



Mr T.S. Kalyanaraman
Managing Director, Kalyan Jewellers

Thirty years ago, T. S. Kalyanaraman pioneered the principles of organized jewellery retailing in the state of Kerala and later expanded the business across the nation and beyond. His vision of introducing transparency in the quality and pricing of jewellery to an empowered customer base, attracted by the underlying foundation of trust, has led to the emergence of Kalyan Jewellers as the sole publicly listed jewellery retailer from Kerala. The company is now counted among the top jewellers in the country and has established itself as a trusted brand known for quality, transparent pricing, and innovation.

T.S. Kalyanaraman's entrepreneurial spirit is exemplified by his strategic entry into jewellery retailing, leveraging the business insights he acquired from his substantial experience in the textile industry. Although his family had been engaged in the textile sector for over a century, his drive to build something independently led him to establish Kalyan Jewellers in Thrissur in 1993. With an initial investment of Rs. 75 lakhs, which included his personal savings of Rs. 25 lakhs and a bank loan of Rs. 50 lakhs, Kalyan Jewellers has grown over three decades to achieve a turnover exceeding Rs. 14,000 crores. The company's presence extends across 22 Indian states and 5 countries.

Kalyanaraman set new benchmarks in the predominantly unorganized jewellery business and played a pioneering role in adopting BIS hallmarked jewellery standards. He introduced rate cards detailing the making charges of jewellery, employed Karat Meter technology to assess gold quality, and established customer service outlets under the 'My Kalyan' banner. This initiative aimed to educate customers about jewellery intricacies, a concept previously unheard of in the industry. Today, Kalyan Jewellers boasts over 250 large-format showrooms, and the distinctive My Kalyan network includes 1000+ centres across India, engaging over 10 million potential customers annually.

In the last decade, under T.S. Kalyanaraman's leadership, Kalyan Jewellers expanded its operations to international markets. It marked the first instance of a Kerala-based homegrown brand establishing a presence in the Middle East. Prior instances had involved brands originating in the Middle East and subsequently entering the Kerala market. Currently, Kalyan Jewellers thrives in four Middle Eastern countries. T.S. Kalyanaraman's commitment to excellence and consistent growth attracted an investment from one of the world's largest private equity firms, Warburg Pincus, in 2014. This investment not only constituted the largest Foreign Direct Investment in the Indian jewellery sector but also the largest such investment garnered by a corporation headquartered in Kerala. Today, Kalyan Jewellers is a public listed entity with a market cap that is no less than Rs 36,000.

Employee welfare has always constituted a core aspect of Kalyanaraman's management philosophy. Kalyan Jewellers provides direct employment for over 11000 individuals and indirect employment for 10000 people. During the pandemic, which had a profound impact on industries like retail, Kalyanaraman adopted an employee-first approach. Despite the business coming to a standstill due to a national lockdown, Kalyanaraman ensured that employees received their full salaries.

Additionally, he committed a contribution of Rs. 10 crores to support the Government's COVID relief efforts.

Kalyanaraman consistently champions the notion of "pay it forward." His collaboration with the Kerala Government on the Bhoomigeetham Project underscores his commitment to fulfilling the state's vision for housing, rural development, and sanitation. This commitment extended to a national level, forging a partnership with the internationally recognised organisation, Habitat For Humanity. Aligned with the Centre's Housing For All & Swachh Bharat Abhiyan initiatives, this effort directly benefitted over 900 families in Odisha, Telangana, and Andhra Pradesh.

Kalyanaraman's inspiration stems from his late father, and he continues to uphold the century-old legacy of conducting business fairly and transparently. These values have been instilled in his sons, Rajesh and Ramesh, who now oversee day-to-day business operations. While his sons manage the operational aspects, Kalyanaraman remains focused on advancing the company's vision.

Beyond business, Kalyanaraman cherishes his role as a family man, often spending time with his grandchildren. He regularly practices yoga and derives enjoyment from listening to classical music.



Invitation



STATE FORUM OF BANKERS' CLUBS

REG. NO.: 72/IV/2014 **KERALA** PAN NO.: AANTS 764AB

D10 (67/4359 B), Second Floor, Swapnil Enclave, High Court Jn.,
Shanmugham Road, Marine Drive, Ernakulam – 682031. Ph:
98473 07701, 96193 41333

E-mail: stateforum@gmail.com | www.sfbck.com

The State Forum of Bankers Clubs Kerala (SFBCK) a registered trust is the apex body of Bankers Clubs in Kerala. The Forum has instituted various Banking Excellence Awards at the National Level under Public Sector and Private Sector Categories. Best bank branches in Kerala are also being awarded. In addition to the above, every year, the State Forum has also been giving "SFBCK Businessman of the Year Award" to an eminent person who has made outstanding contributions to the economy of the state through his business acumen and philanthropic activities. This is the 15th consecutive year that SFBCK is presenting these Awards.

The Banking Awards are being decided based on the performance of the Banks at the All India level as per the data available in the RBI as well as the respective bank's sites. It is analysed and approved by an eminent jury panel. Supreme Court late Justice VR Krishna Iyer was one of the juries in the formative years. The panel of jury for the current year consists of Shri. George Joseph Former CMD Syndicate Bank. Shri. K P Padmakumar, Former Chairman, the Federal Bank, Shri S Harisankar, Former MD&CEO, Punjab & Sind Bank and Shri. V. Sathyanarayana, Senior Partner Varma & Varma, Kochi.

The forum also takes cognizance of the performance of individual bankers who have contributed immensely to the field of Banking and Finance in the country. Such eminent Bankers are recognised with the Lifetime Achievement Award.

Businessman of the Year Award is yet another flagship activity of SFBCK, recognising the contribution of businessmen who make a perceptible impact towards the growth of the state's economy and philanthropic activities in the state. Padma Shri. M. A. Yusuff Ali, Padma Shri. Dr. Ravi Pillai, Shri. K. Madhavan, (President. Star India), Late Padma Shri. C. K. Menon, Shri. PNC Menon, Shri. Kochouseph Chittilappilly, Shri. V P Nandakumar, late Padma Bhusan Dr. P. K. Warriar, Padma Shri. Dr. Azad Moopen, Shri. M. P. Ahammed, Shri. George Alexander Muthoot, Shri. Adeeb Ahamed and Shri. Gokulam Gopalan are the recipients of the prestigious award in the yester years.

SFBCK also engages in organising National Seminars on Banking and Prof. Jayant R. Varma, Member RBI Monetary Policy Committee was the Chief Guest for our last online seminar. Shri G. Padmanabhan, former Executive Director. RBI and Justice Kurian Joseph, former Judge, Supreme Court have also addressed our seminars.

Very eminent personalities including Shri. Ramnath Kovind, Former President of India, Shri Arif Mohammad Khan, Honourable Governor of Kerala. Shri. P. S. Sreedharan Pillai, Hon'ble Governor of Goa, Justice Shri. P. Sathashivam, former Governor of Kerala, Shri K. Sankaranarayanan, former Governor of Maharashtra, present and past Chief ministers of Kerala - Shri. Pinarayi Vijayan. Shri. V. S. Achuthanandan, Shri. Oommen Chandy, Industries Minister Shri. P. Rajeev and many other VVIP personalities have also been associated with our functions as Chief Guests in the past years.

15th SFBCK Banking Excellence and Businessman of the Year 2023 Award presentation function will be held on 25th February 2024, at Hotel Taj Vivanta, Marine Drive, Ernakulam at 6 PM and we request for your honourable participation in the function.

PROGRAMME

- Prayer
- Welcome Address : **Dr. Kurian P. Abraham,**
Executive President, SFBCK.
- Presidential Address : **Shri. Sreejith Kottarathil,**
President SFBCK.
- Lighting the Lamp
& Inauguration : **Shri. P RAJEEVE**
Hon'ble Minister for Industries, Law & Coir
Government of Kerala
- Introduction of
Businessman of
the Year : **Shri. Abraham Thariyan,**
Former Chief Patron SFBCK.

Presentation of Businessman of the Year 2023 Award to

Shri. T. S. KALYANARAMAN

Chairman and Managing Director, Kalyan Jewellers & Kalyan Developers

- Declaration of
Excellence Awards : **Shri. K. U. Balakrishnan,**
General Secretary SFBCK
- Presentation of Banking
Excellence Award to the winners : **Shri. A S Rajeev,**
MD & CEO, Bank of Maharashtra
- Release of Souvenir : **Shri. George Alexander Muthoot,**
MD, Muthoot Group

FELICITATIONS

Shri. V. P. Nandakumar, MD & CEO, Manappuram Finance Ltd.
Shri. Jayaprakash C., Chairman, Kerala Gramin Bank
Shri. J. K. Shivan, MD & CEO, Dhanlaxmi Bank
Smt. Shalini Warriar, Executive Director, Federal Bank
Shri. M. P. Ahammed, Chairman, Malabar Group of Companies

- Vote of Thanks : **Shri. C. P. Mohandas,**
Exe. Chairman, Programs

NATIONAL ANTHEM

Sreejith Kottarathil
President

K U Balakrishnan
General Secretary

Kurian P Abraham
Executive President

Akash Binoy
Treasurer

C P Mohandas
Executive Chairman Programmes



**YOU ARE CORDIALLY
INVITED TO**

The Presentation Function of **"Banking Excellence and Businessman of the Year Awards- 2023"**

SUNDAY, 25th February 2024, 6.45 PM
HOTEL TAJ VIVANTA
MARINE DRIVE, ERNAKULAM

Shri. P RAJEEVE

Hon'ble Minister for Industries, Law & Coir
Government of Kerala

**Will Inaugurate The Function &
Confer the Businessman of the Year 2023 Award**

ON

Shri. T. S. KALYANARAMAN

Chairman and Managing Director
Kalyan Jewellers & Kalyan Developers

&

Present the

BANKING EXCELLENCE AWARDS TO THE WINNERS

Guests are requested to be seated by 6.00 PM,

Entertainments by
'Diva Beats', our orchestra Team
starts at 6.00 PM