RENAISSANCE GLOBAL LIMITED

CIN.: L36911MH1989PLC054498

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Ref. No.: RGL/S&L/2021/166

October 07, 2021

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.: Investor Presentation.

Dear Sir

We are enclosing herewith Investor Presentation for the benefit of our investors.

Kindly upload the same under suitable section of your website.

Thanking you,

Yours faithfully,
For **Renaissance Global Limited**

G. M. Walavalkar
VP – Legal & Company Secretary

Encl.: As Above

Renaissance Global Limited

Investor Presentation

October 2021

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.

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.

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.

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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

3

Licensing agreements with global brands

6

Direct-to-Consumer websites

457 cr

Branded jewellery revenues (Rs.) in Q1 FY22 (annualised)

15%

Branded jewellery EBITDA margins in Q1 FY22

0.25

Net debt to equity as on June 30, 2021

CRISIL BBB+/ Stable/ CRISIL A2

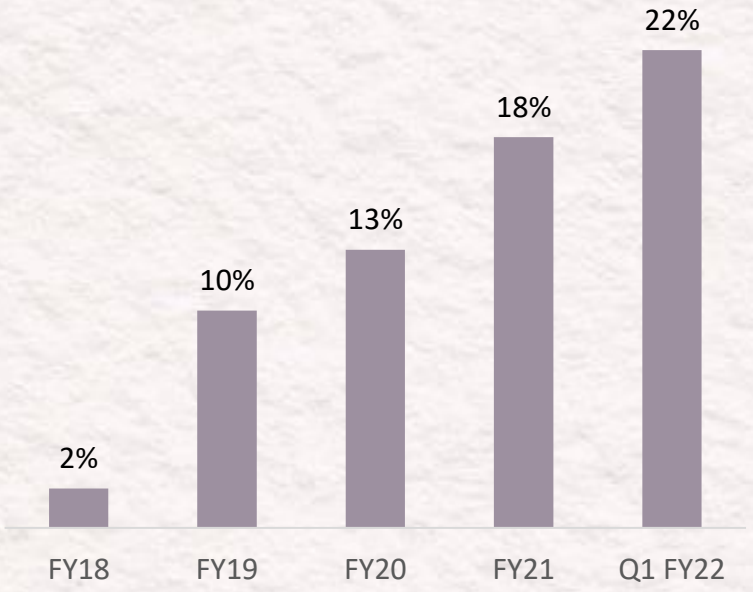
Ratings assigned to bank facilities (long term / short term)

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

IRASVA

JEWELILI Shine Bright. Spend Small.

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 Jewelry
  - 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

Building a strong portfolio of licensed and owned brands

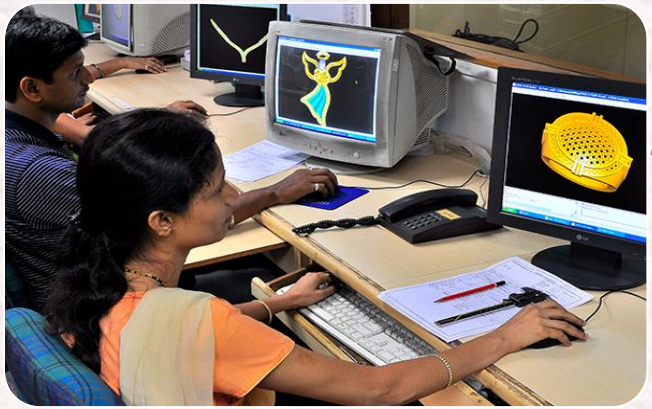
Growing Portfolio of Brands

Owned Brands

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

Building a strong portfolio of licensed and owned brands

Conceptualisation & Design Capabilities



Robust product development & **innovative design capabilities**

Growing IP base: **100,000+** designs

Design team of **150+** across US, UK, Hong Kong, Dubai & Mumbai

~95% revenues derived from in-house designs

Strong expertise in conceptualisation of globally-recognized and widely-adored brands

State-of-the-Art Manufacturing Facilities

- Robust manufacturing setup: 166,000 sq. ft. across 8 manufacturing facilities with 2,900+ skilled employees
- Global manufacturing technologies: Casting, CNC Machining and 3D Printing
- High-productivity model: Efficient cost optimisation & inventory management

Sites	Mumbai (all 6 units)	Gujarat (Bhavnagar)	Dubai
Area (sq. ft.)	95,000	65,000	6,000
Workforce	1,312	1,512	92

Preferred Partner to Marquee Retailers Globally

50+ customers across USA, UK & Europe	10+ year relationships with top 10 customers	Diversified customer base	Minimal credit risk due to stable clientele & disciplined credit terms

E-Commerce/ Television	Specialty Jewellers	Multi-Brand Retailers

amazon
QVC
jewelry television
ERNEST JONES LOVE & LIFE
RIDDLE'S JEWELRY
REEDS Jewelers
H.SAMUEL
PEOPLES THE DIAMOND STORE
HELZBERG DIAMONDS
CHARM DIAMOND CENTRES
Fred Meyer Jewelers
MALABAR GOLD & DIAMONDS
KAY JEWELERS Every kiss begins with Kay.
ZALE CORPORATION
Joyalukkas
Walmart
Argos
macy's

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

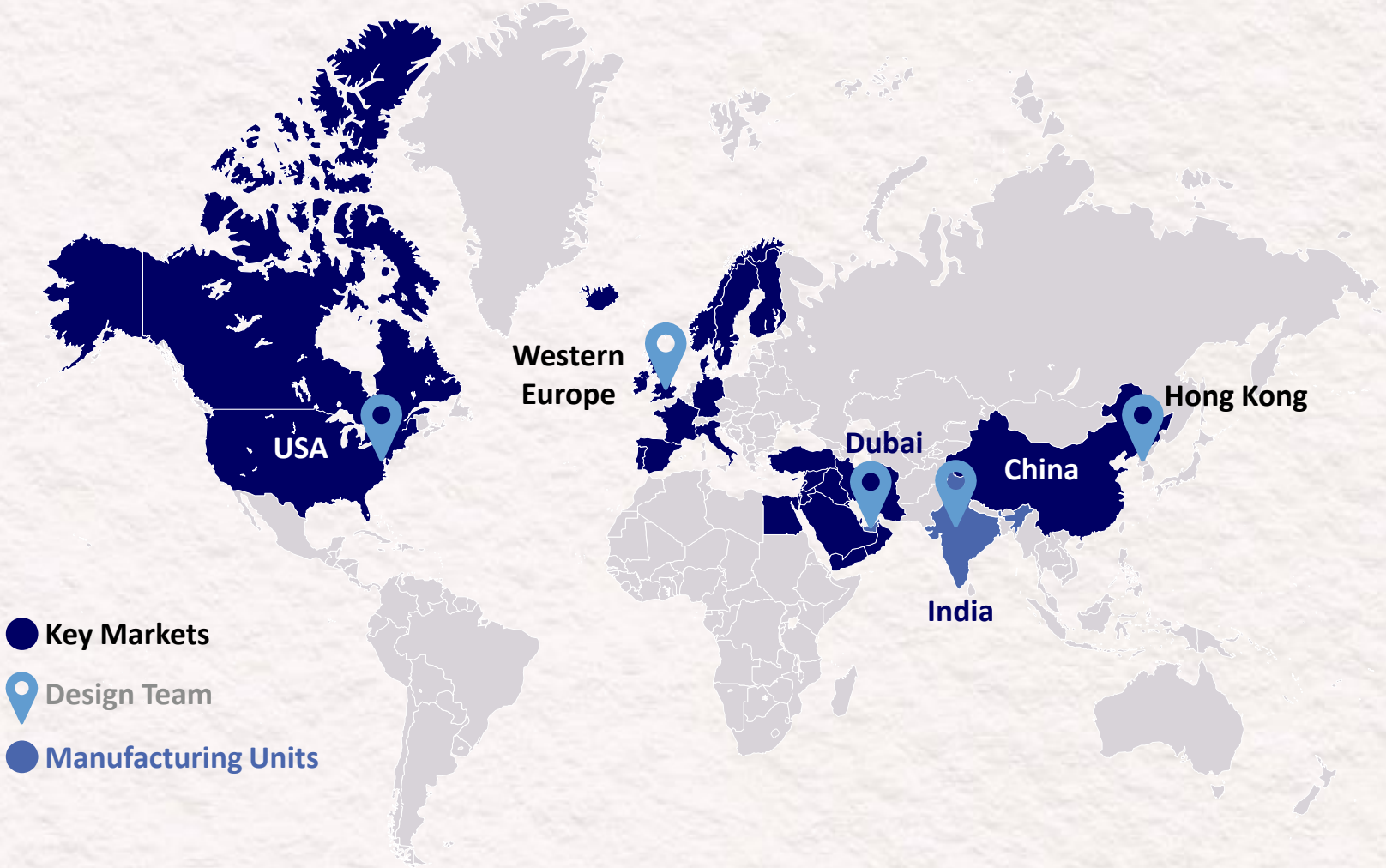
Launch Timeline

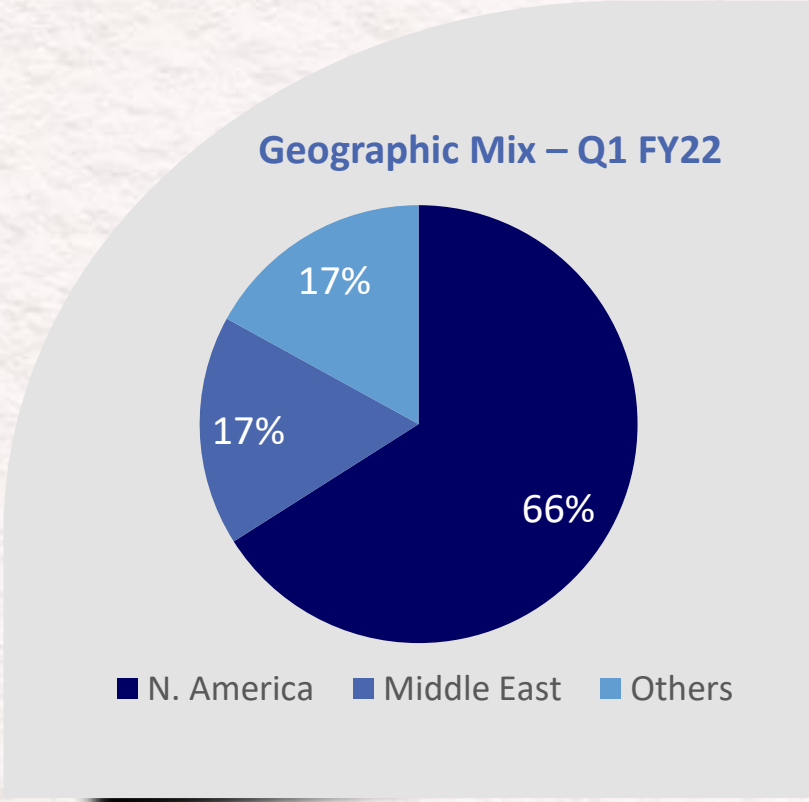
February 2020	July 2020	November 2020	November 2020	February 2021	May 2021
Enchanted Disney Fine Jewelry	Enchanted Disney Fine Jewelry (UK)	MADE FOR YOU	Star Wars Fine Jewelry	JEWELILI Shine Bright. Spend Small.	Hallmark Diamonds

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

D2C business expected to be a major growth driver

Presence in Key Global Markets





Emphasis on increasing footprint in key markets of North America, Europe & Asia

Robust Management Team

Niranjan Shah
Chairman

Associated with the Company since inception

Over 40 years of experience in the gems & jewellery industry

Provides guidance and mentorship to top management

Sumit Shah
Executive Vice Chairman & Global CEO

23 years of industry experience

Responsible for long term business plans & new business initiatives

Hitesh Shah
Managing Director

23 years of industry experience

Responsible for Finance, Accounting & Merchandising operations

Suhel Kothari
Director

President, RJNY Inc (Verigold)

Manages operations of the USA division

Neville Tata
Executive Director

22 years of industry experience

Responsible for Production & HRM

Experienced Independent Board of Directors

Veer Kumar Shah

Independent Director (ICAI, 1969)

Practicing Chartered Accountant with over 40 years of experience

Expert in Accounting, Auditing, Taxation, Company Law matters, Arbitration matters and management consultancy in diverse sector

Arun Sathe

Independent Director

Practicing Lawyer in High court & Supreme Court & Veteran Economist

Governing Council Member of Mah. Chamber of Commerce, Finance & Taxation Committee of the Chamber & FICCI; Part time member of SEBI

Vishwas Mehendale

Independent Director

Practicing Chartered Accountant in Taxation and appellate matters, including drafting and arguing appeals before Commissioners of I.Tax & Appellate Tribunal

Expert in Direct & Indirect Tax Laws, Accounts & Audits, Finance & Corporate Laws

Madhavi Pethe

Independent Director

Former Independent Director of Bombay Commodity Exchange. Limited by Forward Markets Commission, Central Govt

Member of Board of Studies of Banking & Insurance University of Mumbai

Strategic Advisory Board

Bijou Kurien

Chairman of Retail Association of India, a veteran of Indian retail industry with over 37 years of experience. Strategy Board Member of a leading private equity player. Serves as an Independent Director on the Boards of several marquee Indian companies

Served on the advisory boards of leading management education institutions and leading Indian & global retail bodies

Francesco Pesci

Senior executive with extensive experience in the jewellery, luxury, fashion & home decor businesses.

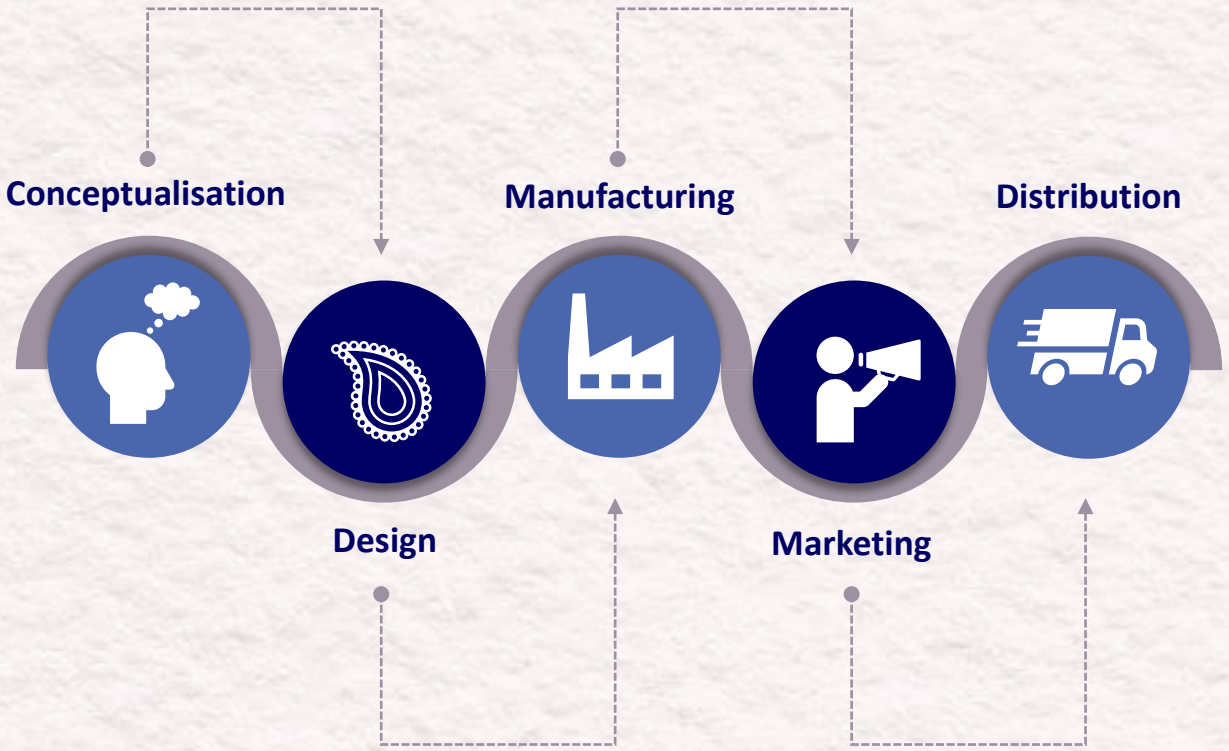
Successful track record of turning around businesses, implementing D2C & digital strategies, with a strong emphasis on bottom line and cash-flow

John MacEntee

Experience of over 20+ years in leading start-ups, private companies, advising global corporations on innovation, market disruption & strategic transactions translating to robust value creation. Has strong expertise in eCommerce, DTC sales, multi-channel retail and Amazon marketplace management

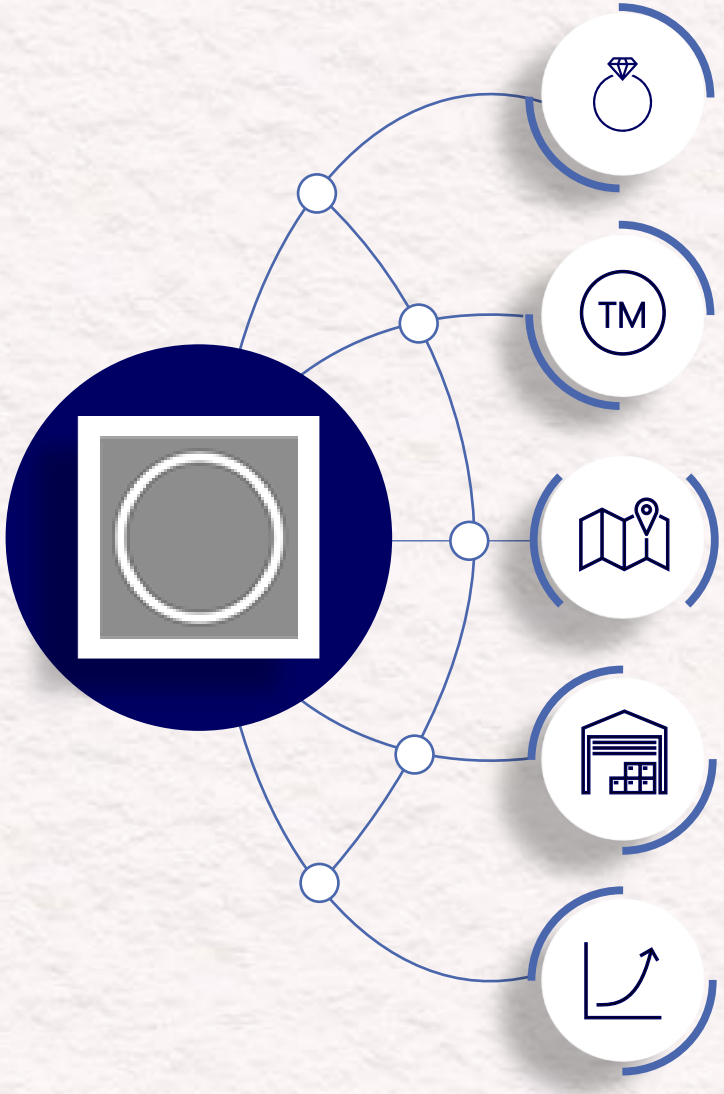
Competitive Edge

- Advanced Global Jewellery Industry Know-how
- Partnership with Globally-recognized Brands
- Expertise in Conceptualization & Design
- Robust Distribution Channels in Key Global Markets
- Strong Balance Sheet



High-quality End-to-End Brand Partnership

Growth Drivers



Growing high-margin branded jewellery segment

Extending licensing model to newer brands

Expanding presence in key global geographies

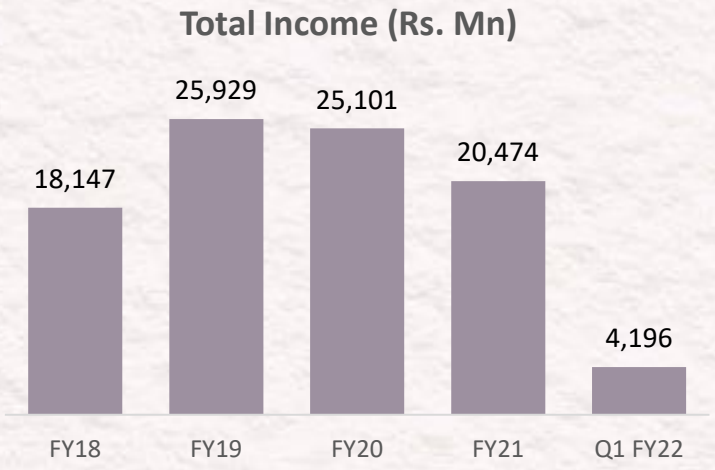
Widening Omni-channel distribution network

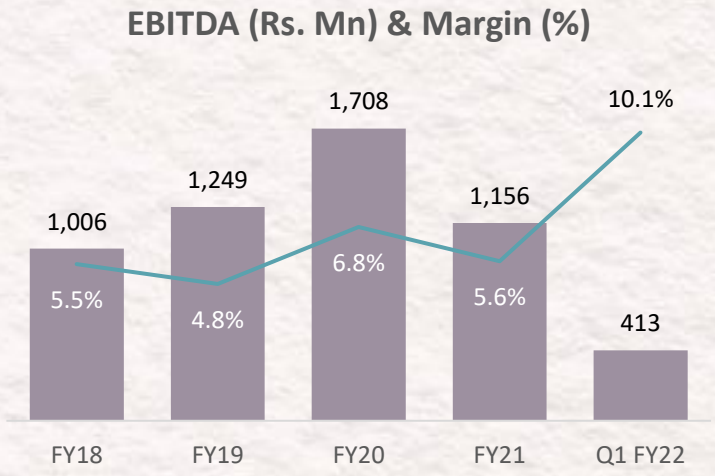
Inorganic growth opportunities

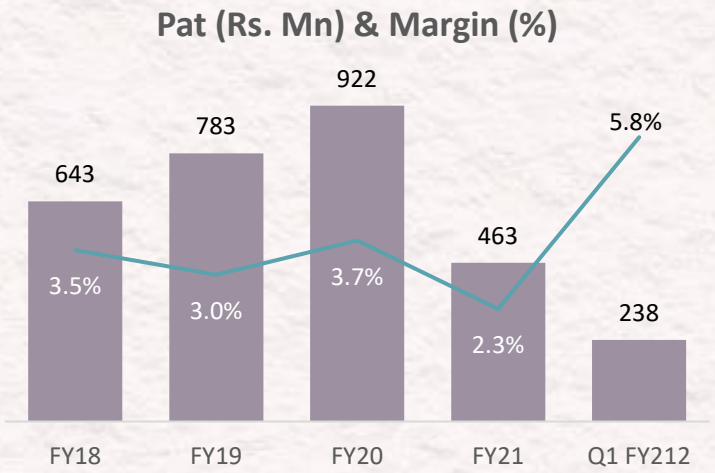
Renaissance Global Limited

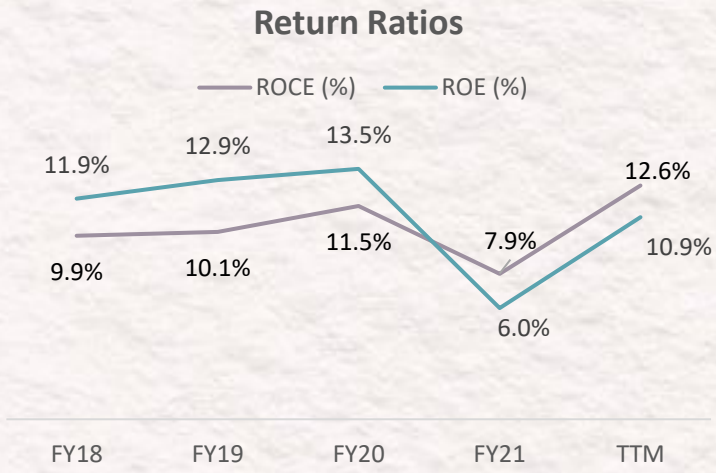
Financial Overview

Financial Summary





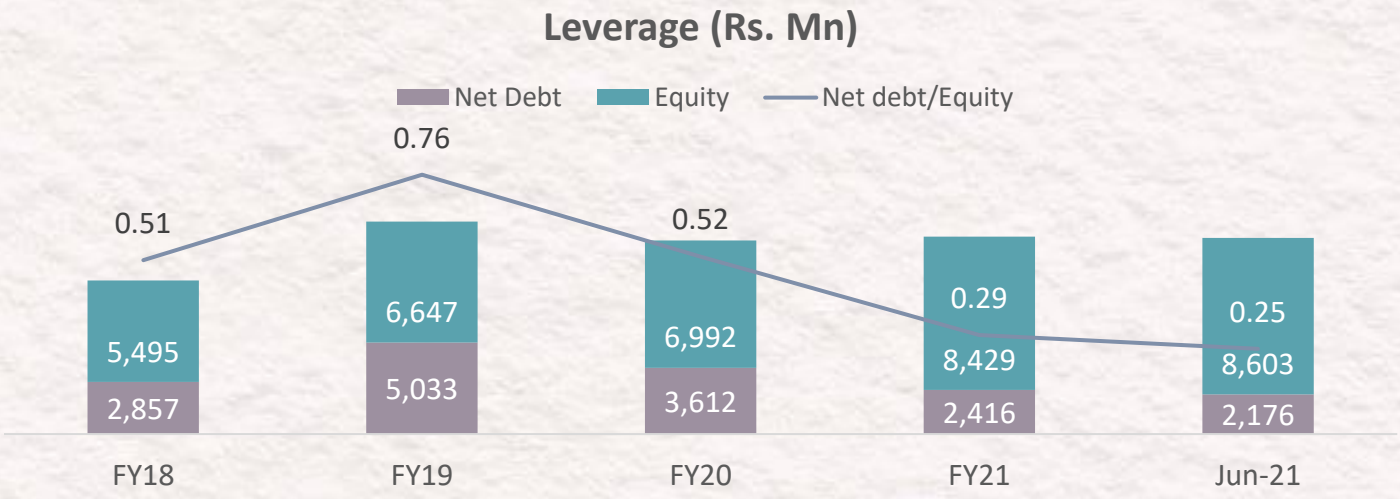


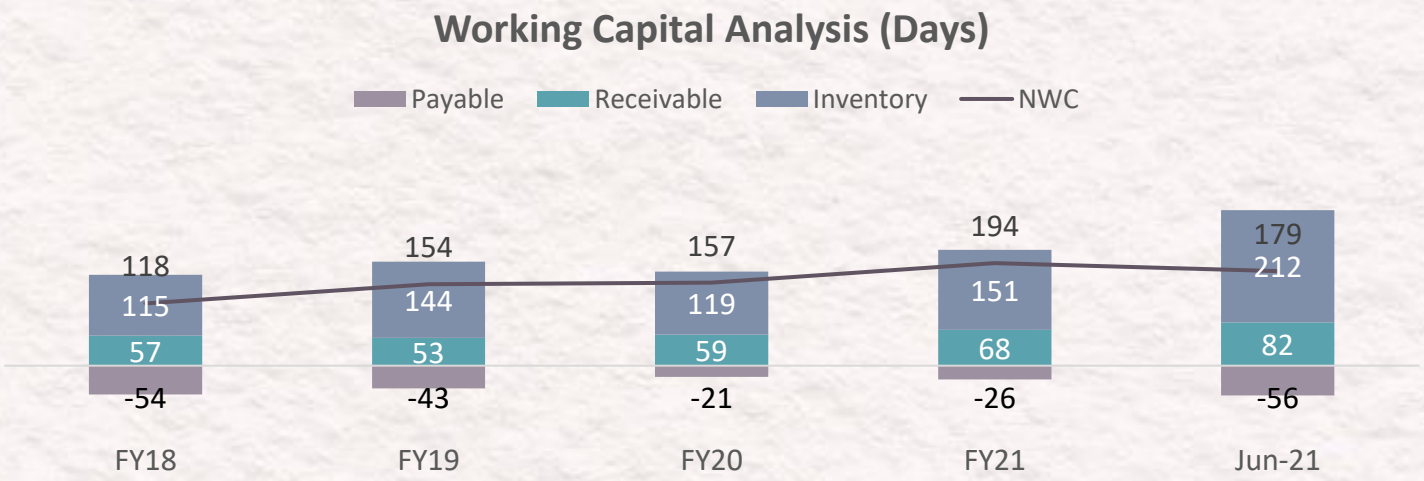


- From FY18 to FY20, Renaissance has reported,
  - **18% CAGR in Total Income**
  - **30% CAGR in EBITDA**
  - **20% CAGR in PAT**
- Covid-19 pandemic affected performance in FY21
- Target to report higher mid-teens return ratios

Balance Sheet Discipline

- Highly disciplined balance sheet approach
- Sharp reduction in net debt over the years
- Emphasis on prudent capital allocation & efficient working capital cycle

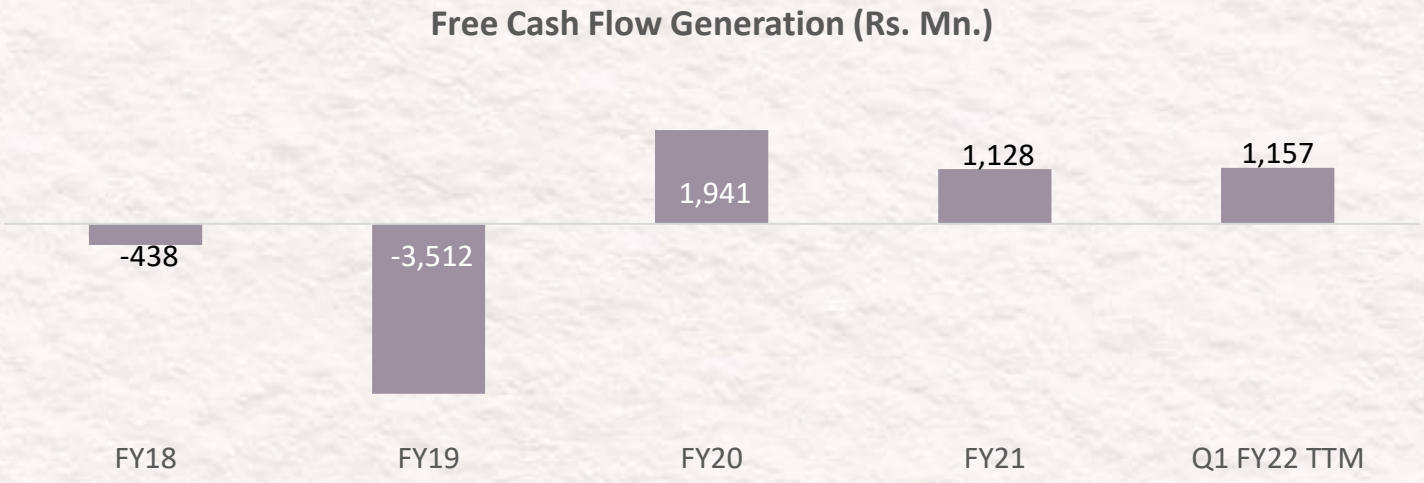


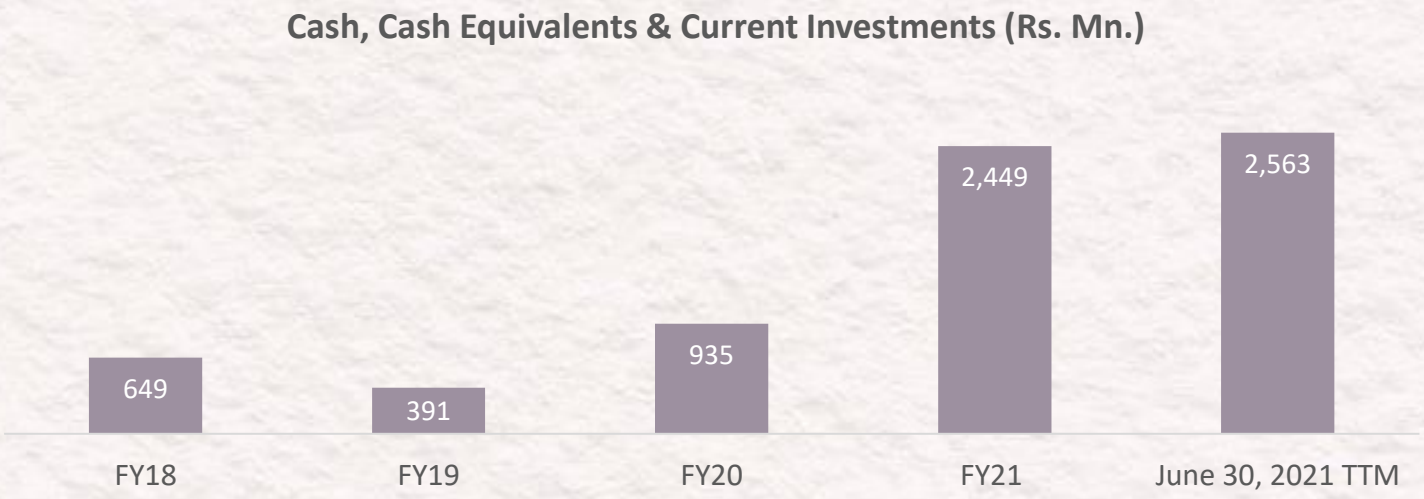


Working capital calculated with Total Income as denominator

Robust Free Cash Flow Generation

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

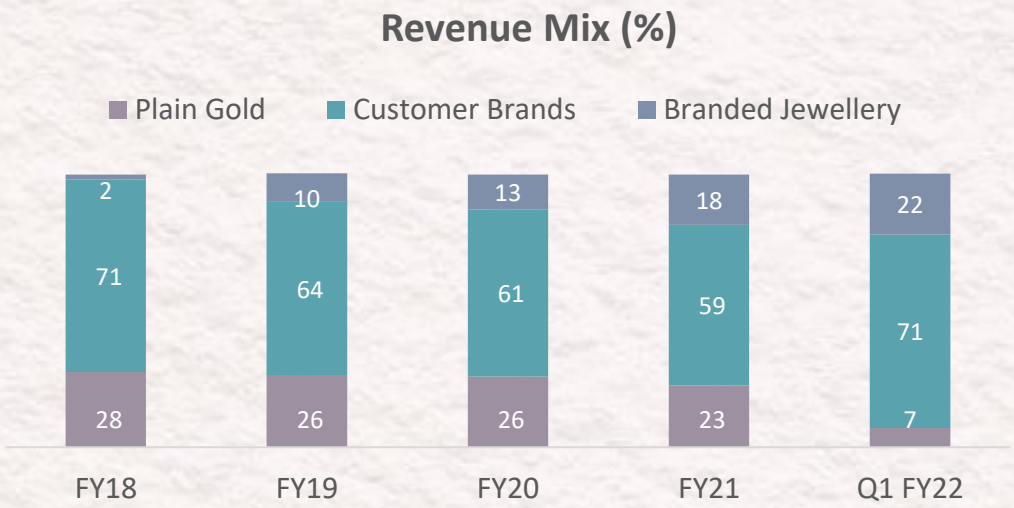


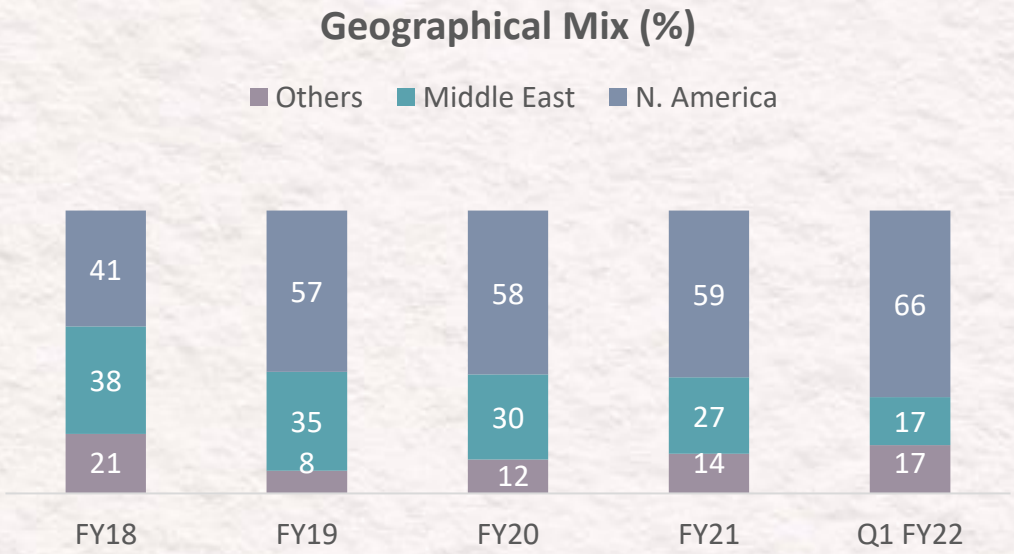


Operational Summary

Revenue Break-up (Rs. Mn.)	FY18	FY19	FY20	FY21	Q1 FY22*
Branded Jewellery	326	2,653	3,215	3,736	915
- B2B	*326*	*2,653*	*3,215*	*3,088*	*665*
- D2C	-	-	-	*649*	*250*
Customer brands	12,789	16,458	15,325	11,964	2,907
Plain Gold	4,994	6,795	3,901	4,612	273
Total Revenues	**18,110**	**25,906**	**25,019**	**20,312**	**4,095**

EBITDA Margins Break-up(%)	FY21	Q1 FY22
Branded Jewellery	11.5%	15.0%
- B2B	10.3%	13.9%
- D2C	16.7%	18.1%
Customer brands	5.8%	8.9%
Plain Gold	0.7%	5.6%
Total EBITDA %	**5.7%**	**10.1%**





*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 the Plain Gold business. This will meaningfully reduce the reported revenues of this division, without impacting EBITDA.

Renaissance Global Limited

Summary

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

ESG Initiatives

ESG Initiatives

ENVIRONMENT

- To achieve safety, health and environmental excellence in all aspects of business activities

SOCIAL

Renaissance's CSR POLICY covers projects through NGOs under:

- Medical, Health Care and Social Welfare
- Educational
- Humanitarian
- Environmental, Animal Welfare, Cultural and Religious
- For FY2021-22, Renaissance spent Rs.1.16 crore towards CSR activities

GOVERNANCE

- To achieve the highest levels of transparency, accountability and equity in all spheres of operations
- Company has adopted various codes and policies to carry out business in an ethical manner
- Renaissance is a member of the Responsible Jewellery Council (RJC), a non-profit standard setting and certification global organisation
  - Being a member, Company is committed to and is independently audited against the RJC Code of Practices, an international standard on responsible practices for the jewellery industry

Corporate Social Responsibility

MEDICAL, HEALTH CARE AND SOCIAL WELFARE

- Partnered with the Bhaktivedanta Hospital by establishing a mammography unit, providing five Dialysis Machines and a 'Mobile Clinic for Cancer Detection'
  - In FY 2021-22, a donation of Rs. 90 Lakh was made towards this initiative
- Contributed towards building Shrimad Rajchandra Hospital in Dharampur, Gujarat under the Shrimad Rajchandra Mission

EDUCATIONAL

- Under the Each One Teach One Initiative (EOTO), Renaissance adopted the Kamalaben Jogani High School at Bhopoli in Palghar district of Maharashtra
- Employees visit regularly and teach students various non-academic activities like football, self-defence, Tai-chi Yoga, chess, drawing and craft
  - Employees have coached over 250 students over a period of 4 years
- Work with Isha Foundation to provide education facilities to the underprivileged children, helped build a classroom for students and donated a school bus to the foundation

HUMANITARIAN

- Donated during natural disasters like floods, famines, earthquakes, through the Sarnast Mahajan trust
- Donated to the Maharashtra Drought relief fund, Nepal Earthquake Relief and Uttarakhand Flood Relief

ENVIRONMENTAL, ANIMAL WELFARE, CULTURAL & RELIGIOUS

- Actively contributes to Shree Patan Panjrapole in Patan, Gujarat which works to enrich the life of handicapped and weak animals

Renaissance Global Limited

Annexure

Awards & Accolades

2001
SEEPZ-SEZ Star Award

2005
2005 WM Int'l Supplier of the Year

2006
GJEPC Award for largest exporter of studded metal jewellery

2008
GJEPC Award for largest exporter of studded metal jewellery

2009
2009 Emerging India Award

2011
GJEPC Award for largest exporter of studded metal jewellery

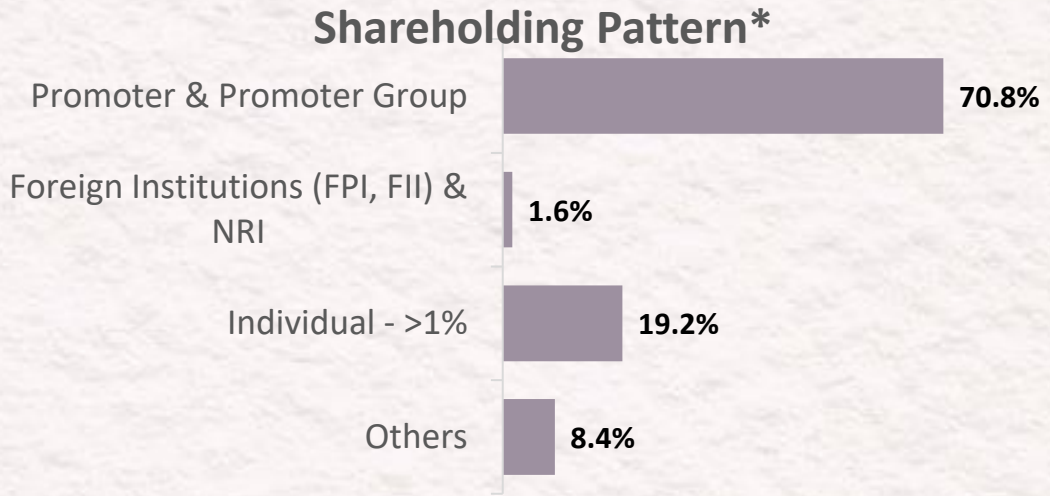
2012
GJEPC Award for largest exporter of studded metal jewellery

2015
GJEPC Award for largest exporter of studded metal jewellery

2016
GJEPC Award for largest exporter of studded metal jewellery

2017 2018 2019
GJEPC Award for largest exporter of studded metal jewellery

Market Snapshot



Key Market Statistics	As on 30-September-2021
BSE/NSE Ticker	532923/RGL
CMP (Rs)	797.35
Market Cap (Rs Crore)	1,505.35
Number of outstanding shares (Crore)	1.89
Face Value	10.00
52-week High / Low (Rs)	810.00/217.00

*Holding as on 30-June-21

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 such as China and Japan. 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. 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