



CHAIRMAN'S SPEECH

29TH ANNUAL GENERAL MEEETING
HELD AT 03:30 PM ON THURSDAY
SEPTEMBER 12, 2024 THROUGH VC/OAVM

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PRESERVING LEGACY, EMBRACING THE FUTURE: CRAFTING TIMELESS ELEGANCE

Dear Shareholders,

As we conclude FY 2023-24, I am proud to share Khazanchi Jewellers Limited's significant achievements and progress. Our dedication to merging tradition with innovation has not only fortified our position in the jewellery industry but has also set new benchmarks in craftsmanship, design, and customer satisfaction.

Since our humble beginnings in 1971 in Chennai to becoming a publicly listed company in 2023, our journey has been marked by substantial milestones and consistent growth. Our evolution from a small retail outlet to a leading name in the jewellery sector reflects our unwavering commitment to quality and innovation.

The Indian jewellery industry, integral to the nation's cultural and economic landscape, continues to thrive. Gold jewellery remains central to weddings and festivals, and while bridal jewellery demand remains strong, everyday gold accessories are also gaining popularity. This market's resilience is supported by gold's investment appeal and

Revenue Growth	EBITDA Growth	PAT Growth
70.51%	148.97%	261.13%

traditional significance. In South India, the preference for 22-carat gold jewellery highlights both cultural practices and economic growth.

In FY 2023-24, we achieved notable financial success, with Total Income reaching ₹821.53 crore. EBITDA grew significantly to ₹41.78 crore, and Profit After Tax rose to ₹27.32 crore. These results

highlight our strong performance and the effectiveness of our strategic initiatives.

Balancing Growth: Expanding High-Value and Lightweight Jewellery, and Elevating Our B2B Market Presence

Our strategic focus includes a particular emphasis on high-value jewellery such as Temple jewellery, which not only reflects our rich heritage but also offers high margins. This segment will play a crucial role in our growth strategy, catering to discerning customers seeking premium and unique pieces. Additionally, we are focusing on lightweight jewellery to appeal to a wider range of customers looking for elegant yet affordable options.

Our B2B segment is expanding significantly, with our jewelry now reaching prominent retailers, major multi-stores, and renowned generational jewelers throughout South India. This strategic expansion will further enhance our market presence and cater to a wider customer base.

In light of this, we will be recalibrating our revenue distribution. Currently, 90% of our revenue comes from B2B and 10% from B2C. With the new showroom expansion, we will be concentrating on the B2C segment in this new showroom. This adjustment will enhance our market presence and allow us to effectively serve a broader customer base.

Expansion of Our Retail Space

Our new flagship showroom at Sowcarpet, Chennai, is opening later this year. Spanning 10,000 sq. ft., the showroom will showcase an extensive range of gold, silver and diamond jewellery, designed to offer an exceptional shopping experience. It will also highlight our commitment to innovation through lab-grown diamonds, providing a responsible and ethical alternative while aligning with evolving customer preferences.

“Our strategy focuses on expanding products, enhancing digital presence, and exploring new markets, supported by the Union Budget’s duty reduction, ensuring quality, innovation, and growth.”

Looking forward, our strategy will focus on broadening our product range, strengthening our digital presence, and exploring new markets. By staying true to our core values of quality and innovation, we are confident in our ability to achieve sustainable growth and deliver exceptional value to our stakeholders.

In conclusion, the Union Budget 2024-25’s reduction in the custom duty on gold and silver from 15.00% to 6.00% is a significant development that will benefit Khazanchi Jewellers Limited. This reduction will enhance the affordability of precious metals, positively impacting the jewellery industry by driving growth and accessibility.

I extend my heartfelt gratitude to our shareholders for their steadfast support and confidence. We also thank our loyal customers for their trust and our dedicated employees for their commitment to excellence. With your continued support, Khazanchi Jewellers Limited is poised to achieve new heights of success and deliver value to all stakeholders.