RENAISSANCE GLOBAL LIMITED
(FORMERLY RENAISSANCE JEWELLERY 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/2021/101

June 23, 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.: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.

Dear Sir

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, we refer to our letter Ref. No.: RGL/S&L/2021/100 dated June 21, 2021 intimating about the Analyst Meet of the Company on June 22, 2021.

In this regards, please note that the said meetings were held as per the details given below .

Sr. No	Name of Fund Manager / Analyst/Institutional Investor	Date of meeting
1	Prabhudas Lilladhar	June 22, 2021
2	Moneyore	
3	FE Securities	
4	Mr. SP Kabra	
5	Envision capital	
6	Kotak securities	
7	Finserv	

The presentation shared at the said Analyst Meetings is attached herewith for updating our investors.

The aforesaid information is also being uploaded on the website of the Company at https://renaissanceglobal.com/financial-analysts-institutional-investors-meet/

You are requested to take the same on record.

Thanking you,
Yours faithfully,
For **Renaissance Global Limited**

G. M. Walavalkar
VP – Legal & Company Secretary

Encl: As above

RENAISSANCE GLOBAL LIMITED

INVESTOR PRESENTATION

Growing Focus on Brands & Direct-to-Consumer Business

- Renaissance Global is focused on growing its business through branded jewellery and our newly launched Direct-to-consumer business.

- Renaissance Global is the exclusive licensee of the following brands:
  - Enchanted Disney Fine Jewelry – Disney Princesses IP
  - Disney Treasures Fine Jewelry – A collection of iconic characters of Disney
  - Star Wars Fine Jewelry
  - Hallmark – Originally a greeting card brand with high recognition in the US

- We have also launched our own brands:
  - IRASVA – Diamond Jewellery brand focused at Indian markets
  - Made for You – Lab grown diamonds jewellery
  - Jewelili – Diamond jewellery brand focused at US markets

- Renaissance Global Limited (RGL) is delighted to announce its partnership with the second largest Chinese jewelry retailer Lao Feng Xiang (LFX) for the Chinese market for the introduction of its highly successful "ENCHANTED DISNEY FINE JEWELRY" Collection. We have commenced operations in China by shipping our first order to LFX.

Our Licensed Brands

Enchanted Disney FINE JEWELRY

Hallmark DIAMONDS Moments

Disney TREASURES FINE JEWELRY COLLECTION

STAR WARS™ FINE JEWELRY

Our Own Brands

MADE FOR YOU
LAB-GROWN DIAMONDS

IRASVA
Your jewellery story

JEWELILI

Segment Wise Revenues & EBITDA Margins

Rs. In Mn

Particulars	FY21 Results		Revised Accouting Policy	
	FY21	FY20	FY21*	FY20*
Segment wise Revenues	**20,312**	**25,018**	**15,761**	**18,673**
Branded Jewellery	2,834	3,503	2,834	3,503
Plain Gold Business	4,639	6,474	88	129
Customer brands	12,191	15,041	12,191	15,041
Digital Branded Business	649	-	649	-
Segment wise EBITDA	**1,156**	**1,708**	**1,156**	**1,708**
Branded Jewellery	312	455	312	455
Plain Gold Business	44	65	44	65
Customer brands	670	1,188	670	1,188
Digital Branded Business	130	-	130	-
Segment wise EBITDA %	**5.7%**	**6.8%**	**7.3%**	**9.1%**
Branded Jewellery	11.0%	13.0%	11.0%	13.0%
Plain Gold Business	0.9%	1.0%	50.0%	50.0%
Customer brands	5.5%	7.9%	5.5%	7.9%
Digital Branded Business	20.0%	0.0%	20.0%	0.0%

- Branded jewellery contributed 22% to total studded jewellery revenues in FY21
- In FY22, we expect Branded Jewellery revenues to grow 50 to 60% compared to FY21 while Digital Branded business is expected to grow more than 100% against FY21
- The growth in the Direct-to-consumer and branded jewellery business will help improve our EBITDA margins and return ratios in the coming years.
- We expect our FY22 Net Income to grow by 18 to 22% against FY20 Net Income and more than 100% against FY21.

*The revenues are adjusted to reflect the change in accounting policy for plain gold business starting 01 April 2021

Launch of Direct to Consumer business

- We have launched the following websites to grow our direct-to-consumer business
  - Enchanted Disney Fine Jewelry – https://www.enchantedfinejewelry.com/
  - Jewelili – https://www.jewelili.com/
  - Star Wars Fine Jewelry - https://starwarsfinejewelry.com/
  - Made For You – https://diamondsmadeforyou.com/
  - Hallmark Diamonds - https://www.hallmarkdiamondscollection.com/

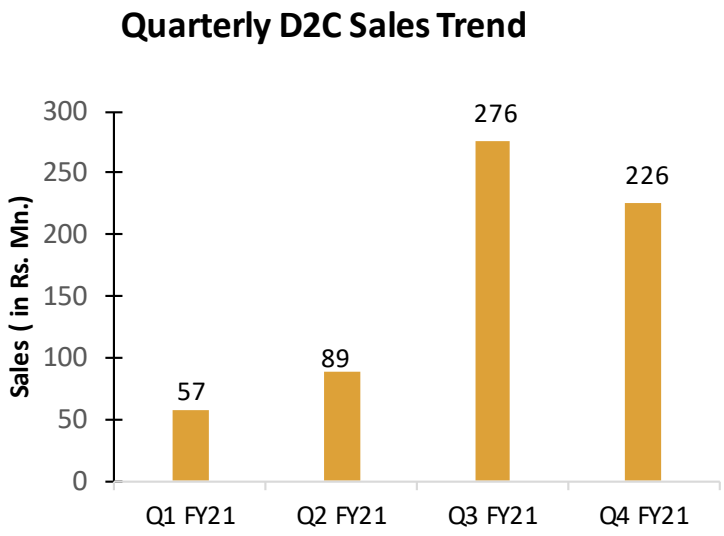
- We further plan to launch website for Disney Jewels in FY22

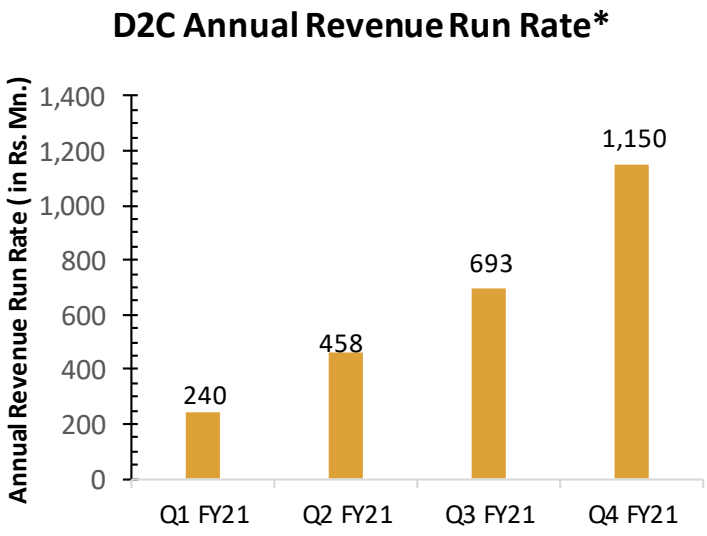
- The online direct to consumer business is a high gross margin business with gross margins of 55% to 60%

- We expect to grow the share of our D2C business through all the websites we have launched and plan to launch in the near future

- We expect direct to consumer business margins to improve going forward to the 20-22% range.

Growing Direct to Consumer (D2C) Business



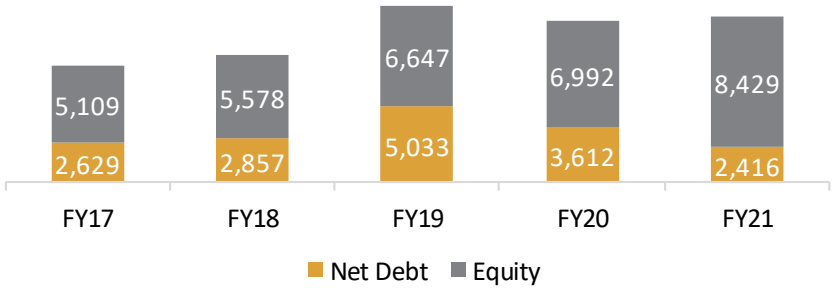


- The online direct to consumer business is a high gross margin business with gross margins of 55% to 60%
- We expect to grow the share of our D2C business through all the websites we have launched and plan to launch in the near future
- We expect direct to consumer business margins to improve going forward to the 20-22% range.

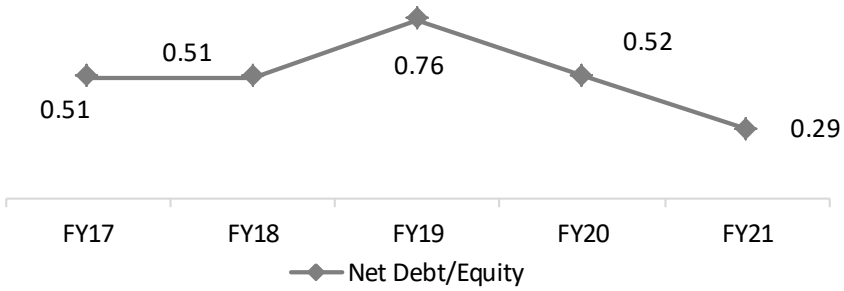
*Based on our estimate of each quarters contribution to annual sales

Improving Debt-Equity Ratio

Leverage (₹ Mn)



Net Debt/Equity Ratio



- Net Debt to Equity ratio as of Mar 2021 was 0.29 v/s Mar 2020 Net Debt to Equity ratio of 0.52.
- Our goal is to be Net Debt zero over the next three years.
- FY21 Return on Equity at 6.0% due to impact of Covid-19 vs. Return on Equity for FY20 at 13.5%
- Our long term goal is Return on Equity greater than 15%

Net Debt = Borrowings – Current Investments (incl. Cash in Short term Investments) – Cash and Bank Balances
Equity = Share capital + Reserves & Surplus

Consolidated Profit & Loss Statement

Particulars (In ₹ Mn)	Q4 FY21	Q4 FY20	YoY %	FY21	FY20	YoY %
Revenue From Operations	5,829	4,479	30%	20,312	25,018	-19%
Other Income	13	54		162	83	
Total Income	5,842	4,532	29%	20,474	25,102	-18%
COGS	4,787	3,553	35%	16,585	20,205	-18%
Gross Profit	1,055	979	8%	3,889	4,897	-21%
Gross Margin %	18.1%	21.6%		19.0%	19.5%	
Employee Expenses	193	251	-23%	699	956	-27%
Advertisement Expenses	68	5		176	14	
Other Expenses	453	464	-2%	1,858	2,219	-16%
EBITDA	341	259	32%	1,156	1,708	-32%
EBITDA Margin %	5.9%	5.7%		5.7%	6.8%	
Depreciation	86	86	1%	314	311	1%
Finance Cost	59	62	-5%	250	298	-16%
PBT	196	111	76%	592	1,100	-46%
Tax Expense	39	17	130%	129	178	-27%
PAT before discontinued operations	157	95	66%	463	922	-50%
Profit/(Loss) on discontinued Operations	-1	-42		-40	-45	
PAT after discontinued operations	156	52	198%	423	877	-52%
Other Comprehensive Income	17	-384		1,088	-538	
Total Comprehensive Income	173	-332		1,511	340	345%

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.

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.

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GLOBAL LIMITED

THANK YOU

For any investor queries, reach out to

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