

TTK Prestige LIMITED



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www.ttkprestige.com CIN : L85110TZ1955PLC015049

October 24, 2018

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| 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

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,

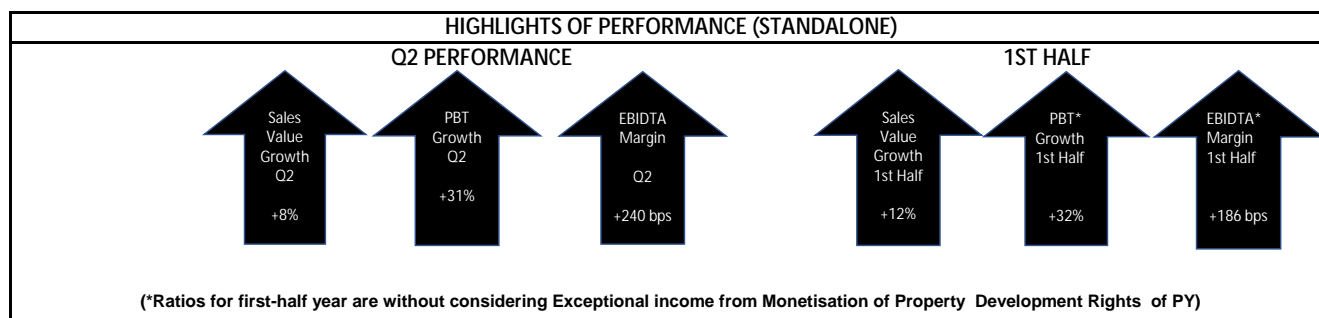
Yours faithfully,
For TTK Prestige Limited,

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

A **TTK 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 - Q 2/1st Half of FY 2018-19



GENERAL BACKDROP FOR Q2 OF FY 2018-19

A. GENERAL ECONOMY

Consumer sentiment was satisfactory notwithstanding natural calamities in some geographies

Monsoon has been overactive in some regions and deficient in some regions.

Kerala and parts of Karnataka severely affected by floods and landslides

Rural markets' response continue to be encouraging

High growth trend in online sales continues

Fuel inflation and rupee depreciation causing some concerns.

FY18-19 Q2 is not comparable to PY Q2 as festive billing/ primary trade replenishment post GST implementation boosted sales in Q2 of PY

B. SPECIFIC TO COMPANY

The company recorded the highest ever Q2 sales

The company recorded the highest ever EBIDTA for any quarter (without exceptional income)

Kerala and parts of Karnataka sales affected by floods

Except Kerala all other markets have recorded growth

Rural penetration continued to gain momentum.

Exports continued to show substantial growth for the second consecutive quarter

Rupee depreciation does not have material impact due to increasing exports and reducing dependence on imports

KEY PERFORMANCE HIGHLIGHTS OF 2nd QUARTER ENDED 30th September 2018

(AS COMPARED TO Q2 OF PREVIOUS YEAR)

Domestic Sales Grew by 6.5% from Rs.541 Crs to Rs.576 Crs

Exports grew by 95.4% from Rs.7.83Crs to Rs.15.30 Crs.

Total Sales grew by about 8% from Rs. 548 Crs to Rs.591 Crs

Onam season in Kerala accounts for 1/3rd of Kerala's annual sales which was severely affected due to floods; around Rs.15Cr sale lost

This loss of sale is expected to be recouped in the rest of the year as rebuilding activities expected to gain momentum.

EBIDTA before exceptional items grew by 28% from Rs.68 Crs to Rs.87 Crs

EBIDTA margin before exceptional items improved from 12.40% to 14.8%

Profit before Tax grew by about 31% from Rs.61 crores to Rs.80 crores.

Profit after Tax grew by about 29% from Rs. 42 Crs to Rs.54 Crs

EPS grew by about 29% from Rs.36.16 to Rs.46.55

KEY PERFORMANCE HIGHLIGHTS OF Half Year ENDED 30th September 2018

(AS COMPARED TO FIRST HALF OF PREVIOUS YEAR)

Domestic Sales Grew by 10.6% from Rs.909 Crs to Rs.1005Crs

Exports grew by 81.70% from Rs.16.94Crs to Rs.30.78 Crs.

Total Sales grew by about 12% from Rs. 926 Crs to Rs.1036Crs

EBIDTA before exceptional items grew by 28.60% from 114.74crores to Rs.147.56 Crs

EBIDTA margin before exceptional items improved from 12.39% to 14.25%

Profit before Tax (before exceptional items) grew by about 32% from Rs 101.42 Crs to Rs.133.8r Crs

Profit after Tax (before exceptional items) grew by about 31% from Rs. 68.46 Crs to Rs.89.67 Crs

EPS (before exceptional items) grew by 31.74% from Rs.58.93 to Rs.77.63

KEY BUSINESS FACTS FOR Q2 OF 2018-19

Introduced 24 newSKUs during the quarter
 Cleaning Solutions business performance is encouraging
 Online & Rural Channels continue to contribute significantly to totals
 Prestige Xclusive chain strength 556 contributing significantly to total sales.
 Plans for deeper penetration into non-south markets are under implementation
 Improved capacity utilisation across plants.
 Capacity expansion activities are going on
 The company carried a free cash of Rs. 245 crores as of end Sept 2018

SALES BREAK UP (RS CRORES)

| | Q2 2018-19 | Q2 2017-18 | GROWTH | 1st Half 2018-19 | 1st Half 2017-18 | GROWTH |
|--------------|---------------|---------------|-----------|---------------------|---------------------|------------|
| COOKERS | 206 | 185 | 11% | 367 | 322 | 14% |
| COOKWARE | 95 | 97 | -2% | 161 | 152 | 6% |
| APPLIANCES | 270 | 251 | 8% | 473 | 423 | 12% |
| OTHERS | 20 | 15 | 33% | 35 | 29 | 21% |
| TOTAL | 591 | 548 | 8% | 1036 | 926 | 12% |

| PROPORTION TO SALES | Q2 | | 1st Half | |
|------------------------|---------------|---------------|---------------|---------------|
| | 2018-19 | 2017-18 | 2018-19 | 2017-18 |
| COOKERS | 34.9% | 33.8% | 35.4% | 34.8% |
| COOKWARE | 16.1% | 17.7% | 15.5% | 16.4% |
| APPLIANCES | 45.7% | 45.8% | 45.7% | 45.7% |
| OTHERS | 3.4% | 2.7% | 3.4% | 3.1% |
| TOTAL | 100.0% | 100.0% | 100.0% | 100.0% |

UK SUBSIDIARY - HORWOOD

Subdued sales trend continued in Q2 also as Brexit uncertainties continue to haunt the markets
 First Half sales was almost flat as compared to previous year I half
 Remains profitable at EBIDTA LEVEL
 Better performance as compared to peers

GOING FORWARD

Kerala market is picking up since late September 2018 and it is expected that the sales lost in Q2 would be recovered in the 2nd Half.
 Over 30 skus are slated for launch in Q3/Q4
 Monsoon Impact and Government's focus on Agriculture/Rural sectors are expected to generate better demand
 Company has a positive outlook for the rest of the year.