



RAJESH EXPORTS LIMITED

Mfrs & Exporters of Gold and Diamond Jewellery
4, BATAVIA CHAMBERS, KUMARAKRUPA ROAD
KUMARA PARK EAST, BENGALURU - 1 INDIA
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CIN No. : L36911KA1995PLC017077
Website : www.rajeshindia.com

November 28, 2017

To,
The Manager Listing
Bombay Stock Exchange,
Corporate Service Department
Dalal Street, Mumbai
Scrip Code: 531500

To,
The Manager Listing
National Stock Exchange
Corporate Communication Department
Bandra (EAST), Mumbai
Scrip Symbol: RAJESHEXPO

Sub: Earnings Presentation

Dear Sir/Madam,


Please find attached Earnings Presentation for the quarter ended September 2017.

This is for your information and Record.

Thanking You

Yours Faithfully

For RAJESH EXPORTS LIMITED


Stuti Agrawal
Company Secretary





RAJESH EXPORTS LTD

GLOBAL PRESENCE IN GOLD AND GOLD PRODUCTS



Q2 FY2018 Earnings Presentation
November 2017



Highlights

H1 FY2018 Financial Performance (Y-o-Y)

Volume

439 MT

+0.3%

EBITDA

Rs. 9,266 mn

+17.8%

Net Profit

Rs. 5,950 mn

+2.7%



Mr. Rajesh Mehta
Executive Chairman

“Despite the initial challenges of the implementation of regulatory changes in the tax regime in India, we managed to report a satisfactory performance. Though our H1 FY2018 topline declined by 16.9% on y-o-y basis our PAT improved by 2.7%. This improvement was driven by an uptick in retail business coupled with export of white labelled jewellery. During the quarter, we also undertook various initiatives such as launching of new gold jewellery design for SHUBH retail, introduction of new range of investment gold for global markets and finalization of systems and processes for rapid retail expansion. These initiatives coupled with strong order backlog will drive our performance in the medium term.”



Financial Summary

Particulars (Rs. Mn)	Q2		y-o-y	Q1		Half Year		y-o-y
	FY2018	FY2017	Growth (%)	FY2018	Growth (%)	FY2018	FY2017	Growth (%)
Sales Volume (MT)	221	223	(0.9)%	218	1.3%	439	438	0.3%
Revenue	521,305	644,589	(19.1)%	504,082	3.4%	1,025,387	1,233,757	(16.9)%
EBITDA	5,102	4,348	17.3%	4,452	14.6%	9,266	7,863	17.8%
Margin (%)	1.0%	0.7%		0.9%		0.9%	0.6%	
Net Profit	2,981	3,097	(3.7)%	2,969	0.4%	5,950	5,796	2.7%
Margin (%)	0.6%	0.5%		0.6%		0.6%	0.5%	
Basic EPS (Rs.)	10.10	10.49	(3.7)%	10.05	0.5%	20.15	19.63	2.6%

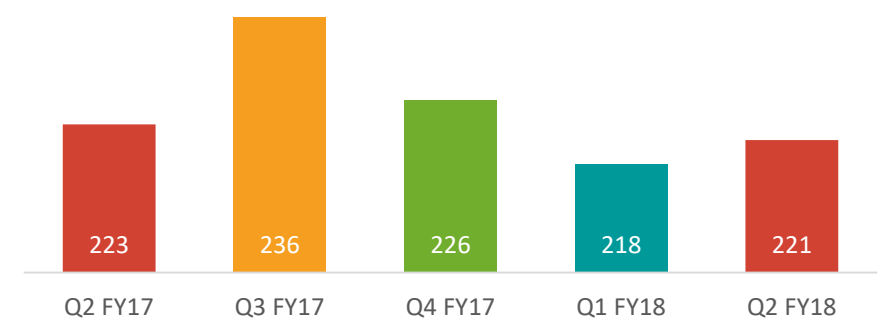
Discussion on y-o-y performance

- The performance for the quarter was primarily impacted due to transition to GST regime
- Improvement in the margins was driven by a combination of uptick in the retail business and export of white label jewelry

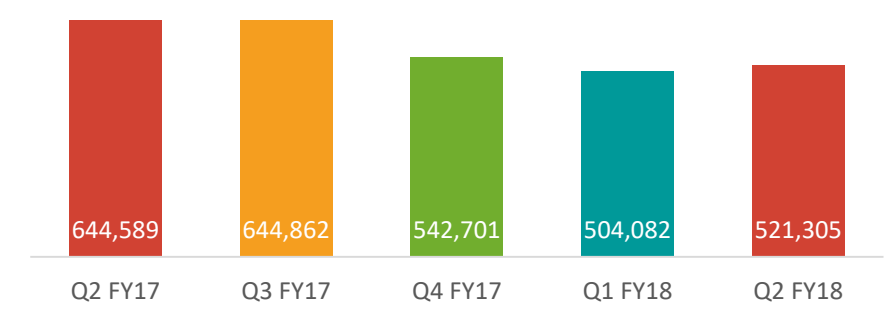


Performance Trend

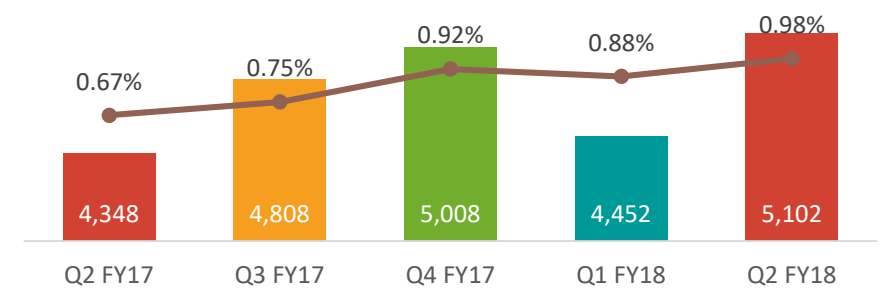
Volume (MT)



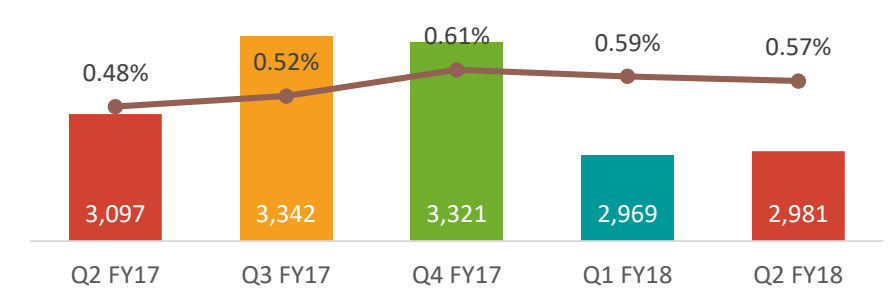
Revenue (Rs. mn)



EBITDA (Rs. mn)



Net Profit (Rs. mn)



■ EBITDA ■ Margin (%)

■ Net Profit ■ Margin (%)

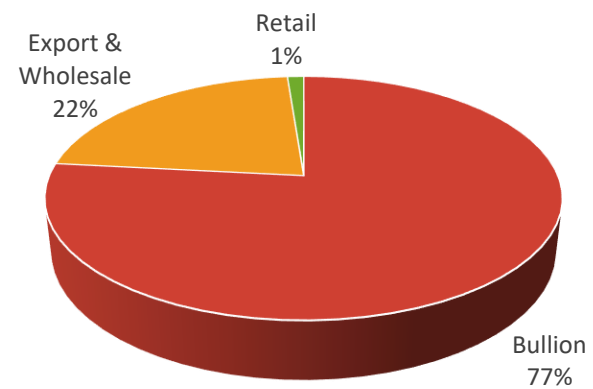
■ Q2 ■ Q3 ■ Q4 ■ Q1



Segment Overview

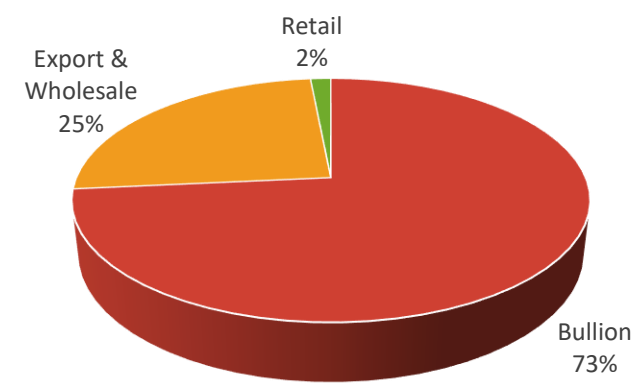
Volume – by Segment

**Q2 FY2018:
221 Tons**

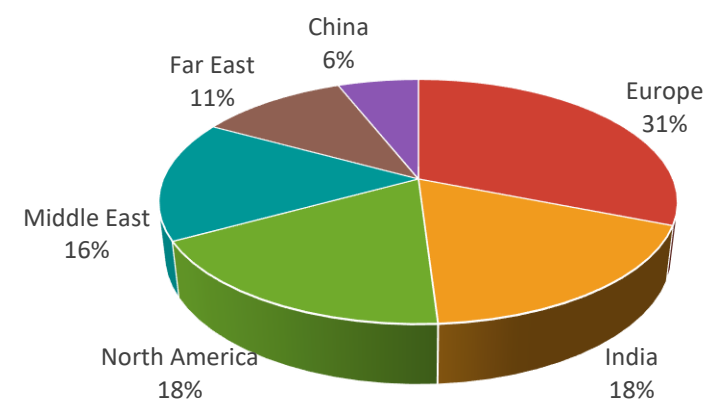


Revenue – by Segment

**Q2 FY2018:
Rs. 521,305 mn**



Revenue – by Geography





Recent Developments

Date	Development
2 nd Nov, 2017	Rajesh Exports Limited bags new export order of Rs. 634 crores. The order is to be completed by February 2018
28 th Aug, 2017	Rajesh Exports Limited included in 13 th Forbes Asia 'Fab 50' list
29 th June, 2017	Rajesh Exports Limited bags new export order of Rs. 774 crores. The order is to be completed by October 2017
19 th May, 2017	Rajesh Exports Secures an export order of Rs. 1,140 Crores. The order is to be completed by September 2017



Company Overview

01

World's largest gold Company and the only end to end provider across value chain of gold

- Headquartered in Bangalore, India (1989) with extensive global manufacturing and marketing network with distribution through Exports, Wholesale and directly to consumers by own Retail brand

02

World's largest refiner of gold

- Refines over 35% of world's gold. Refineries located at Balerna in Switzerland and Uttarakhand in India. Capacity to refine 2400 tons of gold per annum

03

World class state-of-art manufacturing facilities

- Located at Bangalore (India), Cochin (India) and Dubai (UAE) with total capacity of 350 tons per annum

04

World's lowest cost gold products producer

- Strong, robust systems & advanced technology for production and strong R&D

05

Advanced R&D and Designing facility

- R&D units located at Bangalore(India) and Balerna(Switzerland) - constantly engaged in developing new designs & processes and technology for refining and manufacture of gold jewellery, leading to portfolio of over 1 Million designs

06

Consistent Performance with high returns

- Since inception, consistently demonstrated profitable growth and Dividend paying Company with 100% Dividend payout for past 9 years
- 27% ROCE & 21% ROE



Across value Chain of Gold

Wholesale of Gold Products

- Wholesale presence in India and Middle East - supplies gold jewellery directly to showrooms
- Supplies jewellery to more than 5,000 showrooms in India and Middle East. (Sold 49 tons in FY17)

Retail of Gold Products

- Retail presence under own brand name "SHUBH Jewellers"
- 81 showrooms in India (Sold 9 tons in FY17)

Bullion Manufacturing and Supply

- Produces VALCAMBI brand gold bullion which it supplies to leading bullion banks and Central banks of the world and also manufactures bullion bars for some of the leading bullion brands in the world (Supplied 702 tons in FY17)

Exports of Gold Products

- Exports products to almost all gold markets of the world (Exported 140 tons in FY17)
- Known worldwide for designs, quality and purity of products. Exports to large scale white label wholesalers

Gold Products Manufacturing

- Largest manufacturer of gold jewellery and gold products in the world
- Has several manufacturing facilities, the main one being at Whitefield, Bangalore. REL produces a wide range of Gold products (Produced 198 tons in FY17)

Refining

- Largest gold refiner in the world with total gold refining capacity of 2,400 tons pa
- In FY17 REL refined 900 tons of gold

Mining

- Minor presence in mining (1 Ton p.a.)
- Has contracts with world's leading mining companies for supply of gold dore bars (Raw Gold)





Management Team

Mr Rajesh Mehta (Chairman)

In charge of overall functioning of Company
BSc, 35 years of experience

Mr Michael Mesaric, CEO of Valcambi

In charge of refining activities
MBA, 20 years of experience at Credit Suisse and
UBS, 14 years with Valcambi

Mr Bhavesh M , CEO – Marketing

In charge of Marketing operations
B.com, 14 years with REL

Mr Siddharth Mehta , Head of Strategy

In charge of Investor Relations &
Corporate Communications
BBM, 7 years with REL

Mrs Vijayalaxmi , Full time director

In charge of Human Resources Development
Bsc, 25 years of experience at KSCCF, 10 years with REL

Mr Prashant Mehta (Managing Director)

In charge of manufacturing facilities
B.com, 37 years of experience

Mr Prashanth Sagar , CEO – Production

In charge of Manufacturing activities
B.com, Own Factory, 20 years with REL

Mr Govinda Raju, CEO – Retail

In charge of Retail operations
B.com, 16 years with REL

Mr Vijendra Rao, Chief Financial Officer

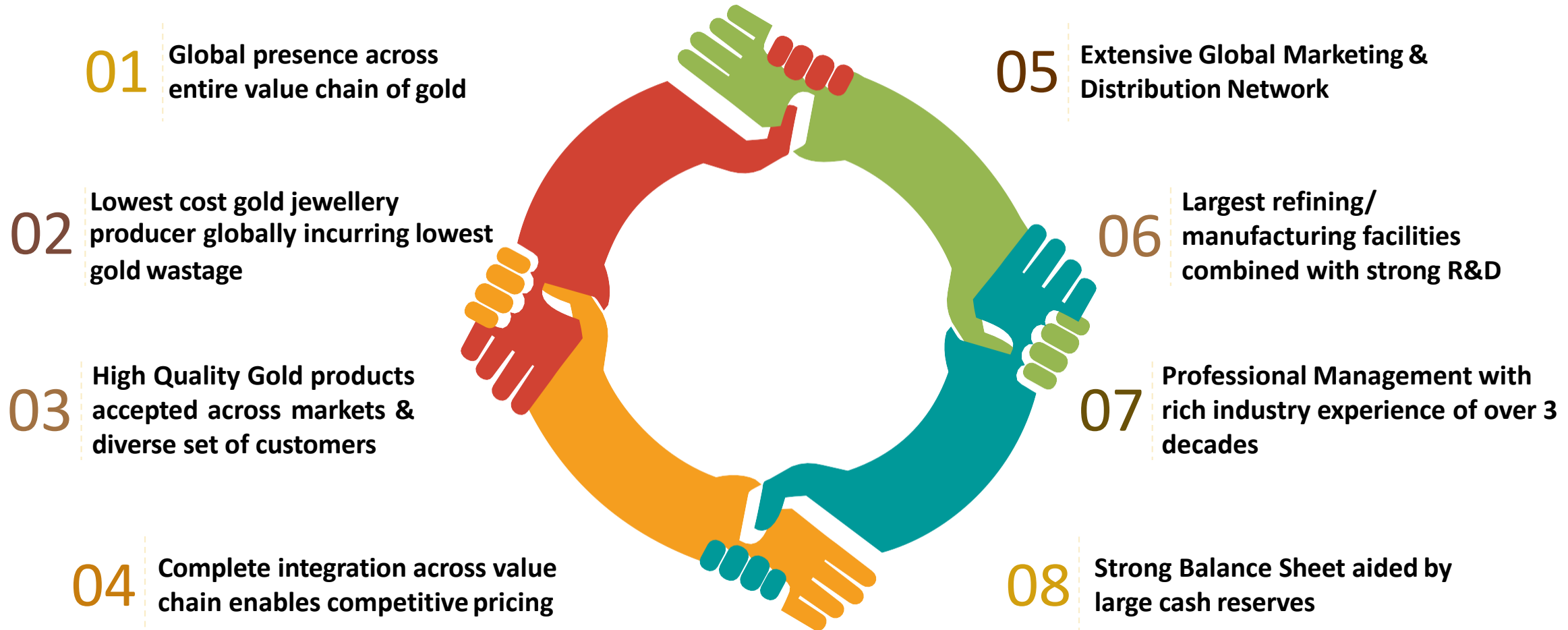
In charge of finance & accounts
B.com LLB, 26 years in Hindustan Lever, 7 years with REL

Ms Stuti Agarwal Company Secretary

In charge of all legal & compliance matters
Company Secretary, LLB, 1 year with REL



Key Strengths





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 **NSE** RAJESHEXPO
National Stock Exchange of India Limited

Bombay Stock Exchange Limited
 531500
The edge is efficiency

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 **REXP.BO**

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