| BSE Limited | National Stock Exchange of India Limited |
| :--- | :--- |
| Phiroze Jeejeebhoy Towers | Exchange Plaza, C/1, Block G, |
| Dalal Street, Fort | Bandra Kurla Complex, Bandra East |
| Mumbai - 400001 | Mumbai - 400051 |
| SCRIP CODE: 533158 | SYMBOLS: THANGAMAYL |

Dear Sir,
Sub: Un-Audited Financial Results for the $2^{\text {nd }}$ quarter ended 30.09.2023 under SEBI (LODR) Regulations 33 (3) (d) of Listing Agreement.

With reference to the above we wish to inform you that_the Board of Directors in their meeting held today, $01^{\text {ts }}$ November, 2023 has approved and took on record the Standalone Un-Audited Financial results for the $2^{\text {nd }}$ quarter ended 30.09 .2023 as per Indian Accounting Standards (IND - AS) along with the Limited Review report issued by M/s. B. Thiagarajan \& co, Chartered Accountants, of our Company. We enclose herewith following documents

1) Standalone Un-Audited Financial Results for the $2^{\text {nd }}$ quarter ended 30.09.2023.
2) Balance sheet as on 30.09.2023.
3) Cash-flow statement for the six months ended 30.09.2023.
4) Limited Review report of our Statutory Auditors issued by M/s. B.Thiagarajan \& co, Chartered Accountants.
5) Performance highlights for the quarter \& six months ended - 30.09.2023.

Kindly take the above documents on your records.
The Board Meeting Commenced at $\underline{11.30 \text { a } . m ~ \& ~ c o n c l u d e d ~ a t ~} \underline{01.40}$ p.m.

Thanking You,

Yours Faithfully,
For Thangamayil Jewellery Limited

| V | Digitally signed by V <br> VIJAYARAGHAVAN |
| :--- | :--- |
| VIJAYARAGHAVAN | Date: 2023.11.02 17:38:50 <br> $+05 ' 30 '$ |

(CS.V.Vijayaraghavan)
Company Secretary



## Notes:

1 The above unaudited financial results ("the statement") for the quarter and six months ended September 30, 2023, were reviewed by Audit Committee, and thereafter approved by the Board of directors at its meeting held on November 1, 2023.
2 This statement has been prepared in accordance with the Companies (Indian Accounting Standards) Rules, 2015 (Ind AS) prescribed under Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies to the extent applicable.

3 The Company's Business activity falls within a single business segment in terms of Ind AS 108 on Segment Reporting.
$4 \quad * *$ Pursuant to approval given by its shareholders in the AGM held on July 5, 2023, the company has issued $1,37,19,582$ fully paid-up bonus equity shares of Rs. 10/- each in the ratio of 1 (one) equity share of Rs. 10 each for every 1 (one) existing equity shares of Rs. 10 each. Accordingly, the earning per share has been adjusted for previous periods'/year and presented $n$ accordance with Ind AS 33, Earning Per Share.
5 The figures for the corresponding previous period have been regrouped/reclassified/restated wherever necessary to make them comparable with the current year's classification.
6 The results for the quarter ended $\operatorname{Sep} 30,2023$ are available on the BSE Limited website (URL: www.bselndia.com/corporates), the National Stock Exchange of India Limited website (URL: www.nsei ndia.com/corporates) and on the Company's website (URL: https://www.thangamayil.com)

## For and on behalf of the board



## Balarama Govinda Das <br> Chairman and Managing Director



Date - November 1, 2023
Place - Madurai

Statement of Assets and Liabilities as at September 30, 2023
(Fin lakhs)

| - Particulars | $\begin{gathered} \text { As at September } \\ 30,2023 \end{gathered}$ | As at March $31,2023$ |
| :---: | :---: | :---: |
|  | Un Audited | Audited |
| ASSETS $\quad$ - |  |  |
| Non-current assets |  |  |
| (a) Property, Plant and Equipment | 10,650 | 9,901 |
| (b) Capital work-in-progress | 348 | 160 |
| (c) Intangible assets | 110 | 99 |
| (d) Right-of - Use Assets | 1,859 | 2,012 |
| (e) Financial assets |  |  |
| (i) Other financial assets | 37 | 37 |
| (f) Deferred Tax Assets (net) | 231 | 239 |
| (g) Other non-current assets | 1,488 | 1,220 |
| Total non-current assets | 14,723 | 13,668 |
| Current assets ${ }_{\text {a }}$ (a) |  |  |
| (a) Inventories | 1,09,976 | 98,234 |
| (b) Financial assets |  |  |
| (i) Trade receivables | 480 | 317 |
| (ii) Cash and cash equivalents | 821 | 566 |
| (iii) Bank balances other than (ii) above | 6,673 | 7,073 |
| (iv) Other financial assets | 113 | 78 |
| (c) Other current assets | 2,987 | 4,719 |
| Total Current Assets | 1,21,049 | 1,10,987 |
| TOTAL ASSETS | 1,35,773 | 1,24,654 |
| EQUITY AND LIABILITIES <br> Equity |  |  |
|  |  |  |
| (a) Equity share capital | 2,744 | 1,372 |
| (b) Other equity | 42,003 | 37,507 |
|  | 44,747 | 38,878 |
| Non-current liabilities (a) Financial liabilities |  |  |
| (i) Lease Liabilities | 1,733 | 1,886 |
| (ii) Borrowings | 14,072 | 13,425 |
| Total non-current liabilities | 15,805 | 15,311 |
| Current liabilities <br> (a) Financial liabilities | Current liabilities |  |
| (i) Borrowings | 36,468 | 41,400 |
| (ii) Trade payables |  |  |
| -Total outstanding dues of micro and small enterprises | 1,296 | 1,296 |
| - Total outstanding dues of creditors other than micro \& small enterprises | 2,095 | 687 |
| (iii) Lease Liabilities | 386 | 386 |
| (iv) Other financial liabilities | 1,251 | 1,069 |
| (b) Other current liabilities | 33,465 | 25,345 |
| (c) Current Tax Liability (net) | 259 | 282 |
| Total Current Liabilities | 75,220 | 70,465 |
| Total Liabilities | 91,025 | 85,776 |
| TOTAL EQUITY AND LIABILITIES | 1,35,773 | 1,24,654 |



## Statement of unaudited Cash Flows for the six months ended September 30, 2023

(Fin lakhs)

| Particulars | Six month ended |  |
| :---: | :---: | :---: |
|  | 30/09/2023 | 30/09/2022 |
| Cash flow from operating activities |  |  |
| Net profit before tax | 9,128 | 4,721 |
| Adjustments for: |  |  |
| Depreciation and amortization expenses | 709 | 505 |
| Interest income | (238) | (49) |
| Interest expense | 1,850 | 1,569 |
| Operating profit before working capital changes | 11,450 | 6,746 |
| Movements in working capitals: |  |  |
| (Increase) / Decrease in Inventories | $(11,742)$ | $(20,628)$ |
| (Increase) / Decrease in trade receivables | (163) | 1 |
| Decrease/ (Increase) in other financials and non-financial assets | 1,418 | (642) |
| Increase / (Decrease) in gold on loan | 15,300 | 7,927 |
| (Decrease)/ Increase in trade payable and other | 9,787 | 11,507 |
| financial and non-financial liabilities |  |  |
| Cash Generated from Operations | 26,050 | 4,910 |
| Income taxes paid | $(2,441)$ | $(1,212)$ |
| Net cash generated from operating activities (A) | 23,610 | 3,698 |
| Cash flow from investing activities |  |  |
| Payment for Property, Plant \& Equipment, | $(1,504)$ | $(1,382)$ |
| Intangible assets including capital Advances |  |  |
| Proceeds from sale of Property, plant \& equipment | 0 | 19 |
| Bank deposits not considered as cash and cash equivalents (net) | 400 | $(5,393)$ |
| Interest received | 238 | 49 |
| Net cash used in investing activities (B) | (866) | $(6,707)$ |
| Cash flow from financing activities |  |  |
| Proceeds / (Repayment) of borrowings | $(20,646)$ | 895 |
| Proceeds / (Repayment) of other borrowings | 984 | 4,513 |
| Repayment of Lease liabilities | (280) | (225) |
| Interest paid | $(1,723)$ | $(1,465)$ |
| Dividend paid | (823) | (686) |
| Net cash used in financing activities (C) | (22,488) | 3,033 |
| Net increase in cash and cash equivalents $(A+B+C)$ | 255 | 24 |
| Cash and cash equivalents - opening balances | 566 | 365 |
| Cash and cash equivalents at the end of the period | 821 | 389 |
| Components of cash and cash equivalents |  |  |
| Cash on hand | 514 | 328 |
| Balance with Banks |  |  |
| On Current Account | 307 | 61 |
| Total cash and cash equivalents | 821 | 389 |



Limited Review Report on unaudited quarterly financial results and year to date results of Thangamayil Jewellery Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To,
The Board of Directors of Thangamayil Jewellery Limited Madurai

1. We have reviewed the accompanying Statement of unaudited financial results of Thangamayil Jewellery Limited ("the Company") for the quarter ended 30 September 2023 andyear to date results for the period from 01st April 2023 to 30 th September 2023("the Statement") being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").
2. This Statement, which is the responsibility of the Company's management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. Our responsibility is to issue a report on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.


GST No. : 33AADFB9485H1ZA
B. THIAGARAJAN \& Co. chartered accountants
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For B.Thiagarajan\& Co., Chartered Accountants,
F.Reg No: 004371S

D.Aruchamy


Partner
M.No:219156

Place - Madurai
Date - November 1, 2023
UDIN: 23219156 BGUPQ $\times 3644$

PERFORMANCE HIGHLIGHTS FOR THE QUARTERAND SIX MONTHS ENDED 30 ${ }^{\text {th }}$ SEPTEMBER 2023

1) ACHIEVED (YOY) (3Months)

| Particulars |  | $\text { Q2 } 2024$ | Q2 2023 | Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: |
| Total Sales | ₹ in Crs | 992 | 813 | 22\% |
| Less:Wholesale (MMTC and Others) | $₹$ in Crs | 37 | 87 | (57\%) |
| Retail Sales | ₹ in Crs | 955 | 726 | 32\% |
| Gold Jewellery | ₹ in Crs | 882 | 668 | 32\% |
| Non gold (Silver, Diamonds, other products etc) | ₹ in Crs | 73 | 58 | 26\% |
| Non gold sale as \% of retalls Sale | In \% | $7.64 \%$ | $7.99 \%$ | (35) bps |
| Reported Gross Profit | ₹ in Crs | 57 | 59 | (3\%) |
| Add/(Less): Inventory Loss/ (Gain) | $₹$ in Crs | 18 | 3 | 500\% |
| Adj Gross Profit | ₹ in Crs | 75 | 62 | 21\% |
| Adl Gross Profit Margin as \% of retail sale | In \% | 7.85\% | 8.54\% | 69)bps |
| Reported EBITDA | ₹ in Crs | 24 | 32 | (25\%) |
| Add/(Less): Inventory Loss/ (Gain) | ₹ in Crs | 18 | 3 | 500\% |
| Add/(Less):Hedging loss/(income) | $₹$ in Crs | (1) | (2) | (50\%) |
| Adj EBITDA | ₹ in Crs | 41 | 33 | 24\% |
| Adj EBITLA as \% of retall sale | m \% | $4.29 \%$ | $4.55 \%$ | (26)bps |
| Profit /(Loss) Before tax | ₹ in Crs | 12 | 21 | (43\%) |
| Adj Profit before tax | ₹ in Crs | 29 | 22 | 32\% |
| Profit After Tax | ₹ in Crs | 8 | 16 | (50\%) |
| Adl Profim After tax | \%in Crs | 21 | 16 | 31\% |
| Volume Gold Ornament | In Kgs | 1,535 | 1,327 | 16\% |
| Volume Silver Products | In Kgs | 4,600 | 5,139 | (10\%) |
| Volume Diamonds Products | In Carat | 3,514 | 2,552 | 38\% |
| Inventory Turnover (Annualized) | In times | 3.61 | 3.40 | 6\% |
| Interest Cover | In times | 2.87 | 4.05 | (29\%) |

## 2) ACHIEVED (QOQ)(3 Months )

| Particulars |  | $\text { Q2 } 2024$ | Q1 2024 | Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: |
| Total Sales | ₹ in Crs | 992 | 959 | 3\% |
| Less:Wholesale (MMTC and Others) | $₹$ in Crs | 37 | 29 | 28\% |
| Retail Sales | $₹$ in Crs | 955 | 930 | 3\% |
| Gold Jewellery | ₹ in Crs | 882 | 842 | 5\% |
| Non gold (Silver, Diamonds, other products etc ) | ₹ in Crs | 73 | 88 | (17\%) |
| Non gold sale as \% of retails Sala | In \% | 7.64\% | 9.46\% | (182) bps |
| Reported Gross Profit | ₹ in Crs | 57 | 116 | (51\%) |
| Add/(Less): Inventory Loss/ (Gain) | ₹ in Crs | 18 | (32) | (156\%) |
| Adj Gross Profit | ₹ in Crs | 75 | 84 | (11\%) |
| Adj Gross Profit Margin as \% of retalls Sale | in \% | 7.85\% | 9.03\% | (118 bps) |
| Reported EBITDA | ₹ in Crs | 24 | 92 | (74\%) |
| Add/(Less): Inventory Loss/ (Gain) | ₹ in Crs | 18 | (32) | (156\%) |
| Add/(Less):Hedging loss/(income) | ₹ in Crs | (1) | (5) | (80\%) |
| Adj EBITDA | ₹ in Crs | 41 | 55 | (26\%) |
| AdI EBITOA as \% of retail sale | m\% | $4.29 \%$ | 5.91\% | (162)bps |
| Profit /(Loss) Before tax | $₹ \mathrm{in} \mathrm{Crs}$ | 12 | 79 | (85\%) |
| Adj Profit before tax | ₹ in Crs | 29 | 42 | (31\%) |
| Profit After Tax | ₹ in Crs | 8 | 59 | (86\%) |
| Ady Profit After tas | \% im Crs | 21 | 31 | (33\%) |
| Volume Gold Ornament | In Kgs | 1,535 | 1,425 | 8\% |
| Volume Silver Products | In Kgs | 4,600 | 6,147 | (25\%) |
| Volume Diamonds Products | In Carat | 3,514 | 3,401 | 3\% |
| Inventory Turnover (Annualized) | In times | 3.61 | 3.52 | 3\% |
| Interest Cover | In times | 2.87 | 9.25 | (69\%) |

3) ACHIEVED HY1 (YOY) (6 Months)

| Particulars |  | HY1 2024 | HY1 2023 | Increase/ (Decrease) |
| :---: | :---: | :---: | :---: | :---: |
| Total Sales | ₹ in Crs | 1,951 | 1,639 | 19\% |
| Less:Wholesale (MMTC and Others) | ₹ in Crs | 66 | 183 | (64\%) |
| Retail Sales | ₹ in Crs | 1,885 | 1,456 | 29\% |
| Gold Jewellery | ₹ in Crs | 1,724 | 1,332 | 29\% |
| Non gold (Silver, Diamonds, other products etc ) | ₹ in Crs | 161 | 124 | 30\% |
| Non gold sale as \% of retalls Sale | In \% | 8.54\% | 8.52\% | 2 bps |
| Reported Gross Profit | ₹ in Crs | 173 | 115 | 50\% |
| Add/(Less): Inventory Loss/ (Gain) | ₹ in Crs | (14) | 5 | 380\% |
| Adj Gross Profit | ₹ in Crs | 159 | 120 | 33\% |
| Adj Gross Profit Margin as \% of retalls Sale | In \% | 8.43\% | 8.24\% | 19 bps |
| Reported EBITDA | $₹$ in Crs | 117 | 68 | 72\% |
| Add/(Less): Inventory Loss/ (Gain) | ₹ in Crs | (14) | 5 | 380\% |
| Add/(Less):Hedging loss/(income) | ₹ in Crs | (6) | (10) | (40\%) |
| Adj EBITDA | ₹ in Crs | 97 | 63 | 54\% |
| Adj EBITDA as \% of retail sale | In \% | 5.15\% | 4.33\% | 82 bps |
| Profit /(Loss) Before tax | ₹ in Crs | 91 | 47 | 94\% |
| Adj Profit before tax | ₹ in Crs | 71 | 42 | 69\% |
| Profit After Tax | ₹ in Crs | 67 | 35 | 91\% |
| Adj Profit After tax | \% in Crs | 53 | 31 | 71\% |
| Volume Gold Ornament | In Kgs | 2,960 | 2,638 | 12\% |
| Volume Silver Products | In Kgs | 10,747 | 11,179 | (4\%) |
| Volume Diamonds Products | In Carat | 6,915 | 4,856 | 42\% |
| Inventory Turnover (Annualised) | In times | 3.55 | 3.43 | 3\% |
| Interest Cover | In times | 6.32 | 4.33 | 46\% |



## 4) OPERATING PERFORMANCE (YOY) (6 Months)

| Certain Key Operating Performance Indicators | HY1 2024 | HY1 2023 |
| :--- | :--- | :--- |
| Same store sales | $25.96 \%$ | $34.76 \%$ <br> year (base <br> covid <br> lockdown) |
| Gross Operating Profit (Rs. In crores) |  | 120 |
| Per. Sq.ft sales on retail basis (annualized) | Rs.4.66 lakhs | Rs.3.86 lakhs |
| Sales per employee (annualized) | Rs.2.04 crores | Rs.1.76 crores |$|$| Non-Gold product Sales (Rs. In Crores) | 161 | 124 |
| :--- | :--- | :--- |
| Expenses as \% on sales | $4.25 \%$ | $4.45 \%$ |
| Networth (Rs in Crores) | 447.47 | 352.21 |
| Book value per share | Rs.163.08 | Rs.128.36 (on <br> the increased <br> share capital- <br> post 1:1 bonus) |
| (Face value of Rs.10 each) |  | 3.43 |
| Stock Turnaround times | 3.55 | $21 \%$ |
| Return on Equity | $32 \%$ | $90.34 \%$ |
| Composition of Liquid assets in the Balance Sheet | $89.16 \%$ | $68.20 \%$ |
| Hedging of Inventory | $77.08 \%$ | $5.18 \%$ |
| Average cost of borrowings | $4.89 \%$ |  |

## 5) Ongoing Expansion

During the quarter ended $30 / 09 / 23$, one new branch at Tirumangalam, and the relaunches at Aruppukottai, Ramnad \& Krishnagiri with one upgradation at Sattur were completed. From 01/10/23 to 01/11/23, two more new branches at Ooty and Ganapathy,Coimbatore are added. One new silver exclusive showroom in Madurai started. Besides two more relaunched branches at Virudhunagar \& Sivakasi completed. Currently as on $01 / 11 / 23$, the company is having 56 retail outlets.

## 6) Other Matters

1) The adjusted gross profit margin marginally reduced in Q2 of 24 on YOY basis. However, the reduction in sequential adjusted gross profit margin in Q1 Vs Q2 of FY 24 of 118 bps ( $903-785$ ) is on account of :

## bps

a) Under realisation in revenue due to fall in gold price during the Q215

b) Reduction in GP due to incremental redemption in this
quarter in customer advance sales ..... 21

c) Marginal reduction in composition of non-gold product
mix contributing to ..... 37
d) Additional discount offered on festival events ..... 45
(Reduction in terms of Rs. 9 Crs) ..... 118 bps
2) Reduction in PBT is also contributed by :
a) Increase in salaries on a comparative basis in Q2 Vs Q1 is mainly on account of new recruits to be placed at profit Centre in future amounting to Rs. 1.40 crs
b) Other expenses increase is due to electricity tariff escalation and due to additional promotional expenses ( net of gains)

## Total

Rs. 4.00 crs
These combined factors contributed to fall in profit before tax (adjusted) from Rs. 42 crs to Rs. 29 crs amounting to Rs. 13 crs in the second quarter 2024.


## About the company

Thangamayil Jewellery Limited (TMJL) a 4,000 Crores turnover company is in the business of manufacturing and retailing Gold Ornaments, Silver Articles and diamond products and mainly operating out of 56 retail outlets (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 25 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.

