



Goldiam (GIL) delivered highest-ever Q4 Revenue/EBITDA/PAT. Consol revenue grew 34% YoY, driven by strong B2B performance through deeper penetration and higher wallet share, despite an overall sluggish industry. LGD segment now contributes ~82% of revenue vs ~54% last year; online sales form ~30%. LGD volumes grew 112% YoY. Average realization: LGD at \$742 (-6% YoY / +10% QoQ); Naturals at \$467 (Flat YoY / +4% QoQ) – indicates price correction largely behind. Gross margin steady at ~35%; EBITDA margin improved 200bps YoY to ~18.3% due to lower certification costs and operating leverage. PAT/EPS grew ~30% YoY – slightly lower than gross profit (+36%) and EBITDA (+51%) growth due to higher tax incidence (~38% vs ~30% historically). ORIGEM retail brand estimated to have clocked ~Rs25–30 mn revenue in Q4 – still not meaningful to topline. ORIGEM now has six operational stores – largest COCO LGD retail brand in Mumbai. B2B order book at Rs1.4 bn as on March 31, 2025 (+17% YoY); to be fulfilled in 3–4 months.

Key financial highlights

- Revenues at ₹1986Mn, 34.3%YoY/-29%QoQ
- EBITDA (Excl OI) at ₹363Mn, 51.5%YoY/-42%QoQ
- PAT at ₹232Mn, 30.5%YoY/-53.5%QoQ
- Gross Margin came in at 34.8% vs 34.3% YoY/31.5% QoQ
- EBITDA Margin (Excl OI) came in at 18.3% vs 16.2% YoY/22.4% QoQ
- PAT Margins came in at 11.5% vs 11.8% YoY/17.3% QoQ

Financial Summary

Y/E Mar (Rs mn)	FY20	FY21	FY22	FY23	FY24	FY25	FY26e	FY27e
Net sales	3,645	4,060	6,877	5,332	6,029	7,813	9,063	10,840
EBIDTA	443	783	1,302	1,040	1,143	1,598	1,666	2,036
Margins	12.2	19.3	18.9	19.5	19.0	20.5	18.4	18.8
PAT (adj)	470	511	1,052	844	910	1,174	1,333	1,635
Growth (%)	-2.8	48.1	58.0	-19.6	6.7	29.1	13.6	22.7
EPS	4.24	5.50	9.65	7.75	8.52	10.99	12.49	15.31
P/E (x)	92	71	41	51	46	36	31	26
P/B (x)	11	9	8	7	7	6	5	4
EV/EBITDA (x)	94	52	31	39	34	24	23	18
RoE (%)	12	12	21	15	15	17	17	18
ROCE (%)	15	18	30	21	20	25	22	24
RoIC (%)	22	26	34	25	28	25	29	30

Source : Company, Dalal & Broacha Research

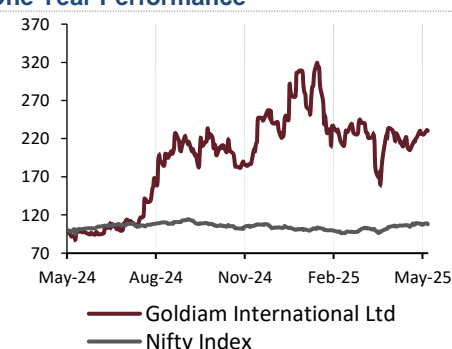
Rating	TP (Rs)	Up/Dn (%)
ACCUMULATE	383	-2

Market Data

Current price	Rs	392
Market Cap (Rs.Bn)	(Rs Bn)	42
Market Cap (US\$)	(US\$ Mn)	491
Face Value	Rs	2
52 Weeks High/Low	Rs	569 / 143.55
Average Daily Volum	('000)	2,100
BSE Code		526729
Bloomberg		GLDM.IN

Source: Bloomberg

One Year Performance



Source: Bloomberg

% Shareholding	Mar-25	Dec-24
Promoters	62.06	62.38
Public	37.94	37.62
Total	100.00	100.00

Source: BSE

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ORIGEM Expansion: 6 Stores Operational in Mumbai; Further Pan-India Scale-Up Expected

ORIGEM, Goldiam's exclusive retail brand for lab-grown diamond jewellery, is India's largest COCO LGD jewellery brand in Mumbai, with six stores now open—Borivali, Kharghar, Turner Road (Bandra), Mulund, Fairmont Hotel (T2 Mumbai Airport), and Andheri West. The expansion began during Diwali and continues to gain traction. These stores cater to affluent micro-markets and have witnessed encouraging consumer response. The company also launched its e-commerce platform, www.origemindia.com, to extend its reach nationwide. More strategic store openings are likely in the coming quarters. In the B2C segment, Origem is scaling fast, with aggressive pricing (Rs.25k–Rs.1.5 lakh/piece) and industry-leading margins of 42–45%. Store-level breakeven is low (~Rs.2 mn/month), and new stores are targeting at least Rs.20–25 mn annual revenue, with ~20–25 store additions planned in FY26. Each store carries Rs.20–25 mn in inventory, ensuring healthy volume throughput and reinforcing domestic market potential.

Order Book Update – Strong Momentum Despite Tariff Disruption

Goldiam's order book stood at Rs.1.4 bn as of March 31, 2025, expected to be executed over the next 3–4 months. A fresh Rs.800 mn order on May 5th takes the combined executable book to ~Rs.2.2 bn, excluding e-commerce sales, which are spot orders. While the US tariff announcement led to a brief lull in demand, current order flow remains strong, with management stating the company is now "well booked." Some March-end orders faced minor tariff impacts, but most were pushed out in time or are under price renegotiation.

LGD contribution now at 82% of overall revenue

Goldiam's B2B export business has seen a major shift toward LGD jewelry, which made up 81.8% of Q4 FY25 export sales by value (vs. 54% in Q4 FY24). This transition has boosted average realizations, with LGD pieces fetching \$742/unit, significantly above the \$467/unit for Mined Diamond jewelry, driven by higher caratage per piece. Despite market softness in loose LGD pricing, Goldiam retains strong margins by acting as a jewelry "converter" and targeting high-value supply chain segments.

Valuation & Outlook

We believe GIL is well-positioned to capitalize on the increasing adoption of lab-grown diamonds in both the USA and India. With a strong balance sheet and a healthy cash position of ~Rs.2.9 bn, even after distributing ~Rs.2 bn in dividends and buybacks over the last five years, the company stands out in the small-cap space. We maintain our **ACCUMULATE** rating on the stock amidst tariff uncertainty & recommend investors to add the stock on any correction in midcap & smallcap space. **GIL currently trades at 26x FY27e EPS of Rs.15.3 & we value the company at 25x FY27e EPS (pe multiple is closer to 1x PEG) arriving at a target price of Rs.383.**

During Titan's 2QFY24 conference call, it was revealed that bridal engagement rings make up 40% of the US jewelry market. Notably, 50% of this segment has shifted to Lab-Grown Diamonds (LGDs), comprising a substantial 20% volume share in the overall USA jewelry market. This underscores a transformative trend in the diamond jewelry sector, signaling a notable shift in consumer preferences within the jewelry industry. Lab-Grown Diamonds (LGDs) are revolutionary products, possessing properties comparable to natural diamonds but are accessible at only 1/10th of the cost.

GIL stands at the forefront of the current shift in value within the diamond jewelry sector, bolstered by robust distribution advantages derived from its partnerships with major retailers in the USA. Furthermore, while the B2B export order book provides steady revenue flows, the domestic retail expansion of ORIGEM introduces a new recurring revenue stream. With a growing footprint in Mumbai and planned entry into Delhi NCR, Goldiam is well-positioned to scale its retail business while maintaining its stronghold in the global jewellery export market.

Conference Concall KTAs

Guidance

- EBITDA guidance remains 18–22%
- 2x B2B revenue over 3–4 years

Business Mix Shift – Lab Grown Dominates

- Lab-grown diamond jewelry now 81.8% of Q4FY25 of export mix (vs. 54% in Q4FY24)
- Online revenue share at 29.5% in Q4
- Strong order book at Rs 1.4 bn as of Mar'25; Rs 800 mn added on May 5
- ~73% of inventory was with customers as finished stock, to be billed in upcoming quarters

Origem (Retail brand Foray) – Gaining Momentum

- Entered Indian retail via Origem, focused on lab-grown jewelry
- 6 stores live in Mumbai; flagship on Turner Rd, Bandra
- Targeting 20-25 stores in FY26, expanding to NCR & South India
Each store: inventory of Rs 20–25 mn, monthly breakeven at Rs 2 mn revenue
- FY25 sales of Rs 50 mn from Origem (stores launched post Nov'24)
- 42–45% gross margin on Origem, faster breakeven than mine-diamond peers. Origem is the lowest-priced lab-grown brand in India, despite ~40%+ gross margins
- Will consider gold metal loans/vendor support to reduce working capital burden
- Enabling resolution passed to raise up to Rs 4 bn to accelerate Origem large scale rollout

Tariffs & Outlook

- US 10% tariff impact to soften EBITDA margin by ~200–300 bps in H1FY26
- Tariff-hit seen as temporary, with volume momentum continuing post-price reset

US-Focused B2B Business – Core Growth Engine

- US remains mainstay market; avg realization for lab-grown jewelry at \$742/piece in Q4 vs \$467 for mined
- Growth driven by higher carat content per piece, despite falling loose diamond prices
- Target: 2x B2B revenue over 3–4 years; largest customers have \$500 mn–2 bn buying power
- FY26 growth will still be led by B2B; B2C (Origem) to drive from FY27 onwards

Working Capital Dynamics

- Receivable days down (due to online), inventory days up (due to B2B testing + Origem)
- Inventory expected to rise with scale, but receivables to decline with B2C ramp-up
- Returned inventory has 10–12% cost impact (mainly labour)

International Markets

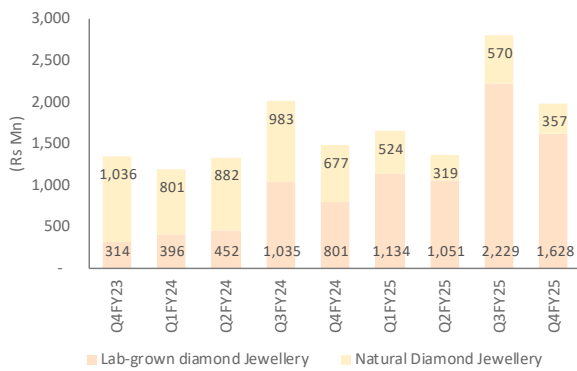
- **Australia** – stable low-single-digit share, expected to grow incrementally
- **Middle East** – sales specialist onboarded, expanding footprint
- No plans to open retail overseas; India retail and US B2B remain focus
- India-UK FTA (zero duty) positive, but not a game-changer as impact is not significant for jewelry industry in the range of ~2-2.5%

Quarterly Financials

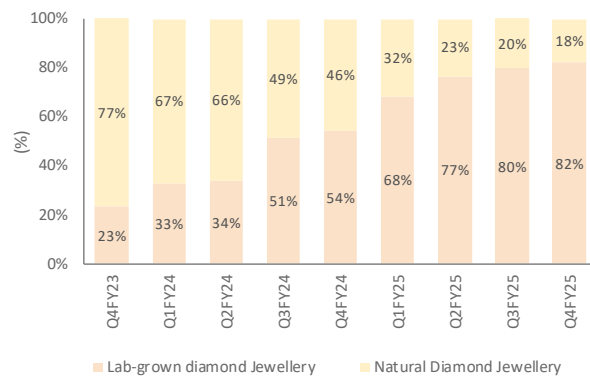
(Rs.Mn)	Q4FY25	Q4FY24	YoY Growth (%)	Q3FY25	QoQ Growth (%)
Revenue from Operations	1,986	1,479	34%	2,796	-29%
Other Income	33	35	-6%	83	-61%
Total RM Cost	1,296	972	33%	1,916	-32%
Gross Profit	690	507	36%	880	-22%
Employee Benefits Expense	131	60	120%	93	41%
Other Expenses	196	208	-6%	162	21%
Total Expenses	1,623	1,239	31%	2,171	-25%
EBITDA (Excluding Other Income)	363	239	51%	625	-42%
Depreciation and Amortisation Expenses	17	17	4%	16	9%
EBIT / PBIT	378	257	47%	692	-45%
Finance Costs	2	(0)	-1828%	1	281%
EBT/ PBT	376	257	46%	692	-46%
Tax Expense	144	80	81%	194	-26%
Adjusted PAT	232	178	30%	498	-53%
Adj Earning Per Share	2.17	1.67	30%	4.66	-53%
Margins (%)			(In bps)		(In bps)
Gross Margins	34.7%	34.3%	47	31.5%	327
EBITDA Margins (Excl Other Income)	18.3%	16.2%	207	22.4%	-409
PAT Margins	11.5%	11.8%	-31	17.3%	-580
Tax rate	38.3%	31.0%	734	28.1%	1026
As a % to sales					
RM as a % to sales	65.3%	65.7%		68.5%	
EE Cost as a % to sales	6.6%	4.0%		3.3%	
Other exps as a % to sales	9.9%	14.0%		5.8%	
Key Operational Metrics			(In bps)		(In bps)
Lab-grown diamond jewellery mix (%)	82.0%	54.2%	2780	79.7%	230
Online sales revenue mix (%)	30.0%	25.6%		27.8%	
Order Book (Rs.Mn)	1,400	1,200		1,750	
Cash Balance (Rs.Mn)	2,884	3,133		2,759	

Source: Dalal & Broacha Research

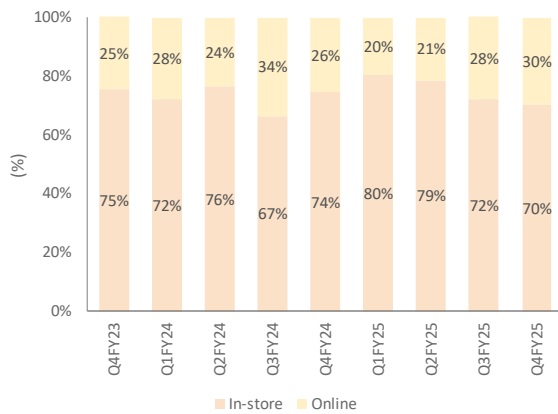
**Total Revenue Breakup
(LGD vs Natural Diamond jewellery)**



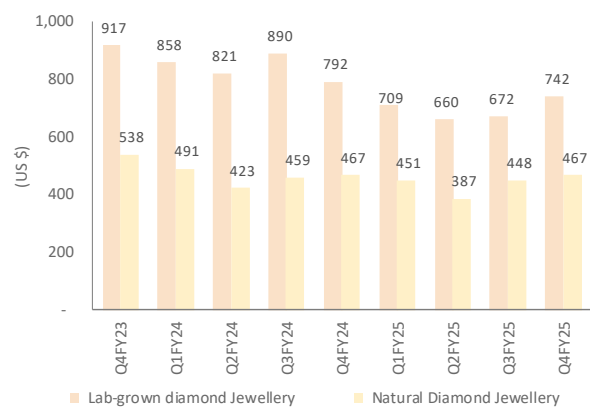
Natural Diamond jewellery vs Lab grown diamond jewellery mix (%)



Instore vs online store revenue mix (%)



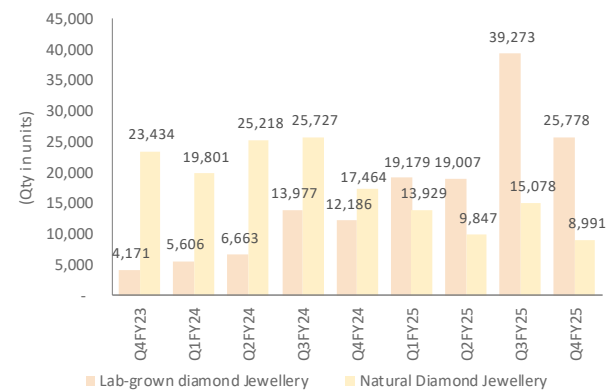
**Average realisation of LGD vs Natural Diamond Jewellery
(Per piece in US\$)**



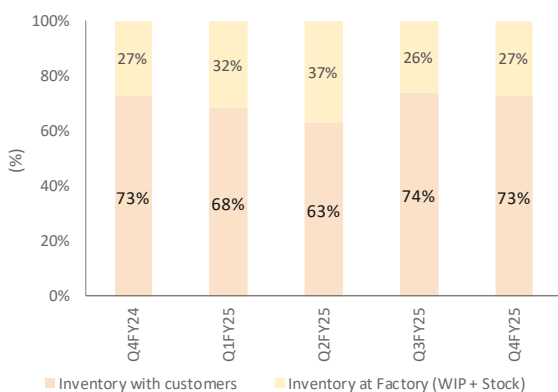
Average Realisation per piece in INR (Rs'000)



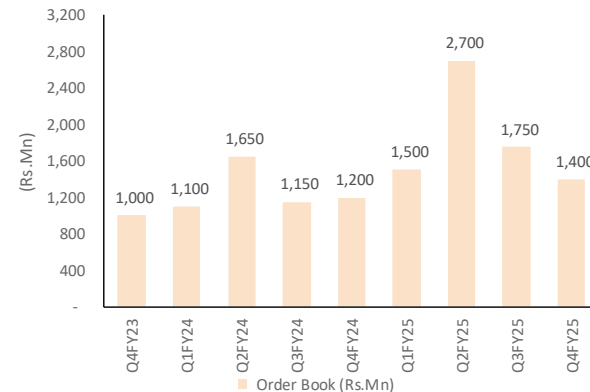
Volume (Qty in units ; jewellery pieces sold)

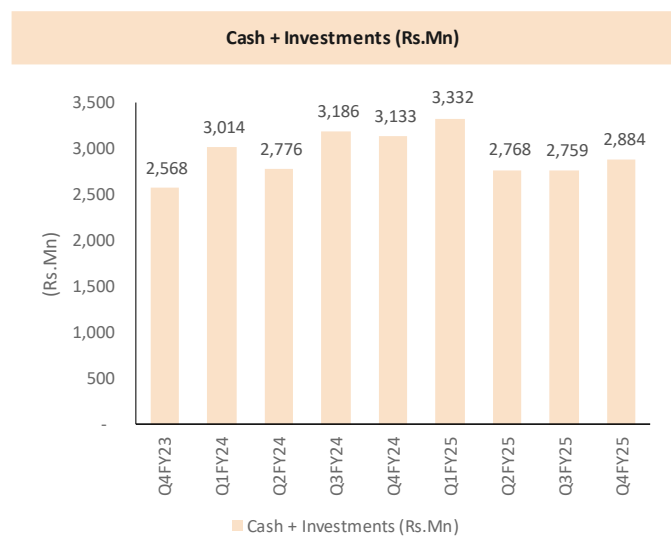


Inventory Breakup (%)



Order Book (Rs.Mn)





Source: Dalal & Broacha Research, Company

ORIGEM Store Snippets (ORIGEM – The largest COCO LGD Jewellery brand in Mumbai)



Borivali (W), Mumbai





Turner Road, Bandra (W), Mumbai



Kharghar,
Navi Mumbai



Borivali (W), Mumbai



Kharghar, Navi Mumbai



Andheri (W)



Turner Road, Bandra (W),
Mumbai



Fairmont Hotel Near
T2 of Mumbai Airport



Mulund (W)

Financials

P&L (Rs mn)	FY20	FY21	FY22	FY23	FY24	FY25	FY26e	FY27e
Net Sales	3,645	4,060	6,877	5,332	6,029	7,813	9,063	10,840
Operating Expenses	-2,733	-2,717	-4,865	-3,528	-4,086	-5,116	-6,118	-7,263
Employee Cost	-133	-159	-269	-243	-257	-384	-511	-632
Other Expenses	-336	-401	-441	-520	-543	-715	-768	-909
Operating Profit	443	783	1,302	1,040	1,143	1,598	1,666	2,036
Depreciation	-25	-36	-54	-74	-61	-63	-70	-72
PBIT	418	747	1,248	966	1,082	1,534	1,595	1,965
Other income	221	72	246	211	139	197	190	226
Interest	-20	-5	-8	-3	-0	-4	-4	-4
PBT	620	814	1,486	1,175	1,221	1,728	1,782	2,186
Profit before tax	620	972	1,486	1,175	1,221	1,728	1,782	2,186
Provision for tax	-167	-301	-427	-323	-312	-554	-449	-551
Profit & Loss from	-	-	-	-	-	-	-	-
Reported PAT	453	671	1,060	852	909	1,173	1,333	1,635
MI	17	-61	-8	-8	1	1	1	-
Owners PAT	470	610	1,052	844	910	1,174	1,333	1,635
Adjusted Profit	470	511	1,052	844	910	1,174	1,333	1,635

Balance Sheet (Rs mn)	FY20	FY21	FY22	FY23	FY24	FY25	FY26e	FY27e
Equity capital	222	222	218	218	214	214	214	214
Reserves	3,878	4,426	4,981	5,639	6,091	7,187	8,320	9,710
Net worth	4,100	4,648	5,199	5,857	6,305	7,401	8,534	9,924
MI	54	165	61	65	50	51	50	49
Non Current Liabilites	-23	22	47	67	65	211	298	415
Current Liabilites	892	1,301	1,014	1,060	923	1,273	1,105	1,258
TOTAL LIABILITIES	5,023	6,136	6,322	7,048	7,343	8,936	9,987	11,645
Non Current Assets	736	828	651	668	583	678	702	815
Fixed Assets	201	412	402	406	402	414	351	343
Right of Use Assets	-	-	-	27	48	185	272	388
Financial Assets	517	395	220	189	67	69	69	72
Deferred Tax Asset	-	-	-	25	13	6	6	6
Advances	18	20	30	21	53	5	5	5
Assets	-	-	-	-	-	-	-	-
Current Assets	4,287	5,308	5,671	6,380	6,761	8,258	9,285	10,831
Current investments	1,534	1,798	1,181	1,190	1,624	1,018	1,031	1,044
Inventories	935	1,072	1,769	2,483	2,226	3,884	3,476	4,158
Trade Receivables	996	1,292	1,787	1,473	1,427	1,501	1,738	2,079
Cash and Bank Balances	546	916	866	1,189	1,448	1,820	3,001	3,504
Advances	276	208	47	18	21	5	5	5
Other Financial Assets	-	-	-	-	-	-	-	-
Other Current Assets	1	23	21	27	15	30	34	41
TOTAL ASSETS	5,023	6,136	6,322	7,048	7,343	8,936	9,987	11,645

Cashflow (Rs mn)	FY20	FY21	FY22	FY23	FY24	FY25	FY26e	FY27e
PBT	620	972	1,486	1,175	1,221	1,728	1,782	2,186
Depreciation	25	36	54	74	61	63	70	72
Net Chg in WC	266	-103	-1,090	-197	69	-1,661	235	-872
Taxes	-144	-254	-382	-382	-315	-511	-449	-551
Others	-94	-160	-167	-18	33	255	-235	-6
CFO	673	491	-98	652	1,070	-126	1,403	829
Capex	-21	-303	-36	-92	-66	-	-	-
Net Investments made	-284	-35	956	65	-305	621	-13	-13
Others	65	221	29	10	96	11	-	-
CFI	-241	-117	950	-18	-276	632	-13	-13
Change in Share capital	-126	-5	-456	-	-331	-	-	-
Change in Debts	-189	148	-198	-27	-	86	-	-
Div. & Div Tax	-149	-147	-139	-284	-129	-180	-204	-250
Others	-60	-	-110	-0	-75	-38	-24	-19
CFF	-523	-3	-902	-311	-535	-131	-228	-268
Total Cash Generated	-90	370	-50	323	259	375	1,162	548
Cash Opening Balance	636	546	916	866	1,189	1,448	1,820	3,001
Cash Closing Balance	546	916	866	1,189	1,448	1,820	3,001	3,504
Ratios	FY20	FY21	FY22	FY23	FY24	FY25	FY26e	FY27e
OPM	12.2	19.3	18.9	19.5	19.0	20.5	18.4	18.8
NPM	12.2	12.4	14.8	15.2	14.8	14.7	14.4	14.8
Tax rate	-27.0	-31.0	-28.7	-27.5	-25.5	-32.1	-25.2	-25.2
Growth Ratios (%)								
Net Sales	-18.3	11.4	69.4	-22.5	13.1	29.6	16.0	19.6
Operating Profit	-20.7	76.7	66.2	-20.1	9.9	39.7	4.3	22.2
PBIT	-9.9	78.6	67.1	-22.6	12.0	41.8	4.0	23.1
PAT	-2.8	48.1	58.0	-19.6	6.7	29.1	13.6	22.7
Per Share (Rs.)								
Net Earnings (EPS)	4.24	5.50	9.65	7.75	8.52	10.99	12.49	15.31
Cash Earnings (CPS)	4.46	5.83	10.15	8.43	9.09	11.59	13.14	15.98
Dividend	6.50	8.00	3.60	2.00	1.20	1.64	1.86	2.28
Book Value	36.98	41.92	47.71	53.74	59.03	69.30	79.91	92.92
Free Cash Flow	5.27	2.46	-1.73	3.99	8.77	-5.29	13.74	5.81
Valuation Ratios								
P/E(x)	92	71	41	51	46	36	31	26
P/B(x)	11	9	8	7	7	6	5	4
EV/EBIDTA(x)	94	52	31	39	34	24	23	18
Div. Yield(%)	1.66	2.04	0.92	0.51	0.31	0.42	0.47	0.58
FCF Yield(%)	1.34	0.63	-0.44	1.02	2.24	-1.35	3.51	1.48
Return Ratios (%)								
ROE	12%	12%	21%	15%	15%	17%	17%	18%
ROCE	15%	18%	30%	21%	20%	25%	22%	24%
RoIC	22%	26%	34%	25%	28%	25%	29%	30%

Source: Dalal & Broacha Research, Company

Rating History

Particular	Date	Rating	Market Price (Rs)	Target Price (Rs)
Initiating coverage	07-Jan-24	Buy	183	230
Q3FY24 Result Update	09-Feb-24	Buy	202	237
4QFY24 Result Update	24-May-24	Buy	175	230
1QFY25 Result Update	14-Aug-24	Buy	240	260
Q2FY25 Result Update	08-Nov-24	Accumulate	346	364
3QFY25 Result Update	11-Feb-25	Accumulate	405	376
4QFY25 Result Update	27-May-25	Accumulate	392	379

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