

October 26, 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 Q2 of FY 2021**

Dear Sir,

Please find enclosed an Investor Presentation covering the performance highlights of the Company for Q2 of FY 2021.

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



To those working around  
the clock, we say

*thank you*

**TIMEX**

**#WeDontStop**



Q Timex Reissue Falcon Eye

# TIMEX GROUP

Timex Group India Limited

Investor Presentation

Q2'FY 2020-21

## Disclaimer

---

*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.*

## Business Update

---

Retail recovery, attributed to increased consumption during the festival season

Retail recovery for TGIL seen at 60% of 2019 level;

E-Commerce channel recovery is at 100% of last year.

In the traditional channel Tier 2 and Tier 3 markets have shown faster recovery.

Metro markets and Large Format Stores recovery remains slow.

Consumers looking forward to celebration of festivals, even if virtually.

Increased savings in households because of no travel and socializing, or other expenses that impact savings, lead to increased consumption this quarter.

Launch of smart wearables and digital marketing have contributed to business recovery.

For the first time, the Company has ventured into OEM Manufacturing; The Company has signed an agreement with Flipkart to manufacture watches for their licensed fashion brands.

## OEM Business

---

Design, Manufacture, and After Sales Service for Leading Apparel Brands

TGIL has forged a partnership with Flipkart for design, manufacture, and after sales service for watches of their recently acquired fashion brands Wrogn, Peter England and Van Heusen.

For TGIL the OEM business has helped the manufacturing facility come back to pre-covid production levels.

Going forward, TGIL will continue to pursue this revenue stream for economies of scale at the Baddi factory.

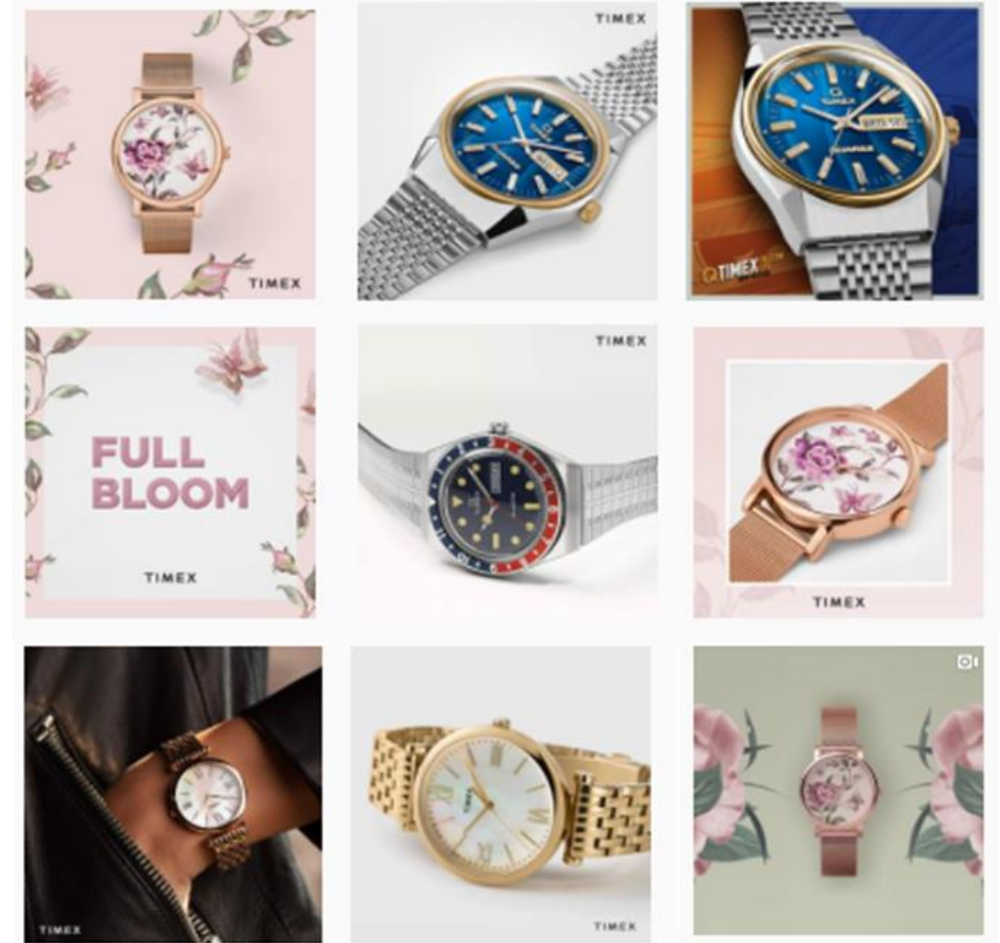


# In the Media

## Social Media New Product Launches

Launched in India some of the most popular Timex collections internationally – Parisienne, Fairfield Crystal and sustained our bestselling collections like Waterbury and Expedition Solar Ranger.

We also introduced the Q Timex Reissue Timex Falcon Eye and the ever so feminine Full Bloom Collection.

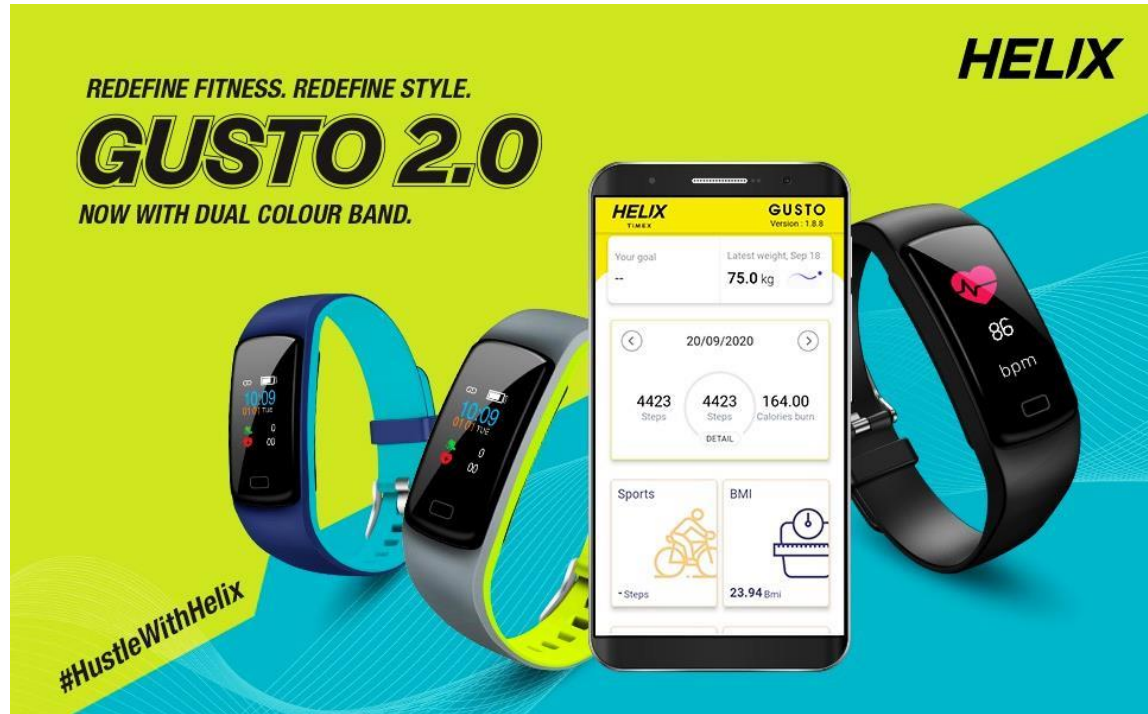




# New Product Launches

## Helix GUSTO 2.0

Following the success of its first two smart bands, the Gusto series got a worthy new successor in the 2<sup>nd</sup> Gen - dual colour, SOS & HRM enabled, Music Control band – Gusto 2.0. Post the dissemination of the press release on Timex Helix Gusto 2.0 launch in India, Gusto 2.0 received exposure in publications such as The Times of India, Gadgets Now, Digit, Hindustan Times and Business World amongst others.



### Timex launches the 2nd-Gen Helix Gusto 2.0 fitness bands in India starting at ₹2,495

The Helix Gusto 2.0 comes with a dual colour band, activity tracking and heart rate monitor.

Author: HT TECH | 29 Sep 2020, 01:14 PM IST | In WEARABLES



The new Helix Gusto 2.0 is available in three colour options Blue, Grey and Black. (Helix Watches)

Timex Group India has announced the launch of a second-generation fitness band - the Helix Gusto 2.0. The smart band comes with a big 2.4 cm colored display. It comes with dual coloured bands and is an upgrade to the previous band.

# TGIL Brand Portfolio Remains Strong

A diverse portfolio operating in various segments

LUXURY, Swiss Made  
40k+

VERSACE  
WATCHES

Salvatore Ferragamo

TESLAR  
SWISS MADE

Premium Fashion  
10k to 30k

NAUTICA  
WATCHES



TED BAKER  
LONDON

Mainstream Fashion  
Youth  
Mass

Up to 15k

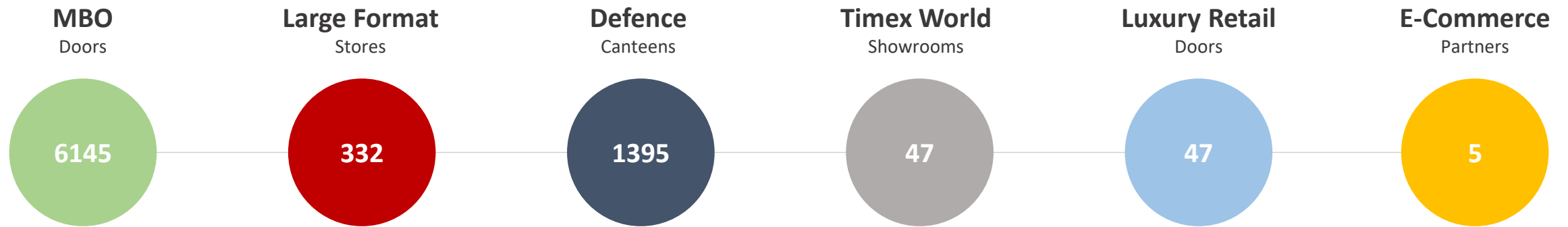
TIMEX

HELIX

TRAX

# Ensuring Safety Guidelines Across TGIL Retail Network

Nearly 8000 sales touchpoints that enable TGIL to reach consumers across the country



# Financial Performance

Q2'FY 2020-21



## TGIL Financial Performance Q2'FY 2020-21

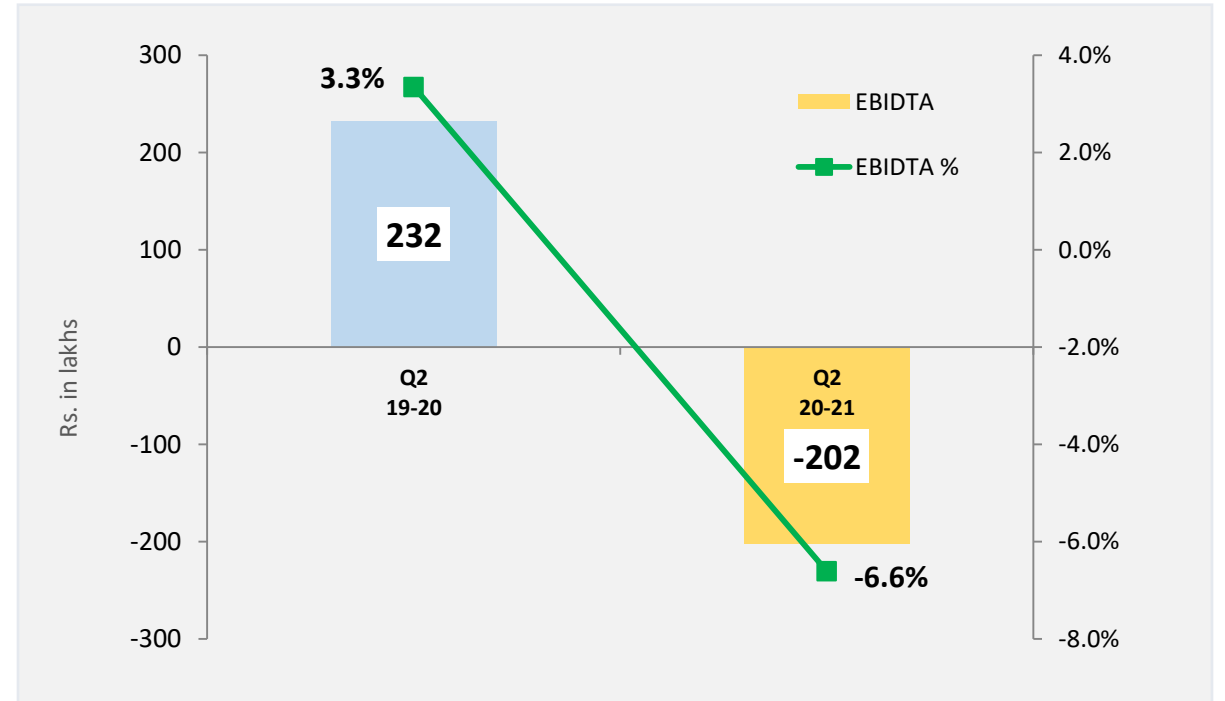
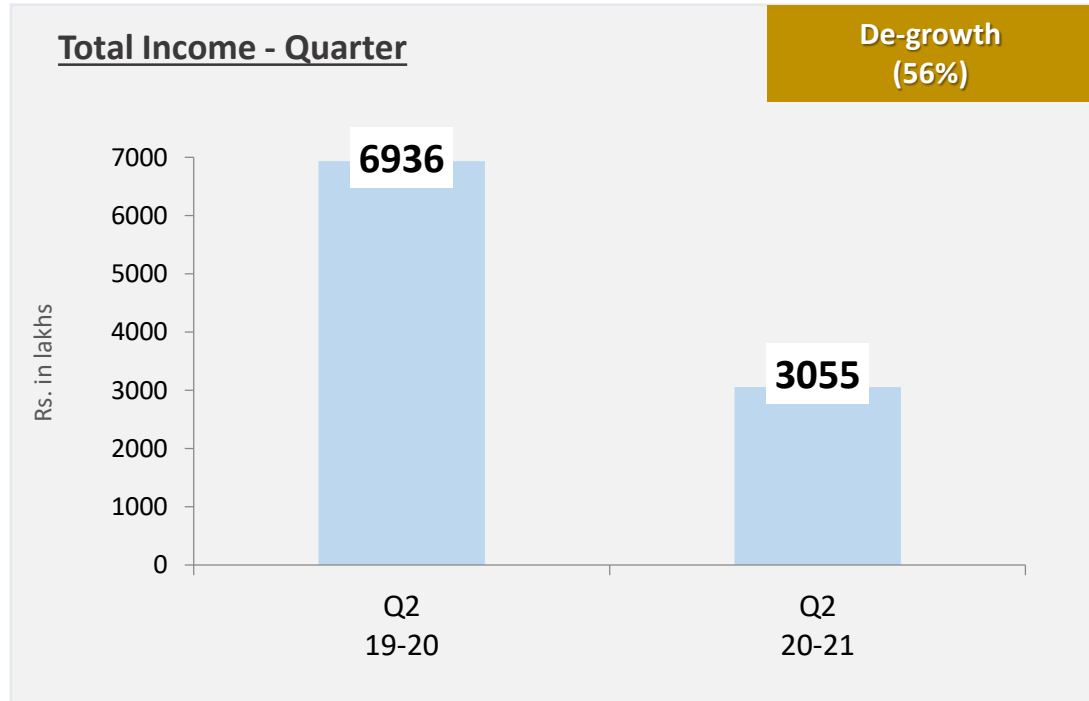
---

Improvement in financial performance over last quarter but still remain impacted due to ongoing pandemic

- Revenue has de-grown by 56% during the quarter as compared to 89% during last quarter. During the half-year revenue has de-grown by 72% over last year.
- EBIDTA is at negative Rs. 202 lacs during the quarter as compared to negative Rs. 1089 lacs during last quarter. EBIDTA for half-year is at negative Rs. 1291 lacs as compared to Rs. 382 lacs last year.
- Loss before tax is at Rs. 357 lacs as compared to Rs. 1242 lacs during last quarter.

Company's operations and financial results for the half-year ended September 30, 2020 have been adversely impacted by the outbreak of COVID-19 pandemic due to which the results for the quarter ended June 30, 2020 are not comparable with previous year.

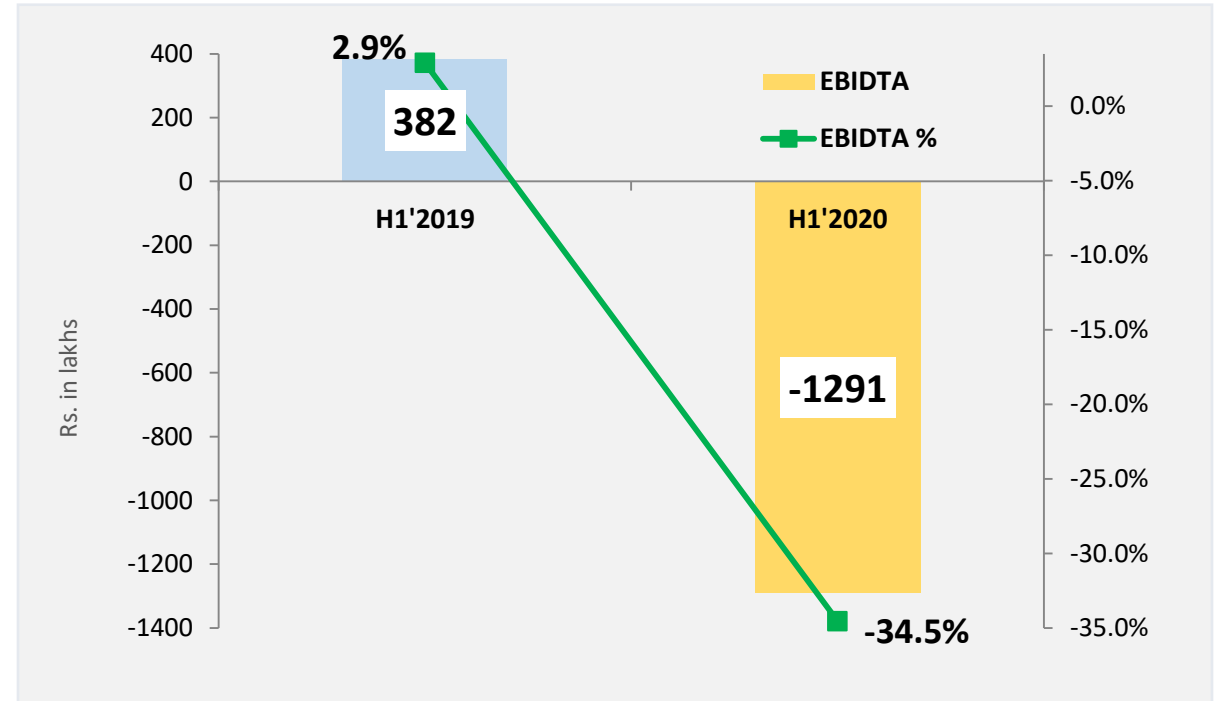
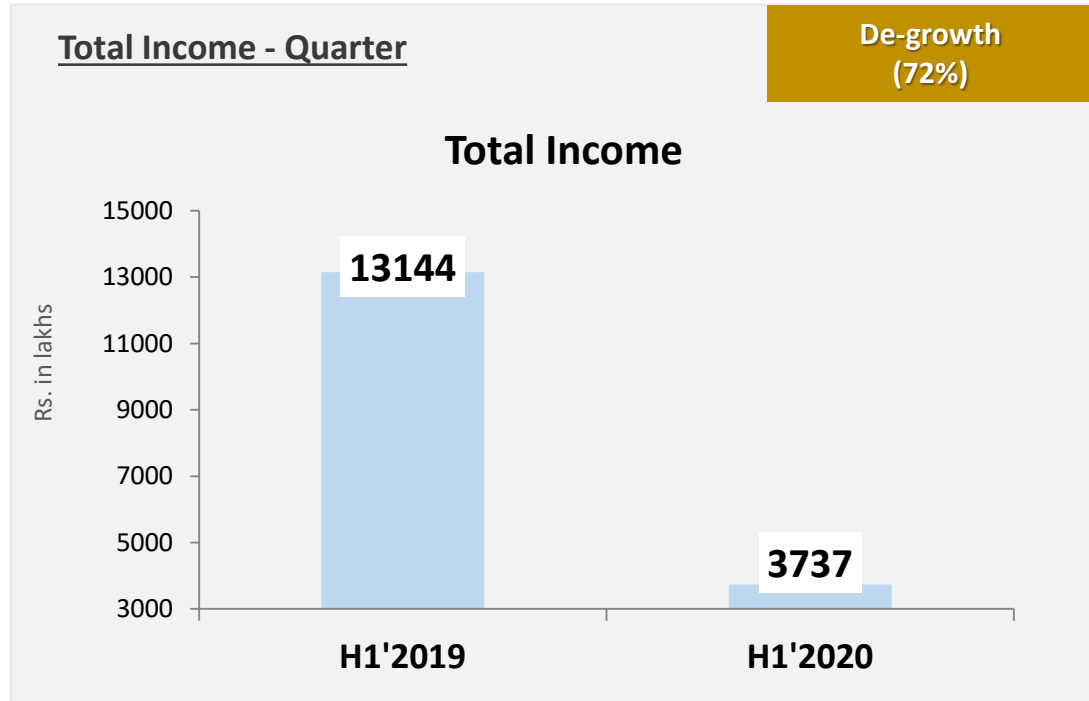
## TGIL Financial Performance – Current Quarter



*Company's operations and financial results for the half-year ended September 30, 2020 have been adversely impacted by the outbreak of COVID-19 pandemic due to which the results for the quarter ended June 30, 2020 are not comparable with previous year.*



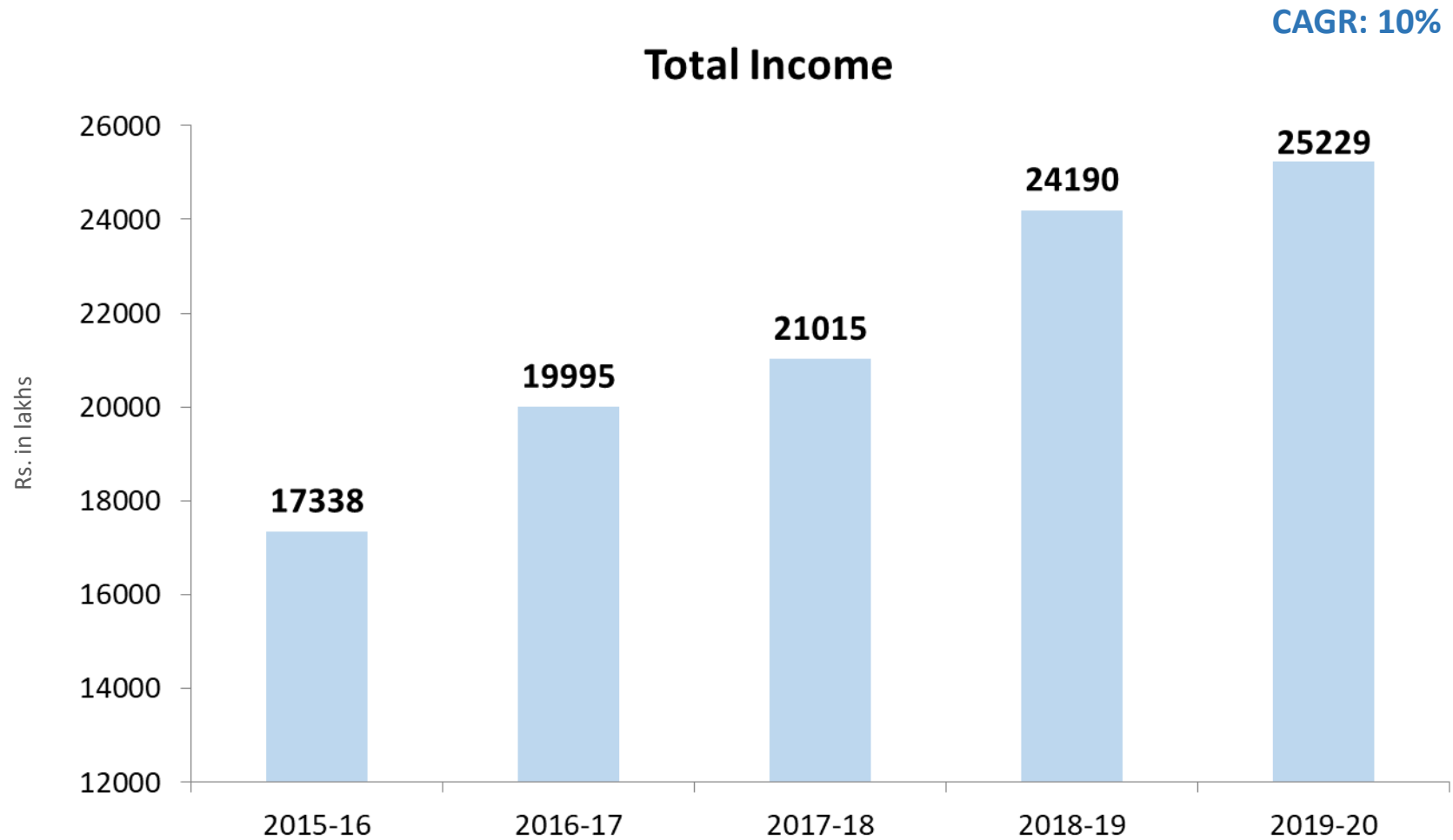
# TGIL Financial Performance – Half-year ended 30<sup>th</sup> Sep 2020



*Company's operations and financial results for the half-year ended September 30, 2020 have been adversely impacted by the outbreak of COVID-19 pandemic due to which the results for the quarter ended June 30, 2020 are not comparable with previous year.*

# TGIL Annual Financial Performance

## Total Income

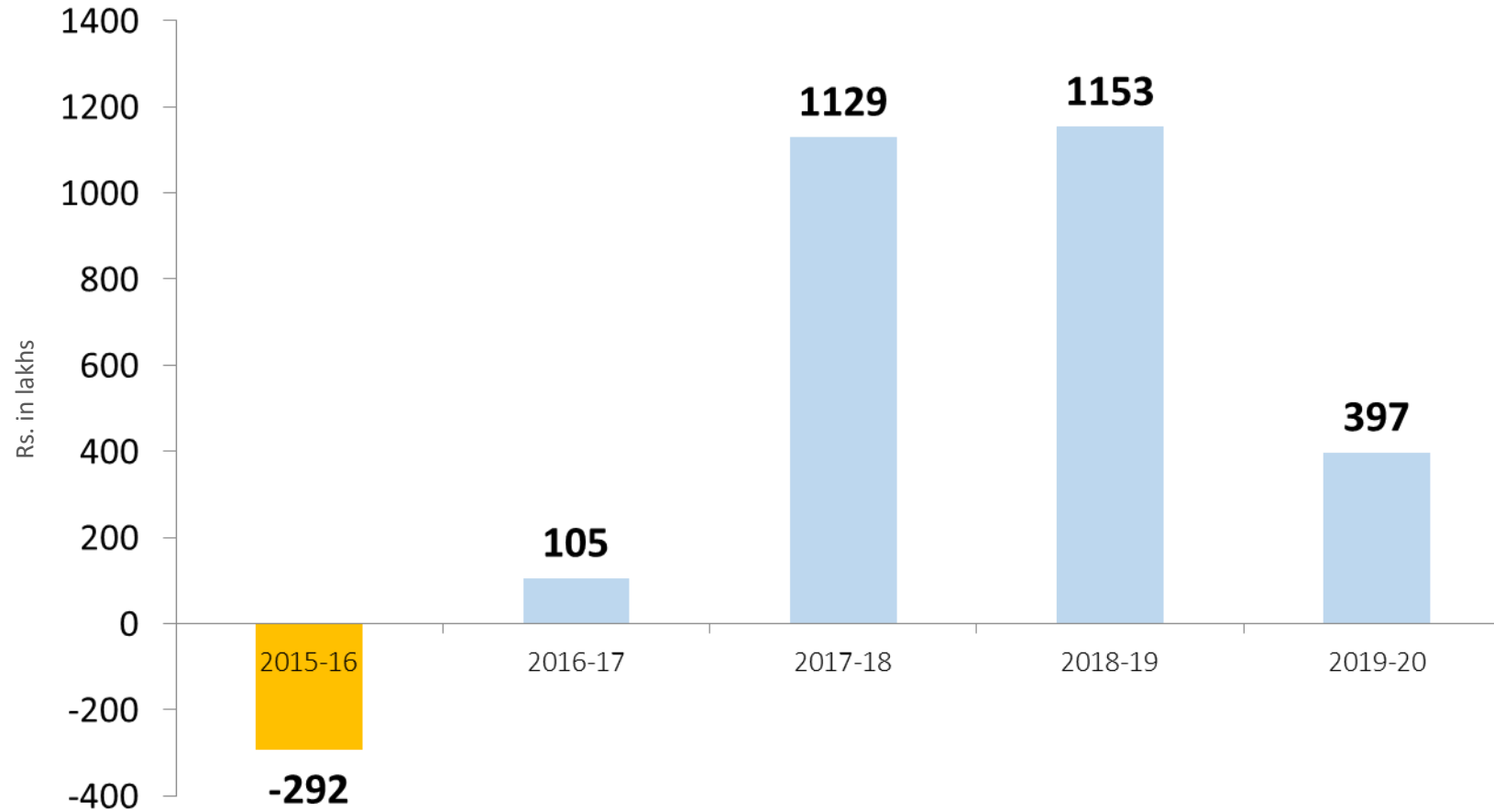


Note: GST Implemented from July 1, 2017 therefore revenue numbers are not strictly comparable to past.



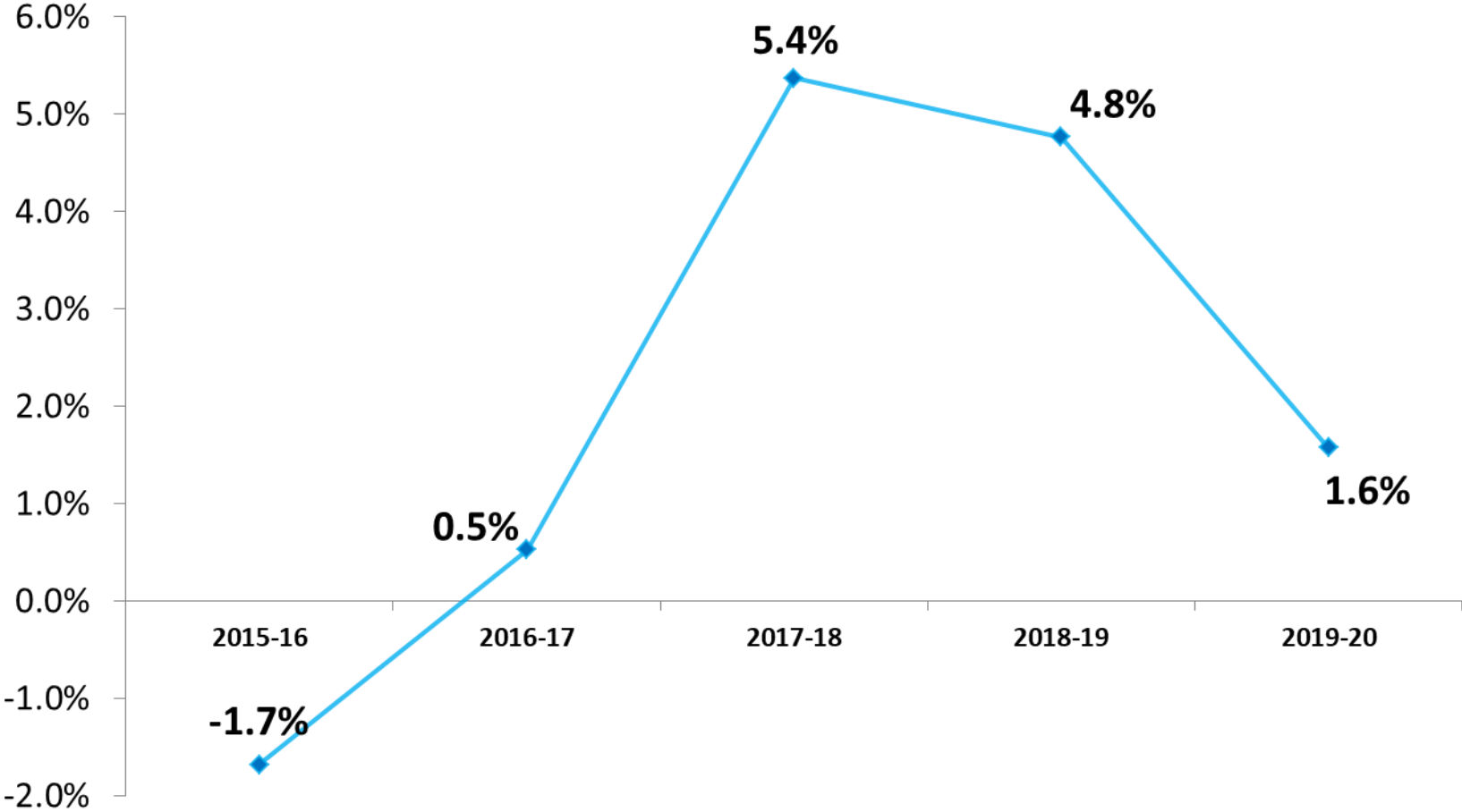
# TGIL Annual Financial Performance

## EBIDTA



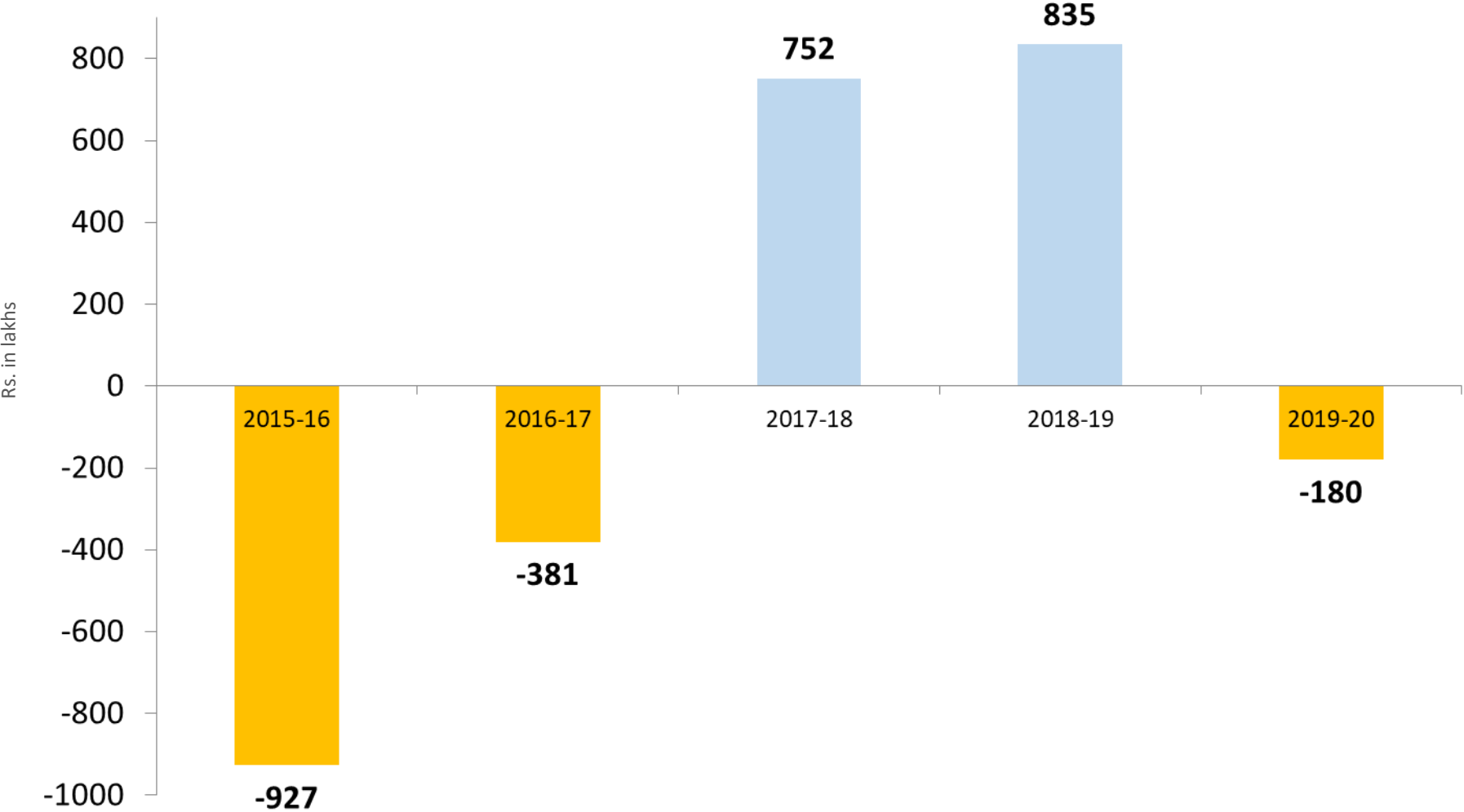
# TGIL Annual Financial Performance

EBIDTA %



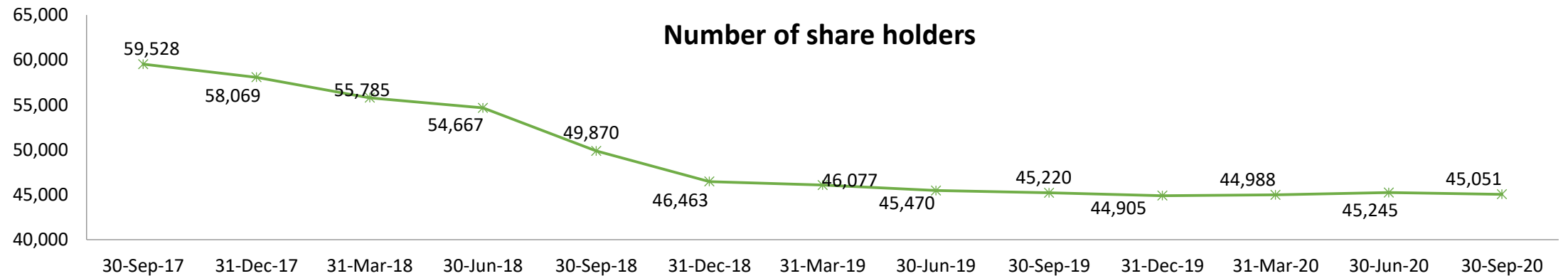
# TGIL Annual Financial Performance

PBT

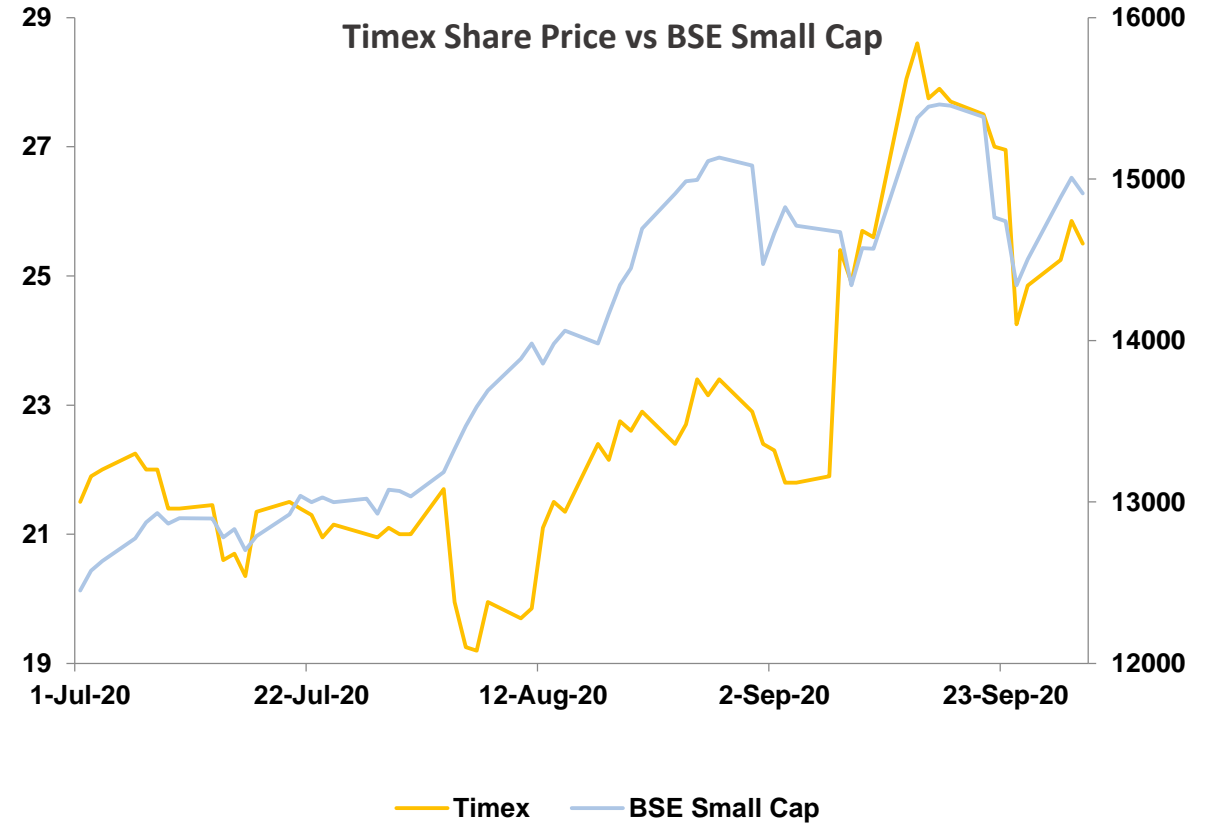
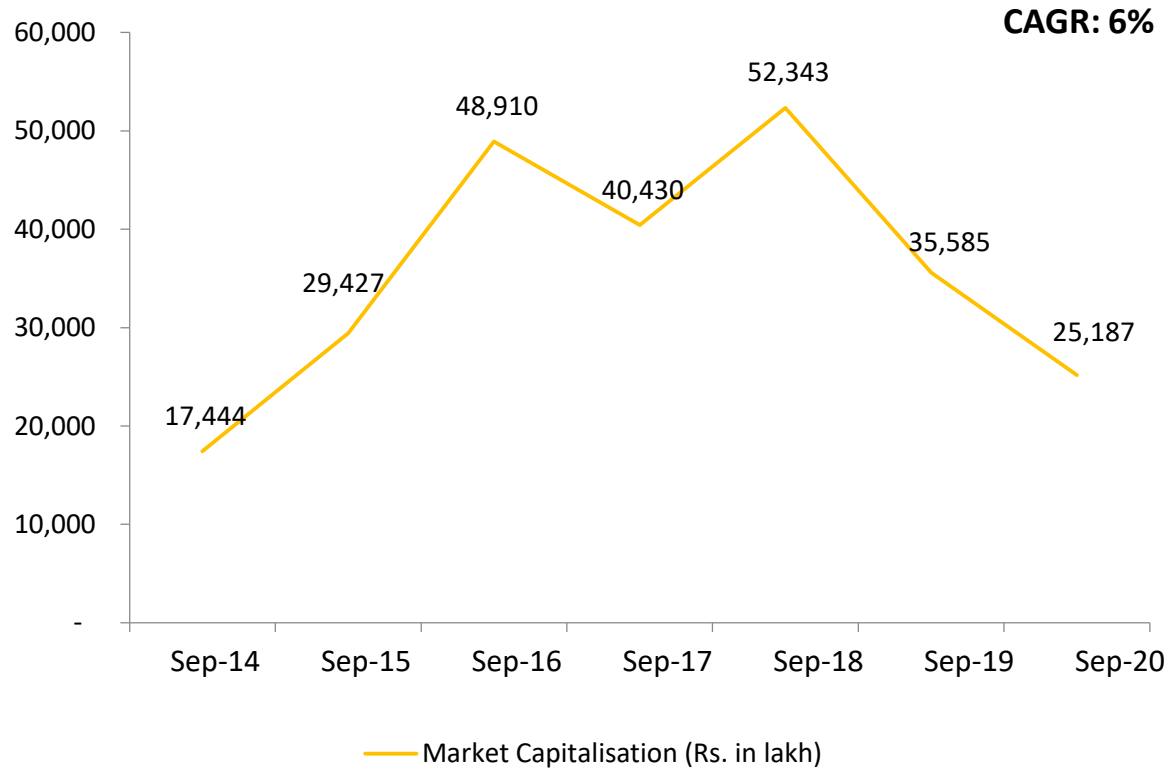


## TGIL Shareholding Pattern

|  | 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     | 31-Mar-20     | 30-Jun-20     | 30-Sep-20     |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>Promoters</b>                       | 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%        |
| <b>Institutional Investors</b>         | 0.19%         | 0.19%         | 0.13%         | 0.13%         | 0.04%         | 0.03%         | 0.03%         | 0.03%         | 0.03%         | 0.04%         | 0.03%         | 0.03%         | 0.03%         |
| <b>Public &amp; other shareholding</b> | 24.88%        | 24.88%        | 24.94%        | 24.94%        | 25.03%        | 25.04%        | 25.04%        | 25.04%        | 25.04%        | 25.03%        | 25.04%        | 25.04%        | 25.04%        |
| <b>Total</b>                           | 100%          | 100%          | 100%          | 100%          | 100%          | 100%          | 100%          | 100%          | 100%          | 100%          | 100%          | 100%          | 100%          |
| <b>Total no. of shareholders</b>       | <b>59,528</b> | <b>58,069</b> | <b>55,785</b> | <b>54,667</b> | <b>49,870</b> | <b>46,463</b> | <b>46,077</b> | <b>45,470</b> | <b>45,220</b> | <b>44,905</b> | <b>44,988</b> | <b>45,245</b> | <b>45,051</b> |



# TGIL Market Capitalization



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

we are  
**watchmakers**

EST. 1854



# About Timex Group

---

Over 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  
Teslar

## **Additional Global Brands\***

Guess  
Gc  
Vincent Berard  
CT Scuderia

\* These brands are not distributed by Timex Group India Limited.

# About 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 Tanager Group B.V. (formerly known as Timex Group B.V.) \*

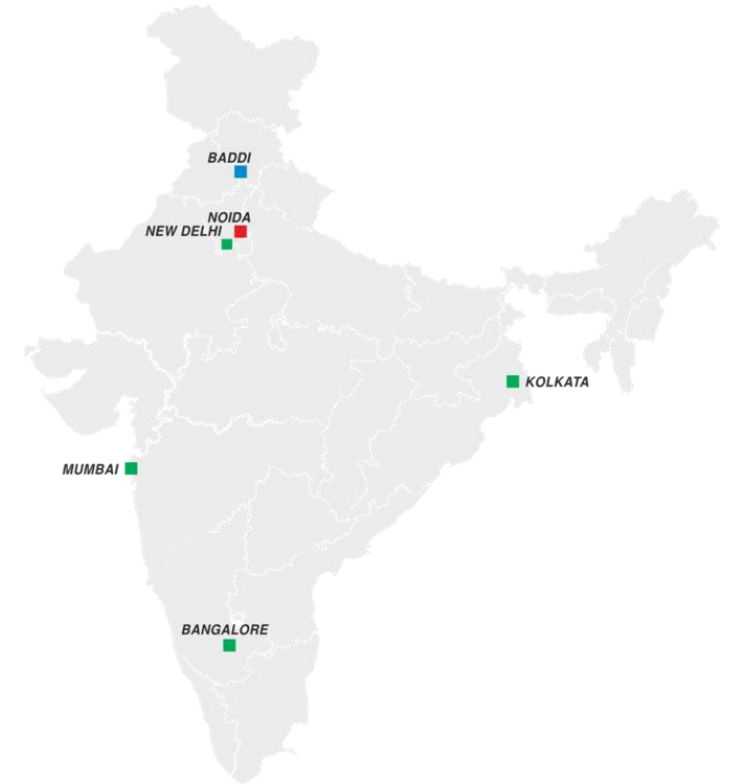
Having entered India in 1988, Timex Group India today has one of the most powerful portfolios of brands in the watch industry. With technological innovation and cutting-edge design, we recognize the tremendous opportunity to leverage the reach and appeal of each brand's individual identity, personality,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

## Locations

Noida [Headquarters], New Delhi [Registered Office]

Baddi, Himachal Pradesh [Factory]

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

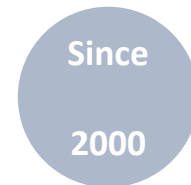
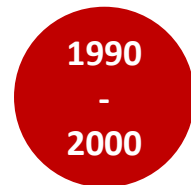
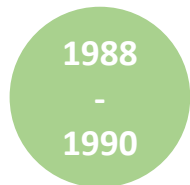


Joint venture between Timex Group and Jayna Times Industries Ltd.

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

## Design Credentials

---

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.



# It is Our Honour to Make In India

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

*Baddi is located on the foothill of Shivalik mountain range of the Himachal Pradesh province in India.*

*This industrial hub has a round the year connectivity through road, rail & air networks.*

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.

SA 8000: 2014 Certificate issued by TÜV Rheinland, March 2020.



## It is Our Honour to Make In India

---

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

Timex Baddi Unit has an assembly capacity of 10 k watches per day.

It includes assembly of digital, Analogue, Ana-Digi, Indiglo®. We have also assembled Smart-bands in the Baddi factory.

Assembly operation starts with assembling of fit-up i.e. by mounting dial and hands on the movement.

To accommodate both high & low volume movements, we have both on line & off line assembly respectively.



Off Line



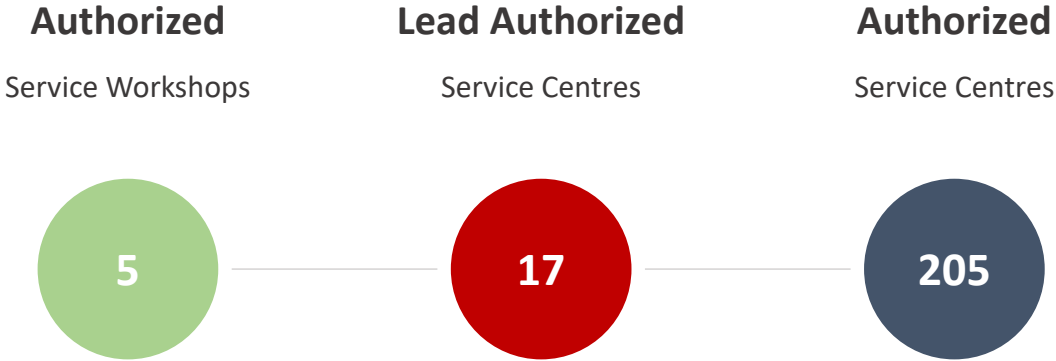
On Line





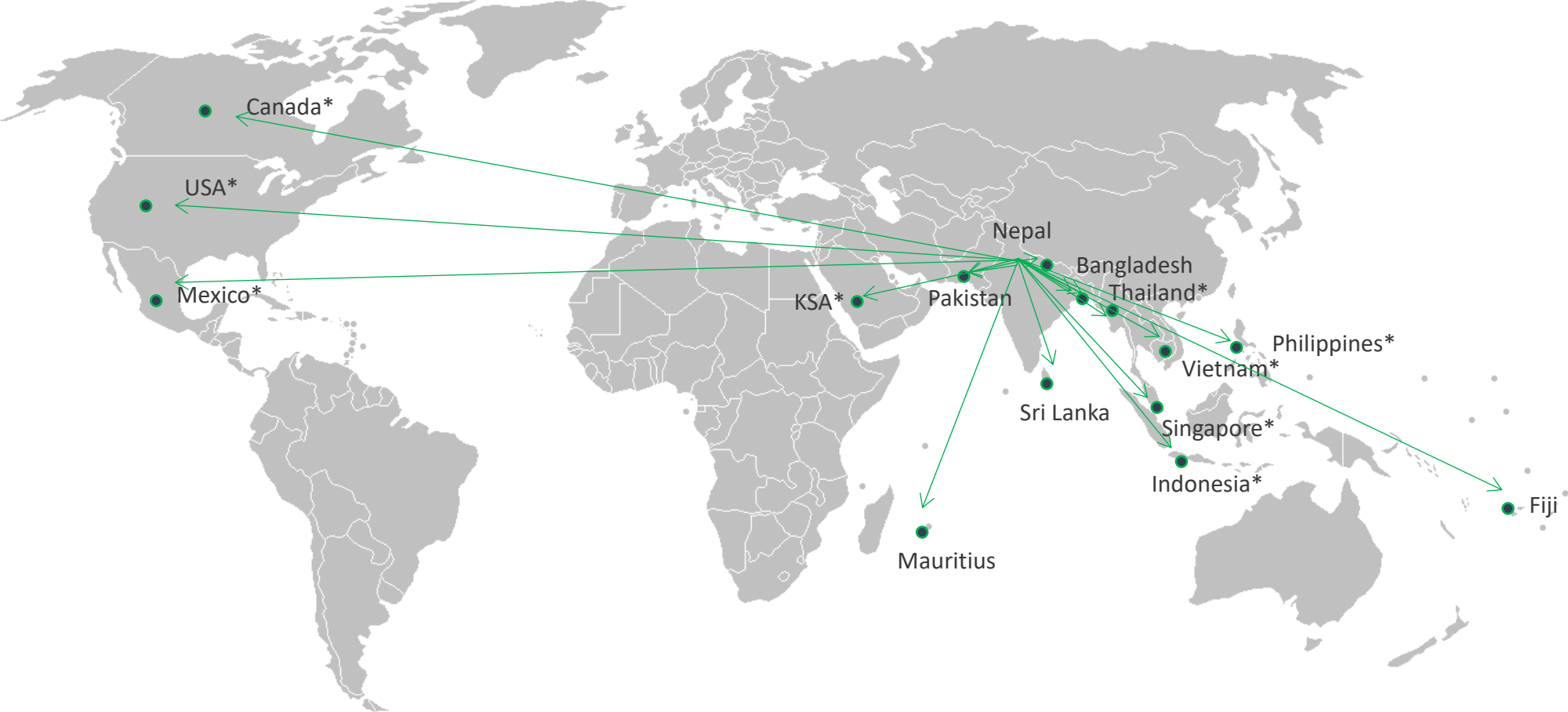
# TGIL Service Network

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



# TGIL Exports

Increasing Global Reach



\* Via group company

End of Document