



#### Date: 21/06/2024

To, BSE Limited Phiroze Jeejeebhoy Towers, 25th Floor, Dalai Street, Fort, Mumbai 400001 To, National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai 400051

#### Scrip Code: 541967

Trading Symbol: SKYGOLD

#### Subject: Submission of Investor / Analysts Presentation.

Dear Sir/ Madam,

Please find enclosed herewith the Investor/ Analysts presentation on Audited Financial Results (Consolidated and Standalone) for the quarter and year ended March 31, 2024 and 100% Acquisition of M/s Starmangalsutra Private Limited and M/s Sparkling Chains Private Limited ('Target Companies') held by existing shareholders of the Company, by way of share swap.

This presentation is being submitted in compliance with Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.

The same is also being made available on the Company's website www.skygold.co.in

Kindly take this information into your records and acknowledge the receipt

Thanking you

Yours faithfully,

For Sky Gold Limited,

Mangesh Chauhan Managing Director & CFO DIN: 02138048 Place: Navi Mumbai

Registered / Factory / Corporate Office: Plot No. D-222/2, TTC Industrial Area, MIDC Shirawane, Navi Mumbai - 400 706.



# SKY GOLD

MAKE IN BHARAT, FOR THE WORLD



**Investor Presentation - Q4 FY24** 

# Safe Harbor Statement

Any forward-looking statements about expected future events, financial and operating results of the Company are based on certain assumptions which the Company does not guarantee the fulfilment of. These statements are subject to risks and uncertainties.

Actual results might differ substantially or materially from those expressed or implied. Important developments that could affect the Company's operations include a downtrend in the industry, global or domestic or both, significant changes in political and economic environment in India or key markets abroad, tax laws, litigation, labour relations, exchange rate fluctuations, technological changes, investment and business income, cash flow projections, interest, and other costs.

The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

# **From Tradition to Transformation:** Introducing Beginning Of A New Era





MAKE IN BHARAT, FOR THE WORLD



Sky Gold 2.0

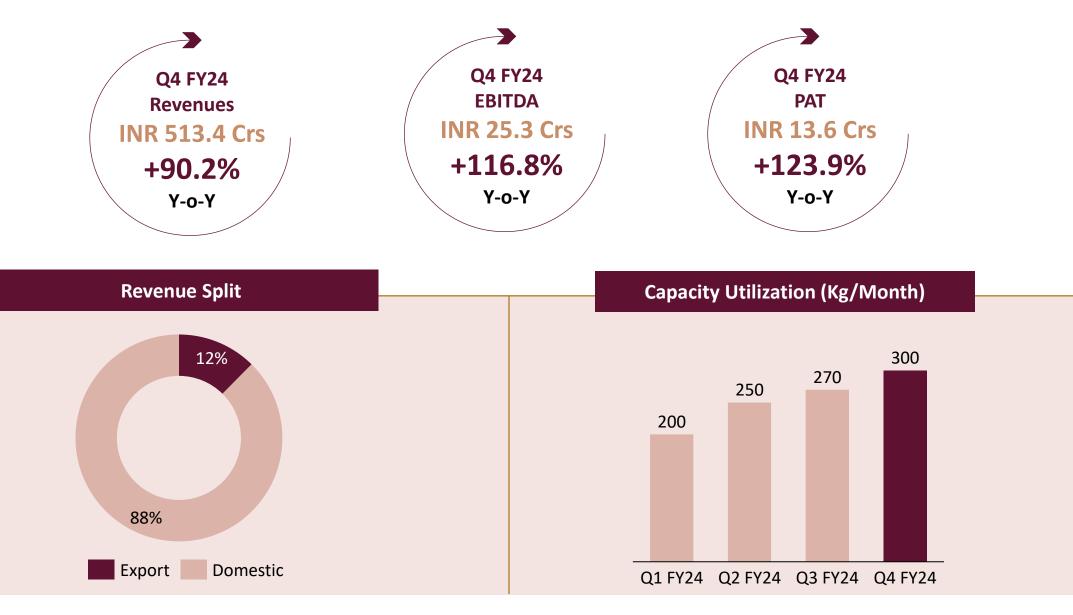
Sky Gold 1.0



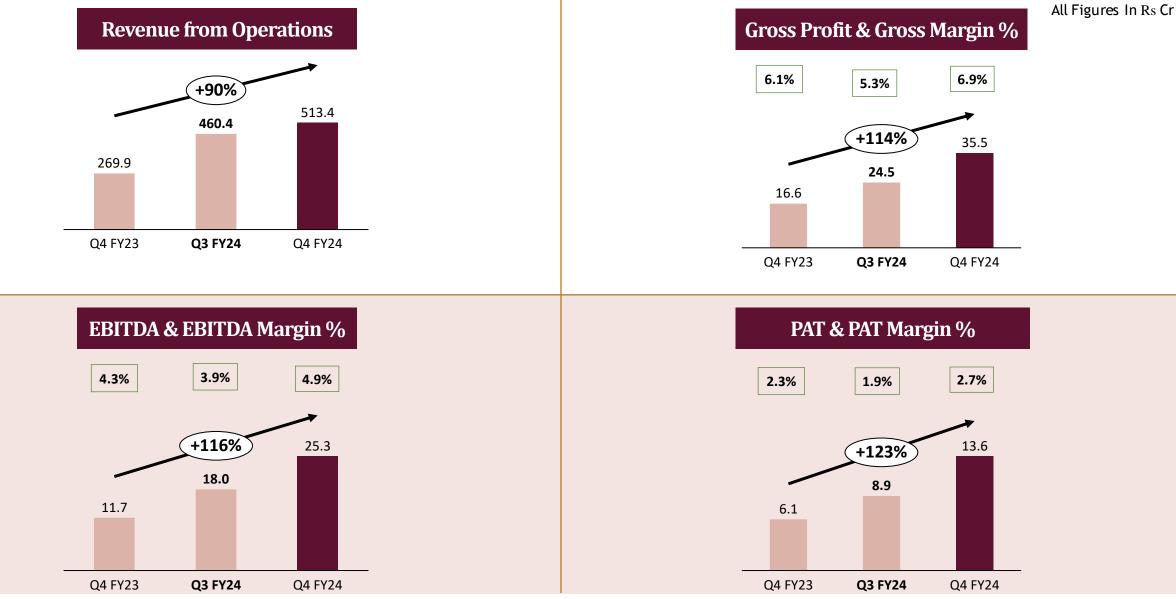


# Q4 & FY24 Financials

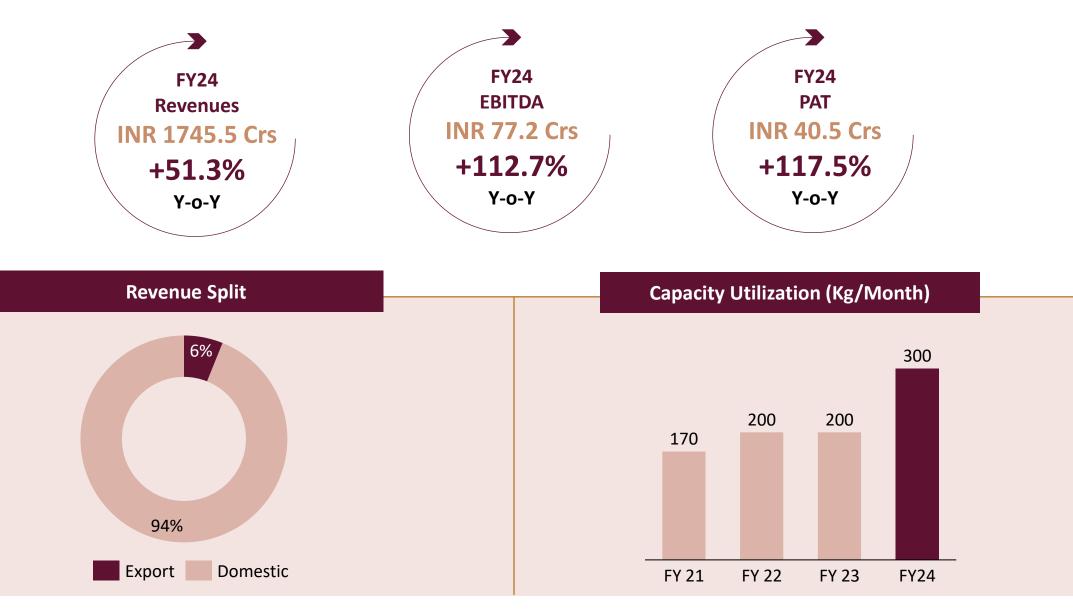
## Q4 FY24 Performance Highlights (Y-o-Y)



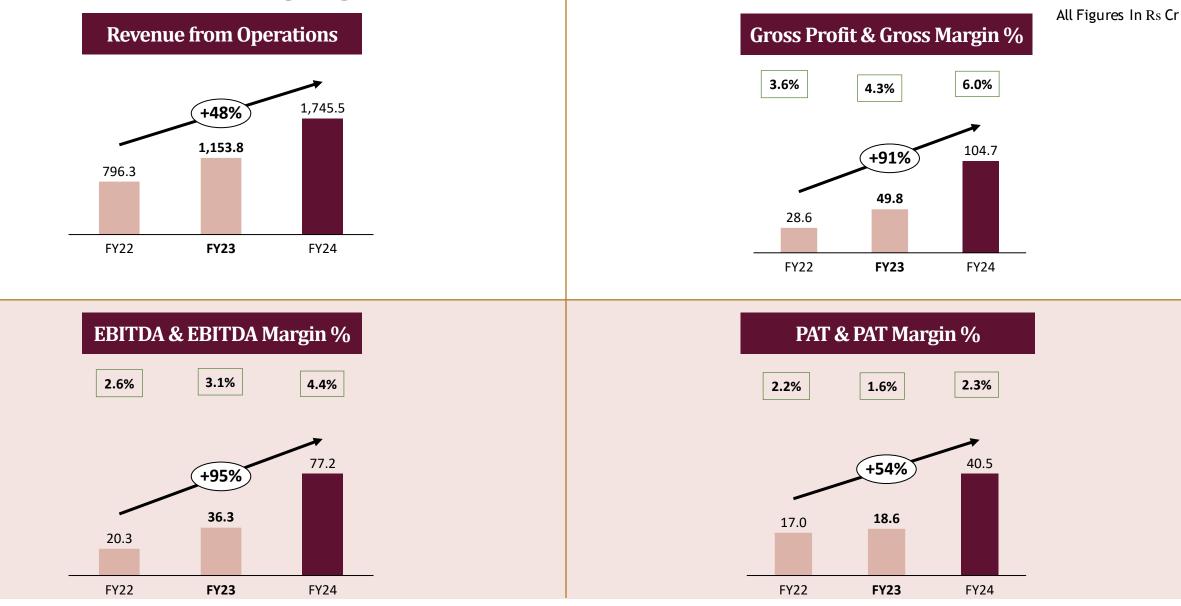




## FY24 Performance Highlights (Y-o-Y)



# **FY24** Performance Highlights



(Margins in %)

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## **Consolidated Profit & Loss Statement – Q4 & FY24**

Profit & Loss Statement (Rs. Crs.)	Q4 FY24	Q4 FY23	Ү-о-Ү	Q3 FY24	Q-o-Q	FY24	FY23	Ү-о-Ү
Revenue from Operations	513.4	269.9	90.2%	460.4	11.5%	1,745.5	1,153.8	51.3%
Cost of Materials Consumed	570.4	265.9		508.2		1,821.7	1,114.9	
Changes in Inventories of FG & WIP	-92.5	-12.6		-72.3		-180.9	-10.9	
Gross Profit	35.5	16.6	114.4%	24.5	44.9%	104.7	49.8	110.3%
GP %	6.9%	6.1%		5.3%		6.0%	4.3%	
Employee Benefits Expense	4.9	2.0		3.1		13.5	5.4	
Other Expenses	5.3	2.9		3.3		13.9	8.0	
EBITDA	25.3	11.7	116.8%	18.0	40.4%	77.2	36.3	112.7%
EBITDA %	4.9%	4.3%		3.9%		4.4%	3.1%	
Other Income	1.6	0.2		0.5		3.7	1.0	
Depreciation and Amortisation Expense	2.1	0.4		1.8		6.4	1.4	
EBIT	24.7	11.5		16.7		74.6	35.8	
Finance Costs	6.6	3.6		4.7		20.5	10.8	
РВТ	18.1	7.9		12.0		54.1	25.0	
Total Tax Expense	4.5	1.8		3.0		13.6	6.4	
Profit for the period	13.6	6.1	123.9%	8.9	52.4%	40.5	18.6	117.5%
PAT %	2.7%	2.3%		1.9%		2.3%	1.6%	

## **Consolidated Balance Sheet – Q4 & FY24**

ASSETS (Rs. Crs.)	31-Mar-24	31-Mar-23
ASSETS		
Non - Current Assets		
Property, plant and equipment	24.7	6.2
Capital work-in-progress	1.0	0.1
Right of Use Assets	10.2	0.5
Investment Property	0.0	2.5
Other Intangible Assets	0.1	0.1
Financial Assets		
(i) Investments	90.6	68.3
(ii) Other Financial Assets	1.1	0.8
Other non-current assets	1.5	0.3
Total Non - Current Assets	129.1	78.5
Current Assets		
Inventories	266.1	85.2
Financial Assets		
(i) Investments	0.0	0.0
(ii) Trade receivables	102.1	67.0
(iii) Cash and cash equivalents	13.4	18.4
(iv) Bank Balance other above	63.4	0.0
(v) Loans	0.1	0.2
Other current financial assets	0.4	0.3
Current Tax Assets (Net)	0.0	0.0
Other current assets	11.0	2.5
Total Current Assets	456.5	173.6
TOTAL ASSETS	585.6	252.2

EQUITY AND LIABILITIES (Rs. Crs.)	31-Mar-24	31-Mar-23
Equity		
(a) Equity share capital	13.2	10.7
(b) Other equity	230.9	87.4
Equity attributable to equity holders	244.1	98.1
Non-controlling interests		
Total Equity	244.1	98.1
Liabilities		
Non - Current Liabilities		
Financial liabilities		
(i) Borrowings	17.6	14.8
(ii) Lease liabilities	9.1	0.0
(iii) Other Financial Liabilities	0.0	0.0
Provisions	1.0	0.8
Deferred Tax Liabilities (Net)	2.4	3.5
Total Non - Current Liabilities	30.1	19.1
Current Liabilities		
Financial liabilities		
(i) Borrowings	281.1	131.1
(ii) Lease liabilities	2.2	0.5
(iii) Trade payables		
(a) total outstanding dues of MSME	1.3	1.4
(b) total outstanding dues other than MSME	3.1	0.1
(iv) Other financial liabilities	21.1	0.4
Other current liabilities	0.8	0.1
Provisions	0.4	0.3
Current tax liabilities (Net)	1.4	1.0
Total Current Liabilities	311.4	134.9
TOTAL EQUITY AND LIABILITIES	585.6	252.2

## **Consolidated Cashflow Statement – Q4 & FY24**

Cash Flow Statement (Rs. Crs.)	Mar-24	Mar-23
Cash Flow from Operating Activities		
Profit before Tax	54.1	25.0
Adjustment for Non-Operating Items	23.6	10.9
Operating Profit before Working Capital Changes	77.7	36.0
Changes in Working Capital	-201.5	-35.3
Cash Generated from Operations	-123.9	0.7
Less: Direct Taxes paid	-14.2	-7.1
Net Cash from Operating Activities	-138.1	-6.5
Cash Flow used in Investing Activities	-106.2	-19.8
Cash Flow (used in)/ from Financing Activities	239.2	43.2
Net increase/ (decrease) in Cash & Cash equivalents	-5.0	17.0
Cash and cash equivalents at beginning of the year	18.4	1.4
Cash and cash equivalents at the end of the year	13.4	18.4

# Update on New Acquisitions



## Bolstering Portfolio with the Acquisitions of Starmangalsutra & Sparkling Chains

#### M/s Sparkling Chains Private Limited (Sparkling) & M/s Starmangalsutra Private Limited (Star)

"Sparkling & Star", are engaged in the business of manufacturing of jewellery of gold, silver and other precious or base metal clad with precious metals, precious or semi precious stones, or of combinations of precious metals

These acquisitions will enable the company to foray into fastmoving segments of jewellery like Chains as well as highly established & traditionally sacred Mangalsutra business

The company has acquired full ownership of both firms for Rs. 26.00 crores and Rs. 23.98 crores respectively. Unsecured loans from directors amount to Rs. 21 crores in M/s. Sparkling and Rs. 16.5 crores in M/s. Starmangalsutra, which will be repaid upon board approval

These consideration will be discharged by issue of 4,17,542 Equity Shares of the Company at an issue price of Rs. 1,197 having a face value of INR 10/- each to the existing Shareholders of M/s Sparkling Chains Private Limited and M/s Starmangalsutra Private Limited on a preferential basis

Sky Gold will benefit from increased TAM which will be created because of the above acquisitions and aligns with the growth objectives of the company as well as creating synergies on multiple fronts

Revenue (INR Crs.)	FY 2021-22	FY 2022-23	FY 2023-24
Sparkling	70	130	200
Star	38	132	171

Particulars	<b>Pre-Acquisition</b>	Post-Acquisition
Capacity	750 kg/month	1,050 kg/month
No. of Live Designs	2 Lakhs	2.012 Lakhs
No. of Designs Churned	2000/month	2200/month

\*Subject to the approval of the Audit Committee, Board of Directors and other necessary approvals from time to time

### Acquisition Rationale: Product Expansion And Enhance Future Growth

# Administrative efficiency and optimal utilization

Various resources being in a similar line of business and provide a **common leadership vision** for the consolidated business

#### Improved Operational Efficiency

The acquisition will enhance efficiencies and combine similar business interests for both entities, resulting in **operational synergies**, **streamlining and optimization of the business** 

#### Shared Resources, Infrastructure & Access to New Markets

## Sky Gold intends to provide its expertise and management capabilities ensuring steady growth through

- Increased focus on expanding territorial coverage,
- Improving competitiveness,
- Increase the customer network, and
- Greater penetration in the export market as well

#### **Enhanced Product Portfolio**

Broaden its range of high-quality jewelry and strengthen its presence in the **lightweight chain and mangalsutra categories**, supported by renowned expert craftsmanship

# 0

#### **Economies of scale**

Consolidation of the financials, economies of scale, and integration of processes of the combined entity will contribute to the overall growth prospects of **Sky Gold 2.0** at a **much faster rate than earlier anticipated** 

#### **Synergies & Cost Savings**

Combined entities can make use of each other's marketing and post-sales network to promote and market complementary products also leading to **increased TAM** (Total Addressable Market) also at individual store level

#### **Increased profitability**

These acquisitions of "Sparking" & "Star" by Sky Gold Ltd. will lead to **better margins & improved EPS** resulting in overall value accretion to all the stakeholders of the company

# Company Overview







#### Leading the way in manufacturing of Casting Gold Jewellery since 2005.

Established in 2005, Sky Gold has been a trailblazer in the realm of casting jewellery.

Founded by three visionary founders:

Mangesh Chauhan Mahendra Chauhan Darshan Chauhan

Sky Gold has evolved into a symbol of excellence in light weight design & quality.

#### Some of Our Distinctive Features are as follows:

**1. Extensive Industry Experience:** With years of dedicated service, Sky Gold brings a wealth of experience to the art of jewellery manufacturing.

**2. Customizable Designs:** We take pride in offering a personalized touch to our jewellery, ensuring that each piece reflects the unique style and preferences of our customers.

**3. Skilled and Talented Craftsmen:** Behind every masterpiece is a team of skilled and talented craftsmen, dedicated to precision and artistry.

**4. Fair Price and Trade Policy:** At Sky Gold, transparency and fairness are integral to our trade policy, ensuring that our customers receive quality jewellery at honest prices.

At Sky Gold, we go beyond being manufacturers; we are creators of timeless pieces, and our commitment to excellence resonates in every facet of our craftsmanship.

Throughout the journey, Sky Gold has consistently demonstrated resilience, evolution, and a commitment to excellence, making it a prominent and respected name in the industry.





# Milestones

2005

2008

2018

2023

Sky Gold incubated as a **Partnership firm**, laying the foundation for its remarkable journey in the jewellery industry.

The transformative year when Sky Gold evolved into a **Private Limited company**, marking a significant step towards growth and expansion.

A milestone achievement as Sky Gold secured a listing on the **BSE SME Exchange**, reflecting its commitment to **growth**, **transparency** and **scale of operations**.

Sky Gold proudly joined the Main Boards of both **NSE & BSE**, solidifying its position as a trusted and reliable entity in the B2B jewellery manufacturing. **Fund raise from UHNI (108 crore)** 

# Management Team



#### Mr. Mangesh Chauhan

As the company's Managing Director & Chief Financial Officer, Mr. Mangesh Chauhan, a key promoter, bringsover15 years of expertise in the gem & jewelry industry. Starting from humble beginnings in Mumbai's Zaveri Bazar in 2000, he co-founded "M/s Sky Gold" in partnership with Mr. Mahendra Chauhan and Mr. Darshan Chauhan, focusing on gold jewelry production & sales. After dissolving the partnership in 2008, they formed "Sky Gold Private Limited" to manufacture and promote their jewelry collection in-house. Mr. Mangesh Chauhan oversees the finance department and actively contributes to marketing. His journey reflects a remarkable evolution from a local shop to a prominent player in the industry.



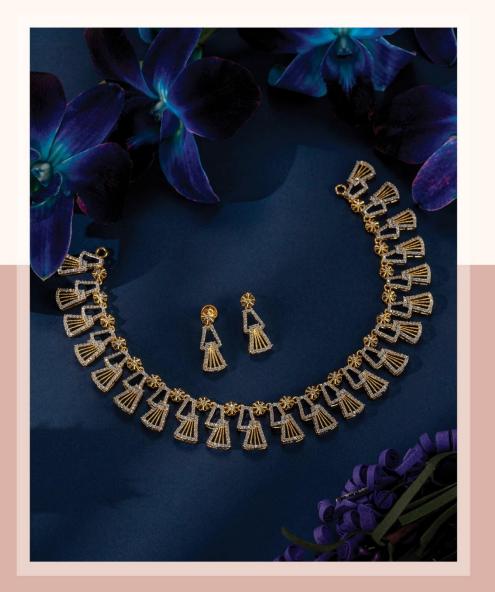
#### Mr. Mahendra Chauhan

At the helm of our brand's production, design, quality control, and machinery is Mr. Mahendra Chauhan. He oversees technological advancements, research, and development across all our plants and machinery, ensuring a seamless manufacturing process. Proficient in plant and machinery management, he plays a pivotal role in the smooth operation of our processes. Thanks to his adept leadership, we'veachieved significant progress in the realm of affordable yet innovative jewelry design and development.



#### Mr. Darshan Chauhan

With over a decade of expertise in the gem and jewelry sector, our co-director, Mr. Darshan Chauhan, focuses extensively on product enhancement, styling, pricing strategies, and overall commercial development. Additionally, he plays a pivotal role in conceptualizing and visualizing new designs. Managing marketing and sales for the brand, he keeps a keen eye on emerging trends in the market. It's worth noting that Mr. Chauhan has previously overseen overseas sales, showcasing his comprehensive involvement in the brand's global presence.



# Crafting Exclusively

# What sets Sky Gold apart in our collection of monopoly designs is the embodiment of exclusivity and creativity.

Our exclusive creations stand as a testament to the unparalleled ingenuity and innovation of our dedicated design team. With a commitment to meeting the diverse tastes of consumers and covering a broad spectrum of jewellery types, Sky Gold takes pride in presenting a portfolio that extends across 18 distinctive sub-brands. Each piece in our collection is meticulously crafted to encapsulate a unique blend of sophistication and trendsetting style, ensuring that our clients experience a level of exclusiveness that is unmatched in the realm of jewellery design. At Sky Gold, we transcend the ordinary, offering a curated selection that resonates with individuality and sets a new standard for elegance in the jewellery world.

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# Competitive Advantages



**Lead Time** From design to finished product in 7-10 days.



#### Tech-focused Manufacturer

Using latest technology like 3D printing machines from Germany, Italy & The United States.



Scale of Operation

Leading single-location manufacturer in India.



Vast Design Collection Offering 9 lac plus unique designs in our catalog.



Our R&D Approach

Analyze global fashion trends, innovate, design in India.



**Experience** Total promoters experience of more than 50 years. Deepen & fortify our current customer connections while extending our reach into new geographical markets.

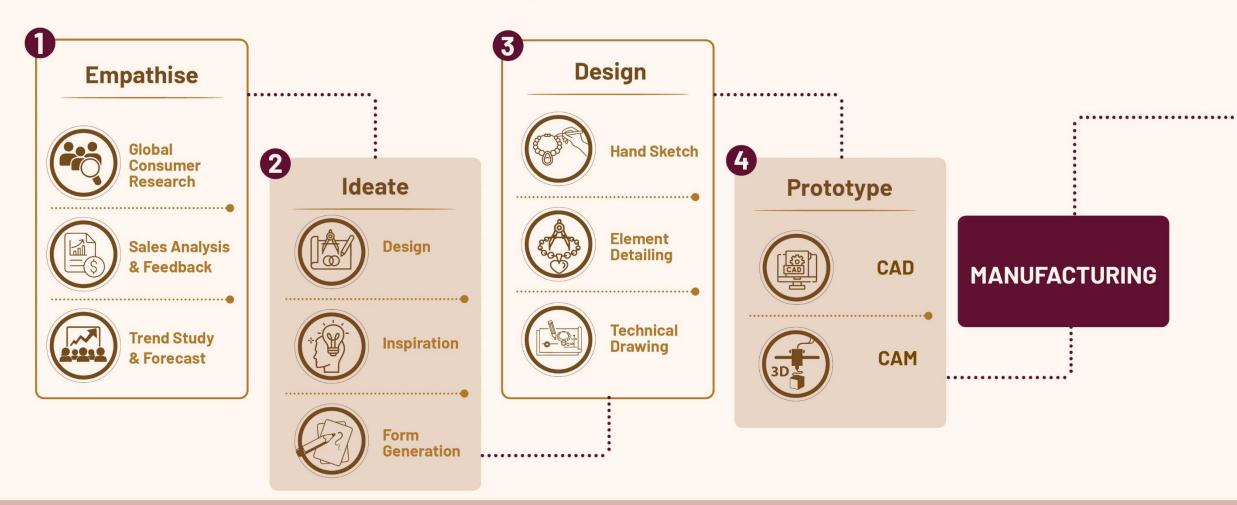
> Amplify our production capabilities & enrich our product portfolio, both domestically & internationally.



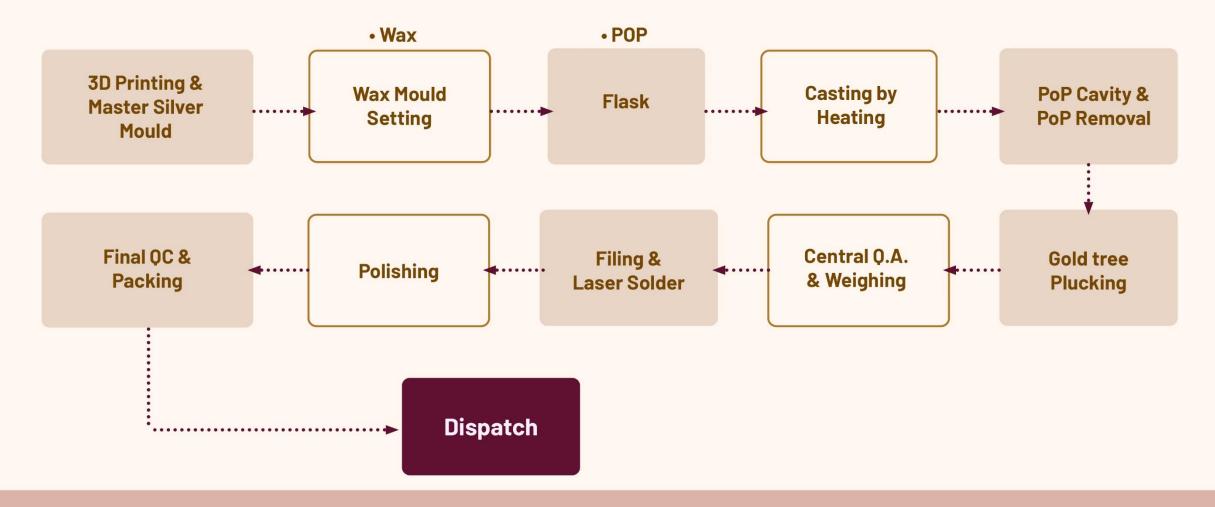
Bolster our Inventory Management practices for enhanced efficiency on a global scale.

Harness the power of technology for expansion, embracing international strategic directions.

# **Design Process**



# **Manufacturing Process**



# **Quality Control Process**

## Stage 1 Raw Material Testing Ŀ XRF **Fire Assay Design Observation** $\bigcirc$ **Element Quality** Concept Observation Inspection

Stage 2

**Production Process Examination** 

**Cleanliness Aspects** 

**Aesthetic Aspects** 

- Gold Purity
- Cubic Zirconia Quality
- Gemstone Quality
- Stone Quality

- Pearl Quality

- No Design Mismatch No Defect or Damage

Shape Uniformity

- No Polish Discoloration
- No Excess Solder
- No Improper Enamel
- No Gemstone Colour Mismatch
- No Broken Cubic Zirconia
- Proper Sizing of Rings

Proper Earring Patch

Smooth Bangle Screw

Proper Locking of

Kada

**Functional Aspects** 

No Sharp Edges

No Strength Issue

Proper Fit and Fall

Proper Flexibility

Proper Findings

#### Stage 3

**Final Inspection and** Packaging



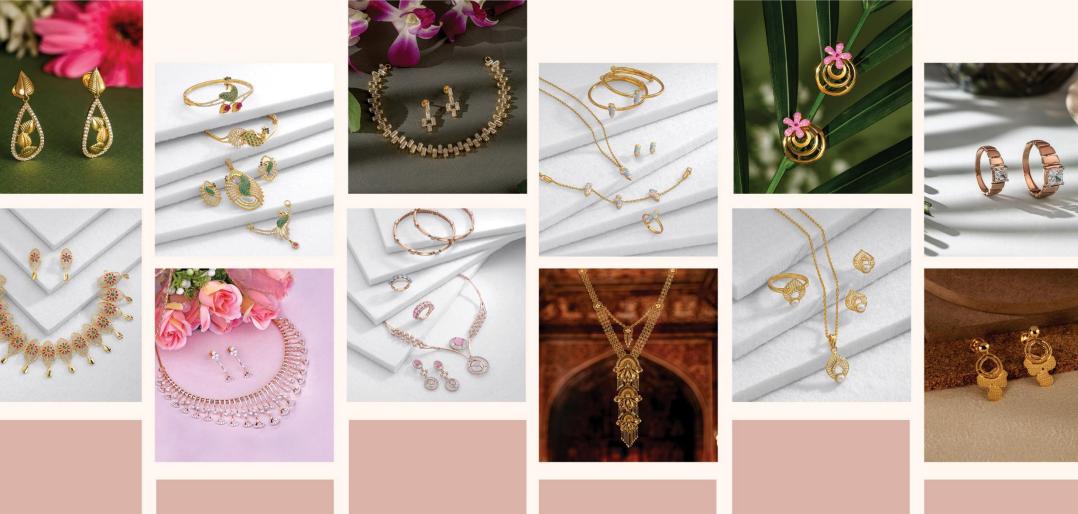


- Purity testing Safety Cubic Zirconia Wrapping Packing
  - testing Durability
  - check
- Hallmarking





# **Our Product**





# Clients

## Indian Stores





# Participation in Prestigious Shows and Industry Associations



PREMIERE









# A Glimpse of our Navi Mumbai Facility

















# Drivers of Growth



## **Growing Jewellery Industry**

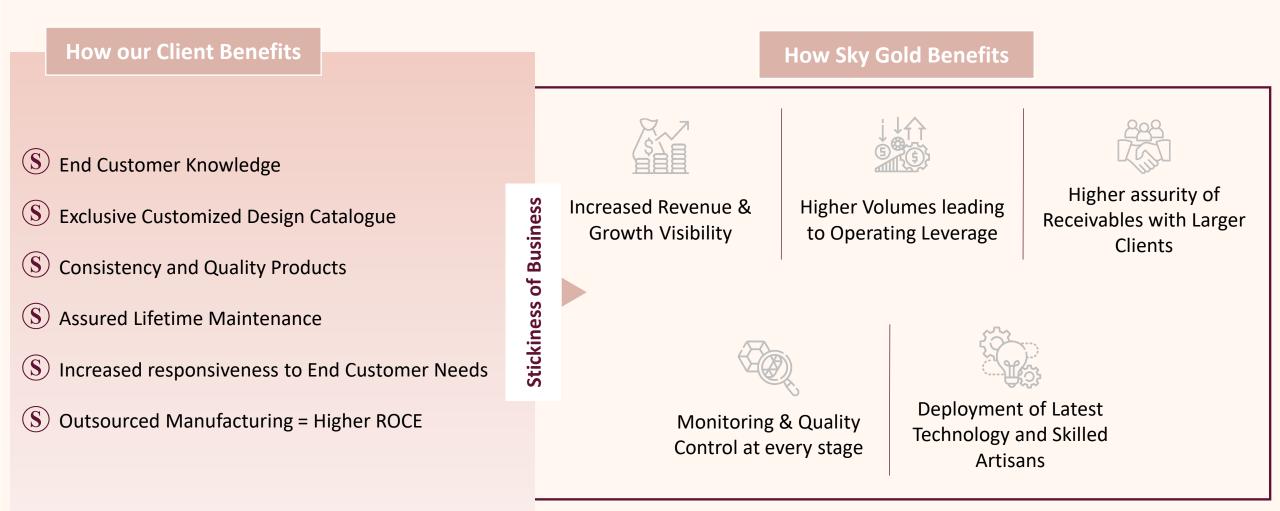
- S In the fiscal year 2023, the domestic gems and jewellery market was estimated at approximately Rs. 4,700 billion.
- S Gold jewellery dominated the Gems & Jewellery market with a commanding 66% share.
- S The industry has over the years withstand various headwinds, including demonetization, rising gold prices, the COVID-19 pandemic, and adverse regulatory changes.
- S Gold jewellery demand continue to improve over the medium term. Pent-up demand, increased spending on weddings are likely to further boost jewellery demand
- S Over the long term, improving economic growth, rising urbanisation, and increasing disposable income levels are expected to aid growth.



#### Some Of The Fine-Tuned Strategies Adopted By Industry Players

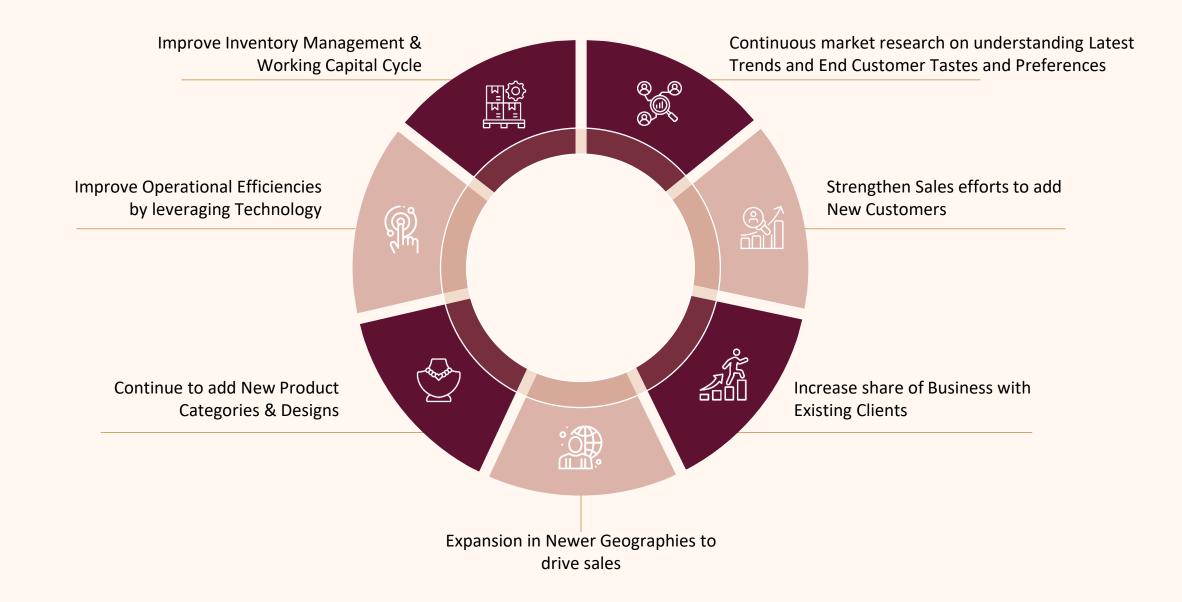
Transparency in pricing	Benchmarked Making Charges	Competitive Gold Rates
Regionalized Store	100% Exchange Value	Cutting-edge
Inventory	Assurance	technology

## **Win-Win Proposition**

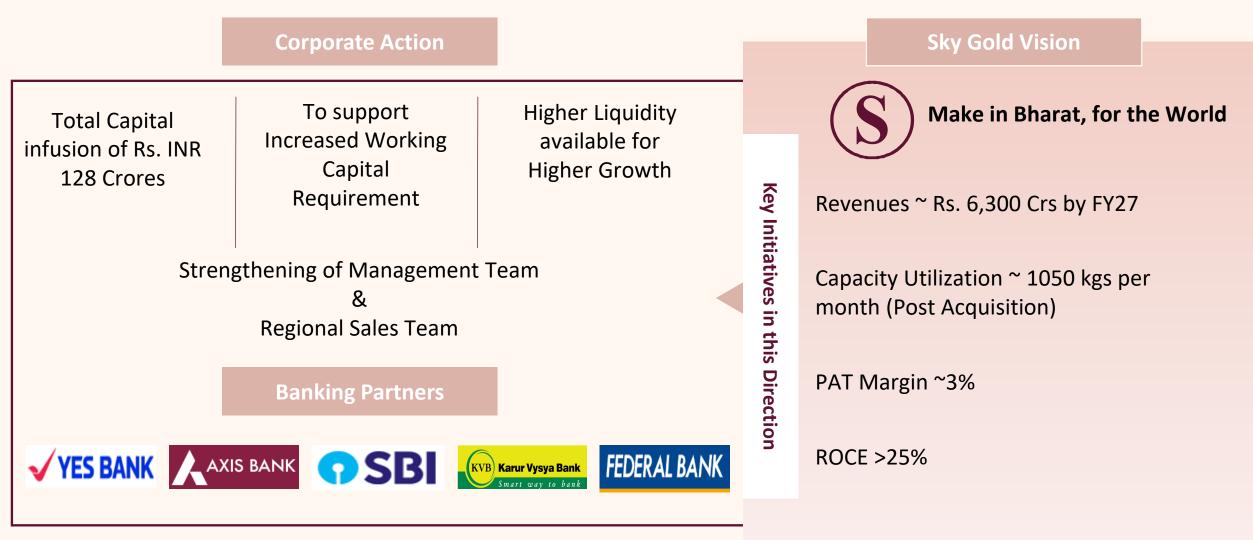


Win-win proposition assures Stickiness of Clients

## **Focussed Growth Strategy**



## Sky Gold Vision: 2.0 – Driving next leg of growth



# **Financial Delivery**



## **Historical Profit & Loss Statement**

Profit & Loss Statement (Rs. Crs.)	31-Mar-24	31-Mar-23	31-Mar-22
Revenue from Operations	1,745.5	1,153.8	785.7
Cost of Materials Consumed	1,821.7	1,114.9	774.0
Changes in Inventories of FG & WIP	-180.9	-10.9	-16.9
Gross Profit	104.7	49.8	28.6
GP %	6.0%	4.3%	3.6%
Employee Benefits Expense	13.5	5.4	2.9
Other Expenses	13.9	8.0	5.4
EBITDA	77.2	36.3	20.3
EBITDA %	4.4%	3.1%	2.6%
Other Income	3.7	1.0	10.6
Depreciation and Amortisation Expense	6.4	1.4	1.1
EBIT	74.6	35.8	29.7
Finance Costs	20.5	10.8	8.0
РВТ	54.1	25.0	21.7
Total Tax Expense	13.6	6.4	4.8
Profit for the period	40.5	18.6	17.0
PAT %	2.3%	1.6%	2.2%

## **Historical Balance Sheet**

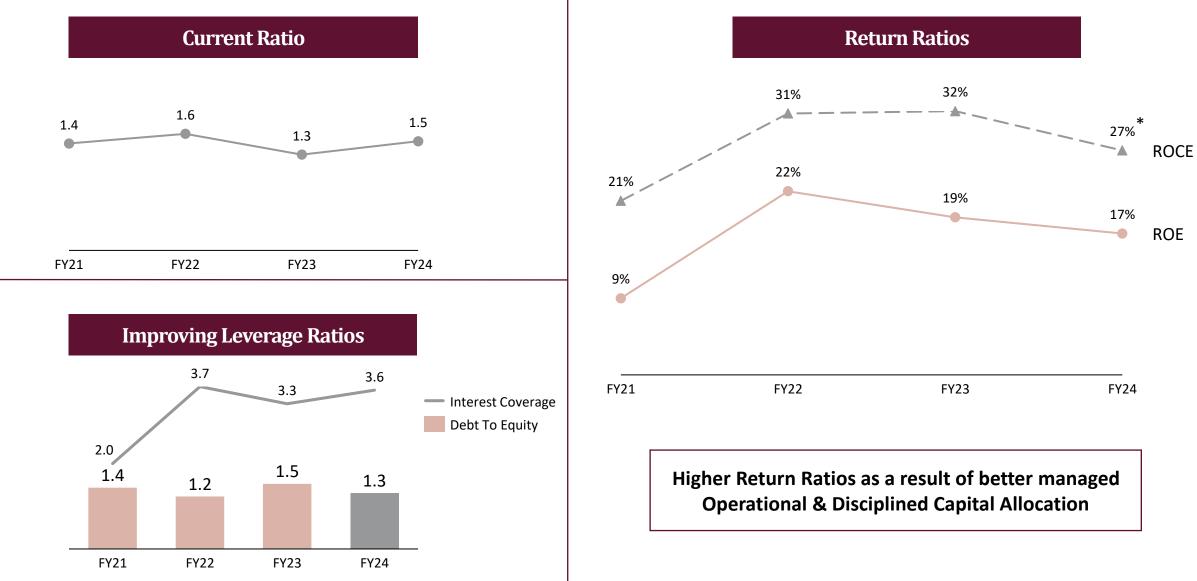
ASSETS (Rs. Crs.)	31-Mar-24	31-Mar-23	31-Mar-22
ASSETS			
Non - Current Assets			
Property, plant and equipment	24.7	6.2	4.9
Capital work-in-progress	1.0	0.1	0.0
Right of Use Assets	10.2	0.5	0.8
Investment Property	0.0	2.5	2.4
Other Intangible Assets	0.1	0.1	0.0
Financial Assets			
(i) Investments	90.6	68.3	45.0
(ii) Other Financial Assets	1.1	0.8	0.1
Other non-current assets	1.5	0.3	0.0
<b>Total Non - Current Assets</b>	129.1	78.5	53.3
Current Assets			
Inventories	266.1	85.2	74.4
Financial Assets			
(i) Investments	0.0	0.0	0.0
(ii) Trade receivables	102.1	67.0	43.5
(iii) Cash and cash equivalents	13.4	18.4	1.4
(iv) Bank Balance other above	63.4	0.0	
(v) Loans	0.1	0.2	0.2
Other current financial assets	0.4	0.3	0.2
Current Tax Assets (Net)	0.0	0.0	0.0
Other current assets	11.0	2.5	2.3
Total Current Assets	456.5	173.6	121.9
TOTAL ASSETS	585.6	252.2	175.2

EQUITY AND LIABILITIES (Rs. Crs.)	31-Mar-24	31-Mar-23	31-Mar-22
Equity			
(a) Equity share capital	13.2	10.7	5.4
(b) Other equity	230.9	87.4	71.4
Equity attributable to equity holders	244.1	98.1	76.7
Non-controlling interests			
Total Equity	244.1	98.1	76.7
Liabilities			
Non - Current Liabilities			
Financial liabilities			
(i) Borrowings	17.6	14.8	17.4
(ii) Lease liabilities	9.1	0.0	0.4
(iii) Other Financial Liabilities	0.0	0.0	0.0
Provisions	1.0	0.8	0.6
Deferred Tax Liabilities (Net)	2.4	3.5	2.2
Total Non - Current Liabilities	30.1	19.1	20.7
Current Liabilities			
Financial liabilities			
(i) Borrowings	281.1	131.1	73.9
(ii) Lease liabilities	2.2	0.5	0.5
(iii) Trade payables			
(a) total outstanding dues of MSME	1.3	1.4	1.4
(b) total outstanding dues other than MSME	3.1	0.1	0.0
(iv) Other financial liabilities	21.1	0.4	0.4
Other current liabilities	0.8	0.1	0.1
Provisions	0.4	0.3	0.2
Current tax liabilities (Net)	1.4	1.0	1.4
Total Current Liabilities	311.4	134.9	77.7
TOTAL EQUITY AND LIABILITIES	585.6	252.2	175.2

## **Historical Cash Flow Statement**

Cash Flow Statement (Rs. Crs.)	Mar-24	Mar-23	Mar-22
Cash Flow from Operating Activities			
Profit before Tax	54.1	25.0	21.7
Adjustment for Non-Operating Items	23.6	10.9	-1.8
Operating Profit before Working Capital Changes	77.7	36.0	19.9
Changes in Working Capital	-201.5	-35.3	-23.9
Cash Generated from Operations	-123.9	0.7	-4.0
Less: Direct Taxes paid	-14.2	-7.1	-3.3
Net Cash from Operating Activities	-138.1	-6.5	-7.2
Cash Flow used in Investing Activities	-106.2	-19.8	-2.3
Cash Flow (used in)/ from Financing Activities	239.2	43.2	10.5
Net increase/ (decrease) in Cash & Cash equivalents	-5.0	17.0	1.0
Cash and cash equivalents at beginning of the year	18.4	1.4	0.4
Cash and cash equivalents at the end of the year	13.4	18.4	1.4

## **Key Return Ratios**



\*Net Worth stands at Rs.244.1 crores for FY24 (Rs.98.1 crores previous year)

# Thank You (S) SKY GOLD MKE IN BHARAT, FOR THE WORLD

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