

Date: 27/05/2021

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

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

**Sub.: Management Presentation**


Dear Sir / Madam,

Please find enclosed herewith Management Presentation on Standalone financial results of the company for the quarter and year ended March 31,2021.

Kindly take note of the same.

Thanking you,

For PC Jeweller Limited

  
(SANJEEV BHATIA)  
Chief Financial Officer  
Encl.: As above



**PC Jeweller Limited**



**PC Jeweller**

PC JEWELLER LTD

Results Presentation

May 27<sup>th</sup>, 2021

# 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.



# Quarterly highlights



PC Jeweller

Q4 2021 Domestic Sales at Rs 810 cr vis a vis Rs 670 cr in Q4 2020

Q4 2021 Domestic Gross Margins at 22.3% vis a vis 9.3% in Q4 2020

Q4 2021 Domestic EBITDA at 17.2% vis a vis 3.8% in Q4 2020

Q4 2021 Domestic PAT at 8.3% vis a vis -7.5% in Q4 2020

Q4 2021 EBITDA at 17.1% vis a vis 5.2% in Q4 2020

Q4 2021 PAT at 8.9% vis a vis -4.7% in Q4 2020



# Highlights: Overall Business



PC Jeweller

Particulars (INR Crore)-	Q4 FY 2021	Q4 FY 2020	FY 2021	FY 2020
<b>Revenue from Operations</b>	<b>868</b>	<b>877</b>	<b>2,669</b>	<b>4,939</b>
Domestic Retail	810	670	2,556	4,281
Exports	58	207	113	658
<b>Gross Margins (%)</b>	<b>20.9%</b>	<b>7.5%</b>	<b>19.9%</b>	<b>13.1%</b>
Domestic Retail	22.3%	9.3%	20.7%	14.7%
Exports	1.8%	1.7%	0.9%	2.7%
<b>Expenses (% of total Revenue)</b>				
Employee Expenses	1.4%	1.8%	1.5%	1.5%
Advertisements	0.1%	0.5%	0.2%	0.3%
Other Costs	2.9%	2.1%	2.1%	2.2%
Other Income	0.6%	2.1%	0.1%	1.6%
<b>EBITDA Margins</b>	<b>17.1%</b>	<b>5.2%</b>	<b>16.2%</b>	<b>10.7%</b>
Finance Cost	11.0%	10.6%	14.8%	7.5%
Depreciation	0.9%	0.7%	1.2%	0.7%
<b>PBT Margins</b>	<b>5.2%</b>	<b>-6.2%</b>	<b>0.2%</b>	<b>2.5%</b>
<b>PAT Margins</b>	<b>8.9%</b>	<b>-4.7%</b>	<b>2.3%</b>	<b>1.6%</b>



## Highlights: Domestic Business



PC Jeweller

Particulars (INR Crore)	Q4 FY 2021	Q4 FY 2020	FY 2021	FY 2020
Revenue from Operations	810	670	2,556	4,281
Gross Margins (%)	22.3%	9.3%	20.7%	14.7%
EBITDA Margins (%)	17.2%	3.8%	17.4%	11.4%
PAT Margins (%)	8.3%	-7.5%	2.7%	1.9%

## Highlights: Export Business

Particulars (INR Crore)	Q4 FY 2021	Q4 FY 2020	FY 2021	FY 2020
Revenue from Operations	58	207	113	658
Gross Margins (%)	1.8%	1.7%	0.9%	2.7%
EBITDA Margins (%)	15.6%	9.7%	-12.7%	5.9%



# Balance Sheet



PC Jeweller

Particulars (INR Crore)	FY 2021	FY 2020
<b>Inventory</b>	<b>5,794</b>	<b>5,259</b>
Inventory - Exports	195	100
Inventory - Domestic	5,599	5,159
<b>Receivables</b>	<b>1,305</b>	<b>1,781</b>
Domestic	28	79
Exports	1,277	1,702
Other Bank Balances & Cash Equivalents	174	227
Other Current Assets	109	114
Net Block	33	45
<b>ASSETS (A)</b>	<b>7,415</b>	<b>7,426</b>
Gold Loan Payables	880	1,046
Short Term Borrowing	2,294	2,282
Other trade Payables	40	35
JFL and other customer advances	60	94
Other Current Liabilities	219	276
<b>TOTAL CURRENT LIABILITIES (B)</b>	<b>3,493</b>	<b>3,733</b>
<b>Net Worth (C)</b>	<b>4,275</b>	<b>4,002</b>



# Q4 Business Updates



PC Jeweller

- The FY 2020-21 began with the onset of Covid Pandemic and resultant lockdowns as well as loss of business.
- The first half of the year was practically a wipe out with precipitous drop in sales.
- The company was however confident in the resilience of the jewellery industry and its faith & confidence was vindicated in the 2<sup>nd</sup> half of the year.
- The company's domestic business has performed well on a QoQ basis both for Q3 as well as Q4 both on the topline as well as bottom line.
- The company's export business has however been affected very adversely on account of global impact of the pandemic and subsequent disruptions in the trade as well as tourism. However, the company is confident of an improvement in this segment in the current FY .
- Though the external environment has again become very bleak currently on account of the 2<sup>nd</sup> Covid wave, the impact of the same is expected to start reducing soon. And with the current pace of vaccinations as well improvement in the health care facilities it is expected that the economic activity and the pace of consumption will again start picking up soon.





# 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



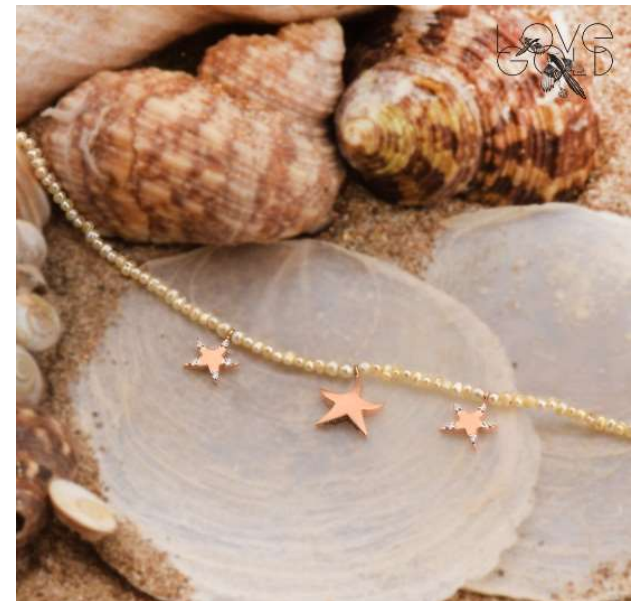
# Sub Brand



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 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.





# Collection



PC Jeweller

## Lal Quila

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 Qūila

A Nation's Culture; Carved in Gold!



# Successfully running Collection - DASHAVTAR



PC Jeweller



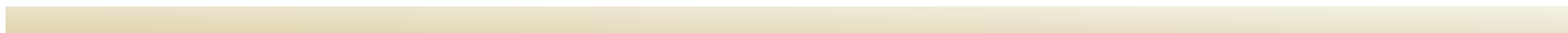
# Successfully running Collection - ENAMEL



# Successfully running Collection – HAND MANGALSUTRA



PC Jeweller



# New Collection launch– WATCH ACCESSORIES



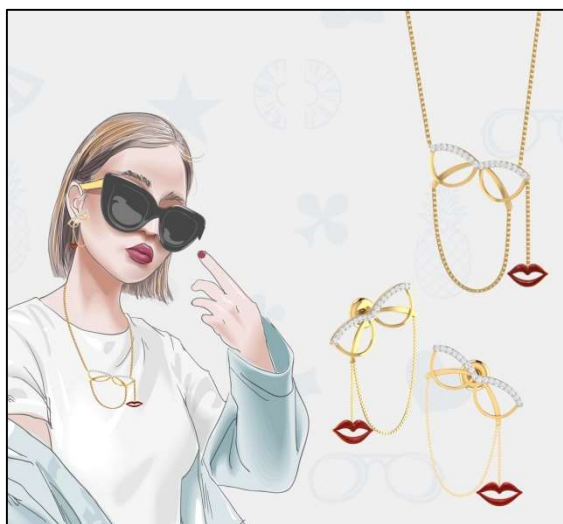
PC Jeweller



# New Collection launch– PIK SEE



PC Jeweller





PC Jeweller

Thank you

