

# Goldiam International Ltd

MANUFACTURERS & EXPORTERS OF DIAMONDS & JEWELLERY CIN:L36912MH1986PLC041203

May 20, 2022

| To,                                      |
|--|
| National Stock Exchange of India Limited |
| Exchange Plaza,                          |
| Bandra Kurla Complex,                    |
| Mumbai- 400 051.                         |
| Scrip Code: GOLDIAM EQ                   |
|  |

Dear Sir/Madam,

### Sub: Investor Presentation

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of Investor Presentation on financial results of the Company for quarter ended March 31, 2022.

Kindly take the above on record and oblige.

Thanking you,

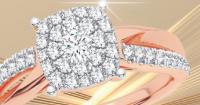
Yours faithfully, For Goldiam International Limited

Pankaj Parkhiya Company Secretary & Compliance Officer

#### **Registered Office**

Gems & Jewellery Complex, Santacruz Electronics Export Processing Zone, Andheri (East), Mumbai-400096. India Phones: (022) 28291893/28290396/28292397 Fax : (022) 28292885 Email:- <u>investorrelations@goldiam.com</u> Website: www.goldiam.com









Q4 & FY22 UPDATE

**COMPANY SNAPSHOT** 

**INVESTMENT RATIONALE** 

**FINANCIAL SNAPSHOT** 

**COMPANY STRUCTURE & BOD** 



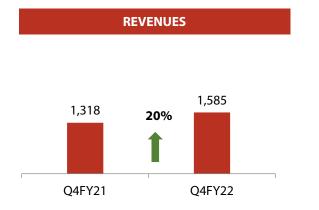


## Q4 & FY22 Update

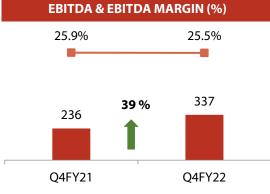
### Q4 & FY22: Key Highlights (Consolidated)

## GOLDIAM

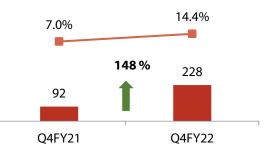
In ₹ Mn



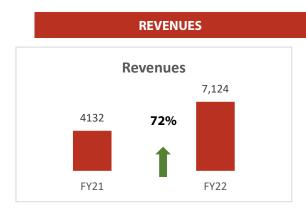
### Q4 FY22 YoY ANALYSIS

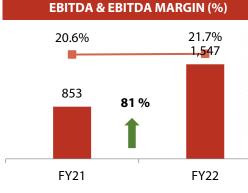






**FY22 YoY ANALYSIS** 







FY21

\*Adj. PAT & PAT MARGIN (%)

FY22

\* Adj PAT: Adj. PAT excludes exceptional gain of 157.1 million in Q3FY21 & 9MFY21 on account of non-business gain on sale of property.

## FY22: Key Performance Highlights (Consolidated)



### FINANCIAL UPDATES (CONSOLIDATED)

- Consolidated **Revenue** during FY22 grew sharply by 72% YoY to ₹ 7,124 million, due to overall improved consumer sentiments during both festive and non-festive periods, and backed by higher US Jewellery demand from Retailers & End Customers
- Consolidated EBITDA for FY22 surged steeply by 81% YoY to ₹ 1,547 million, and EBITDA margins stood at a healthy 21.7%. Goldiam continues to benefit from its strategy of selling Lab Grown Diamond jewellery backed by captive Lab-Grown diamonds manufacturing, presence across the value chain, and its omnichannel selling strength. The Company's agile and efficient raw material procurement strategy has also helped maintain its overall margin profile, despite inflation in mined diamond prices globally. The Company has also successfully been able to pass on price increases selectively to its clients.
- \*Consolidated Adjusted PAT for FY22 recorded a sharp growth of 106% YoY to ₹ 1,060 million, reflecting overall business efficiency.
- Capex in Lab-Grown Diamonds: Goldiam International via its subsidiary Eco-Diamond Friendly LLP (EDL)has been investing ₹ 100 mn in enhancing its current in-house Lab-Grown Diamonds capacity by 40%. The CAPEX mentioned above will be completed by May 2022. Considering the buoyant global demand scenario for the Lab-Grown diamond jewellery, the Company has been envisaging further increasing its capacity beyond the capacities coming up in May 2022. The new capability will further strengthen the Company's presence in the increasing demand for global Lab-Grown Diamond jewellery.
- **D2C for Lab Grown Diamond Jewellery:** Given the enthusiastic market demand scenario for Lab grown diamonds and jewellery, the company has been further evaluating a model wherein company could set a D2C outlet for lab-grown diamonds.

### **Consolidated Profit & Loss Statement**



| Particulars (In ₹ Mn)                            | Q4FY22  | Q4FY21         | YoY %          | FY22    | FY21    | <b>ΥοΥ</b> %  |
|--|---------|----------------|----------------|---------|---------|---------------|
| Revenue from Operations                          | 1,585.2 | 1,317.5        | 20.3%          | 7,123.9 | 4132.2  | 72.4%         |
| COGS   | 1,085.3 | 822.3          | 32.0%          | 4,865.1 | 2,716.8 | 79.1%         |
| Gross Profit                                     | 499.9   | 495.1          | 10.0%          | 2,258.8 | 1,415.4 | <b>59.6</b> % |
| Gross Margin %                                   | 31.5%   | 37.6%          | (605) Bps      | 31.7%   | 34.3%   | (255 bps)     |
| Employee Expenses                                | 53.6    | 72.1           | -25.6%         | 269.4   | 159.4   | 69%           |
| Other Expenses                                   | 108.9   | 187.3          | -41.8%         | 442.5   | 402.9   | 9.8%          |
| EBITDA   | 337.3   | 235.7          | 38.7%          | 1,546.9 | 853.1   | 81.3%         |
| EBITDA Margin %                                  | 21.3%   | 1 <b>7.9</b> % | 338 bps        | 21.7%   | 20.6%   | 107 bps       |
| Depreciation                                     | 14      | 13             | 7.6%           | 53.9    | 36.2    | 48.9%         |
| Financial Cost                                   | -3.8    | 1.4            | -379.3%        | 6.8     | 3.0     | 127.0%        |
| Profit Before Tax (PBT) before exceptional items | 327.1   | 221.4          | 47.7%          | 1,486.3 | 814.0   | 82.6%         |
| Exceptional Items                                | -       | 0.6            | N.A.           | -       | 157.7   | N.A.          |
| Profit Before Tax (PBT)                          | 327.1   | 222            | 47.4%          | 1,486.3 | 971.6   | 53.0%         |
| Тах  | 98.9    | 130            | -24.0%         | 426.7   | 301.0   | 41.8%         |
| Profit After Tax (PAT)                           | 228.2   | 92             | <b>148.2</b> % | 1059.6  | 670.7   | 58.0%         |
| Earning Per Share (EPS) in ₹                     | 2.07    | 0.83           | 1 <b>49</b> %  | 9.61    | 6.05    | <b>58.8</b> % |

Exceptional gain of 157.1 million in FY21on account of non-business gain on sale of the property.

**Total Current Liabilities** 

**Total Equity & Liabilities** 

### **Consolidated Balance Sheet**

1,014.3

6,324.7

1,301.3

6,139.6



| Particulars                    | FY22    | FY21    |
|--------------------------------|---------|---------|
| Equities & Liabilities         |         |         |
| Shareholder's Funds            |         |         |
| Equity and Share Capital       | 218.0   | 221.7   |
| Other Equity                   | 4,981   | 4,426.1 |
| Non-controlling Interest       | 60.8    | 164.9   |
| Total Equity                   | 5,259.8 | 4,812.7 |
|                                |         |         |
| Non-Current Liabilities        |         |         |
| Deferred Tax Liabilities (net) | 40.70   | 23.2    |
| Lease Liability                | 9.9     | 2.3     |
| Total Non-Current Liabilities  | 50.6    | 25.5    |
|                                |         |         |
| Current Liabilities            |         |         |
| Borrowings                     | 26.50   | 224.1   |
| Trade Payables                 | 677.90  | 929.2   |
| Other Financial Liabilities    | 210.9   | 86.8    |
| Provisions                     | 6.5     | 6.6     |
| Current Tax Liabilities        | 92.40   | 54.7    |

| Deutholeur EV.00                    | FY21    |
|-------------------------------------|---------|
| Particulars FY22                    |         |
| Assets                              |         |
| Non-Current Assets                  |         |
| Property, Plant and Equipment 378.3 | 394.7   |
| Capital Work in Progress 0.1        | 1.3     |
| Right to Use Leasehold Property12.4 |         |
| Investment Properties 19.4          | 19.4    |
| Other Intangible Assets 10.7        | 14.4    |
| Investments 219.6                   | 395.4   |
| Loans 24.20                         | 16.2    |
| Other Financial Assets 5.4          | 5.5     |
| Deferred Tax Assets 3.2             | 3.7     |
| Total Non-Current Assets 673.1      | 850.6   |
| Current Assets                      |         |
| Inventories 1,768.80                | 1,072.1 |
| Investments 1,181.30                | 1,797.6 |
| Trade Receivables 1,787.30          | 1,291.5 |
| Cash & Cash equivalents 859.20      | 907.8   |
| Other Bank balances 6.6             | 8.2     |
| Loans 37.8                          | 192.0   |
| Other Current Assets 10.50          | 19.8    |
| Total Current Assets 5,651.6        | 5,288.9 |
| Total Assets 6,324.7                | 6,139.6 |





## **Company Snapshot**

## Goldiam International: Leading Exporter of Diamond Jewellery



#### OVERVIEW

- Established in 1986, today we are supplier to leading global retailers, departmental stores and wholesalers with a diversified product portfolio of
  - Natural diamond jewellery
  - Lab grown diamonds (LGD) and jewellery
- Our value added diamond jewellery business focuses on being a proxy to US consumer and retail demand.
- Manufacturing facilities:
  - Goldiam International Ltd, SEEPZ Zone
  - Goldiam Jewellery Ltd, SEEPZ Zone
  - Eco-Friendly Diamonds LLP, SEEPZ Zone

### VISION

To become the foremost vendor-partner to the US diamond-jewellery retail industry, by providing significant value across our product and services.

### MISSION

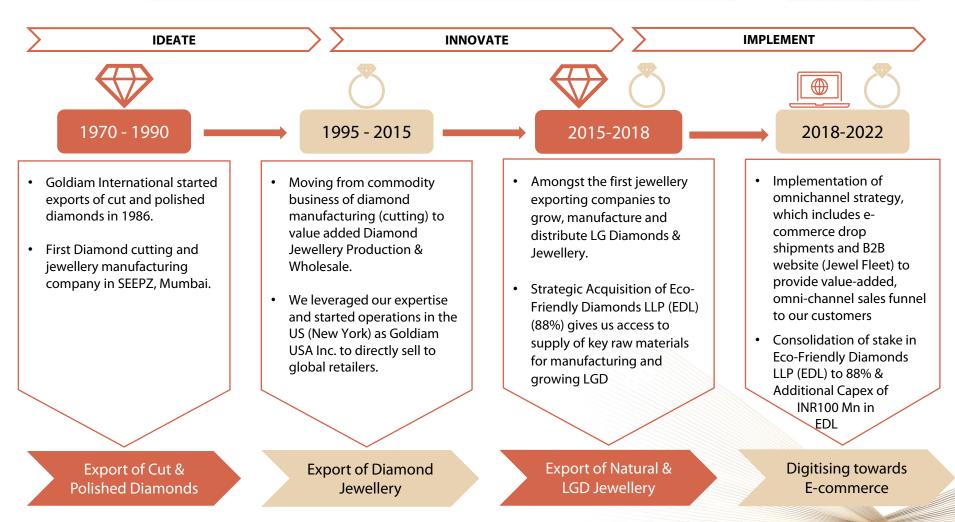
- To enhance stakeholder value
- Emphasis on 3I's: Ideate, Innovate and Implement
- To strengthen our product portfolio backed by technology integrated supply chain
- Building Trust, Transparency and providing best in class service to our customers



Our uniquely integrated business is spread from natural to lab grown diamond jewellery, marking our presence as the OEM of choice, for the largest diamond jewellery retailers across the US. Our unique strengths translate to a value chain offering competitive advantages.

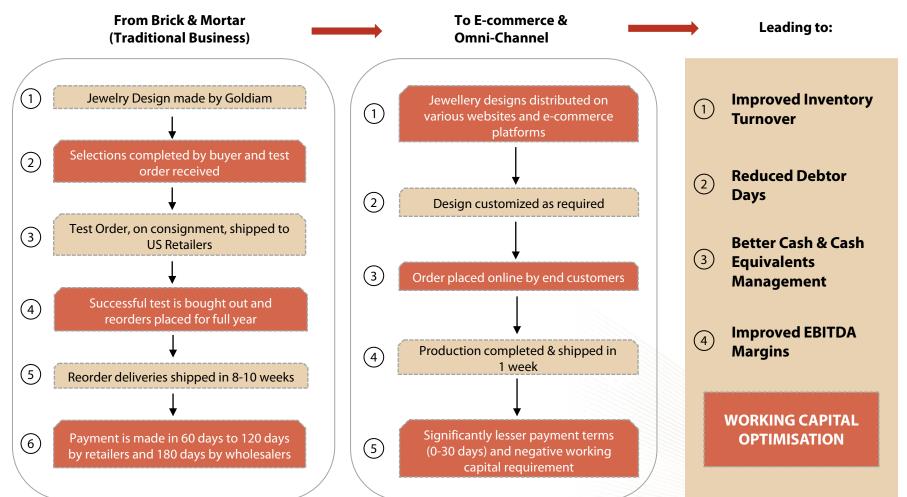
### **Our Journey - A Constant Architect of Value Addition**





## Evolving Modus Operandi leading to Integrated Working Capital Optimisation





## Goldiam's Edge: Building Momentum with Strength

**Einancial Strongth** 



| Building Financial<br>Resilience         | <ul> <li>Debt-Free Operations</li> <li>Cash and Cash Equivalents (including investments) over ₹2,267 (FY22)</li> <li>Ability to secure Raw Material at Competitive prices due to upfront purchase</li> </ul>  |
|--|---|
|  | Operational Strengths   |
| Complete Supply Chain of Lo<br>Jewellery | <ul> <li>GD</li> <li>Complete backward integration of manufacturing and exporting of LGD jewellery</li> <li>Acquisition of EDL enabled us to procure Raw Material at the right prices</li> <li>New, niche LGD Growing business at 45-50% EBITDA Margins</li> <li>Use of larger carat lab grown diamonds from our own growing unit of EDL</li> </ul> |
| Managing Extensive<br>Infrastructure     | <ul> <li>Sophisticated and separate infrastructure setup with dedicated earmarked areas for LGD, natural and dot com jewellery production</li> <li>Maximization of our efficiency levels</li> <li>Low cost and efficient jewellery manufacturing across distribution outlets</li> </ul>   |
| Niche & Focused<br>Distribution          | <ul> <li>Orders focused on a narrow range of diamond quality with sizeable presence in this segmen across retailers</li> <li>Returns are quickly recycled to minimize inventory risk</li> <li>Enables us to cycle inventory faster than competition.</li> </ul>   |





## **Investment Rationale**

## **Play on Value Addition and Strong Financials**



### **<u>1. Expanding our Product Portfolio</u>**

- With the acquisition of Eco-Friendly Diamonds LLP (EDL), we are positioned to participate in lab-grown diamond's growing demand.
- Additionally, INR 100 Mn. capacity expansion in EDL will enhance our captive production, enabling higher margins and scope for varied jewellery designs in FY23. Further envisaging doubling capacity by FY24

### 2. Best-in-Class OEM for US Jewellery Retailers

- With our extensive approach towards our retailers, we provide omnichannel services (dot-com production, fulfilment, drop-shipping, etc.) to be the best-in-class OEM.
- This has enabled us to capture **higher returns** compared to industry standards due to our ROE driven business model.

### 3. Digital Strategy to Widen Customer Base

- With our B2B E-commerce website, we will cater to market segment within the US Retail Jewellery industry.
- Our digital strategies will enable us to capture broader audiences and significantly better payment terms, leading to negative working capital requirement in this business.



### **<u>4. Distribution Policy</u>**

- We are committed to maintain a minimum payout ratio of 50% of the annual Standalone Profits after Tax (PAT) to be either used for Dividend and/or Buy-back of shares.
- This ensures sustainable and consistent returns to stakeholders.

### 5. Strong Balance Sheet

- We place confidence in a highly prudent approach of adding strength to the balance sheet and remaining net debt-free.
- As of FY22, our consolidated cash & cash equivalents (including investments) stands at ₹2,267 mn.
- This provides us with necessary ammunition for an inorganic growth opportunity as well as reward stakeholders with consistent dividends.

## **Expanding our Product Portfolio:** The Future of Diamond Industry through LGD



### What are Lab Grown Diamonds?

- Diamonds are made up almost entirely of pure carbon. LGDs man made diamonds that mirror natural diamonds.
- Because of carbon atoms structures, LGD display the same chemical and optical characteristics of a natural diamond crystal.
- They replicate the exact natural process that forms earth grown diamonds but **cost up to 40% less.**

#### Market Size

- LGDs market share is forecast to amount to 10% of the diamond market worldwide by 2030 from current 3%.
- US\$ 29.2 billion Market value of LGDs by 2025. (source: Statista)



### Natural Diamond Vs. Lab Grown Diamond (LGD)

| Formed under the earth's crust over billions of years                                      | Grown in sophisticated machinery in 6-8 weeks |  |
|--|---|--|
| Constructed of carbon atoms structures   | Constructed of carbon atoms structures        |  |
| Certified by largest global labs   | Certified by largest global labs              |  |
| Affordability – One can buy multiple lab grown diamonds at the cost of one natural diamond |   |  |

## Expanding our Product Portfolio:

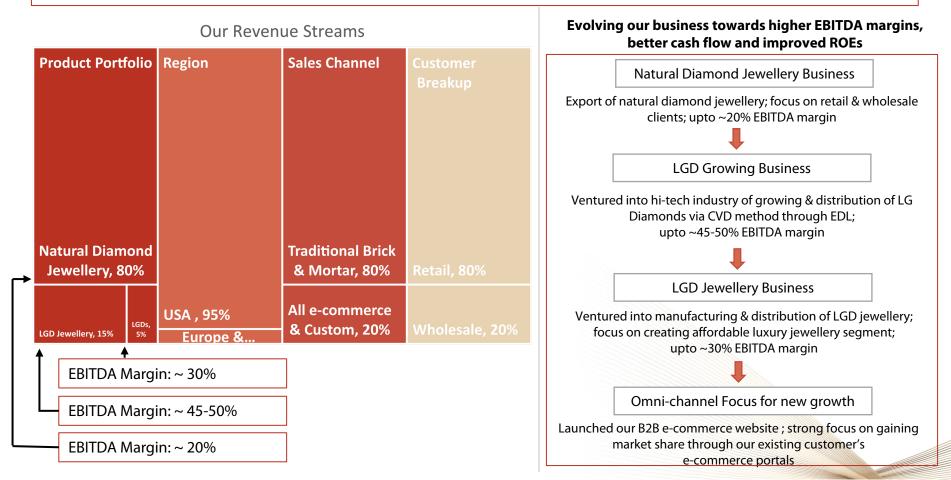
Scaling our Business through Lab Grown Diamonds



Growth Opportunity of Accretive Goldiam's ÷ LGDs Acquisition Edge Market share of 3.1% Acquired a 88% stake in Introduced our first line of lab-grown diamond of overall US jewellery **EDL**, to integrate our jewellery. sales. supply chain. Only large jewellery exporting house with complete ٠ At least 50% lower in • EDL is engaged in backward integration across the supply chain of LGD ٠ **price** compared to manufacturing & growing, cutting, jewellery manufacturing & same quality natural growing of large LGD via distribution. diamond. the Chemical Vapor Deposition (CVD) method. Ready product base of LGD jewelry to offer for our ٠ customers, making Godiam OEM of choice. Increasing ٠ addressable market in Access to licensed US ÷ gems & jewellery sector. patents that allows us to Potential to create new business vertical that enjoys a ٠ grow and distribute CVD higher margin than traditional business. Same chemical and diamonds. ٠ • At the forefront of accepting and adopting new optical characteristics of a natural diamond Increase our wallet-share technology. and create value for crystal. stakeholders. **EBITDA Margin:** Forecasts ~45-50% for Growing LGDs ٠ Environmental and and ~30% for LGD Jewellery ٠ sustainable factors are positive for LGDs.



By keeping our philosophy of 3I's (Ideate, Innovate and Implement) in mind, we are moving towards better margins, cost optimisation and omnichannel business models.



## Digital Strategy to Widen Customer Base:

Shifting towards Digital Transformation to Optimize Business



## Market Size & Growth Drivers

- Compared to other consumer products where the market share of 'online' is much higher, online diamond jewellery sales account for just 5-10% of retail sales in this category, in the US.
- E-commerce is accelerating, and major diamond jewellery retailers in the US increased their online sales to 13%.

E-Commerce presents opportunities to optimize Inventory, increase sales, and refocus towards <u>ROE - driven business models</u>



**Opportunities for inventory** management optimization

### **Process Optimization:**

With our e-commerce presence we are optimizing our production process which in turn leads to better inventory management.

#### Faster Cash Turns & Stronger ROE:

Online orders are processed and shipped faster compared to traditional brick & mortar orders, enabling to improve cash & cash equivalent. This leads to negative working capital requirement due to favorable payment terms and in turn enables higher returns.



**Opportunities for sales growth** 

### Wider geographic reach:

Our e-commerce reach enables us to cater customers in regions with limited physical footprints. Our share of online diamond jewellery sales is at ~20% compared to 5-10% in the industry.

#### **Convenience:**

E-commerce appeals to Millennials and Generation Z

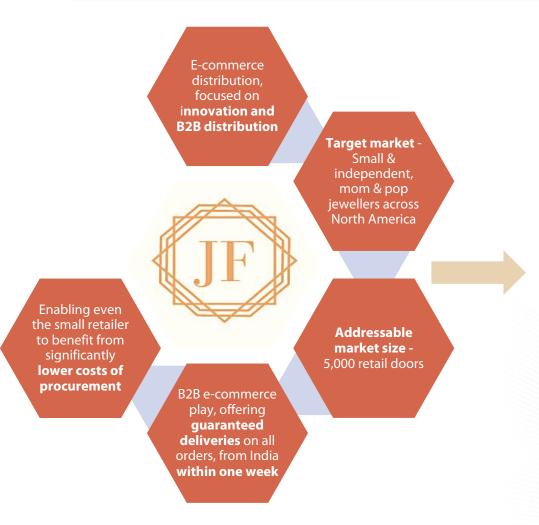
#### **Tailored marketing:**

Efficient use of design bank across various customers

### **Digital Strategy to Widen Customer Base:**

Jewel Fleet – An online B2B platform

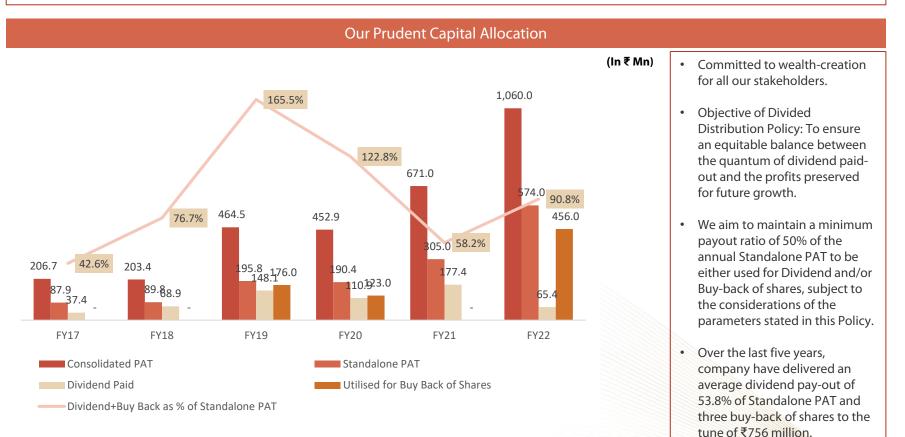




### For Goldiam International -<u>An Opportunity to Capitalise</u>

- Quick Cash Conversion Cycle leads to **negative working capital cycle** and **superior ROE profile** for this channel of business
- Sustainable new business, in new market (independent jewellers) in the North America with clear scalability opportunities
- Cross-selling opportunities across all product portfolio - natural diamond jewellery, lab-grown diamond jewellery and loose labgrown diamonds;
- Al based data on top performing styles allows better inventory
   forecast than competition.

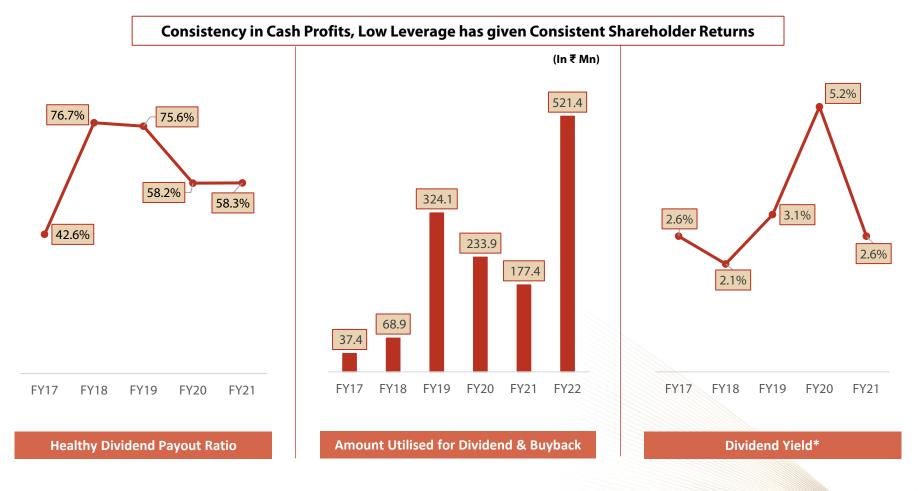




#### Page - 21

### Distribution Policy: Optimising Shareholder Value





Dividend Paid excludes Corporate Tax on Dividend, \* Dividend Yield = Dividend per share/Market price per share on ex-dividend date

### **Strong Balance Sheet:**

## A Balance of Efficiency, Effectiveness and Controls

### **DISTRIBUTION POLICY**

- Committed to wealth-creation for all its stakeholders.
- Over the last five years, the Company has delivered an average dividend pay-out of 53.8% of Standalone PAT.

### **ROBUST RETURN RATIOS**

- Improving and growing profitability.
- Cash Adjusted ROCE\* 12.9% in FY17 to 60.4% in FY21
- ROE\* 6.6% in FY17 to 21% in FY21



### **NET DEBT FREE COMPANY**

 With our prudent and conservative approach towards financial engineering, we have remained net debt-free despite challenging market.

GOLDIAN

 As on FY22, our consolidated cash & cash equivalents along with investments are ₹2,267 mn. This is to the tune of 36% of total assets.

### **CONSISTENT GROWTH**

 Consistent profit growth of 30.2% CAGR over the FY17-FY22





## **Financial Snapshot**

### **Consolidated Financial Snapshot**



In ₹ Mn

 Revenue from Operations

 6,877

 3,186

 4,464

 3,645

 4060

 4060

 1

 4,464

 3,645

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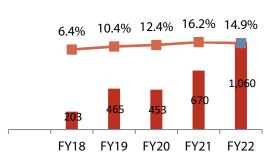
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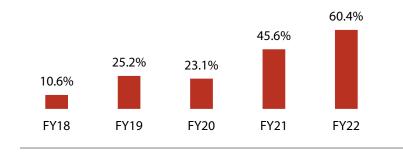
## 20.6% 2<sup>1.7%</sup> 12.4% 11.9% 1.547 252 553 434 853 FY18 FY19 FY20 FY21 FY22

**EBITDA & EBITDA Margin** 

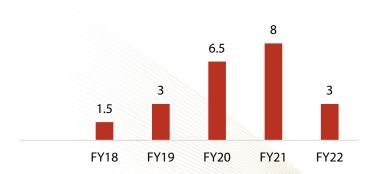


**PAT & PAT Margin** 

Cash Adjusted Return on Capital (Adj RoCE)\*



Dividend Per Share (₹)

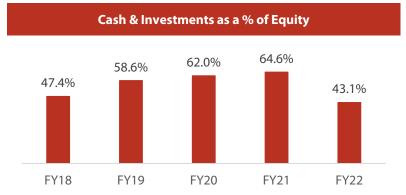


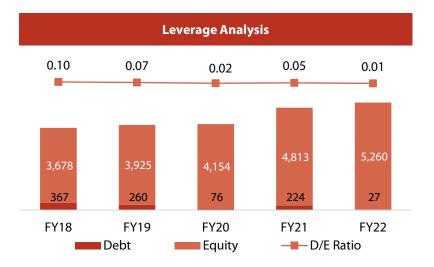
\* ROCE: EBIT/Avg. Capital Employed [(Capital Employed = Equity + Total Debt – Cash & Cash Equivalents-Investments)]

### **Consolidated Financial Snapshot**

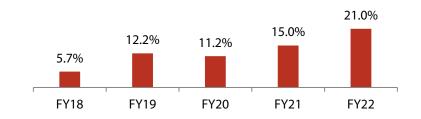


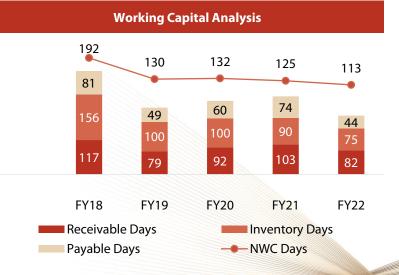
In ₹ Mn





Return on Equity (RoE)\*





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\* ROE: PAT/Avg. Equity

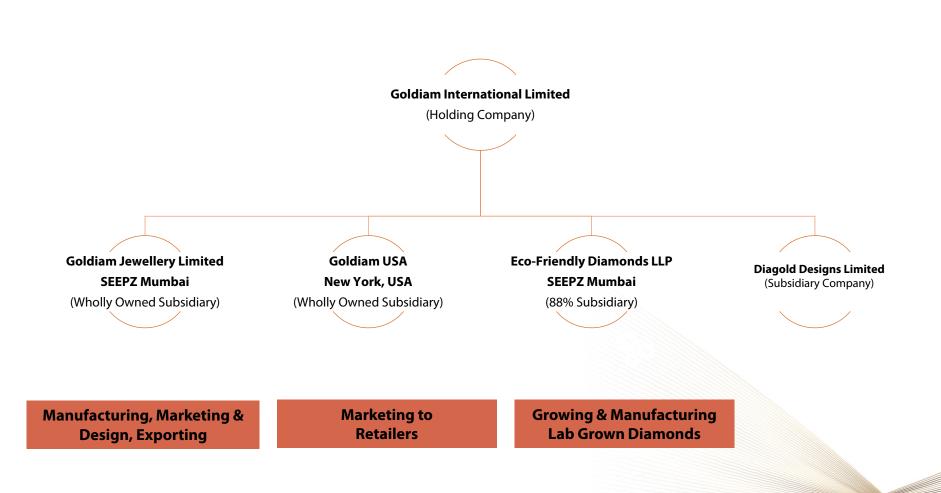




## Company Structure & Board of Directors

### **Our Group Structure**





## **Our Board of Directors**



| Name of the Director          | Designation                                   | Description   |
|-------------------------------|---|---|
| Rashesh Bhansali              | Executive<br>Chairman                         | Mr Rashesh Bhansali has over 28 years of rich and exhaustive experience in the field of diamonds & jewellery.   |
| Anmol Rashesh<br>Bhansali     | Whole-time<br>Director                        | Mr Anmol Bhansali has completed Bachelors of Science in Business Administration from Wharton School,<br>University of Pennsylvania. Further, he also acquired GEM130 and GEM230 certifications, constituting two<br>thirds of 'Diamonds and Diamond Grading' course, from Gemology Institute of America 2017. With an<br>experience of more than 6 years, Mr Anmol Bhansali has acquired rich experience in Diamond Business and<br>have engaged in Manufacturing, Trading and Jewellery exports. |
| Ajay Manharlal<br>Khatlawala  | Independent<br>Director                       | Mr Khatlawala possesses rich experience of over 32 years in legal and Company law matters. He is Sr.<br>Partner in Little & Co. since from 1991, where he is looking after the administration of the firm and<br>rendering legal services to the clients of the firm.   |
| Pannkaj Chimanlal<br>Ghadiali | Independent<br>Director                       | Mr Ghadiali is a practicing Chartered Accountant since 1979. Presently he is Managing Partner of P C<br>Ghadiali and Co. LLP and specializes in Direct & Indirect Tax, and Information Technology. He was also the<br>Chairman of Western India Regional Council of The Institute of Chartered Accountants of India for the year<br>1988-89.  |
| Nipa Utpal Sheth              | Independent<br>Director                       | Mrs. Nipa Sheth is the director and founder of Trust Group, a leading full-service financial services house<br>and a leader in the Indian Bond Market. She has been an integral part of the fixed income market for over<br>20 years.   |
| Tulsi Gupta                   | Non Executive, Non<br>Independent<br>Director | Mrs. Gupta is a certified jewellery designer from Gemmological Institute of America (GIA) and has<br>completed Business School MSc(Hons) in Innovation, Entrepreneurship and Management from Imperial<br>College of London. Over the years, she has acquired wide knowledge & experience in the field of diamonds<br>& jewellery.   |

# Thank You!



#### Company Secretary Pankaj Parkhiya

Email: investorrelations@goldiam.com Contact Details: 022 28291893

## DICKENSON

Chintan Mehta/Rahul Jaju IR Consultants

Email: goldiam@dickensonworld.com Contact Details: 9892183389/9773264172