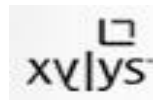


TITAN

Titan Industries Limited

Delivering value by creating Brands

August 2013



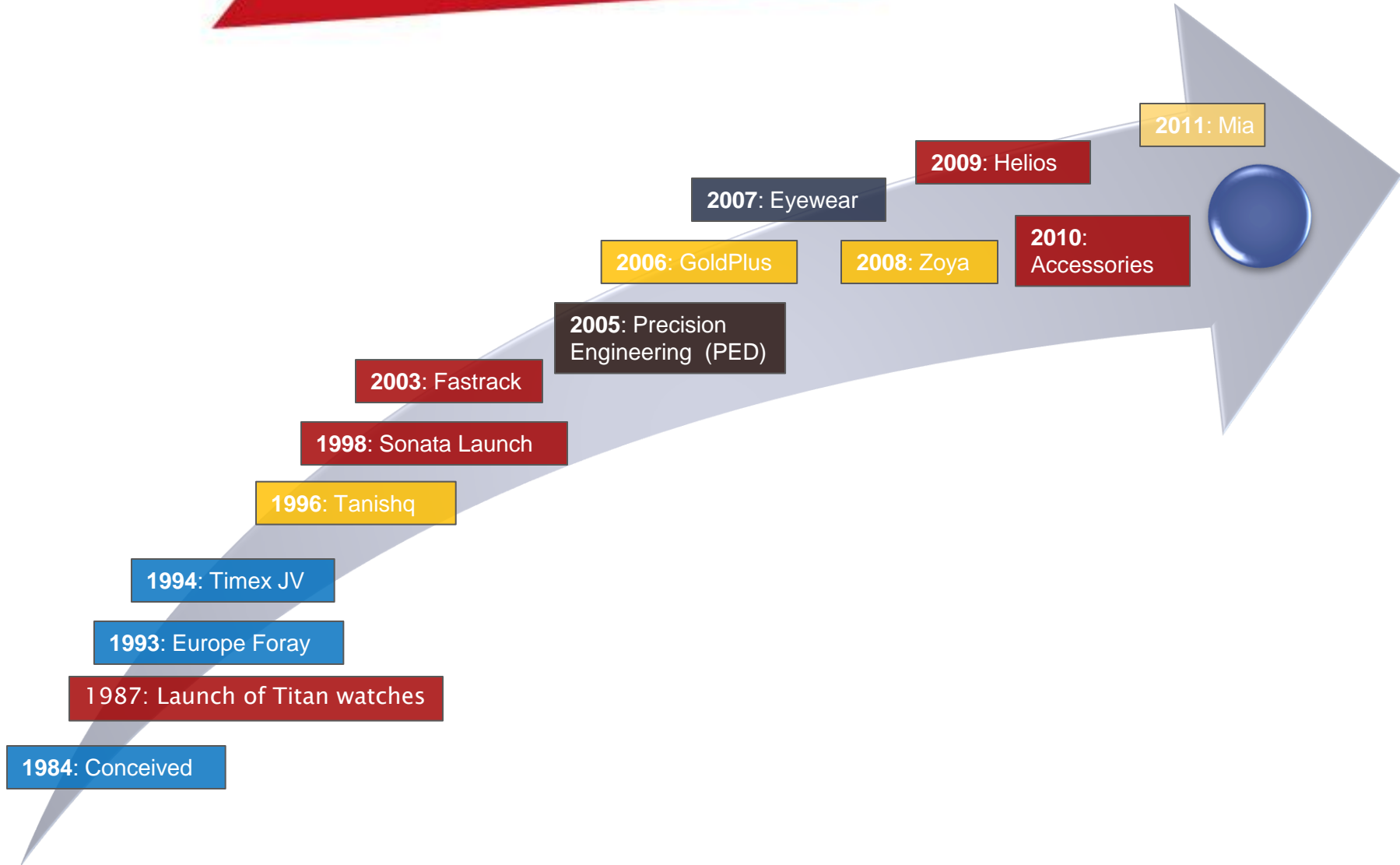
Disclaimer

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.

TITAN

The Journey



TITAN

Our Brands



Luxury

ZOYA

Premium



Mid Market



TANISHQ

TITAN



Mia



Mass Market



GOLDPLUS
from TATA



EYE+

TITAN

India's largest specialty retailer

Luxury

ZOYA  2

Premium

 HELIOS  48

Mid Market

  368
WORLD of TITAN

  80
TITAN One

  151
TANISHQ

  229
TITAN EYE+
WORLD CLASS OPTICAL STORES

  744
Service Centres

  139
fastrack

Mass Market

  31
GOLDPLUS
from TATA

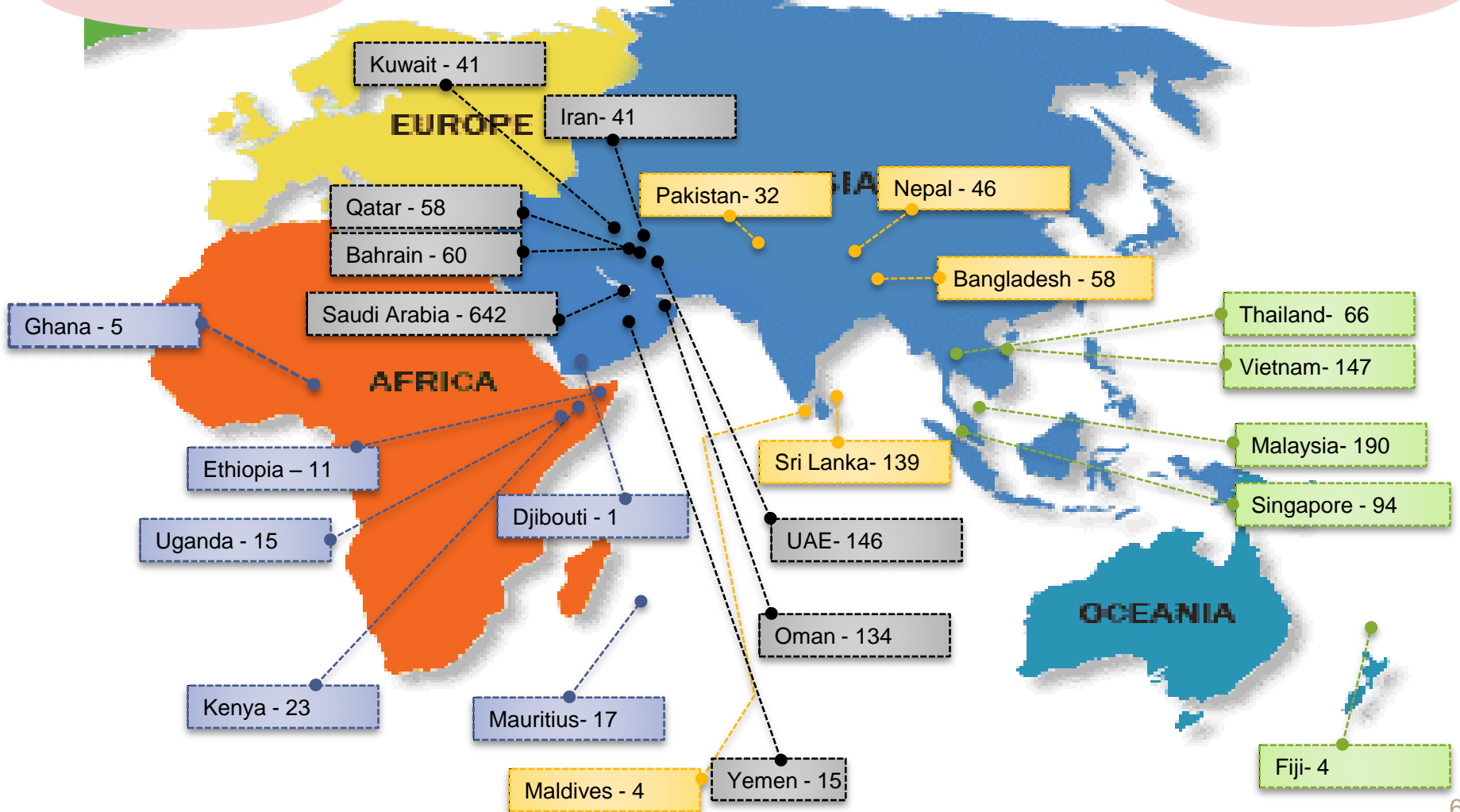
968 Exclusive stores
(excl Titan One)

209 Towns

Over 1.3 million sft
of retail space

32 Countries

2,201 Outlets



- World's 5th largest Watch Manufacturer
- 65% market share in organized watch market
- *Sonata*: India's largest selling watch brand
- *Fastrack*: India's largest youth brand
- *Tanishq*: India's leading Jewellery player
- *Titan Eye+*: India's largest retail chain in Eyewear
- Strength in Retail: 968 stores with over 1.3 million sft area
- Distribution: More than 11,000 multi-brand outlets
- Precision Engineering: Preferred vendor for high precision components to many global manufacturers

TITAN

Watches Division



TITAN

Watches

Five major brands



Points of Sales

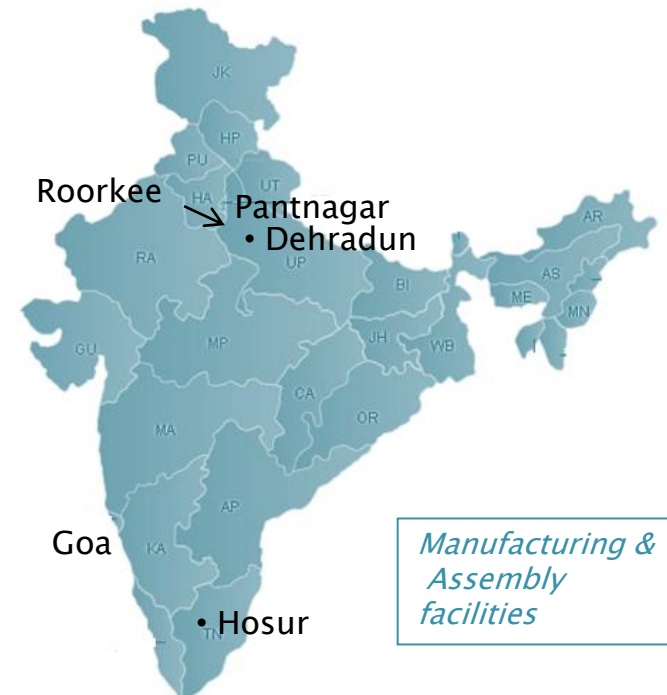
- Exclusive “World of Titan” outlets
- “Fastrack” outlets
- Multi-brand outlets: “Helios”
- “TITAN One” outlets
- Multi-brand dealers and stores
- Large-format stores like Shoppers’ Stop, Lifestyle etc

Large network of exclusive service centers





Sophisticated Design & Development Center

- Core strength in Industrial, Retail and Graphic design
- Numerous international award-winning designs

Licensed brands



Watches - Distribution

 WORLD of TITAN	<ul style="list-style-type: none"> • 368 showrooms (4 added in Q1) • 142 towns – 379k Sft
 fastrack	<ul style="list-style-type: none"> • 139 stores / kiosks • 68 towns – 77k sft
 HELIOS	<ul style="list-style-type: none"> • 48 stores (2 added in Q1) • 20 towns – 66k sft
 TITAN One	<ul style="list-style-type: none"> • 80 stores (7 added in Q1) • 68 towns – 44k sft
Service Centres	<ul style="list-style-type: none"> • 744 outlets • 265 towns
Retail All India	<ul style="list-style-type: none"> • 11,000 dealers • 2,500 towns
International	<ul style="list-style-type: none"> • 2,201 outlets • 32 countries

TITAN

Jewellery

ZOYA

TANISHQ

GOLDPLUS
from TATA

Mia

fg
TEEN
DIAMONDS
by TANISHQ



**Largest jewellery
retailer in India**

**Three major
brands – Tanishq,
GoldPlus and Zoya**

**Sub-brand - Mia,
for the working
woman; fq for the
teens**

**Customer First and
Lean initiatives in
manufacturing and
retailing**



**Manufacturing
facilities in Hosur,
Dehradun and
Pantnagar**

**Innovative Services
– Golden Harvest
scheme, Gift
vouchers, Gold
exchange schemes**



TANISHQ

- 153 stores including 2 Zoya stores (5 added in Q1)
- 565k sft (37k sft added in Q1)
- 86 towns



GOLDPLUS
from TATA

- 31 stores
- 75k sft
- 31 towns

TITAN

Eyewear & Precision Engineering

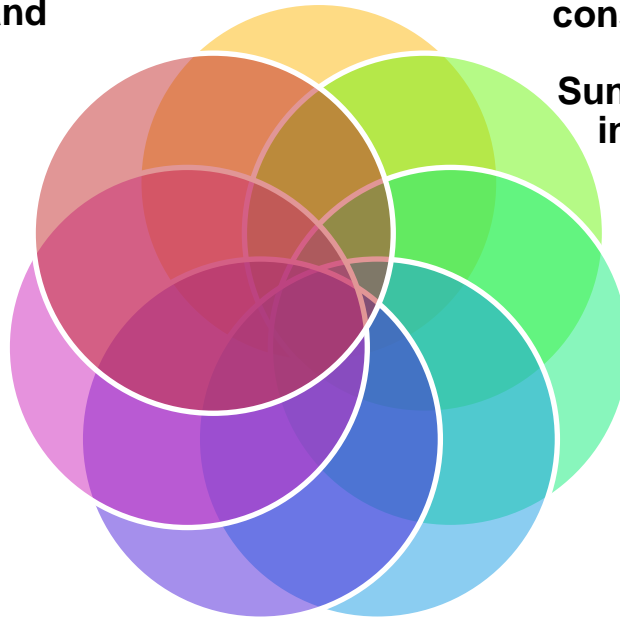


**India's largest optical retail chain -
229 retail outlets, 83 towns**

**Products include frames,
lenses, sunglasses, contact
lenses, ready readers and
accessories**

**House brands in frames for different
consumer segments; Titan, Eyeplus,
and Dash; House brands in
Sunglasses: Titan, Fastrack; Several
international and luxury brands**

**Key differentiators: Zero-error
testing, complete solution,
differentiated and stylish
frames & sunglasses backed
by high-tech lenses; Browse,
touch and feel display;
Enjoyable and differentiated
store experience**



**Lens manufacturing facility at
Chikkaballapur, near
Bangalore provides scratch
resistant lenses, hydrophobic
lenses, new progressive
designs**

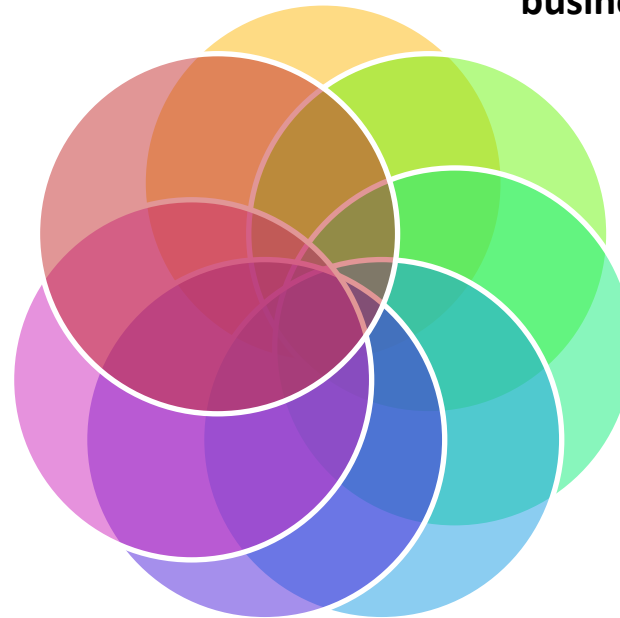
**Tie-up with Sankar Nethralaya
for training of store staff and
optometrists**

**Vision check online – creating
access; Remote eye testing at
stores; New Spexx stores in
hospitals**

Leverages engineering capabilities

B2B business – balances risk of B2C businesses

Sixty clients across the world including Eaton (US), Hamilton Sunstrand (US), Microtechnica (Italy), Pratt & Whitney (US), Ford (UK), Bosch (India)



PECSA (Precision Engineering Component and Sub-assemblies) - provides components and sub-assemblies to Aerospace, Automotive, Oil & Gas, Electrical and Medical Equipments industries

MBA (Machine Building and Automation) - provides assembly and testing lines catering to Automotive, Electrical & Electronics, Solar and Medical Equipments industries

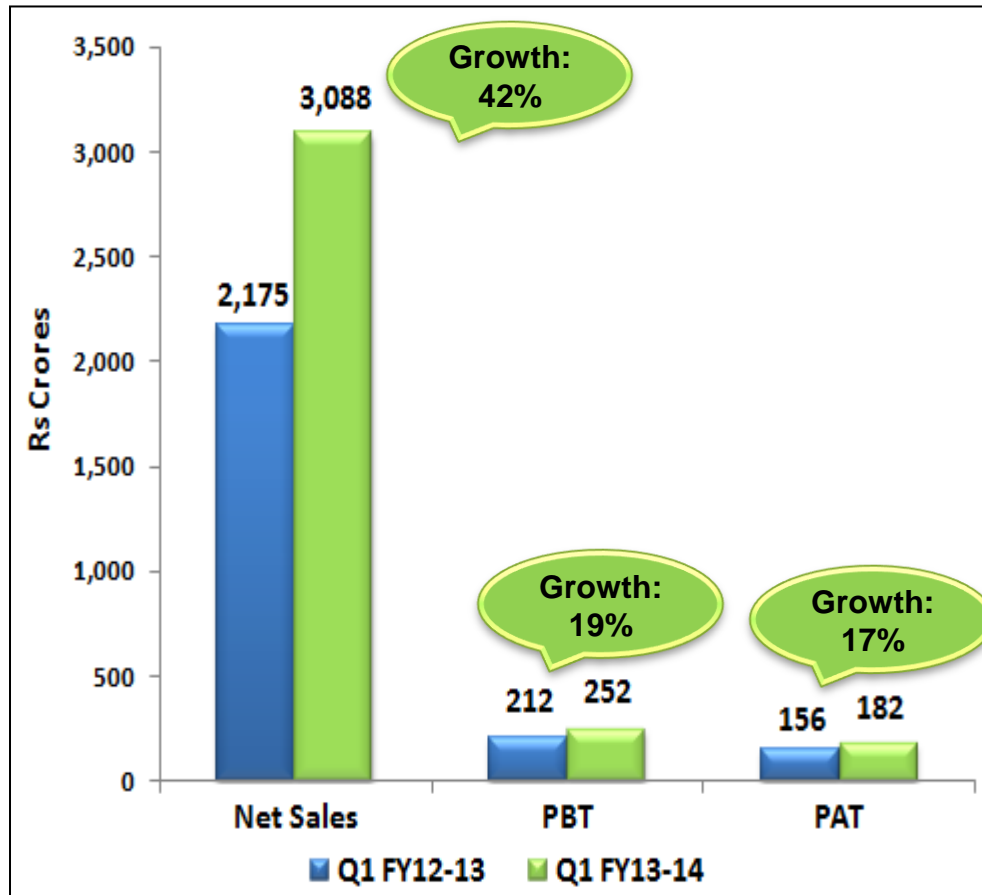
TITAN

Titan Industries

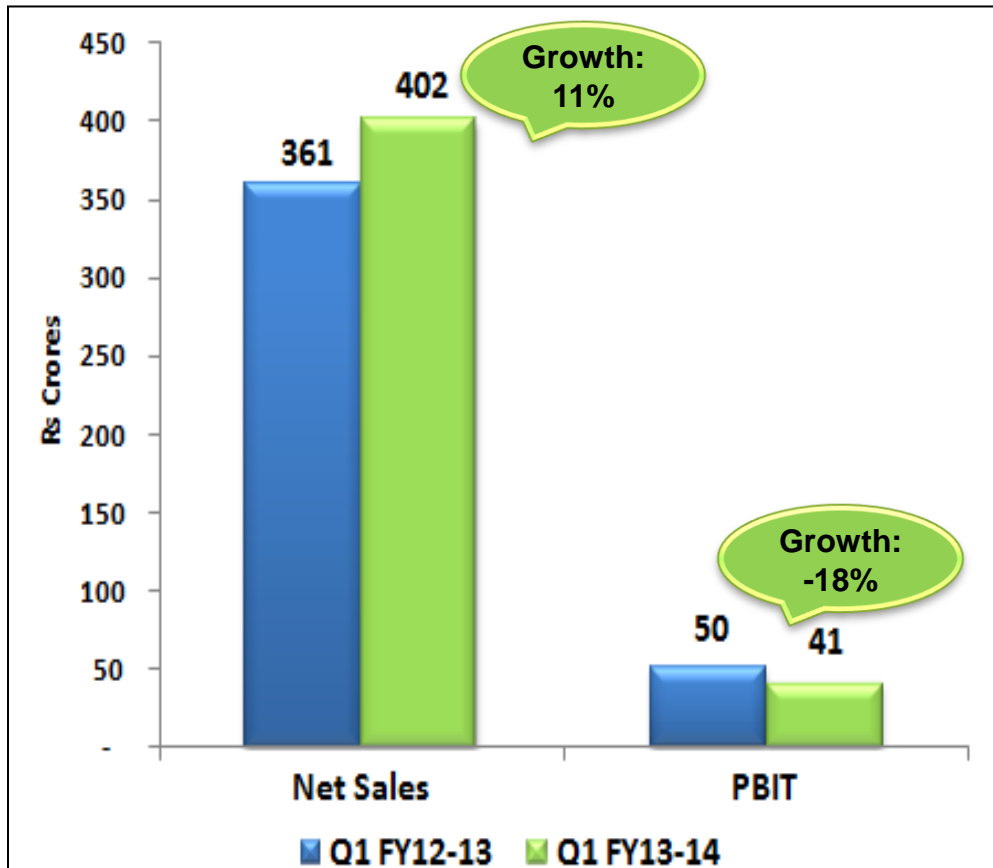
Q1 Performance

- Slowdown in economy continued – weak consumer sentiment affecting discretionary spend
- Gold prices were 7% lower than previous year
- Regulatory overhang on gold imports/sale and gold-on-lease facility
- Sale of gold coins discontinued to help the government’s efforts to reduce CAD
- Contributed Rs 75 lakhs for Uttarakhand relief fund
- Unified customer loyalty program across Watches, Jewellery and Eyewear – “encircle” launched
- Focus on retail network expansion continues – 22 outlets (49k sft) added during the quarter across divisions
- Titan - Ducati watches launched
- Titan Tagged campaign had over a million views on You Tube
- Fastrack launched “Explorer” collection of sunglasses and bags
- Jewellery - Bangles collection and Uncut Stones collection launched
- Titan Glares sunglasses launched

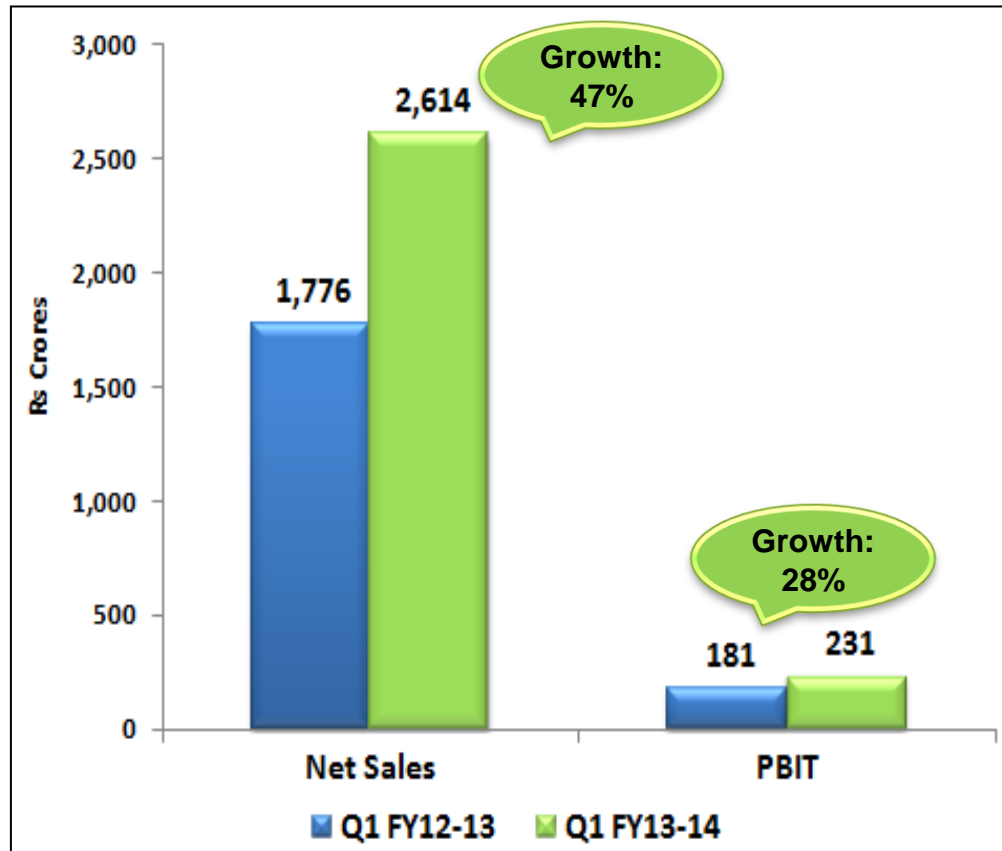
	Sales value growth	Like to like growth
World of Titan	4%	-1%
Tanishq	42%	29%
Goldplus	36%	37%
Helios	52%	5%
Fastrack	46%	8%
LFS - Watches	12%	-2%
Titan Eye+	26%	21%



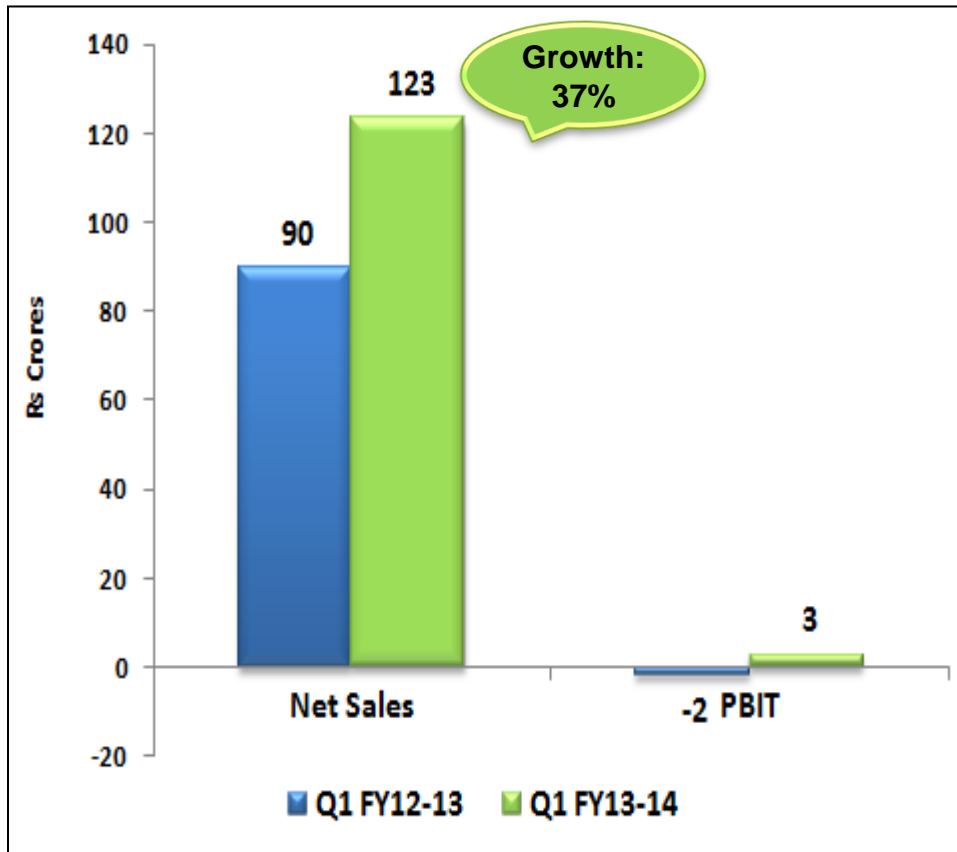
- Good revenue growth in all divisions
- PBT margin declined to 8.1% from 9.8%
- Lower margins in both Watches and Jewellery



- Volume growth: 3%
- PBIT margin declined to 10.3% from 14%
- Margin affected by higher overheads

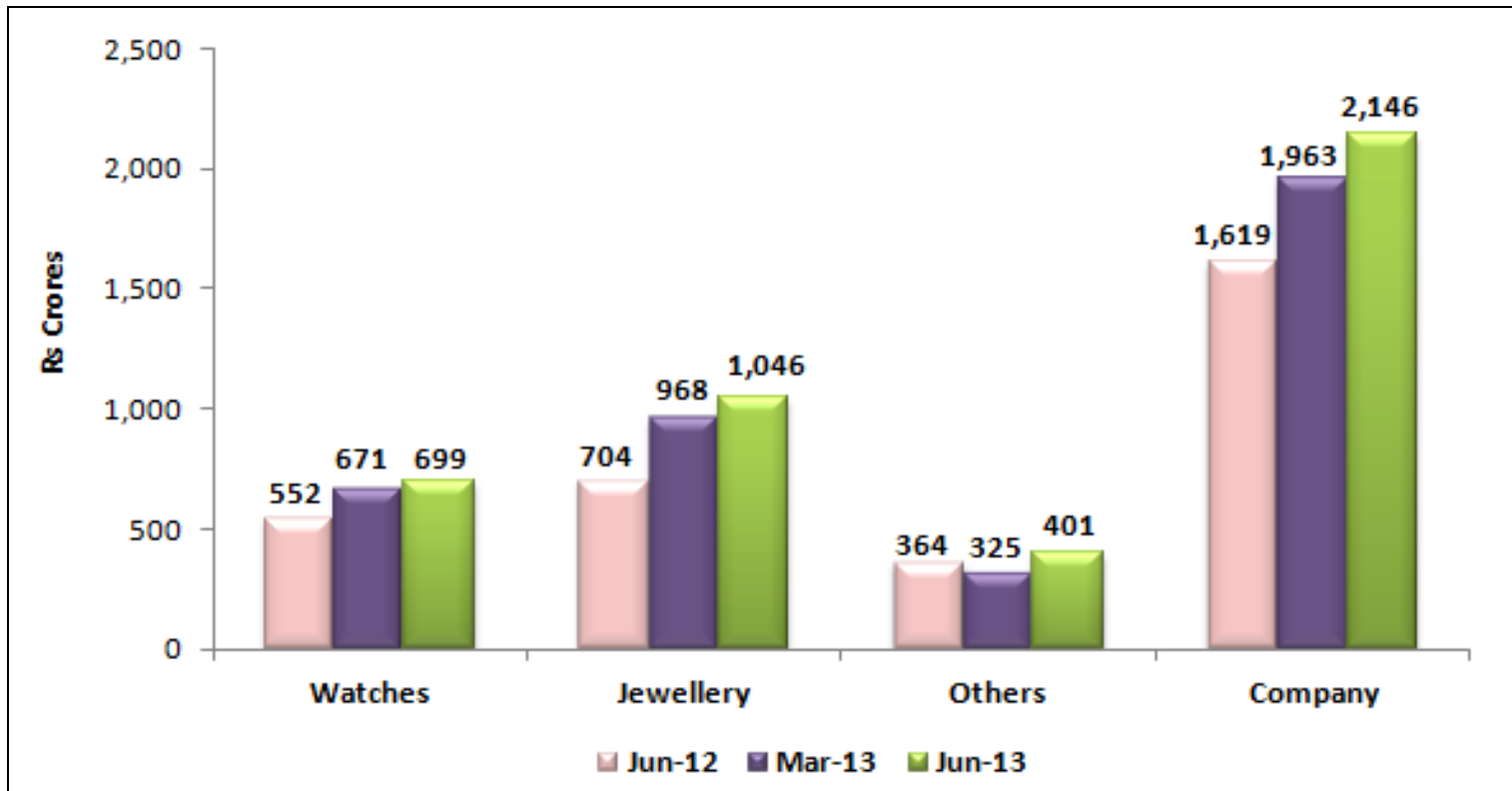


- Customer growth: 49%; positive impact of significant fall in gold price
- Grammage growth: 67%
- Low Studded share: 16%
- PBIT margin declined to 8.8% from 10.2%



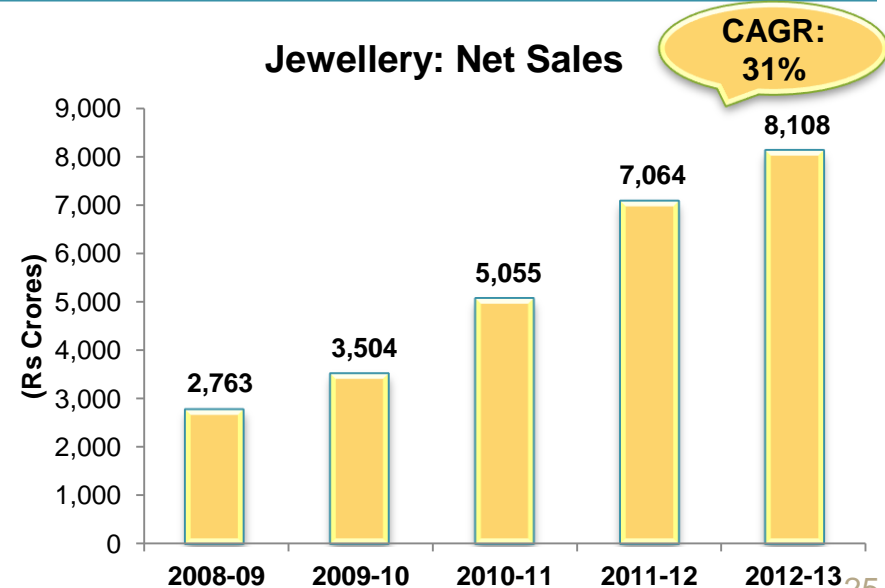
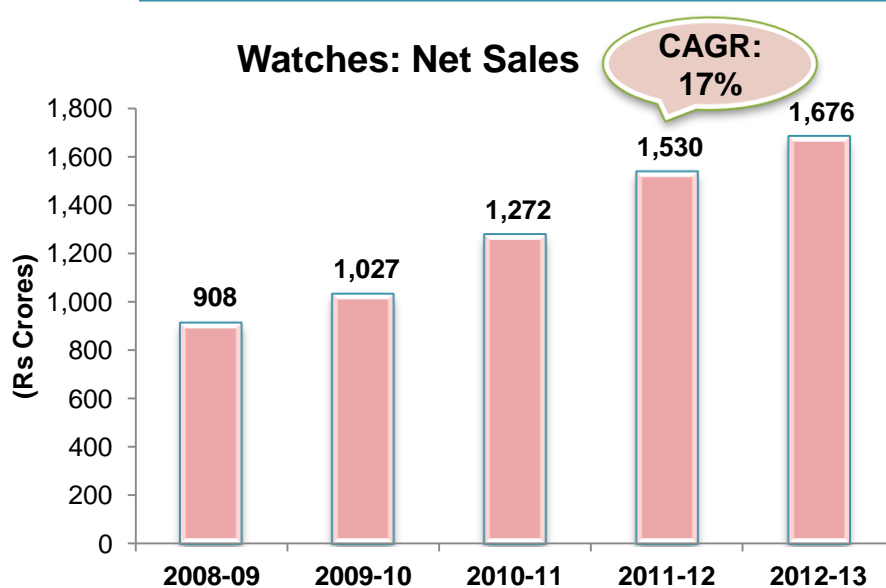
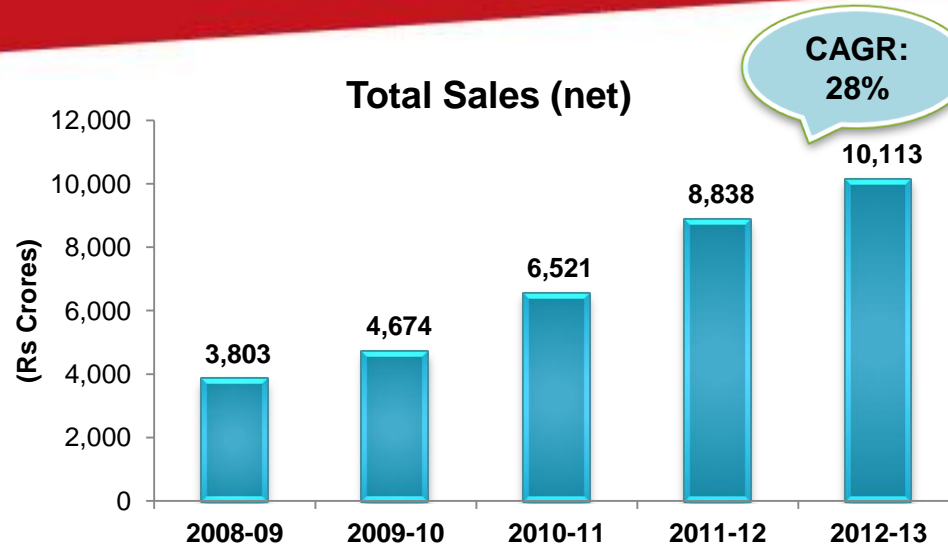
- Eyewear revenue growth: 34%
- PED revenue growth: 60%

Capital Employed

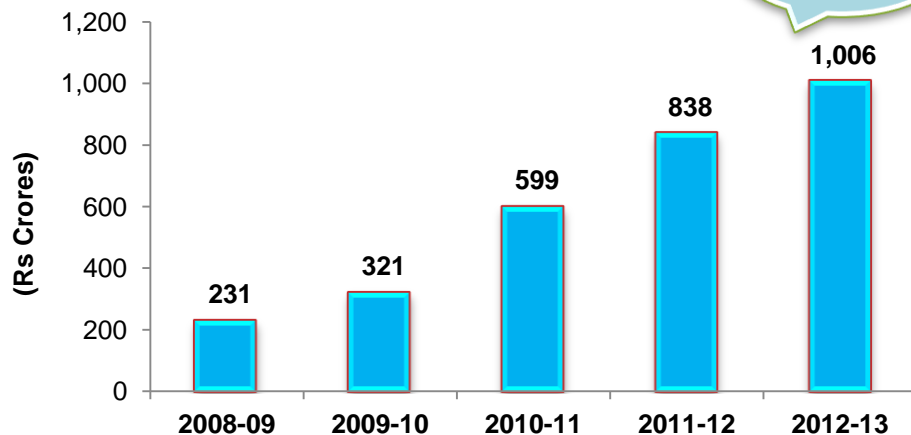


Increase in cash balance close to Rs 1,000 cr over March 2013

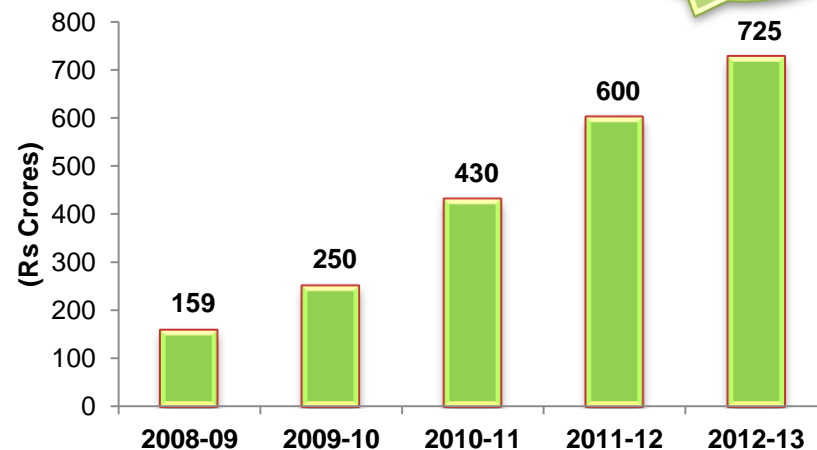
Performance Trends - Annual



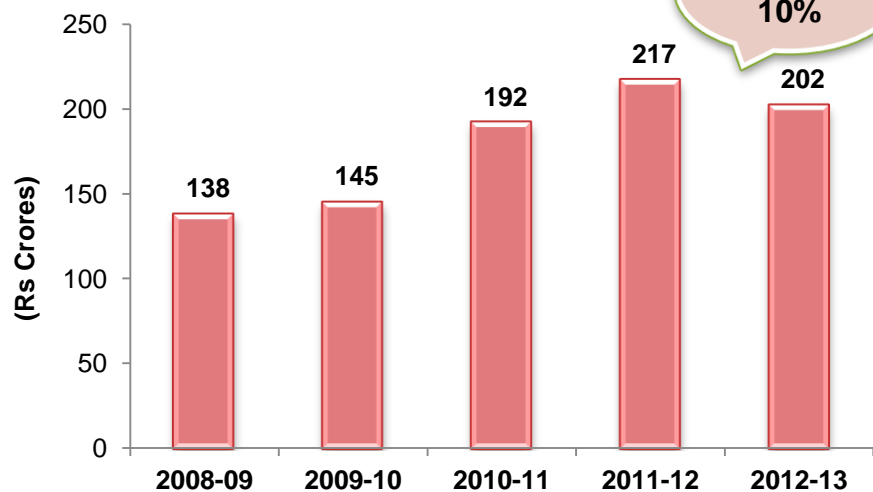
PBT



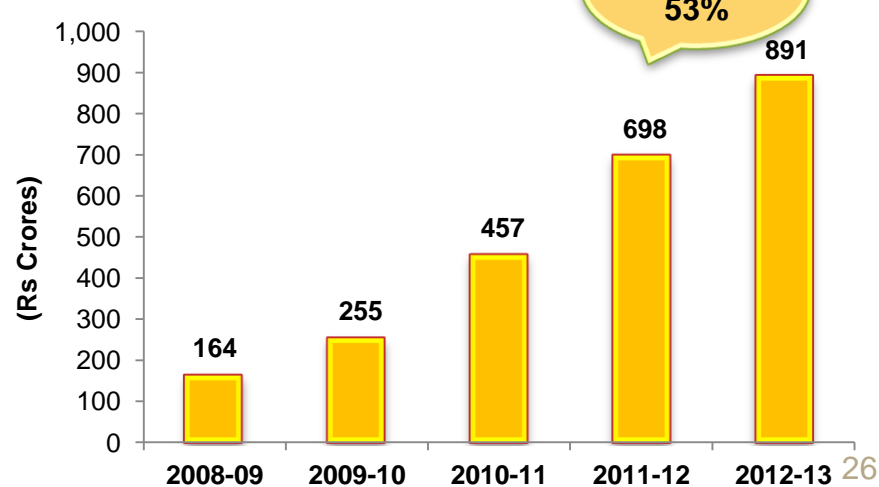
PAT



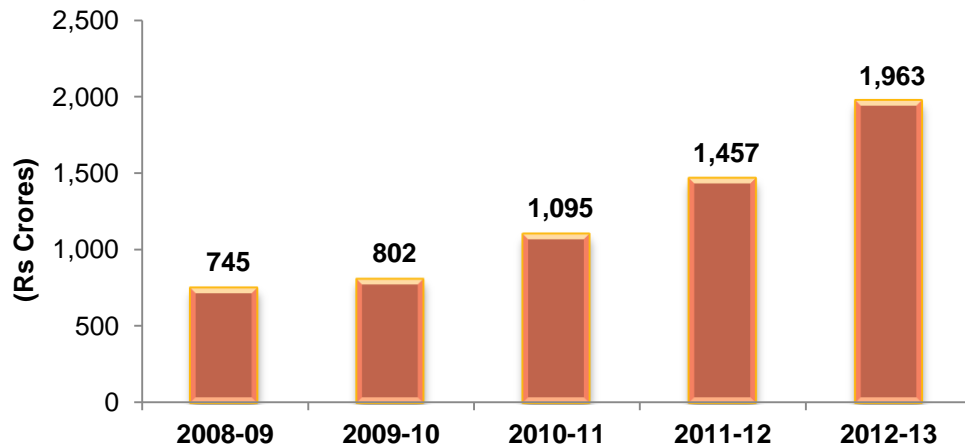
Watches: PBIT



Jewellery: PBIT

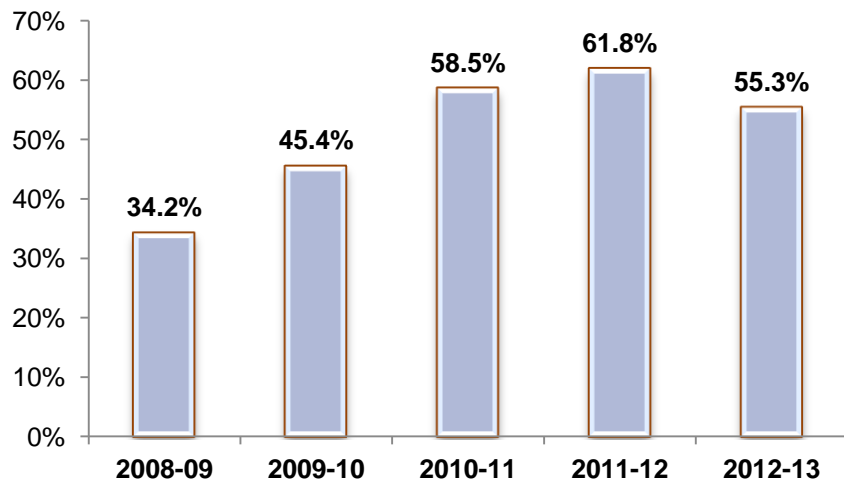


Capital Employed

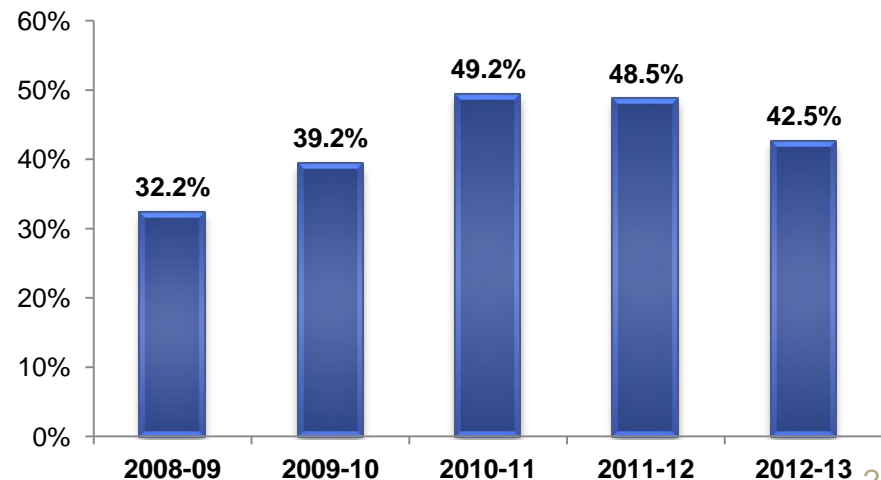


• Cash balance up by Rs 1,082 crores over the period

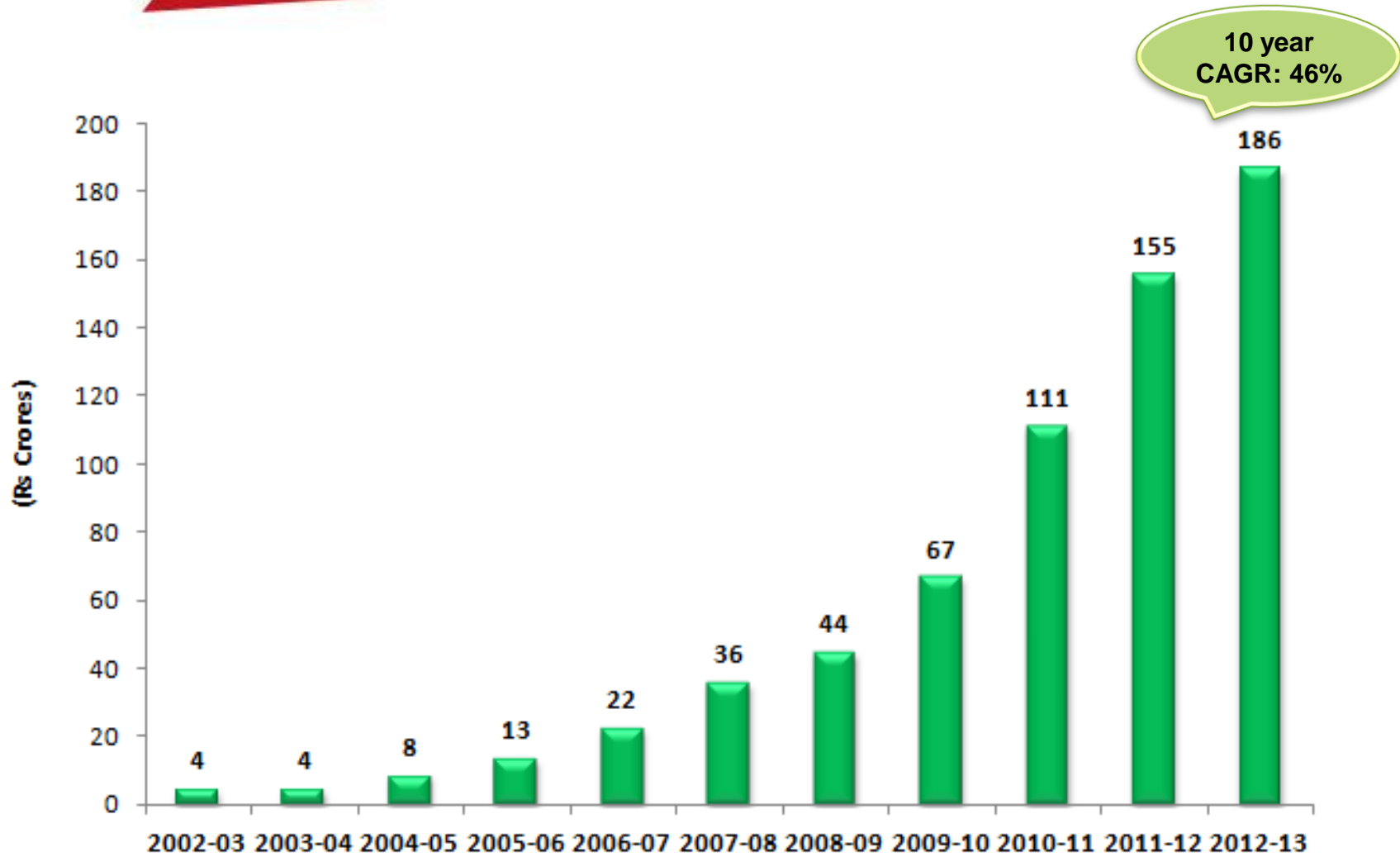
ROCE



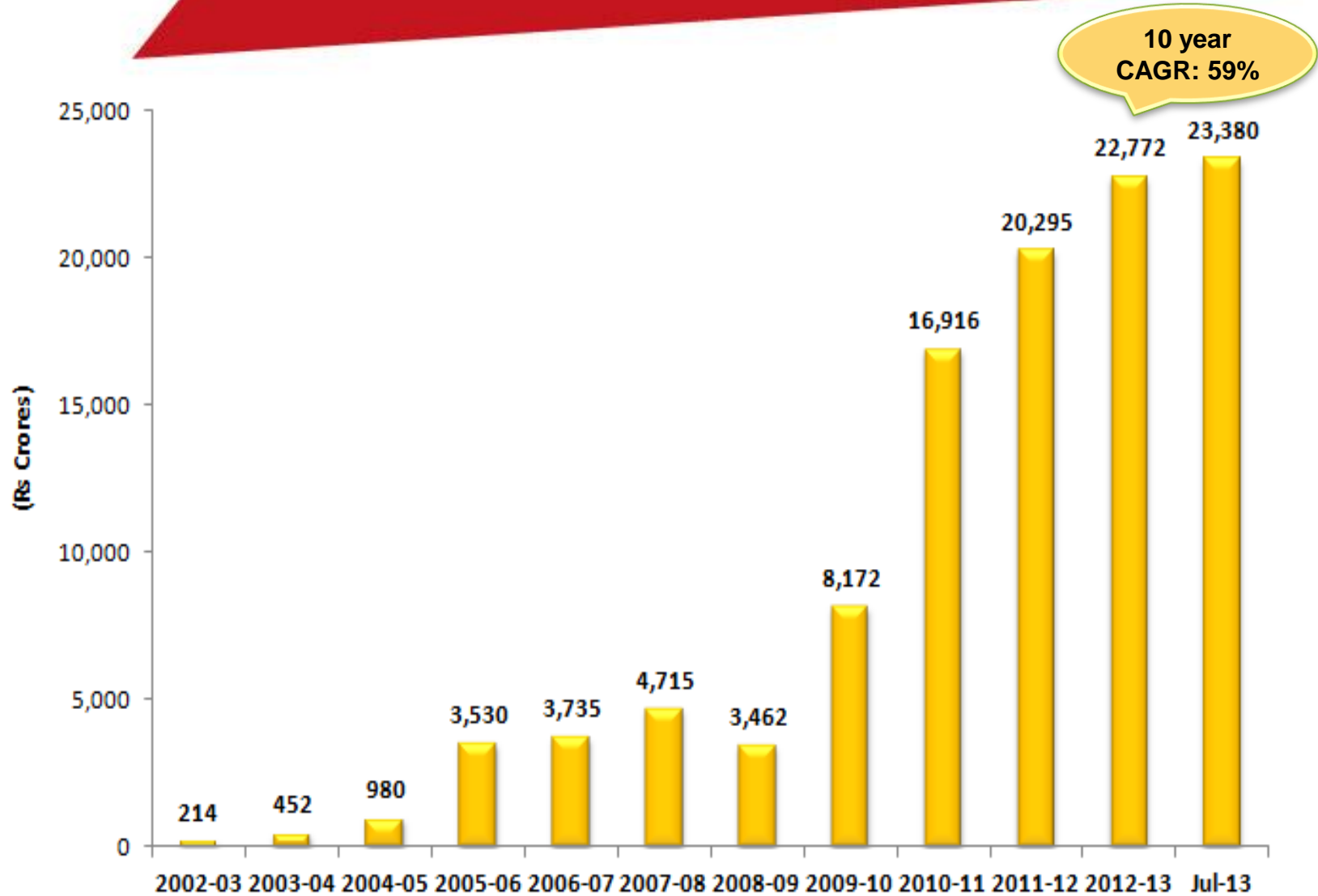
ROE



Dividend



Market Capitalisation



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

- CSR focus on the most neglected and exploited sections of society and empowering them through education, health and employability related initiatives
 - Support Girl Child Education: the Titan Kanya Program covers close to 12,000 children
 - Titan Scholarship: 150 scholarships each year
 - Employability: support to ITI's and creation of employment oriented skill training; creation of Titan Skill institute in long run
- Continue to work with Women Self Help Groups and the Karigars of the Jewellery industry and transform their lives
- Climate Change
 - Continuous monitoring and working on carbon footprint reduction
 - Investment in Green energy: wind power at our Hosur plants; piloting solar applications
 - Our factories at Hosur are Zero discharge plants
 - Focus on piloting green retail stores and rooftop solar applications during current year

Corporate

- “Transformational Leader of the Year” Award for Mr Bhaskar Bhat, MD at Managing India Awards 2013 by AIMA
- Best CEO of the year 2012 award for Mr Bhaskar Bhat, MD from *Business Standard*
- Best Governed Company Award 2012 from Asian Centre For Corporate Governance & Sustainability
- Titan enters *Forbes Asia’s* FAB 50 companies list

Watches

- Sonata received recognition at the ABP Pitch Brands 50 Awards 2013
- Fastrack is placed 4th and Titan is placed 16th in the list of most exciting brands in India in the survey conducted by A C Nielsen and the *Economic Times* (Brand Equity)
- Silver Effie award for an effective 360 degree campaign for Titan HTSE
- AIMIA’s 6th Loyalty Award for Titan Signet

Jewellery

- IIFT Fashion & Lifestyle Award 2013 for Tanishq
- IJ Jewellers Choice Award in the ‘Diamond Jewellery under 5L’ category for a necklace from ‘Ganga’ collection
- Designomics award for Mia product design and CII’s Best product design (Lifestyle category) award for Mia

TITAN

Titan Industries Limited

Thank You