



SEC 58 / 2015

28<sup>th</sup> January 2016

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**

Kind Attn: Manager – Listing

Dear Sirs,

**Sub: Unaudited Financial Results (stand-alone) for the third quarter and nine months ended 31<sup>st</sup> December 2015**

At the Board Meeting of the Company held today, the Unaudited Financial Results (stand-alone) for the third quarter and nine months ended 31<sup>st</sup> December 2015 was considered and approved. The meeting commenced at 02:05 PM and ended at 5:15 PM.

Pursuant to Regulation 33 of the Listing Regulations, we are enclosing unaudited financial results for the quarter and nine months ended 31<sup>st</sup> December 2015 together with the Auditors Report. We have also uploaded the results on the Stock Exchange websites at [www.bseindia.com](http://www.bseindia.com) and [www.nseindia.com](http://www.nseindia.com) and on the Company's website at [www.titan.co.in](http://www.titan.co.in).

Thank you.

Yours faithfully,  
For TITAN COMPANY LIMITED

A R Rajaram  
Head - Legal & Company Secretary

Encl. As stated

Titan Company Limited  
(formerly Titan Industries Limited)

No. 132/133 DivyaSree Technopolis Yamalur Main Road Yamalur Post Bengaluru 560 037 India. Tel 91 80 6660 9000 Fax 91 80 6660 8073  
Registered Office 3 Sipcot Industrial Complex Hosur 635 126 TN India Tel 91 4344 664 199 Fax 91 4344 276037. CIN: L74999TZ1984PLC001456  
[www.titan.co.in](http://www.titan.co.in)

A **TATA** Enterprise



28<sup>th</sup> January 2016

PRESS RELEASE

**Titan Company Ltd.: registered a growth in income of 17.3% in Q3**

Titan Company reported a growth of 17.3% in income in Q3 over same period last year due to pick up in retail sales in the festive season. Income for the nine-month period ending December 2015 however showed a decline of 6.2%. The overall income from operations in the third quarter, October to December 2015, was Rs.3398.38 crores, as compared to last year's income of Rs.2898.28 crores during the same period. The income for April to December 2015, the nine-month period, stands at Rs.8739.75 crores, registering a decline of 6.2% over last year.

The profit before tax for Q3, October to December 2015, was Rs.287.51 crores, registering a growth of 18.3%. The net profit for the same period was Rs.225.29 crores and Rs.521.74 crores for the nine-months ended December 2015. However, the profit before tax for the nine-month period ending December 2015 showed a decline of 16.3%, at Rs.672.61 crores.

The income from watches was Rs.478.57 crores in Q3, a growth of 8.2% over last year. On the other hand, jewellery business recorded a growth of 20.1% in Q3 over last year. Tanishq had an income of Rs.2819.27 crores this year in Q3 as compared to Rs.2347.39 crores last year. For the nine-month ended December 2015, the jewellery business recorded a decline of 9.6%. The eyewear business reported a growth of 2.4% in income, in Q3, at Rs.80.03 crores. The nine-month growth for Eyewear was better at 12.8%. Other businesses of the company, comprising a B2B business, Precision Engineering and the accessories business registered a decline of 8.3% in Q3, at Rs.51.13 crores. The nine-month income for these businesses was almost flat, at Rs.156.60 crores.

The Titan Company (TCL) retail chain is 1266 stores strong, as on 31st December 2015 with the retail area crossing 1.6 million sq.ft. nationally for all its brands. A total of 122 stores were added by TCL brands in the nine month period till December 2015.

Mr. Bhaskar Bhat, Managing Director of the Company stated that "The Company has clocked income growth of 17.5% in the Quarter over the previous year primarily on account of growth in jewellery over a low base. Festive season demand remained lukewarm and needed shoring up with consumer schemes. Our effort continues therefore to be one of generating demand, through new product introductions and network expansion while retaining our focus on cost control."

S. Ravi Kant  
Executive Vice President

(Corporate Communications)

Titan Company Limited  
(formerly Titan Industries Limited)

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## INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM FINANCIAL RESULTS

### TO THE BOARD OF DIRECTORS OF TITAN COMPANY LIMITED

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **TITAN COMPANY LIMITED** ("the Company") for the quarter and nine months ended 31<sup>st</sup> December, 2015 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard for Interim Financial Reporting (AS 25), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
3. Based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the aforesaid Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **DELOITTE HASKINS & SELLS**  
Chartered Accountants  
(Firm's Registration No. 008072S)



**V. Srikumar**  
Partner  
(Membership No. 84494)

BENGALURU, 28<sup>th</sup> January, 2016  
VS/MNB/UB/2016





# TITAN COMPANY LIMITED

CIN : L74999TZ1984PLC001456

3, SIPCOT INDUSTRIAL COMPLEX, HOSUR 635 126.

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2015

|  | Quarter ended<br>31-12-2015<br>(Unaudited) | Quarter ended<br>30-09-2015<br>(Unaudited) | Quarter ended<br>31-12-2014<br>(Unaudited) | Nine months ended<br>31-12-2015<br>(Unaudited) | Nine months ended<br>31-12-2014<br>(Unaudited) | Year ended<br>31-3-2015<br>(Audited) |
|--|--|--|--|--|--|--------------------------------------|
| <b>₹ lakh</b>  |  |  |  |  |  |                                      |
| <b>PART I</b>  |  |  |  |  |  |                                      |
| <b>Statement of Standalone Unaudited/Audited Results</b>   |  |  |  |  |  |                                      |
| <b>1 Income from operations</b>  |  |  |  |  |  |                                      |
| (a) Net sales / Income from operations (Net of excise duty)  | 339,838                                    | 265,466                                    | 289,828                                    | 873,975  | 931,661  | 1,179,104                            |
| (b) Other operating income   | 2,778                                      | 1,882                                      | 2,423                                      | 6,848  | 9,041  | 11,217                               |
| <b>Total income from operations (Net)</b>  | <b>342,616</b>                             | <b>267,348</b>                             | <b>292,251</b>                             | <b>880,823</b>                                 | <b>940,702</b>                                 | <b>1,190,321</b>                     |
| <b>2 Expenses</b>  |  |  |  |  |  |                                      |
| (a) Cost of materials consumed   | 204,278                                    | 205,117                                    | 193,317                                    | 545,992  | 620,514  | 783,399                              |
| (b) Purchase of stock-in-trade   | 30,417                                     | 17,628                                     | 32,696                                     | 77,816   | 92,888   | 112,394                              |
| (c) Changes in inventories of finished goods, work-in-progress and stock-in-trade                  | 22,179                                     | (25,005)                                   | (9,615)                                    | 23,576   | (9,951)  | (20,432)                             |
| (d) Employee benefits expense  | 17,345                                     | 17,999                                     | 15,432                                     | 52,905   | 46,444   | 62,565                               |
| (e) Advertising  | 11,933                                     | 8,952                                      | 9,675                                      | 33,769   | 30,183   | 38,213                               |
| (f) Depreciation and amortisation expense  | 2,477                                      | 2,395                                      | 2,320                                      | 7,154  | 6,741  | 8,739                                |
| (g) Other expenses   | 25,471                                     | 22,382                                     | 23,165                                     | 73,225   | 72,299   | 98,846                               |
| <b>Total expenditure</b>   | <b>314,100</b>                             | <b>249,468</b>                             | <b>266,990</b>                             | <b>814,437</b>                                 | <b>859,118</b>                                 | <b>1,083,724</b>                     |
| <b>3 Profit from operations before other income and finance costs</b>                              | <b>28,516</b>                              | <b>17,880</b>                              | <b>25,261</b>                              | <b>66,386</b>                                  | <b>81,584</b>                                  | <b>106,597</b>                       |
| <b>4 Other income</b>  | <b>1,372</b>                               | <b>1,140</b>                               | <b>1,152</b>                               | <b>4,066</b>                                   | <b>5,472</b>                                   | <b>7,058</b>                         |
| <b>5 Profit before finance costs</b>   | <b>29,888</b>                              | <b>19,020</b>                              | <b>26,413</b>                              | <b>70,452</b>                                  | <b>87,056</b>                                  | <b>113,655</b>                       |
| <b>6 Finance costs</b>   | <b>1,137</b>                               | <b>871</b>                                 | <b>2,108</b>                               | <b>3,191</b>                                   | <b>6,693</b>                                   | <b>8,066</b>                         |
| <b>7 Profit before taxes</b>   | <b>28,751</b>                              | <b>18,149</b>                              | <b>24,305</b>                              | <b>67,261</b>                                  | <b>80,363</b>                                  | <b>105,589</b>                       |
| <b>8 Tax expense</b>   |  |  |  |  |  |                                      |
| - Current  | 6,094                                      | 3,942                                      | 5,244                                      | 15,336   | 19,819   | 24,100                               |
| - Deferred   | 128  | (332)                                      | (12)                                       | (249)  | (254)  | (818)                                |
| <b>9 Profit after taxes</b>  | <b>22,529</b>                              | <b>14,539</b>                              | <b>19,073</b>                              | <b>52,174</b>                                  | <b>60,798</b>                                  | <b>82,307</b>                        |
| <b>10 Paid-up equity share capital (Face value: ₹ 1 per share)</b>                                 | <b>8,878</b>                               | <b>8,878</b>                               | <b>8,878</b>                               | <b>8,878</b>                                   | <b>8,878</b>                                   | <b>8,878</b>                         |
| <b>11 Reserves excluding revaluation reserves as per balance sheet of previous accounting year</b> |  |  |  |  |  | <b>300,323</b>                       |
| <b>12 Basic and diluted earnings per equity share (₹) (Not annualised)</b>                         | <b>2.54</b>                                | <b>1.64</b>                                | <b>2.15</b>                                | <b>5.88</b>                                    | <b>6.85</b>                                    | <b>9.27</b>                          |

See accompanying note to the financial results



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# TITAN COMPANY LIMITED

CIN : L74999TZ1984PLC001456

3, SIPCOT INDUSTRIAL COMPLEX, HOSUR 635 126.

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2015

₹ lakh

|   | Quarter ended<br>31-12-2015<br>(Unaudited) | Quarter ended<br>30-09-2015<br>(Unaudited) | Quarter ended<br>31-12-2014<br>(Unaudited) | Nine months ended<br>31-12-2015<br>(Unaudited) | Nine months ended<br>31-12-2014<br>(Unaudited) | Year ended<br>31-3-2015<br>(Audited) |
|---|--|--|--|--|--|--------------------------------------|
| <b>PART II</b>  |  |  |  |  |  |                                      |
| <b>Segment Results</b>  |  |  |  |  |  |                                      |
| Net sales / Income from segments  | 47,857                                     | 54,649                                     | 44,236                                     | 150,960  | 141,004  | 192,104                              |
| Watches   | 281,927                                    | 198,173                                    | 234,739                                    | 687,303  | 760,204  | 942,997                              |
| Jewellery   | 8,003                                      | 8,846                                      | 7,816                                      | 27,526   | 24,407   | 33,225                               |
| Eyewear   | 5,113                                      | 5,862                                      | 5,578                                      | 15,660   | 15,533   | 23,206                               |
| Others  | 1,088                                      | 958  | 1,034                                      | 3,440  | 5,026  | 5,847                                |
| Corporate(Unallocated)  |  |  |  |  |  |                                      |
| <b>Total</b>  | <b>343,988</b>                             | <b>268,488</b>                             | <b>293,403</b>                             | <b>884,889</b>                                 | <b>946,174</b>                                 | <b>1,197,379</b>                     |
| Profit / (Loss) from segments before interest and taxes<br>and after share of profit of associate | 3,241                                      | 8,377                                      | 4,256                                      | 16,431   | 15,757   | 20,648                               |
| Watches   | 28,920                                     | 11,912                                     | 22,613                                     | 58,859   | 71,207   | 94,419                               |
| Jewellery   | 52   | 409  | 170  | 656  | 1,538  | 2,493                                |
| Eyewear   | (1,270)                                    | (569)                                      | (126)                                      | (2,908)  | (1,385)  | (2,492)                              |
| Others  |  |  |  |  |  |                                      |
| <b>Total</b>  | <b>30,943</b>                              | <b>20,129</b>                              | <b>26,913</b>                              | <b>73,038</b>                                  | <b>87,117</b>                                  | <b>115,068</b>                       |
| Less : Interest   | 1,137                                      | 871  | 2,108                                      | 3,191  | 6,693  | 8,066                                |
| Unallocable expenditure net of unallocable income   | 1,055                                      | 1,109                                      | 500  | 2,586  | 61   | 1,413                                |
| <b>Profit before taxes</b>  | <b>28,751</b>                              | <b>18,149</b>                              | <b>24,305</b>                              | <b>67,261</b>                                  | <b>80,363</b>                                  | <b>105,589</b>                       |
| Capital employed  | 84,286                                     | 84,014                                     | 71,452                                     | 84,286   | 71,452   | 67,093                               |
| Watches   | 120,519                                    | 211,466                                    | 195,734                                    | 120,519  | 195,734  | 192,107                              |
| Jewellery   | 7,535                                      | 7,651                                      | 8,452                                      | 7,535  | 8,452  | 8,551                                |
| Eyewear   | 20,854                                     | 18,280                                     | 18,409                                     | 20,854   | 18,409   | 18,408                               |
| Others  | 130,956                                    | 49,809                                     | 42,033                                     | 130,956  | 42,033   | 31,054                               |
| Corporate (Unallocated)   |  |  |  |  |  |                                      |
| <b>Total</b>  | <b>364,150</b>                             | <b>371,220</b>                             | <b>336,080</b>                             | <b>364,150</b>                                 | <b>336,080</b>                                 | <b>317,213</b>                       |

Notes :

- The Company's primary segments consist of Watches, Jewellery, Eyewear and Others, where 'Others' include Precision Engineering, Machine Building, Clocks and Accessories.
- Pursuant to the Joint Venture agreement executed by the Company with Montblanc Services B.V., the Netherlands, the Company has invested ₹ 2,032.50 lakhs representing 49% of the equity share in Snowcap Retail (India) Private Limited for carrying on single brand retail trading of Montblanc products in India.
- The figures of the previous period have been regrouped/recast, where necessary.
- The financial results were reviewed by the Board Audit Committee and were approved by the Board of Directors at their meeting on 28 January 2016.
- The Auditors have carried out a limited review of the financial results for the period ended on 31 December 2015.



Bangalore, 28 January 2016



For and on behalf of the Board of Directors

*Bhaskar Bhat*  
BHASKAR BHAT  
Managing Director