



SEC 09 / 2019-20

10th May 2019

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: Annual Investor Forum, 2019

Further to our communication dated on 16th April 2019, attached is a copy of the presentation of Annual Investor Forum, 2019 which has been scheduled on Friday, 10th 2019 from 9:30 A.M. in Mumbai.

This is for your information and record.

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.titan.co.in

A **TATA** Enterprise



ANNUAL INVESTORS FORUM 2019

INTEGRITY IN EVERY RELATIONSHIP



Beyond compliance... a way of life



A portrait of Jagdish Bathija, a middle-aged man with short, dark hair, wearing a dark purple polo shirt. He is looking slightly to the left of the camera with a neutral expression. The background is a plain, light-colored wall.

Jagdish Bathija

Watches Dealer

Titan Company Limited



Sherly D'Souza
Retail Sales Officer, Tanishq

The India Opportunity

- Fastest growing economy
- Highest consumption growth: 14% YoY
- Burgeoning middle class: 50 Mn in 2007 to 580 Mn in 2025
- Democratising aspirations
- Youngest country – 47% under 25 yrs in 2020
- Digital penetration – over 550 million connected consumers



Metatrends



Premiumisation



Indulgence



India Pride



Hyper-Connected



Identity

Premiumisation

- Widespread trend across most categories - FMCG, Automobiles, Accessories, Apparel
- Growing aspiration
- Growing economy
- Access and exposure to global culture



Indulgence

- Rising affluence
- Millennial consumption
- Big ticket wedding purchases
- Experience economy



India Pride

- Make in India
- Pride in Indian history and heritage
- Celebrating brands that are uniquely Indian



Identity

- Revival of local/ regional identity
- Connecting with ones roots
- Beyond personalisation
- Me/My product/My brand /My choice of store



Even the Boring Brits made it!!



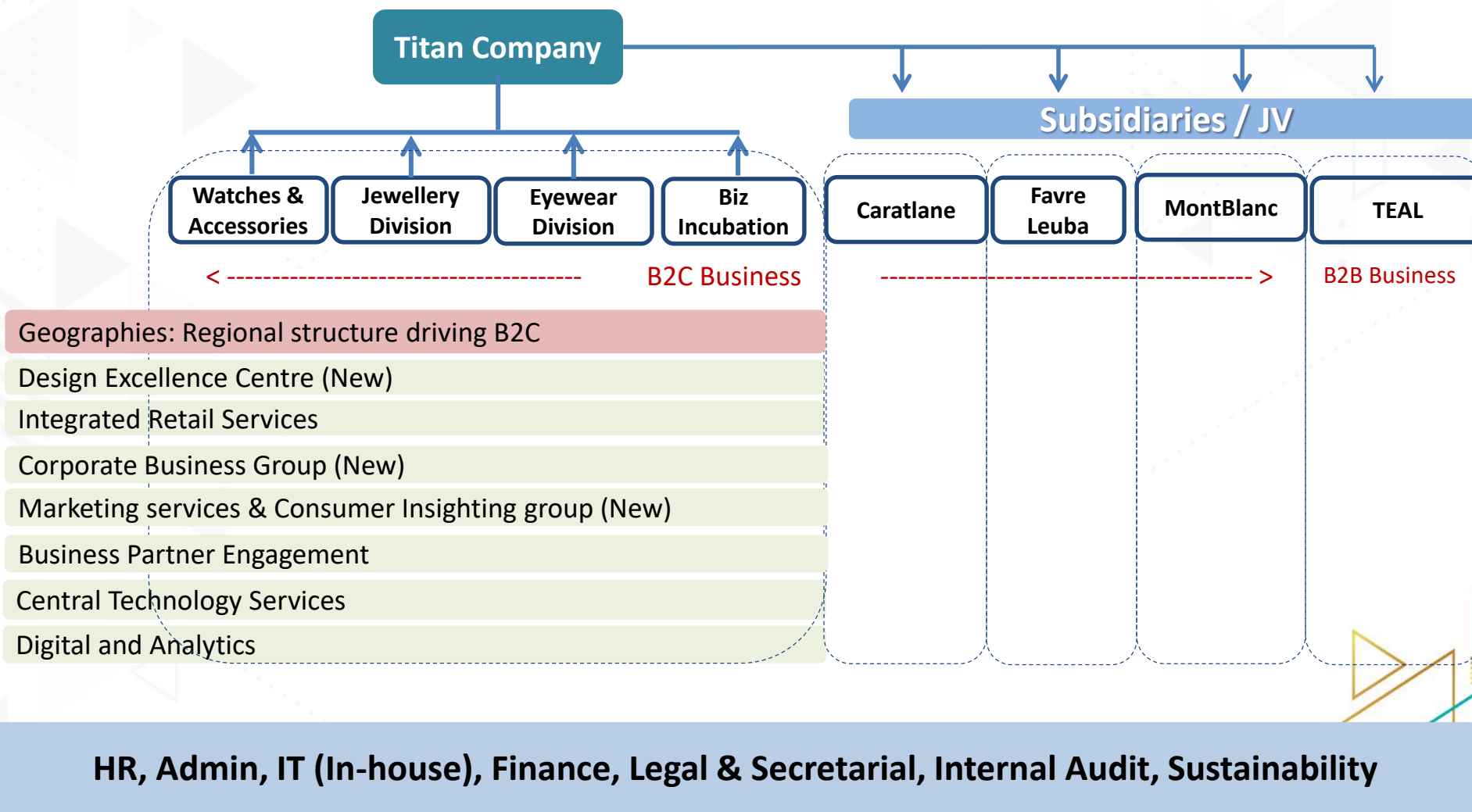
Hyper – connected

- Digital – Fundamentally changing society, culture & individuals
- A trillion connected devices
- Convenience paradigm
- Forces reshaping brands and business models



Our business horizontals





Titan Company

Subsidiaries / JV

Watches & Accessories **Jewellery Division** **Eyewear Division** **Biz Incubation**

Caratlane **Favre Leuba** **MontBlanc** **TEAL**

< ----- B2C Business ----- >

----- B2B Business ----- >

Geographies: Regional structure driving B2C

Design Excellence Centre (New)

Integrated Retail Services

Corporate Business Group (New)

Marketing services & Consumer Insighting group (New)

Business Partner Engagement

Central Technology Services

Digital and Analytics

HR, Admin, IT (In-house), Finance, Legal & Secretarial, Internal Audit, Sustainability

Design Excellence Centre

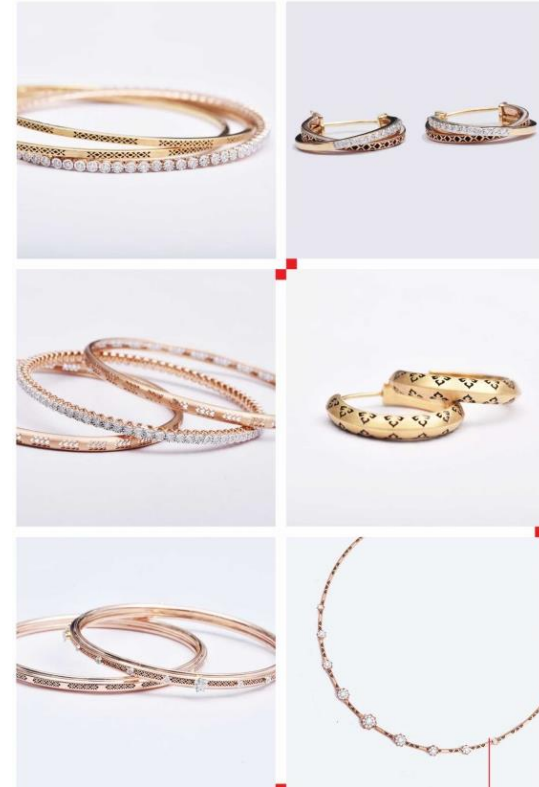
Corporate function catering to the Design needs of the entire organisation

- Product Design
- Design strategy
- Technical Design
- UI / UX Design
- Design Research
- Predicting Trends
- Product innovation



reddot award
best of the best

Laser Cut Tube Jewellery



Corporate business group

- Grew from Rs 308 Cr to Rs 676 Cr
- 4.6 L GVs worth Rs 330 Cr enabling retail of Rs 400+ Cr
- Over 1200 organizations served
- Biggest ever watch order of 4.2L watches from TCS
- A special mountaineers watch presented by the PM



THE HIGH OF HIGHS

No mountain is too high! The spirits of the students who lead a successful expedition to scale Mount Everest were lauded by Hon'ble Prime Minister of India, **Shri Narendra Modi**, the expedition team was felicitated with a special edition Titan watch. The customised memento is imprinted with Mount Everest on its dial... This is one customisation that surely gives us a high.

Presented by
THE TIMES OF INDIA

Students who scaled Mount Everest meet PM

PTI | 14 JULY 2018, 11:09 AM IST



NEW DELHI: Prime Minister Narendra Modi on Friday met a group of 10 tribal students from Maharashtra, five of whom had successfully scaled the Mount Everest in May.

The students shared their experiences during the training and ascent of the world's highest peak. Modi exhorted them to take up a sport and pursue it regularly. He felicitated all the members of the group.

Maharashtra Chief Minister Devendra Fadnis and Minister of State for Home Hansraj Ahr were present on the occasion.

The students were part of a team of the "Mission Shaurya" initiative of the Adivasi Vikas Vibhag of the Maharashtra government.

*Watch for mountaineers
presented by the PM*

Digital and analytics

Omni



- Re-launched brand websites seeing significant growth
- Launch of Omni capability in Q1 will deliver seamless in-store & digital experiences

CRM



- CRM solution integrated with 'Encircle' & POS - helps personalize customer engagement
- 'Voice of Customer' & social media engagement enabling real time response

Automation



- Leveraging Robotic Process Automation for significant productivity enhancements with control & agility
- Digitizing processes & documents – invoicing, warranty cards, loyalty

Analytics



- Combining store info with business intelligence & AI / ML solutions to deliver Actionable Insights to businesses.
- Scaling up outbound direct marketing program

Leveraging Digital Campaigns @ TCL

2500+
CAMPAIGNS

536Cr
REVENUE

1.52L
CUSTOMERS



SINGLE VIEW
OF CUSTOMER



PREDICTIVE MODELLING
AI/ML ALGORITHMS



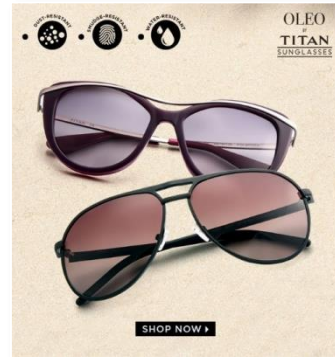
CUSTOMER
PROPENSITIES



SEGMENTED &
TARGETTED
CAMPAIGNS

MARKETING: PRODUCT & COLLECTION LAUNCH | THEMATIC | FESTIVALS | ADVERTISEMENT CAMPAIGNS

CHANNEL: DORMANCY | REPEAT | PERSONAL MILESTONES | ENGAGEMENT | SUPER CONSUMER | CROSS CHANNEL ACQUISITION



*using Test & Control methodology validated by EY

Titan at a Glance – Our people

Titan's Diversity Split

Total Manpower	Titan
Female	18%
Male	82%

~2% of our workforce is 'differently abled'

Division	Employees
Business Incubation Division	116
Corporate Functions	575
Eyewear Division	804
Jewellery Division	2936
Watches & Accessories	2817
TEAL	795
Grand Total	8043

<35 : 55%
Bw 35 & 50: 41%
>50 : 4%

20% of the workforce is blue-collared

Our retail workforce makes up 35% of total workforce



Succession Planning: Leadership Transition

2016 - 17

2017 - 19

2019 - 20

Diagnostics & Development



- Identify strengths & development areas
- Strengthen leadership capabilities

Review



Development Progress

Succession Planning

From Successor Pool to Named Successors

Focused Development



Intentional development linked to succession

Enabling Transition



Transition support implementation

Prepare the Titan Management Council and potential successors for leadership transition

Succession Planning: Talent & Transition Management

Talent Reviews introduced for all Senior Manager & above employees and Leadership Development Program participants

Identification of critical roles followed by succession planning for each role

Talent movements based on Titan's career philosophy

- **79% of the Top talent** identified as successors for critical roles
- **1.5 times faster** career progression
- **52%** of the top talent have experienced either **2 Functions/ Geographies/ Business or all** during their tenure in Titan
- **20%** of new positions filled by Top Talent
- Identified Successors for **75%** critical positions

Employee Experience: Creating a Positive Work Environment



Connect:

- Employee Connect Framework: Interface
- Wellness & Wellbeing: Enhancing Occupational Fitness, Total Wellness initiative



Diversity & Inclusion:

- I-Sorts to understand the org sentiment on D&I
- Creche & Day-care Policy
- Internship for People with Disabilities



Engagement:

- Engagement Action Planning based on Great Place to Work survey
- Large scale engagement events for company & business associates' employees

Safety and Occupational Health

- All locations , including company stores are OHSAS certified
- A multi stakeholder approach to safety – Employees, Associates, vendors and contractors
- Project Suraksha Ver2.0 : Safe Secure Retail audits
- Occupational Health : Focus on ergonomic work place, emergency preparedness



Sustainability – The #ECHO initiative

- Our Partner Rana Uppalapati skated the golden quadrilateral to raise support for girl child education **#ECHO #FORHER**
- Covered 6000 km in 90 days
- Created awareness of ‘Good Touch Bad Touch’ among 6 lakh+ people along the way
- Raised funds for the education of 20,500 girl children





We'd have to work on the ground

Lalmohan Diyashi
Karigar, Titan Karigar Centre



SUBSIDIARIES



TEAL

Titan Engineering & Automation Ltd.



TEAL – Business Segments

TITAN ENGINEERING & AUTOMATION LTD

Automation Solution



Aerospace & Defence



TEAL provides TURNKEY ASSEMBLY & TESTING SOLUTIONS

Transportation



Energy



Life science



Engineering



CPG



Global Exposure - EXPORTS



Automotive Customers – 50+



Aerospace Customers

- Collins Aerospace
- Thalys
- Safran
- HAL
- Liebherr



FAVRE LEUBA



Favre Leuba - Overview, Milestones



- Favre Leuba is the 2nd Oldest Swiss brand with a fascinating, genuine history and legacy.
- Acquired by Titan in 2012, this brand is on a comeback journey, with commercial launch in 2016
- This is Titan's first foray into Premium/Luxury Watch segment, where new capabilities can be tested
- It is a segment which is expected to grow significantly in the long term
- Long gestation segment with high competitive intensity

Products



Two primary design families - Raiders & Chiefs – over 25 SKUs



Raider Bivouac 9000, summited Mt. Everest – only wristwatch capable of measuring altitude, pressure at an altitude of 8848m



In house calibres - Automatic movements; functionalities of altimeter, barometer, depth gauge, chrono



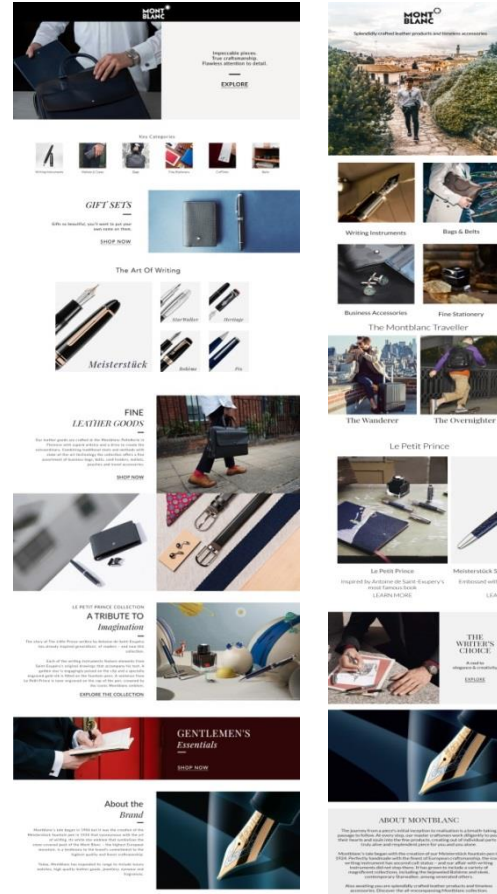
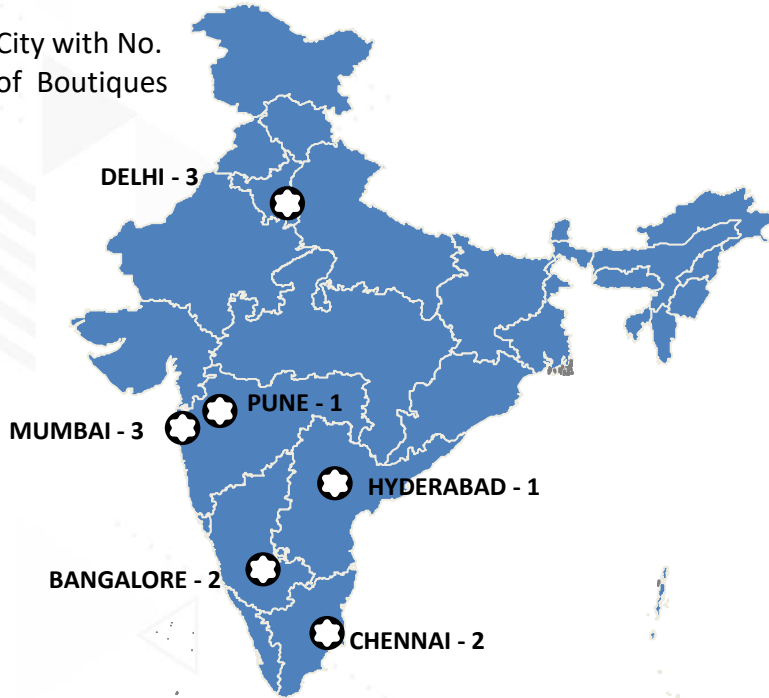
Raider Bathy 120 MemoDepth, the only watch capable of measuring and recording depth as deep as 120m

MONT BLANC



Opening doors and reaching out to clients : 12 Boutiques and ECommerce

City with No. of Boutiques



E-Commerce: TataCliqu

95 cities, including 6 cities with boutique



Strengthening and developing categories with newness



Writing Instruments - New launch Aviator from Le Petit Prince collection



Leather category receiving good response with the new business bags



Leather further enhanced with the launch of MY4810 rolling luggage



Strengthening watch category with new a launch – Geosphere

SKINN



Democratizing fine fragrances, driving penetration

- Skinn, a Rs 120 Cr brand; Market Share 9%; topped 1 million units
- Rank 1 brand in dept. stores every month for the past 18 months
- Brand desire grew dramatically post launch of Amalfi Bleu
- Largest distributed perfume with 3,000 points of sale, including 32 exclusive kiosks



By 2023: Target Rs 500 Cr, 4 Mn+ consumers, 20% MS

- Largely unpenetrated market expected to grow from Rs 1350 Cr to Rs 2500+ Cr by FY23
- Build a portfolio of products, gift packs and brands to appeal to different segments
- Strengthen supply chain in India for scale, agility & higher gross margins
- Continue to rapidly expand distribution both offline and online



Titan - more than a corporate entity





ANNUAL INVESTORS FORUM 2019

INTEGRITY IN EVERY RELATIONSHIP

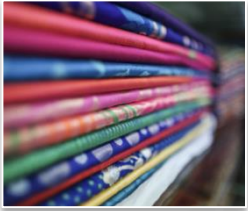
TANEIRA



TANEIRA

A TATA PRODUCT

SAREES. HANDMADE WITH LOVE.



Highly curated designs from across India



Intimate, relaxed retail experience



Pure, natural fibres



Authentic Handcrafted sarees



India Under A Roof (60 clusters)

TANEIRA

UNLOCKING A LARGE OPPORTUNITY

- Indian Special occasion wear market: large, fragmented, growing rapidly (~20% CAGR) driven by
 - ❖ *Pride in India, Fat Indian weddings, Growing desire for brands*
- Addressable market expected to grow from ~₹35-40k cr to ~70k cr by 2023
- Taneira's value proposition has been loved by consumers across 4 stores and through exhibitions over 14 cities
- Target customer: Rooted, evolving, self expressive Indian woman.
- Current presence : 5 stores across Delhi, Bangalore, Hyderabad; Online through www.Taneira.com, Tata cliq (Indilux)
- Built a strong backbone in FY19 – Category expertise, Design studio, Strong vendor base, Sourcing hubs in key clusters, Tie ups with Ministry of Textile, KVIC

OUR STORES



Enable discovery
through an immersive
retail experience

FUTURE PLANS

Potential for Rs 800-1000 cr business in the next 7-8 yrs

Focus to rapidly build scale and deepen category expertise

- Establish a strong Retail network in top 20 towns over next 5 years. (Targeting 15 stores in FY20)
- Deepen product differentiation through in-house design capability
- Be the preferred Bridal Destination – Sarees, Lehengas, etc.
- Build Taneira into an authentic, aspirational yet approachable brand
- Engage deeply with the supply ecosystem for reliability, quality, design
- Enhance quality of life for weaving community, keeping the craft alive



**Watches & Wearables
Business**

**Titan Investors' Conference
2019**

“The glue that holds business relationships together, is trust, and this trust is purely based on integrity.”

- a quote

“ Wide diversification is only required when investors do not understand what they are doing.”

– *Warren Buffett*

A great year



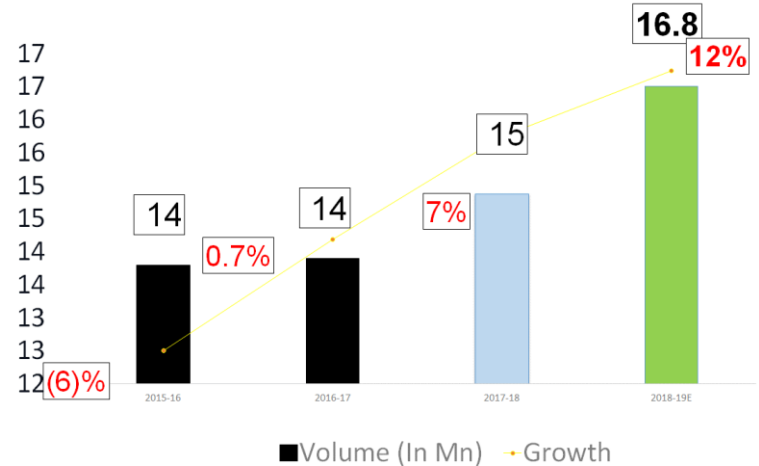
Topline growth
Back to back **double digit** growth



Double digit volume growth
1st in 7 years



Volume 16.8 Mn
Highest ever.



18-19 : A year of milestones

- Topline. Highest Profit and EBIT margin. All verticals profitable.
- All Brands and Channels fired.
- Launch of : Reflex Wav : SF Rush @999 : Radar - Smart Wallet.
- LFS : Growth 23%. Brand Titan No.1 in all chains.
- Helios : 24% growth . Enriched mix
- Ecom : 52% growth. FT No.1
- Case Manufacturing and Assembly Units : 100% utilization.

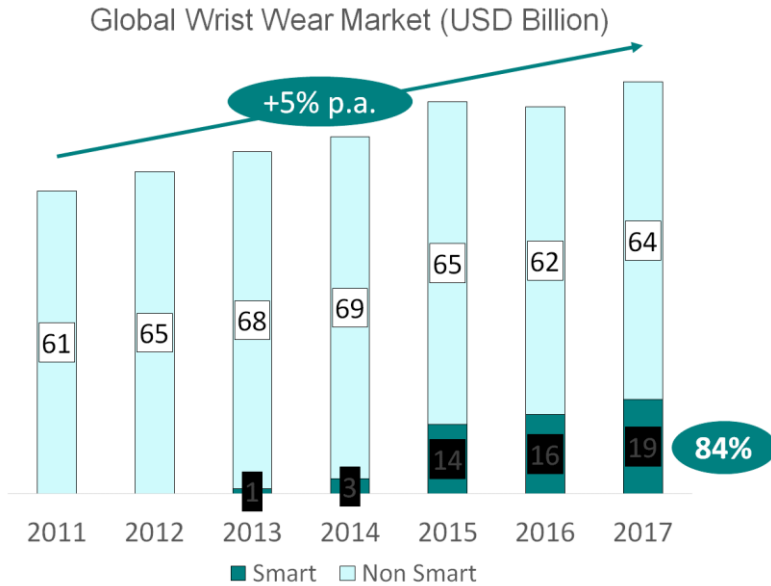
The



Market & Mega Trends



Category & Players



Key Brands	Revenue 2017 (US Bn)	3 Yr CAGR
Apple	7.1	32%
Rolex	4.5	-1%
Omega	2.7	-4%
Cartier	2.2	0%
Casio	2.2	-2%
Seiko	1.7	-4%
Swatch	1.7	-2%
Fossil	1.5	-5%



- 1 Connected world
- 2 Premiumization
- 3 Value opportunity
- 4 Trending Fashion

Connected

TREND

A trillion connected devices



Wearables

Portfolio

Smart Bands, Hybrids & Smart Watches

Health & Wellness, Payments



Premiumisation

TREND

Across categories - Automobiles, Apparel

Pride in Indian history and heritage



Brand play through Titan, Xylys and

Nebula

High end destination WoT stores

Value Revolution

TREND

Urbanisation / Middle India
Access through E-Commerce



Unlocking the Mass
SONATA, SF
Ecommerce

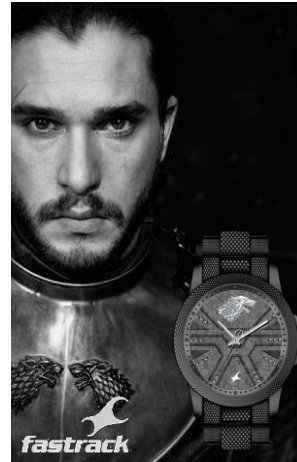


Trending Fashion

TREND

Global travel - Exposure

FashTech: Blurring lines between Fashion & Tech



Fastrack: Leading FashTech brand
Licensed Brands play



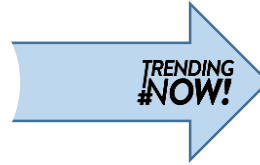
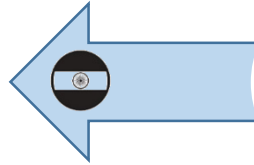
Unique

Premiumisation
Rs.10K to 100K



Value Revolution
<2K

India Pride
Regional Story
Indigenisation



New Age Fashion
Fashtech, LB, Helios

Our Brands

TITAN

PREMIUMISATION

Populate >10K price bracket
Titan Edge, Raga



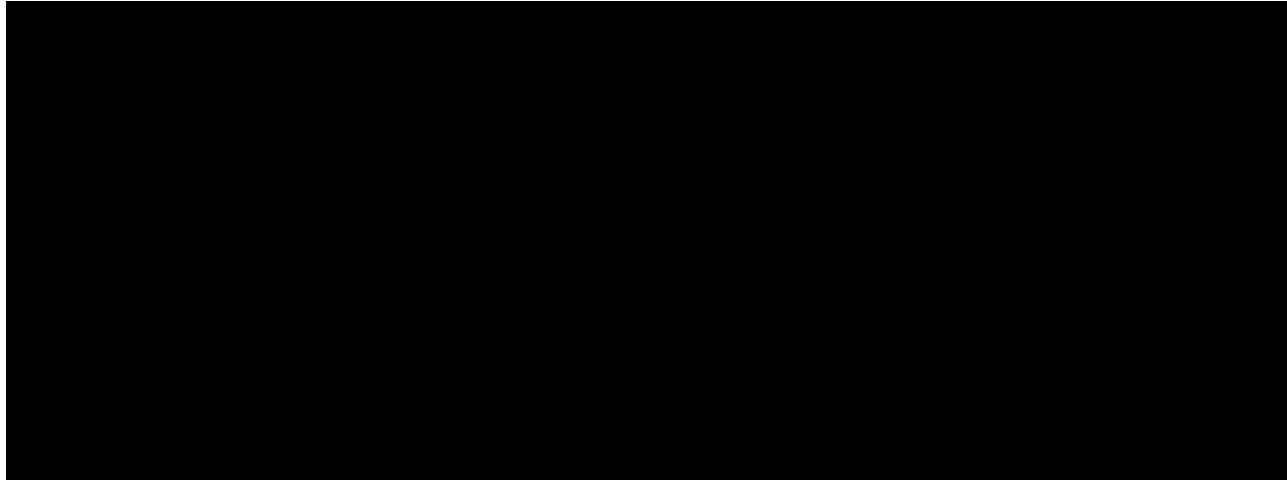
GROW SMART

New Product Introductions
Hybrid | Full Touch | Analog LED



Entry into mechanical





SONATA



Unlock Volume

6.3 Million+ Volume – Highest Ever



1 Mn Ecom

Contemporary Designs

Trendy | Smart | Relevant



Fashion



Workwear

SONATA



Democratise Smart

Smart watch for every Indian



SF
RUSH 2.0

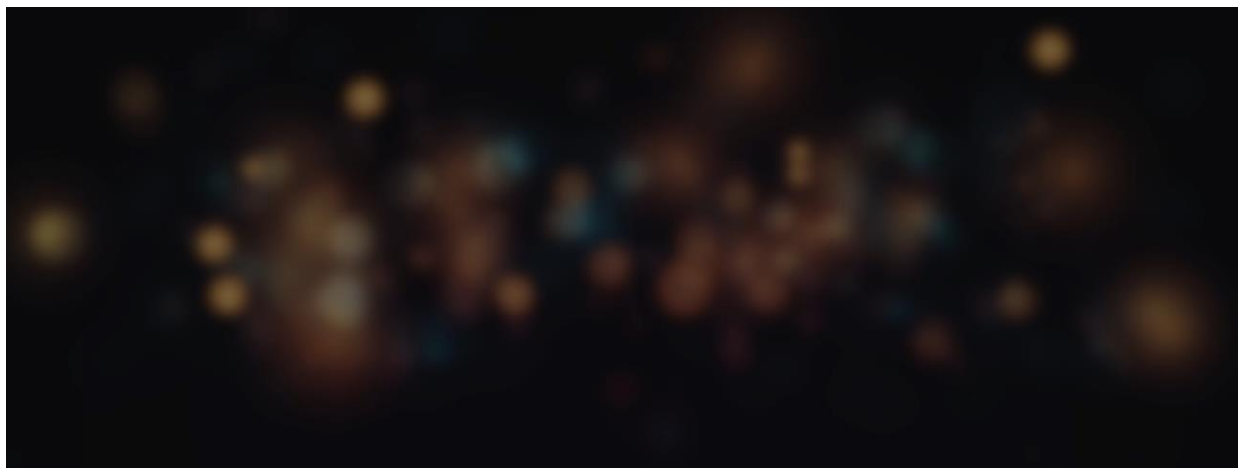


SONATA
STRIDE

Associations



CSK Special
Edition Watches



fastrack

Wearables

Build Reflex



Reflex Beat

Differentiated Products

Launch design differentiated products





Focus on Girls Watches

New Sub-brand for girls



Summer
Fashion



Ecstasy



Go Skate

Youth Connect

Creating multiple platforms for these experiences





A New Brand

An Adventure Gear Brand

A New Consumer Segment

Advanced performance gear



Recording key metrics - to measure & improve

Clocks



Contempore



Classic



Decorative



Minimal

Titan Proposition

Aesthetic Design

Superior Quality



Manufacturing

Our backbone

Capacity, Capability, New stream



SIKKIM PLANT





ASSEMBLY





Titan to help US company FTS make quartz watches

Can This Quartz Movement Save the American Watch Industry?

Reviving a dying American trade: Watchmaking company starts production in Fountain Hills

A great year

3.9

MILLION UNITS
SHIPPED IN THE YR



MKT GREW BY 44% OVER 2017
TITAN GREW BY 81% OVER 2017

**2nd largest
wearables
company
in India**

**Where do
we want
to go**



Reimagine Smart

THE FUTURE

GPS

Innovation

Lead change

EYEWEAR DIVISION



VISION

10 million Customers a year; Market leadership; Best solution provider for vision care

HIGHLIGHTS FY 2018-19

WHAT WORKED

- **Price value equation**
 - Division Buyers growth at 46% (spike from 2.4 mn to 3.5 mn)
- **Customer experience**
 - Driven by NPS – spike from 40 to 62 (2 days), 39 to 57 (15 days)
 - Internal NPS – spike from 40 to 80 (on delivery timelines and CROWN support)
 - Awards from KPMG, NASSCOM and International Customer experience Forum, Amsterdam
 - Direct correlation between improvement in NPS and store sales (increase in repeat customers)
- **Omni channel**
 - Leap frogged into Omni in partnership with Caratlane
 - Sales growth by 300% (2.8 cr to 9cr) from online sales
 - Directed sale to stores: 20 cr

HIGHLIGHTS FY 2018-19

WHAT WORKED

- **Frame distribution takes off**
 - UCP turnover over 50cr
- **Frame manufacturing**
 - Commercial production commenced – 1.6 lakh
- **Revival of sunglass business – 20% Growth**
 - Accelerated growth in e-com through exclusives
- **Brand metrics at all time high**
 - Most Preferred Brand score moved from 21 to 31, SPONT at 75, Consideration at 63
- **Optometry training**
 - Maintaining leadership in optical expertise

OUR JOURNEY



TIME

11 Years

REACH

550 Retail
3700 Sunglass dealers
1550 frame dealers
5 online platforms

RETAIL AREA

3.8 LAC Sq. Ft

CUSTOMERS

3.5 million
43% growth over LY

VALUE CHAIN

1 integrated plant
(frame+ lens lab+
warehouse)
6 satellite lens labs

OPPORTUNITIES

Exports

Lens distribution

Catchment level
domination

Premium brand

Aggregator model

Licensing
international brands



INTEGRITY IN EYEWEAR

1. Pioneering the browse and feel store format
2. Standard and transparent pricing for Frames & Lenses
3. Correct Selling
4. Replacing value targets with volume targets
5. Selling App – selling aid for lenses

KEY INITIATIVES FOR 2019-20

1. Catchment level domination

- Identify 50 catchments for domination
- Open 1 or 2 large stores or multiple small stores to dominate each catchment

2. Driving same store growth

- Enhancing the price value equation for standard stores.
- Bring back focus on premium stores



KEY INITIATIVES FOR 2019-20

3. **Balancing Price Value Equation between premium & non-premium stores**

- Focus on international brands
- Introduction of more International premium brands

4. **Ramp up frame distribution**

- Extensive promotion of Titan Eyewear & Fastrack Eyewear (Frames & Sunglasses)
- Extend Distribution from 1550 outlets to 2500 outlets
- Extensive visibility of Titan & Fastrack Eyewear



KEY INITIATIVES FOR 2019-20

5. Merchandising

- Bringing back focus on premium stores – richer mix of international brands
- Extending Symphony software to all categories & stores

6. Building awareness for 3 brands – Titan Eyeplus, Titan Eyewear, Fastrack Eyewear

- Titan Eyeplus (retail chain) – building awareness on the platform of expertise & value for money
- Titan Eyewear (Frames & Sunglasses) – Launched as brand for distribution , taking the platform of style & fashion
- Fastrack Eyewear (Frames & Sunglasses) – Platform of youth fast fashion



KEY INITIATIVES FOR 2019-20

7. Ramp up frame manufacturing

- Integrated manufacturing plant of frames, lens & warehouse
- Increase frames production from 1,60,000 to 4,80,000 units
- Next phase of product mix to be taken up for production

8. Driving customer experience as a key differentiator

- Target steep increase in real time NPS scores
- Highest google rating for all stores

Target for 2019-20

- **Value growth 20 % - 1,000 Cr (UCP turnover)**
- **Volume growth 26 % - targeting 4.4 mln customers**





TITAN CE

TF1007WFP1 53/17/140

TITAN
eyeplus



AGE OF
TANISHQ
LEADER TO LEGEND.

FY23 Dream

#Age of Tanishq

2.5 X in revenue

10% share of market

Leader to Legend



BRAND METRICS ARE STRONGER THAN EVER

	2015	2016	2017	2018	2019
Spontaneous Recall	60%	64%	67%	75%	77%
Consideration	44%	50%	57%	65%	67%
Share of Preference	17%	22%	22%	25%	29%
Most Preferred Brand	17%	23%	26%	35%	37%



FY20 Circumstances





Positive Sentiment



Big anticipation of improvement in economic scenario, disposable income and intent to buy jewellery



OPPORTUNITY: CONSOLIDATION OF THE INDUSTRY

Many players under demand and cash flow pressure

Local jewellers/independents struggling



Winds of change blowing in our favour



Press the pedal to the floor



Target for FY20

22% Growth

14% SSG



Foundation

- Tanishq purity and Tata Trust
- Design and Collections
- Brand pull
- Store experience



KEY GROWTH DRIVERS



Wedding



Studded



**Network
Expansion**



**Low Share
Markets**



**Golden
Harvest**



**Gold
Exchange**



**In-Store
Operations**



π
TANISHQ
PRESENTS

RIVAĀH

WEDDING JEWELLERY

FOR EVERY INDIAN BRIDE

ACTION PLAN FY20

Doubling share with
Base Categories

Penetrating Elite
Segment

Relationship
Shopping

Driving Profitable
Growth



Hyper Regionalization: Sampoorna Rivaah



Aadh



Tewta/
Timaniya



Tussi



Rani Haar

Expansion of Regional Wedding - UP, Bihar, Jharkhand, Odisha, WB



Regional Wedding – Andhra Pradesh / Telengana





STUDDED



Hit the ground running with SWAYAHM 1st week April



W4:H1

MSR

A TATA PRODUCT

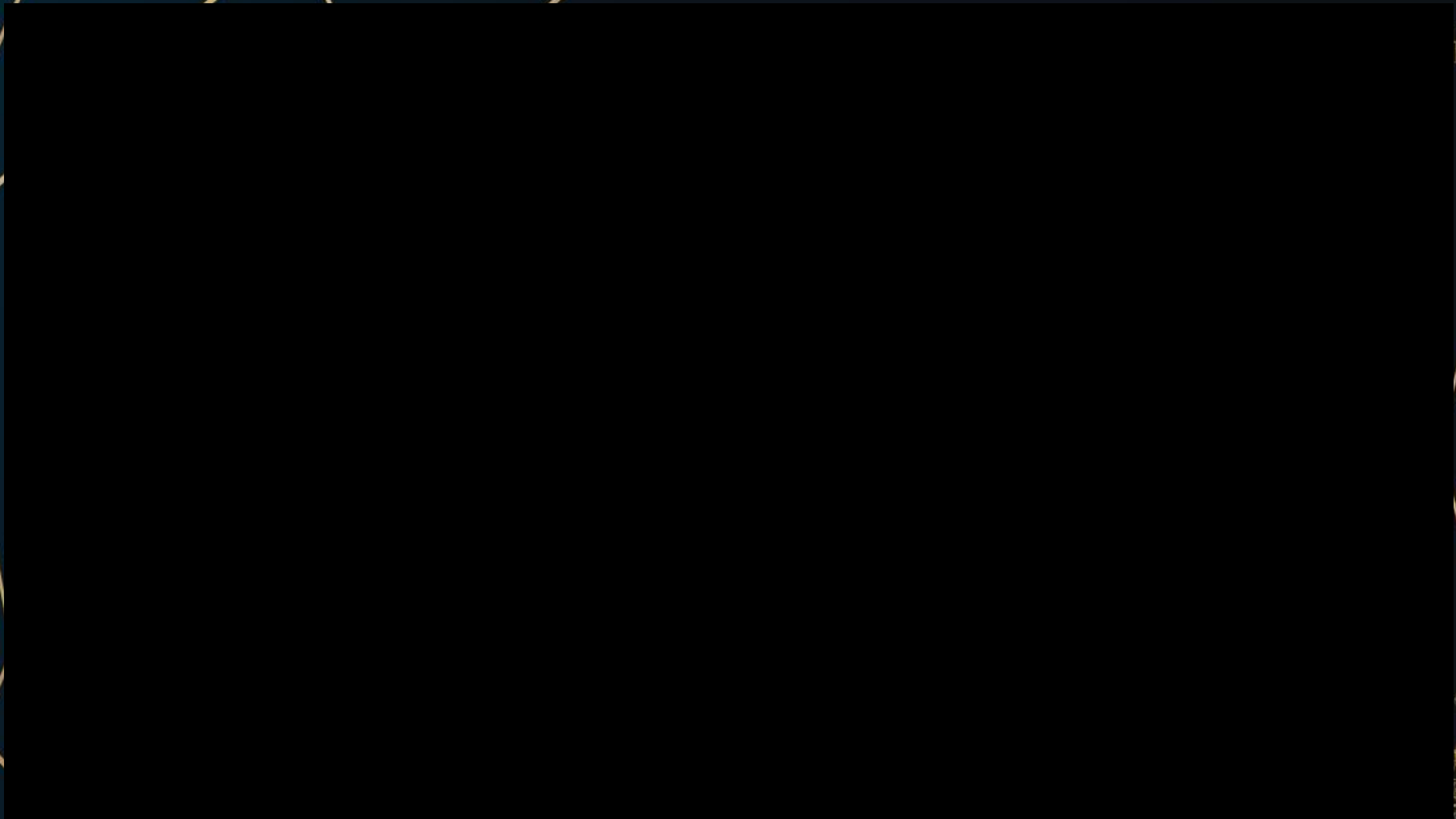
TANISHQ
PRESENTS
|| Swayahm ||



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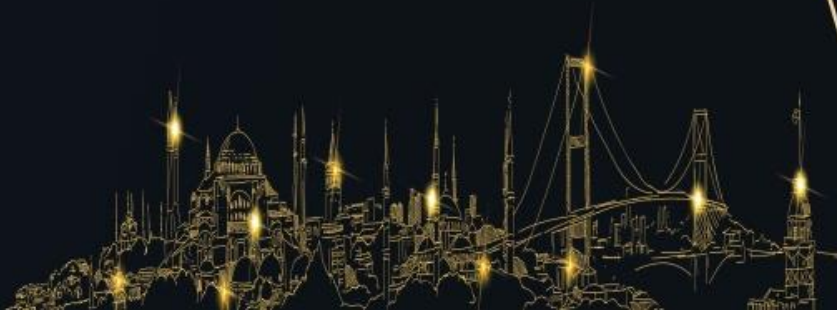
STUDDED - INITIATIVES

Expansion of High Value range: more products, more stores

Big thrust behind Diamond Treats: Affordable Diamonds

Leveraging the occasion of “engagement” ~ 4X growth planned

Substantial work in filling gaps and introducing refreshers



INDIA'S MOST TRUSTED JEWELLER
NOW OPEN AT SOLAN.



ACCELERATE NETWORK EXPANSION

YEAR	FY 18	FY 19	FY 20
# New Stores	24	34	71



GAIN SHARE
8% by FY21



HERO MARKET



Build Brand Consideration through the Tanishq Promises Campaign

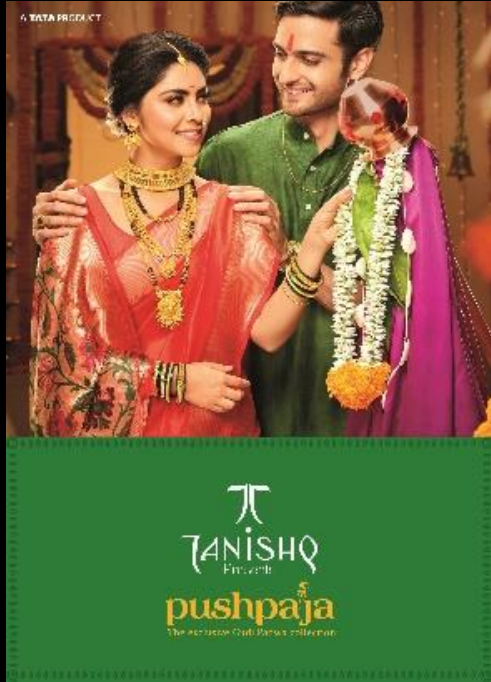


BUILDING REGIONAL CONNECT

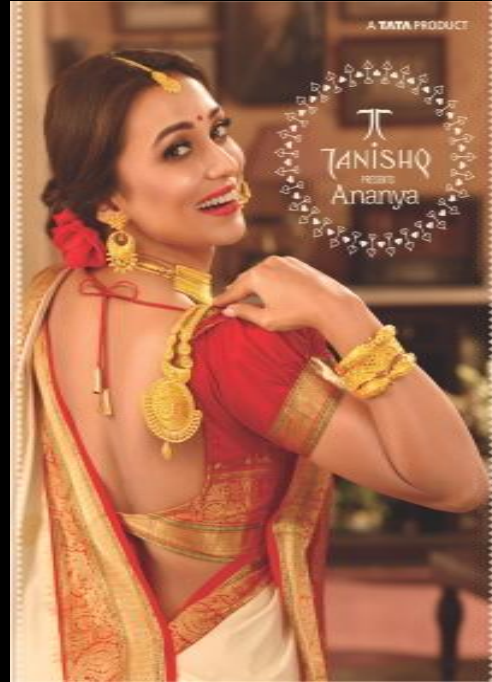
Own all regional festivals like Gudi Padwa, Teej, Varamahalakshmi, Pujo etc.

Build familiarity using known faces in the region





Sonalee Kulkarni



Mimi
Chakraborty



Nayanthara

GHS: Lower role



EXCHANGE

35% growth targeted



#Age of Tanishq

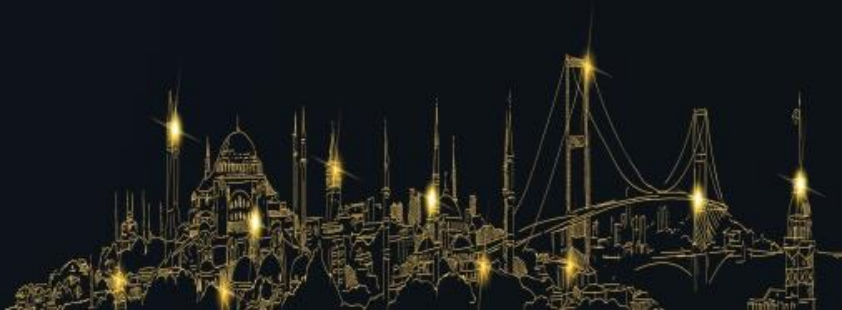
RETAIL OPERATIONS



#Age of Tanishq

Mia
by π
TANISHQ

Me In Action



- Target – 250 Crores
- Brand Growth – 54%
- Mia stores – **21 new**



#Age of Tanishq

ZOYA

A **TATA** PRODUCT





Launched Flagship Boutique at South Extension





Mercedes-Benz



**Strategic Alliances with
Mercedes , BMW and American
Express**



The Year Ahead

**Retail Expansion : 5 new
boutiques**

Target : 115 Crores





CARATLANE

A ZANISHQ Partnership



Aaranya
*An Ode To The Beauty Of
Trees*



Butterfly
The Spirit Of You



Pero
A Medley Of Flying Colours



BUTTERFLY
The Spirit of You



Pero
A medley of flying colours



AARANYA
AN ODE TO THE BEAUTY OF TREES

[SHOP NOW](#)

Targets and Initiatives

- 45% growth in sales, crossing 600 cr MRP
- 35+ new stores, crossing 90
- EBITDA break-even
- Brand-building investments
- Sharpening of Digital Marketing
- Catalogue expansion and RTS inventory investment
- Retail Ops focus
- Senior Titan executives seconded



Substantial thrust on responsible sourcing

- Jewellery
- Gold
- Diamonds



Thank You





ANNUAL INVESTORS FORUM 2019

INTEGRITY IN EVERY RELATIONSHIP

