

**Results for FY2011**

*Immediate Release*



**Mumbai, 27<sup>th</sup> May, 2011:**

Gitanjali Gems Ltd., the leading branded jewellery company in India today reported net sales of Rs. 9,456 crore for the year ended 31<sup>st</sup> March, 2011, as compared to Rs. 6,527 crore in corresponding fiscal year, registering a growth of 44.9%.

During the year the group has also registered Net Profit of Rs. 354.8 crore, a growth of 77.3%, as compared to Rs. 200 crore posted in the last fiscal year. Earnings per share stood at Rs. 41.8 per share as compared to Rs. 23.7 per share in the last fiscal year.

The EBITDA margin for the year was at 6.9%, as against 6.7%, registered a growth of 46.8%.

Commenting on the company's performance, **Mr. Mehul Choksi, CMD, Gitanjali Gems Ltd.**, said, "In full year 2011, the group has achieved outstanding results in sales, and, even more in profitability. Further the continued focus towards jewellery business as well as expansion in India will drive the future growth and earnings". Mr.

Choksi also added that he was pleased with an EPS of Rs. 42 for its shareholders.

### **Major Developments:**

- **Transforming branded jewellery in India**
  - Nakshatra, Asmi, Gili, D'Damas and Sangini continued their journey of transformation to retail chains, these brands penetrated to the hinterlands of the country primarily through the own stores and franchising route.
  - The company has developed about 20 different retail formats to expand these brands in the form of Exclusive Brand Outlets and Multi Brand Outlets.
- **Expanding Retail footprint in India**
  - Besides, the year also achieved significant development of complementary brands and categories under Parineeta, Diya, Maya, and Rivaaz.
  - Multi branded stores under the umbrella of Gitanjali Jewels, Maya departmental Stores, Gitanjali Lifestyle, Giantti and Shuddhi have established themselves as retail chains.
  - In FY 11, company added nearly 300,000 sq feet of retail primarily through company owned stores and franchising route classified under EBOs and MBOs. Gitanjali group has reached to over 3,300 points of sale with about 300 additions in FY11.
- **International Business**
  - For our international business, the company achieved profitability for Samuels and Rogers stores. Significantly improved our EBITDA margins at store levels for FY 11.
  - The other significant acquisition completed this year was the bouquet of Italian brands Valente and DIT group with Stefan Hafner, Nouvelle Bague, IO SI and Porrati. One of

the sources “JCK” has also featured these brands amongst the top 10 global jewellery designer brands. The strategy is to penetrate target markets of Europe, Middle East Japan, and Russia and put us at par with luxury brands of the world.

- **Infratech Business**

- On the Infratech side, the Borivali project is on track for completion in 2013. The group is expecting additional income of about Rs. 350 crores as revenues in next 2 years. Besides there are opportunities unlocking from two other projects in Andheri.

### **About Gitanjali gems Ltd.:**

Gitanjali Group is a corporate with interests in diamond jewellery, retail and lifestyle businesses. In core diamond jewellery segment, the group has strategically integrated across the value chain. It has a strong presence at every level of the business, right from sourcing diamonds to retailing its products through a vast network of over 3000 points of sale of self owned and franchised stores.

The Group also has a successful track record in internationally recognised branding and marketing campaigns as well as retail outlets that cater to the end consumer.

The Group has 3 worldclass diamond polishing facilities in India and 9 state of the art jewellery manufacturing factories in India.

The Group is the pioneer of branded jewellery in India and has several well established brands in it's arsenal to tap the continuously growing branded jewellery market in India and the rest of the world.

The list includes well-know and well established brands such as ‘Nakshatra’, ‘Gili’, ‘Asmi’, ‘Sangini’, ‘D’Damas’.

**For More Information Please Contact:**

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