



D.P. Jewellers

A BOND OF TRUST SINCE 1940

A VENTURE OF D.P. ABHUSHAN LIMITED

**EARNINGS PRESENTATION
Q1 | FY22**

“REJUVENATING ROOTS
SUSTAINING VALUES”

**D.P. ABHUSHAN
LIMITED**

Website: 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



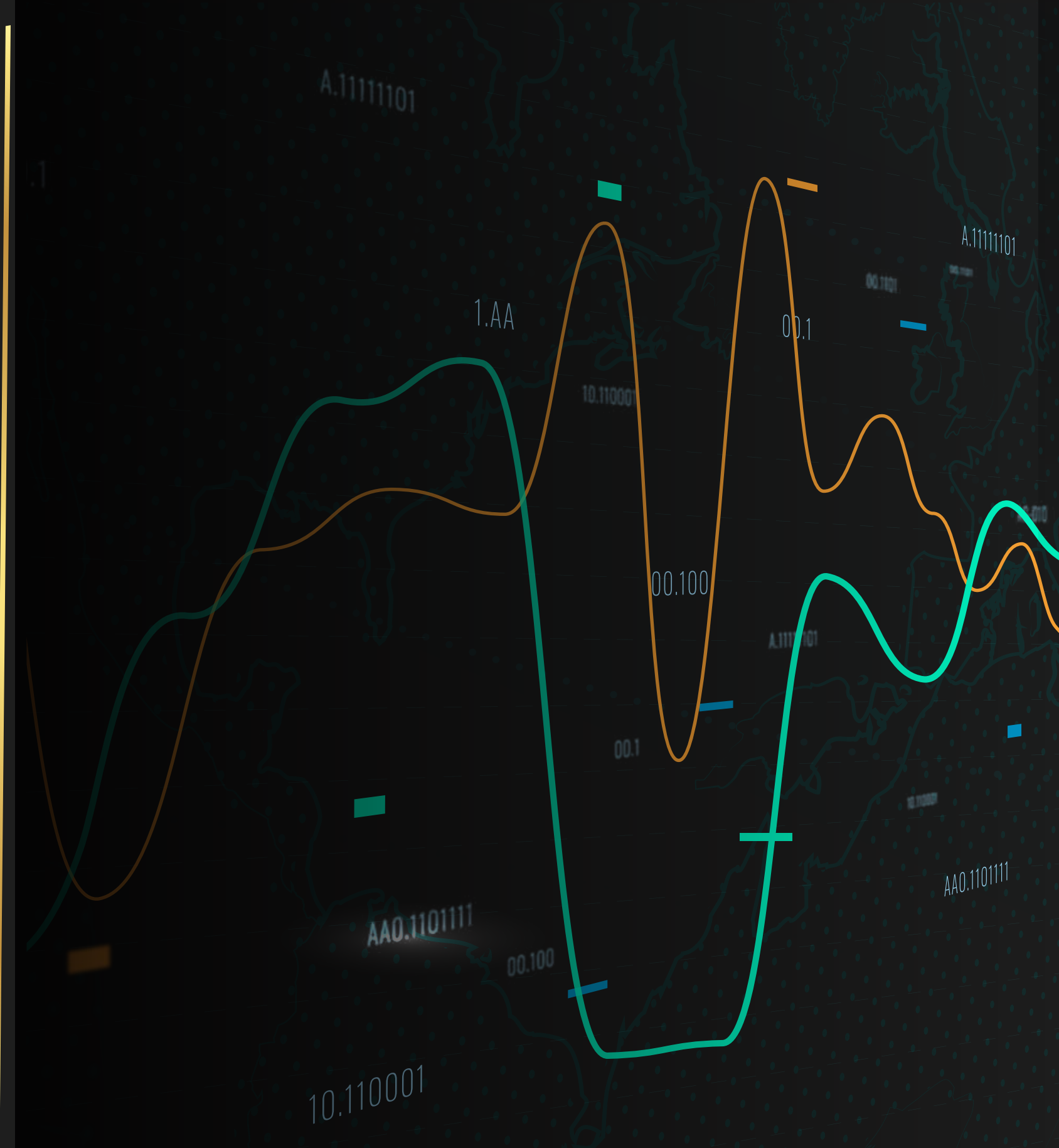
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WE ARE ONE OF THE FASTEST GROWING LISTED COMPANY IN THE RETAIL JEWELLERY SEGMENT

S. No.	Companies	CAGR Growth in terms of PAT	CAGR Growth in terms of Revenue
01	D.P. Abhushan Limited	53.78%	28.00%
02	Thangamayil Jewellery Limited	57.84%	8.90%
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.





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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

Q1 | F.Y. 2021-22



FINANCIAL HIGHLIGHTS - Q1 F.Y. 22

INCOME

₹ **1753.56**
Mn

INCREASE BY
 322% Y-o-Y

EBITDA

₹ **104.00**
Mn

INCREASED BY
 53.14% Y-o-Y

EBITDA Margin

5.93 %

DECREASE BY
 63.71% Y-o-Y

PAT

₹ **42.64**
Mn

INCREASED BY
 31.13% Y-o-Y

PAT Margin

2.43%

INCREASE BY
 68.92% Y-o-Y

EPS

₹ **1.92**

HIGHER BY
 31.13% Y-o-Y

Q1FY22 – KEY HIGHLIGHTS

The Company has witnessed stellar performance in terms of revenue and strong growth in quarterly results as compared to last financial year despite having contraction in demand due to global pandemic.

Mr. Santosh Kataria, Whole Time Director of the company is very hopeful that the effect of pandemic shall gradually wear off and complete normalcy will be restored, our revenues has picked up gradually post 2nd wave of pandemic. With an agile brand and customer centric approach we are confident of achieving the new highs in our top line as our revenue generating opportunities will increase in forthcoming wedding and festive season.

Total Revenue for the Q1FY2122 is Rs. 1753.39 Mn., up by 322% as compared to Q1FY2021.

PAT for the Q1FY2122 up by 31.13% at Rs. 42.65 Mn as against Rs. 32.52 Mn. in Q1FY2021 on account of reduction in operational & interest expenses and increase in price of gold.

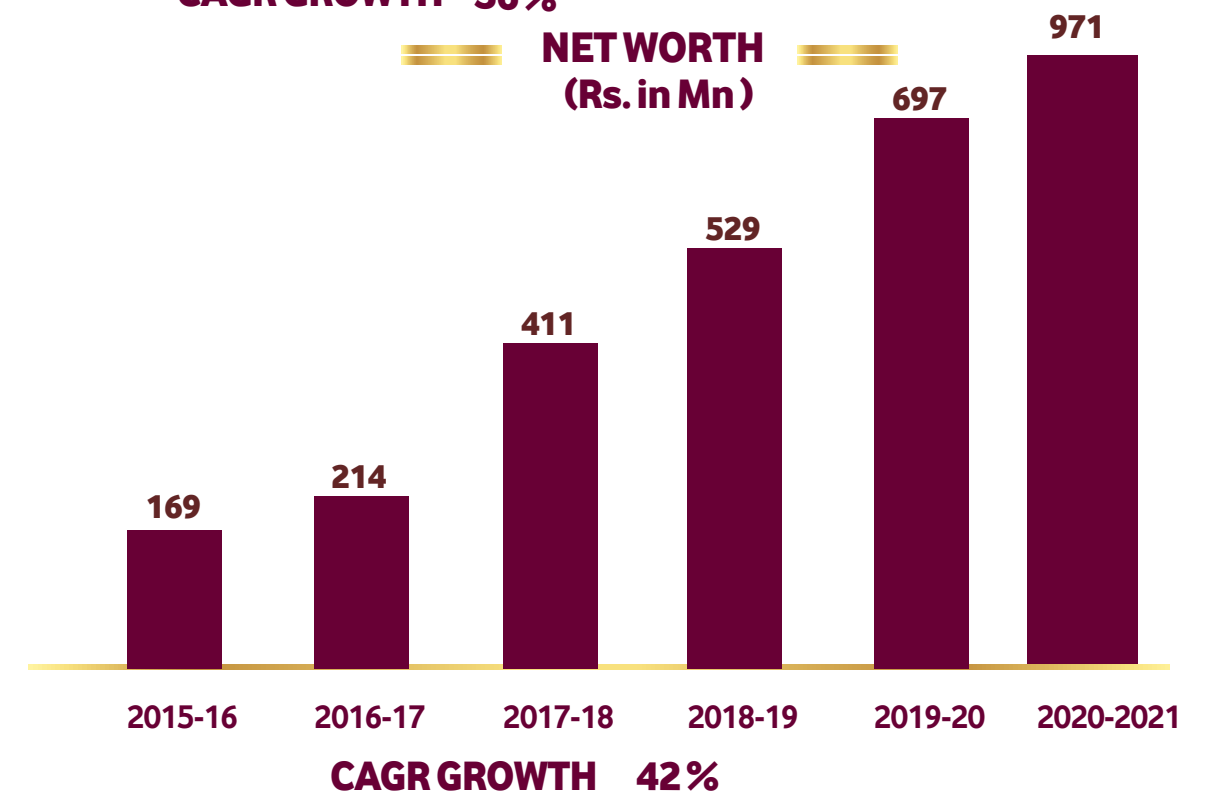
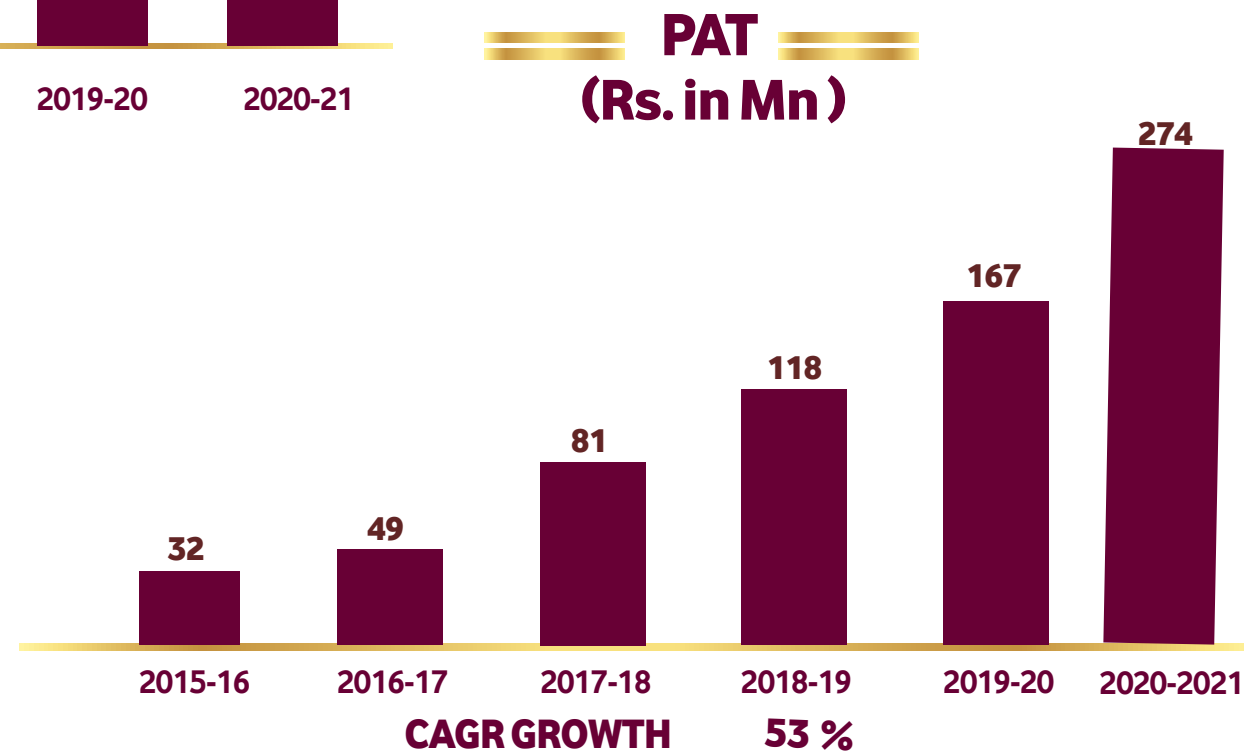
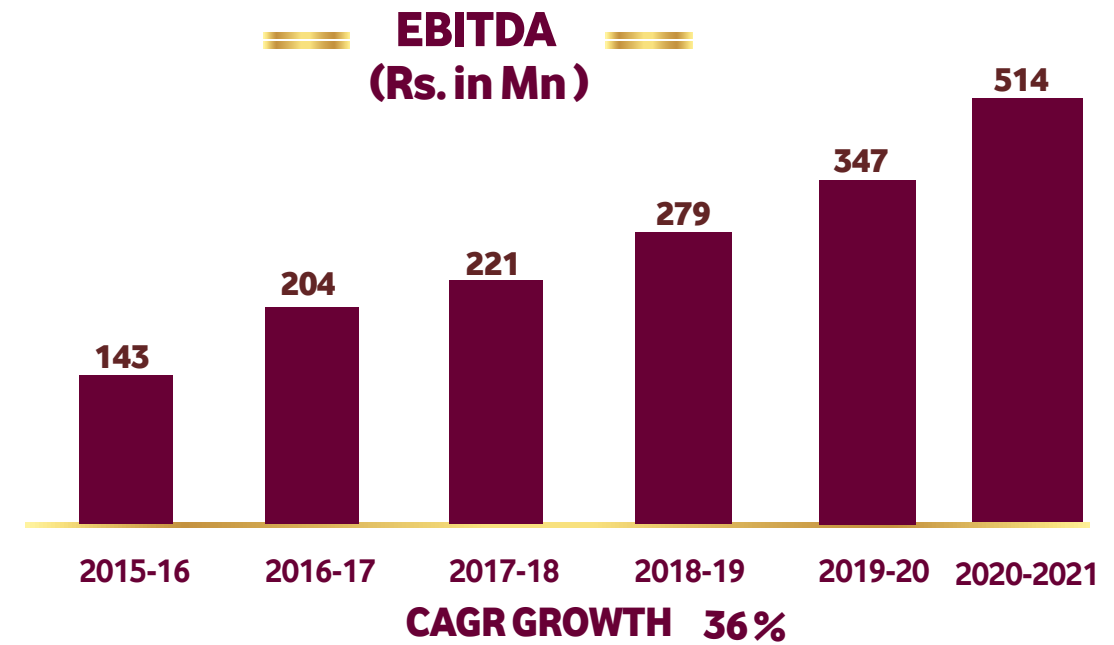
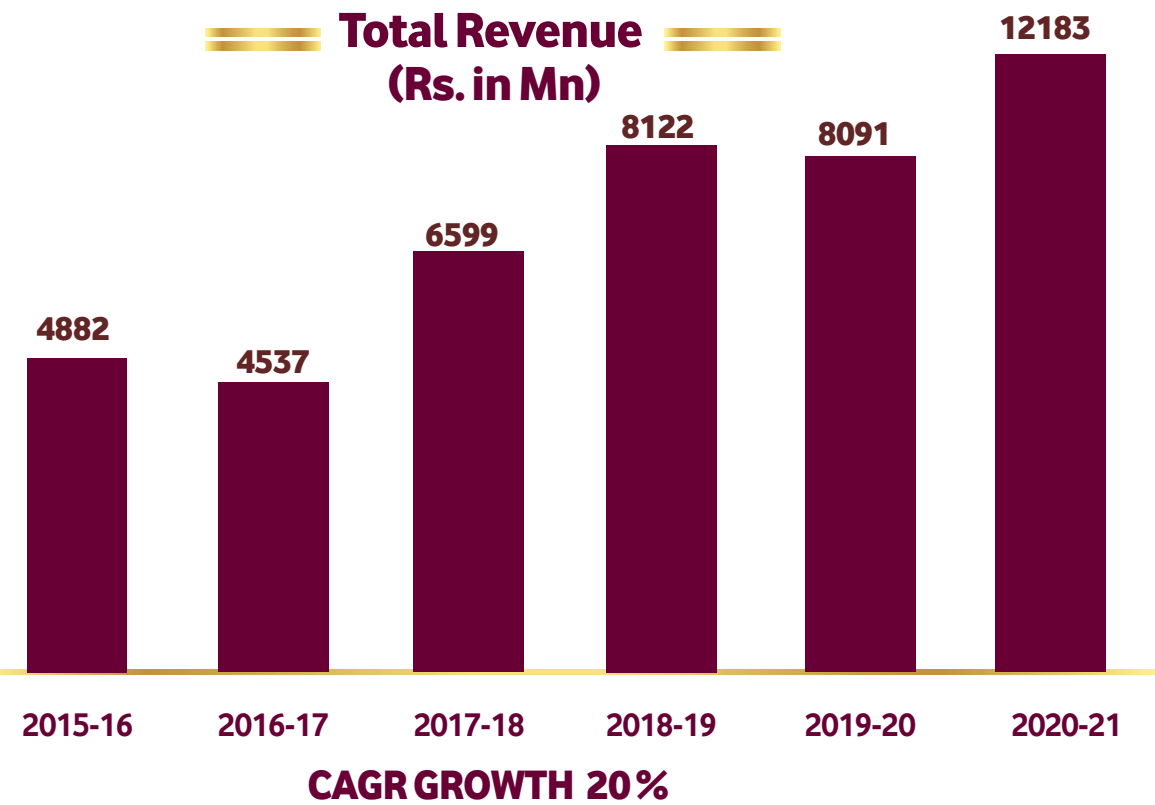
Basic EPS increased to Rs. 1.92 (up by 31.13% as compared to Q1FY2021).

CONSOLIDATED STATEMENT OF P&L FOR Q1 FY 22

Quarter Ended

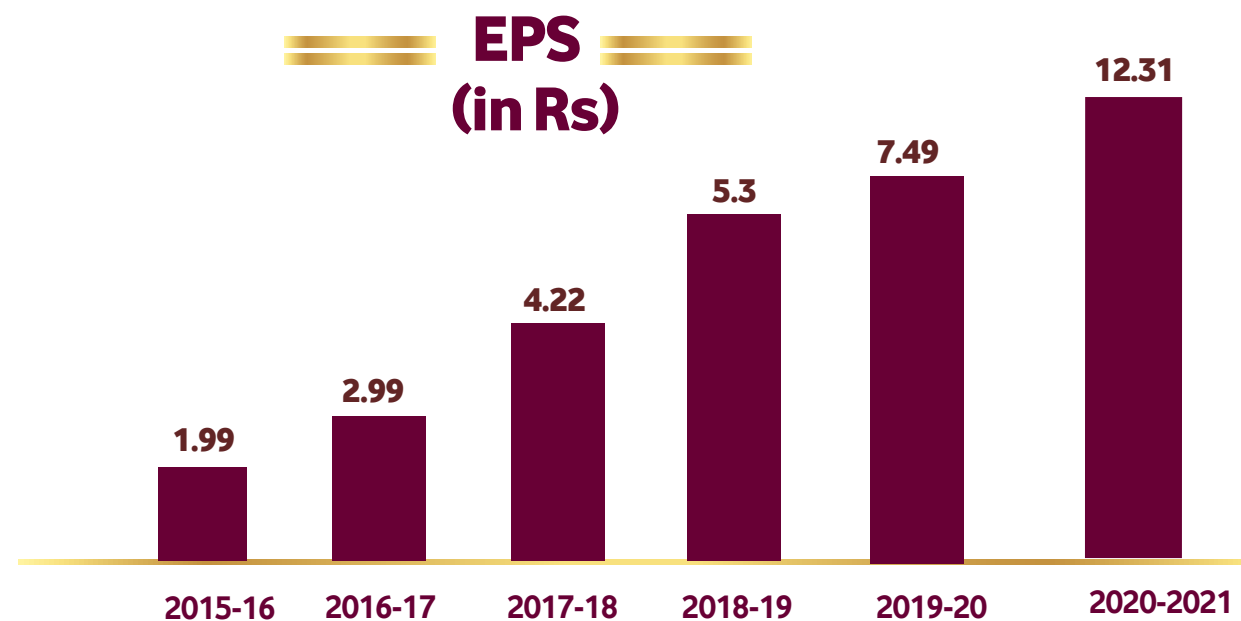
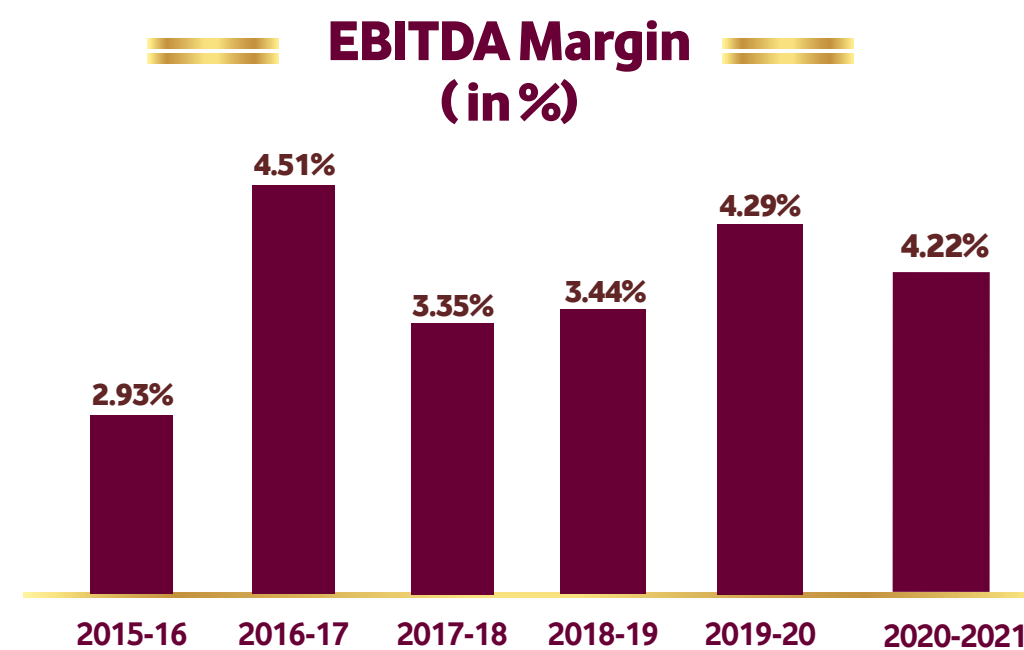
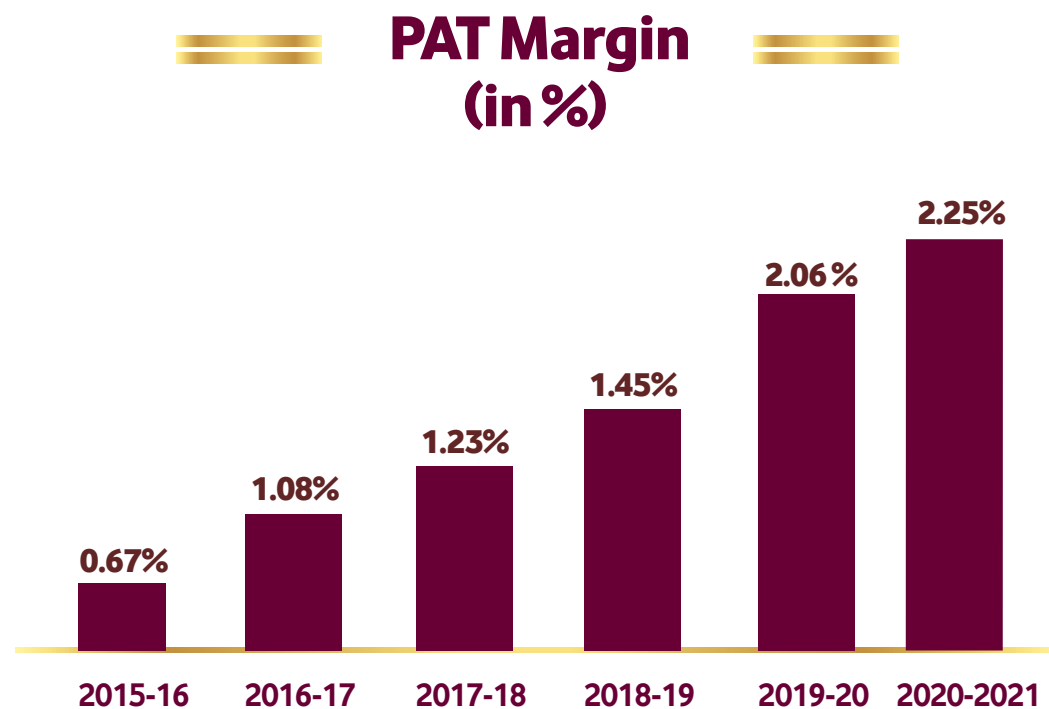
Particulars	30.06.2021	30.06.2020	Change(in%)
	(Rs. in Mn.)	(Rs. in Mn.)	
Revenue from Operations	1753.39	415.61	321.89%
Other Income	0.16	0.00	-
Total Income (I+II)	1753.56	415.61	321.93%
Expenses			
Cost of materials consumed	481.81	52.72	813.90%
Purchase of Stock in trade	999.48	10.36	9551.94%
Change in inventories	114.75	245.08	-53.18%
Employee benefits expense	30.63	22.41	36.65%
Finance Costs	34.88	19.10	82.65%
Depreciation and amortisation	11.89	5.30	124.22%
Other Expenses	22.89	17.13	33.65%
Total Expenses	1696.32	372.09	355.89%
Profit/ Loss before tax	57.24	43.51	31.54%
Total Tax Expenses	14.59	11.00	32.72%
Net Profit/Loss after tax	42.64	32.52	31.13%
% on Revenue	2.43%	7.82%	-
EBITDA	104.00	67.91	53.14%
% on Revenue	5.93%	16.34%	-

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



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.

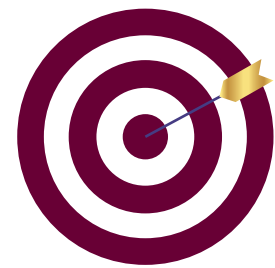


We monitor the Gold price on a regular basis using pricing trends and forecasts from internationally reputed news agencies and international factors.



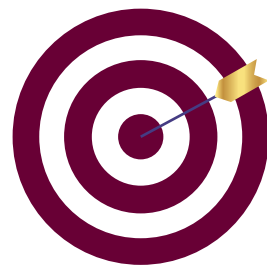
To mitigate the risk of gold price fluctuation, we follow the practice of buying the same quantity of gold which is sold by us on daily average basis. This practice acts as a natural hedging against gold price fluctuation. Moreover, unlike many other listed Companies, the cost of our gold inventories 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



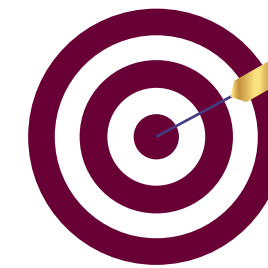
GDP CONTRIBUTION

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.



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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.”



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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