

Date: 10th February, 2023

To,
The Manager,
Compliance Department,
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1,
G Block, Bandra-Kurla Complex,
Bandra (East), Mumbai - 400 051.

To,
The Manager,
Compliance Department,
BSE Limited
Corporate Service Department,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001.

Dear Sir / Madam,

Re: **Tribhovandas Bhimji Zaveri Limited. Script Code & ID: 534369 / TBZ**
Sub: **Investors / Analysts' Presentation {Disclosure of Material Event/
Information under Regulation 30 of SEBI (Listing Obligations and
Disclosure Requirements) Regulations, 2015}**

Further to our letter dated 25th January, 2023 on the Conference Call, and pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, a copy of the Earnings Presentation that we propose to make during the Conference Call for analyst and investors scheduled to be held on **Friday, 10th February, 2023 at 3.00 p.m. (IST)** is enclosed and the said Earnings Presentation has also been uploaded on the Company's Website at www.tbztheoriginal.com.

We request you to kindly take the same on record.

Thanking You.

Yours faithfully

For Tribhovandas Bhimji Zaveri Limited

Niraj Oza
Head - Legal & Company Secretary

Encl: as above



tbz[®]
The original since 1864
TRIBHOVANDAS BHIMJI ZAVERI LTD.

CIN No : L27205MH2007PLC172598

Regd. Office: 241/243, Zaveri Bazar, Mumbai - 400 002. Tel.: +91 22 3956 5001, 91 22 4046 5001

Corp. Office: 11th Floor, West Wing, Tulsiani Chambers, Free Press Journal Road, Nariman Point, Mumbai - 400 021. Tel.: 022 3073 5000, 91 22 4925 5000

www.tbztheoriginal.com

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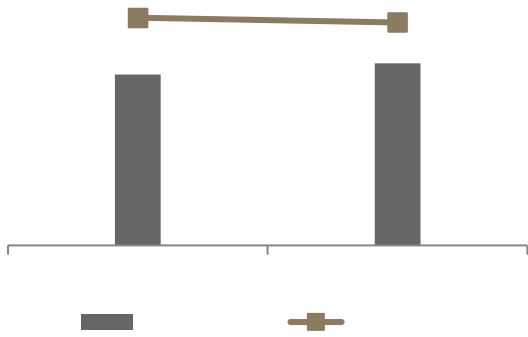


The original since 1864

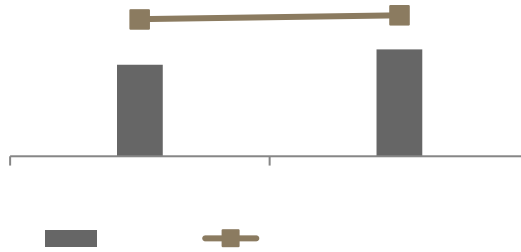
TRIBHOVANDAS BHIMJI ZAVERI
SHRIKANT ZAVERI GROUP

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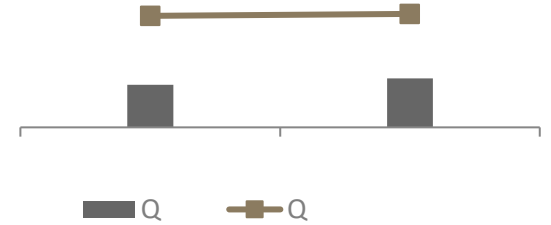
REVENUES & GROSS MARGIN



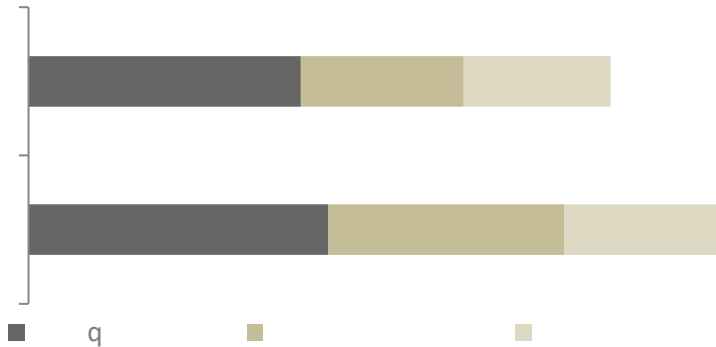
EBITDA & EBITDA Margin (%)



PAT & PAT Margin (%)



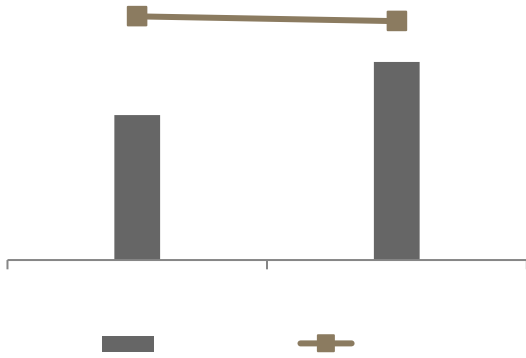
OPERATING COSTS (% of Total Revenue)



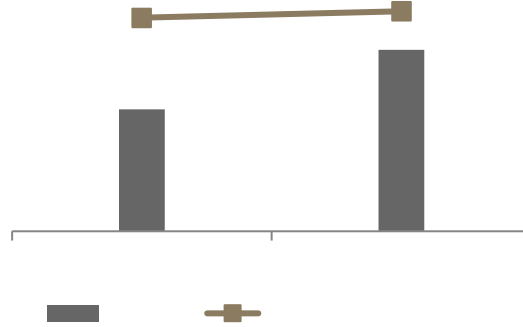
Other highlights

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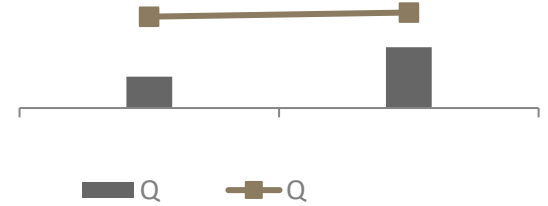
REVENUES & GROSS MARGIN



EBITDA & EBITDA Margin (%)



PAT & PAT Margin (%)



OPERATING COSTS (% of Total Revenue)

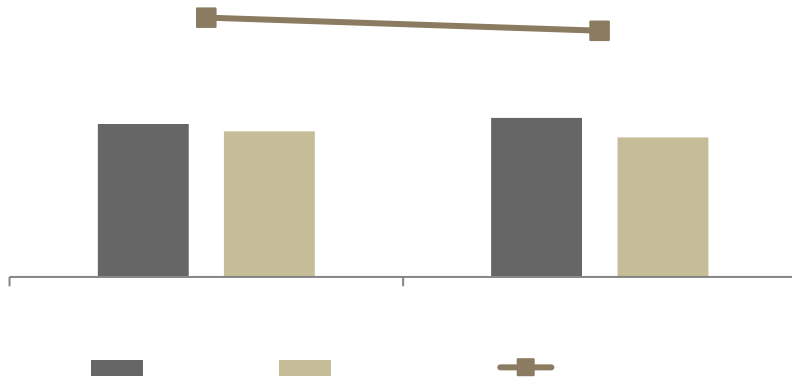


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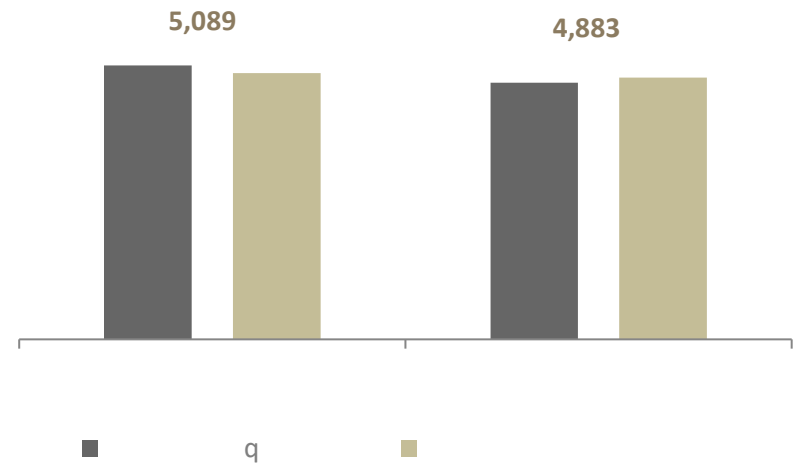
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LEVERAGE ANALYSIS



TOTAL DEBT BREAKUP



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REVENUE & MARGIN:

- Revenue in Q3FY23 was up by 6.5% YoY, on account of festive and wedding season sales.
- Gross margins stood at 10% in Q3FY23.
- EBITDA stood at Rs. 433 mn during Q3FY23, up from Rs. 371 mn in Q3FY22.
- Aggressive advertising and marketing campaigns were activated for the 3rd quarter to attract higher walk-ins in the festival and wedding season.
- Strategic marketing initiatives and strong social media and digital presence contributed in improving the footfall during the quarter.



BALANCE SHEET & CASH FLOW:

- Inventory volumes are strategically kept at adequate level to address the anticipated demand and to offer the wide range of designed to the customers.
- Net debt equity ratio stood at 0.88



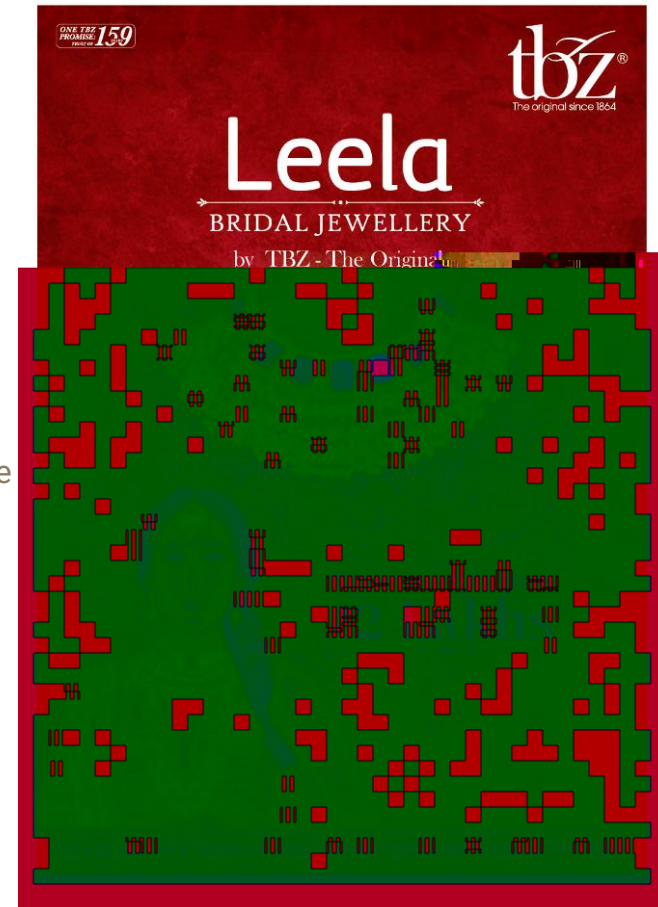
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Particular (In Rs Mn)	Q3FY23	Q3FY22	YoY%	9MFY23	9MFY22	YoY%
Net Revenues	8,122	7,628	6.5%	19,289	14,123	36.6%
COGS	7,308	6,832	7.0%	17,282	12,601	37.1%
Gross Profit	814	796	2.1%	2,007	1,522	31.8%
Gross Margin (%)	10.0%	10.4%	-40 bps	10.4%	10.8%	-40 bps
Personnel Expenses	178	184	-3.3%	517	487	6.2%
Other Expenses	202	241	-16.0%	643	466	38.0%
EBITDA	433	371	16.6%	847	569	48.9%
EBITDA Margin (%)	5.3%	4.9%	40 bps	4.4%	4.0%	40 bps
Depreciation	62	56	10.2%	180	169	6.5%
Other Income	9	17	-43.1%	46	62	-25.8%
Interest Expenses	114	97	18.4%	331	262	26.3%
Profit Before Tax	266	235	13.0%	382	200	91.0%
Tax	67	63	6.3%	98	54	81.5%
PAT	199	172	16.0%	284	146	94.5%
Profit Margin (%)	2.5%	2.3%	20 bps	1.47%	1.0%	47 bps

Particulars (In Rs Mn)	December -22	September-22	June-22	March-22	December-21
Shareholders Funds	5,564	5,363	5,378	5,350	5,317
Loan Funds	4,883	4,932	4,833	5,089	4,076
Gold on Loan	2,509	2155	2,088	2,509	2,051
Working Capital Loan	2,373	2777	2,745	2,580	2,025
Lease liability	606	582	513	607	614
Provisions	67	73	72	68	72
Other Long -Term Liabilities	2	3	3	1	1
Net Block	1,318	1,299	1,294	1,301	1,264
Other Long -Term Assets	479	519	495	486	384
Inventory	11,983	12,052	11,782	12,058	11,108
Debtors	21	39	29	16	22
Cash and Bank Balance	418	411	386	453	371
Other Current Assets	310	321	252	342	295
Current Liabilities	3,408	3,688	3,466	3,542	3,364
Net Current Assets	9,324	9,135	9,010	9,328	8,432

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- TBZ - The Original tied up with SBI Card during the quarter for the festive offer, where the bank funded cashbacks to customers (up to Rs.5,000 on minimum purchase of Rs.50,000) via SBI
- A Sara Ali Khan promotional shoot with her mother, Amrita Singh, was carried out for the festive season, for both Gold & Diamond festive Jewellery. Content included reels shots for digital content and wishes on social media. The campaign generated 4.1million views on social media platforms.
- The digital campaign for the wedding season in November reached 10mn people and got 31.5mn impressions.
- Promo of Lowest Gold rate + No making on Diamond Jewelry was run in the South while the rest of India ran FLAT Rs. 399/gm making promo* + No making on Diamond Jewelry in the month of October, carrying on from September preview.
- 80K customers walked-in in Q3 2022 , more than half of this was new customers while a significant number of lapsed customers came back to TBZ - The Original as a result of reaching out to them via various media channels like WhatsApp, press ads, exhibitions and festive offers.



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< **tbz** TBZ-The Original ✓



👄 The 5 Star ✨💎 TBZ-The Original Festive Offer! 👄
★★★★★

Shop till 23rd October & Get :

👉 NO MAKING charges ON ALL DIAMOND JEWELLERY

👉 FLAT Rs. 399/gm Gold Jwlrly making 📦

👉 100% Value on ANY Gold Exchange 🏆

👉 Avail Upto Rs. 5000 cashback on SBI Credit cards ✓

👉 Get upto Rs. 5000 discount coupons for your next purchase! Shop more



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👤👤 Liked by kaushikramchandran and 312,703 others

saraalikh95 My mommy is the best 📦
So she deserves a cut above the rest 📦
So just go to @tbz.theoriginal for any occasion... more

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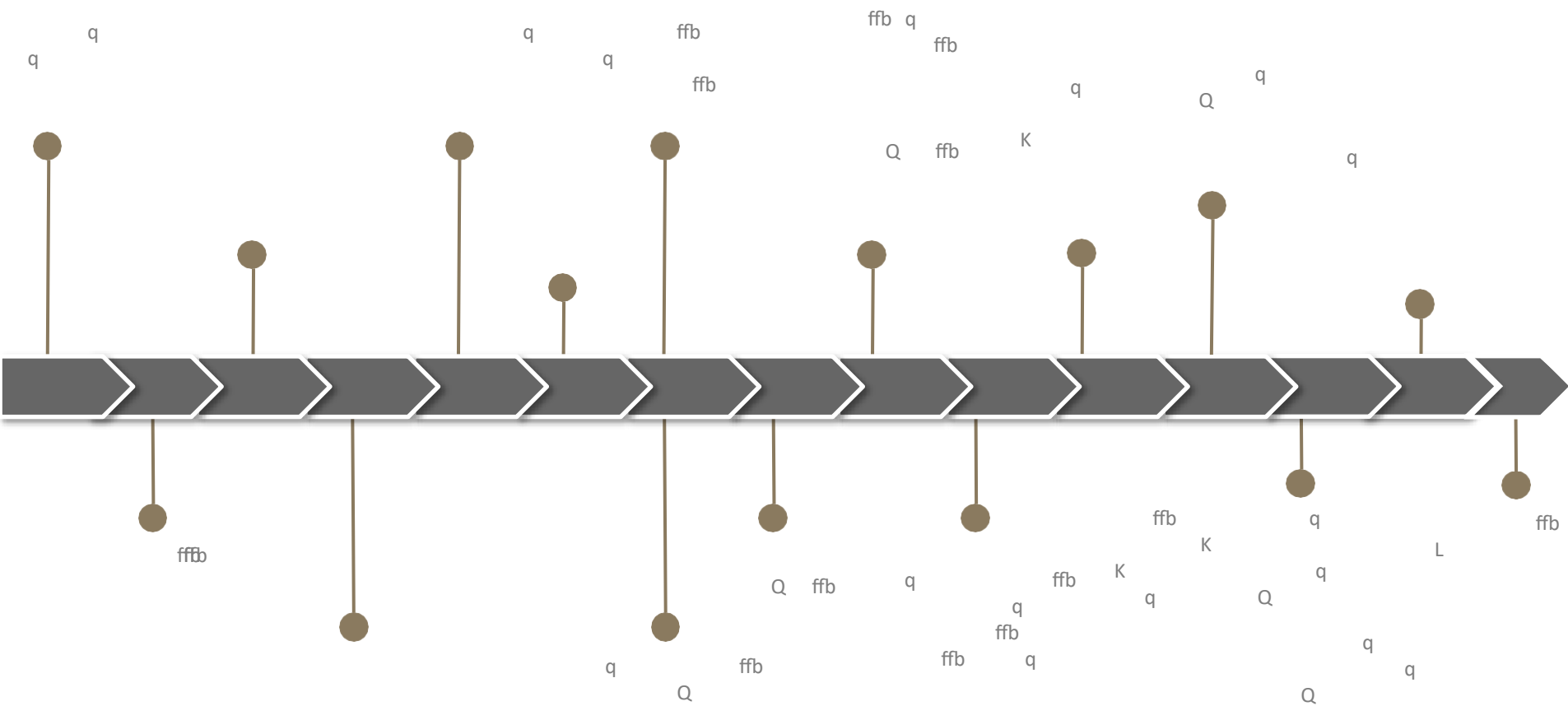
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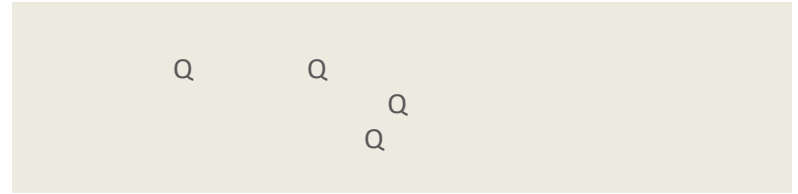
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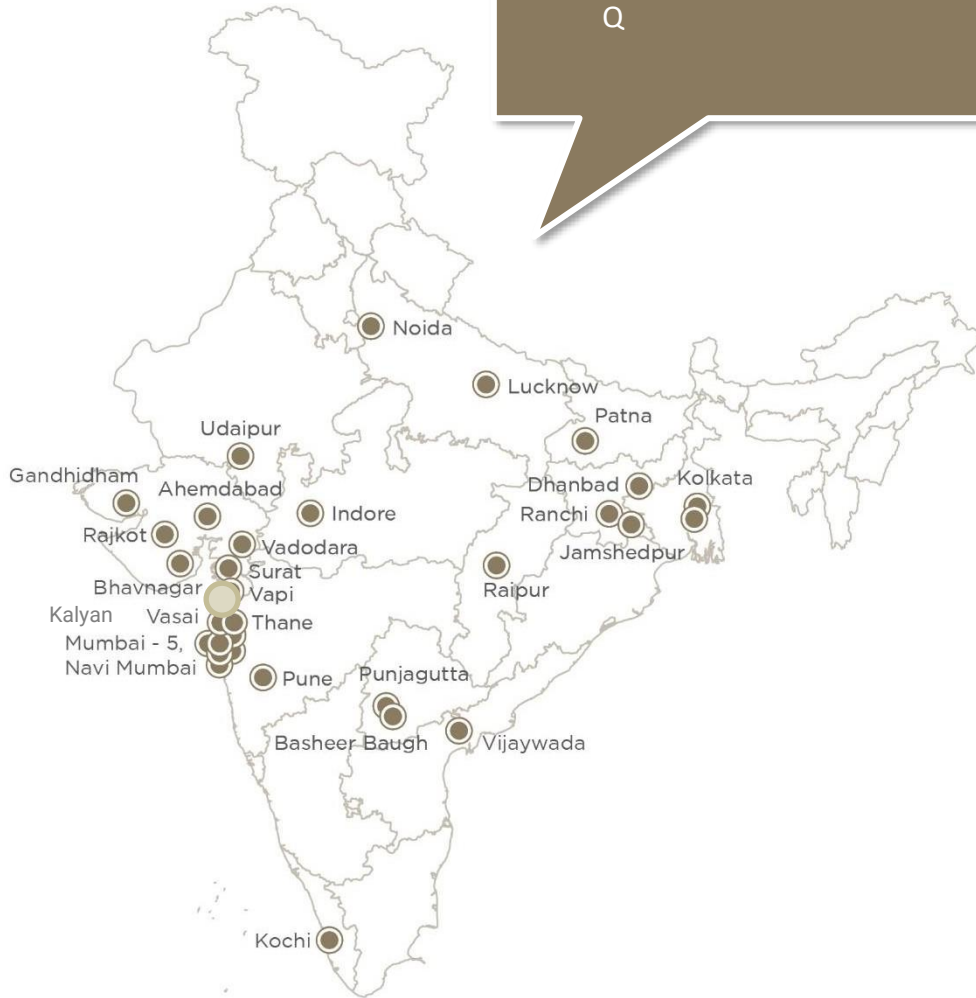
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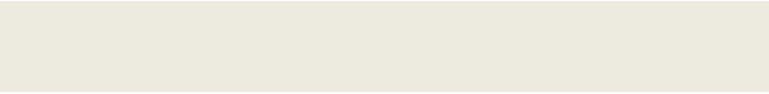
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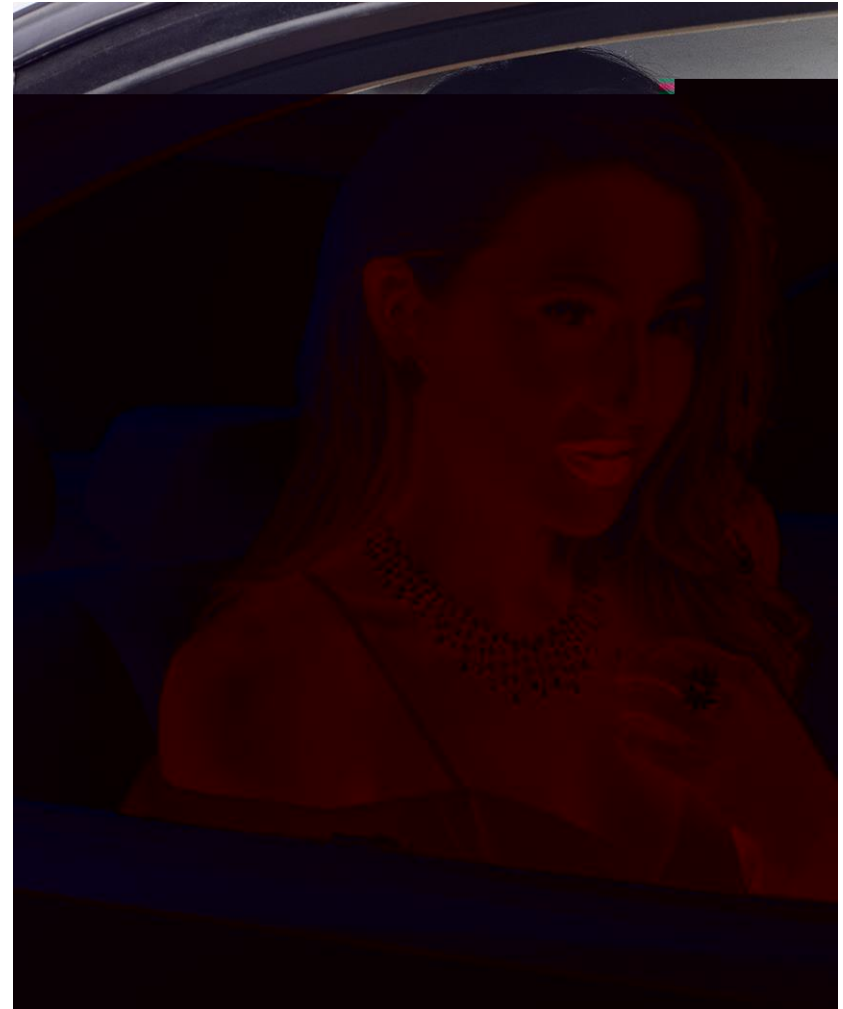


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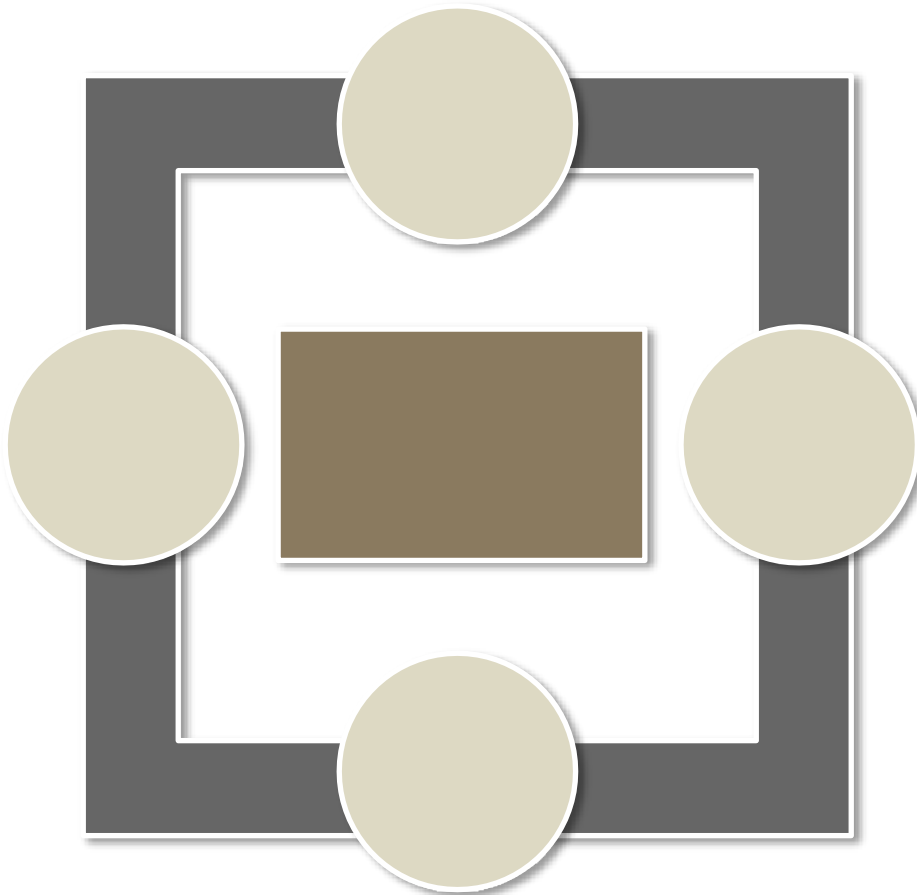
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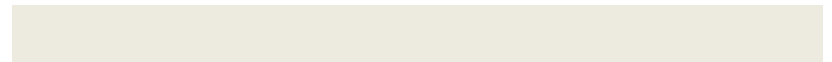




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The award was presented at the 'Retail Jeweller India (RJI)' function held on 4th January 2023, before an audience of sector leaders and connoisseurs. The pinnacle of fine wedding jewellery and exclusive designs for over 158 years, TBZ's leadership style inspires the same boldness and refinement that characterises its veteran position in the Indian jewellery market.

Mr Shrikant Zaveri, CMD, shares, "I'm deeply pleased and honoured to receive this award. I am energised every day by the TBZ team's ability to adapt and rise to the changing demands of the modernising Indian market. It is my privilege to share my journey with TBZ's reputation of excellence."

Attended by industry specialists, business leaders and experts from the luxury jewellery arena, the 'Retail Jeweller MD & CEO Awards 2023' was evaluated by an eminent panel of judges at the *Retail Jeweller* and their deep understanding of the industry gained over one and a half decades.



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A Project initiated by TBZ to provide Counselling & Skill Development to women impacted by Domestic Violence

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• 2 BMC Schools qq

• 7 Schools - 900 students benefited from the Learning Room Project

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TRIBHOVANDAS BHIMJI ZAVERI
SHRIKANT ZAVERI GROUP



TRIBHOVANDAS BHIMJI ZAVERI
SHRIKANT ZAVERI GROUP

Mukesh Sharma
Chief Financial Officer

DICKENSON

Shankhini Saha
Chintan Mehta
IR Consultant
