



# Titan Company Limited

*Delivering value by creating brands*

*Earnings Presentation – Q1 FY '20*

*(For quarter ended 30<sup>th</sup> June, 2019)*

*06<sup>th</sup> August, 2019*

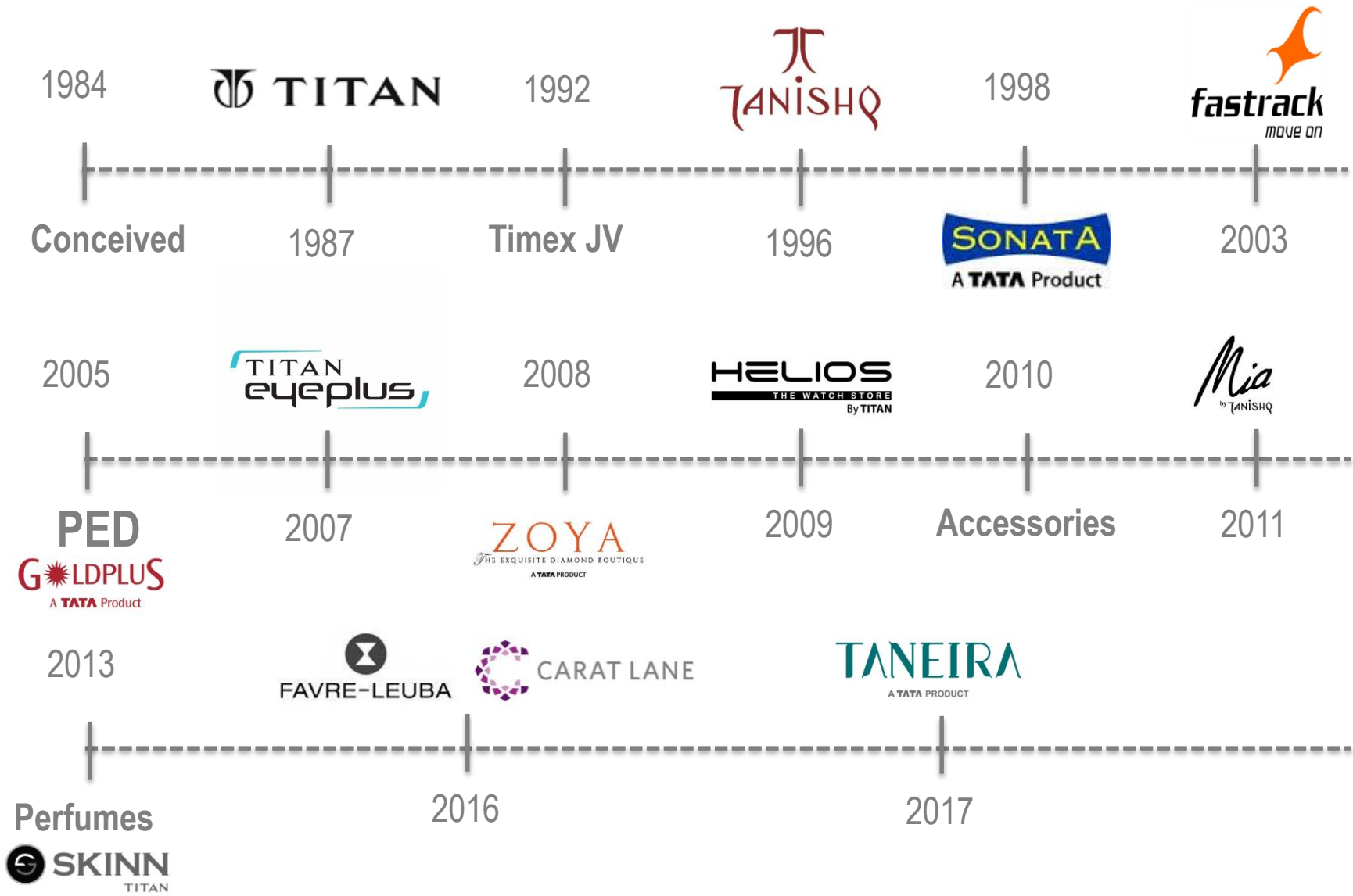
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*In addition, other factors that could cause actual results to differ materially from those estimated by the forward-looking statements contained in this document include, but are not limited to: general economic and political conditions in India and 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.*

# The Journey



# Titan Today

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**5<sup>th</sup>**

largest watch  
maker globally

**~\$14 bn**

market cap

**~\$2.8 bn**

annual revenue

**4**

times in Forbes  
Asia Fab Fifty

**~1,700**

stores with 2.1mn+  
sq.ft. retail space

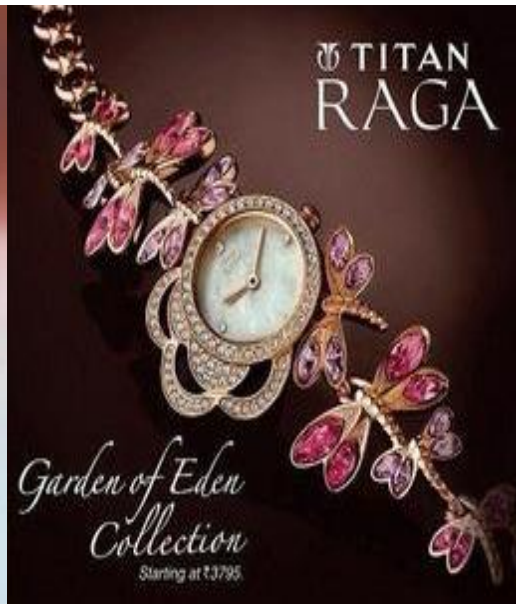
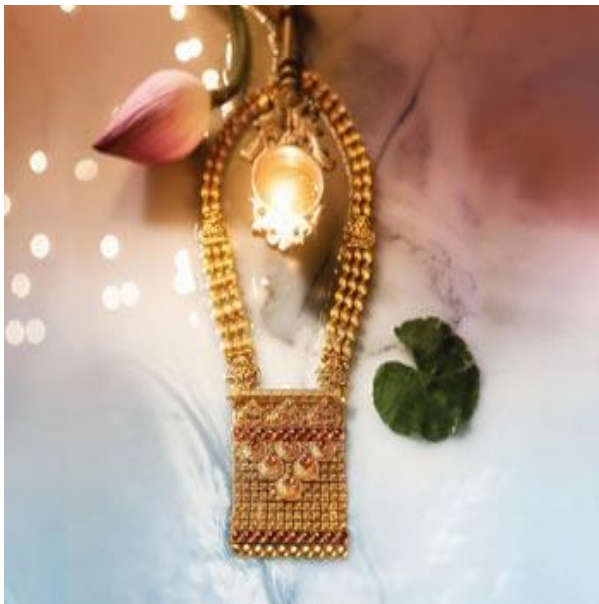
**~8 k**

employees on rolls

**11k+**

multi-brand outlets  
that sells our watches

# Our Strengths



## Design and Development

- 800+ New time products every year
- reddot Award to 2 Edge watches
- Differentiated Jewellery Collections
- Customized lenses with 3D visual mapping

## Manufacturing

- 12 Manufacturing and assembly facilities
- State of the art Karigar Centres for Jewellery
- Components exported to Swiss watch makers
- 3600+ employees engaged in factories

## Brand Building

- Tanishq:** India's leading Jewellery brand
- Titan:** Our flagship watch brand
- Raga:** Exclusive women's watch brand
- Fastrack:** India's largest youth brand
- Sonata:** India's largest selling watch brand

## Retail and Customer Service

- Exceptional Customer Experience
- Merchandising Effectiveness
- Impactful Retail Identities
- Engagement of store staff
- Extensive After Sales Service network

# Our Brands



Luxury



ZOYA

Premium



TANISHQ

TANEIRA  
A TATA PRODUCT

Mid Market



Mia CARAT LANE

TITAN  
eyeplus

GLARES  
by TITAN

fastrack

SKINN  
TITAN

Mass Market

SONATA  
A TATA Product

# Our Retail Network



Luxury

ZOYA  
(3)

Premium

**HELIOS**  
THE WATCH STORE  
By TITAN  
(81)

$\pi$  (299)

Mid Market

 **WORLD of TITAN**  
THE EXCLUSIVE TITAN SHOWROOM  
(488)

**TANISHQ**

**TANEIRA**  
A TATA PRODUCT  
(5)

  
**fastrack**  
(175)

*Mia*  **CARAT LANE**  
(49) (63)

**TITAN**  
**eyeplus**  
(556)

~1,700 Exclusive Stores

284 Towns

~2.1 mn sq. ft. of retail space

- Note:** 1. We also have a service network of 730 'Watch Care Centres'  
 2. Helios is our own Multi Brand Outlet (MBO) and rest others are our Exclusive Business Outlets (EBO)  
 3. Store count comprises of both company owned and franchisee stores.

# Watches - Overview



## Brands

6 major in-house brands & 7 licensed brands

## Manufacturing

6, state of the art, watch and component manufacturing/assembly plants

## Points of Sale

**EBO:** World of Titan, Fastrack Stores

**OWN MBO:** Helios

**MBO:** present across 11k+ dealers/ MBOs

**LFS:** Large format departmental stores

**ECOM:** [www.titan.co.in](http://www.titan.co.in) , [www.fastrack.in](http://www.fastrack.in) and market places

**EXPORTS:** 2,264 POS in 33 countries

## Customer Service

Largest network of exclusive service centers

730 watch care centers in 277 towns

## Sophisticated Design & Development

Core strength: Industrial, Retail and Graphic design

Numerous international award-winning designs



# Watches - Brands



**Raga:** Inspired by the modern woman who transcends roles with poise and élan



**Xylys:** Swiss made watches, Crafted for Connoisseurs



**Nebula:** A collection of watches crafted from solid gold

**Titan Edge :** the slimmest watch in the universe - a mere 3.5mm



**Titan We:** Smarter. By far.



**Fastrack Reflex Activity Tracker Band:** Geared up for Action

**Fastrack:** For those who wear their attitude on their wrist



**Sonata Super Fibre:** For the young and active



**Zoop:** for the imaginative, talented and energetic child of today



# Watches - Manufacturing



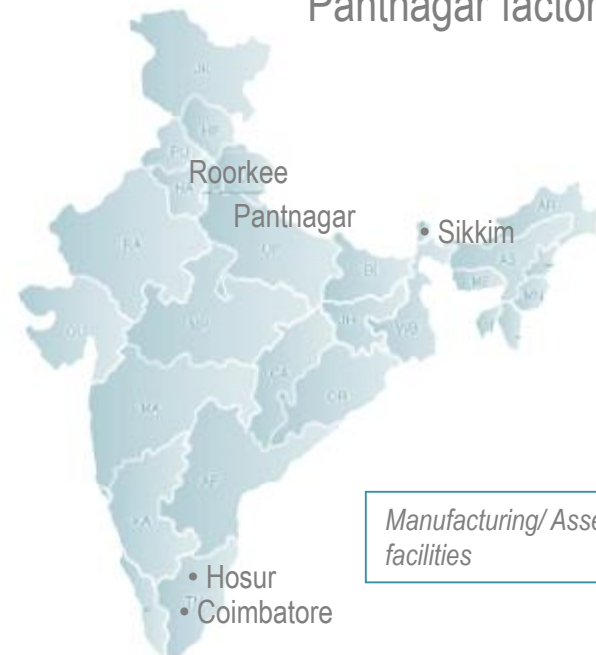
Watch factory, Hosur



Pantnagar factory



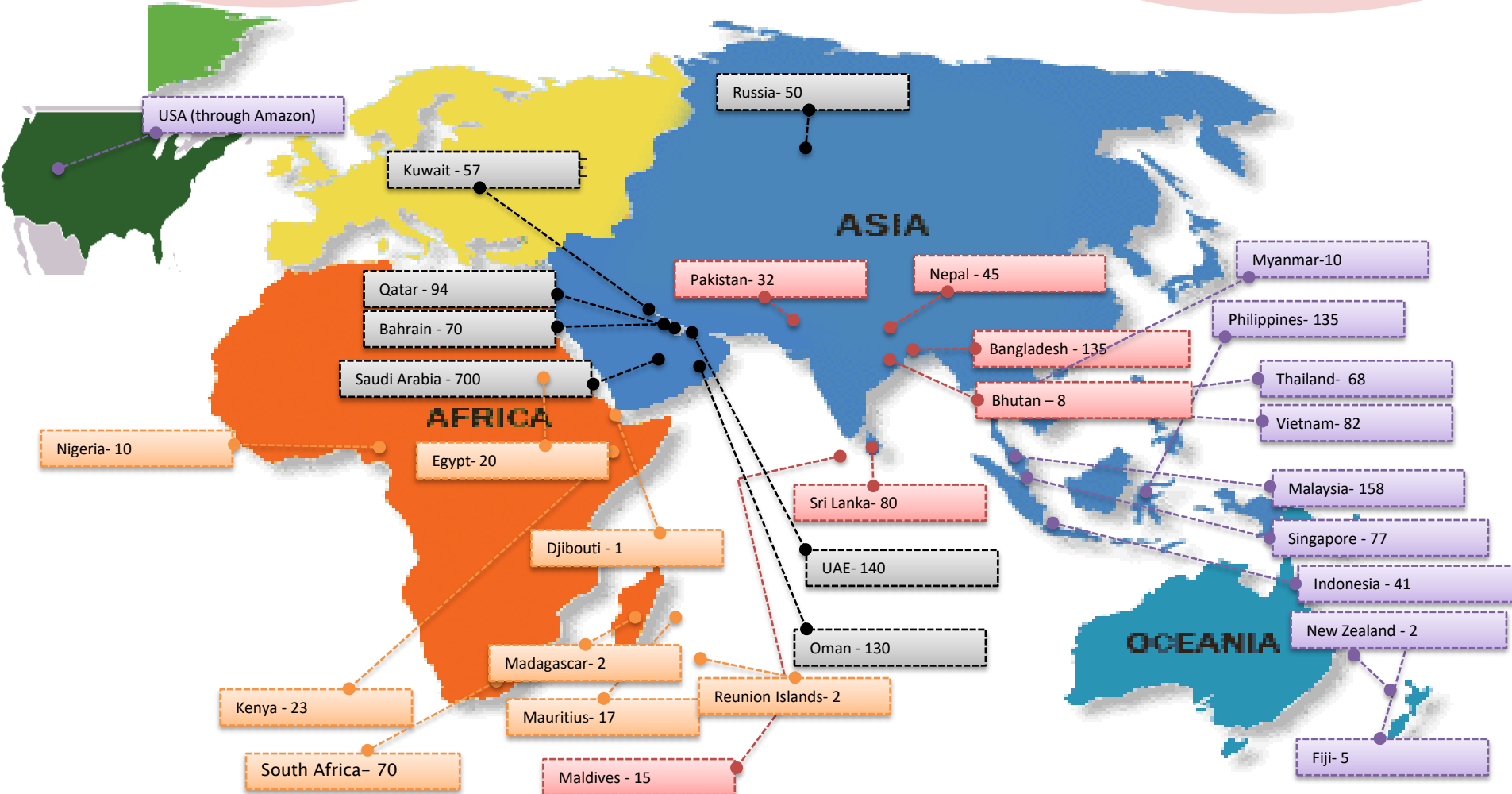
Watch Assembly, Hosur



# Watches - International Presence

31 Countries

2279 Outlets





## WORLD OF TITAN

488 showrooms (Net 2 additions in Q1'20)

221 towns – 402k sq.ft.



## FASTRACK STORES

175 showrooms (Net 3 additions in Q1'20)

82 towns – 91k sq.ft.



## HELIOS STORES

81 showrooms (Net 5 additions in Q1'20)

39 towns – 70k sq.ft.



*Cocktails*

RAGA  
by TITAN

# TITAN

#OnTrend







A TATA PRODUCT



NAYI SHURUAAT,  
YAKEEN KE SAATH



**SONATA**

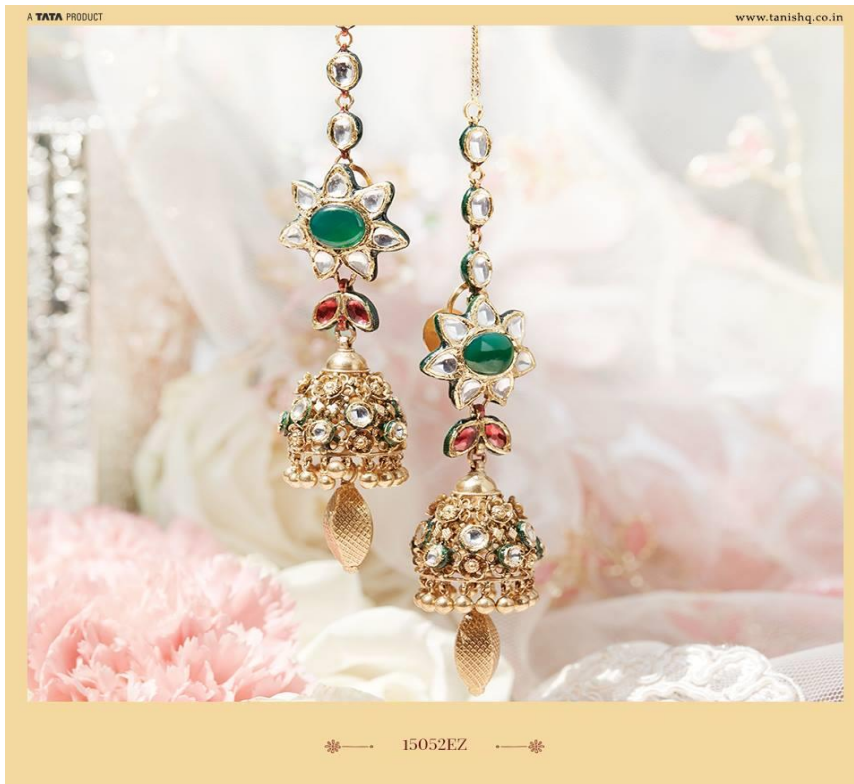
— WEDDING COLLECTION —

TANISHQ

Mia

ZOYA

CARAT LANE



## Brands

TANISHQ: flagship brand

ZOYA: luxury segment play

MIA: Tanishq sub-brand for fashionable fine jewellery

CARATLANE: a Tanishq partnership, omni-channel

## Manufacturing

Studded jewellery manufactures mostly in-house

Plain gold jewellery mostly outsourced

3 manufacturing facilities

4 state of the art karigar centers: Industry best practice

## Points of Sale

Largest jewellery retailer in the country

Jewellery sales through EBO and ecommerce

EBO: Tanishq, Mia, Caratlane

Ecommerce: [www.titan.co.in](http://www.titan.co.in) and [www.caratlane.com](http://www.caratlane.com)

## Design Excellence

Key product differentiator

Capability for in-house design of many collections

π  
TANISHQ  
HUM  
HAR SHAADI  
— KE LIYE —  
TAYAAR HAIN!



# Jewellery

## Karigar Center, Hosur





## Tanishq Stores

299 showrooms of Tanishq (Net 12 added in Q1'20).

178 towns – 1.12 mn sq.ft. of Tanishq (Net 34k sq.ft. added in Q1'20).

3 Zoya stores (~15K sq.ft.)



## Mia Stores

32 Standalone stores and 17 Shop-in-shops (~12k sq.ft.)



## Carat Lane Stores

63 showrooms across 25 towns (~48k sq.ft.)

A TATA PRODUCT

[www.tanishq.co.in](http://www.tanishq.co.in)

π  
TANISHQ  
PRESENTS  
|| Swayahm ||



3418VAG





π  
TANISHQ  
PRESENTS  
*Ahalya*

TITAN  
eyeplus

  
fastrack

GLARES  
by TITAN



## Brands

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TITAN EYE PLUS: Retail brand

TITAN: main in-house frames and lenses brand

FASTRACK and GLARES: in-house sunglasses brand

LICENSED BRANDS: for frames and lenses

## Manufacturing

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State of the art lens lab in Chikkaballapur

Satellite lens labs in major cities to improve turn around time

Frame and lens manufacturing facility

## Points of Sale

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TITAN EYE PLUS: India's largest optical retail chain

Sunglasses are sold through departmental store kiosks and MBO format also

## Differentiators

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Zero-error testing

Vision check online

Remote eye testing at stores

Tie-up with Sankar Nethralaya for training of store staff and optometrists

## In-house brands

### Frames



### Sunglasses



## Manufacturing

### Integrated Eyewear facility - Chikaballapur



### Lens Labs





## Titan Eye Plus Stores

556 showrooms (Net 18 additions in Q1 '20)

231 towns – 367k sq.ft. (Net 12k sq.ft. added in Q1'20).



Latest styles  
**ab har budget  
ke liye!**

#GreatStylesGreatPrices



Styles so affordable,  
**you wont stop at one.**

#GreatStylesGreatPrices



**Powered Sunglasses.**  
Clarity & Shade, all-in-one.



**TITAN**  
**eyeplus**



## Brands

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SKINN by Titan

Fine French perfumes at very attractive price points  
Entry into body mist category in FY 18- Skinn Kissed

## Manufacturing

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Manufactured in France by celebrated perfumers, and distilled from the finest ingredients  
Bottled in France and India

## Points of Sale

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Sold through World of Titan Channel, key departmental store chains and Ecommerce  
One of the highest selling perfumes in all departmental stores  
Plans to strengthen the distribution further in the coming year  
Packaging innovations for trial and gifting

## Differentiators

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Exceptional fragrances at a very attractive price point  
Similar products from international competition at very high price points  
Domestic branded competition almost non-existent

THE NEW COLOUR OF CLASS. AMALFI BLEU.



EAU DE TOILETTE

THE FRESH NEW FRAGRANCE FOR MEN AND WOMEN.

**SKINN**<sup>TM</sup>  
by TITAN

Fine French Perfumes




# Taneira

Who we are



- This youngest brand of Titan Company Ltd was launched as pilot in Feb 2017 with 2 stores in Bangalore.
- Anchored in special occasion wear Sarees from across India.
- Evolved as a natural extension of Titan's proposition – self expression and design.
- Large, unorganized, deeply Indian 5,000 year old category (like Jewellery).
- 5 Stores as of 30<sup>th</sup> June '19.



Saraswathi Raman, Homemaker,  
Encyclopedia  
of folk tales.

FESTIVE  
COLLECTION  
NOW IN STORES

A TATA PRODUCT  
**TANEIRA**  
LIKE NO OTHER

# Our Stores



## *Q1 Performance*

# Q1 Performance – Standalone

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## Company

- In Q1'20, revenue for the company grew by 14% and PBT up by 7%.
- The biennial franchisee and dealer meets (Business Associate Meet) across all three divisions were held during the quarter and over 2,500 business associates participated in the same. ~INR 40 cr. was incurred on these meets.
- PBT margin of Q1 was at 10.6%, lower by 70bps YoY, primarily on account of the expense for Business Associate Meet (BAM).
- The Company added 45 stores with a retail space of 55k square feet in Q1'20, on net basis.
- The Watch Case Manufacturing Plant at Coimbatore, Tamil Nadu, achieved Gold rating in IGBC certification by CII. The Indian Green Building Council (IGBC) had launched the IGBC Green Factory Building Rating System to encourage green concepts and techniques in the industrial sector.
- Pant Nagar Assembly unit achieved JUSE 5S Certification, which is one of the prestigious global recognitions. In India, so far only 28 establishments have obtained QCFI JUSE 5S Certification.

# Q1 Performance – Standalone

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## Jewellery

- The Jewellery division recorded revenue growth of 13%, below our internal expectation, as consumer demand fell in the month of June on sudden surge in gold prices and slowdown in consumption.
- EBIT margin of Q1'20 was at 10.9%, compared to 11.0% in Q1'19.
- Studded ratio was in-line with the previous year at 25%.
- Customer deposits against 'Golden Harvest scheme' has reached the regulatory limit which is 25% of Company's networth.
- Tanishq launched Swayahm collection of both plain and studded Jewellery, to give women elegant new reasons to indulge and celebrate her moments of successes. This collection was well received by customers. Mia launched 'Birthstone Pendant', 'Facets' and 'Florets' collections, which have all got a good response from our customers.

# Q1 Performance – Standalone

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## Watches

- Division recorded strong revenue growth at 20%, partly aided by part execution of a large institutional order from Tata Consultancy Services (TCS). The division had its semi-annual activation in both 'Titan' and 'Fastrack' brands.
- EBIT margin was at 17.9%, compared to 18.8% last year. Decline was primarily due to BAM expense.
- The division added 2 World of Titan, 3 Fastrack and 5 Helios stores in Q1'20, on net basis.

## Eye Wear

- Division had revenue growth of 13%. This quarter had activation resulting in strong volume growth, but increase in reported revenue was moderate due to higher consumer discounts during activation.
- Division reported loss due to lower gross profits on account of activation, continuing investments in brand through advertising and expenses incurred on business associate meet during the quarter.
- 19 stores were added in Q1'20, adding 12,000 sq. ft. of retail space, on net basis.

## Fragrances & Taneira

- Skinn remained the best seller in its category in departmental chain stores. There has been a focus on small packs to grow the category by bringing in the first time buyers.
- Taneira added 1 store in Hyderabad taking the total count to 5 stores. The brand launched '1000 Summer Memories' collection of cotton sarees at very affordable price points to drive customer walk-ins and building the right perception of the brand being affordable too.

## Performance – Subsidiaries and JV

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### **Titan Engineering and Automation Ltd (TEAL) - 100% owned Subsidiary**

- TEAL continued good revenue momentum and grew by 75% YoY. Both the segments, Aerospace and defence (A&D) and Automation solution business grew strongly.

### **CaratLane (69.5% owned Subsidiary)**

- Caratlane recorded revenue growth of 60% in Q1'20, driven by strong growth in both offline and online channels, with offline channel witnessing better growth rate due to network expansion.
- It has been continuously narrowing its losses, moving towards the path of profitability in near future.
- Caratlane added 8 stores to its network, in Q1'20, taking the total store count to 63.

# Retail Growth – Q1'20

	Q1'20	
	Sales value growth	Like-to-Like growth
<b>Tanishq</b>	16%	10%
<b>World of Titan</b>	6%	6%
<b>Fastrack</b>	4%	1%
<b>Helios</b>	8%	5%
<b>LFS (for Watches)</b>	16%	12%
<b>Titan Eye+</b>	20%	14%

**Note:** 1. Above retail growth is based on secondary sales (at consumer prices) in Titan branded retail stores (including franchisee stores) and LFS only. Reported revenue is based on secondary sales to consumers in L1 and L2 stores and primary sales to L3 stores, distribution partners and institutional clients. Consumer discounts, franchisee pay-outs and GST is netted off from consumer prices for reported revenue.

2. Retail network shown above represent sales of almost 100%, ~45% and ~75% of Jewellery, Watches and Eyewear businesses respectively on consumer price basis. The remaining sales is to the distribution channels and institutional clients.



# Total Income: Performance – Q1'20

Total Income <sup>(1)</sup> (in INR Crores)	Q1'19	Q1'20	Growth %
Watches	594	715	20%
Jewellery	3,572	4,047	13%
Eyewear	132	149	13%
Others / Corporate <sup>(2)</sup>	58	85	47%
<b>Standalone</b>	<b>4,355</b>	<b>4,996</b>	<b>15%</b>
Caratlane	83	133	60%
TEAL	54	95	75%
Others/ Consol. Adj. <sup>(3)</sup>	(5)	(15)	
<b>Consolidated</b>	<b>4,487</b>	<b>5,208</b>	<b>16%</b>

**Note:**

1. Total Income also includes other income.
2. Others include Accessories, Fragrances and Taneira business
3. Others include TTPL (divested in June'18) and Favre Leuba.

# EBIT Performance – Q1'20

EBIT (in INR Crores) <sup>(1)</sup>	Q1'19	Q1'20	Growth %
Watches	111	128	15%
Jewellery	393	442	12%
Eyewear	2	(11)	
Others/ Corporate <sup>(2)</sup>	(11)	(5)	
<b>Standalone</b>	<b>496</b>	<b>553</b>	<b>12%</b>
Caratlane	(9)	(5)	
TEAL	2	15	
Others/ Consol. Adj. <sup>(3)</sup>	(11)	(9)	
<b>Consolidated</b>	<b>478</b>	<b>554</b>	<b>16%</b>

EBIT Margin	Q1'19	Q1'20
Watches	18.8%	17.9%
Jewellery	11.0%	10.9%
Eyewear	1.3%	-7.7%
<b>Standalone</b>	<b>11.4%</b>	<b>11.1%</b>

<b>Consolidated</b>	<b>10.6%</b>	<b>10.6%</b>
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- Note:** 1. Above EBIT is before exceptional items.  
 2. Others include Accessories, Fragrances and Taneira business  
 3. Others include TTPL (divested in June'18) and Favre Leuba.  
 4. Provisions for investments in IL&FS group is part of Corporate expense.

# P&L – Q1'20

in INR Crores	Q1'19	Q1'20	YoY
Revenue from operations	4,319	4,940	14%
Other Income	36	56	
<b>Total Income</b>	<b>4,355</b>	<b>4,996</b>	<b>15%</b>
COGS	3,159	3,613	
<b>Gross Profit</b>	<b>1,196</b>	<b>1,382</b>	<b>16%</b>
Employee benefits expense	207	245	19%
Advertising	136	134	-2%
Other expenses	322	381	18%
<b>EBITDA</b>	<b>531</b>	<b>621</b>	<b>17%</b>
Depreciation & Amortization	35	68	
<b>EBIT (before Exceptional Items)</b>	<b>496</b>	<b>553</b>	<b>12%</b>
Less: Finance expense	9	30	
<b>PBT</b>	<b>487</b>	<b>523</b>	<b>7%</b>
Less: Tax	138	152	
<b>PAT</b>	<b>349</b>	<b>371</b>	<b>6%</b>

- For quarter ending 30 June 2019, EBITDA has increased by INR 51 cr. offset by increase in depreciation by INR 33 cr. and interest expense by INR 20 crores resulting in lower PBT by INR 2 cr. due to Ind AS 116 application.

# Financial Statements

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INDAS 116 (Accounting for leases) was mandated from 1st April 2019.

- The Accounting Standard essentially brings all the leases into the balance sheet as a “Right to use” and “Net Investment” assets with a corresponding “Lease obligation”.
- We have adopted the Modified Retrospective method by which we go back to the start of the leases and arrive at the “Right to use” assets and the “Lease obligation” on 1st April 2019 and the difference between the liabilities and assets is reduced from the opening net worth as on 1st April 2019. Consequently, the impact of the same on the opening net worth is INR 101 Cr (Gross impact is INR 156 cr., deferred taxes thereon being INR 55 cr.)
- The impact in the P&L account for Titan for the quarter was an increase in interest cost and depreciation by INR 20 cr. and INR 33 cr. respectively and a reduction in rent by INR 49 cr., resulting in EBITDA going up by INR 51 cr. and PBT lower by INR 2 cr.

# Capital Employed - Standalone

in INR Crores	Segment Assets	
	31-Mar-19	30-Jun-19
Watches	1,502	1,817
Jewellery	6,742	7,096
Eyewear	394	501
Others	107	150
Corporate	2,725	3,742
<b>Total</b>	<b>11,470</b>	<b>13,306</b>

Segment Liabilities	
31-Mar-19	30-Jun-19
453	720
4,570	5,738
127	255
25	64
112	160
<b>5,288</b>	<b>6,938</b>

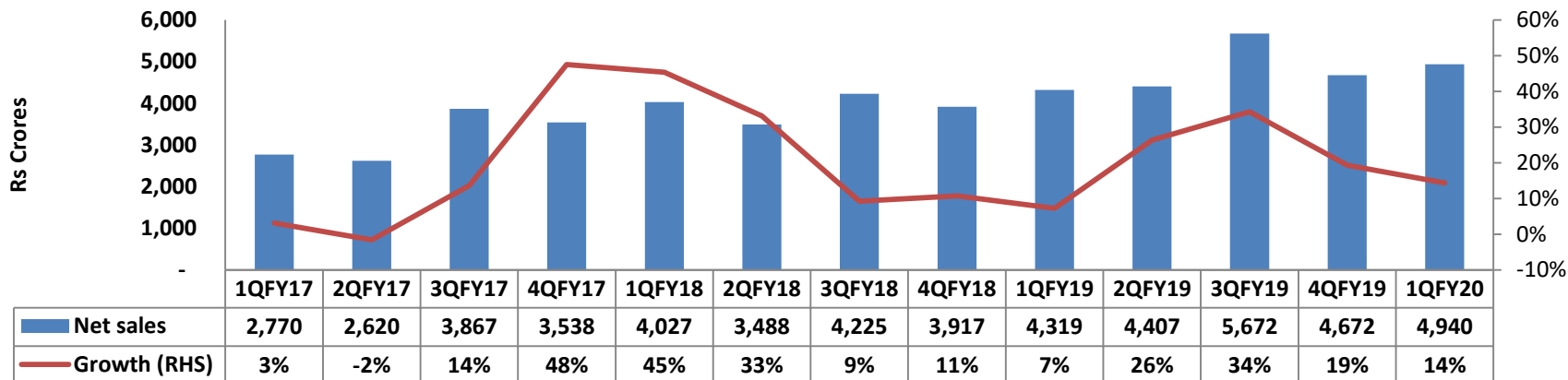
Capital Employed	
31-Mar-19	30-Jun-19
1,049	1,096
2,172	1,358
267	246
81	86
2,613	3,582
<b>6,182</b>	<b>6,368</b>

**Note:** 1. Others include Accessories, Fragrances and Taneira.

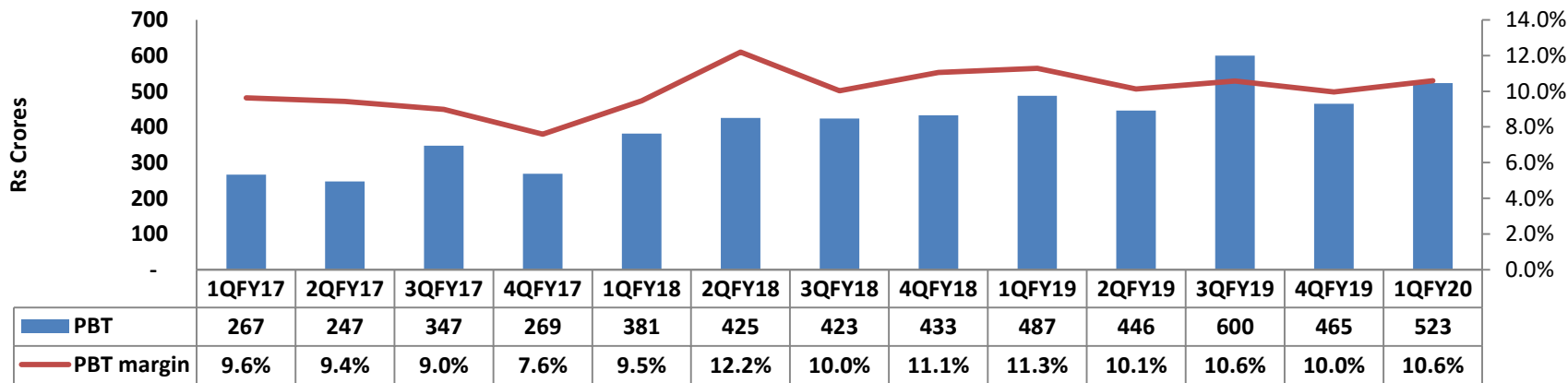
- Jewellery liabilities increased primarily due to increase in Gold-on-Lease (GOL).

# Quarterly Performance Trends

## Company: Revenue



## Company: PBT & Margin

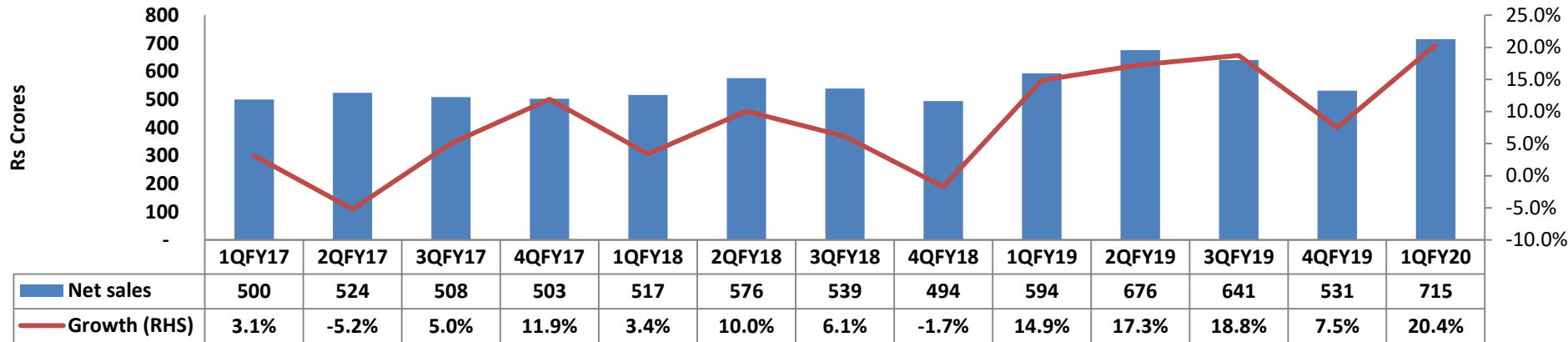


**Note:** 1. Financials of the Company do not include PED from Q1, FY '18 onwards due to its demerger into TEAL.  
2. PBT is before exceptional items.

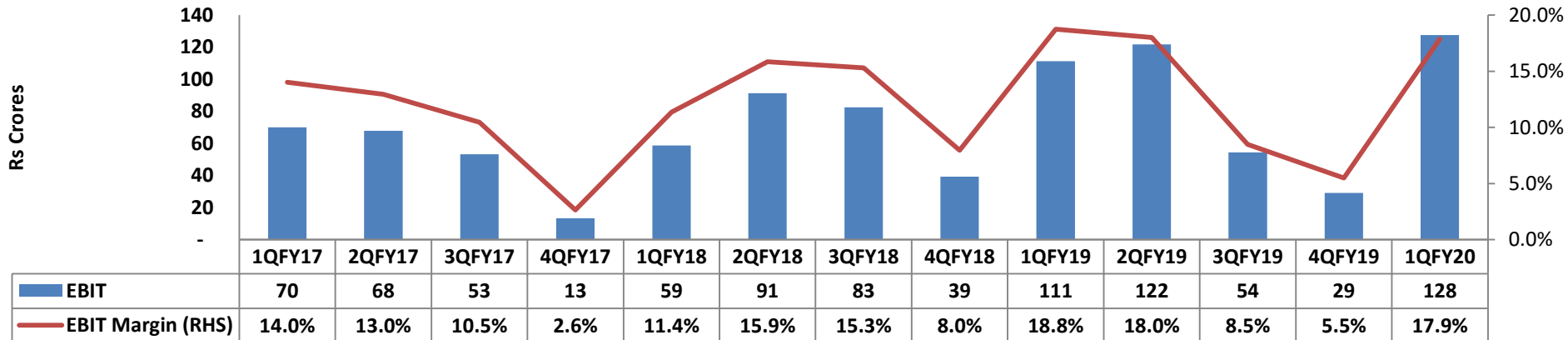
# Quarterly Performance Trends



## Watches: Total Income



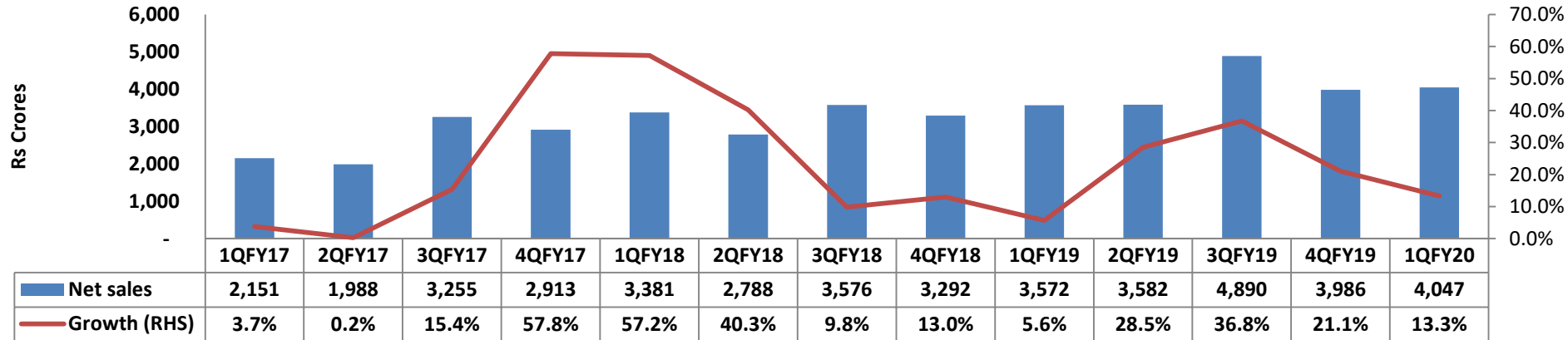
## Watches: EBIT & Margin



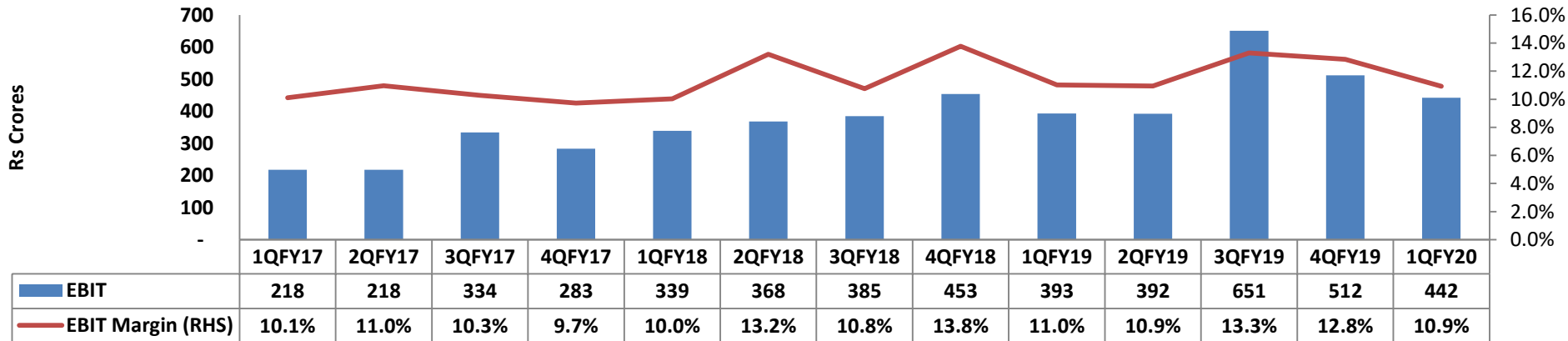
**Note:** 1. EBIT is before exceptional items.

# Quarterly Performance Trends

## Jewellery: Total Income



## Jewellery: EBIT & Margin



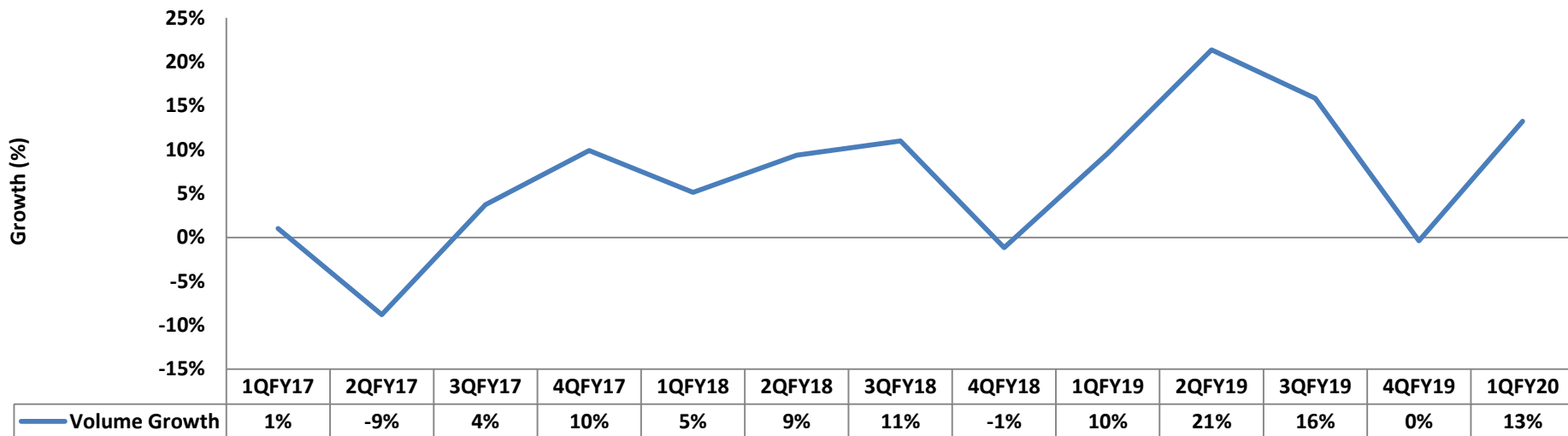
**Note:** 1. EBIT is before exceptional items.



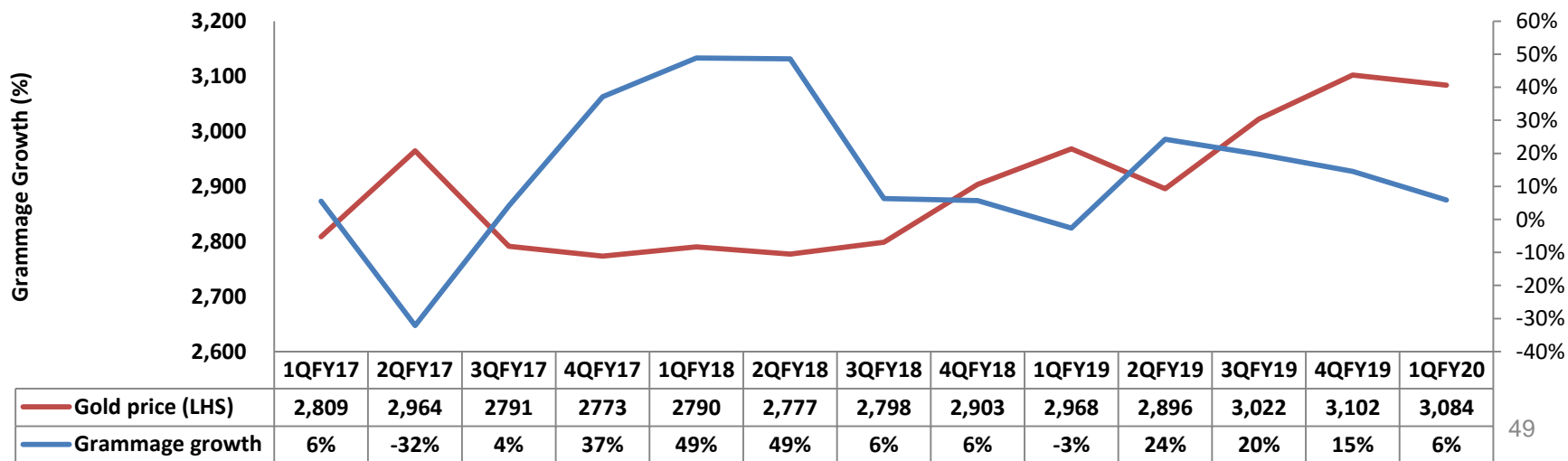
# Quarterly Performance Trends



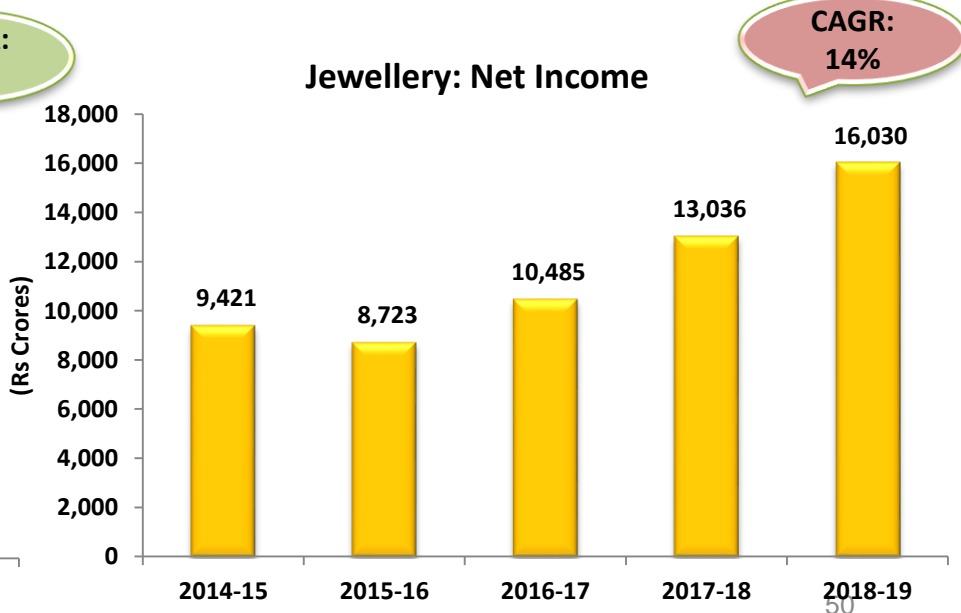
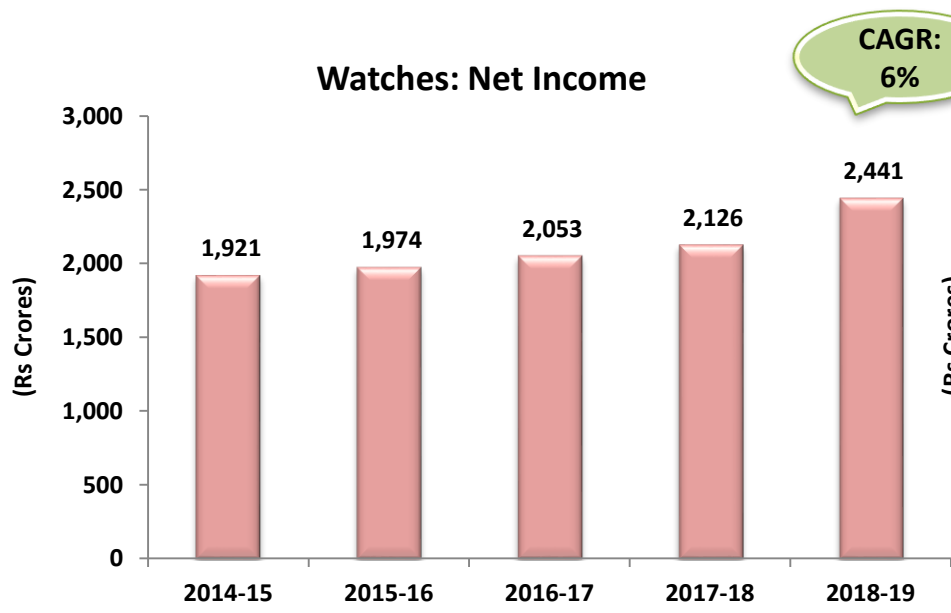
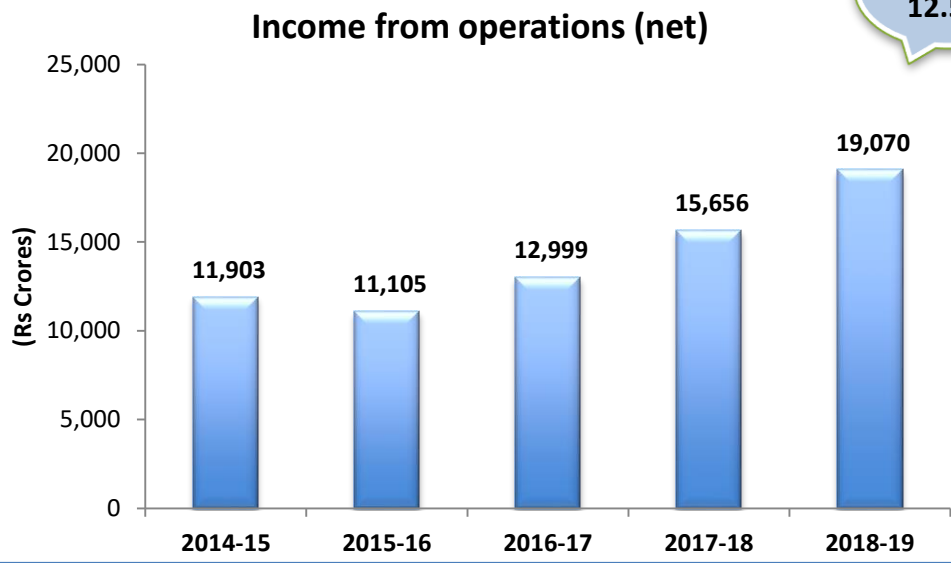
### Watches: Volume growth



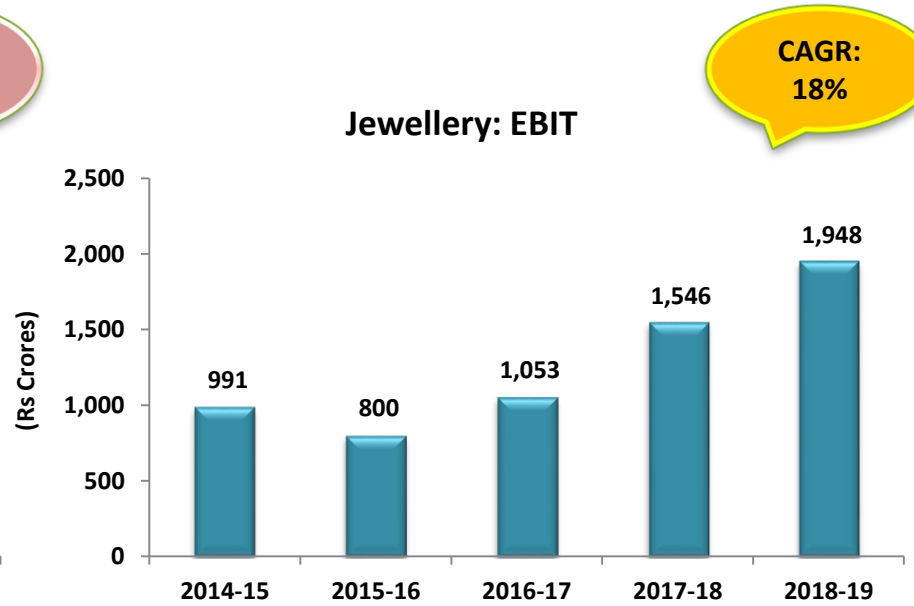
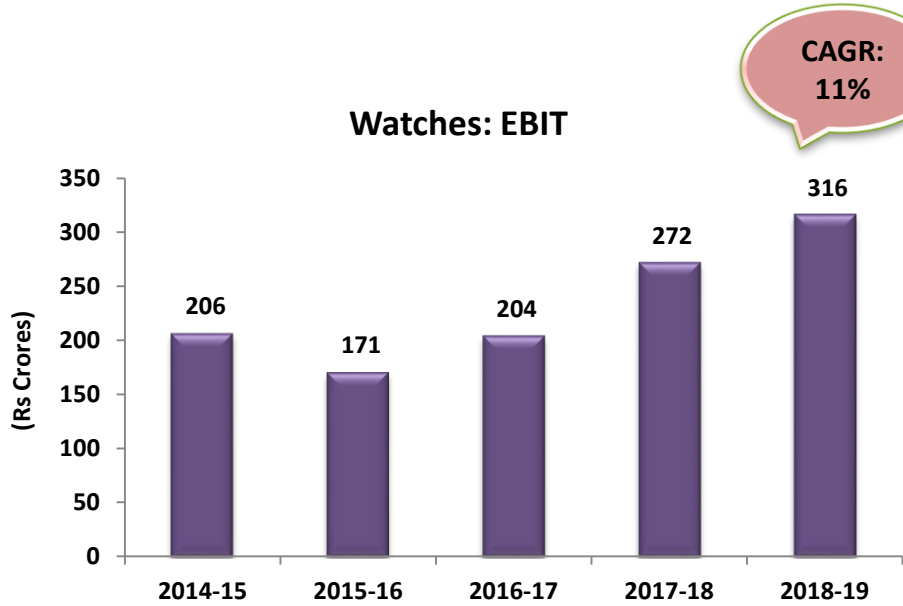
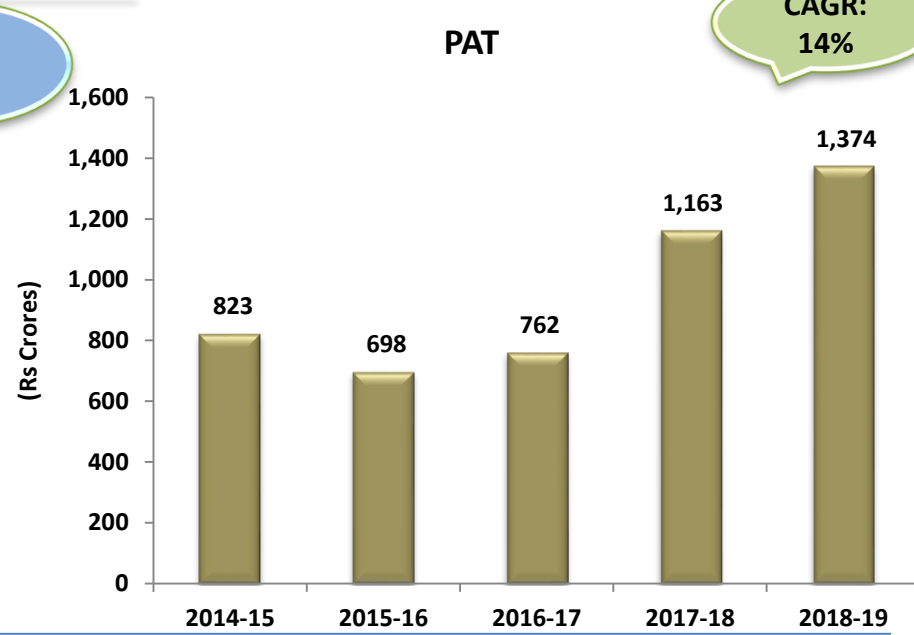
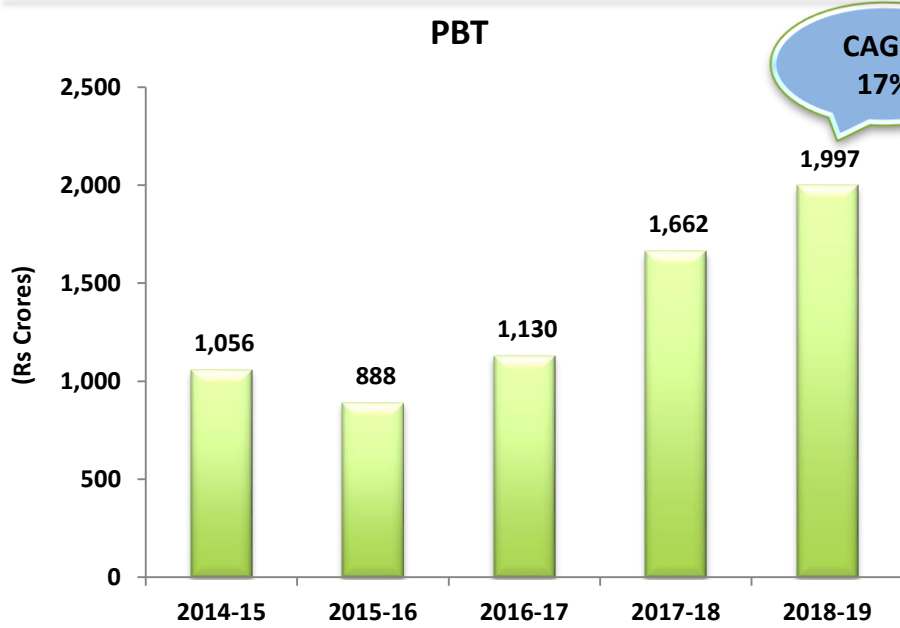
### Jewellery: Gold price (22kt) and Grammage growth



# Annual Performance Trends - Standalone



# Annual Performance Trends - Standalone

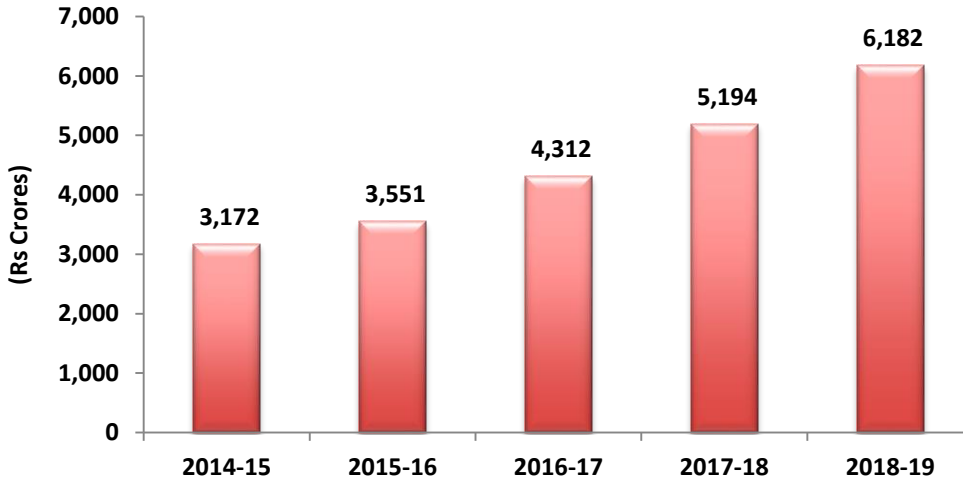


**Note:** 1. EBIT and PBT is before exceptional items.

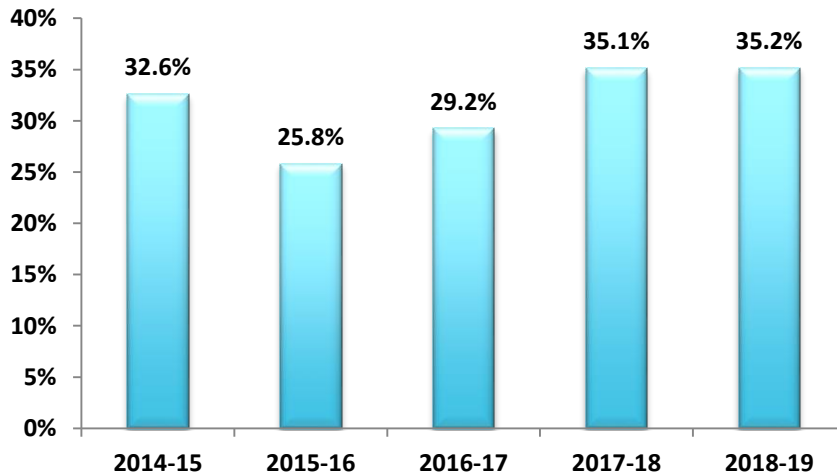
2. PAT is after exceptional item of INR 70 cr., INR 92 cr and INR 96 cr. for FY'19, FY'18 and FY'17 respectively.

# Annual Performance Trends – Standalone

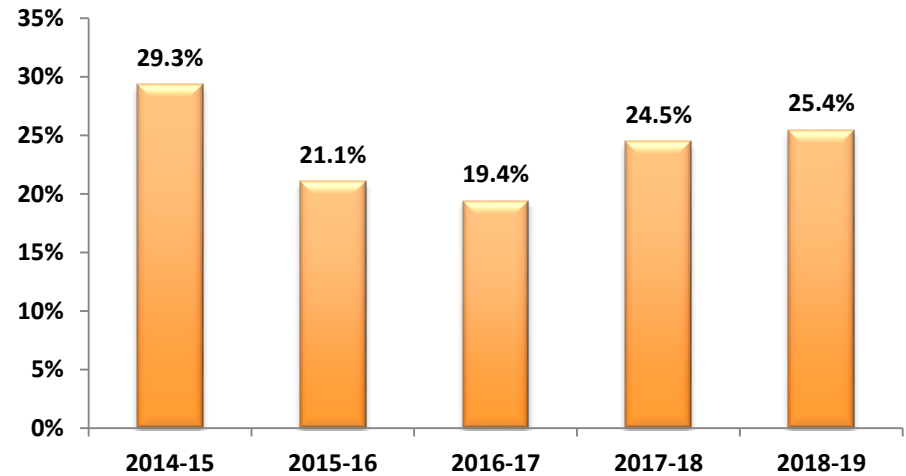
### Capital Employed



### ROCE



### ROE

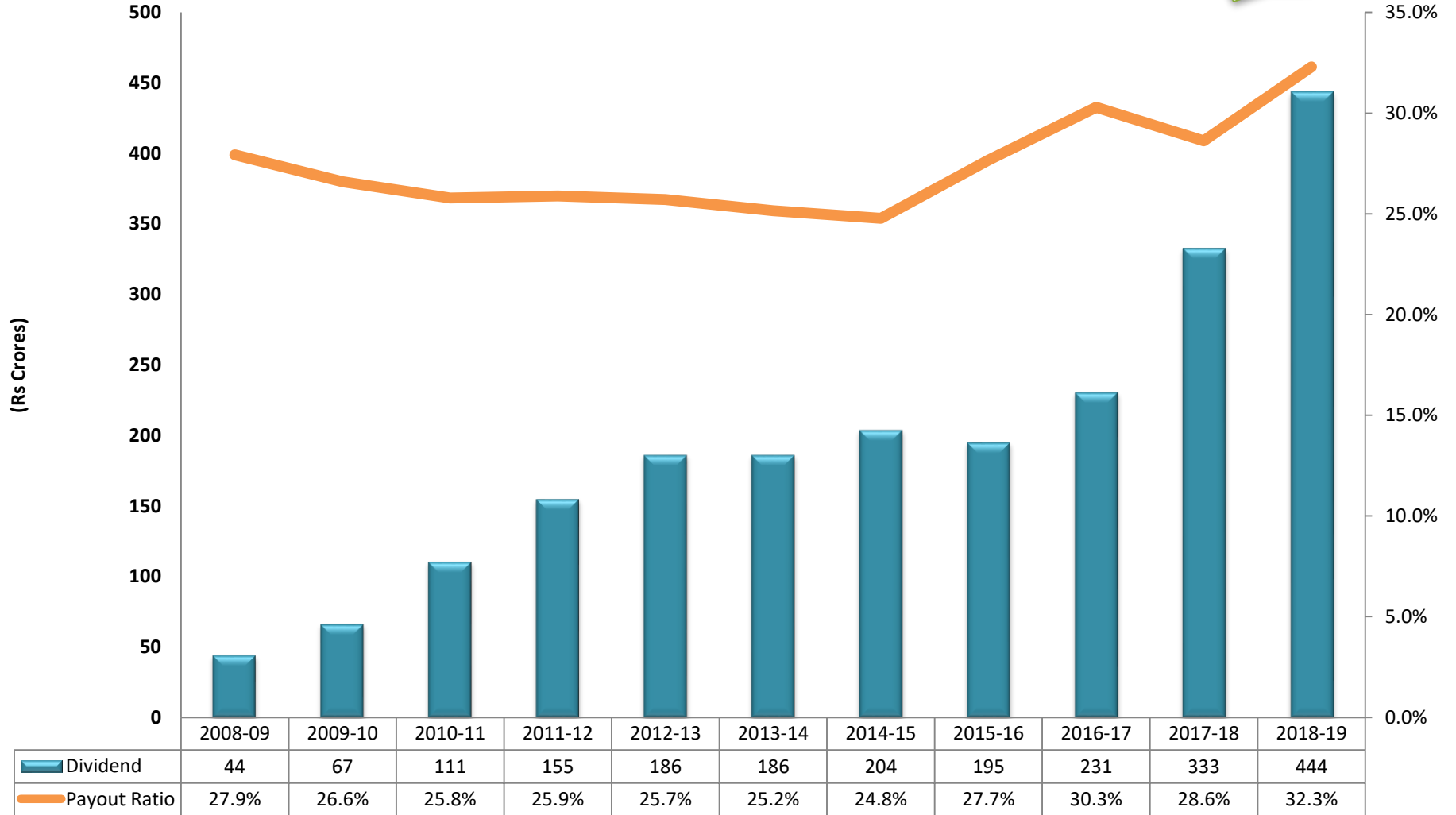


**Note:** 1. In above ROCE calculation, EBIT is before exceptional items.

2. In above ROE calculation, PAT is after exceptional item of INR 70 cr., INR 92 cr and INR 96 cr. for FY'19, FY'18 and FY'17 respectively.

# Dividend

**10 year  
CAGR: 25%**

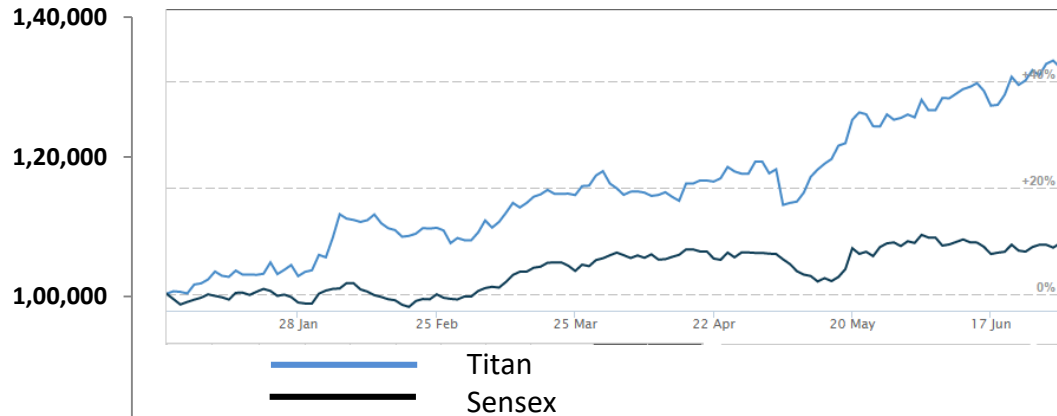


Note : Above dividend payout ratio is excluding the Dividend Distribution Tax

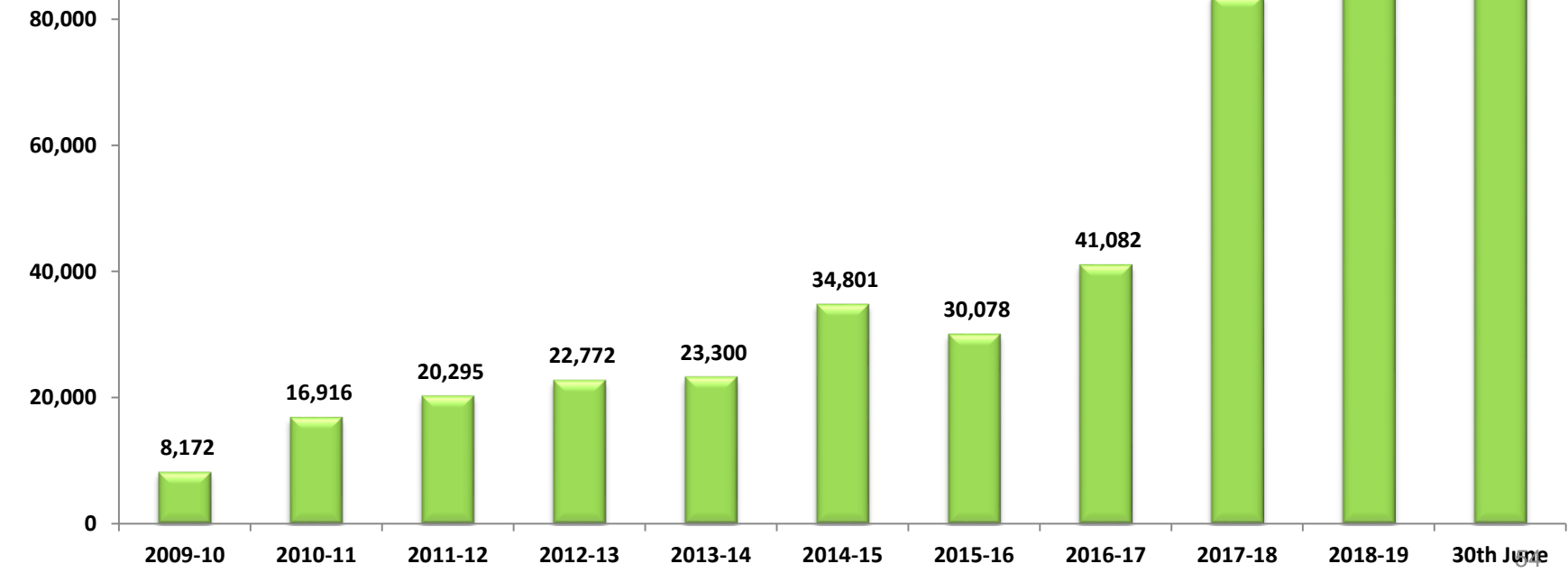
# Market Capitalisation

**10 year  
CAGR: 41%**

Stock Performance Vs Sensex (last 6 months)



(Rs Crores)



Note: Based on NSE closing prices at the end of the period

# Awards and Recognitions

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- Titan wins in Pitch Top 50 Brands, 2018, in the 'Evergreens Category'.
- Fastrack wins at the Afaqs Foxglove awards 2018 for 'Shut the Fake up' campaign.
- Sonata wins the 'Best Brand Launch of the Year' at the 'Brand Equity Marketing Awards'.
  
- Tanishq received the "RedDot: Best of the Best" award for innovative laser cut tube jewellery. RedDot is the most prestigious and coveted award in the world in the field of Product Design and the "RedDot: Best of the Best" is the highest award in the competition and is awarded for groundbreaking Design Innovation.
- Tanishq Rivaah wins Gold in Effie Awards 2019
- Tanishq received the 'World Branding Award' in London at Kensington Palace. Tanishq was the only brand selected from India.
- Tanishq won 'Excellence in customer service and sales process initiative' at the 'Retail Jewellers Guild Awards'.
  
- Titan Eyeplus felicitated by NASSCOM in the Special Category – 'Best use of technology by an enterprise for Excellent Customer Service'.
- Titan Eyeplus wins Bronze in the prestigious ACEF Asian Leadership Awards.
- Titan Eyeplus won at the 'International Customer Experience Awards' in 'Best Customer Experience Strategy' category, hosted by CXInternational in Amsterdam and judged by 84 CEOs and global customer experience specialists. Jury was impressed with the brand's transforming NPS.
  
- Titan Company accredited 'Best Employer Award' by Tamil Nadu Government under the category of 'Employing most number of differently abled personnel.'
- Titan manufacturing units won multiple Health & Safety awards from 'National safety council'.

## Formally defined CSR Policy in line with the company's vision

The CSR focus at Titan will continue be driven by broad themes such as upliftment of the underprivileged girl child, Skill development for the under privileged and support for Indian Arts, Crafts and Heritage. We will also support local causes that are supportive of our neighborhood wherever we are present. Besides this we will continue our engagement pertaining to the Design Impact Awards program for social change, a program launched last year

Area	Key Initiatives
Girl Child / Education	<p>Remedial Education and holistic engagement with Girl child in two most backward locations of TN and Karnataka . (13168 children for remedial support and 1 Lakh children over five years on holistic engagement).412 girls have written class X exams Titan ECHO helped raise funds for over 20500 girl children , and also sensitize over 4 lakhs individuals on child abuse / good touch bad touch</p> <p>We have tied up with Agasthya foundation for teacher training in Krishnagiri District of TN . Programs commence in July</p>
Skill development for underprivileged	<p>Enabling school education for the tribal child and capacity building through D.Ed program as part of Affirmative Action initiative. We have had 89% pass from the year 2018-19 class 10 pass out , one of the highest !</p> <p>Titan LeAP skill for employment and employment continues at multiple centers in Bangalore and Chennai.</p> <p>During the quarter 694 underprivileged individuals are undergoing skill training across all our centres</p>
Support to Indian Arts Crafts and heritage	<p>Working with two craft communities one in Benares, &amp; one with the youth of Kashmir for revival &amp; enable market linkages , besides design support, second year of support.</p>
Design Impact Awards for Social Change	<p>The first tranche of payouts to the DIA awardees have been made. Currently capacity building, mentorship and engagement of Titan SME's are on with the grantees.</p>
Responsible citizenship	<p>Titan-NABARD partnership for watershed program, at Cuddalore and Integrated village development program at Uttarakhand (post disaster) continues</p> <p>Happy eyes - eye care : program going on, reaching out to underprivileged and has covered about 1.43 Lakh children's / adults so far.</p> <p>Our prevention of substance abuse program in schools in Sikkim has been completed, and has reached out to more than 70k children , peer educators, community members and counsellors , created a huge awareness.</p>
Others	<p>Work in progress pertaining to rejuvenation of Veerasandra lake , basic work nearing completion. Work on another lake at Hosur is in progress</p> <p>We have had the second sustainability partner meet , to share our plans and ideas and also take feedback from them.</p>



**Thank You**



**TITAN**  
COMPANY