

TTK Prestige LIMITED



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www.ttkprestige.com CIN : L85110TZ1955PLC015049

June 25, 2020

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
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 - Q4/FULL YEAR 2019-20

GENERAL BACKDROP FOR Q4 OF FY 2019-20

A. GENERAL ECONOMY

Economy impacted badly by Covid-19 Pandemic towards the end of the year.
 Greenshoots seen in Feb 2020 offset by Covid 19 from March 2020
 Overall liquidity in the economy continued to be stressed
 Rural demand continued to be tepid
 E-Commerce channel witnessed a strong growth till Mid March 2020
 Large format stores showed a mixed trend.
 Proliferation of regional brands has increased especially at the bottom end in Modern format and e-commerce channels.
 Export markets continued to be sluggish.

B. SPECIFIC TO COMPANY

Higher Base effect of PY continued
 From Feb 2020 till mid March 2020 company countered base effect and over all double digit growth was seen.
 From Mid March 2020 Covid 19 severely impacted sales as well as collections.
 Gradual rebuilding Rural Channels continued but got impacted due to Covid.
 Aggressive Broad basing the Large Format channel continued and paid good dividends till Mid March 2020,
 Company followed a cautious primary billing policy given the 'tight liquidity' both in general trade and modern format stores.
 E-Commerce contribution continued to be significant and is a key growth driver.
 Launch of the new Swachh cookers met with a good response.
 Consolidation of export customers, that can improve exports going forward.

KEY PERFORMANCE HIGHLIGHTS OF QUARTER ENDED 31ST MARCH 2020

(AS COMPARED TO Q4 OF PREVIOUS YEAR)

Due to Covid impact any comparison with PY is not meaningful
 Estimated sales lost due to Covid is Rs.70 crores the EBITDA impact being Rs.20 crores
 Domestic Sales was Rs.376.63 Crores (PY: Rs.433.80 Crores)
 Export Sales for the quarter was Rs.6.90 Crores during the quarter (PY Rs.11.05 Crores).
 Total Sales : Rs.383.53 Crores (PY Rs. 444.85 Crores)
 EBITDA :Rs.41.48 Crores (PY Rs. 72.03 Crores) after absorbing over Rs. 5 crores of idle costs including payroll caused by lockdown
 Company also made higher spends on advertisement and promotions to the tune of Rs. 7 crores during the quarter to get better growth
 EBITDA margin was around 10.82% after absorbing idle overheads/spends as mentioned above
 Profit before Tax: Rs.30.37 Crores (PY Rs.64.88 Crores)
 Profit after Tax : Rs.20.86 Crores (PY: Rs.43.80 Crores)
 EPS stood at Rs.15.05 (PY Q4 Rs. 31.60)
 Consolidated turnover: Rs. 418.23 Crores (PY Rs. 482.17 Crores)
 Consolidated Profit after Tax (before exceptional items) stood at Rs.19.88 Crores (PY Q4 Rs.44.76 Crores)
 Consolidated EPS (before exceptional item) was Rs.14.34 (PY Rs.32.29)

KEY BUSINESS FACTS FOR Q4 OF 2019-20

Introduced 52 new SKUs during the quarter.
 Growth severely affected by the Covid-19 Pandemic.
 Swachh range of pressure cookers received good response across all markets.
 In spite of the disruption caused by Covid-19, small appliances have shown a growth.
 We also saw growth in the "Judge" Brand.
 Prestige Exclusive chain strength stood at 588 contributing significantly to total sales
 Given the 'trade liquidity' concerns, company followed a cautious policy on primary sales to general as well as large format channels
 Optimised and controlled Inventory given the market conditions. Actively working on making sure receivables are in control.
 The company continues to carry substantial free cash in excess of Rs.350 crores post capex and investments in UK subsidiary

