

D.P. ABHUSHAN LIMITED

CIN : U74999MP2017PLC043234

February 22, 2021

National Stock Exchange of India Limited
Exchange Plaza
BKC, Bandra (East)
Mumbai - 400-051

Scrip Code - DPABHUSHAN

Dear Sir/Madam,

Pursuant to Regulation 30 and other applicable regulations of the SEBI (Listing Obligations and Disclosure Requirements), 2015, we hereby submit the Investor Presentation of the company for the third quarter ended December 31, 2020 for information of public at large. The same has been uploaded on the website of the Company www.dpjewellers.com.

The above is for your kind information and records.

Thanking You,

Yours faithfully,

For D.P. Abhushan Limited

For- D.P. Abhushan Limited

Authorised Signatory

Chief Financial Officer



D.P. Jewellers

A BOND OF TRUST SINCE 1940

Registered Office : 138, Chandni Chowk, Ratlam (M.P) - 457001 | T : +91 7412 408900



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



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

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



Exclusive collection of
BIS/IGI certified jewellery

Buyback
Guarantee

In-house facility for
jewellery processing in
Ratlam

4-5 New Jewellery lines
launched each year

+50K
Jewellery Designs

Efficient team of
CAD designers



D.P. Jewellers

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A VENTURE OF D.P. ABHUSHAN LIMITED

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
01	D.P. Abhushan Limited	21.50%	49.94%
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.



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



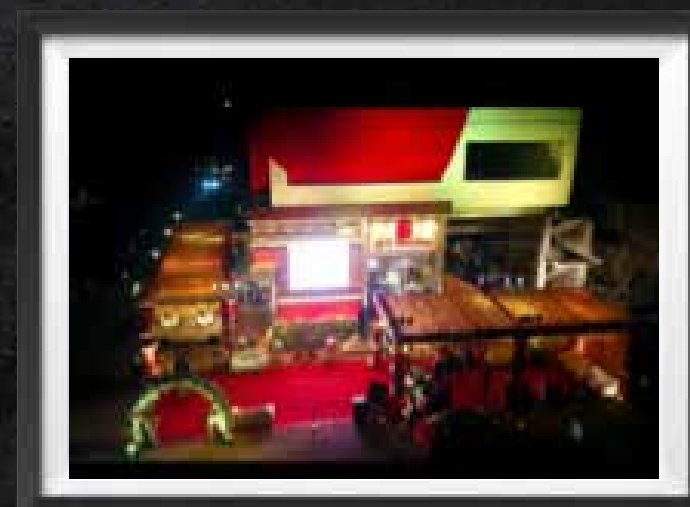
SHOWROOM AT UDAIPUR



SHOWROOM AT UJJAIN



SHOWROOM AT RATLAM



SHOWROOM AT KOTA



D.P. Jewellers

— A BOND OF TRUST SINCE 1940 —

A VENTURE OF D.P. ABHUSHAN LIMITED

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

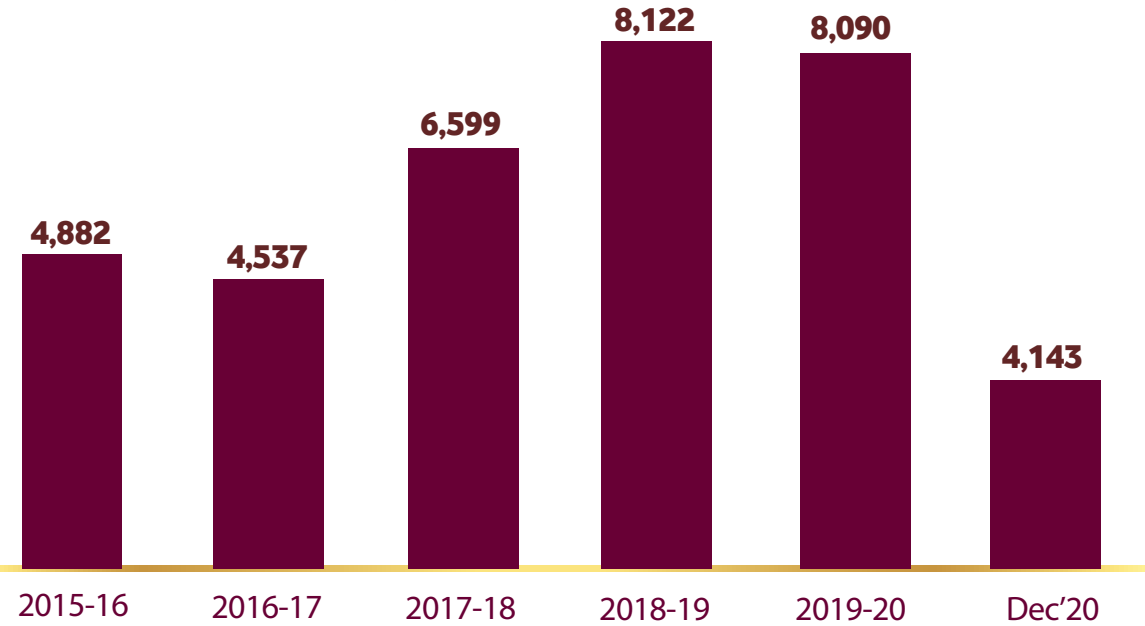
HIGHER BY
110.75% Y-o-Y

CONSOLIDATED STATEMENT OF P&L FOR Q3 FY 21

Particulars	Quarter Ended			Nine months ended
	31.12.2020 Rs. in Mn.	30.09.2020 Rs. in Mn.	31.12.2019 Rs. in Mn.	31.12.2020 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
Total Income (I+II)	4,142.95	1,721.76	2,361.49	6,280.38
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
Total Expenses	4,025.43	1,626.60	2,305.17	6,024.04
Profit/ Loss before tax	117.52	95.16	56.32	256.35
Total Tax Expenses	30.28	23.98	14.88	65.11
Net Profit/Loss after tax	87.24	71.18	41.44	191.23
% on Revenue	2.11%	4.13%	1.75%	3.04%
EBITDA	155.72	122.98	87.38	350.82
% on Revenue	3.76%	7.14%	3.70%	5.59%

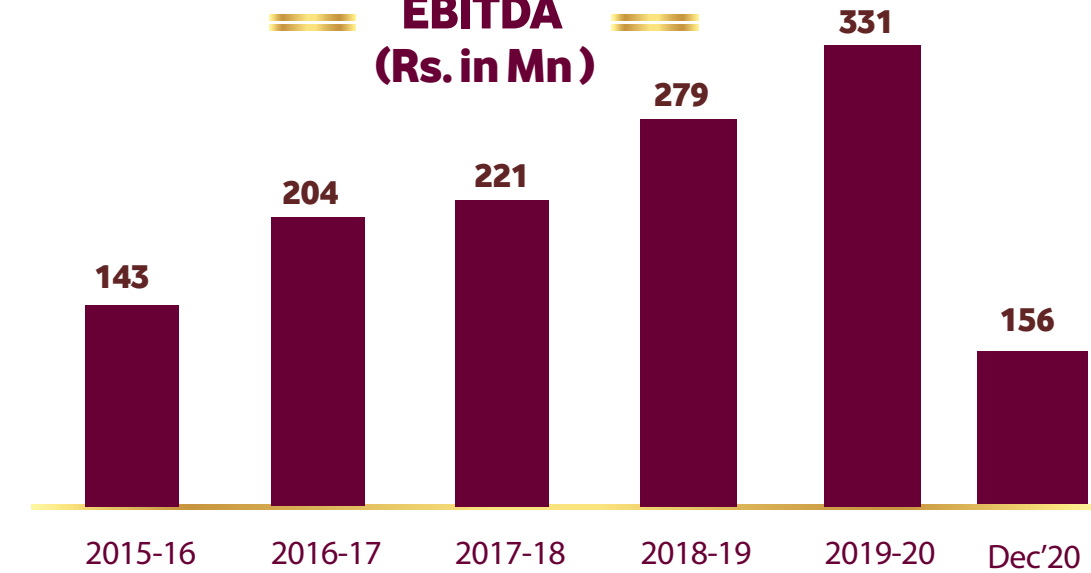
D.P. ABHUSHAN – FINANCIAL GROWTH IN LAST 5 YEARS

Total Revenue (Rs. in Mn)



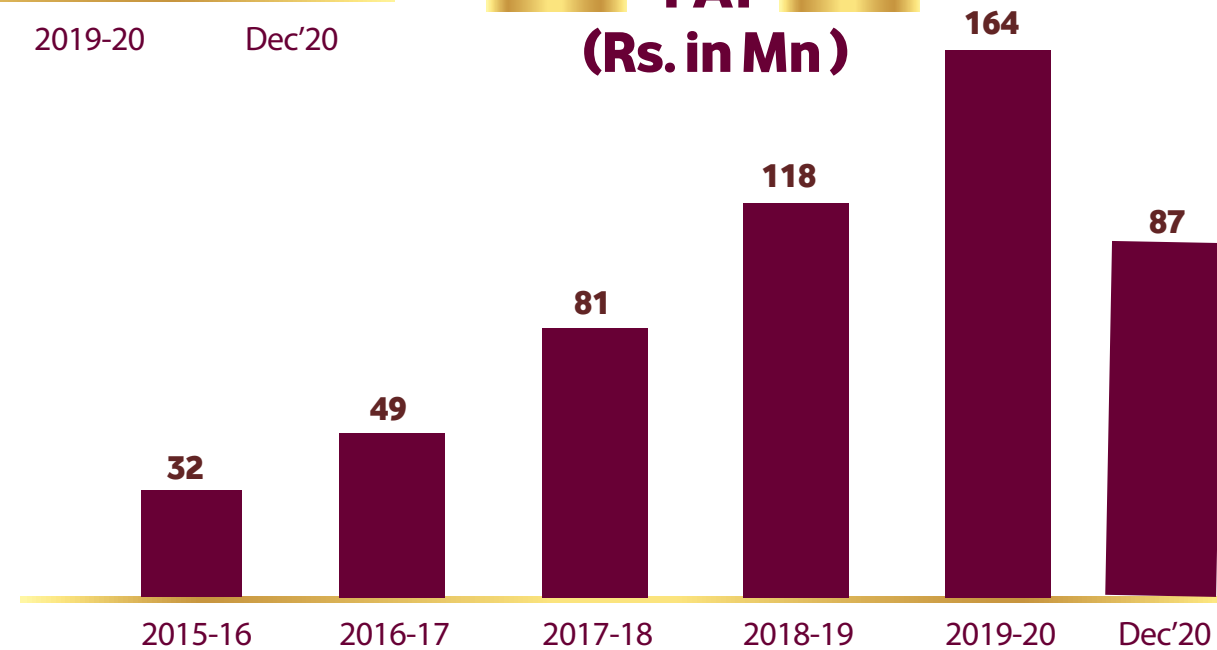
CAGR GROWTH 13.46%

EBITDA (Rs. in Mn)



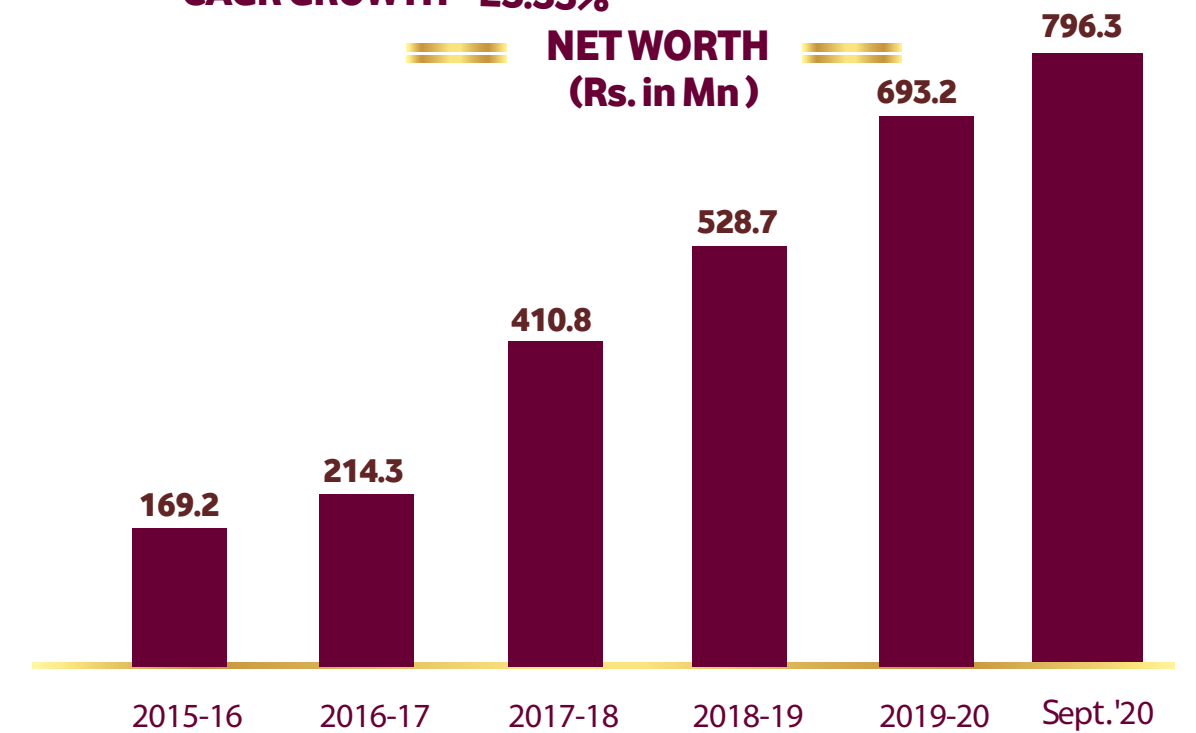
CAGR GROWTH 23.33%

PAT (Rs. in Mn)



CAGR GROWTH 50.02%

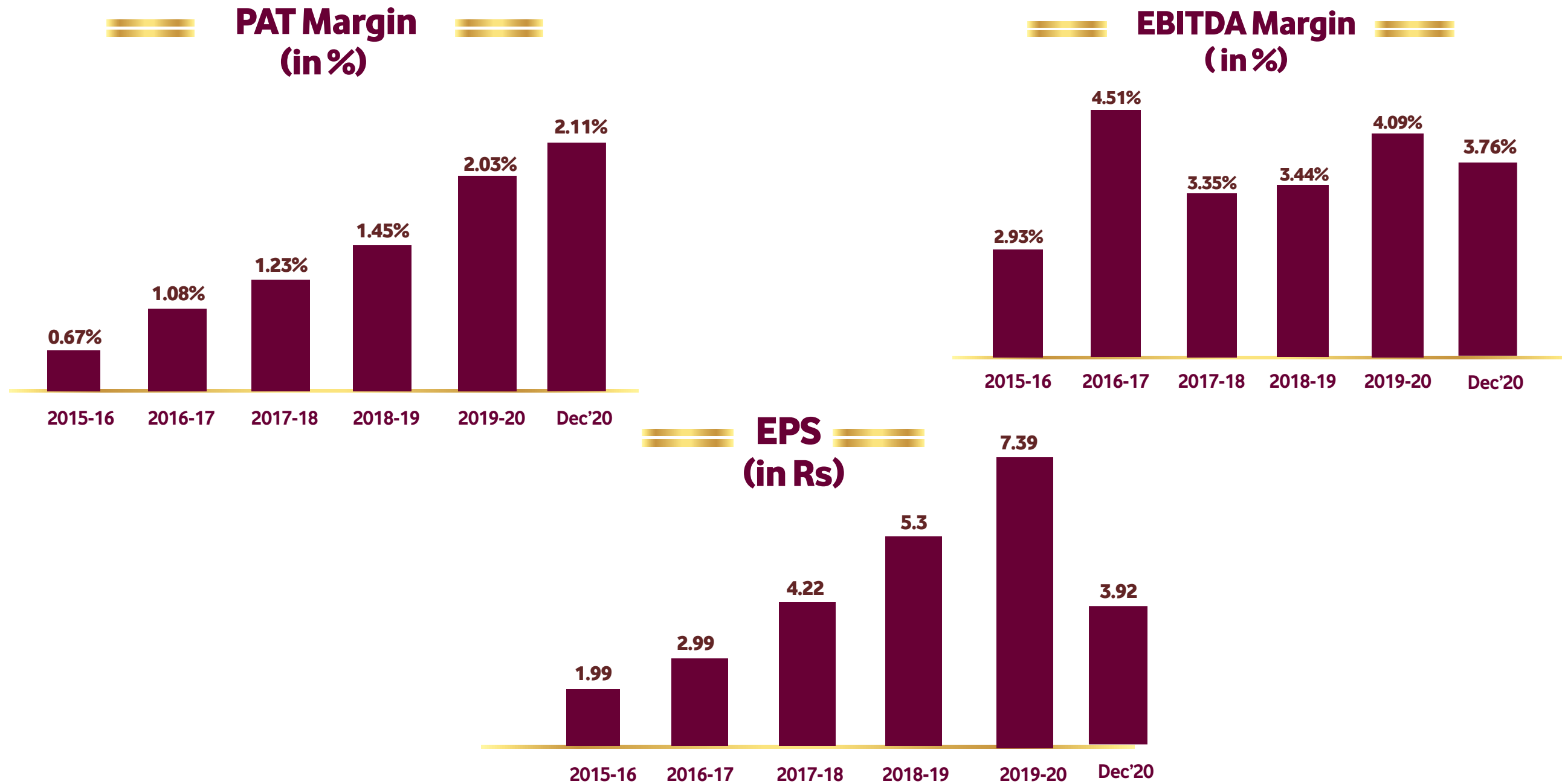
NET WORTH (Rs. in Mn)



CAGR GROWTH 42.26%

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

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.



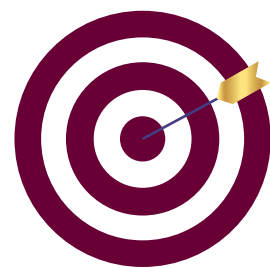
To mitigate the risk of gold price fluctuation, we follow the practice of buying the same quantity of gold which is sold by us on daily average basis. This practice acts as a natural hedging against gold price fluctuation. Moreover, unlike many other listed Companies, the cost of our gold inventories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



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

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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