


February 02, 2024



TITAN COMPANY
Current Price: ₹ 3626.00

STOCK DATA

BSE Code	500114
NSE Symbol	TITAN
Reuters	TITN.BO
Bloomberg	TTAN IN

VALUE PARAMETERS

52 W H/L(Rs)	3885.00/2268.90
Mkt. Cap.(Rs Cr)	321911.25
Latest Equity(Subscribed)	88.78
Latest Reserve (cons.)	12320
Latest EPS (cons.) -Unit Curr.	37.19
Latest P/E Ratio -cons	97.5
Latest Bookvalue (cons.) -Unit Curr.	139.77
Latest P/BV - cons	25.94
Dividend Yield -%	0.28
Face Value	1.00

SHARE HOLDING PATTERN (%)

Description as on	% of Holding 31/12/2023
Foreign	19.73
Institutions	10.44
Non Promoter Corp. Hold.	0.67
Promoters	52.90
Public & Others	16.27

Consolidated Financials Result

In Cr.

Particulars	Qtr Ending	Qtr Ending	Var. (%)
	Dec. 23	Dec. 22	
Total Income	14,164.00	11,609.00	22
OPM (%)	12.20	13.30	-110bps
OP	1,565.00	1,347.00	16
Other income	136.00	90.00	51
PBIDT	1,701.00	1,437.00	18
Net Finance Charges	169.00	79.00	114
PBDT	1,532.00	1,358.00	13
Depreciation	154.00	113.00	36
PBT	1,378.00	1,245.00	11
Tax expense	325.00	332.00	-2
PAT	1,053.00	913.00	15
EPS (Rs)	11.83	10.16	

Titan Q3 FY24 result, PAT rises 15% YoY to Rs 915 cr but margins declined slightly, below estimates

Revenue from operations jumped 22% year on year (YoY) to Rs 14164 crore in the quarter ended 31 December 2023. Profit before tax stood at Rs 1,378 crore in Q3 FY24, up 6.15% from Rs 1,267 crore recorded in Q3 FY23. Operating Profit grew 16% to Rs 1,565 crore in Q3 FY24 as against Rs 1,347 crore posted in Q3 FY23. EBITDA margin slipped to 12.2% in the December quarter from 13.3% reported in the same quarter last year.

Segmental Performance

Jewellery: Total Income for the quarter grew 23% over Q3FY23 to ,11, 709 crores. The India business grew 21% in the same period. The festive season saw a healthy double-digit buyer growth. The business continued to run its attractive programs that helped maintain growth momentum amidst an environment of high gold prices. EBIT at '1,432 crores recorded a margin of 12.2% for the quarter.

Tanishq expanded its international presence adding two more stores in USA in Houston and Dallas and one store in Singapore. Mia opened its first store in Dubai taking the Titan's Jewellery international footprint to 14 stores. During the quarter, in India, Tanishq opened 18 stores whereas Mia added 16 new stores. The domestic network now covers 453 stores in Tanishq, 161 stores in Mia and 8 stores of Zoya.

Watches & Wearables: Business recorded a Total Income of ,982 crores, up 21% compared to Q3FY23. The domestic business grew 23% in the same period. Analog watches Revenues of ,810 crores grew by 18% and the Wearables portfolio Revenues grew 65% to ,136 crores respectively over Q3FY23. The premiumization journey saw good progress as both Titan and Helios (International Brands) saw growths largely driven by increase in Average Selling Prices (ASP). In Wearables, Fastrack grew 66% and Titan Smart grew 57% respectively compared to Q3FY23. EBIT came in at ,55 crores with an EBIT margin of 5.6% for the quarter. During the quarter, 9 new stores were added in Titan World, 11 stores in Helios and 5 stores in Fastrack. The network now covers 655 stores in Titan World, 198 stores in Fastrack and 223 stores in

Helios.

EyeCare: Total Income of ,167 crores in Q3FY24 declined 4% compared to Q3FY23 . EBIT for the business came in at ,14 crores clocking a margin of 8.4% for the quarter. 'Dash be the face'/ 'Dash Superstar', an opportunity for boys & girls up to the age of 14 years to participate and become the face of the brand was a notable initiative during the quarter. The event saw participation from 15,000+ children from 300+ cities and 18 states. Titan Eye+ opened two new stores internationally during the quarter, one each in Dubai and Sharjah taking the international footprint to 3 stores in the GCC region. The domestic network now covers 905 stores of Titan Eye+ and 8 stores of Fastrack.

Emerging Businesses: Total Income of ,112 crores for Q3FY24 for the Emerging Businesses comprising of Indian Dress Wear ('Taneira') and Fragrances, Fashion Accessories (F&FA) grew 26% compared to the same period last year. Taneira's sales grew 61% compared to Q3FY23. 'The Queen' s Collection' was the highlight for the season of festivals and weddings. The brand hosted an exclusive exhibition, 'Parichay', highlighting indigenous crafts of beautiful Tussar silk creations, Chamba folk embroidery, Zardozi embroidery, Batik with Kantha embroidery, Chitara paintings, Madhubani paintings, and Thangka-inspired paintings etc. Continuing with its efforts to preserve the weaving craft and uplift working conditions of the weavers, Taneira launched a Weavershala at Bhagaiya, Bhagalpur. The brand now supports a total of 13 Weavershalas throughout the country. 11 new Taneira stores were opened during the quarter, taking the total count to 62 stores covering 29 cities.

The F&FA business declined 7% compared to Q3FY23. In key sub-segments, Women's Bags recorded 25% growth while Fragrances declined by 6% compared to Q3FY23. The Emerging Businesses together recorded a loss of ,20 crores for Q3FY24 .

Key Subsidiaries of the Company

Caratlane Trading Private Limited: Total Income grew 32 % to ~893 crores as compared to Q3FY23. The season's campaign #Khu/KeKaroExpress focussed on the collection 'Alpona', a 100-year Bengal art form inspiration with eight unique motifs in white ceramic and diamonds. In the wedding season, the first ever Mangalsutra campaign of 'EveryDay Vows' was launched aimed at addressing the modern demands of the consumers. EBIT came in at ,82 crores for Q3FY24 clocking a margin of 9.2%. Caratlane added 16 new stores (net) in the quarter taking the total store count to 262 stores spread across 105 cities pan-India .

Titan Engineering & Automation Limited : The Business recorded a Total Income of ,202 crores in Q3FY24, a growth of 61% compared to Q3FY23. The Automation Solutions (AS) business grew 85% and the Manufacturing Services grew 30% compared to their respective Revenues of Q3FY23. The order flow in AS business was healthy resulting in a closing order book of more than %00 crores at the end of Q3FY24 . EBIT for the quarter was ,25 crores at a margin of 12.4%.

Management Comment

C K Venkataraman, managing director of Titan Company, said, "The festive quarter saw encouraging consumer demand delivering a healthy double-digit growth of 24% over a strong base of Q3FY23. Our international store openings in Houston, Dallas and Singapore market were enthusiastically received by the Indian diaspora and other nationals at those locations. Our domestic store expansions in all target markets too are progressing well. We will continue to pursue market share growth and are actively investing in capabilities across all our business segments."

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