

## TTK PRESTIGE LIMITED

GIST OF INFORMATION TO BE SHARED WITH ANALYSTS - Q2 2015-16

### GENERAL BACKDROP FOR Q2 OF FY 2015-16

#### A. GENERAL ECONOMY

General consumer sentiment continued to be sluggish.

E-tailing drew more consumer attention but less disruptive

Deficit in monsoon continues to plague many parts of the country especially non-urban markets.

Global economic scenario continues to be discouraging and adversely impacting exports

#### B. SPECIFIC TO COMPANY

Got back to double digit growth in domestic market i.e.10.5%

In general most markets saw improvement towards during the quarter

Gross &EBIDTA margins improved as compared to Q1 as well as YOY .

Company continues to be debt-free and carries sizable free cash.

### KEY PERFORMANCE HIGH LIGHTS OF 2nd QUARTER ENDED 30th SEPTEMBER 2015

( As compared to Q2 of Previous year)

Domestic Sales Grew by 10.5 % from Rs. 382 Crs to Rs. 422 Crores. Highest ever Q2 sales.

Exports saw a marginal drop of 0.61 crores from Rs.9.16 crores to 8.55 crores.

Total Sales grew by 9.95 % from Rs.391.41 Crs to Rs. 430.34 Crores.

The Appliances category witnessed substantial growth (16% in terms of value)

EBIDTA before exceptional items grew by 20.6% from Rs.45.44 crores to Rs.54.79 crores

EBIDTA margin before exceptional items stood at 12.73% as against 11.61% of Previous Year Q2

Net Profit after tax and exceptional expenses was Rs34.04 Cr (PY 27.98 Cr.)

EPS stood at Rs29.24 as against Rs. 24.04 in Q2 of 2014-15

### KEY PERFORMANCE HIGH LIGHTS FOR I HALF YEAR

(As compared to I half of Previous Year)

Sales for the First Half Grew by7% from Rs.735.60 Cr to 786.88 Cr.

Domestic sales Grew by 8.6% from 710 Cr to Rs.771 Cr.

Exports dropped from 25.52 to Rs.16.32 Cr.

EBIDTA before exceptional items grew by 8.9% from 87.69 Cr to 95.47 Cr recorded in the previous year

EBIDTA Margin (before exceptional items) improved from 11.92% in 14-15 to 12.13%

Net Profit after Tax for the I half year was Rs.56 Crs (PY Rs.54.50 Crs) after VRS expense(net of tax) Rs.3.49Crs

### KEY BUSINESS FACTS FOR Q2 OF 2015-16

Non South Markets grew well .

South Markets continued to be sluggish

New product/New Model launches received favourably by the market.

Exports market is yet to see the brighter side.

The number of PSKs at the end of September was 559 spread across 303 towns

Long-term settlement reached at Hosur unit with improved productivity

**SALES BREAK UP (RS CRORES)**

	Q2 2015-16	Q2 2014-15	GROWTH	1st Half 2015-16	1st Half 2014-15	GROWTH
COOKERS	160	145	10%	290	270	7%
MICROWAVE COOKERS	1	3	-67%	2	14	-86%
COOKWARE	76	74	3%	140	130	8%
APPLIANCES	180	155	16%	329	295	12%
OTHERS	13	14	-7%	26	27	-4%
TOTAL	430	391	10%	787	736	7%

PROPORTION TO SALES	Q2 2015-16	Q2 2014-15	I Half 2015-16	I Half 2014-15
COOKERS	37.2%	37.1%	36.8%	36.7%
MICROWAVE COOKERS	0.2%	0.8%	0.3%	1.9%
COOKWARE	17.7%	18.9%	17.8%	17.7%
APPLIANCES	41.9%	39.6%	41.8%	40.1%
OTHERS	3.0%	3.6%	3.3%	3.7%
TOTAL	100.0%	100.0%	100.0%	100.0%

**GOING FORWARD**

Well-spread out festive season in Quarter 3 is a favourable factor.  
 Deficiency in monsoon may have an impact on quantum of festive spending  
 Commodity price trends can have favourable impact on margins.  
 Recent launch of new products/models can favourably influence consumer interest