

January 30, 2020

The Secretary  
BSE Ltd.  
P J Towers, Rotunda Bldg.,  
Dalal Street, Fort  
Mumbai - 400 001

**Scrip Code: 500414**

**Sub: Intimation under Regulation 30(6) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015 - Investor Presentation for Q3 of FY 2020**

Dear Sir,

Please find enclosed an Investor Presentation covering the performance highlights of the Company for Q3 of FY 2020.

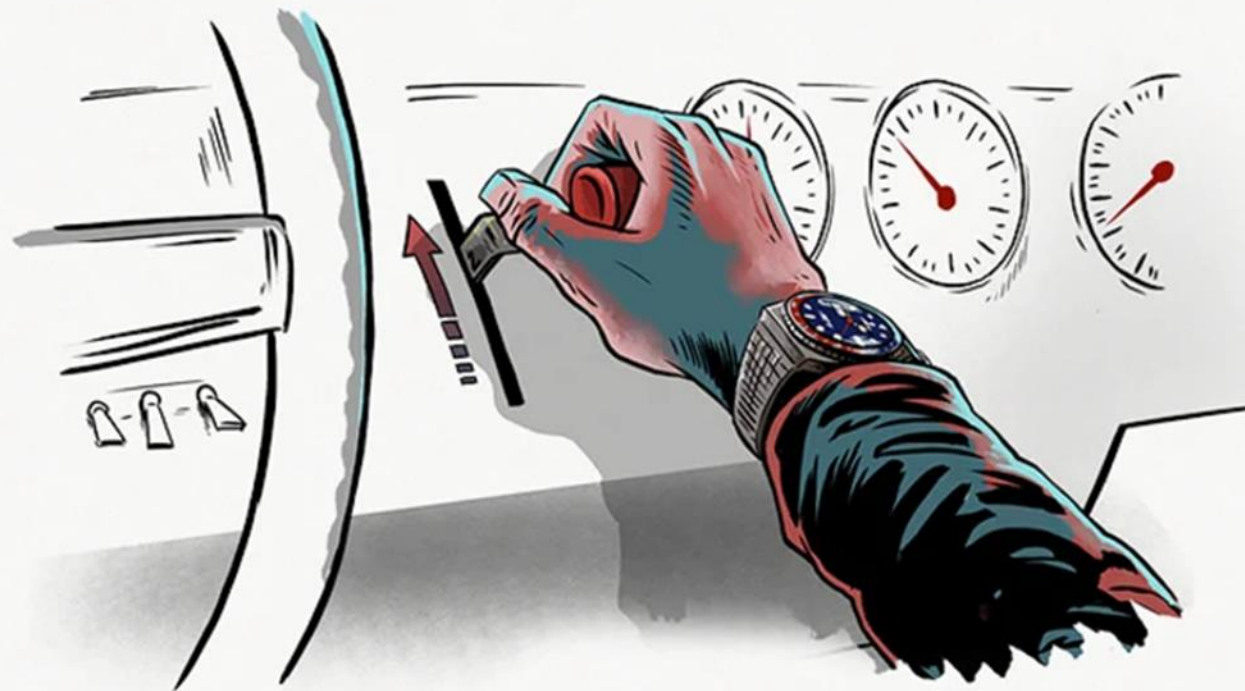
We have also uploaded the presentation on the Website of the Company at [www.timexindia.com](http://www.timexindia.com)

You are requested to take the above on your records.

Thanking you,  
For **Timex Group India Limited**

  
Dhiraj Kumar Maggo  
GM - Legal, HR & Company Secretary





## THE Q TIMEX

The soul of 1979, the heart of today.

# **TIMEX**GROUP

Timex Group India Limited

Investor Presentation

Q3'FY 2019-20

## Disclaimer

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*This presentation may contain certain forward looking statements concerning Timex's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements.*

*The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to implement strategy and manage growth, competition (both domestic and international), market demand for products, successful operation of our sales channels, price of our raw materials, economic growth in India and the target countries for exports, ability to attract and retain highly skilled professionals, time and cost over runs, our ability to manage our operations, government policies and actions with respect to investments, fiscal deficits, regulations, etc., inflation, foreign exchange rates, interest and other fiscal costs generally prevailing in the economy.*

*Past performance may not be indicative of future performance. We do not undertake to publicly update our forward-looking statements to reflect subsequent events or circumstances. Timex will not be responsible in any way for any action taken based on such statements.*

*This presentation is not intended, and does not, constitute or form part of any offer, invitation or the solicitation of an offer to purchase, otherwise acquire, subscribe for, sell or otherwise dispose of, any securities in Timex or any of its group companies or any other invitation or inducement to engage in investment activities, neither shall this presentation nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision. The numbers & the contents in this presentation are purely indicative and subject to change.*

# About Timex Group

165 years of innovation, tradition and market leadership

Founded in **1854**



**3.000 +**  
employees  
worldwide



**Designs and manufactures**  
innovative timepieces that  
are sold in over  
100 countries  
**around the world**



**In-house**  
design,  
manufacturing,  
assembly and  
distribution



**Brands in India**

Timex  
Helix  
TMX  
Ted Baker  
Salvatore Ferragamo  
Versace  
Versus  
Nautica

**Additional Global Brands\***

Guess  
Gc  
Vincent Berard  
Teslar  
CT Scuderia

These brands are not distributed  
by Timex Group India Limited.



# Timex Group

Over 20 locations globally

## Subsidiary Locations

India  
UK  
Canada  
Mexico  
Italy  
Poland  
China

## Corporate & Business Unit | Locations & Offices

USA  
Middlebury, Norwalk

INTERNATIONAL  
Noida, Amsterdam, Paris,  
Lugano, Zug, Milan

## Manufacturing | Locations & Offices

Cebu  
Pforzheim  
Besancon  
Hong Kong  
Shenzhen  
Baddi



# About TGIL

Timex Group India Limited (TGIL) is a group company of Timex Group B.V. Netherlands \*.

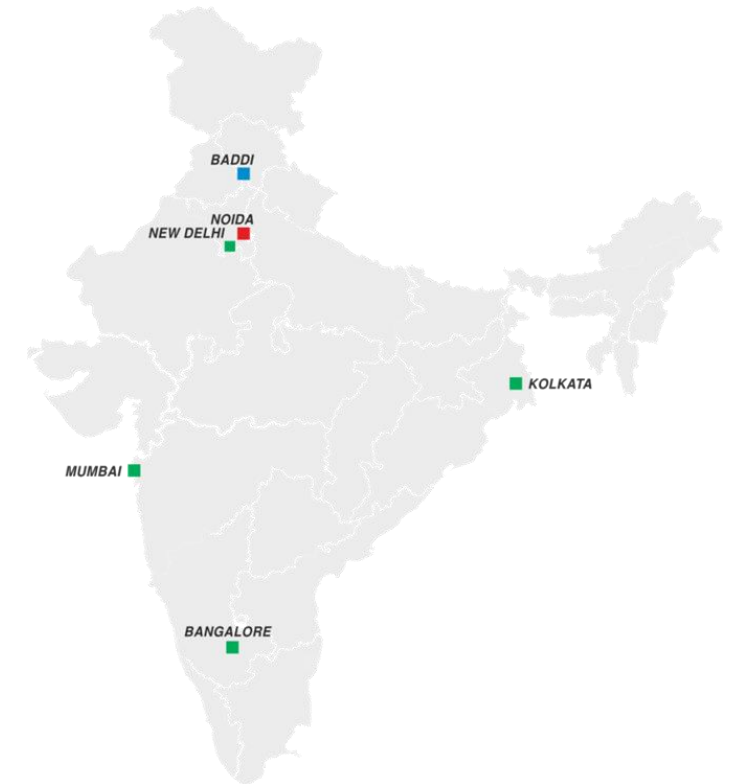
Having entered India in 1988, Timex Group India today has one of the most powerful portfolios of brands in the watch industry. With technological innovation and cutting-edge design, we recognize the tremendous opportunity to leverage the reach and appeal of each brand's individual identity, personality, and customer base.

## Locations

Noida [Headquarters], New Delhi [Registered Office]

Baddi, Himachal Pradesh [Factory]

Regional Sales Offices – New Delhi, Mumbai, Kolkata, Bangalore

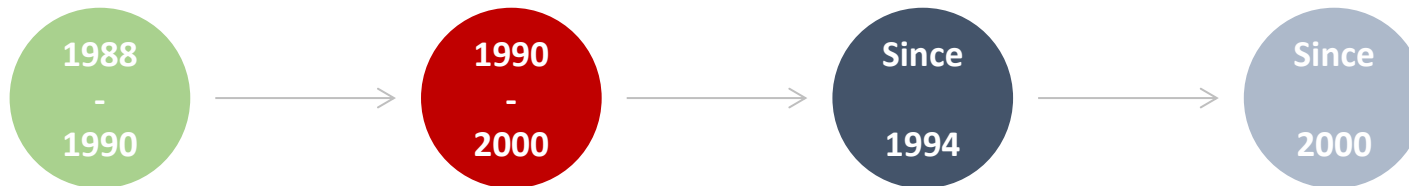


Joint venture between  
Timex Group and Jayna  
Times Industries Ltd.

Joint Venture with  
Titan Company. JV  
ended in 2000.

Public Limited Company  
listed on Bombay Stock  
Exchange.

Subsidiary of Timex  
Group Luxury  
Watches B.V.



\* The ultimate parent company of Timex Group India Limited (TGIL) is Eagleville Group B.V.

### **David Thomas Payne | Chairman**

Experience: 22+ years

Qualification: B. Sc. (Computer Science) - University of Alabama  
& a Juris doctorate from Washington & Lee University

### **Sharmila Sahai | Managing Director**

Experience: 30+ years

Qualification: B.A., Post Graduate Diploma in Marketing  
Management from the Centre of Management & Development

### **Anil Malhotra | Non-Executive Director**

Experience: 35+ years

Qualification: Eco. (Hons.) from SRCC, DU

### **Pradeep Mukerjee | Independent Director**

Experience: 30+ years

Qualification: Masters in Personal Management &  
Industrial Relations from TISS & IR & B. Sc. from IIT

### **Gagan Singh | Independent Director**

Experience: 30+ years

Qualification: Chartered Accountant and Cost  
Accountant

### **Bijou Kurien | Independent Director**

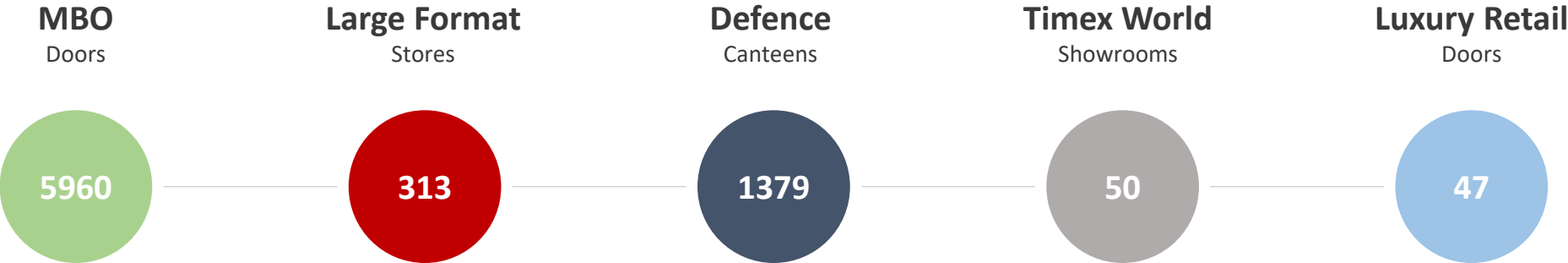
Experience: 35+ years

Qualification: PGDBM from XLRI & Science Graduate



# TGIL Retail Network

A wide network of sales doors enables TGIL to reach consumers at over 7000 touch points



## Design Credentials

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We are watchmakers, obsessed with innovative craftsmanship and thoughtful design.

At the creative epicentre of the Timex family in Milan, the Giorgio Galli Design Lab's team creates watches for brands across the Timex Group including Timex, Helix, Nautica, Versace, Versus, Salvatore Ferragamo, and Ted Baker.

Apart from Milan, Timex Group also has design studios in India and Hong Kong.

Under the directorship of Giorgio Galli, the design teams worldwide ensure that Timex is enduringly at the forefront of watch making.

Good design is the starting point of everything we do.



# TGIL Manufacturing

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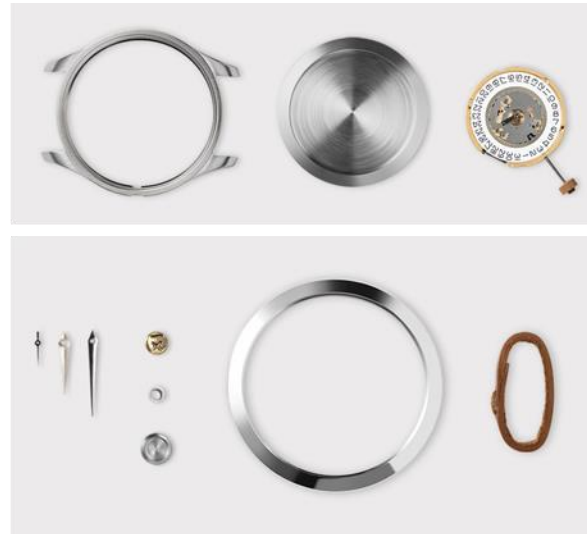
A state of the art OHSAS: 18001:2007 certified watch assembly unit in Baddi, Himachal Pradesh, India

Land Area: 10,000 sq. meters; Built up area: 3,278 sq. meters.

Assembly of watches from piece parts to complete watch.

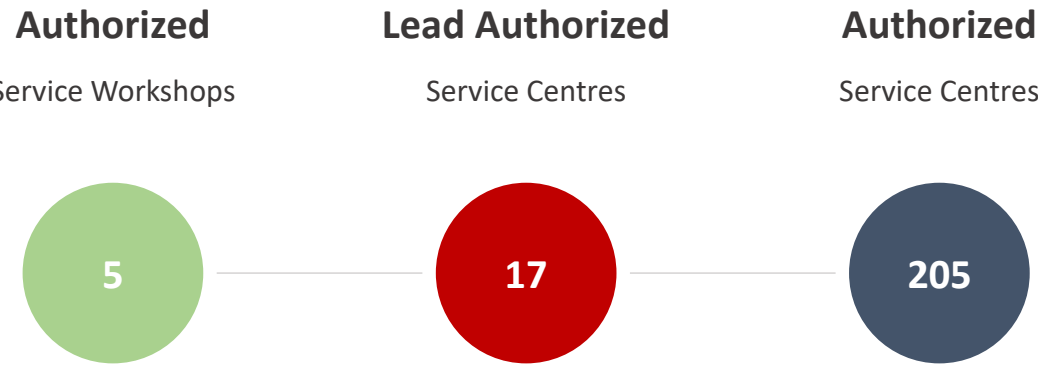
Currently handling over 50 types of watch – movements.

Finished Goods Warehouse: Capacity 200K boxed watches.



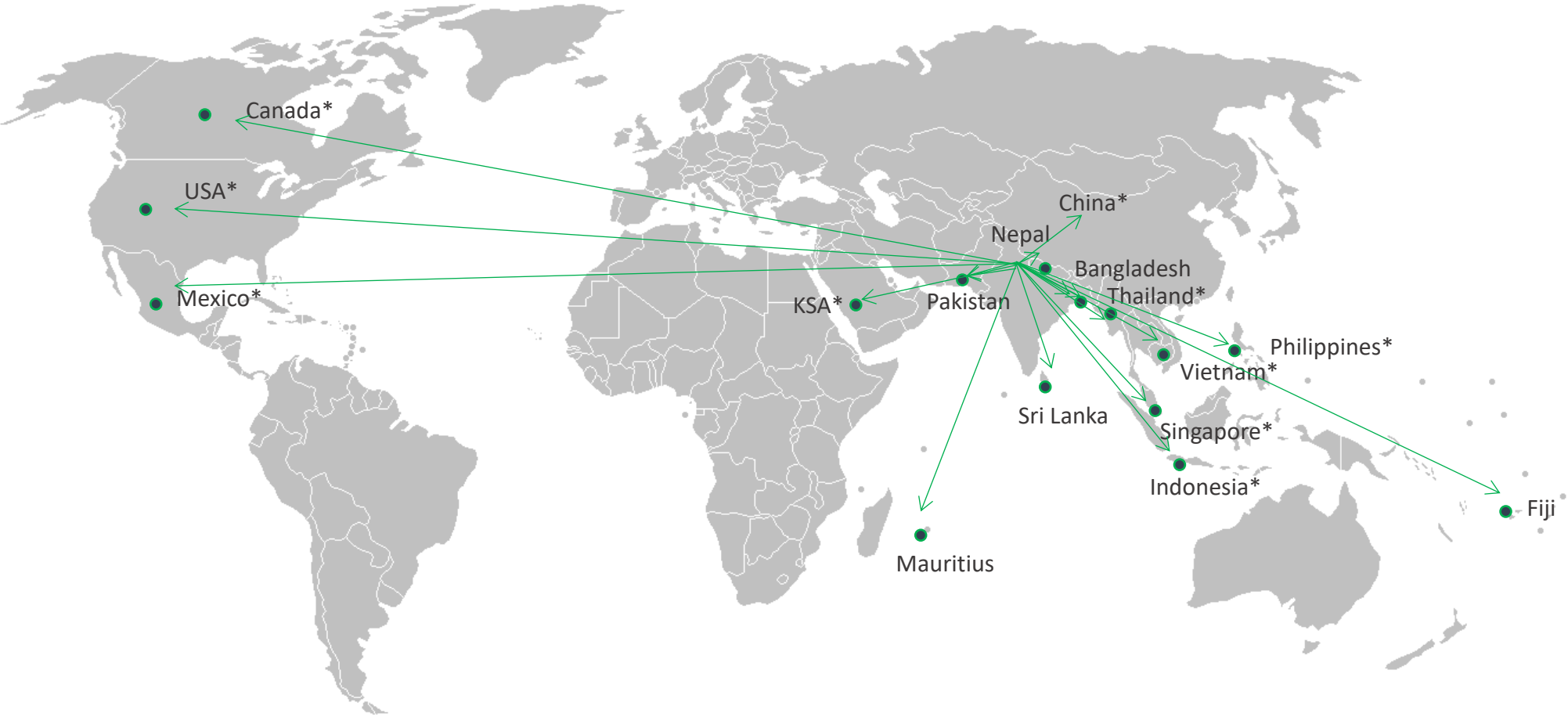
# TGIL Service Network

A combination over 200 locations supported by a customer care call centre service



# TGIL Exports

Increasing Global Reach



\* Via group company



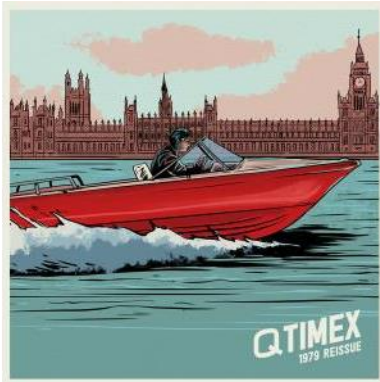
## In the Media

### Timex Q 1979 Reissue

With multiple sold-out runs and tens of thousands of people signed up for restock alert emails, the Timex Q is a run-away global hit.

First released in 1979, our original diver-inspired Q Timex gave a new generation a modern Timex® watch with quartz technology.

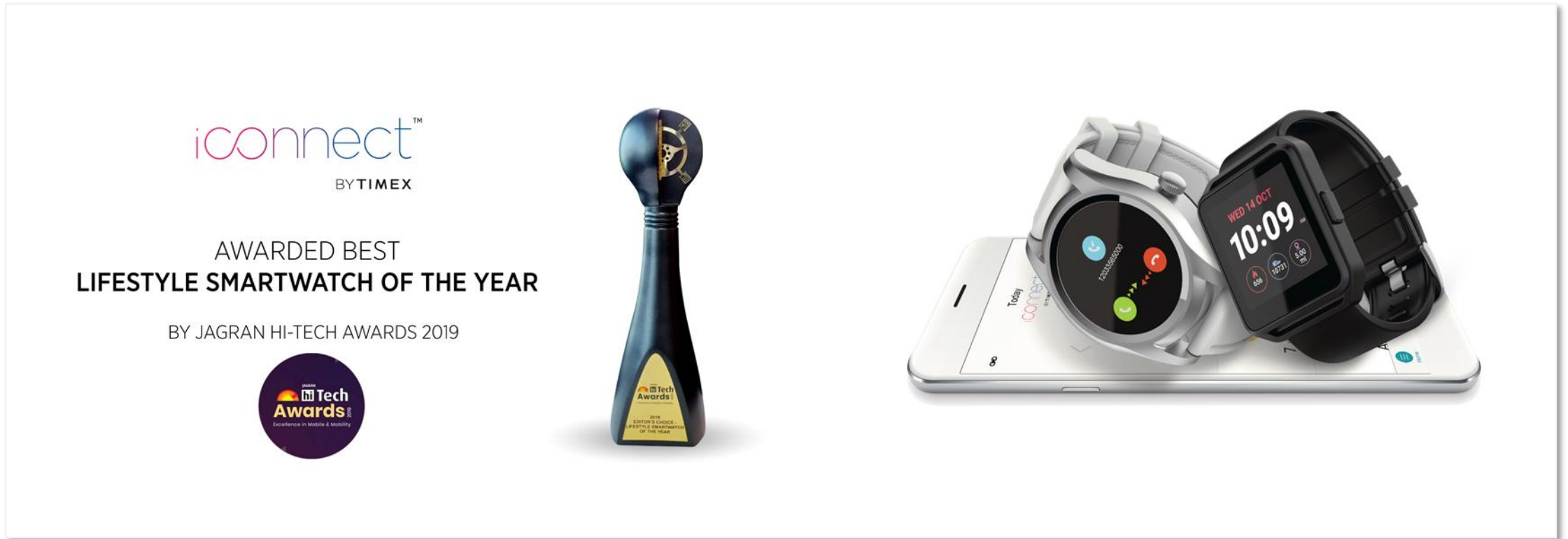
A true reissue, we recreated every detail—including the true-to-the-era woven stainless-steel bracelet, functional battery hatch, rotating top ring, luminescent paint and ticking inside is a modern quartz movement.





## In the Media

iConnect by Timex



iConnect by Timex was awarded the **2019 Lifestyle Smartwatch of the Year** award at the Jagran Hitech Awards 2019 on November 30, 2019.

The event was organized by Jagran's digital wing, and was attended by the giants of the mobile and mobility industry. Along with Timex, many other leading brands were honoured at the event for their products or performances.

## Financial Performance

Q3'FY 2019-20



## TGIL Financial Performance Q3'FY 2019-20

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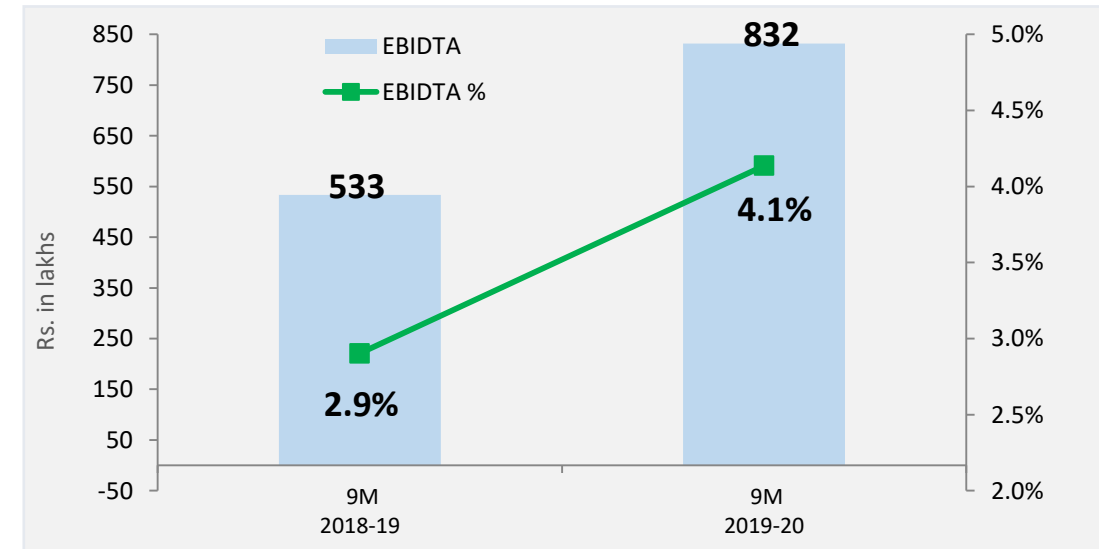
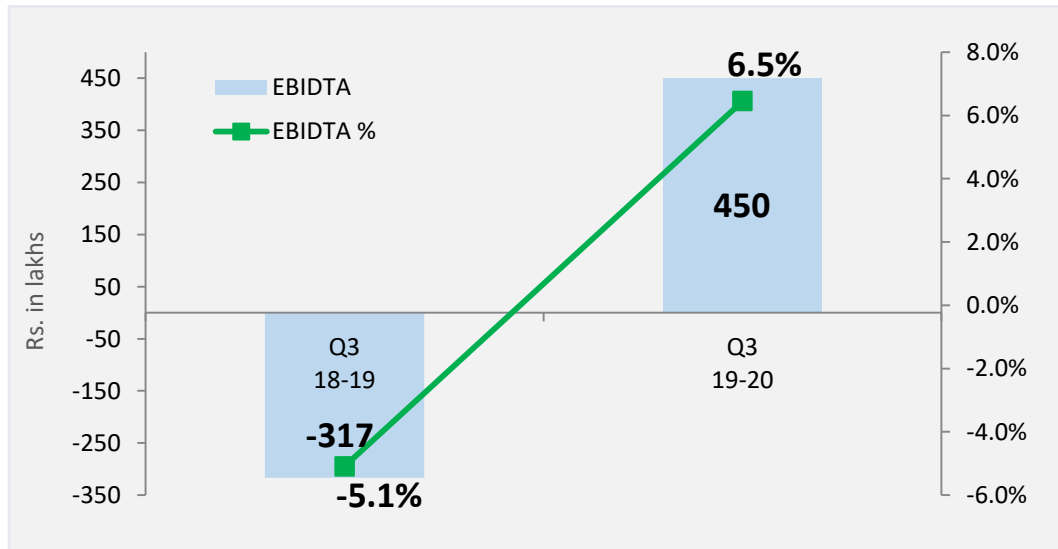
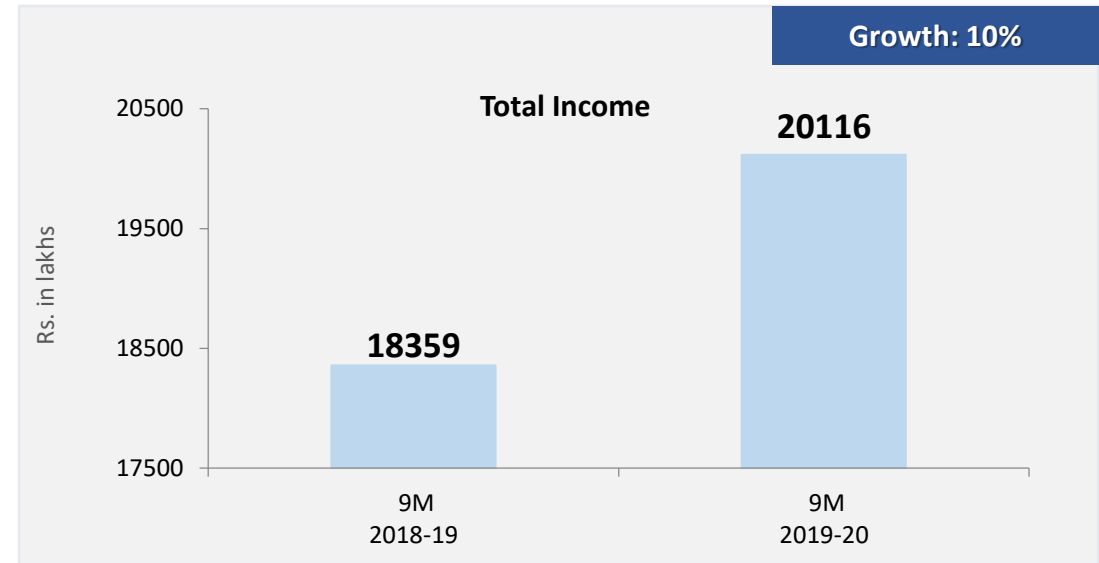
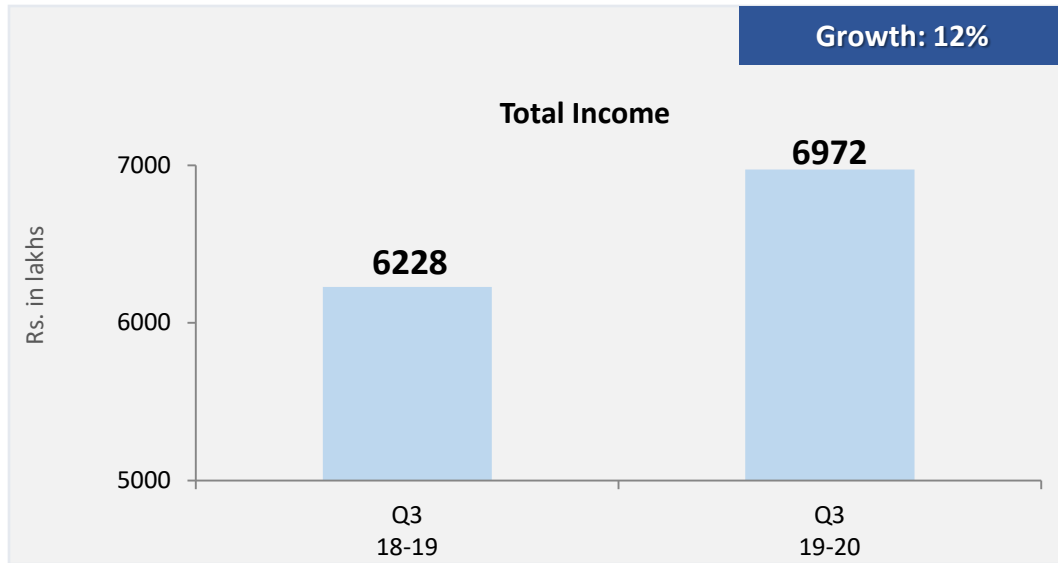
Improvement in Retail positively impacted performance

Revenue grew by 12% during the quarter and grew by 10% during nine months over last year.

EBIDTA grew by 242% during the quarter and grew by 56% during nine months over last year.

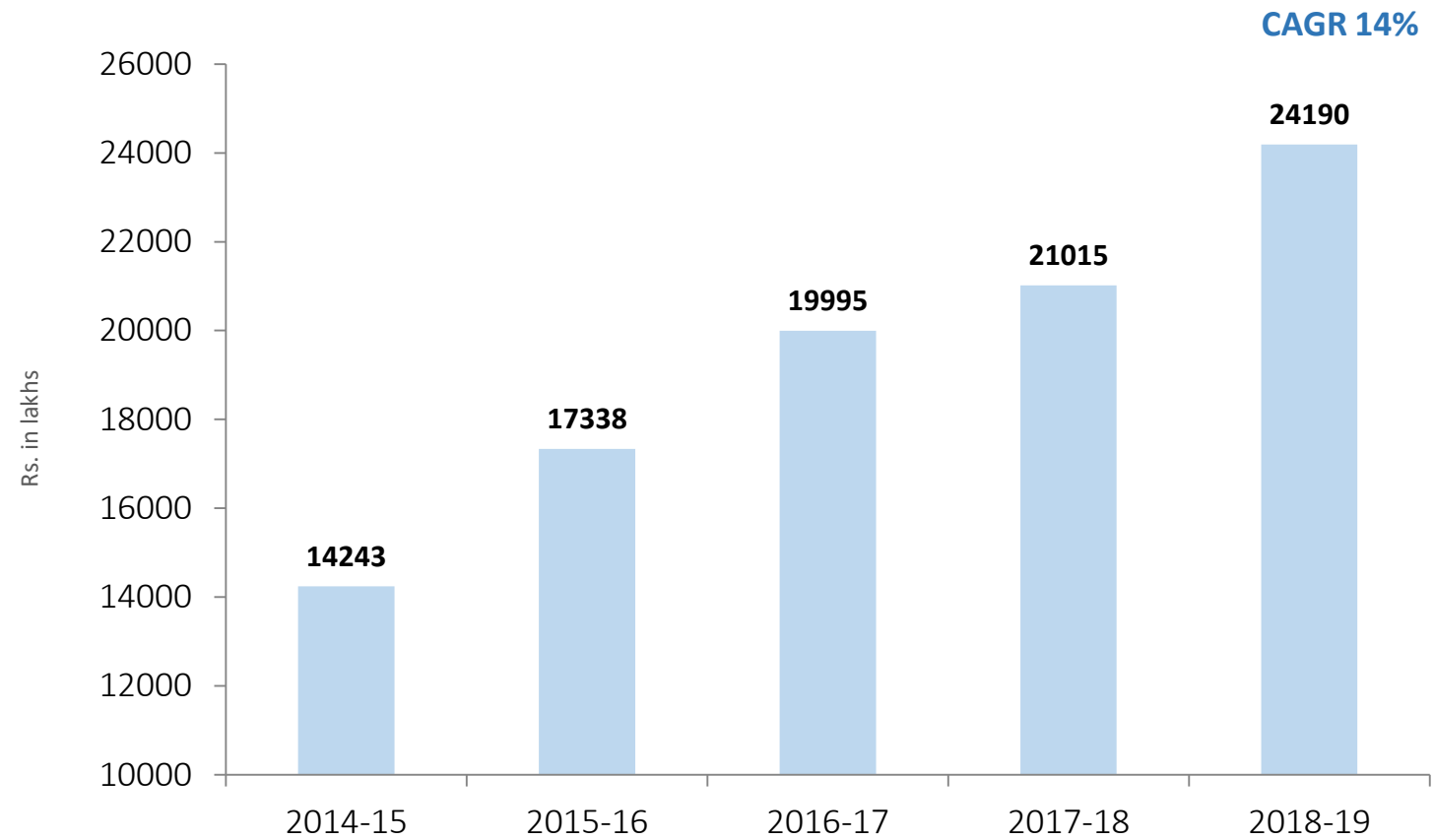
PBT grew by 183% during the quarter and grew by 27% during nine months over last year.

## TGIL Financial Performance – Current Quarter and Year to Date



# TGIL Annual Financial Performance

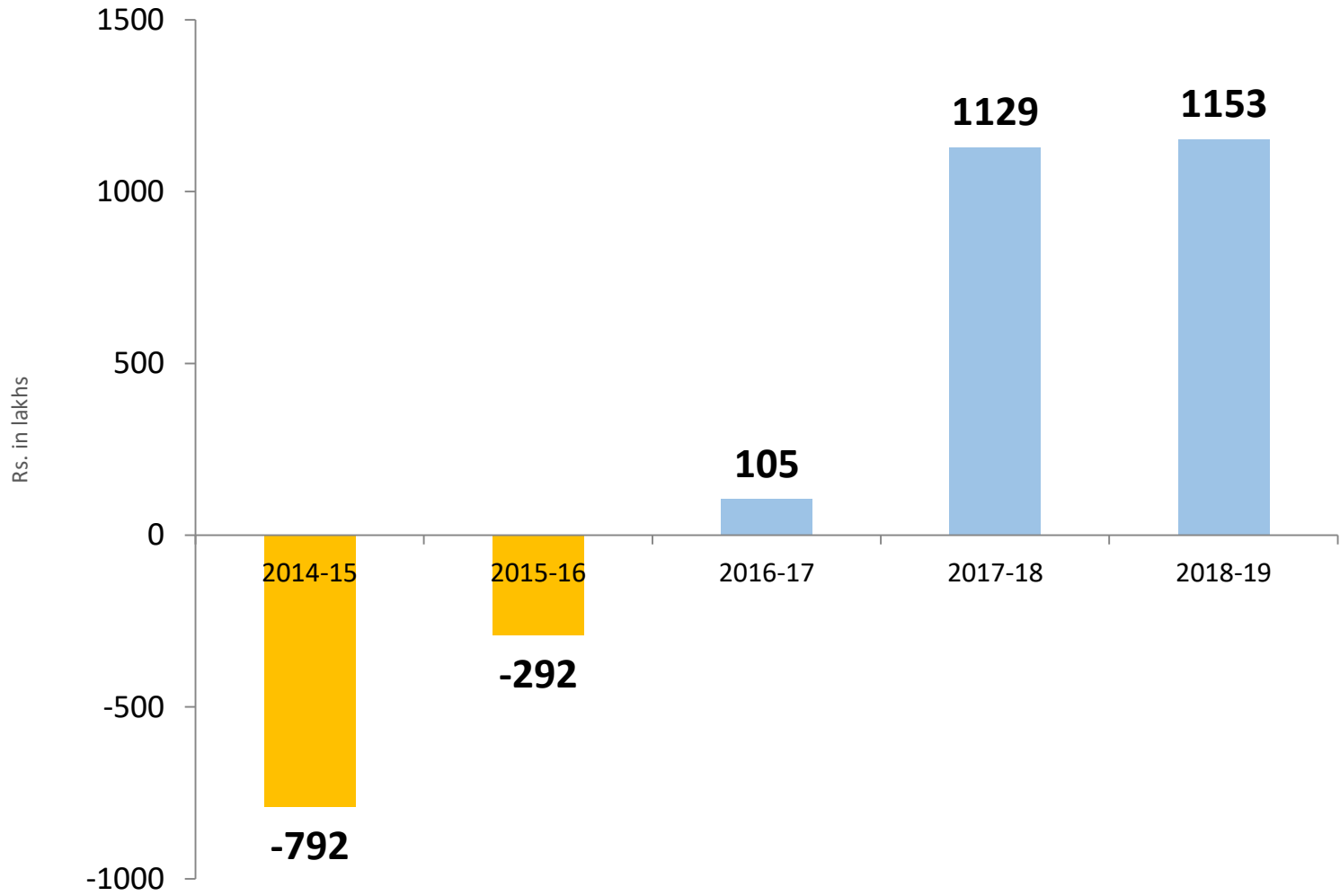
Total Income



Note: GST Implemented from July 1, 2017 therefore revenue numbers are not strictly comparable to past.

# TGIL Annual Financial Performance

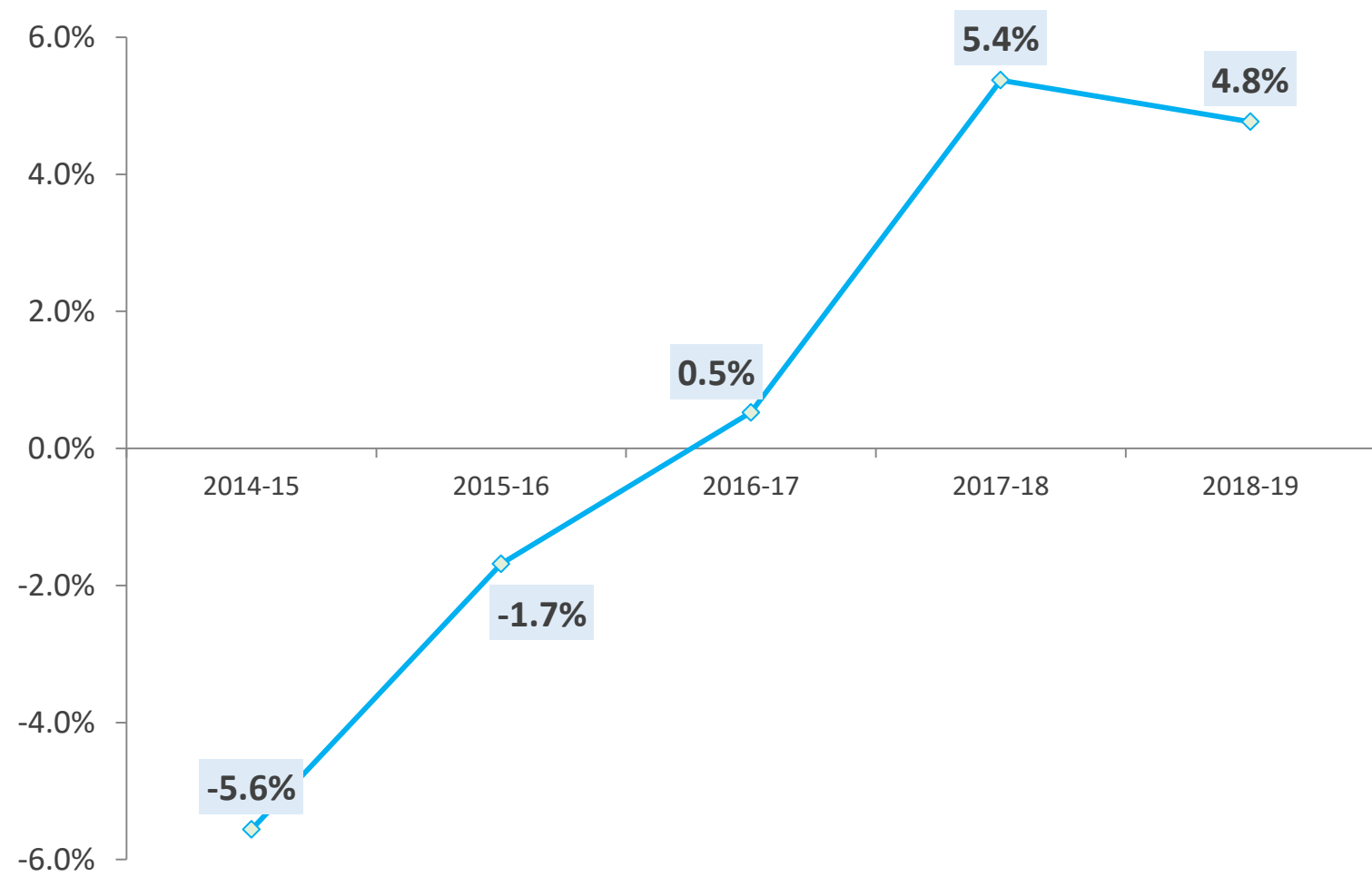
EBIDTA





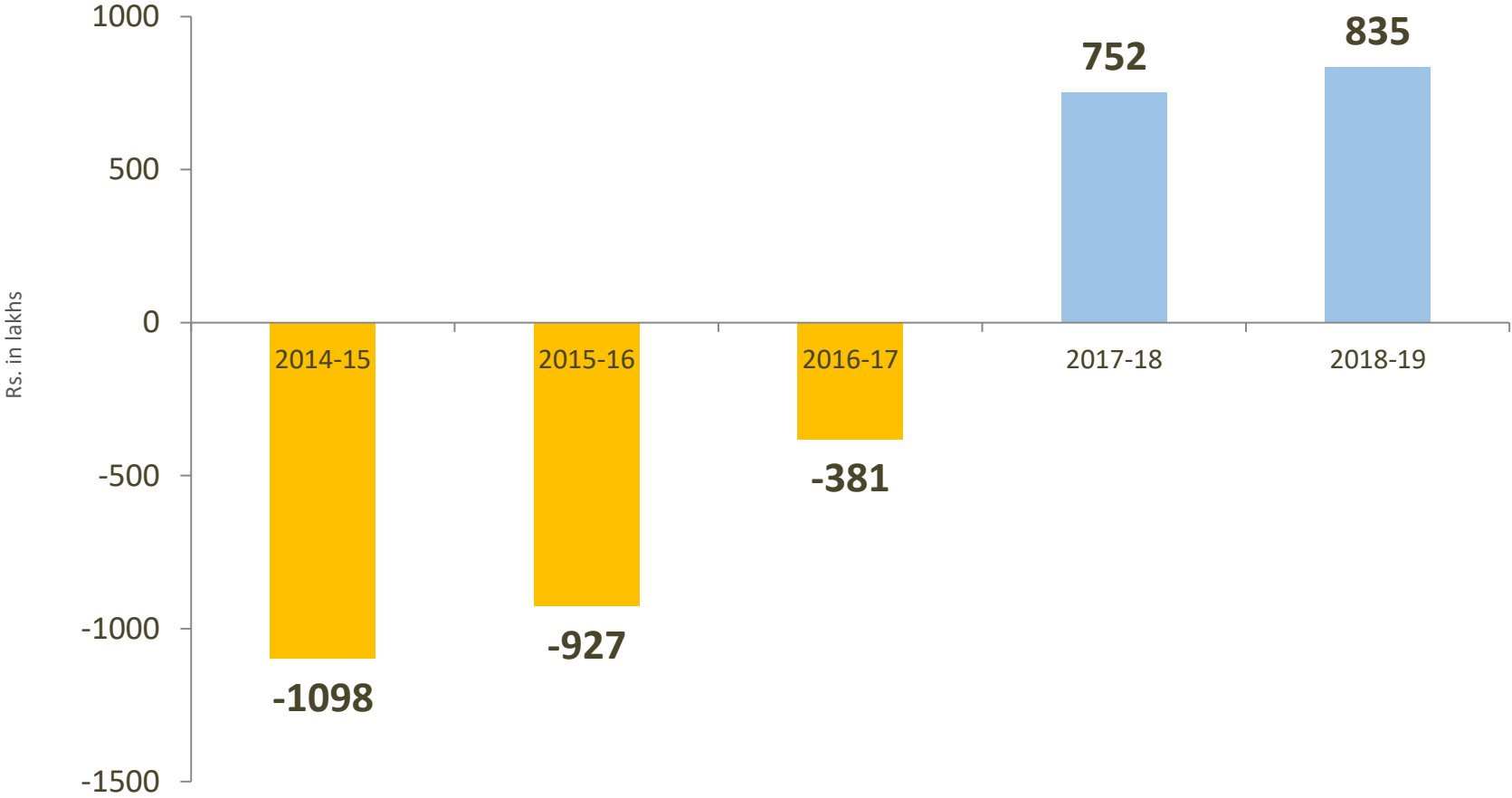
# TGIL Annual Financial Performance

EBIDTA %



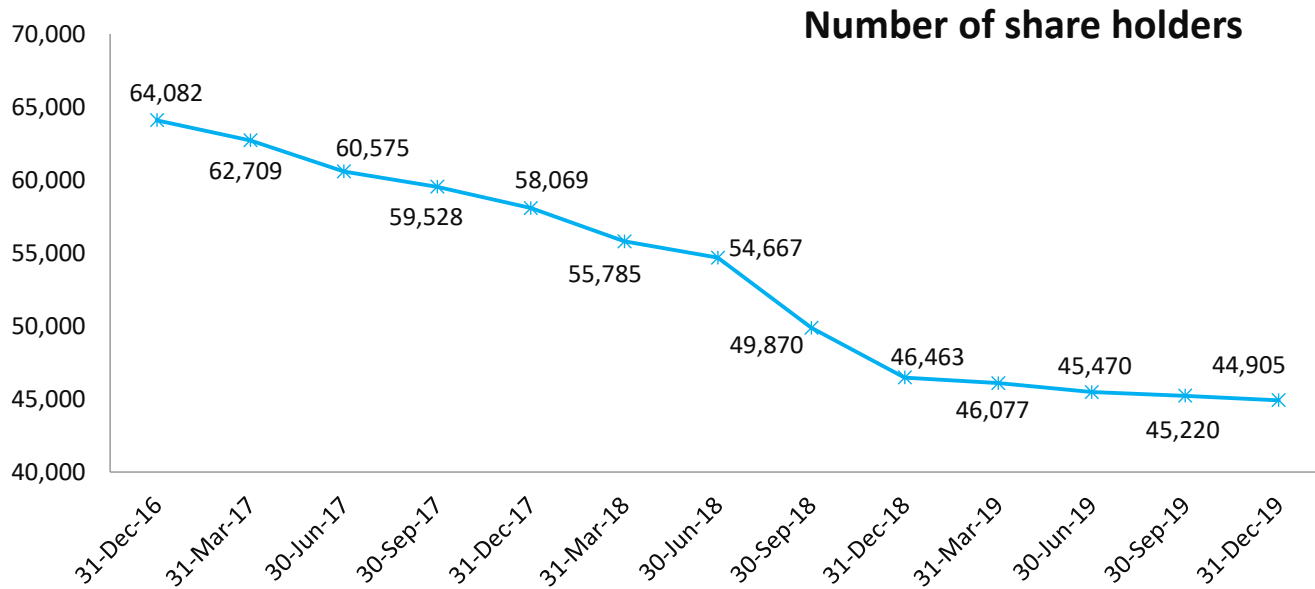
TGIL Annual Financial Performance

PBT

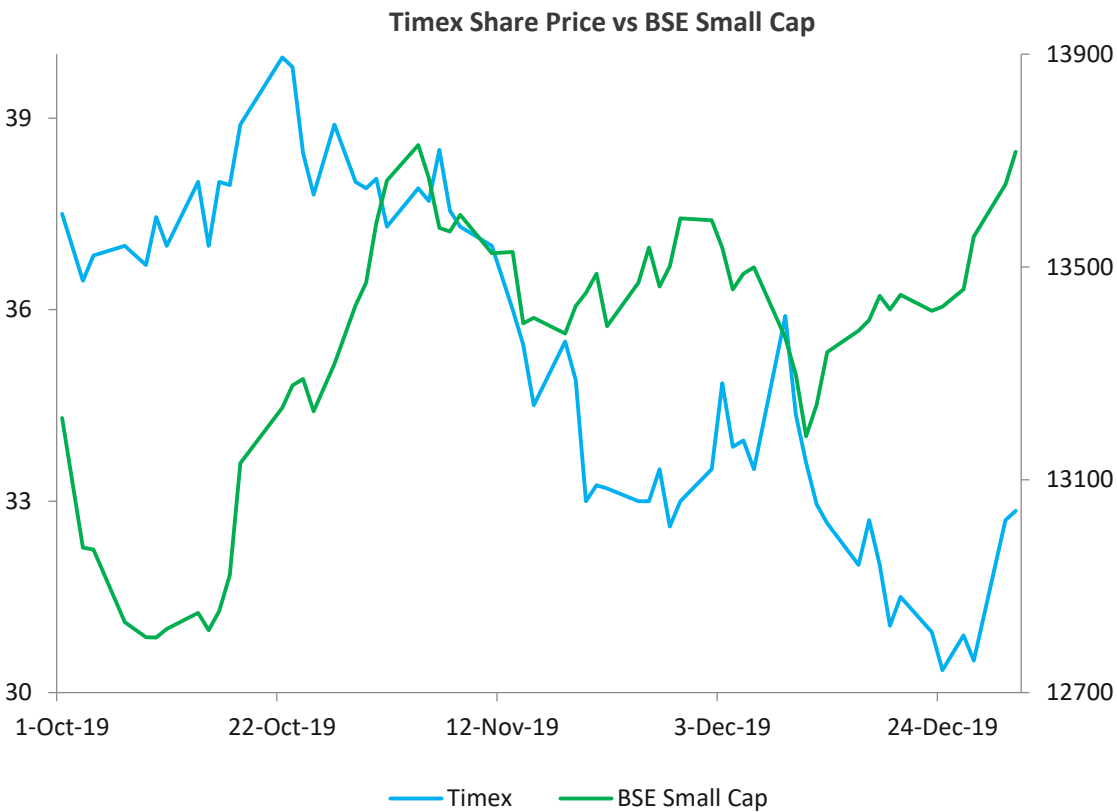
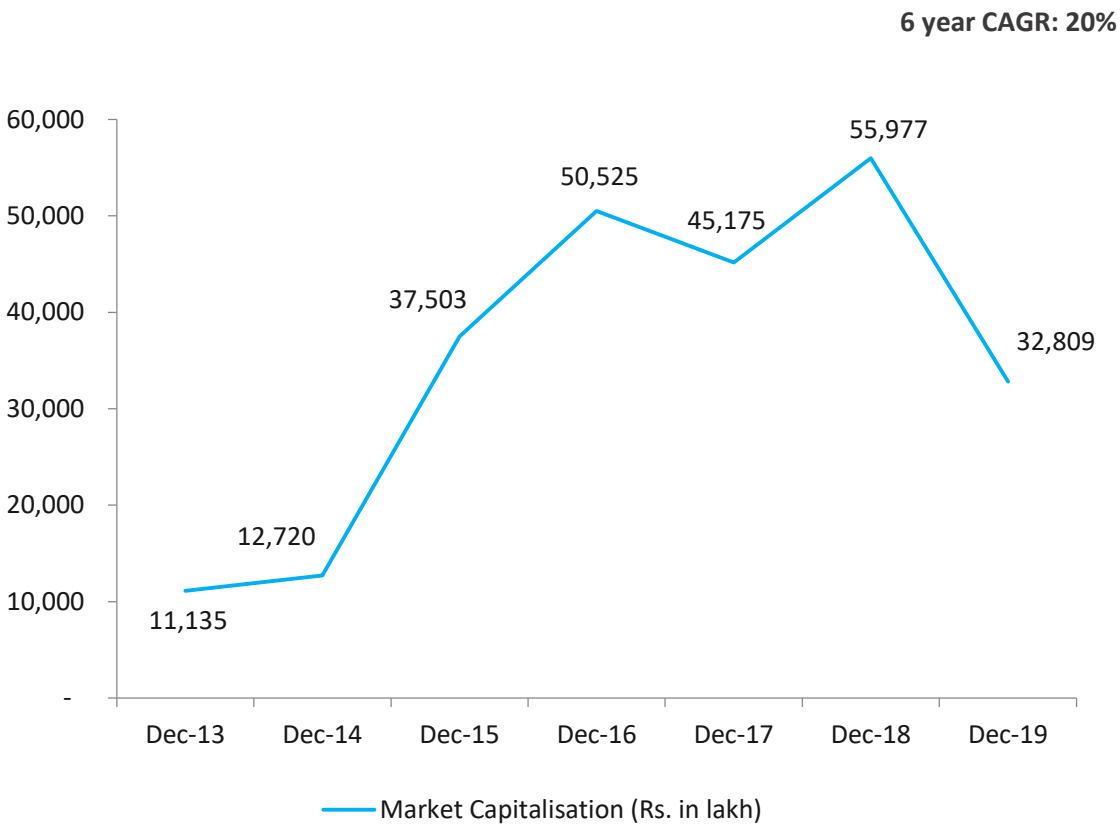


## TGIL Shareholding Pattern

	31-Dec-16	31-Mar-17	30-Jun-17	30-Sep-17	31-Dec-17	31-Mar-18	30-Jun-18	30-Sep-18	31-Dec-18	31-Mar-19	30-Jun-19	30-Sep-19	31-Dec-19
Promoters	74.93%	74.93%	74.93%	74.93%	74.93%	74.93%	74.93%	74.93%	74.93%	74.93%	74.93%	74.93%	74.93%
Institutional Investors	0.03%	0.11%	0.19%	0.19%	0.19%	0.13%	0.13%	0.04%	0.03%	0.03%	0.03%	0.03%	0.04%
Public & other shareholding	25.04%	24.96%	24.88%	24.88%	24.88%	24.94%	24.94%	25.03%	25.04%	25.04%	25.04%	25.04%	25.03%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Total no. of shareholders	64,082	62,709	60,575	59,528	58,069	55,785	54,667	49,870	46,463	46,077	45,470	45,220	44,905



# TGIL Market Capitalization



Note: The market capitalization is based on BSE closing prices at the end of the period



we are  
**watchmakers**

EST. 1854

Thank you