

Press Release: Results for Q3 & 9M FY2017

14th February, 2017; Mumbai

Gitanjali Group announces results for the nine months ended December 31st, 2016

In Rs. Cr

	9 Months ended 31 st December 2016		
	9M FY17	9M FY16	% chg
Sales Turnover	11,028.2	9,701.8	14%
Net Profit	162.6	126.9	28%
EPS	14.33	12.76	12%

KEY FINANCIAL HIGHLIGHTS

For the Nine Months ended December 31st, 2016

1. The company achieved **Net Sales of Rs. 11,028.2 Cr** vs. Rs. 9,701.8 Cr last year; up 14%
2. The Gross Profit for 9MFY17 was Rs. 1,076 Cr, up 7% from the same period last year
3. The EBIT for the nine months stood at Rs. 649 Cr.
4. The interest amount has come down from **Rs. 510 Cr to Rs. 478 Cr**.
5. The Net profit for 9MFY17 stood at **Rs. 162.6 Cr** vs. Rs. 126.9 Cr. last year. Up by 28%
6. The EPS for 9MFY17 was **Rs. 14.33** vs. Rs. 12.76 last year, up by nearly 12%
7. Jewellery sales were at **Rs. 9,563.4 Cr up 24%** from Rs. 7,728.5 Cr last year.

For the quarter ended December 31st, 2016

The company achieved **Net Sales of Rs. 3,353 Cr**. The Gross Profit for Q3FY17 was Rs. 351.5 Cr, up **3%** from the same period last year. The EBIT for the quarter stood at Rs. 234.9 Cr up 12% from last year. Jewellery sales were at **Rs. 2,924.7 Cr up 8%** from Rs. 2,714.4 Cr last year.

In the months of November and December there was an impact on sales for the quarter, due to demonetization. However, modern retail has picked up since then and we see better prospects for organized retail in India.

Commenting on the quarterly performance, **Mr. Mehul Choksi, CMD Gitanjali Group** said, “The group is on track with the global expansion of its Indian brands Nakshatra, Gili and Asmi. Also studded jewellery remains to be the highest performing segment for us. Our aggressive omni-channel retail strategy with a focus on modern retail and digital channels has worked especially well for us and we plan to continue to grow through this route. He further added, “The total financing cost also includes rupee loans which eventually has been sold in dollar under forward cover and the exchange gain has been booked under other income. The net impact is reduction in overall finance cost.”

KEY BUSINESS HIGHLIGHTS:

1. Major brands like Nakshatra, Asmi, Gili and their sub-brands have received an excellent response in the Middle East and the Far East markets. These brands enjoy high recall and brand value amongst the Indian Diaspora overseas. Further, the efforts are being made to introduce designs and acquire more foreign customers.
2. In US Samuels plans to expand in 15 key locations in Texas, California, Ohio, Indiana and Utah. This market cluster also offers economies of scale for operations and marketing. Samuels is also considering expansion in boutique store formats. This year, Samuels added 17 new stores and aims at adding another 25 stores in the coming year.
3. Launch of Lumineux Uno which is a unique precious metal positioned between gold and silver. This will bring a revolution in the precious metal category in India bringing benefits to the consumers and making jewelry more affordable.

About Gitanjali Group

Gitanjali Group is the world's largest integrated branded jewellery manufacturer-retailer with an annual turnover of around \$ 2 billion. Established in 1966, today its activities are spread across the entire value chain from rough diamond sourcing, cutting, polishing and distribution, jewellery manufacturing to branding and retailing gold and diamond jewellery in India and abroad.

The Group pioneered jewellery retail revolution in India by launching 'Gili' way back in 1994. It today owns and distributes eight out of the top ten jewellery brands in the country including *Gili, Nakshatra, Asmi, Sangini, Nizam and Parineeta to name a few*. Gitanjali's extensive network of own stores, shop-in-shops and franchise outlets span across 200 cities and 3,000 points of sale.

It has 2 world-class diamond polishing facilities in India located at Surat and Hyderabad. Domestic jewellery manufacturing facilities are located at Mumbai, Hyderabad, Surat and Jaipur while international manufacturing set up is in Thailand with a total capacity of almost 1 million pieces per month. The Group's international design hub is located in Italy.

Over the last two decades, the Group has expanded operations in USA, UK, Belgium, Italy and the Middle East to China, Singapore and Japan.

Today the group owns a large retail chain in the US, Samuels Jewelers Inc; and has acquired a number of brands such as Stefan Hafner, Valente, Io Si, Poratti and others in Italy, and has also launched a collection of Italian jewellery called Viola Italia. The group also has a fast developing presence in China, the Middle East and other new markets.

For More Information Please Contact:

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