

# Titan Industries Limited

“Delivering value by creating Brands”

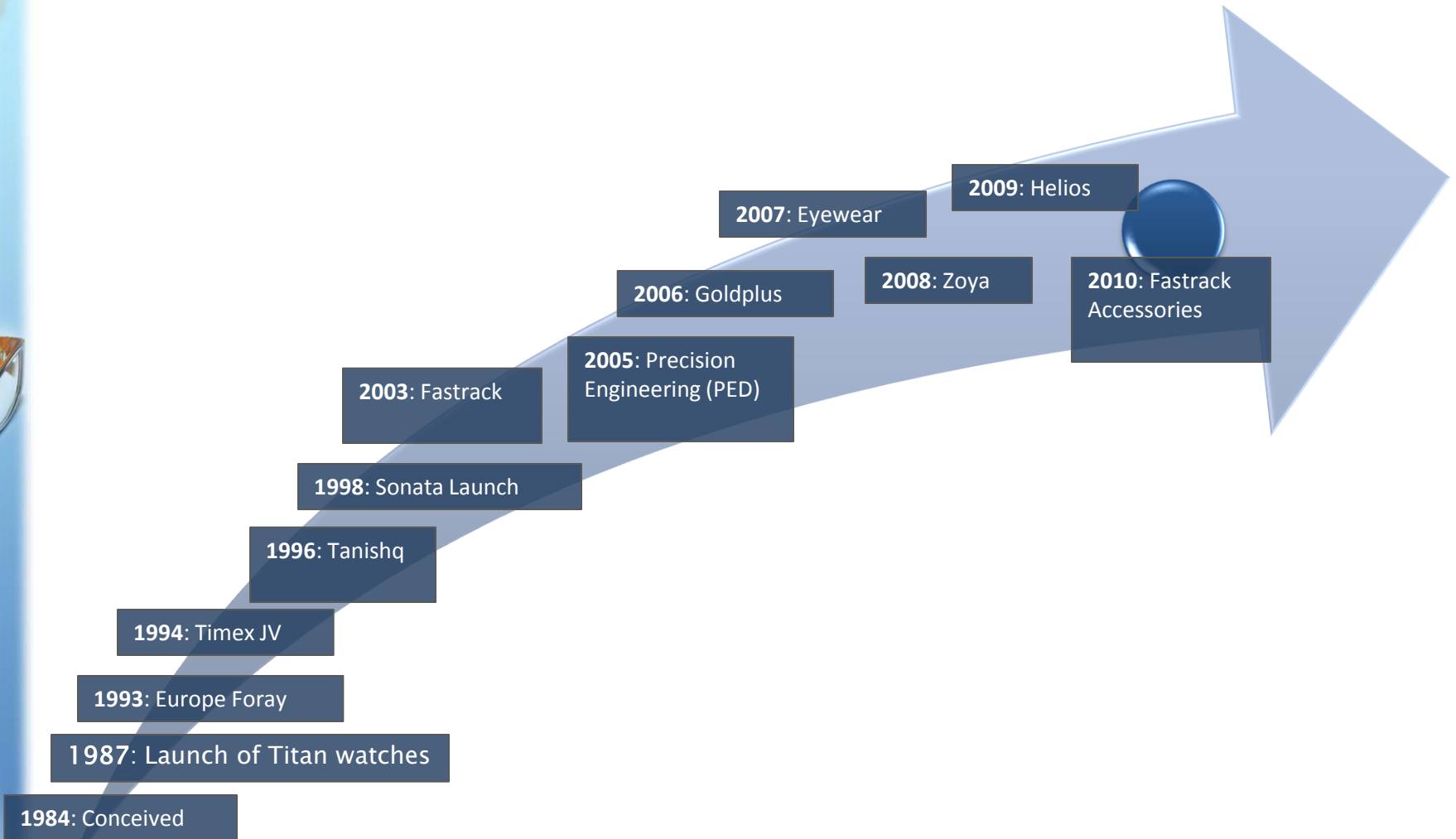


# Disclaimer

*Certain statements are included in this release which contain words or phrases such as “will,” “aim,” “will likely result,” “believe,” “expect,” “will continue,” “anticipate,” “estimate,” “intend,” “plan,” “contemplate,” “seek to,” “future,” “objective,” “goal,” “project,” “should,” “will pursue” and similar expressions or variations of these expressions that are “forward-looking statements.” Actual results may differ materially from those suggested by the forward-looking statements due to certain risks or uncertainties associated with our expectations with respect to, but not limited to, our ability to implement our strategy successfully, the market acceptance of and demand for our products, our growth and expansion, the adequacy of our allowance for credit to franchisees, dealers and distributors, technological changes, volatility in income, cash flow projections and our exposure to market and operational risks. By their nature, certain of the market risk disclosures are only estimates and could be materially different from what may actually occur in the future. As a result, actual future gains, losses or impact on net income could materially differ from those that have been estimated.*

*In addition, other factors that could cause actual results to differ materially from those estimated by the forward-looking statements contained in this document include, but are not limited to: general economic and political conditions in India and the other countries which have an impact on our business activities; inflation, unanticipated turbulence in interest rates, foreign exchange rates, the prices of raw material including gold and diamonds, or other rates or prices; changes in Indian and foreign laws and regulations, including tax and accounting regulations; and changes in competition and the pricing environment in India. The Company may, from time to time make additional written and oral forward-looking statements, including statements contained in the Company’s filings with SEBI and the Stock Exchanges and our reports to shareholders. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company, to reflect events or circumstances after the date thereof.*

# How It All Began...



# Successful Brands



Luxury

ZOYA

Premium

  
**xv|ys**<sup>™</sup>  
 Swiss made

  
**TANISHQ**

Mid Market

 **TITAN**

 **TANISHQ**

 **TITAN**

 **ZOOP**  
TITAN

 **fastrack**

 **fastrack**

Mass Market

**SONATA**  
 A **TATA** PRODUCT

**GOLDPLUS**  
 from **TATA**

**EYE+**

# India's Largest Specialty retailer

Luxury

ZOYA  2

Premium

 HELIOS  9

Mid Market

 **WORLD of TITAN**  311

  
TANISHQ  121

**TITAN EYE+**  
WORLD CLASS OPTICAL STORES  169

 **TITAN**  
CUSTOMER SERVICE  **WATCH CARE CENTRE**  325

 **fastrack**  55

Mass Market

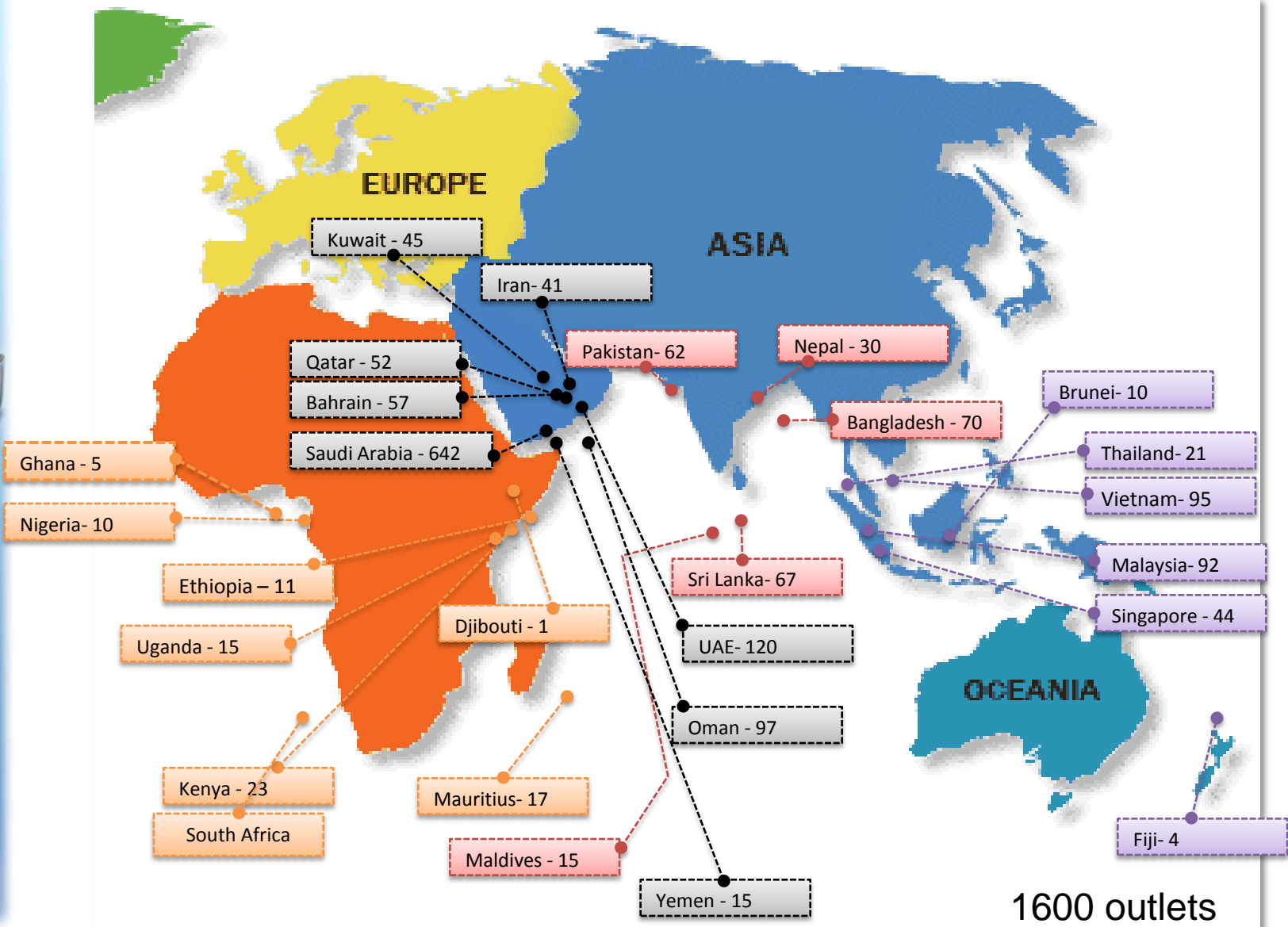
 **GOLDPLUS**  
from **TATA**  29

700 exclusive stores

145 Towns

Over 870,000 sft of retail space

# Also has international operations



1600 outlets

# HELIOS



# World of Titan





## fastrack store



# ZOYA



ZOYA Showroom, PVR Lounge, Delhi, India

## TANISHQ STORES



Tanishq Store in Bangalore, India

# GOLDPLUS SHOWROOMS



# TITAN EYE +



# Where We Stand Today

- World's 5<sup>th</sup> largest Watch Manufacturer
- 65% market share in organized watch market
- Sonata: India's largest selling watch brand
- Tanishq: India's leading Jewellery Player and a game changer
- Titan Eye+: India's largest retail chain in eyewear
- Strength in Retail: Close to 700 stores
- Distribution: More than 11,000 Multi-brand outlets

# Where We Stand Today

Our Businesses

B2C

B2B

Watches

Jewellery

Eyewear

Precision  
Engineering  
Division

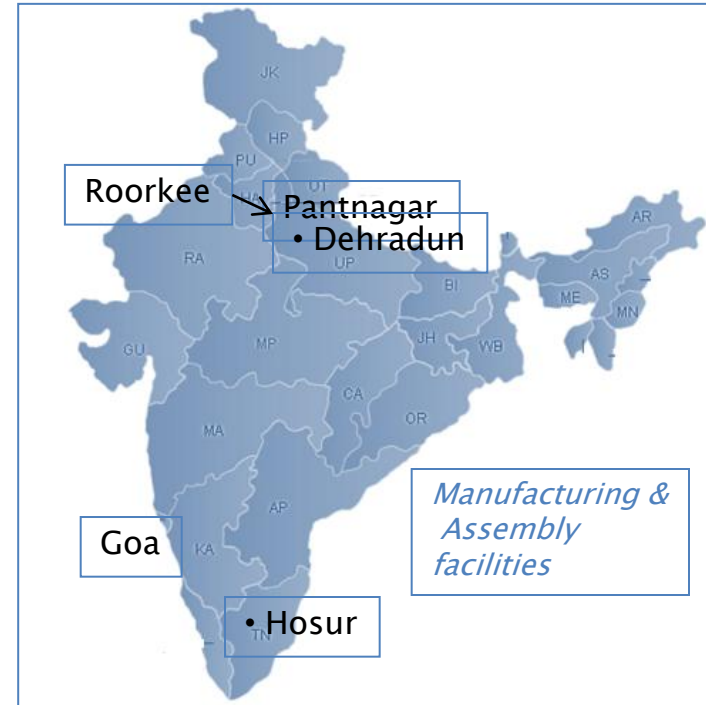
# Watches

- Four major brands

TITAN  
xvlys  
SONATA  
*fastrack*

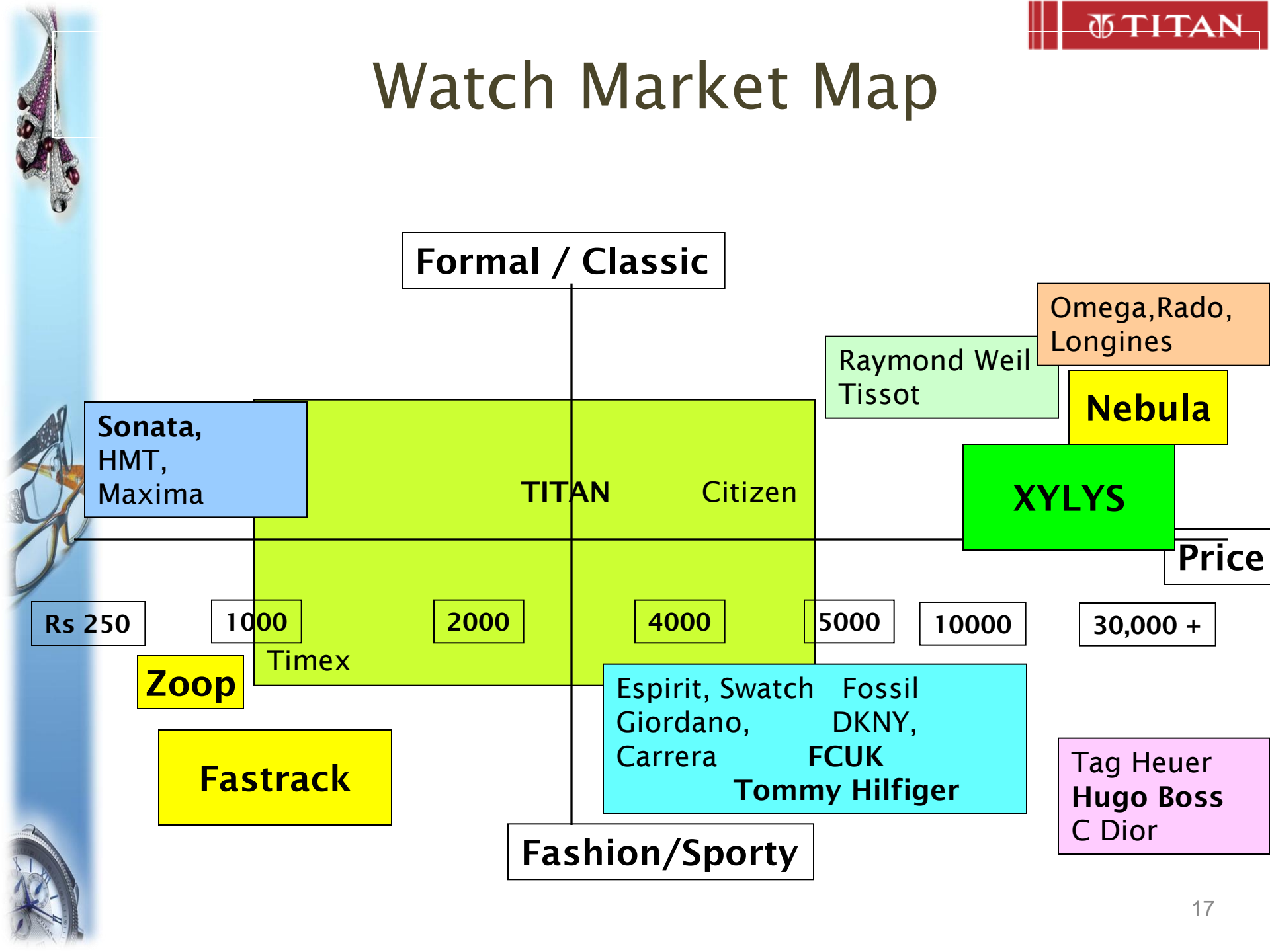
BOSS  
fcuk™  
TOMMY HILFINGER

- Sold through
  - Exclusive “World of Titan” outlets
  - “Fastrack” outlets
  - Multi-brand outlets “Helios”
  - Multi-brand dealers and stores
  - Large-format stores like Shoppers’ Stop, Lifestyle, etc.
- Large network of exclusive service centers
- Sophisticated Design & Development Center
  - Core strength in Industrial, Retail and Graphic design
  - Numerous international award-winning designs to its credit





# Watch Market Map



Our market and brand leadership of >50% uses the muscle of a vast distribution network

11,000  
Dealers

ALL INDIA

2500  
Towns

311  
Showrooms

World of Titan

129  
Towns

55  
Stores / Kiosks

Fastrack

22  
Towns

9  
Multi-brand store

Helios

4  
Towns

745  
Centers

Service Centers

345  
Towns

# International Business

- One of India's first companies to market a consumer brand overseas.
- Titan watches are present in 26 countries outside India
- "Titan" is among the top 3 watch brands in several Asian countries
- Titan is exploring South Africa this year.
- Total export sales of Rs 99 crores (\$22 mn) in 2010-11 including watch components.

# Brands in the Watches Division



# Jewellery

- ▶ Three major brands – Tanishq, Gold Plus and Zoya
- ▶ Largest jewellery retailer in India
  - 121 Tanishq boutiques
  - 29 Gold Plus stores
  - 2 Zoya stores
- ▶ Manufacturing facilities in Hosur and Dehradun
- ▶ Innovative Services – Golden Harvest / Future scheme, gift vouchers, gold exchange schemes and made to order facility
- ▶ Loyalty Programmes - Anuttara & Ananta
- ▶ Customer First and Lean initiatives in manufacturing and retailing

# Brands in the Jewellery Division

**GOLDPLUS**  
from **TATA**

ZOYA

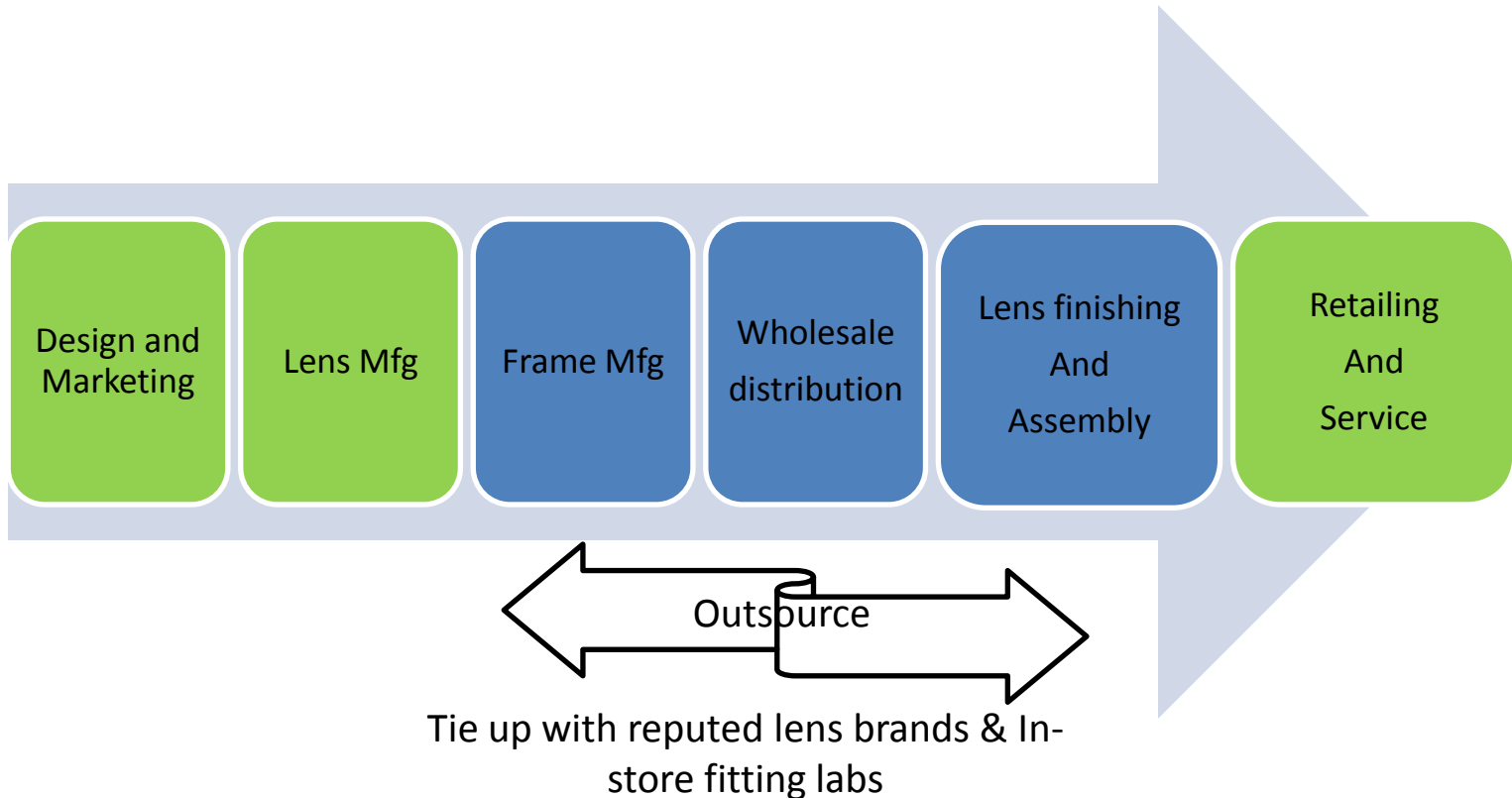
**TANISHQ**



# Eyewear

- India's largest optical retail chain (169 stores)
- State of the art eye-testing facilities
- Products include frames, sunglasses, contact lenses, ready readers, lens cleaning solutions and other accessories
- Three in-house brands
  - Titan, Eye+ and Dash
- Several international and luxury brands
  - Gucci, D&G, Armani, BOSS, Esprit, Daniel Swarovski and Mont Blanc
- Key differentiators – Style consultants, Zero-error prescription, free eye testing, scratch-resistant lenses, lens accuracy certificate

# Where we play in the value chain



Focus on strengths and high margin areas:  
DESIGN, RETAIL, SERVICE & MARKETING



# Eyewear - Products

TITAN EYE+  
WORLD CLASS OPTICAL STORES



SWITCHERS  
TITAN EYE+



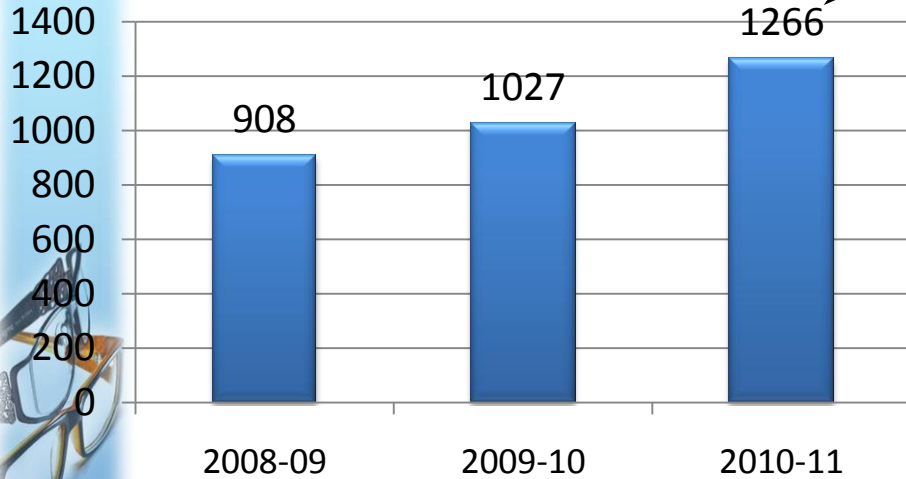
# Precision Engineering

- Leverages engineering capabilities
- B2B business – balances risk of B2C businesses
- ▶ The Opportunity
  - India growing as a manufacturing base for precision products
  - Cost pressures and offset requirements guarantee a long term opportunity
  - High cost of switching for customers
  - Large & growing market: US\$ 32 billion globally
- ▶ Catering to
  - ▶ Aerospace industry
  - ▶ Automotive Industry
  - ▶ Oil Exploration & Production
  - ▶ Machine building and Automation Business
- ▶ Clients include
  - ▶ Eaton, US
  - ▶ Hamilton Sunstrand, US
  - ▶ Microtechnica, Italy
  - ▶ Pratt & Whitney, US
  - ▶ Ford, UK
  - ▶ Bosch, India
  - ▶ Timken, India

# The Last 3 years - Income

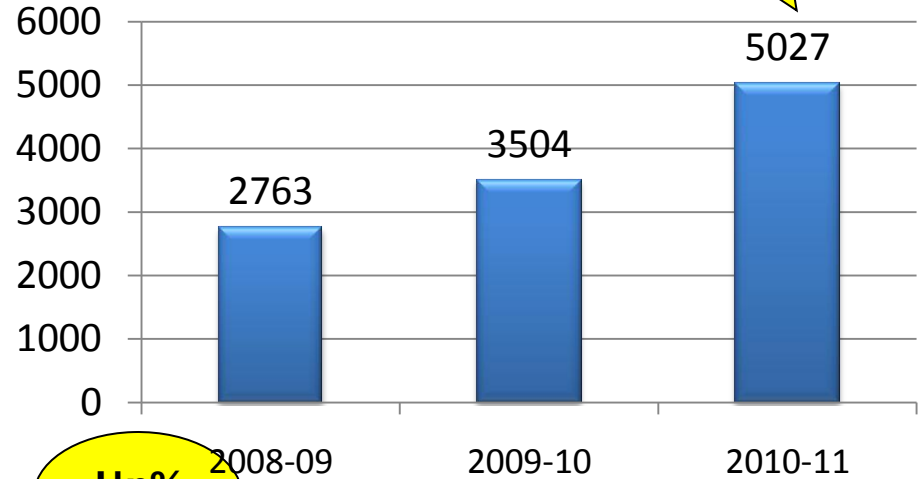
₹ Cr.

## Watches



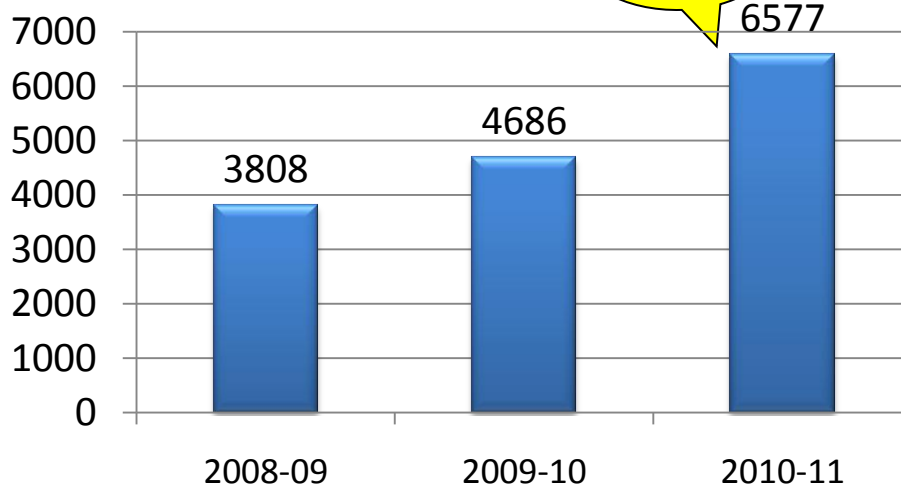
Up 23%

## Jewellery



Up 43%

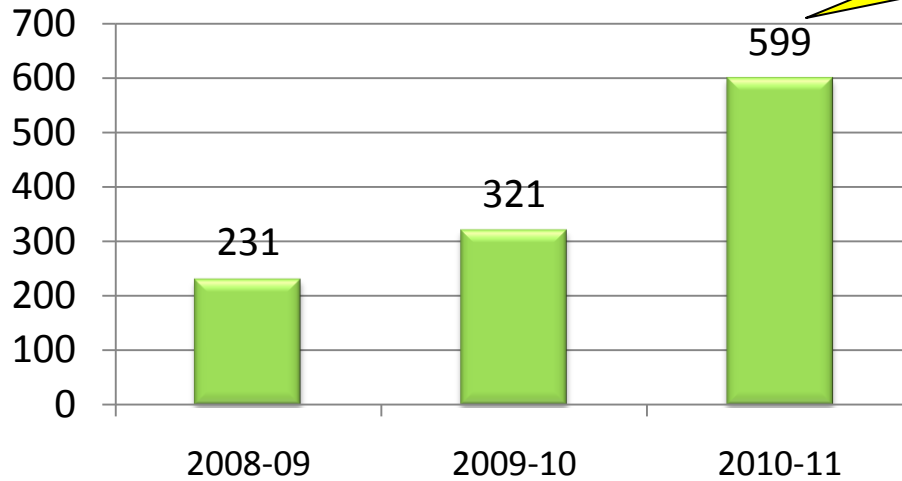
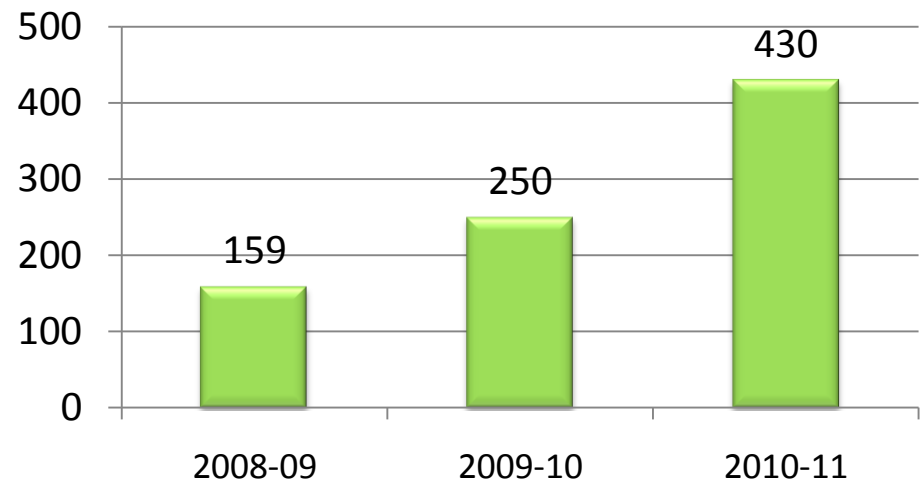
## Company



Up% 43

# The Last 3 years - Profits

₹ Cr.

**PBT****PAT**

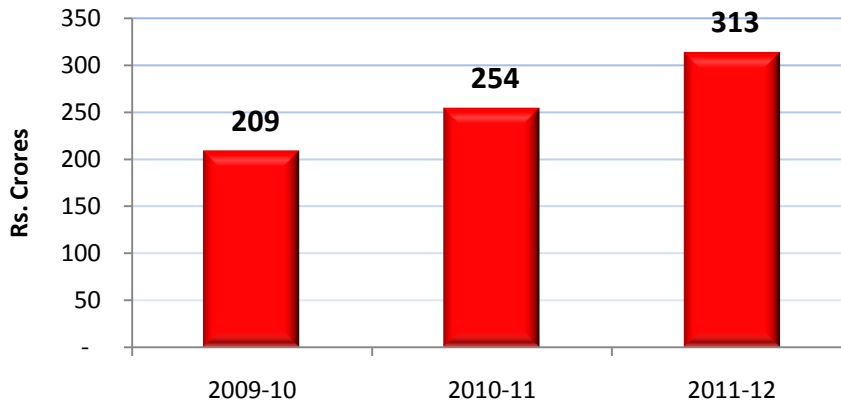
# First Quarter Performance – 2011-12

# Retail Sales Q1 of 2011-12

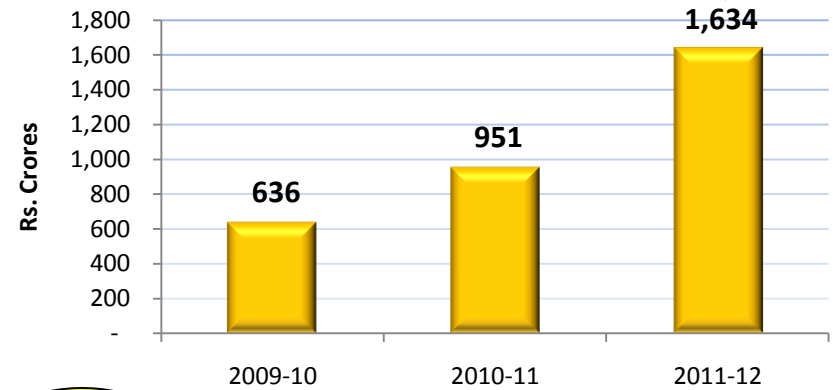
Sl.	Retail Channel	Total growth	Like to Like growth
1.	World of Titan	11%	8%
2.	Tanishq	79%	70%
3.	Titan Eye+	78%	26%
4.	Fastrack	1.3 times	70%
5.	Gold Plus	51%	49%
6.	Helios	5 times	12%
7.	Zoya	-16%	-16%
8.	Large Format Stores in Watches	78%	26%

# Income

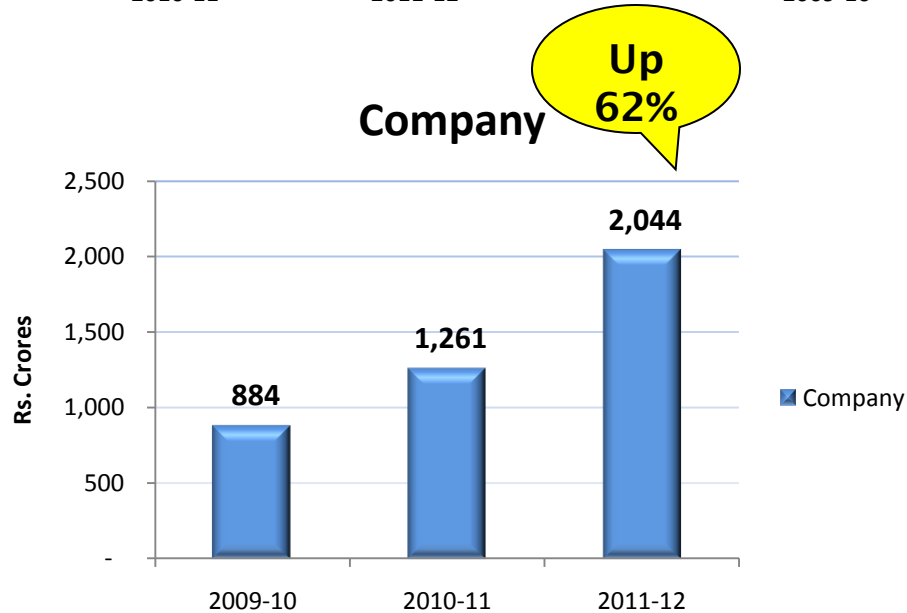
## Watches



## Jewellery

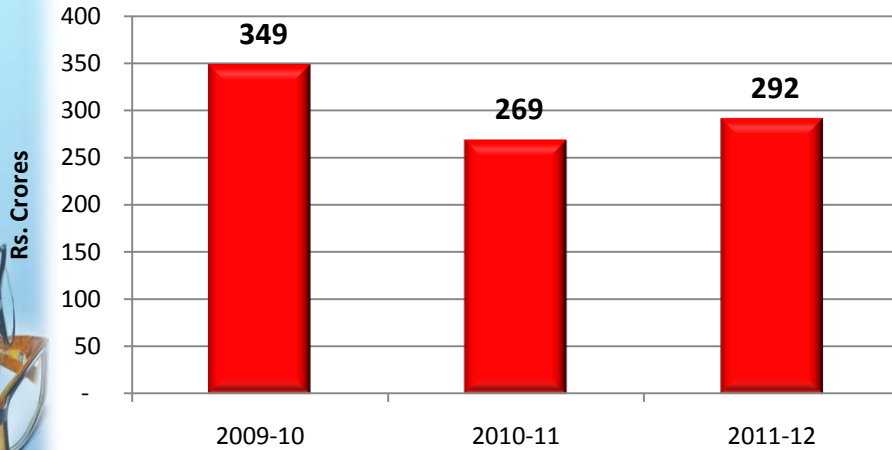


## Company

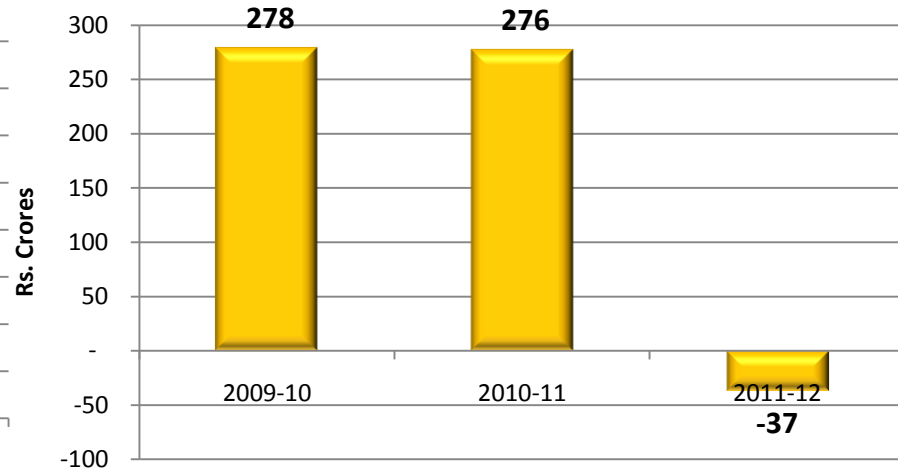


# Capital Employed

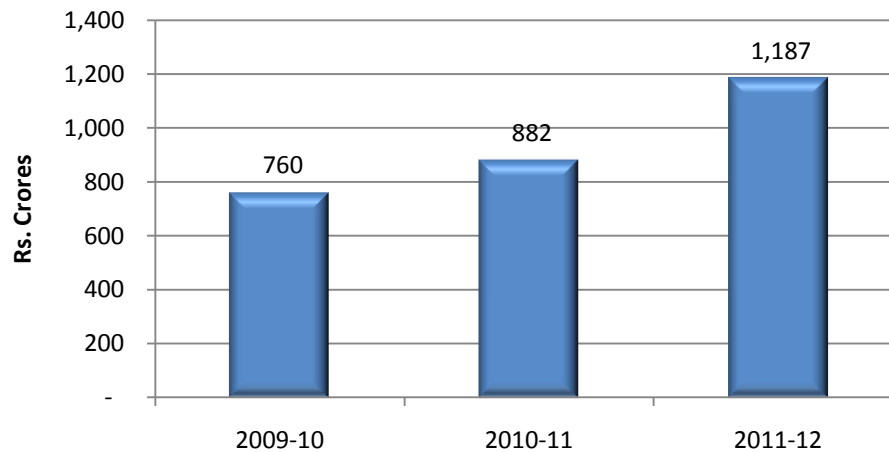
## Watches



## Jewellery

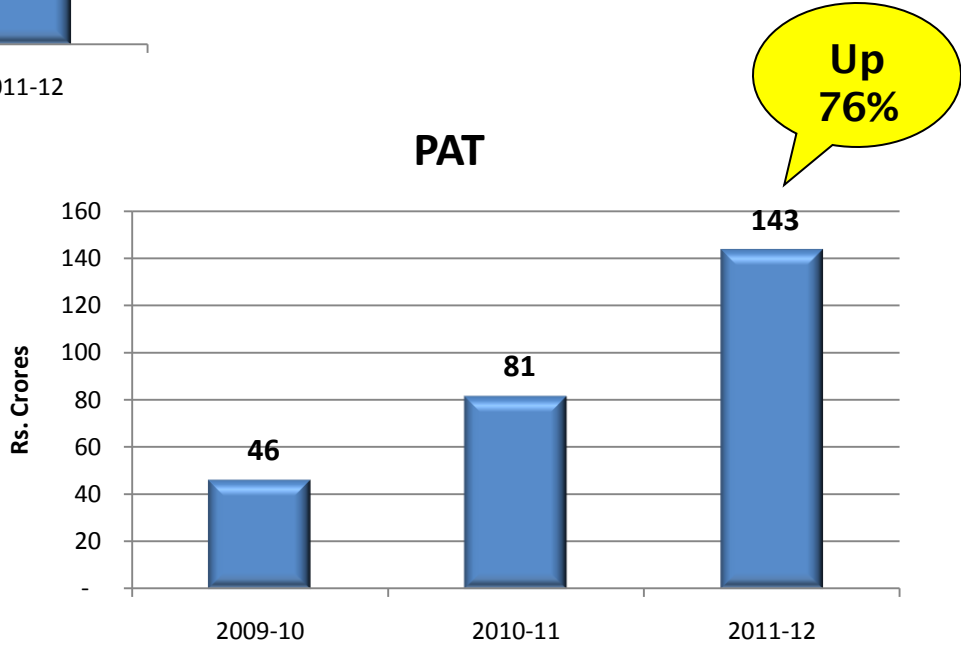
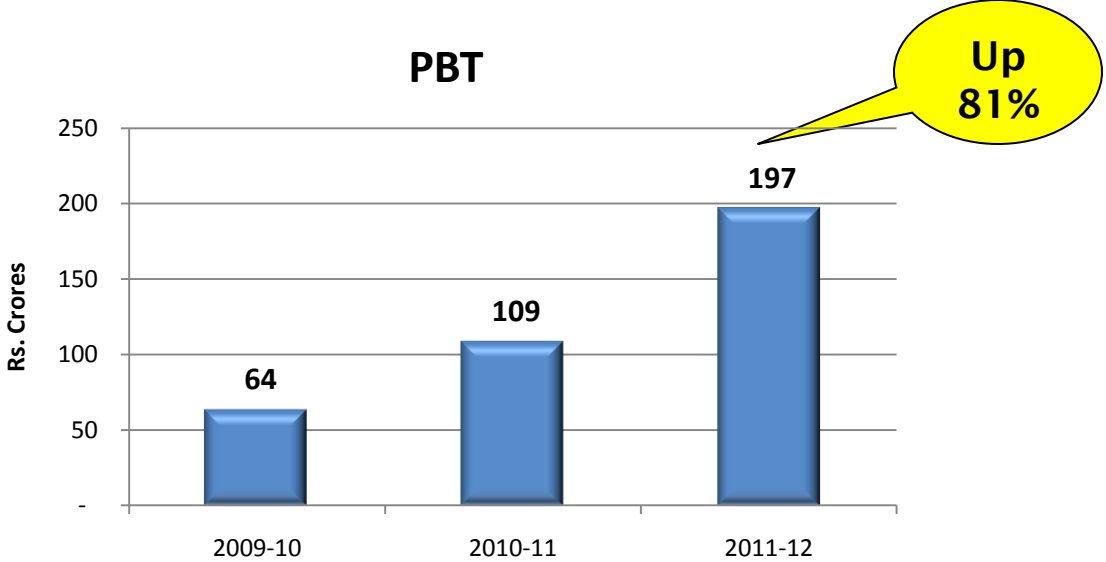


## Company





# Company Profits

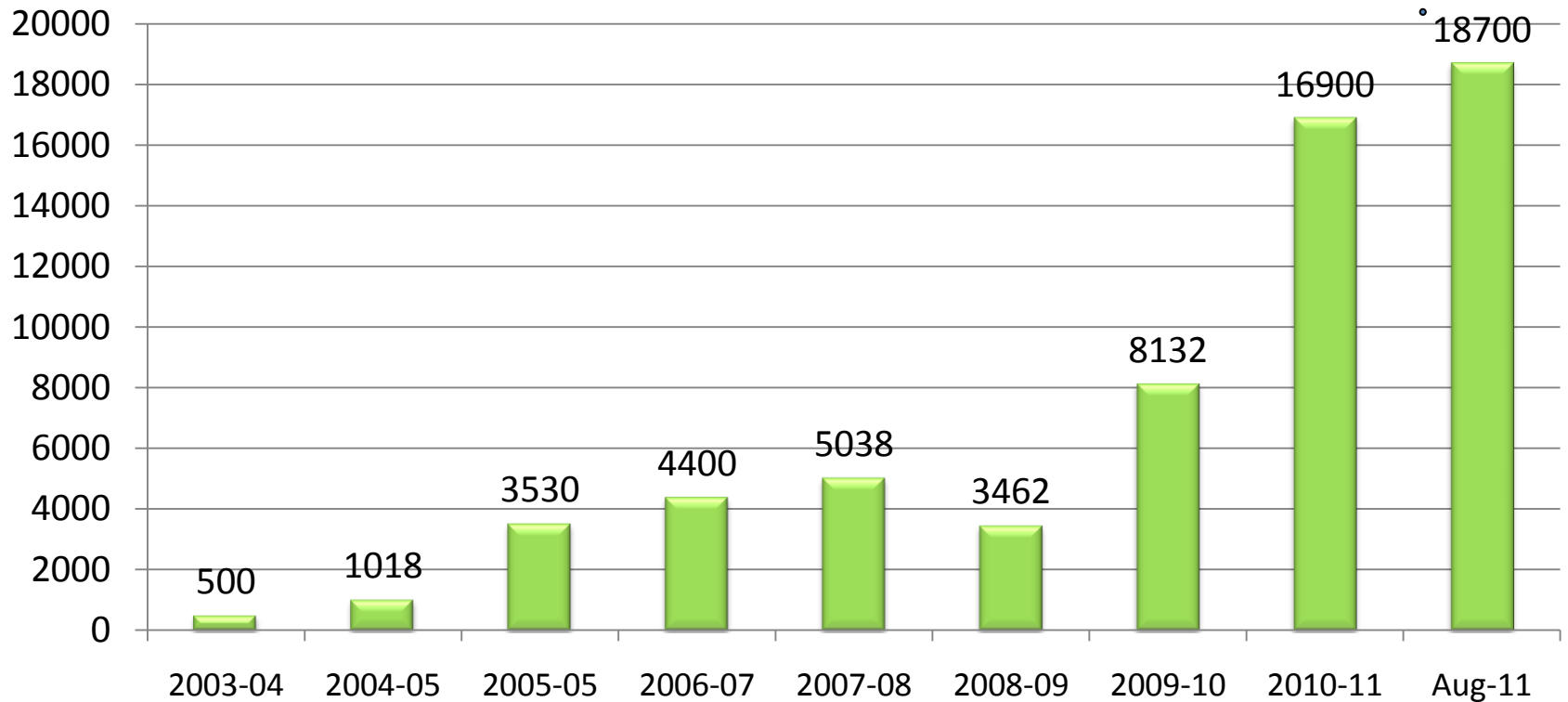


# Market Cap – Where do we stand?

₹ Cr.

Crossed US\$ 4 Billion

## Market Cap



# Recognition

## Corporate

- Great Place to work award-15th overall position and 1st in retail
- Bhaskar Bhat- Leadership Award given by Qimpro Foundation
- Titan-Best Commercial Establishment-Award for Corporate Sustainability
- ET Retail Award for “Most Innovative Retailer”

## Watches

- Watch World Awards-Flagship Store, Mumbai and Titan “ Be More Legends”
- Golden Peacock Award-Titanium Edge watch
- India’s most trusted brands-Titan and Sonata
- Overall brand leadership award for Fastrack

## Jewellery

- GoldPlus-Anantha Program-Award from Qimpro Foundation and the ET Retail award for Customer Relation Management.
- Gold Plus wins ET Retail award for “Rural Marketing”
- Tanishq “ One” –Digital Media Award
- Tanishq wins ET Retail award for “Best Store inauguration”

# What's the Future?

- Targeting three-fold growth in revenue in 5 years to Rs. 14,000 crore making us a 3 billion dollar company
- Huge opportunity in International Markets
- Opportunity in Jewellery: Rs. 100,000 crore market
- Eyewear – Rapid expansion of our world-class Titan Eye+ stores to dominate the optical industry in India

# The House of Titan Today



Restless

Responsible

Respected

Thank You

