



RADHIKA JEWELTECH LIMITED

INVESTOR PRESENTATION
Q3 FY22



COMPANY OVERVIEW



RADHIKA JEWELTECH @ A GLANCE



35 Years in Existence



Radhika Jeweltech Limited (The Company) is a leading jewellery retailer based out of Rajkot, Gujarat.



Strong Market Knowledge of Saurashtra Region

2500 Sqft Showroom



The company was established in 1987 as a proprietary firm called Radhika Jewellers. With 200 Sqft shop in Rajkot's Soni Bazaar.



5 Year CAGR
EBITDA – 21.4%
PAT – 28.9%

40 + SKUs



The company primarily deals in Gold, Diamond and Customized jewellery.



FY21
Revenue – ₹ 144 Cr
EBITDA – ₹ 34 Cr
PAT – ₹ 26 Cr

20 Lakhs+ Happy Customers



Since inception, the company has served more than 20 lakhs customers.



FY21
EPS – ₹ 10.81
Book Value – ₹ 69.29

Upcoming New Showroom of 10,000 Sqft



The company has 40 employees out of which more than 35 are engaged in sales activities. The staff is multilingual with in-depth experience in dealing with customers and has in-depth knowledge of gold jewellery.



FY21
ROE – 15.6%
ROCE – 20.7%

COMPANY JOURNEY



Establishment of Radhika Jewellers with a 200 sqft showroom in Soni Bazar, with just 7 employees and 15 kg of gold jewelry stock.

1987

2001

- Shifted to new 2,500 sqft flagship store on Palace Road.
- Launched the Diamond jewellery section at the store.

2014

- Radhika Jewellers was declared as 2nd highest tax payer in Gujarat state.
- Radhika Jewellers won an award of excellence for the Best Retail Jewellery showroom-West, Awarded by 'Gem & Jewellery Trade Council Of India' on ,27th December 2014.

2016

The company became Public limited under the name of Radhika JewelTech Limited & got listed on the BSE SME

Migrated to the Main Board of BSE

2022

RADHIKA JEWELTECH CORPORATE VALUES



**ADOPTING HIGH
STANDARDS OF
ETHICS IN
BUSINESS**

**MAINTAIN GOOD
CUSTOMER
RELATIONSHIP**

**ENGAGING IN
HIGHLY SKILLED
EMPLOYEES WITH
AN EFFECTIVE
BUSINESS
STRUCTURE**

**PROVIDE
CUSTOMERS WITH
THE BEST IN
MARKET, DESIGNS**

**GIVE BEST
QUALITY IN
JEWELRY**

**GUARANTEEING
CUSTOMER
SATISFACTION IN
OUR PRODUCT**

**PROVIDING BEST
WORKING
ENVIRONMENT
TO THE
EMPLOYEES**

MANAGEMENT TEAM



MR. ASHOK ZINZUWADIA
(Chairman & Managing Director)

35 years of experience in the retail jewellery industry

He has strong business acumen and guides the entire team with strong leadership qualities.



MR. HARESH ZINZUWADIA
(Executive Director)

27 years of experience in the retail jewellery industry

He Manages day to day operations of the business and has an extraordinary understanding of customer's choices and requirements.



MR. DARSHIT ZINZUWADIA
(Executive Director)

8 years of experience in the retail jewellery industry

A commerce graduate and a diploma holder in Graduate Diamonds Program from the Gemological Institute of America (GIA)

He looks after overall management of the business and manpower.

AWARDS & RECOGNITION



**High-End Legacy Jewellery
The Times Group Icons of
Excellence Awards**



**Best Retail Jewellery Showroom
– West GJTCTI Excellence Awards**



Saurashtra Ratna Award

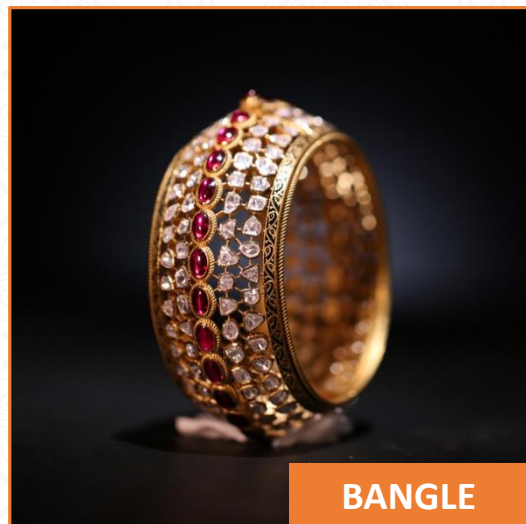
2nd Highest Tax Payer
Radhika Jewellers was declared as 2nd highest tax payer in Gujarat state, In the year 2014.



BUSINESS OVERVIEW



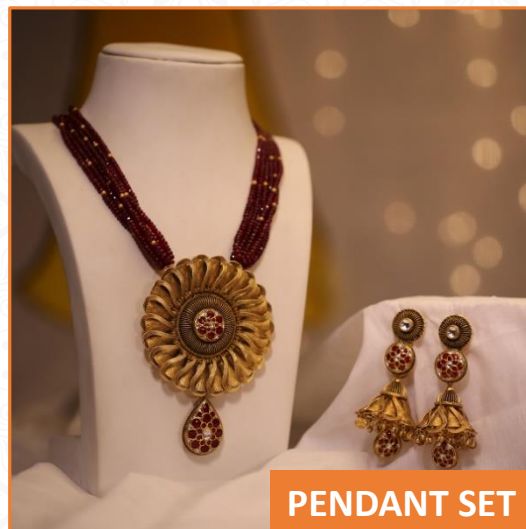
GOLD JEWELRY



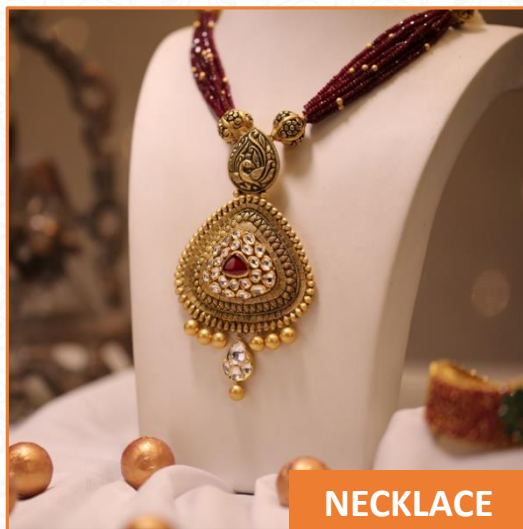
BANGLE



RING



PENDANT SET



NECKLACE



EARRINGS



GOLD PLATED WATCHES

BIS HALLMARK-CERTIFIED JEWELLERY

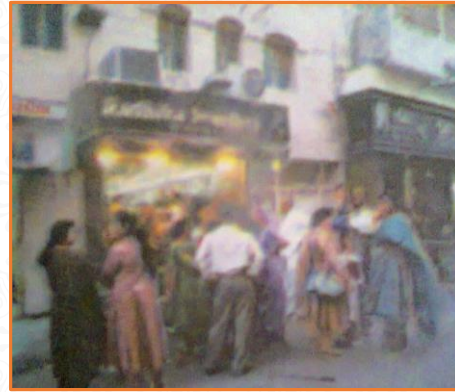
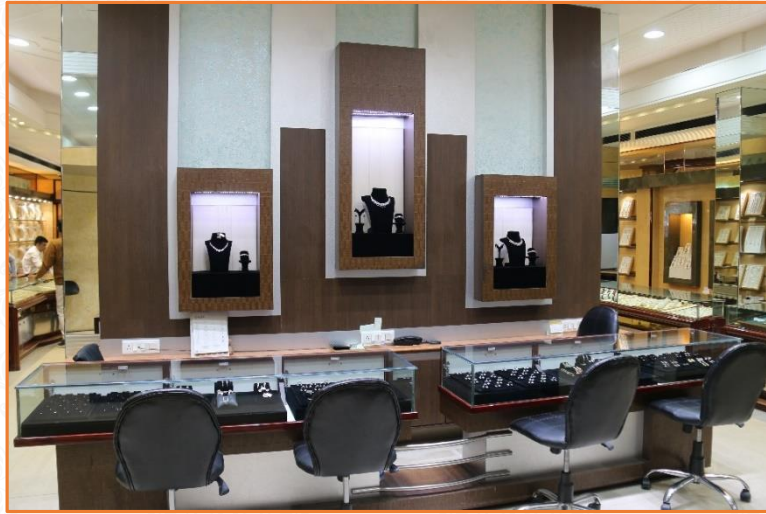
DIAMOND JEWELRY



CUSTOMIZED JEWELRY



CURRENT SHOWROOM



2,500 SQFT SHOWROOM IN THE HEART OF RAJKOT'S JEWELLERY MARKET ATTRACTS FOOTFALLS OF OVER 200 CUSTOMERS A DAY

NEW SHOWROOM



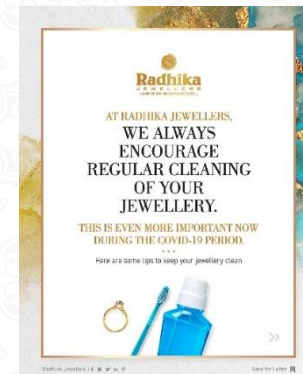
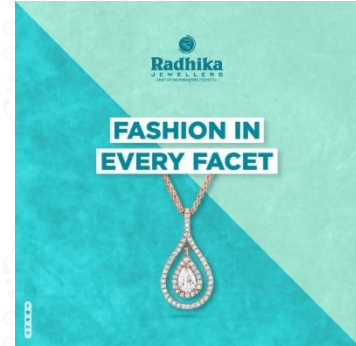
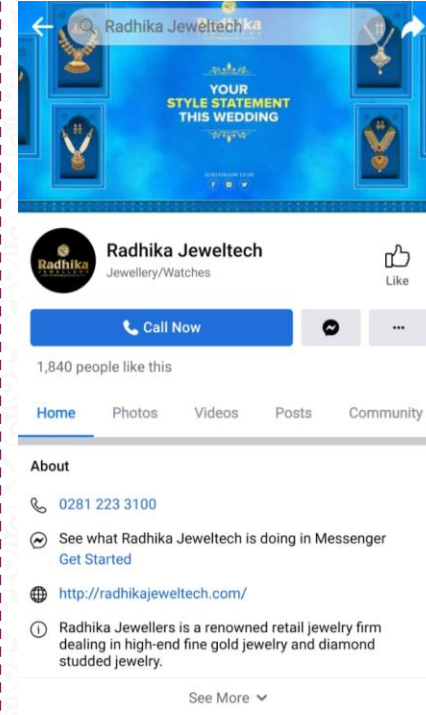
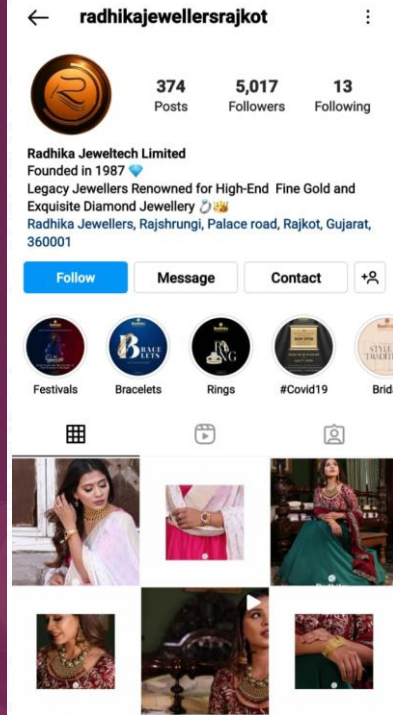
New 4 story showroom in the affluent neighborhood of Kalawad Road in Rajkot with an area of 10,000 Sqft
The new showroom will be manned by approximately 150 sales representatives



MIX OF TRADITIONAL & NEW GEN MARKETING STRATEGY



- Trust and goodwill developed over the years have been key factors for the company that spreads by word of mouth.
- Hoardings are placed strategically throughout the Saurashtra region.
- Increasing Online marketing to reach out to the new generation target audience



CUSTOMER TESTIMONIALS



“

They move with the trends and also have one of the biggest collections of gold and antique ornaments in Rajkot. Also the biggest jewellery store in Rajkot...highly recommended

”

-MEERA PARMAR



“

Best designs and collection in all jewellery. services is too good and staff well behaves. Must go there for your gold shopping

”

-SHREYA KHERADIA



“

Great service, Generous & helping staff who gives precise information about everything. Huge collections of ornaments with new & unique designs. Felt satisfied with every thing purchase

”

-DIPALI PATEL



“

A wonderful variety and collection of jewelry in each segment. Very reasonable making charges. Courteous sales staff, prompt billing, hassle-free shopping experience with complete satisfaction

”

-RICHA BHAGDEV



INDUSTRY OVERVIEW

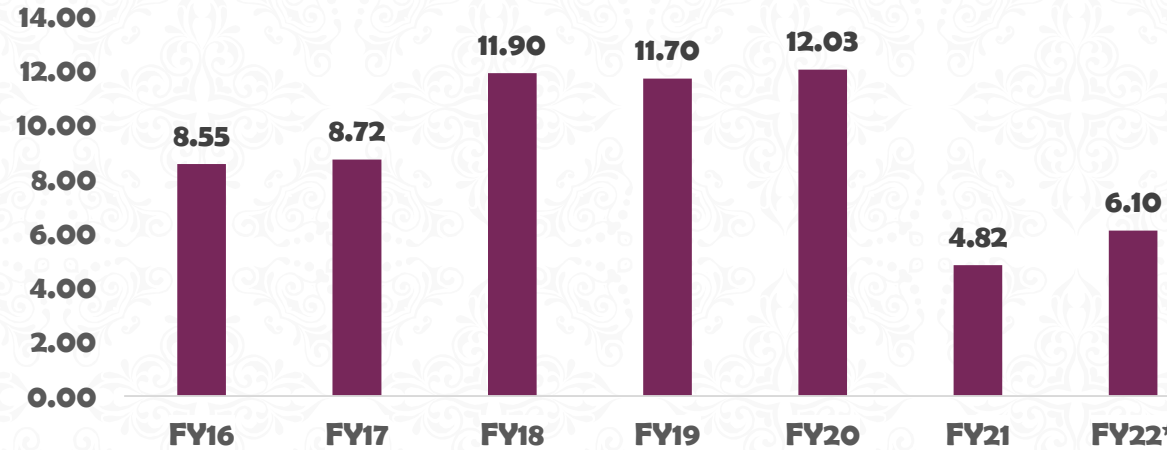


INDIAN JEWELLERY INDUSTRY ON REBOUND



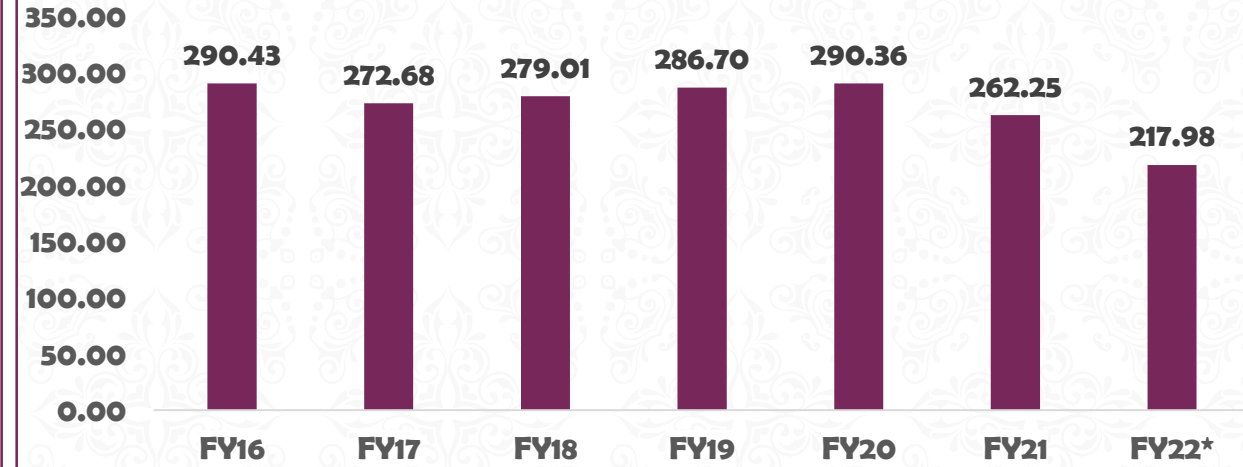
EXPORT OF GOLD JEWELLERY

In USD Bn



IMPORT OF GOLD JEWELLERY

In USD Mn



*- As of October 2021

INDIA'S GEMS AND JEWELLERY MARKET SIZE STOOD AT US\$ 78.50 BILLION IN FY21.

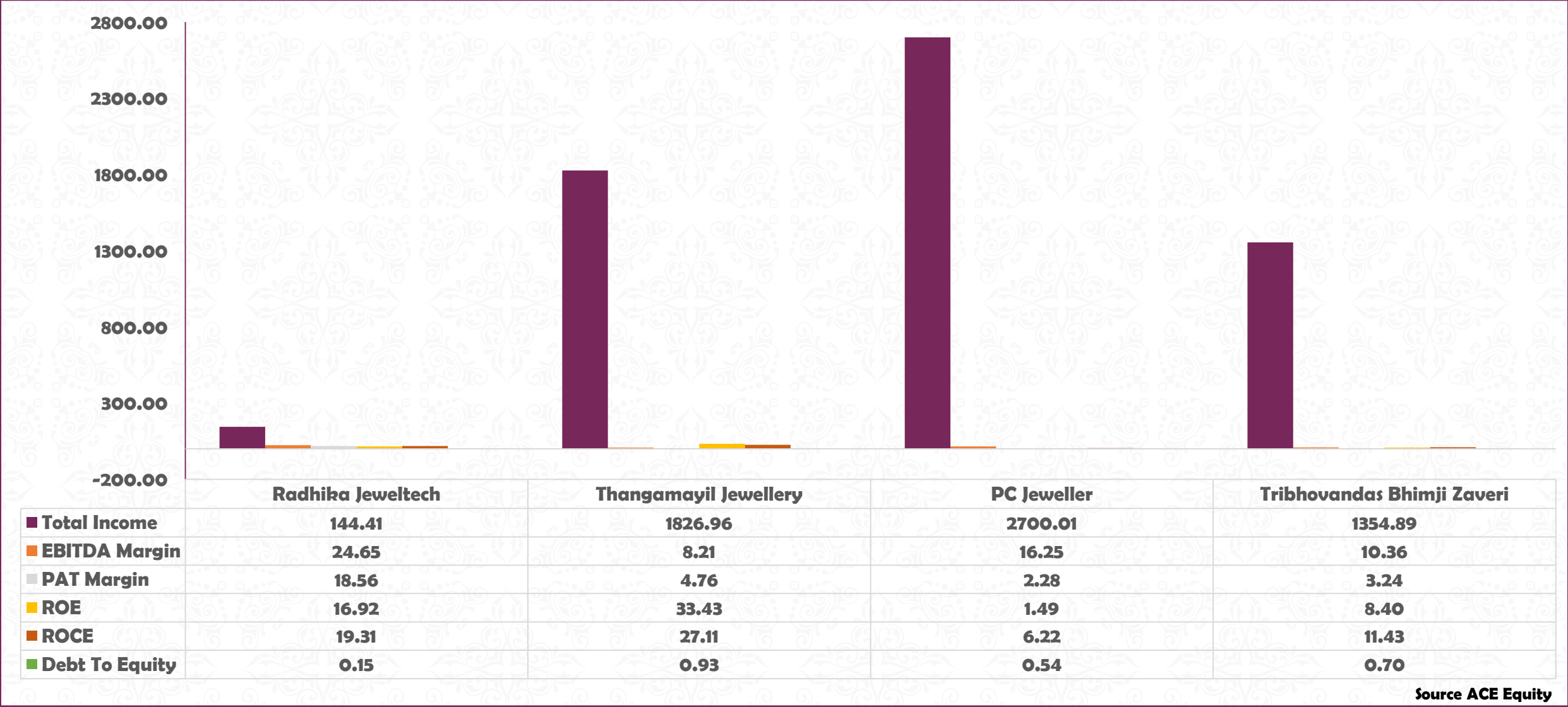
THE INDIAN GEMS AND JEWELLERY MARKET IS EXPECTED TO GROW AT A CAGR OF 8.34% OVER FY2023 TO FY2027 TO REACH US\$ 119.8 BN

THE GOVERNMENT OF INDIA HAS SET A JEWELLERY EXPORT TARGET OF US\$ 70 BN FOR 2025

THE ONLINE GOLD MARKET IN INDIA WAS AT A NASCENT STAGE WITH 1-2% OF MARKET SHARE IN 2020

Source IBEF

PEER COMPARISON





FINANCIAL OVERVIEW

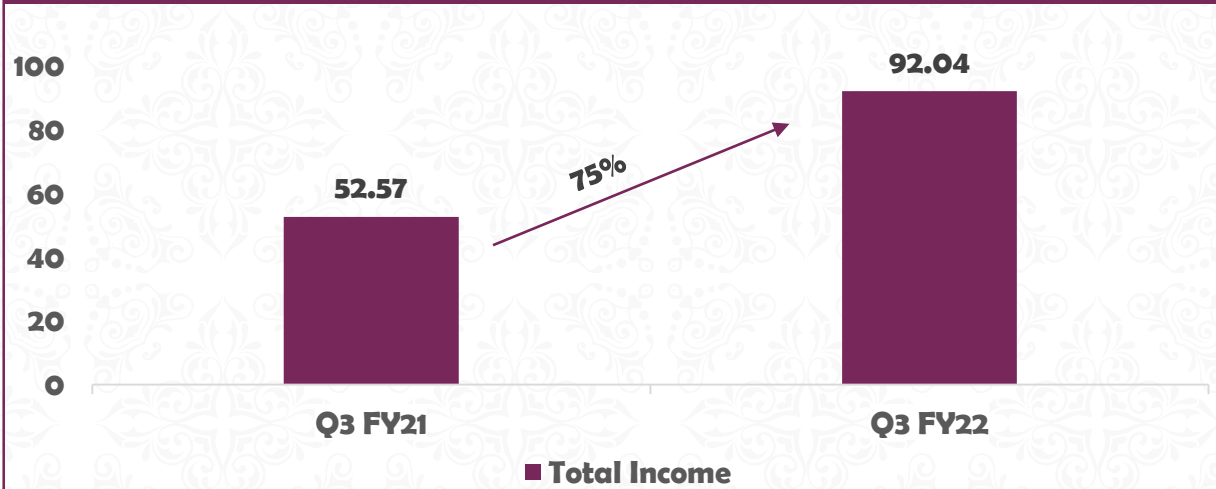


Q3 & 9M FY22 KEY FINANCIAL HIGHLIGHTS



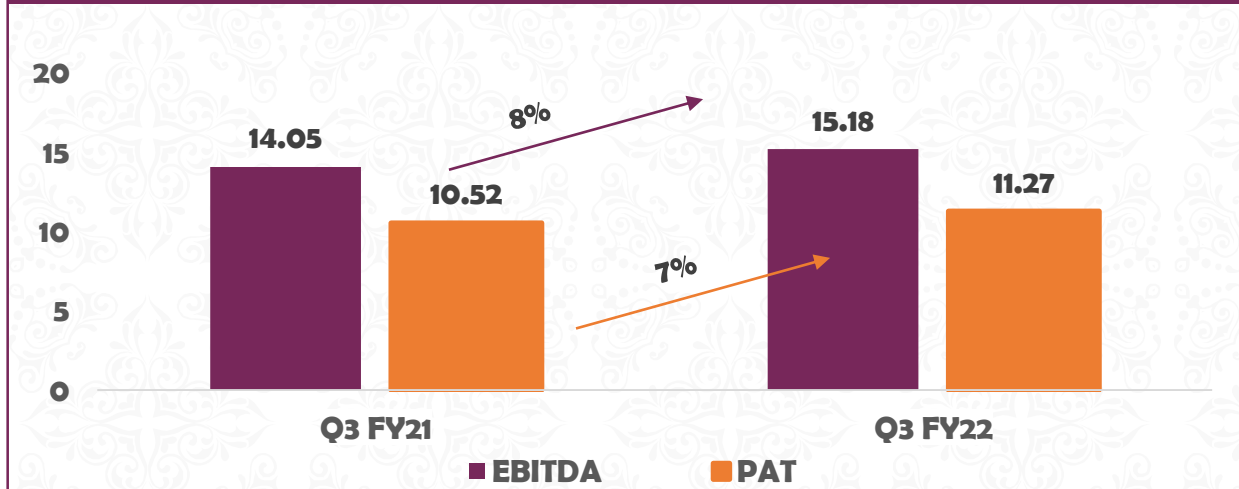
Q3 FY22 TOTAL INCOME

In ₹ Cr



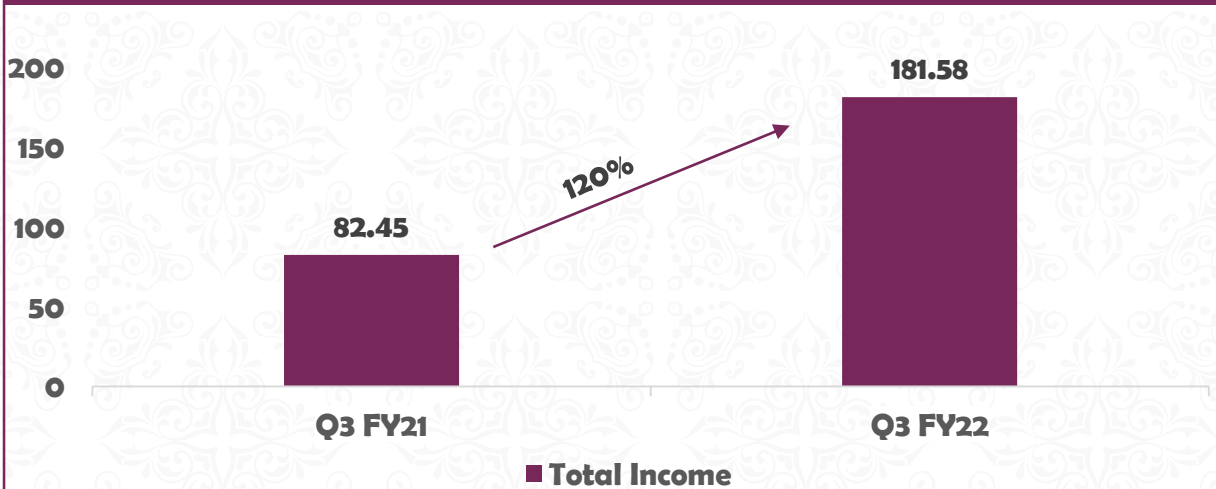
Q3 FY22 EBITDA & PAT

In ₹ Cr



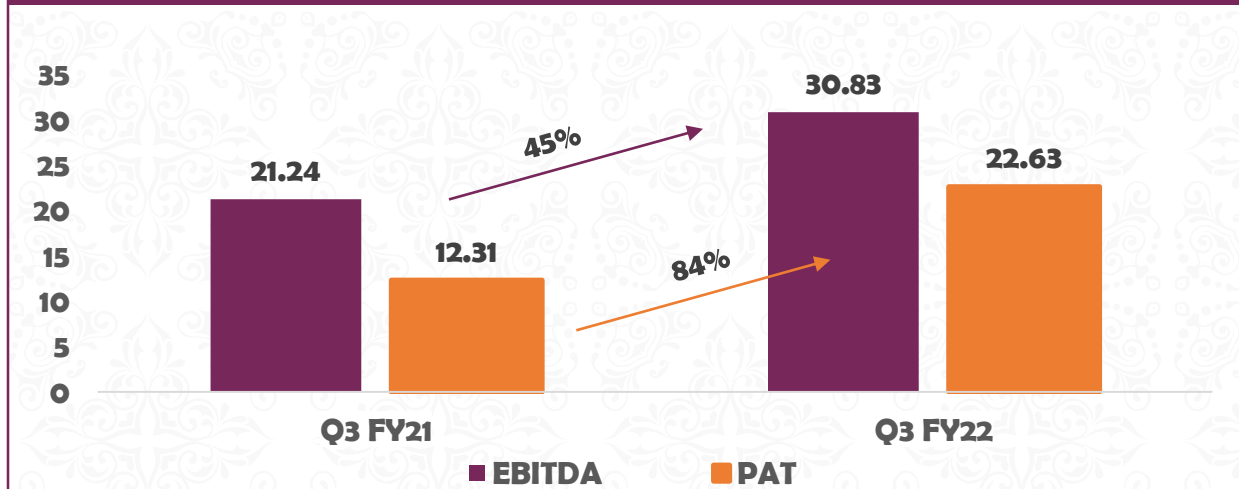
9M FY22 TOTAL INCOME

In ₹ Cr



9M FY22 EBITDA & PAT

In ₹ Cr



KEY FINANCIAL HIGHLIGHTS



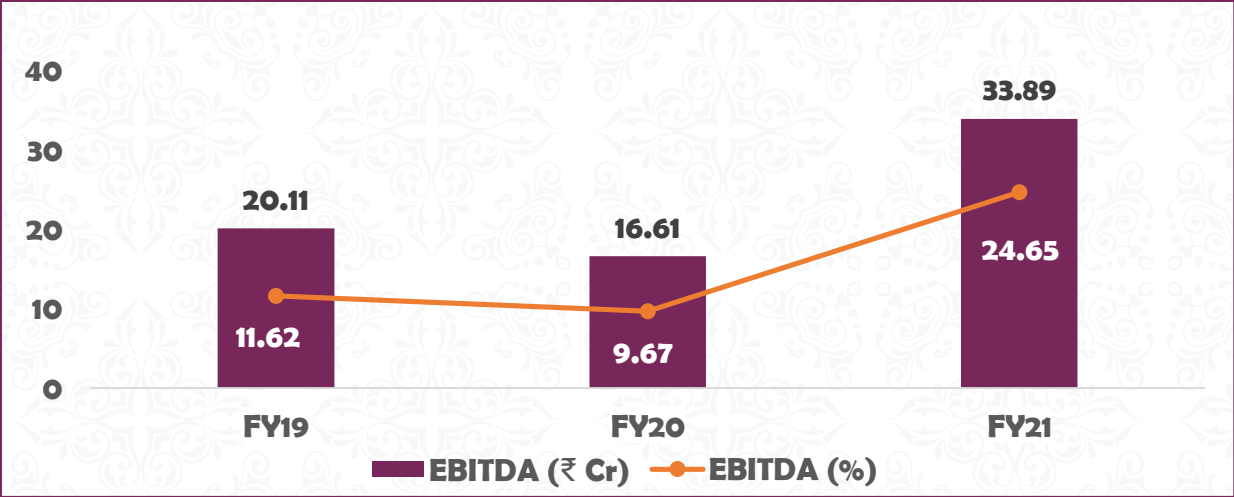
TOTAL INCOME

In ₹ Cr



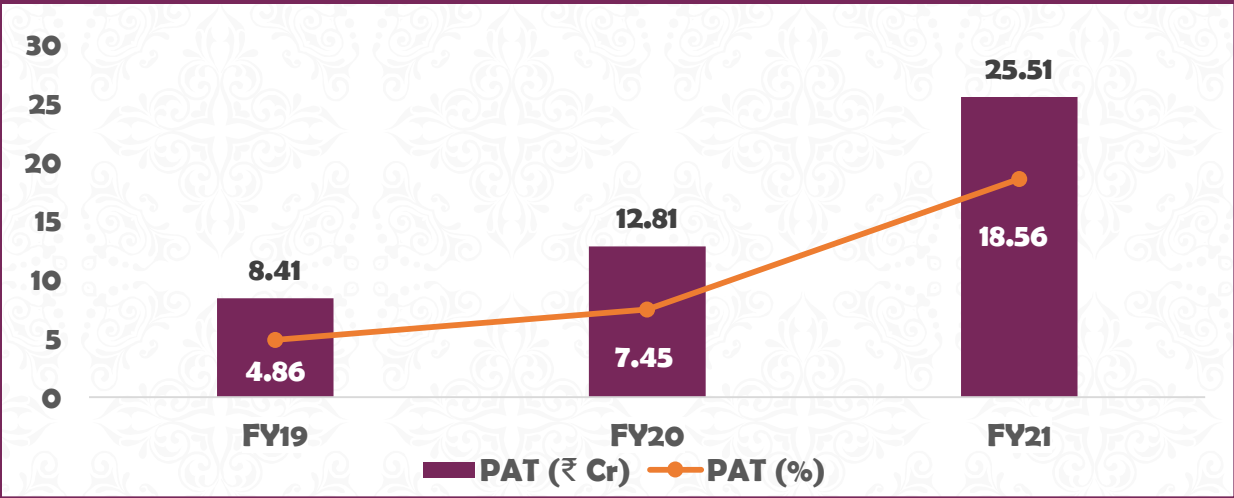
EBITDA & EBITDA MARGINE

In ₹ Cr

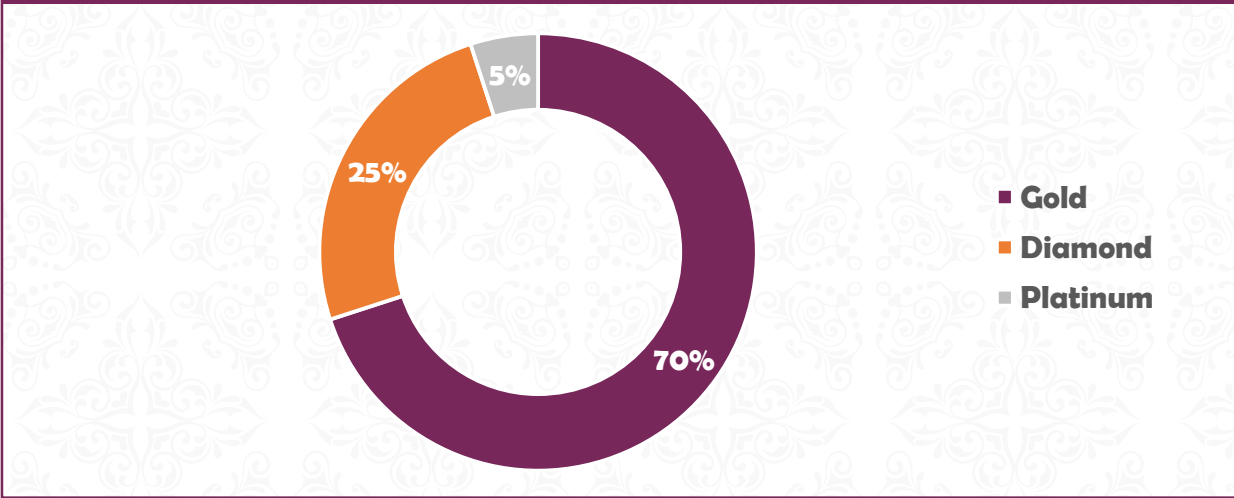


PAT & PAT MARGINE

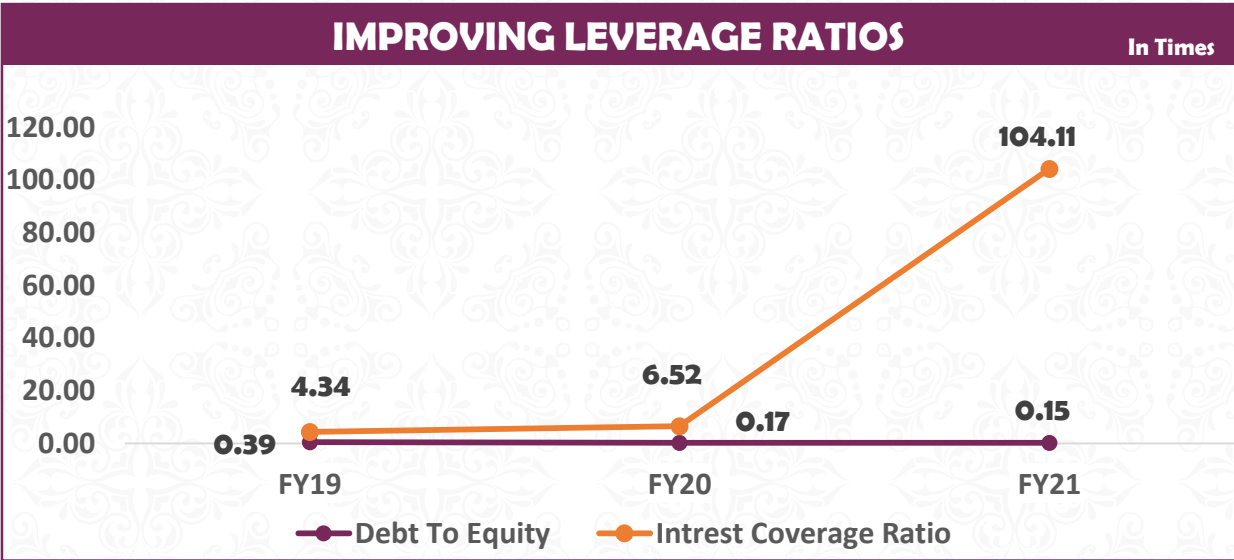
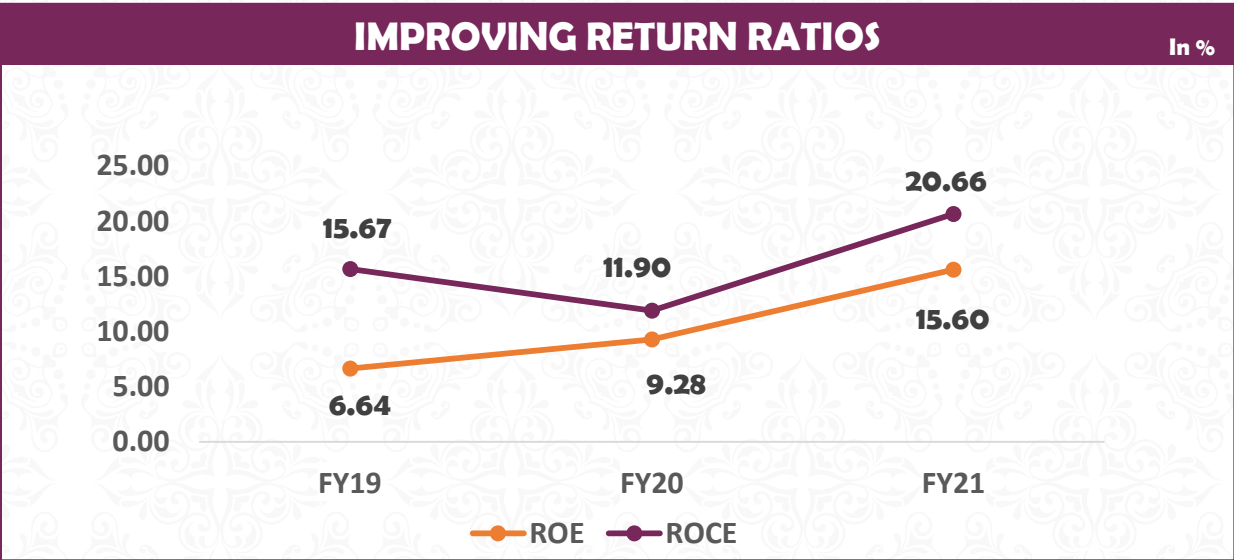
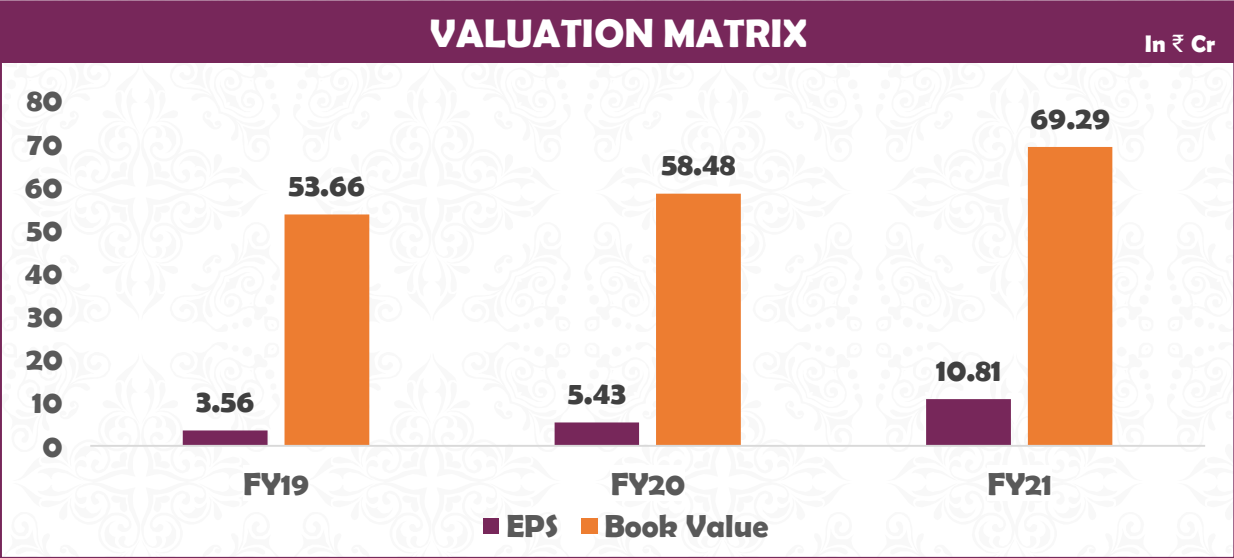
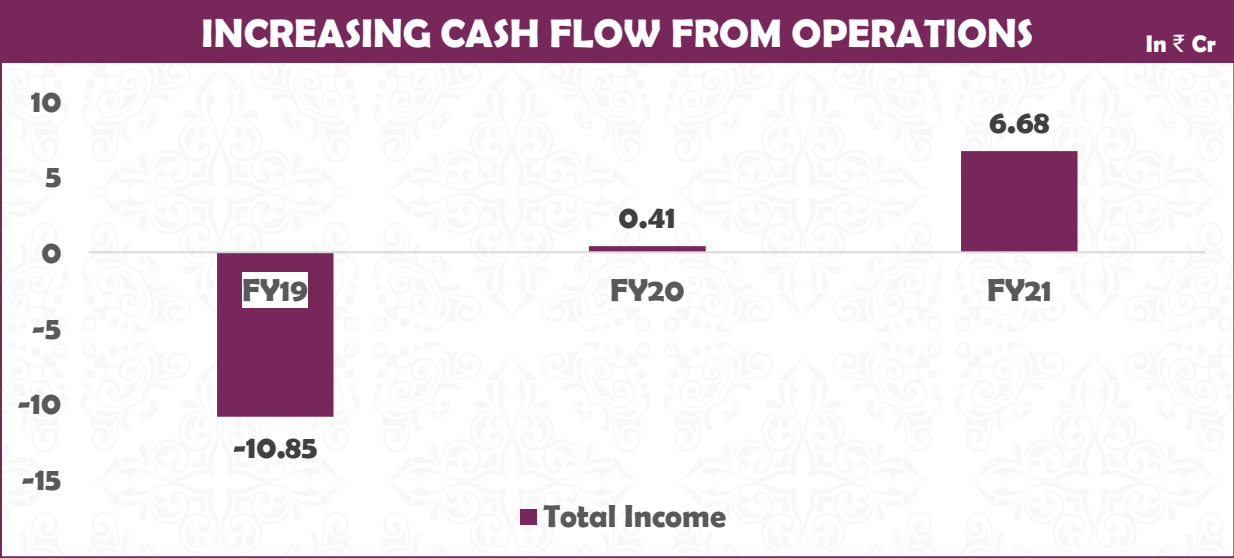
In ₹ Cr



REVENUE BREAKUP



KEY FINANCIAL HIGHLIGHTS



Q3 & 9M FY22 RESULT



In ₹ Cr

PARTICULARS	Q3 FY22	Q2 FY22	Q3 FY21	9M FY22	9M FY21
Revenues	92.00	64.90	52.17	179.64	78.58
Other Income	0.04	1.16	0.40	1.94	3.87
Total Income	92.04	66.06	52.57	181.58	82.45
Raw Material costs	72.82	51.31	37.28	141.52	55.17
Employee costs	1.15	1.15	1.20	3.44	3.10
Other expenses	2.89	1.91	0.04	5.79	2.94
Total Expenditure	76.86	54.37	38.52	150.75	61.21
EBITDA	15.18	11.69	14.05	30.83	21.24
EBIDTA(%)	16.49	17.70	26.73	16.98	25.76
Finance Costs	0.02	0.39	0.01	0.42	4.84
Depreciation	0.11	0.03	0.02	0.17	0.09
PBT	15.05	11.27	14.02	30.24	16.31
Tax	3.78	2.86	3.50	7.61	4.00
Reported Net Profit	11.27	8.41	10.52	22.63	12.31
NPM(%)	12.24	12.73	20.01	12.46	14.93

PROFIT & LOSS STATEMENT



In ₹ Cr

PARTICULARS	FY19	FY20	FY21
Revenues	173.05	171.84	137.47
Other Income	3.30	2.88	6.94
Total Income	176.35	174.72	144.41
Raw Material costs	144.61	143.82	102.12
Employee costs	1.12	1.16	1.16
Other expenses	10.51	13.12	7.24
Total Expenditure	156.24	158.11	110.52
EBITDA	20.11	16.61	33.89
EBIDTA(%)	11.62	9.67	24.65
Finance Costs	4.57	2.52	0.32
Depreciation	0.27	0.19	0.11
PBT	15.27	13.91	33.45
Tax	6.86	1.10	7.94
Reported Net Profit	8.41	12.81	25.51
NPM(%)	4.86	7.45	18.56

Contribution from Customized Jewellery is increasing which is contributing to higher profitability.

A further contribution of Customized Jewellery is going to increase after new 10,000 sqft in an affluent neighborhood in the city of Rajkot.

BALANCE SHEET



In ₹ Cr

EQUITIES & LIABILITIES	FY19	FY20	FY21
Equity	23.60	23.60	23.60
Reserves	103.03	114.42	139.93
Net Worth	126.63	138.02	163.53
Non-current Liabilities			
Long-term borrowing	49.28	23.99	24.30
Deferred tax Liabilities	-0.13	-0.10	-0.10
Other long terms Liabilities	49.28	23.99	24.30
Long-term provision	0.00	0.00	0.01
Total Non Current Liabilities	49.16	23.90	24.21
Current Liabilities			
Short-term borrowings	0.00	0.00	0.00
Trade payables	0.56	1.54	1.32
Other Current Financial Liabilities	0.00	0.00	0.00
Other current liabilities	0.75	0.53	0.41
Short-term provision	4.53	3.62	8.03
Total Current Liabilities	5.84	5.68	9.76
Total Liabilities	181.63	167.59	197.50

In ₹ Cr

ASSETS	FY19	FY20	FY21
Non Current Assets			
Fixed assets	0.80	0.58	0.39
Non-current investments	20.00	20.00	0.18
Other Non-Current Financial Assets	0.00	0.00	0.00
Other non-current assets	0.00	0.00	0.00
Total Non Current Assets	20.80	20.58	0.58
Current Assets			
Inventories	110.10	119.24	134.35
Trade receivables	0.25	0.24	0.26
Cash & Bank Balance	44.80	18.52	51.25
Other Current Financial Assets	5.63	8.63	10.99
Current Tax Assets (Net)	0.00	0.00	0.00
Other current assets	0.05	0.38	0.06
Total Current Assets	160.83	147.01	196.93
Total Assets	181.63	167.59	197.50

The company settles the bill with manufacturers in physical gold terms as opposed to cash payments.

The company maintains a fixed inventory of gold in terms of kg.

STOCK DATA

BSE: 540125 | ISIN: INE583V01013

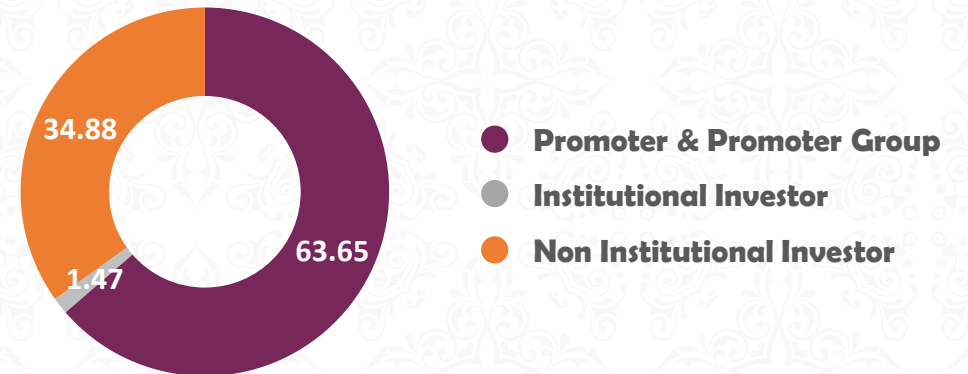
As on 27-04-2022

Share Price (₹)	194.85
Market Capitalization (₹ Cr)	459.85
No. of Shares Outstanding	2,36,00,000
Face Value (₹)	10
52 week High-Low (₹)	195.00 – 15.85

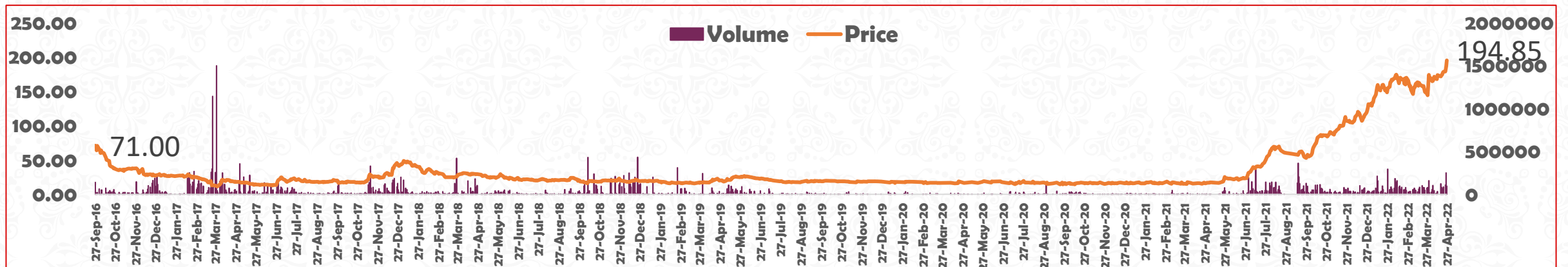


SHARE HOLDING PATTERN

As on 31-03-2022



SHARE PERFORMANCE FROM 27TH SEPTEMBER 2016



WHY RADHIKA JEWELLTECH



THE NAME RADHIKA HAS ESTABLISHED ITSELF AS A TRUSTED ESTABLISHMENT IN THE MINDS OF CONSUMERS IN NOT ONLY IN RAJKOT CITY BUT ALSO IN THE WHOLE SAURASHTRA REGION

THE SALES TICKET SIZE RANGES FROM AS LOW AS RS 10,000 AND UP TO RS 5 LAKHS IN THE UPPER END.

OUTSOURCING FROM DEDICATED MANUFACTURERS ALLOWS THE COMPANY TO FOCUS ON ITS CORE OPERATIONAL STRENGTH OF SALES.

THE COMPANY HAS ESTABLISHED STRONG RELATIONSHIPS WITH MANUFACTURERS THAT EXCLUSIVELY DESIGN AND MANUFACTURE JEWELLERY PIECES FOR THE COMPANY.

THE COMPANY IS IN THE PROCESS OF STARTING A NEW 10,000 SQFT SHOWROOM IN A VERY AFFLUENT NEIGHBORHOOD IN THE CITY OF RAJKOT WHICH WILL FOCUS ON MORE CUSTOMIZED AND HIGH-END JEWELLERY

THE NEW SHOWROOM IS EXPECTED TO LEAPFROG THE COMPANY'S REVENUES TO A SIGNIFICANTLY HIGHER TRAJECTORY.

RAJKOT IS THE PRIMARY URBAN CENTRE FOR SOCIAL, CULTURAL, COMMERCIAL, EDUCATIONAL, POLITICAL AND INDUSTRIAL ACTIVITIES IN THE SAURASHTRA REGION AND A MAJOR ONE IN THE STATE OF GUJARAT.

THE POPULATION IS ESTIMATED TO INCREASE BY 16.5% BETWEEN 2011 AND 2022 TO 15.0 LAKH IN RAJKOT CITY AND 16.2 LAKH IN THE METROPOLITAN AREA (SOURCE: INDIACENSUS.NET).

THE CITY OF RAJKOT IS ALSO A PART OF THE UNION MINISTRY OF URBAN DEVELOPMENT'S SMART CITY MISSION.

IN LONG-TERM PLANS, THE COMPANY IS CONSIDERING OPENING SHOWROOMS IN OTHER MAJOR URBAN CENTRES OF SAURASHTRA SUCH AS BHAVNAGAR, BHUJ, GANDHIDHAM, MORBI AND JAMNAGAR,

SAFE HARBOR STATEMENT



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These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks.

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THANK YOU



FOR FURTHER INFORMATION

Company Secretary Mr. Sandip Nadiyapara

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