8 May 2025

4QFY25 Results Update | Sector: Consumer

Titan Company

Estimate changes	⟷
TP change	⟷
Rating change	⟷

Bloomberg	TTAN IN
Equity Shares (m)	888
M.Cap.(INRb)/(USDb)	2991.2 / 34.9
52-Week Range (INR)	3867 / 2925
1, 6, 12 Rel. Per (%)	0/5/-5
12M Avg Val (INR M)	4199

Financials &Valuations (INR b)

Y/E March	2025	2026E	2027E
Sales	604.6	710.6	817.6
Sales Gr. (%)	18.3	17.5	15.1
EBITDA	62.4	75.3	87.1
EBITDA Margin (%)	10.3	10.6	10.7
Adj. PAT	37.6	47.7	56.3
Adj. EPS (INR)	42.3	53.5	63.3
EPS Gr. (%)	7.6	26.7	18.2
BV/Sh.(INR)	130.6	168.1	212.4
Ratios			
RoE (%)	35.8	35.9	33.3
RoCE (%)	15.7	16.7	17.4
Payout (%)	29.3	30.0	30.0
Valuation			
P/E (x)	71.2	56.2	47.6
P/BV (x)	23.0	17.9	14.2
EV/EBITDA (x)	44.0	35.2	31.2
Div. Yield (%)	0.4	0.5	0.6

Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	52.9	52.9	52.9
DII	12.2	11.6	10.5
FII	17.9	18.2	19.1
Others	17.0	17.4	17.6

FII Includes depository receipts

CMP: INR3,369 TP: INR4,000 (+19%) Buy

Growth trend to persist; superior margin delivery

- Titan Company (TTAN) posted consolidated sales growth of 19% YoY in 4QFY25. Standalone jewelry sales (excl. bullion) rose 25% YoY, driven by a rise in ticket size due to an increase in gold prices. Studded jewelry grew 12% YoY, while the mix declined 300bp YoY to 30%. Net jewelry store additions stood at 36 in 4Q, bringing the total count to 1,091. Standalone Jewelry LFL growth was 14%, and CaratLane jumped 23% YoY.
- Standalone jewelry EBIT margin (excl. bullion) contracted 20bp YoY while expanded 90bp QoQ to 11.9% (est. 11.2%) due to the elimination of primary sales to subsidiaries. Adjusting for this elimination, EBIT margin stood at 11.6%, aided by operating leverage and the marginal hedging gain. CaratLane's EBIT margin expanded 90bp YoY to 7.9%. Management reiterated its standalone EBIT margin guidance of 11-11.5%.
- The watches segment grew 21% YoY. Analog watches saw strong traction, with Fastrack, TTAN, and Helios growing 20%, 18%, and 38% YoY, respectively. Eye care revenue grew by 16% YoY.
- With the jewelry industry seeing faster formalization, we continue to believe TTAN will keep leveraging the same, driven by store additions, multi-format presence, better designs, customer understanding, and a strong recall of trust. Jewelry EBIT margin has been under pressure, but the beat in 4Q margin renders better margin visibility for FY26. **We reiterate our BUY rating with a TP of INR4,000.**

Strong revenue growth; Jewelry's EBIT margin higher than estimated

- **Healthy revenue growth:** TTAN's consolidated revenue grew 19% YoY to INR149.2b (est. INR142.1b). Consolidated Jewelry sales grew 20% YoY to INR132.5b (est. 125.4b) (ex-bullion sales grew by 25% to INR122.7b). Standalone Jewelry sales (ex-bullion) grew by 25% to INR112.3b (est. INR106.4). Bullion sales declined 23% YoY to INR8.6b. The growth is led by higher ticket size due to an increase in gold prices. CaratLane's sales grew 23% YoY. The number of jewelry stores grew 16% YoY to 1,091. Watches/Eyewear clocked revenue growth of 21%/16% YoY, while Others declined 17% YoY.
- **Beat on margins:** Consol. gross margin expanded 50bp YoY to 22.8% (est. 22.4%). EBITDA margin expanded 80bp YoY to 10.3% (est. 9.9%). Standalone jewelry EBIT margin (excl. bullion) contracted 20bp YoY while expanded 90bp QoQ to 11.9% (est. 11.2%). However, there is some impact of the elimination of primary sales on its subsidiary. Adjusting for that impact, EBIT margin came in at 11.6%. CaratLane's EBIT margin expanded 90bp to 7.9%. Watches' margin improved 360bp to 11.7%, and eye care margin expanded 560bp YoY to 9.8%.
- **Double-digit growth in profitability**: EBITDA grew 29% YoY to INR15.4b (INR14.1b). PBT was up 23% YoY at INR12.2b (est. INR11.4b), and Adj. PAT rose 13% YoY to INR8.7b (est. INR9.2b).
- In FY25, net sales grew 18% YoY, EBITDA (adjusted) rose 18% YoY, and APAT was up 8% YoY.

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Highlights from the management commentary

- The jewelry division delivered strong ~23% YoY revenue growth, driven by ~27% growth in plain gold jewelry and ~64% growth in gold coins.
- High gold prices weighed on sentiment, especially in the sub-INR50k price band, with consumers trading down to lower caratage and lighter-weight products with lower making charges.
- The finance cost has increased more due to the gold price impact than from higher GML rates. While GML rates more than doubled YoY in 4Q due to the US tariff volatility, they have started to stabilize.
- In FY26, TTAN plans to open 40–50 new Tanishq stores and refurbish 50–60 existing stores across all formats (expansion, relocation, or area addition).

Valuation and view

- We maintain our EPS estimates for FY25/FY26.
- TTAN, with its superior competitive positioning (in sourcing, studded ratio, youth-centric focus, and reinvestment strategy), continues to outperform other branded players. The brand recall and business moat are not easily replicable; therefore, Tanishq's competitive edge will remain strong in the category. The store count reached 3,312 as of Mar'25, and the expansion story remains intact. The non-jewelry business is also scaling up well and will contribute to growth in the medium term.
- We model a revenue/EBITDA/PAT CAGR of 16%/18%/22% during FY25-27E. TTAN's valuation is rich, but it offers a long runway for growth with a superior execution track record. **Reiterate BUY with a TP of INR4,000.**

Consolidated Quarterly Performance (INR b)

Y/E March	FY24				FY25				FY24	FY25E	FY25	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	(%)
Stores (Jewelry)	**792**	**844**	**898**	**937**	**974**	**1,009**	**1,055**	**1,091**	**937**	**1,091**		
Net Sales	**119.0**	**125.3**	**141.6**	**124.9**	**132.7**	**145.3**	**177.4**	**149.2**	**510.8**	**604.6**	**142.1**	**5.0**
YoY change (%)	26.0	36.7	22.0	20.6	11.5	16.0	25.2	19.4	25.9	18.3	13.7	
Gross Profit	**26.4**	**29.3**	**32.9**	**27.9**	**29.3**	**33.0**	**39.1**	**34.0**	**116.5**	**135.4**	**31.8**	
Margin (%)	22.2	23.4	23.3	22.3	22.1	22.7	22.0	22.8	22.8	22.4	22.4	
EBITDA	**11.3**	**14.1**	**15.7**	**11.9**	**12.5**	**15.3**	**19.3**	**15.4**	**52.9**	**62.4**	**14.1**	**9.1**
EBITDA growth %	-5.9	13.2	16.2	9.4	10.8	8.2	23.1	29.1	8.5	17.9	18.2	
Margin (%)	9.5	11.3	11.0	9.5	9.4	10.5	10.9	10.3	10.4	10.3	9.9	
Depreciation	1.3	1.4	1.5	1.6	1.6	1.7	1.8	1.8	5.8	6.9	1.7	
Interest	1.1	1.4	1.7	2.0	2.3	2.4	2.3	2.5	6.2	9.5	2.5	
Other Income	1.1	1.2	1.4	1.6	1.2	1.2	1.3	1.2	5.3	4.9	1.5	
PBT	**10.0**	**12.5**	**13.8**	**9.9**	**9.7**	**12.4**	**16.5**	**12.2**	**46.2**	**50.8**	**11.4**	**7.0**
Tax	2.5	3.4	3.3	2.2	2.6	3.1	4.0	3.5	11.3	13.1	**2.2**	
Rate (%)	24.6	26.9	23.6	22.2	26.5	24.8	24.5	28.5	24.4	25.9	**19.4**	
Adjusted PAT	**7.6**	**9.2**	**10.5**	**7.7**	**7.2**	**9.3**	**12.5**	**8.7**	**35.0**	**37.6**	**9.2**	**-5.0**
YoY change (%)	-4.3	9.6	15.5	4.8	-5.4	1.7	18.3	13.0	6.8	7.6	19.0	
Extraordinary	0.0	0.0	0.0	0.0	0.0	2.3	2.0	0.0	0.0	4.3	0.0	0.0
Reported PAT	**7.6**	**9.2**	**10.5**	**7.7**	**7.2**	**7.0**	**10.5**	**8.7**	**35.0**	**33.4**	**9.2**	**-5.0**

E: MOFSL Estimates

Key exhibits

Exhibit 1: Consolidated segmental snapshot

Consolidated (INR b)	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25
Total Sales	**94.9**	**92.2**	**117.0**	**104.7**	**120.1**	**126.5**	**143.0**	**126.5**	**133.9**	**146.6**	**178.7**	**150.3**
Watches sales (INR b)	7.9	8.3	8.1	8.8	9.1	10.9	9.9	9.4	10.2	13.0	11.4	11.3
YoY Growth	168%	20%	14%	41%	16%	32%	22%	6%	12%	19%	15%	21%
Jewellery sales (INR b)	83.5	80.0	104.5	91.2	107.0	110.8	127.4	110.1	118.1	127.7	161.3	132.5
YoY Growth	174%	22%	15%	33%	28%	39%	22%	21%	10%	15%	27%	20%
Jewellery (excluding gold ingots)	80.0	75.2	101.3	80.7	97.6	92.7	125.6	98.2	108.1	117.8	159.9	122.7
YoY Growth	204%	18%	13%	25%	22%	23%	24%	22%	11%	27%	27%	25%
Eyewear sales (INR b)	1.8	1.7	1.7	1.7	2.0	1.9	1.7	1.7	2.1	2.0	2.0	1.9
YoY Growth	173%	4%	12%	23%	11%	13%	-3%	1%	3%	7%	17%	16%
Others	1.7	2.3	2.7	3.1	2.0	2.9	4.0	5.4	3.5	3.8	4.0	4.5
YoY Growth	53%	80%	58%	13%	19%	27%	51%	77%	73%	30%	-1%	-17%
Total EBIT	**11.4**	**12.0**	**13.2**	**10.8**	**11.1**	**13.9**	**15.5**	**11.9**	**12.0**	**14.8**	**18.7**	**14.7**
Watches	1.0	1.2	0.8	1.1	1.0	1.6	0.6	0.8	1.1	2.0	1.1	1.3
YoY Growth	-261%	36%	2%	960%	3%	31%	-32%	-28%	10%	23%	93%	75%
EBIT Margin	12.5%	14.7%	10.1%	12.0%	11.1%	14.7%	5.7%	8.1%	10.9%	15.0%	9.5%	11.7%
Jewellery EBIT (INR b)	10.5	10.9	12.4	10.0	10.2	12.2	14.8	10.9	11.0	12.6	17.4	13.3
YoY Growth	431%	35%	-3%	26%	-3%	12%	19%	9%	8%	4%	18%	22%
EBIT Margin	12.6%	13.6%	11.9%	11.0%	9.6%	11.0%	11.6%	9.9%	9.3%	9.9%	10.8%	10.1%
Eyewear EBIT (INR b)	0.4	0.3	0.3	0.0	0.4	0.3	0.1	0.1	0.2	0.2	0.2	0.2
YoY Growth	-377%	-24%	-6%	33%	-3%	-11%	-59%	250%	-46%	-12%	54%	171%
EBIT Margin	19.7%	16.8%	18.4%	1.2%	17.2%	13.2%	7.7%	4.2%	9.0%	10.9%	10.2%	9.8%
Others EBIT (INR b)	(0.5)	(0.4)	(0.3)	(0.3)	(0.5)	(0.1)	(0.0)	0.2	(0.3)	(0.0)	0.0	(0.2)

2QFY25 is adjusted with customs duty impact of INR2.9bn and 3Q is INR2.53b Source: Company, MOFSL

Exhibit 2: Standalone Jewelry, Caratlane sales, and EBIT margin data

Sales (Standalone) (INRb)	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	1QFY25	2QFY25	3QFY25	4QFY25
Jewellery	**79.6**	**76.9**	**98.3**	**86.3**	**100.1**	**103.3**	**118.3**	**101.3**	**107.9**	**116.5**	**147.0**	**121.0**
-YoY growth (%)	175%	22%	14%	33%	26%	34%	20%	17%	8%	13%	24%	19%
Bullion	**3.6**	**4.8**	**3.2**	**10.6**	**9.4**	**17.6**	**1.2**	**11.3**	**9.1**	**8.8**	**0.0**	**8.6**
-YoY growth (%)	-16%	151%	483%	181%	163%	264%	-62%	7%	-3%	-50%	-100%	-23%
% of Jewellery	4%	6%	3%	12%	9%	17%	1%	11%	8%	8%	0%	7%
Jewellery (ex-bullion)	**76.0**	**72.0**	**95.2**	**75.8**	**90.7**	**85.8**	**117.1**	**90.0**	**98.8**	**107.6**	**147.0**	**112.3**
-YoY growth (%)	208%	18%	11%	24%	19%	19%	23%	19%	9%	26%	26%	25%
Jewellery EBIT (INR m) (ex-bullion)	**10.3**	**11.0**	**12.4**	**10.0**	**10.0**	**12.1**	**14.3**	**10.9**	**11.0**	**12.2**	**16.5**	**13.3**
-YoY growth (%)	396%	39%	-2%	30%	-3%	9%	16%	9%	10%	1%	15%	22%
EBIT margin (%)	**13.5%**	**15.3%**	**13.0%**	**13.2%**	**11.0%**	**14.1%**	**12.2%**	**12.1%**	**11.2%**	**11.4%**	**11.2%**	**11.9%**
Caratlane												
Sales (INR m)	4.8	4.5	6.8	5.8	6.4	6.5	8.9	7.5	7.5	8.3	11.2	8.8
-YoY growth (%)	204%	53%	51%	59%	33%	45%	32%	29%	18%	28%	25%	18%
EBIT (INR m)	0.3	0.3	0.6	0.4	0.4	0.3	0.8	0.5	0.4	0.6	1.3	0.7
EBIT margin (%)	7.0%	6.5%	9.5%	6.7%	5.5%	4.0%	9.2%	7.0%	5.0%	7.0%	11.7%	7.9%

2QFY25 is adjusted with customs duty impact of INR2.9b 3Q is INR2.53b Source: Company, MOFSL

Key highlights from the management interaction

Performance and Outlook

- The jewelry division delivered strong ~23% YoY revenue growth, driven by ~27% growth in plain gold jewelry and ~64% growth in gold coins.
- Studded jewelry grew ~12% YoY; however, a surge in gold prices impacted the overall product mix, leading to a ~300 bps YoY decline in the studded share to 30% in 4Q.
- In Q4, domestic jewelry revenue grew 23% YoY, while secondary sales growth was ~20%, factoring in pre-Akshaya Tritiya channel up-stocking.
- Studded jewelry grew 12% YoY at both primary and secondary levels.
- Gold jewelry growth was largely ticket-size driven, while growth in studded and gold coins was led by an increase in new buyers.
- The solitaires segment witnessed a healthy recovery, supported by increased traction in lower carat weights.
- New buyers contributed 52% of the overall base in 4Q, reflecting successful customer acquisition efforts; the new-to-repeat buyer mix stood at 52:48.
- High gold prices weighed on sentiment, especially in the sub-INR50k price band, with consumers trading down to lower caratage and lighter-weight products with lower making charges.
- There is a growing openness among consumers, including traditional buyers, towards 18k gold jewelry, with some markets also witnessing traction for 14k gold.
- TTAN launched 9k jewelry in February (Valentine's Day), which was well received.
- The studded jewelry segment, particularly in smaller-sized SKUs (which form over 95% of the portfolio), is seeing a revival in demand; TTAN is expanding distribution for these across formats like Tanishq, Mia, and CaratLane.
- The large solitaire diamond prices have corrected in the wholesale market, which has limited impact on TTAN, given their minimal share in the portfolio. Retail prices of smaller diamonds have remained stable, aiding margins in the studded segment.
- The wholesale price of lab-grown diamonds (LGD) continues to fall due to tech advancements.
- TTAN is evaluating entry into the LGD segment cautiously as it has seen that customers are not sure about the product.
- Standalone jewelry EBIT margins (ex-bullion) came in at 11.9% in 4Q, due elimination of primary sales to subsidiaries. Adjusting this elimination, EBIT margin came at 11.6%, aided by operating leverage and the hedging gain despite a lower share of studded jewelry.
- There are normally operating leverage benefits to the jewelry companies when they see good revenue growth in 2-3 quarters.
- In the volatile gold price scenario, the company has realized contango gains in 4Q through international forward contracts on gold, part of which is expected to be sustainable.
- Working capital increased due to a sharp rise in gold prices.
- The finance cost has been increased more due to the gold price impact than from higher GML rates.

- While GML rates more than doubled YoY in 4Q due to the US tariff volatility, they have started to stabilize.

Store Expansion and Outlook

- In FY26, TTAN plans to open 40–50 new Tanishq stores and refurbish 50–60 existing stores across all formats (expansion, relocation, or area addition).
- The company continues to guide for healthy double-digit revenue growth going forward.
- **Standalone EBIT margin (ex-bullion) guidance remains at 11-11.5%, with a stronger focus on absolute growth.**

Segmental Information

Caratlane

- CaratLane reported a ~23% YoY increase in total Income.
- Studded jewelry revenues grew ~19% YoY, while the rest of the portfolio (including gold jewelry, gold coins, etc.) posted a robust ~44% YoY growth.
- Overall buyer growth stood at ~5% YoY, impacted in part by elevated gold prices and a shift in consumer preference toward gold coins. Meanwhile, average bill value rose ~18% YoY.
- The company added 17 net new stores during the quarter, expanding its pan-India footprint to 322 stores across 139 cities.

Watches & Wearables Segment

- Domestic business reported strong revenue growth of ~18% YoY, led by ~18% YoY growth in the analog watches segment.
- The Helios channel, which houses premium TTAN and international watch brands, continued to deliver strong double-digit growth.
- All brands posted double-digit growth during the quarter, with Fastrack leading at ~44% YoY growth, followed by Sonata at ~25% YoY—reflecting robust traction in the affordable fashion segment supported by recent product innovations.
- Strong topline performance drove operating leverage, resulting in a ~330 bps YoY improvement in EBIT margin.
- Helios expanded its presence in the premium space by launching a new store format, Helios Luxe, adding four stores during FY25.
- During the quarter, TTAN added 20 net new Titan World stores, 10 Helios stores, and 11 Fastrack stores.

Eye Care (Domestic):

- Domestic revenue grew ~15% YoY driven by strong double-digit volume growth.
- Among product categories, sunglasses led the performance with ~52% YoY growth, while prescription products (lenses and frames combined) grew in the low double digits.
- International brands posted robust growth of ~47% YoY, whereas house brands recorded ~7% YoY growth.
- The YoY margin improvement was supported by revenue-led growth and slightly better gross margins YoY.
- The Division closed 11 stores (net) in India during the quarter.

Emerging businesses

- Women’s Bags segment reported ~10% YoY growth, driven by recent store additions.
- Fragrances delivered strong ~26% YoY growth, led by robust performance in Fastrack perfumes. Both SKINN and Fastrack brands saw high double-digit volume growth, reflecting strong consumer traction.
- Taneira sales declined ~4% YoY during the quarter.
- SKINN launched its first store at Seawoods, Mumbai, as part of its premium retail strategy.
- IRTH expanded its footprint with four new store openings, while Taneira closed one store during the quarter.

International Businesses

- Jewelry international business reported a strong ~69% YoY revenue growth, primarily driven by continued store expansion in the GCC and North America.
- The GCC region saw the addition of one store in Sharjah, taking the total to 15 stores in the region.
- In North America, Tanishq expanded its footprint to seven stores with new openings in Atlanta and Santa Clara.
- The global jewelry store count now stands at 23, comprising 21 Tanishq stores and 2 Mia stores, including operations in Singapore.
- The Watches business recorded a ~198% YoY growth in the GCC, albeit on a low base.
- Eye Care and Fashion Accessories (exports) segments together posted a robust ~114% YoY growth.
- Titan Eye+ further expanded its GCC presence by adding two new stores—one each in Sharjah and Dubai—bringing the total to six stores in the region.

Exhibit 3: 72 new stores were added in 4QFY25, and the total count reached 3,312

*include international Store	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25
Watches												
World of Titan	570	577	601	622	636	646	655	665	670	688	700	720
FastTrack	161	163	170	185	188	193	198	218	225	227	228	239
Helios	151	165	182	198	207	212	223	237	242	256	266	276
Jewellery												
Tanishq	395	403	411	423	433	445	466	479	491	502	515	522
Zoya	5	6	6	7	7	8	8	8	11	12	12	12
Mia	63	79	93	111	119	145	162	178	197	209	222	234
Carat Lane	143	157	175	222	233	246	262	272	275	286	306	323
Eye Wear												
Titan Eye+	786	822	858	896	901	905	913	902	905	908	905	898
FastTrack (Eyewear)	3	5	5	5	7	8	8	3	3	2	2	0
Others												
Taneira	26	31	36	41	47	51	62	73	77	81	82	81
IRTH											2	6
SKINN												1
Total	**2,303**	**2,408**	**2,537**	**2,710**	**2,778**	**2,859**	**2,957**	**3,035**	**3,096**	**3,171**	**3,240**	**3,312**

Source: Company, MOFSL

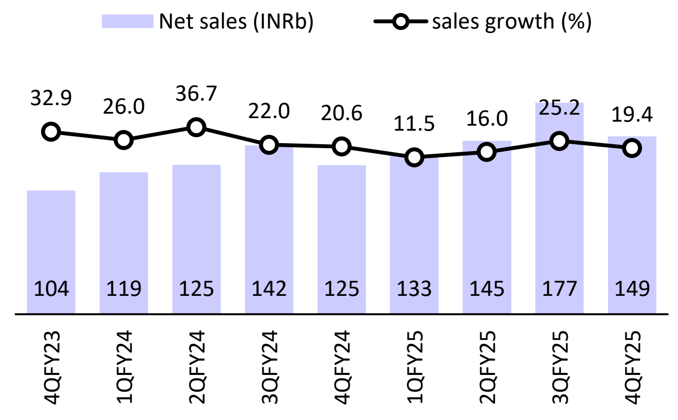
Exhibit 4: Jewelry and Caratlane LTL and overall growth

Jewellery	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25
Studded share	26	32	26	33	26	33	24	33	26	30	23	30
Jewelry Secondary USP growth(%)												
LTL growth (%)									3	15	22	15
Sales growth									9	21	28	20
Tansihq												
LTL growth (%)	195	9	9	19	16	22	10	14				
Sales growth	202	13	14	25	21	27	16	19				
Caratlane												
LTL growth (%)	306	41	35	29	8	10	2	3	8	28	15	14
Sales growth	370	72	60	57	44	47	37	31	18	43	25	22

Source: Company, MOFSL

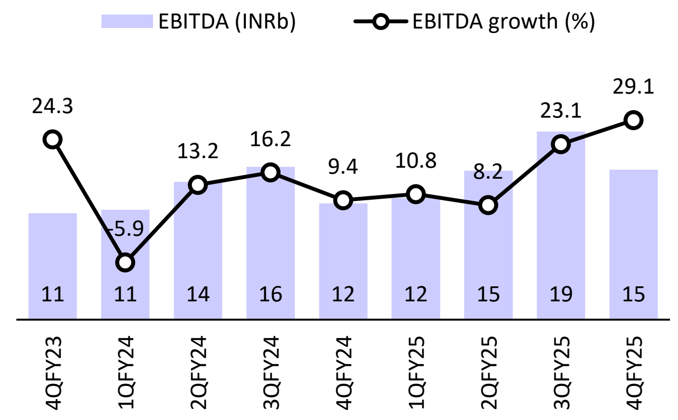
Story in charts

Exhibit 5: Consol. sales grew 19% YoY to INR149b



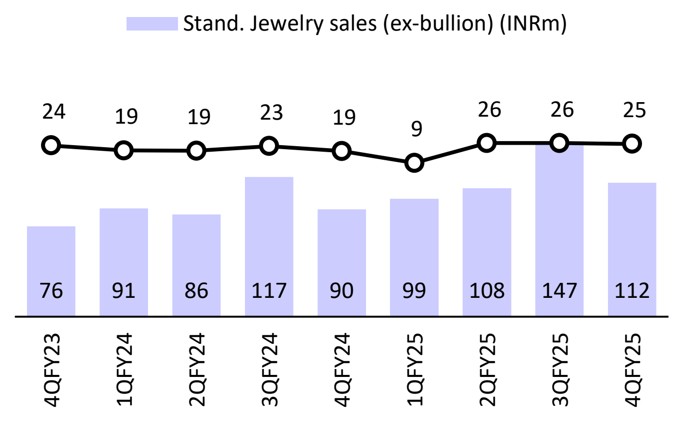
Sources: Company reports, MOFSL

Exhibit 6: Consol. EBITDA rose 29% YoY to INR15b



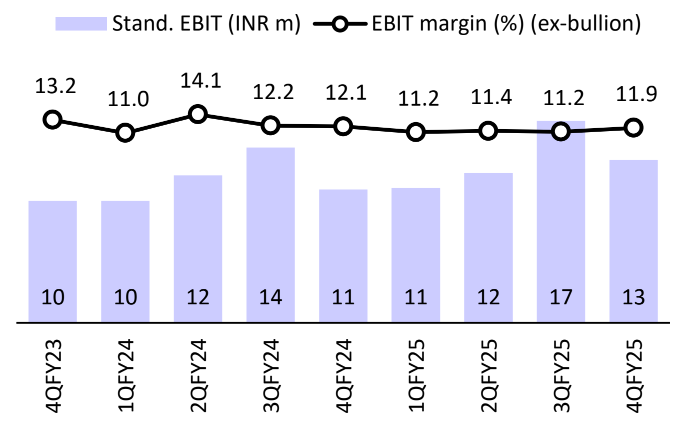
Sources: Company reports, MOFSL

Exhibit 7: Stand. Jewelry sales (ex-bullion) rose 25% YoY to INR112b in 4QFY25



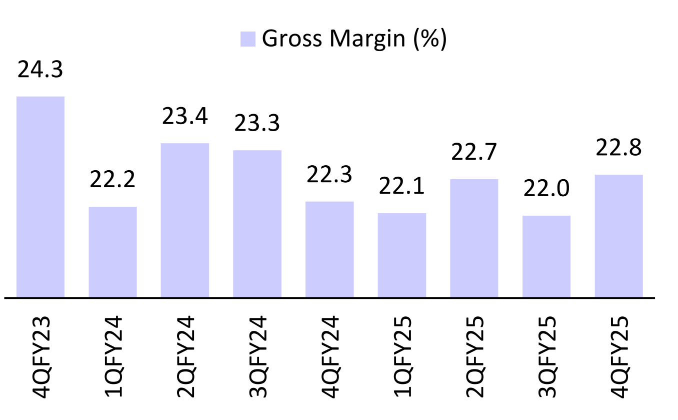
Sources: Company reports, MOFSL

Exhibit 8: Stand. EBIT margin (ex-bullion) contracted 20bp YoY to 11.9% in 4QFY25



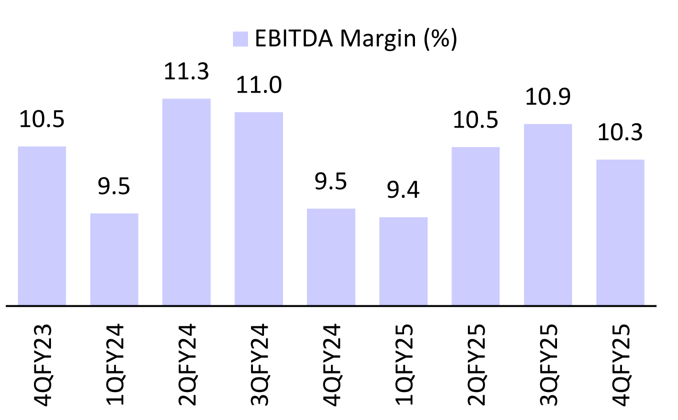
Sources: Company reports, MOFSL

Exhibit 9: Consol. gross margin dipped 130bp YoY to 22.0%



Sources: Company reports, MOFSL

Exhibit 10: Consol. EBITDA margin flat YoY at 10.9%



Sources: Company reports, MOFSL

Valuation and view

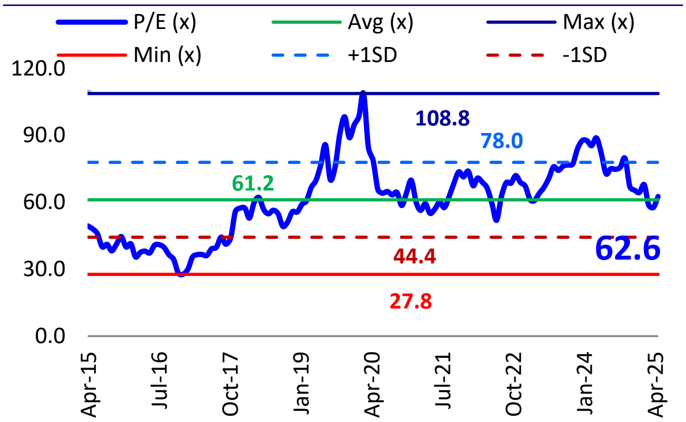
- We maintain our EPS estimates for FY25/FY26.
- TTAN, with its superior competitive positioning (in sourcing, studded ratio, youth-centric focus, and reinvestment strategy), continues to outperform other branded players. The brand recall and business moat are not easily replicable; therefore, Tanishq's competitive edge will remain strong in the category. The store count reached 3,312 as of Mar'25, and the expansion story remains intact. The non-jewelry business is also scaling up well and will contribute to growth in the medium term.
- We model a revenue/EBITDA/PAT CAGR of 16%/18%/22% during FY25-27E. TTAN's valuation is rich, but it offers a long runway for growth with a superior execution track record. **Reiterate BUY with a TP of INR4,000.**

Exhibit 11: No material changes to our EPS estimates for FY26/FY27

(INR b)	New		Old		Change (%)	
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Sales	710.6	817.6	698.0	813.9	1.8	0.5
EBITDA	75.3	87.1	73.6	85.6	2.4	1.7
PAT	47.7	56.3	47.3	56.3	0.8	0.0

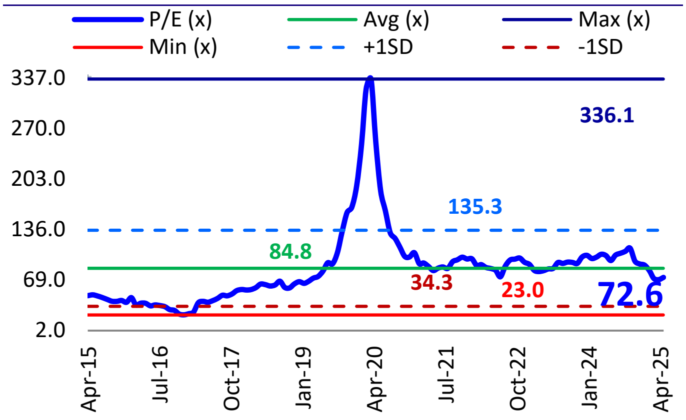
Source: MOFSL

Exhibit 12: TTAN's P/E



Sources: Company reports, MOFSL

Exhibit 13: Retail P/E's



Sources: Company reports, MOFSL

Financials and valuations

Income Statement

(INR b)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Net Sales	**197.8**	**210.5**	**216.4**	**288.0**	**405.8**	**510.8**	**604.6**	**710.6**	**817.6**
Change (%)	22.7	6.4	2.8	33.1	40.9	25.9	18.3	17.5	15.1
Gross Profit	**53.8**	**59.0**	**52.3**	**71.6**	**102.2**	**116.5**	**135.4**	**167.0**	**192.1**
Margin (%)	27.2	28.0	24.2	24.9	25.2	22.8	22.4	23.5	23.5
Other expenditure	33.9	34.0	35.1	37.4	53.4	63.6	73.1	91.7	105.0
EBITDA	**19.9**	**24.9**	**17.2**	**34.2**	**48.8**	**52.9**	**62.4**	**75.3**	**87.1**
Change (%)	21.1	25.1	-30.8	98.5	42.5	8.5	17.9	20.8	15.6
Margin (%)	10.1	11.8	8.0	11.9	12.0	10.4	10.3	10.6	10.7
Depreciation	1.6	3.5	3.8	4.0	4.4	5.8	6.9	7.2	8.1
Int. and Fin. Charges	0.5	1.7	2.0	2.2	3.0	6.2	9.5	9.7	9.9
Other Income - Recurring	1.8	1.5	1.9	2.3	3.1	5.3	4.9	5.6	6.4
Profit before Taxes	**19.6**	**21.3**	**13.3**	**30.4**	**44.5**	**46.2**	**50.8**	**64.0**	**75.6**
Change (%)	26.5	8.8	-37.5	128.2	46.3	4.0	9.8	26.0	18.2
Margin (%)	9.9	10.1	6.2	10.6	11.0	9.0	8.4	9.0	9.2
Tax	6.1	5.8	3.6	7.9	11.5	11.0	13.0	16.3	19.3
Deferred Tax	0.5	-0.4	0.1	0.8	-0.2	-0.3	-0.2	0.0	0.0
Tax Rate (%)	29.0	28.9	26.5	23.2	26.4	24.4	25.9	25.5	25.5
Profit after Taxes	**13.9**	**15.2**	**9.8**	**23.3**	**32.7**	**35.0**	**37.6**	**47.7**	**56.3**
Change (%)	24.0	8.9	-35.4	138.4	40.2	6.8	7.6	26.7	18.2
Margin (%)	7.0	7.2	4.5	8.1	8.1	6.8	6.2	6.7	6.9
Extraordinary income	0	0	0	-1	0	0	-4	0	0
Reported PAT	**13.9**	**14.9**	**9.7**	**22.0**	**32.7**	**35.0**	**33.4**	**47.7**	**56.3**

Balance Sheet

(INR b)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Share Capital	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9
Preference Share Capital	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Reserves	59.8	65.8	74.1	92.1	117.6	93.0	115.4	148.7	188.1
Net Worth	**60.7**	**66.7**	**75.0**	**93.0**	**118.5**	**93.9**	**116.2**	**149.6**	**189.0**
Loans	0.3	7.2	1.7	5.2	22.0	78.4	102.9	99.9	89.9
Lease liabilities	0.0	12.4	12.6	13.6	18.7	23.5	26.8	30.1	33.0
Deferred Tax	-0.7	-1.5	-1.0	-1.8	-1.6	-1.8	-1.7	-1.7	-1.7
Capital Employed	**84.0**	**100.7**	**130.4**	**164.3**	**211.2**	**247.4**	**322.3**	**333.2**	**399.0**
Gross Block	15.2	17.5	18.0	19.3	21.9	27.3	30.8	34.3	37.8
Less: Accum. Depn.	3.3	4.6	5.8	7.1	8.4	10.0	12.3	15.1	18.2
Net Fixed Assets	**11.8**	**12.9**	**12.2**	**12.2**	**13.4**	**17.4**	**18.5**	**19.2**	**19.6**
Intangibles	2.4	2.7	2.4	2.3	2.5	3.1	3.1	3.4	3.6
Capital WIP	0.3	0.1	0.2	0.7	1.3	0.9	0.9	0.9	0.9
Right of use asset	0.0	9.3	9.1	9.7	12.9	15.4	17.7	17.9	17.6
Investments	1.1	1.6	28.2	2.9	25.2	23.5	19.9	16.4	16.4
Curr. Assets, L&A	**99.3**	**105.8**	**109.7**	**180.8**	**212.1**	**252.1**	**343.2**	**373.3**	**451.6**
Inventory	70.4	81.0	84.1	136.1	165.8	190.5	281.8	204.9	355.2
Account Receivables	4.2	3.1	3.7	5.7	6.7	10.2	10.7	14.6	16.8
Cash and Bank Balance	10.7	3.8	5.6	15.7	13.4	15.3	15.8	114.2	36.4
Others	14.1	17.9	16.3	23.4	26.1	36.2	34.9	39.6	43.3
Curr. Liab. and Prov.	**32.4**	**33.2**	**33.0**	**45.8**	**57.5**	**66.3**	**82.4**	**99.2**	**112.0**
Current Liabilities	21.4	24.4	23.3	30.5	41.6	48.4	58.3	74.3	83.4
Provisions	2.0	2.9	1.9	2.4	3.7	3.7	4.5	5.5	6.3
Net Current Assets	**66.9**	**72.6**	**76.6**	**135.0**	**154.6**	**185.9**	**260.8**	**274.1**	**339.6**
Misc. Expenditure	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Application of Funds	**84.0**	**100.7**	**130.3**	**164.3**	**211.2**	**247.4**	**322.3**	**333.2**	**399.0**

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Basic (INR)									
EPS	**15.7**	**17.1**	**11.0**	**26.2**	**36.8**	**39.3**	**42.3**	**53.5**	**63.3**
Cash EPS	17.3	18.8	12.9	28.2	38.8	41.9	45.3	56.7	66.8
BV/Share	68.2	74.9	84.2	104.5	133.2	105.5	130.6	168.1	212.4
DPS	4.5	6.1	4.0	7.5	10.0	11.0	12.4	16.1	19.0
Payout %	28.9	35.8	36.4	28.6	27.2	28.0	29.3	30.0	30.0
Valuation (x)									
P/E	192.1	176.4	273.0	114.8	81.8	76.6	71.2	56.2	47.6
Cash P/E	174.1	159.9	234.0	106.7	77.6	71.9	66.4	53.1	45.1
EV/Sales	13.5	12.7	12.2	9.3	6.6	5.3	4.5	3.7	3.3
EV/EBITDA	133.9	107.6	153.5	77.9	54.6	51.4	44.0	35.2	31.2
P/BV	44.1	40.2	35.7	28.8	22.6	28.5	23.0	17.9	14.2
Dividend Yield (%)	0.2	0.2	0.1	0.2	0.3	0.4	0.4	0.5	0.6
Return Ratios (%)									
RoE	24.9	23.8	13.8	27.8	30.9	32.9	35.8	35.9	33.3
RoCE	18.9	17.7	9.8	17.0	18.6	17.3	15.7	16.7	17.4
RoIC	19.6	18.2	10.3	19.2	20.7	18.8	16.7	20.8	21.5
Working Capital Ratios									
Debtor (Days)	8	5	6	7	6	7	6	8	8
Asset Turnover (x)	2.4	2.1	1.7	1.8	1.9	2.1	1.9	2.1	2.0
Leverage Ratio									
Debt/Equity (x)	0.0	0.1	0.0	0.1	0.2	0.8	0.9	0.7	0.5

Cash Flow Statement

(INR b)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
OP/(loss) before Tax	19.6	21.0	13.3	29.0	44.5	46.2	45.4	64.0	75.6
Int./Div. Received	1.1	-0.4	-0.6	-1.3	-1.1	-1.7	-1.2	-5.6	-6.4
Deferred Revenue Exp.	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Depreciation & Amort.	1.6	3.5	3.8	4.0	4.4	5.8	6.9	7.2	8.1
Interest Paid	-0.5	0.7	1.4	1.2	1.6	3.7	6.7	9.7	9.9
Direct Taxes Paid	6.4	5.6	2.7	8.0	11.5	11.7	10.9	16.3	19.3
Incr in WC	3.0	22.7	-26.2	32.2	24.1	25.4	52.3	-62.2	109.8
CF from Operations	**12.4**	**-3.5**	**41.4**	**-7.2**	**13.7**	**17.0**	**-5.4**	**121.2**	**-42.0**
Incr in FA	2.6	3.5	1.4	2.2	4.2	6.7	4.7	4.3	4.3
Free Cash Flow	**9.8**	**-6.9**	**40.0**	**-9.4**	**9.5**	**10.2**	**-10.1**	**116.9**	**-46.3**
Investments	0.2	-3.2	27.3	-16.4	18.6	-3.1	3.4	-3.5	0.0
Others	0.2	0.7	-1.4	-7.1	-2.2	-1.8	-14.1	-1.6	-2.4
CF from Invest.	**-3.1**	**-1.0**	**-27.3**	**21.4**	**-20.6**	**-1.8**	**6.1**	**0.8**	**-1.9**
Issue of Shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Incr in Debt	0.0	6.9	-5.6	3.4	16.8	56.3	22.1	-3.0	-10.0
Dividend Paid	4.0	5.4	3.6	3.6	6.7	8.9	9.8	14.3	16.9
Others	0.9	4.0	3.2	3.9	5.5	60.7	12.5	6.4	7.0
CF from Fin. Activity	**-4.9**	**-2.4**	**-12.3**	**-4.0**	**4.6**	**-13.3**	**-0.1**	**-23.7**	**-33.9**
Incr/Decr of Cash	**4.5**	**-6.9**	**1.8**	**10.1**	**-2.3**	**1.8**	**0.6**	**98.3**	**-77.8**
Add: Opening Balance	6.2	10.7	3.8	5.6	15.7	13.4	15.3	15.8	114.2
Closing Balance	**10.7**	**3.8**	**5.6**	**15.7**	**13.4**	**15.3**	**15.8**	**114.2**	**36.4**

E: MOFSL Estimates

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