TTK Prestige LIMITED

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www.ttkprestige.com CIN : L85110TZ1955PLC015049

January 28, 2019

Bombay Stock Exchange

National Stock Exchange

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,

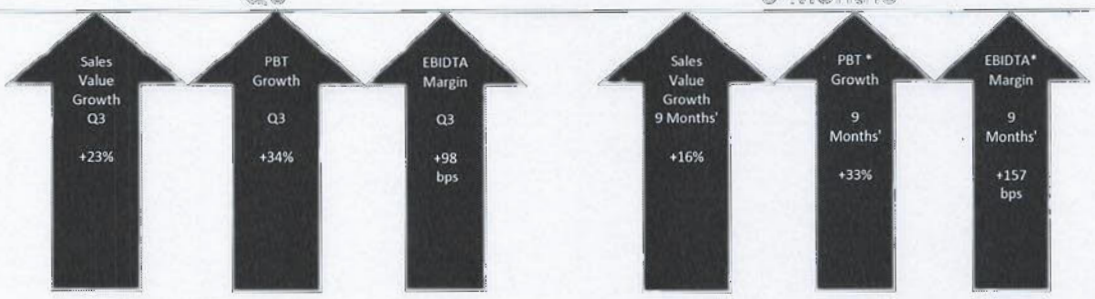
Yours faithfully,
For TTK Prestige Limited,

K. Shankaran
Director & Whole-time Secretary
DIN: 00043205

TTK PRESTIGE LIMITED

GIST OF INFORMATION TO BE SHARED WITH ANALYSTS - Q3 / 9 Months' of FY 2018-19

HIGHLIGHTS OF PERFORMANCE (STANDALONE)



(*Ratios for 9 month period are without considering Exceptional Income from Monetization of Property Development Rights of FY)

GENERAL BACKDROP FOR Q3 OF FY 2018-19

A. GENERAL ECONOMY

Aided by festive season consumer sentiment improved

Rural markets' response continue to be encouraging

High growth trend in online sales continues

Recovery in rural after the last 3 months which crippled rural economy in Q2

TN markets partly affected by deficit monsoon and Gaja Cyclone

Rupee volatility smoothened towards the end of the quarter

Oil prices softened and remained stable within a range

B. SPECIFIC TO COMPANY

The company recorded the highest ever Q3 sales

The company recorded the highest ever EBIDTA for any quarter (without exceptional income)

Most markets recorded double digit growth including Tamil Nadu which was partially affected by Gaja Cyclone and deficient monsoon

Rural penetration continued to gain momentum.

Exports continued to register growth

Rupee depreciation does not have material impact due to increasing exports and reducing dependence on imports

KEY PERFORMANCE HIGH LIGHTS OF 3rd QUARTER ENDED 31st December 2018

(AS COMPARED TO Q3 OF PREVIOUS YEAR)

Domestic Sales Grew by 23% from Rs.479 Crs to Rs.588 Crs

Exports grew by 14.4% from Rs.8.39Crs to Rs.9.60 Crs.

Total Sales grew by about 23% from Rs. 487 Crs to Rs.598 Crs

EBIDTA before exceptional items grew by 31%from Rs.70.12 Crs to Rs.91.89 Crs

EBIDTA margin before exceptional items improved from 14.4% to 15.38%

Profit before Tax grew by about 34% from Rs.63.48 crores to Rs.84.85 crores.

Profit after Tax grew by about 30% from Rs. 43.67 Crs to Rs.56.84 Crs

EPS grew by about 30% from Rs.37.81 to Rs.48.21

KEY PERFORMANCE HIGH LIGHTS OF 9 MONTHS ENDED 31st December 2018

(AS COMPARED TO 9 Months' OF PREVIOUS YEAR)

Domestic Sales Grew by 15.00% from Rs.1387 Crs to Rs.1593Crs

Exports grew by 59% from Rs.25.33 Crs to Rs.40.39 Crs.

Total Sales grew by about 16% from Rs. 1412 Crs to Rs.1633 Crs.

EBIDTA before exceptional items grew by 30% from 184.86 crores to Rs.239.45 Crs

EBIDTA margin before exceptional items improved from 13.09% to 16.5%

Profit before Tax(before exceptional items) grew by about 33% from Rs 164.9 Crs to Rs.218.69 Crs

Profit after Tax (before exceptional items) grew by about 31% from Rs. 112.13 Crs to Rs.148.51 Crs

EPS (before exceptional items) grew by 31.16% from Rs.96.7 to Rs.126.84

KEY BUSINESS FACTS FOR Q3 OF 2018-19

Introduced 29 new SKUs during the quarter

Cleaning Solutions business performance is encouraging

Online & Rural Channels continue to contribute significantly to total sales

Prestige Xclusive chain strength 560 contributing significantly to total sales.

Plans for deeper penetration into non-south markets are under implementation

Improved capacity utilisation across plants.

Capacity expansion activities are going on

Operating ROCE(i.e. excluding treasury operations) for trailing 12 months ended 31.12.18 was around 38%

The company carried a free cash of Rs. 289 crores as of end Dec 2018

SALES BREAK UP (RS CRORES)

	Q3 2018-19	Q3 2017-18	GROWTH	9 Months' 2018-19	9 Months' 2017-18	GROWTH
COOKERS	189	166	14%	556	488	14%
COOKWARE	94	76	24%	255	228	12%
APPLIANCES	297	230	29%	771	656	18%
OTHERS	18	15	20%	51	41	24%
TOTAL	598	487	23%	1633	1413	16%

PROPORTION TO SALES	Q3 2018-19	Q3 2017-18	9 Months 2018-19	9 Months 2017-18
COOKERS	31.6%	34.1%	34.0%	34.5%
COOKWARE	15.7%	15.6%	15.6%	16.1%
APPLIANCES	49.7%	47.2%	47.2%	46.4%
OTHERS	3.0%	3.1%	3.1%	2.9%
TOTAL	100.0%	100.0%	100.0%	100.0%

UK SUBSIDIARY - HORWOOD

Brexit uncertainties continue to haunt the markets, resulting in subdued sales but operations remains profitable.

Better performance as compared to peers

GOING FORWARD

Rural growth programmes initiated by the Government would provide impetus to growth.

Commodity prices showing trends of softening, which should augur well for the Company.

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