

**TTK PRESTIGE LIMITED**  
**GIST OF INFORMATION TO BE SHARED WITH ANALYSTS - Q1 2015-16**

**GENERAL BACKDROP FOR Q1 OF FY 2015-16**

**A. GENERAL ECONOMY**

General consumer sentiment continued to be some what sluggish though some improvement seen in June 15

While Government Investment in Infrastructure picked up private sector project investment was weak

Global economic issues continue to be a matter of concern and has an impact on exports from India

E-tailing more active but not as disruptive as was in FY 14-15

Monsoon activity seemed to be closer to normal in many regions

**B. SPECIFIC TO COMPANY**

Registered domestic growth of 6.4% in line with domestic economic growth.

In general most markets saw improvement towards the end of the quarter.

Agreements firmed up or in the process of finalisation with most of the e-commerce platforms.

Created a modern fulfilment centre in Hosur to serve e-commerce including company's own e-platform.

Carried out a VRS scheme in the Hosur Plant and about 15% of the workmen opted for the same which resulted in one-time exceptional charge of Rs. 3.74 crores.

Gross &EBIDTA margins improved as compared to Q4 of 2014-15 and annual margins of FY 14-15.

Company continues to be debt-free and cash position further improved

Results not strictly comparable to Q1 of previous year due to underlying economic/product mix changes

**KEY PERFORMANCE HIGH LIGHTS OF 1st QUARTER ENDED 30th JUNE 2015**

**( AS COMPARED TO Q1 OF PREVIOUS YEAR)**

Domestic Sales Grew by 6.4% from Rs.328 Crs to Rs.349 Crs

Exports saw a drop of 45.7 % from Rs.16.35 Crs to Rs.7.78 Crs.

Total Sales grew by 3.8% from Rs.344 crs to Rs. 357 crs

Growth was led by Cookware and Appliances.

EBIDTA before exceptional items and CSR expenses Rs.41.48 Crs as against Rs.42.25 Crs.

EBIDTA margin before exceptional items & CSR stood AT 11.7% ( PY annual 11.1%; PY Q1 12.2%)

Net Profit after tax and exceptional expenses was Rs.21.96 Cr (PY Rs.26.52 Cr.)

Exceptional Charge to P&L was Rs.3.74 Crs and CSR charge was Rs.0.80 Crs included in other expenses

EPS stood at Rs. 18.86 (Rs.21 before exceptional items) as against Rs.22.78 in Q1 of 2014-15

**KEY BUSINESS FACTS FOR Q1 OF 2015-16**

Overall growth was more impressive in non-south markets

Domestic growth was by and large in line with plans for the quarter

New product/New Model launches received favourably by the market.

Expected export orders deferred to second half due to global economic issues

Health of PSK network (565 in number as of end June) fortified; same store growth was strong as compared to negative growth in the previous year.

**SALES BREAK UP (RS CRORES)**

	Q1 2015-16	Q1 2014-15	GROWTH
COOKERS	130	124	5%
MICROWAVE COOKERS	1	11	-91%
COOKWARE	64	56	14%
APPLIANCES	149	140	6%
OTHERS	13	13	0%
TOTAL	357	344	4%

PROPORTION TO SALES	Q1 2015-16	Q1 2014-15
	CURRENT	PRE YEAR
COOKERS	36.4%	36.0%
MICROWAVE COOKERS	0.3%	3.2%
COOKWARE	17.9%	16.3%
APPLIANCES	41.7%	40.7%
OTHERS	3.6%	3.8%
TOTAL	100.0%	100.0%

**GOING FORWARD**

Monsoon conditions being normal expect improved growth in South markets as these markets witnessed a slower growth in Q1.

Launches scheduled for Q2 expected to drive growth

Capacity management across units expected to drive efficiencies and result in improved absorption of overheads.

Category/Model Mix and favourable commodity price movements will decide overall margin improvement