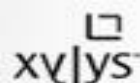


Titan Industries Limited



"Delivering value by creating Brands"

January 2013



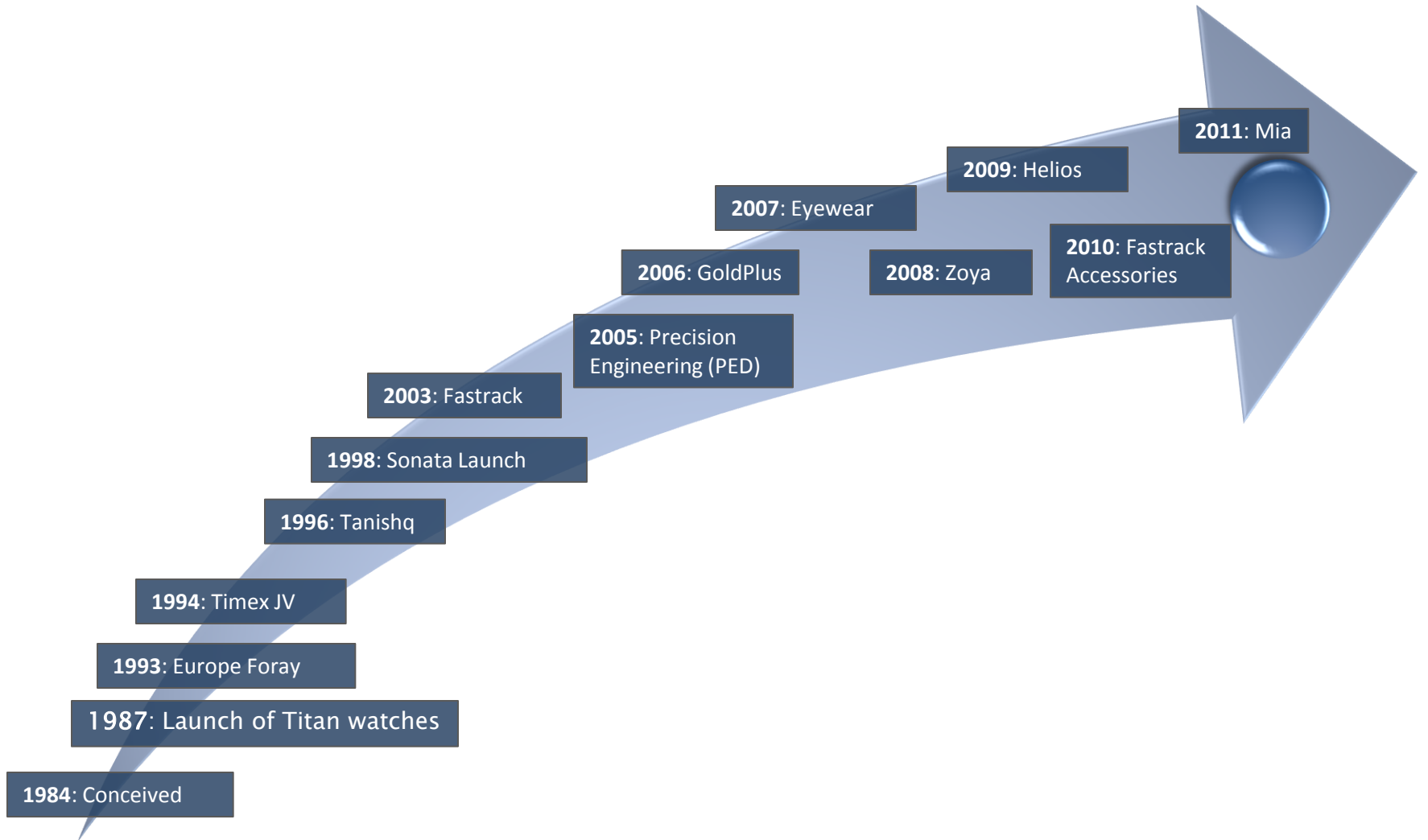
TITAN

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.

Silver Jubilee: The Journey



Our Brands



India's largest specialty retailer

Luxury

ZOYA 

Premium

 HELIOS  41

Mid Market

 **354**
WORLD of TITAN

TITAN One  63


TANISHQ  143

TITAN EYE+
WORLD CLASS OPTICAL STORES

215

Service Centres

731

fastrack

 **132**

Mass Market

 **31**
from TATA

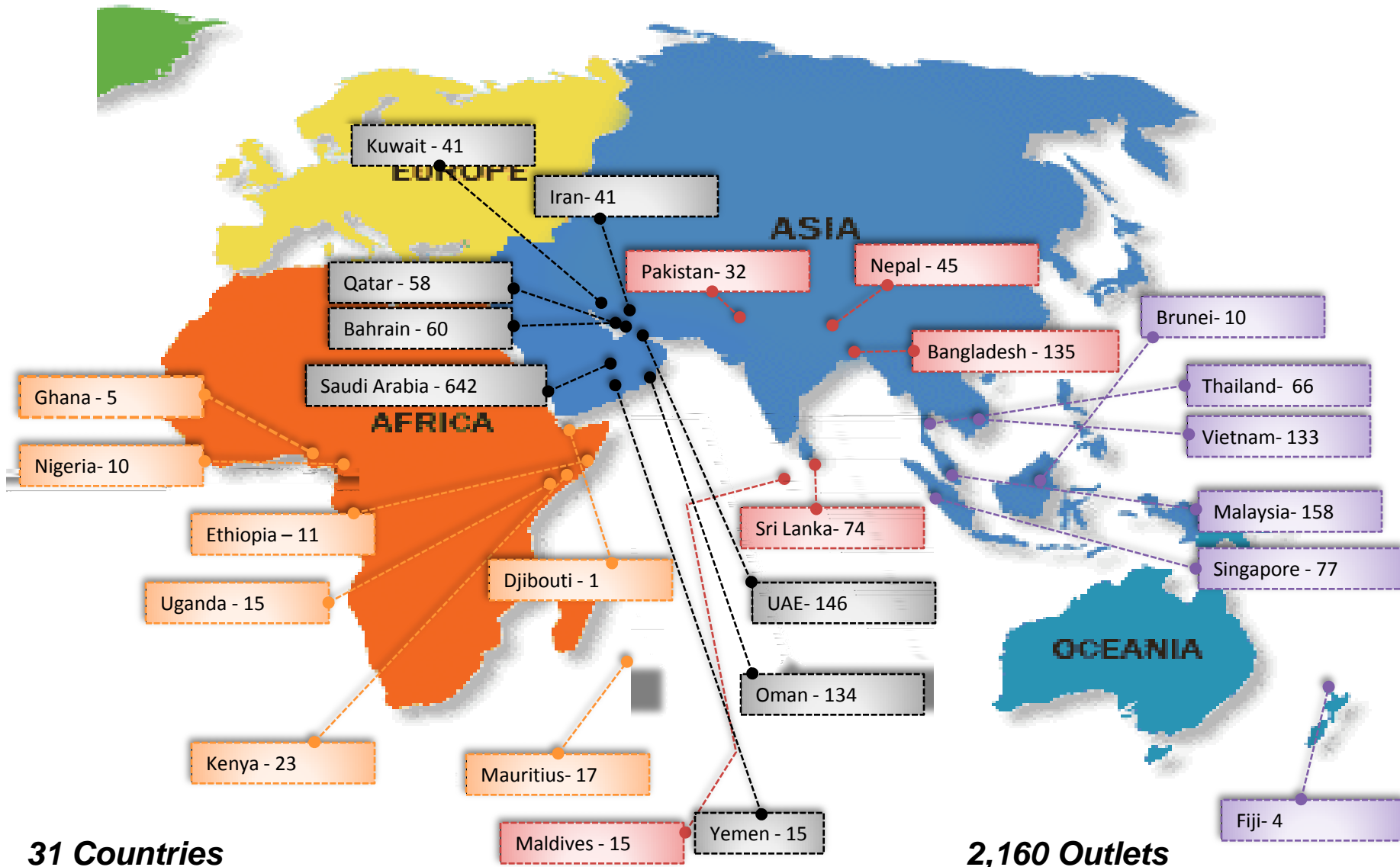
981 Exclusive stores

198 Towns

Over 1.2 million sft of retail space

TITAN

International presence



31 Countries

2,160 Outlets

Where we stand today

- 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: 981 stores with over 1.2 million sft area
- Distribution: More than 11,000 multi-brand outlets
- Precision Engineering: Preferred vendor for high precision components to many global manufacturers

Watches Division



Watches

- Four major brands



TOMMY HILFINGER
fcuk™

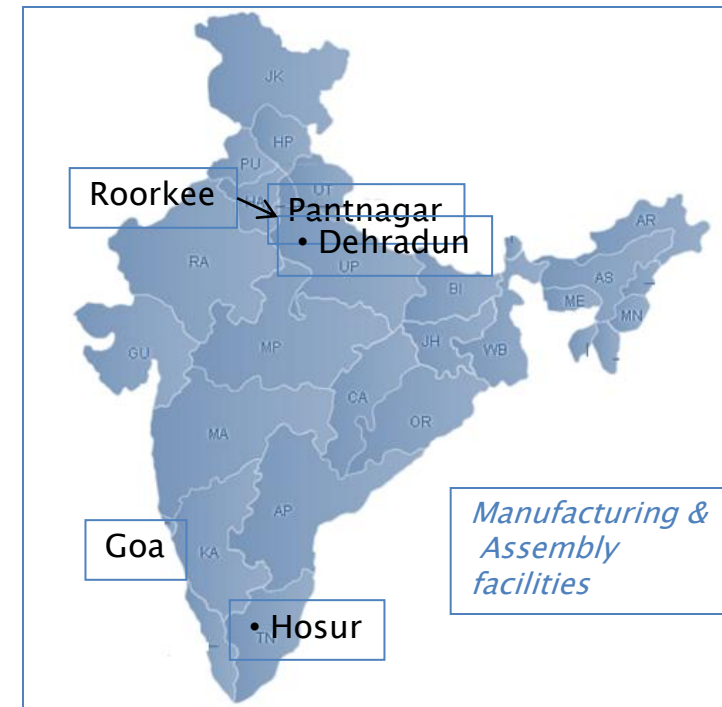
- Sold through

-
-
- Multi-
-
- Multi-brand dealers and stores
- Large-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



Watches – Distribution

Retail All India	<ul style="list-style-type: none">• 11,000 dealers• 2,500 towns
World of Titan	<ul style="list-style-type: none">• 354 showrooms (6 added in Q3)• 141 towns – 363k Sft
Fastrack	<ul style="list-style-type: none">• 132 stores / kiosks (10 added in Q3)• 63 towns – 69k sft
Helios	<ul style="list-style-type: none">• 41 stores (9 added in Q3)• 17 towns – 60k sft
TITAN One	<ul style="list-style-type: none">• 63 stores (9 added in Q3)• 41 towns – 30k sft
Service Centres	<ul style="list-style-type: none">• 731 outlets• 267 towns
International	<ul style="list-style-type: none">• 2,160 outlets• 31 countries

Jewellery Division

ZOYA

TANISHQ

GOLDPLUS
from TATA

Mia

fg
TEEN
DIAMONDS
by TANISHQ



Jewellery

- ▶ Largest jewellery retailer in India
- ▶ Three major brands – Tanishq, GoldPlus and Zoya
- ▶ Sub-brand - Mia, for the working woman; fq for the teens
- ▶ Manufacturing facilities in Hosur (Tamil Nadu), Dehradun and Pantnagar (Uttarakhand)
- ▶ Innovative Services – Golden Harvest / Future scheme, gift vouchers, gold exchange schemes and made to order facility
- ▶ Loyalty Programmes - Anuttara and Ananta
- ▶ Customer First and Lean initiatives in manufacturing and retailing
- ▶ Transforming industry practices – karatmeter, karigar parks/centres, transparency, 100% hedging of gold

Jewellery – Distribution

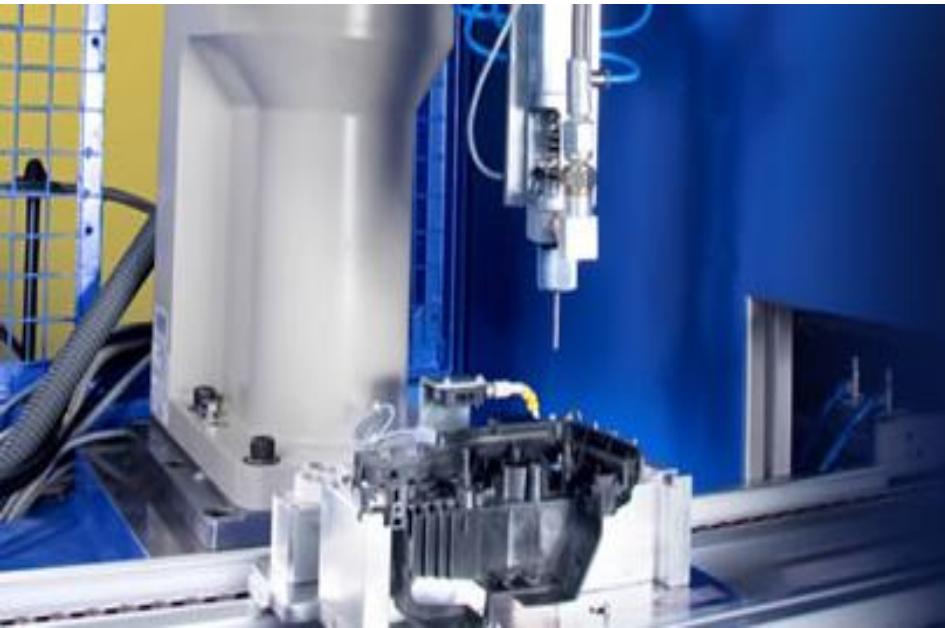
Tanishq

145 stores including 2 Zoya stores
(9 added in Q3)
504k sft (49k sft added in Q3)
83 towns

GoldPlus

31 stores
72k sft
31 towns

Eyewear & Precision Engineering



Eyewear

- India's largest optical retail chain:
 - 215 retail outlets across 82 towns
- Zero-error eye testing in state-of-the-art optometry clinics
- Lens manufacturing and distribution facility at Chikkaballapur, near Bangalore
- Products include frames, lenses, sunglasses, contact lenses, ready readers and accessories
- Three in-house brands: Titan, Eye+ and Dash
- Several international and luxury brands
- Customer loyalty program: Vista
- Tie-up with Sankar Nethralaya for training of store staff and optometrists
- Key differentiators: Style consultants, Zero-error prescription, free eye testing, scratch-resistant lens, hydrophobic lens, lens accuracy certificate

Precision Engineering

- Leverages engineering capabilities
- B2B business – balances risk of B2C businesses
- Sub-division PECSA (Precision Engineering Component and Sub-assemblies) - provides components and sub-assemblies to Aerospace, Automotive, Oil & Gas, Electrical and Medical Equipments industries
- Sub-division MBA (Machine Building and Automation) - provides assembly and testing lines catering to Automotive, Electrical & Electronics, Solar and Medical Equipments industries
- Sixty clients across the world including:
 - ▶ Eaton, US
 - ▶ Hamilton Sunstrand, US
 - ▶ Microtechnica, Italy
 - ▶ Pratt & Whitney, US
 - ▶ Ford, UK
 - ▶ Bosch, India
 - ▶ Timken, India

Q3 Performance

Q3 - Background

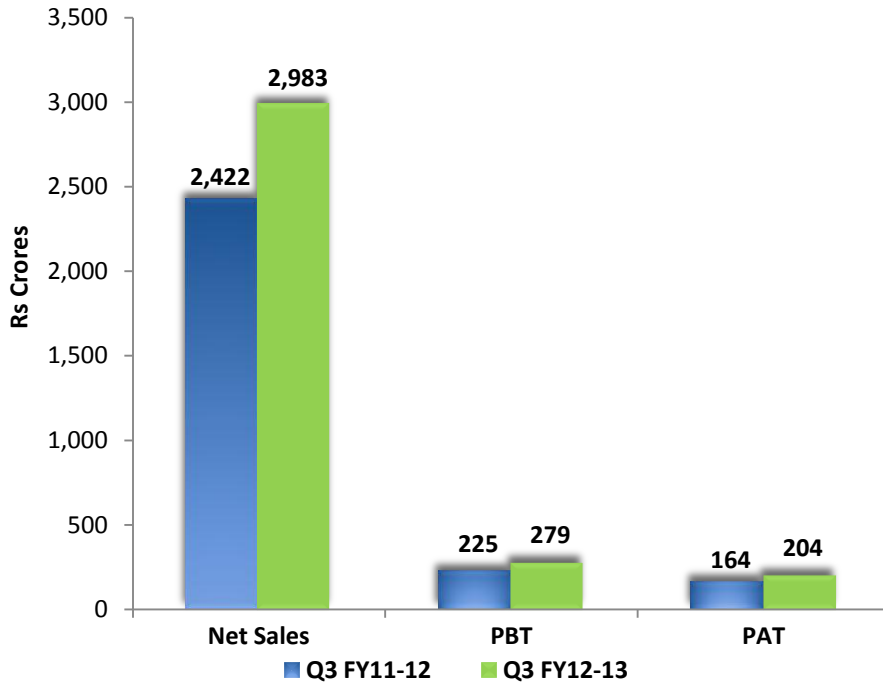
- Consumer sentiment improved in the festival season
- Company focus on retail network expansion continues – 48 outlets (88k sft) added during the quarter across divisions
- Titan launched new collections - Raga Cities, Skeletal Edge
- Sonata launched the first touch screen watch in India under the Ocean series
- Fastrack launched “Commando” collection
- Fastrack crosses the 5 million Facebook fan mark, Titan the 1 million mark
- Titan was the Official watch of the Penang bridge International marathon 2012 in Malaysia
- Tanishq launches the IVA collection
- GoldPlus launched diamond jewellery starting at Rs 10,000
- Tightening of credit period for Gold on Lease through nominated agencies
- Titan Eye+ launched Bikers collection of sunglasses and online eye testing

Q3 - Retail growth

	Sales value growth	Like to like growth
<i>World Of Titan</i>	14%	11%
<i>Tanishq</i>	19%	10%
<i>Goldplus</i>	6%	12%
<i>Helios</i>	85%	18%
<i>Fastrack</i>	97%	31%
<i>LFS – Watches</i>	20%	10%
<i>Titan Eye+</i>	24%	14%

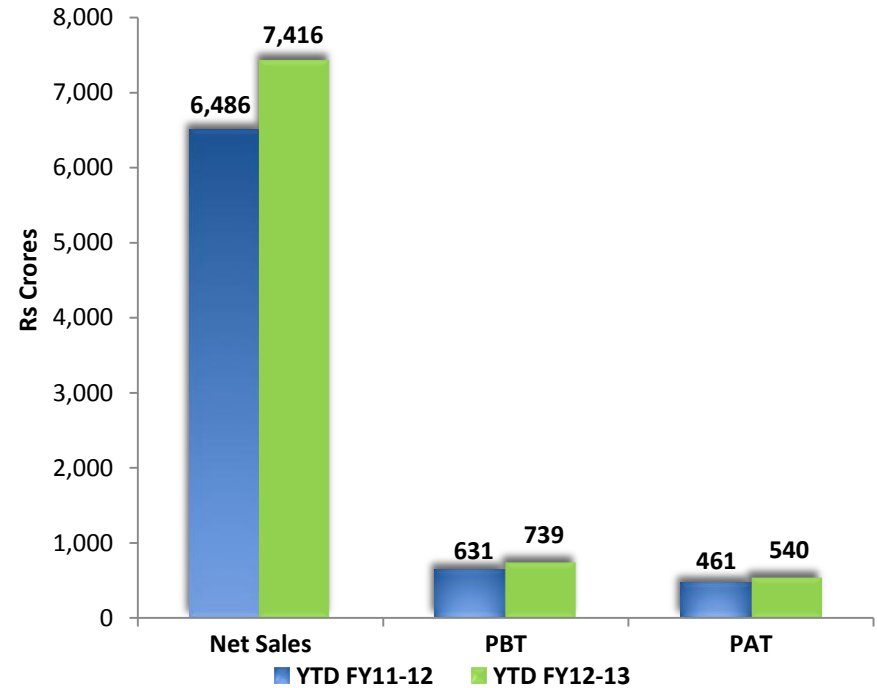
Company performance

Q3 Performance



- Revenue growth: 23%
- PBT growth: 24%
- PAT growth: 24%

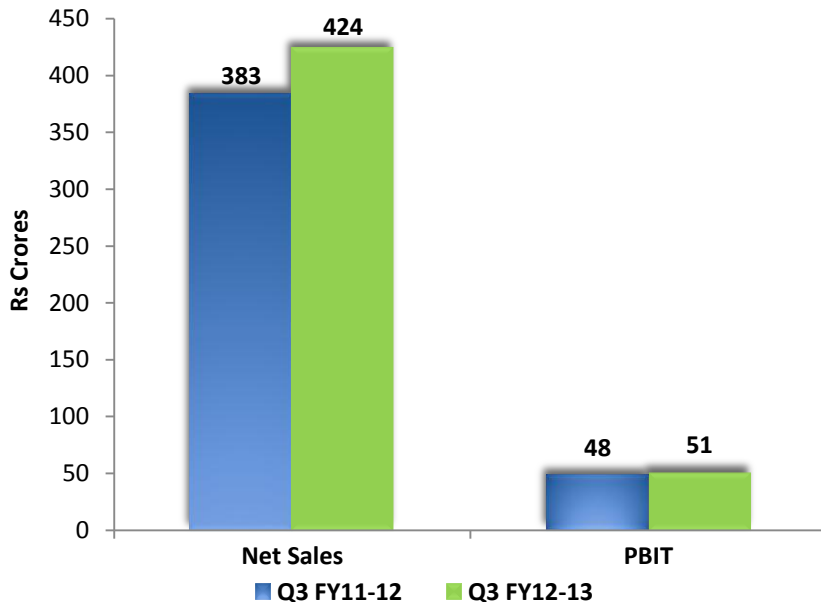
YTD Performance



- Revenue growth: 14%
- PBT growth: 17%
- PAT growth: 17%

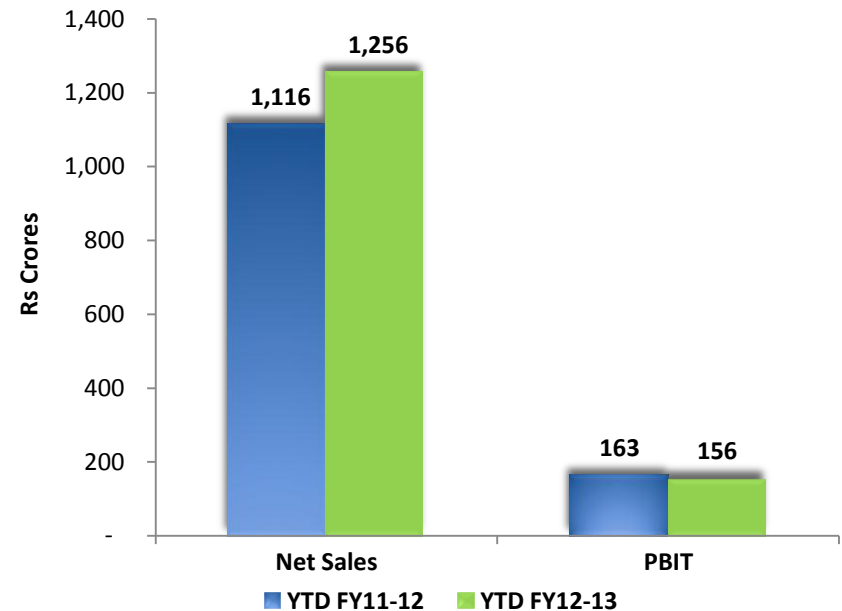
Watches

Q3 Performance



- Volume growth of 4% despite economic slowdown
- Revenue growth of 11% - impact of price increases over the last one year
- Margin affected by excise duty hike and higher material costs

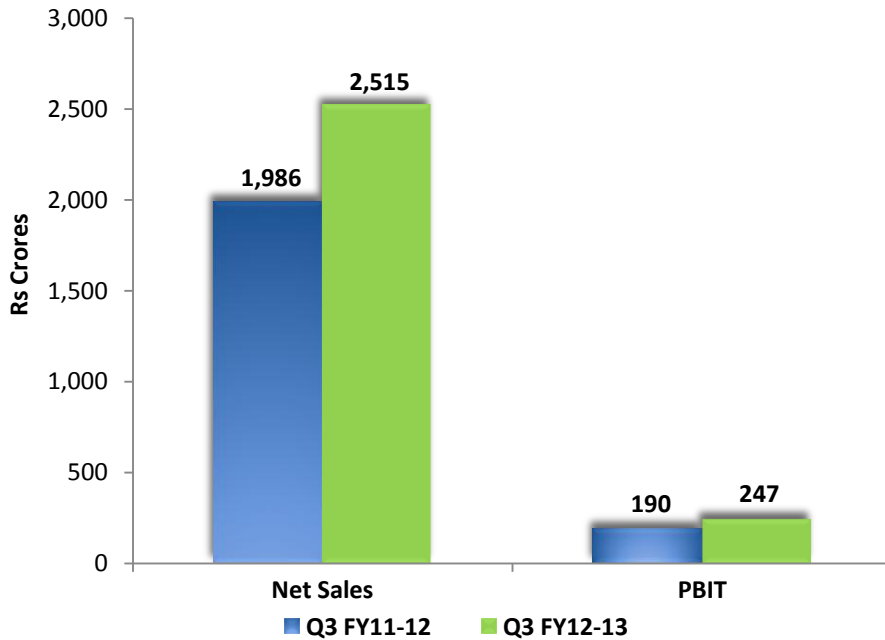
YTD Performance



- Volume growth : 2%
- Revenue growth : 13%
- Margin decline and higher overheads result in PBT decline

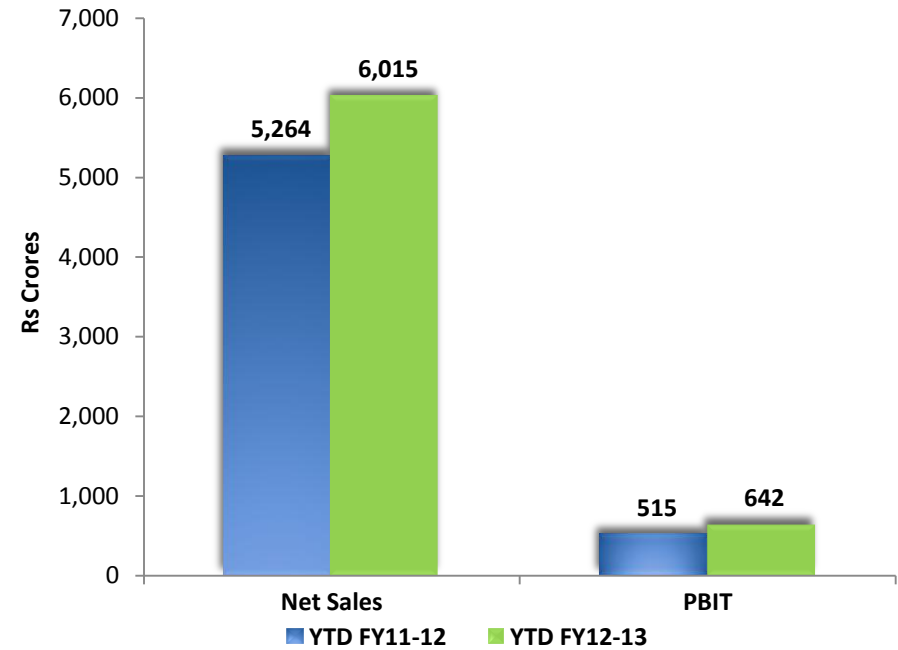
Jewellery

Q3 Performance



- Customer growth: 12%; Ticket size increase: 2%; Studded share: 22%
- Revenue growth: 27%
- PBIT growth: 29%

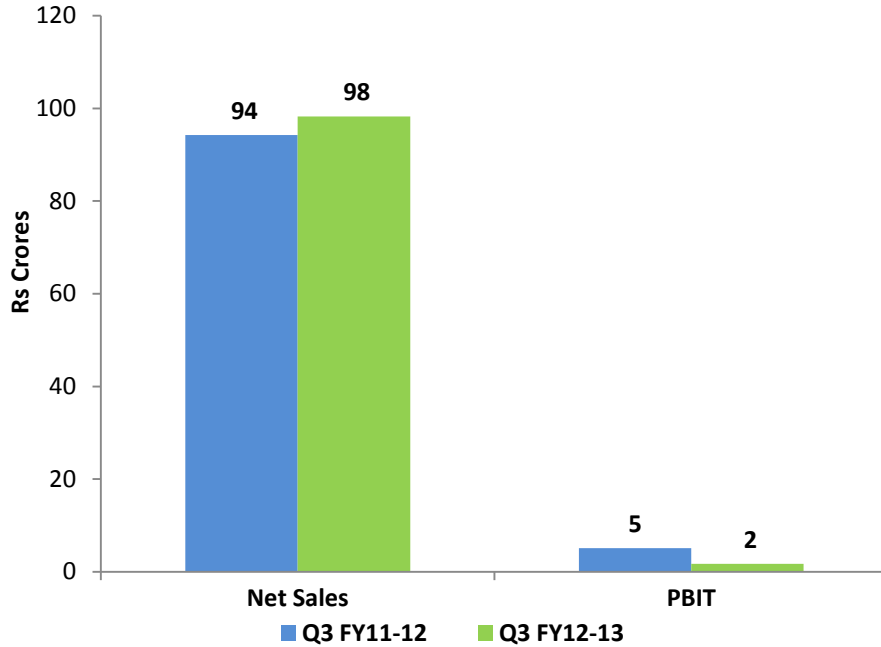
YTD Performance



- Customer growth: 6%
- Studded share: 27%
- Revenue growth: 14%
- PBIT growth: 25%

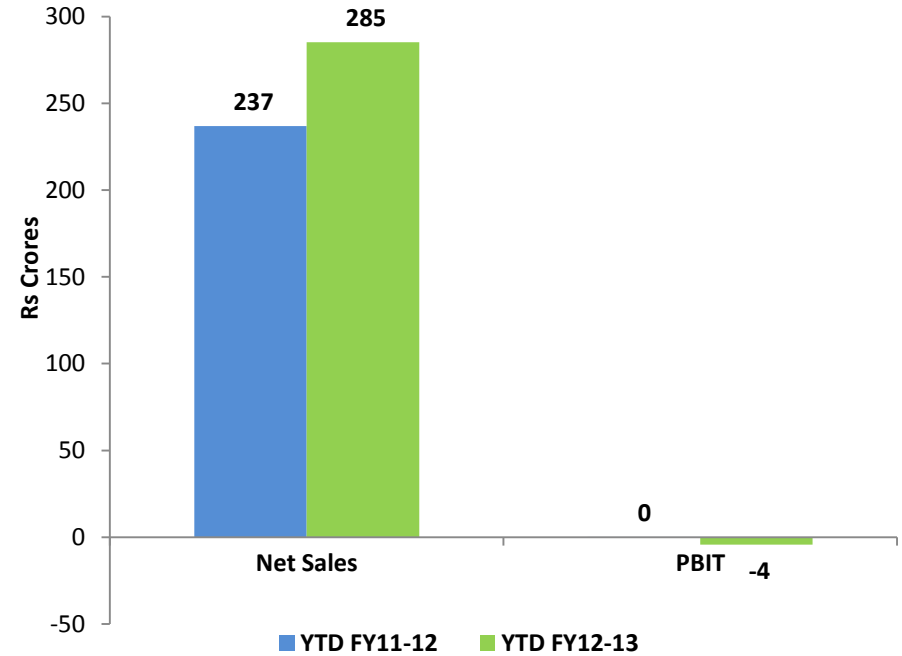
“Others” Segment

Q3 Performance



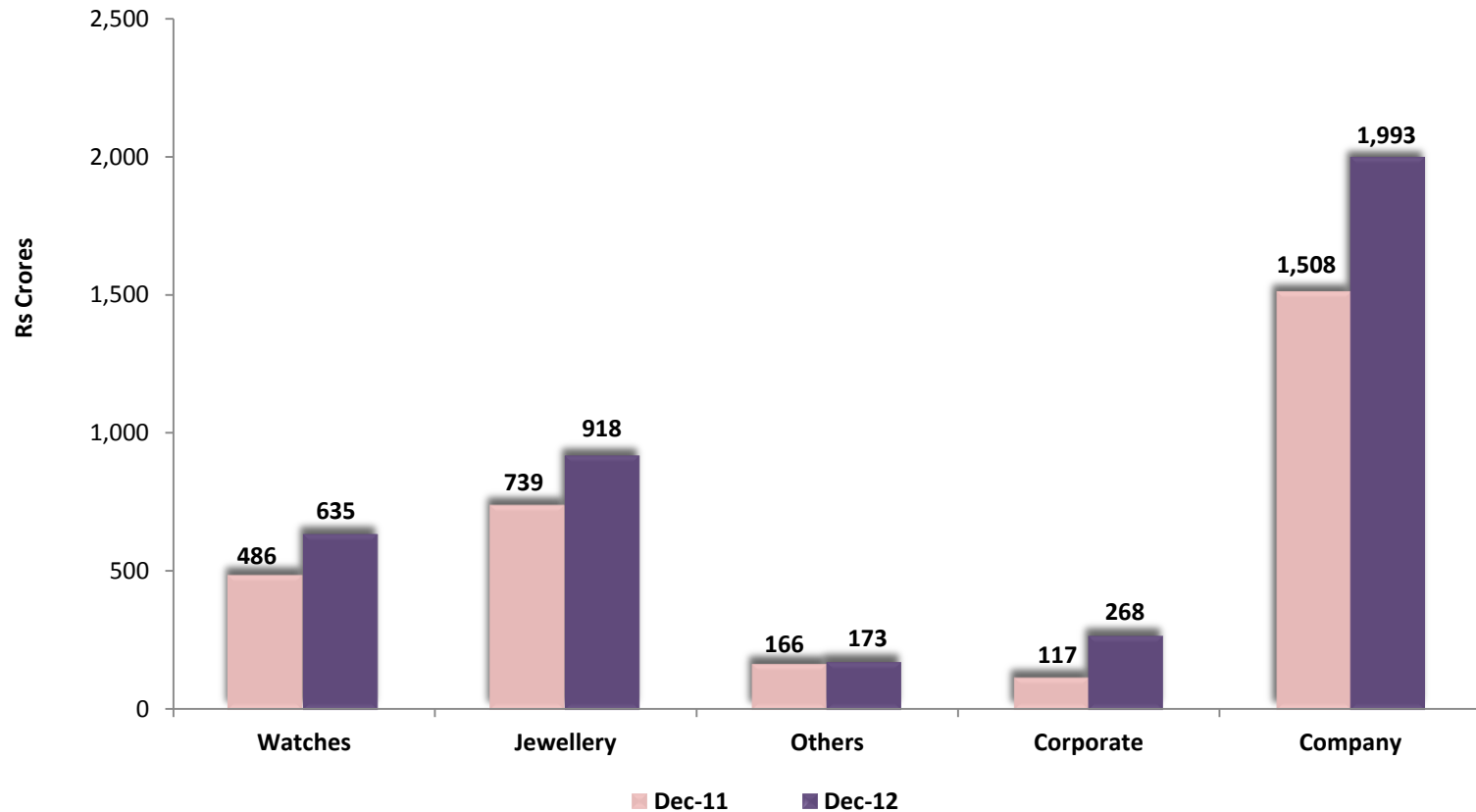
- Revenue growth: 4%
- Eyewear revenue growth: 21%

YTD Performance



- Revenue growth: 20%
- Eyewear revenue growth: 10%

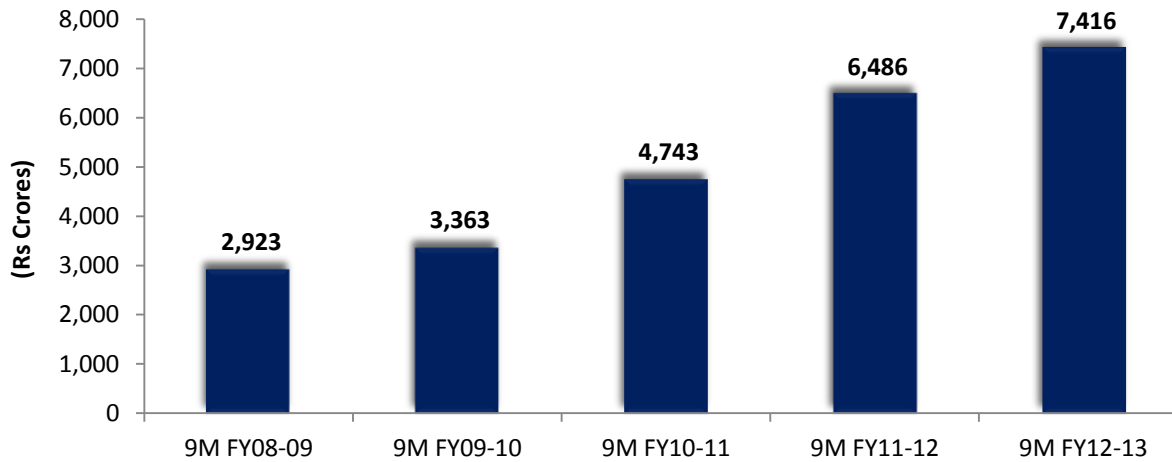
Capital Employed



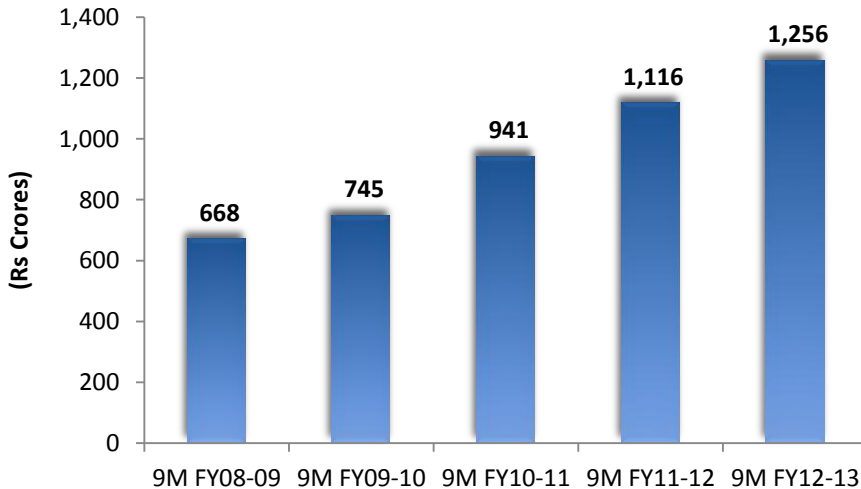
- Higher inventory levels and investments in fixed assets contributed to increase in capital employed

Performance Trends -9 Months

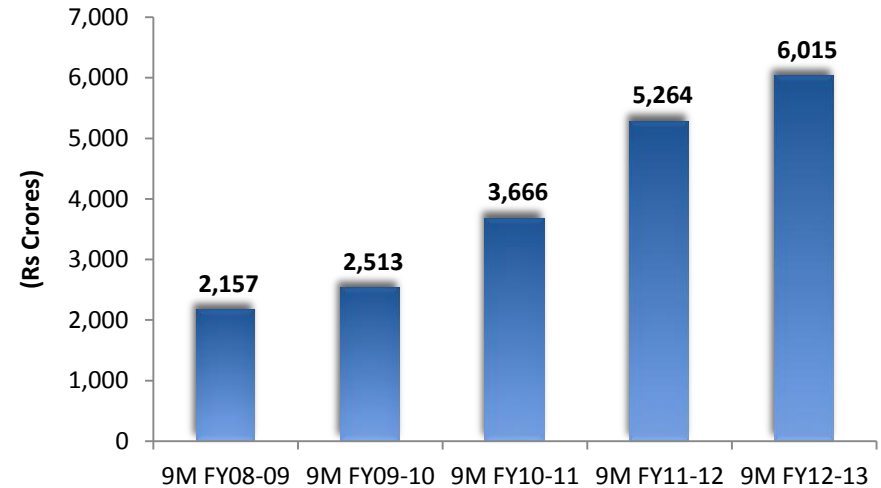
Total Sales



Watches: Sales

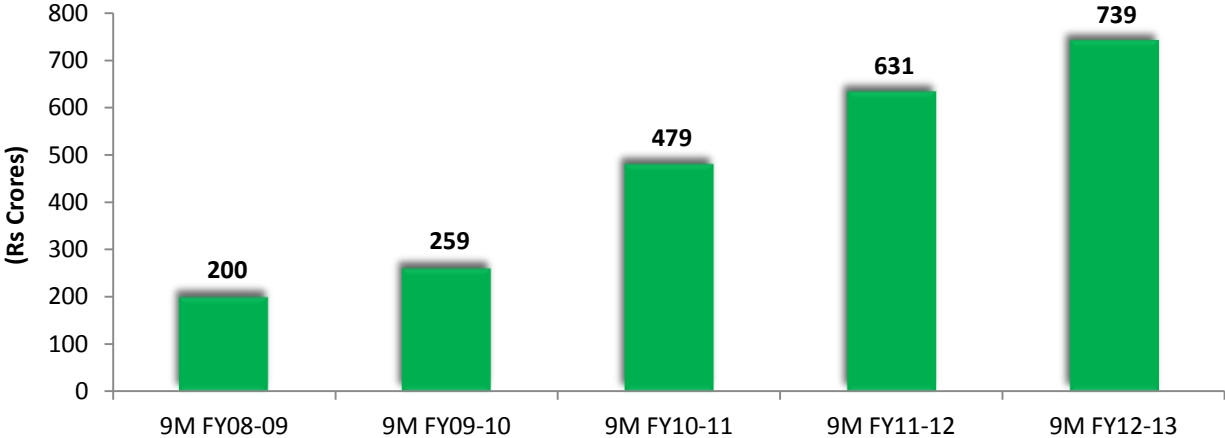


Jewellery: Sales

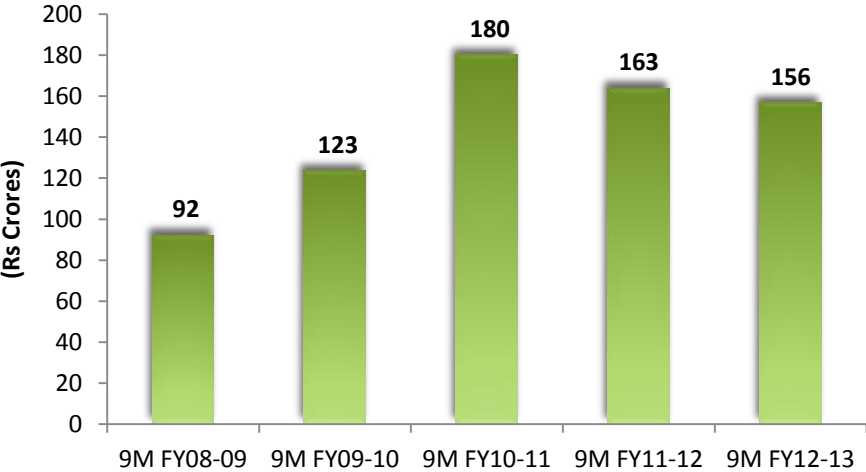


Performance Trends - 9 Months (Contd.)

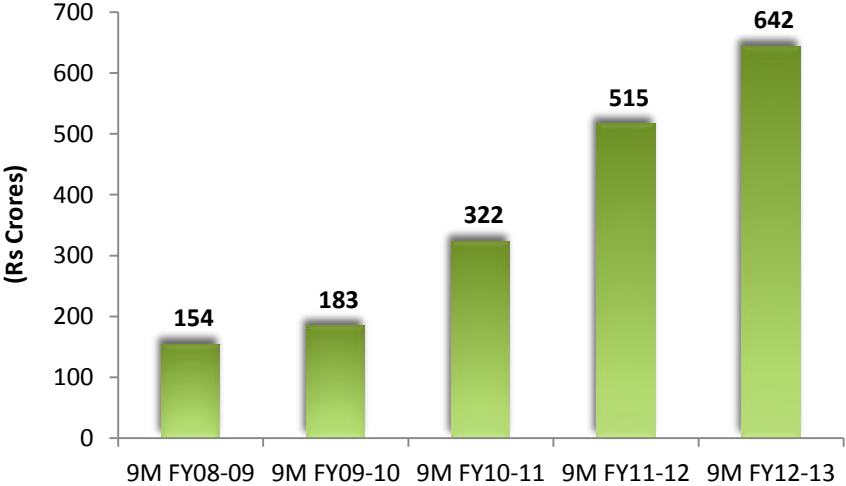
PBT



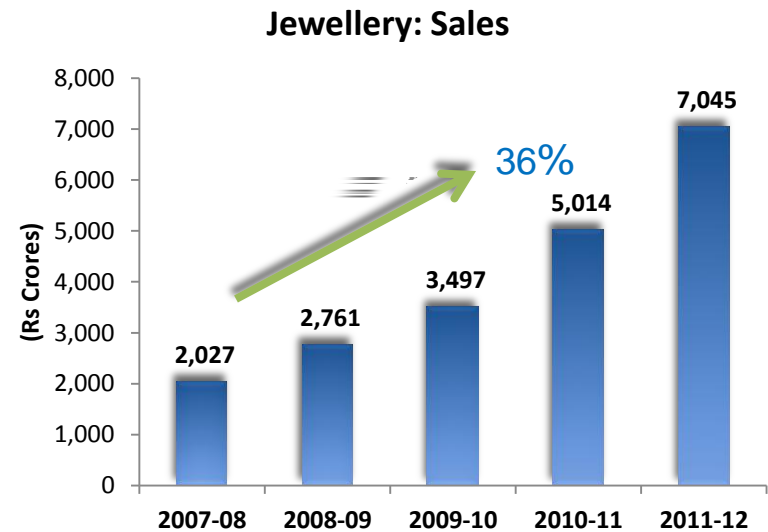
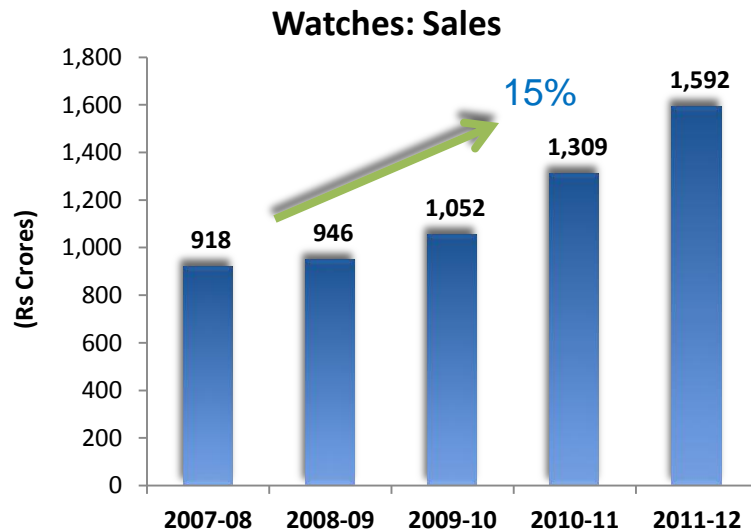
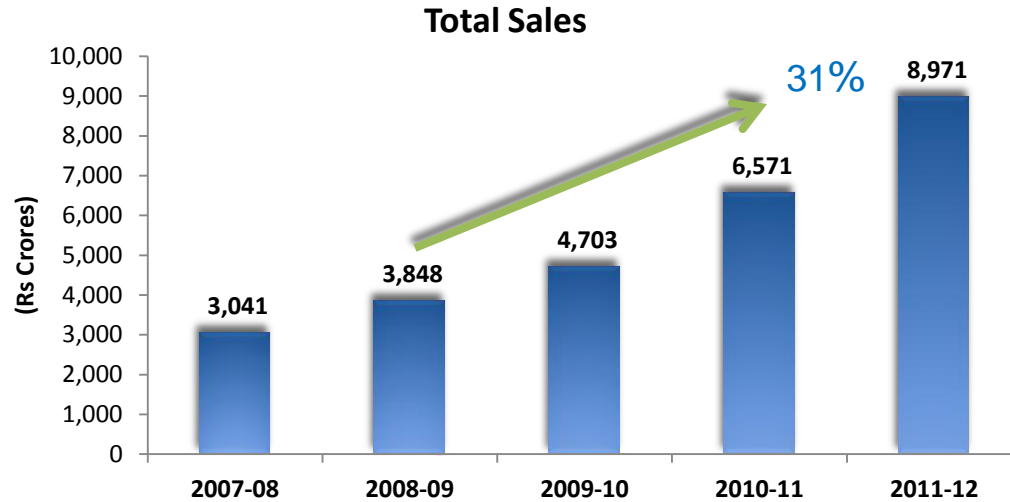
Watches: PBIT



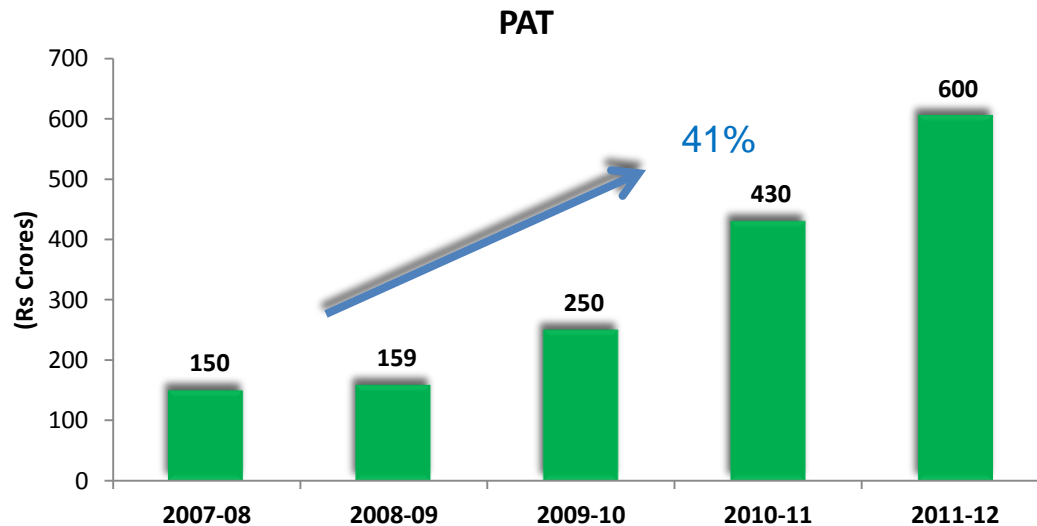
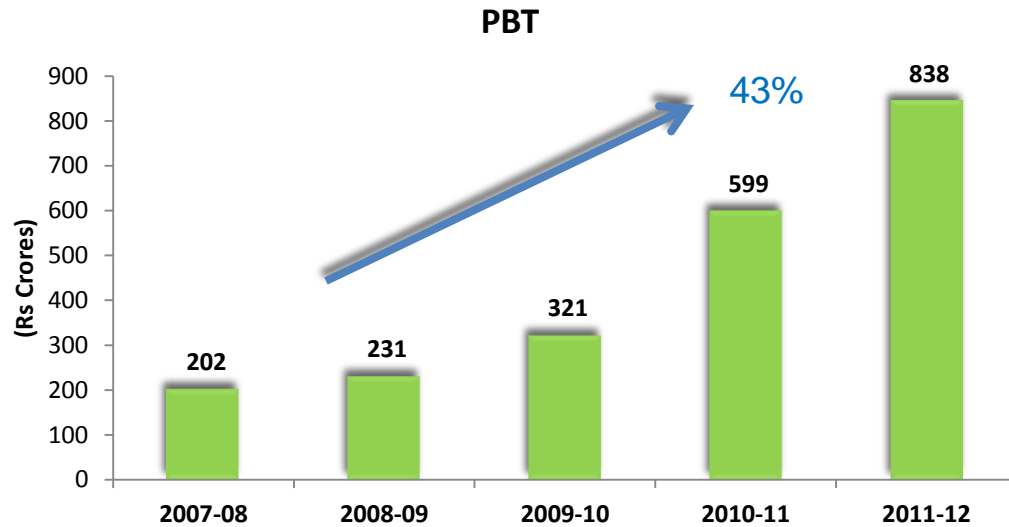
Jewellery: PBIT



Performance Trends - Annual

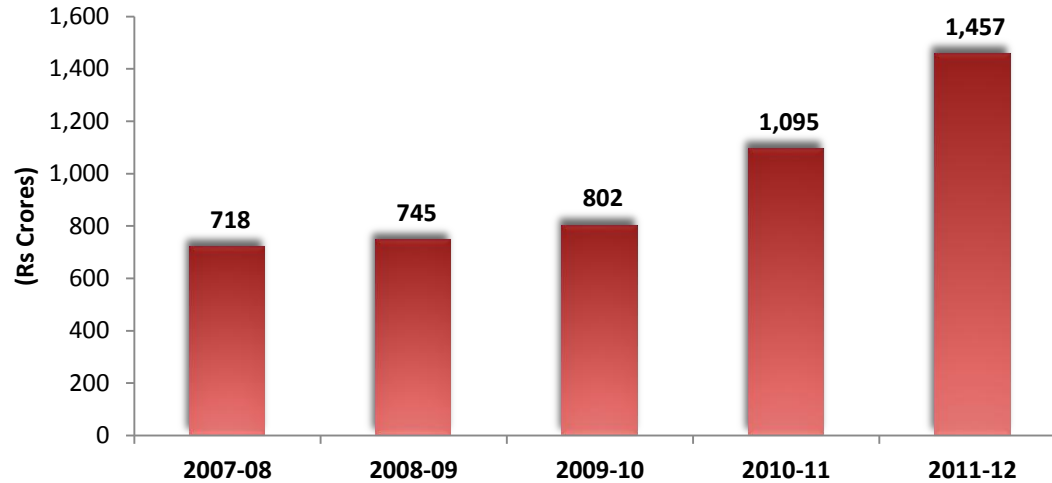


Performance Trends – Annual (contd.)



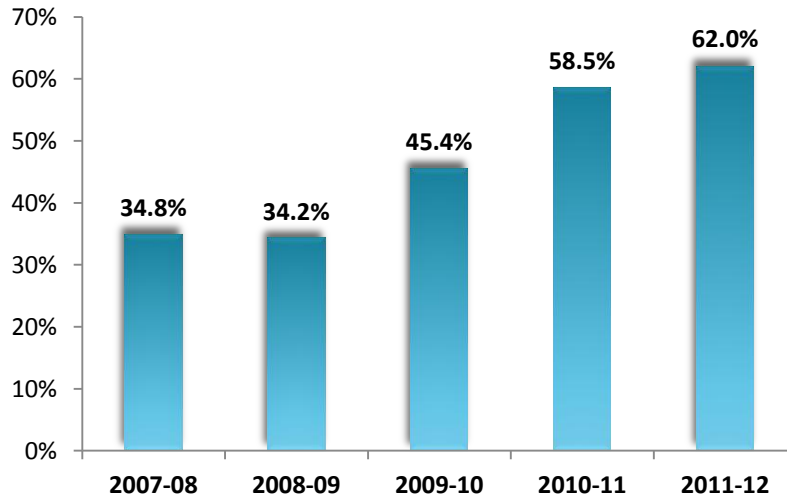
Performance Trends - Annual (contd.)

Capital Employed

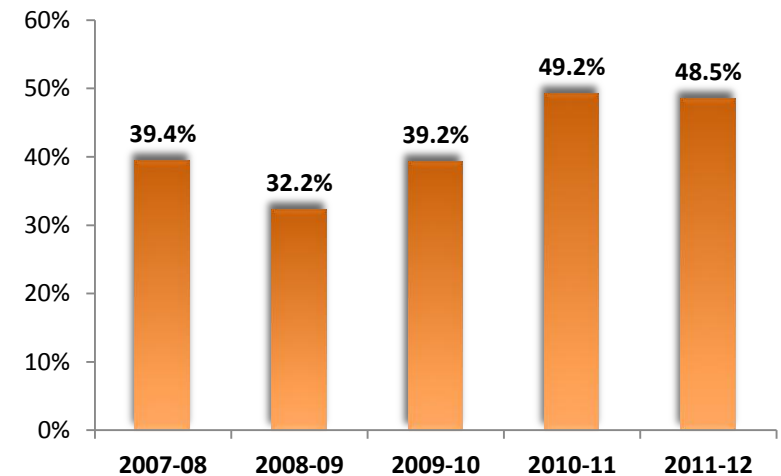


Cash balance up by Rs. 908 crores over the period

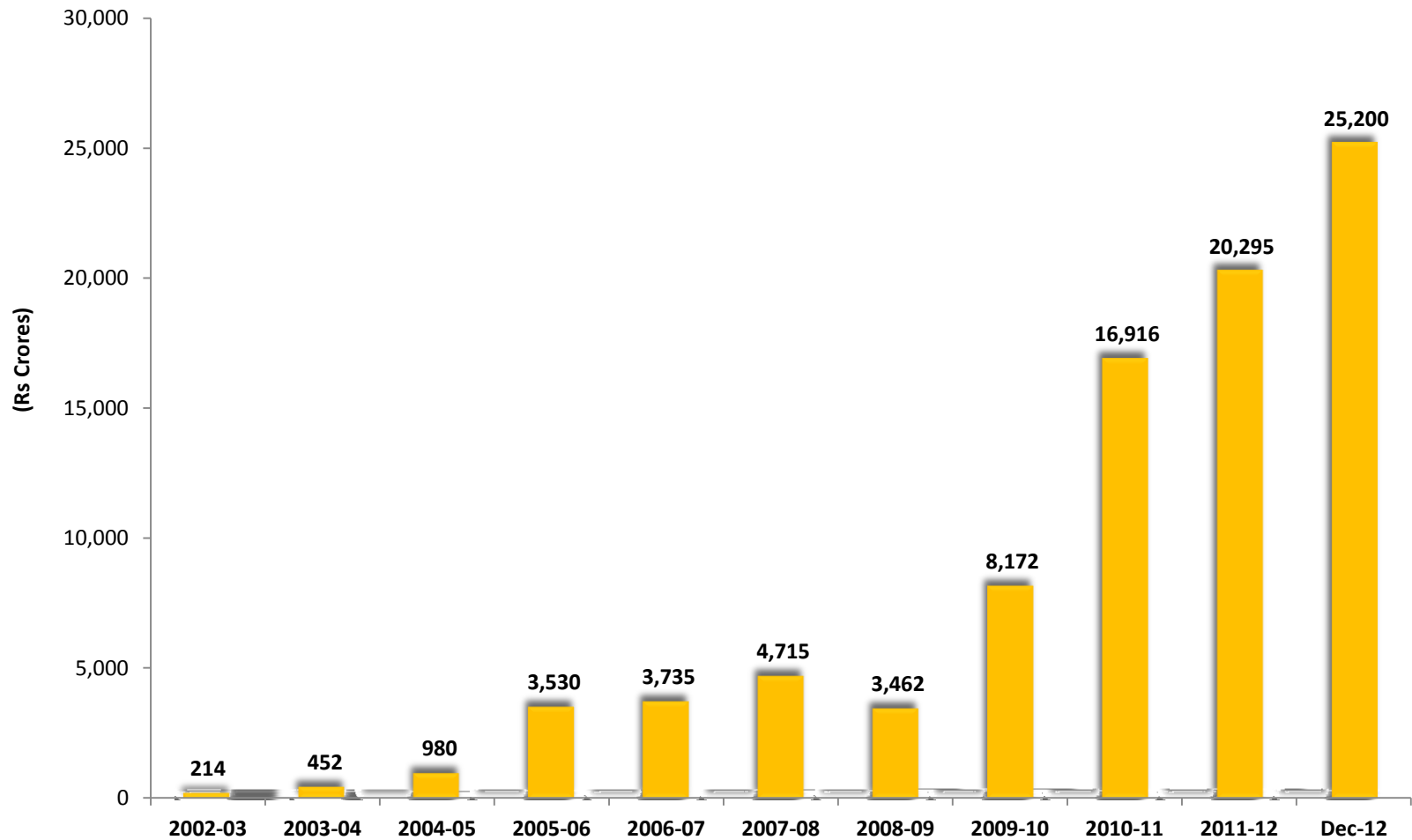
ROCE



RONW



Market Capitalisation



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

Recent Recognition

Corporate

- 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
- Titan is among only five Indian companies in CLSA's top 50 Asian companies in corporate governance

Watches

- 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
- Watch World Awards - Best Marketing Campaign on Television award for Titan HTSE

Jewellery

- Big Bang Awards 2012 by the Advertising Club, Bangalore - "Client of the year" award and Excellence in communication and media for Tanishq
- Designomics award for Mia product design and CII's Best product design (Lifestyle category) award for Mia
- Special brooches designed and crafted by Tanishq for the ASEAN-India Commemorative Summit held in December 2012

Thank You