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/2022/107

May 30, 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 Q4 & FY 22.

Dear Sir

We are enclosing herewith Press Release for Q4 & FY22 Earnings and Earnings Presentation for Q4 & FY22 to highlight the performance of Forth quarter ended March 31, 2022.

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 Q4 & FY22 Results

FY22

Total Income stood at Rs. 2,208.7 crore higher by 8%

Direct-to-Consumer business revenues up 91% to Rs. 123.8 crore

EBITDA stood at Rs. 200.5 crore, with margins at 9%

PAT improves to Rs. 106.5 crore

Mumbai, May 30, 2022: Renaissance Global Limited, a branded and differentiated jewellery products Company, has announced its financial results for the quarter and full year ended March 31, 2022.

Q4 FY22 performance overview compared with Q4 FY21

- Total Income stood at Rs. 536.0 crore from Rs. 584.2 crore down by -8%
  - On a like-to-like basis*, total income growth stood at 28% YoY
  - Branded Jewellery business revenues up 33% to Rs. 119.8 crore
  - Direct-to-Consumer business revenues up 31% to Rs. 29.5 crore
- EBITDA at Rs. 36.8 crore as against Rs. 34.1 crore, up by 8%
  - EBITDA Margins stood at 6.9% as against 5.8%, higher by 102 bps
- PAT, after discontinued operations, stood at Rs. 21.3 crore as against Rs. 15.7 crore, higher by 36%

FY22 performance overview compared with FY21

- Total Income stood at Rs. 2,208.7 crore from Rs. 2,047.4 crore up by 8%
  - On a like-to-like basis*, total income growth stood at 32% YoY
  - Branded Jewellery business revenues up 37% to Rs. 502.7 crore
  - Direct-to-Consumer business revenues up 91% to Rs. 123.8 crore
- EBITDA at Rs. 200.5 crore as against Rs. 115.6 crore, up by 73%
  - EBITDA Margins stood at 9.1% as against 5.6%, higher by 343 bps
- PAT, after discontinued operations, stood at Rs. 106.5 crore as against Rs. 42.3 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

Commenting on the performance for Q4 & FY22, Mr. Sumit Shah – Vice Chairman and Global CEO, Renaissance Global Limited said,

"We are pleased to share that we have ended the year with a strong business and financial performance, with some key strategic developments during the year. Our like-to-like total income growth in FY22 stood at 32% and PAT grew by 130%. Performance was driven by robust contribution from our high-margin branded jewellery segment and strong demand from our key geographies.

While our EBIDTA margins improved over same quarter last year, we saw certain inflationary pressures in our key input costs such as diamonds. This had a slight bearing on our profitability performance during the quarter. However, we expect this impact to be transient in nature as we pass on some of these cost increases to our customers. Overall, our EBITDA margins during the year stood at 9.1%.

The branded jewellery segment is a key growth lever for us. Our revenues in this segment marked a notable increase of 37% YoY in FY22 driven by healthy uptick in retail consumption and improved demand environment in global markets. Our recent licensing agreement with one of North America's most popular sports league, National Football League (NFL) to design a unique jewellery collection will further boost revenues in this segment over the coming years. We are undertaking several strategic initiatives towards growing our branded jewellery business model. In one such move, during the quarter, we successfully acquired the assets of Four Mine Inc (FMI). FMI specializes in the sale of branded lab grown diamond engagement rings and this transaction will give us a strong foothold in this space, while also improving the operating margin of the business through supply chain efficiencies.

On the D2C front, we are experiencing consistent improved traction in new consumer engagements as well as seeing increased repeat customer wins across our six websites. The contribution from repeat customers came in at 17% in Q4 FY22. In the coming months, we'll be expanding our D2C portfolio further with the launch of new websites, including the NFL website. I am also happy to share that we are developing a new headquarters and fulfilment centre in New York, USA, with state of the art distribution facilities, merchandising centre, sales and after sales support functions to support our growth in this segment.

Our engagement with world renowned brands, our extensive experience in product conceptualization, design capabilities and distribution position us well to leverage on the many growth opportunities in the global branded jewellery industry. In a normalised environment, we look forward to delivering improved performance."

Key Developments –

Acquires the assets of Four Mine Inc., (FMI) a jewellery business based in the United States:

- Four Mine Inc. assets were acquired through the fully owned subsidiary Renaissance FMI Inc.
- Incorporated in 2015, Four Mine Inc. is a New York based company, specialised in sale of branded diamond engagement rings & other jewellery with a special focus on lab grown diamonds

- This acquisition is strategic & synergistic in nature, and it strengthens Renaissance's goal of expanding its branded jewellery business
- The integration of Everyday Elegance Jewelry is also progressing as per plan

National Football League (NFL) jewelery collection showcasing healthy progress:

- Renaissance is marking a significant progress with the design and conceptualisation of the NFL jewellery collection
- This collection is scheduled to be premiered this holiday season at multiple retail locations across the United States

New headquarters & fulfillment center in New York, United States:

- In order to further support the growth on branded jewelry segment, the company is developing a state of the art headquarters & fulfillment center in New York, USA spread across 56,000 Sq. Ft.
- With system-driven task distribution, automation in storage, process and allocation, merchandising centre, sales and after sale services, these headquarters have been designed for value creation across our D2C and B2B ecosystem.

Direct to Consumer (D2C) Business Update:

- During Q4 FY22, the business posted revenues of Rs. 29.5 crore compared to Rs. 22.6 crore in Q4 FY21, up by 31% YoY
- For FY22, the direct-to-consumer business reported revenues of Rs. 123.8 crore compared to Rs. 64.9 crore in FY21, up by 91% YoY.
- The D2C business is a high EBITDA margin business with margins in the range of 20-22%
- With the growing share of direct-to-consumer revenues to total revenues, Renaissance is confident of its EBITDA margins showing an improving trend, going forward
- In the past 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

Q4 & FY22

Hallmark DIAMONDS

Enchanted Disney FINE JEWELRY

STAR WARS FINE JEWELRY

IRASVA

JEWELILI SHINE BRIGHT. SPEND SMALL.

Disclaimer

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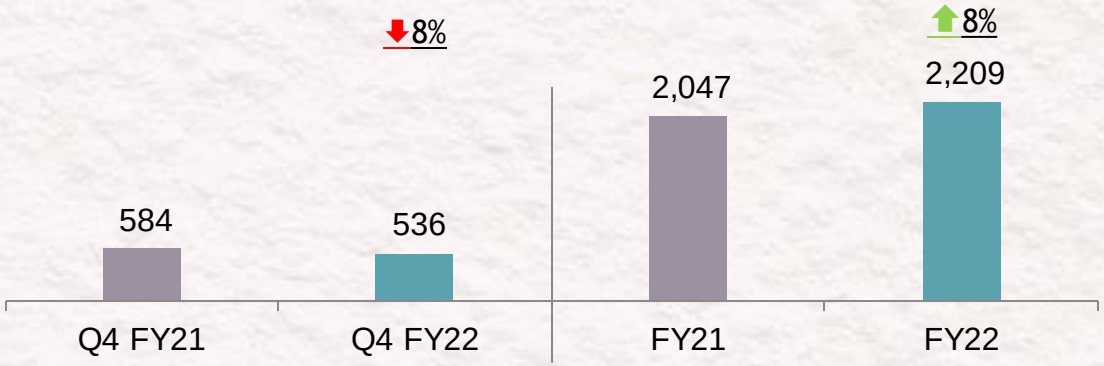
Renaissance Global Limited

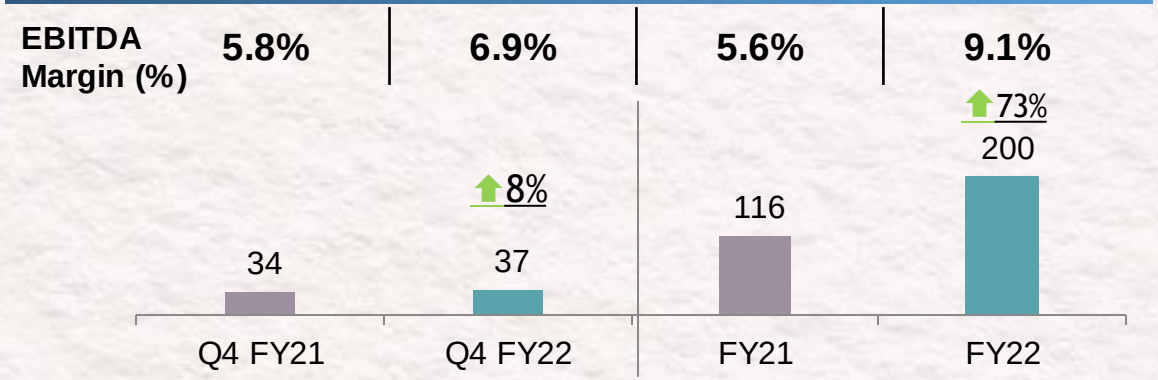
Q4 & FY22 Results Overview

Q4 & FY22 Financial Summary

Total Income (Rs. Crore)*

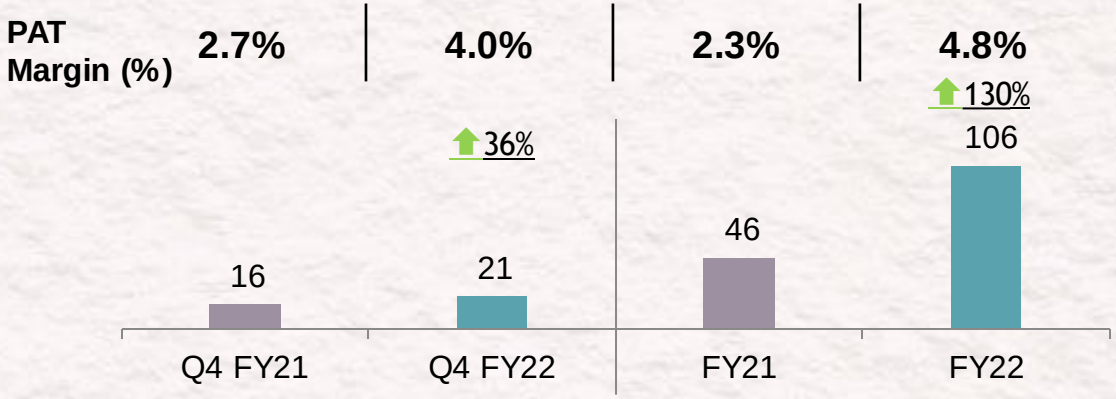


EBITDA (Rs. Crore)

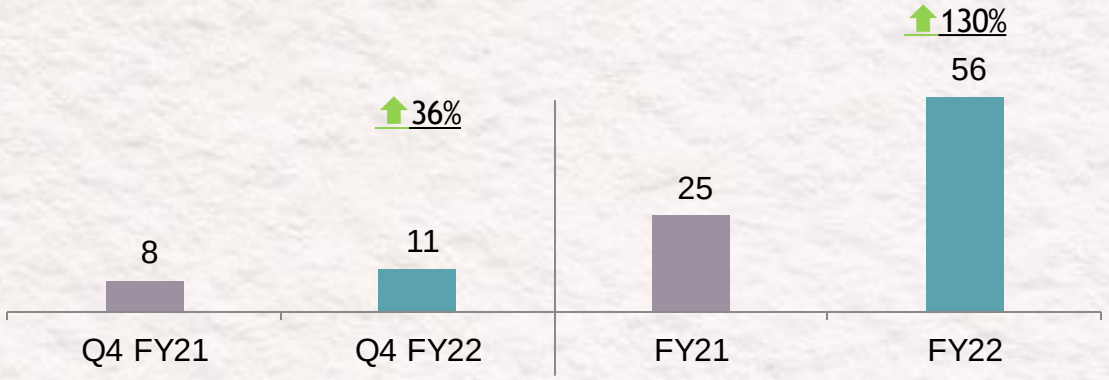


*With effect from 1st Apr 2021, the Company has re-negotiated terms with most customers across its Plain gold division due to which, Renaissance is now recognizing only making charges as revenue for this business. This will meaningfully reduce the reported revenues of the gold division, without impacting EBITDA of this division. On a like-to-like basis, **Q4 Total Income growth stood at 28% against reported growth of -8%; Where as for FY22 Total Income growth stood at 32% against reported growth of 8%**

PAT (Rs. Crore)



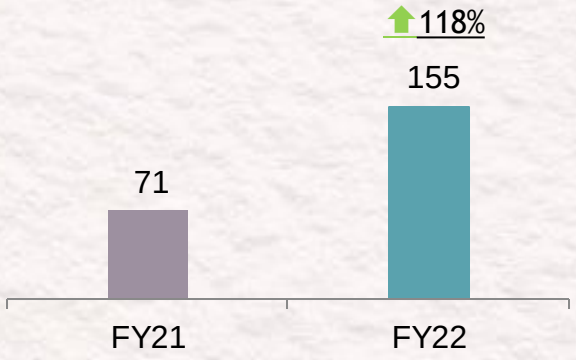
EPS (Rs.)



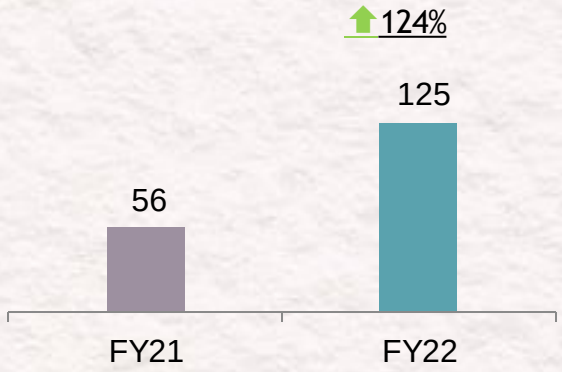
Adjusted Financial Performance

Particulars (Rs. crore)	FY22	FY21	YoY Change (%)
Reported PAT	**106.5**	**46.3**	***130%***
Add: Non-Cash Expenses			
Amortization Expenses [1]	8.16	10.21	
Non Cash Lease Expense [2]	10.68	1.78	
Less: Tax effect on adjustments	-4.14	-2.63	
One time MAT Adjustment [3]	3.43		
Adjusted PAT	***124.6***	***55.6***	***124%***
PAT Margin (%)	*6%*	*3%*	
Adj. Diluted EPS (Rs.)	**65.99**	**29.46**	

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 Q4 & FY22, Mr. Sumit Shah – Chairman and Global CEO, Renaissance Global Limited said,

"We are pleased to share that we have ended the year with a strong business and financial performance, with some key strategic developments during the year. Our like-to-like total income growth in FY22 stood at 32% and PAT grew by 130%. Performance was driven by robust contribution from our high-margin branded jewellery segment and strong demand from our key geographies.

While our EBIDTA margins improved over same quarter last year, we saw certain inflationary pressures in our key input costs such as diamonds. This had a slight bearing on our profitability performance during the quarter. However, we expect this impact to be transient in nature as we pass on some of these cost increases to our customers. Overall, our EBITDA margins during the year stood at 9.1%.

The branded jewellery segment is a key growth lever for us. Our revenues in this segment marked a notable increase of 37% YoY in FY22 driven by healthy uptick in retail consumption and improved demand environment in global markets. Our recent licensing agreement with one of North America's most popular sports league, National Football League (NFL) to design a unique jewellery collection will further boost revenues in this segment over the coming years. We are undertaking several strategic initiatives towards growing our branded jewellery business model. In one such move, during the quarter, we successfully acquired the assets of Four Mine Inc (FMI). FMI specializes in the sale of branded lab grown diamond engagement rings and this transaction will give us a strong foothold in this space, while also improving the operating margin of the business through supply chain efficiencies.

On the D2C front, we are experiencing consistent improved traction in new consumer engagements as well as seeing increased repeat customer wins across our six websites. The contribution from repeat customers came in at 17% in Q4 FY22. In the coming months, we'll be expanding our D2C portfolio further with the launch of new websites, including the NFL website. I am also happy to share that we are developing a new headquarters and fulfilment centre in New York, USA, with state of the art distribution facilities, merchandising centre, sales and after sales support functions to support our growth in this segment.

Our engagement with world renowned brands, our extensive experience in product conceptualization, design capabilities and distribution position us well to leverage on the many growth opportunities in the global branded jewellery industry. In a normalised environment, we look forward to delivering improved performance."

Key Developments

Acquisition of Four Mine Inc.

- The Company, through its wholly owned step down subsidiary Renaissance FMI Inc, acquired the assets of Four Mine Inc.
- Four Mine Inc. specializes in the sale of branded lab grown diamond engagement rings and this transaction will give Renaissance a strong foothold in this space, apart from improving the operating margin of the business through supply chain efficiencies.

Signs a strategic licensing partnership with National Football League (NFL)

- The National Football League (NFL) is a major professional football league in the United States 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. It will also be featured across e-commerce platforms such as NFL team websites and on our own brand new D2C website in the near future.

Key Developments

Established a Strategic Advisory Board (SAB)

- During the year, the company constituted a Strategic Advisory Board consisting of three renowned executives, Mr. Bijou Kurien, Mr. Franseco Pesci & Mr. John Mcantee, each of them having a rich & diverse industry experience.
- The SAB will be working closely with Renaissance's leadership team, offering guidance and direction on the strategic growth initiatives especially on growing the branded jewellery business of the company.
- The Board will be involved in key stages of future projects for the Company, paving the way for a robust all-round performance

New headquarters & fulfillment center in New York, United States

- In order to further support the growth on branded jewelry segment, the company is developing a state of the art headquarters & fulfillment center in New York, USA spread across 56,000 Sq. Ft. With system-driven task distribution, automation in storage, process and allocation, merchandising centre, sales and after sale services, these headquarters have been designed for value creation across our D2C and B2B ecosystem.

Acquisition of Everyday Elegance jewellery

- The Company, through its wholly owned subsidiary Renaissance jewellery New York, acquired 100% assets of Everyday Elegance for a total consideration of USD 0.9 million. ~35% of this acquisition cost is towards inventories of Everyday Elegance
- This acquisition is in-sync with Renaissance's strategy to expand presence in the high-margin global Branded Jewellery space. It will further strengthen Renaissance's resolve to expand its presence across global ecommerce marketplaces
- Everyday Elegance is based in California and specializes in high-quality metals including 14K gold, platinum, and sterling silver, as well as top-grade diamond substitute gemstones like cubic zirconia moissanite

Growing Direct to Consumer (D2C) Business

- During Q4 FY22, D2C business posted revenues of Rs. 29.5 crore compared to Rs. 22.6 crore in Q4 FY21, growing by 31% YOY
- For the period FY22, D2C business reported revenues of Rs. 123.8 crore compared to Rs. 64.9 crore in FY21, growing by 91% YOY
- 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)

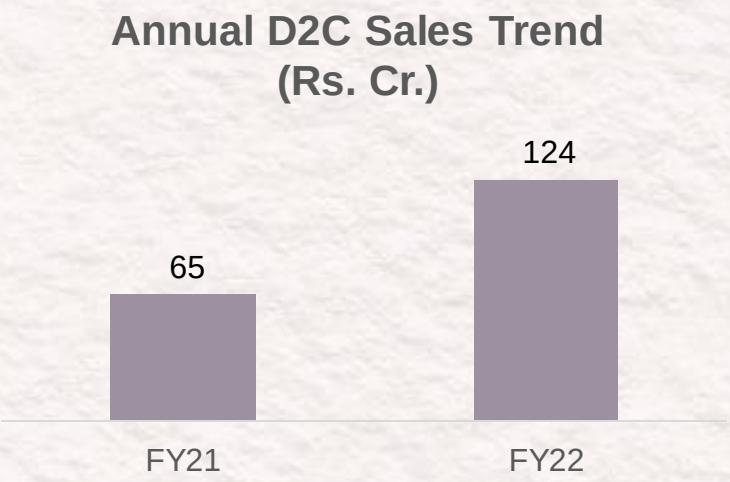
MADE FOR YOU

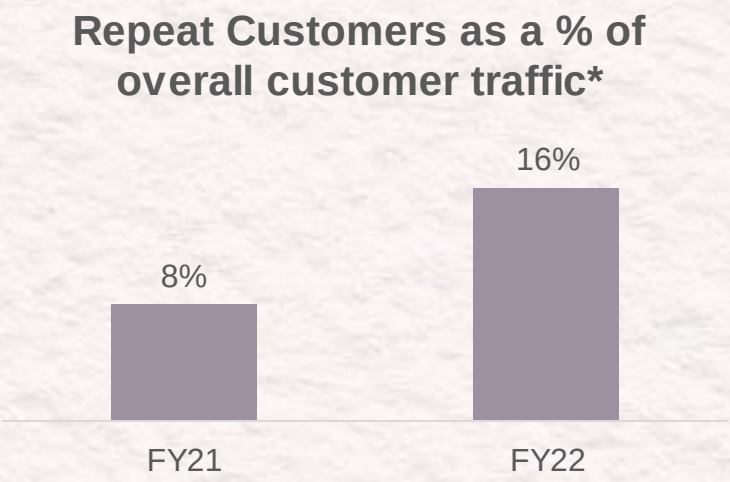
STAR WARS Fine Jewelry

JEWELILI Shine Bright. Spend Small.

Hallmark Diamonds

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





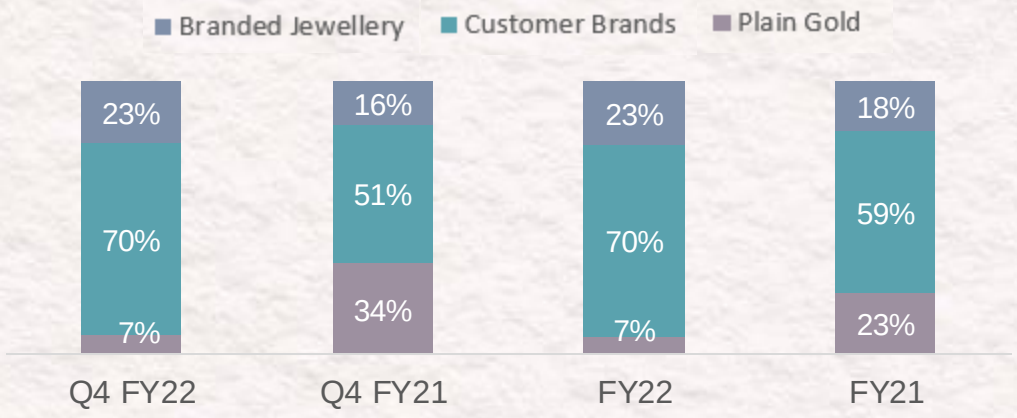
** Repeat Customer (%) for the website enchantedfinejewelry.com*

Q4 & FY22 Operational Summary

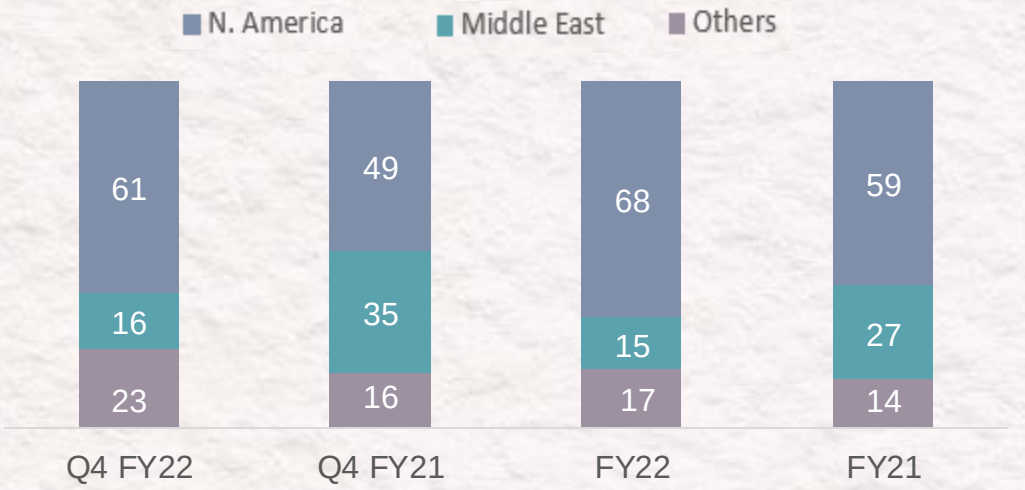
Revenue Break-up (Rs. Cr.)	Q4 FY22	Q4 FY21	*Shift %*	FY22	FY21	*Shift %*
Branded Jewellery	**119.8**	**90.4**	***32.6%***	**502.7**	**367.2**	***36.9%***
- B2B	*90.3*	*67.8*	*33.3%*	*378.9*	*302.4*	*25.3%*
- D2C	*29.5*	*22.6*	*30.5%*	*123.8*	*64.9*	*90.9%*
Customer brands	**370.4**	**296.6**	***24.9%***	**1,540.1**	**1,200.1**	***28.3%***
Plain Gold*	**39.1**	**195.9**	***-80.0%***	**147.0**	**463.9**	***-68.3%***
- Volume (kgs)	*689.2*	*448.3*	*53.7%*	*2,257.1*	*1,025.3*	*120.1%*
Total Revenues	**529.3**	**582.9**	***-9.2%***	**2,189.8**	**2,031.2**	***7.8%***

EBITDA Margins Break-up(%)	Q4 FY22	Q4 FY21	*Shift bps*	FY22	FY21	*Shift bps*
Branded Jewellery	**13.6%**	**13.7%**	***-17***	**15.0%**	**12.7%**	***233***
- B2B	*12.0%*	*11.8%*	*17*	*13.8%*	*11.0%*	*276*
- D2C	*18.3%*	*19.4%*	*-110*	*18.9%*	*20.0%*	*-117*
Customer brands	**5.34%**	**6.8%**	***-150***	**7.6%**	***5.5%***	***211***
Plain Gold	**2.1%**	**0.7%**	***131***	**5.4%**	***0.9%***	***440***
Total EBITDA %	**7.0%**	**5.9%**	***110***	**9.2%**	**5.7%**	***346***

Revenue Mix (%)



Geographical Mix (%)



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Q4 FY22: Financial & Operational Discussions (Y-o-Y)

Revenue

Total income stood at Rs. 536.3 crore from Rs. 418.9* crore, higher by 28.0%

- Branded Jewelry business revenues up 33% YoY to Rs. 119.8 crore
- D2C business revenues grew by 31% to Rs. 29.5 crore led by contribution from new website launches
- Revenue share of studded jewellery stood at 93%, with Branded jewellery business contributing 24% of the total studded jewelry revenues

EBITDA

EBITDA came in at Rs. 36.8 crore as against Rs. 34.1 crore, up by 7.9%

- EBITDA Margins stood at 6.9% as against 5.8%, higher by 102 bps. Improved contribution from high-margin segments of Direct-to-Consumer business and branded jewellery business enabled higher profitability
  - Branded business reported 13.6% margins, recording a marginal decrease of 17 bps YoY
  - D2C business registered 18.3% margins, lower by 110 bps YoY

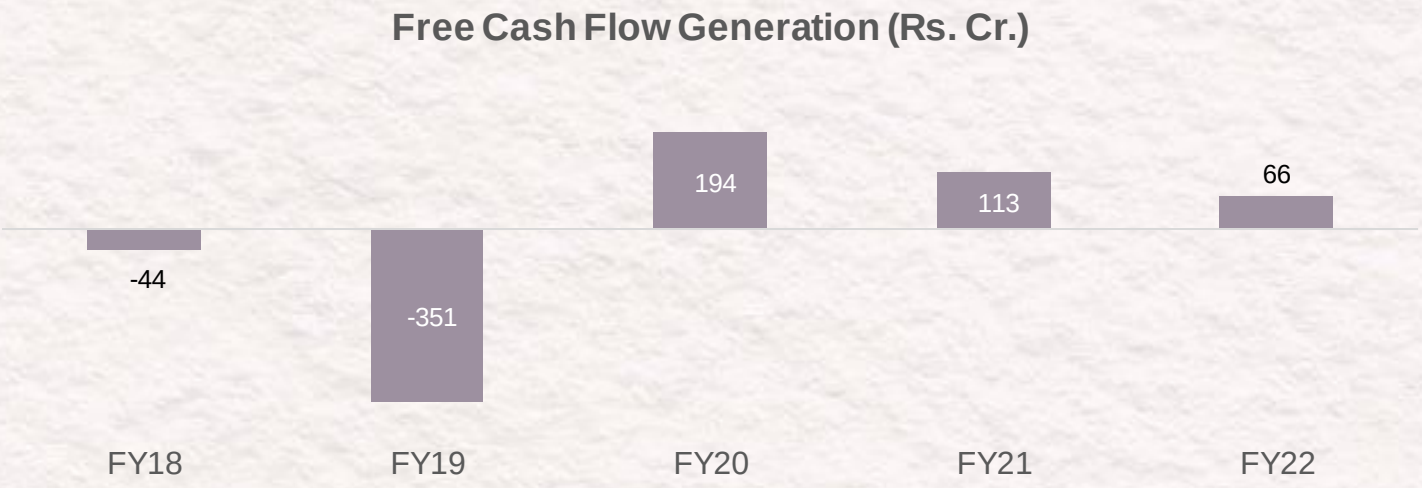
PAT

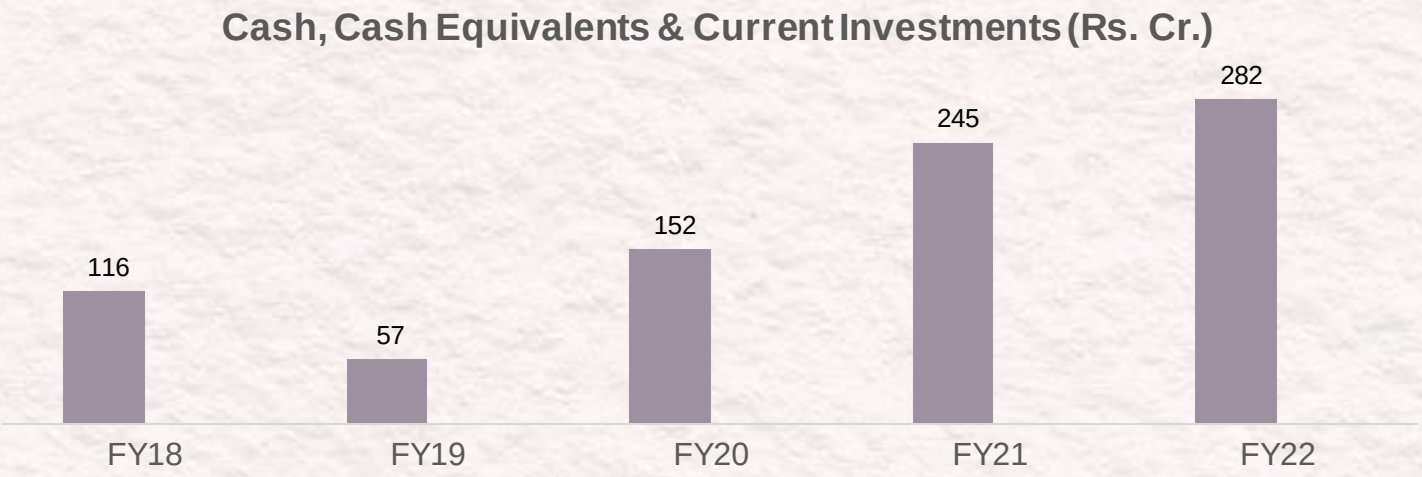
PAT stood at Rs. 21.3 crore from Rs. 15.7 crore, higher by 36%

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

Robust Free Cash Flow Generation

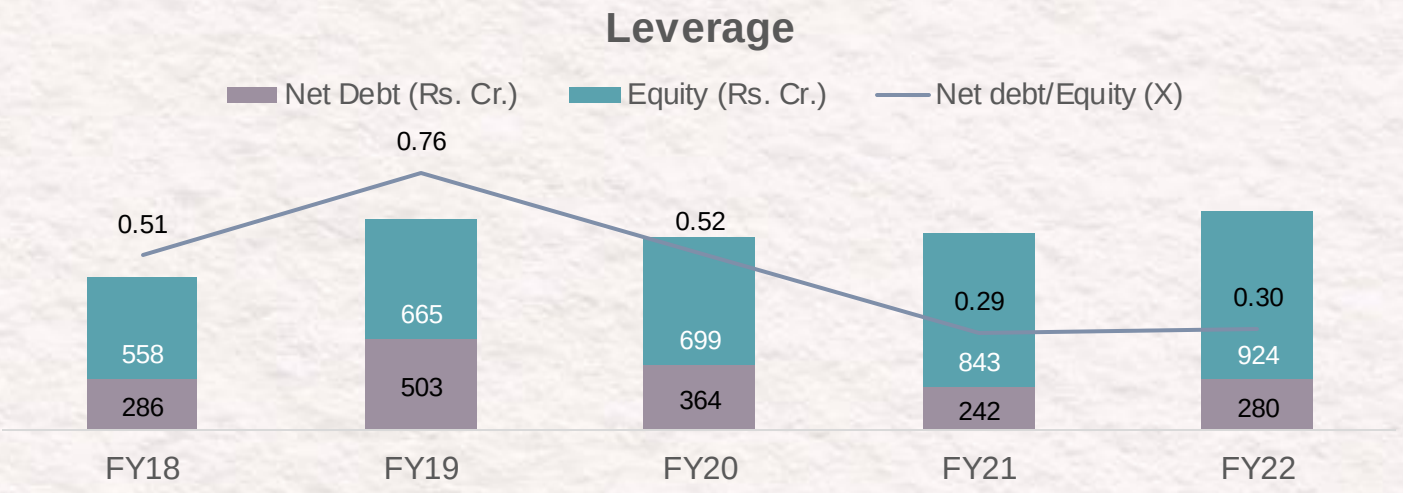
- Strong FCF generation
- Branded Jewellery - a low capital-intensive business
- Operating leverage & minimal capex spends to further improve FCF generation, going ahead
- Cash balances to be strategically utilized to create shareholder value

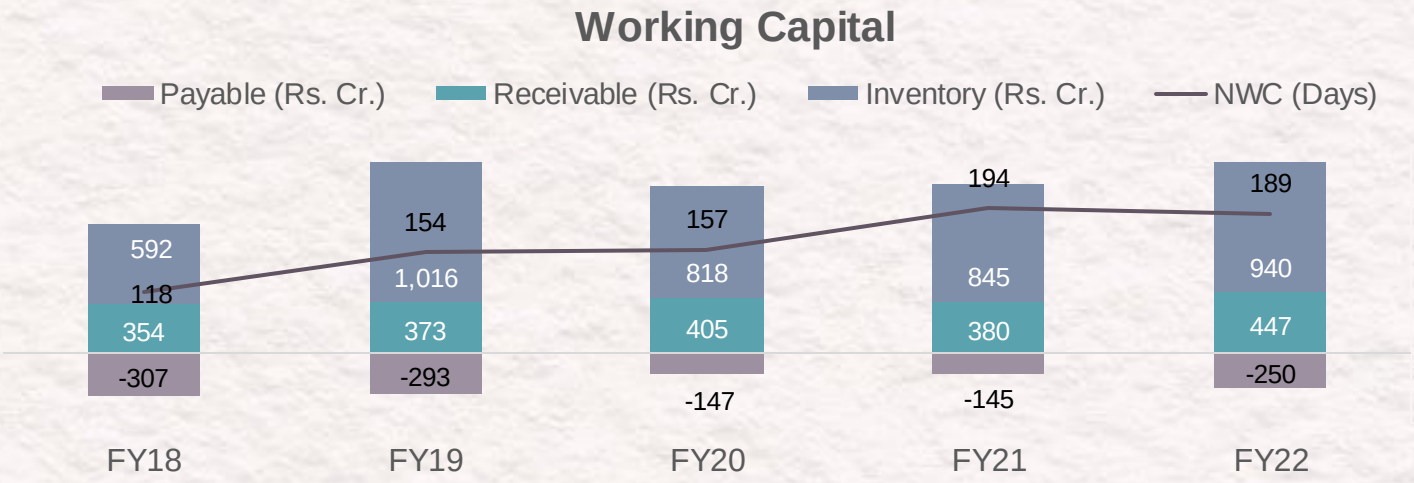




Strong Balance Sheet

- Highly disciplined balance sheet approach
- Increase in capital deployment due to higher business YoY reflecting in higher equity & debt.
  - Net Debt to Equity ratio as of March 2022 continues to be at 0.30 vs 0.29 in March 2021
- Strict control over working capital reflected in NWC days falling from 194 to189* days

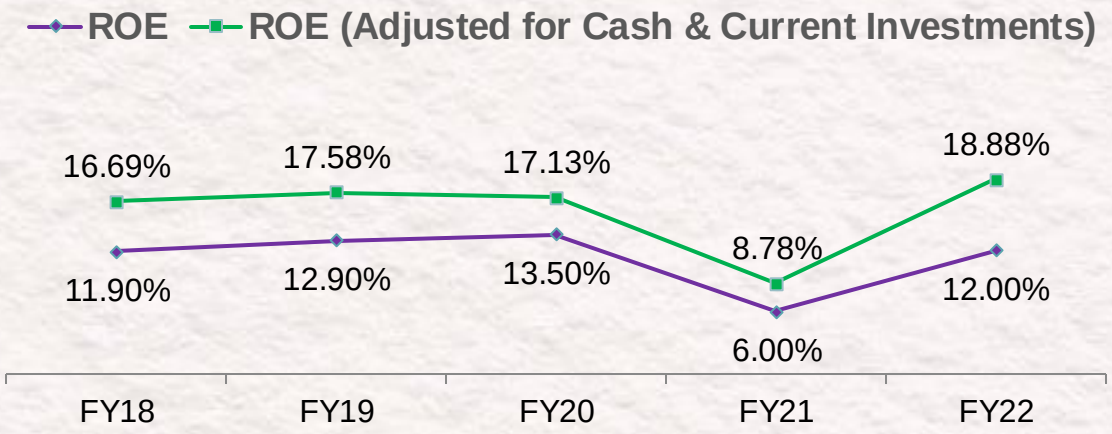


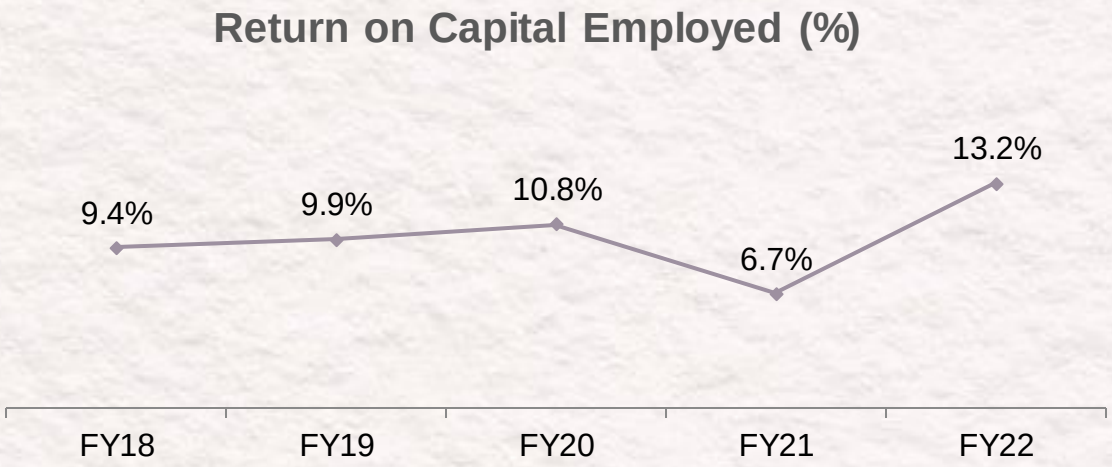


** Net Working Cycle days is not comparable to previous periods due to recent change in revenue recognition policy in the Plain Gold Division due to which, Renaissance is now recognizing only making charges as revenue for this gold division. This will meaningfully reduce the reported revenues of the company leading to a higher NWC days number.* ***On a like to like basis revenue recognition the NWC cycle has improved from 239 days to 189 days.***

Healthy Return Ratios

- FY22 Return on Equity grew to 12% vs 6% for FY21. It is as high as 18.88% without considering cash & current investments.
- 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)	Q4 FY22	Q4 FY21	*Y-o-Y Change (%)*	FY22	FY21	*Y-o-Y Change (%)*
Revenues from Operations	**529.3**	**582.9**	***-9.2%***	**2,189.8**	**2,031.2**	***7.8%***
Other Income	7.0	1.3	*428.9%*	18.9	16.1	*17.4%*
Total Income	**536.3**	**584.2**	***-8.2%***	**2,208.7**	**2,047.4**	***7.9%***
COGS	405.7	478.7	*-15.3%*	1,610.3	1,658.5	*-2.9%*
Gross Profit	**130.6**	**105.5**	***23.8%***	**598.5**	**388.9**	***53.9%***
Gross Margin (%)	***24.3%***	***18.1%***	***629 bps***	***27.1%***	***19.0%***	***810 bps***
Employee Expenses	25.1	19.3	*30.1%*	100.7	69.86	*44.1%*
Advertisement & Sales Promotion Expenses	16.8	14.1	*19.3%*	79.5	49.8	*59.6%*
Other Expenses	51.9	38.0	*36.5%*	217.7	153.6	*41.7%*
EBITDA	**36.8**	**34.1**	***7.9%***	**200.5**	**115.6**	***73.5%***
EBITDA Margin (%)	***6.9%***	***5.8%***	***102 bps***	***9.1%***	***5.6%***	***343 bps***
Depreciation and Amortization	8.0	8.7	*-7.4%*	35.1	31.4	*11.8%*
Finance Costs	7.9	5.9	*33.8%*	29.0	25.0	*15.9%*
PBT	**20.9**	**19.6**	***6.8%***	**136.5**	**59.2**	***130.4%***
Tax expense	-0.4	3.9	*-110.6%*	30.0	12.98	*131.3%*
PAT before discontinued operations	**21.3**	**15.7**	***36.0%***	**106.5**	**46.3**	***130.1%***
PAT Margin (%)	***4.0%***	***2.7%***	***129 bps***	***4.8%***	***2.3%***	***256 bps***
Profit/(Loss) on discontinued Operations	*0.1*	*-0.1*		-	*-4.0*	
PAT after discontinued operations	**21.4**	**15.6**	***37.1%***	**106.5**	**42.3**	***151.8%***
Diluted EPS (Rs.)	**11.29**	**8.31**		**56.38**	**24.50**	

Consolidated Balance Sheet

Particulars (Rs. Million)	March 2022	March 2021
Shareholder's Funds	**924.0**	**842.9**
Equity Share Capital	18.9	18.7
Reserves & Surplus	905.1	824.2
Minority Interest	**0.2**	**(0.18)**
Non-Current Liabilities		
Borrowings	45.3	28.9
Other Financial Liabilities	0.9	68.2
Long Term Provisions	1.2	2.1
Other Non-Current Liabilities*	130.6	18.1
Current Liabilities		
Income Tax Liabilities (net)		
Short Term Borrowings	516.7	457.7
Trade Payables	249.9	145.3
Other Financial Liabilities	76.1	43.1
Other Current Liabilities	53.4	37.6
Short Term Provisions	2.1	1.7
Total Equity & Liabilities	**2,000.4**	**1,645.4**

Particulars (Rs. Million)	March 2022	March 2021
Non-Current Assets		
Fixed Assets – Tangible & Intangible	218.3	80.1
CWIP & Intangibles under development	9.5	0.1
Other Non Current Assets	29.6	18.5
Deferred Tax Assets (Net)	21.6	26.8
Current Assets		
Current Investments	68.4	
Inventories	939.5	844.9
Trade Receivables	447.0	379.6
Cash & Bank Balances	187.8	197.3
Cash in Short Term Investments	25.9	47.7
Short Term Loans & Advances	2.87	2.3
Other Current Assets	49.9	47.6
Asset Classified for Sale	-	0.5
Total Assets	**2,000.4**	**1,645.4**

** 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

503 cr

Branded jewellery revenues (Rs.) in FY22

15%

Branded jewellery EBITDA margins in FY22

0.30

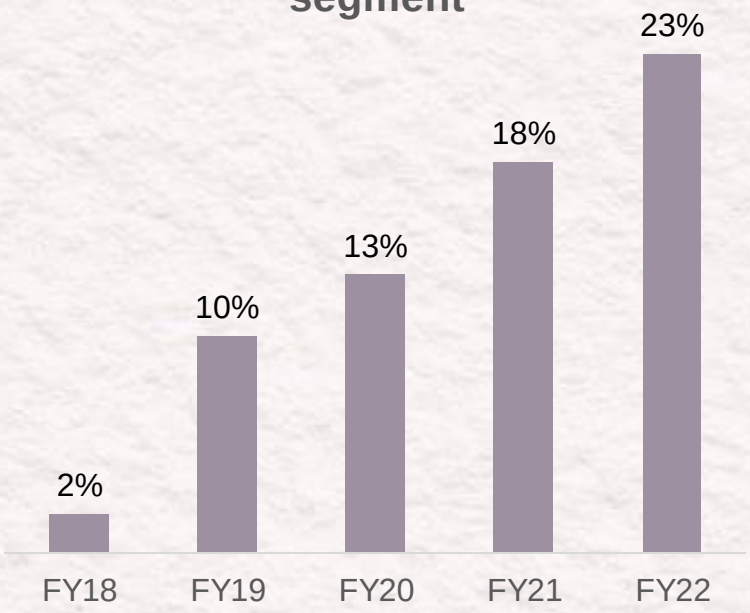
Net debt to equity as on March 31, 2022

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 24 months
- Monthly visitors on websites grown 10x since Feb 2020
- Segment enjoys higher margins and healthy working capital cycle

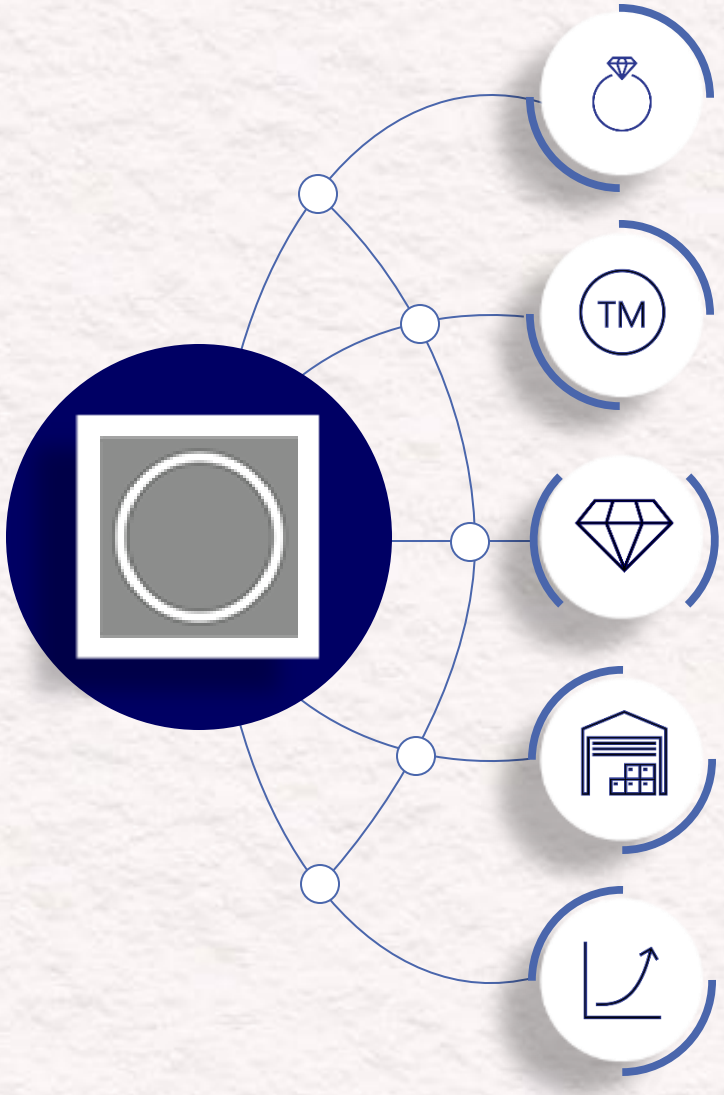
Launch Timeline

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

Increasing use of lab-grown diamonds to prioritize focus on sustainability

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

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.1.22 crore towards CSR & other social 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

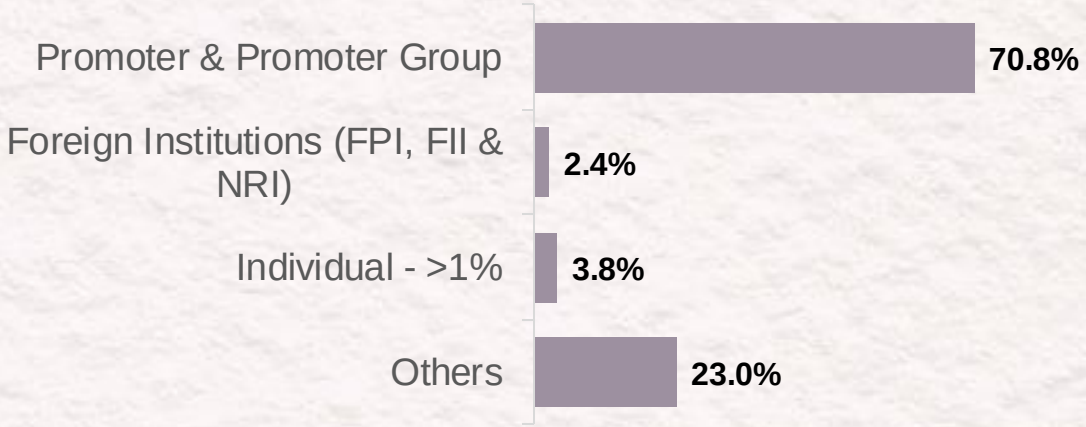
- Actively contributes to Shree Patan Panjrapole in Patan, Gujarat which works to enrich the life of handicapped and weak animals

Renaissance Global Limited

Annexure

Market Snapshot

Shareholding Pattern*



*Holding as on 31st March 2022

Key Market Statistics	As on 31-March-2022
BSE/NSE Ticker	532923/RGL
CMP (Rs)	865.85
Market Cap (Rs Crore)	1,634.68
Number of outstanding shares (Crore)	1.89
Face Value	10.00
52-week High / Low (Rs)	1090.9 / 298.0

Conference Call Details

Q4 & FY2022 Earnings Conference Call

Time	• 02:30 p.m. IST on Wednesday, June 01, 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