



**D.P. Jewellers**

A BOND OF TRUST SINCE 1940

A VENTURE OF D.P. ABHUSHAN LIMITED

**EARNINGS PRESENTATION**  
**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
- Rings
- Chains
- Bangles
- Pendants
- Earrings
- Armlets
- Gajrahs
- Nose Rings
- 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**



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

S. No.	Companies	PAT CAGR Growth	Revenue CAGR Growth
<b>01</b>	<b>D.P. Abhushan Limited</b>	<b>53.78%</b>	<b>28.00%</b>
02	Thangamayil Jewellery Limited	48.38%	9.23%
03	TBZ Limited	35.25%	-5.54%
04	Titan Company Limited	8.79%	13.62%
05	PC Jewellers Limited	-38.05%	-24.07%

**Note** - CAGR is based on the consolidated financial results obtained from NSE website from FY. 2016-17 to 2020-21 of respective Companies. Please note that Company mentioned on S. No. 2 is yet to declare its financial results for FY. 2020-21, thus its CAGR has been computed based on FY. 2019-20.





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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

**91%**

Average Conversion rate of  
Customer Footfalls

**+450**

Employees

**80k**

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)**



**BHILWARA SHOWROOM**



**SHOWROOM AT UDAIPUR**



**SHOWROOM AT UJJAIN**



**SHOWROOM AT RATLAM**



**SHOWROOM AT KOTA**



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# FINANCIAL HIGHLIGHTS

F.Y. 2020-21

# CONSOLIDATED FINANCIAL HIGHLIGHTS - F.Y. 21

## INCOME

**₹ 12182.84  
Mn**

INCREASE BY  
51% Y-o-Y

## EBITDA

**₹ 513.75  
Mn**

INCREASED BY  
48% Y-o-Y

## EBITDA Margin

**4.22 %**

DECREASE BY  
1.64% Y-o-Y

## PAT

**₹ 274.02  
Mn**

INCREASED BY  
64% Y-o-Y

## PAT Margin

**2.25 %**

INCREASE BY  
9.12% Y-o-Y

## EPS

**₹ 12.31**

HIGHER BY  
64.31% Y-o-Y



## FY21 – KEY OPERATIONAL HIGHLIGHTS

In F.Y. 2020-21, the Company successfully launched its three new aesthetic jewellery showrooms at

- (1) Ujjain, (M.P.) in Aug.'20
- (2) Bhilwara (Rajasthan) in Oct.'20 and
- (3) Kota, Rajasthan in Jan.'21

Company got migrated to Main Board of NSE w.e.f. Nov. 03, 2020

Company has incorporated wholly owned subsidiary company for carrying out business of jewellery on e-commerce platform to cater the small ticket size of jewellery and gift products made out of gold, diamond and silver. The e-commerce business is yet to be operationalized.

PAT (Standalone) for the year expanded by 64.67% to Rs. 27.46 Cr. as against Rs. 16.67 Cr. in last FY20 on account of Increase in turnover.

# CONSOLIDATED STATEMENT OF P&L FOR Q4 & FY 21

(Rs. in Mn.)

Particulars	Quarter Ended			Year Ended	
	31.03.2021 (Rs. in Mn.)	30.12.2020 (Rs. in Mn.)	31.03.2020 (Rs. in Mn.)	31.03.2021 (Rs. in Mn.)	31.03.2020 (Rs. in Mn.)
Revenue from Operations	5,901.79	4,142.79	2,335.27	12,181.69	8,086.16
Other Income	0.67	0.16	4.25	1.15	4.44
<b>Total Income (I+II)</b>	<b>5,902.45</b>	<b>4,142.95</b>	<b>2,339.52</b>	<b>12,182.84</b>	<b>8,090.59</b>
<b>Expenses</b>					
Cost of materials consumed	1,166.17	732.46	227.91	2,199.74	1,595.69
Purchase of Stock in trade	4,587.25	3,568.42	2,047.10	9,766.76	6,303.79
Change in inventories	-132.12	-437.50	-117.51	-642.39	(463.49)
Employee benefits expense	42.83	35.90	28.46	128.73	112.88
Finance Costs	38.04	29.64	27.00	107.93	94.56
Depreciation and amortisation	14.89	8.56	7.47	39.47	29.89
Other Expenses	75.39	87.95	43.91	216.25	194.86
<b>Total Expenses</b>	<b>5,792.45</b>	<b>4,025.43</b>	<b>2,264.34</b>	<b>11,816.48</b>	<b>7,868.17</b>
<b>Profit/ Loss before tax</b>	<b>110.01</b>	<b>117.52</b>	<b>75.18</b>	<b>366.35</b>	<b>222.42</b>
Total Tax Expenses	-27.22	-30.28	-18.57	-92.33	55.65
<b>Net Profit/Loss after tax</b>	<b>82.79</b>	<b>87.24</b>	<b>56.61</b>	<b>274.02</b>	<b>166.77</b>
% on Revenue	1.40	2.11	2.42	2.25	2.06
<b>EBITDA</b>	<b>162.94</b>	<b>155.71</b>	<b>109.65</b>	<b>513.75</b>	<b>346.86</b>
% on Revenue	2.76	3.76	4.69	4.22	4.29



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# CONSOLIDATED BALANCE SHEET - ASSETS

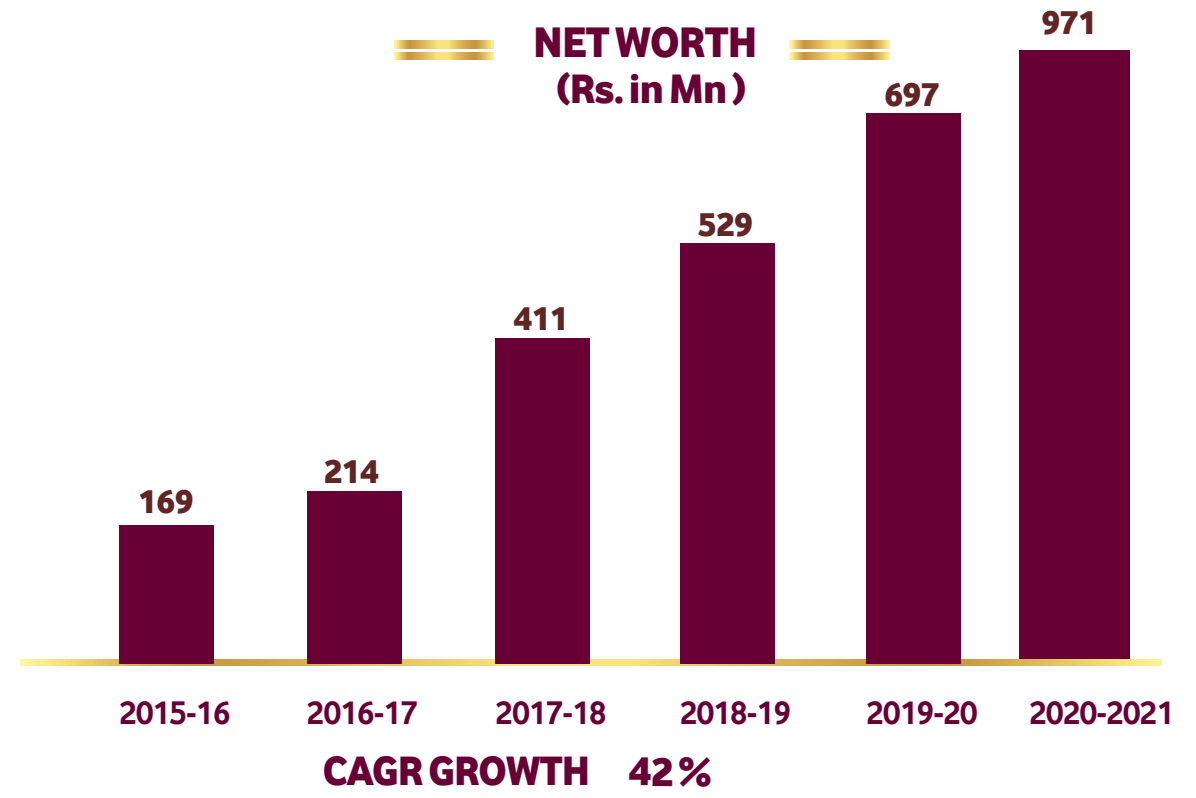
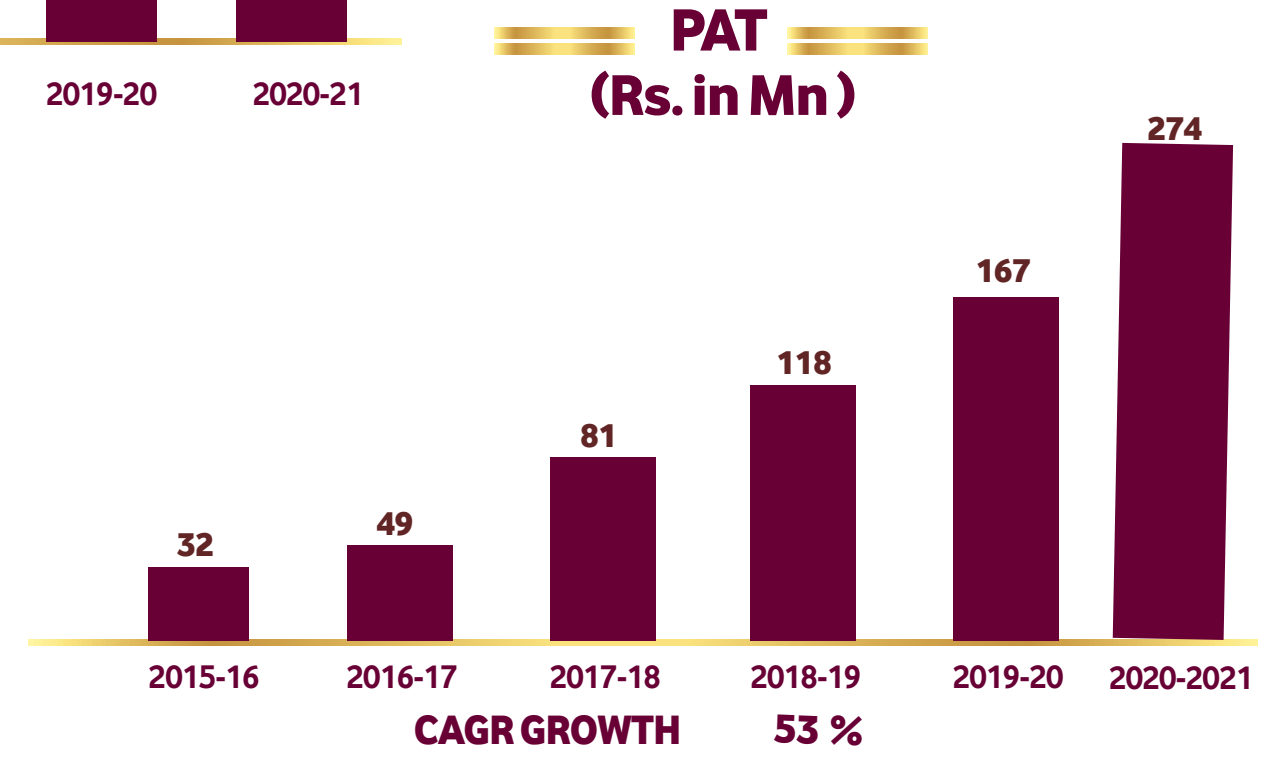
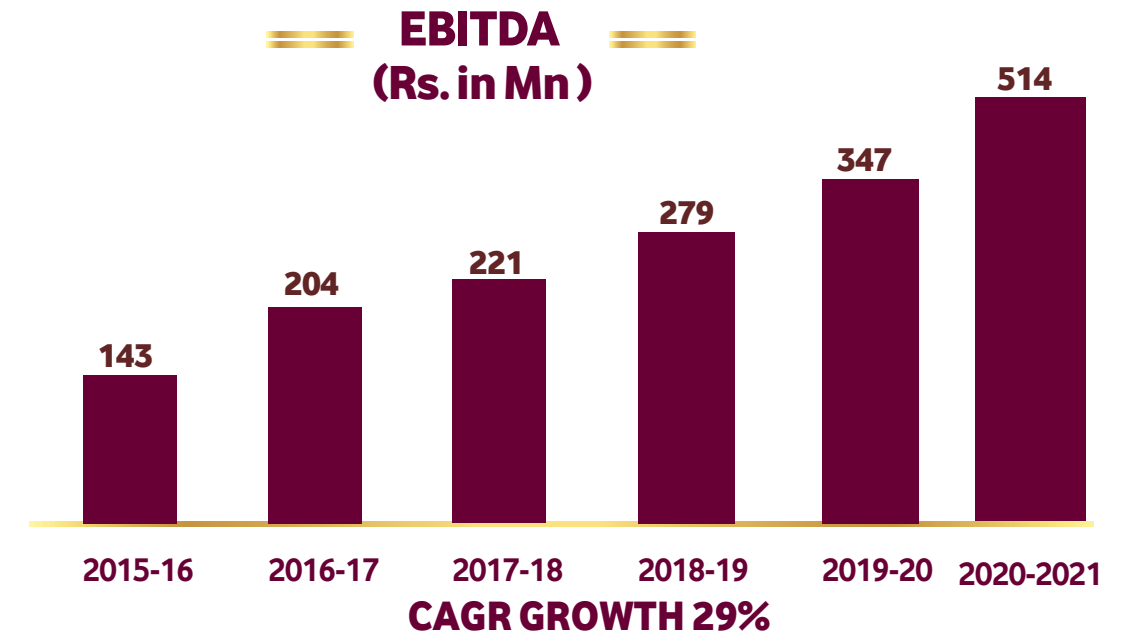
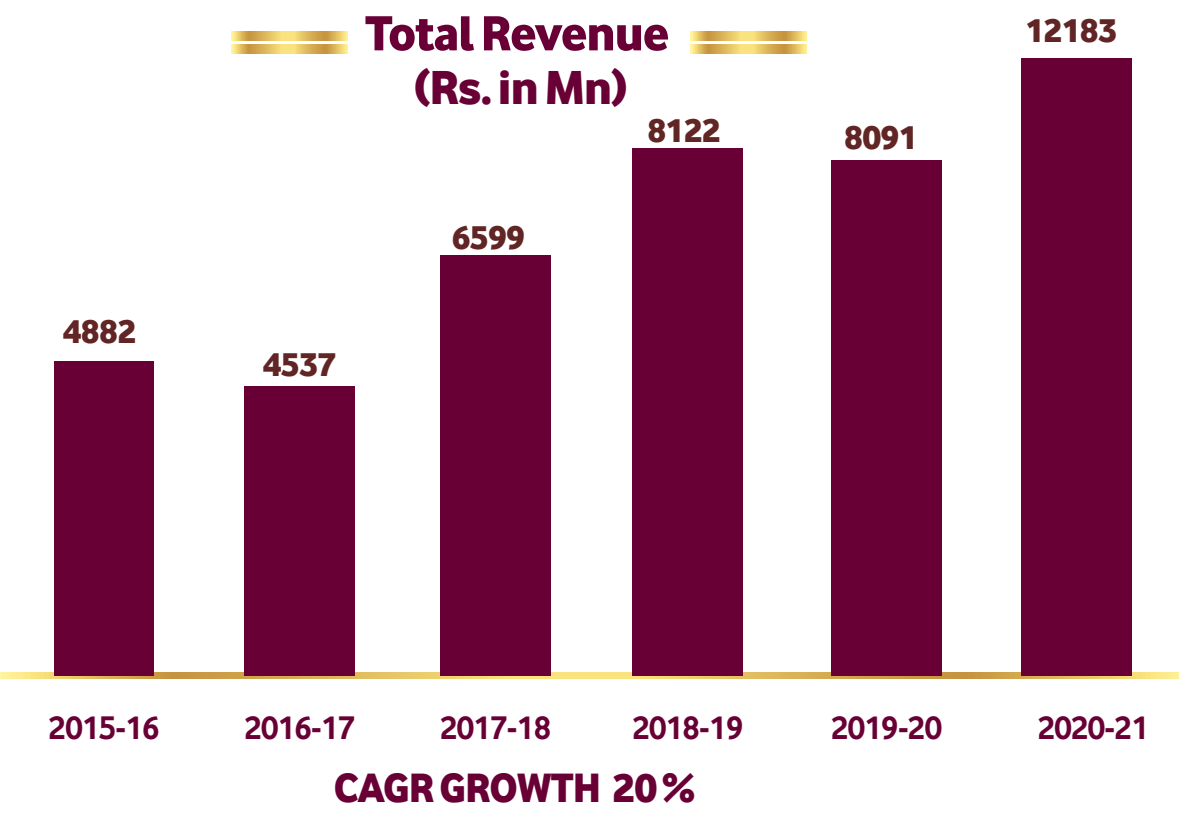
	<b>Year Ended</b>	
<b>ASSETS</b>	<b>31.03.2021</b> (Rs. in Mn.)	<b>31.03.2020</b> (Rs. in Mn.)
<b>Non-Current Assets</b>		
Property, Plant and Equipments – Tangible Assets	279.71	262.53
Right to Use Assets	141.87	34.21
Capital Work in Progress	2.50	5.66
Other Intangible assets	0.07	0.08
Intangible assets under development	1.81	0.00
Other Financial Assets	6.95	4.11
Other non-current assets	0.89	0.69
<b>TOTAL (A)</b>	<b>433.81</b>	<b>307.29</b>
<b>Current Assets (B)</b>		
Inventories	3201.72	2299.00
Trade receivables	25.10	10.38
Cash and Cash Equivalents	110.99	22.72
Financial Assets – Others	24.72	8.87
Other current assets	154.61	38.22
<b>TOTAL (A)</b>	<b>3517.14</b>	<b>2379.20</b>
<b>TOTAL ASSETS (A) + (B)</b>	<b>3950.94</b>	<b>2686.49</b>

# CONSOLIDATED BALANCE SHEET - EQUITY & LIABILITIES

	Year Ended	
EQUITY & LIABILITIES	31.03.2021 (Rs. in Mn.)	31.03.2020 (Rs. in Mn.)
<b>Non-current Liabilities(A)</b>		
Borrowings	103.31	51.13
Other financial liabilities	106.59	16.42
Provisions	9.32	7.67
Deferred tax liabilities (Net)	8.75	8.39
<b>TOTAL (A)</b>	<b>227.97</b>	<b>83.60</b>
<b>Current Liabilities (B)</b>		
Borrowings	1434.32	903.60
Trade payables	778.00	584.80
Other Financial Liabilities	45.42	24.08
Other Current Liabilities	494.44	393.24
<b>TOTAL (B)</b>	<b>2752.18</b>	<b>1905.72</b>
<b>EQUITY (C)</b>		
Equity Share Capital	222.55	222.55
Other Equity	748.25	474.61
<b>TOTAL (C)</b>	<b>970.79</b>	<b>697.16</b>
<b>GRAND TOTAL (A)+(B)+(C)</b>	<b>3950.94</b>	<b>2686.49</b>

The Company has adopted IND-AS for the first time in the FY. 2020-21, accordingly the previous year figures have been re-classified/re-grouped/adjusted accordingly.

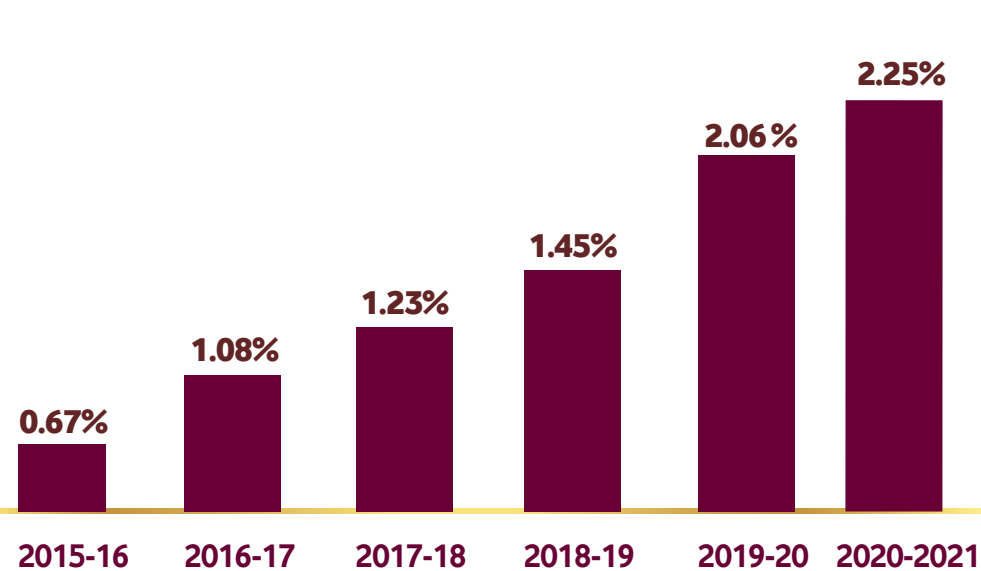
# D.P. ABHUSHAN – FINANCIAL GROWTH IN LAST 6 YEARS



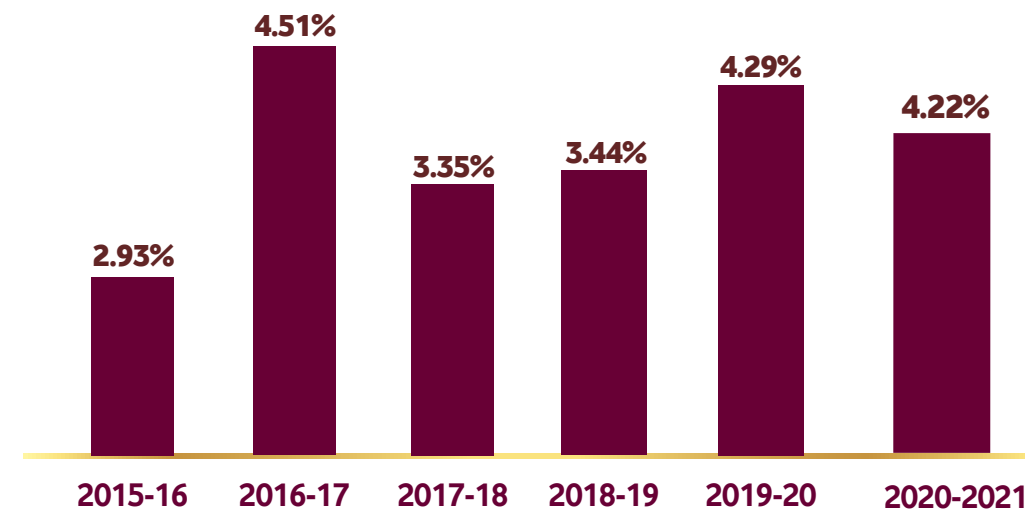
Figures of FY. 2015-16 and FY. 2016-17 are based on restated financial statements of the Company as mentioned in its Prospectus dated Sept. 26 2017

# ON A JOURNEY OF CONTINUOUS FINANCIAL GROWTH

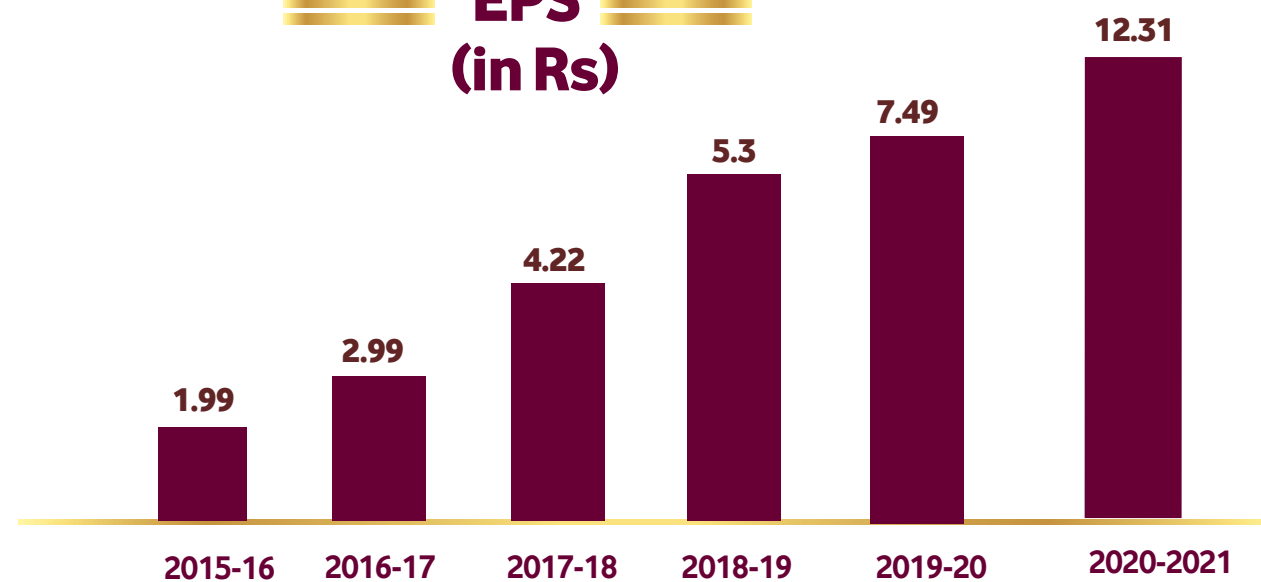
## PAT Margin (in %)



## EBITDA Margin (in %)



## EPS (in Rs)



Figures of F.Y. 2015-16 and F.Y. 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 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 weighted average basis, which eliminates the impact of high fluctuation in gold prices to a certain extent, and thus makes Company more competitive in financial terms.

# THE FUTURE OUTLOOK OF INDIAN JEWELLERY SECTOR



## **GDP CONTRIBUTION**

As of February 2021, India's gold and diamond trade contributed ~7.5% to India's Gross Domestic Product (GDP) and 14% to India's total merchandise exports.



## **MARKET SIZE**

In 2019, India's gems & jewellery export sector—which is one of the largest in the world—contributed ~27% to the global jewellery consumption.



## **POPULATION**

India's middle-class population is expected to increase to 1,250 million in 2048 from 270 million in 2018



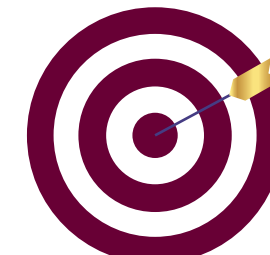
## **SCHEME**

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.



## **BIS HALLMARKING SCHEME**

The Government made hallmarking mandatory for Gold Jewellery and Artefacts. A period of one year is provided for implementation, i.e. until January 2021 w.e.f. 15-June-2021.



## **ONLINE SELLING BY GEMS & JEWELLERY RETAILERS**

Jewellery players in India are re-evaluating the brick-and-mortar business model and planning to implement omni-channel approach with focus on digital strategy to boost sales.



# 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**

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

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**Best Ring of the year 2019**

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

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

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

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**Best Lifestyle Excellence Awards Indore 2020**

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**Most Innovative Marketing Campaign**

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**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.”



**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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## CORPORATE ADVISOR



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