



Date: 14/02/2023

To,  
The Listing Compliance Department,  
BSE Limited,  
P J Towers, Dalal Street,  
Mumbai – 400001  
**Scrip Code: 534809**

To,  
The Listing Compliance Department,  
National Stock Exchange of India Limited,  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East), Mumbai - 400051  
**Symbol: PCJEWELLER**

**Sub.: Results Presentation**

Dear Sir / Ma'am,

Please find enclosed herewith the presentation on standalone financial results of the Company for the quarter and nine months ended December 31, 2022.

Kindly take the same on record.

Thanking you.

Yours sincerely,  
**For PC Jeweller Limited**

**SANJEEV** Digitally signed by  
SANJEEV BHATIA  
**BHATIA** Date: 2023.02.14  
19:09:57 +05'30'

(SANJEEV BHATIA)  
**Chief Financial Officer**

**Encl.: As above**

**PC Jeweller Limited**



**PC Jeweller**

# PC JEWELLER LTD

Results Presentation

February 14<sup>th</sup>, 2023

# Safe Harbor



PC Jeweller

This presentation and the accompanying slides (the “Presentation”), which have been prepared by PC Jeweller Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company.



## *Financial Updates*



# Quarterly highlights



PC Jeweller

Q3 FY 2023 Domestic Sales\* : Rs 829 crores v/s Rs 600 crores in Q3 FY 2022

\*The company has not done any export sales during the current quarter.

Q3 FY 2023 EBITDA : Rs 61 crores v/s Rs 34 crores in Q3 FY 2022

Q3 FY 2023 PBT : Loss of Rs 70 crores v/s Loss of Rs 95 crores in Q3 FY 2022

Q3 FY 2023 PAT : Loss Rs 64 crores v/s Loss of Rs 77 crores in Q3 FY 2022



# Highlights: Overall Business



PC Jeweller

Particulars (Rs. Crores)	Q3 FY 2023	Q3 FY 2022	9M FY 2023	9M FY 2022
<b>Revenue from Operations</b>	<b>829</b>	<b>600</b>	<b>2,186</b>	<b>1,405</b>
Domestic Retail	829	600	2,186	1,209
Exports	-	-	-	196
<b>Gross Margins (%)</b>	<b>8.79%</b>	<b>10.50%</b>	<b>16.14%</b>	<b>12.15%</b>
Domestic Retail	8.79%	10.50%	16.14%	14.04%
Exports	-	-	-	0.47%
<b>Expenses (% of total Revenue)</b>				
Employee Expenses	1.71%	2.21%	1.87%	2.27%
Advertisements	0.45%	0.35%	0.40%	0.20%
Rentals	0.17%	0.23%	0.18%	0.23%
Other Income	(3.41%)	(0.65%)	(7.14%)	(1.55%)
Other Costs	2.46%	2.68%	2.50%	2.98%
<b>EBITDA Margins</b>	<b>7.41%</b>	<b>5.68%</b>	<b>18.33%</b>	<b>8.02%</b>
<b>PBT Margins</b>	<b>(8.47%)</b>	<b>(15.78%)</b>	<b>0.59%</b>	<b>(16.37%)</b>



## *Business Updates*



# Business update – Q3 FY 2023



PC Jeweller

- Company's accounts have been classified as NPA with its Bankers since June 2021 and its resolution process had been underway.
- As a part of the laid down process after the resolution plan submitted by the company was found to be feasible on both technical & economic parameters the same was forwarded to two rating agencies for necessary ICE exercise.
- In this regard, one of the rating agency did not accord the required minimum RP4 rating to the Plan and therefore, the resolution plan of the company could not be taken forward.
- Though the company presented an improved Resolution Plan to the Consortium , the Lead Bank (State Bank of India) moved the DRT Delhi on January 18, 2023 against the company seeking full recovery of its outstanding exposure. In response, the company has gone into appeal against the same in DRAT. This matter is currently sub-judice.
- Some of the other consortium member banks have also issued their loan recall notices to the company which are being replied to. Since in the consortium banking setup all the member banks follow the directions given by the Lead Bank, the remaining consortium banks are also expected to issue their loan recall notices in due course of time.





# Business update – Q3 FY 2023



PC Jeweller

- However, the Company's debt/equity ratio remains less than one. Its network of showrooms, its manufacturing facilities and designing, manufacturing capabilities etc continue to remain intact. The management is confident that it will be able to realize its assets and meet its liabilities and commitments in the normal course of business considering the net assets position of the Company irrespective of the final conclusion of /decision in the ongoing legal process. Hence the current position of the events does not raise any concern on its going concern status.
- In view of the above, the management is confident that the Company will continue as a going concern and accordingly, the Q3 financials have been prepared considering Going concern assumption.
- The company however, continues to believe in a settled agreement with its lenders as a lengthy legal process will not be beneficial for either the parties and hence has kept opened its line of communication with the Lenders, especially SBI. It continues to remain hopeful and confident of a mutually acceptable agreement with its Lenders.
- Meanwhile the company's showrooms continue to operate though its level of operations have declined since the beginning of this quarter.



# Recently launched collections



The company has been releasing new collections at regular intervals. Few of our recently launched collections are –

- FOLIA AMORIS
- ANANT
- THE FLUTTERING BEAUTY
- MENS COLLECTION
- ANIMAL COLLECTION



# Other successfully running collections

Some of the other successfully running collections of the company are –

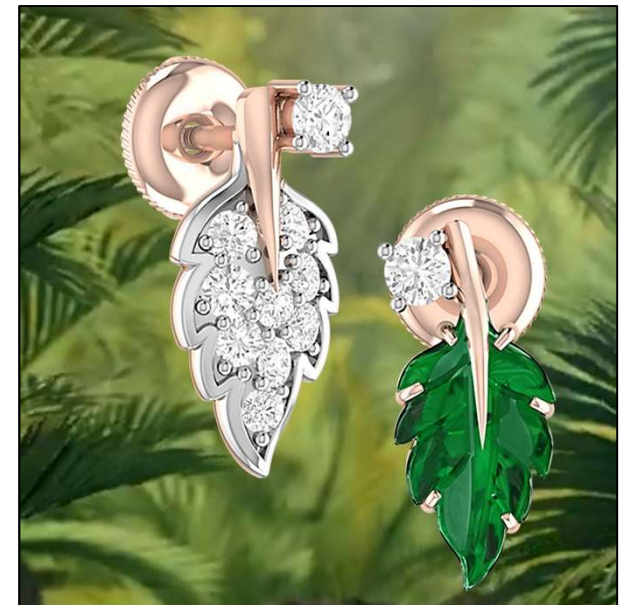
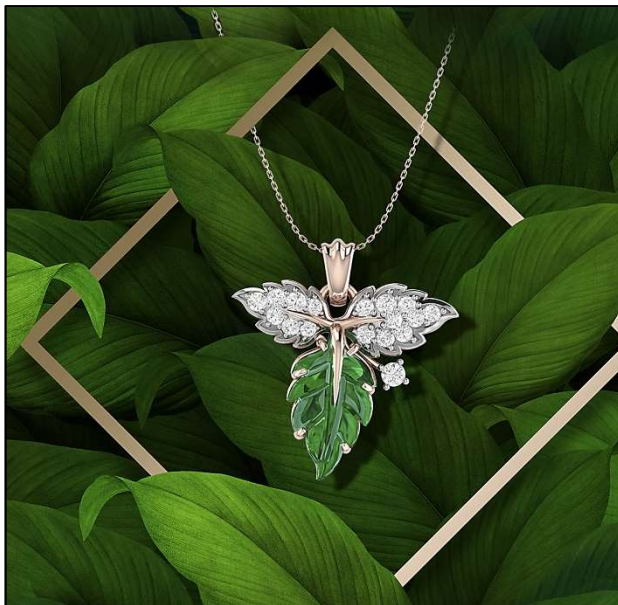
- WEDDING COLLECTION
- WATCH ACCESSORIES
- DIAMOND MANGALSUTRA
- DASHAVATAR
- RING IT ON
- PIK SEE
- HAND MANGALSUTRA



# Recently launched collection – FOLIA AMORIS



PC Jeweller

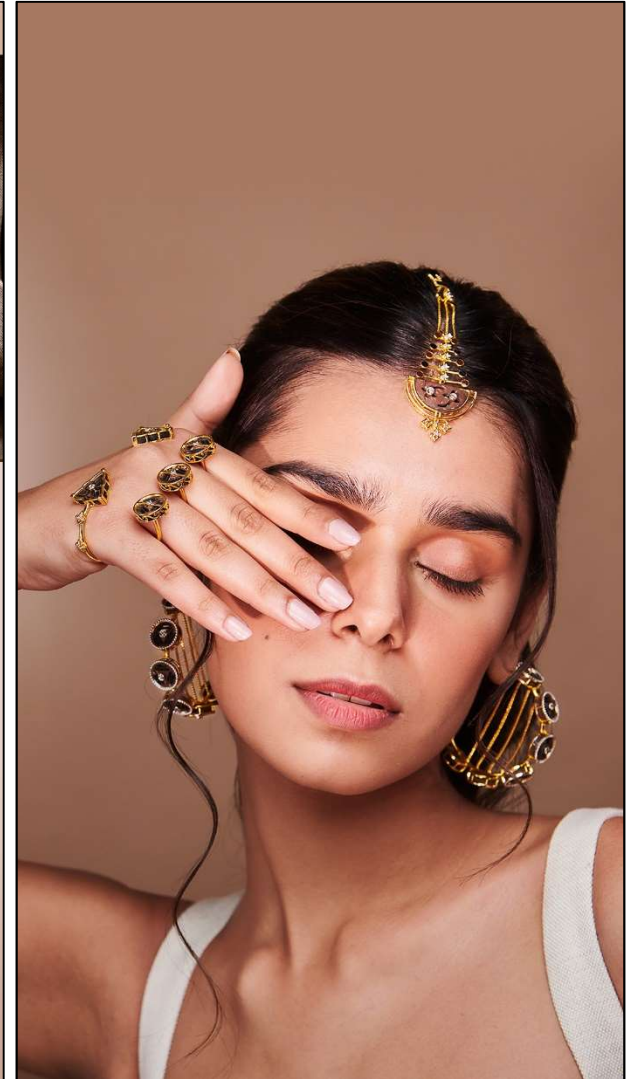
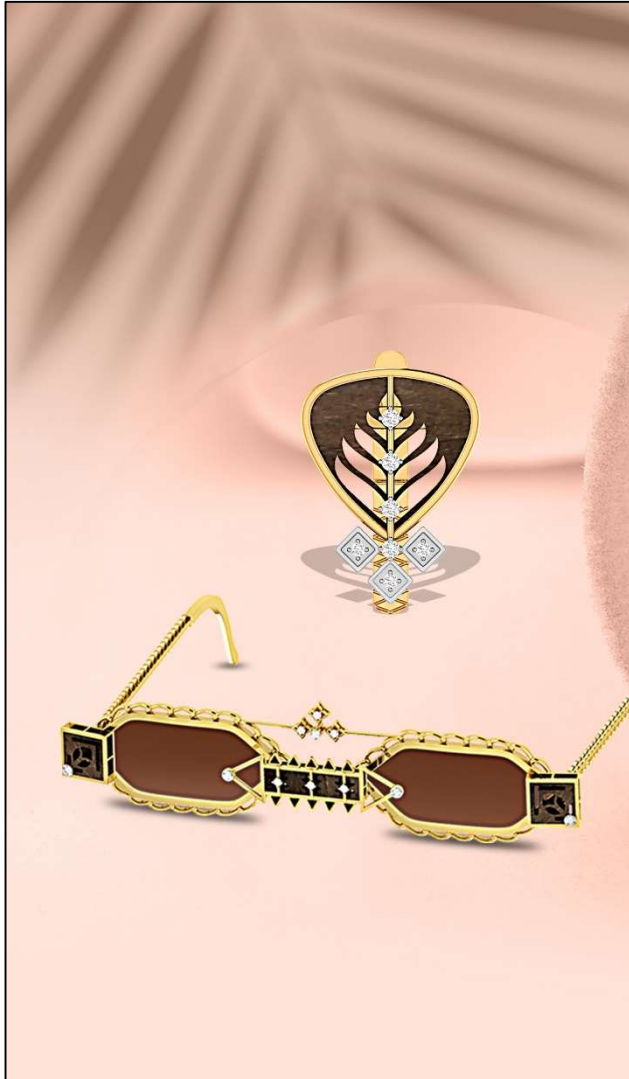




# Recently launched collection – ANANT



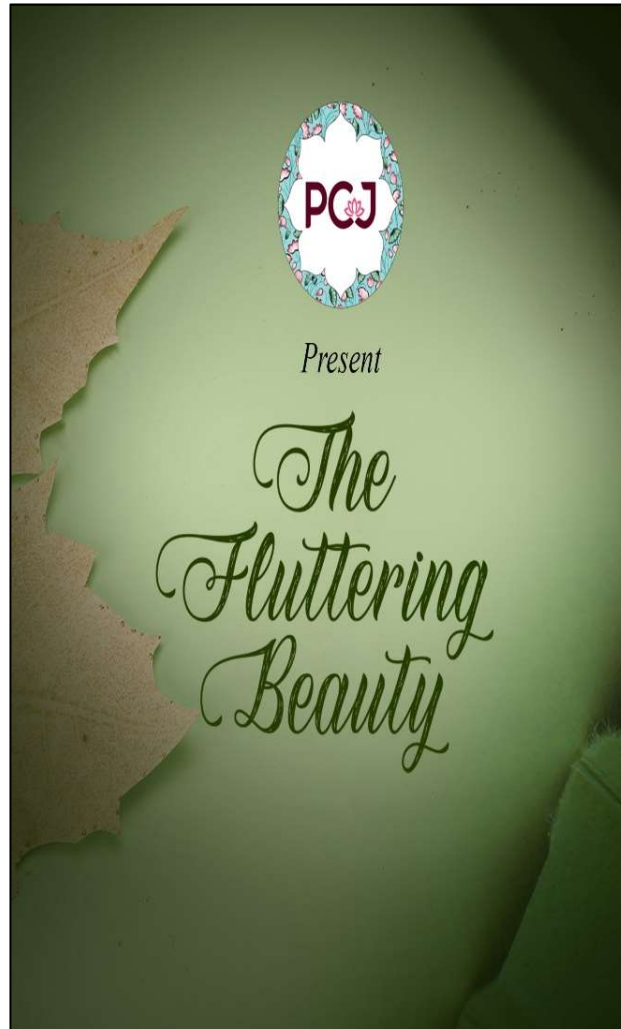
PC Jeweller



# Recently launched collection – THE FLUTTERING BEAUTY



PC Jeweller

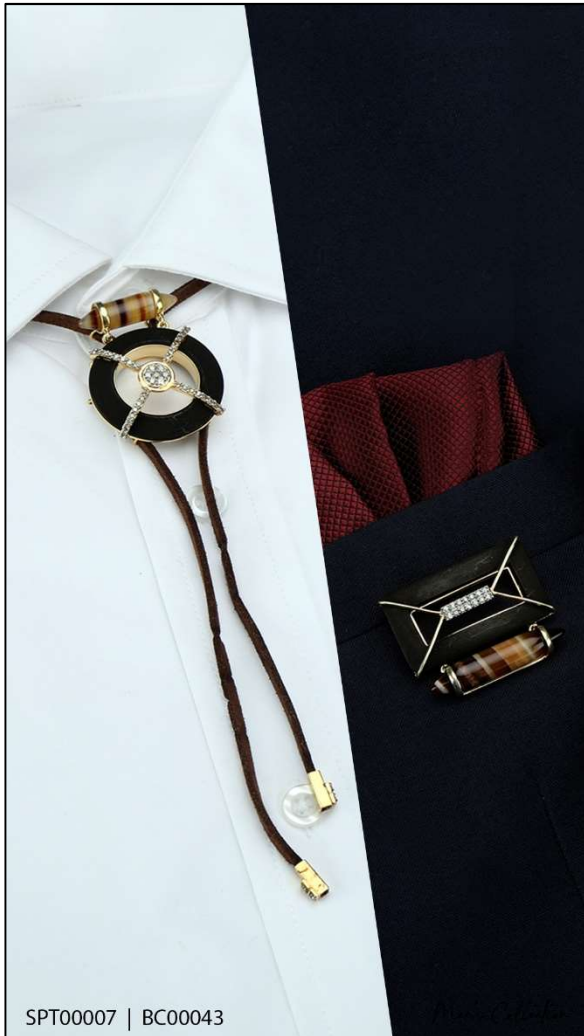




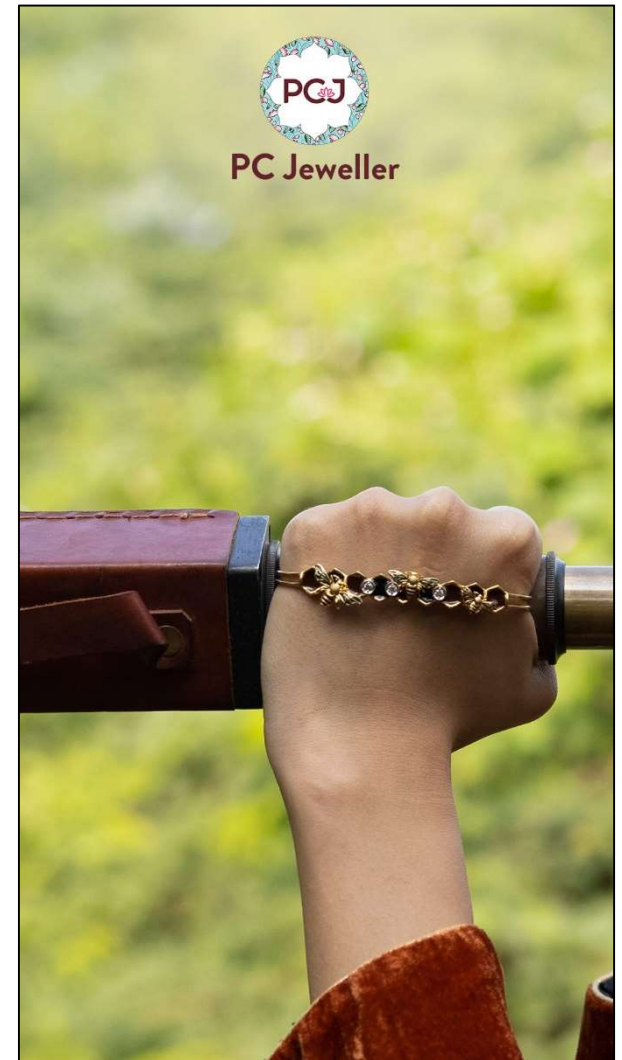
# Recently launched collection – MEN'S COLLECTION



PC Jeweller



# Recently launched collection – ANIMAL COLLECTION

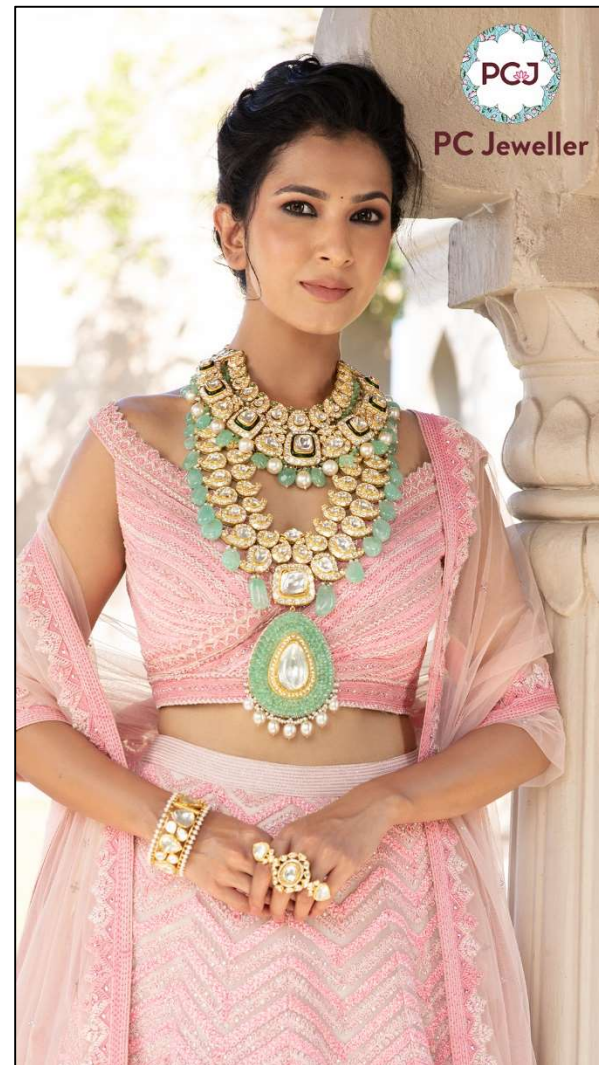
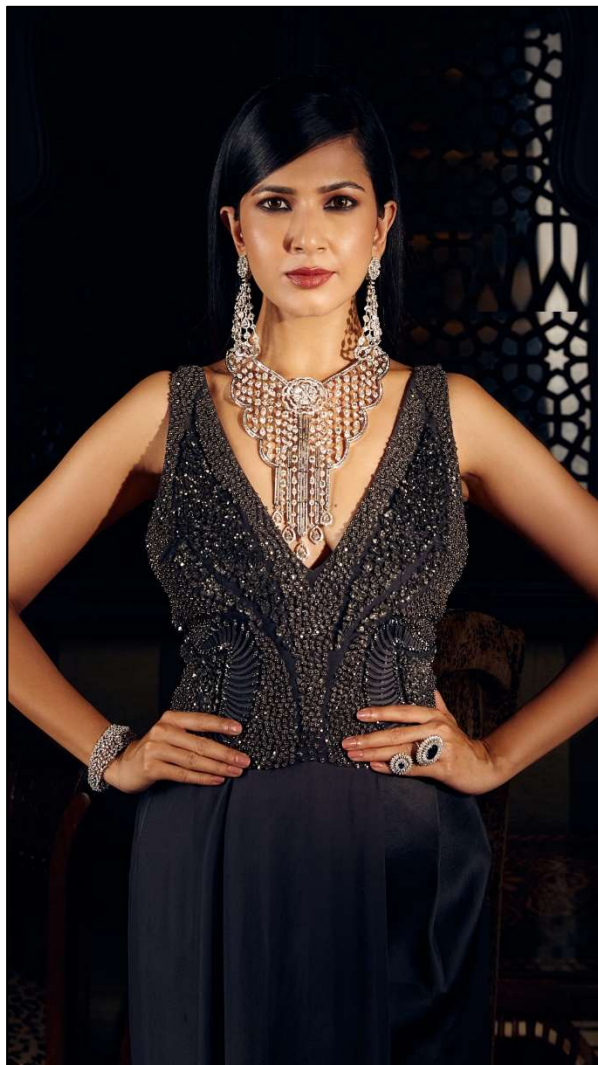




# Other running collection- WEDDING COLLECTION



PC Jeweller



# Other running collection – WATCH ACCESSORIES



PC Jeweller

## WATCH ACCESSORIES



*The Monsoon  
Diamond Watch Chain*

DW00022

## WATCH ACCESSORIES



*The Dolphin  
Diamond Silver Watch Chain*

DW00032

## WATCH ACCESSORIES



*The Anchor & Wheel  
Diamond Silver Watch Chain*

DW00036





# Other running collection – DIAMOND MANGALSUTRA



PC Jeweller



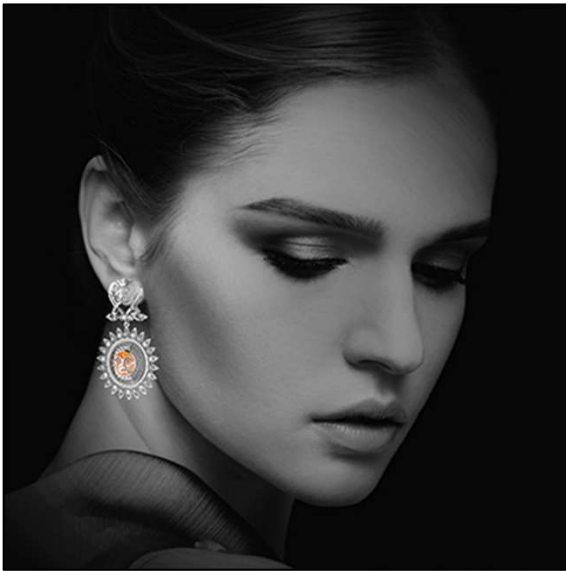
# Other running collection - DASHAVATAR



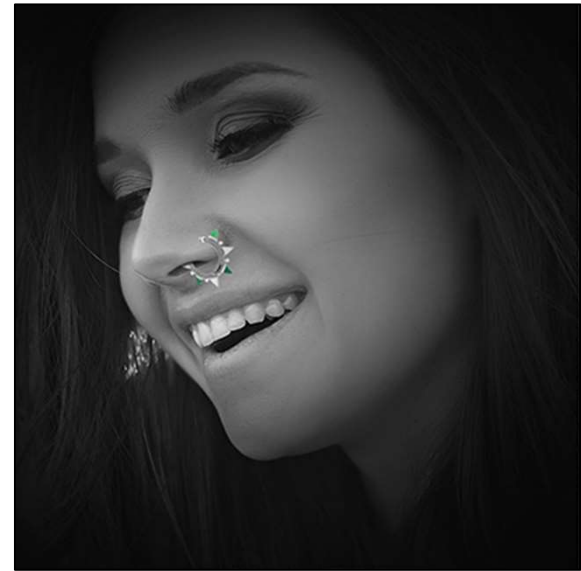
PC Jeweller



 *Dashavatar*  
Collection



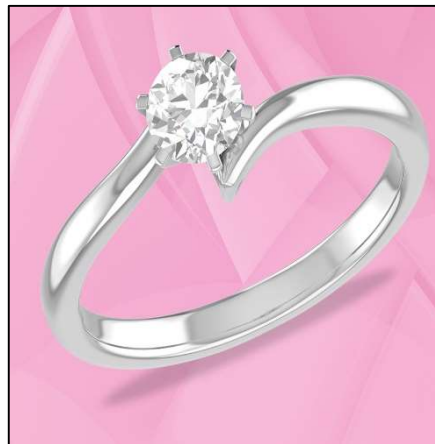
***Bold and Stylish***



# Other running collection – RING IT ON



PC Jeweller

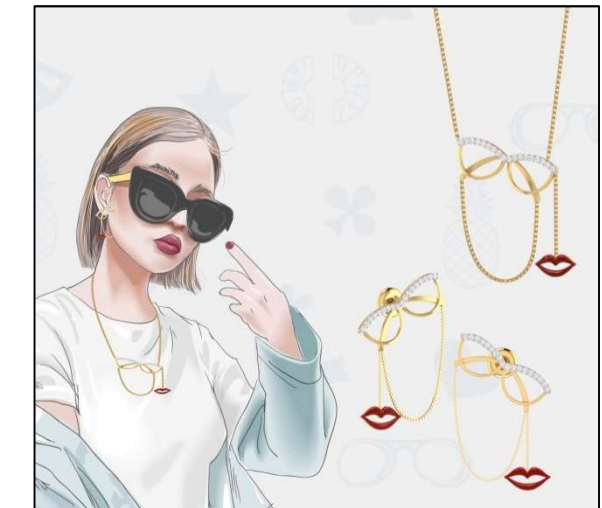




# Other running collection – PIK SEE



PC Jeweller



# Other running collection – HAND MANGALSUTRA



PC Jeweller



PC Jeweller



The Evil  
Diamond Mangalsutra Bracelet



PC Jeweller

**मंगलसूत्रा**  
**Collection**  
*Perfect Fit*  
*for your Soulmate*



PC Jeweller



The Star  
Diamond Mangalsutra Bracelet





PC Jeweller

Thank you

