



SEC 049 / 2021-22

4<sup>th</sup> August 2021

The General Manager, DCS – CRD  
BSE Limited  
Corporate Relationship Department  
1st Floor, New Trading Ring  
Rotunda Building, P J Towers  
Dalal Street, Fort,  
MUMBAI - 400 001  
Scrip Code: **500114**

The General Manager, DCS – CRD  
National Stock Exchange of India Ltd  
Exchange Plaza,  
Bandra-Kurla Complex,  
Bandra (East),  
MUMBAI - 400 051  
Symbol: **TITAN**

Dear Sirs,

**Sub: First quarter earnings call for Q1 FY 2021-22 – Investors Presentation**

Further to our communication dated 26<sup>th</sup> July 2021, attached is a copy of the investor presentation regarding first quarter earnings as required under Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015.

Kindly take the same on record and acknowledge receipt.

Yours truly,  
For TITAN COMPANY LIMITED

  
Dinesh Shetty  
General Counsel & Company Secretary

Encl. As stated

Titan Company Limited

'INTEGRITY' No.193, Veerasandra, Electronics City P.O Off Hosur Main Road, Bengaluru - 560 100 India, Tel : 91 80 - 67047000, Fax : 91 80 - 67046262  
Registered Office No.3, SIPCOT Industrial Complex Hosur 635 126 TN India, Tel 91 4344 664 199, Fax 91 4344 276037, CIN: L74999TZ1984PLC001456  
[www.titancompany.in](http://www.titancompany.in)

A **TATA** Enterprise





# Titan Company Limited

*Earnings Presentation – Q1 FY'22*

*(For quarter ended 30<sup>th</sup> June 2021)*

*4<sup>th</sup> August, 2021*

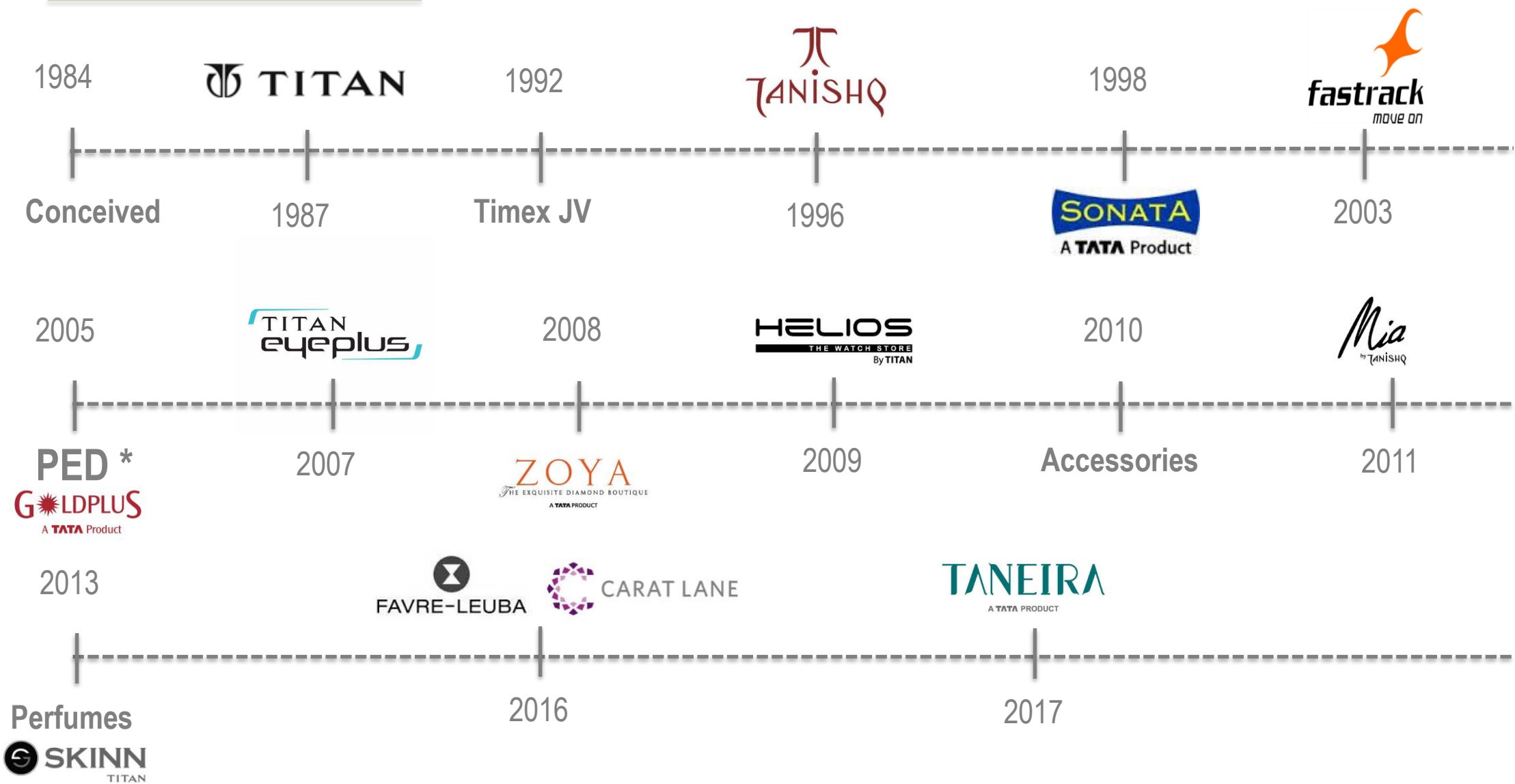
# Disclaimer

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*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, Acts of God, acts of terrorism, acts of war and pandemics; 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



\* PED was demerged to wholly-owned subsidiary as TEAL

**~\$2.7 bn**  
annual revenue

**~\$21 bn**  
market cap

**1,922 \***  
stores

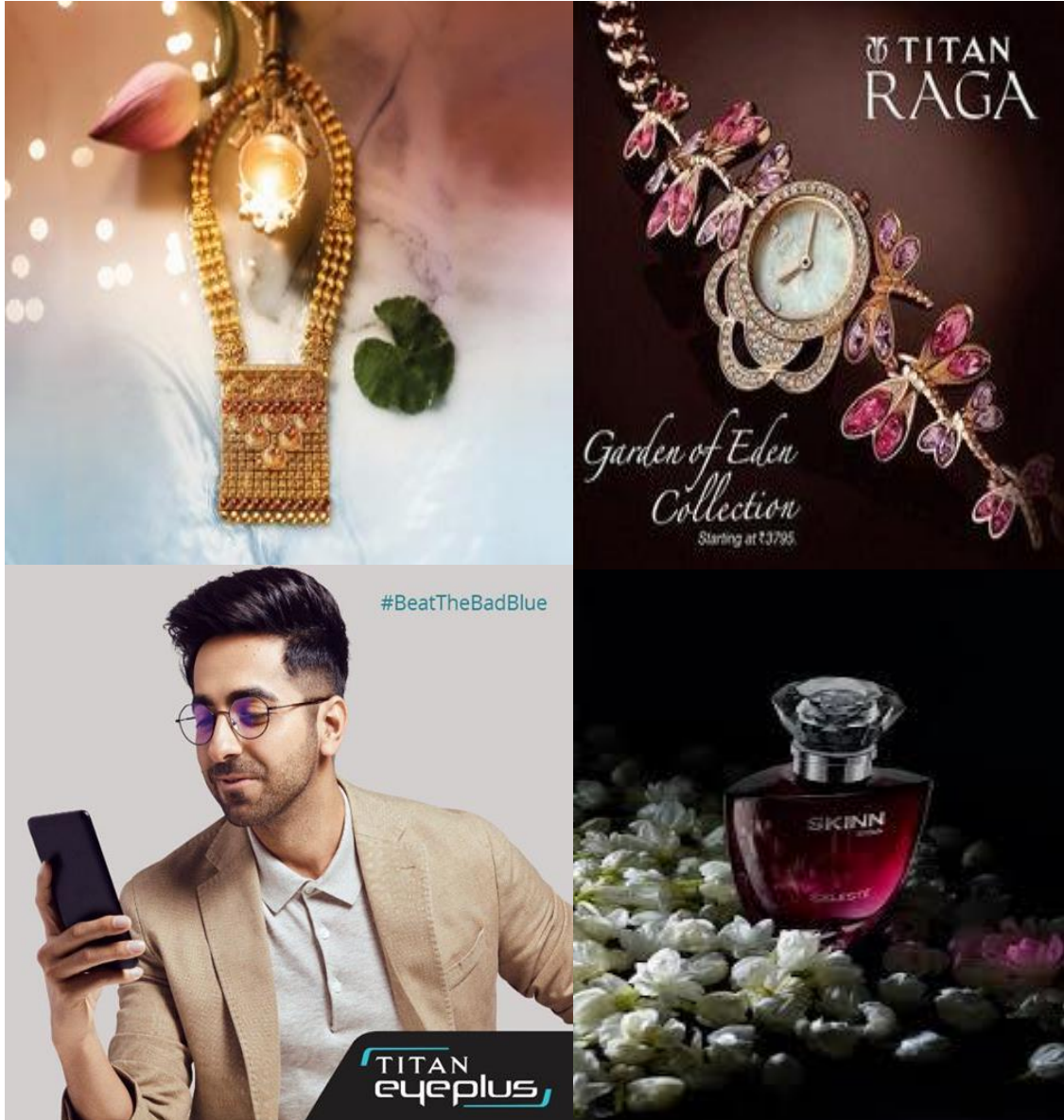
**2.5mn+ \***  
sq.ft. retail space

**~7.5 k**  
employees on rolls

\* Includes Caratlane

*Note : Market Cap as on 30<sup>th</sup> June 2021*

# Our Strengths



## Design and Development

- 800+ New time products every year
- Differentiated Jewellery Collections
- Customized lenses with 3D visual mapping

## Manufacturing

- 11 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

# Reddot awards won for product designs

## Eyewear



reddot winner 2021

FLEXX

Sustainable. Flexible. Lightweight

- First Red Dot award for the division
- Titan's FLEXX eyewear has been crafted from sustainable natural wood & titanium
- This new collection won the award for its aesthetics, functional, smart & innovation design

## Jewellery



reddot award  
best of the best 2019

Product - Innovative Laser-Cut Tube Jewellery



- Designer's visualisation of contemporary forms using the unique technique combination of laser cutting with tubing resulted in extremely differentiated and never seen before 18K Fine Jewellery.

## Watches & Wearables



reddot design award  
winner 2013

EDGE  
by TITAN



# Our Brands

				
Luxury		ZOYA		
Premium				
Mid Market				
Mass Market				



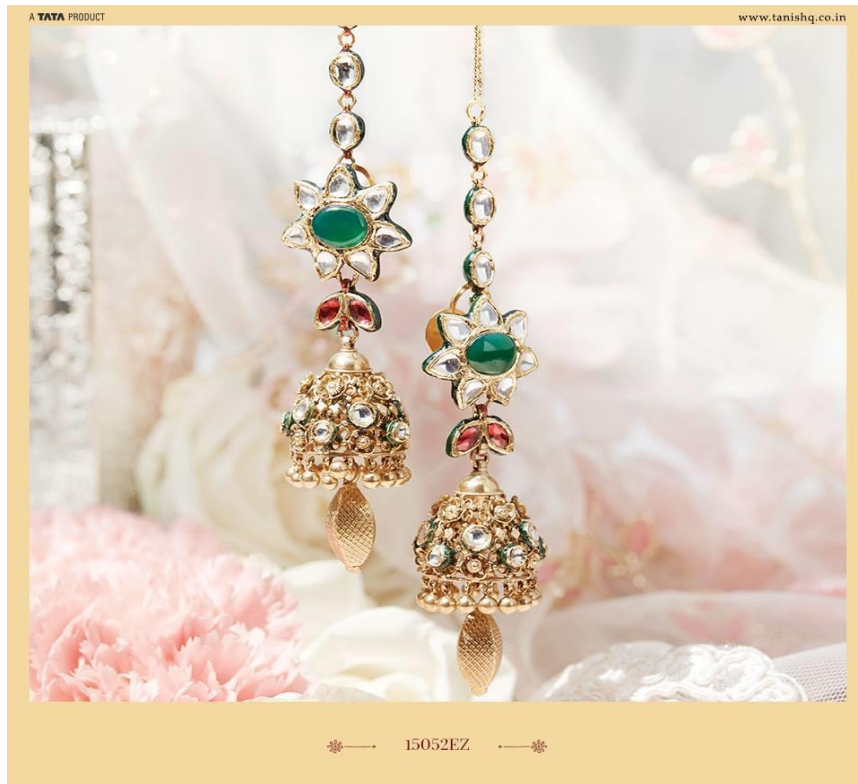
# Jewellery Division

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, Zoya, Mia, Caratlane

Website: [www.tanishq.co.in](http://www.tanishq.co.in), [www.zoya.in](http://www.zoya.in), [www.caratlane.com](http://www.caratlane.com)

[www.miabytanishq.com](http://www.miabytanishq.com)

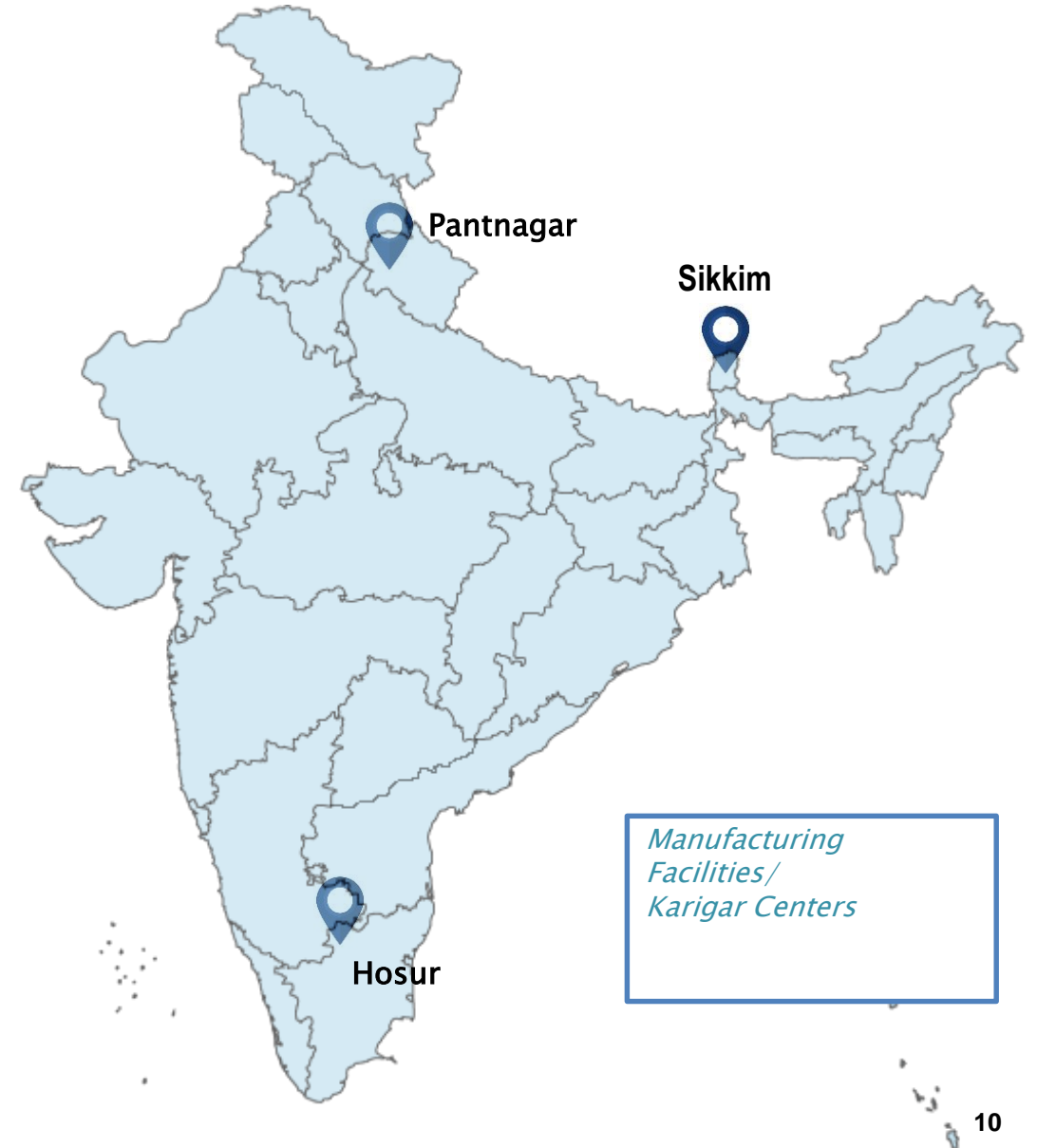
## Design Excellence

Key product differentiator

Capability for in-house design of many collections

# Jewellery

## Karigar Center, Hosur



# Jewellery - Stores



A TATA PRODUCT

miabytanishq.com



3920DFS

TANISHQ  
PRESENTS

little big  
Moments

The greatest gems are  
hidden in plain sight.



3920FCJ | 39201BL



romani

Mia  
by TANISHQ

Samāvé

A Fable of Women, Water and Life  
Retold with Rare Jewellery.



ZOYA  
A TATA PRODUCT

Kanak

Your Golden Fields of Warmth



CARATLANE  
A TANISHQ Partnership

# Watches & Wearables Division

# Watches & Wearables - Overview



## Brands

6 major in-house brands & 7 international brands

## Manufacturing

5, 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 7k+ dealers/ MBOs

**LFS:** Large format departmental stores

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

**EXPORTS:** 1,123 POS in 33 countries

## Customer Service

Largest network of exclusive service centers

667 watch care centers in 241 towns

## Sophisticated Design & Development

Core strength: Industrial, Retail and Graphic design

Numerous international award-winning designs

# Watches & Wearables - Manufacturing



Watch factory, Hosur



SS Watch Case Manufacturing, Coimbatore



Watch Assembly Unit, Pantnagar



Watch Assembly Unit, Roorkee



Watch Assembly Unit, Sikkim





# Watches & Wearables - Stores



'World of Titan' Store





INTRODUCING  
**MINIMALS**  
by **TITAN**

More Fashion. Less Fuss.

RAGA VIVA IV



EDGE CERAMIC LADIES



# THE ALL NEW *fastrack* MONOCHROMES

WHAT  
COLOUR  
ARE  
YOU  
TODAY?



The advertisement features a woman in a light purple ensemble sitting on a white stool against a purple background. To her right, a purple Fastrack watch with a matching strap is displayed on a white pedestal. The text 'THE ALL NEW fastrack MONOCHROMES' is at the top, and 'WHAT COLOUR ARE YOU TODAY?' is in the center. A small Fastrack logo is visible in the bottom right corner of the image.



Two Fastrack watches are shown against a background of thick white rope. The top watch has a black dial with yellow accents and a bright yellow strap. The bottom watch has a grey dial with a date window and a light blue strap.

WEAR YOUR LOOK



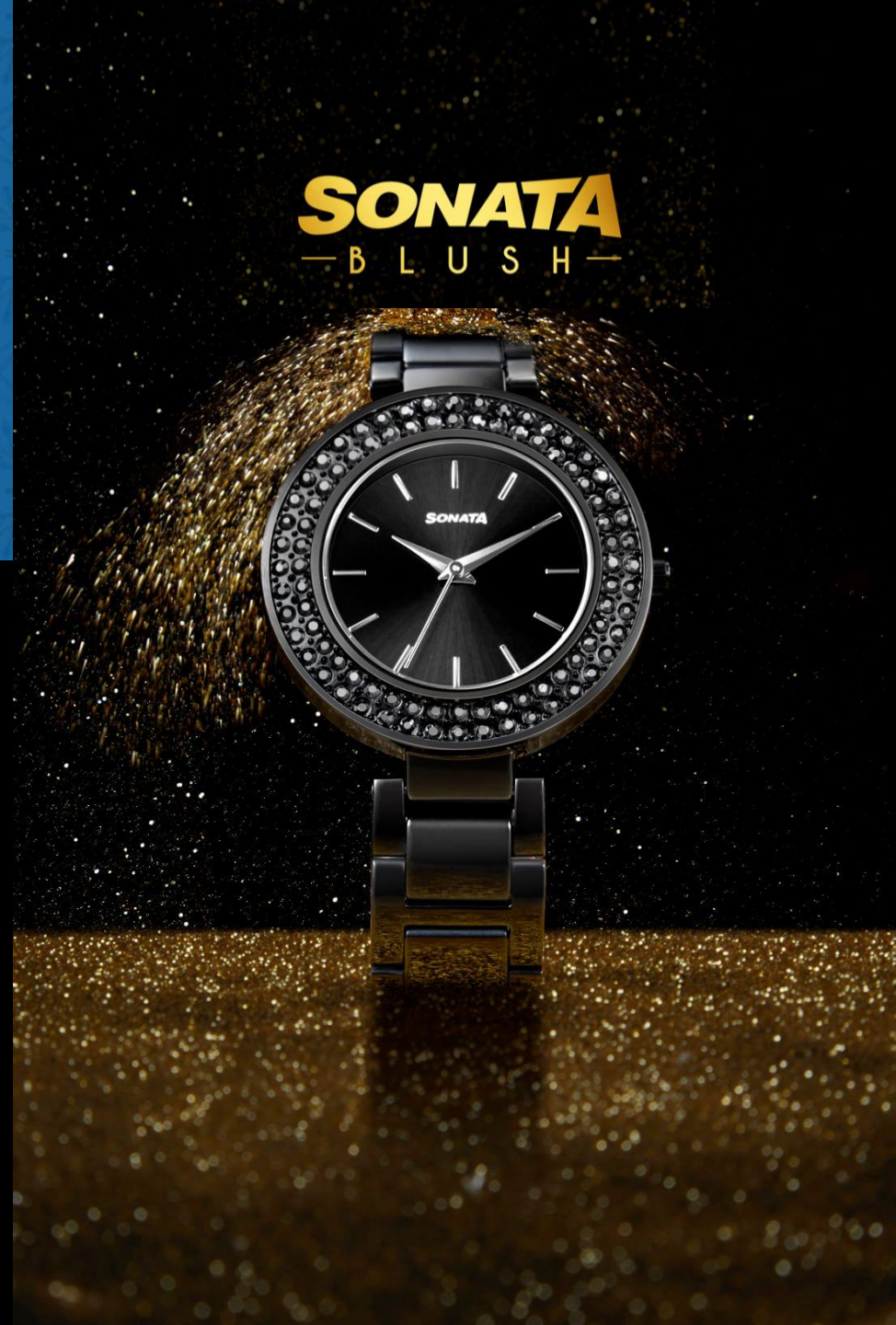
A blue Fastrack watch with a matching metal link bracelet is shown against a blue fabric background. The watch has a blue dial with silver hands and a small Fastrack logo at the 6 o'clock position.

STUNNERS 1.0



# SONATA

A TATA PRODUCT



# SONATA

— B L U S H —

# SONATA

## SLEEK 4.0

CRAFTED FOR THE SELF-MADE



# Eyewear Division

TITAN  
eyeplus

fastrack

GLARES  
by TITAN



## Brands

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

Integrated lens and Frame manufacturing facility in Chikkaballapur

## Points of Sale

TITAN EYE PLUS: India's largest optical retail chain

Sunglasses are sold through departmental store kiosks and MBO format also

EBO: TITAN eyeplus

Ecommerce: <https://www.titaneyeplus.com>

## Differentiators

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



### Lens



## Manufacturing

### Integrated Eyewear facility - Chikkaballapur



**DON'T LET YOUR MASK  
FOG YOUR VISION**



Titan Anti-fog Lens\*      Ordinary Lens

**GO FOG-FREE!**

**TITAN  
ClearSight**

At last, a long-lasting lens.  
Introducing ClearSight, a lens coating that gives you crystal-clear vision.



100% UV 400 Protection      Scratch Resistant      Blue light filter



**Socho Mat.  
Sach Hai!**

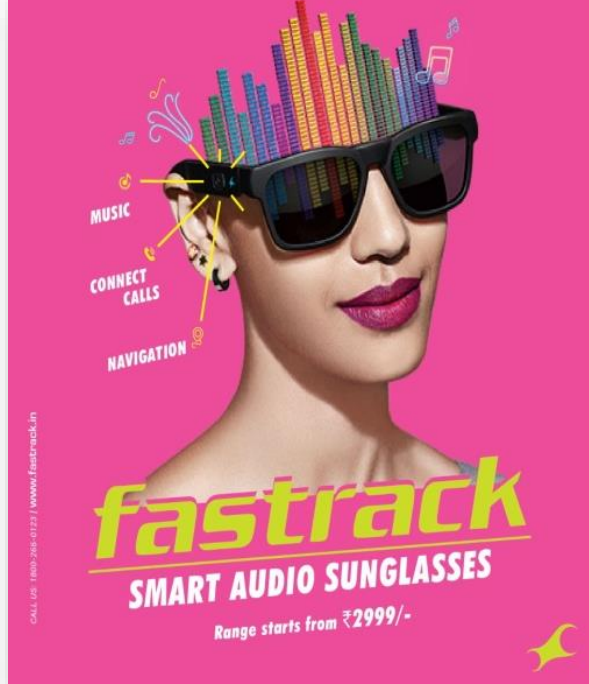
Best quality  
spectacles @  
**₹999**

6 months warranty | Lifetime service free

# NEO

## PROGRESSIVES

7 Designs | 9 Technologies



**fastrack**  
SMART AUDIO SUNGLASSES

Range starts from ₹2999/-

CALL US: 1800-288-0123 | www.fastrack.in

**INDIA'S FIRST  
ANTI-VIRAL  
FRAMES**



SKU Code: TS1027MFC2V

Kills 99.9% Germs	Certified By Govt. Approved Labs*	Titan & Fastrack Frames Only	Range Starting @ ₹995
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FRAMES, CUSTOMISED FOR EVERY INDIAN FACES.



INTRODUCING  
**INDIFIT**  
FROM  
**TITAN eyeplus**

CUSTOM-MADE FOR INDIAN FACES.

**TITAN**  
*Signature*  
COLLECTION



# **Fragrances, Accessories & Indian Dress Wear (Taneira)**



## Brands

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SKINN by Titan

Fine French perfumes at very attractive price points

## Manufacturing

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Crafted in France by celebrated perfumers, and distilled from the finest ingredients

Manufactured in 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

Ecommerce: <https://www.skinn.co.in>

## Differentiators

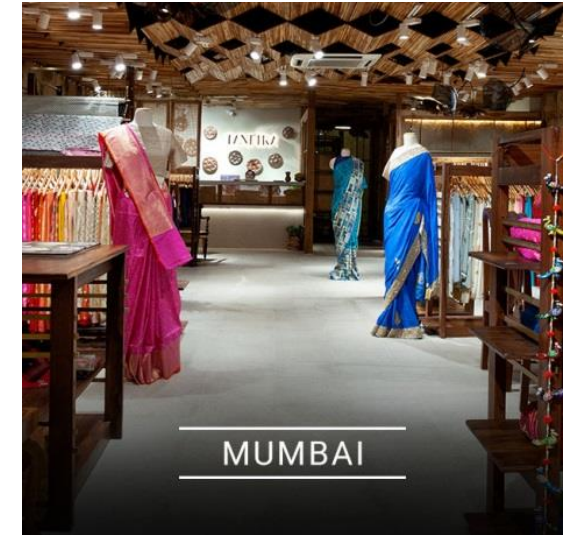
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Exceptional fragrances at a very attractive price point

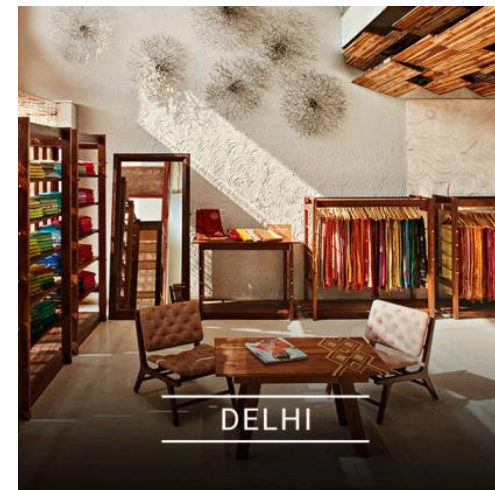
Similar products from international competition at very high price points

Domestic branded competition almost non-existent

# Taneira



- 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).
- 14 Stores as of 30<sup>th</sup> Jun '21.



Spread the light of  
*Happiness*

Festive Weaves by  
**TANEIRA**  
A TATA PRODUCT



KANJEEVARAM



BENGAL



IKAT



SOUTH SILK



CHANDERI



TUSSAR SILK



BANARASI



MAHESHWARI



Introducing

*Tales of Happiness*

SKINN

New Aquatic Scent



*Bridal Exclusives*  
by TANEIRA

**fastrack**

**X ANANYA PANDAY**

**RUFFLES**  
COLLECTION

# Q1'22 Performance

## Q1 Performance – Standalone (1/2)

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### Company

- The Company entered the quarter with a good sales momentum. The sales were hit only to a small extent until third week of April, primarily due to the temporary store closures in some important states. Thereafter, most stores were shut within a short span of time and could re-open gradually in June only, with several restrictions on operating hours and days of the week.
- With the receding second wave of pandemic and gradual lifting of restrictions on stores, the sales bounced back strongly towards Q1 quarter-end, with good momentum in Q2 quarter till date. This year, Watches & Wearables and Eyewear segments have also witnessed rapid recovery in walk-ins and sales with the re-opening of stores, which was seen in only Jewellery division last year.
- The Company recorded Revenue from Operations of INR 2,825 cr. (excl. bullion sale of INR 424 cr.), growth of 122%, with revenue contribution of approx. 50%, 10% and 40% coming from April, May and June months respectively. The base quarter, Q1'21, was weak due to zero sales in April of last year.
- The underlying gross margin (excluding impact of ineffective hedging and bullion sale) were substantially better in Q1'22, primarily due to recovery of gross margins in both Jewellery and W&W segments compared to the base quarter. The underlying gross margin in Q1'22 is at best levels in the recent 5 quarters.
- Operating expenses were controlled during the quarter. Marketing spends were curtailed during the quarter in wake of shutting of stores and somber mood of population. Variable expenses (L2 management commission and others) were naturally lower due to lower sales. Other operating expenses were also curtailed during the quarter. Salary increments were given during the quarter on FY'20 base.

## Q1 Performance – Standalone (2/2)

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### Company

- In Q1'22, Other income of Company is higher compared to last year due to dividend from TEAL of INR 24 cr. and higher interest income from significantly higher cash balances. Company also received rent waivers of INR 7 cr. which was recognized under 'Other Income' of respective segments.
- Despite the significant loss of sales from shutting of stores, the Company achieved PBT of INR 82 cr. by swiftly curtailing operating expenses.
- Except very few, all stores are operational as on the date, however, some states still have restrictions on days of operation and timings.
- TCL North America Inc. was incorporated as a wholly owned subsidiary, of Titan Company, with the objective of carrying on the business of jewelry retailing.
- TEAL USA Inc. was incorporated as a wholly owned subsidiary of TEAL with the objective of business development for Aerospace & Automation Solutions.
- Titan Commodity Trading Limited has started the operations during the quarter for the hedging of the Gold.



# Q1 Performance – Standalone

## Jewellery

- The division recorded Total Income of INR 2,467 cr. (excl. bullion sales of INR 424 cr.), growth of 109%, due to a weak base primarily due to zero sales in April of last year. Most of the sales of May month was lost in both the years. Despite the lower number of store operational days in the month of June '21 (since large states of Tamil Nadu and Karnataka markets were under lockdown for almost all of June'21), sale for June'21 is marginally ahead of the sale in June'20.
- Total store operational days were at 73%, 10% and 58% for the April, May and June month respectively and 47% for the quarter.
- Like last year this year too, the division lost the sales related to 'Akshaya Tritiya' festival due to lockdowns. The division optimized the inventory during lockdown period, by selling the excess raw gold worth INR 424 cr. vs INR 601 cr. in Q1 of last year.
- The division is gaining good traction in new customers and its mix in total buyers has reached the pre-pandemic levels. GHS fresh enrolments, while adversely impacted due to the lockdowns, still showed a growth over last year same period and refund requests have been quite low and comparable to pre-pandemic levels.
- Underlying gross margin of the segment has improved over last year as base quarter had weaker product margins and adverse product mix. Studded ratio in Q1'22 stood at 22% vs 18% in Q1'21 and Gold coins, which have lowest margin, contribution fell to 7% vs 14% in Q1'21.
- Recovery in Gross margin and curtailment of costs led to EBIT of INR 207 cr., despite a significant loss in sales during store shutdowns.
- The government has started the phased implementation of mandatory hallmarking of gold jewellery with effect from June 16, 2021, which is an important step for the development of the industry and safeguarding consumer's interest. All of our stores have hallmarking license and 100% of Tanishq, Mia, Zoya jewellery is hallmarked.

## Watches & Wearables

- The division recorded Total Income of INR 292 cr. in the quarter, growth of 291% as sales were nil in April month of last year and moreover the recovery this year has been faster than that witnessed last year when footfalls in stores were very weak due to higher apprehension of covid.
- Total store operational days were at 70%, 24% and 51% for the April, May and June month respectively.
- Sales were strong in the E-commerce channel especially in the second half of April and May. Omni-channel sales have been gaining traction along with the brand websites generating customer leads. North & West regions had recovered earlier, following the pattern of the pandemic wave in the country. Recovery in higher ticket products is much better compared to the recovery in lower priced products. Like last year, the recovery in smaller towns was better than the top 8 metros.

## Eye Wear

- The division recorded Total Income of INR 67 cr., a growth of 120% as sales were nil in April month of last year and also on back of rapid recovery in walk-ins in May and June months, compared to last year.
- Total store operational days were at 71%, 19% and 62% for the April, May and June month respectively.
- The division accelerated its path on e-commerce and launched Titan Eyeplus' App. It also launched Neo Progressive lens and computer glasses, exclusively for E-commerce channel.
- Structural changes have been made in the business in the last year to improve gross margins and cost structure. This led to EBIT loss restricted to only INR 13 cr. despite a significant loss of sales in Q1'22.

# Q1 Performance – Standalone

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## Other business – Indian Dress Wear, Fragrances and Accessories

- Other businesses grew by 212% on a weak base.
- Being highly discretionary, all categories got impacted due to low opportunities to step out of home for work, social gatherings or for attending schools & colleges. Fragrances recovery was relatively much better.
- Taneira stores were operational for about 30% of the total store days, in the quarter. Brand started the quarter with campaigns around regional festivals, which shifted towards digital marketing and marketplace activities as the quarter progressed.
- Fragrances & Accessories business in Q1'22 had a slow recovery, however grew by 3 times over the last year. E-commerce channels recovered almost fully and grew 2.5 times over the last year.
- Brand Skinn launched Tales, a new collection celebrating “Happiness” where every fragrance is reminiscent of happy memories. This is continuation of Skinn Escapade launched earlier which created a world away in “Wild” for men seeking solo time with Nature.

## Q1 Performance – Subsidiaries

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

- TEAL recorded total income of INR 69 cr. In Q1, a decline of 11%.
- The business is seeing a strong comeback in the Automation Solutions Business over the last few months and the enquiries are very encouraging. With respect to the Aerospace & Defence Business, the business is seeing some signs of growth in the single aisle aircraft segment but it appears that the long haul segment will take more time to recover.

### CaratLane (72.3% owned Subsidiary)

- CaratLane recorded total income of INR 159 cr., despite the significant loss in sales from store shutdowns in Q1'22. This is a YoY growth of 263%, primarily due to a weak base. Total store operational days were 41% for the quarter.
- Online continued to see strong growth momentum, growing at 233% for the quarter driven by strong domestic and international demand as well as demand coming from Shaya and CaratLane Live, the video assistance feature. Online sales contributed ~50% of the overall sales.
- International sales grew at rapid pace and increased by ~9x YoY. Studded ratio (including solitaires) stayed above 80% in both Q1'22 and Q1'21.
- CaratLane brand continues to strengthen with brand searches more than doubled during the quarter and online-influenced offline transactions improved to ~60% from ~50% in Q1'21. 100% of CaratLane jewellery is hallmarked.
- EBIT loss was at only INR 4 cr., despite a significant loss of sales during store shutdowns.

## Gold Hedging Approach (1/2)

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- Titan's philosophy of not taking any price exposure on Gold continues.
- Titan procures gold either by way of Gold on Lease from authorized banks or by spot purchases through its gold exchange program, from spot bullion market or by way of outright jewellery purchases.
- The Gold on Lease enjoys natural hedge against gold price fluctuation as the liability is fixed on the date of sale.
- The price fluctuations on gold purchased on spot basis is hedged through Future Contracts.
- Till 30 June 2021, the Company adopted Cash-flow hedge accounting for the Future Contracts wherein the expected cashflow arising out of sale of gold in future was hedged.
- With the volatility witnessed during the last year and again in the current year in the sales due to unexpected closure of stores, the Company observed that there was a need to reevaluate the risks that it needs to mitigate in the current environment.
- Based on its evaluation, with effect from 1 July 2021, the Company has decided to adopt a Fair Value hedge accounting methodology as permitted under the Indian Accounting Standards (Ind-AS) to hedge its gold inventory for fluctuations in the price of gold instead of cashflow arising out of sale of gold in future.
- As the Company would match its hedges with the underlying gold inventory exposed to price fluctuations, it is expected to better manage the risks associated with the volatility observed. This would help the Company in avoiding the fluctuations in the financial results of the Company arising from these risks as has been observed in the recent past.

## Gold Hedging Approach (2/2)

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### Transition approach:

- Open contracts as at 30 June 2021 (originally designated under the cashflow hedge method of accounting) would continue to be accounted under the cashflow hedge until closure of the contract.
- Fair value hedge method of accounting would be carried out on the new contracts taken from 1 July 2021.

# Retail Network



	Net Additions (in Q1'22)			As on 30 <sup>th</sup> Jun'21		
	Stores	Sq. Ft.		Stores	Towns	Sq. Ft.
<b>Tanishq</b>	5	20K		358	217	1.38mn
<b>Zoya</b>	0	0		4	3	18K
<b>CaratLane</b>	4	4K		121	44	109K
<b>Mia</b>	(1)	(0.3K)		39	19	13K
<b>WOT</b>	(2)	(5K)		509	229	405K
<b>Fastrack</b>	(2)	(2K)		166	82	81K
<b>Helios</b>	3	2K		106	46	87K
<b>Titan Eye+</b>	6	2K		605	245	389K
<b>Taneira</b>	0	0		14	6	51K
<b>Total</b>	<b>13</b>	<b>21K</b>		<b>1,922</b>	<b>297</b>	<b>2.5mn</b>

## Retail Growth – Q1'22

	Q1'22	
	Sales value growth	Like-to-Like growth
<b>Tanishq</b>	115%	117%
<b>CaratLane</b>	300%	260%
<b>World of Titan</b>	86%	91%
<b>Fastrack</b>	63%	80%
<b>Helios</b>	73%	78%
<b>LFS (for Watches)</b>	323%	324%
<b>Titan Eye+</b>	74%	47%

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 growth numbers are not strictly comparable due to temporary store closures in the base quarter as well as Q1'22.



## P&L – Q1'22 - Standalone

in INR Crores	Q1 '20	Q1 '21	Q1 '22	YoY
<b>Revenue from Operations</b>				
- Sale of products/ services	4,885	1,251	2,780	122%
- Other operating revenue	54	611	469	
Other Income	56	39	65	
<b>Total Income</b>	<b>4,996</b>	<b>1,901</b>	<b>3,314</b>	<b>74%</b>
COGS	3,613	1,478	2,559	73%
<b>Gross Contribution</b>	<b>1,382</b>	<b>423</b>	<b>755</b>	<b>79%</b>
Employee benefits expense	245	222	268	21%
Advertising	134	16	37	128%
Ineffective Hedge	(4)	205	(0)	
Other expenses	385	187	241	29%
<b>Total Overheads</b>	<b>761</b>	<b>630</b>	<b>546</b>	<b>-13%</b>
<b>EBITDA</b>	<b>621</b>	<b>(207)</b>	<b>209</b>	<b>201%</b>
Depreciation & Amortization	68	82	83	1%
<b>EBIT</b>	<b>553</b>	<b>(289)</b>	<b>126</b>	<b>144%</b>
Less: Finance expense	30	46	44	-5%
<b>PBT</b>	<b>523</b>	<b>(335)</b>	<b>82</b>	<b>124%</b>
Less: Tax	152	(65)	21	132%
<b>PAT</b>	<b>371</b>	<b>(270)</b>	<b>61</b>	<b>123%</b>

**Note :** Other operating revenue include bullion sale of INR 424 cr. and INR 601 cr. in Q1'22 and Q1'21 respectively.

## Total Income – Q1'22

Total Income <sup>(1)</sup> (in INR Crores)	Q1 '20	Q1 '21	Q1 '22	YoY	Mix - Q1'22
Jewellery	4,047	1,182	2,467	109%	85%
Watches	715	75	292	291%	10%
Eyewear	149	30	67	120%	2%
Others / Corporate <sup>(2)</sup>	85	13	64	379%	2%
<b>Standalone (w/o bullion sale)</b>	<b>4,996</b>	<b>1,300</b>	<b>2,890</b>	<b>122%</b>	<b>100%</b>
Jewellery - Bullion sale	-	601	424		
<b>Standalone</b>	<b>4,996</b>	<b>1,901</b>	<b>3,314</b>	<b>74%</b>	
Caratlane	133	44	159	263%	
TEAL	95	77	69	-11%	
Others/ Consol. Adj. <sup>(3)</sup>	(15)	(2)	(23)		
<b>Consolidated</b>	<b>5,208</b>	<b>2,020</b>	<b>3,519</b>	<b>74%</b>	

**Note:**

1. Total Income includes other income

2. Others / Corporate include Accessories, Fragrances and 'Indian Dress Wear' business

3. Others / Consol. Adj. include Favre Leuba AG, Titan Holdings International FZCO and Titan Commodity Trading Limited

# EBIT – Q1'22

EBIT (in INR Crores)	Q1 '20	Q1 '21	Q1 '22	Growth %
Jewellery	442	(54)	207	482%
Watches	128	(164)	(56)	66%
Eyewear	(11)	(31)	(13)	57%
Others/ Corporate <sup>(1)</sup>	(5)	(40)	(12)	
<b>Standalone</b>	<b>553</b>	<b>(289)</b>	<b>126</b>	<b>143%</b>
Caratlane	(5)	(14)	(4)	
TEAL	15	7	(1)	
Others/ Consol. Adj. <sup>(2)</sup>	(9)	(13)	(33)	
<b>Consolidated</b>	<b>554</b>	<b>(309)</b>	<b>88</b>	<b>129%</b>

EBIT Margin <sup>(3)</sup>	Q1 '20	Q1 '21	Q1 '22
Jewellery	10.9%	N.M	8.4%
Watches	17.9%	N.M	N.M
Eyewear	N.M	N.M	N.M
<b>Standalone</b>	<b>11.1%</b>	<b>N.M</b>	<b>4.4%</b>

<b>Consolidated</b>	<b>10.6%</b>	<b>N.M</b>	<b>2.9%</b>
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**Note:** 1. Others / Corporate include Accessories, Fragrances and 'Indian Dress Wear' business

2. Others / Consol. Adj. include Favre Leuba AG, Titan Holdings International FZCO and Titan Commodity Trading Limited

3. EBIT Margin is calculated on Total Income excluding Bullion sale

# Capital Employed - Standalone

in INR Crores	Segment Assets	
	31-Mar-21	30-Jun-21
Watches	1,932	2,126
Jewellery	8,646	9,035
Eyewear	414	425
Others	170	155
Corporate	4,698	3,541
<b>Total</b>	<b>15,860</b>	<b>15,282</b>

Segment Liabilities	
31-Mar-21	30-Jun-21
678	684
7,130	6,485
221	210
90	71
188	169
<b>8,307</b>	<b>7,619</b>

Capital Employed	
31-Mar-21	30-Jun-21
1,254	1,441
1,516	2,550
193	216
80	84
4,510	3,372
<b>7,553</b>	<b>7,662</b>

Note: Others include Accessories, Fragrances and 'Indian Dress Wear' business

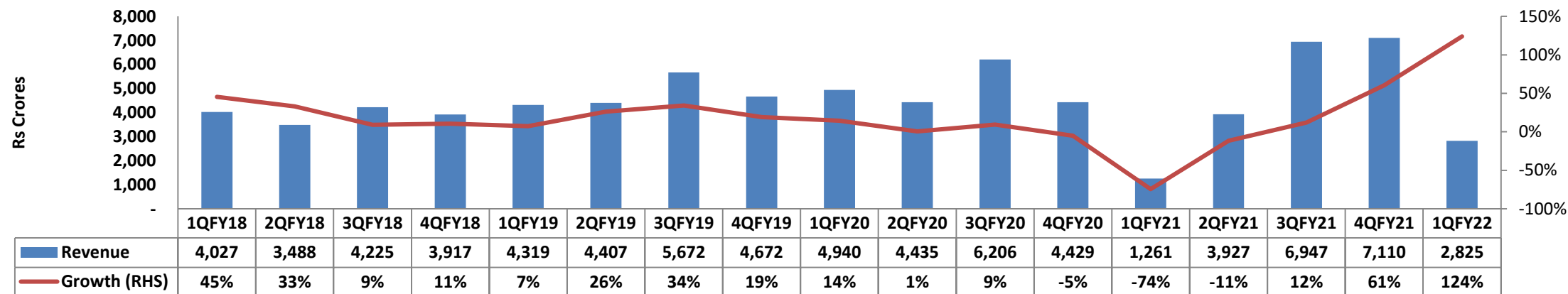
- Liabilities of Jewellery division is lower primarily due to decrease in Gold on Loan (GOL) liability.
- Capital employed of Corporate is lower due to decrease in cash & cash equivalents (including short-term investments) to Rs. 2,000 cr.+ as a result of increase in working capital of Jewellery segment (reduction in GOL liability and increase in current assets).

Note : Liabilities of Corporate as on 30-Jun-21 exclude borrowings of INR 25 cr.

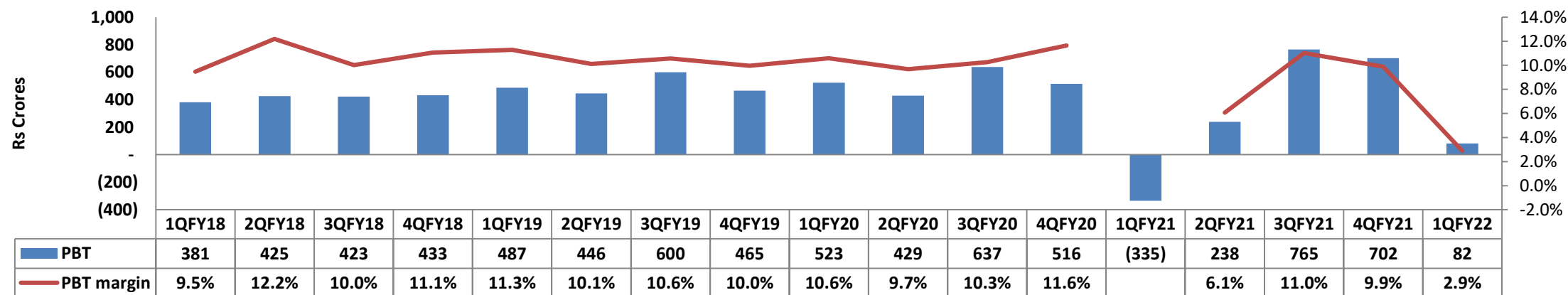
# Performance Trends

# Quarterly Performance Trends

## Company: Revenue



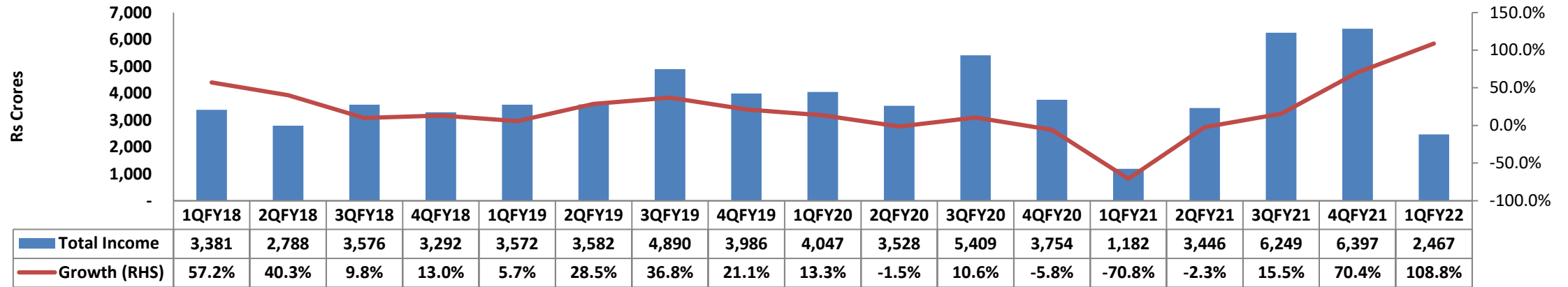
## Company: PBT & Margin



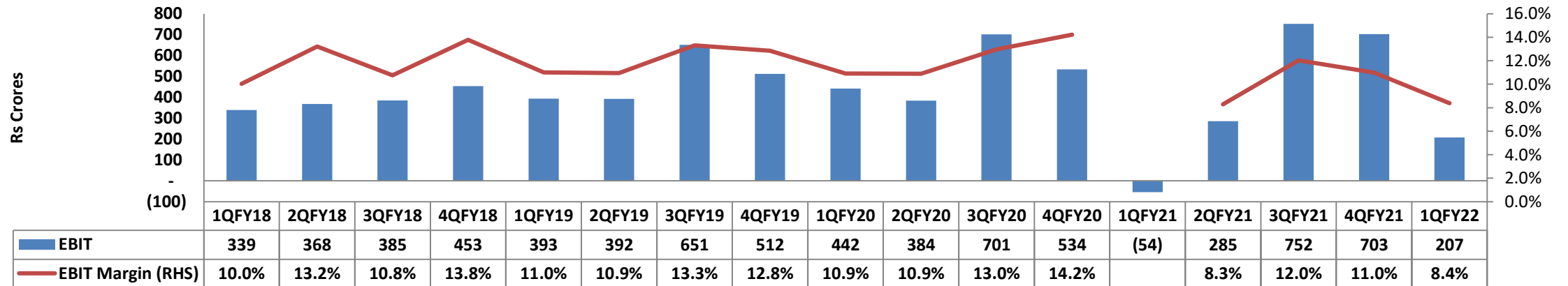
**Note:** 1. Revenue excludes bullion sale.  
2. PBT is before exceptional items.

# Quarterly Performance Trends

## Jewellery: Total Income



## Jewellery: EBIT & Margin

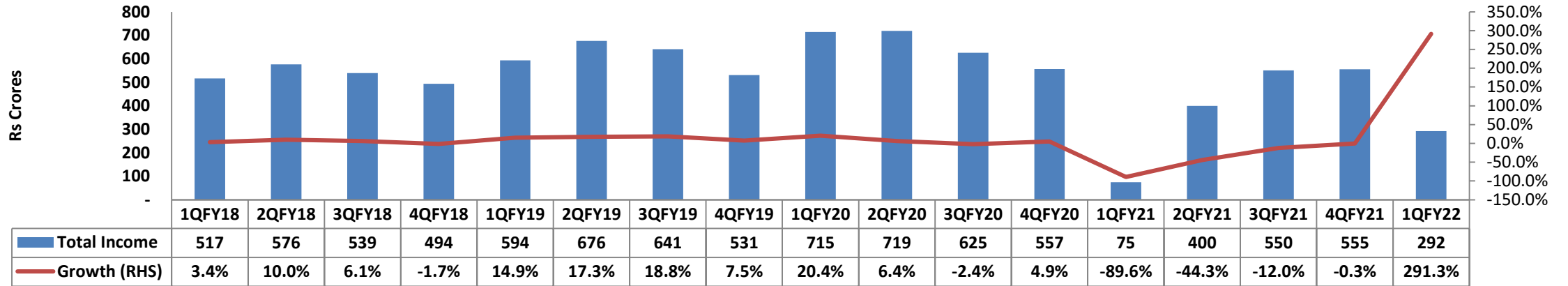


**Note:** 1. Total Income excludes bullion sale.

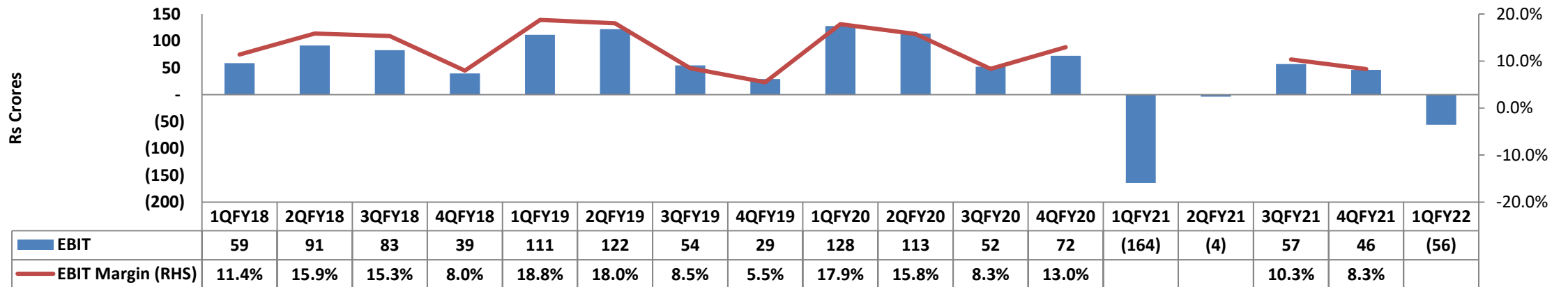
# Quarterly Performance Trends



## Watches & Wearables : Total Income



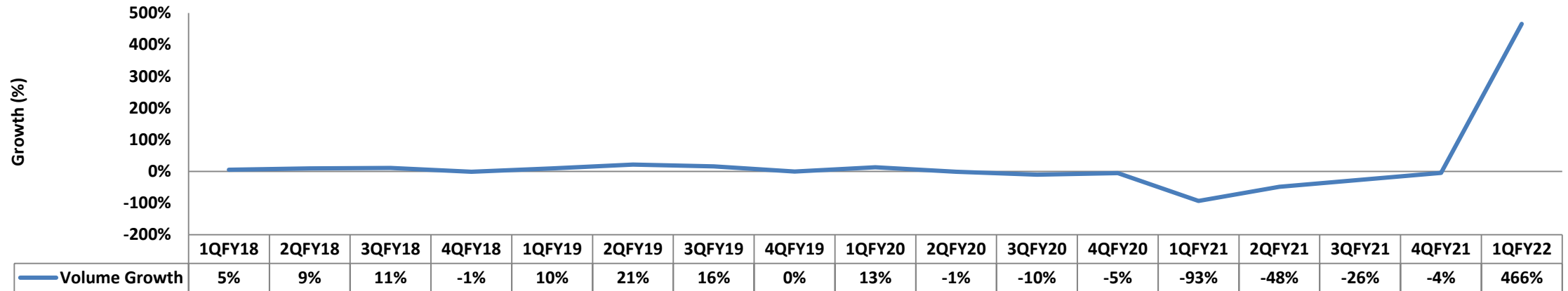
## Watches & Wearables: EBIT & Margin



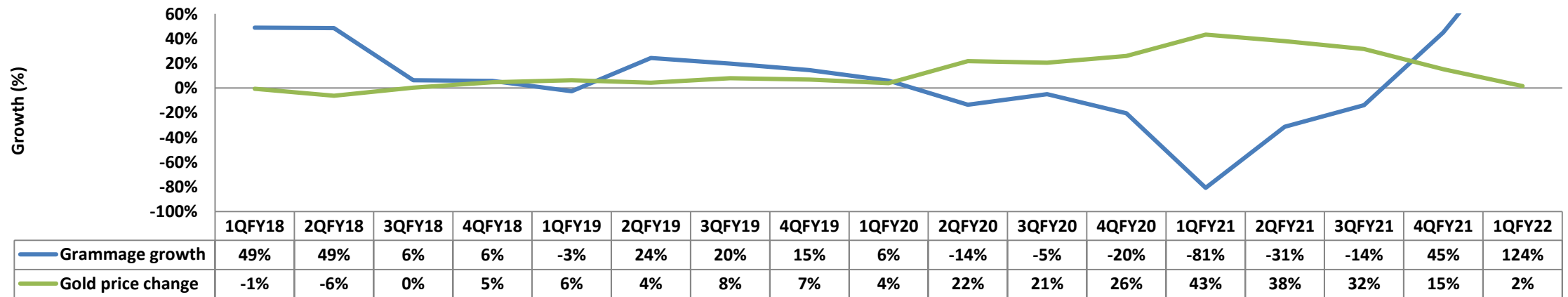


# Quarterly Performance Trends

### Watches & Wearables : Volume growth



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

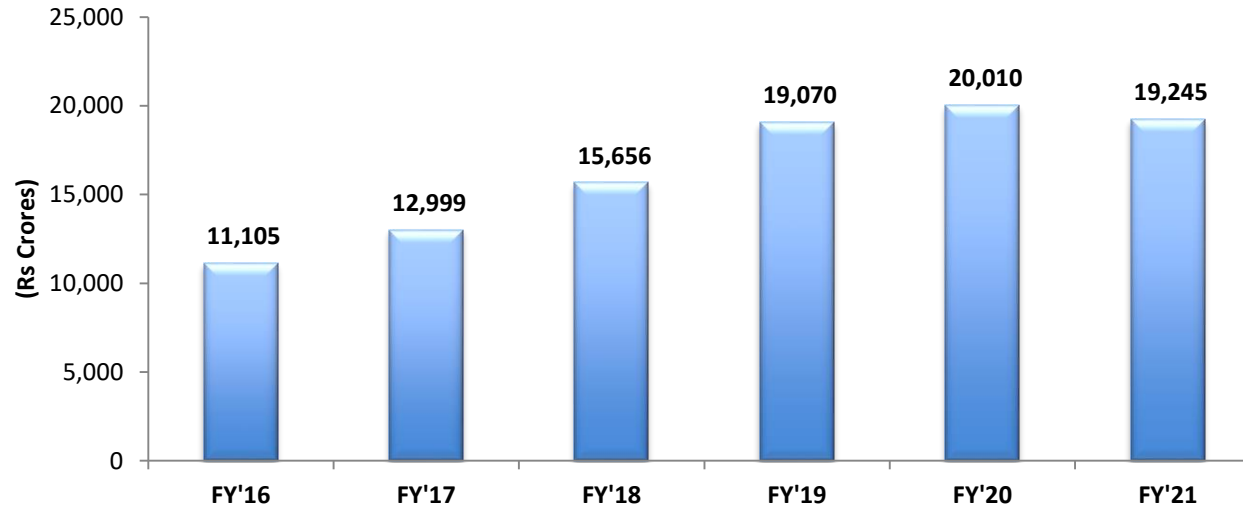


Note : Grammage Growth is for Plain Gold segment (excluding bullion)

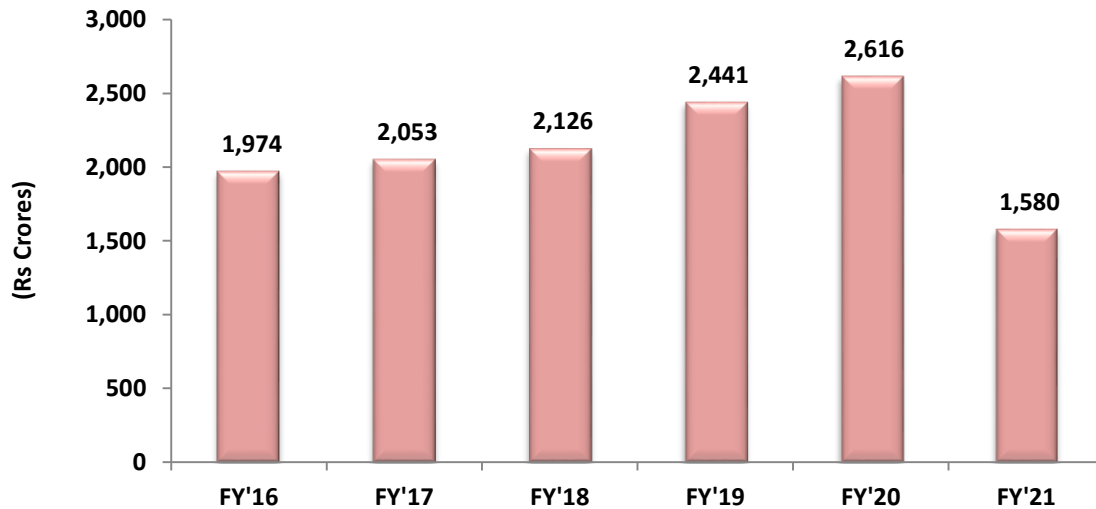
# Annual Performance Trends - Standalone



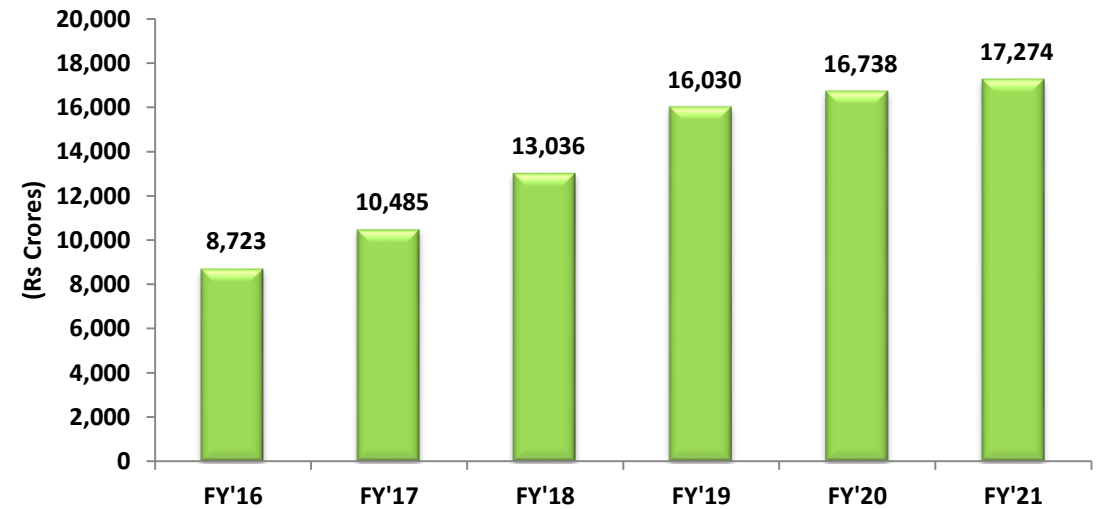
### Company: Revenue



### Watches: Total Income



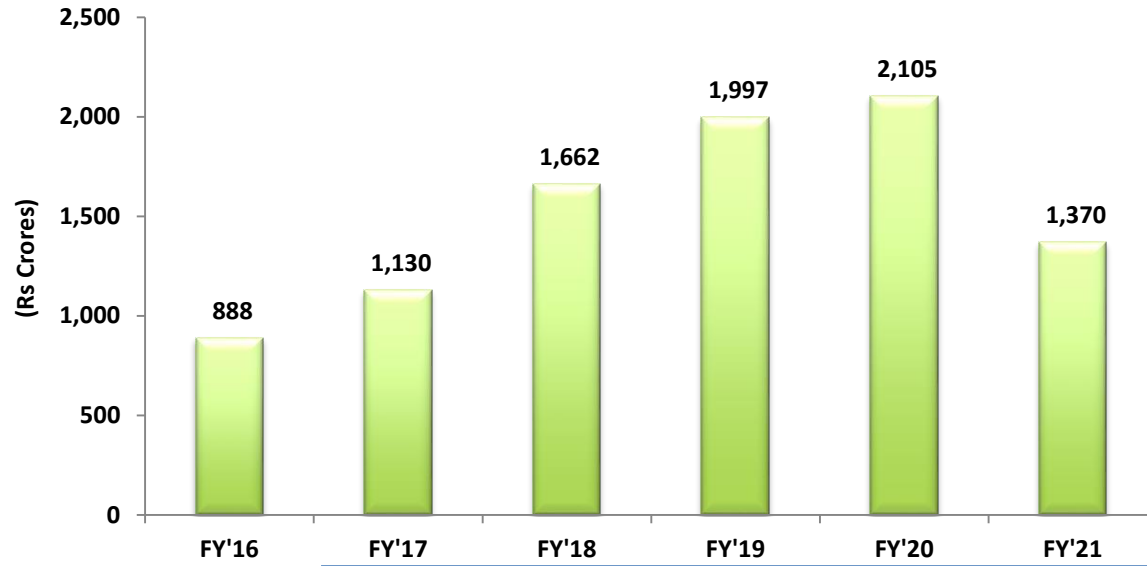
### Jewellery: Total Income



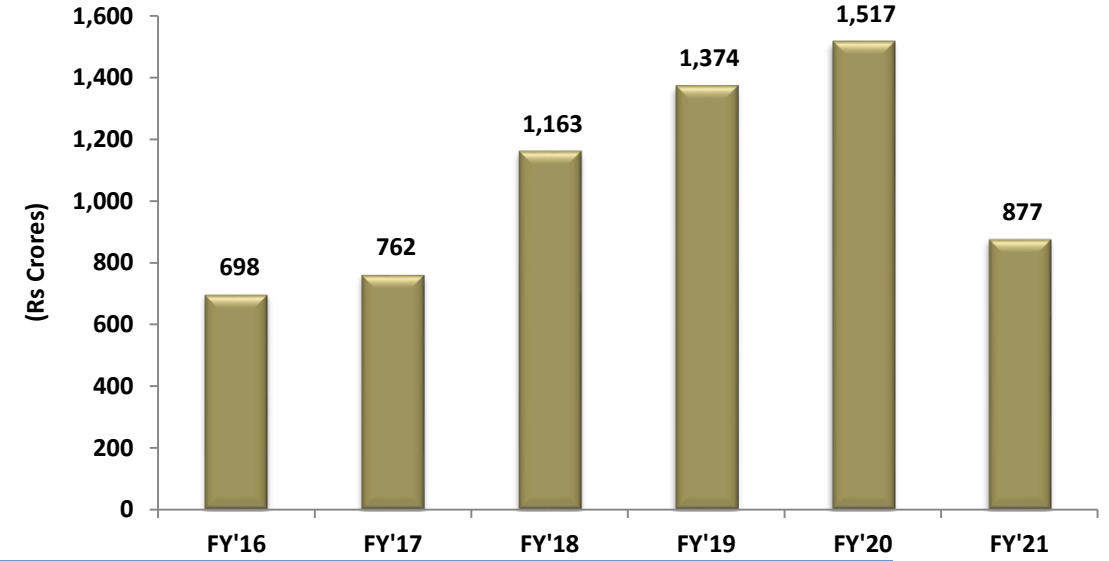
**Note:** Company & Jewellery revenue for FY'21 excludes bullion sale of INR 1,357 cr.

# Annual Performance Trends - Standalone

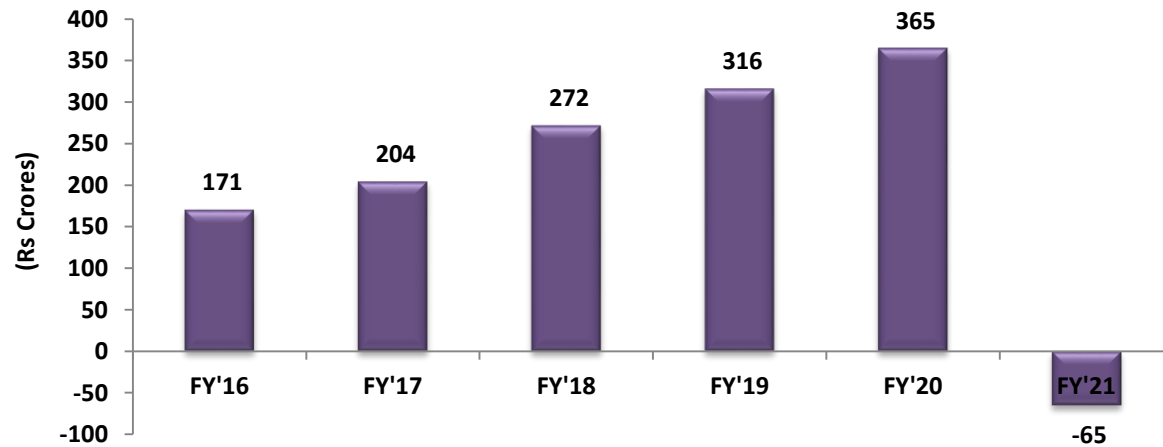
**Company: PBT**



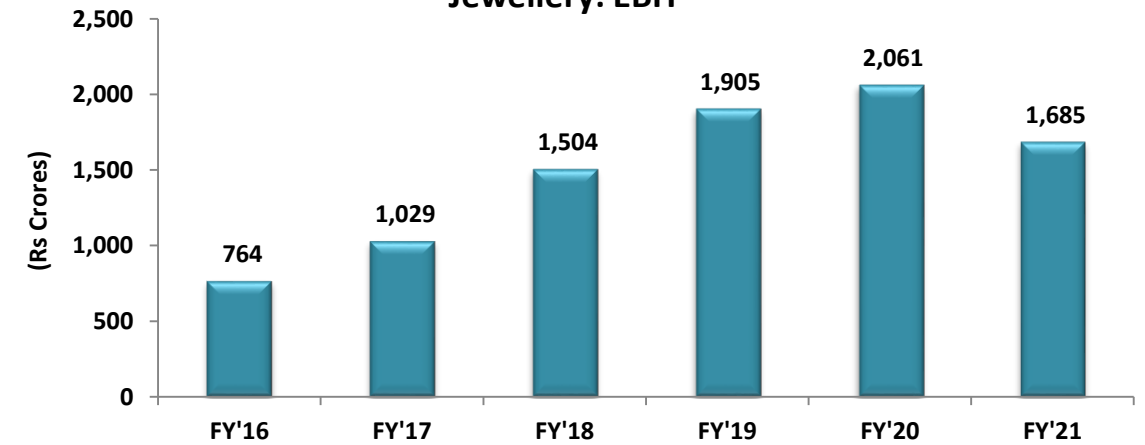
**Company: PAT**



**Watches: EBIT**



**Jewellery: EBIT**

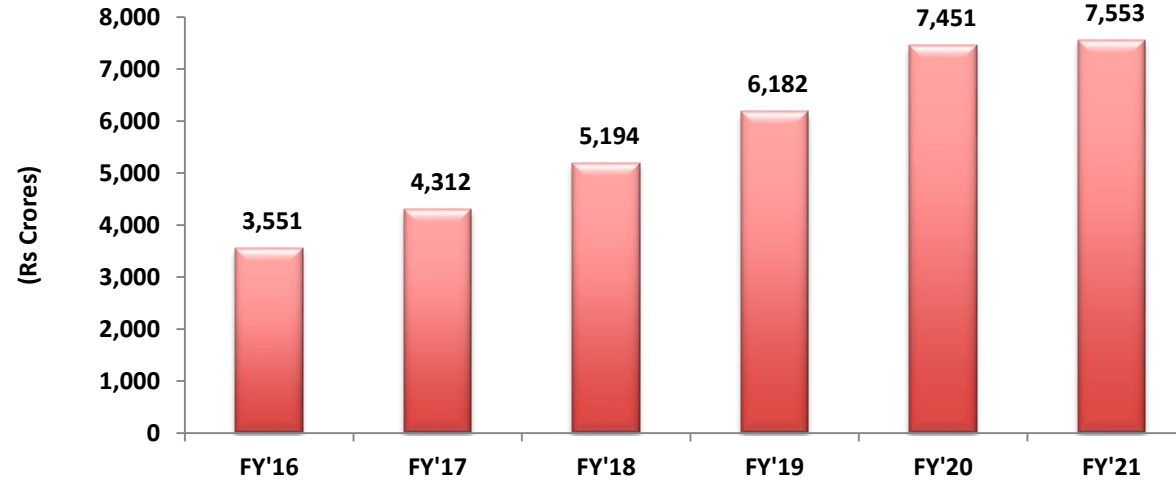


**Note:** 1. EBIT and PBT are before exceptional items.

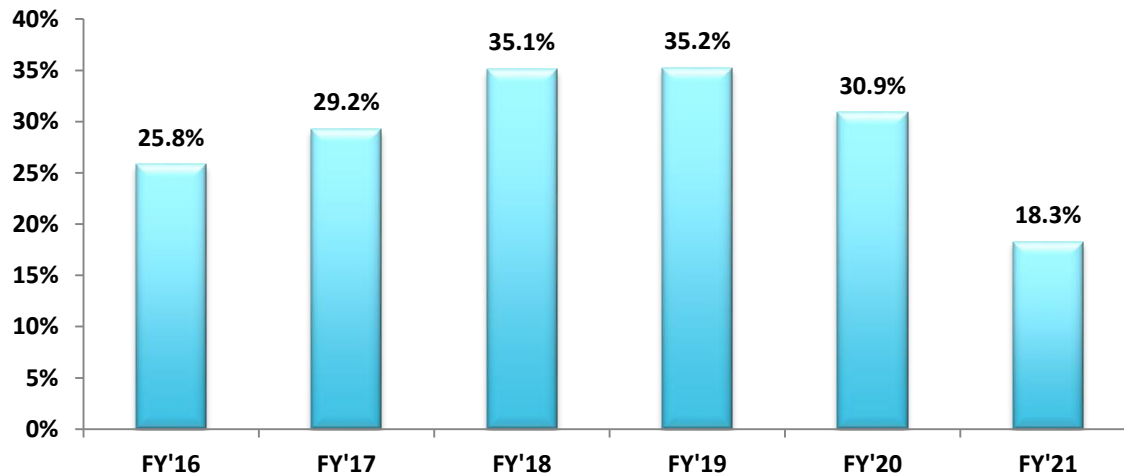
2. PAT is after exceptional item of INR 137 cr., INR 70 cr., INR 92 cr and INR 96 cr. for FY'21, FY'19, FY'18 and FY'17 respectively.

# Annual Performance Trends – Standalone

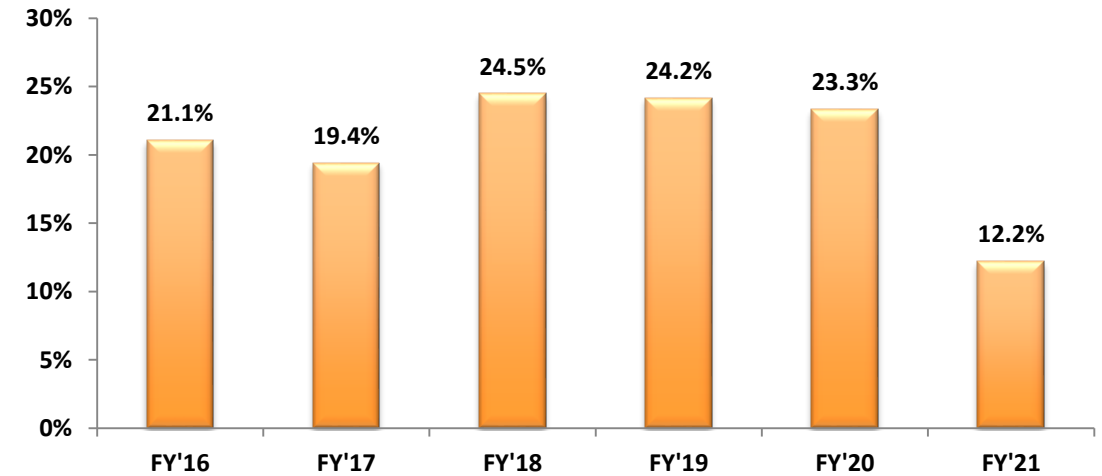
### Capital Employed



### ROCE

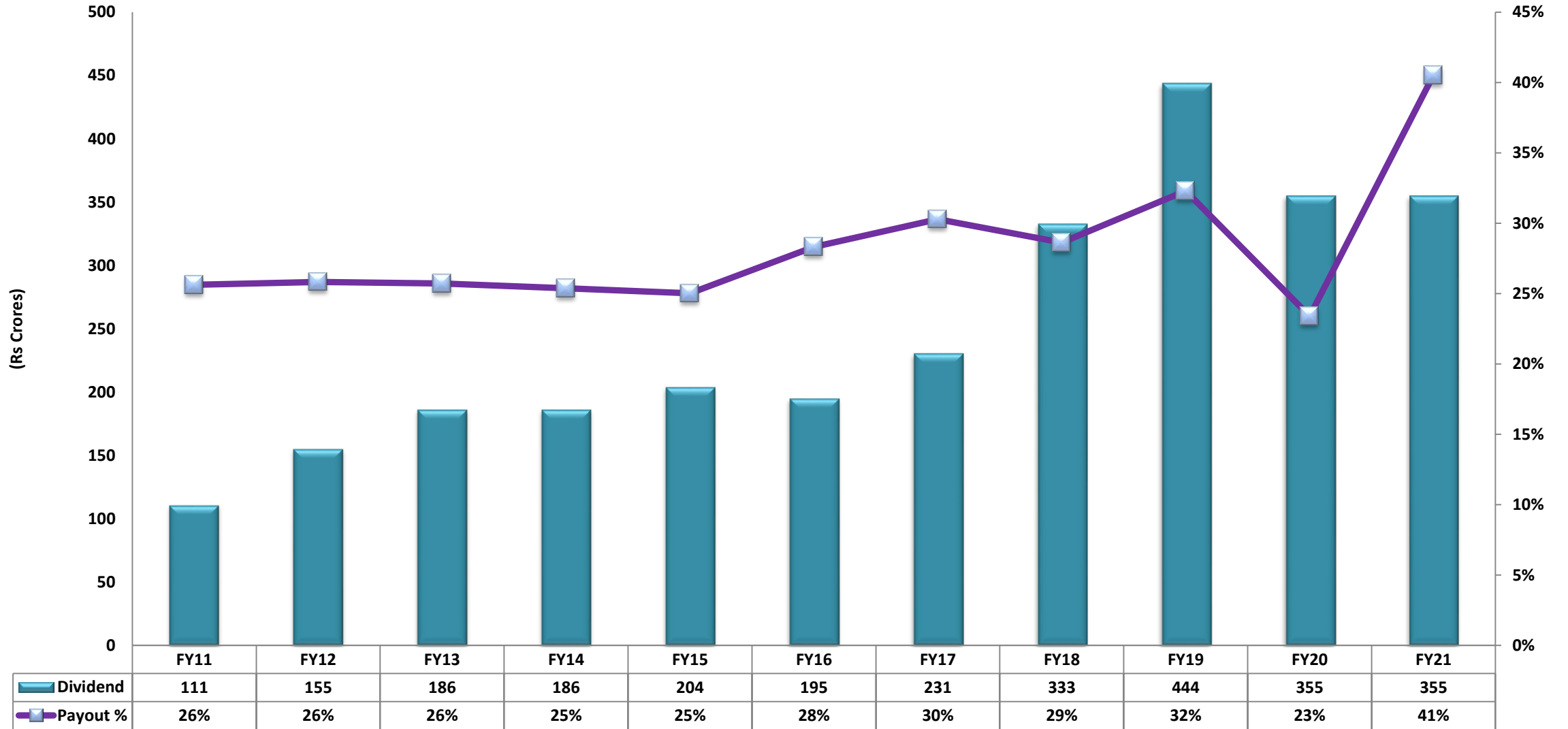


### ROE



**Note:** 1. Capital Employed is after netting off Gold on Lease. PBT is before exceptional items in ROCE calculations  
 2. Capital Employed in FY'21 include Cash & Cash Equivalents of INR 3,265 cr.  
 3. In ROE calculations, PAT excludes exceptional items of INR 137 cr., INR 70 cr., INR 92 cr and INR 96 cr. for FY'21, FY'19, FY'18 and FY'17 respectively.

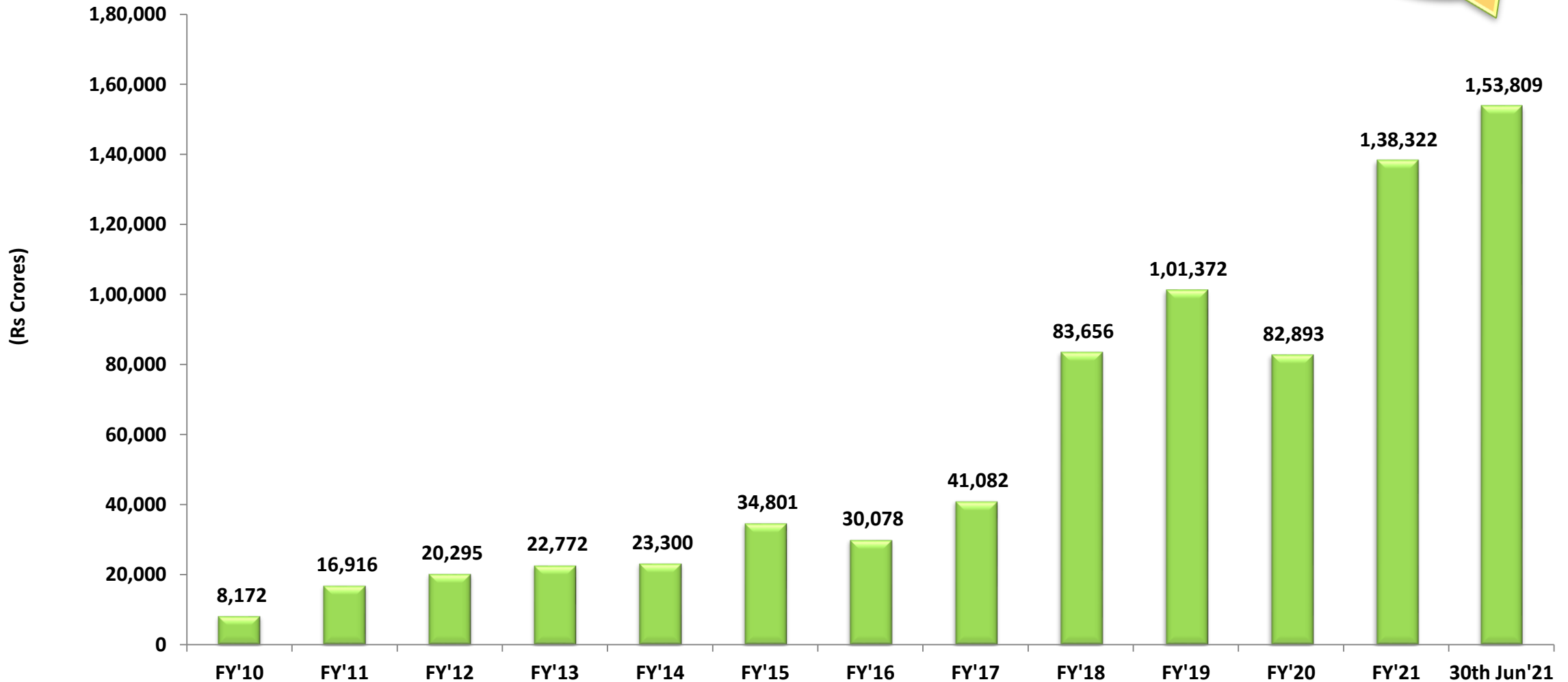
# Dividend



Note : Above dividend payout ratio excludes Dividend Distribution Tax

# Market Capitalisation

10 year  
CAGR: 23%



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

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 as part of our responsible citizenship initiative.

Area	Key Initiatives
Girl Child / Education	<ul style="list-style-type: none"> <li>The girl child education programs, including the holistic engagement program of Kanya Sampurna have started slowly in a few places with complete safety protocols in small batches. We have community acceptance. Our partners continue to effectively use technology to be in touch with the children and provide inputs on a constant basis.</li> </ul>
Skill development for underprivileged	<ul style="list-style-type: none"> <li>All Skilling programs started using technology support in Leap centres and APD. There has been an encouraging response from the youth who are enrolling for the program. We have also been able to increase employer connects and enhance the employment opportunities in the quarter.</li> <li>Enabled net connectivity in all tribal ITI's has enabled all students to attend classes online and clear exams.</li> </ul>
Support to Indian Arts Crafts & heritage	<ul style="list-style-type: none"> <li>Craft programs in Benares and Shimoga have been augmented with design support.</li> </ul>
Design Impact program	<ul style="list-style-type: none"> <li>Design Impact Movement that aims to bring in Design thinking for social change amongst the student / youth community shows encouraging response in participating and enrolling on line.</li> </ul>
Employee volunteering	<ul style="list-style-type: none"> <li>Many of our employees have voluntarily participated in on line volunteering and mentoring in our CSR projects and also other Tata companies projects as part of Tata Pro engage program.</li> </ul>
Covid support	<ul style="list-style-type: none"> <li>Multiple engagements towards supporting Oxygen plants, oxygen cylinders, ICU beds and ventilators augmentation, and ramping up of covid care facilities in rural hospitals through the Tata trusts and many other initiatives were undertaken during the quarter. Besides we have also contributed financially to the TN covid relief fund. We have also extended healthcare support to needy individuals from the NGO partners.</li> </ul>

Area	Key Initiatives
Covid Support	<ul style="list-style-type: none"> <li>• INR 7 cr. was provided as a grant to franchisee and vendors to enable them to pay salaries during the period of disruption.</li> <li>• Soft loan support to vendors and franchisees were provided on low interest rates during the quarter. 95% of this is expected to be returned by March 2022 and the balance in the next fiscal.</li> </ul>
Environment	<ul style="list-style-type: none"> <li>• We have kicked off conversations towards water neutral /positive in ISCM locations. Detailed road map will be out soon.</li> <li>• ISCM - Watches &amp; Wearables converted organic sludge from STP ( Sewage Treatment Plant ) and distributed 7.56 Tons of manure for agricultural purpose for local land lords at Hosur.</li> <li>• Multiple initiatives in Jew ISCM towards water saving / conservation – Use of RO reject water for casting area, washing area, optimizing water flow through use of smart devices etc.</li> </ul>
Few other notable initiatives during the quarter	<ul style="list-style-type: none"> <li>• Tie up with Grow Trees for planting trees in Sunderbans</li> <li>• Employee engagement in Environment month – 250 plus employees participated in various initiatives</li> <li>• Complete phase over of LPG in Jew plant in Pantnagar reducing carbon footprint</li> <li>• Usage of STP recycled water ( through Ultra filtration / RO system ) for wash room application , Fresh water saving of 230 KL</li> <li>• Installation of 361KW Rooftop Power Plant in Eye care</li> <li>• Responsible sourcing initiatives continue in the Jewellery division</li> </ul>
Few Recognitions	<ul style="list-style-type: none"> <li>• Titan Company Limited - Eye care Division has won the Gold Medal in the India Green Manufacturing Challenge (IGMC) 2020-21 which is organized from International Research Institute for Manufacturing.</li> </ul>



# Sustainability @ Titan – Some Glimpses



O2 Concentrators handed over to the Hospital by the DC



Covid awareness in Community



World Environment Day celebration by Kanyas



Eye Camps in Devanahalli and Yemaluru



Online sessions in Leap centres



Pwd's trained in retail skills



Titan WaSH Project



Roof top solar in Eyewear plant – Approx savings 5L units per year <sup>56</sup>

# Thank You

For any queries, please email to [investor-relations@titan.co.in](mailto:investor-relations@titan.co.in)

