

TTK Prestige LIMITED



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www.ttkprestige.com CIN : L85110TZ1955PLC015049

July 25, 2018

Bombay Stock Exchange

National Stock Exchange

Dear Sir,

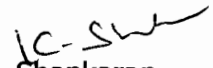
Sub: Data to be shared with Analysts for the quarter ended 30th June 2018.

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,

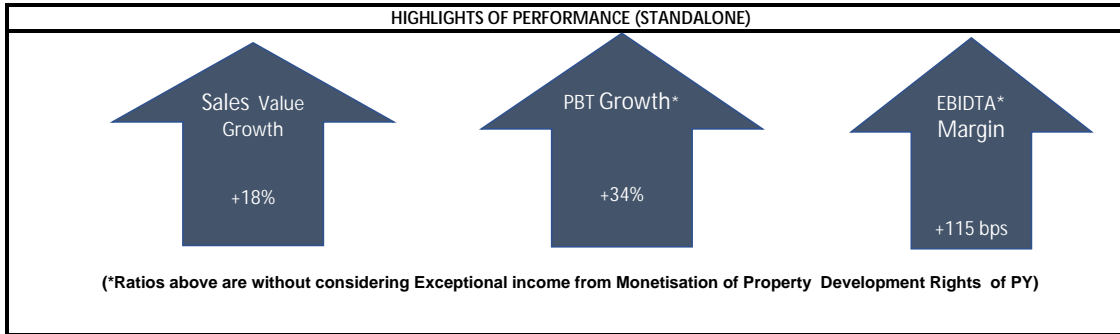
Yours faithfully,
For TTK Prestige Limited,


K. Shankaran
Director & Secretary

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 - Q 1 of FY 2018-19



GENERAL BACKDROP FOR Q1 OF FY 2018-19

A. GENERAL ECONOMY

Onset and progress of monsoon was generally encouraging.
Rural spends arising out of Government Budgets boosting rural economy
Improvement in general consumer sentiment
Some concerns on account of general inflation and rupee depreciation
Online channels continue to have impressive growth.
Rural markets performing better than urban markets.

B. SPECIFIC TO COMPANY

The company recorded the highest ever Q1 sales
The company recorded the highest ever Q1 EBIDTA
All The regions grew well
All categories registered double-digit growth in volume and value
Cookers and cookware have bounced back with high double digit growths
Rural penetration continued to gain momentum.
Export business back to growth
After a long-gap of 4 years Tamil Nadu & Kerala markets back to double-digit growth trajectory

**KEY PERFORMANCE HIGH LIGHTS OF 1st QUARTER ENDED 30th JUNE 2018
(AS COMPARED TO Q1 OF PREVIOUS YEAR)**

Domestic Sales Grew by 16.60% from Rs.368.04 Crs to Rs.429.12 Crs
Exports grew by 70% from Rs.9.11Crs to Rs.15.48 Crs.
Total Sales grew by about 18% from Rs. 377.15 Crs to Rs.444.60 Crs
EBIDTA before exceptional items grew by 29% from 46.7 crores to Rs.60.2 Crs
EBIDTA margin before exceptional items improved from 12.38% to 13.53%
Profit after Tax (before exceptional items) grew by about 33% from Rs.27.2 Crs to Rs.35.9Crs
EPS (before exceptional items) grew by 34% from Rs.23.19 to Rs.31.08

KEY BUSINESS FACTS FOR Q1 OF 2018-19

Introduced 26 SKUs during the quarter
Cleaning Solutions business encouraging
Initiated steps to increase the coverage of Prestige Xclusive format
Initiated steps to further penetrate non-south markets
Concluded long-term settlement with the workmen in Uttarakhand Unit.
Improved capacity utilisation across plants.
Company has started capacity expansion activities
Launched all new brand campaign with Ms.Vidya Balan as Brand Ambassador. Campaign well received.
The company carried a free cash of Rs. 255 crores as of end June 2018

SALES BREAK UP (RS CRORES)

	Q1 2018-19	Q1 2017-18	GROWTH
COOKERS	161	137	18%
COOKWARE	66	55	20%
APPLIANCES	205	173	18%
OTHERS	13	12	8%
TOTAL	445	377	18%

PROPORTION TO SALES	Q1 2018-19	Q1 2017-18
COOKERS	36.2%	36.3%
COOKWARE	14.8%	14.6%
APPLIANCES	46.1%	45.9%
OTHERS	2.9%	3.2%
TOTAL	100.0%	100.0%

UK SUBSIDIARY - HORWOOD

While April 2018 saw a double digit growth there was stagnation in May and June due to local economic conditions.

Horwood performed better than its peers in difficult local volatile economic climate.

Q1 sales amounted to GBP 3.2 million registering a 3% growth; higher than UK GDP growth. Remains profitable at EBITDA level

Volatility is expected to ease in the rest of the year.

GOING FORWARD

Around 70 new SKUs slated for launch in Q2 and Q3

Monsoon Impact and Government's focus on Agriculture/Rural sectors bound to generate better demand

Company has a positive outlook for the rest of the year.