores to Rs. 68.05 Cr
EBIDTA margin stood at 12.40% (PY Q2 12.01%)
There was a onetime charge of Rs.10.53 Cr towards non recovery of part of indirect taxes embedded in the transition stock held by the Company and trade, consequent to introduction of GST.
EBIDTA margin before this one time charge stands at 14.32%
Net Profit after tax was Rs.41.89 Cr. (PY 35.39 Cr.)
EPS stood at Rs. 36.16 as against Rs.30.40
Consolidated sales was Rs. 580.60Crs as against 527.65Cr. of Previous year Q2.
Consolidated EPS stood at Rs.37.36 as against standalone number of Rs.36.16

KEY PERFORMANCE HIGH LIGHTS OF I HALF YEAR**(AS COMPARED TO FIRST HALF OF PREVIOUS YEAR)**

Domestic Sales Grew by 9.43% from Rs.830.47 Crs to Rs.908.82 Cr.

The growth on a comparable base was 12%.

Exports dropped from Rs. 19.52 Crs to Rs.16.94 Cr.

Total Sales grew by 8.91% from Rs. 850 Crs to Rs.925.76 Cr.

Total sales growth on a comparable base was 11.4%

Growth in Appliances was much better than Cooker and Cookware

EBIDTA before exceptional items was Rs.114.74 Cr. (PY I Half Rs.103.58Crs)

EBIDTA margin before exceptional items stood at 12.39% (PY 12.19%)

EBIDTA margin before the one-time charge on account of non-recovery of indirect taxes on the transition stocks

consequent to introduction of GST stood at 13.53% for the half year

Net Profit after tax and exceptional items was Rs.176.16Cr (PY Rs. 59.59Cr.)

EPS (before exceptional items) stood at Rs. 58.92 as against Rs.52.52 of PY

Consolidated Sales was Rs. 985.73 Cr (PY same period 926.06 Cr.)

Consolidated EPS before considering exceptional items stood at Rs.61.28 (PY I half 57.45)

KEY BUSINESS FACTS FOR Q2 OF 2017-18

All the Regions witnessed growth

All product categories registered good growth in volumes

Exports not growing as expected due to deferment of purchase plans of key buyers

All new introductions receiving good acceptance.

New category "Cleaning Solutions" have been growing well.

Initial response to Judge brand has been encouraging.

Improvement in non-urban penetration

Number of PSKs at the end of September was 539

Same store growth in PSKs encouraging

Non-traditional channels' contribution to sales is growing stronger

Significant reduction in inventories.

SALES BREAK UP (RS CRORES)

	Q2 2017-18	Q2 2016-17	GROWTH	1st Half 2017-18	1st Half 2016-17	GROWTH
COOKERS	184	174	6%	321	302	6%
COOKWARE	97	81	19%	152	139	9%
APPLIANCES	251	217	15%	422	381	11%
OTHERS	17	14	18%	31	28	11%
TOTAL	549	487	13%	926.00	850	9%

PROPORTION TO SALES	Q2 2017-18	Q2 2016-17	I Half 2017-18	I Half 2016-17
COOKERS	33.5%	35.7%	34.7%	35.5%
COOKWARE	17.7%	16.7%	16.4%	16.4%
APPLIANCES	45.7%	44.6%	45.6%	44.8%
OTHERS	3.1%	3.0%	3.3%	3.3%
TOTAL	100.0%	100.0%	100.0%	100.0%

GOING FORWARD

Good South-West monsoon and infrastructure investment likely to improve consumer sentiment

Notwithstanding pre-festive loading in Q2, Q3 is expected to see reasonable growth over Q3 of FY 2016-17.

New products expected to drive sales.

Better productivity expected to impact margins positively.