



Tara Jewels Ltd
Plot 29 (P) & 30 (P), Sub plot A,
SEEPZ SEZ, Andheri (E),
Mumbai 400 096
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www.tarajewels.in

Date: November 7, 2017

To
The Manager
The Department of Corporate Services
BSE Limited
Ground Floor, P. J. Towers
Dalal Street, Mumbai - 400 001

To
The Manager
The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (East), Mumbai - 400 051

Dear Sir / Madam,

Ref.: Scrip Code: 534756; Symbol: TARA JEWELS

Sub: INVESTOR PRESENTATION

With reference to the captioned subject, please find attached the copy of Investor Presentation.

Kindly take note of the above on your record.

Thanking You,

Yours faithfully,

For TARA JEWELS LIMITED

Nivedita Nayak
Nivedita Nayak
Company Secretary
FCS: 8479



Encl: As above

Registered Office : Tara Jewels Ltd., Plot No. 122, 15th Road, Near IDBI Bank, MIDC, Andheri (E), Mumbai - 400 093
Tel. +91 22 6641 7888 / Fax. +91 22 6641 7786

(CIN) L52393MH2001PLC131252



Tara Jewels Limited

Investor Presentation



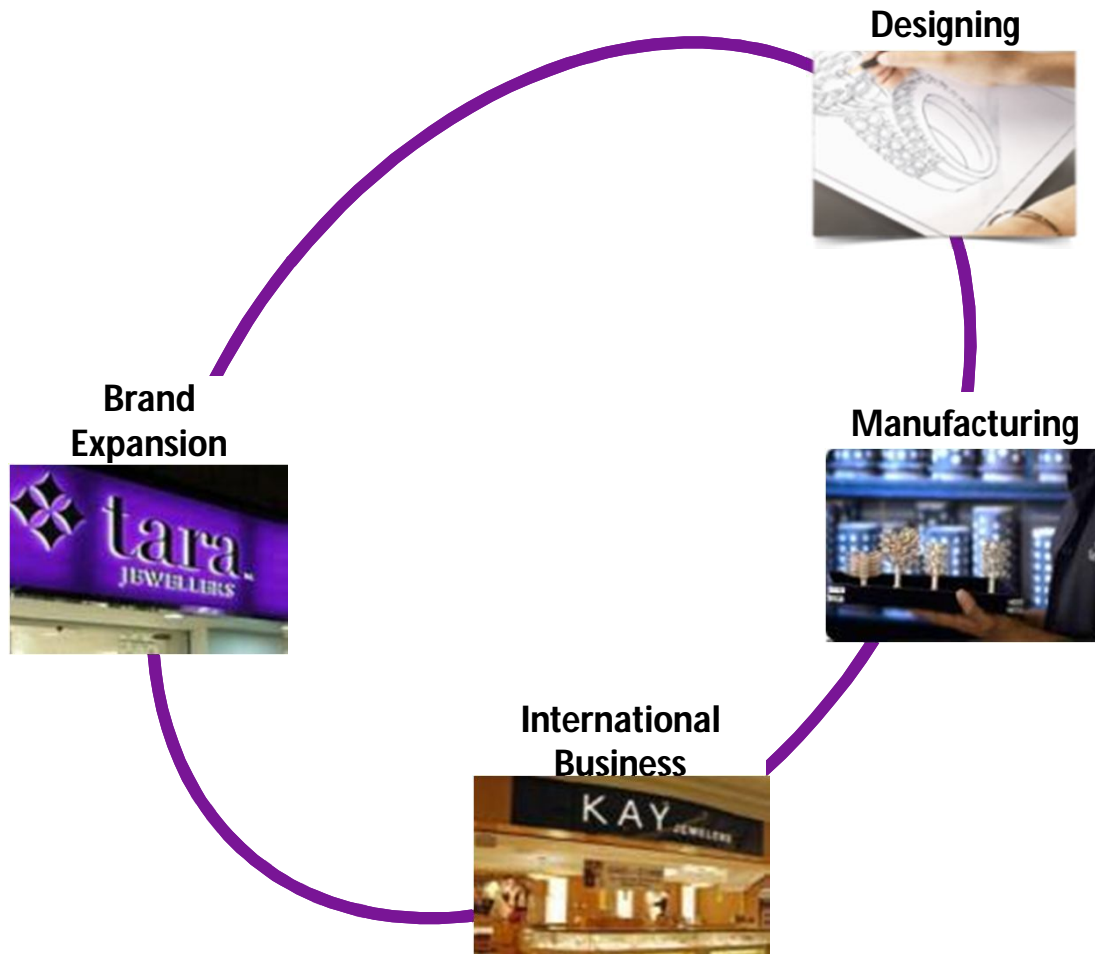
NOVEMBER 2017

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Integrated Player in the Jewellery Industry



Manufacturing

- ◆ Manufacturing units
 - ◆ Mumbai : 1 unit - MIDC & 2 units - SEEPZ
- ◆ Employs 39 designers & 1000 craftsmen
- ◆ SAP implemented across all units

International Business

- ◆ Direct Selling of Studded Jewellery to Global Retailers
- ◆ Branded merchandise

*...with experience from **Designing to Retailing***



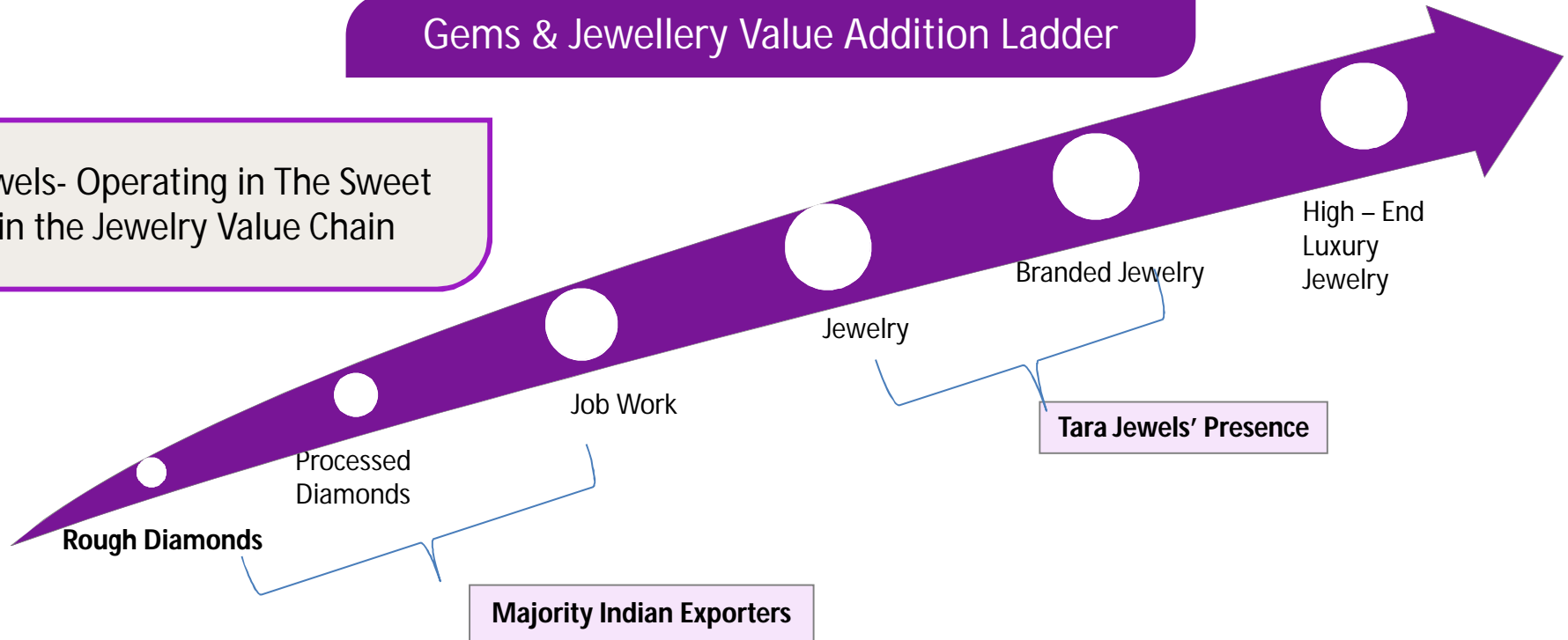
International Business



Presence in High End of Value Chain

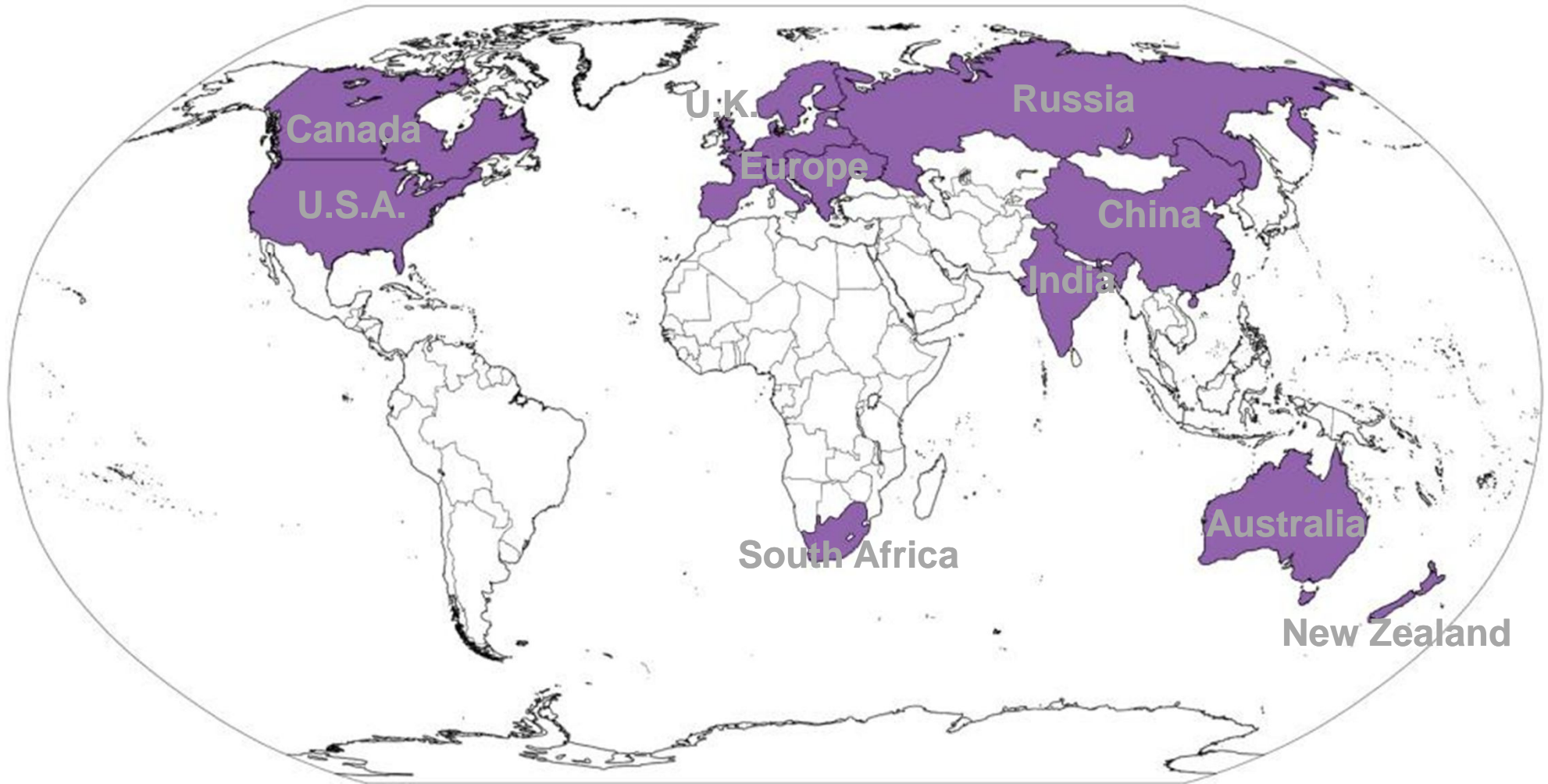
Gems & Jewellery Value Addition Ladder

Tara Jewels- Operating in The Sweet spot in the Jewelry Value Chain



Parameters	Indian Export Industry	Where we are positioned
Products	Dominated by Diamond processing & polishing, followed by Gold Jewelry	Diamond studded jewellery, studded jewellery
Customers	Wholesalers	Large Retailers – Wal-Mart Inc, JC Penny, Zale, Ernest Jones, H.Samuel, Helzberg etc
Branding	NA	Co-brand merchandise to increase brand recognition & repeat orders

Global Presence



Promoted over 8 brands globally across 7,000 doors Worldwide

Across various Segments and Geographies

Walmart



Largest Departmental Store in US

Kay



No. 1 Specialty Jeweller in US

Zales



No. 2 in Specialty Retail jewellery chain in US

Jared



No. 1 Off-mall Destination Jeweller in US

Ernest Jones



No. 1 Upper Middle Market Jeweller in UK

H Samuels



No. 1 Specialty Jeweller in UK

Helzberg



Speciality Retailer of Fine Diamond Jewellery

JC Penney



One of biggest Mid-range Department Store in US

Blue Nile



No. 1 Online Specialty Retailer of Jewellery

Sterns



Leading Regional Dept Store in South Africa

American Swiss



Leading Jeweller in South Africa

International Brands



- **The Monique Lhuillier Collection** is being sold through one of the largest online retailers
- Considering sale through high-end jewellery chain stores



- **The Zac Posen Collection** is being sold by one of the largest online retailers and high-end jewellery chain stores
- With brands **ZAC Zac Posen** in fashion, **Truly Zac Posen** in bridal wear



- **Cherished Hearts** is being sold by one of the biggest mid-range department store in US



- **'Heart2Heart'** is being sold by one of the largest departmental store in US

...Strategically aligns our offerings with Clients Business Model

International Brands


Our Brand tie-ups available on:

www.bluenile.com


www.helzberg.com

www.jcpenny.com


TRULY ZAC POSEN BRIDAL



glamour | *Classic, Hollywood.*
shop now >




deco | *Architectural, Geometric.*
shop now >



metropolitan | *Epocale, Modern.*
shop now >


“The true essence of the engagement is strong like the beautiful diamond and never ending like the shape of the ring.”




about Zac Posen | shop all
watch Zac Posen Behind the Scenes ▶

Monique Lhuillier FINE JEWELRY

Available Exclusively at Blue Nile



ROMANTIC COLLECTION
Inspired by Monique Lhuillier's sophisticated touch, this elegant collection includes beautiful and intricate designs.
View the collection >



MODERN COLLECTION
From striking and subtle, this collection is ideal for any bride looking to make a statement.
View the collection >

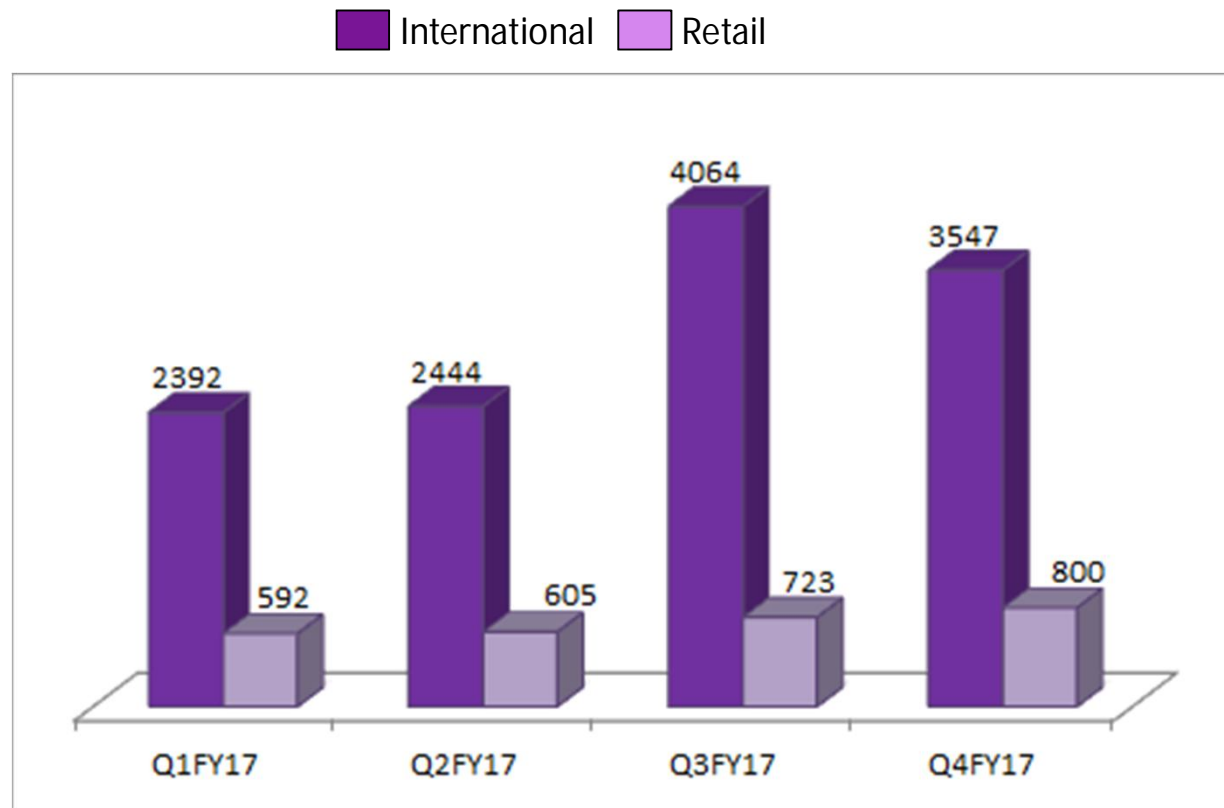


Financials



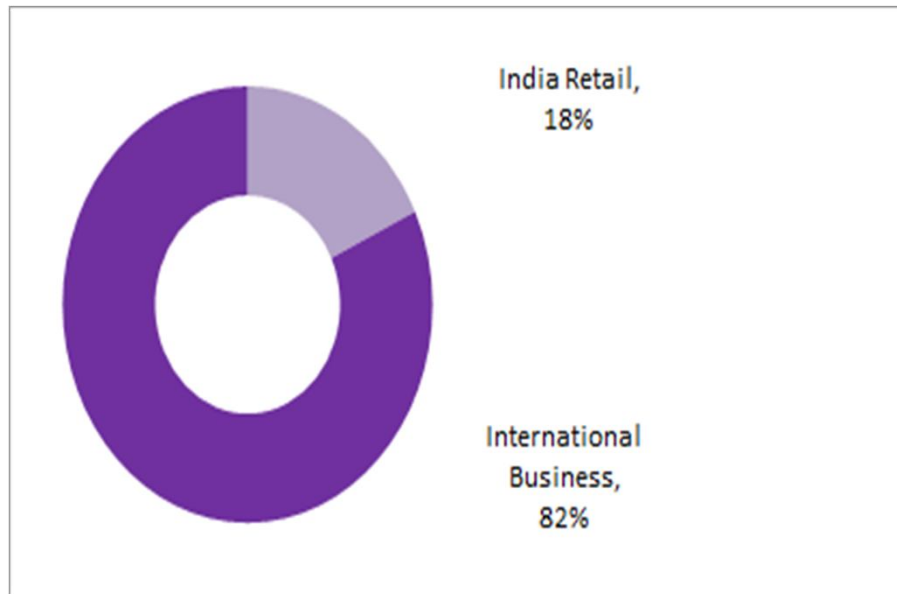
Revenue Breakup

Rs Mn

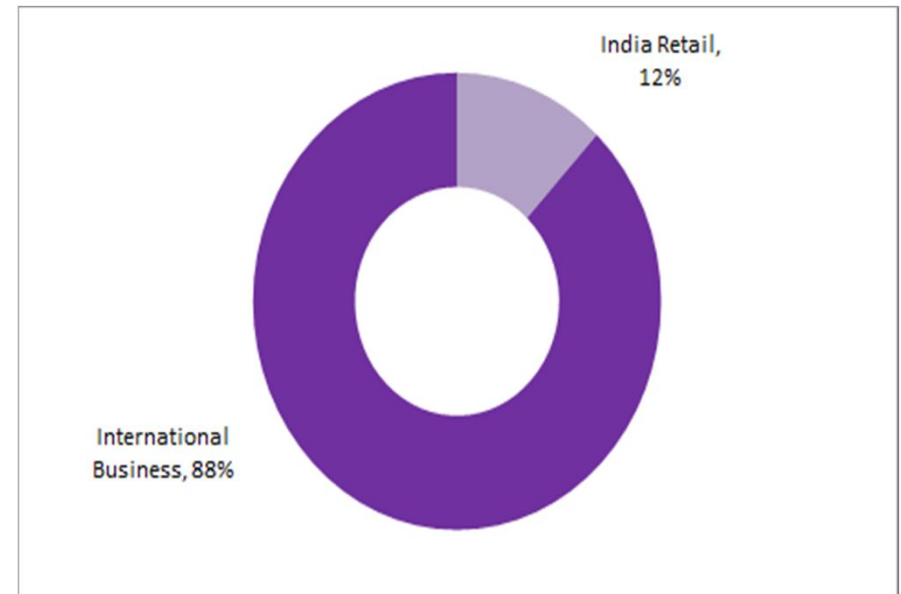


Segmental Breakup*

FY17 Sales: Rs. 15,166 mn



FY17 Gross Profit: Rs. 1,905 mn



* - Excluding Bullion & Others

^ - Gross Profit = Sales – (Consumption + Direct Expenses)

Consolidated Quarterly P&L

Rs. mn	Q4FY17	Q4FY16	FY17	FY16
Sales	4,347	5,537	15,528	17,954
Total Income	4,347	5,537	15,528	17,954
COGS	3,901	5,180	13,622	15,778
Purchase of Bullion & Others				
Employee Expenses	79	84	388	456
Other Expenses	208	201	502	568
EBITDA	159	72	1,016	1,153
- EBITDA excl. Bullion & Others	159	71	1,015	1,149
- EBITDA Margin excl. Bullion & Others	3.65%	1.30%	6.54%	6.42%
Other Income	21	82	51	119
Interest	236	239	889	780
Depreciation	45	54	223	217
PBT	-101	-140	-45	275
Tax	-24	-34	1	96
PAT	-78	-106	-47	179
PAT Margin	-1.8%	-1.9%	-0.3%	1.00%
Cash Profit	-33	-51	176	396

Consolidated Balance Sheet

Rs. mn	March 2017	March 2016	Rs. mn	March 2017	March 2016
Shareholder's Fund	5,968	6,036	Non-Current Assets	1,248	1,392
Share capital	246	246	Fixed assets	1,076	1,197
Reserves & Surplus	5,722	5,790	Non-current investments	31	77
			Deferred tax assets (Net)	97	75
Non-Current Liabilities	58	49	Long-term loans & advances	43	42
Long term borrowings	15	18			
Other Non Current Liabilities	44	30	Current Assets	16,723	17,395
Current Liabilities	11,945	12,702	Inventories	5,223	5,810
Short term borrowings	7,405	7,371	Trade receivables	10,336	10,558
Trade Payables	3,902	4,820	Cash and Bank Balances	756	782
Other current liabilities	637	511	Other current assets	408	246
Total Liabilities	17,971	18,787	Total Assets	17,971	18,787



RAJEEV SHETH



FERN MALLIS



RAJIV JAIN



SANJAY SETHI

Board of Directors



ALISON LAZERWITZ

Promoter Background: Rajeev Sheth

- ◆ Rajeev Sheth, a first generation entrepreneur, with over 35 years of jewellery manufacturing & retail experience
- ◆ Certified gemologist from Gemological Institute of America, USA and bench jeweller trained in USA and Japan, practiced this art for 9 years
- ◆ Started his career by promoting Rose International, high-end luxury jewellery boutique in 1981
- ◆ Promoter and managing director of Intergold India Limited from 1989 to 1999
- ◆ Set up one of India's first diamond jewellery retail chains currently called Orra
- ◆ Introduced concepts like flexible manufacturing units and turntable technology
- ◆ Only Indian Director of jewellers Board of Trade, USA
- ◆ Received award for the largest exporter for 12 years running



Key Milestones



Management Team



SANJAY SETHI

Chief Financial Officer

- ◆ Responsible for planning and Control of Finance & Accounts function
- ◆ Chartered Accountant and Cost Accountant by profession
- ◆ Experience of more than 27 years with Various Organisations in India and Abroad.

Ravindran M. P.

Chief Operating Officer

Aarti Sheth Cooper

VP - Business Development (Exports)

Vishal Adhyapak

GM – Information Technology

Tateos Tateossian

Senior Vice President – Operations

Chander Gurnani

GM - Finance

Nivedita Nayak

CS & Compliance Officer

Sajid Salim Sakarwalla

Vice President – Diamond Procurement

Rajesh Gupta

GM – Accounts & Costing

Pravin Patil

GM – Human Resources

International Business

Fabrikant Tara International
LLC

Jeffrey Shlakman

*President – Merchandising & Product
Development*

Nilesh Agashiwala

Chief Financial Officer

Ambica Singh

Chief Operating Officer

Stuart Marcus

Vice President – Sales



Awards & Achievements



- ◆ Global Supplier of the Year : Twice Awarded by **Wal Mart**
- ◆ Overall Excellence award : Second-highest exporter in the category of studded precious metal jewellery exports in EPZ, by The Gem and Jewellery Export Promotion Council in year 2007, 2008, 2009
- ◆ Conferred with the status of a “**Star Trading House**” by the Ministry of Commerce & Industry and have been the highest exporter in gems and jewellery sector for the years FY2009 and FY2010.



Highest Export Performance award for 2009 - 2010



Highest Export Performance award for 2008 - 2009



Highest Export Performance Award for 2007 - 2008



"Highest Net Foreign Exchange Earner" Award for 2009 - 2010



"Second Highest Net Foreign Exchange Earner" Award for 2008-2009



"Second Highest Net Foreign Exchange Earner" Award for 2007-2008



The second highest exporter of studded jewellery for the year 2008 - 2009



The second highest exporter of studded jewellery for the year 2007 - 2008



The "Global Supplier of the Year" Award for 2007 from Wal-Mart.



Awarded "LUXURY RETAILER OF THE YEAR" at the Star Retailer Awards 2013



Nominated for the Best 360 Marketing of the year 2012



The Best Store Design of the year – Single Brand category at the ET Retail Awards 2013



"Print campaign of the year 2012"

For further information, please contact:

Company :

Tara Jewels Limited
CIN: L52393MH2001PLC131252

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