



# **RAJESH EXPORTS LIMITED**

**GLOBAL PRESENCE IN GOLD AND GOLD PRODUCTS**

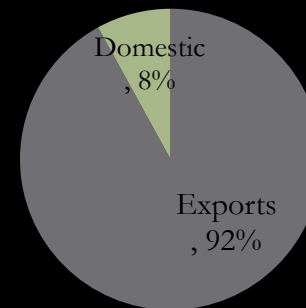
Earnings Presentation – Q2 FY16



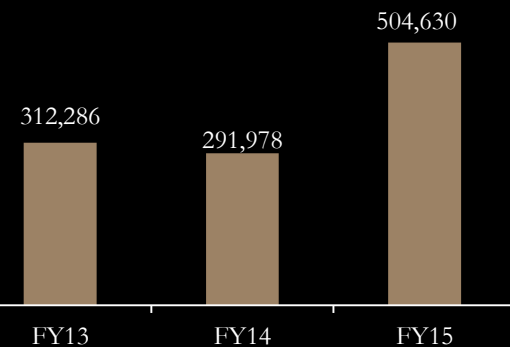
## COMPANY OVERVIEW

- Rajesh Exports Ltd. (REL) was incorporated in 1989. Currently REL is a leader in the global gold business.
- REL is headquartered at Bangalore, India with operations spread across the world.
- The only company in the world with a presence across the entire gold value chain from refining to retailing.
- Largest processor of gold in the world, REL processes 35% of the gold produced in the world.
- Largest exporter of gold products from India.
- Lowest cost gold jewellery producer in the world.
- World's finest gold products manufacturing and R&D facilities at various places, main facility being at Bangalore, India and the main refining facility being at Balerna, Switzerland.
- Extensive marketing network covering entire India and the major gold markets of the world.

### Revenue Breakup



### Total Revenue (INR Mn)



# MANUFACTURING UNIT AT BANGALORE



## KEY BUSINESS UPDATES



### • Acquisition of Valcambi

- REL acquired 100% stake in Valcambi, the world's largest gold refinery. REL acquired 100% stake in the world's most credible company in gold business from New Mont Mining Corporation (USA) and the minority stake from a group of private Swiss shareholders. The acquisition would be EPS accretive and would significantly add to the top line and bottom line of REL.
- Valcambi, the world's largest gold refinery and the largest gold bar manufacturer has its headquarters in Balerna, in south eastern Switzerland.
- Valcambi is a 53 year old company. Growing consistently and profit making, paying consistent dividend since inception.
- For the last three years on an average per year Valcambi generated revenues in excess of USD 38 Bln (INR 2,36,500 Crores) and EBITDA of USD 33 Mln (INR 205 Crores) by refining and selling 945 tons of Gold and 325 tons of Silver per year. Valcambi sells more gold than the entire Indian consumption.
- Valcambi is a Zero debt company with considerable cash surplus on its balance sheet. KPMG is Valcambi's Auditor and has been auditing the company for more than 40 years.
- Valcambi has the most enviable list of suppliers including some of the largest mining companies in the world and the client list of Valcambi includes some of the largest banks, Governments, Central Banks and premium gold product makers of the world.
- Valcambi is the most respected global company in gold business. Valcambi gold bars are accepted as good delivery bars on all the commodity exchanges of the World and across all the Banks and Central banks of the World. Valcambi gold refinery is LBMA accredited.
- The R&D department of Valcambi has developed many processes and products which are the first in the world, including the first minted gold bar in the world. Valcambi is the only refinery in the world manufacturing gold bars by a 100% robotic process without human intervention.

# KEY BUSINESS UPDATES (CONT'D)



World's Largest Gold Refinery (Valcambi) at Balerna, Switzerland



# KEY BUSINESS UPDATES (CONT'D)



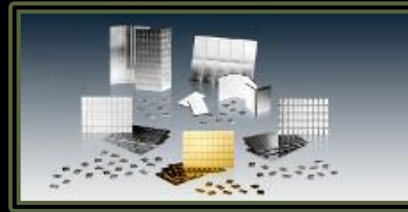
Products manufactured by Valcambi at the Refinery



Cast Products



Minted Products



Combi Bars



Grains



Round Bars



Large Bar



Coins and Medals



1 Kg Bar

## Q2 FY16 HIGHLIGHTS



Q2 FY 2016 Revenue : INR 443,205 Million (304.40% growth over Q2 FY 2015)

Q2 FY 2016 EBIDTA : INR 4,723 Million ( 78.68% growth over Q2 FY 2015)

Q2 FY 2016 Net Profit : INR 2,798 Million (75.15% growth over Q2 FY 2015)

Q2 FY 2016 EPS : INR 9.48 per equity share (75.23% growth over Q2 FY 2015)



## H1 FY16 HIGHLIGHTS

H1 FY 2016 Revenue : INR 594,648 Million (215.15% growth over H1 FY 2015)

H1 FY 2016 EBIDTA : INR 8,686 Million ( 68.21% growth over H1 FY 2015)

H1 FY 2016 Net Profit : INR 5,170 Million (85.90% growth over H1 FY 2015)

H1 FY 2016 EPS : INR 17.51 per equity share (85.88% growth over H1 FY 2015)



# QUARTERLY CONSOLIDATED RESULTS



## INCOME STATEMENT (Figures in INR Million)

Description	Q2-FY16	Q1-FY16	Q-o-Q	Q2- FY15	Y-O-Y
Net sales	4,43,204	1,51,443	192.7 %	1,09,614	304.3 %
Expenditure	4,38,482	1,47,479	197.3%	1,06,971	309.9 %
EBITDA	4,722	3,964	19.1%	2,643	78.7 %
EBITDA margin	1.07%	2.62%	(155) Bps	2.41%	(134) Bps
Depreciation	197	168	17.3 %	145	35.9 %
Finance Cost	1,672	1,424	17.4%	900	85.8 %
PBT	2,853	2,372	20.3 %	1,598	78.5 %
Tax	55	0	-	0	-
PAT	2,798	2,372	18.0%	1,598	75.1 %
PAT margin	0.63%	1.57%	(94) bps	1.46%	(83) Bps
EPS	9.48	8.03	18.1%	5.41	75.2 %

# HALF YEARLY CONSOLIDATED RESULTS



## INCOME STATEMENT (Figures in INR Million)

Description	H1-FY16	H1- FY15	Y-o-Y
Net sales	5,94,648	1,88,686	215 %
Expenditure	5,85,962	1,83,522	219.3 %
EBITDA	8,686	5,164	68.2 %
EBITDA margin	1.46%	2.74%	(128) Bps
Depreciation	365	290	25.9 %
Finance Cost	3,096	2,093	47.9 %
PBT	5,225	2,781	87.9 %
Tax	55	0	-
PAT	5,170	2,781	85.9%
PAT margin	0.87%	1.47%	(60) Bps
EPS	17.51	9.42	85.9 %

# CONSOLIDATED BALANCE SHEET



LIABILITIES (Figures in INR Million)			
Description	FY14	FY15	H1 FY16
<b>Shareholders Fund</b>			
Share Capital	295	295	295
Reserves and Surplus	27,129	33,321	40,756
<b>Net worth</b>	<b>27,424</b>	<b>33,616</b>	<b>41,051</b>
<b>Non Current Liabilities</b>			
Exchange Fluctuation			2,669
Long Term borrowings	-	-	6,035
Deferred tax liabilities	-	-	-
Long Term provisions	4	4	4
other non-current liabilities	82	76	79
<b>Total non current liabilities</b>	<b>86</b>	<b>80</b>	<b>6,118</b>
<b>Current Liabilities</b>			
Short Term Borrowings	31,176	38,425	29,873
Trades payables	52,155	87,388	90,617
Other Current Liabilities	779	230	39
Short Term Provisions	761	1,067	1,433
<b>Total current liabilities</b>	<b>84,871</b>	<b>1,27,110</b>	<b>1,21,962</b>
<b>Grand Total</b>	<b>1,12,381</b>	<b>1,60,806</b>	<b>1,71,800</b>

# CONSOLIDATED BALANCE SHEET

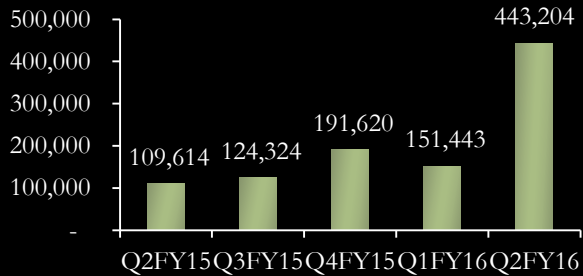


ASSETS (Figures in INR Million)			
Description	FY14	FY15	H1 FY 16
<b>Non Current Fixed Assets</b>			
Fixed Assets	1,685	2,637	7,095
Capital work in process	4	4	361
<b>Total Fixed Assets</b>	<b>1,689</b>	<b>2,641</b>	<b>7,456</b>
Goodwill on Consolidation			5,268
<b>Non Current Investments</b>	134	602	8,326
Long Term Loan and Advances	415	415	615
Deferred Tax Assets/ (Liabilities)	8	8	8
<b>Total Non Current Assets</b>	<b>2,246</b>	<b>3,666</b>	<b>21,673</b>
<b>Current Assets</b>			
Current Investments	-	-	-
Inventories	5,713	5,675	8,194
Trade Receivables	24,152	29,898	29,087
Cash and cash equivalents	72,141	1,14,064	1,05,871
Short Term loan and advances	4,315	3,281	3,219
Other current Assets	3,814	4,222	3,756
<b>Total</b>	<b>1,10,135</b>	<b>1,57,140</b>	<b>1,50,127</b>
<b>Grand Total</b>	<b>1,12,381</b>	<b>1,60,806</b>	<b>1,71,800</b>

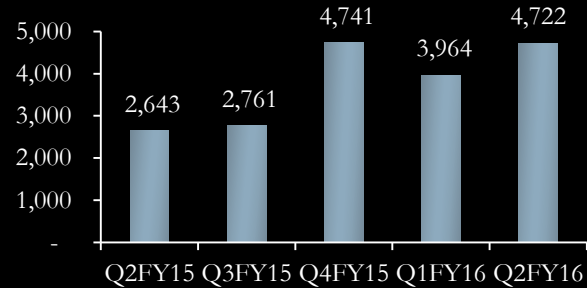
# QUARTERLY RESULTS



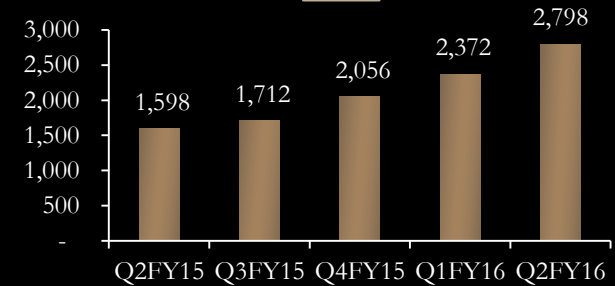
### Total Income



### EBITDA



### PAT



# RETAIL SHOWROOMS

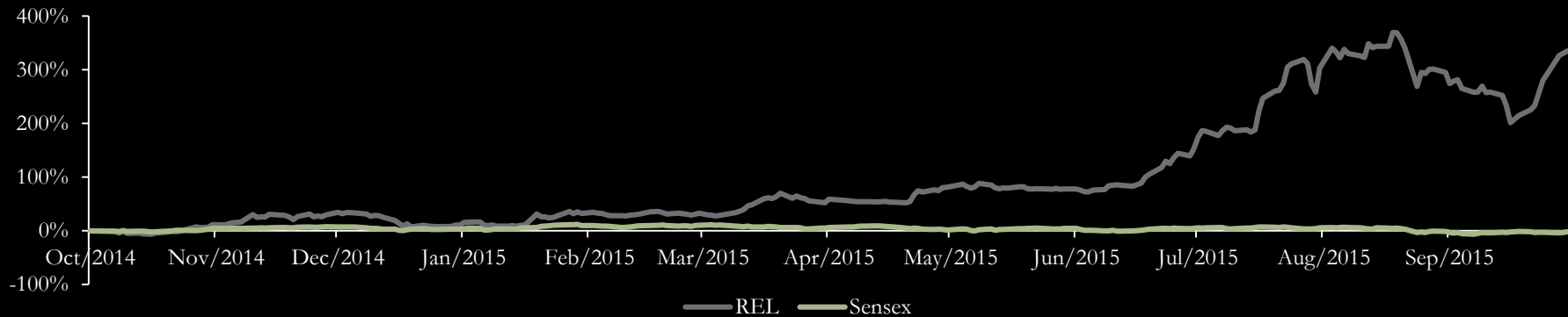


# PRODUCTS





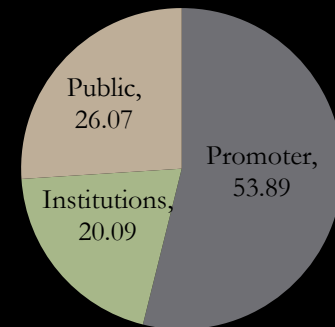
# CAPITAL MARKET



## Price Data (As of 30th September, 2015)

	INR
Face Value	1
Market Price	560.05
52 Week H	622.25
52 Week L	117.35
Market Cap (INR Mn)	1,65,215
Equity Shares Outstanding (Mn)	295
1 Year Avg. Trading Volume (INR Mn)	814.29

## Shareholding Pattern (Sept 2015)







# DISCLAIMER

## Rajesh Exports Ltd.

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Rajesh Exports Ltd. ("Company" or "REL"), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

## Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review

- **For further details please contact our Investor Relations Representatives:**

**VALOREM ADVISORS**

**Anuj Sonpal**

Tel: +91-22-6673-0036/37

Email: [anuj@valoremadvisors.com](mailto:anuj@valoremadvisors.com)



**THANK YOU**