

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 HIGH LIGHTS 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.
 Inspite of the disruption caused by Covid-19, small appliances have shown a growth.
 We also saw growth in the "Judge" Brand.
 Prestige Xclusive 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

KEY PERFORMANCE HIGH LIGHTS OF 12 MONTHS' ENDED - 31ST MARCH 2020**(AS COMPARED TO 12 MONTHS' ENDED OF PREVIOUS YEAR)****Due to Covid Impact any comparison with PY is not meaningful**

Domestic Sales:Rs. 1894.90 Crores (PY Rs.1916.58 Crores)

Export Sales: Rs.41.89 Crores (PY:Rs. 51.44 Crores)

Total Sales stood at Rs.1936.79 Crores (PY Rs. 1968.02 Crores)

EBITDA : Rs. 285.54 Crores (PY: Rs 311.48 Crores)

EBITDA margins was around 14.74% after absorbing idle overheads caused by lockdown and higher spend on advertisement/promotions

Profit before Tax was Rs.248.21 Crores (PY: Rs.283.57 Crores)

Profit after Tax grew by about 4.3% from Rs. 190.31 Crores to Rs.198.51 Crores)

EPS for the year stood at Rs.143.21 (PY 137.30)

Consolidated turnover stood at Rs.2072.99 Crores(PY Rs.2106.91 Crores)

Consolidated Profit after Tax (before exceptional items) stood at Rs.196.23 Crores (PY Rs. 192.35 Crores)

Consolidated EPS (before exceptional items) was Rs. 141.57 (PY Rs.138.76)

SALES BREAKUP - STANDALONE

(Rs. Crores)						
	Q4 2019-20	Q4 2018-19	GROWTH	12 Months' 2019-20	12 Months' 2018-19	GROWTH
COOKERS	116	138	-16%	596	646	-8%
COOKWARE	54	66	-18%	292	301	-3%
APPLIANCES	199	223	-11%	975	950	3%
OTHERS	15	18	-17%	74	71	4%
TOTAL	384	445	-14%	1937	1968	-2%

PROPORTION TO SALES	Q4 2019-20	Q4 2018-19	12 Months' 2019-20	12 Months' 2018-19
COOKERS	30.21%	31.01%	30.77%	32.83%
COOKWARE	14.06%	14.83%	15.07%	15.29%
APPLIANCES	51.82%	50.11%	50.34%	48.27%
OTHERS	3.91%	4.04%	3.82%	3.61%
TOTAL	100.00%	100.00%	100.00%	100.00%

UK SUBSIDIARY - HORWOOD

The uncertainty over Brexit compounded by Covid-19 crisis

Sales was maintained at the same level of GBP 15 million notwithstanding Brexit and Covid 19 Impact

Operating subsidiary remains profitable

The salience of the Subsidiary's brands is far higher than all the peers

Investments being made to improve market share and multi-channel presence

Better performance as compared to peers

Acquired 51% stake in new EcoSoul Life business through stepdown subsidiary.

GOING FORWARD

Company commenced sales from first week of May 2020

Manufacturing in all locations commenced during May 2020 in compliance with regulatory norms and operating only day shift

Both primary and retail sales trends are encouraging since third week of May 2020

Company has rejigged its sales and distribution strategy to enhance sales performance and all stakeholders are responding positively

Company has put in place various programs to improve efficiency and productivity at all levels with learnings from New Normal

Export business appears to be more promising than FY 20

Company has a positive outlook to remain profitable subject to Lockdown conditions easing in good measure from July 2020.