

Date: September 14, 2020

To,  
The Listing Compliance Department,  
BSE Limited,  
P. J. Tower, Dalal Street,  
Mumbai – 400001

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



**Ref.: PC Jeweller Limited (Scrip Code: 534809, Symbol: PCJEWELLER)**

**Sub.: Management Presentation**

Dear Sir / Madam,

Please find enclosed herewith Management Presentation on the standalone financial results of the Company for the quarter ended June 30, 2020.

Kindly take the same on record.

Thanking you.

Yours sincerely,  
For **PC Jeweller Limited**

(SANJEEV BHATIA)  
**Chief Financial Officer**

Encl.: As above



**PC Jeweller Limited**

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**PC Jeweller**

PC Jeweller Ltd

Results Presentation

September 14<sup>th</sup>, 2020

# 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.

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# Quarterly highlights



PC Jeweller

Q1 FY 2021 Sales : Rs 47 crores

Q1 FY 2021 EBITDA : Rs 25 crores

Q1 FY 2021 PBT : Rs (81 crores)

Q1 FY 2021 PAT : (Rs 78 crores)

Q1 FY 2021 Domestic Retail Sales : Rs 47 crores

Q1 FY 2021 Export Sales : Rs NIL

The Q1 of FY 2021 has been marked by lockdown and almost complete shutting off of operations for the majority of the June quarter.



*Financial Updates*



# Highlights: Overall Business



PC Jeweller

Particulars (Rs. Crores)	Q1 FY 2020	Q1 FY 2021
<b>Revenue from Operations</b>	<b>1,349</b>	<b>47</b>
Domestic Retail	1,223	47
Exports	126	-
<b>Gross Margins (%)</b>	<b>15.3%</b>	<b>16.5%</b>
Domestic Retail	16.6%	16.6%
Exports	3.3%	-
<b>Expenses (% of total Revenue)</b>		
Employee Expenses	1.7%	12.2%
Advertisements	0.3%	0.2%
Other Costs	1.2%	9.8%
Other Income	0.7%	58.4%
<b>EBITDA Margins</b>	<b>12.8%</b>	<b>52.7%</b>
<b>PBT Margins</b>	<b>5.5%</b>	<b>(173.8%)</b>
<b>PAT Margins</b>	<b>3.6%</b>	<b>(167.7%)</b>



# Highlights: Domestic Retail



PC Jeweller

Particulars (Rs. Crores)	Q1 FY 2020	Q1 FY 2021
Revenue	1,223	47
Gross Margins (%)	16.6%	16.6%
<b>Expenses (% of total Revenue)</b>		
Employee Expenses	1.7%	12.2%
Advertisements	0.4%	0.2%
Other Costs	1.4%	9.7%
Other Income*	0.7%	20.8%
<b>EBITDA Margins (%)</b>	<b>13.8%</b>	<b>15.3%</b>

\*On account of net gains on foreign currency translations and other non operating income like temporary reduction in rentals due to Covid pandemic.



# Highlights: Export Business



PC Jeweller

Particulars (Rs. Crores)	Q1 FY 2020	Q1 FY 2021
Revenue	126	-
Gross Margins (%)	3.3%	-
Expenses (% of total Revenue)		
Employee Expenses	1.1%	-
Advertisements	-	-
Other Costs	0.4%	-
Other Income	0.8%	-
EBITDA Margins (%)	2.6%	-





# Key Balance Sheet items



PC Jeweller

## Liabilities

Standalone (Rs. Crores)	30 <sup>th</sup> June 19	31 <sup>st</sup> Mar 20	30 <sup>th</sup> June 20
<b>Liabilities</b>			
<b>Total Bank Exposure (including gold loans) (A)</b>	3,199	3,134	3,132
<b>Operational Creditors</b>	185	190	170
<b>JFL</b>	126	36	36
<b>Unsecured loan from Promoter*</b>	16	215	215
<b>Other Liabilities (B)</b>	<b>327</b>	<b>441</b>	<b>421</b>
<b>Total (C) = (A) + (B)</b>	<b>3,526</b>	<b>3,575</b>	<b>3,553</b>
<b>Networth (D)</b>	<b>3,970</b>	<b>4,002</b>	<b>3,924</b>
<b>TOL/TNW (C/D)</b>	<b>0.89</b>	<b>0.89</b>	<b>0.91</b>

## Assets

Standalone (Rs. Crores)	30 <sup>th</sup> June 19	31 <sup>st</sup> Mar 20	30 <sup>th</sup> June 20
<b>Inventory</b>	5,092	5,259	5,235
<b>Receivables (Export**)</b>	1,618 (1589)	1,781 (1,702)	1,762 (1,754)

\*\* The change in the amount of export debtors between March & June is on account of exchange rate variations.

\* This amount was infused by the Promoter to shore up the NWC of the company and is likely be converted in due course into equity or equity like instrument subject to receipt of necessary approvals and compliance with applicable laws. Currently this amount is unsecured and non-interest bearing.



*Business Updates*



# Business Updates for the Quarter



- The period of Q1 was marked by a complete shutdown of operations during April. Though the operations re-started with gradual lifting of lockdown from the second week of May, they were on a very limited and restricted level only for the entire quarter.
- The COVID-19 impact was felt both on domestic and overseas operations.
- The company cut down on all its expenditure and negotiated with all its landlords for waiver/reduction of rentals. It has however paid its creditors as well as staff expenses even during this pandemic quarter.



# Significant Financial Indicators



PC Jeweller

- Other income of Rs 27.17 crs – On account of net gains on foreign currency translations and other non operating income like reduction in rental income.
- Export income of Rs 18.09 crs – On account of foreign exchange difference and restatement (basically a result of accounting entries only)



# Sub Brand



PC Jeweller



Coined from the Sanskrit word 'ashva', the name Azva symbolizes the seven vows every couple takes/says on their wedding day. Azva celebrates the wedding vows with 22-karat Indian gold jewellery designs that are resplendent.



# Sub Brand



PC Jeweller



# Sub Brand



PC Jeweller



LoveGold has ignited the world's desire for Gold jewellery with the new generation. It has achieved to combine powerful elements like style, designers and jewellery to create aspirational content for the youth.



# Sub Brand

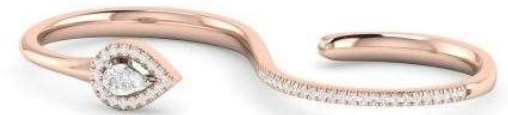


PC Jeweller

## MIROSA

EVERYDAY JEWELLERY

The Mirosa woman is younger, With aspirations and desires, she wants to be a part of this beautiful universe. She wants to stand out, she wants to leave her mark. A collection which has a variety of range for *working women*.





# Sub Brand



PC Jeweller

## Inayat

Weddings are celebrated in the most colorful and vivid way. Every occasion is important. So is the jewelery adorned to complete your ensemble. Inayat is the wedding wear for every occasion.



Sub Brand



PC Jeweller

**Inayat**



## Sub Brand



PC Jeweller

## Swarna dharohar

An innate ode to the colorful mosaic of Royal Rajasthan. A collection which uniquely personifies the Grandeur of the state embedded with the spirits of crafts which have been meticulously passed on from the generations.



Gota patti aspires to Weaves the dreams of a fluttering Bride; An innate craft which has been adorned by the royalties. The applique technique where gota, a strip of gold cloth of different widths is woven on red or magenta pink which symbolizes the holy color of vermilion



# Sub Brand



PC Jeweller

## Swarna dharochar

An innate ode to the colorful mosaic of Royal Rajasthan. A collection which uniquely personifies the Grandeur of the state embedded with the spirits of crafts which have been meticulously passed on from the generations.



# Collection



PC Jeweller

## Lal Qūila

A Nation's Culture; Carved in Gold!

A place where our company PC Jewellers has its innate roots. Drawing inspiration from the Lal Quila's intricacy of the architecture. The collection incorporates never used before technique of "Mokumegane" made in 22k Gold which makes the collection exclusive and unique.



# Collection



PC Jeweller

## Lal Oñila

A Nation's Culture; Carved in Gold!





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Thank you

