Lalithaa Jewellery Mart Limited

Date: September 14, 2026

National Stock Exchange of India Limited Listing Department Exchange Plaza, C-1 Block G, Bandra Kurla Complex, Bandra (E), Mumbai-400051 NSE Scrip Symbol: LALITHAA	BSE Limited ("BSE") Listing Department Corporate Relationship Department Phiroze Jeejeebhoy Towers, Dalal Street Fort, Mumbai-400001 BSE Scrip Code: 544879

Subject : Investors/ Analyst Presentation

Please find attached the presentation on the Financial Results of the Company for the Quarter ended on June 30, 2026.

The presentation is also being uploaded on the website of the Company www.lalithaajewellery.com

Kindly take the same into your records.

Yours faithfully,
For **Lalithaa Jewellery Mart Limited**

JITENDRA KUMAR PAL Digitally signed by JITENDRA KUMAR PAL
Date: 2026.09.14 14:32:15 +05'30'

Jitendra Kumar Pal
Company Secretary & Compliance Officer
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Encl: a/a

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Lalithaa
Jewellery Mart Limited

LALITHAA JEWELLERY MART LIMITED

Investor Presentation

September 2026

NSE: Lalithaa | BSE: 544879

TRADITION | TRUST | A BRIGHTER TOMORROW

Safe Harbour

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements", These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

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01 COMPANY OVERVIEW

Lalithaa At a Glance

Blending Heritage, Trust and Value Across a Growing Retail Footprint

40+ Years of Legacy	**65** No. of Stores	**55** Cities	**4 | 1** States | UT
6.96 LAKH SQ FT Total Store Area	**10,720** SQ FT Average Store Area	**₹410** CR Revenue per Store	**₹0.04** CR Revenue per Sq. ft
92% Gold Contribution	**₹1,05,980** Average Ticket Size	**2.5**x Inventory Turnover Ratio	**In house** Manufacturing

Our Journey

1985
The Beginning

Incorporated and opened the first store in T. Nagar, Chennai.

2007
Beyond Chennai

Opened the second store in Madurai, marking the first expansion outside Chennai

2013
Beyond Tamil Nadu

Opened the first store outside Tamil Nadu in Puducherry.

2018
Building Scale

Crossed ₹7,500 Cr revenue, supported by continued regional expansion

2023
₹10,000 Cr+ Milestone

Crossed ₹10,000 Cr revenue

2024
Strengthening the Platform

Crossed 50 stores, opened a new manufacturing facility in Kancheepuram district and acquired Asita Jewellery Manufacturing Private Limited.

2026
Scaled South Indian Platform

65 stores

55 cities

Presence across Tamil Nadu, Andhra Pradesh, Telangana, Karnataka and Puducherry.

From a single Chennai store to a 65-store network across South India,

Lalithaa has built scale through disciplined retail expansion and strengthening operating capabilities.

Seasoned Management Team

Kiran Kumar Jain
Chairman & Managing Director

- Holds an honorary Doctor of Philosophy in Literature
- Associated with the Company since 1999, leading marketing, strategy, operations, treasury, and finance.
- Recipient of the prestigious Ten Outstanding Young Indians (TOYI) award for entrepreneurial achievement by JCI India in 2011.

Hemaa Kiran Jain
Whole-time Director

- Associated with the Company since 2002, contributing to strategic decision-making in production and diamond unit operations.
- Leads business management and human resource functions, playing a key role in the Company's growth and team development.

P Rajeswaran
Whole-time Director

- Master's degree in Public Administration from the University of Madras.
- Oversees sales and operations management across all Company stores, ensuring smooth functioning and growth of the retail network.

Bhama S
Chief Financial Officer

- Bachelor's degree in Programming and Data Science from the University of Madras
- Cleared the intermediate examination of ICAI
- Oversees the Company's financial planning, strategy, and reporting.

Jitendra Kumar Pal
Company Secretary & Compliance Officer

- Commerce graduate from the University of Utkal and an associate member of ICSI.
- Leads corporate governance, secretarial functions, and regulatory compliance, with prior experience

D Padmananban
General Manager – Purchase

- Manages purchases, inventory, and dispatch coordination and plays a key role in ensuring smooth supply chain operations.
- Bachelor's degree in commerce from The Quaide Milleth College

Anees
Audit Head

- Cleared the intermediate examination of ICAI.
- Oversees statutory audits and works closely with auditors to ensure compliance and accurate reporting.

G Rajendiran
General Manager – Treasury

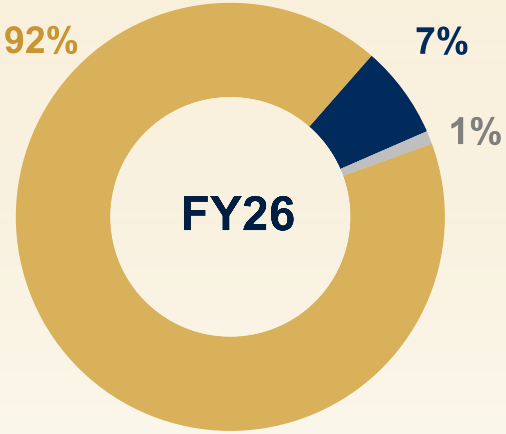
- Commerce graduate from Madurai Kamaraj University with a PG Diploma in Personnel Management from Annamalai University
- Manages the Company's funds and treasury operations.

G Paulsamy
HR Manager

- MBA from Madras University.
- Oversees human resource management, playing a key role in employee development and organizational growth.

A Comprehensive Jewellery Portfolio

Revenue Mix



- Gold Jewellery
- Silver Jewellery
- Others (Includes silverware and diamond jewellery)

Jewellery for every occasion

Wedding
For life's most special moments

Festivals
Celebrate traditions

Daily Wear
Elegant designs for everyday

Men's
Contemporary styles for the modern men

Occasions
For every milestone

Wide range of designs and product categories

Necklaces

Bangles

Rings

Earrings

Pendants

Bracelets

Chain

Diverse Product Range | **Designed For Every Occasion** | **Blending Tradition With Contemporary Styles**

Built Around a Clear Customer Proposition

Making quality jewellery accessible to the mass and value-conscious consumer

Competitive Pricing

Value-focused offering targeted at mass-market consumers

Trust & Purity

BIS-hallmarked jewellery backed by quality and purity controls

Choice & Regional Relevance

Gold, silver and diamond jewellery across traditional, contemporary and occasion-led designs

Customer Value

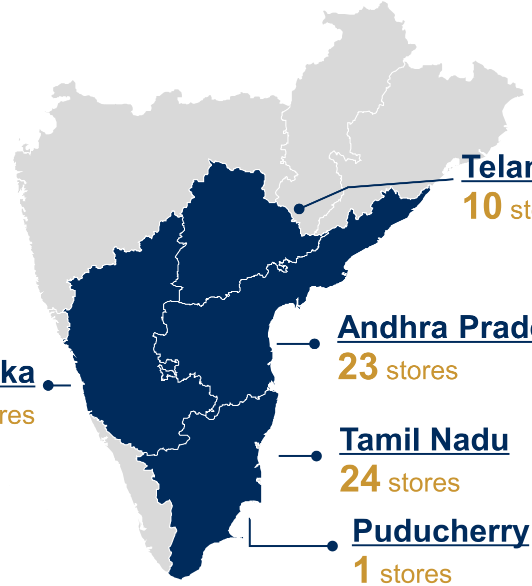
Jewellery purchase schemes, exchange and buyback propositions supporting repeat engagement

AFFORDABILITY | TRUST | ASSORTMENT | ACCESSIBILITY

Strong Presence Across South India

A well-established regional footprint enabling deeper customer reach and market penetration

Well entrenched across South India



47 of 65
Stores in Tier II & III cities

62%
Revenue from Tier II & III markets

Note: As on date

Large and medium format stores drive scale

8
Large Format Stores
> 15,000 sq. ft.

47
Medium Format Stores
> 5,000 to ≤ 15,000sq. ft.

10
Small Format Stores
≤ 5,000 sq. ft.

89%
Of revenue from Large + Medium format stores

Strong presence across South India	**Deep penetration in Tier II & III**	**Serving a diverse customer base**	**Scalable model**	*Growing with Bharat.*
In 55 cities	47 of 65 stores	Across urban and semi-urban markets	Opportunities to expand in under-penetrated markets	

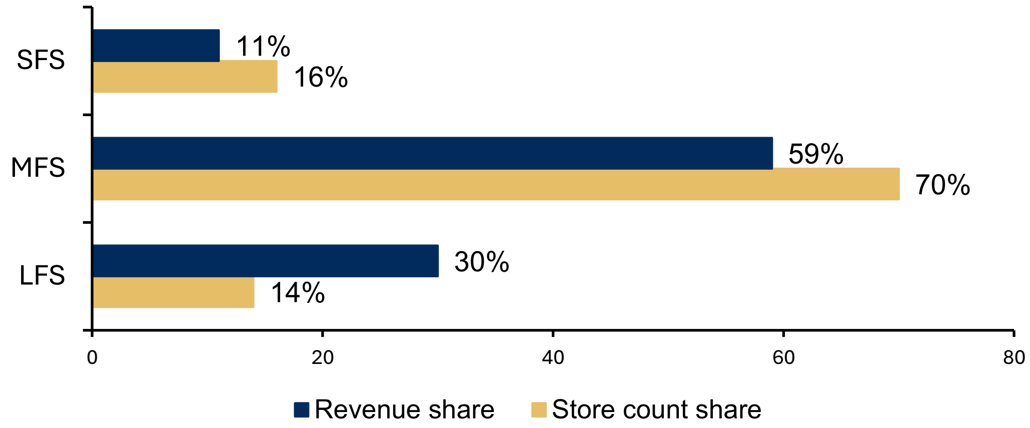
Large and Medium Format Stores Driving Growth

Store presence by state and format

State / UT	LFS	MFS	SFS	Total
Karnataka	1	4	2	7
Telangana	2	7	1	10
Andhra Pradesh	3	20	0	23
Tamil Nadu	2	15	7	24
Puducherry	0	1	0	1
TOTAL	**8**	**47**	**10**	**65**

LFS: >15,000 sq. ft. | MFS: 5,000–15,000 sq. ft. | SFS: <5,000 sq. ft.

Format mix: stores vs revenue



Revenue per store has scaled alongside the network

FY23	FY24	FY25	FY26
₹2,833 mn	**₹3,167 mn**	**₹2,816 mn**	**₹4,105 mn**
47 stores	53 stores	60 stores	61 stores

Flagship stores among the largest in India

Vijayawada
~1,00,000 sq. ft.

Somajiguda
~98,210 sq. ft.

Visakhapatnam
~65,000 sq. ft.

As on date

Jewellery Schemes | Building Recurring Customer Engagement

Flexible savings schemes that make it easier to own your dream jewellery

Dhana Vandhanam
Monthly instalments

- Convenient monthly savings plan
- Build discipline towards your jewellery purchase
- Wide range of plan options

Free-yo-Flexi
Flexible monthly savings

- Flexible instalment amounts
- Option to choose tenure as per your convenience
- Designed for evolving customer needs

Jewellery Pre-Booking
Upfront booking + benefits

- Book your favourite jewellery in advance
- Lock in value and avail wastage benefits
- Ideal for wedding and special occasions

Exchange Utsav
Old jewellery > New jewellery

- Exchange your old jewellery for new designs
- Get fair value and transparent evaluation
- Upgrade to contemporary designs with ease

Greater customer stickiness
Long-term engagement through systematic savings

Higher purchase visibility
Supports inventory planning and operational efficiency

Broader customer base
Makes fine jewellery more accessible to a larger segment

Stronger lifetime value
Drives repeat purchases across life events

Catering to Value-Conscious Segment With In-House Manufacturing

01 State-of-the-art manufacturing

World-class infrastructure in Chennai and Kanchipuram

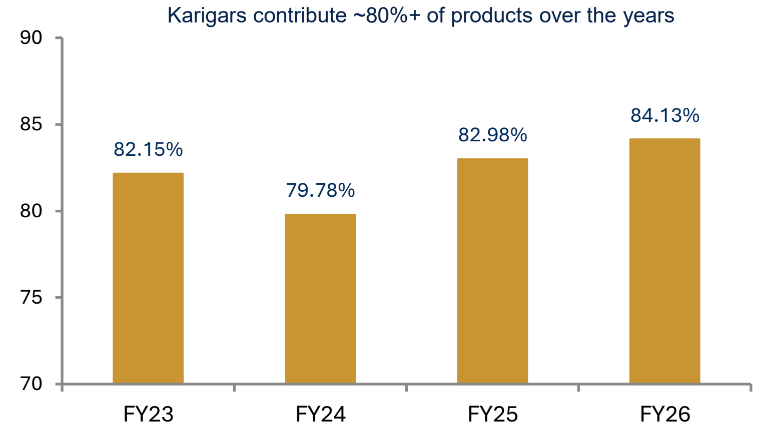
- **2** Manufacturing Facilities
- **63,682** Operational Area (sq. ft.)
- **563** Exclusive Karigars[1]
- **278** Non-Exclusive Karigars[2]

Modern infrastructure to support design-led, scalable and cost-efficient manufacturing

- Advanced machinery
- Skilled workforce
- Consistent quality

[1] On company rolls [2] Short-term manufacturing arrangements

02 Share of products manufactured by karigars



Our karigars are the backbone of our craftsmanship, enabling a wide range of designs while maintaining quality and affordability

03 Controlled supply chain enabling better margins

Vertically integrated model from raw material to customers

Raw Material Vendors
Gold bullion, silver, diamond, precious/semi-precious stones

Company
Designs and allocates raw material

Karigars
Manufacture to prescribed designs

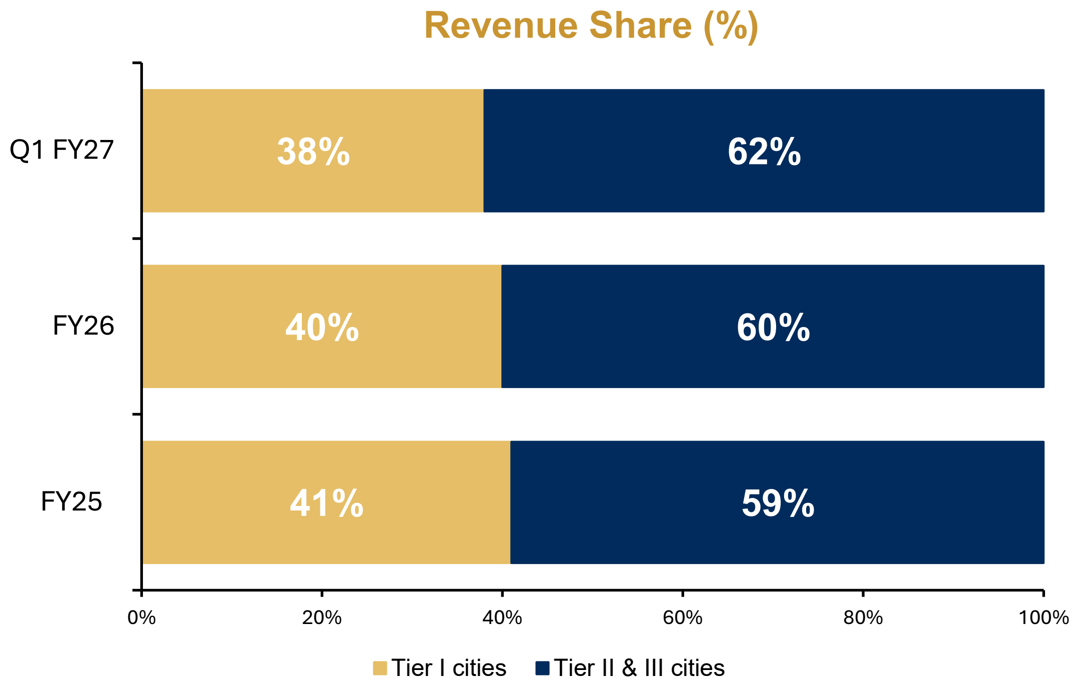
Quality Gate
Hallmarking and quality checks

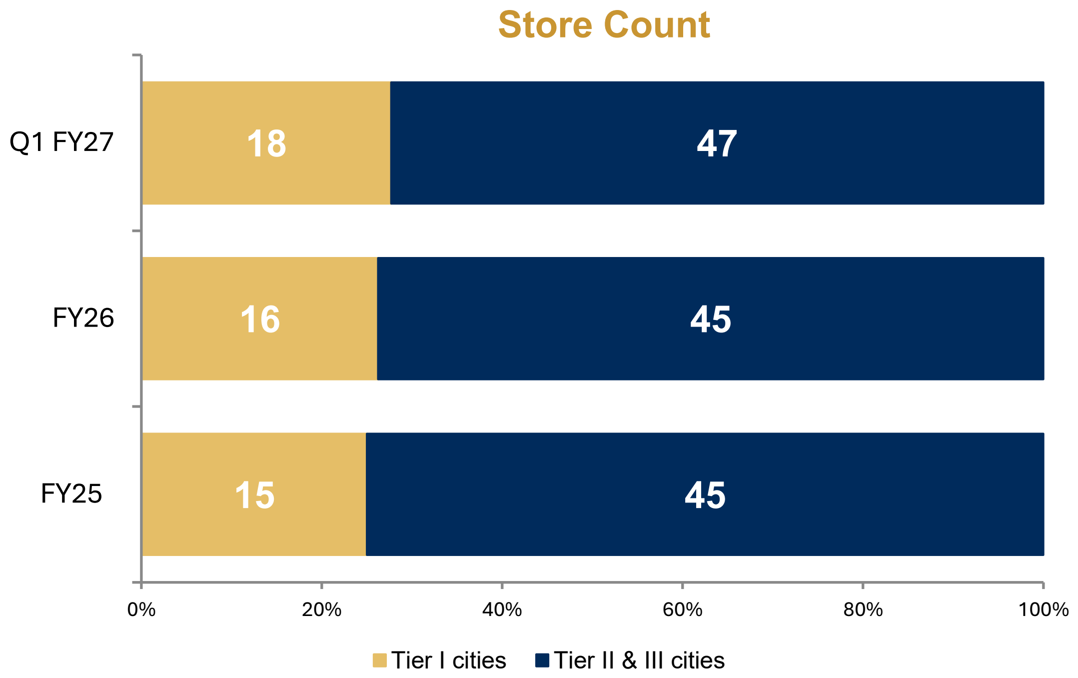
Customers
Jewellery sold through stores to end customers

Brand Pull in Tier II & III Cities Across Southern India

Quality, craftsmanship and original designs reinforce a strong regional value proposition

Store presence and revenue are increasingly led by Tier II & III cities





Tier II & III stores contributed 62% of revenue in Q1FY27.

Natural Hedges Cover ~55% of Gold Inventory

GOLD INVENTORY

₹10,407 Cr

Customer advances and creditor terms naturally offset exposure to gold-price movements.

₹5,680 Cr | NATURAL HEDGE
54.6% of gold inventory

₹4,727 Cr | REMAINING
45.4% before other hedges

₹5,388 Cr
CUSTOMER ADVANCES

Cash already received from customers acts as the primary natural hedge.

₹292 Cr
CREDITORS

Typically paid after ~60 days at the then-prevailing gold price.

PRICE-MOVE BUFFER

More than half of inventory is protected naturally

₹5,388 Cr of customer advances + ₹292 Cr of creditors = ₹5,680 Cr of natural protection

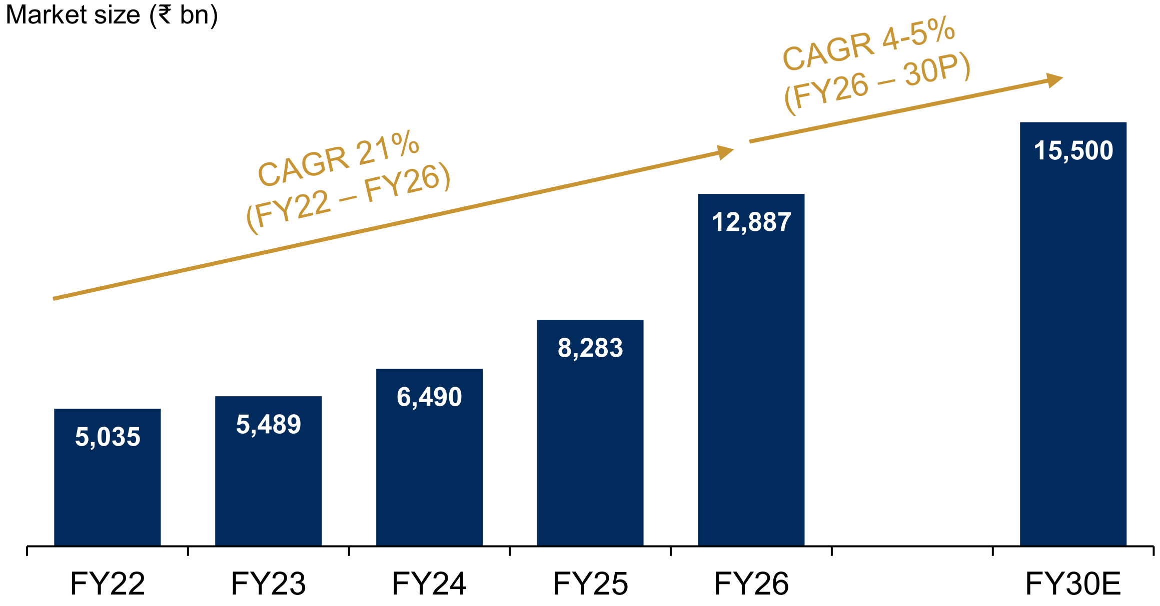
This structure substantially reduces sensitivity to near-term gold-price movements.

02 INDUSTRY OVERVIEW

Indian Jewellery Market

A Resilient And Growing Market, Driven By Deep Cultural Relevance, Rising Affluence And Increasing Formalisation

Large and growing Indian gems & jewellery retail market



Structural shift towards organised retail

Expanding Footprint
Organised jewellery retailers are increasing their presence across metros and Tier II & III cities

Stronger Consumer Preference
Growing preference for trusted brands, assured quality and transparent pricing

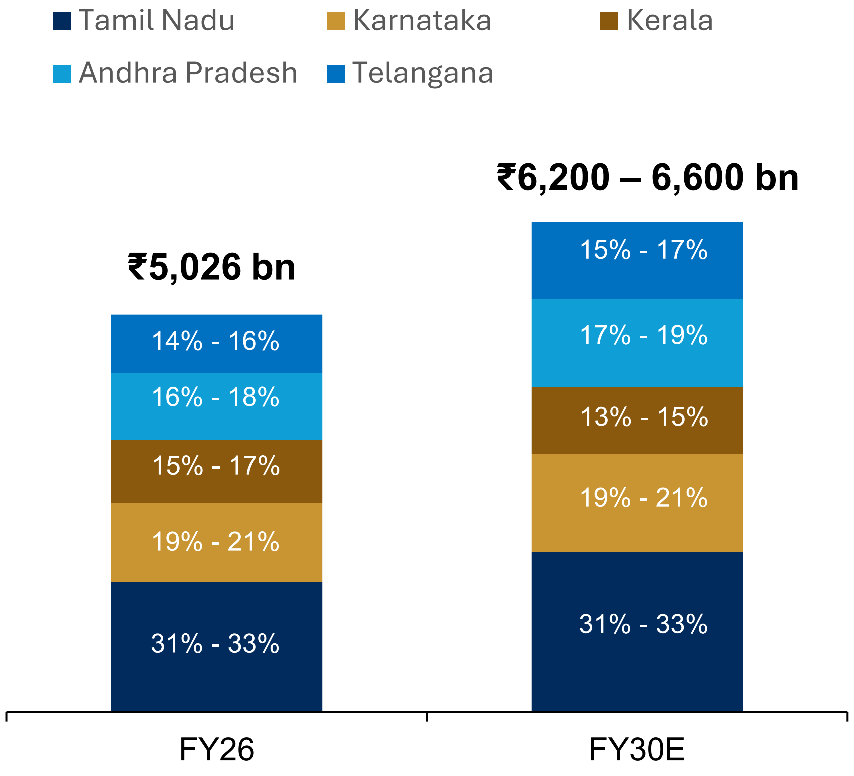
Supported by Formalisation
Regulatory measures such as GST, hallmarking and HUID are accelerating the shift towards organised players

Share to Increase Further
Organised retail chains are expected to continue gaining share over the next few years

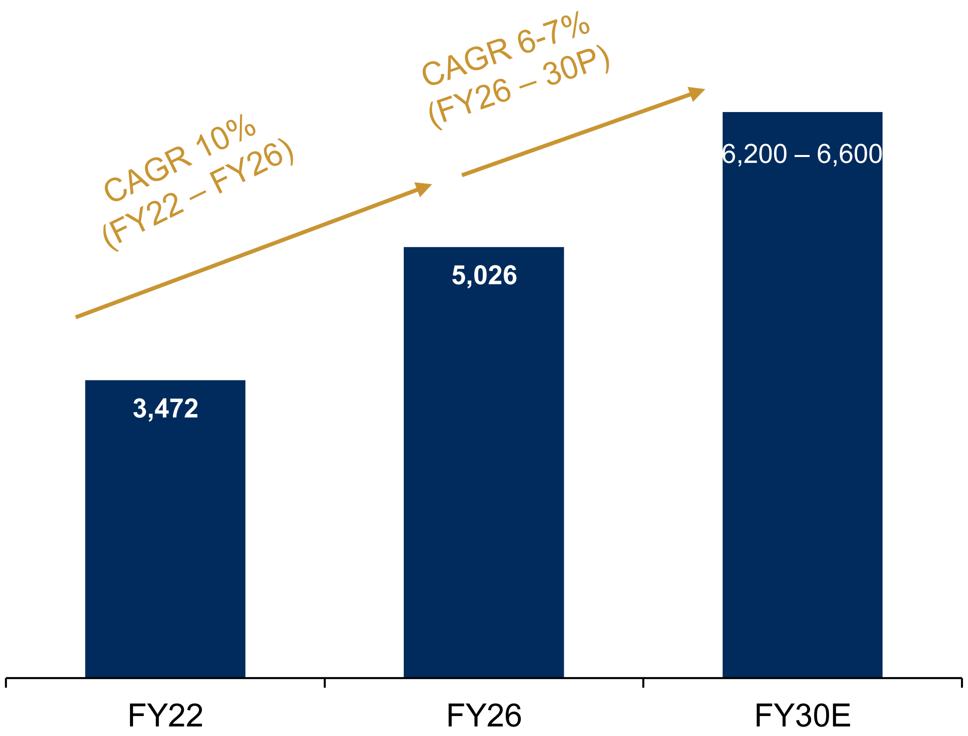
Source: Crisil (July 2026)

South India – The Largest and Most Attractive Jewellery Market

State wise share of South India market



South India market size and outlook (₹bn)



Large, growing and under penetrated market with strong opportunities across South Indian states, especially in Tier II and Tier III cities

Source: Crisil (July 2026)

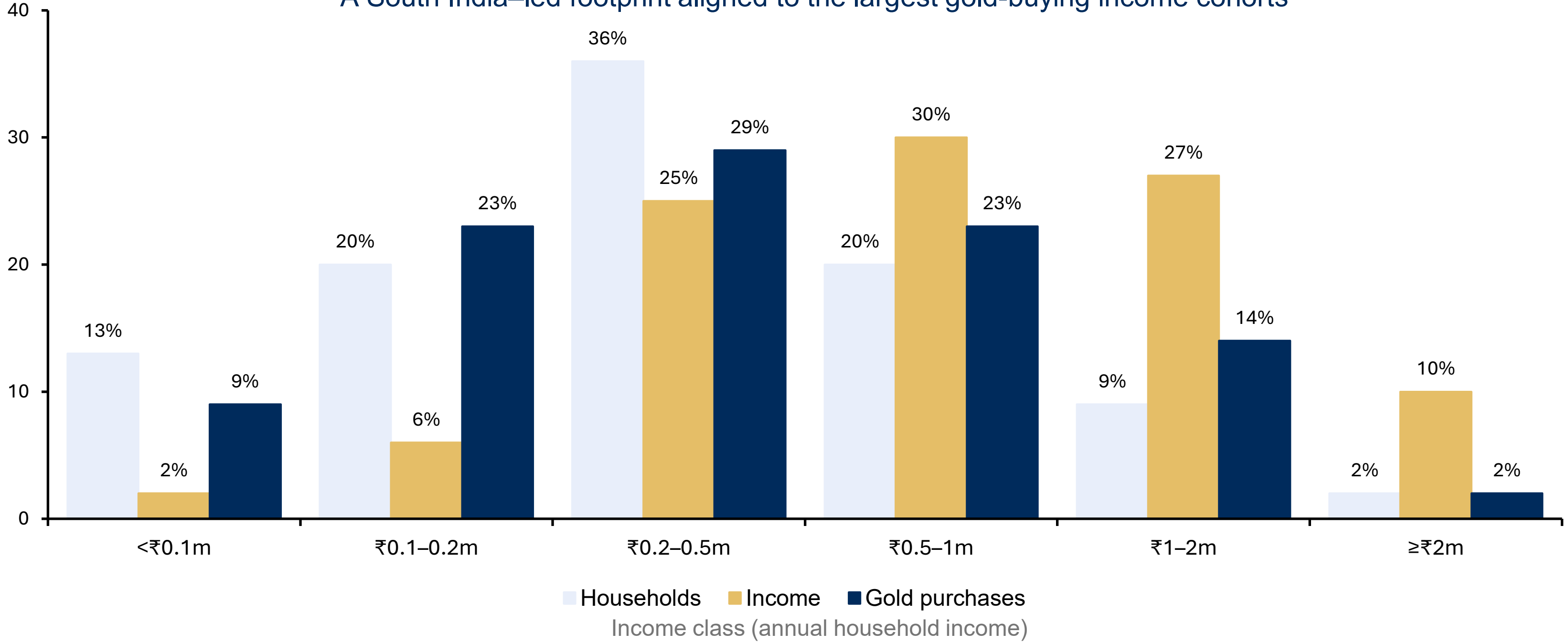
South-led Footprint & Manufacturing Drive Value Appeal

South India Dominates the Jewellery Industry

01	SOUTH	38–43%
02	WEST	22–27%
03	EAST	13–17%
04	NORTH	18–23%

Middle-income cohorts account for the strongest gold-buying intensity

A South India–led footprint aligned to the largest gold-buying income cohorts



Lalithaa: Exclusive designs with a focus on middle income customers

TIER II & III ACCESS
Stores located closer to value-conscious consumers

RELEVANT DESIGNS
Regional collections for middle and lower income customers

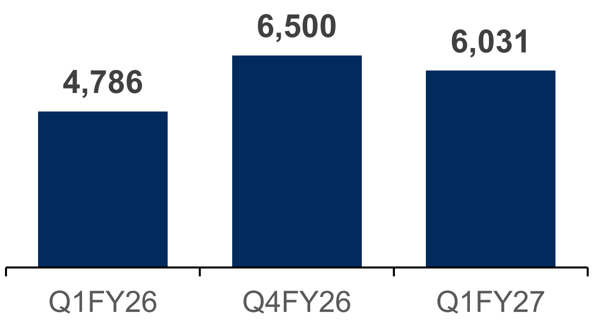
OWN MANUFACTURING
Lower making and wastage charges

PURCHASE ENABLERS
Jewellery schemes that improve affordability

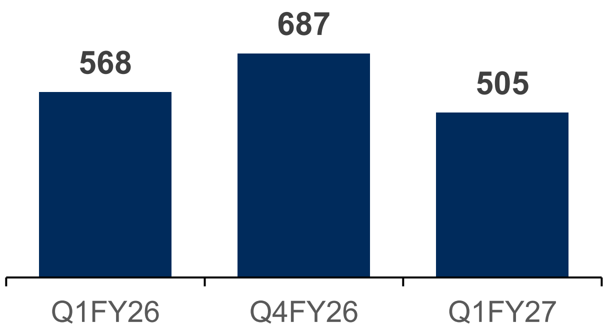
03 FINANCIAL OVERVIEW

Quarterly Financial Snapshot

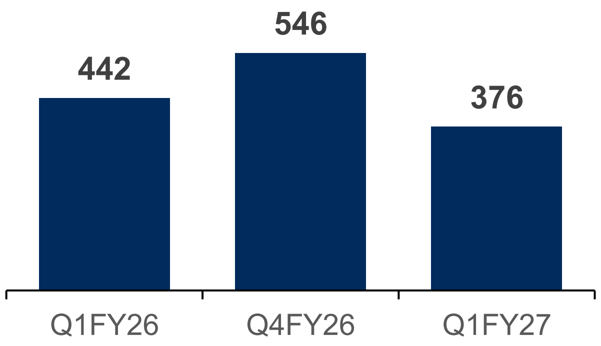
Revenue (₹ CR)



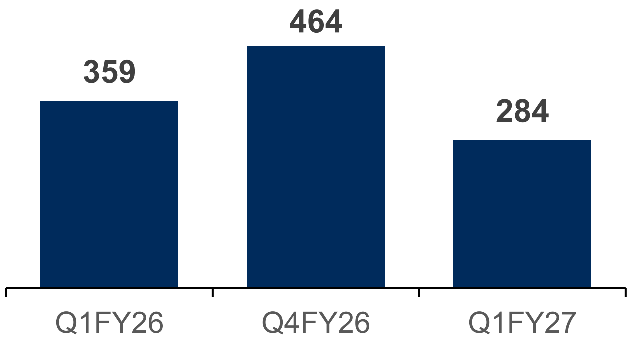
Gross Profit (₹ CR)



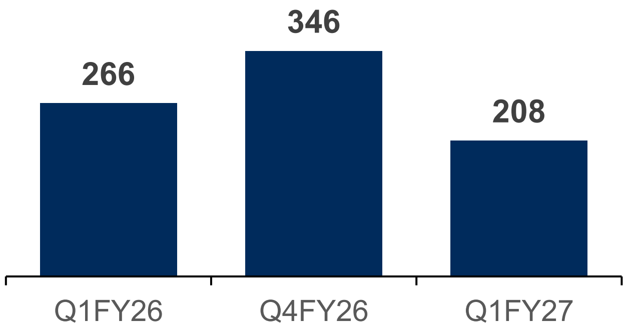
EBITDA (₹ CR)



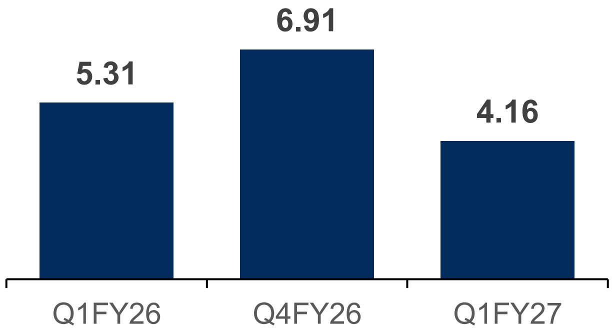
Profit Before Tax (₹ CR)



Profit After Tax (₹ CR)



EPS (₹)



Revenue Mix by Geography

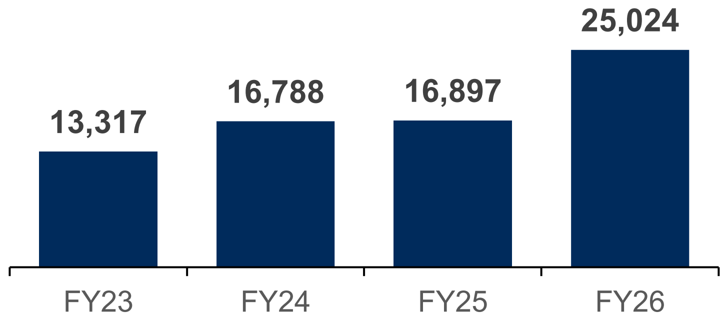
Geography (₹ Crores)	Q1FY27	Q1FY26	YoY	Q4FY26	QoQ	FY26
Karnataka	6,145.87	5,034.59	1,111.27	7,104.56	-958.69	27,363.31
Telangana	8,310.55	7,308.97	1,001.58	9,159.68	-849.13	36,199.71
Andhra Pradesh	11,164.79	9,487.99	1,676.80	12,315.60	-1,150.81	47,472.64
Tamil Nadu	33,702.44	25,224.69	8,477.74	35,398.66	-1,696.22	1,35,229.90
Puducherry	1,071.93	805.29	266.64	1,020.89	51.04	4,124.80
Total	**60,395.57**	**47,861.54**	**12,534.03**	64,999.00	-4,604.00	2,50,390

Consolidated Income Statement

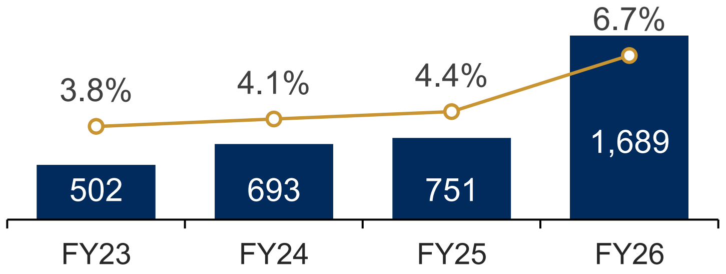
In ₹ Crores	Q1 FY27	Q1 FY26	YoY	Q4 FY26	QoQ	FY26
Total Income	**6,035**	**4,794**	**26%**	**6,502**	**-7%**	**25,040**
Total Expenditure	5,658	4,352	30%	5,955	-5%	23,350
EBITDA	**376**	**442**	**-15%**	**546**	**-31%**	**1,689**
EBITDA Margin	6.2%	9.2%		8.4%		6.7%
Depreciation	30	34	-10%	33	-8%	131
Finance Cost	62	50	25%	49	27%	198
Profit Before Tax	**284**	**359**	**-21%**	**464**	**-39%**	**1,360**
PBT Margin	4.7%	7.5%		7.1%		5.4%
Tax	75	93	-19%	119	-36%	350
Profit After Tax	**208**	**266**	**-22%**	**346**	**-40%**	**1,010**
PAT Margin	3.5%	5.5%		5.3%		4.0%

Historical Financial Snapshot

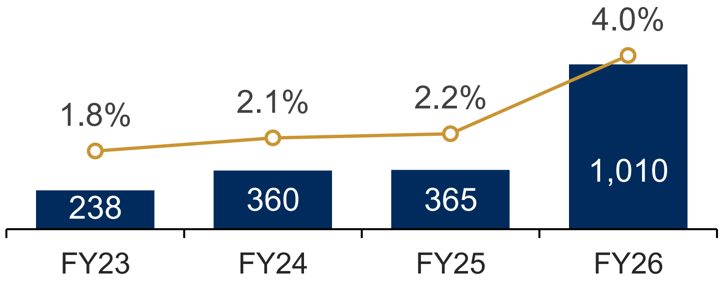
Revenue (₹ Crores)



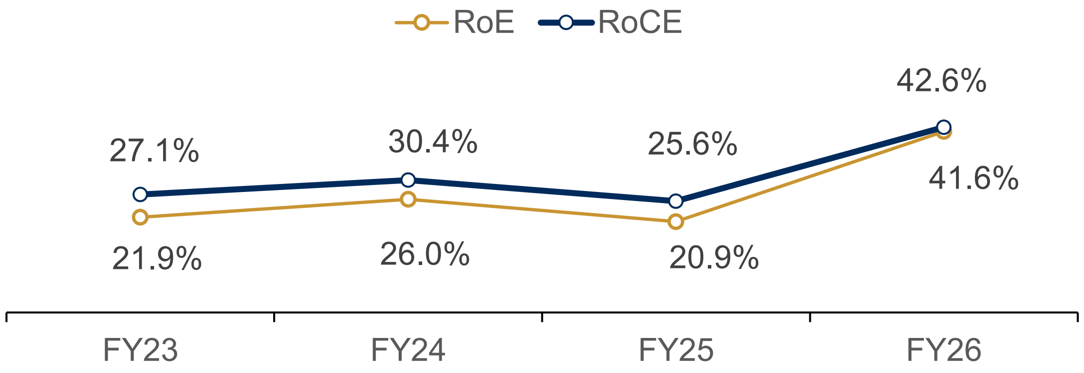
EBITDA (₹ Crores) and EBITDA Margin %



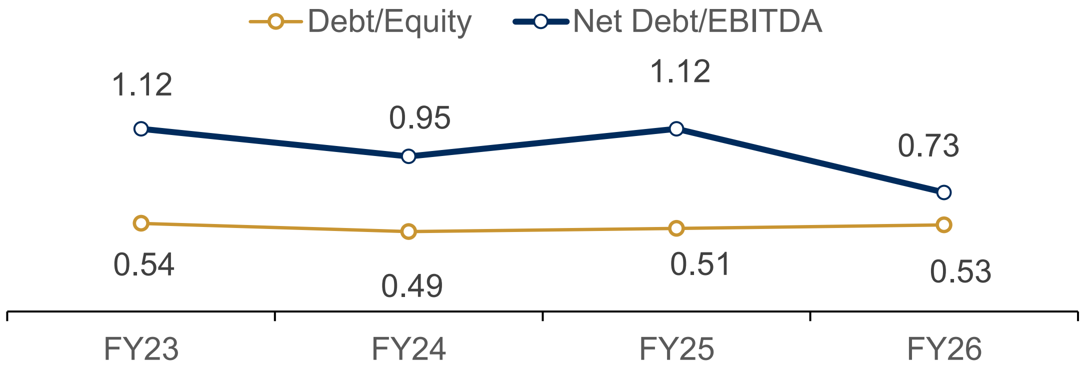
PAT (₹ Crores) and PAT Margin %



RoE & RoCE



Debt/Equity and Net Debt/EBITDA



04 STRATEGY & WAY FORWARD

What Differentiates Us?

Second fastest growing regional jewellery player amongst key organised jewellery players in India

Large Format Stores and Medium Format Stores driving scale

Brand catering to the mass and value-conscious segment with own manufacturing

Robust customer base owing to diverse range of jewellery schemes

Brand pull in Tier II and Tier III cities in southern India with focus on quality, craftsmanship and original designs

Experienced Promoters Supported By Seasoned Professional Management

Key Strategies Going Forward

01 Expansion of studded gold jewellery business

02 Expansion of presence and exploring untapped sections in southern and other regions of India

03 Expand in silverware and other product ranges to provide lower value products to mitigate hike in gold prices

04 Continue to invest in brand building and marketing initiatives

THANK YOU

FOR MORE DETAILS PLEASE CONTACT

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