

**PERFORMANCE HIGHLIGHTS FOR THE QUARTER & SIX MONTH ENDED**

**30th SEPTEMBER 2021**

**Comparable performance high lights Quarterly basis ended 30<sup>th</sup> September 2021**

**Rs in lakhs**

<b>Description</b>	<b>Q2 21-22</b>	<b>Q2 20-21</b>
Revenue	70,431	34,166
Gross profit post hedging	6,390	9,027
Less: Adjustment for inventory Gain/(loss)	(36)	3,535
Operating Gross profit post adjustment of inventory gain	6,426	5,492
Less: expenses	2,880	2,053
Add: Other Income	61	36
Operating GP Margin	9.12%	16.07%

**Comparable performance high lights - half yearly basis ended 30th September 2021**

**Rs in lakhs**

<b>Description</b>	<b>HY1 2022</b>	<b>HY1 2021</b>
Revenue	95,403	46,755
Gross profit post hedging	7,964	9,764
Less: Adjustment for inventory gain/(loss)	(36)	3,535
Operating Gross profit post adjustment	8,000	6,229
Less: expenses	5,459	3,677
Add: Other Income	84	66
Profit before tax	2,589	6,153
Operating gross profit margin	8.39%	13.32%
Profit before tax margin	2.71%	13.16%

*Bala Ramesh Reddy*





**Note:**

- 1) The escalated gross profit in HY1 2021 was resulted further on account of enhanced realisation at the time of effecting sales by Rs. 210 lakhs.
- 2) The Profit Before Tax as arrived at for the half year ended 30/09/21 is after considering the additional Brand promotional expenses of Rs. 657 lakhs, salary spent on new recruits intended for the new retail outlets who are yet to be engaged is of Rs.437lakhs and also other expenses increased on restoration normalcy amounting Rs. 318 lakhs aggregating to Rs.1,412 Lakhs as compared to corresponding half year ended 30/09/20.
- 3) In the First half year of 20-21 the Company benefitted out of "high gold price" by Rs.3,535 Lakhs that was not available in the current six months ended 30/09/21 due to benign gold price prevailed.

**4) Status on Expansion**

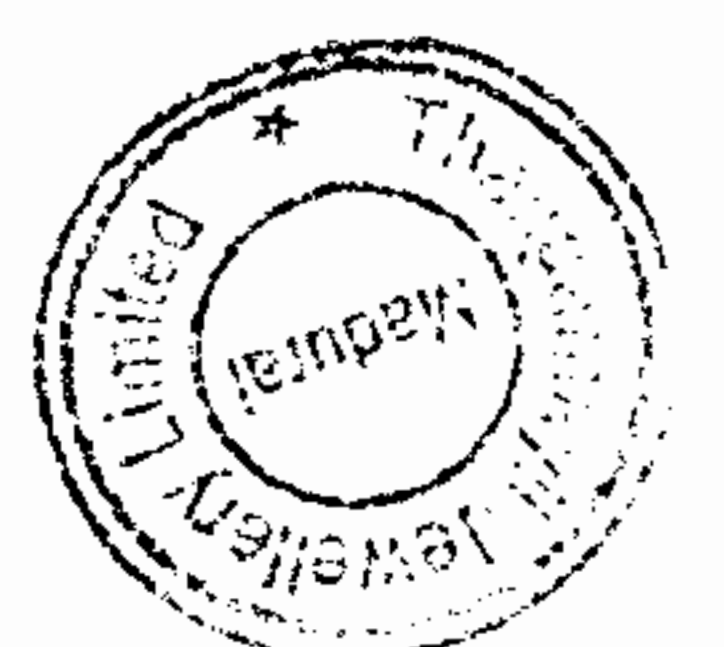
The company has opened Nagarkovil Branch on 15/10/21 and Surandai on 27/10/21, Madurai (Kalavasal) branch is slated to open on 14/11/21. With this the Company reached a coveted Fifty large and Mid Sized branches.

The interior work is in advanced stage in Trichy and Pudukkottai and the same are expected to be opened in the fourth Quarter of 22.

On the completion of all the five branches in 21-22 on the current reckoning, the company may add to its top line at constant gold price behavior by Rs.600 Crores for a full year subject to any unforeseen circumstances. It requires an estimated Rs.150 Crores in current assets and the Company has made adequate arrangement of Rs.150 Crores inclusive of profit accretion to meet the expansion requirements.

- 5) Ticket size of gold for a bill increased to 12.77 grams from 11.90 grams for the corresponding period of the previous year.
- 6) Aggregate bills in number for the half year ended was at 1,38,800 as against 74,141 for the corresponding period 30/09/20

*Bale Raveendra*





**PERFORMANCE HIGHLIGHTS FOR THE QUARTER& SIX MONTH ENDED 30th  
SEPTEMBER 2021**

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

Particulars		Q2 2022	Q2 2021	Increase / Decrease
Sales	Rs in Crs	704.31	341.66	106%
Gross Profit	Rs in Crs	57.37	91.37	(37%)
EBITDA	Rs in Crs	43.55	77.84	(44%)
Profit Before tax	Rs in Crs	35.71	70.10	(49%)
Volume Gold Ornament	In Kgs	1,309	613	114%
Volume Silver Products	In Kgs	5,386	2,708	99%
Volume Diamonds Products	In Carat	2,296	1,565	47%

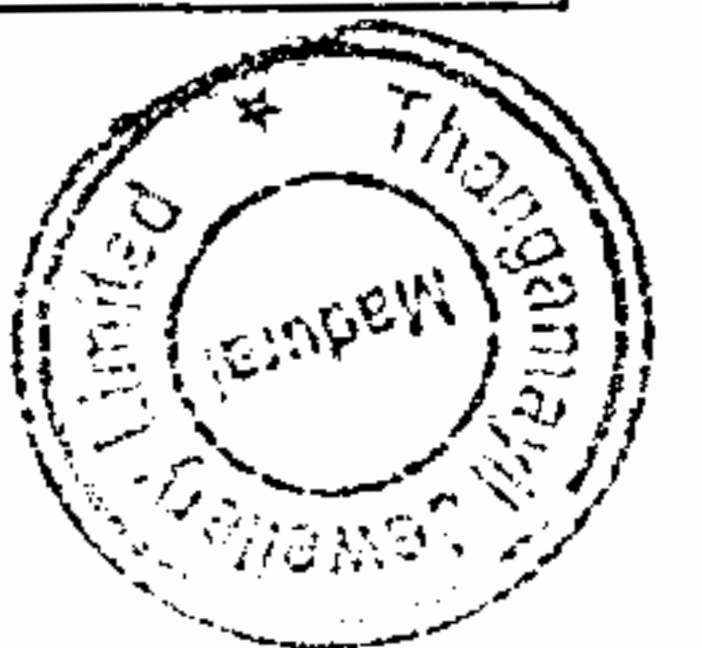
**2) ACHIEVED (QOQ)( 3 Months )**

Particulars		Q2 2022	Q1 2022	Increase / Decrease
Sales	Rs in Crs	704.31	249.72	182%
Gross Profit	Rs in Crs	57.37	18.08	217%
EBITDA Profit/( Loss)	Rs in Crs	43.55	(2.53)	1821%
Profit (Loss) Before tax	Rs in Crs	35.71	(9.82)	463%
Volume Gold Ornament	In Kgs	1,309	478	174%
Volume Silver Products,	In Kgs	5,386	1,834	194%
Volume Diamonds Products	In Carat	2,296	652	252%

**3) ACHIEVED ((YOY) ( 6 Months )**

Particulars		HY1 2022	HY1 2021	Increase / Decrease
Sales	Rs in Crs	954.03	467.55	104%
Gross Profit	Rs in Crs	75.45	112.25	(33%)
EBITDA	Rs in Crs	41.02	76.50	(46%)
Profit Before tax	Rs in Crs	25.89	61.54	(58%)
Volume Gold Ornament	In Kgs	1,787	872	104%
Volume Silver Products	In Kgs	7,220	3,989	81%
Volume Diamonds Products	In Carat	2,948	1,970	50%

*Bale Rame Kumar*

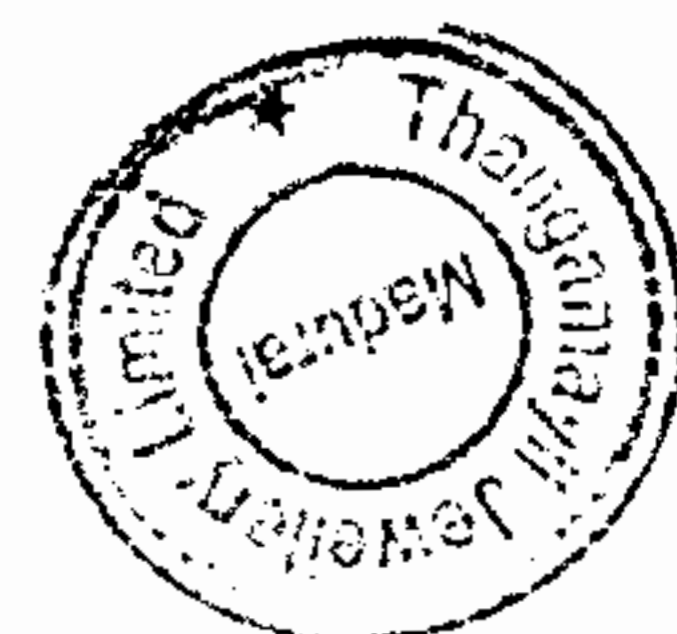




**4) Others ( half Yearly Results)**

S.No	Particulars	30/09/2021	30/09/2020	% Increase/Decrease
1	Cash profit ( in Crs)	29.29	66.15	(56%)
2	Earning Per Shares( Face value of Rs. 10)	14.03	33.48	(58%)
3	EBIDTA Profit in %	4.30%	16.36%	(74%)
4	Profit Before Tax Margin in %	2.71%	13.16%	(80%)
5	Inventory Turnover in times (effective date basis )	3.93	2.29	72%
6	Interest Cover ( in times)	3.50	7.39	(53%)
7	Return on Equity ( Annualised) %	26.32%	34.38%	(24%)
8	Total Outside Liabilities ( TOL) in Crs	519.07	429.29	(21%)
9	TOL/ TNW (Tangible Net worth)	1.67 times	1.61 times	4%
10	Current Ratio	1.63:1	1.69:1	4%
11	Net Worth(in Crs)	311.57	265.84	17%
12	Book Value per Share ( Face value Rs. 10 each) in Rs	227	194	17%

*Bale Rame Lm de*



## 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 49 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 :

*Statement in this document relating to future status, events or circumstances, including without limitation statements about plans and objectives, potential product characteristics and uses, product sales potential are forward-looking statements based on commercial estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may materially differ from those anticipated in such forward-looking statements. Thangamayil Jewellery from time to time, make additional written and oral forward looking statements, including statements contained in the company's filings with the regulatory bodies and its report to shareholders. The Company assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors that may or may not be relevant.*

*Bale Rame Kumar*

