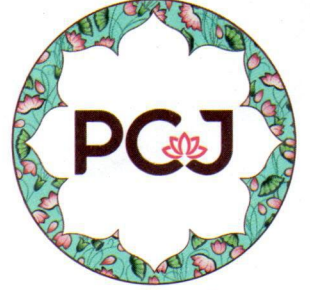


Date: 14/02/2022



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.: Management Presentation

Dear Sir / Madam,

Please find enclosed herewith Management Presentation on standalone financial results of the Company for the quarter and nine months ended December 31, 2021.

Kindly take the same on record.

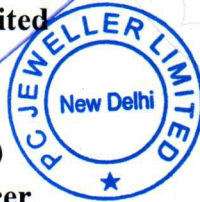
Thanking you.

Yours sincerely,

For **PC Jeweller Limited**

(SANJEEV BHATIA)

Chief Financial Officer



Encl.: As above

PC Jeweller Limited

REGD. & CORPORATE OFF: C - 54, PREET VIHAR, VIKAS MARG, DELHI - 110 092 PH: 011 - 49714971 FAX : 011 - 49714972

info@pcjeweller.com • www.pcjeweller.com • CIN: L36911DL2005PLC134929



PC Jeweller

PC JEWELLER LTD

Results Presentation

February 14th, 2022

Safe Harbor



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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 2022 Sales : Rs 600 crores

Q3 FY 2022 EBITDA : Rs 34 crores

Q3 FY 2022 PBT : Rs (95) crores

Q3 FY 2022 PAT : Rs (77) crores

Q3 FY 2022 Domestic Retail Sales : Rs 600 crores

Q3 FY 2022 Domestic EBITDA : Rs 33 crores



Highlights: Overall Business



PC Jeweller

Particulars (Rs. Crores)	Q3 FY 2022	Q3 FY 2021	9M FY 2022	9M FY 2021
Revenue from Operations	600	1,373	1,405	1,802
Domestic Retail	600	1,373	1,209	1,747
Exports	-	-	196	55
Gross Margins (%)	10.50%	18.25%	12.15%	19.38%
Domestic Retail	10.50%	18.25%	14.04%	19.99%
Exports	-	-	0.47%	(0.08%)
Expenses (% of total Revenue)				
Employee Expenses	2.21%	0.91%	2.27%	1.56%
Advertisements	0.35%	0.23%	0.20%	0.21%
Rentals	0.23%	0.06%	0.23%	0.12%
Other Income	(0.65%)	(0.35%)	(1.55%)	(1.42%)
Other Costs	2.68%	2.12%	2.98%	3.18%
EBITDA Margins	5.68%	15.28%	8.02%	15.73%
PBT Margins	(15.78%)	7.46%	(16.37%)	(2.25%)



Highlights: Domestic Business



PC Jeweller

Particulars (Rs. Crores)	Q3 FY 2022	Q3 FY 2021	9M FY 2022	9M FY 2021
Revenue from Operations	600	1,373	1,209	1,747
Gross Margins (%)	10.50%	18.25%	14.04%	19.99%
EBITDA Margins (%)	5.54%	16.13%	7.81%	17.57%

Highlights: Export Business

Particulars (Rs. Crores)	Q3 FY 2022	Q3 FY 2021	9M FY 2022	9M FY 2021
Revenue from Operations	-	-	196	55
Gross Margins (%)	-	-	0.47%	(0.08%)
EBITDA Margins (%)	-	-	9.28%	-



Business Updates



Business update – Q3 FY 22



- The company's domestic sales during the three quarters of the current FY have been as under

Q1	Q2	Q3
Rs 245.93 cr	Rs 363.12 cr	Rs 609.19 cr

- It may be observed that the company's total domestic sales during Q3 were equivalent to the combined domestic sales during Q1 and Q2.
- The company inspite of being EBITA positive is showing losses at the PBT Level on account of finance cost provisions.
- The company's accounts continue to remain classified as NPA in its Lenders books. It has however, submitted its resolution proposal to its Lenders in the last week of December which is under consideration. The company has applied for rationalization of its interest costs as well as waiver of penal charges in its resolution proposal which after approval will greatly help it to become profitable again.



Business update – Q3 FY 22



- The company has also repaid Rs 185 crores to its lenders during Q3
- The Q4 of this FY has again started on a somber note on account resurgence of Covid infections and restrictions on the wedding functions. However, the infections are now subsiding and restrictions are being lifted across all the states. The company is thus very hopeful of normal business days during the upcoming Navratras, summer wedding season and Akshay Tritiya after two years of disruption.



New Collection launch– DIAMOND MANGALSUTRA



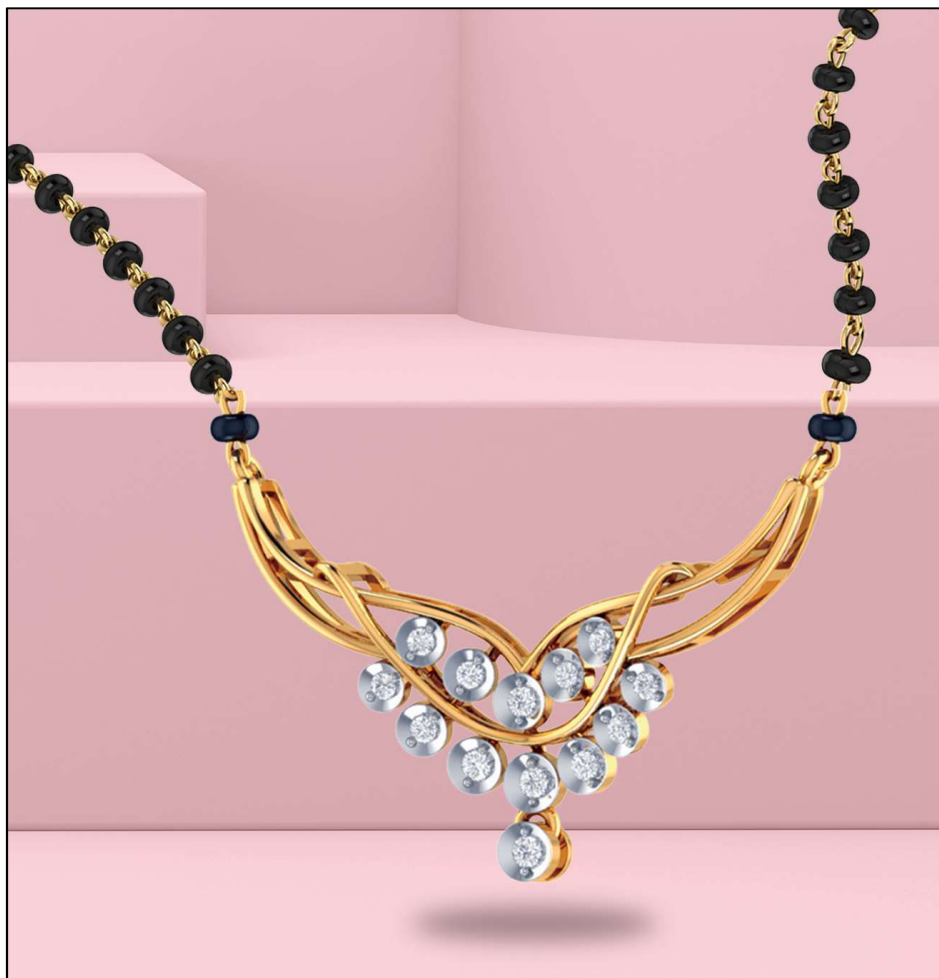
PC Jeweller



New Collection launch– DIAMOND MANGALSUTRA



PC Jeweller



New Collection launch- ANIMAL COLLECTION



PC Jeweller



PC Jeweller



PC Jeweller



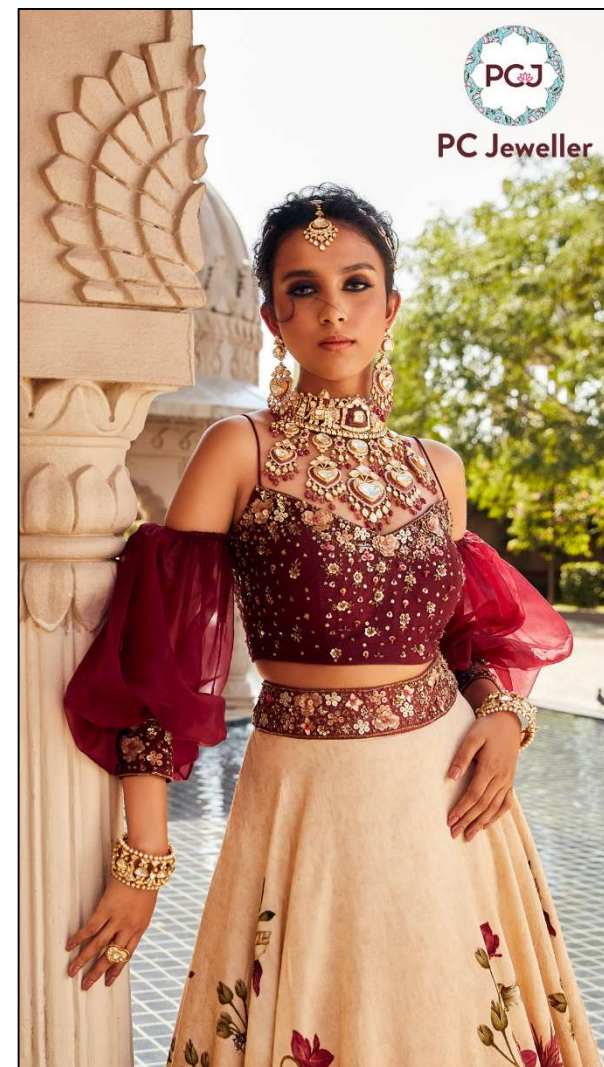
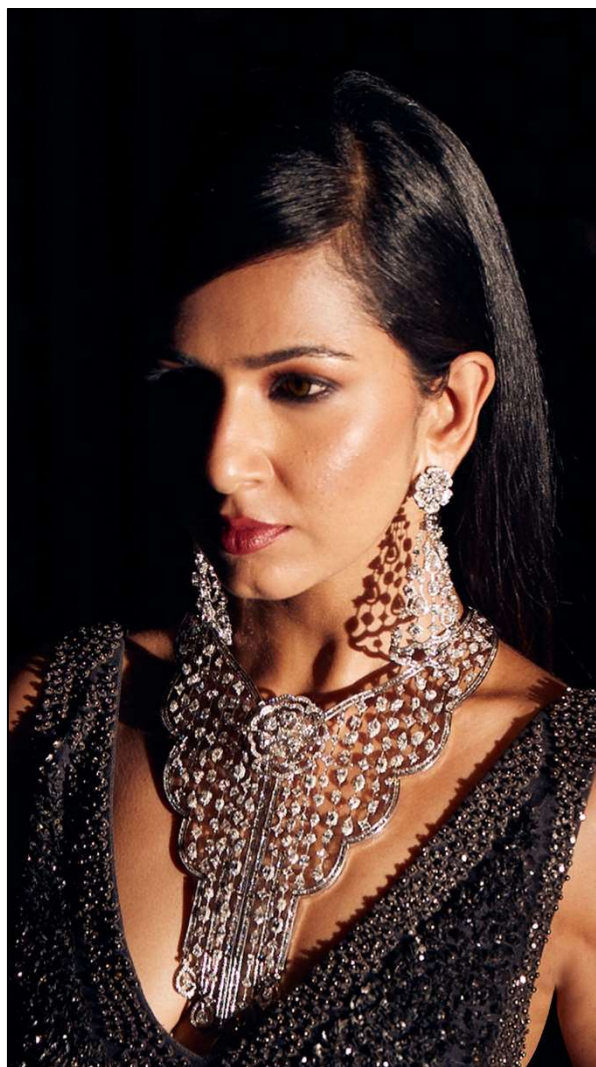
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New Collection launch- WEDDING COLLECTION



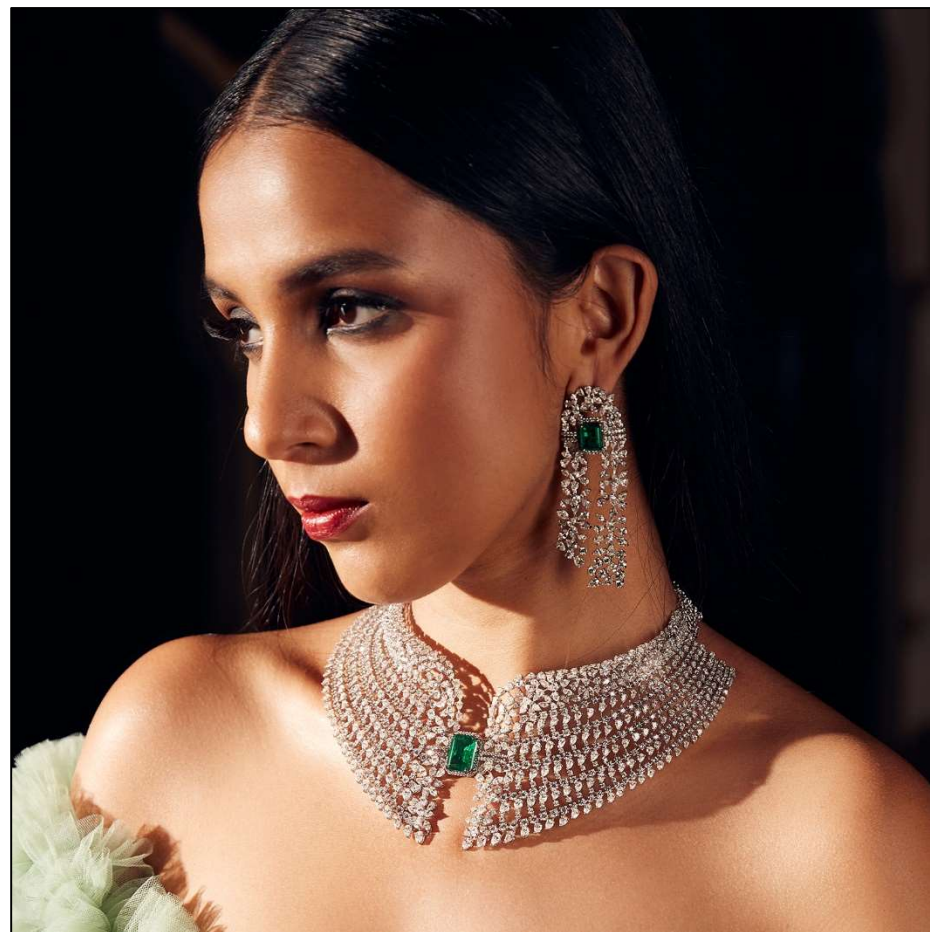
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New Collection launch- WEDDING COLLECTION



PC Jeweller



Sub Brand - AZVA



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 – LOVE GOLD



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 - MIROSA



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 - INAYAT



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 – SWARNA DHAROHAR



स्वर्णा धारोहार

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 - DASHAVATAR



PC Jeweller



*Dashavatar
Collection*



Bold and Stylish



Collection - ENAMEL



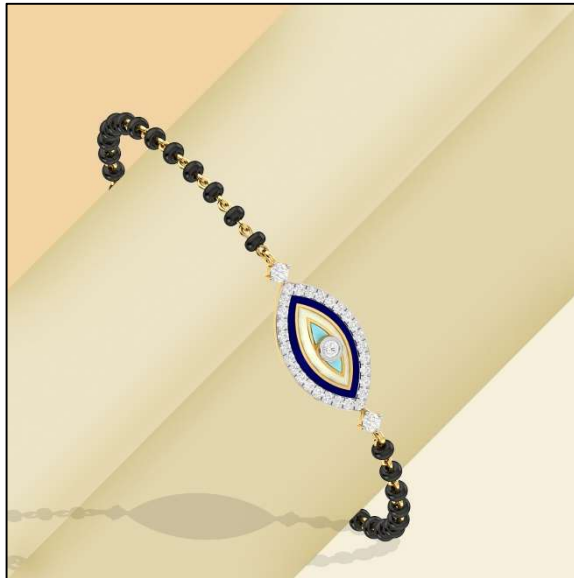
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Collection – HAND MANGALSUTRA



PC Jeweller



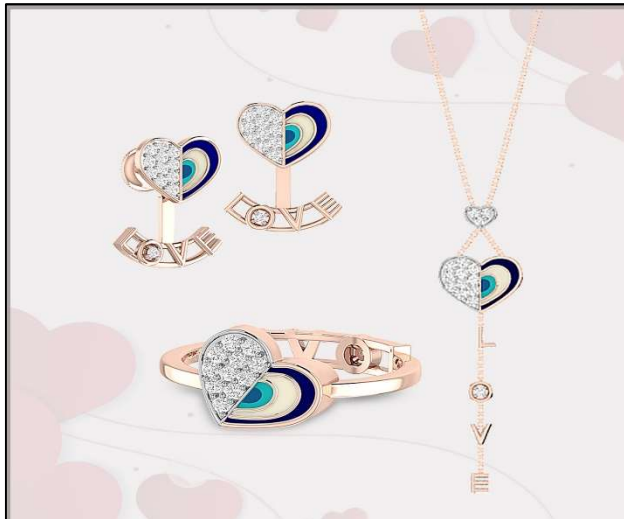
Collection – WATCH ACCESSORIES



Collection – PIK SEE




PC Jeweller



Collection – BLOOMING DALE



PC Jeweller



PC Jeweller

Present

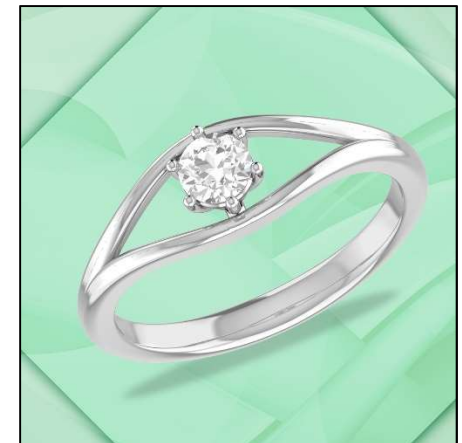
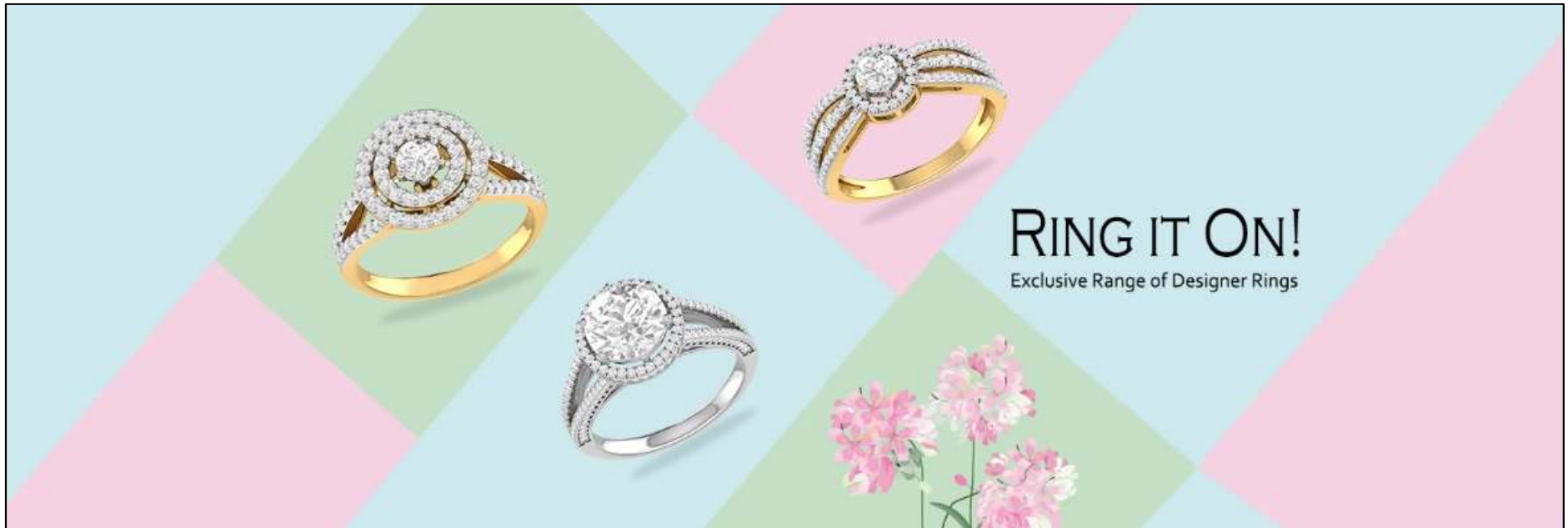
BLOOMING DALE



Collection – RING IT ON



PC Jeweller



Thank you

