

TTK Prestige LIMITED



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www.ttkprestige.com CIN : L85110TZ1955PLC015049

November 8, 2019

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 quarter ended 30th September 2019.

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,

A handwritten signature in blue ink, appearing to read 'K. Shankaran'.

K. Shankaran
Director & Secretary

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 - Q2 of FY 2019-20

HIGHLIGHTS OF PERFORMANCE (STANDALONE)

Q2

1ST HALF



GENERAL BACKDROP FOR Q2 OF FY 2019-20

A. GENERAL ECONOMY

- Overall economic growth continued to be sluggish during Q2 as reflected in the downward revision of GDP growth for FY 20
- Rural Demand situation continued to be under stress
- Bountiful monsoon across geographies raising hopes for a better 2nd half-year
- E-Commerce channel operations more stable
- Heavy Discounting in Large Format stores remains an issue for entry level products
- Export markets continue to be sluggish
- Corporate Tax cuts expected to leave more cash surplus for investments in the future.

B. SPECIFIC TO COMPANY

- Slowdown in Rural Demand impacted the key thrust area of the company
- Broad basing the Large Format channel continues and is yielding good results
- Revised trade policies have gained more acceptance
- E-Commerce contribution continued to grow strongly
- Improved EBITDA Margins
- Significant Improvement in PAT consequent to lowering of corporate tax

**KEY PERFORMANCE HIGH LIGHTS OF QUARTER ENDED 30TH SEPTEMBER 2019
 (AS COMPARED TO Q2 OF PREVIOUS YEAR)**

- Domestic Sales grew by around 5% from Rs.537 Crs to Rs.563 Crs
- Export Sales down by around 31% from Rs.15.30 Crs to Rs.10.59 Crs.
- Total Sales grew by around 4% from Rs. 552 Crs to Rs.574 Crs
- EBITDA grew by 6.04% from Rs.87.41 Crs to Rs. 92.69Crs
- EBITDA margins was around 16.16%
- Profit before Tax grew by 4.17% from Rs.80.25 Crs to Rs.83.6 Crs.
- Profit after Tax grew by about 49.30% from Rs. 53.77 Crs to Rs.80.28 Crs
- EPS stood at Rs.57.92 (PY Q2 38.79)
- Consolidated turnover grew by 4% from Rs.583.42 Crs to Rs.606.30 Crs
- Consolidated Profit after Tax stood at Rs.80.34 Crs (PY Q2 Rs.53.50 Cr)
- Consolidated EPS was Rs. 57.96 (PY Rs.38.60)

KEY BUSINESS FACTS FOR Q2 OF 2019-20

- By and large volume growth seen across categories. Value growth varied on account of product mix
- Introduced 33 new SKUs during the quarter
- Cleaning Solutions business continues to grow well
- Growth in Appliances was better than Traditional categories
- Prestige Xclusive chain strength stood at 574 contributing significantly to total sales
- The company continues to carry substantial free cash
- Long-term settlement arrived with Hosur Unit workmen with improved productivity norms

**KEY PERFORMANCE HIGH LIGHTS OF HALF YEAR ENDED 30TH SEPTEMBER 2019
(AS COMPARED TO 1ST OF HALF OF PREVIOUS YEAR)**

Domestic Sales grew by around 5% from Rs.940 Crs to Rs.984 Crs
 Export Sales down by around 23% from Rs. 30.78 Crs to Rs.23.58 Crs
 Total Sales grew by around 4% from Rs. 971 Crs to Rs.1007 Crs
 EBITDA grew by 5.27% from Rs147.56 Crs to Rs. 155.34 Crs
 EBITDA margins was around 15.42%
 Profit before Tax grew by 3.7% from Rs.133.84 Crs to Rs.138.80 Crs
 Profit after Tax grew by about 30.19% from Rs. 89.67 Crs to Rs.116.75 Crs
 EPS stood at Rs.84.22 (PY Q2 64.69)
 Consolidated turnover grew by 3.52% from Rs.1031.2 Crs to Rs.1067.50 Crs
 Consolidated Profit after Tax stood at Rs.116.15 Crs (PY Q2 Rs.89.32 Crs)
 Consolidated EPS was Rs. 83.79 (PY Rs.64.44)

SALES BREAK UP -STANDALONE				(Rs. Crs)		
	Q2 2019-20	Q2 2018-19	GROWTH	1st Half 2019-20	1st Half 2018-19	GROWTH
COOKERS	182.05	188.48	-3%	321.92	338.57	-5%
COOKWARE	94.69	88.53	7%	159.27	149.95	6%
APPLIANCES	279.19	256.16	9%	491.76	449.51	9%
OTHERS	17.66	19.1	-8%	34.24	33.11	3%
TOTAL	573.59	552.27	4%	1007.19	971.14	4%

PROPORTION TO SALES	Q2 2019-20	Q2 2018-19	1st Half 2019-20	1st Half 2018-19
COOKERS	31.74%	34.13%	31.96%	34.86%
COOKWARE	16.51%	16.03%	15.81%	15.44%
APPLIANCES	48.67%	46.38%	48.82%	46.29%
OTHERS	3.08%	3.46%	3.40%	3.41%
TOTAL	100.00%	100.00%	100.00%	100.00%

UK SUBSIDIARY - HORWOOD

The uncertainty over Brexit deal continues to affect UK economy
 Recorded double digit growth in Q2 due to new channel penetration/new products
 Investments being made to improve marketshare and multi-channel presence
 Better performance as compared to peers
 Acquired 51% stake in new EcoSoul Life business through stepdown subsidiary

GOING FORWARD

Improvement in consumer demand seen in September 2019 and October 2019 aided by festive season
 As a result of good monsoon, recovery is expected in the remaining quarters
 More number of new SKUs will be launched in the ensuing quarters