

May 27, 2025

National Stock Exchange "Exchange Plaza", C-1, Block G, Bandra- Kurla Complex, Bandra (E), Mumbai – 400 051.	BSE Limited 27th Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001.
Scrip Symbol : TTKPRESTIG	Scrip Code : 517506

Dear Sir,

Sub: Data to be shared with Analysts for the fourth quarter and year ended March 31, 2025

We are enclosing herewith a copy of information to be shared with Analysts. The said information will be published on our website also.

Please take this information on record.

Thanking you,

Yours faithfully,
For TTK Prestige Limited,

Manjula K V
Company Secretary & Compliance Officer

TTK Prestige

L I M I T E D

Q4 FY 2024-25 Investor Presentation



*Jo apnon se kare pyaar, woh
Prestige se kaise kare inkaar.*





DIGI OTG



TRI-PLY
HEXAMAGIC



COOKCENTER



AIRFLIP-AIRFRYER



COOL TOUCH
KETTLE



CERAGLIDE
DUO

Presenting
Innovations
For Effortless Cooking!



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Locator



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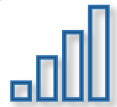
Shop Online on
shop.ttkprestige.com



Index



General backdrop for Q4 of FY 2024-25



Performance Highlights



Subsidiaries - Performance Highlights



Going Forward



Product Launches

A. GENERAL ECONOMY

- Global growth is projected to decline after a period of relatively stable yet underwhelming performance. This slowdown is attributed to a combination of policy shifts and new uncertainties.
- Although global headline inflation is anticipated to decline overall, certain nations are experiencing upward adjustments in their inflation projections, underscoring possible difficulties in managing price hikes.
- Escalating trade tensions and elevated policy-induced uncertainty may further hinder the growth. Shifting policies could lead to abrupt tightening of global financial conditions and capital outflows, particularly impacting emerging markets.
- Global trade growth is expected to slow down in 2025 to 1.7 percentage. This forecast reflects increased tariff restrictions affecting trade flows.
- In India, political stability, policy continuity, stimulus, and strong reforms increase economic activity, thereby boosting investor confidence in the strengths of domestic demand.
- The tax exemptions announced in the budget will increase consumer spending and may boost GDP growth. However, uncertainty around the tariff rates imposed by the United States on Indian exports could offset those gains.
- India's economy continues to show resilience and stability despite global uncertainties and trade-related disruptions, with key indicators pointing to sustained growth momentum in the final quarter of FY25. India has now become the 4th largest economy in terms of GDP ahead of Japan.

A. GENERAL ECONOMY (Continued...)

- Rising GST collections, higher e-way bill generation, improved consumer sentiment, and a manufacturing revival indicated strengthening economic activity, while that segment of rural demand which is not dependant on micro finance remained steady with increased household consumption.
- India's exports hit an all-time high in 2024-25, driven by a record surge in the shipments of services despite global trade headwinds.
- Freight rates are expected to surge as Indian exporters expedite shipments in response to a 90-day suspension of tariffs by the United States.

B. SPECIFIC TO COMPANY

- All channels except rural, CSD and institutions did well during this quarter. E-commerce continued to do well in this quarter as well.
- The demand in rural market impacted by the challenges faced by the MFIs continued to be affected even in this quarter.
- The increasing trend in the Aluminium prices continued during the quarter though some pause in the increase is noticed post year end.
- Exports shipments were robust during the quarter.

KEY PERFORMANCE HIGHLIGHTS FOR 4th QUARTER ENDED MARCH 31, 2025 (AS COMPARED TO Q4 OF PREVIOUS YEAR)

- Domestic Sales is at Rs. 582.2 Crores (PY Rs. 566.90 Crores); growth of 3%
- Export Sales for the quarter is at Rs. 21.6 Crores (PY Rs. 13.5 Crores); growth of 60%
- Total Sales is at Rs. 603.8 Crores against Rs. 580.4 Crores of last year; growth of 4%
- EBITDA (before exceptional items) is at Rs. 72.5 Crores as compared to PY Rs. 100.0 Crores.
- EBITDA margin is at 12.0% (PY 17.2%)
- Operating EBITDA margin is at 9.4% (PY 14.0%)
- Profit before Tax & exceptional items was at Rs. 52.9 Crores (PY Rs. 81.7 Crores)
- Profit after Tax is at Rs. 3.9 Crores (PY Rs. 63.1 Crores) primarily impacted due to exceptional charge of Rs 32.3 Crores during the quarter (PY Nil) towards provision for impairment of investment in UK Subsidiary.
- EPS (before exceptional items) is at Rs. 2.64 per equity share of face value Rs. 1/- each (PY Rs. 4.55)
- Consolidated turnover is at Rs. 649.6 Crores (PY Rs. 622.6 Crores) registering a growth of 4.3%
- Consolidated Profit before Tax (before exceptional items) stood at Rs. 45.38 Crores (PY Rs. 74.5 Crores)
- Consolidated Profit after Tax is at Rs. (42.4) Crores (PY Rs.57.4 Crores) primarily impacted due to exceptional charge of Rs 71.4 Crores during the quarter (PY Nil) towards provision for impairment of goodwill in UK Subsidiary taking into account continued stress in UK economy compounded by tariff war threat from US.
- Consolidated EPS (before exceptional) is at Rs. 2.25 per equity share of face value Rs. 1/- each (PY Rs. 4.24)

KEY PERFORMANCE HIGHLIGHTS FOR THE YEAR ENDED MARCH 31, 2025 (AS COMPARED TO PREVIOUS YEAR)

- Domestic Sales is at Rs. 2462.47 Crores (PY Rs. 2430.4 Crores) registering a growth of 1.4%
- Export Sales is at Rs. 67.86 Crores (PY Rs. 70.34 Crores)
- Total Sales at Rs. 2530.3 Crores against Rs. 2500.7 Crores of last year; growth of 1.2%
- EBITDA (before exceptional) is at Rs. 339.0 Crores as compared to PY Rs. 386.0 Crores.
- EBITDA margin is at around 13.4% (PY 15.4%)
- Operating EBITDA margin is at 10.7% (PY 12.8%)
- The Other Expense for the quarter includes Rs 16.3 Crores (PY Q4: Rs Nil) and Rs 29.8 Crores for the year (PY: Rs Nil) being soft operational expenses incurred by the Company for long-term growth strategy and plan. But for this one-time investment for growth, the EBITDA and Operating EBITDA would have been around the last year level.
- Profit before Tax & exceptional item is at Rs. 264.4 Crores (PY Rs.318.2 Crores)
- Profit after Tax is at Rs. 162.7 Crores (PY Rs.238.8 Crores) primarily impacted due to exceptional charge of Rs 32.3 Crores during the year (PY Nil) towards provision for impairment of investment in UK Subsidiary.
- EPS (before exceptional) is at Rs. 14.16 per equity share of face value Rs. 1/- each (PY Rs. 17.23)
- Consolidated turnover is at Rs. 2715 Crores (PY Rs.2678.1 Crores); growth of 1.4%
- Consolidated Profit before Tax & exceptional stood at Rs. 246.0 Crores (PY Rs. 301.2 Crores)
- Consolidated Profit after Tax is at Rs. 108 Crores (PY Rs. 225.3 Crores) primarily impacted due to exceptional charge of Rs 71.4 Crores during the year (PY Nil) towards provision for impairment of goodwill in UK Subsidiary.
- Consolidated EPS (before exceptional) is at Rs. 13.35 per equity share of face value Rs. 1/- each (PY Rs. 16.48)

KEY BUSINESS FACTS FOR Q4 AND 12 MONTHS OF 2024-25

- The demand in the traditional channel which includes general trade, exclusive stores, e-commerce and modern formats did well during the quarter, while the alternate channel which includes rural channel dependant on MFI and institutional channel, which had significant share of sales for the Company, continued to be affected as in the last few quarters. Sales lost on account of this during this quarter is around Rs 32 Crores and for 12 months is around Rs 125 Crores
- The traditional channel grew by 10.2% during the quarter, but the alternate channel pulled down the overall growth for the quarter to 2.7%. For the full year the traditional channel growth was around 7.8%.
- The Company has been steadily consolidating and improving its market share in the active channels in this quarter as well.
- The Judge brand post its repositioning to reach the mass market has started materialising with good double-digit growth during this year. It is expected to grow further in the coming quarters.
- During this quarter, the Company has considered possible effect of the global trade and geo-political conflicts in UK operations and its impact on the carrying amount of investments and Goodwill and has tested the same for impairment as at March 31, 2025. This has resulted in an impairment charge of Rs 32.26 Crores (PY : NIL) in the Standalone and Rs 71.42 Crores (PY : NIL) in the Consolidated financial results as an exceptional item for the quarter and year ended on March 31, 2025.

KEY BUSINESS FACTS FOR Q4 AND 12 MONTHS OF 2024-25 (Continued...)

- Introduced 44 new SKUs during this quarter and around 191 new SKUs during the year across all categories. New launches are being received well in the market.
- Prestige Xclusive chain strength stood at 667 contributing significantly to total sales.
- The Company carries a comfortable free cash of over Rs 825 Crores (including short term Liquid investments) as on March 31, 2025, after capex, dividend, buyback of equity shares (Rs. 248.8 Crores), CCD investment in GramyaHaat and after deploying sufficient amounts in working capital for a cost-effective supply chain.
- The Board has recommended a dividend of Rs 6 per share of face value Rs 1/- each (i.e. 600%) for FY 2024-25.

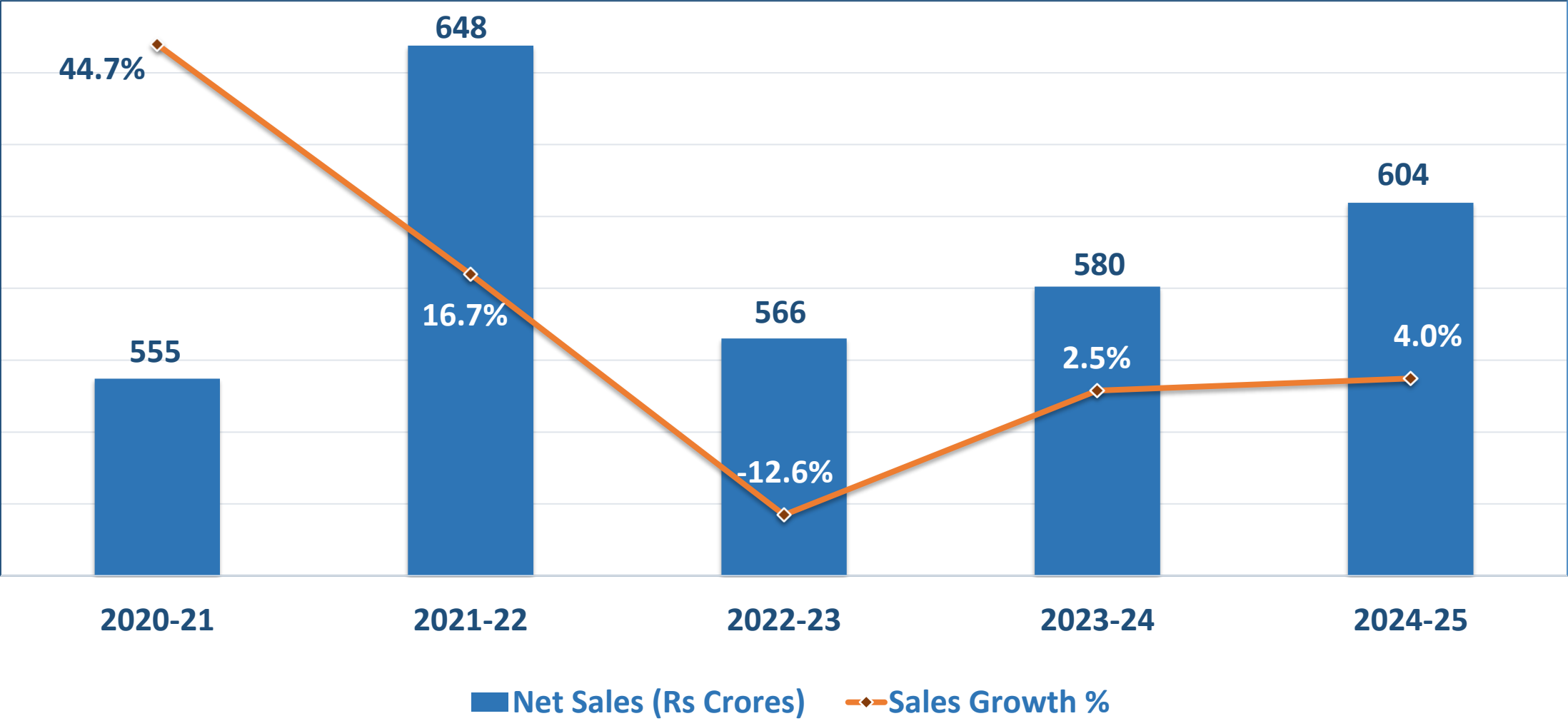
SALES BREAKUP – STANDALONE- FOR 4th QUARTER
(In Rs. Crores)

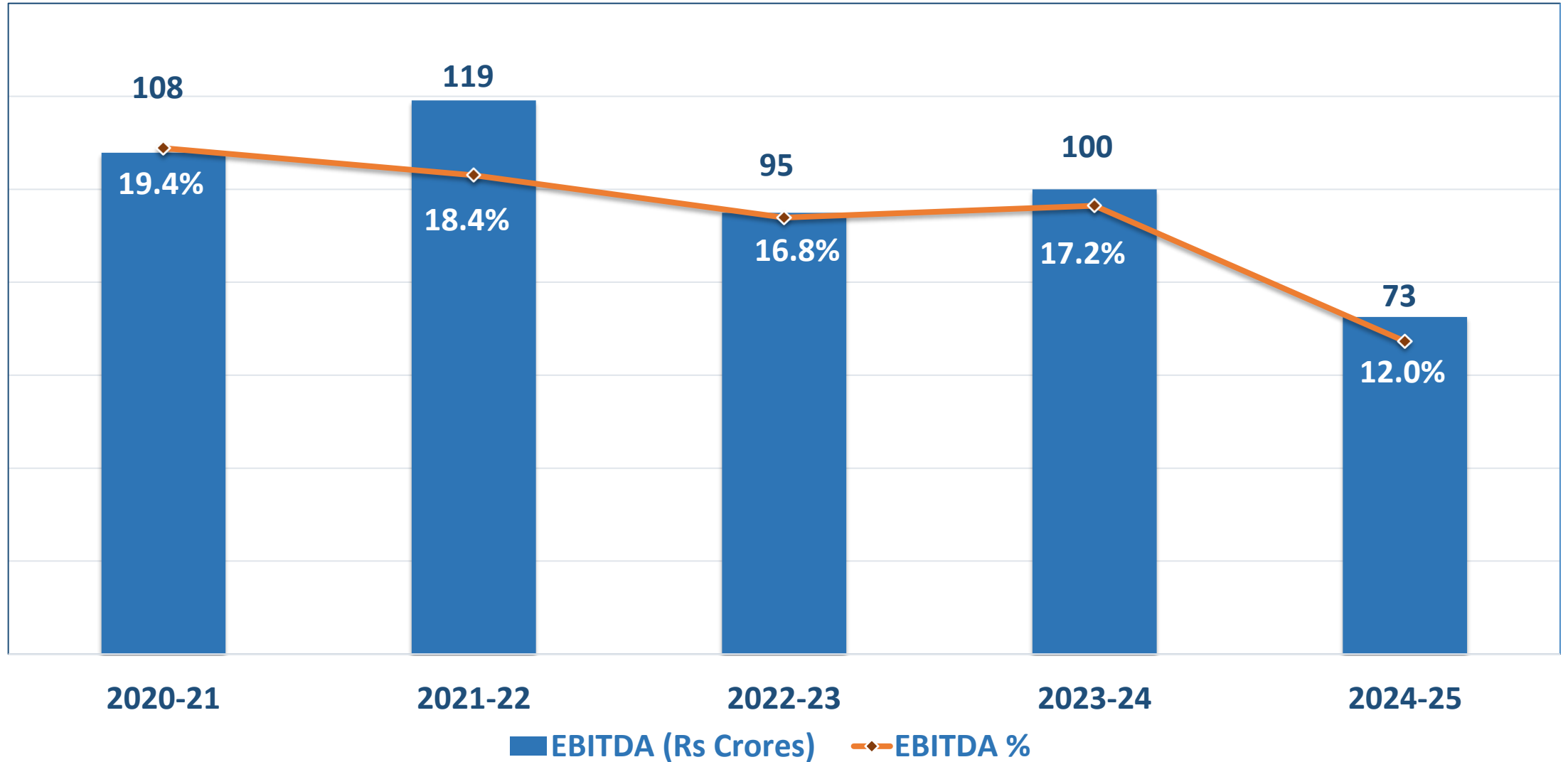
	Q4 2024-25	Q4 2023-24	GROWTH	Q4 2022-23	Q4 2021-22
COOKERS	192.8	188.3	2.4%	175.3	218.8
COOKWARE	102.6	90.2	13.8%	82.8	95.3
APPLIANCES	274.8	270.9	1.4%	282.4	306.3
OTHERS	33.6	31.1	8.1%	25.5	27.1
TOTAL	603.8	580.4	4.0%	566.0	647.6
PROPORTION TO SALES	Q4 2024-25	Q4 2023-24		Q4 2022-23	Q4 2021-22
COOKERS	31.9%	32.4%		31.0%	33.8%
COOKWARE	17.0%	15.5%		14.6%	14.7%
APPLIANCES	45.5%	46.7%		49.9%	47.3%
OTHERS	5.6%	5.3%		4.5%	4.2%
TOTAL	100.0%	100.0%		100.0%	100.0%

SALES BREAKUP – STANDALONE- FOR 12 MONTHS

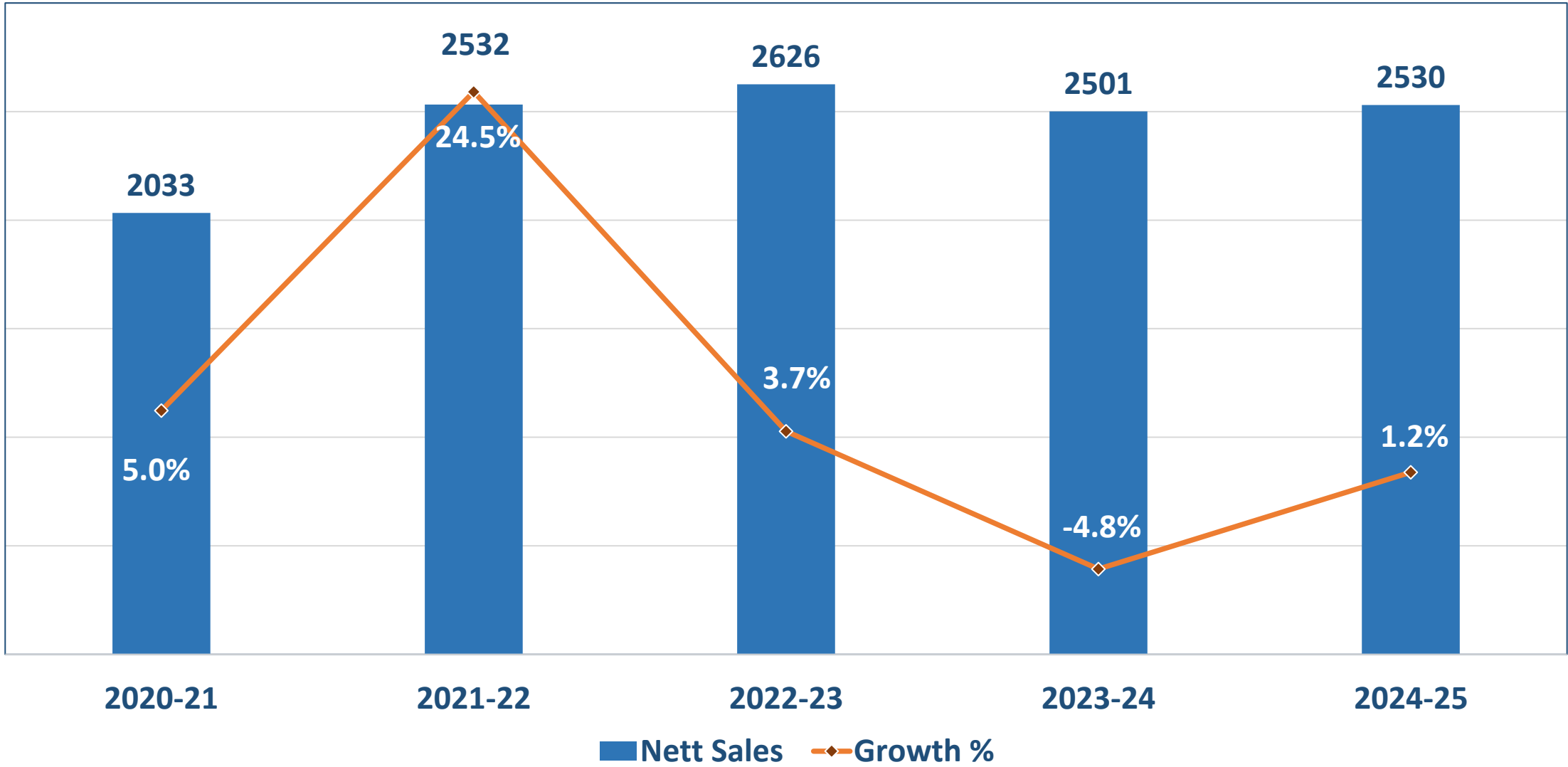
(In Rs. Crores)

	Full Year 2024-25	Full Year 2023-24	GROWTH	Full Year 2022-23	Full Year 2021-22
COOKERS	785.1	796.3	-1.4%	821.6	786.0
COOKWARE	431.5	402.3	7.3%	417.2	416.7
APPLIANCES	1184.3	1179.9	0.4%	1278.8	1231.1
OTHERS	129.4	122.2	5.8%	108.1	98.4
TOTAL	2530.3	2500.7	1.2%	2625.7	2532.2
PROPORTION TO SALES	Full Year 2024-25	Full Year 2023-24		Full Year 2022-23	Full Year 2021-22
COOKERS	31.0%	31.8%		31.3%	31.0%
COOKWARE	17.1%	16.1%		15.9%	16.5%
APPLIANCES	46.8%	47.2%		48.7%	48.6%
OTHERS	5.1%	4.9%		4.1%	3.9%
TOTAL	100.0%	100.0%		100.0%	100.0%

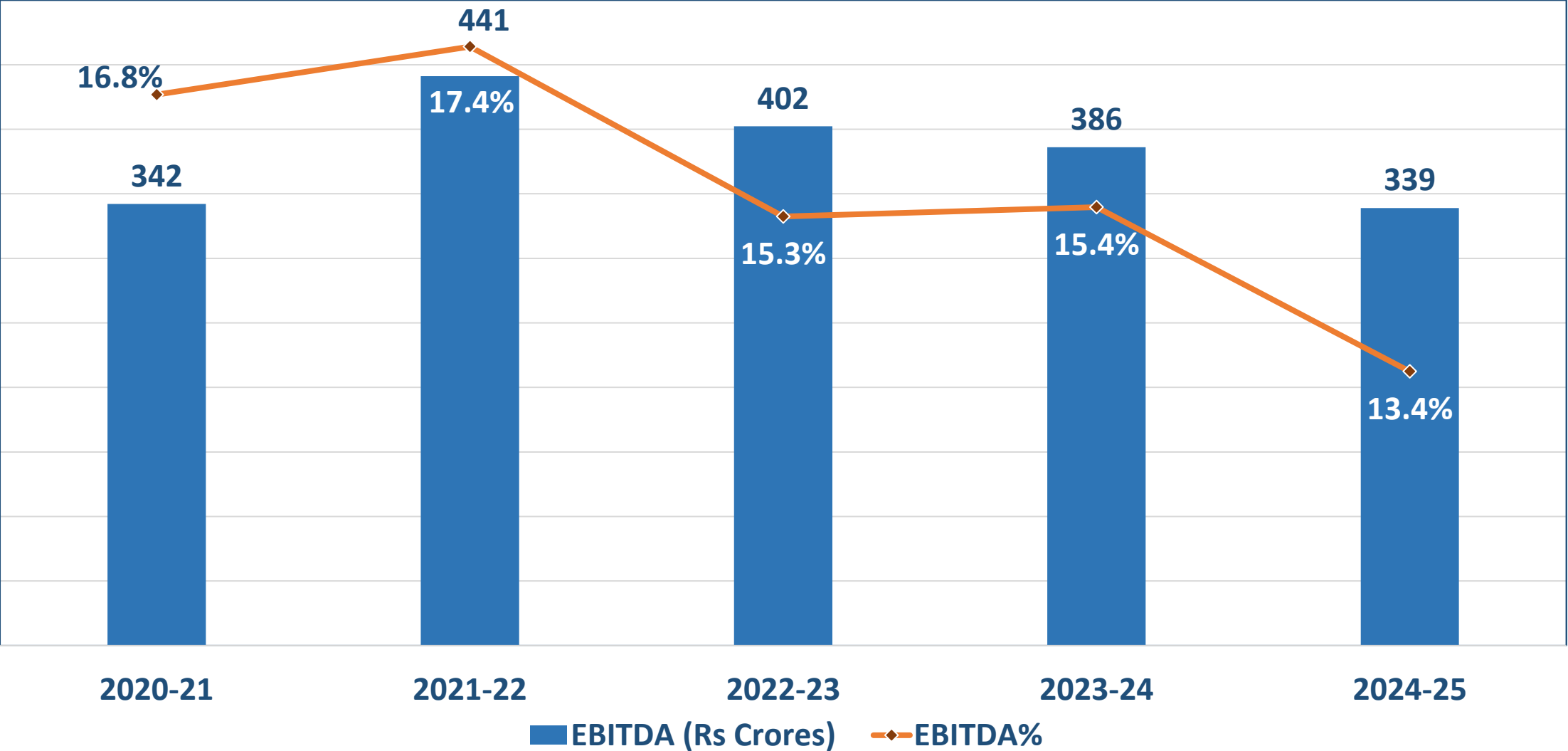




Note: EBITDA includes Interest Income, but before exceptional items



12 MONTHS EBITDA OVER 5 YEARS (STANDALONE)



Note: EBITDA includes Interest Income, but before exceptional items

UK SUBSIDIARY – HORWOOD HOMEWARES LTD

- Horwood achieved a sale of £ 3.5 million during Q4 FY25 (PY £ 3.5 million) and £ 14.2 million for 12 Months FY25 (PY £ 14.4 million).
- Horwood's Operating EBITDA for Q4 was at £ 0.10 million [PY £ (0.03) million] and the same for 12 Months was at £ 0.31 million [PY £ 0.02 million].
- In spite of muted growth, the profitability for the year has improved based on various cost reduction initiatives undertaken by Harwood during this year. These efforts will continue in the coming year as well.
- UK economy is expected to grow slightly faster in 2025 than last year, at 1.1% and this still represents a subdued level of economic activity.
- Headline inflation hit 3.0% in January and will pick up further in the near term due to increases in employer National Insurance Contributions and National Living Wage increases pushing up price and wage growth.
- Uncertainty surrounding US tariffs is undermining confidence, leading to persistent volatility in financial markets and a projected decline in global growth, which adversely affects international trade, including UK.

INDIAN SUBSIDIARY – ULTRAFRESH MODULAR SOLUTIONS LIMITED

- Ultrafresh achieved a sale of Rs. 8.3 Crores during Q4 FY 25 (PY Q4: Rs. 7.9 Crores) and Rs. 32.5 Crores for 12 Months FY25 (PY: Rs. 31.2 Crores); registering a growth of 4.1% for the year.
- Ultrafresh's EBITDA for Q4 FY25 was at Rs. (4.1) Crores [PY Rs. (3.0) Crores] and the same for 12 months in FY25 is at Rs. (9.3) Crores [PY Rs. (6.1) Crores].
- Delays in readiness of the project site has deferred some of their sales to the following year.
- Ultrafresh is currently in expansion mode and has been investing in systems, process and people to grow its business resulting in lower profitability. They are continuing their efforts on optimisation of costs and expanding its sales to improve its EBITDA margin in the coming year.
- Being a 51% Subsidiary Company their financials are consolidated appropriately in the Consolidated Financial Statements.
- Ultrafresh added 5 studios during the year Q4 FY25 totalling 165 studios as of March 31, 2025, after attritions.

- Policy action at global level is needed to foster a more favourable external environment, enhance macroeconomic stability, reduce structural constraints, address the effects of climate change, and thus accelerate long-term growth and development.
- Indian economy is projected to remain a high-growth engine, with potential for strong performance driven by domestic demand, infrastructure investments, and a growing digital economy. While challenges persist, such as regulatory hurdles and global uncertainties, India's resilience and growth potential are significant as proved in the past.
- The tax exemptions announced in the budget will increase consumer spending subject to any uncertainty around the tariff rates imposed by the United States.
- The industry is expected to expand on the back of rising disposable incomes, and changing consumer preferences.
- The shift in preference to procure Indian manufactured products by the global brands from a country outside China coupled with tariff restriction being imposed by US with various countries is expected to benefit India.
- Company always focuses on improvement in efficiencies and cost optimization to deliver decent profits even if planned growth is impaired due to external factors like channel churn, geo-political or climatic disturbances.

- Under the above circumstance your Company is confident that it will maintain the growth paths in the coming year with stable operating margins if projected GDP growth of 6.2% is achieved. The company is already seeing growth trends across categories since the beginning of the current financial year FY26.
- As informed earlier the Company has decided to commit financial resources to the tune of Rs. 500 crores over the next three financial years commencing from Q4 of FY 24-25. This outlay will cover both soft operational expenses and hard expenses of capital nature. This plan may result in some transient impact on operating EBITDA margins over the next 8 quarters as initial one-time soft-investments are targeted to achieve growth and cost-savings may not outweigh the one-time soft investments.
- The Company will continue to focus more on innovative products to capitalise on this opportunity. The company has slated for launch around 118 new SKUs during Q1 of FY 26.

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 – Q4 | Kitchenware



Durastone BYK



**Splash bottles
(4 SKUs)**



PGL 07- Long lighter



**Ceraglide Duo (15
SKUs)**



**Hexamagic (4
SKUs)**

New Launches – Q4 | Appliances



**Iris Plus Gas Stove 3
Burner AI**



**Iris Plus Gas Stove 2
Burner AI**



**Prestige Ray 1350W
Induction Cooktop**



**Prestige Iris Sleek
2000W Induction**

New Launches – Q4 | Appliances



Air Flip 4.5 L



Air chef 12 L



Digi OTG 28 L



PKCT 1.5L Cool Touch Kettle White and Black

New Launches – Q4 | Appliances



**Prestige Digital Kettle
2L DigiAqua**



**Prestige MultiKettle
PMC 4.0 Cool Touch**



**Prestige Spark Wet
Grinder - 2L**



**Judge Ace 500W 3 Jar
Mixer Grinder**



THANK YOU

For any query, please write to us at:
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