

**TTK PRESTIGE LIMITED**  
**GIST OF INFORMATION SHARED DURING CONFERENCE CALL**  
**WITH ANALYSTS ON 13TH JANUARY 2012.**

**KEY PERFORMANCE HIGH LIGHTS OF 3RD QUARTER ENDED 31ST DEC 2011**

SALES FOR Q3 GREW BY 42% FROM Rs.240 cr to Rs.340 cr

EBIDTA GREW BY ABOUT 25% FROM Rs.43 crores to Rs. 54 crores

EBIDTA MARGIN 15.9% (QII 16.5%) (PY Q3 18%)

NET PROFIT AFTER TAX INCREASED BY ABOUT 18% FROM Rs.29.29 crores to Rs.34.57 crores

EPS GREW BY 18% FROM Rs.25.87 to Rs.30.54

**FOR CUMULATIVE 9 MONTHS ENDED 31ST DEC 2011**

SALES GREW BY 50% FROM Rs.590 cr to Rs.886 cr

EBIDTA GREW BY ABOUT 41% FROM Rs.101 crores to Rs. 143 crores

NET PROFIT AFTER TAX INCREASED BY ABOUT 39.5% FROM Rs.67.12 crores to Rs.93.62 crores

EPS GREW BY 39.5% FROM Rs.59.29 to Rs.82.70

**KEY BUSINESS FACTS FOR Q3**

PRESTIGE KEPT UP ITS BRAND SALIENCE AS LEADER IN THE KITCHEN APPLIANCE SEGMENT

INSPITE OF TALKS OF SLOWING DOWN TOP LINE GREW BY 41% .  
BUT FOR LOCAL DISTURBANCES IN TN, THE GROWTH COULD HAVE BEEN HIGHER.

ABSOLUTE EBIDTA OF RS. 54 CRORES IS IN LINE WITH OUR PLANS IN SPITE OF INCREASE IN  
INPUT COSTS ON ACCOUNT OF SHARP RUPEE DEPRECIATION

DUE TO STATUTORY LIMITATIONS MRP FOR IMPORTED ITEMS COULD NOT BE INCREASED  
DURING Q3. HOWEVER THROUGH HIGHER VOLUMES TOPLINE GREW BEYOND PLAN  
THUS DELIVERING PLANNED ABSOLUTE PROFITS. THE ONETIME EROSION IN ABSOLUTE  
CONTRIBUTION DUE TO RUPEE DEPRECIATION WAS AROUND RS. 5 CRORES

IMPORTED ITEMS CONSTITUTED AROUND 45% OF SALES

KEY METRICS OF GROWTH AND ROCE CONTINUE TO BE ENCOURAGING

**SALES BREAK UP (RS CRORES)**

	Q3	Q3	GROWTH	9 MONTHS	9 MONTHS	GROWTH	EXPORTS		
	CURRENT	PRE.YER		CURRENT	PRE YEAR		CURRENT	PRE YR	
COOKERS	115	91	26%	323	246	31%	Q3	6.61	4.99
COOKWARE	74	49	51%	181	114	59%	9 MONTHS	19.82	14.66
APPLIANCES	142	92	54%	359	208	73%			
OTHERS	9	8	13%	23	22	5%			
TOTAL	340	240	42%	886	590	50%			

**PROPORTION TO SALES**

	Q3	Q3	9 MONTHS	9 MONTHS
	CURRENT	PRE YEAR	CURRENT	PRE YEAR
COOKERS	33.8%	37.9%	36.5%	41.7%
COOKWARE	21.8%	20.4%	20.4%	19.3%
APPLIANCES	41.8%	38.3%	40.5%	35.3%
OTHERS	2.6%	3.3%	2.6%	3.7%
TOTAL	100.0%	100.0%	100.0%	100.0%

**CAPEX PLANS/DEBT**

UTHRANCHAL CAPEX PLAN FOR PRESSURE COOKERS COMPLETED  
 COIMBATORE FACILIT YLARGELY COMPLETED .  
 EXPANSION IN SS COOKER CAPACITY IN HOSUR COMPLETED  
 GUJARAT PROJECT WILL BE TAKEN UP IN FY 2012-13  
 PROJECT CAPEX SPENT DURING THE YEAR IS AROUND 140 CRORES  
 BALANCE AROUND RS 85 CRORES WILL BE SPENT BEFORE 31.3.2013  
 DEBT AS ON 31.12.2011 AROUND RS.90 CRORES  
 WILL CARRY AVERAGE DEBT OF RS.60 CRORES TILL 31.3.2013

**GOING FORWARD**

PRICE INCREASE WITH REFERENCE TO IMPORTED ITEMS EFFECTICVE FROM JAN/FEB 2012  
 FY 2011-12 AVERAGE SALES GROWTH EXPECTED TO BE AT 40% OVER 2010-11 AS PLANNED  
 IMPORT SUBSTITUTION OF CERTAIN PRODUCTS WILL BE CARRIED OUT OVER A PERIOD OF 2 YEARS  
 NEW CATEGORIES WILL BE ANNOUNCED AS AND WHEN WE ARE READY FOR LAUNCH.