

**PERFORMANCE HIGHLIGHTS FOR THE QUARTER ENDED &  
YEAR ENDED 31<sup>st</sup> MARCH 2022**

**Comparable performance high lights -Quarterly basis ended 31<sup>st</sup> March 2022**

Rs in lakhs

Description	Q4 21-22	Q4 20-21
Revenue	60,874	73,956
Gross profit post hedging	4,947	5,319
Less: Adjustment for inventory Gain/(loss)	803	(1,309)
Operating Gross profit post adjustment of inventory gain	4,144	6,628
Less: expenses	3,933	3,492
Add: Other Income	21	114
Profit before tax	1,044	1,941
Profit before tax margin	1.71%	2.62%

**Comparable performance high lights – year ended 31<sup>st</sup> March 2022**

Rs in lakhs

Description	March 31, 2022	March 31,2021
Revenue	2,19,307	1,81,862
Gross profit post hedging	18,171	21,319
Less: Adjustment for inventory gain/(loss)	1,385	3,347
Operating Gross profit post adjustment	16,786	17,972
Less: expenses	13,136	9,854
Add: Other Income	168	238
Profit before tax	5,203	11,697
Profit before tax margin	2.37%	6.43%

**Note:**

- Full year turnover increased by 21% as against 2020-21 financial year.
- Operating gross profit post adjustment to inventory gain is at Rs. 167.86 Crs as against 179.72 Crs of 2020-21.
- Mainly due to increase in salaries incurred for new branches opened / to be opened and also on account of increased spending on advertisement and publicity cumulatively amounting to Rs. 21.56 Crs, the overall expenditure increased to Rs. 131.36 Crs as against Rs. 98.54 Crs of 2020-21.

*Bale Rame*



➤ **OTHER EXPENSES – Rs. In Crs.**

Description	FY 21-22	FY 20-21	+/-	Remarks
Advertisement & publicity	24.41	13.68	10.73	Note 1
Hedging expenses / (Income)	16.00	(6.02)	22.02	Note 2
All other items (combined)	25.97	19.20	6.77	Normal
	<b>66.38</b>	<b>26.86</b>	<b>39.52</b>	

- Note – 1 : Quantum increase is on account of improving the brand recall and visibility factors among prospective customers and to fall in line with the proposed green & brown field expansion of retail outlets completed / to be completed.
- Note – 2 : Hedging loss accounted of Rs.16.00 crs is due to hedging policy of the company and significant adverse impact on last fortnight sudden increase in gold price movement as against a gain of Rs.6.02 crs in the previous financial year, aggregating to Rs.22.02 crs as excess in other expenses category. Depending on the market conditions either it would be converted to profits in a falling gold price syndrome or a better realisation on inventory sales in a price rising condition.

**1) Status on Expansion**

- Pudukottai outlet was opened on 11<sup>th</sup> Feb 2022 and is working satisfactory.
- Trichy outlet was opened on 14<sup>th</sup> April 2022 so for its operations are as per our expectations.
- With this, all the five branches slated to be added in this financial year got completed.
- The required working capital amount and Capex are met out of internal accruals and also out of unutilised bank limits.
- Ticket size of gold ornaments for a bill increased to 12.19 gms from 12.14 gms for the corresponding quarter of the previous year.
- Aggregate bills in the number for year ended 31/03/2022 were at 5,87,829 as against 4,93,808 for the previous year ended 31/03/2021.

*Bala Ramesh*





**PERFORMANCE HIGHLIGHTS FOR THE QUARTER&YEAR ENDED 31 MARCH 2022**

**1) ACHIEVED (YOY) (3 Months )**

Particulars		Q4 2022	Q4 2021	Increase/(Decrease)
Sales	Rs in Crs	608.74	739.56	(18%)
Gross Profit after hedging	Rs in Crs	49.47	53.20	(7%)
Gross Profit Margin	In %	8.13	7.19	13%
EBITDA	Rs in Crs	20.99	28.26	(26%)
Profit Before tax	Rs in Crs	10.44	19.41	(47%)
Volume Gold Ornament	In Kgs	1,024	1,438	(29%)
Volume Silver Products	In Kgs	4,374	4,966	(12%)
Volume Diamonds Products	In Carat	1,993	2,250	(11%)

**2) ACHIEVED (QOQ) ( 3 Months )**

Particulars		Q4 2022	Q3 2022	Increase/(Decrease)
Sales	Rs in Crs	608.74	630.30	(3%)
Gross Profit	Rs in Crs	49.47	52.60	(6%)
Gross Profit Margin	In %	8.13	8.34	(3%)
EBITDA Profit/( Loss)	Rs in Crs	20.99	25.85	(19%)
Profit (Loss) Before tax	Rs in Crs	10.44	15.70	(34%)
Volume Gold Ornament	In Kgs	1,024	1,124	(9%)
Volume Silver Products	In Kgs	4,374	5,051	(13%)
Volume Diamonds Products	In Carat	1,993	2,094	(5%)

**3) ACHIEVED ( 12 Months )**

Particulars		March 31, 2022	March 31, 2021	Increase/(Decrease)
Sales	Rs in Crs	2,193.07	1,818.62	21%
Gross Profit	Rs in Crs	181.71	213.19	(15%)
EBITDA	Rs in Crs	87.86	149.35	(41%)
Profit Before tax	Rs in Crs	52.03	116.97	(55%)
Volume Gold Ornament	In Kgs	3,935	3,433	15%
Volume Silver Products	In Kgs	14,033	12,660	11%
Volume Diamonds Products	In Carat	7,018	6,491	8%

*Bale Ramesh*



#### 4) Others ( 12 Months Results)

S.No	Particulars	31/03/2022	31/03/2021	% Increase /(Decrease)
1	Cash profit ( in Crs)	61.68	126.44	(51%)
2	Earning Per Shares( Face value of Rs. 10)	28.09	63.11	(55%)
3	Profit Before Tax Margin in %	2.37%	6.43%	(63%)
4	Inventory Turnover in times (effective date basis )	3.13	2.80	12%
5	Average Return on Equity (Annualised) %	12.39%	33.43%	(63%)
6	Adjusted Total Outside Liabilities (TOL) in Crs	564.25	460.08	(22%)
7	TOL / TNW (Tangible Net worth)	1.74 times	1.54 times	(12%)
8	Current Ratio	1.72:1	1.68:1	2%
9	Net Worth (in Crs)	324.26	297.92	9%
10	Book Value per Share (Face value Rs. 10 each) in Rs	236.00	217.00	9%

#### About the company

Thangamayil Jewellery Limited (TMJL) a 2400 Crores turnover company is in the business of manufacturing and retailing Gold Ornaments, Silver Articles and diamond products and mainly operating out of 52 retail outlet (including TMJL Plus) spread across southern and western districts of Tamil Nadu. A powerful brand in the areas of operation having large customer base of well over 15 lakhs customers and the brand is a household name in the southern and western Districts of Tamil Nadu.

#### For more Information, please contact:

CS. V. Vijayaraghavan  
Company Secretary  
Mobile - 9894149200  
Email -  
Companysecretary@thangamayil.com

#### For Media :

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*Bale Ramesh*

