



RAJESH EXPORTS LIMITED

Mfrs & Exporters of Gold and Diamond Jewellery
4, BATAVIA CHAMBERS, KUMARAKRUPA ROAD
KUMARA PARK EAST, BENGALURU - 1 INDIA
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CIN No. : L36911KA1995PLC017077
Website : www.rajeshindia.com

August 16, 2017

To,
The Manager Listing
Bombay Stock Exchange,
Corporate Service Department
Dalal Street, Mumbai
Scrip Code: 531500

To,
The Manager Listing
National Stock Exchange
Corporate Communication Department
Bandra (EAST), Mumbai
Scrip Symbol: RAJESHEXPO

Sub: Earnings Presentation

Dear Sir/Madam,


Please find attached Earnings Presentation for the quarter ended June 2017.

This is for your information and Record.

Thanking You

Yours Faithfully

For RAJESH EXPORTS LIMITED

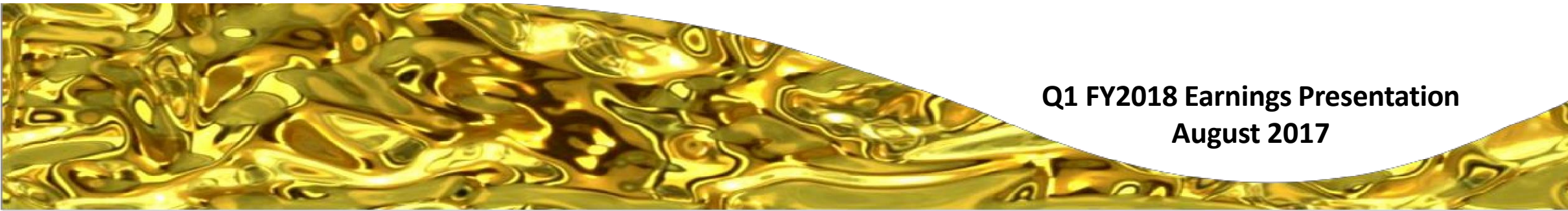

Stuti Agrawal
Company Secretary





RAJESH EXPORTS LTD

GLOBAL PRESENCE IN GOLD AND GOLD PRODUCTS



Q1 FY2018 Earnings Presentation
August 2017



Highlights

Q1 FY2018 Financial Performance (Y-o-Y)

Volume

218 MT

+1.5%

EBITDA

Rs. 4,452 mn

+16.7%

Net Profit

Rs. 2,969 mn

+10.0%



Mr. Rajesh Mehta
Executive Chairman

“I am pleased to announce the financial results of the company. The company has kept up its financial performance in the challenging global business atmosphere. The company has posted lesser revenues but has posted higher profitability signalling the shift of the company towards higher profitability businesses.

The company has focused on adding new designs and improving the products which has yielded better profitability for the company. The company will continue its focus and attention in expansion of its retail business and will increase its reach to the end consumer.”



Financial Summary

Particulars (Rs. Mn)	Q1		y-o-y	Full Year		y-o-y
	FY2018	FY2017	Growth (%)	FY2017	FY2016	Growth (%)
Sales Volume (MT)	218	215	1.5%	900	580	55.2%
Revenue	504,082	589,168	(14.4)%	2,421,320	1,652,114	46.6%
EBITDA	4,452	3,816	16.7%	17,508	17,598	(0.5)%
Margin (%)	0.9%	0.6%		0.7%	1.1%	
Net Profit	2,969	2,699	10.0%	12,459	10,708	16.4%
Margin (%)	0.6%	0.5%		0.5%	0.6%	
Basic EPS (Rs.)	10.05	9.14	10.0%	42.20	36.27	16.3%

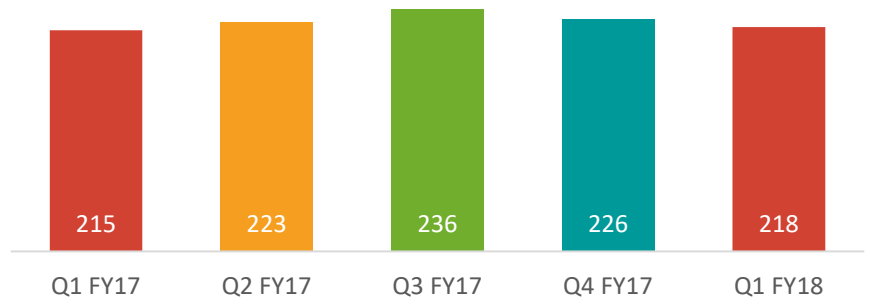
Discussion on y-o-y performance

- In spite of challenging business environment the Company has posted an impressive growth in volume and margins
- Significant improvement in our profitability for the quarter was primarily driven by better product mix

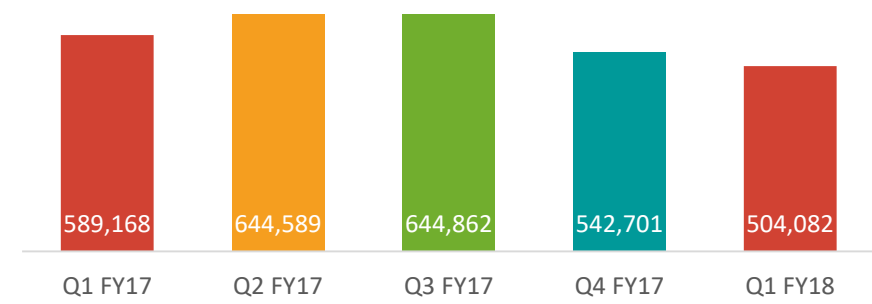


Performance Trend

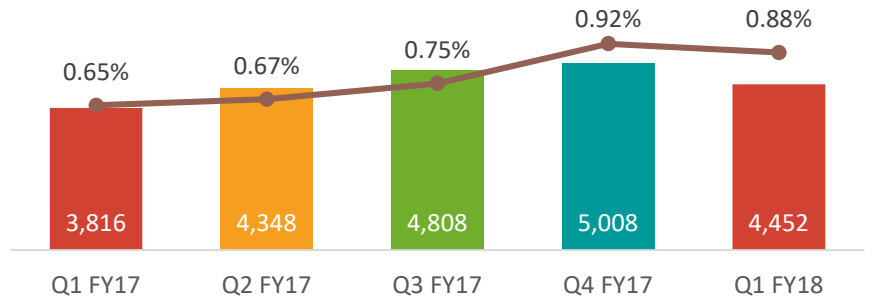
Volume (MT)



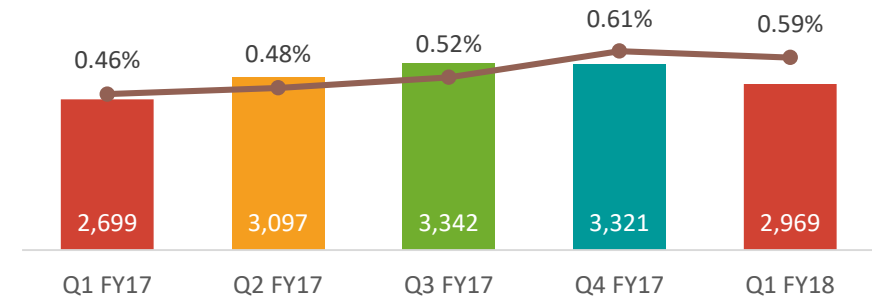
Revenue (Rs. mn)



EBITDA (Rs. mn)



Net Profit (Rs. mn)



■ EBITDA ● Margin (%)

■ Net Profit ● Margin (%)

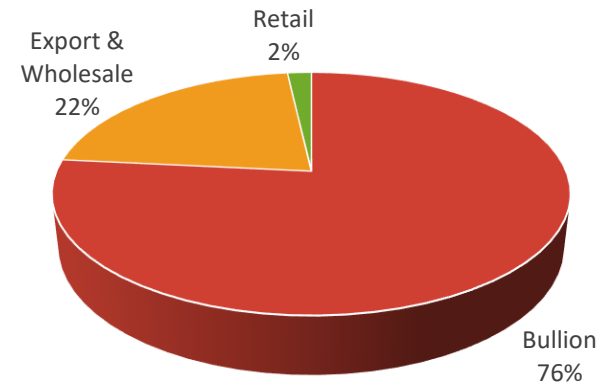
■ Q1 ■ Q2 ■ Q3 ■ Q4



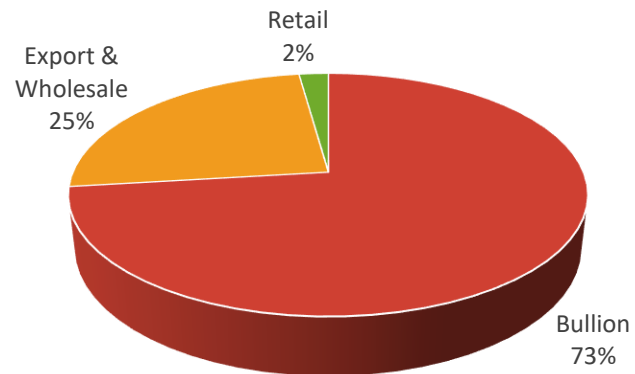
Segment Overview

Volume – by Segment

**Q1 FY2018:
218 Tons**

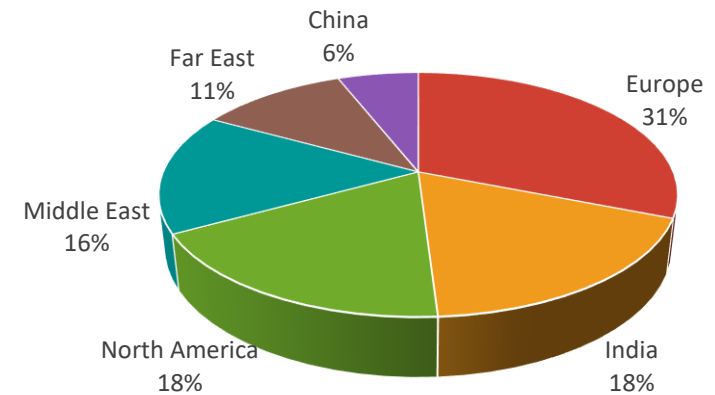


Revenue – by Segment



**Q1 FY2018:
Rs. 504,082 mn**

Revenue – by Geography





Recent Developments

Date	Development
29 th June, 2017	Rajesh Exports Limited bags new export order of Rs. 774 crores. The order is to be completed by October 2017
19 th May, 2017	Rajesh Exports Secures an export order of Rs. 1,140 Crores. The order is to be completed by September 2017



Company Overview

01

World's largest gold Company and the only end to end provider across value chain of gold

- Headquartered in Bangalore, India (1989) with extensive global manufacturing and marketing network with distribution through Exports, Wholesale and directly to consumers by own Retail brand

02

World's largest refiner of gold

- Refines over 35% of world's gold. Refineries located at Balerna in Switzerland and Uttarakhand in India. Capacity to refine 2400 tons of gold per annum

03

World class state-of-art manufacturing facilities

- Located at Bangalore (India), Cochin (India) and Dubai (UAE) with total capacity of 350 tons per annum

04

World's lowest cost gold products producer

- Strong, robust systems & advanced technology for production and strong R&D

05

Advanced R&D and Designing facility

- R&D units located at Bangalore(India) and Balerna(Switzerland) - constantly engaged in developing new designs & processes and technology for refining and manufacture of gold jewellery, leading to portfolio of over 1 Million designs

06

Consistent Performance with high returns

- Since inception, consistently demonstrated profitable growth and Dividend paying Company with 100% Dividend payout for past 9 years
- 27% ROCE & 21% ROE



Across value Chain of Gold

Wholesale of Gold Products

- Wholesale presence in India and Middle East - supplies gold jewellery directly to showrooms
- Supplies jewellery to more than 5,000 showrooms in India and Middle East. (Sold 49 tons in FY17)

Retail of Gold Products

- Retail presence under own brand name "SHUBH Jewellers"
- 81 showrooms in India (Sold 9 tons in FY17)

Bullion Manufacturing and Supply

- Produces VALCAMBI brand gold bullion which it supplies to leading bullion banks and Central banks of the world and also manufactures bullion bars for some of the leading bullion brands in the world (Supplied 702 tons in FY17)

Exports of Gold Products

- Exports products to almost all gold markets of the world (Exported 140 tons in FY17)
- Known worldwide for designs, quality and purity of products. Exports to large scale white label wholesalers

Gold Products Manufacturing

- Largest manufacturer of gold jewellery and gold products in the world
- Has several manufacturing facilities, the main one being at Whitefield, Bangalore. REL produces a wide range of Gold products (Produced 198 tons in FY17)

Refining

- Largest gold refiner in the world with total gold refining capacity of 2,400 tons pa
- In FY17 REL refined 900 tons of gold

Mining

- Minor presence in mining (1 Ton p.a.)
- Has contracts with world's leading mining companies for supply of gold dore bars (Raw Gold)





Management Team

Mr Rajesh Mehta (Chairman)

In charge of overall functioning of Company
BSc, 35 years of experience

Mr Michael Mesaric, CEO of Valcambi

In charge of refining activities
MBA, 20 years of experience at Credit Suisse and
UBS, 14 years with Valcambi

Mr Bhavesh M , CEO – Marketing

In charge of Marketing operations
B.com, 14 years with REL

Mr Siddharth Mehta , Head of Strategy

In charge of Investor Relations &
Corporate Communications
BBM, 7 years with REL

Mrs Vijayalaxmi , Full time director

In charge of Human Resources Development
Bsc, 25 years of experience at KSCCF, 10 years with REL

Mr Prashant Mehta (Managing Director)

In charge of manufacturing facilities
B.com, 37 years of experience

Mr Prashanth Sagar , CEO – Production

In charge of Manufacturing activities
B.com, Own Factory, 20 years with REL

Mr Govinda Raju, CEO – Retail

In charge of Retail operations
B.com, 16 years with REL

Mr Vijendra Rao, Chief Financial Officer

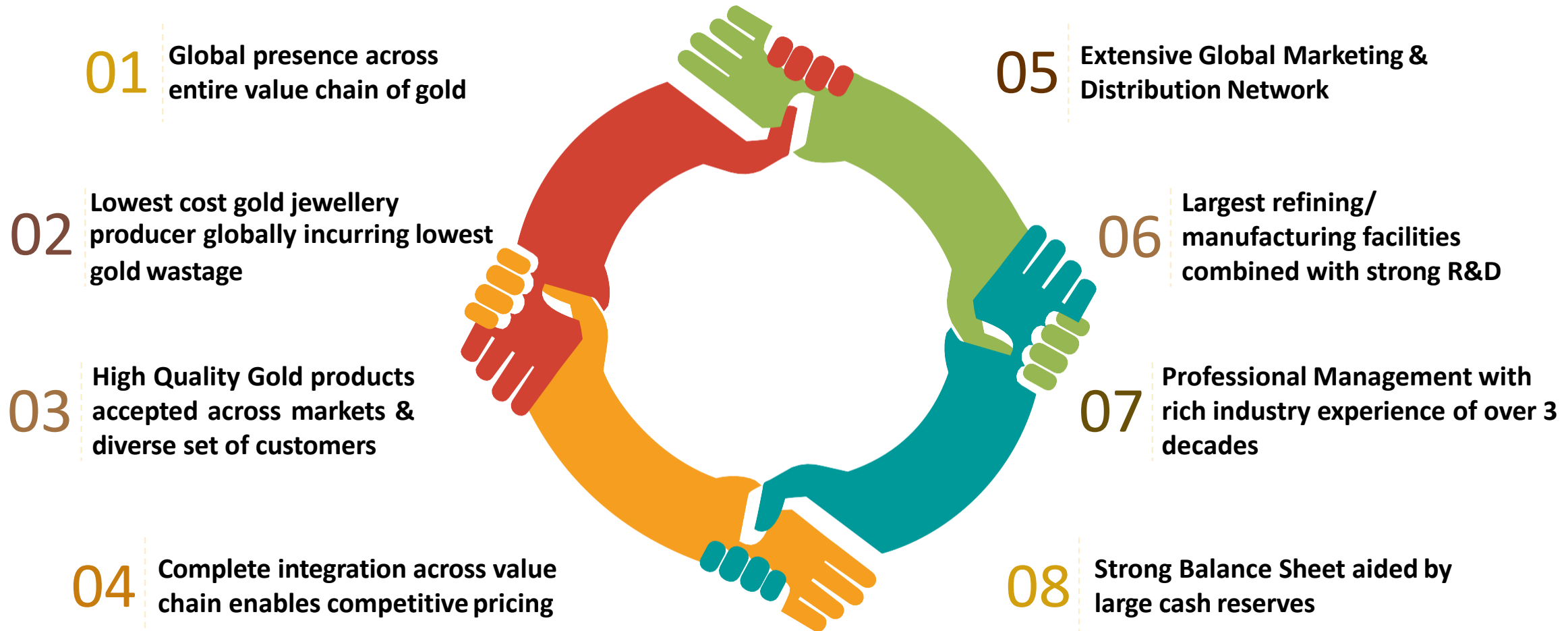
In charge of finance & accounts
B.com LLB, 26 years in Hindustan Lever, 7 years with REL

Ms Stuti Agarwal Company Secretary

In charge of all legal & compliance matters
Company Secretary, LLB, 1 year with REL



Key Strengths





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 **NSE** RAJESHEXPO
National Stock Exchange of India Limited

Bombay Stock Exchange Limited
 531500
The edge is efficiency

 **RJEX IN**

 **REXP.BO**

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