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/2021/72

May 31, 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.: Performance Highlights for Q4 FY 21.

Dear Sir

We are enclosing herewith the investor presentation to highlight the performance of fourth quarter ended March 31, 2021 for the purpose of updating our investors.

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

RENAISSANCE
GLOBAL LIMITED

Q4 FY21 FINANCIAL OVERVIEW

Highlights for Q4 FY21

Particulars (In ₹ Mn)	Q4 FY21	Q4 FY20	YoY %	FY21	FY20	YoY %
Revenue	5,829	4,479	30%	20,312	25,018	-19%
Gross Profit	1,055	979	8%	3,889	4,897	-21%
EBITDA	341	259	32%	1,156	1,708	-32%
PBT	196	111	76%	592	1,100	-46%
PAT*	157	95	66%	463	922	-50%
OCI	17	-384		1,088	-537	
Comprehensive Income	173	-332		1,511	340	345%

- We are seeing a strong revenue momentum across all our business and geographic segments.

*before discontinued operations

Revenue Mix Q4 FY21

Rs. In Million

Business	Revenues	Revenue %	EBITDA %	EBITDA
Customer Brands	2,966.1	50.9%	6.8%	203.1
Branded Jewellery	677.5	11.6%	11.8%	79.9
Direct to Consumer	226.0	3.9%	19.4%	43.7
Plain Gold	1,959.5	33.6%	0.7%	14.5
Total	**5,829.1**	**100%**	**5.9%**	**341.3**

- The Branded jewellery business contributed 23% of the total studded jewellery revenues in Q4 FY21

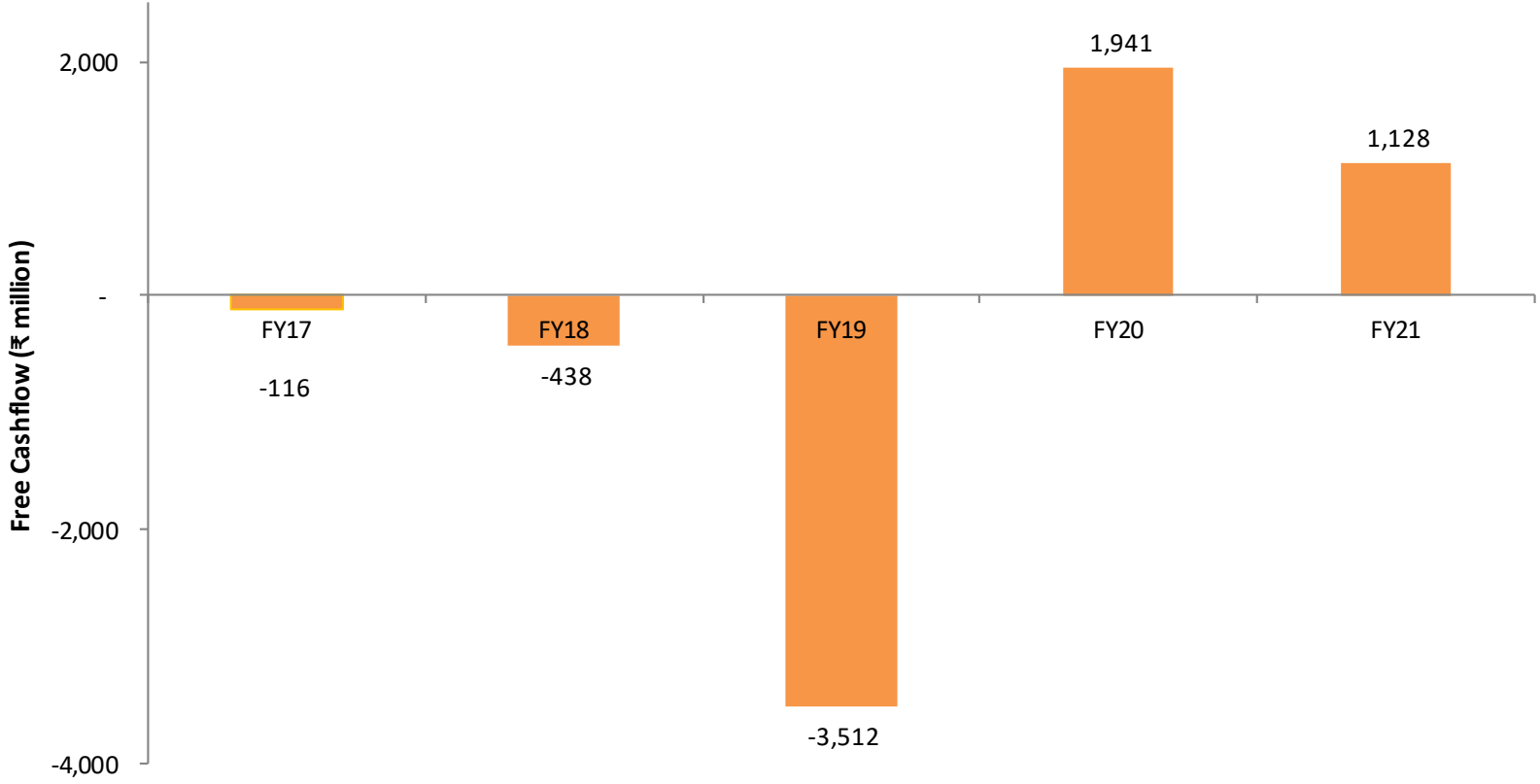
Revenue Mix H2 FY21

Rs. In Million

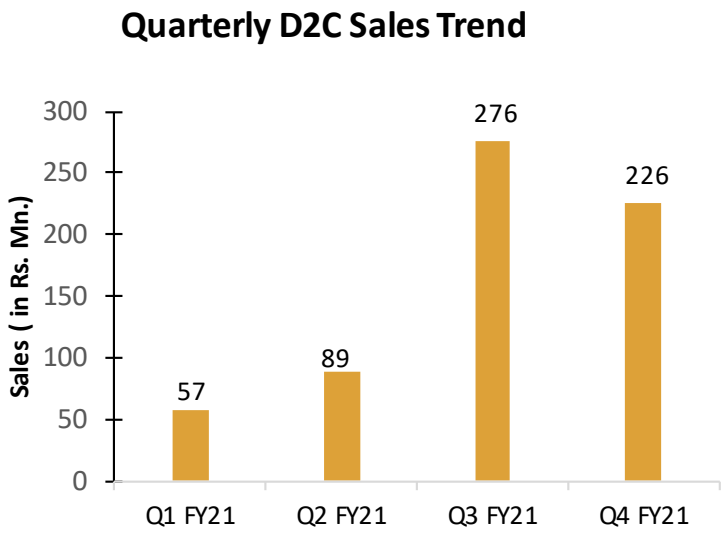
Business	Revenues	Revenue %	EBITDA %	EBITDA
Customer Brands	7,459.5	56.4%	6.8%	509.6
Branded Jewellery	1,731.0	13.1%	11.6%	200.0
Direct to Consumer	501.6	3.8%	17.5%	87.8
Plain Gold	3,536.0	26.7%	0.8%	27.4
Total	**13,228.1**	**100%**	**6.2%**	**824.9**

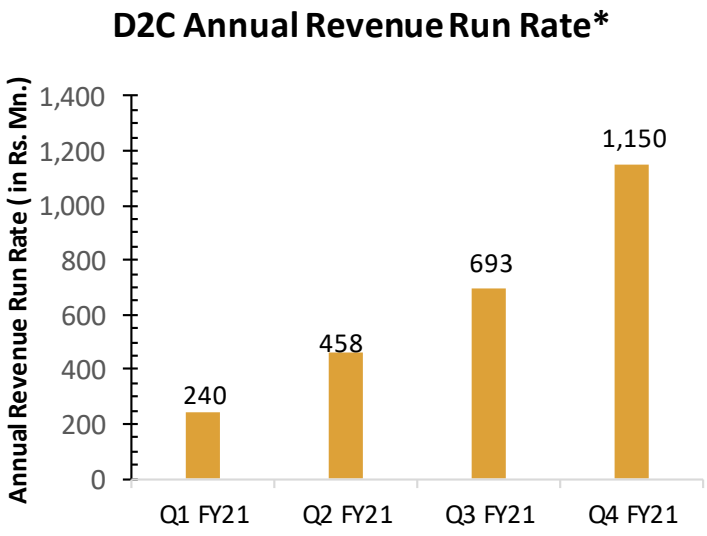
- The Branded jewellery business contributed 23% of the total studded jewellery revenues in H2 FY21

Free Cash Flow Generation (Cash flow from operations – Fixed Asset Investments)



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

Direct to Consumer Business

- Based on Q4 FY21 sales, the direct to consumer business is trending at greater than ₹ 115 crores Annual Revenue Run Rate with the existing websites.

- We are extremely happy to announce the launch of our sixth direct to consumer website for Hallmark Diamonds in May 2021. (**https://www.hallmarkdiamondscollection.com/**)

- The website offers exclusive Hallmark branded fine jewellery designed using timeless icons that represent the special moments, milestones and relationships in our lives.

- We plan to launch a website for Disney Jewels in FY22. Disney Jewels will carry product utilizing iconic Disney characters IP.

Strengthening the Balance Sheet

- Net Debt to Equity ratio as of Mar 2021 was 0.29 v/s Mar 2020 Net Debt to Equity ratio of 0.52.
- Cash and Bank Balances and Current Investments as on Mar 2021 at ₹ 2,449 million
- 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%
- Our goal is to be Net Debt zero over the next three years.

Growing Focus on Brands

- Renaissance Global is focused on growing its portfolio of licensed and own brands.

- 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

- Currently, branded jewellery contributes 23% (Q4 FY21) to our overall studded jewellery revenues.

- We focus on improving the mix of branded jewellery revenues as a percentage of total revenues as it is a high EBITDA margin business as compared to customer brands.

- Our brands now also have a direct-to-consumer presence with launch of our websites for Enchanted Disney Fine Jewelry, Star Wars Fine Jewelry, Jewelili, Made for You and Hallmark Diamonds

‘Enchanted Disney Fine Jewelry’ Collection expands into China

- 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.

- This synergistic alignment is of great importance to RGL as it introduces Disney licensed brands for the first time to the immense Chinese market.

- Lao Feng Xiang established in 1848 is Mainland China’s oldest jewelry brand. Lao Feng Xiang operates over 3,000 stores worldwide, including stores in almost every province in Mainland China and in Hong Kong, New York City, Sydney and Vancouver.

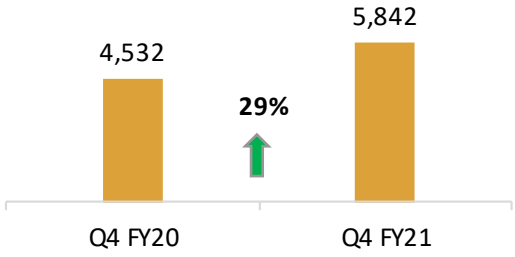
- Renaissance Global Limited has planned an omni-channel (online and offline) approach for the Chinese market that will soon be implemented as a sales driver.

Q4 FY21 : Key Highlights

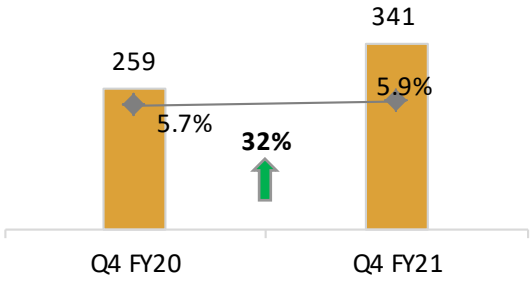
Q4 FY21 vs. Q4 FY20

In ₹ Mn

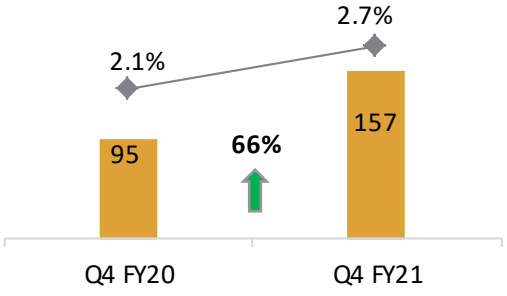
Total Income



EBITDA & EBITDA Margin

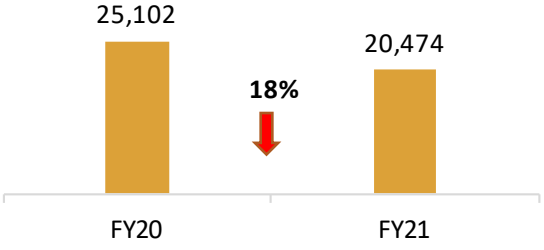


PAT & PAT Margin*

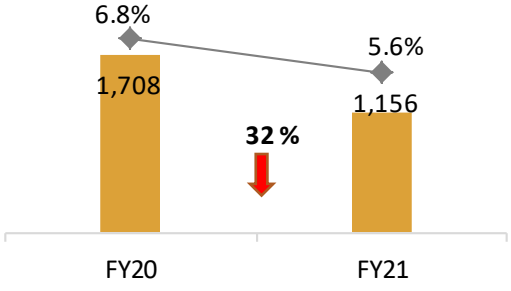


FY21 vs. FY20

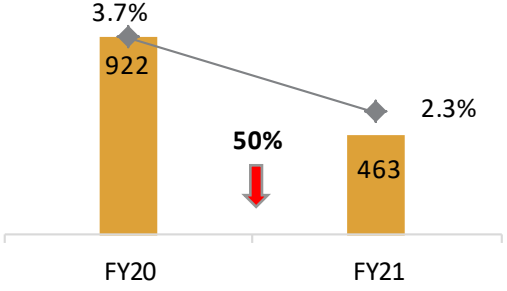
Total Income



EBITDA & EBITDA Margin



PAT & PAT Margin*

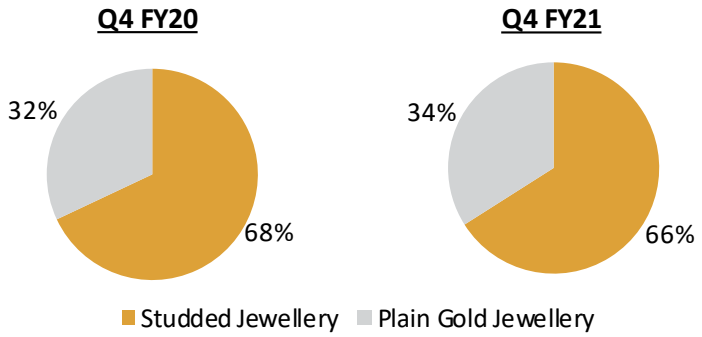


*PAT before discontinued operations

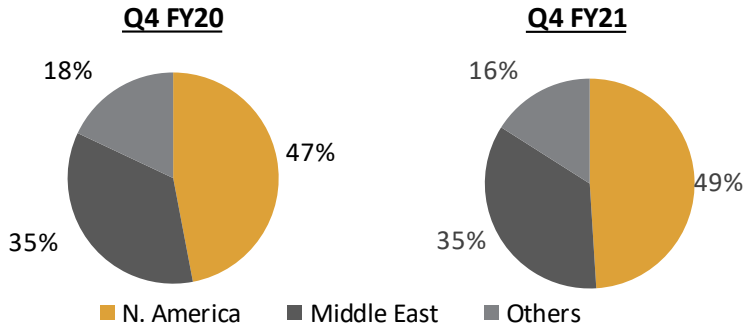
Q4 FY21 : Segment Analysis

Q4 FY21 vs. Q4 FY20

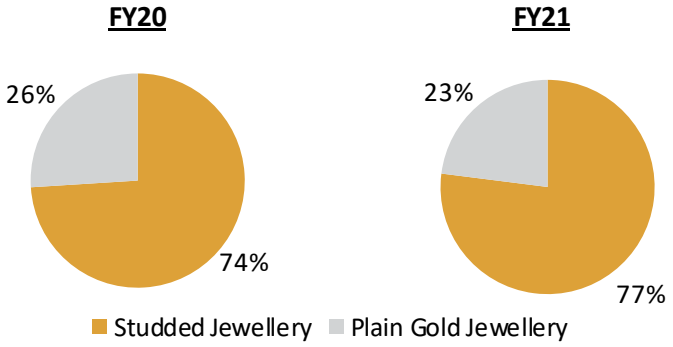
Studded & Plain Gold Jewellery

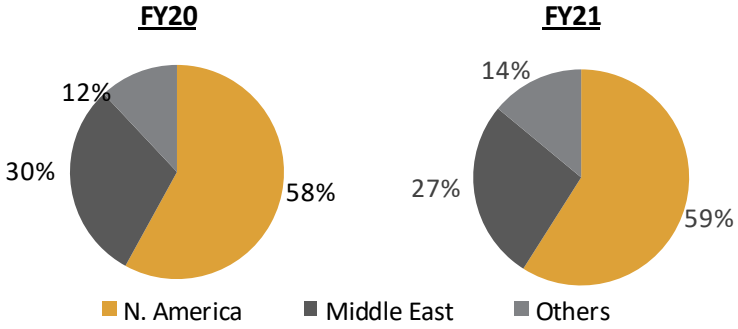


Geographical Mix



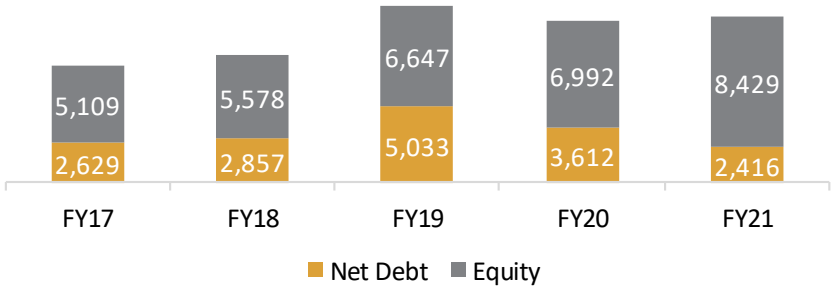
FY21 vs. FY20



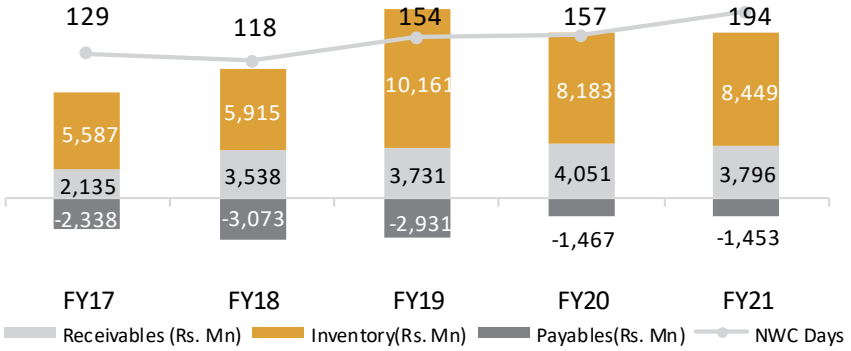


Improving Debt-Equity Ratio due to better inventory management

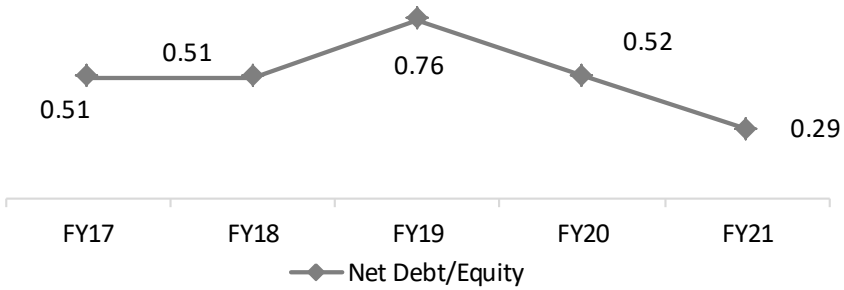
Leverage (₹ Mn)



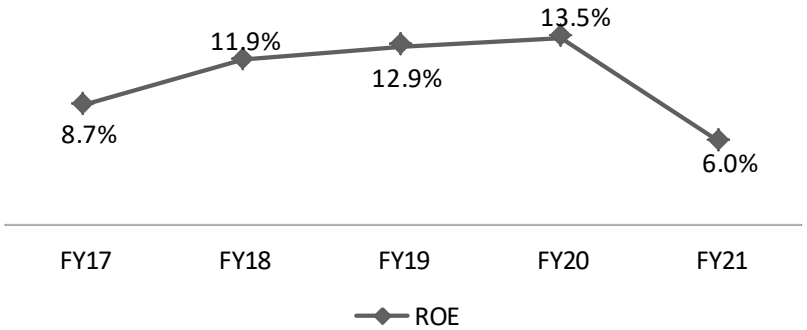
Working Capital Analysis



Net Debt/Equity Ratio



Return on Equity



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%		5.6%	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%

Consolidated Balance Sheet

Particulars (In ₹ Mn)	Mar-21	Mar-20
Shareholder's Funds	**8,475.3**	**6,992.1**
Equity Share Capital	186.8	186.8
Reserves & Surplus	8,242.5	6,805.3
Minority Interest	-1.8	0.5
Non-Current Liabilities		
Borrowings	288.6	1.8
Other Financial Liabilities	862.8	1,128.5
Long Term Provisions	33.5	27.4
Current Liabilities		
Income Tax Liabilities (net)	-	14.1
Short Term Borrowings	4,576.9	5,158.2
Trade Payables	1,453.1	1,466.7
Other Financial Liabilities	431.3	447.3
Other Current Liabilities	375.8	461.9
Short Term Provisions	4.4	16.1
Total Equity & Liabilities	**16,453.9**	**15,714.6**

Particulars (In ₹ Mn)	Mar-21	Mar-20
Non-Current Assets		
Fixed Assets – Tangible & Intangible	801.2	978.9
CWIP & Intangibles under development	0.6	0.8
Other Non Current Assets	185.1	210.1
Deferred Tax Assets (Net)	268.3	462.8
Current Assets		
Current Investments	-	583.4
Inventories	8,448.8	8182.8
Trade Receivables	3,796.3	4050.8
Cash & Bank Balances	1,972.5	935.5
Cash in Short Term Investments	477.0	28.8
Short Term Loans & Advances	22.8	13.1
Other Current Assets	476.0	231.2
Asset Classified for Sale	5.3	36.4
Total Assets	**16,453.9**	**15,714.6**

FY22 Outlook

Year	Net Income (₹ mn)	EPS
FY20	922	47.1
FY21	463	22.7

- We expect Net Income for FY22 to grow 18 to 22% based on FY20 Net Income and more than 100% as compared to FY21 Net Income.

About Renaissance Global

Renaissance Global Limited is a highly differentiated luxury lifestyle products company. It is a global jewellery company focused on distribution and manufacturing of customer brands and supplier of licensed branded jewellery through its licensing agreement to sell "Enchanted Disney Fine Jewelry" and "Heart of Hallmark" jewellery collections. The company has long-standing relationships with marquee global retailers like Amazon, Argos, Helzberg, Malabar Gold, Signet, Wal-Mart, Zales Corp. etc. The Company has successfully expanded its product portfolio, backed by strong design capabilities, offering a wide range of studded jewellery namely Diamond Fashion, Diamond Bridal, Gemstone Jewellery in line with latest fashion trends. The company has diversified operations across key markets in USA, UK & Middle East with its global marketing presence through own subsidiaries and via strategic acquisitions over the years. In the last financial year we launched a direct-to-consumer business for all of our licensed brands and own brands. The D2C business has shown strong momentum and we expect this business to contribute meaningfully to earnings growth in the years to come.

Our Direct to Consumer Websites

The Official Online Store For Enchanted Disney Fine Jewelry,
Powered and fulfilled by Renaissance Global

Enchanted Disney FINE JEWELRY

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Engagement Rings | Rings | Earrings | Necklaces | Bracelets | Inspirations | New Arrivals | Enchanted Vault | Rewards Boutique

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https://www.enchantedfinejewelry.com/

Official Star Wars™ Fine Jewelry Online Store
Powered and Fulfilled By Renaissance Global

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STAR WARS
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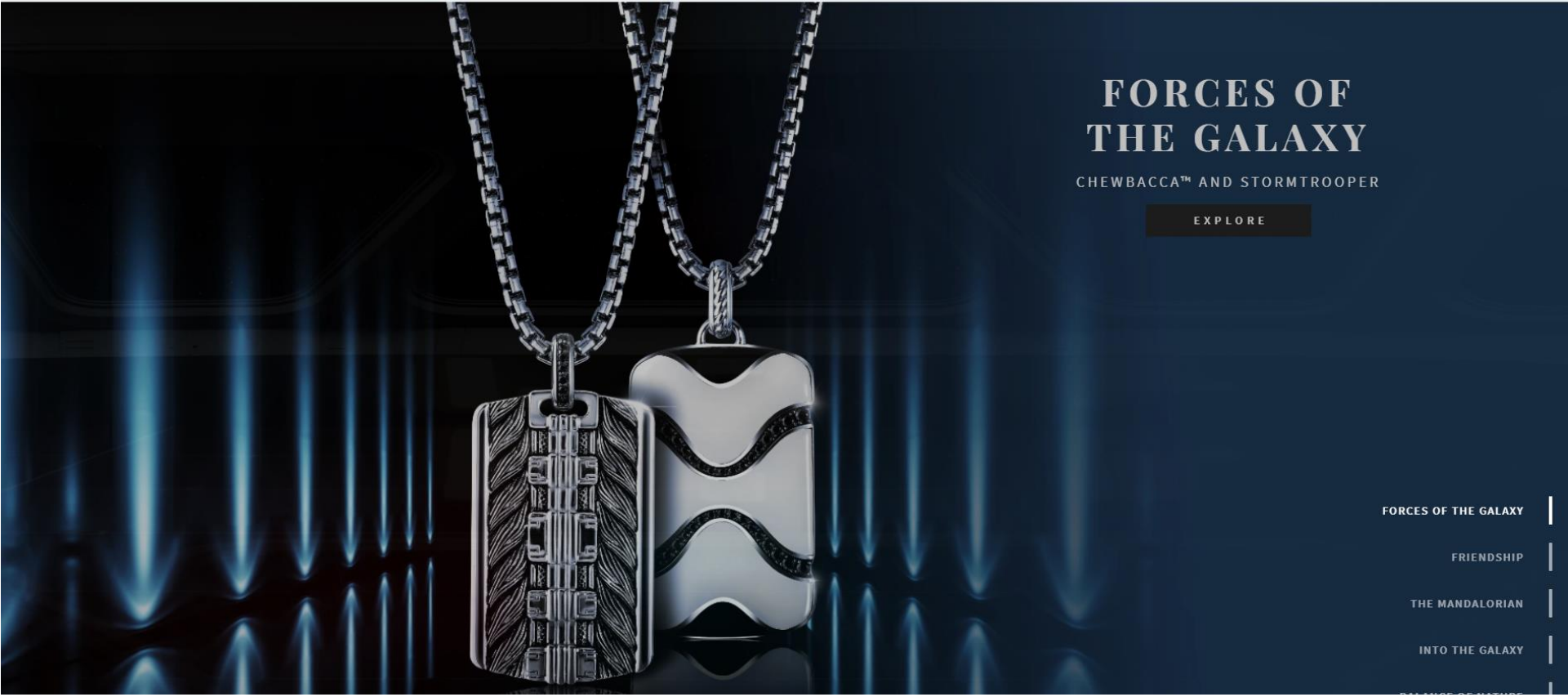
HOME SHOP ALL COLLECTIONS LIGHT SIDE DARK SIDE VALENTINE'S DAY SPECIALS



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The Official Online Store for Hallmark Diamonds,
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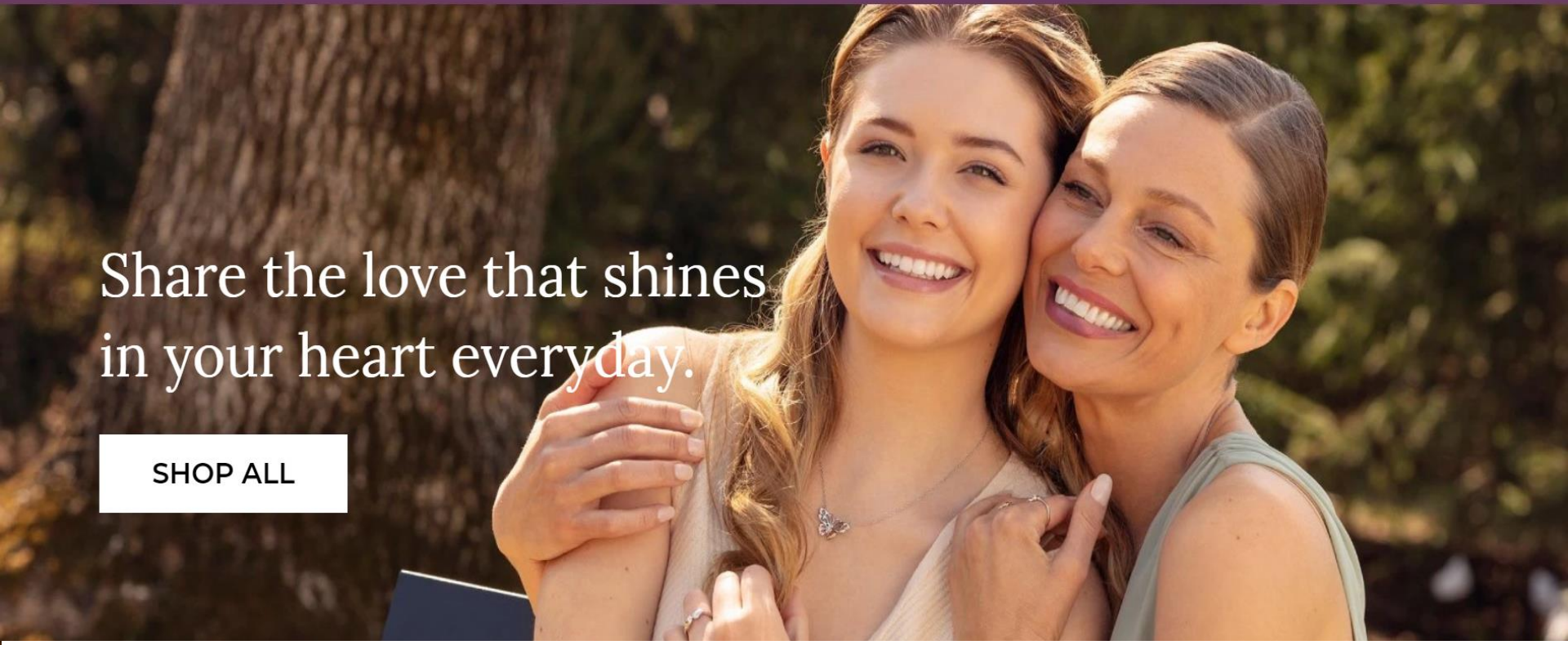

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These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond Renaissance's control and difficult to predict, that could cause actual results, performance 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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THANK YOU

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