



SEC/02/2022

April 04, 2022

To

1. National Stock Exchange of India Ltd. Exchange Plaza Plot No. C/1, G Block Bandra -Kurla Complex Bandra (E), Mumbai 400 051 Symbol: KALYANKJIL	2. BSE Limited Corporate Relationship Dept. Phiroze Jeejeebhoy Towers, Dalal Street Mumbai 400 001 Maharashtra, India Scrip Code: 543278
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Sub: Quarterly & Annual Update: Q4 FY 2022

Dear Sir/Madam,

We enclose herewith a communication which is self-explanatory.

Thanking You.

For Kalyan Jewellers India Limited



Jishnu RG

Company Secretary & Compliance Officer

Kalyan Jewellers India Limited

Corporate Office -TC-32/204/2, Sitaram Mill Road, Punkunnam, Thrissur, Kerala – 680 002

CIN - L36911KL2009PLC024641

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Quarterly & Annual Update: Q4 FY 2022

We continued to see strong operating momentum in our business in the recently concluded quarter driven by the resilience of our category, sustained buoyancy in consumer sentiments and the continuing shift in consumer demand from the unorganized to the organized segment.

Q4 FY22 was a satisfying quarter with strong momentum, given the context of disruption to showroom operations during the month of January 2022 due to Omicron-driven 3rd wave of the COVID-19 pandemic, the geo-political situation in Russia/Ukraine and its related impact on the markets & gold price volatility, and the unusually high base in the same quarter a year-ago given the bounce-back from COVID-19 (growth for Q4 FY21 was ~61% over Q4 FY20 in India). Our business in India saw a ~7% decline in revenues when compared to the same quarter in the prior year, although when compared to the same quarter two years ago (Q4 FY20), the recently concluded quarter saw over 47% growth, demonstrating the acceleration in our business performance through the COVID pandemic and the increase in footfalls we have seen across our store network over the past several quarters. On a consolidated basis (including the Middle East), our business has seen ~6% decline in revenues when compared to the same quarter in the prior year and over 33% growth when compared to the same quarter two years ago (Q4 FY20).

Our online jewellery platform, Candere, recorded a revenue growth of over 80% during the quarter, as compared to the same period during the last year, demonstrating continued positive traction of our digitally-oriented initiatives, particularly around e-commerce.

We are witnessing encouraging trends in the advance collections for both Akshaya Tritiya as well as for wedding purchases during the quarter. We are upbeat about the upcoming festive/wedding season and have lined up various launches of festive collections and have commenced campaigns accordingly.

We added 3 new showrooms in India during the recently concluded quarter taking the total number of new showrooms launched during FY 2022 to 18. As of 31st March 2022, our total number of showrooms across India and the Middle East stood at 154.

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For the full year FY 2022, we recorded a revenue growth in excess of 25% over the prior year on a consolidated basis, with the India business recording revenue growth of over 23% as compared to the prior year.

Additionally, during the recently concluded quarter we announced board approval for the appointment of Mr. Vinod Rai as the Chairman and Independent Nonexecutive Director on the Board of the Company. Mr. Rai was the Former Comptroller and Auditor General of India, the former Chair of the United Nations Panel of External Auditors and has held various positions within the government where he has been instrumental in a wide variety of reforms in India, and also was awarded the Padma Bhushan, one of India's highest civilian awards. His appointment is yet another step in the evolution of Kalyan towards our commitment to upholding the highest standards of good corporate governance. This appointment will be subject to obtaining requisite regulatory and shareholders' approvals.

The metrics and other details provided above are subject to our statutory audit process. Post board approval of our financials for the quarter and year ended March 31, 2022, a detailed information update will follow.

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