

## **TTK PRESTIGE LIMITED**

### **GIST OF INFORMATION FOR CONFERENCE CALL WITH ANALYSTS ON AUDITED RESULTS FOR FY 2011-12**

#### **KEY PERFORMANCE HIGH LIGHTS OF 4th QUARTER ENDED 31st March 2012**

SALES FOR Q4 GREW BY 28% FROM Rs.185 cr to Rs.237 cr

EBIDTA GREW BY 30 % FROM Rs.24.93 crores to Rs. 32.38 crores

EBIDTA MARGIN 13.7% (Q3 15.9%) (PY Q4 13.5%)

NET PROFIT AFTER TAX INCREASED BY ABOUT 18.7% FROM Rs.16.63 crores to Rs.19.74 crores

EPS GREW BY 18.7% FROM Rs.14.69 to Rs.17.44

#### **FOR CUMULATIVE 12 MONTHS ENDED 31ST MARCH 2012**

SALES GREW BY ABOUT 45% FROM Rs.776 Crores to Rs.1123 Crores

EBIDTA GREW BY ABOUT 39% FROM Rs.126 Crores to Rs. 175 crores

NET PROFIT AFTER TAX INCREASED BY ABOUT 35.4% FROM Rs.83.75 crores to Rs.113.36 crores

EPS GREW BY 35.4% FROM Rs73.98 to Rs.100.13

#### **KEY BUSINESS FACTS/ ANALYSIS FOR THE FOURTH QUARTER/YEAR**

THE GUIDANCE ON TOPLINE AND NET EARNINGS FOR THE YEAR WAS SURPASSED

GROWTH AND PROFITS DURING Q 4 WAS LARGELY IN ALLIGNMENT WITH OUR PLANS

Q 4 TOPLINE AND BOTTOM LINE ARE IN LINE WITH NORMAL SEASONAL VARIATIONS

MOVEMENTS IN RECEIVABLES AND TRADE LIABILITEIS IN LINE WITH TOPLINE GROWITH. INVENTORY LEVEL WAS HIGHER AS THE SAME IS BUILT TO MEET THE SALE REQUIREMTNES FOR Q1 OF 2012-13

THE PROPORTION OF SALE OF OUTSOURCED IMPORTED ITEMS CONTINUES TO BE AROUND 40% WHICH INFLUENCES THE AVERAGE EBIDTA MARGIN AS WELL AS LEVEL OF INVENTORIES.

DEPRECIATION IN RUPEE SINCE SEP 2011 DISRUPTED THE PRICING MECHANISM

OTHER EXPENSES IN PREVIOUS YEAR Q4 INCLUDED NEW PRODUCT LAUNCH/PROMOTION EXPENSES

PAYROLL EXPENSE FOR Q4 LESS THAN Q3 AS A PORTION OF EXPENSES VARY WITH TOPLINE/PRODUCTION/ AND PROFITS.

EXCISE DUTY ON PRESSURECOOKERS AND COOKWARE INCREASED BY 1% AND OTHER ITMES BY 2%. PRICES REVISED UPWARDS TAKING THESE INTO ACCOUNT

TTK PRESTIGE CONTINUES TO BE THE MAREKT LEADER IN KEY PRODUCT CATEGORIES LIKE PRESSURE COOKERS, NON-STICK COOKWARE, INDUCTION COOK TOPS ETC

**SALES BREAK UP (RS CRORES)**

	Q4	Q4	GROWTH	12 MONTHS	12 MONTHS	GROWTH	EXPORTS		
	CURRENT	PRE.YER		CURRENT	PRE YEAR		Q4	CURRENT	PRE YR
COOKERS	89	71	25%	413	317	30%	12 MONTHS	14.14	11.42
COOKWARE	44	40	10%	225	154	46%		34	26
APPLIANCES	95	66	44%	450	274	64%			
OTHERS	9	8	13%	35	31	13%			
TOTAL	237	185	28%	1123	776	45%			

**PROPORTION TO SALES**

	Q4	Q4	12 MONTHS	12 MONTHS
	CURRENT	PRE YEAR	CURRENT	PRE YEAR
COOKERS	37.6%	38.4%	36.8%	40.9%
COOKWARE	18.6%	21.6%	20.0%	19.8%
APPLIANCES	40.1%	35.7%	40.1%	35.3%
OTHERS	3.8%	4.3%	3.1%	4.0%
TOTAL	100.0%	100.0%	100.0%	100.0%

**CAPEX PLANS/DEBT**

UTHRANCHAL CAPACITY ADDITION FOR PRESSURE COOKERS COMPLETED  
 COIMBATORE EXPANSION FOR PRESSURE COOKERS COMPLETED .  
 EXPANSION IN SS COOKER CAPACITY IN HOSUR COMPLETED  
 GUJARAT PROJECT - CONSTRUCTION GOING ON - PRODUCTION SCHEDULED JAN 2013  
 CUMULATIVE CAPEX SPENT TILL 31.3.2012 IS AROUND RS. 190 CRORES AND  
 BALANCE AROUND RS 110 CRORES WILL BE SPENT DURING FY 2012-13  
 DEBT AS ON 31.3.2012 AROUND RS.57 CRORES

**GOING FORWARD**

OVERALL TOPLINE GROWTH EXPECTED AT 25% IN THE BACKDROP OF NEW PRODUCT LAUNCHES AND EXPECTED GDP GROWTH RATE OF 7.5%.

WORLD KITCHEN BRANDS WILL BE LAUNCHED FROM JUNE 2012

BOTTOM LINE GROWTH WILL BE INFLUENCED BY STABILITY OF RUPEE

WILL CONTINUE TO INVEST AGGRESSIVELY IN THE BRAND

INDIGENOUS MANUFACTURING OF SOME OF THE IMPORTED PRODUCTS SLATED FOR 2012-13 AND 13-14.

GENERAL ECONOMIC CLIMATE AND CONSUMER SPENDING POWER ARE MATTERS OF CONCERN