



D.P. Jewellers

A BOND OF TRUST SINCE 1940

A VENTURE OF D.P. ABHUSHAN LIMITED

Earnings presentation
H1 | F.Y. - 2020-21

“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 (in last 4 F.Y.)	CAGR Growth in terms of Revenue (in last 4 F.Y.)
01	D.P. Abhushan Limited	35.50%	15.73%
02	Thangamayil Jewellery Limited	34.51%	6.92%
03	Titan Company Limited	20.96%	12.59%
04	TBZ Limited	9.79%	1.58%
05	Rajesh Exports Limited	-0.81%	-5.20%
06	PC Jewellers Limited	-33.36%	-11.48%

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 two magnificent stores in Ujjain & Bhilwara and we will be launching one more aesthetically built maiden retail store in Kota by the end of Mar.'21.

07*

Retail Stores

30,900

Sq. Ft. Area

90%

Average Conversion rate of
Customer Footfalls

+350

Employees

95k

Footfall p.a.

**UPCOMING
SHOWROOM**

Kota

*** WITH ADDITION OF ONE NEW STORE, WE WILL 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)



NEWLY LANUCHED **SHOWROOM AT BHILWARA**



SHOWROOM AT UDAIPUR



SHOWROOM AT UJJAIN



SHOWROOM AT RATLAM



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FINANCIAL HIGHLIGHTS

FINANCIAL HIGHLIGHTS - H1 F.Y. 21

INCOME

**₹ 2137.31
Mn**

LOWER BY
36.94% Y-o-Y

EBITDA

**₹ 186.02
Mn**

INCREASED BY
31.06% Y-o-Y

EBITDA Margin

8.70 %

UP BY
107.84% Y-o-Y

PAT

**₹ 103.12
Mn**

INCREASED BY
52.68% Y-o-Y

PAT Margin

4.82 %

UP BY
142.13% Y-o-Y

EPS

₹ 4.63

HIGHER BY
52.68% Y-o-Y

H1FY21 – KEY OPERATIONAL HIGHLIGHTS

The Company successfully launched its two new aesthetic jewellery showrooms at Ujjain, M.P. and Bhilwara, Rajasthan in Aug.'20 and Oct.'20 respectively.

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

Company's plans to open new new retail store in Kota by end of Mar.'21 remains intact.

On account of COVID-19 pandemic and lockdown, the total Revenue for the half year remained to Rs. 213.73 Cr., down by almost 37% as compared to H1FY20.

PAT for the half year expanded by 52.7% to Rs. 10.3 Cr. as against Rs. 6.8 Cr. in last H1FY20 on account of reduction in operational & interest expenses and increase in price of gold.

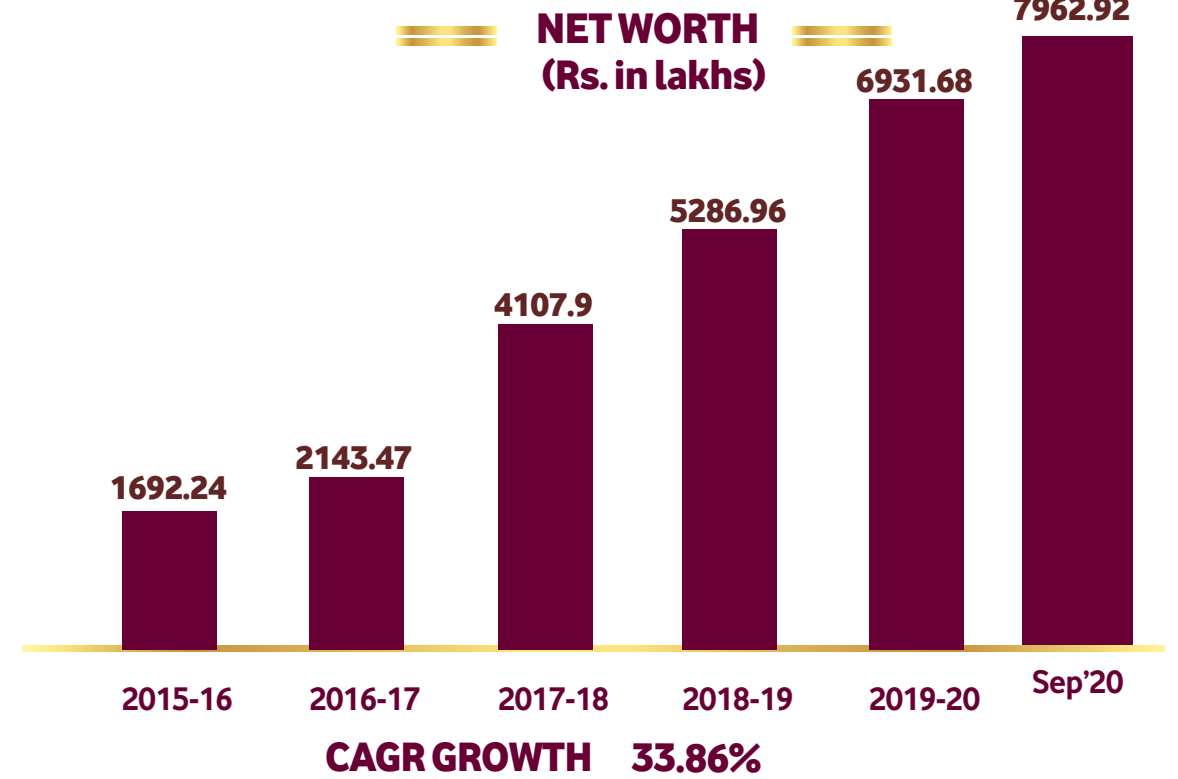
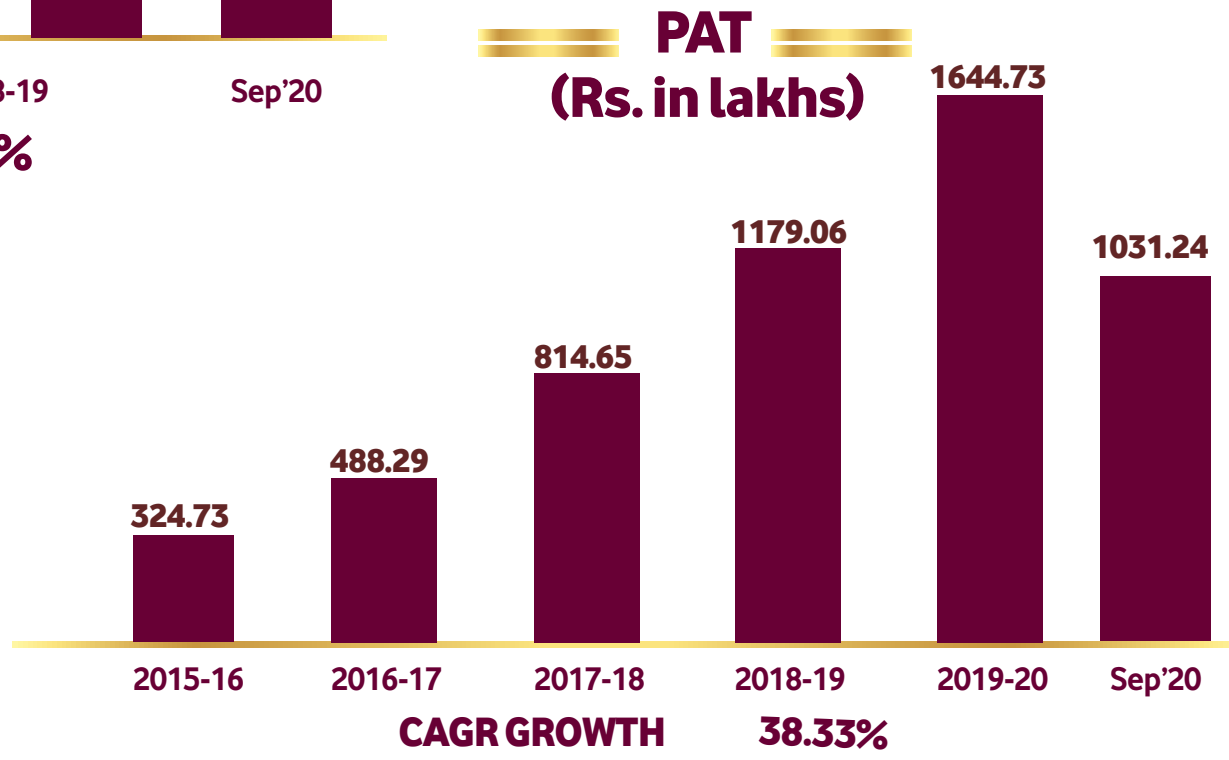
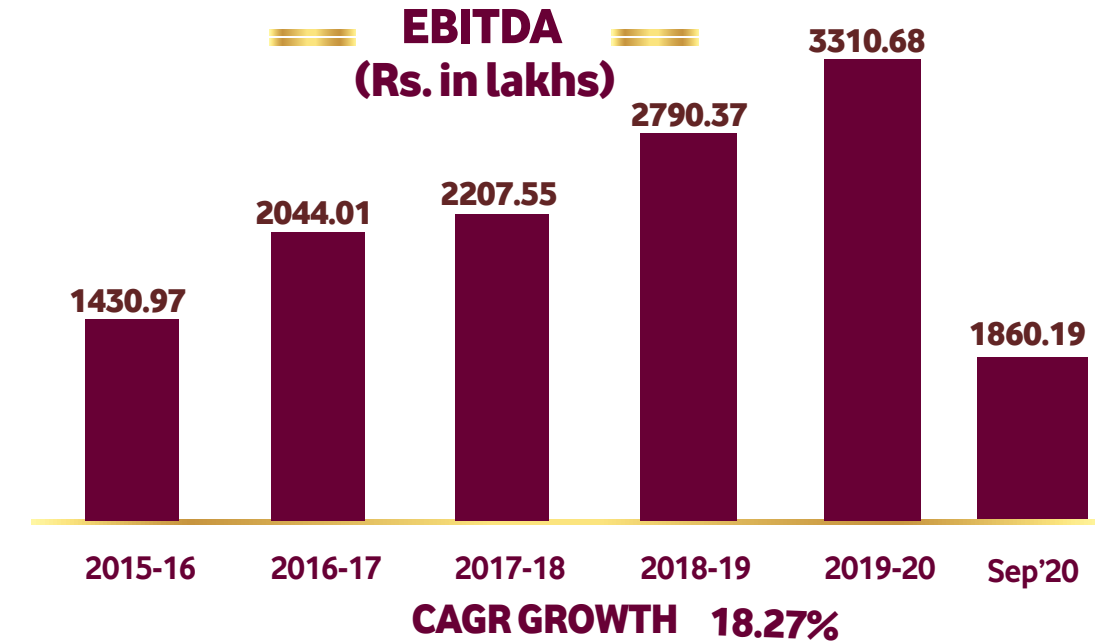
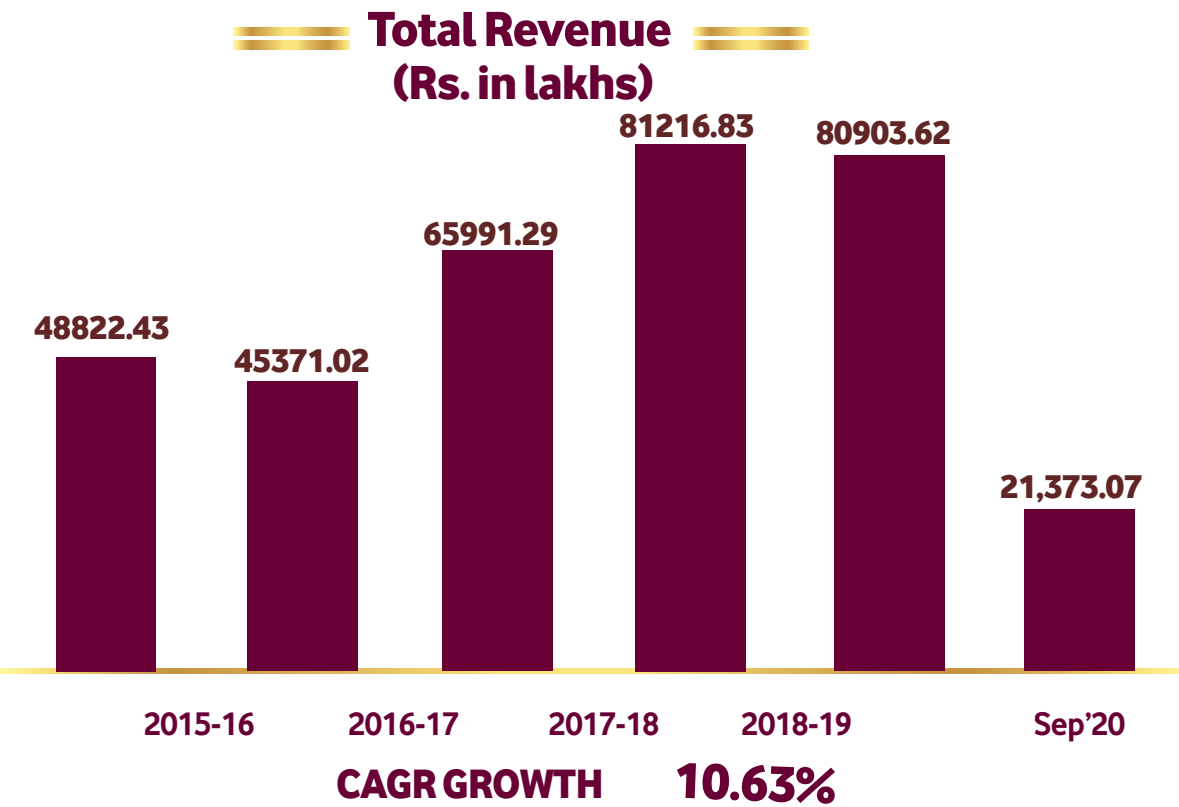
By the end of FY 21, the Company will be offering to the tech savvy generation of online shoppers, daily wear, light weight lower price point jewellery on its own e-commerce platform, which will have state of the art technological features appealing to the young customers.

Basic EPS increased to Rs. 4.63 (up by 52.7% as compared to H1FY20).

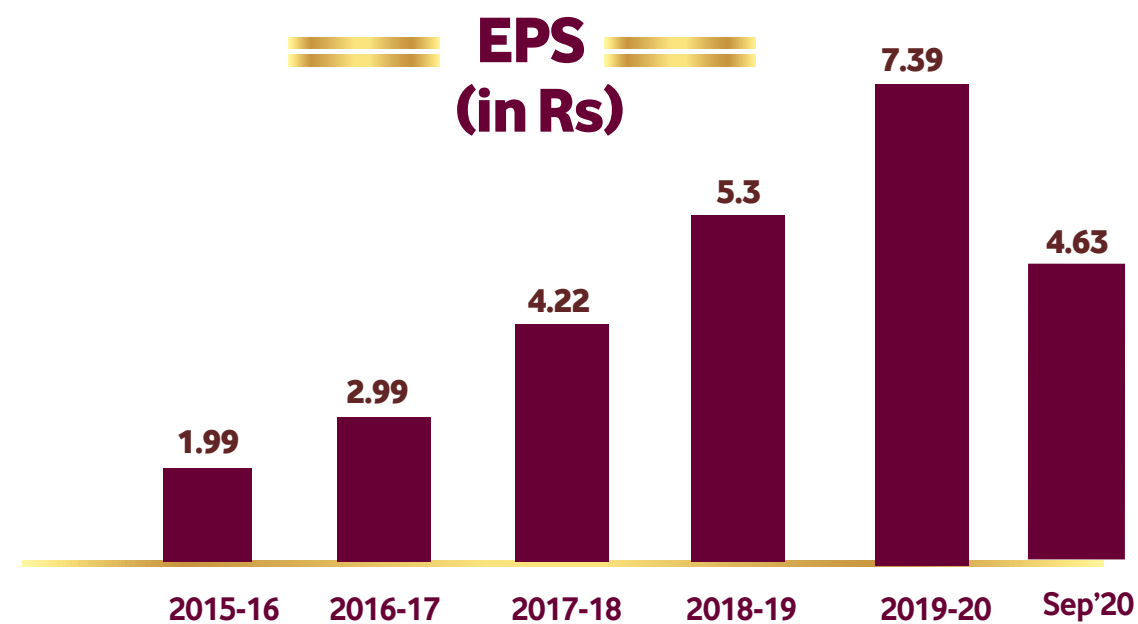
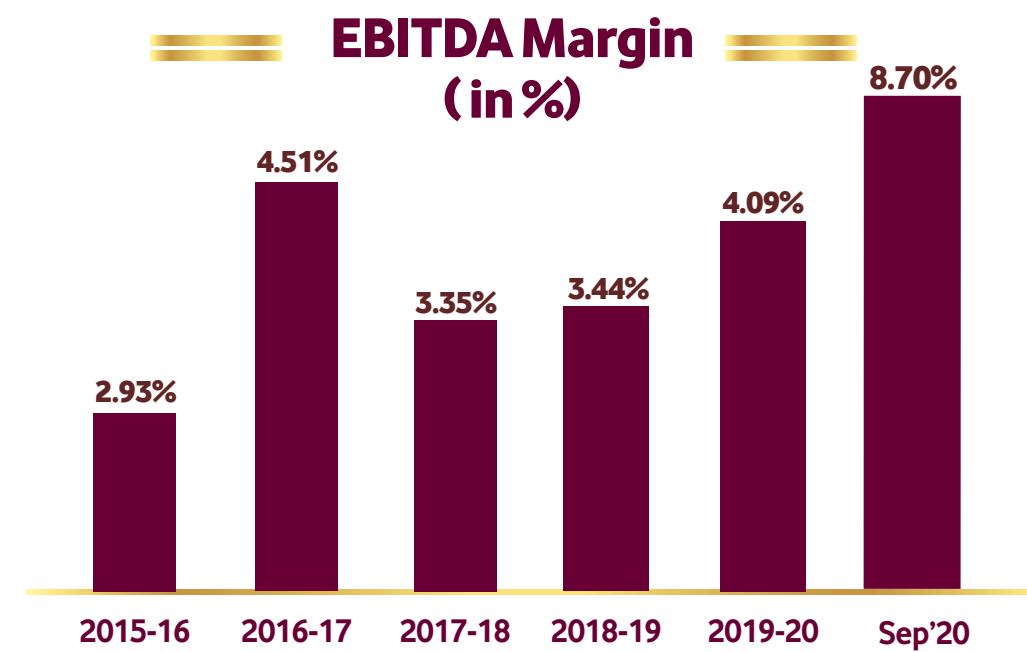
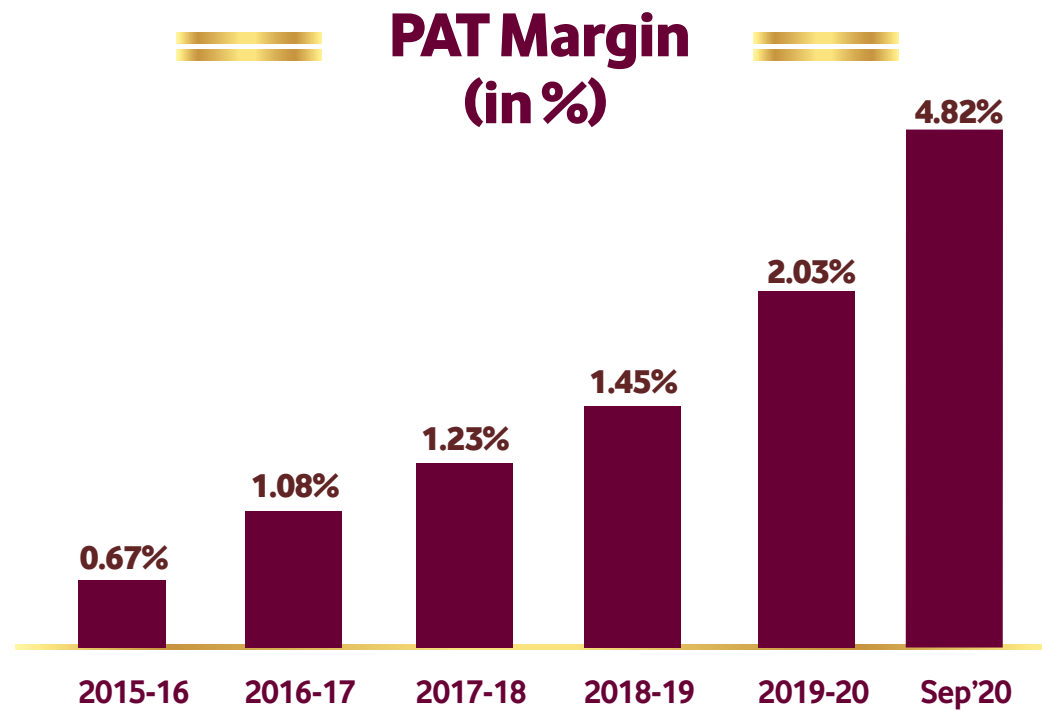
CONSOLIDATED STATEMENT OF P&L FOR Q2 FY 21

Particulars	Half year Ended		Year Ended	
	30.09.2020 Rs. in Lakhs	31.03.2020 Rs. in Lakhs	30.09.2019 Rs. in Lakhs	31.03.2020
Revenue from Operations	2,137.11	4,696.69	3,389.46	8,086.16
Other Income	0.20	4.2	0.01	4.21
Total Income (I+II)	2,137.31	4,700.89	3,389.47	8,090.36
Expenses				
Cost of materials consumed	301.11	741.54	854.15	1,595.69
Purchase of Stock in trade	1,611.08	3,791.29	2,512.49	6,303.79
Change in inventories	-72.77	-205.82	-257.67	-463.49
Employee benefits expense	50.01	57.23	55.65	112.88
Finance Costs	37.39	45.54	43.99	89.53
Depreciation and amortisation	10.50	13.04	8.16	21.21
Other Expenses	61.86	127.52	82.9	210.43
Total Expenses	1,999.18	4,570.35	3,299.68	7,870.03
Profit/ Loss before tax	138.13	130.55	89.79	220.33
Total Tax Expenses	-35.01	-33.62	-22.25	-55.86
Net Profit/Loss after tax	103.12	96.93	67.54	164.47
% on Revenue	4.82%	2.06%	1.99%	2.03%
EBITDA	186.02	189.13	141.94	331.07
% on Revenue	8.70%	4.02%	4.19%	4.09%

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



ON A JOURNEY OF CONTINUOUS FINANCIAL GROWTH



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.

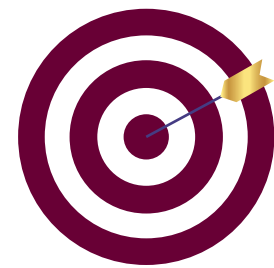


We monitor the Gold price on a regular basis using pricing trends and forecasts from internationally reputed news agencies and international factors.



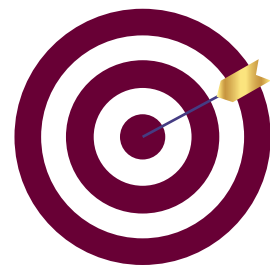
To mitigate the risk of gold price fluctuation, we follow the practice of buying the same quantity of gold which is sold by us on a daily average basis. This practice acts as a natural hedging against gold price fluctuation. Moreover, unlike many other listed Companies, the cost of our gold inventories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