



D.P. Jewellers

A BOND OF TRUST SINCE 1940

A VENTURE OF D.P. ABHUSHAN LIMITED

Earnings presentation  
Q3 | F.Y. - 2020-21

“REJUVENATING ROOTS  
SUSTAINING VALUES”

**D.P. ABHUSHAN  
LIMITED**

Website: [www.dpjewellers.com](http://www.dpjewellers.com)





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## OUR PRODUCTS

- |           |             |
|-----------|-------------|
| Necklaces | Earrings    |
| Rings     | Armlets     |
| Chains    | Gajrahs     |
| Bangles   | Nose Rings  |
| Pendants  | Mangalsutra |

## OUR STYLES

- Gold jewellery
- Diamond studded jewellery
- Precious and semi-precious stone studded jewellery
- Plain and diamond studded platinum jewellery
- Jadau Jewellery
- Jewellery with coloured stones in gold and diamond

## OUR COLLECTIONS

- Wedding jewellery
- Traditional Jewellery
- Valentine Jewellery
- Lightweight and trendy jewellery
- Flower Collection
- Idol Collection
- Dohra Collection
- Mewar Collection





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REDEFINING JEWELLERY AS  
A FASHION STATEMENT,  
SOUND INVESTMENT AND  
LIFELONG ASSET



**Exclusive collection** of  
BIS/IGI certified jewellery

**4-5 New Jewellery lines**  
launched each year

Buyback  
**Guarantee**

**+50K**  
Jewellery Designs

**In-house facility** for  
jewellery processing in  
Ratlam

Efficient team of  
**CAD designers**





# D.P. Jewellers

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## WE ARE ONE OF THE FASTEST GROWING LISTED COMPANY IN THE RETAIL JEWELLERY SEGMENT

| S. No.    | Companies                     | CAGR Growth in terms of Revenue | CAGR Growth in terms of PAT |
|-----------|-------------------------------|---------------------------------|-----------------------------|
| <b>01</b> | <b>D.P. Abhushan Limited</b>  | <b>21.50%</b>                   | <b>49.94%</b>               |
| 02        | Thangamayil Jewellery Limited | 9.33%                           | 48.48%                      |
| 03        | Titan Company Limited         | 17.13%                          | 28.88%                      |
| 04        | TBZ Limited                   | 2.11%                           | 13.26%                      |
| 05        | PC Jewellers Limited          | -11.48%                         | -33.36%                     |

**Note** - CAGR is based on the consolidated financial results obtained from BSE website from FY. 2016-17 to 2019-20 of respective Companies.





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## REJUVENATING ROOTS BY ROBUST EXPANSION PLANS

As part of our expansion plans and vision to become a nationally established brand, we have recently opened three magnificent stores in Kota, Ujjain & Bhilwara.

**07\***

Retail Stores

**38,000**

Sq. Ft. Area

**90%**

Average Conversion rate of  
Customer Footfalls

**+350**

Employees

**95k**

Footfall p.a.

**SHOWROOM LOCATION**

**\* WE HAVE OUR RETAIL PRESENCE IN  
Indore , Bhopal , Ratlam , Udaipur , Ujjain, Bhilwara & Kota**



# ENHANCING THE BUYING EXPERIENCE WITH STATE OF THE ART RETAIL ARCHITECTURES



**SHOWROOM AT BHOPAL**



**SHOWROOM AT INDORE**



**INDORE SHOWROOM (INTERIOR)**



**SHOWROOM AT BHILWARA**



**SHOWROOM AT UDAIPUR**



**SHOWROOM AT UJJAIN**



**SHOWROOM AT RATLAM**



**SHOWROOM AT KOTA**





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# FINANCIAL HIGHLIGHTS

Q3 | F.Y. 2020-21



# FINANCIAL HIGHLIGHTS - Q3 FY 21

## INCOME

**₹ 4142.95  
Mn**

INCREASE BY  
75.44% Y-o-Y

## EBITDA

**₹ 155.71  
Mn**

INCREASED BY  
78.21% Y-o-Y

## EBITDA Margin

**3.76 %**

UP BY  
6 bps Y-o-Y

## PAT

**₹ 87.24  
Mn**

INCREASED BY  
110.52% Y-o-Y

## PAT Margin

**2.11 %**

UP BY  
36 bps Y-o-Y

## EPS

**₹ 3.92**

HIGHER BY  
110.75% Y-o-Y

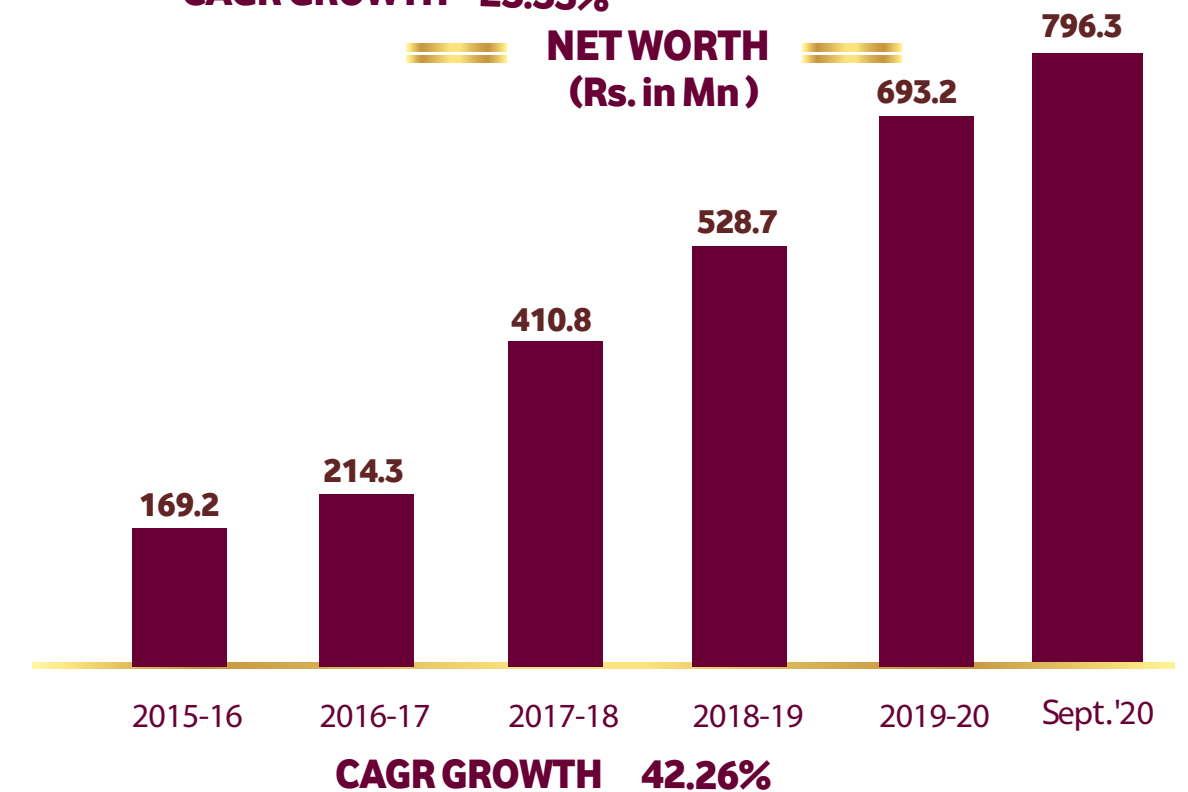
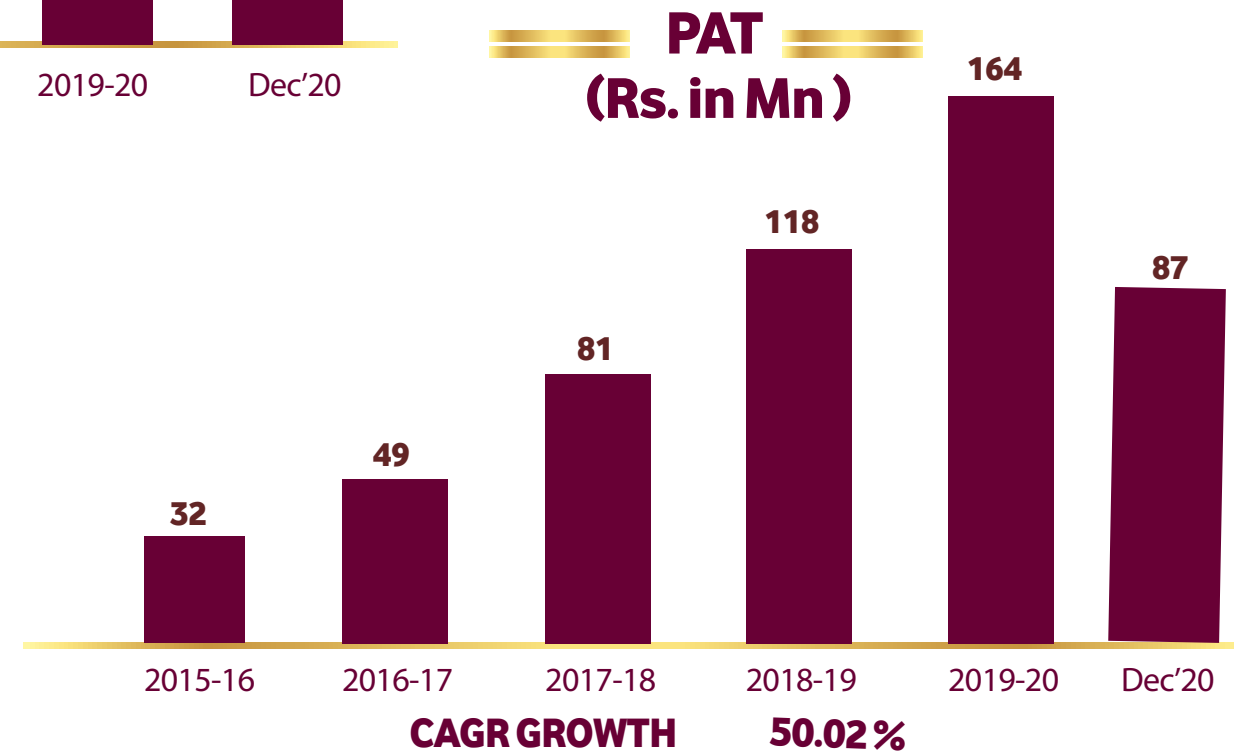
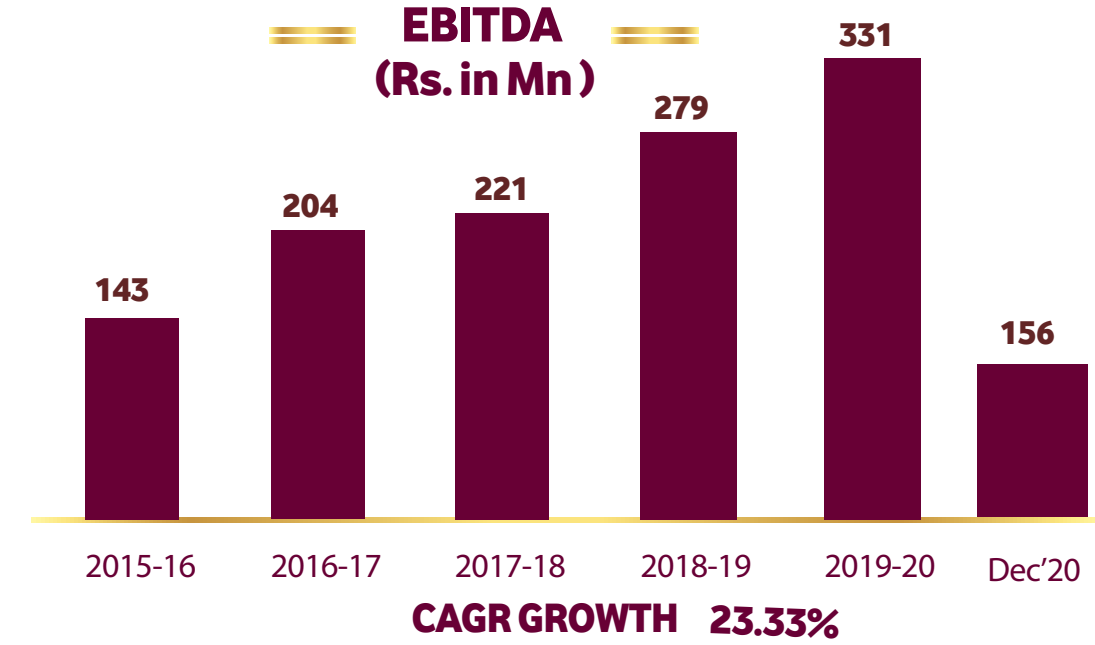
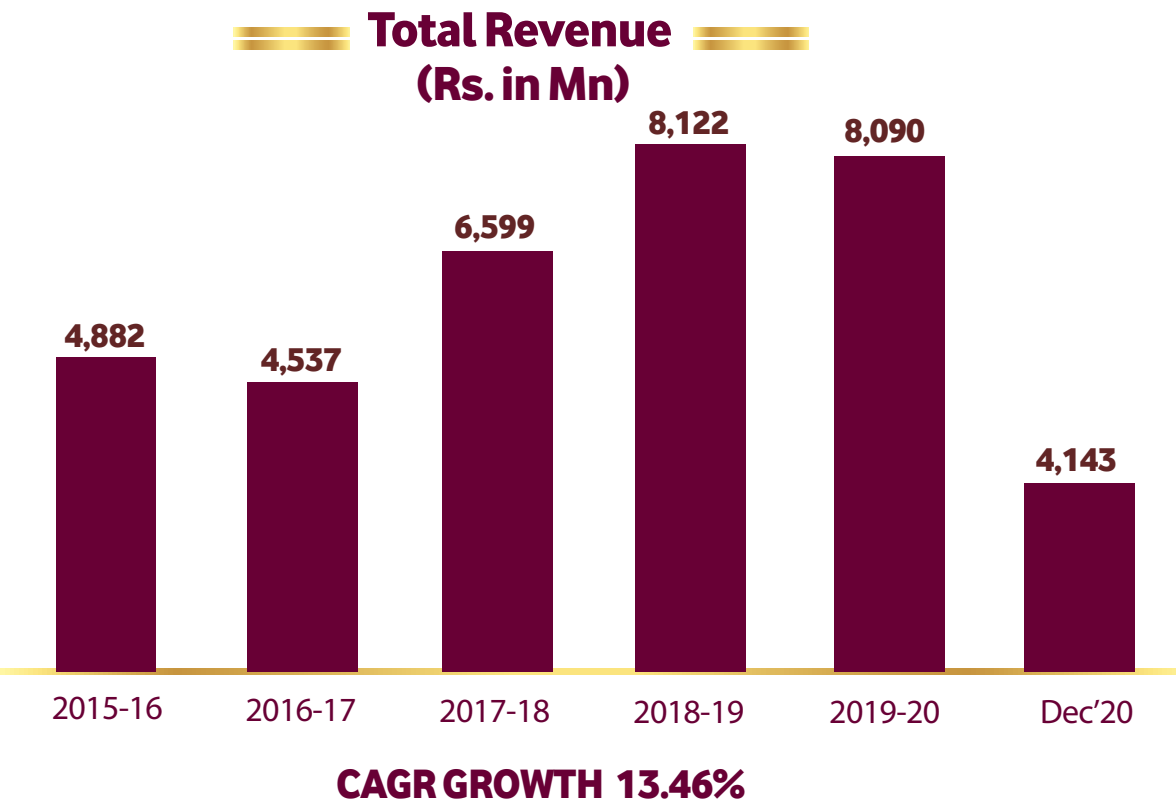


# CONSOLIDATED STATEMENT OF P&L FOR Q3 FY 21

| Particulars                      | Quarter Ended            |                          |                          | Nine months ended        |
|----------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
|                                  | 31.12.2020<br>Rs. in Mn. | 30.09.2020<br>Rs. in Mn. | 31.12.2019<br>Rs. in Mn. | 31.12.2020<br>Rs. in Mn. |
| Revenue from Operations          | 4,142.79                 | 1,721.50                 | 2,361.43                 | 6,279.90                 |
| Other Income                     | 0.16                     | 0.26                     | 0.07                     | 0.48                     |
| <b>Total Income (I+II)</b>       | <b>4,142.95</b>          | <b>1,721.76</b>          | <b>2,361.49</b>          | <b>6,280.38</b>          |
| Expenses                         |                          |                          |                          |                          |
| Cost of materials consumed       | 732.46                   | 248.39                   | 513.63                   | 1,033.57                 |
| Purchase of Stock in trade       | 3,568.42                 | 1,600.73                 | 1,744.20                 | 5,179.50                 |
| Change in inventories            | (437.50)                 | (317.85)                 | (88.31)                  | (510.27)                 |
| Employee benefits expense        | 35.90                    | 27.60                    | 28.77                    | 85.91                    |
| Finance Costs                    | 29.64                    | 19.75                    | 21.15                    | 69.89                    |
| Depreciation and amortisation    | 8.56                     | 8.07                     | 9.91                     | 24.58                    |
| Other Expenses                   | 87.95                    | 39.91                    | 75.83                    | 140.86                   |
| <b>Total Expenses</b>            | <b>4,025.43</b>          | <b>1,626.60</b>          | <b>2,305.17</b>          | <b>6,024.04</b>          |
| <b>Profit/ Loss before tax</b>   | <b>117.52</b>            | <b>95.16</b>             | <b>56.32</b>             | <b>256.35</b>            |
| Total Tax Expenses               | 30.28                    | 23.98                    | 14.88                    | 65.11                    |
| <b>Net Profit/Loss after tax</b> | <b>87.24</b>             | <b>71.18</b>             | <b>41.44</b>             | <b>191.23</b>            |
| % on Revenue                     | 2.11%                    | 4.13%                    | 1.75%                    | 3.04%                    |
| <b>EBITDA</b>                    | <b>155.72</b>            | <b>122.98</b>            | <b>87.38</b>             | <b>350.82</b>            |
| % on Revenue                     | 3.76%                    | 7.14%                    | 3.70%                    | 5.59%                    |



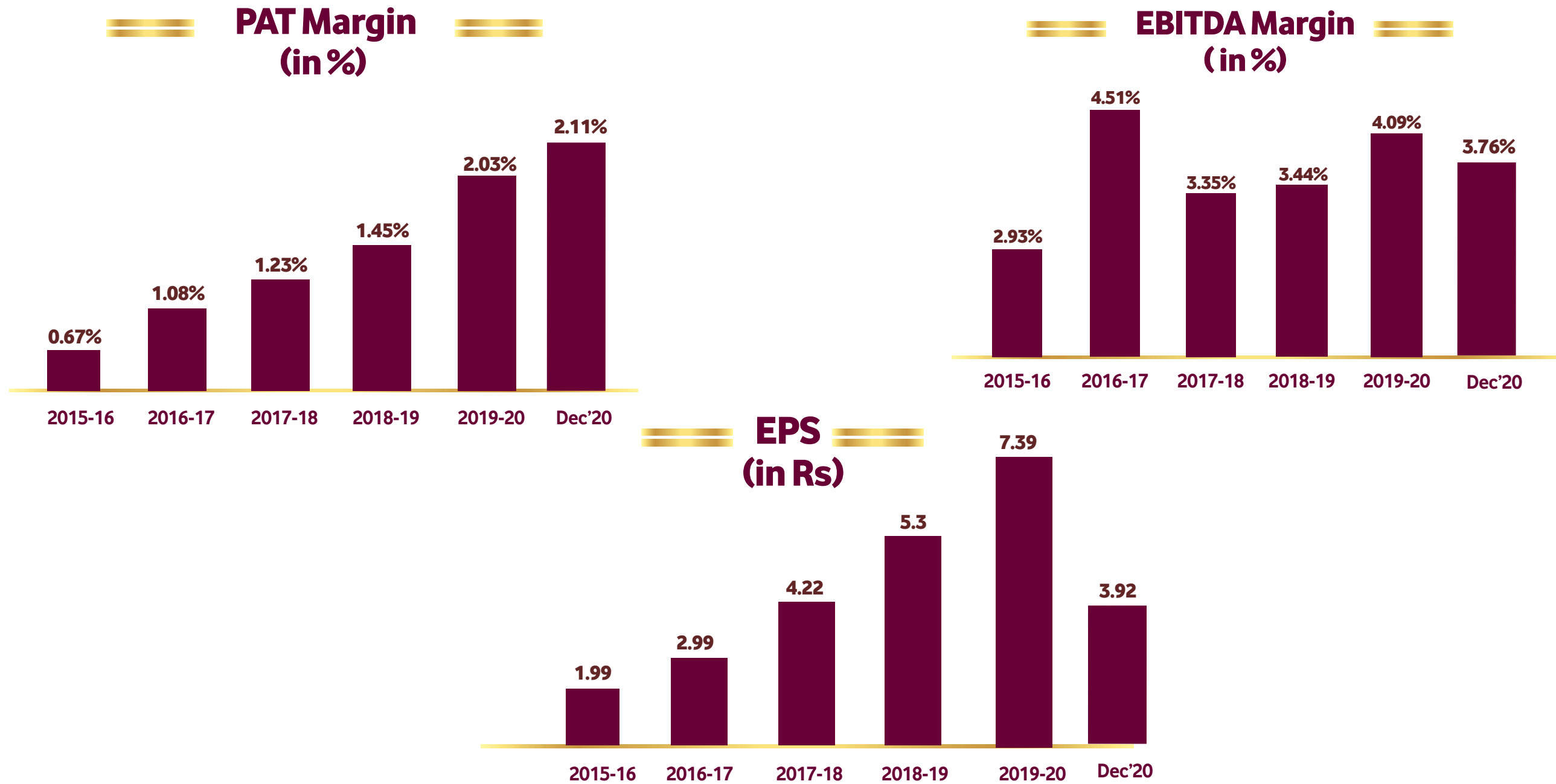
# D.P. ABHUSHAN – FINANCIAL GROWTH IN LAST 5 YEARS



Figures of FY. 2015-16 and FY. 2016-17 are based on restated financial statements of the Company as mentioned in its Prospectus dated Sept. 26 2017



# ON A JOURNEY OF CONTINUOUS FINANCIAL GROWTH



Figures of FY. 2015-16 and FY. 2016-17 are based on restated financial statements of the Company as mentioned in its Prospectus dated Sept. 26 2017



# OUR HEDGING POLICY FOR MITIGATING RISK OF FLUCTUATION IN GOLD PRICES



Gold price is directly driven by various international factors and stringent domestic government policies.



We monitor the Gold price on a regular basis using pricing trends and forecasts from internationally reputed news agencies and international factors.



To mitigate the risk of gold price fluctuation, we follow the practice of buying the same quantity of gold which is sold by us on a daily average basis. This practice acts as a natural hedging against gold price fluctuation. Moreover, unlike many other listed Companies, the cost of our gold inventories is determined on a weighted average basis, which eliminates the impact of high fluctuation in gold prices to a certain extent, and thus makes the Company more competitive in financial terms.

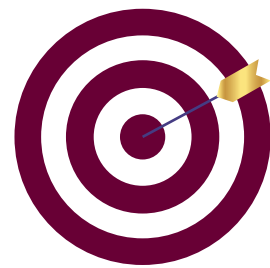


# THE FUTURE OUTLOOK OF INDIAN JEWELLERY SECTOR



## **INCOME**

In 2019, India ranked second highest consumer of gold in the World, supported by increasing disposable income of the middle-class.



## **MARKET**

The market size of Indian Jewellery Sector was about \$75 billion in 2017 and is expected to reach \$100 billion by 2025.



## **POPULATION**

Rapidly increasing middle-class population has lead to increase in the demand of gold.



## **SCHEME**

Gold Monetization Scheme launched by Indian Government to reduce the country's reliance on gold imports to meet the domestic demand has been a growth driver for industry.



## **INCOME GROUP**

India's rich population is expected to increase to 310 million in 2048 from 30 million in 2018



## **DEMAND**

As per the World Gold Council (WGC), India's gold demand stood at 690.40 tonnes in 2019.



# OUR STRONG AND EXPERIENCED MANAGEMENT TEAM



**Mr. Vikas Kataria**

(Chairman & MD)  
Exp. – 13 years



**Mr. Santosh Kataria**

(Whole Time Director)  
Exp. – 20 years



**Mr. Anil Kataria**

(Head - Business Development)  
Exp. – 25 years



**Mr. Ratanlal Kataria**

Head -  
Marketing Operations  
Experience : 43 years



**Mr. Amit Bandi**

CEO  
Experience : 22 years



**Mr. Vijesh Kasera**

CFO  
Experience : 18 years





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# AWARDS & ACCOLADES

**India's Best Diamond Bridal Jewellery Award**

**Excellence Award by IBC 24 in 2019 & 2018**

**Best Ring of the year 2019**

**India's Most Preferred jeweler in regional category (MP & Rajasthan) by UBM India**

**Best Promising Gems and Jewellery Company by IBJAL**

**Best Business Ethics Award at Gems and Jewellery Trade Council of India**

**Best Lifestyle Excellence Awards Indore 2020**

**Most Innovative Marketing Campaign**

**Best Ring design 2017**



“WITH A STRONG MARKET POSITION AND A LONG TRACK RECORD, WE ARE EVOLVING WITH CHANGING TIMES IN THE JEWELLERY BUSINESS IN INDIA. WE ARE SHARPENING THE BASICS, ENHANCING THE APPEAL OF OUR BRAND AND INCREASING OUR GEOGRAPHIC DIVERSITY.”





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**Disclaimer:-** This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating D.P. Abhushan Limited future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. We undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

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