

PERFORMANCE HIGHLIGHTS FOR THE QUARTER ENDED 31.12.14

ACHIEVED (YOY)

- Sales turnover improved by 52% from Rs.249 Crs to Rs.378 Crs.
- Volume growth in gold ornaments improved from 574 kgs to 1189 kgs by 107%.
- Volume growth in Silver products improved from 2471 kgs to 4775 kgs by 93%.
- Working capital exposure was brought down from Rs.220 Crs to Rs.144 Crs.
- Better stock rotation ensured from 2.18 times to 4.92 times in December 2014.
- Gold inventory reduced from 1053 kgs to 967 kgs corresponding to Rs.359 Crs to Rs.287 Crs.
- The customer base (billing on a quarterly basis) increased to 169051 from 103792 registering an increase of 63%.

ACHIEVED (QoQ)

- Sales increased to 378.35crs as against 334.37 Crs in September 2014 quarter registering an increase of 13%.
- Volume growth in gold ornaments was at 1189 kgs as against 1006 kgs registering an increase of 18%.
- Volume growth in Silver articles was at 4775 kgs as against 3805 kgs registering as increasing of 25%.
- Working capital borrowings was at 145 crs as against 153 crs in September 2014.
- The Gross profit was at Rs.17.97 crs as against Rs.4.38 crs in September 2014 quarter.
- The net loss before taxes was at Rs.3.25 Crs as against 18.42 crs in September 2014 quarter.

ADVERSE FACTORS

- Cost of borrowing escalated by 200 points due to Industry rating rationale.
- New Companies Act, completely changed the business model as customers advances were treated as deposits and put to regulatory framework.
- The steep fall in gold price in the months of November and December 2014 has resulted in short realization in sales.

OTHER FEATURES

- Gold & Silver prices started to move up in the month of January 2015 in the market by 6% & 10% respectively.
- The company started to avail metal loan from banks that would facilitate natural hedging against gold price fluctuations.

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.

For more Information, please contact:

CS. V. Vijayaraghavan Company Secretary Mobile – 9894149200 Email – companysecretary@thangamayil.com
--

For Media :

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.