

Welcome to TTK





The TTK Group

• **Started in 1928 as an indenting agency**

- Founded by Mr. TT Krishnamachari
- Pioneered organized distribution
- Health care, Foods, Personal care products, Writing instruments, Ethical products
- Cadbury's, MaxFactor, Kiwi, Kraft, Sunlight, Lifebuoy, Lux, Ponds, Brylcreem, Kellogg's, Ovaltine, Horlicks, Mcleans, Sheaffer's, Waterman's & many more

• **Manufacturing commenced in 1950**

- Pioneered several categories in India
- Pressure cookers, Gripe water, Maps, Condoms, ball pens, Toys and Heart Valves.

Today a Rs25 Billion group

35 product categories and services

- 16 manufacturing units
- 12000 employees
- Exports to every continent

Indian roots, Global Reach



Diversified Group Structure

TTK Prestige Limited

- Consumer durables - Listed

TTK British Holdings
Limited
Horwood Homewares Ltd

- UK Subsidiary of TTK Prestige Limited
- Consumer Durables – Unlisted

TTK Healthcare Limited

- Pharmaceuticals, Medical devices, Condoms, Consumer products and Foods - Listed

TTK Services Private
Limited

- Non-Resident services and KPO

Core values of the group
Trust, Transparency and Knowledge

TTK Prestige Limited



Incorporated in 1955.

Flagship company of TTK Group

India's largest kitchenware company.

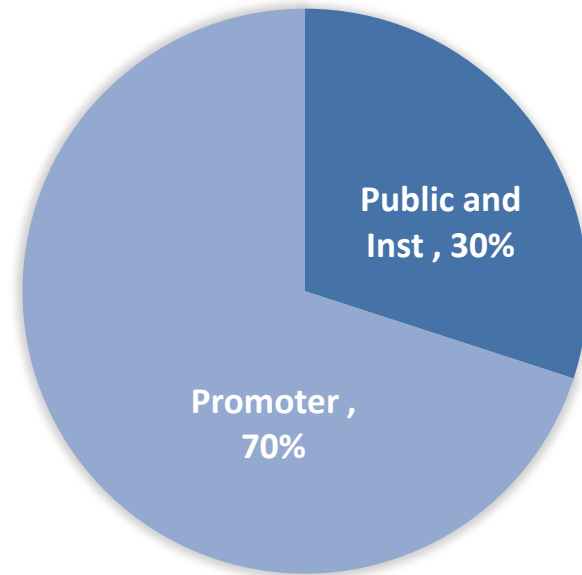
IPO in 1994.

3000 strong human capital

Till 2015 Two brands in the portfolio. Prestige and Mantra. Now added Judge & Stellar global brands.

11 Manufacturing units
Captive design and tool-room facilities

Versatile Distribution Network



A unique combination of strong manufacturing, design, sourcing, marketing & distribution systems.

Paid up capital Rs. 138.6 million,
27000 shareholders



Board of Directors/ Management

Promoter Directors

- Mr. TT Jagannathan – Chairman
- Mr. TT Raghunathan – Vice Chairman
- Dr. TT Mukund

Professional Directors

- Mr. Chandru Kalro– Managing Director & CEO
- Mr. K. Shankaran – Director (Corporate Affairs) & Secretary

Independent Directors

- Mr. R. Srinivasan
- Mr. Arun Thiagarajan
- Dr. (Mrs) Vandana Walvekar
- Mr. Dileep Kumar Krishnaswamy
- Mr. Murali Neelakantan
- Mr. Dhruv Moondhra

Sub Board level

- Mr. V. Sundaresan – Senior Vice President (Finance) & CFO
- Mr. H.T. Rajan- Chief Manufacturing Officer

A WELL-BALANCED BOARD

Vision and Values



CORE VISION

- To delight homemakers through Innovation
- To reach every Home with Company's Products

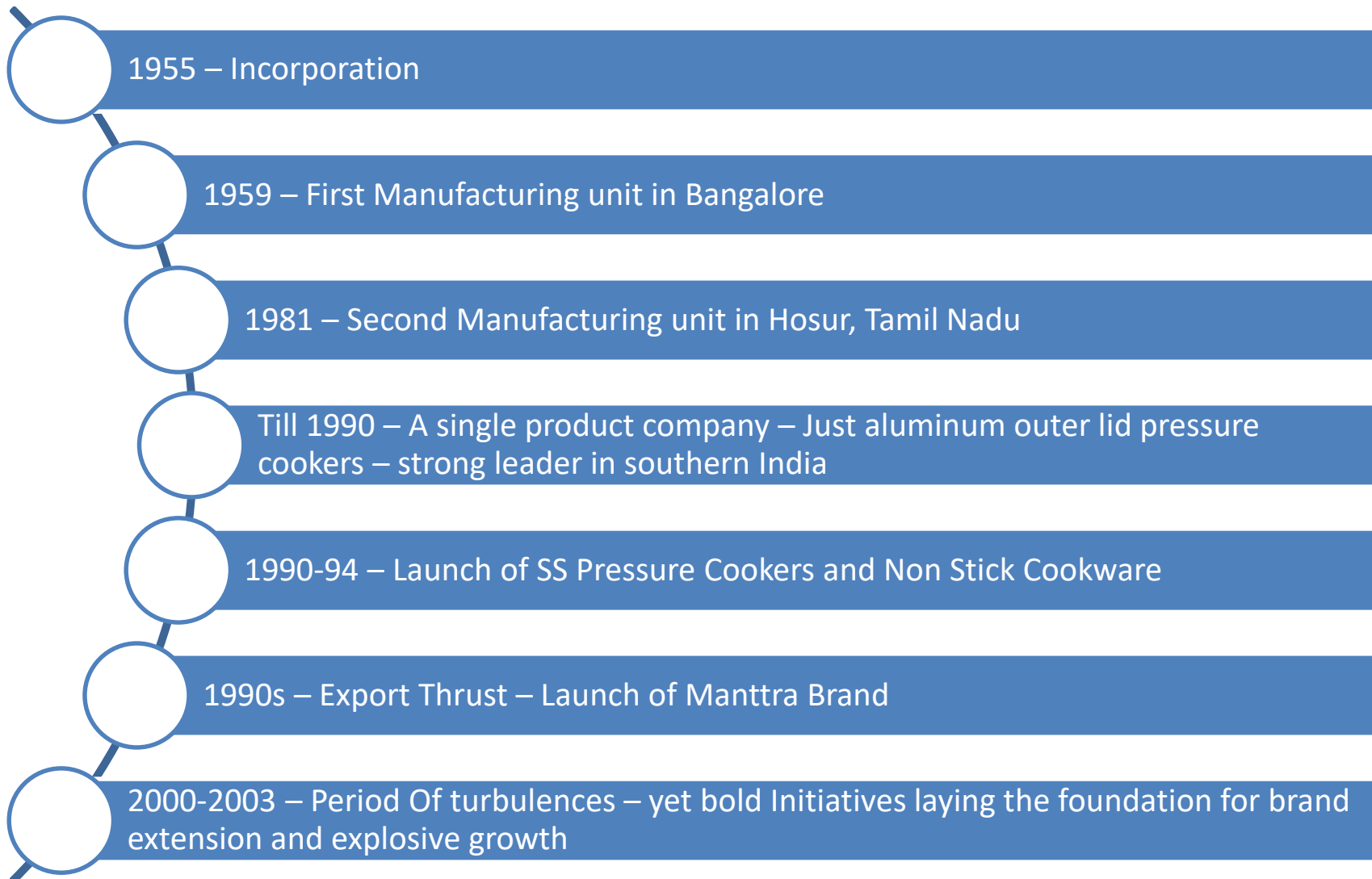
CORE VALUES

- Quality products at affordable prices
- Trust, Transparency, Knowledge and "Prestige" in whatever we do
- Fair dealings with every stakeholder
- Respect for Environment

CORE STRATEGY

- Providing Total Solutions rather than just a product

The Journey so far ...



The Journey so far ...



2006 – Launch of well differentiated inner lid pressure cookers – New capacities in Uttarakhand and Coimbatore

2006-2010 – Transformation into a total kitchen solutions provider lead by innovations like induction cooktops, Apple Cookers, Microwave Pressure Cookers and a host of appliances

2010 – 11 Adoption of a simple but powerful vision “*A PRESTIGE IN EVERY INDIAN KITCHEN*”

2011 - Largest capacity expansion initiative to back the above

2012 – Company turnover crosses 11 Billion

2012 – Alliances with global high end brands entered for high-end cookware/Store ware/Water Filters/ Gas-tops

The Journey so far ...



2013 –Launch of Microwave cookers met with great success in export market

2013 – Company turnover crosses Rs 13.8 Billion (28% CAGR in 10 years)

2013-2015 –Adverse economic conditions and state policies impacted growth

2015-16 – Got back to double digit growth in most difficult circumstances and increased market share across categories, crossed 15 Billion milestone in turnover

2016 April – Entered new horizons – UK Acquisition & Launch of Cleaning Solutions

FY 2017- Consolidated turnover crosses Rs.18 billion

FY 2018- Launched Judge Brand ; Launched Tatwa range of water purifiers; Consolidated turnover close to Rs.20 billion

FY 2018- Enlarged the Vision to travel beyond Kitchen Domain and adopted an aggressive Long -Range Plan.

FY 2019- Consolidated turnover crosses Rs.20 billion

Transformation Achieved by the same management team



Product Categories before 2001



Less than 100 SKUs

Product Categories Now



Several hundred SKUs



Pressure Cooker



Cookware



Gas Stove



Small Appliance



Induction Cooktop



Kitchen Hood



Coffee maker



Rice Cooker



Veggie cutter



Ozoniser



Oven Toaster Grill



Water Purifier



Magic Mop



Vacuum Cleaner



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

Basic Philosophy that led to Turnaround and Growth



Fruits of the Journey



We derisked the company from being dependent on a single product and a single market

We derisked the manufacturing and sourcing from being dependent on a single location/Few Sources

Today we are operating in a market size of Rs 120 Billion as compared to just Rs 5 Billion 10 Years back

Total Income(Sales +Other Income) Grew At CAGR Of Around 28% Between 2003–13 from Rs.1.13 Billion to nearly Rs.13.8 Billion. After a brief Lull Crossed Rs.19.7 Billion In Turnover In 2018-19.(Consolidated Rs. 21.0 Billion)

Pressure Cooker Volumes Grew From 1 Million To nearly 5 Million

Cookware Volumes Grew From 0.4 Million To nearly 5.3 Million

Appliances & Cleaning Solutions Became A Significant Part Of The Portfolio – Currently About 47% Of Total Sales

Established Clear Leadership In Key Product Categories

Fruits of the Journey



From a negative EBITDA of Rs.61.2 Million to a positive operating EBITDA Hovering Close To Rs.3.1 Billion

Profit Before Tax Grew From a loss Situation Of Rs. 17.42 Million to a profit level hovering around Rs. 2.83 Billion

PAT grew from a loss Of Rs.114.7 Million to a positive figure of Rs.1.9 Billion

Net Current Asset Turnover Ratio improved from 1.7 times to nearly 4.0 times

Operating ROCE(without treasury) from negative to 38.5% (after Huge Capacity Expansion Outlay of Rs.3.5 Billion)

Won Several Awards – Organization As Well As Individual Team Members

Awards & Accolades



TTK Prestige is Star SME of the year 2010



**TTK Group Chairman Mr. T T Jagannathan
receiving the award from Prime Minister Dr. Manmohan Singh**

Awards & Accolades



Product Design Awards



**THOUGHTFUL
FEATURES.
CUTTING EDGE
DESIGNS.**

INTERNATIONAL AWARD WINNING PRODUCTS.

A white and black Hobtop gas cooktop is shown with a frying pan on one burner and vegetables on another. To its right is a white box containing several award logos: Reddot award 2017 winner, India Design Mark (awarded in 2016), CII (Confederation of Indian Industry), and European Product Design Award.

hobtop

ADVANCED AUTO IGNITION
SCHOTT
SABAF

**THOUGHTFUL
FEATURES.
CUTTING EDGE
DESIGNS.**

INTERNATIONAL AWARD WINNING PRODUCTS.

A silver Clip-on pressure cooker with its lid open is shown next to a plate of vegetables. To its right is a white box containing several award logos: India Design Mark (awarded in 2016), CII (Confederation of Indian Industry), and European Product Design Award.

CLIP-ON

Awards 2018-19



Superbrand Award for 2018-2019

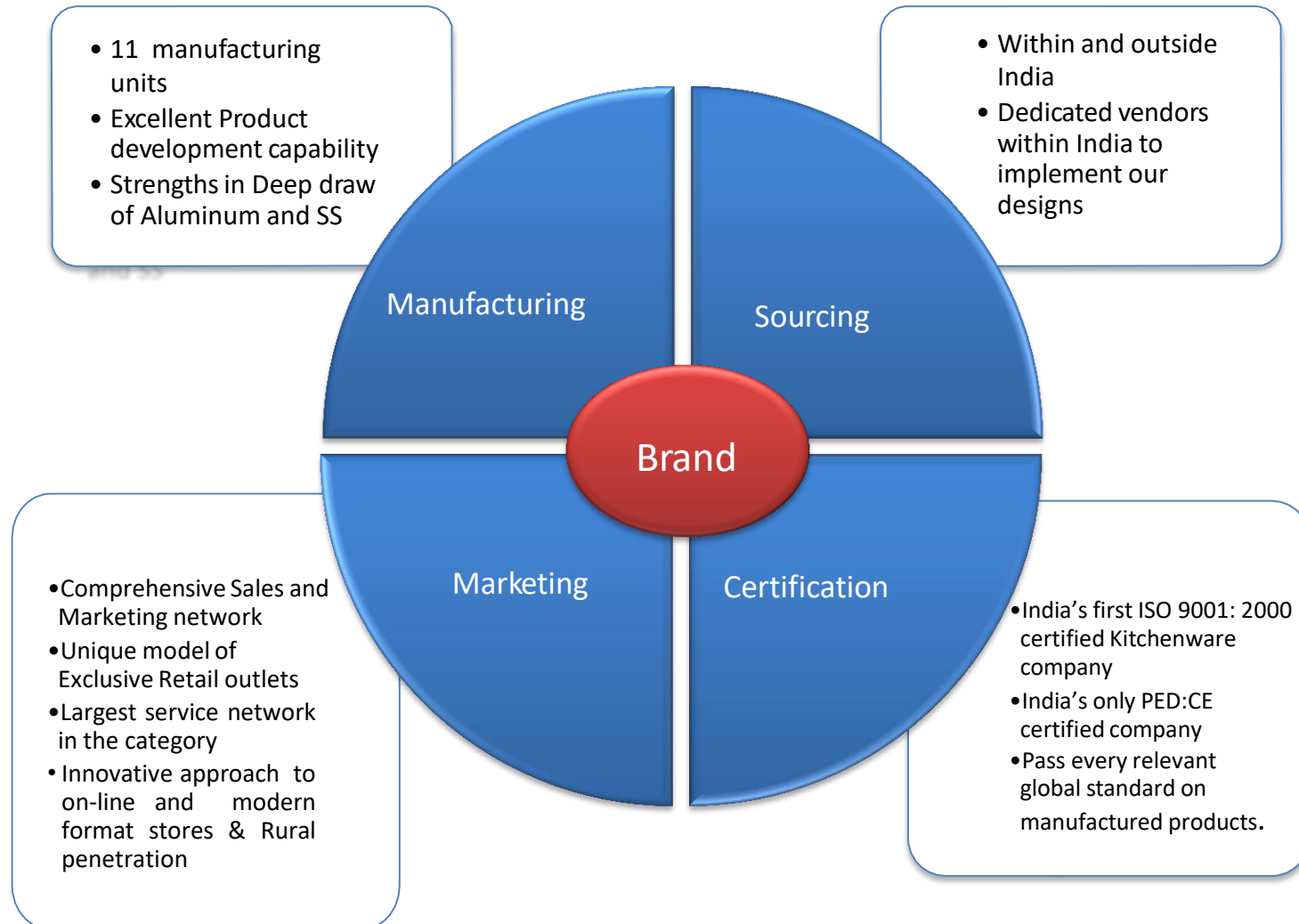
Marketing Excellence Award

Brand of the Year Award

Brand Excellence Award in Home and Kitchen Appliances

Award for Marketing Communication (Business to Consumer)

Strengths of the company



The Prestige Brand

Core values of the brand
TRUST, SAFETY, DURABILITY
& SOLUTION ORIENTED

Leaders in Pressure cookers,
cookware, Induction Tops, Rice
cookers & Value added Gas tops.
Prestige is a Super Brand

Product
Innovations

Microwave Pressure Cookers
Metal Spoon friendly cookware
Clip on range of Pressure Cookers
Impact bonded cookers and cookware
Duplex Gas tops & Hob tops
Average 75 new SKUs launched every year

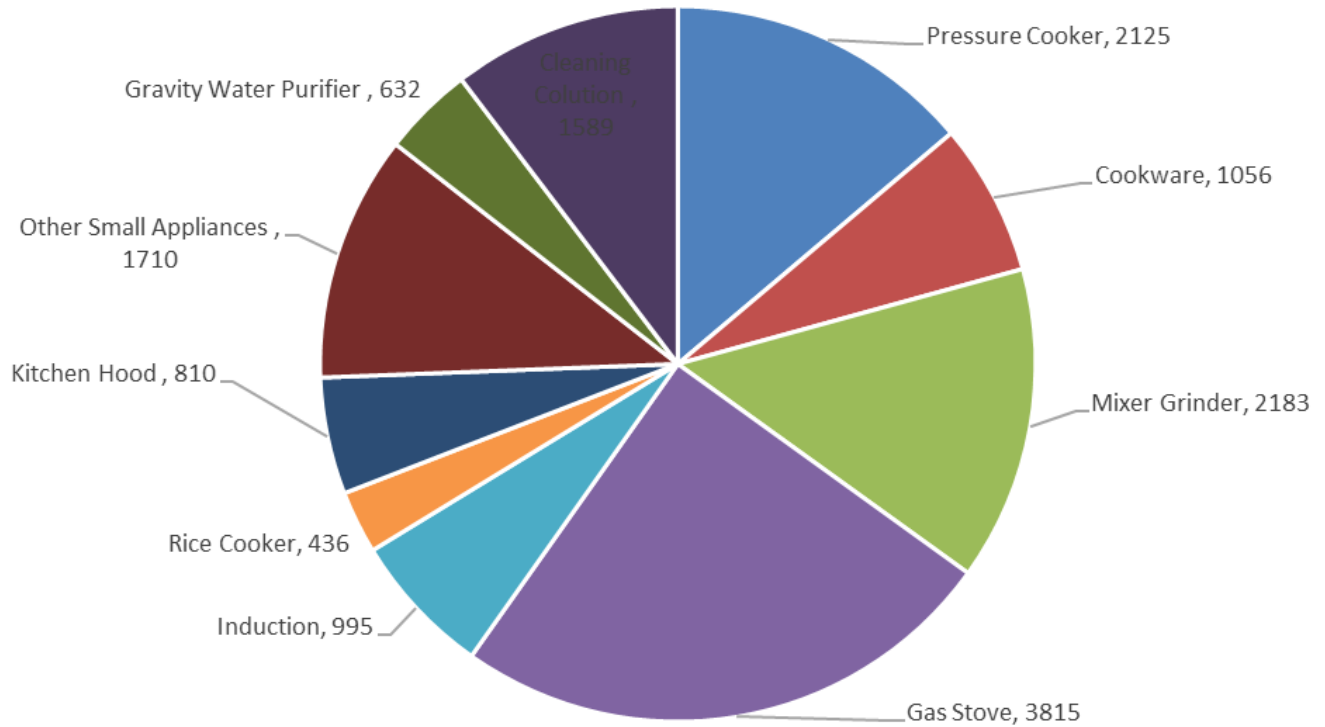
Marketing
innovations

- Exchange schemes
- Display schemes
- Retail
- Rural Penetration

India's Largest
Kitchen appliance
brand

- Turnover & Profits
- Product portfolio
- Reach
- No. of customers

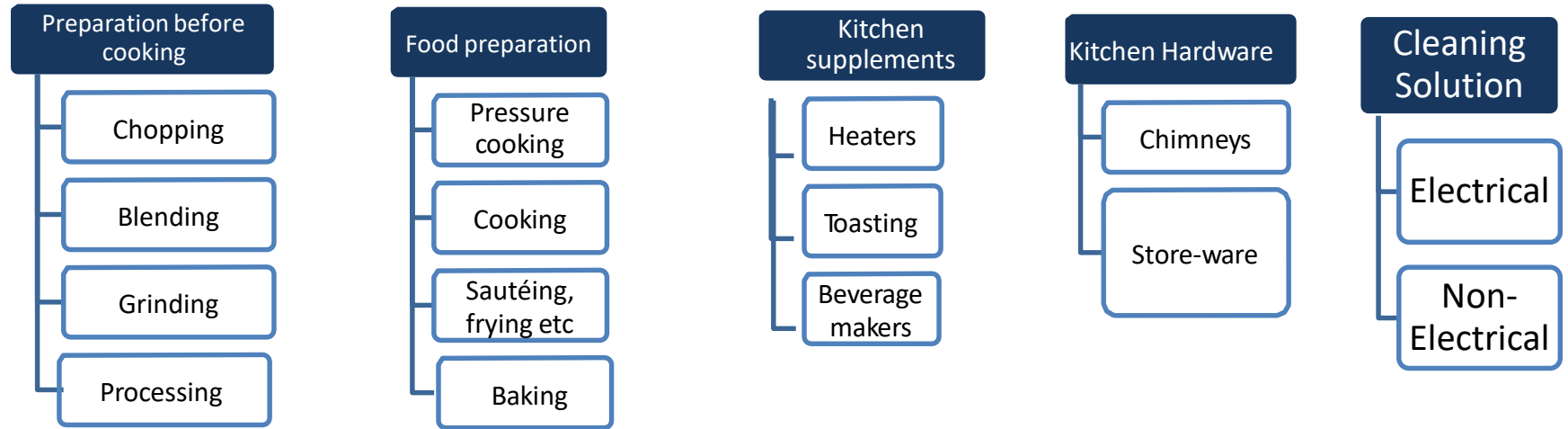
Total Industry we operate in :- 15850 Crores (At Market Operating Prices)



■ Pressure Cooker
■ Cookware
■ Mixer Grinder
■ Gas Stove
■ Induction

■ Rice Cooker
■ Kitchen Hood
■ Other Small Appliances
■ Gravity Water Purifier
■ Cleaning Solution

The Prestige product portfolio – widest in the industry



Mixer grinders
Food Processors
Choppers
Blenders
Juicers
Wet Grinders
Knives

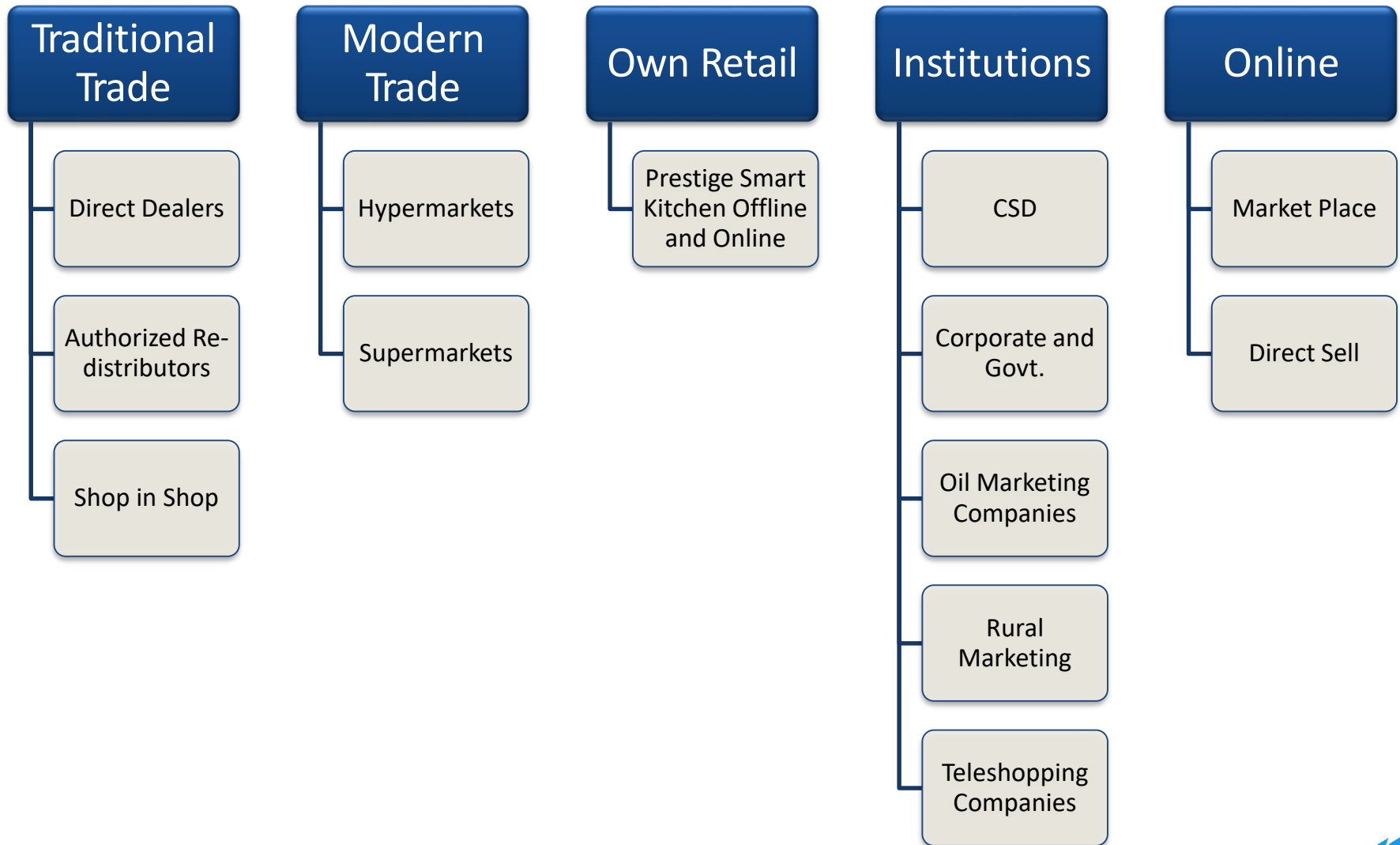
Pressure cookers
Non stick cookware
LPG gas Stoves
Induction Cook tops
LPG Hobs
Hob-Tops
OTG's
Rice Cookers
Barbecues

Kettles
Pop up
Toasters
Sandwich
toasters
Coffee Makers
Tea Makers
Roti Makers

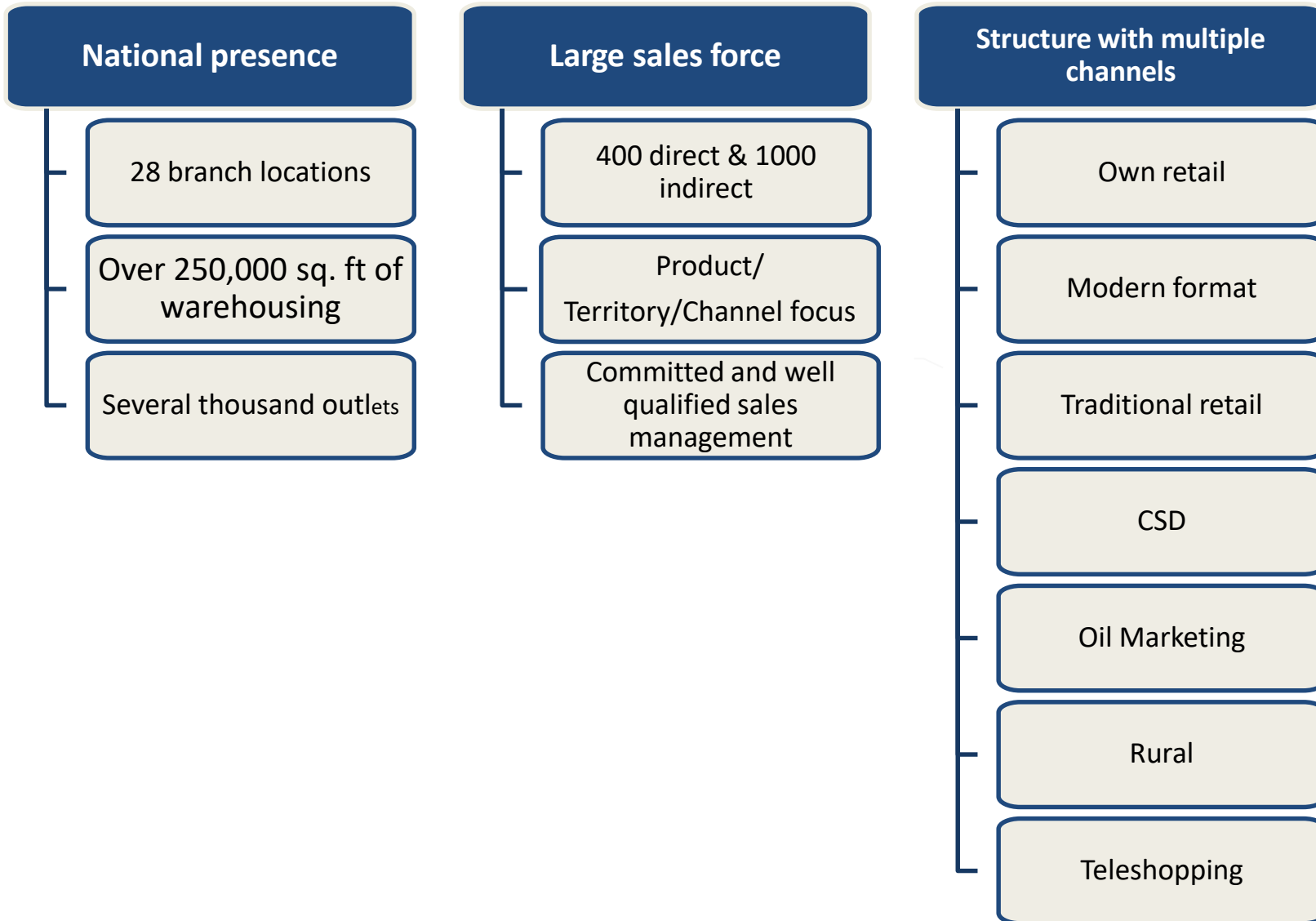
Complete
kitchen
Solutions.

Complete
Cleaning
Solution
Range

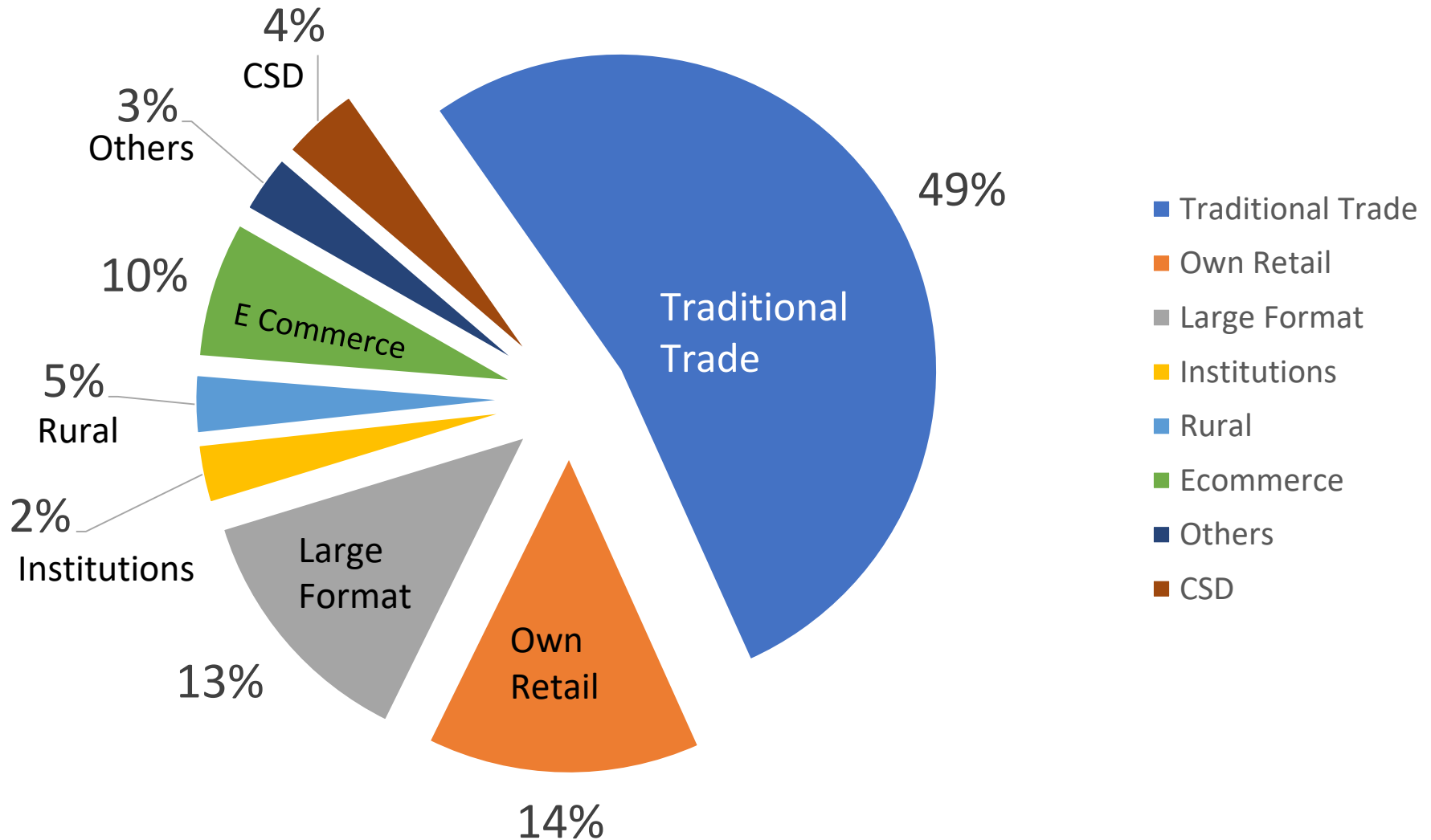
Distribution Structure



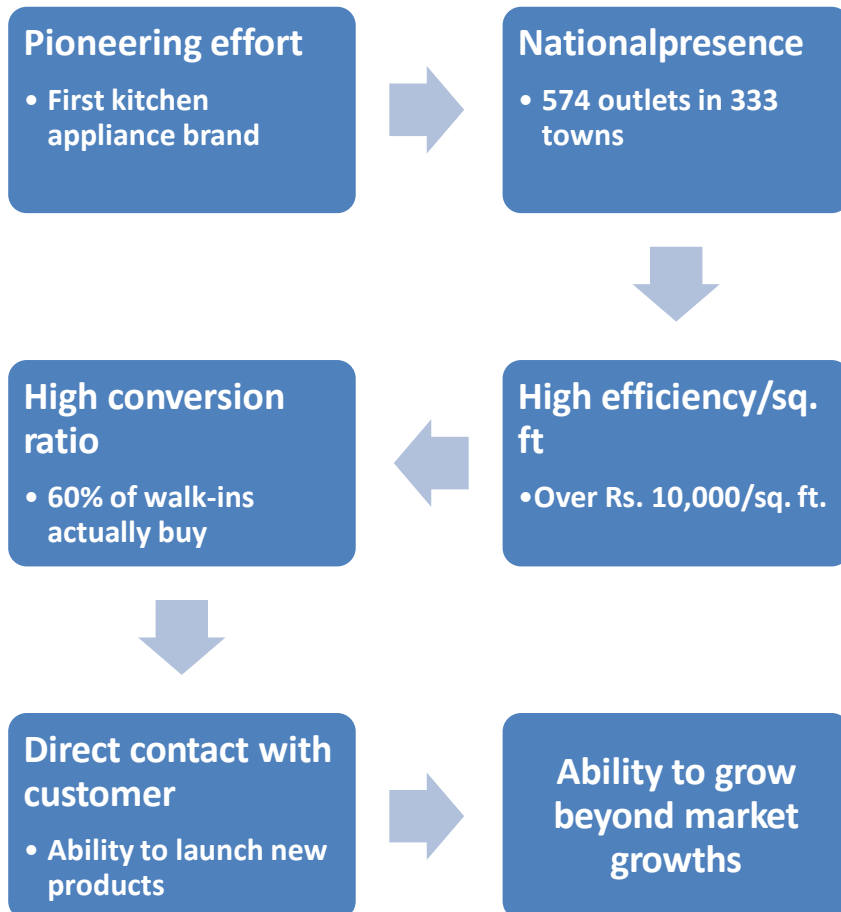
Distribution



Channel contributions



Retail initiative



Results of the Retail initiative

Quick reach of new products

Brand is today seen in a new light.

Show cases the brand in the intended and complete format for 365 days

Unique engagement with the customer.

Unmatched on ground presence and a unique listening post.

Greater leverage with trade – both traditional and modern format.

Lower cost of sales in the long run.

Innovation – The key growth to success



SOME KEY INNOVATIONS

- **Clip-On Pressure Cooker:**

“India’s First Multi Utility Pressure Cooker”



- **E-Gas HobTop:**

“India’s First Electronically Controlled Convertible Gas Stove ”



- **PIC 3.1 V3:**

“India’s Only Induction Cooktop with Whistle Counter and Keep warm Function”



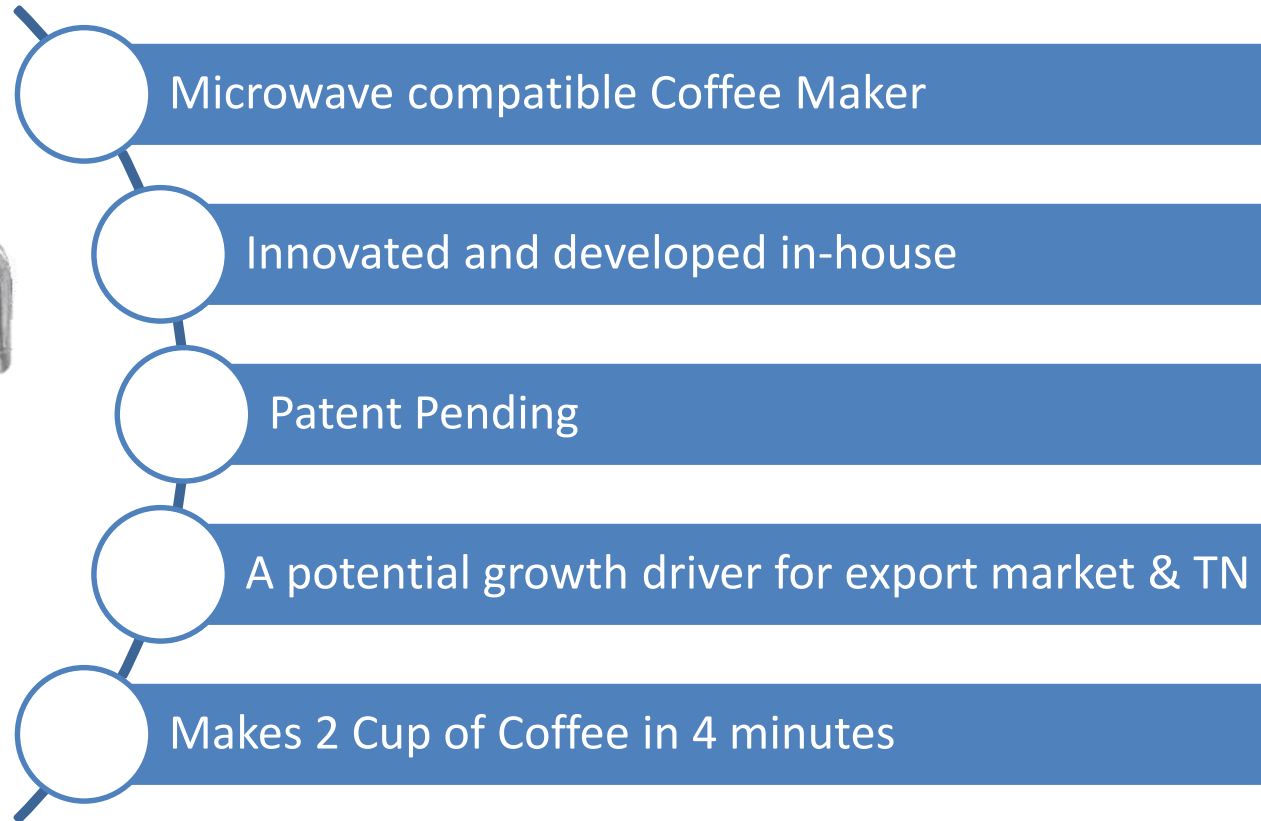
- **Milk Boiler:**

“India’s Only Automatic Milk Boiler”



Microwave Coffee Maker

A Breakthrough Innovation



Breakthrough Products in Traditional Business

- Clip-On Mini Pressure Cooker
- Deluxe Pro Pressure Cooker (5 Safety Features)
- Tri Ply Cookware

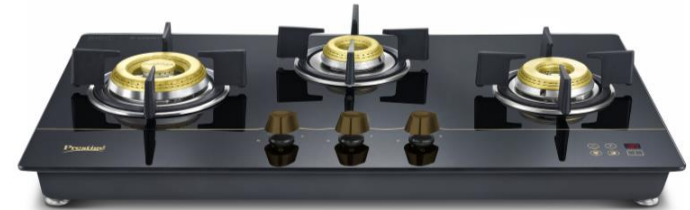


Breakthrough Products in Appliances Business

- Edge Gas Stoves



- Digital and Non Digital Black and Gold Hobtops



- Aata Kneader Cum Chopper



Breakthrough Products in Appliances Business

- Kitchen Hoods



- Sandwich Makers and Grills



- Kettles



- Hand Blender and Mixers



Launch of Cleaning Solutions Business: Electric Range



- Vacuum Cleaners



- Fruit and Vegetable Cleaner



- Hero Mop



Launch of Cleaning Solutions Business: Non Electric Range



- Water Purifiers



- Magic Mops



Launch of Cleaning Solutions Business: Non Electric Range



- Waster Segregation
Dustbins



Factors That Lead to Growth and Sustainability Since 2003-04



General economic factors

Economy was growing
between 8-9% for a
period of about 6 to 7
years till 2010-11.

Consistent increase in
number of middle
income groups

Rural employment
guarantee scheme/DBT

Growing disposable
income in the hands of
consumer

Factors That Lead to Growth and Sustainability Since 2003-04



Consumer behavior factors

New consumers added
from lower income group
in urban centers

New consumers added
from semi urban/satellite
rural areas

Shifting preference to
quality products &
Informed buying

Demand arising out of
addition to new families ,
marriage and transfers ,
modernization and
improvements to kitchen

The breed of domestic
cook and domestic help
vanishing

Change in home style
from closed kitchens to
open kitchens

Factors That Lead to Growth and Sustainability since 2003-04



Driving growth
through Innovation

Close contact with
consumer

Offering innovated
and differentiated
products ahead of
competition

Offering of wide
range and total
kitchen solutions

Expanding
distribution – width,
depth and
innovative channels

Innovative
marketing and sales
promotion
strategies

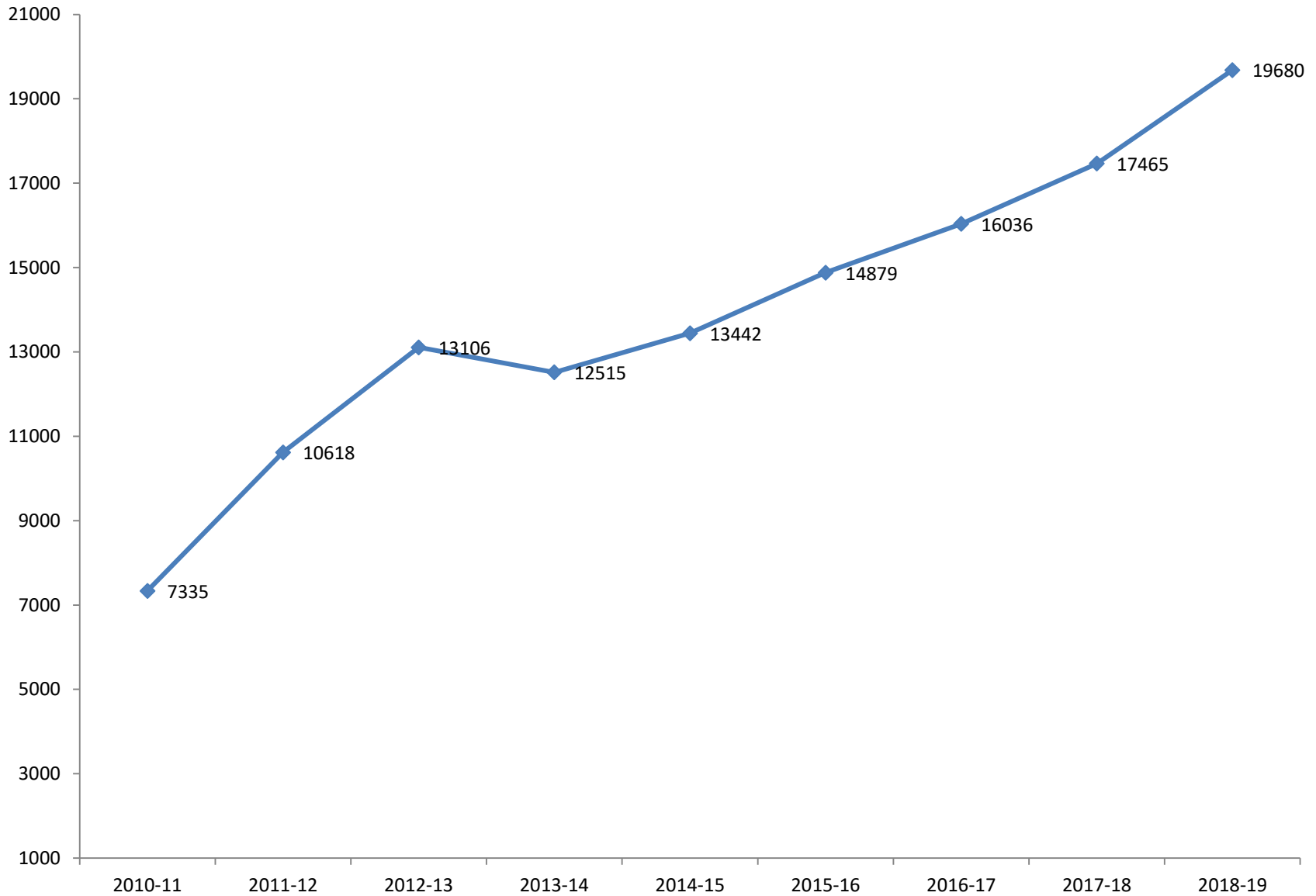
Ensuring that
Dealers enjoy real
profits and higher
ROI

Dealer Loyalty

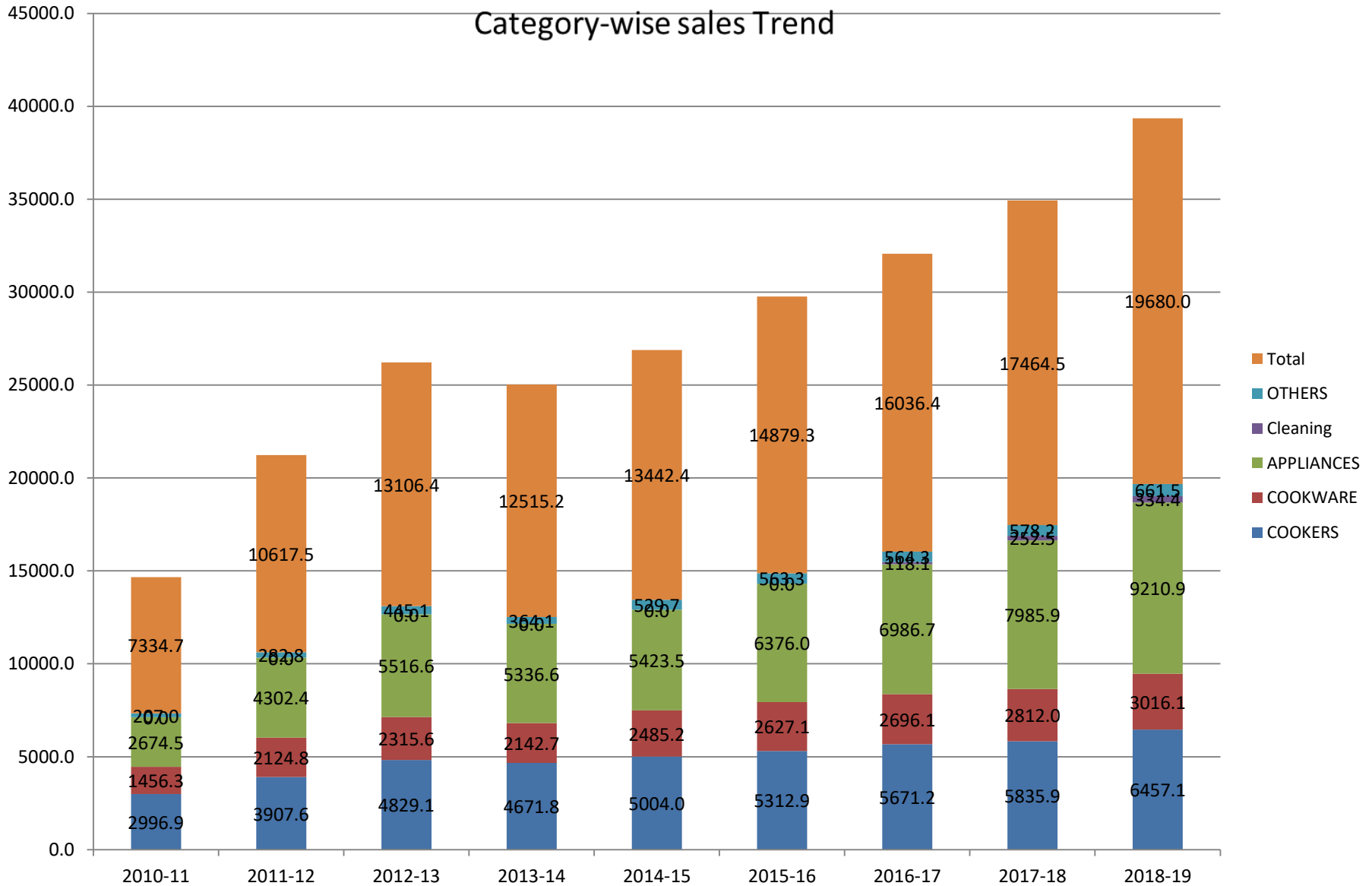
Economies of scale

FINANCIALS

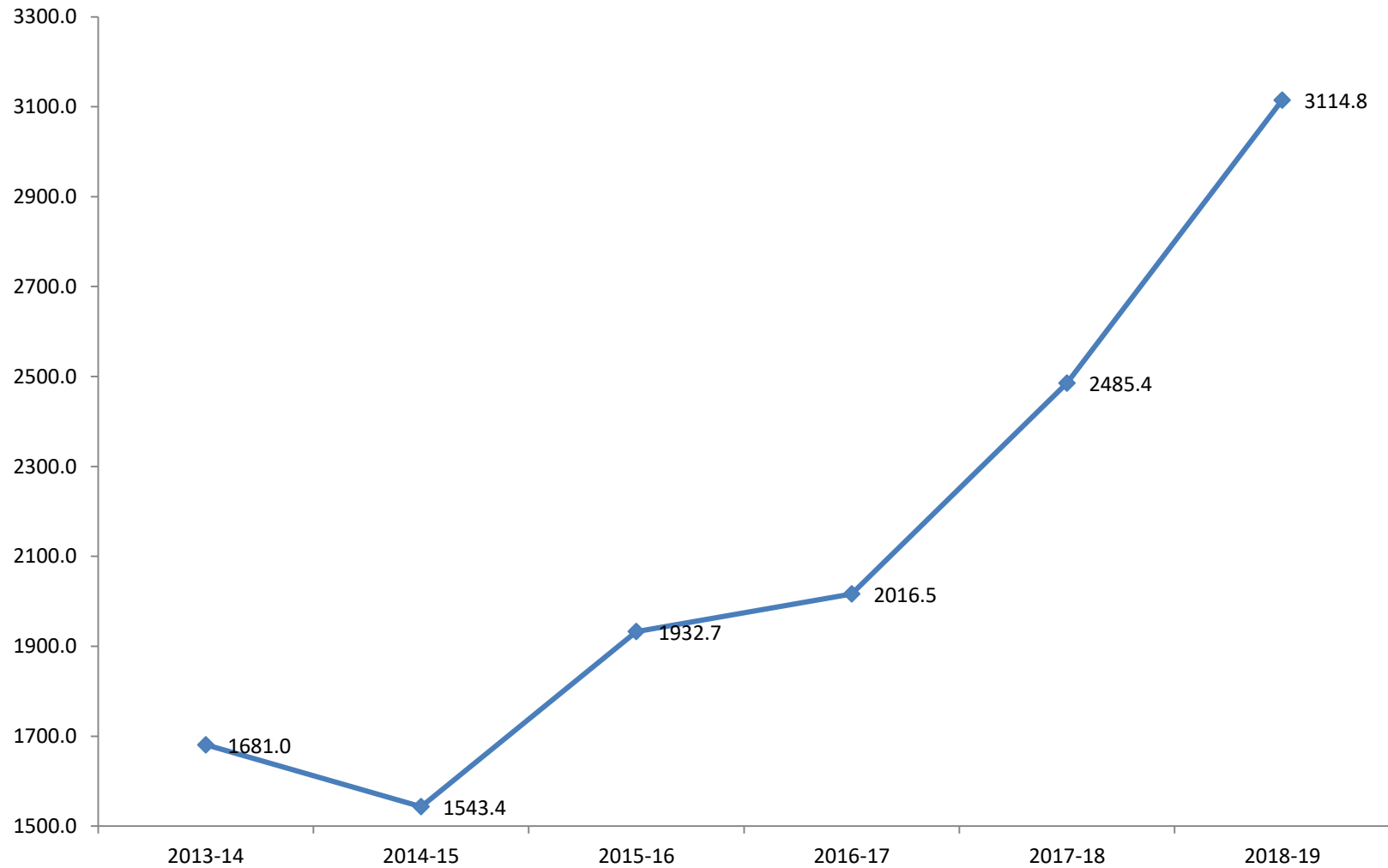
SALES TREND (INR MILLION) (NET OF DISCOUNTS)



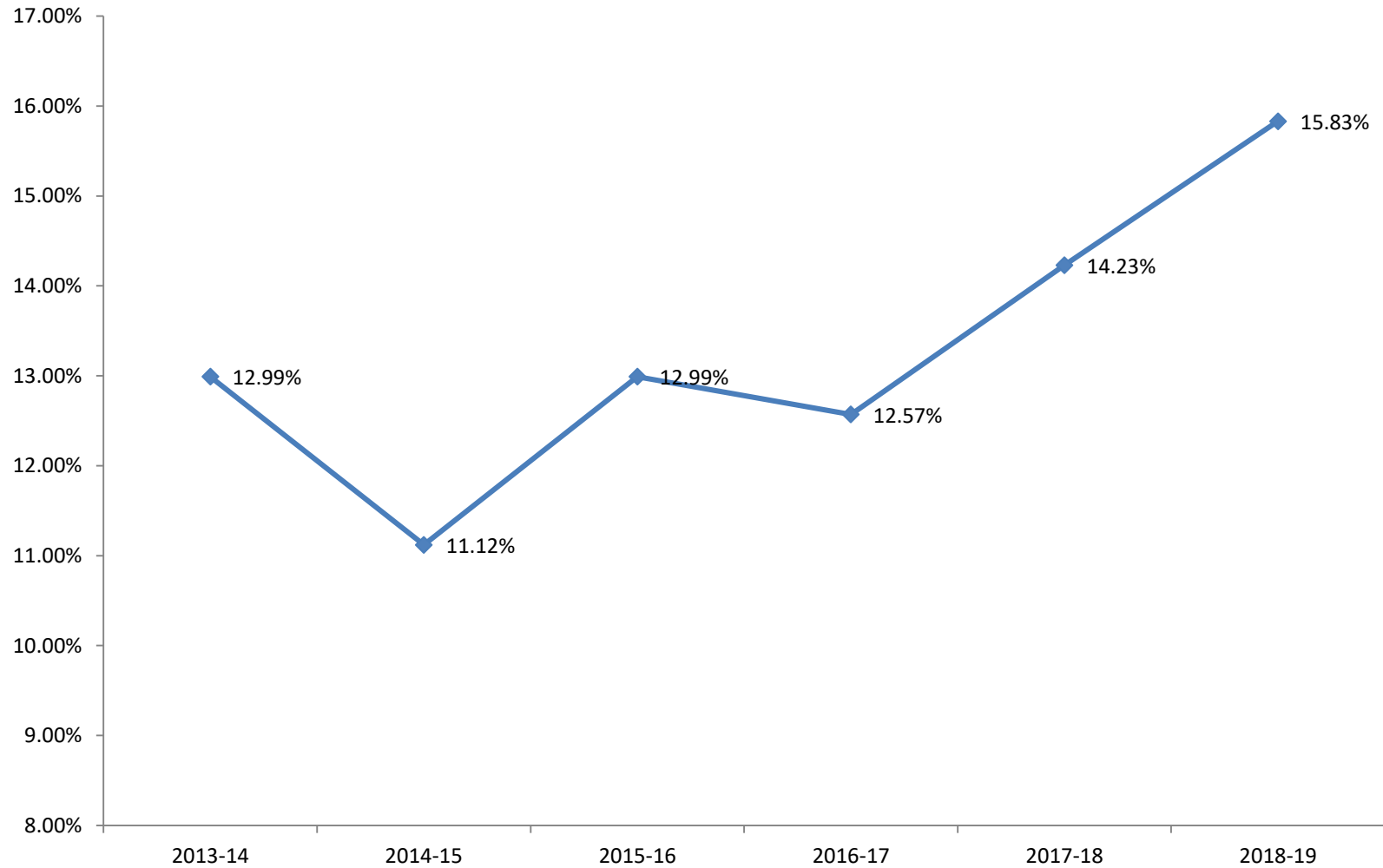
Category-wise sales Trend



EBITDA (BEFORE EXCEPTIONAL ITEMS) TREND (INR MILLION)



EBITDA(before exceptional items) MARGIN TREND



Key Facts FY 2018-19



Exports continued to register growth

New Category of Cleaning Solutions growing well.

Introduced Judge Brand of Cookers ,Cookware ,Gas Stoves & Appliances

Performance better than peers

Company registered annual domestic growth of 12.00% - greater than GDP growth.

Annual EBITDA margin before exceptional items grew smartly from 14% in the PY to 16% during the CY.

Non-Traditional channels like E-Commerce and Rural Channels continued to record high growths, enhancing the reach/penetration of our Products.

Key Facts Relating to FY 2018-19



Rural and E-Commerce Sales registered high growths

Same stores growth in PSK's was encouraging

A host of New Models/New Products in all categories – overall 100 SKUs introduced.

New Advertisement campaign showing results.

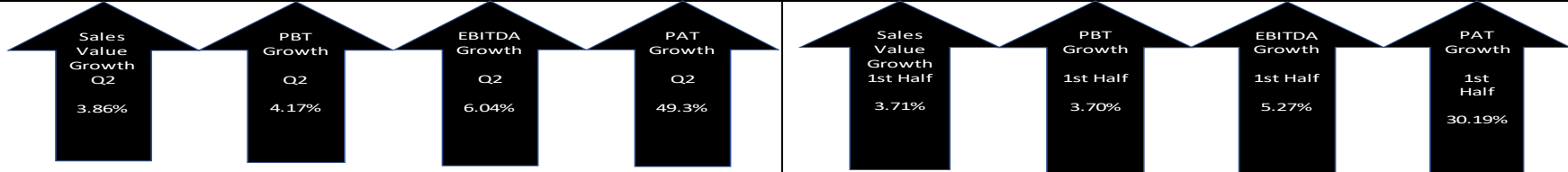
Higher Capacity utilisation leading to better Profit Margins

TTK PRESTIGE LIMITED
GIST OF INFORMATION TO BE SHARED WITH ANALYSTS - Q2 of FY 2019-20

HIGHLIGHTS OF PERFORMANCE (STANDALONE)

Q2

1ST HALF



GENERAL BACKDROP FOR Q2 OF FY 2019-20

A. GENERAL ECONOMY

Overall economic growth continued to be sluggish during Q2 as reflected in the downward revision of GDP growth for FY 20
 Rural Demand situation continued to be under stress
 Bountiful monsoon across geographies raising hopes for a better 2nd half-year
 E-Commerce channel operations more stable
 Heavy Discounting in Large Format stores remains an issue for entry level products
 Export markets continue to be sluggish
 Corporate Tax cuts expected to leave more cash surplus for investments in the future.

B. SPECIFIC TO COMPANY

Slowdown in Rural Demand impacted the key thrust area of the company
 Broad basing the Large Format channel continues and is yielding good results
 Revised trade policies have gained more acceptance
 E-Commerce contribution continued to grow strongly
 Improved EBITDA Margins
 Significant Improvement in PAT consequent to lowering of corporate tax

**KEY PERFORMANCE HIGH LIGHTS OF QUARTER ENDED 30TH SEPTEMBER 2019
 (AS COMPARED TO Q2 OF PREVIOUS YEAR)**

Domestic Sales grew by around 5% from Rs.537 Crs to Rs.563 Crs
 Export Sales down by around 31% from Rs.15.30 Crs to Rs.10.59 Crs.
 Total Sales grew by around 4% from Rs. 552 Crs to Rs.574 Crs
 EBITDA grew by 6.04% from Rs.87.41 Crs to Rs. 92.69Crs
 EBITDA margins was around 16.16%
 Profit before Tax grew by 4.17% from Rs.80.25 Crs to Rs.83.6 Crs.
 Profit after Tax grew by about 49.30% from Rs. 53.77 Crs to Rs.80.28 Crs
 EPS stood at Rs.57.92 (PY Q2 38.79)

KEY BUSINESS FACTS FOR Q2 OF 2019-20

By and large volume growth seen across categories. Value growth varied on account of product mix
 Introduced 33 new SKUs during the quarter
 Cleaning Solutions business continues to grow well
 Growth in Appliances was better than Traditional categories
 Prestige Xclusive chain strength stood at 574 contributing significantly to total sales
 The company continues to carry substantial free cash
 Long-term settlement arrived with Hosur Unit workmen with improved productivity norms

KEY PERFORMANCE HIGH LIGHTS OF HALF YEAR ENDED 30TH SEPTEMBER 2019 (AS COMPARED TO 1ST OF HALF OF PREVIOUS YEAR)

Domestic Sales grew by around 5% from Rs.940 Crs to Rs.984 Crs
 Export Sales down by around 23% from Rs. 30.78 Crs to Rs.23.58 Crs
 Total Sales grew by around 4% from Rs. 971 Crs to Rs.1007 Crs
 EBITDA grew by 5.27% from Rs147.56 Crs to Rs. 155.34 Crs
 EBITDA margins was around 15.42%
 Profit before Tax grew by 3.7% from Rs.133.84 Crs to Rs.138.80 Crs
 Profit after Tax grew by about 30.19% from Rs. 89.67 Crs to Rs.116.75 Crs
 EPS stood at Rs.84.22 (PY Q2 64.69)
 Consolidated turnover grew by 3.52% from Rs.1031.2 Crs to Rs.1067.50 Crs
 Consolidated Profit after Tax stood at Rs.116.15 Crs (PY Q2 Rs.89.32 Crs)
 Consolidated EPS was Rs. 83.79 (PY Rs.64.44)

SALES BREAK UP -STANDALONE

	(Rs. Crs)					
	Q2 2019-20	Q2 2018-19	GROWTH	1st Half 2019-20	1st Half 2018-19	GROWTH
COOKERS	182.05	188.48	-3%	321.92	338.57	-5%
COOKWARE	94.69	88.53	7%	159.27	149.95	6%
APPLIANCES	279.19	256.16	9%	491.76	449.51	9%
OTHERS	17.66	19.1	-8%	34.24	33.11	3%
TOTAL	573.59	552.27	4%	1007.19	971.14	4%

PROPORTION TO SALES	Q2 2019-20	Q2 2018-19	1st Half 2019-20	1st Half 2018-19
COOKERS	31.74%	34.13%	31.96%	34.86%
COOKWARE	16.51%	16.03%	15.81%	15.44%
APPLIANCES	48.67%	46.38%	48.82%	46.29%
OTHERS	3.08%	3.46%	3.40%	3.41%
TOTAL	100.00%	100.00%	100.00%	100.00%

UK SUBSIDIARY - HORWOOD

The uncertainty over Brexit deal continues to affect UK economy
 Recorded double digit growth in Q2 due to new channel penetration/new products
 Investments being made to improve marketshare and multi-channel presence
 Better performance as compared to peers
 Acquired 51% stake in new EcoSoul Life business through stepdown subsidiary

GOING FORWARD

Improvement in consumer demand seen in September 2019 and October 2019 aided by festive season
 As a result of good monsoon, recovery is expected in the remaining quarters
 More number of new SKUs will be launched in the ensuing quarters

For the Quater Ended 30th September 2019

(Rs. Million)

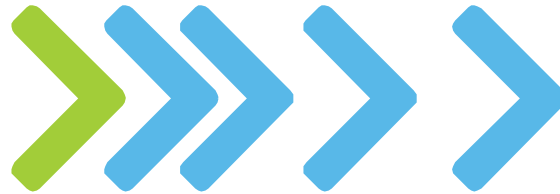
		STANDALONE		CONSOLIDATED	
		19-20	18-19	19-20	18-19
Sales		57359.0	55227.0	60630.0	46120.0
Other Income		4401.0	3877.0	4540.0	4059.0
EBITDA		9269.0	8741.0	9365.0	6255.0
EBITDA % on Sales		16.16	15.83	15.45	13.56
PROFIT BEFORE TAX (Before Exceptional Items)		8360.0	8025.0	8365.0	5439.0
PROFIT BEFORE TAX (Before Exceptional Items) % on Sales		14.57	14.53	13.80	11.79
PROFIT AFTER TAX		8028.0	5377.0	8034.0	5350.0
PROFIT AFTER TAX % on Sales		14.00	9.74	13.25	11.60

For the Half Year Ended 30th September 2019

(Rs. Million)

	STANDALONE		CONSOLIDATED	
	19-20	18-19	19-20	18-19
Sales	100719.0	97114.0	106750.0	103120.0
Other Income	1259.0	1112.0	1263.0	1092.0
EBITDA	15534.0	14756.0	15620.0	14858.0
EBITDA % on Sales	15.42	15.19	14.63	14.41
PROFIT BEFORE TAX (Before Exceptional Items)	13880.0	13384.0	13804.0	13338.0
PROFIT BEFORE TAX (Before Exceptional Items) % on Sales	13.78	13.78	12.93	12.93
PROFIT AFTER TAX	11675.0	8967.0	11615.0	8932.0
PROFIT AFTER TAX % on Sales	11.59	9.23	10.88	8.66

GOING FORWARD



We Are Now

No. 1 Brand in
Pressure cookers

No. 1 Brand in
Cookware

No. 1 Brand in
Value added Gas
Stoves

No. 1 Brand in
Induction Cook tops

India's only company
to offer the complete
Induction Cooking
solution

No 1 Brand in
Rice Cookers

India's largest
Kitchen appliance
company



**WE ARE COMMITTED TO TAKE THIS
LEADERSHIP POSITION EVEN FURTHER!**

Manufacturing

Invested about Rs.3.5 billion between FY 2010-11 and FY 2013-14

Innovation/Development costs – revenue in nature - about 1.5% of sales

We have doubled pressure cooker capacity between 2012 & 2014

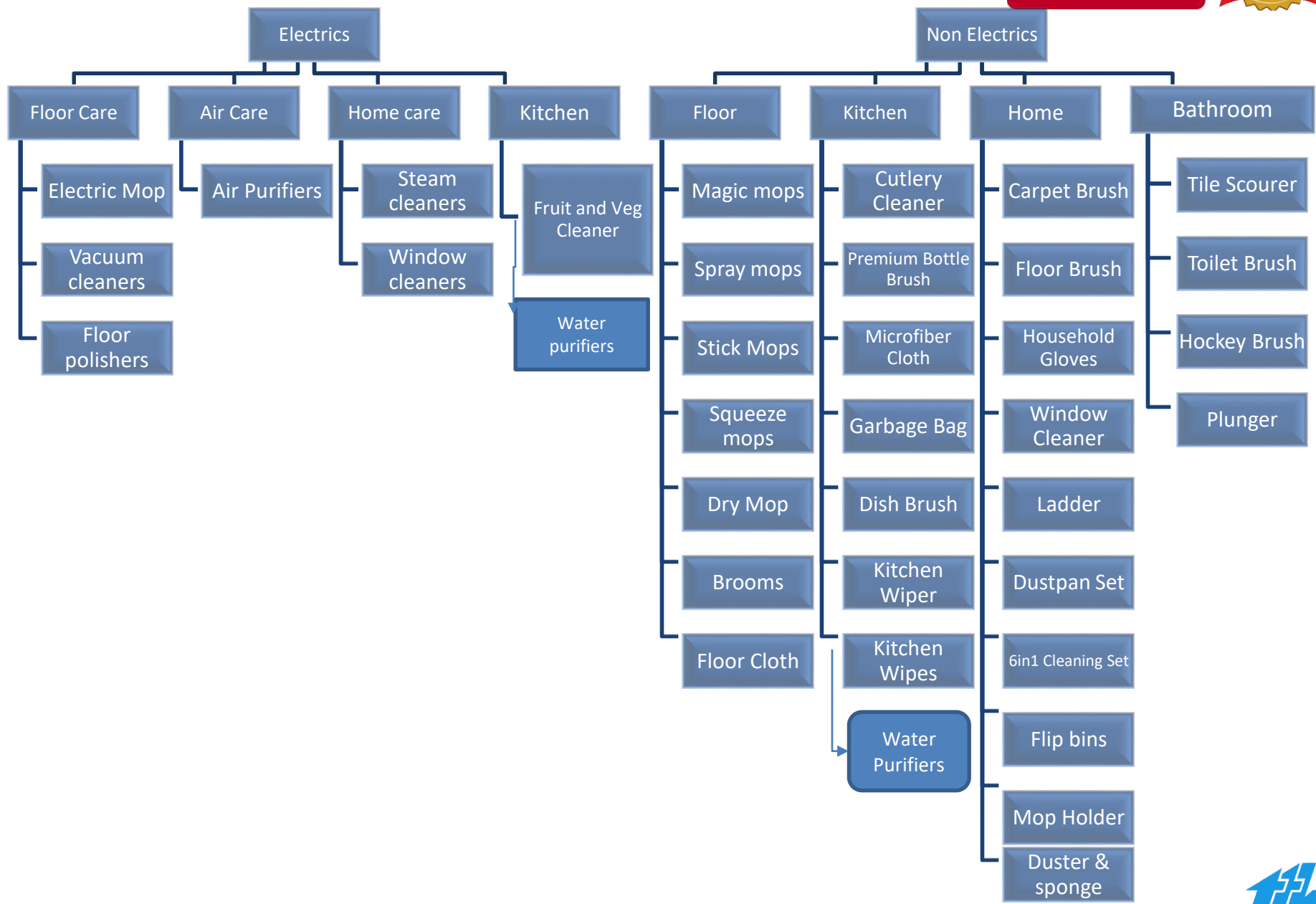
We have quadrupled Cookware capacity 2012 & 2014

All our investments comprise state of the art manufacturing infrastructure and plant

We have started indigenous production of some appliances and cookware hitherto imported

Capex plan over next 3 years from FY 19 till FY 21– Rs. 2.0 billion. Capacity expansion of SS cookers/Kitchenware projects in Gujarat/Coimbatore completion in FY 20

New Growth area – Cleaning Solutions



Opportunities



Strong Fundamentals Of Indian Economy despite some slowdown since Jan 2019

- Expected GDP growth of around 7 % from FY 19-20

New Infrastructure//Rural Development Initiatives –Ujwala, Electrification, etc

Shift In Income Groups – Direct Benefit Transfer aids increase in consumer base

Top Of The Pyramid Market Segment

Additional Product Categories In The Kitchen/Specific Home Space

Rural Markets

Preference To Branded Quality Products

Adjacencies to Kitchen Domain/Home

Opportunities



Vast Untapped Market – Categories And Geographies

Leveraging the fast-growing On-Line Channel To Broaden Customer Base

Select Export Markets For Specific Products –Leveraging UK acquisition

Opportunities For faster growth through rural markets

Strong Long-Term Resource Base Gives Freedom To Explore Strategic Inorganic opportunities (acquisitions) – domestic & global – Company has adequate cash

Global Scale Capacity For Cookers & Cookware To Meet Growth Needs – Domestic And Export –Further expansion planned

GST poised to provide level playing platform and better opportunities for branded players



Challenges

Slower recovery in consumer sentiment

Weak Global Markets

Pressure On Disposable Income

Lower GDP Growth Since 2011-12

Proliferation Of Regional Brands & Their Trade Practices

Possible Down Trading Warranting Low Price Point Products

Entry Of MNC'S/Branded Domestic National Players In Appliances Segment

Channel Churn & Channel Management

Key Strategy of TTK Prestige in the Current Scenario & Expected Impact



Drive consumer interest by well differentiated offerings

Leverage Brand strength to enter select categories transcending Kitchen Domain

Target domestic growth rate in excess of GDP growth rate

Not to indulge in unnatural pricing – ‘down’ to push the product or ‘up’ to just to increase profits by masking operational inefficiencies

Create a pull by making consumer see value for money

Pass on increase in in-put costs without much lag

Use savings in costs for improving brand salience and also to shore up free cash

Continue to Innovate – Launch in excess 100 new SKUs in FY 20



Key Strategy of TTK Prestige in the Current Scenario & Expected Impact



Increase geographical penetration in under-penetrated markets in non-south and select non-urban markets
Multiple Brand Strategy to be relevant to all consumer segments
Inorganic opportunities (acquisition) that can add to long-term stake-holder value – Company has sufficient free-cash to fund this.

Leverage on-line for new customer reach

Maximise the potential of Prestige Xclusive network

Use the advantage of scale for competitive input cost management

Higher labour productivity across manufacturing locations to drive cost-advantage. Right sizing already implemented in Old factories.

Improve internal efficiencies especially in logistics and warehouse management

Leverage scale of economies to improve margins

Return on Operating Capital (net of treasury deployment) slated to improve





Our Response to Challenges

We believe that we will strike a balance between Opportunities And Challenges

We have already broad based our Product Range as well as consumer base – seeing impressive growths In non-south Markets

We will continue to widen our product range and consumer base in the kitchen domain and expand foot-prints in Cleaning Solutions Range

Strengthening and calibrated scaling of Prestige Xclusive network Across India

New Brand Campaign with Ms. Vidya Balan as Brand Ambassador & further distinguishing us from competition with differentiated products.



New Brand Ambassador and proposition



:- The brand has a new brand ambassador

:- The new proposition would be floating with the core thought being “ Jo Apnon se kare pyar, who Prestige se kaise kare inkaar ”

Our Response to Challenges

We are making significant investments in innovation, human resource development, logistics and service

Wherever required consultants of global repute engaged

We have clocked in a CAGR of over 28% till 2013. Thus our base has already increased.

For the current, focus is to ward off volatile consumer sentiments and stay ahead of the competition. While margin may fluctuate within a small band, market share gain is the goal

For the long-term, depending on the general economic conditions and aided by the Govt's new policy initiatives we expect to maintain decent growth rates with a healthy return on the expanded asset base. Targeting doubling of revenues by FY 23.

Will look for inorganic opportunities through acquisition – overseas as well as domestic

SAFE HARBOUR

THIS PRESENTATION MAY CONTAIN STATEMENTS WHICH ARE FUTURISTIC IN NATURE. SUCH STATEMENTS REPRESENT THE INTENTIONS OF THE MANAGEMENT AND THE EFFORTS BEING PUT IN BY THEM TO REALISE CERTAIN GOALS. THE SUCCESS IN REALISING THESE GOALS DEPENDS ON VARIOUS FACTORS BOTH INTERNAL AND EXTERNAL. THEREFORE THE INVESTORS ARE REQUESTED TO MAKE THEIR INDEPENDENT JUDGEMENTS BY TAKING INTO ACCOUNT ALL RELEVANT FACTORS BEFORE TAKING ANY INVESTMENT DECISIONS.



Thank you