



SEC 02 / 2025-26

7th April 2025

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001
Maharashtra, India
Scrip Code: **500114**

National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G
Bandra Kurla Complex
Bandra (E), Mumbai 400 051
Maharashtra
Symbol: **TITAN**

Dear Sirs,

Sub: Quarterly Update – Q4 FY 2024-25

This is to provide the quarterly update for Q4 of FY 2024-25 as furnished in the attached document.

This is for your information and records.

Thank You.

Yours truly,
For TITAN COMPANY LIMITED

Dinesh Shetty
General Counsel & Company Secretary

Encl: As above

Titan Company Limited

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Registered Office 3, Sipcot Industrial Complex Hosur 635 126 TN India. Tel-91 4344 664 199 Fax 91 4344 276037, CIN: L74999TZ1984PLC001456
www.titancompany.in

A TATA Enterprise



7th April 2025

Quarterly Update: Q4FY25

The Company closed the fiscal year on a strong note clocking robust performance across key business segments registering c.25% YoY growth for the quarter and c.21% for the financial year. Titan's (*consolidated*) retail network grew by 72 stores (net) in the quarter to reach 3,312 stores.

| Segments (<i>Consumer Businesses</i>) | YoY Growth% (Q4FY25 v/s Q4FY24) | Store Additions (Q4FY25) (net) | Total Stores (as of Mar'25) |
|---|------------------------------------|-----------------------------------|--------------------------------|
| Jewellery | 25% | 19 | 768 |
| Watches | 22% | 41 | 1,235 |
| EyeCare | 19% | (9) | 898 |
| Emerging Businesses | 7% | 4 | 88 |
| TCL (Standalone) | 25% | 55 | 2,989 |
| CaratLane | 22% | 17 | 323 |

Note: Growth percentages rounded to closest integer. Metrics in Jewellery, TCL (Standalone) and CaratLane exclude bullion and Digi-gold sales; International Business metrics (primary sales to entities & store networks in these geographies) included in respective businesses as applicable

Jewellery (*domestic ops.*) grew c.24% YoY on the back of significant increase in gold prices. Both plain (*gold*) jewellery at c.27% YoY and coins at c.65% YoY respectively, led this growth, reflecting high consumer preference for gold (adornment cum store of value). Elevated gold prices resulted in sluggish consumer demand at lower price points leading to single digit buyer growth, while demand at higher price bands sustained resulting in a high double-digit growth in ticket sizes. Studded jewellery registered low double-digit value (YoY) growth for the quarter. Solitaire segment saw a turn around and registered both buyer and value growths in this period. Overall like-to-like (L2L) sales (*secondary*) was c.15% YoY. Tanishq expanded its international network to the new markets of Sharjah in UAE and Atlanta & Seattle in USA. Of the 16 new store additions (net) in India, 4 stores were added in Tanishq and 12 stores were added in Mia.

Watches (*domestic ops.*) recorded another quarter of strong c.20% YoY growth. Titan, Fastrack and Sonata propelled analog watches growth to c.18% YoY. All the key retail channels of Helios, Titan World and Fastrack grew in healthy double digits with Helios channel registering the highest growth (relatively) reflecting consumer penchant for premium product offerings. Division added 41 new stores in the quarter, comprising of 20 stores in Titan World, 10 in Helios, and 11 in Fastrack respectively.

EyeCare (*domestic ops.*) grew c.18% YoY contributed well by Revenue and buyers. Titan Eyeplus, with its multi-brand approach, registered a healthy double-digit growth driven by international brands. E-commerce is a new growth driver for the Division and is favored by consumers for affordable fashion purchases like sunglasses. Titan Eye+ added two new stores in the UAE region, one each in Sharjah and Dubai. Division closed 11 stores (net) in India during the quarter.

In Emerging Businesses, Fragrances grew c.26% YoY, Fashion Accessories clocked c.12% YoY growth and Taneira 's sales were lower by c.4% YoY. 'SKINN' piloted its first experiential store in Seawoods, Mumbai. 'IRTH' opened 4 new stores in Hyderabad, Pune, Noida & Mumbai. Taneira closed 1 store in this period.

CaratLane registered c.22% YoY growth (in a quarter of strong gold consumer preference), driven by healthy growth in the studded portfolio. The corresponding buyer growth was in mid-single-digits and L2L growth c.11% for this period. A total of 17 domestic stores (net) were added by CaratLane during the quarter.

The above quarterly information for the quarter and year ended 31st March 2025, is provisional and subject to Annual Audit by the Statutory Auditors of the Company.

For Titan Company Limited,


Ashok Sonthalia
Chief Financial Officer

Titan Company Limited

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