

TTK Prestige LIMITED



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www.ttkprestige.com CIN : L85110TZ1955PLC015049

July 28, 2022

National Stock Exchange "Exchange Plaza", C-1, Block G, Bandra- Kurla Complex, Bandra (E), Mumbai – 400 051.	BSE Limited 27th Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001.
Scrip Symbol : TTKPRESTIG	Scrip Code : 517506

Dear Sir,

Sub: Data to be shared with Analysts for the first quarter ended June 30, 2022

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
Wholetime Director & Secretary



TTK PRESTIGE LIMITED



**Gist of Information to be shared
with Analysts**

Quarter Ended 30th June 2022

RECENTLY LAUNCHED INNOVATIONS



Triply Svachh Pressure Cooker with Spillage Control Lid and Unique Pressure Indicator



Flip-on Hard Anodised Svachh Pressure Cooker



Cuprus Non-stick Cookware with Anti Bacterial Coating



Svachh Duo Gas Stove with Revolutionary Easy Clean Design



Endura Mixer - Knead, Chop, Mix, Grind and Store



Multi Purpose Appliance that Boils, Steams and More



Follow 'TTK Prestige' on



*Jo apnon se kare pyaar, woh
Prestige se kaise kare inkaar.*



GENERAL BACKDROP FOR Q1 OF FY 2022-23

A. GENERAL ECONOMY

- The economy continued to be under stress during the quarter with the extended geo-political crisis.
- The inflation has been on rise across the global with unprecedented increase in fuel and other key commodity costs across the world.
- The inflation in India is controlled much better than some of the developed countries.
- The pressure on consumer spending due to inflation as well as availability of alternate avenues for spending like travel and tourism
- The recovery in contact-intensive sectors such as travel, entertainment and dining among others as the pandemic abated, supported the economy even as high inflation took a toll on some consumer sectors like Domestic kitchen and home appliances.



GENERAL BACKDROP FOR Q1 OF FY 2022-23

A. GENERAL ECONOMY (Continued ...)

- Though the inflation pressure was felt more at the low-income households, the impact was minimum at the mid and high-income group.
- All Channels were active throughout the quarter though the e-commerce was going through a churn with various regulatory requirements as well as re-emergence of offline channels and inventory build-up at the channel level.
- The commodity price increase that continued during the first half of the quarter, started softening during the latter part of the quarter.
- Automobile sector had shown sign of revival in Q1 FY23 with the government taking significant measures to ease the inflationary pressure by reducing the duties on petrol and diesel.
- Export remained robust though the impact of the global recession is having an impact on its expected growth. Logistics costs continue to be high as well.



GENERAL BACKDROP FOR Q1 OF FY 2022-23

B. SPECIFIC TO COMPANY

- During the quarter all the channels were active and contribution to the total sales of the Company by and large remained similar to contribution seen in the previous quarter i.e. Q4 of FY22.
- The increase in commodity prices softened to some extent by end of the quarter though inflation on other items is a cause for concern.
- The impact of the softened commodity prices will only be felt by end of Q3 due to inventory on hand at higher prices.
- The company continues to maintain healthy margins through improvement in efficiencies.
- Exports are a bit stressed because of recessionary trends in the developed markets and the geo-political situation.



KEY PERFORMANCE HIGHLIGHTS OF 1ST QUARTER ENDED 30TH JUNE 2022 (AS COMPARED TO Q1 OF PREVIOUS YEAR)

- Domestic Sales grew by 71.6% from Rs.336.50 Crores to Rs.577.47 Crores.
- Export Sales for the quarter grew by 9.0% from Rs 20.42 Crores to Rs.22.26 Crores.
- Total Sales grew by 68.0% from Rs.356.92 Crores to Rs.599.73 Crores.
- EBITDA was at Rs.89.61 Crores as compared to PY Rs.47.36 Crores; a growth of 89.2%
- EBITDA margin was around 14.9% (PY 13.3%)
- Profit before Tax is at Rs 77.67 Crores (PY Rs.36.62 Crores); a growth of 112.1%
- Profit after Tax is at Rs.57.63 crores (PY Rs.27.21 crores).
- EPS was at Rs.4.16 per equity share of face value Rs 1/- each (PY Rs.1.96)



KEY PERFORMANCE HIGHLIGHTS OF 1ST QUARTER ENDED 30TH JUNE 2022 (Continued....) (AS COMPARED TO Q1 OF PREVIOUS YEAR)

- Consolidated turnover grew by 56.8% from Rs.401.07 Crores to Rs.629.05 Crores.
- Consolidated Profit before Tax stood at Rs 73.11 Crores (PY Rs.40.74 Crores); a growth of 79.5%
- Consolidated Profit after Tax is at Rs 54.06 Crores (PY Rs.30.59 Crores)
- Consolidated EPS was at Rs.3.85 (PY Rs.2.21).



KEY BUSINESS FACTS FOR Q1 OF FY 2022-23

- The Company did well compared to Q1 of the previous year though it is not comparable as the previous year was impacted by the second wave of the Covid-19 pandemic. The normal comparable quarter is Q1 of FY 20. As compared to the normal Q1 of FY 20 the growth is in excess of 38% on sales and 43% on EBITDA which is reflective of the Company's robust brand and channel salience.
- Introduced 25 new SKUs during this quarter across all categories.
- New products launched during the quarter have been received well especially in the grinding appliances segment.
- Prestige Xclusive chain strength stood at 666 in 377 towns contributing significantly to total sales.
- Trade collections are robust meeting the trade norms of the company.



KEY BUSINESS FACTS FOR Q1 OF FY 2022-23 (Continued ...)

- The Company had to carry raw material inventory higher than norms during this quarter to hedge against the commodity price increase that was prevalent during the first half of this quarter.
- Long-term settlement was concluded at the Uttarakhand unit for a period of five years
- The company carries substantial free cash more than Rs 595 crores as at the end of the quarter even after deploying sufficient amounts in working capital for a cost-effective supply chain.



Financial Results for Quarter ended 30th June 2022



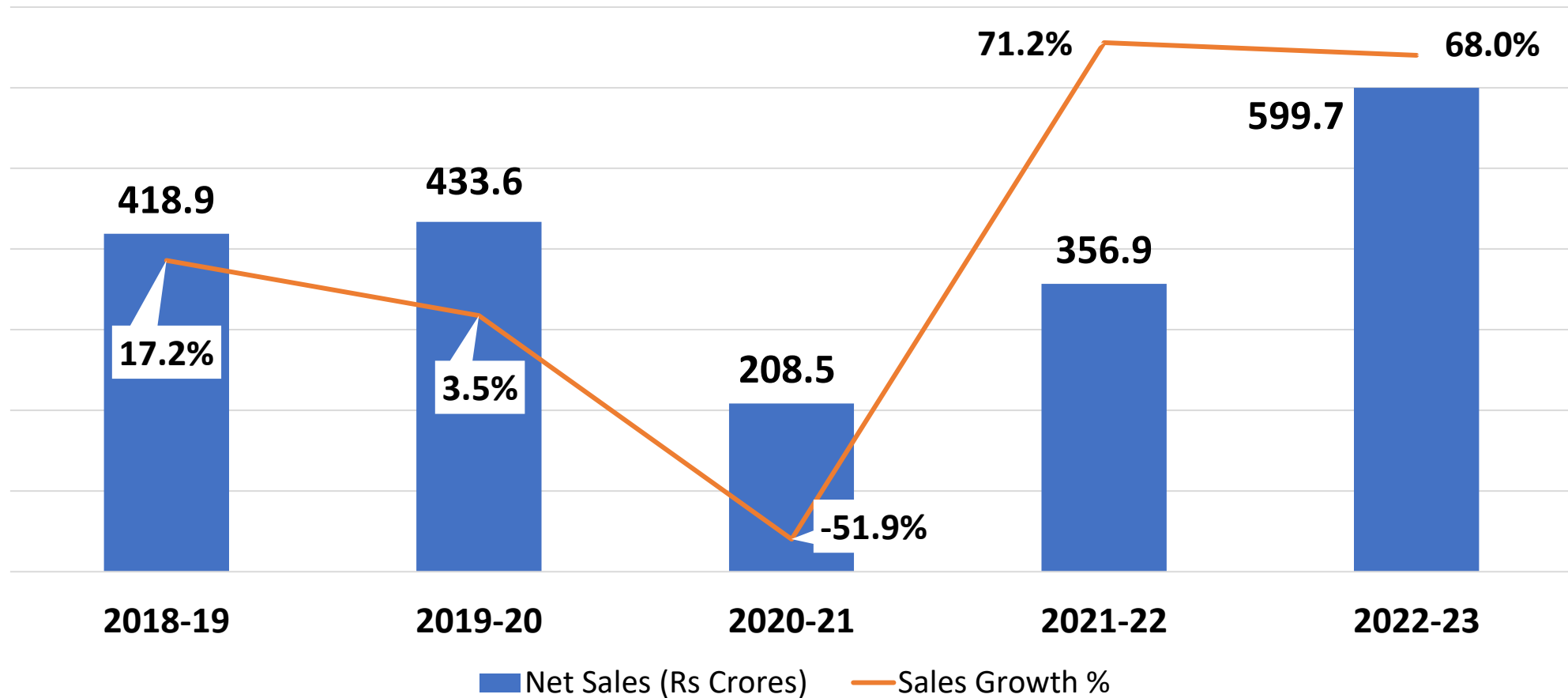
SALES BREAKUP – STANDALONE- FOR 1ST QUARTER FY 2022-23

(In Rs. Crores)

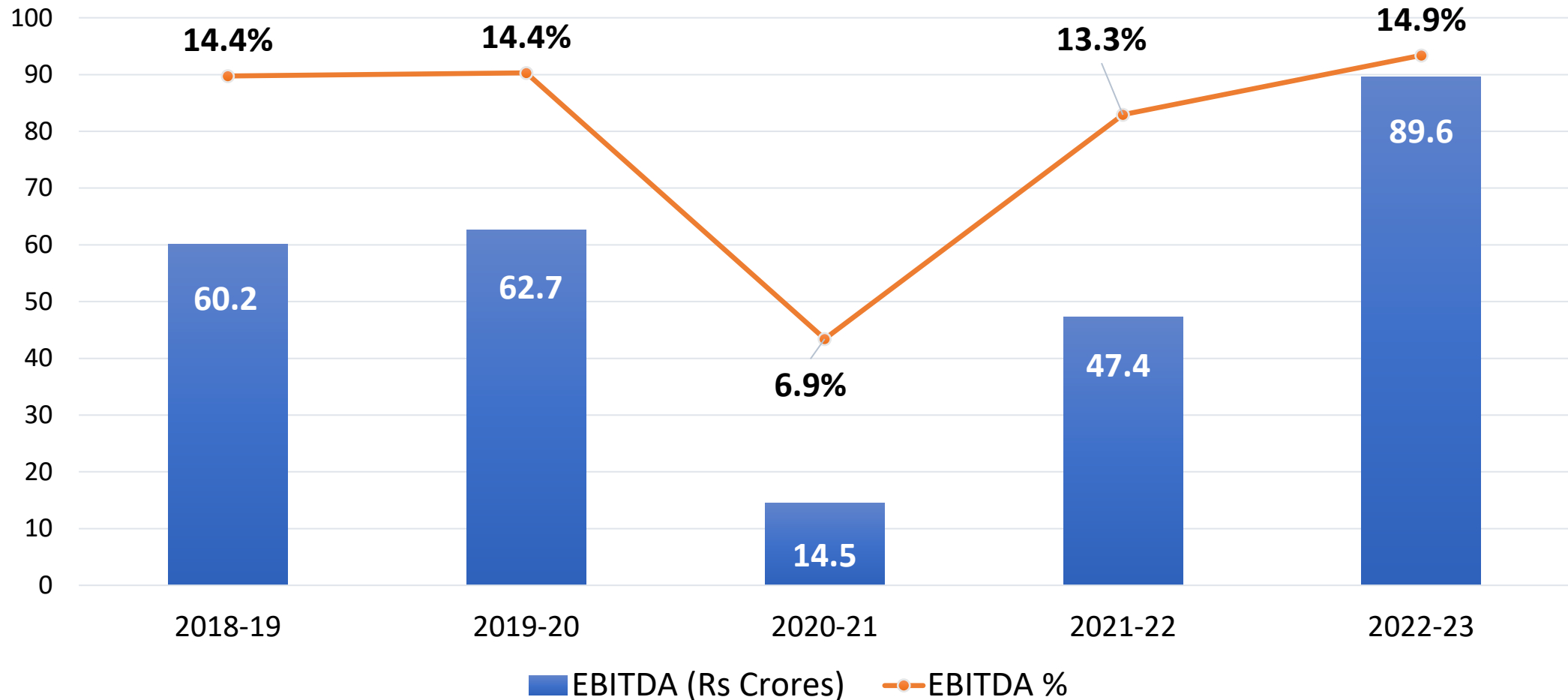
	Q1 2022-23	Q1 2021-22	GROWTH	Q1 2020-21	Q1 2019-20
COOKERS	194.08	104.03	87%	57.91	139.88
COOKWARE	105.64	68.89	53%	35.27	64.58
APPLIANCES	272.17	170.70	59%	105.56	212.49
OTHERS	27.84	13.30	109%	9.80	16.65
TOTAL	599.73	356.92	68%	208.54	433.60

PROPORTION TO SALES	Q1 2022-23	Q1 2021-22		Q1 2020-21	Q1 2019-20
COOKERS	32.36%	29.15%		27.77%	32.26%
COOKWARE	17.61%	19.30%		16.91%	14.89%
APPLIANCES	45.38%	47.83%		50.62%	49.01%
OTHERS	4.64%	3.73%		4.70%	3.84%
TOTAL	100.00%	100.00%		100.00%	100.00%

Q1 Top line over 5 years (Standalone)



Q1 EBITDA over 5 years (Standalone)





UK SUBSIDIARY – HORWOOD HOMEWARES LTD

- Horwood achieved a sale of £3.1 million during Q1 FY 23 (PY £4.3 million).
- Currently UK & Europe is going through a recession and steep inflation due to the ongoing geo-political crisis coupled with UK's own political issues.
- This has adversely impacted the customer sentiments and thus impacted the sales of Horwood during the Q1 of FY23.
- Operating EBITDA for Q1 is at £(0.33) million (PY £0.47 million) caused by economic recession, increase in key commodity price and global supply chain issues and reduced operating leverage due to lower sales
- The subsidiary is taking all necessary actions to sail through this tough period through appropriate actions to optimize costs and through improved efficiencies in operations.



UK SUBSIDIARY – HORWOOD HOMEWARES LTD (Continued.....)

- The implementation of the new ERP system to support the expansion of the business is stabilizing over period. Once stabilized this expected to further improve the operational efficiencies resulting in better customer experience in the coming years.
- The impact of the recession and inflation is expected to continue during Q2 FY23 as well though all efforts are being made by Horwood to mitigate these impacts.



GOING FORWARD

- The rate of growth in Q2 will be less given the high base of previous year. However this is as planned and the growth rates are expected to improve in the second half.
- The continued hybrid mode of working in many of the service industries is expected to support the home and kitchen appliances domain. This coupled with the softening of the commodity prices from the end of Q1 FY23 is expected to have a positive impact on growth and maintaining decent margins.
- The Covid pandemic is also under reasonable control in India, and this will ensure that the economy will revive faster than rest of the world.
- The improvement in some of the key sectors like real estate, automobile, entertainment, etc are expected to further support the demand by triggering employment opportunities yielding a larger customer base.



GOING FORWARD (Continued...)

- The high inflation driven by the extended geo-political crisis is a major concern. However, the actions being taken by the Government by reduction of duties, export restrictions on key commodities, etc may ease the pressure on private consumption.
- The Company continues its focus on improvement in efficiencies and management of critical costs to maintain EBITDA margins at a healthy level.
- The company has slated for launch around 40 new SKUs during Q2 of FY 23.
- Exports outlook remains positive, but the growth is subject to improvement in the global economic slowdown.



SAFE HARBOUR

THIS PRESENTATION MAY CONTAIN CERTAIN STATEMENTS WHICH ARE FUTURISTIC IN NATURE. SUCH STATEMENTS REPRESENT THE INTENTIONS OF THE MANAGEMENT AND THE EFFORTS BEING PUT IN BY THEM TO REALIZE CERTAIN GOALS. THE SUCCESS IN REALIZING THESE GOALS DEPENDS ON VARIOUS FACTORS BOTH INTERNAL AND EXTERNAL. THEREFORE, THE INVESTORS ARE REQUESTED TO MAKE THEIR OWN INDEPENDENT JUDGMENTS BY CONSIDERING ALL RELEVANT FACTORS BEFORE TAKING ANY INVESTMENT DECISION.

New Launches – Q1 / FY 22-23



Kitchenware – Q1 Launch



FLIP ON SVACHH (8 SKU's)

Appliances – Q1 Launch



**NEW GRILLERS – DOMESTIC
PEG 1.0, 5.0 AND 6.0**



**NEW KETTLES – PKSS 0.5,
PKLSS 1.7, PKPC 1.5, PKDSS 0.7**

Appliances – Q1 Launch



**VERTICAL WET GRINDERS
PVG 1.5 & 2.0**



STACK O MIX – Mixer Grinder



PMC 3.0 +



PEC 4.0 ELECTRIC CHOPPER


Cleanhome – Q1 Launch



TCB ALPHA 01,02,03,04 – 750 ML



**SINGLE WALL BOTTLE – SS
– PSWBC 17**

A close-up photograph of a blue and white ballpoint pen writing the words "Thank you" in a cursive script on a white surface. The pen is positioned diagonally from the top right towards the bottom left. The ink is a dark blue color. The word "Thank" is on the top line, and "you" is on the line below it. The pen's tip is currently at the end of the word "you".

Thank
you