



TTK PRESTIGE LIMITED



**Gist of Information to be shared
with
Analysts on 1st February 2022**

Quarter Ended 31st December 2021





Unaudited Financial Results for Quarter ended 31st December 2021



GENERAL BACKDROP FOR Q3 OF FY 2021-22

A. GENERAL ECONOMY

- The festive retail sale was flattish.
- Early signs of a possible third wave and outbreak of omicron in December lead to partial closure of markets in many States. These did have impact on consumption. The situation was further compounded by unprecedented floods in key geographies affecting consumption as well as logistics.
- Continued inflationary trends did impair private final consumption during Q3. Hardening of commodity prices in general and fuel in particular affected margins across sectors.
- Power cuts in some geographies had impact on supply-chain making it difficult to fulfil orders.
- All Channels were active throughout the quarter. As off-line channels got back to normalcy, online channels became subdued as compared to YOY as well as sequential quarters.



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GENERAL BACKDROP FOR Q3 OF FY 2021-22

A. GENERAL ECONOMY (Continued ...)

- Travel and hospitality sectors continued to witness restrictions. Though there were indications that they would open by end of quarter it got impacted due to the Omicron wave witnessed in few countries by then.
- With the agricultural activities at normal levels, rural consumption stabilized during this quarter.
- Export remained robust though higher freight cost due to container shortage continued to be a bottleneck.
- Domestic supply chain cost continued to be at a high level driven by increasing fuel cost.



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GENERAL BACKDROP FOR Q3 OF FY 2021-22

B. SPECIFIC TO COMPANY

- Due to early Diwali the Primary Sale having taken place in September 21 itself, the primary off-take in Q3 was moderate especially during November and December.
- During the quarter all the channels were active. Off-line channels became robust.
- Online channel was not growing at the same rates given that all channels were active.
- The Rural markets were robust during this quarter aided by good monsoon.
- The commodity prices continued to remain high even during this quarter and it had impact on the prices across all materials.
- The Company continued to maintain healthy margins through improved efficiencies as well as calibrated price increases without any adverse effect on volumes and market share.



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GENERAL BACKDROP FOR Q3 OF FY 2021-22

B. SPECIFIC TO COMPANY (Continued ...)

- Exports continued to be robust though impact of logistics issues continued during this quarter as well.
- Company carried out a stock-split in December 2021, by subdividing the shares of the face value of Rs.10/- in to shares of the face value of Rs.1.
- During Nov 2021 Company entered into an agreement for making strategic investment in Ultrafresh Modular Solutions Ltd engaged in the business of Modular Kitchens and kitchen appliances having many franchisee outlets across India. The investment will be to the tune of around Rs 30 Crores towards primary as well as secondary acquisition.



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KEY PERFORMANCE HIGHLIGHTS OF 3RD QUARTER ENDED 31ST DECEMBER 2021 (AS COMPARED TO Q3 OF PREVIOUS YEAR)

- Due to change in the calendar of festivals as compared to previous year measuring performance over the PY Q3 may not be appropriate.
- Domestic Sales grew by 5% from Rs 662.33 Crores to Rs 694.61 Crores on a much larger base of the previous year Q3 which was much higher than pre Covid levels
- Export Sales for the quarter grew by 44% from Rs 17.08 Crores to Rs.24.51 Crores.
- Total Sales grew by 6% from Rs 679.41 Crores to Rs 719.12 Crores.
- EBITDA was at Rs 130.96 Crores as compared to PY Rs 126.64 Crores: a growth of 3.4%
- EBITDA margin was around 18.2% (PY 18.6%)
- Profit before Tax: Rs 118.87 Crores (PY Rs 115.64 Crores); a growth of 2.8%
- Profit after Tax: Rs 88.65 Crores (PY: Rs 86.53 Crores); a growth of 2.5%
- EPS stood at Rs. 6.40 (PY Rs.6.24) [Note: Face value Rs 1 per share]



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KEY PERFORMANCE HIGHLIGHTS OF 3RD QUARTER ENDED 31ST DECEMBER 2021 (Continued....) (AS COMPARED TO Q3 OF PREVIOUS YEAR)

- Consolidated turnover grew by 5.5% from Rs.725.63 Crores to Rs.765.33 Crores.
- Consolidated Profit before Tax (before loss from discontinued operations) stood at Rs 121.41 Crores (PY Rs.119.84 Crores)
- Consolidated Profit after Tax (before loss from discontinued operations) stood at Rs 90.70 Crores (PY Rs.89.95 Crores)
- Consolidated EPS (before loss from discontinued operations) stood at Rs.6.54 (PY Rs.6.49) [Note: Face value Rs 1 per share, the split having taken place in December 2021]



Unaudited Financial Results for Quarter ended 31st December 2021



KEY BUSINESS FACTS FOR Q3 OF FY 2021-22

- The Company did well in the 3rd Quarter when compared to the same period of last year which had a larger base aided by delayed festive season.
- For proper comparison, the cumulative performance of two quarters Q2 and Q3 vis a vis FY 21 for the same period should be considered. The continued robustness of business is revealed in the following table.

	6 months ended 31.12.21	6 months ended 31.12.20	Growth
Sales (Rs. Crs)	1,528	1,270	20.3%
Op EBITDA (Rs. Crs)	275	220	25.0%
EBITDA margin %	18.0%	17.3%	

- All channels were very active during this quarter though the contribution from E-Comm Channel dropped when compared to the previous quarters.



Unaudited Financial Results for Quarter ended 31st December 2021



KEY BUSINESS FACTS FOR Q3 OF FY 2021-22 (Continued ...)

- Introduced 46 new SKUs during this quarter across all categories.
- Pressure cookers and Gas Stoves on Svachh platform continue to gain momentum.
- Prestige Xclusive chain strength stood at 670 in 380 towns contributing significantly to total sales.
- Trade collections continued to do well meeting the norms of the company.
- The Company had to carry higher inventory during the end of this quarter to manage the continuing commodity price increase as well as to overcome any supply chain issues that may occur in Q4 on account of issues like Omicron.
- The company carries substantial free cash of around Rs 530 crores post capex.
- The Board has recommended payment of interim dividend of Rs. 2.50 per share i.e., 250%.



Unaudited Financial Results for Quarter ended 31st December 2021



KEY PERFORMANCE HIGHLIGHTS OF NINE MONTHS ENDED 31ST DECEMBER 2021 (AS COMPARED TO NINE MONTHS OF PREVIOUS YEAR)

- The year started with the pandemic related lockdowns though April and June were much better compared to previous year.
- Business which resumed to reasonable level from early June 2021, gained momentum from July.
- Comparison with the corresponding nine months of FY 20-21 may not be meaningful for the above reasons. However, the volume sales of all key categories have grown well over last year and over pre-covid levels
- Domestic Sales grew by 27% from Rs 1,428.78 Crores to Rs 1,815.74 Crores.
- Export Sales for the quarter grew by 39% from Rs 49.40 Crores to Rs 68.86 Crores.
- Total Sales grew by 27.5% from Rs 1,478.18 Crores to Rs 1,884.60 Crores.
- EBITDA was at Rs 322.09 Crores (PY Rs 234.32 Crores) a growth of 37.5%
- EBITDA margin was around 17.09% (PY 15.85%)



Unaudited Financial Results for Quarter ended 31st December 2021



KEY PERFORMANCE HIGHLIGHTS OF NINE MONTHS ENDED 31ST DECEMBER 2021 (Continued ...) (AS COMPARED TO NINE MONTHS OF PREVIOUS YEAR)

- Profit before Tax: Rs 288.16 Crores (PY Rs 204.19 Crores) a growth of 41.1%
- Profit after Tax: Rs 214.5 Crores (PY: Rs 152.79 Crores) a growth of 40.4%
- EPS stood at Rs 15.47 (PY Rs.11.02) [Note: Face value Rs 1 per share]
- Consolidated turnover grew by 27.4% from Rs 1,588.90 Crores to Rs 2,024.95 Crores.
- Consolidated Profit before Tax (before loss from discontinued operations) stood at Rs 300.9 Crores (PY Rs 210.03 Crores)
- Consolidated Profit after Tax (before loss from discontinued operations) stood at Rs 224.82 Crores (PY Rs 157.53 Crores)
- Consolidated EPS (before loss from discontinued operations) was Rs 16.22 (PY Rs 10.92) [Note: Face value Rs 1 per share, the split having taken place in December 2021]



Unaudited Financial Results for Quarter ended 31st December 2021



SALES BREAKUP – STANDALONE- FOR 3RD QUARTER FY 2021-22

(In Rs. Crores)

	Q3 2021-22	Q3 2020-21	GROWTH %	Q3 2019-20	Q3 2018-19
COOKERS	225.62	204.29	10%	158.15	169.00
COOKWARE	114.06	104.69	9%	78.1	86.00
APPLIANCES	349.14	343.33	2%	288.39	280.00
OTHERS	30.3	27.09	12%	21.43	17.00
TOTAL	719.12	679.41	6%	546.07	552.00
Operating EBITDA	130.96	126.64	3.4%	88.73	91.89
PBT	118.87	115.64	2.8%	79.05	84.85
PAT	88.65	86.53	2.5%	60.91	56.84
EPS (Rs / Share) *	6.40	6.24	2.5%	4.39	4.10

* - face value of share Rs 1/-

PROPORTION TO SALES	Q3 2021-22	Q3 2020-21	Q3 2019-20	Q3 2018-19
COOKERS	31.4%	30.1%	29.0%	30.6%
COOKWARE	15.9%	15.4%	14.3%	15.6%
APPLIANCES	48.5%	50.5%	52.8%	50.7%
OTHERS	4.2%	4.0%	3.9%	3.1%
TOTAL	100.0%	100.0%	100.0%	100.0%



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SALES BREAKUP – STANDALONE- FOR NINE MONTHS FY 2021-22

(In Rs. Crores)

	Nine Months' 2021-22	Nine Months' 2020-21	GROWTH %	Nine Months' 2019-20	Nine Months' 2018-19
COOKERS	567.19	427.3	33%	480.06	508.00
COOKWARE	321.4	241.93	33%	237.37	236.00
APPLIANCES	924.74	747.31	24%	780.20	729.00
OTHERS	71.27	61.64	16%	55.63	50.00
TOTAL	1884.6	1478.18	27%	1553.26	1523.00
Operating EBITDA	322.09	234.32	38.0%	244.06	239.45
PBT	288.16	204.19	41.0%	217.84	218.69
PAT	214.50	152.79	40.0%	177.65	146.51
EPS (Rs / Share) *	15.47	11.02	40.0%	12.82	10.57

* - face value of share Rs 1/-

PROPORTION TO SALES	Nine Months' 2021-22	Nine Months' 2020-21	Nine Months' 2019-20	Nine Months' 2018-19
COOKERS	30.1%	28.9%	30.9%	33.3%
COOKWARE	17.0%	16.4%	15.3%	15.5%
APPLIANCES	49.1%	50.5%	50.2%	47.9%
OTHERS	3.8%	4.2%	3.6%	3.3%
TOTAL	100.0%	100.0%	100.0%	100.0%



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UK SUBSIDIARY – HORWOOD HOMEWARES LTD

- Horwood achieved a sale of £4.6 million (PY £4.7 million) in Q3. But for some supply-chain issues the sales would have been higher during the quarter.
- Horwood achieved sales of £13.9 million (PY £11.4 million) during the nine-month period in FY22 with a growth of 23% notwithstanding continued Brexit, Supply Chain and COVID-19 pandemic related impact.
- Operating EBITDA for the nine-month period was at £ 1.5 million (PY £ 1.1 million).
- The performance across channels were good despite supply chain issues and Omicron impact in UK.
- The steep increase in key commodity prices and the continuing global supply chain issues do have a major impact on the cost of its global sourcing. Efforts are on to mitigate the cost increases.



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GOING FORWARD

- The Covid-19 third wave in the form of Omicron has hit the nation at the end of December and most of the people are affected though not severe as compared to the second wave. This led to restriction in operations of some of the channels due to local intermittent lockdowns in few States.
- We expect some marginal impact due to Omicron but may not be as significant as the previous wave considering the less severity of this variant. Hence the Company continues to maintain a positive outlook for Q4.
- The company has slated for launch around 63 new SKUs during Q4 of FY 22.
- Outlook for exports continues to be positive subject to logistics issues.
- The commodity price is expected to rule high even during this quarter; the Company has been working on internal efficiencies and maintain an appropriate pricing policy to keep the EBITDA margin at healthy level without any adverse impact on volumes



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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 – Q3 / FY 21-22



Kitchenware



Tri Ply Svachh Pressure
cooker (3.5L and 5L)



Prestige Milk Cooker
1.0L, 1.5L, 2.0L, 3.0L



Platina Non – stick – Kadai and Fry pan

Appliances



Desire HOB TOP – 2B, 3B, 4B

Delight Pro



Divya



Coral



Superb



Zenith

Appliances



Clara 600 SS



Clara 600 Black

Clean Home



Magic Mop – Maxima 02



Copper bottle with tumbler



Thank you