

LYPSA
www.lypsa.in

CIN: L28990GJ1995PLC028270

8 August 2016

To,
The General Manager-Listing
Corporate Relationship Department
The BSE Limited, Ground Floor,
P.J. Towers, Dalal Street, Mumbai

Scrip Code: 534532

Dear Sir/Madam,

Sub: Investor Updates

With reference to above, please find enclosed herewith corporate presentation of the company.

Please take the same on your record and oblige.

Thanking you.

Yours faithfully,

For Lypsa Gems and Jewellery Limited

Manish Jaysukhlal Janani

Manish Jaysukhlal Janani
Managing Director
DIN: 02579381



Encl.: As Above

LYPSA GEMS & JEWELLERY LIMITED.

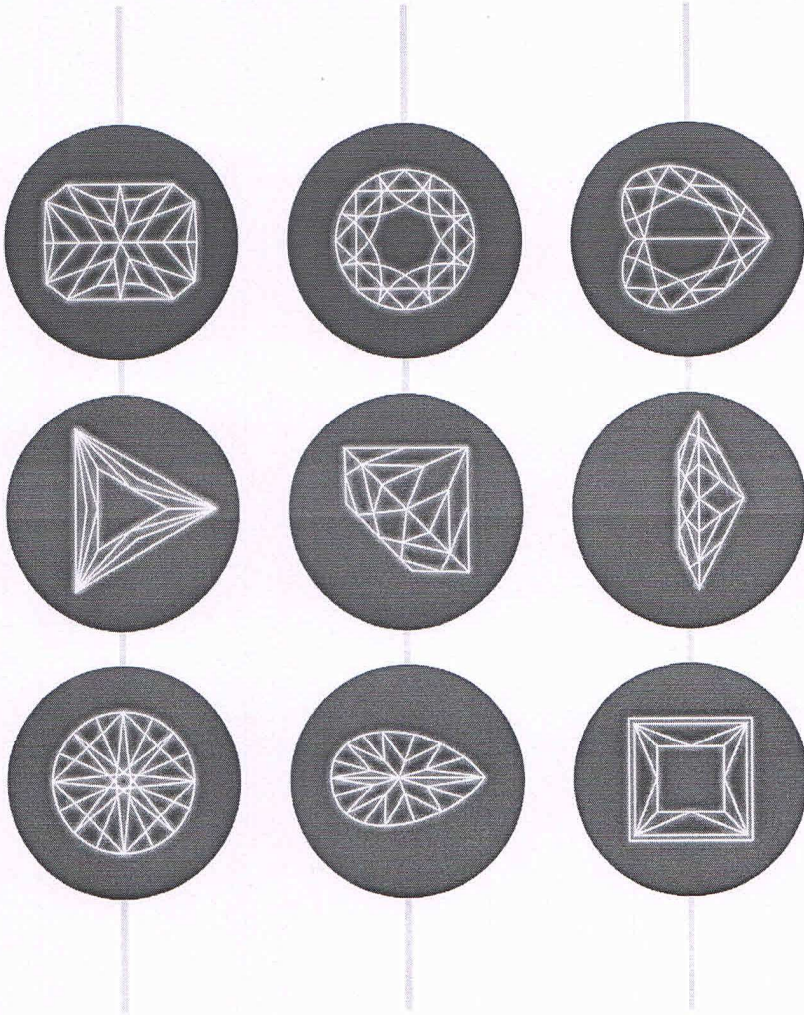
CIN: L28990GJ1995PLC028270

Regd. Office : 2nd Floor, Diamond Park Building, Opp. Ambika Nagar Society, Dargah Road, Navsari – 396445. India.

Corp. Office : Mehta Mahal, 2nd floor , North Side, Opp. Roxy Cinema, 15th Mathew Road, Opera house, Mumbai -400004

Tel. : +91 22 2367 9792 | Email : info@lypsa.in

Crafting brilliance



A QUICK GLANCE

- Vertically integrated diamantaire – promoters have more than 3 decades of experience
- Headquartered in Mumbai with marketing affiliates globally
- Factories spread across Navsari and Chaapi in Gujarat
- Sold more than 250,000 carats of rough diamonds and 1100,000 carats of polished diamonds in the last 4 years

LYPSA

LYP SA – MARGIN OVERVIEW 2015-16

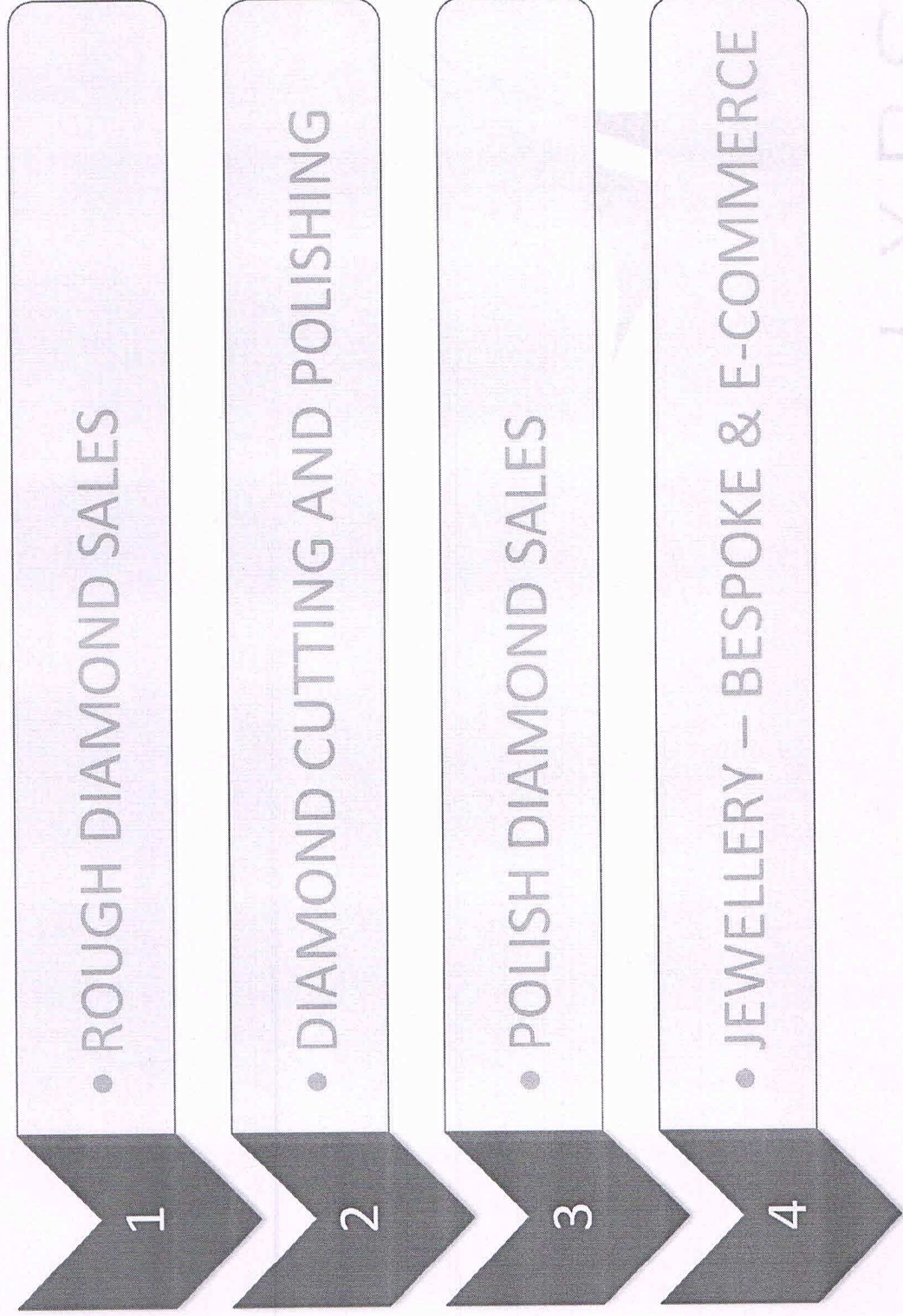
Consolidated EBIDTA	EBIDTA margin	Earnings Per Share
Rs. 2288.75 Lacs	4.80%	8.87 Per Share

L Y P S A

FINANCIAL GROWTH OVER THE YEARS

- From a turnover of Rs. 19403.35 Lacs in 2009-10 to Rs. 47701.80 Lacs in 2015-16
- From an operating profit of Rs. 153.88 Lacs in 2009-10 to Rs. 1927.71 Lacs in 2015-16
- From a cash profit of Rs. 112.64 Lacs in 2009-10 to Rs. 1916.80 Lacs in 2015-16
- From a net profit after tax of Rs. 109.58 Lacs in 2009-10 to Rs. 1868.90 Lacs in 2015-16
- From earnings per share (EPS) of Rs. 2.18 in 2009-10 to Rs. 8.87 in 2015-16
- From book value per share of Rs. 13.34 in 2009-10 to Rs. 34.38 in 2015-16

FOUR KEY BUSINESS AREAS



BALANCE SHEET AS ON 31 MARCH 2016

• TOPLINE

- Sales: Rs. 47701.80 Lacs
- PAT: Rs 1868.9 Lacs

• MARGINS

- EBIDTA Margin: 4.82%
 - Net Margin After Tax: 3.92%
- ## • ROCE
- ROCE: 35.95
 - % as on 31 March 2016

LYPSA

ROUGH DIAMOND SALES

- Rough purchased from Antwerp, Dubai and Moscow from leading diamond miners
- Customer- specific assortments of rough diamonds – more than 150 assortments offered across various purities, colors and sizes
- Customer base totaling 500 large, mid and small-sized diamond manufacturers globally
- Value-addition achieved through unique mix of bulk-purchasing capability, ability to tailor assortments to client needs and extensive captive customer bank

LYP SA

DIAMOND CUTTING AND POLISHING

- In-house cutting and polishing facilities in Navsari and Chaapi, Gujarat
- Total Annual Capacity of 200,000 carats of diamonds
- State-of-the-art technology coupled with skilled workforce
- Frugal manufacturing approach with an integrated Just-In-Time model for maximum efficiency
- Regular safety audits to ensure worker safety. No child labor employed

LYPSA

POLISHED DIAMOND SALES

- Special focus on small round brilliants across the entire clarity and color spectrum
- Ability to deliver tailored assortments to client needs Just-In-Time
- Lypsa customers include diamond wholesalers and jewellers across India, Hong Kong, Mainland China, Europe, USA and Middle-East
- Customer Retention of 93% - Once a Lypsa Customer always a Lypsa Customer

LYPSA

POLISHED DIAMOND SALES

Comprehensive Portfolio of Value-Added Services offered to clients:

- Bagging and Fluting Services
- Bespoke Manufacturing and Tailored Polished Makes
- Calibrated Sizes
- Marketing Support and Co-Branding
- Precise Assortments



LYP SA

JEWELLERY

- Jewellery to be part of Lypsa's forward integration strategy
- Bespoke Jewellery business under the 'Oropel' Brand – a private jewellery salon open in South Mumbai
- Oropel Jewellery selected to be auctioned by India's premier auction houses
- Contemporary jewellery selection is already retailing online under the 'Lypsa Atelier' brand on all major E-Commerce Platforms
- Further plans to integrate 'smart wearables' into fashionable jewellery

LYPSA

SMART JEWELLERY

- Lypsa aspires to redefine how people communicate with technology in a more fashionable way
- Target fashion conscious women to give them benefits of smart watches and fitness trackers, without having to wear a dull piece of plastic
- Planning with tech companies to find ways to track you, notify you and even cool you down
- Initial focus on a specific product range; for example, engagement rings with safety feature: wherein the ring and spouse both can be tracked easily
- To launch the product range in H1 2016 on all major Indian e-commerce platforms

KNOWLEDGE CAPITAL

Experience of
more than
30 Years

1

Strong Market
Reputation and
Goodwill

2

Presence across the
Diamond Pipeline

3

Diverse Global
Customer Base

4

State of the Art
Cutting and
Polishing Factories

5

Diamond Value
Added Services
Portfolio

6

1.1 Million carats
of polished
diamonds Sold in
4 years

7

Forward
Integration into
Jewellery

8

LYPSA

BOARD OF DIRECTORS

Deepan Patwa
*Chairman and
Managing
Director*

- Deepan started out at the bottom as an Assorter at Rosy Blue Group in 1984. By 1989, he rose to become the Sales Head, Rough Diamonds Division. He started his own business in 1990 dealing rough diamonds. His strength lies in his expertise in sourcing rough diamonds and planning the right combinations to present to clients. His key responsibilities include Rough Sales and Manufacturing Operations.

Manish Janani
*Joint Managing
Director*

- Manish also started his career at Rosy Blue group as an Assorter. Over the years, he gained expertise in handling diamond cutting and polishing operations and polished sales. Manish handles key customer relationships. He is also responsible for Group Strategy.

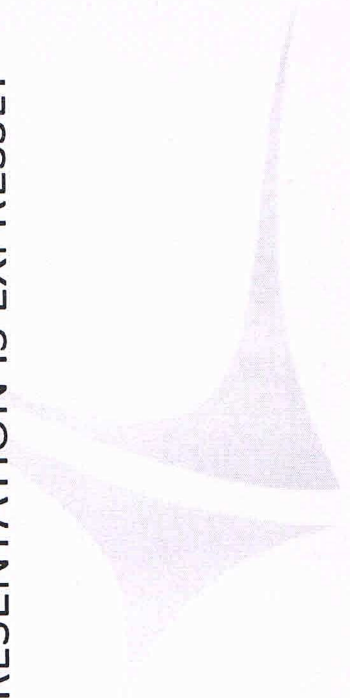
Jeeyan Patwa
CFO and Director

- Jeeyan holds a BSc in Management and MSc in Management from The London School of Economics. He oversees the Accounting and Marketing function at Lypsa. He is also responsible for New Business Development.

SAFE HARBOR STATEMENT

THIS PRESENTATION HAS BEEN PREPARED BY THE COMPANY BASED ON INFORMATION AND DATA WHICH THE COMPANY CONSIDERS RELIABLE, BUT 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.

The logo for LYPSA, featuring a stylized graphic of a sailboat or a similar shape in shades of blue and purple, positioned above the text 'LYPSA' in a light blue, sans-serif font.

LYPSA