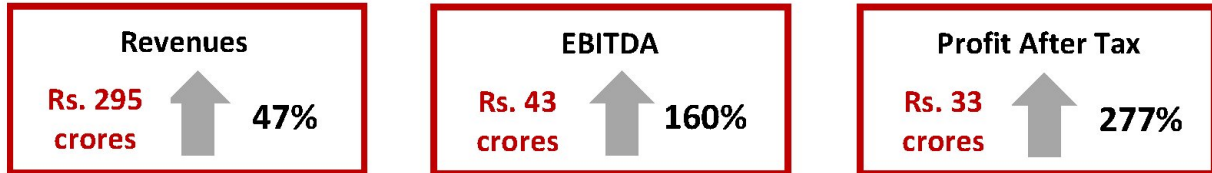




Investor Release

Stove Kraft Limited reports highest ever quarterly performance

Q3 FY21 Financial Performance



Karnataka, 23rd February, 2021 – Stove Kraft Limited, one of the leading brands for kitchen appliances in India, and one of the dominant players for pressure cookers and amongst the market leaders in the sale of free-standing hobs and cooktops announced its Unaudited Financial Results for the Quarter and nine months ended 31st December 2020.

Key Financial Highlights:

| Particulars (Rs. Crs.) | Q3 FY21 | Q3 FY20 | Y-o-Y | 9M FY21 | 9M FY20 | Y-o-Y |
|------------------------|---------|---------|-------|---------|---------|-------|
| Revenues | 294.7 | 200.4 | 47% | 623.5 | 515.9 | 21% |
| EBITDA | 42.8 | 16.4 | 160% | 87.6 | 35.5 | 147% |
| EBITDA Margins (%) | 14.5% | 8.2% | | 14.0% | 6.9% | |
| Profit After Tax | 33.5 | 8.9 | 277% | 62.0 | 13.3 | 368% |
| PAT Margins (%) | 11.4% | 4.4% | | 9.9% | 2.6% | |

Commenting on the Results, Mr. Rajendra Gandhi, Managing Director said,

“Despite challenging times this year, our Company has managed to deliver stellar results on the back of volumes growth led by good festives, operational efficiencies, better product mix and cost rationalisation programmes.

The Company has taken several initiatives including continuous indigenization, which has led to improvement in gross margins. Our working capital cycle has also improved from 54 days in March 2020 to 47 days as of December 2020. During the current financial year, the Company has reduced its debt by Rs. 134 crores, ~Rs. 93 crores through the IPO and ~Rs. 41 crores from internal accruals. The Company plans to be a zero debt Company in the near term.

Our endeavour is to keep adding new and innovative products to our portfolio, enhance our addressable market through strengthening the distribution network across domestic & international markets and be a preferred brand for our customers.

Our effort towards increasing automation and use of newer technologies will reduce the cost of production and help us achieve operational efficiencies on a sustainable basis.”



About Stove Kraft Limited (SKL)

SKL is a kitchen solutions and an emerging home solutions brand. It is one of the leading brands for kitchen appliances in India, and one of the dominant players for pressure cookers and amongst the market leaders in the sale of free-standing hobs and cooktops. SKL is also engaged in the manufacturing and retail of a wide and diverse suite of kitchen solutions under the Pigeon and Gilma brands and propose to commence manufacturing of kitchen solutions under the BLACK + DECKER brand, covering the entire range of value, semi-premium and premium kitchen solutions, respectively.

The flagship brands, Pigeon and Gilma, have enjoyed a market presence of over 15 years and enjoy a high brand recall amongst customers for quality and value for money. SKL has well-equipped and backward integrated manufacturing facilities at Bengaluru (Karnataka) and Baddi (Himachal Pradesh), which enables the Company to control and monitor the quality and costs.

SKL has a separate distribution network for each of the Pigeon, Gilma and BLACK + DECKER brands. Further, there is a separate distribution network for the Pigeon LED products. The manufacturing facilities in Bengaluru and Baddi are well connected with 9 strategically located C&F agents. Additionally, SKL has 651 distributors in 27 states and five union territories of India and 12 distributors for the products that are exported. The C&F agents and distributors are, in turn, connected with a dealer network comprising of over 45,500 retail outlets, which are driven through a sales force of 566 personnel.

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