

PERFORMANCE HIGHLIGHTS FOR THE FIRST QUARTER ENDED 30th JUNE 2015

ACHIEVED (YOY)

- Gross profit is at ₹22.99 Crs as against ₹12.64 Crs in June 2014 quarter, registering an increase of 82%
- EBITDA profit is at ₹ 13.28 Crs as against ₹ 2.28 Crores in June 2014 quarter.
- Banks working capital exposure is brought down from ₹ 176 Crs to ₹ 119 Crs.
- The aggregate expenses other than depreciation has come down to ₹ 15.94crs from ₹ 17.24crs.
- Sales reduced from ₹ 371 crs to ₹ 300 crs on YoY basis. This is mainly due to steep fall in the gold price by 12%, in this quarter and also due to demand contraction witnessed in the industry.
- Sales volume in gold ornaments for the quarter ended 30th June 2015, is at 980 Kgs as against 1121Kgs. Reduction is due to poor demand.
- Sales volume in Silver products for the quarter is 4510 Kgs as against 4460 kgs.
- Average stock rotation marginally improved from 4.67 times to 4.72 times.
- Gold inventory reduced from 960 Kgs to 887 Kgs corresponding to ₹ 308 Crs to ₹267 Crs in value terms.

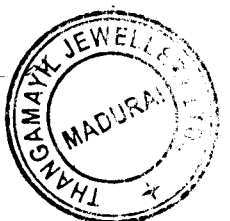
ACHIEVED (QoQ)

- Working capital borrowings was at ₹119 Crs as against ₹ 154 Crs in March 2015.
- The Gross profit is at ₹ 22.99 Crs as against ₹ 17.93 Crs in March 2015 quarter.
- The aggregate expenses other than depreciation has come down to ₹ 15.94 crs from ₹ 21.46 Crs
- The net profit before taxes is at ₹ 5.26 Crs as against a loss of ₹ 5.14 Crs in March 2015 quarter

OTHER FACTORS

- Banks started to extend metal loan from this quarter. It is likely that in the next quarter substantial portion of the inventory would be covered under metal loan facility that offers concessional interest and natural hedging for the gold price fluctuation.
- Due to effective management of gold inventory the company was in a position to reduce the overall bank borrowing by ₹ 35crs in the quarter.
- E-commerce route in marketing the company product is gaining momentum compared to previous quarter.

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About the company

Thangamayil Jewellery Limited (TMJL) a 1500 Crores turnover company is in the business of manufacturing and retailing Gold Ornaments and Silver Articles and mainly operating out of 30 retail outlet spread across southern and western districts of Tamil Nadu. A powerful brand in the areas of operation having large customer base of well over 7,00,000 customers and the brand is a household name in the southern and western Districts of Tamil Nadu.

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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.

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