

August 2, 2019

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 Q1 of FY 2020**

Dear Sir,

Please find enclosed an Investor Presentation covering the performance highlights of the Company for Q1 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 & Company Secretary



# TIMEX GROUP

Timex Group India Limited

Investor Presentation

Q1'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.

## In the Media

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### TMX brand launch

TMX is a new venture of the Timex Group – one that aims to provide great design and quality to a wide variety of Indian consumers.

Backed by the promise of quality that you've come to expect from Timex, TMX is vibrant, appealing, and reliable.

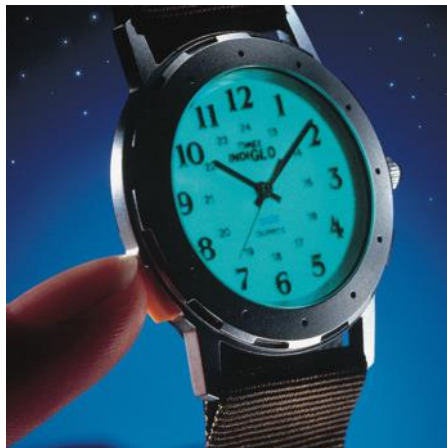
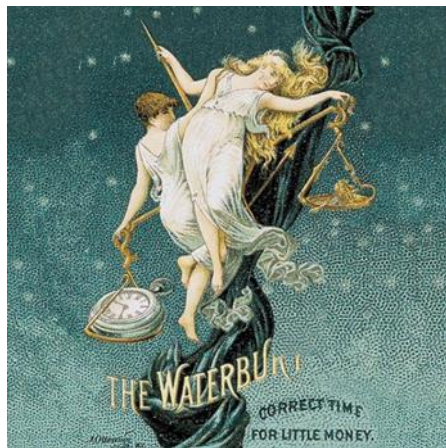
TMX was launched with a press event in Lucknow, the city of nawabs, in June 2019.





# Timex Group is the Oldest American Watchmaker

Established 1854 in Waterbury, Connecticut



1854

Timex Group is founded as the Waterbury Clock Company

1901

Our Yankee Pocket Watch makes the dollar famous.

1914

Our first wristwatch is created from a pocket watch and a strap.

1950

Our watches take a licking and keep on ticking on live television.

1992

Our INDIGLO backlight changes how time is told in the dark.

1997

GUESS watches are added to our portfolio.

2005

Versace watches are added to our portfolio.

2007

Giorgio Galli Design Lab opens in Milan.

2015

Our first modern Smartwatch launches as GUESS Connect

2019

American Documents™ brings watchmaking back home to the US.

# About Timex Group

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165 years of innovation, tradition and market leadership

Founded in **1854**



**5.000**  
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  
Salvatore Ferragamo  
Versace  
Versus  
Nautica

## **Additional Global Brands\***

Guess  
Gc  
Ted Baker  
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.

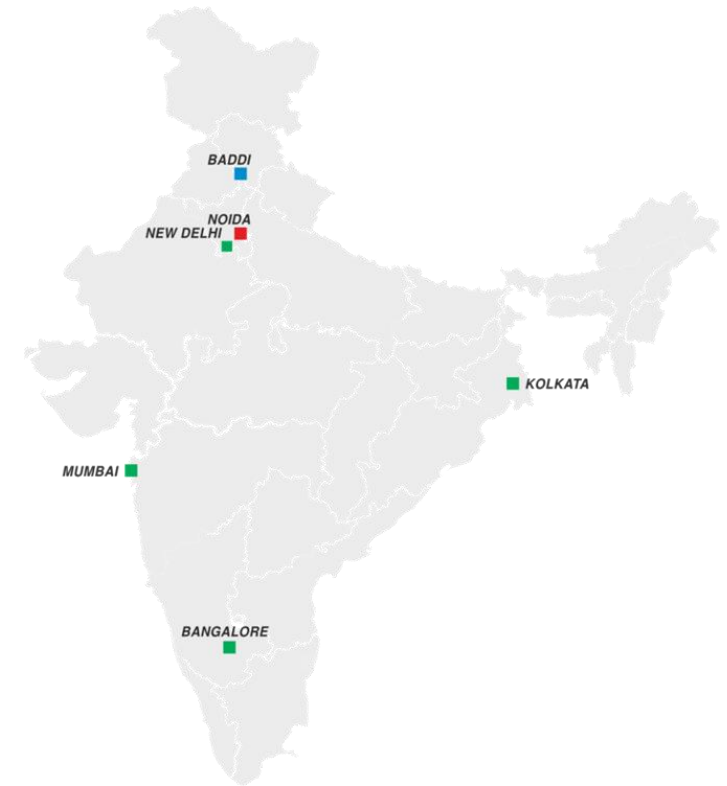
Having entered India in 1988, Timex Group India today has one of the most powerful portfolios of brands in the watch industry. With technological innovation and cutting-edge design, we recognize the tremendous opportunity to leverage the reach and appeal of each brand’s individual identity, personality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

## Locations

Noida [Headquarters], New Delhi [Registered Office]

Baddi, Himachal Pradesh [Factory]

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

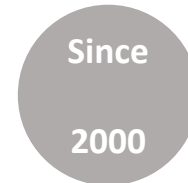
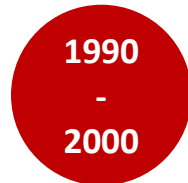
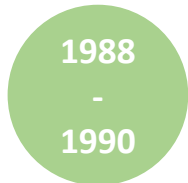


Joint venture between  
Timex Group and Jayna  
Times Industries Ltd.

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.





### **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

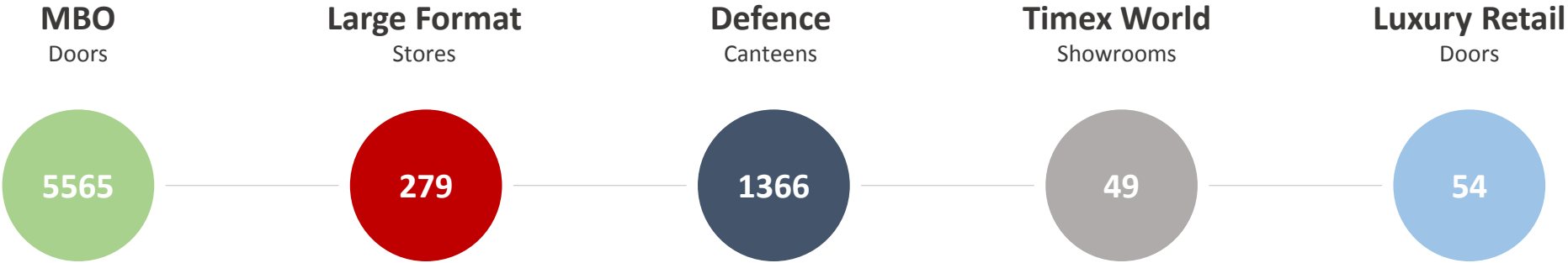
### **Bijou Kurien | Independent Director**

Experience: 35+ years

Qualification: PGDBM from XLRI & Science Graduate

# TGIL Retail Network

A wide network of sales doors enables TGIL to reach consumers across India



# International Design Credentials

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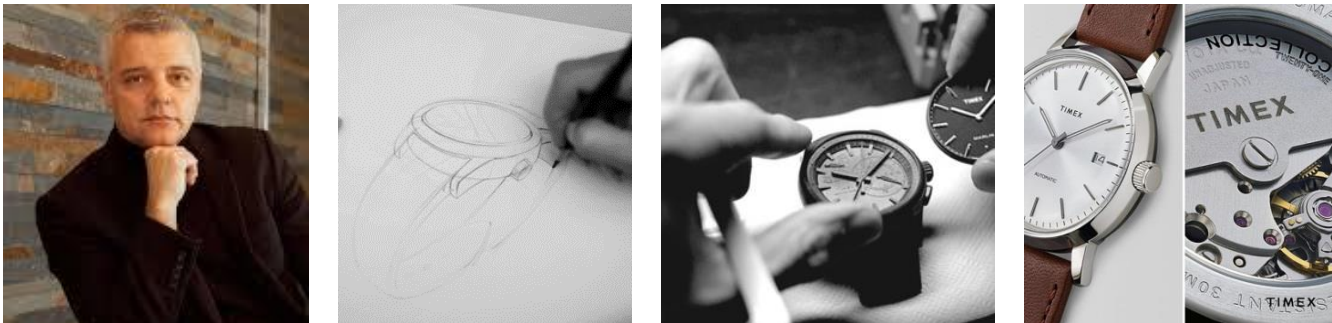
Creative Director – Giorgio Galli

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 and Salvatore Ferragamo.

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

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. Single shift operation

Installed Capacity: 10K/ day; currently handling 52 types of movements

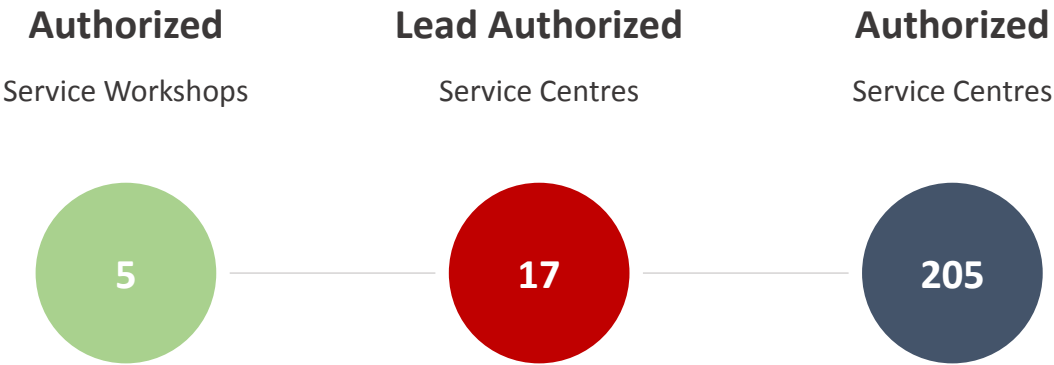
Finished Goods Warehouse: Capacity 200K boxed watches





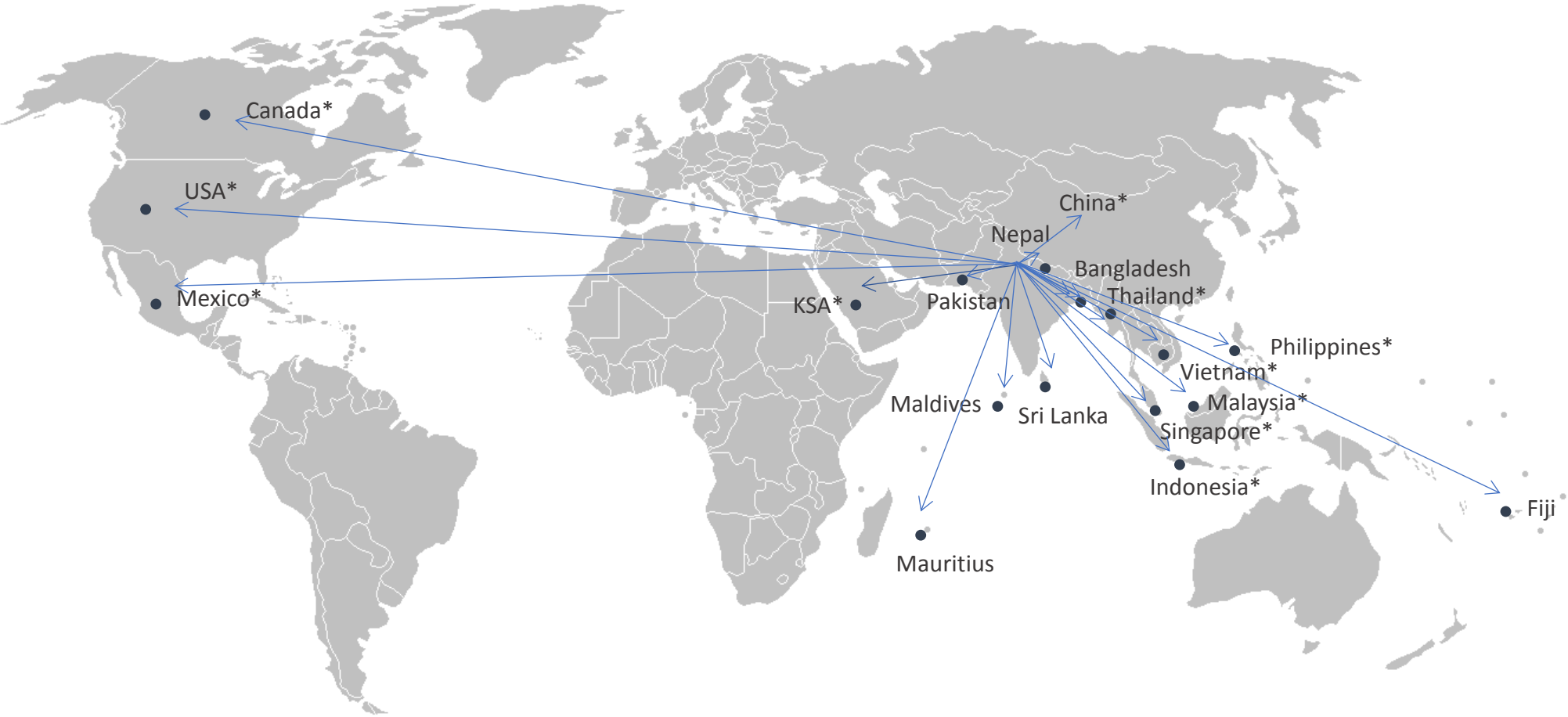
# TGIL Service Network

A combination of 227 locations and a customer care call centre service



# TGIL Exports

Increasing Global Reach



\* Via group company

Financial Performance

Q1'FY 2019-20



## TGIL Financial Performance Q1'FY 2019-20

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Slowdown in retail weighing heavily on this quarter's result.

Revenue grown by 4% during the quarter over last year.

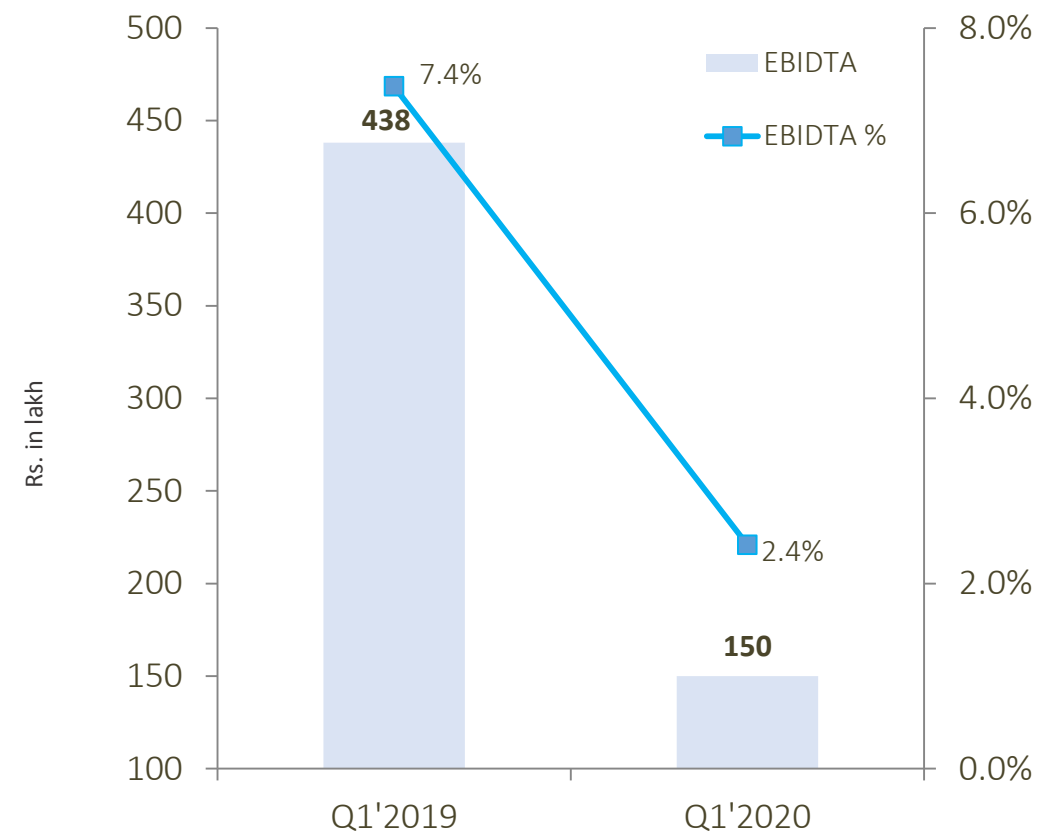
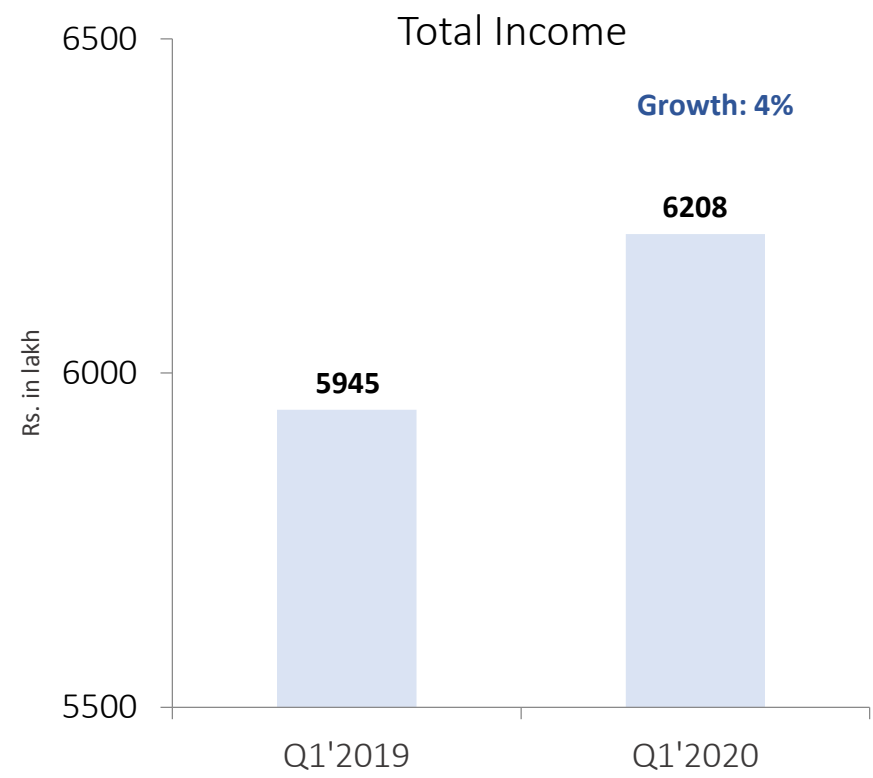
EBIDTA de-grown by 66% during the quarter over last year on account of higher marketing spends on new brand launch.

PBT de-grown by 102% during the quarter over last year.



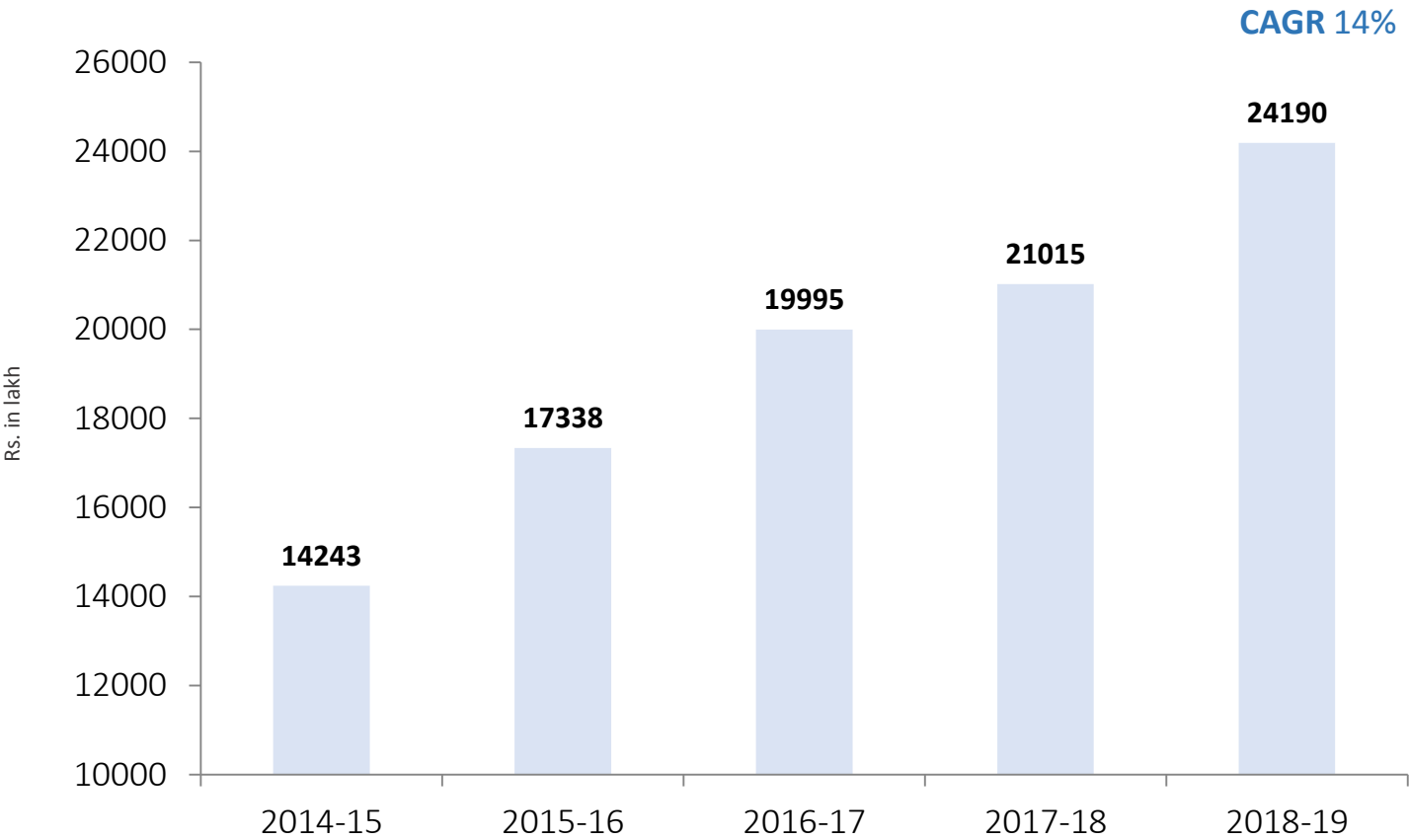
# TGIL Financial Performance

Q1'FY 2019-20



# TGIL Annual Financial Performance

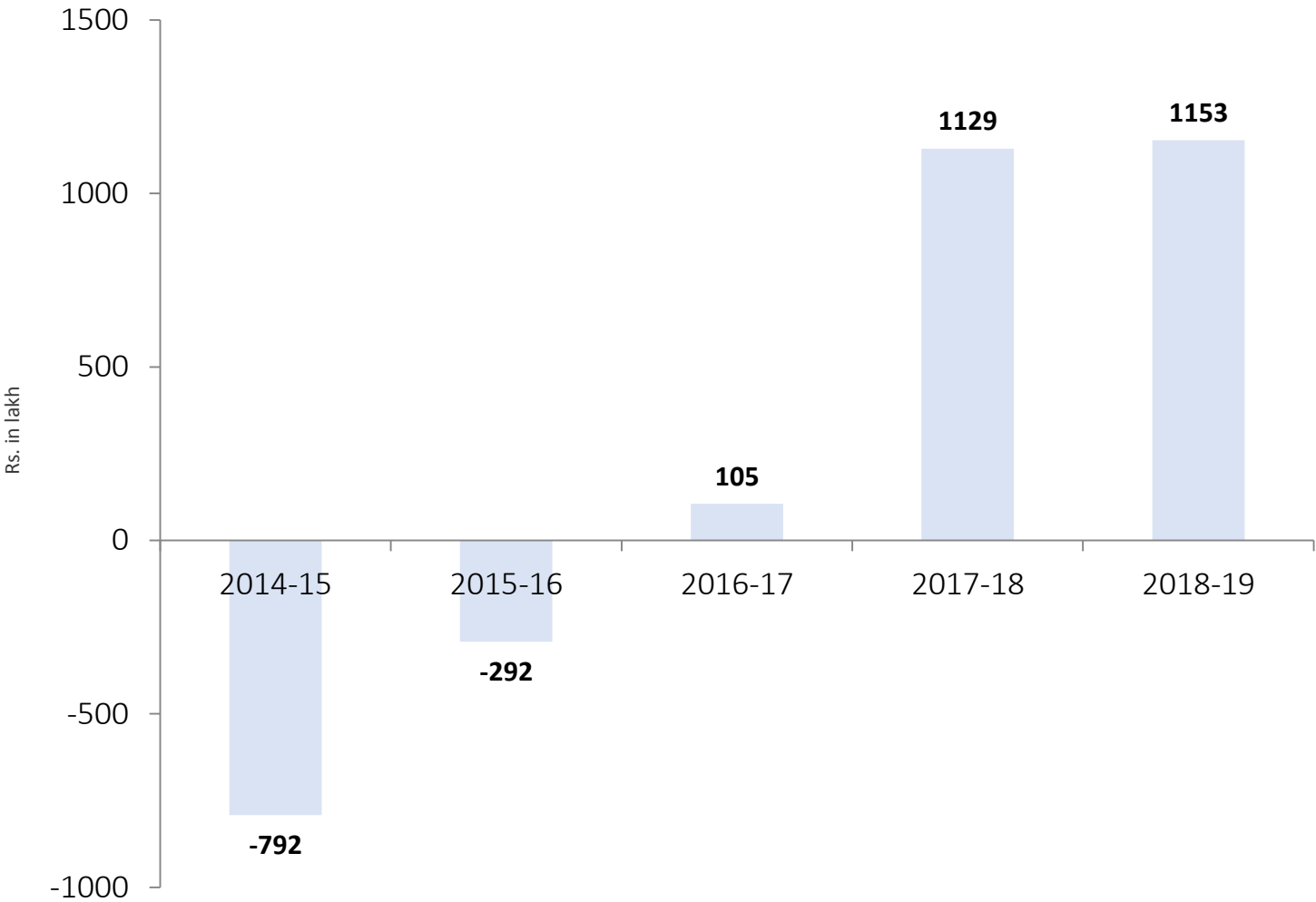
Total Income



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

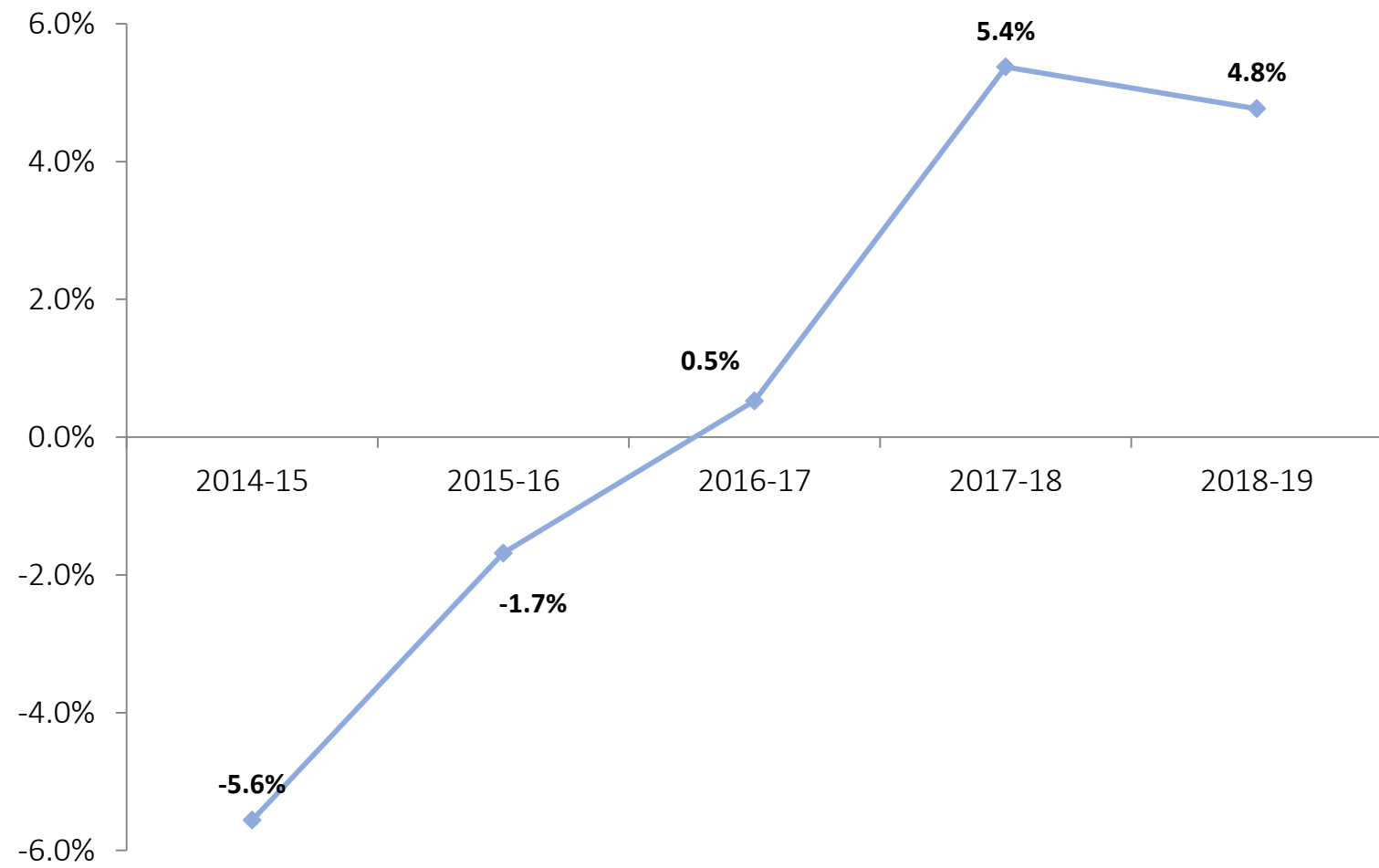
# TGIL Annual Financial Performance

EBIDTA



# TGIL Annual Financial Performance

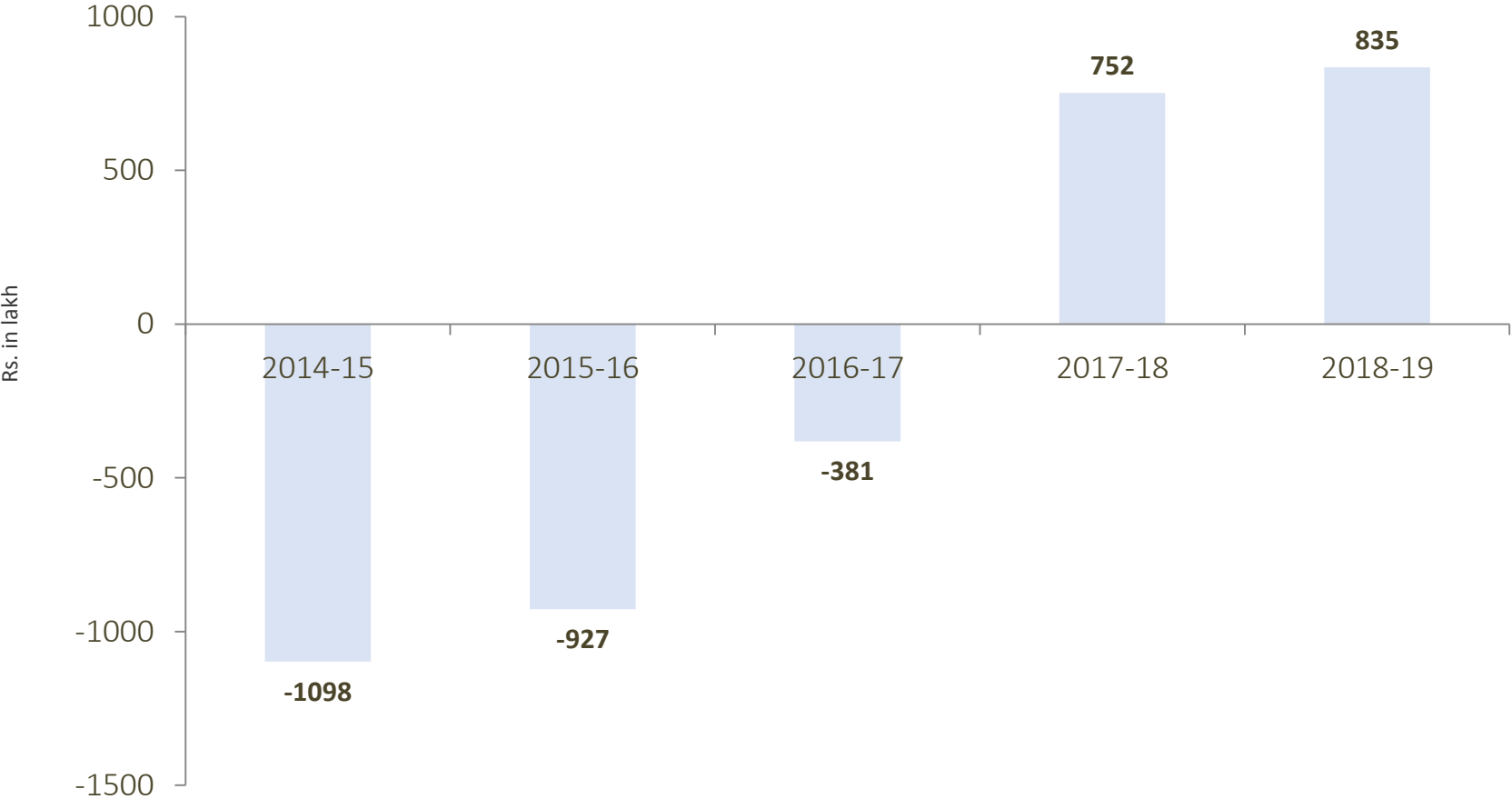
EBIDTA %





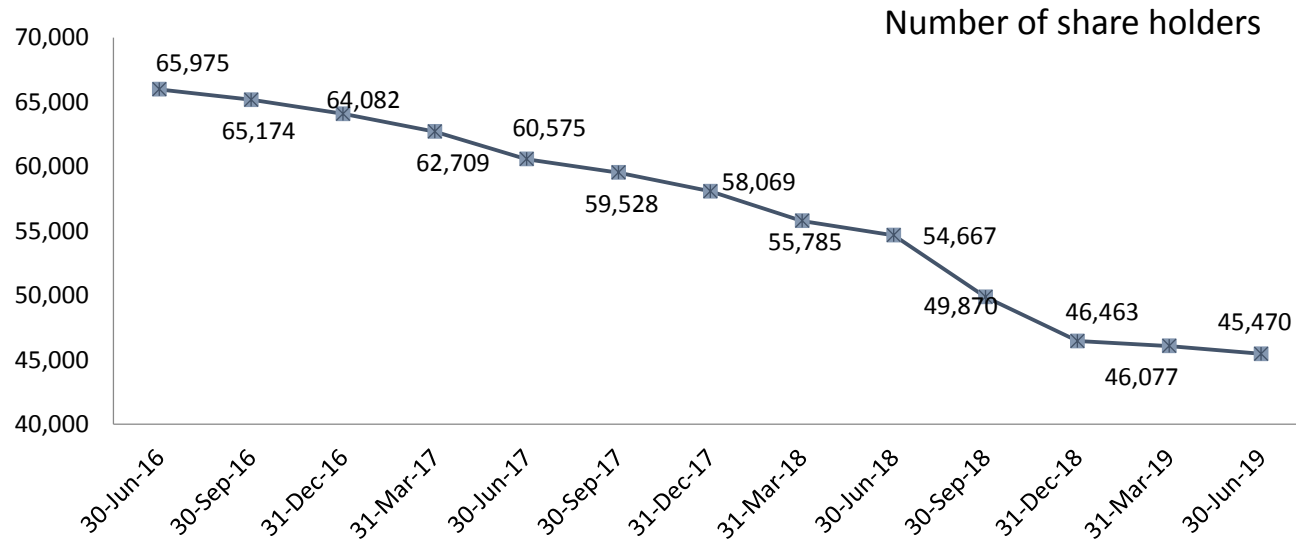
# TGIL Annual Financial Performance

PBT

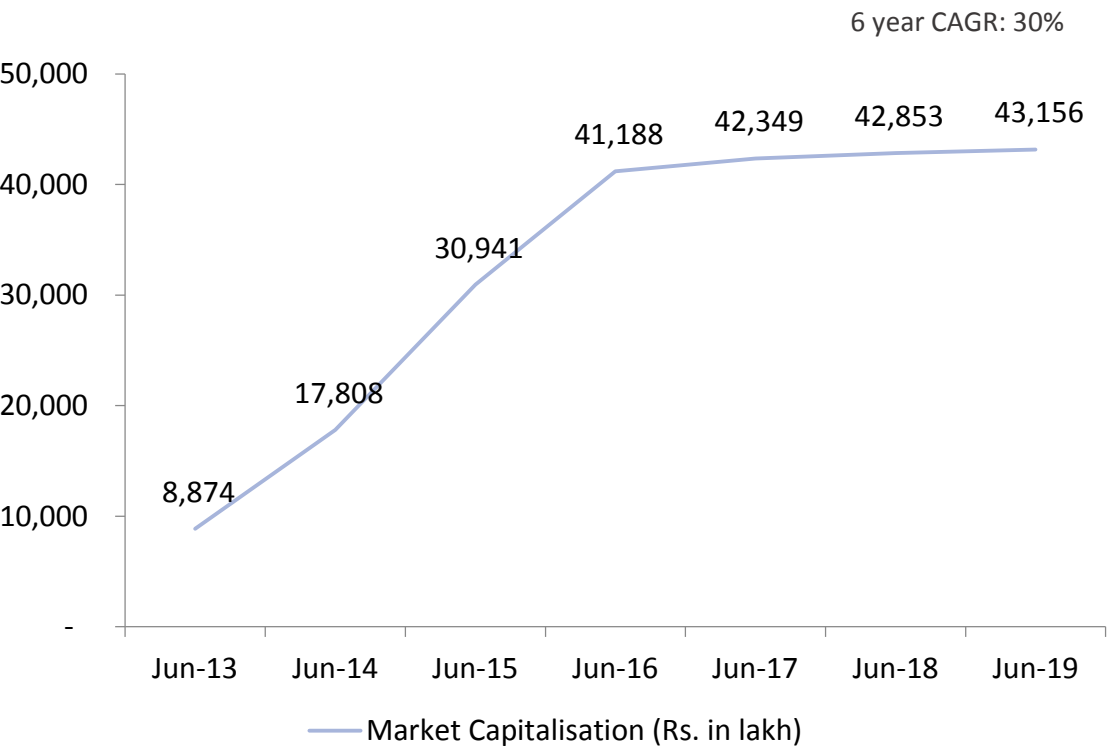


## TGIL Shareholding Pattern

	30-Jun-16	30-Sep-16	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
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%	0.03%	0.03%	0.11%	0.19%	0.19%	0.19%	0.13%	0.13%	0.04%	0.03%	0.03%	0.03%
Public & other shareholding	25.04%	25.04%	25.04%	24.96%	24.88%	24.88%	24.88%	24.94%	24.94%	25.03%	25.04%	25.04%	25.04%
Total	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Total no. of shareholders	65,975	65,174	64,082	62,709	60,575	59,528	58,069	55,785	54,667	49,870	46,463	46,077	45,470



# TGIL Market Capitalization



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

Timex Share Price vs BSE Small Cap



