

# ***Sarine Technologies Ltd.***

***Corporate Presentation***

***November 2015***



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# Agenda

- ◆ **Company Overview**
- ◆ **Products Update**
- ◆ **Results Update**
- ◆ **Appendix - Industry Overview and Sarine's Competitive Positioning**



# Company Overview



# Sarine Technologies

Sarine Technologies, through its proprietary systems and technologies, is a global leader in the development and provider of solutions for the entire diamond value chain, from rough diamonds evaluation, planning, manufacturing and finishing to polished diamonds assessment, grading and trade

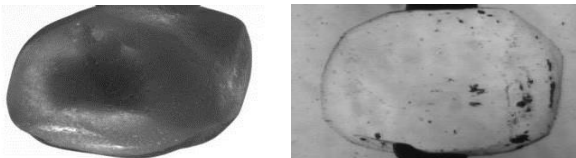


# Inclusion Mapping Technologies Before Galaxy™

Technology	Suppliers	Disadvantages
Manual Inclusion Charting	Sarine and others	<ul style="list-style-type: none"> <li>◆ Needs windows opened in stone</li> <li>◆ Done by expert personnel</li> <li>◆ Limited success on complicated inclusions</li> <li>◆ Limited to larger inclusion sizes</li> <li>◆ Very long (hours/days per stone) process</li> </ul>
X-Ray	Others	<ul style="list-style-type: none"> <li>◆ Expert personnel required - not all inclusions easily detected, often many “false positives”</li> <li>◆ Relatively long process (hour +)</li> <li>◆ High cost</li> </ul>

## Automated Inclusion Mapping Technology with Galaxy

*How opaque becomes transparent*



- ◆ No need to pre-process the rough diamond (no “windows”)
- ◆ Supports most types of stones (even thin mineral-coating)
- ◆ Automatic; little user-expertise required
- ◆ Identifies all types and most sizes of inclusions
- ◆ Relatively fast operation (minutes)
- ◆ Cost-effective



# 5-Year Results Summary (2010 – 2014)



(US\$'000)	2010	2011	2012	2013	2014
<b>Revenues</b>	<b>45,663</b>	<b>57,803</b>	<b>63,750</b>	<b>76,369</b>	<b>87,770</b>
<b>Gross Profit</b>	<b>29,350</b>	<b>38,281</b>	<b>43,388</b>	<b>54,583</b>	<b>61,903</b>
<b>Net Profit</b>	<b>11,111</b>	<b>17,366</b>	<b>20,755</b>	<b>23,888</b>	<b>27,230</b>
<b>Gross Profit Margin</b>	<b>64.3%</b>	<b>66.2%</b>	<b>68.1%</b>	<b>71.5%</b>	<b>70.5%</b>
<b>Net Profit Margin</b>	<b>24.3%</b>	<b>30.0%</b>	<b>32.6%</b>	<b>31.3%</b>	<b>31.0%</b>
<b>Cash and investments (no debt)</b>	<b>28,270</b>	<b>33,946</b>	<b>36,787</b>	<b>33,059</b>	<b>45,497</b>
<b>EPS (US cents, fully diluted)*</b>	<b>3.30</b>	<b>5.12</b>	<b>6.03</b>	<b>6.87</b>	<b>7.70</b>
<b>Annual Dividend (US cents)*</b>	<b>1.60</b>	<b>2.60</b>	<b>4.50</b>	<b>6.00</b>	<b>5.00</b>

\*Adjusted for bonus issue in May 2012





# Proven Track Record of Product Innovation

2008 & Prior      2009      thru 2012      2013      thru 2015

- DiaMension™
- DiaExpert™



- DiaMark™



- DiaScan™ S+



- DiaScribe™

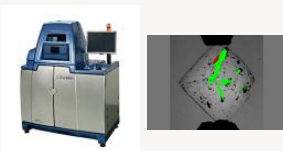


- Quazer™



- Colibri™

- Galaxy™



- DiaMension™ HD



- DiaMobile™ XL



- Instructor™



- Galaxy™ XL & Solaris™

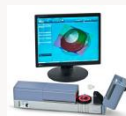


- DiaExpert™



- Quazer™ II

- Strategist™



- DiaMark™ HD



- DiaExpert™ Atom



- DiaMension™ Axiom



- Quazer™ III

- Sarine Light™



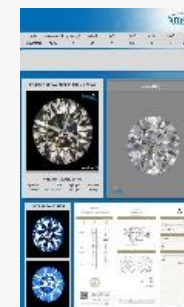
- Sarine Loupe™



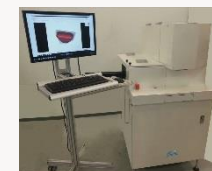
- Galaxy™ Ultra & Meteor™



- Sarine Profile™



- Allegro™





# Products Update



# DiaMension™ Axiom / Instructor™

## ◆ DiaMension™ Axiom

- ◆ Quantum leap in proportion measurement and symmetry grading of polished diamonds
- ◆ Adopted by industry leaders (e.g., Tiffany) and by leading gemological labs (e.g., GSI)
- ◆ New Cut and Symmetry grading standards a new business opportunity

## ◆ The Instructor™ software product

- ◆ For the ongoing quality control of the actual polishing process as the polished diamond is faceted
  - ◆ Unique capability of providing instructions on necessary corrective actions and/or possible asymmetric enhancements
- ◆ These products are expected to continue to drive the growth of the Group's polished diamond grading product line

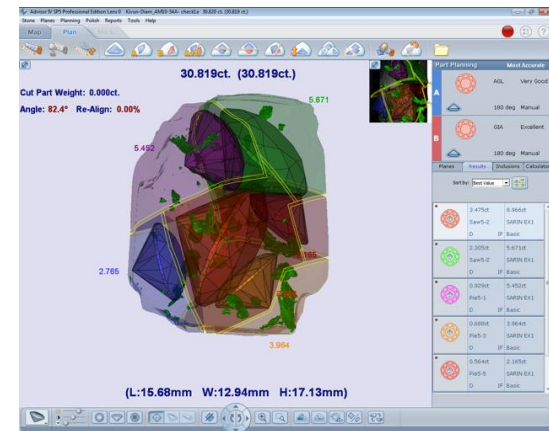


# Galaxy™ Family Rollout

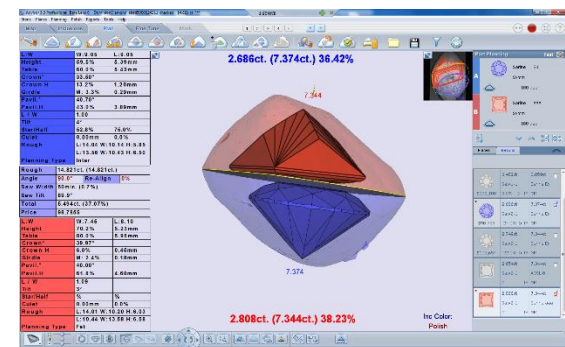
- ◆ No real competition for Group's inclusion mapping systems in the market.
- ◆ Total installed base of Galaxy™ family of products just over 200 as at 30 September 2015
- ◆ Meteor™, Sarine's inclusion mapping system for rough stones of 20-85 points launched; with throughput doubled it addresses market segment where 50 million stones are polished – 4 times Galaxy™ and Solaris™ segments
- ◆ Galaxy™ Ultra gaining traction at expense of competition's high-end M-Box

## Optimal Planning with Galaxy™ Inclusion Mapping

Note unique Strategist™ & Quazer™ III pie-cut sawing



## Pre-inclusion Mapping State-of-the-Art



# Sarine Profile™

- ◆ Imaging technologies are gaining traction as an essential marketing tool in the polished diamond trade
- ◆ Instead of a dry tabular non-intuitive report, Sarine Profile™ utilises all the benefits of Sarine's diverse cutting-edge technologies to “show and tell” the stone with graphic and video displays
- ◆ Product launched 2015 with focus now on pilot programs in U.S. and China/HK
- ◆ GSI, one of world's leading gem labs, has adopted full Sarine Profile™ into its polished diamond grading and education services
- ◆ Derivative technologies with enhanced value propositions both for wholesale and retail trade in work for Q4 2015 beta launch

Sarine ID: 13N1XCN5JI

Color: H ? Clarity: SI2 ? Cut: EX ? Carat: 2.350 ?

*Explore This Diamond Story*

Light Loupe Hearts & Arrows Cut

**Diamond Story**

Summary Light Loupe Hearts & Arrows Cut

Light Performance Results

Total Grade Ultimate

Hearts & Arrows

Hearts Arrows

Hearts & Arrows is a symmetrical optical pattern seen in round brilliant diamonds cut to the highest quality and precision.



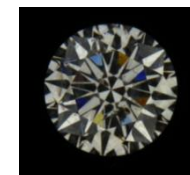
- ◆ With increasing demand for quality and branded diamonds, light performance parameters - brilliance, fire, scintillation/sparkle and symmetry, are becoming key consumer-oriented criteria
- ◆ 2013: Sarine Light™ light performance grading report launched in Japan with CIMA, a leading bridal diamond jewellery chain; CIMA confirms Sarine Light™ has enhanced its positioning as high-end retailer and contributed to higher sales.
- ◆ Subsequently, adopted by leading Belgian diamond manufacturer for quality assurance and sorting and by retail customers in the US, India and Taiwan
- ◆ 2015: Integration of Sarine Light™, Sarine Loupe™ and displays of a polished diamond's Cut and Hearts & Arrows to create consumer-oriented diamond “story” – the Sarine Profile™
- ◆ Leading US retailers adopting Sarine Light™; moving away from lesser competing products
- ◆ Development of new derivative functionality for Sarine Light™ in progress with beta launch planned for Q4 2015

## Perfect Stone

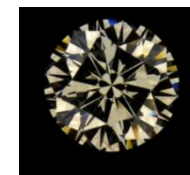
High Clarity, Colour and Cut grades



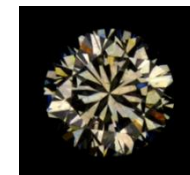
*Low Clarity*



*Low Colour*



*Low Cut*





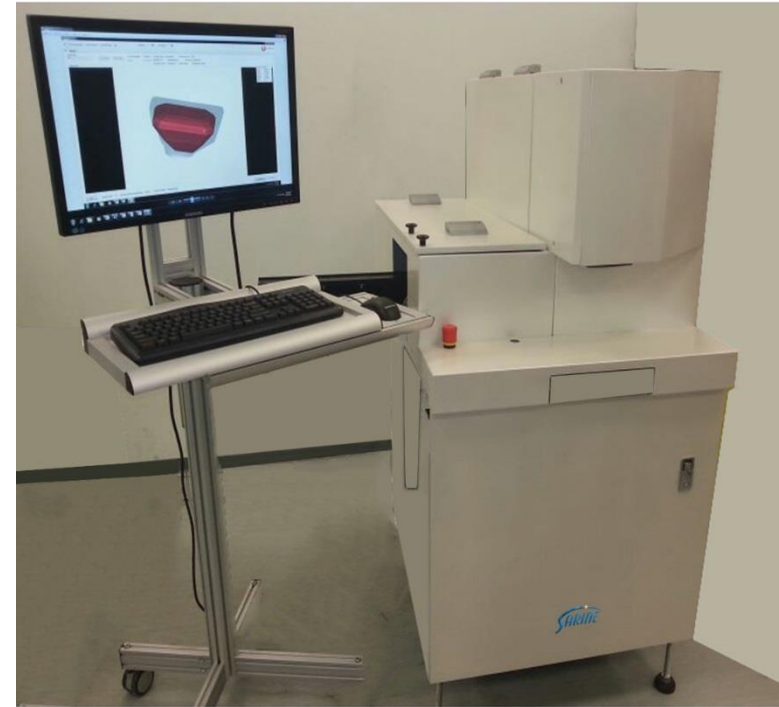
- ◆ A unique imaging and inspection system that captures a polished diamond, including its internal features, in simulated three dimensions
- ◆ Enables buyers to view the polished stone from a multitude of angles and at varying magnifications without having it in hand; with new derivative enhancements to imaging, will significantly simplify the B2B buying process of polished diamonds while reducing costs and time involved for both buyers and sellers
- ◆ Sarine Loupe™ imaging services opened in India, Israel and New York. Brinks has adopted it as an add-on service offered in Los Angeles and Hong Kong
- ◆ Integrated into Sarine Profile™ with optional levels of imaging and magnifications
- ◆ Empowers online and enhances in-store polished diamond selling experience

## Sarine Loupe™ Imagery of Included Stone



# Allegro™

- ◆ The Allegro™ system processes gemstones (excluding diamonds) and transforms the rough stone directly into a cut and shaped (unfinished) gem with high speed and accuracy
- ◆ New product addresses new market with proven Sarine technologies; market for gemstones independent of and larger in volume than that of diamonds (albeit lower dollar value)
- ◆ Allegro™'s capabilities will be offered as an inexpensive per-stone service and will expand the recurring revenue base
- ◆ Initial service centre to open in Jaipur, India, mid-November; Service centres expected to open in Thailand and South America in 2016





# Going Forward

- ◆ Given the immediate tangible benefits of Sarine's unique technology and the ongoing lack of competition, the Group is confident of extending the market penetration of the Galaxy™ family of inclusion mapping systems
- ◆ Inclusion mapping systems market penetration enhances demand for Sarine's planning products and contributes to the consolidation of the Group's leading market share for manufacturing products
- ◆ New products such as Sarine Light™, Sarine Loupe™, Sarine Profile™ and similar services (as complementing bundles or standalone) address the wholesale and retail trade of polished diamonds – a significant new market for the Group with substantially larger potential for recurring revenue
- ◆ Gemstone processing product, Allegro™, addresses new market (gemstones manufacturing) with significant potential to create additional recurrent income stream for the Group



# Growth Drivers for Recurring Revenue

## Important Catalysts to Future Growth

- ◆ Deliveries of additional Galaxy™ family systems for rough diamond inclusion scanning and mapping to customers
- ◆ Increased adoption and roll-out of new products and services based on digital trade visualisation solutions - Sarine Light™ , Sarine Loupe™ and Sarine Profile™
- ◆ Commercialisation of Allegro™ gemstones processing services

## Benefits to Sarine

- ◆ Expand Sarine's presence to the trade segment of the diamond industry as well as manufacturing market for other gemstones
- ◆ Broaden the Group's revenue base into polished diamond trade and gemstones market
- ◆ Increase the recurrent portion of the revenue stream for the Group



# Results Update

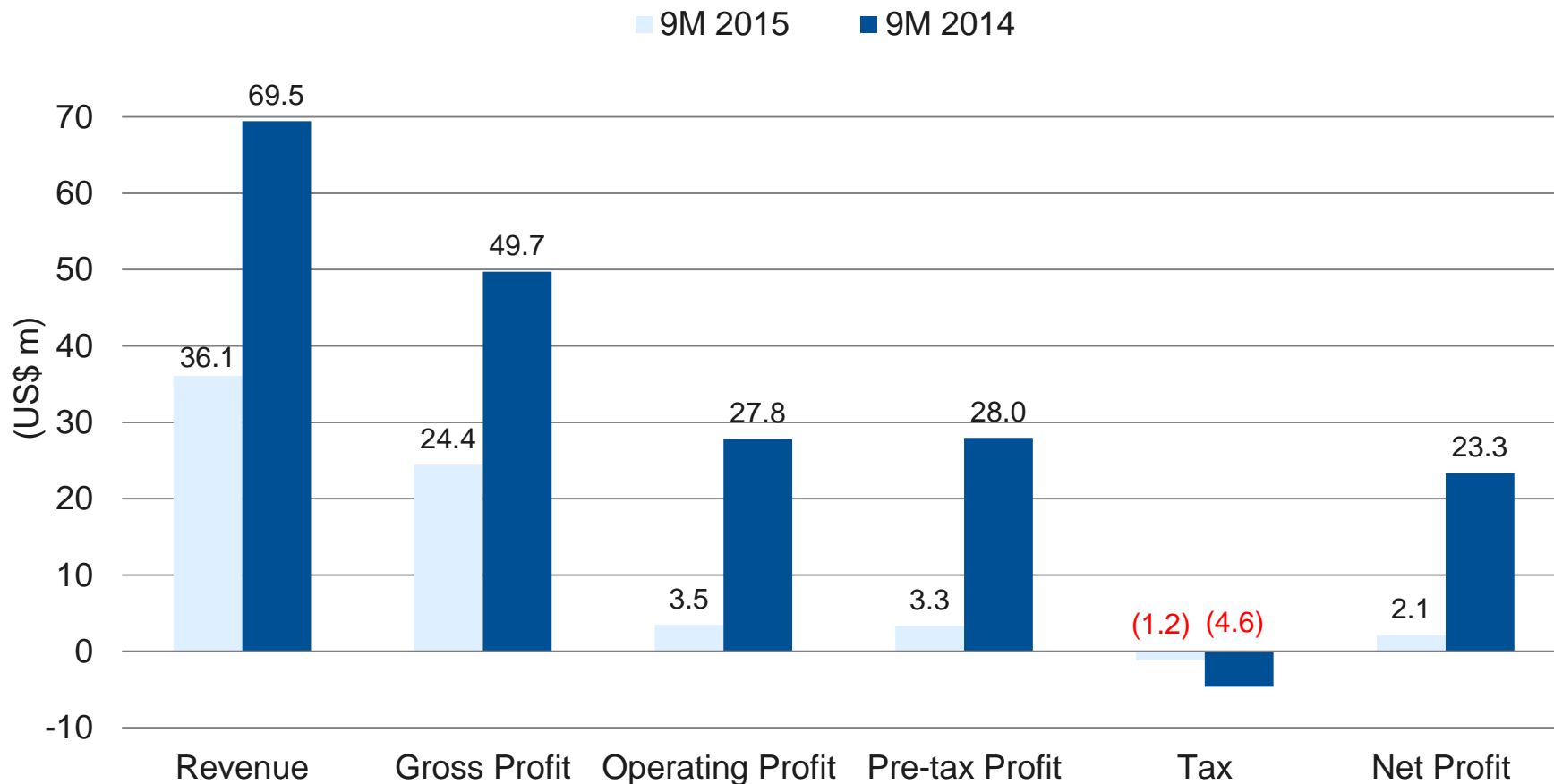


# Results Highlights

- ◆ 9M 2015 Group revenue and profitability declined to US\$36.1m and US\$1.2m, respectively, as business conditions remained challenging:
  - Disproportionate rough to polished diamond prices
  - High polished inventories resulting in significantly reduced quantities of new rough diamonds entering the midstream
  - Lesser availability of credit to some diamond manufacturers
- ◆ With only 1 Galaxy™ family system delivery in Q3 2015, total installed base remained at just over 200 as at 30 September 2015; recurring revenue accounted for half of 9M 2015 revenue
- ◆ Group revenue of US\$9.5m and net loss of US\$1.2m in Q3 2015
- ◆ Balance sheet remains strong as at 30 September 2015 with cash and equivalents of US\$31.8m



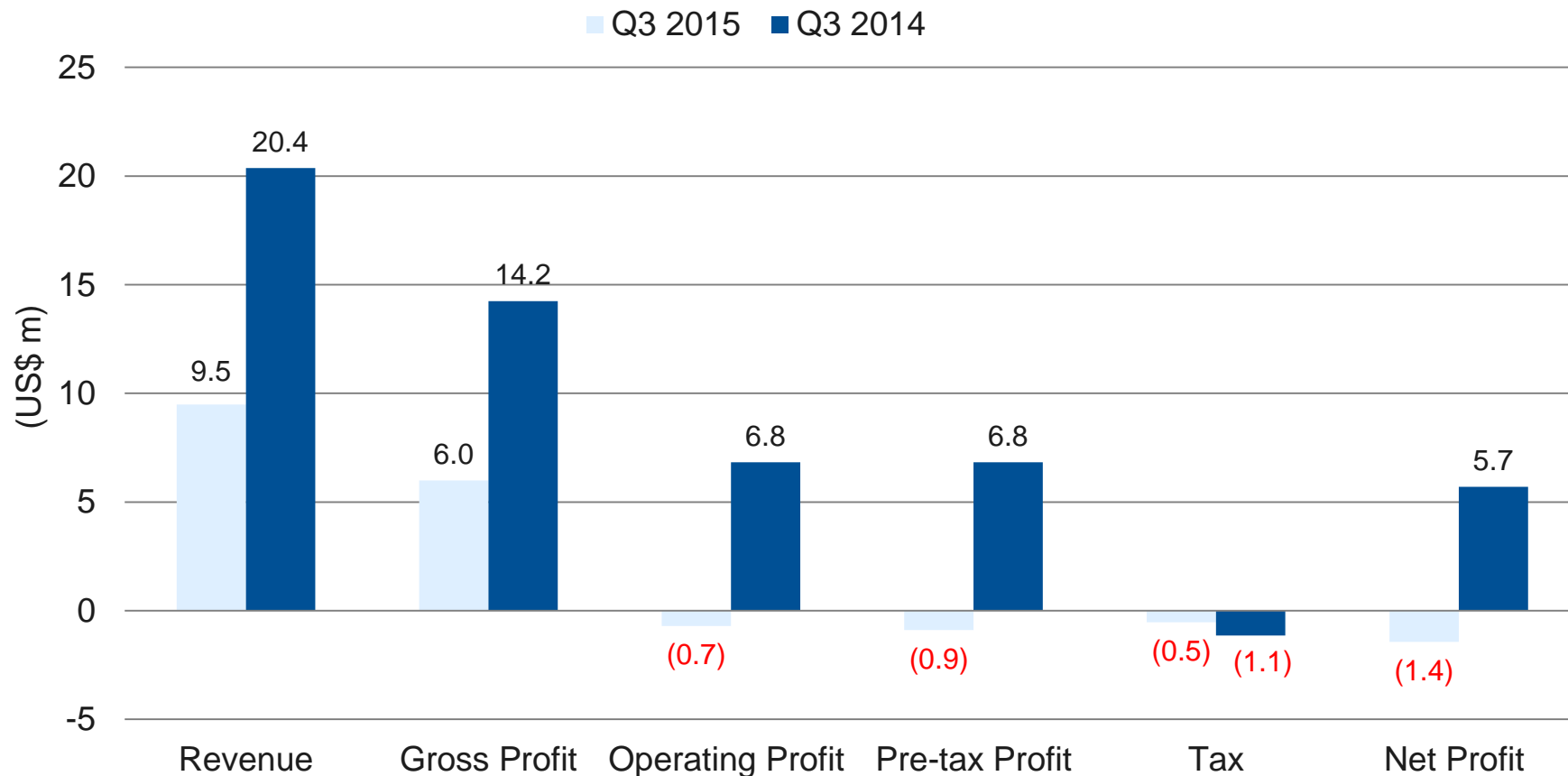
# 9M 2015 Results Summary



% change	(48%)	(51%)	(88%)	(88%)	(74%)	(91%)
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# Q3 2015 Results Summary



% change	Revenue	Gross Profit	Operating Profit	Pre-tax Profit	Tax	Net Profit
	(53%)	(58%)	NM	NM	(53%)	NM



# Revenue Breakdown by Geography

Region	9M 2015 (US\$' 000)	9M 2014 (US\$' 000)	% Chg	% Share (9M 2015)
India	25,399	56,088	(55%)	70%
Africa	1,675	2,872	(42%)	5%
Europe	1,882	1,340	+ 40%	5%
N. America	1,110	1,007	+ 10%	3%
Israel	2,401	3,966	(40%)	7%
Other	3,589	4,177	(14%)	10%
<b>Total</b>	<b>36,056</b>	<b>69,450</b>	<b>(48%)</b>	<b>100%</b>





# Strong Balance Sheet (debt free)

(US\$ millions)	30 Sep 2015	31 Dec 2014
<b>Non-Current Assets</b>	<b>23.4</b>	<b>20.5</b>
- Property, plant & equipment	12.0	11.5
- Intangible assets	8.2	6.8
<b>Current Assets</b>	<b>56.6</b>	<b>71.6</b>
- Inventories	10.9	10.1
- Trade receivables	10.5	13.5
- Cash & bank deposits	31.8*	45.5
<b>Non-current Liabilities</b>	<b>0.2</b>	<b>0.2</b>
<b>Current Liabilities</b>	<b>9.9</b>	<b>12.3</b>
- Trade payables	2.0	2.8
<b>Shareholders' Equity</b>	<b>69.9</b>	<b>79.6</b>

\* Decrease in cash & bank balances mainly due to US\$12.2m dividend payment, US\$1.3m share buy-back and US\$3.0m payment to licensor of software utilised in the Galaxy family of products



# Dividend

US cent/share	2015	2014	2013	2012
Interim	1.50	2.00	1.50	1.25
Special interim	-	1.00	2.50	2.00
Final	-	2.00	2.00	1.25
<b>Total</b>	-	<b>5.00</b>	6.00	4.50



# Appendix

## Industry Overview and Sarine's Competitive Positioning



# Diamond Industry Value Chain



Miners	De Beers concentrates ~ 40% of rough diamonds worldwide; Russia; Botswana; Australia; Canada; Zimbabwe; others
Manufacturers	India accounts for ~ 90% of all stones; Southern Africa (S. Africa, Botswana and Namibia) and China other manufacturing centres
Gemmological Laboratories	Strategic customers setting industry standards
Wholesalers	Belgium, Israel, USA, Hong Kong
Retailers	<ul style="list-style-type: none"> <li>• USA &gt; 40% of global retail diamond market</li> <li>• Hong Kong is second largest market (~25%)</li> <li>• Chains gaining in importance over shops</li> </ul>



# Diamond Industry Value Chain

Our products increase profits at all stages of the diamond trade from purchase of rough stones to sale of polished diamonds

## Value of Market in US\$ in 2014



# Sarine's Value Proposition

## Challenges

- Increase industry players' sustainable profitability
- Satisfy consumer concerns on issues of quality and beauty

## Sarine's Solutions

- Maximise polished value yield from rough diamonds, while reducing risk and cutting costs
- Grade quality and beauty of polished diamonds according to 4Cs and light performance
  - Solutions to affirm and enhance marketing and branding

## Sarine's Expertise

Proprietary precision mechanics, optics, electronics, laser and colour technology with sophisticated software in computerised systems



# Competitors

Diamond Planning & Grading Products	Laser Sawing & Cutting Products
<p><b>OctoNus (Russia)</b> High-end rough planning and polished evaluation equipment-offers services and trying to gain traction, without success so far, with Immersion Glass inclusion mapping system; teamed with Lexus in India for sales</p> <p><b>Sahajanand Technologies (Surat, India)</b> Former Sarine distributor in India- markets rough planners for low and medium range applications; announced in Dec. 2014 intent to offer competing inclusion mapping system (so far no launch)</p> <p><b>Sahajanand Laser Technology (Ahmedabad, India)</b> Low-end rough planning equipment with minimal market presence; has been trying, unsuccessfully so far, to launch Nebula inclusion mapping system</p> <p><b>OGI Systems (Israel)</b> Price player with diminishing international presence; announced in Dec. 2014 intent to offer competing inclusion mapping system (so far no launch)</p>	<p><b>Synova (Switzerland)</b> High-end, fast, safe green lasers; extremely expensive (\$600K - \$1M price tag)</p> <p><b>Soenen (Belgium)</b> Quazer copy; very low market presence</p> <p><b>Laxmi (India)</b> Low-cost/low-end green laser without shaping capabilities</p> <p><b>S.O.S. (India)</b> Mainstream infra-red (IR) laser supplier</p> <p><b>Sahajanand Technologies (India)</b> Low-end/low-cost IR laser; broadest presence</p> <p><b>Sahajanand Laser Technology (India)</b> Low-end/low-cost IR laser; wide presence</p> <p><b>OGI Systems (Israel)</b> Very limited market presence with a laser</p>
<p><b>Combined market share of competitors for diamond planning &amp; grading products is still smaller than Sarine's (~70+%)</b></p>	





# Thank You Q & A

