



TTK PRESTIGE LIMITED



**Gist of Information to be shared during
Earnings Call with Analysts on 27th October 2021**

Quarter Ended 30th September 2021





GENERAL BACKDROP FOR Q2 OF FY 2021-22

A. GENERAL ECONOMY

- The recovery in the economy that hit a speed breaker in Q1 of FY 22 due to the second wave of Covid-19 pandemic, got back to the normalcy during Q2 of FY 22.
- Almost all the States, barring a very few, has seen substantial reduction in the number of Covid cases and thus opening up the economy in full.
- All Channels were active throughout the quarter, with minor disruptions in a few areas which continued to face pandemic impact.
- The vaccination drive by both the Central and State Government picked up momentum during this quarter and this resulted in improved Customer sentiment.
- There is still the fear of 3rd wave in people's mind, however, it did not impact the festive season sentiment of the consumers.
- Travel and hospitality sectors continued to witness restrictions.
- Automobile showed recovery though impacted due to key material shortages.



GENERAL BACKDROP FOR Q2 OF FY 2021-22

A. GENERAL ECONOMY (Continued....)

- The demand for Domestic kitchen and home appliance was robust during the quarter driven by stocking requirement channels ahead of Q3 festive season and continued work from home in some of the industries.
- While E commerce continues its significance, off-line channels have become quite robust with the ease of Covid related restrictions
- Export remained robust. However, container shortages and resultant higher freights continued to be a big impediment to shipments.
- Increase in petroleum prices impacted the domestic supply chain cost as well.
- The increase in commodity prices that started in Q3 of FY 20-21 has still not stabilised and it continues to drive the cost of production across sectors.
- Monsoon onset has been on time across regions though some regions are severely affected by floods caused by heavy rains.
- General inflationary trend did have some impact on disposable incomes of certain classes of consumers.



GENERAL BACKDROP FOR Q2 OF FY 2021-22

B. SPECIFIC TO COMPANY

- During the quarter all the channels were active; while online channel maintains its position that it gained since last year, did not grow at the same pace as earlier quarters.
- The Rural markets, which started its revival in Q1 gained momentum during this quarter.
- The continued & steep increase in commodity prices was a concern on the costs of manufacture.
- The company did take price increases for select categories during the quarter to offset the escalation in cost of inputs.
- The company continues to maintain healthy margins through improvement in efficiencies as well.
- Exports continued to be robust though the impact of logistics issues continued during this quarter as well.
- The factory at Kharadi which was under lock-out since November 2020 resumed its operation by end of August 2021 pursuant to a long-term settlement entered into with the workers with improved productivity norms.



**KEY PERFORMANCE HIGHLIGHTS OF 2ND QUARTER ENDED 30TH SEPTEMBER 2021
(AS COMPARED TO Q2 OF PREVIOUS YEAR)**

- Highest ever sales both in volume and value were achieved during this quarter with August being the highest ever month.
- Growth was witnessed across all markets.
- Domestic Sales grew by 37.6% from Rs.570.05 Crores to Rs.784.63 Crores.
- Export Sales for the quarter grew by 18.6% from Rs 20.18 Crores to Rs.23.93 Crores.
- Total Sales grew by 36.99% from Rs.590.23 Crores to Rs.808.56 Crores.
- Gross margins are at planned levels on a moving six month basis taking in to account movements in finished-goods. EBITDA was at Rs.143.77 as compared to PY Rs.93.19; a growth of 54.3%



**KEY PERFORMANCE HIGHLIGHTS OF 2ND QUARTER ENDED 30TH SEPTEMBER 2021 (Continued....)
(AS COMPARED TO Q2 OF PREVIOUS YEAR)**

- EBITDA margin was around 17.8% (PY 15.8%)
- Profit before Tax: Rs 132.67 Crores (PY Rs.83.08 Crores); a growth of 59.7%
- Profit after Tax: Rs 98.64 Crores (PY: Rs.62.17 Crores); a growth of 58.7%
- EPS stood at Rs.71.16 (PY Rs.44.85)
- Consolidated turnover grew by 34.9% from Rs.636.63 Crores to Rs.858.55 Crores.
- Consolidated Profit before Tax stood at Rs 138.75 Crores (PY Rs.87.11Crores)
- Consolidated Profit after Tax stood at Rs 103.53 Crores (PY Rs.65.44 Crores)
- Consolidated EPS was Rs.74.69 (PY Rs.47.21)



KEY BUSINESS FACTS FOR Q2 OF 2021-22

- Aided by the festive season, the Company achieved its best ever Sales during this quarter.
- All channels actively contributed to the increased Sales and contribution from E-Comm Channel continues to be significant.
- Introduced 76 new SKUs during this quarter across all categories.
- Pressure cookers and Gas Stoves on Svachh platform continues to gain momentum.
- Prestige Xclusive chain strength stood at 643 in 366 towns contributing significantly to total sales.
- Trade collections improved meeting the norms of the company
- The company carries substantial free cash in excess of Rs 500 crores post capex.
- The expanded facilities for non-stick cookware at Kharjan unit commenced commercial production from September 2021.
- Free vaccination camps were organized for all employees including contract workmen and their dependents and almost all the employees in the organisation are double vaccinated as on date



**KEY PERFORMANCE HIGHLIGHTS OF FIRST HALF ENDED 30TH SEPTEMBER 2021
(AS COMPARED TO 1ST HALF OF PREVIOUS YEAR)**

- First 2 months of this half year was hit by the pandemic related lockdowns. But April and June were much better compared to previous year.
- Business again resumed to reasonable level only from early June 2021 and gained momentum from July.
- Comparison with the corresponding H1 of FY 20-21 may not be meaningful.
- Domestic Sales grew by 46.3% from Rs.766.45 Crores to Rs.1121.13 Crores.
- Export Sales for the quarter grew by 37.2% from Rs.32.32 Crores to Rs.44.35 Crores
- Total Sales grew by 45.91% from Rs.798.77 Crores to Rs.1165.48 Crores.
- EBITDA was at Rs.191.13 Crores (PY Rs.107.68 Crores) a growth of 77.5%
- EBITDA margin was around 16.40% (PY 13.48%)



**KEY PERFORMANCE HIGHLIGHTS OF FIRST HALF ENDED 30TH SEPTEMBER 2021 (Continued....)
(AS COMPARED TO 1ST HALF OF PREVIOUS YEAR)**

- Profit before Tax: Rs.169.29 Crores (PY Rs.88.55 Crores) a growth of 91.2%
- Profit after Tax: Rs.125.85 Crores (PY: Rs.66.26 Crores) a growth of 89.9%
- EPS stood at Rs.90.79 (PY Rs.47.80)
- Consolidated turnover grew by 45.9% from Rs.863.27 Crores to Rs.1259.62 Crores.
- Consolidated Profit before Tax stood at Rs.179.49 Crores (PY Rs.90.19 Crores)
- Consolidated Profit after Tax stood at Rs.134.12 Crores (PY Rs.67.58 Crores)
- Consolidated EPS was Rs.96.76 (PY Rs.48.75)



Unaudited Financial Results for Quarter ended 30.09.2021



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SALES BREAKUP – STANDALONE- FOR SECOND QUARTER

(In Rs. Crores)

	Q2 2021-22	Q2 2020-21	GROWTH	Q2 2019-20	Q2 2018-19
COOKERS	237.54	165.06	44%	182.04	188.48
COOKWARE	138.44	101.97	36%	94.69	88.53
APPLIANCES	404.92	298.44	36%	279.33	256.16
OTHERS	27.66	24.76	12%	17.53	19.1
TOTAL	808.56	590.23	37%	573.59	552.27
Operating EBITDA	143.77	93.19	54%	92.69	87.41
PBT	132.67	83.08	60%	83.6	80.25
PAT	98.64	62.17	59%	80.28	53.77
EPS (Rs / Share)	71.16	44.85	59%	57.92	38.79

PROPORTION TO SALES	Q2 2021-22	Q2 2020-21	Q2 2019-20	Q2 2018-19
COOKERS	29.38%	27.97%	31.74%	34.13%
COOKWARE	17.12%	17.28%	16.50%	16.03%
APPLIANCES	50.08%	50.56%	48.70%	46.38%
OTHERS	3.42%	4.19%	3.06%	3.46%
TOTAL	100.00%	100.00%	100.00%	100.00%



Unaudited Financial Results for Quarter ended 30.09.2021



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SALES BREAKUP – STANDALONE- FOR FIRST HALF

(In Rs. Crores)

	1 st Half 2021-22	1 st Half 2020-21	GROWTH	1 st Half 2019-20	1 st Half 2018-19
COOKERS	341.57	222.97	53%	321.91	338.57
COOKWARE	207.34	137.24	51%	159.27	149.95
APPLIANCES	575.62	403.99	42%	491.82	449.51
OTHERS	40.95	34.57	18%	34.19	33.11
TOTAL	1165.48	798.77	46%	1007.19	971.14
Operating EBITDA	191.13	107.68	78%	155.34	147.56
PBT	169.29	88.55	91%	138.8	133.84
PAT	125.85	66.26	90%	116.75	89.67
EPS (Rs / Share)	90.79	47.80	90%	84.22	64.69

PROPORTION TO	1 st Half 2021-22	1 st Half 2020-21	1 st Half 2019-20	1 st Half 2018-19
SALES				
COOKERS	29.31%	27.91%	31.96%	34.86%
COOKWARE	17.79%	17.18%	15.81%	15.44%
APPLIANCES	49.39%	50.58%	48.83%	46.29%
OTHERS	3.51%	4.33%	3.40%	3.41%
TOTAL	100.00%	100.00%	100.00%	100.00%



UK SUBSIDIARY – HORWOOD HOMEWARES LTD

- Horwood achieved sales of £9.3 million (PY £6.7 million) during 1st Half FY22 and a growth of 39% notwithstanding continued Brexit and COVID-19 pandemic related impact.
- Operating EBITDA was at £ 1.2 million (PY £ 0.5 million).
- Sales across channels are good and expanding including on e-commerce.
- The subsidiary's transformation efforts and performance during 1st Half has created a strong platform for the year.
- The global supply chain issues and the steep increase in key commodity prices do have a major impact on the cost of its global sourcing. All efforts are being taken to mitigate the cost increases.



GOING FORWARD

- Most channels built their inventory during the end of Q2 to meet the demand during the festival season of October and early November. Further second of Half of FY 21 was a normal half-year without much impact on account of lockdowns except for the last fortnight of March 21 thus providing a larger base. Further the inflation caused by fuel prices and day to day items of consumption can have impact on the disposable incomes of quiet a few consumer segments. Against this background, the company does have a positive outlook for the remaining part of FY 22 subject to any unforeseen circumstances.
- The company has slated for launch around 53 new SKUs during Q3 of FY 22.
- Exports outlook is positive subject to logistic issues.
- With the agricultural activities at normal levels, rural consumption is expected to stabilize.
- In the face of continued hardening of key input and logistic costs, the company will proactively improve internal efficiencies and pursue a pricing policy to keep the EBIDTA margins at a healthy level.



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SAFE HARBOUR

THIS PRESENTATION MAY CONTAIN CERTAIN STATEMENTS WHICH ARE FUTURISTIC IN NATURE. SUCH STATEMENTS REPRESENT THE INTENTIONS OF THE MANAGEMENT AND THE EFFORTS BEING PUT IN BY THEM TO REALIZE CERTAIN GOALS. THE SUCCESS IN REALIZING THESE GOALS DEPENDS ON VARIOUS FACTORS BOTH INTERNAL AND EXTERNAL. THEREFORE, THE INVESTORS ARE REQUESTED TO MAKE THEIR OWN INDEPENDENT JUDGMENTS BY CONSIDERING ALL RELEVANT FACTORS BEFORE TAKING ANY INVESTMENT DECISION.

New Launches – Q2 / FY 21-22



Kitchenware



Tri Ply Svachh Pressure cooker (2L & 3L)



Nakshatra Svachh / Nakshatra Plus Svachh (8L/10L)



Nakshatra Cute SS Svachh Pressure cooker (3L & 5L)



Platina Popular with soft touch handle (Kadai, Fry Pan, Sauce Pan & Casserole)

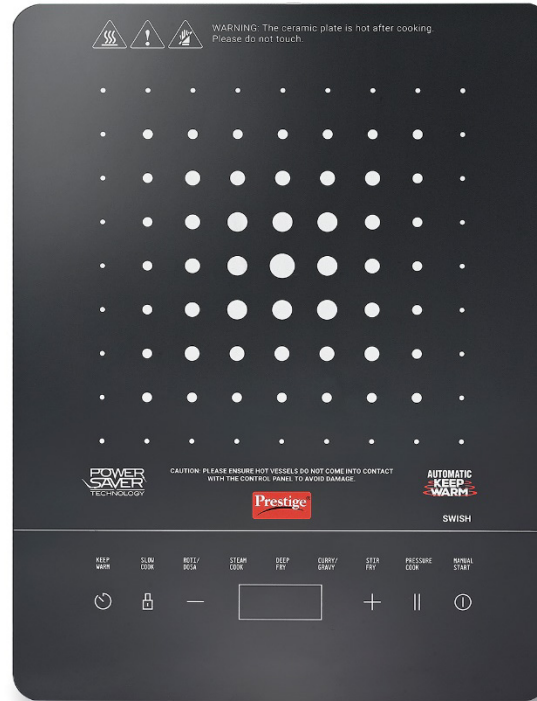


Tru-Edge Knife sets

Appliances



Nakshatra Super 750W Mixer Grinder



Swish 2000W Induction Cooktop



PRCK 1.8 and 2.8 Closed Type Rice Cooker

Appliances



Deep Plate Sandwich makers



PEG 4.0 Electric Grill



PCMD 4.0 and 5.0 Coffee Makers



Dura 600 SS and black Kitchen hood

Appliances – E commerce Exclusives



Iris 4 Burner Gas Stove



Macho 1000W Mixer Grinder



Supreme Gas Stove – 2,3 & 4 Burners

Appliances – E commerce Exclusives



Atlas 3.0 ICT



Atlas Sandwich Maker



Fern 1.8-2 Rice Cooker



ICT + Cooker Combi



Atlas 4 burner Gas Stove



Atlas Wet Grinder



Kettle Plus Bottle Combi



Clean Home



Typhoon 11



Typhoon 04



Copper Water dispenser

Judge Kitchenware



thank
you

