RENAISSANCE GLOBAL LIMITED

CIN.: L36911MH1989PLC054498

REGD. OFFICE / UNIT I : PLOT NO. 36A & 37, SEEPZ, ANDHERI (E), MUMBAI 400 096.
TEL. : 022-4055 1200 | FAX : 022-2829 2146 | WEB: www.renaissanceglobal.com

Ref. No.: RGL/S&L/2022/40

February 07, 2022

Bombay Stock Exchange Limited Listing Department Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai – 400 001	**National Stock Exchange of India Ltd.** Exchange Plaza, Plot no. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051

Sub.: Press Release and presentation on earnings for Q3 & 9M FY 22.

Dear Sir

We are enclosing herewith Press Release for Q3& 9M FY22 Earnings and Earnings Presentation for Q3 & 9M FY22 to highlight the performance of Third quarter ended December 31, 2021.

We request you to upload the same under the suitable section of your website.

Thanking you,

Yours faithfully,
For **Renaissance Global Limited**

G. M. Walavalkar
VP – Legal & Company Secretary
Encl.: As Above

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PRESS RELEASE

Renaissance Global announces Q3 & 9M FY22 Results

Q3 FY22

Total Income stood at Rs. 775.0 crore higher by 26.4%

Direct-to-Consumer business revenues up 77.5% to Rs. 48.9 crore

EBITDA stood at Rs. 68.5 crore, with margins at 8.8%

PAT improves to Rs. 33.0 crore

Mumbai, February 07, 2022: Renaissance Global Limited, a branded and differentiated jewellery products Company, has announced its financial results for the quarter and nine months ended December 31, 2021.

Q3 FY22 performance overview compared with Q3 FY21

- Total Income stood at Rs. 775.0 crore from Rs. 741.5 crore
  - On a like-to-like basis*, total income growth stood at 26.4% YoY
  - Branded Jewellery business revenues up 30.3% to Rs. 196.3 crore
  - Direct-to-Consumer business revenues up 77.5% to Rs. 49.0 crore
- EBITDA at Rs. 68.5 crore as against Rs. 48.4 crore, up by 41.7%
  - EBITDA Margins stood at 8.8% as against 6.5%, higher by 231 bps
- PAT, after discontinued operations, stood at Rs. 33.0 crore, higher by 29.9%

9M FY22 performance overview compared with 9M FY21

- Total Income stood at Rs. 1,672.4 crore from Rs. 1,463.0 crore
  - On a like-to-like basis*, revenue growth stood at 34.0% YoY
  - Branded Jewellery business revenues up 38.3% to Rs. 382.9 crore
  - Direct-to-Consumer business revenues up 123.2% to Rs. 94.3 crore
- EBITDA at Rs. 163.6 crore as against Rs. 81.4 crore, up by 100.8%
  - EBITDA Margins stood at 9.8% as against 5.6%, higher by 423 bps
- PAT, after discontinued operations, stood at Rs. 85.1 crore as against Rs. 26.7 crore

Note: *With effect from 1st Apr 2021, the Company has re-negotiated terms with most customers across its Plain gold division due to which, Renaissance is now recognizing only making charges as revenue for this business. The growth stated is on an adjusted basis

9M FY22 adjusted financial performance overview compared with adjusted 9M FY21

- The PAT, if adjusted by certain non-cash and one-time expenses would stand at. 99.6 crore from Rs. 36.9 crore, up by 178%. Below are the details of such adjustments:
    - Expense of ₹7.7 crore pertains to amortization of goodwill on Jay Gems Inc. acquisition which is non-cash in nature and will also become insignificant from the next financial year.
    - Non-cash lease expense of ₹7.3 Crores recognized on account of Ind-AS guidelines in the current financial year, despite a 1 year rent free period allowed by the Lessor.
    - We have take a one-time write off of MAT credit to the tune of ₹3.4 crore on migrating to a reduced Income tax rate regime.
- Adjusted EPS based on the above would be Rs. 52.8 as against Rs. 19.5, up by 170%

Commenting on the performance for Q3 & 9M FY22, Mr. Sumit Shah – Vice Chairman and Global CEO, Renaissance Global Limited said,

"We are pleased to share that we have delivered a strong performance during the quarter on the back of improving demand environment in our key global markets of North America, Europe and Asia. Our like-to- like total income in Q3 was higher by 26% YoY and PAT expanded by 29% YoY, while 9M like-to-like total income growth stood at 34% and PAT grew by 178%. The growth was further driven by robust contribution from our high-margin branded jewellery segment and our direct-to-consumer business.

The direct-to-consumer segment is a key focus area for us. We are seeing improved consumer traffic across our six websites. I am also happy to share that we are constantly witnessing healthy business from repeat customers. In the quarter, the contribution from repeat customers stood at 17% as against 15% in Q2 FY22, 14% in Q1 FY22 & average 6% in FY21. The contribution from repeat customers continues to be on an improving trend, showcasing higher costumer stickiness and brand trust.

We are also happy to share that we have signed a licensing agreement with one of North America's most popular sports leagues, National Football League (NFL) to design a unique jewellery collection. This partnership is strategic and mutually synergistic in nature and further aligns with our long- term goal to accelerate our branded jewellery business. This along with our existing strategic licensing agreements with Enchanted Disney Fine Jewellery, Hallmark, Star Wars and Disney Treasures augments our branded jewellery product portfolio and enables us to build our presence in key global geographies.

Overall, we have delivered a healthy performance during the period under review. As we look ahead, there are concerns related to the third wave of COVID-19 in some of our key global markets. However, we anticipate minimal and short-lived disruption due to this surge and expect the demand environment to stabilize soon. Our business strengths such as our partnership with globally recognized brands, high expertise in conceptualization, designing & distribution of products and advanced industry know-how place us very well to tap upon the various growth

opportunities in the high-potential global branded jewellery industry. All in all, we are optimistic about our growth prospects and opportunities in key international markets.

Based on our strong performance for the quarter & financial year till date and in line with our dividend distribution policy, the Board has decided to declare an interim dividend of Rs. 5.5 per share"

Key Developments –

Signs a strategic licensing partnership with America's most popular sports league, National Football League (NFL), having a multi-million fan base:

- Through this agreement, Renaissance and the NFL will collaborate to design unique branded jewellery collection using NFL intellectual property
- The NFL jewellery collection will include distinct pieces representing each of the 32 teams in the NFL along with jewellery pieces for the Super Bowl and Pro-Bowl matches
- This collection will be premiered this holiday season at multiple retail locations such as department stores, specialty jewellery stores, league stores, mass-market retailers, and others, across the United States
    - The jewellery collection will also be featured across e-commerce platforms such as NFL team websites and other e-commerce retailers
    - Renaissance will also be launching a brand new D2C website for NFL in the coming months, thus strengthening the Company's high-growth D2C portfolio
- The partnership adds to the Company's growing portfolio of licensed brands

Growing Direct to Consumer (D2C) Business:

- During Q3 FY22, D2C business posted revenues of Rs. 48.9 crore compared to Rs. 27.6 crore in Q3 FY21, growing by 77.5% YOY
- For the period 9M FY22, D2C business reported revenues of Rs. 94.3 crore compared to Rs. 42.2 crore in 9M FY21, growing by 123.2% YOY
    - Based on Renaissance's estimates of 9M revenue contribution to annual sales, annual revenue run rate is at Rs. 130 crore vs. actual FY21 revenues of Rs. 64.9 crore
- D2C business is a high EBITDA margin business, with margins in the range of 20-22%
    - With the growing share of D2C revenues to total revenues Renaissance believes EBITDA margins will show an improving trend
- The business enjoys a strong return profile with ROEs in the range of 60-65%
- The contribution from repeat customers continues to be on an improving trend, showcasing higher costumer stickiness and brand trust
- In the last 7 quarters, the Company has launched six direct-to-consumer websites, as below,

- Enchanted Disney Fine Jewelry – https://www.enchantedfinejewelry.com/ & https://enchantedfinejewelry.co.uk/
- Lab Grown Diamonds jewellery website - https://diamondsmadeforyou.com
- Jewelili – https://www.jewelili.com
- Star Wars Fine Jewelry - https://starwarsfinejewelry.com
- Hallmark Diamonds - https://www.hallmarkdiamondscollection.com

– ENDS –

About Renaissance Global Limited (Renaissance)

Renaissance Global Limited, (Renaissance) (BSE: 532923, NSE: RGL), is a global branded jewellery player. Renaissance designs, manufactures, and supplies branded jewellery across key high-potential markets in USA, Canada, UK & key Asian markets. The product portfolio encompasses Branded Jewellery, Customer Brands & Plain Gold Jewellery segments, with strong focus on Branded Jewellery division.

The Company has a growing portfolio of brands under licensed and owned segments. It holds synergistic licensing agreements with large global brands, such as Disney, Hallmark, and NFL. Under its owned segment, it has a portfolio of brands such as Irasva, Jewelili and Made For You. Over the years, Renaissance has successfully expanded its branded product portfolio, backed by strong conceptualization, design, and manufacturing capabilities. On the distribution side, the Company operates through both B2B and D2C models. Since 2020, Renaissance has launched online stores through 6 D2C websites to market & supply licensed brands & owned brands.

For further information on the Company, please visit www.renaissanceglobal.com

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DISCLAIMER:

This press release and the following discussion may contain "forward looking statements" by Renaissance Global Limited (Renaissance or the Company) that are not historical in nature. These forward-looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of Renaissance about the business, industry and markets in which Renaissance operates. These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond Renaissance's control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward-looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of Renaissance. In particular, such statements should not be regarded as a projection of future performance of Renaissance. It should be noted that the actual performance or achievements of Renaissance may vary significantly from such statements.

Renaissance Global Limited

Results Presentation

Q3 & 9M FY22

Hallmark DIAMONDS

Enchanted Disney FINE JEWELRY

STAR WARS FINE JEWELRY

IRASVA

JEWELILI SHINE BRIGHT. SPEND SMALL.

Disclaimer

This presentation and the following discussion may contain "forward looking statements" by Renaissance Global Limited ("Renaissance" or the Company) that are not historical in nature. These forward-looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of Renaissance about the business, industry and markets in which Renaissance operates.

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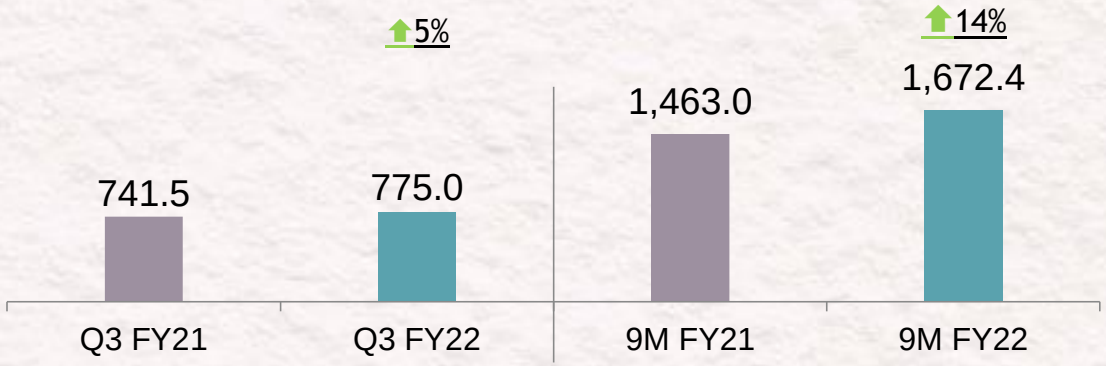
Renaissance Global Limited

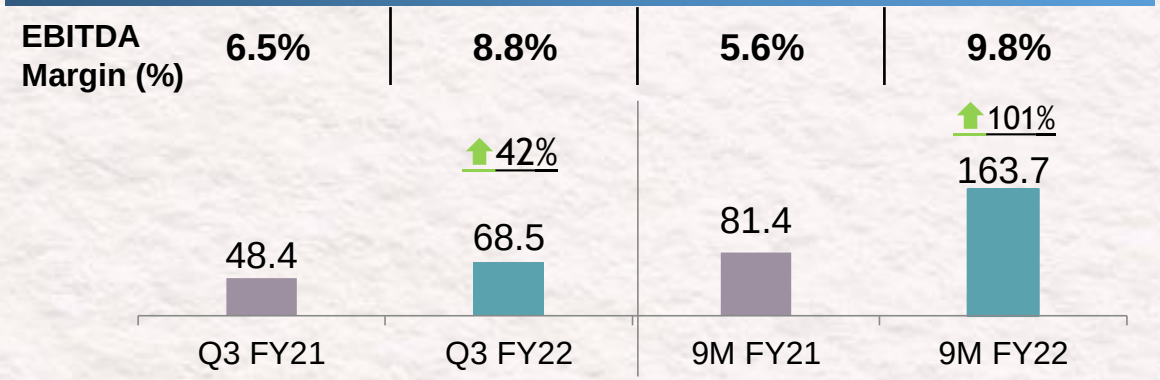
Q3 & 9M Results Overview

Q3 & 9M Financial Summary

Total Income (Rs. Crore)*

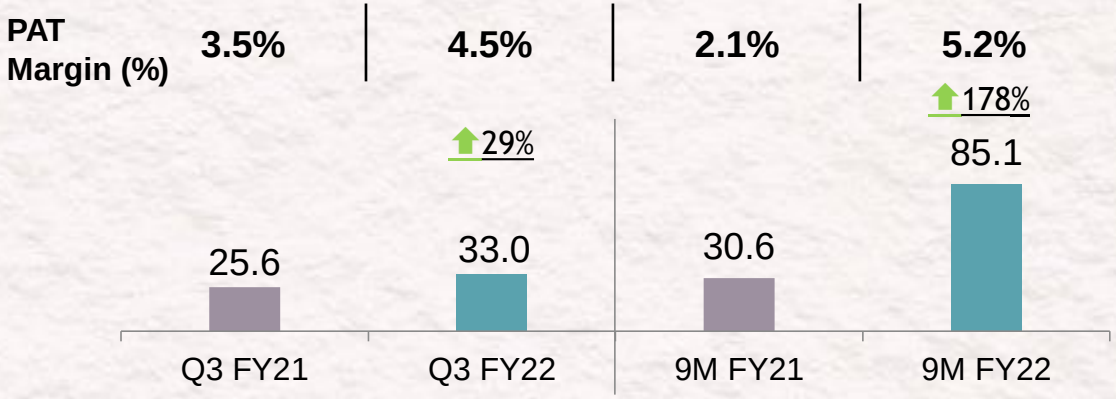


EBITDA (Rs. Crore)

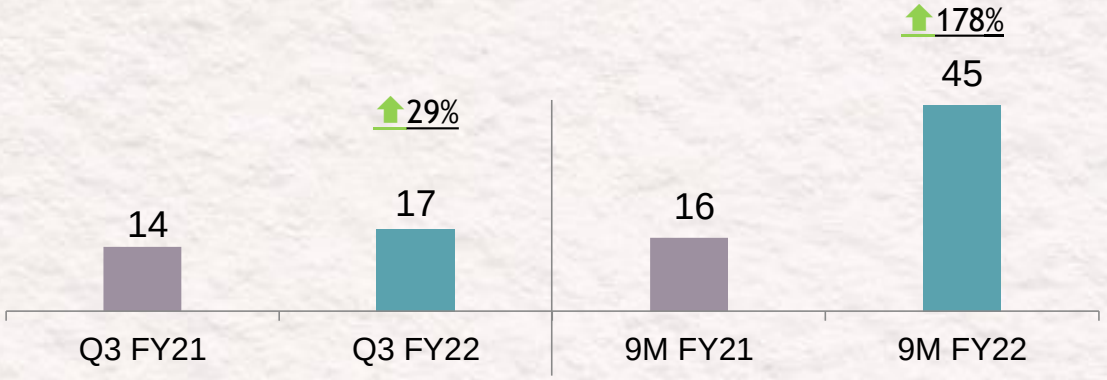


*With effect from 1st Apr 2021, the Company has re-negotiated terms with most customers across its Plain gold division due to which, Renaissance is now recognizing only making charges as revenue for this business. This will meaningfully reduce the reported revenues of the gold division, without impacting EBITDA of this division. On a like-to-like basis, Q3 Total Income growth stood at 26.4% against reported growth of 4.5%; Where as for 9M Total Income growth stood at 34.0% against reported growth of 14.3%

PAT (Rs. Crore)



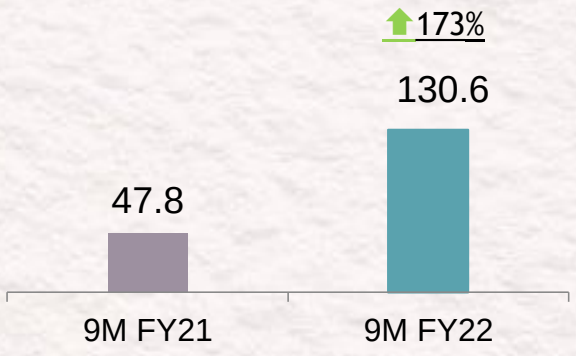
EPS (Rs.)



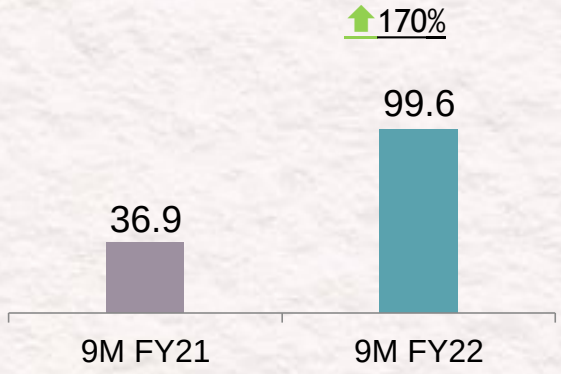
Adjusted Financial Performance

Particulars (Rs. crore)	9M FY22	9M FY21	YoY Change (%)
Reported PAT	**85.1**	**30.6**	***178%***
Add: Non Cash Expenses			
Amortization Expenses [1]	7.7	7.7	
Non Cash Lease Expense [2]	7.3	0.4	
Tax effect on adjustments	4.0	1.9	
One time MAT Adjustment [3]	3.4	-	
Adjusted PAT	***99.6***	***36.9***	***170%***
PAT Margin (%)	*6.0%*	*2.5%*	
Adj. Diluted EPS (Rs.)	**52.8**	**19.5**	

Adjusted PBT (Rs. Crore)



Adjusted PAT (Rs. Crore)



This table represents an adjusted picture of the profitability if the profits are adjusted for certain non-cash expenses. These numbers are not intended to represent the audited financial performance of the company and are only for indicative purposes only. [1] Amortization expense pertains to acquisition of goodwill on Jay Gems Inc. acquisition made in 2018. By the end of this financial year, the goodwill remaining to be amortized will be insignificant. [2] During the financial year, the company has leased new office premises in New York, the first payout for which is due only in the next financial year as we have received a 1 year lease free period. However as per IND AS reporting, we are required to amortize the lease for the entire period irrespective when the lease payouts start becoming due. [3] The company has taken a one-time write off of MAT credit to the tune of ₹3.4 crore on changing to reduced Income tax rate regime.

Management Message

Commenting on the performance for Q3 & 9M FY22, Mr. Sumit Shah – Chairman and Global CEO, Renaissance Global Limited said,

"We are pleased to share that we have delivered a strong performance during the quarter on the back of improving demand environment in our key global markets of North America, Europe and Asia. Our like-to-like total income in Q3 was higher by 26% YoY and PAT expanded by 29% YoY, while 9M like-to-like total income growth stood at 34% and PAT grew by 178%. The growth was further driven by robust contribution from our high-margin branded jewellery segment and our direct-to-consumer business.

The direct-to-consumer segment is a key focus area for us. We are seeing improved consumer traffic across our six websites. I am also happy to share that we are constantly witnessing healthy business from repeat customers. In the quarter, the contribution from repeat customers stood at 17% as against 15% in Q2 FY22,14% in Q1 FY22 & average 6% in FY21. The contribution from repeat customers continues to be on an improving trend, showcasing higher costumer stickiness and brand trust.

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Key Developments

Signs a strategic licensing partnership with America's most popular sports league, National Football League (NFL), having a multi-million fan base

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- The NFL jewellery collection will include distinct pieces representing each of the 32 teams in the NFL along with jewellery pieces for the Super Bowl and Pro-Bowl matches
- This collection will be premiered this holiday season at multiple retail locations such as department stores, specialty jewellery stores, league stores, mass-market retailers, and others, across the United States
    - The jewellery collection will also be featured across e-commerce platforms such as NFL team websites and other e-commerce retailers
    - Renaissance will also be launching a brand new D2C website for NFL in the coming months, thus strengthening the Company's high-growth D2C portfolio
- The partnership adds to the Company's growing portfolio of licensed brands

Growing Direct to Consumer (D2C) Business

- During Q3 FY22, D2C business posted revenues of Rs. 48.9 crore compared to Rs. 27.6 crore in Q3 FY21, growing by 78% YOY
- For the period 9M FY22, D2C business reported revenues of Rs. 94.3 crore compared to Rs. 42.2 crore in 9M FY21, growing by 123% YOY
  - Based on Renaissance's estimates of 9M revenue contribution to annual sales, annual revenue run rate is at Rs. 130 crore vs. actual FY21 revenues of Rs. 64.9 crore
- D2C business is a high EBITDA margin business with margins in the range of 20-22%
  - With the growing share of D2C revenues to total revenues Renaissance believe EBITDA margins will show an improving trend
- The business enjoys a strong return profile with ROEs in the range of 60-65%
- The contribution from repeat customers continues to be on an improving trend, showcasing higher costumer stickiness and brand trust

Enchanted Disney Fine Jewelry

Enchanted Disney Fine Jewelry (UK)

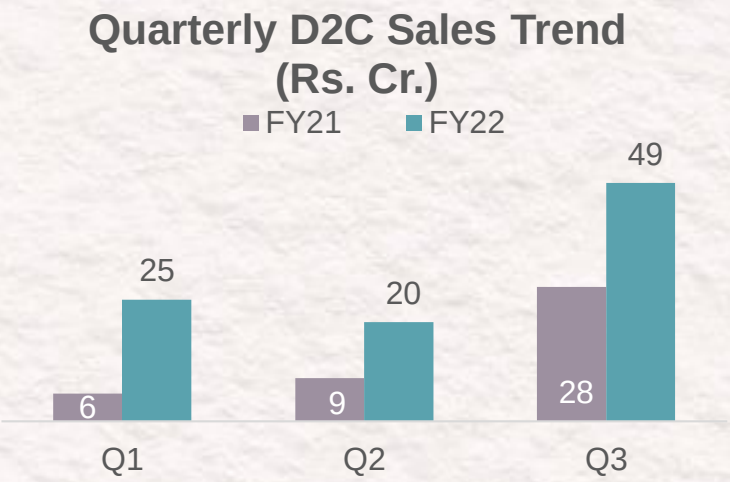
MADE FOR YOU

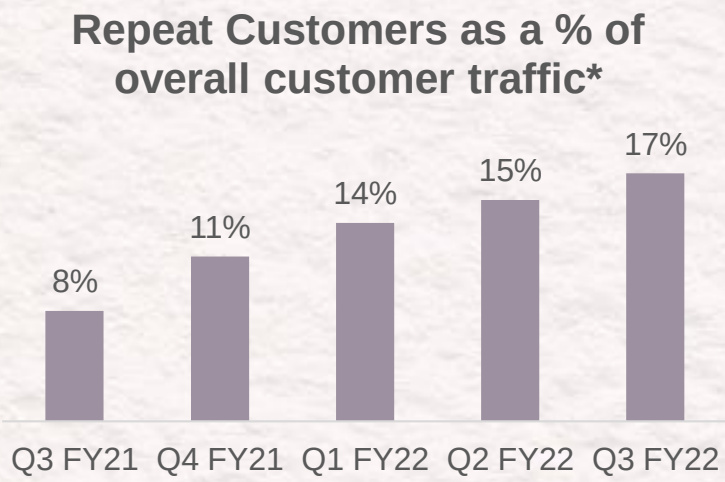
STAR WARS Fine Jewelry

JEWELILI Shine Bright. Spend Small.

Hallmark Diamonds

Kindly click on the logos above to visit Renaissance's D2C websites





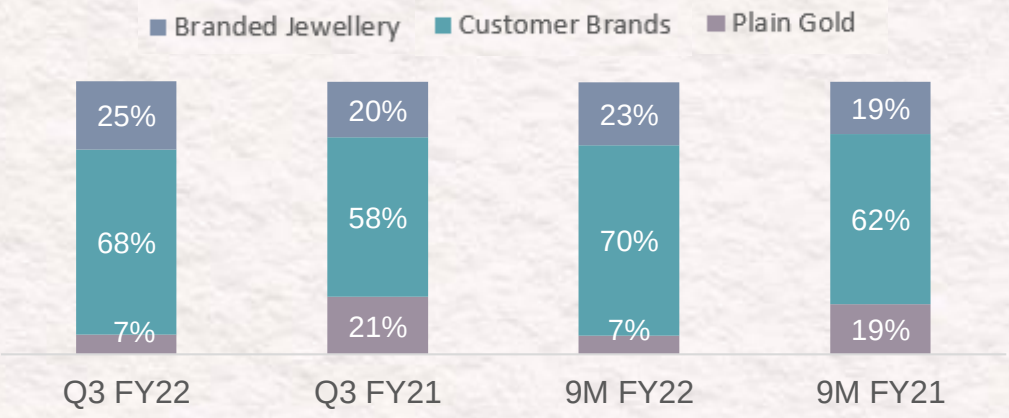
** Repeat Customer (%) for the website enchantedfinejewelry.com*

Q3 & 9M Operational Summary

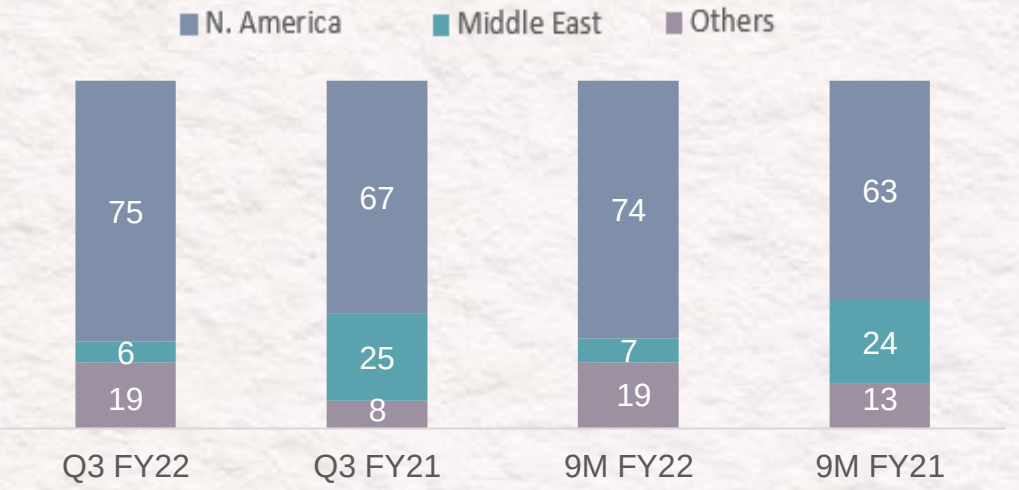
Revenue Break-up (Rs. Cr.)	Q3 FY22	Q3 FY21	Shift %	9M FY22	9M FY21	Shift %
Branded Jewellery	**196.3**	**150.6**	***30.4%***	**382.9**	**276.9**	***38.3%***
- B2B	*147.4*	*123.1**	*19.8%*	*288.6*	*234.6**	*23.0%*
- D2C	*49.0*	*27.6*	*77.6%*	*94.3*	*42.2*	*123.2%*
Customer brands	**523.7**	**431.6**	***21.3%***	**1,169.8**	**903.5**	***29.5%***
Plain Gold	**53.9**	**157.6**	***-65.8%***	**107.9**	**268.0**	***-59.7%***
- Volume (kgs)	*631.0*	*342.3*	*84.3%*	*1,567.8*	*577.0*	*171.7%*
Total Revenues	**773.9**	**739.9**	***4.6%***	**1,660.5**	**1,448.3**	***14.7%***

EBITDA Margins Break-up(%)	Q3 FY22	Q3 FY21	Shift bps	9M FY22	9M FY21	Shift bps
Branded Jewellery	**14.9%**	**12.0%**	***290***	**15.5%**	**11.2%**	***429***
- B2B	*13.6%*	*11.2%*	*240*	*14.3%*	*10.4%*	*392*
- D2C	*19.1%*	*16.0%*	*310*	*19.1%*	*15.6%*	*341*
Customer brands	**6.87%**	**6.7%**	***17***	**8.3%**	***5.4%***	***294***
Plain Gold	**5.9%**	**0.8%**	***508***	**6.5%**	***0.7%***	***584***
Total EBITDA %	**8.8%**	**6.5%**	***232***	**9.8%**	**5.6%**	***423***

Revenue Mix (%)



Geographical Mix (%)



*With effect from 1st Apr 2021, the Company has re-negotiated terms with most customers across its Plain gold division due to which, Renaissance is now recognizing only making charges as revenue for this business. This will meaningfully reduce the reported revenues of the gold division, without impacting EBITDA of this division. On a like-to-like basis, Q3 revenue growth stood at 27% against reported growth of 5%; Where as for 9M revenue growth stood at 35% against reported growth of 15%. *Reported numbers of B2B sales, within the branded segment, for 9M FY2021 were erroneously stated in earlier presentations. These figures have been rectified and consequently, this presentation includes the revised figures and performance*

Q3 FY22: Financial & Operational Discussions (Y-o-Y)

Revenue

Total income stood at Rs. 775.0 crore from Rs. 613.0* crore, higher by 26.4%

- Branded Jewelry business revenues up 30% YoY to Rs. 196 crore
- D2C business revenues grew by 78% to Rs. 48.9 crore led by contribution from new website launches
- Revenue share of studded jewellery stood at 93%, with Branded jewellery business contributing 27% of the total studded jewelry revenues

EBITDA

EBITDA came in at Rs. 68.5 crore as against Rs. 48.3 crore, up by 41.6%

- EBITDA Margins stood at 8.8% as against 6.5%, higher by 232 bps. Improved contribution from high-margin segments of Direct-to-Consumer business and branded jewellery business enabled higher profitability.
  - Branded business reported 14.9% margins, recording a growth of 290 bps YoY
  - D2C business registered 19.1% margins, higher by 310 bps YoY

PAT

PAT stood at Rs. 33 crore from Rs. 25.6 crore, higher by 29%

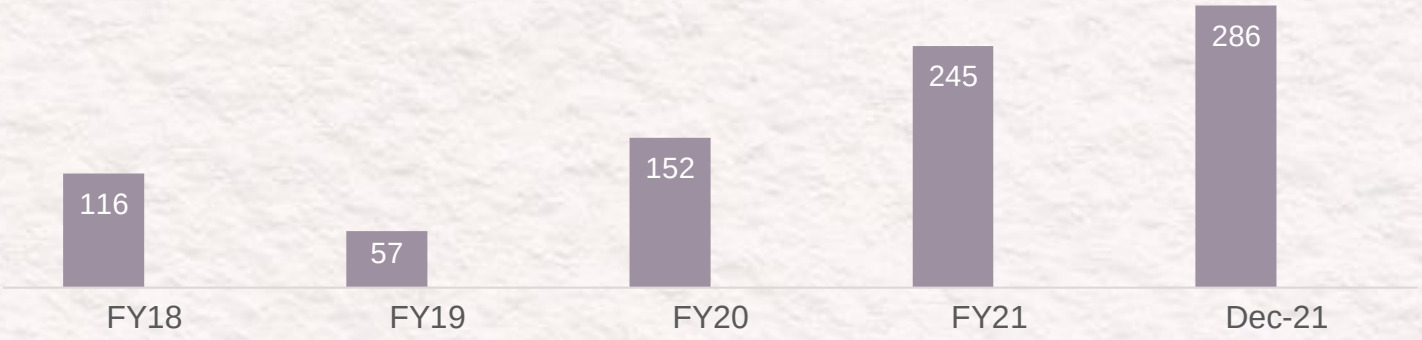
** On a restated basis after adjusting for plain gold revenues*

Robust Free Cash Flow Generation

- Strong FCF generation over the last 2 years
- Branded Jewellery - a low capital-intensive business
- Operating leverage & minimal capex spends to further improve FCF generation, going ahead
- Cash balances to be strategically utilized to create shareholder value

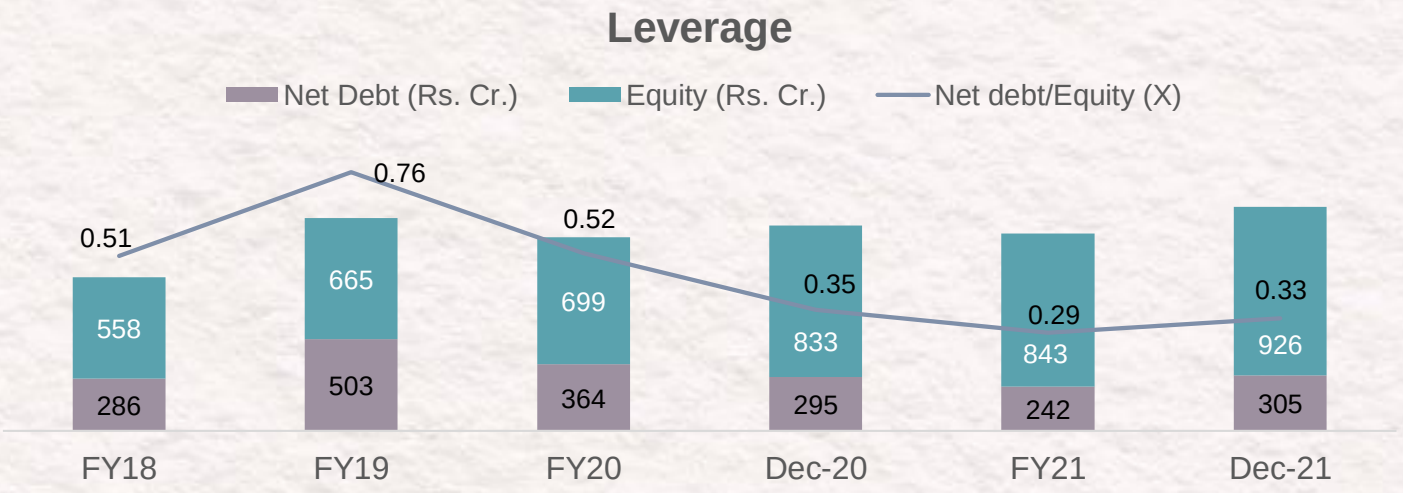
Free Cash Flow Generation (Rs. Cr.)

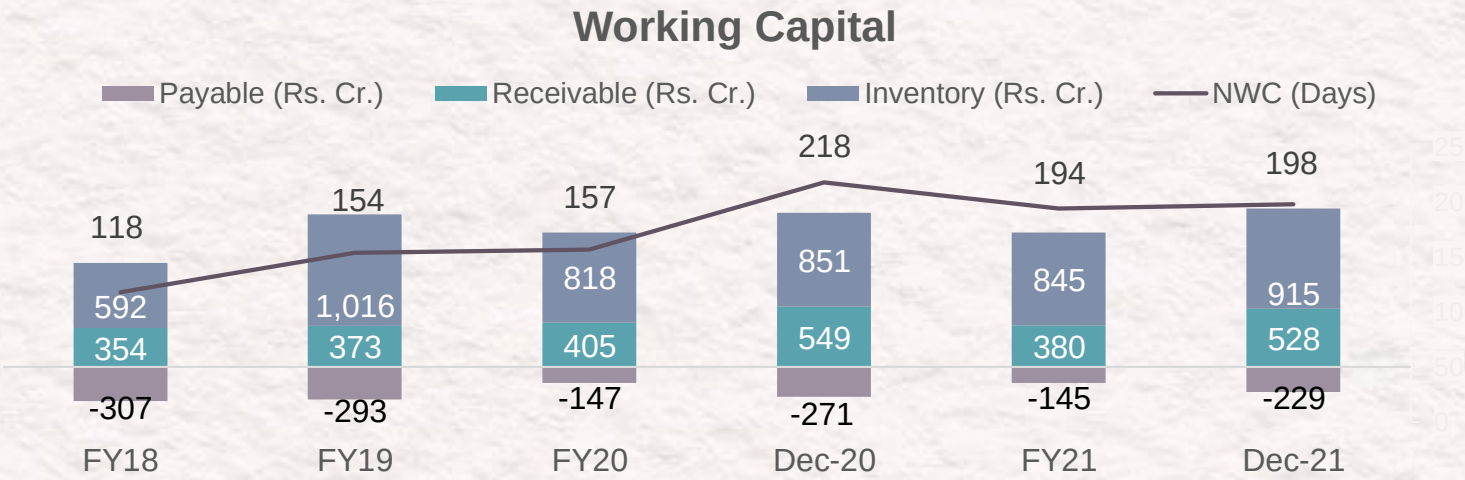
Cash, Cash Equivalents & Current Investments (Rs. Cr.)



Strong Balance Sheet

- Highly disciplined balance sheet approach
- Sharp reduction in net debt over the years
  - Net Debt to Equity ratio as of Dec 2021 was 0.33 vs Dec 2020 Net Debt to Equity ratio of 0.35
- Emphasis on prudent capital allocation & efficient working capital cycles

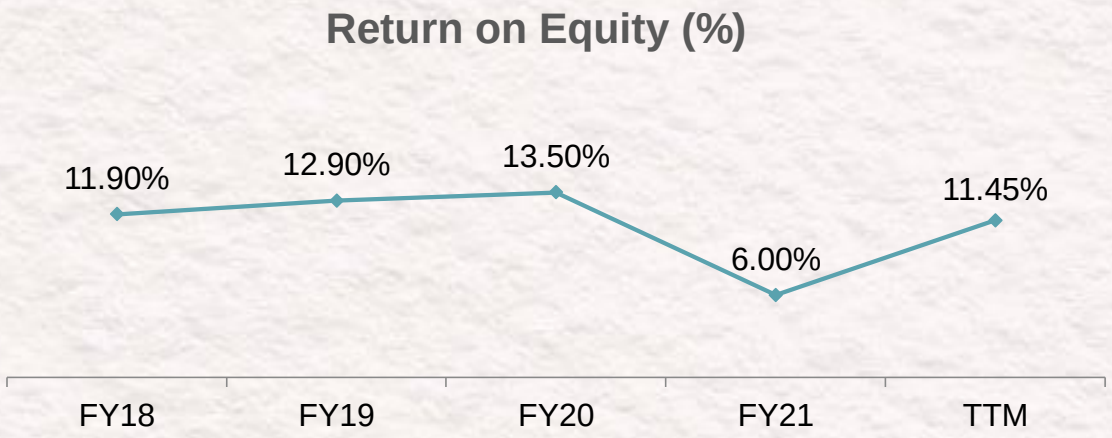


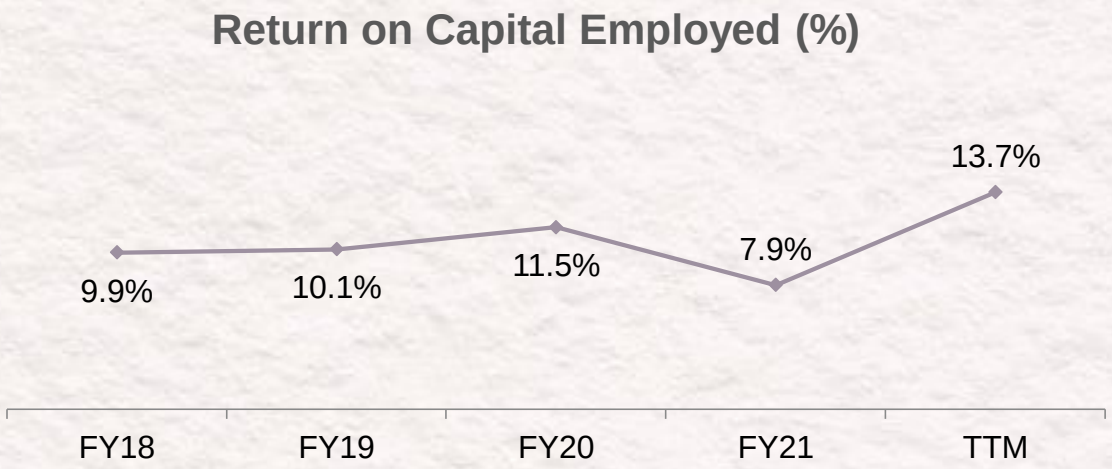


** Net Working Cycle days is not comparable to previous periods due to recent change in revenue recognition policy in the Plain Gold Division due to which, Renaissance is now recognizing only making charges as revenue for this gold division. This will meaningfully reduce the reported revenues of the company leading to a higher NWC days number.*

Healthy Return Ratios

- TTM Return on Equity grew to 11.5% vs Return on Equity for FY21 at 6% due to impact of Covid-19
- Branded business enjoys ROEs in the range of 22-25%. D2C business enjoys even higher ROEs
- As contribution from branded business increases, margin and return ratio profile is expected to sustainably improve, going forward





Consolidated Profit & Loss Statement

Particulars (Rs. crore)	Q3 FY22	Q3 FY21	*Y-o-Y Change (%)*	9M FY22	9M FY21	*Y-o-Y Change (%)*
Revenues from Operations	**773.9**	**739.9**	***4.6%***	**1,660.5**	**1,448.3**	***14.7%***
Other Income	1.0	1.6	*-35.1%*	11.9	14.8	*-19.5%*
Total Income	**775.0**	**741.5**	***4.5%***	**1,672.4**	**1,463.1**	***14.3%***
COGS	594.6	589.5	*0.9%*	1,204.5	1,163.0	*3.6%*
Gross Profit	**180.4**	**152.0**	***18.7%***	**467.9**	**300.1**	***55.9%***
Gross Margin (%)	***23.3%***	***20.5%***	***278 bps***	***28.0%***	***20.5%***	***747 bps***
Employee Expenses	25.0	19.3	*29.3%*	75.6	50.59	*49.5%*
Advertisement Expenses	30.5	32.8	*-7.1%*	62.8	35.8	*75.5%*
Other Expenses	56.5	51.5	*9.7%*	165.9	132.3	*25.4%*
EBITDA	**68.5**	**48.4**	***41.6%***	**163.7**	**81.4**	***101.0%***
EBITDA Margin (%)	***8.8%***	***6.5%***	***232 bps***	***9.8%***	***5.6%***	***422 bps***
Depreciation and Amortization	10.1	7.8	*28.7%*	27.0	22.7	*19.2%*
Finance Costs	7.9	6.6	*19.1%*	21.1	19.1	*10.4%*
PBT	**50.5**	**33.9**	***49.0%***	**115.6**	**39.7**	***191.4%***
Tax expense	17.5	8.3	*110.2%*	30.4	9.09	*234.9%*
PAT before discontinued operations	**33.0**	**25.6**	***29.1%***	**85.1**	**30.6**	***178.4%***
PAT Margin (%)	***4.3%***	***3.5%***	***81 bps***	***5.1%***	***2.1%***	***300 bps***
Profit/(Loss) on discontinued Operations	*0.0*	*-0.2*		*-0.1*	*-3.9*	
PAT after discontinued operations	**33.0**	**25.4**	***29.9%***	**85.1**	**26.7**	***218.9%***
Diluted EPS (Rs.)	**17.50**	**13.56**		**45.09**	**16.19**	

Consolidated Balance Sheet

Particulars (In ₹ Crores)	Dec-21	Dec-20
Shareholder's Funds	**925.8**	**833.1**
Equity Share Capital	18.7	18.7
Reserves & Surplus	907.1	814.4
Minority Interest	**(0.1)**	**(0.61)**
Non-Current Liabilities		
Borrowings	40.7	18.4
Other Financial Liabilities	4.0	75.5
Long Term Provisions	1.8	3.5
Other Non-Current Liabilities	131.6	10.8
Current Liabilities		
Income Tax Liabilities (net)	4.3	
Short Term Borrowings	549.9	518.1
Trade Payables	228.8	270.5
Other Financial Liabilities	71.6	30.3
Other Current Liabilities	53.3	45.7
Short Term Provisions	0.9	4.6
Total Equity & Liabilities	**2,012.7**	**1,810.0**

Particulars (In ₹ Crores)	Dec-21	Dec-20
Non-Current Assets		
Fixed Assets – Tangible & Intangible	184.89	82.6
CWIP & Intangibles under development	3.1	0.0
Other Non Current Assets	21.66	15.7
Deferred Tax Assets (Net)	18.00	29.5
Current Assets		
Current Investments	139.74	121.4
Inventories	915.4	851.4
Trade Receivables	527.57	549.4
Cash & Bank Balances	144.8	118.7
Cash in Short term investments	1.56	1.1
Short Term Loans & Advances	2.09	2.2
Other Current Assets	53.40	37.8
Asset Classified for Sale	0.40	0.4
Total Assets	**2,012.7**	**1,810.0**

** Lease liability reclassified as Other Non-Current Liabilities from Other Financial Liabilities.*

Renaissance Global Limited

Company Overview

Corporate Snapshot

Global Jewellery Company focused on designing, manufacturing and distribution of branded jewellery

Strong presence in global markets of **North America, Europe & Asia**

Licensing agreements with **large globally-recognized brands**

Product portfolio across branded jewellery, customer brands & plain gold jewellery

4

Licensing agreements with global brands

6

Direct-to-Consumer websites

475 cr

Branded jewellery revenues (Rs.) in 9M FY22 (annualised)

15.5%

Branded jewellery EBITDA margins in 9M FY22

0.33

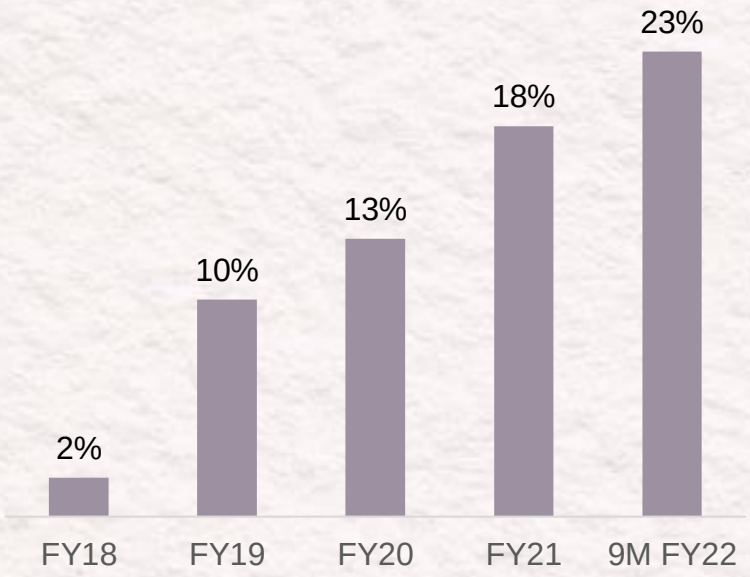
Net debt to equity as on December 31, 2021

Building a Global Branded Jewellery Business

Renaissance's Branded Jewellery Segment: Key Attributes

- **Association with globally-recognized brands**
- **Increased presence in high-potential key global markets**
- **Better pricing on the back of branded products**
- **Low capital-intensive business segment**
- **Higher margins & superior return ratios**

Growing revenue contribution from Branded Jewellery segment



Endeavour to achieve ~50% sales from Branded Jewellery segment over the next 3-4 years

Branded Jewellery Business Model

Brands

Enchanted Disney Fine Jewelry

Hallmark Diamonds

Star Wars Fine Jewelry

NFL

IRASVA

JEWELILI Shine Bright. Spend Small.

MADE FOR YOU

Design & Manufacturing

Conceptualisation & Product Development

State-of-the-Art Manufacturing Facilities

Distribution

Business-to-Business (B2B)

Direct-to-Consumer (D2C)

‘Win-Win’ Partnership with Global Iconic Brands

Renaissance Global

PUSH STRATEGY

- Conceptualisation & design
- Manufacturing
- Product marketing
- Distribution

Licensing agreements

- Long-term license contracts
- Specific products license exclusivity

Global Brands

PULL STRATEGY

- Brand development
- IP rights of brands
- Marketing
- Brand management

Strategic & mutually-synergistic partnerships with internationally-recognized brands

Growing Portfolio of Brands

Licensed Brands

- Partnership with Hallmark since 2015
- Licensing arrangement with Disney since 2016 with the launch of Enchanted Disney Fine jewellery
  - Success of brand unlocked more licensing opportunities
  - Launched Disney Jewels in October 2019 & Disney Treasures in February 2020
- Licensing agreement with Lucasfilm with the launch of Star Wars collection in November 2020
- Licensing agreement with NFL Properties LLC in January 2022 with the launch of NFL-inspired unique jewellery in USA

Building a strong portfolio of licensed and owned brands

Growing Portfolio of Brands

Owned Brands

- Launched first India-focused retail brand IRASVA in 2019
  - Operates 3 IRASVA stores in India
- Jewelili, a play on affordable fine jewellery collection launched in February 2020
  - Distributed through Amazon platform in addition to its own website
- Made for You - Lab-grown diamond jewellery launched in November 2020
  - Focused on North American markets

Building a strong portfolio of licensed and owned brands

Establishing High-Potential D2C Division

- Successfully developed and launched 6 online stores in a span of 15 months
- Monthly visitors on websites grown 10x since Feb 2020
- Segment enjoys higher margins and healthy working capital cycle

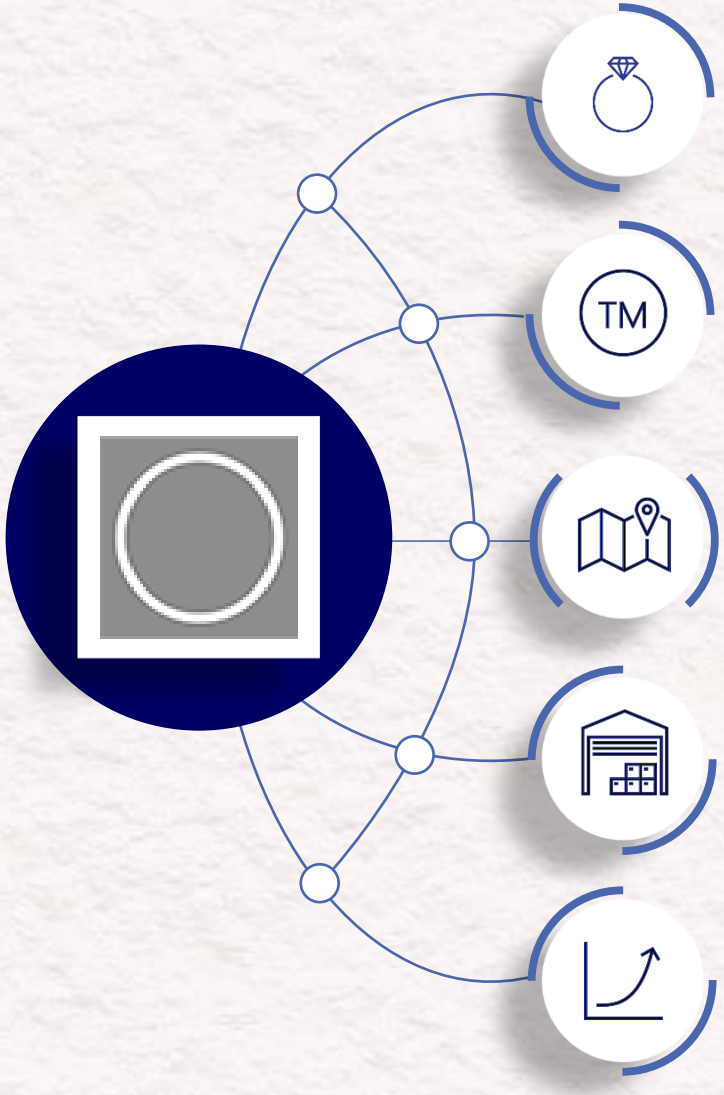
Launch Timeline

February 2020	July 2020	November 2020	November 2020	February 2021	May 2021
Enchanted Disney Fine Jewelry	Enchanted Disney Fine Jewelry (UK)	MADE FOR YOU	Star Wars Fine Jewelry	JEWELILI Shine Bright. Spend Small.	Hallmark Diamonds

KINDLY CLICK ON THE LOGOS TO VISIT RENAISSANCE'S D2C WEBSITES

D2C business expected to be a major growth driver

Growth Drivers



Growing high-margin branded jewellery segment

Extending licensing model to newer brands

Expanding presence in key global geographies

Widening Omni-channel distribution network

Inorganic growth opportunities

Conclusion

Play on high-potential global branded jewellery industry

‘Win-Win’ partnership with global iconic brands

Footprint in huge developed & developing global markets for branded jewellery

Increasing scale to drive operating leverage across distribution channels

High margin & low-capital intensive branded jewellery model to support healthy free cash generation

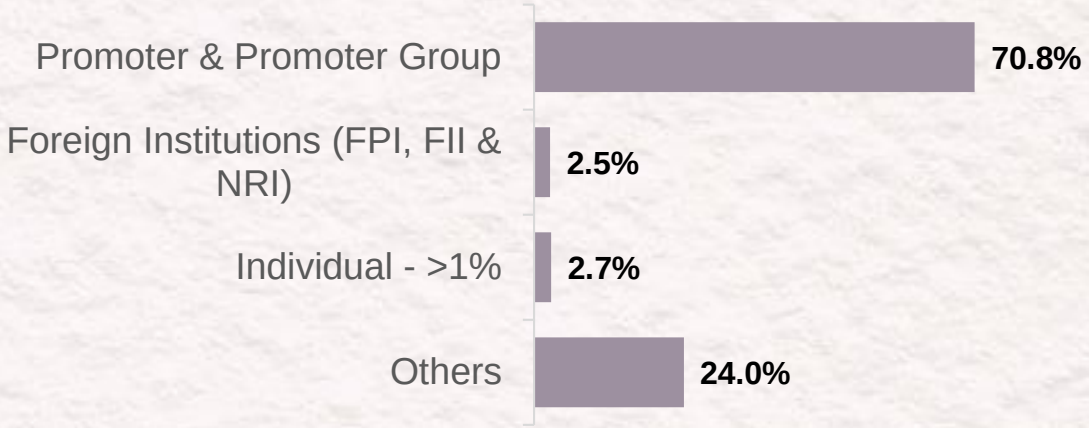
Prudent capital allocation with focus on creating sustainable shareholder value

Renaissance Global Limited

Annexure

Market Snapshot

Shareholding Pattern*



*Holding as on 31st December 2021

Key Market Statistics	As on 31-December-2021
BSE/NSE Ticker	532923/RGL
CMP (Rs)	964.8
Market Cap (Rs Crore)	1,821.5
Number of outstanding shares (Crore)	1.9
Face Value	10
52-week High / Low (Rs)	981.9/281.4

Conference Call Details

Q3 & 9M FY2022 Earnings Conference Call

Time	• 02:30 p.m. IST on Wednesday, February 09, 2022
Pre-registration	To enable participants to connect to the conference call without having to wait for an operator, please register at the below mentioned link: DiamondPass™ Click here to ExpressJoin the Call
Primary dial-in number	• + 91 22 6280 1141 / 7115 8042
International Toll-Free Number	• Hong Kong: 800 964 448 • Singapore: 800 101 2045 • UK: 0 808 101 1573 • USA: 1 866 746 2133

About Us

Renaissance Global Limited (Renaissance) is a global branded jewellery player. Renaissance designs, manufactures and supplies branded jewellery across key high-potential markets in USA, Canada, UK & key Asian markets. The product portfolio encompasses Branded Jewellery, Customer Brands & Plain Gold Jewellery segments, with strong focus on Branded Jewellery division.

The Company has a growing portfolio of brands under licensed and owned segments. It holds synergistic licensing agreements with large global brands, such as Disney, Hallmark, and NFL. Under its owned segment, it has a portfolio of brands such as Irasva, Jewelili and Made For You. Over the years, Renaissance has successfully expanded its branded product portfolio, backed by strong conceptualization, design, and manufacturing capabilities. On the distribution side, the Company operates through both B2B and D2C models. Since 2020, Renaissance has launched online stores through 6 D2C websites to market & supply licensed brands & owned brands.

For further information, please contact:

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Renaissance Global Limited

Thank You