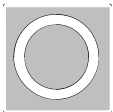


RENAISSANCE JEWELLERY LTD.

TODAY, TOMORROW, FOREVER

Q3 FY12 Earnings Presentation

Feb'12



RENAISSANCE JEWELLERY LTD.

INDEX

- ❑ Key Highlights – Q3 FY12
- ❑ Company Performance
 - *Jewellery Segment - RJL*
 - *Revenue Break up*
 - *Operating Efficiency*
 - *P&L Statement*
 - *Home Retail - Housefull International Ltd.*
 - *Performance Snapshot*
 - *Operating Efficiency*
 - *P&L Statement*

Key Highlights

Quarter 3 – FY 12

- Q3 FY12 **Revenue at INR 344.49 Cr. down 2% Y-o-Y** mainly due to higher sales to our subsidiaries during Q3 resulting in higher operating Margins for the company.
- **EBITDA up 70% Y-o-Y to INR 37.4 Cr. for Q3 FY12**
- **EBITDA Margins at 10.85%** for Q3 FY12 as compared to 6.26% in Q3 FY11.
- **PAT for the quarter was up 40% Y-o-Y to INR 15.6 Cr.**

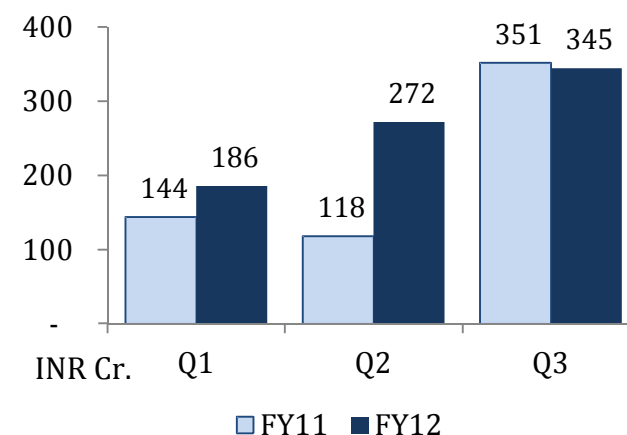
EBITDA Margins

11 %

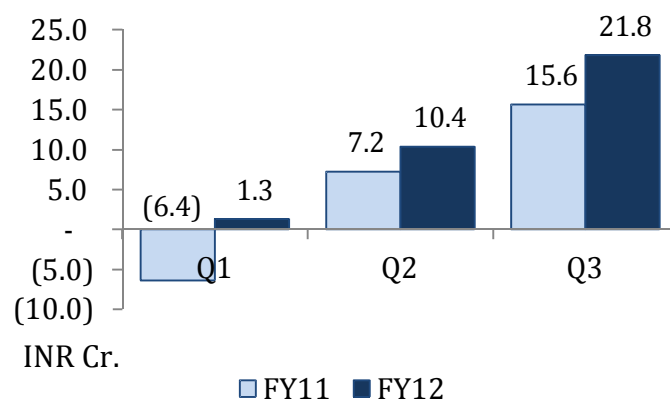
PAT Margins

6.3 %

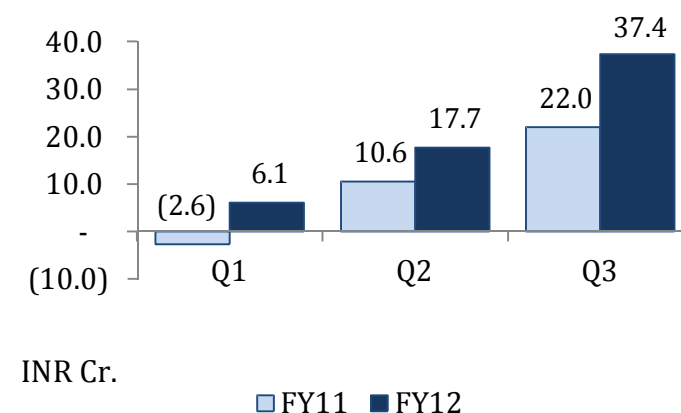
Revenue Trend



PAT Comparison



EBITDA Comparison

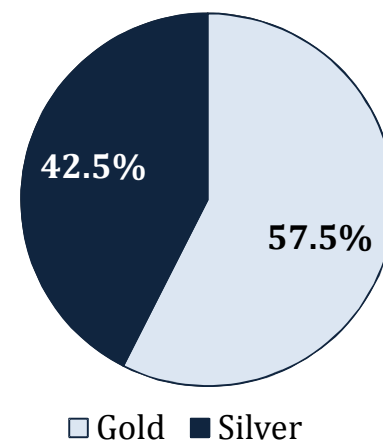


Company Performance – Jewellery Segment

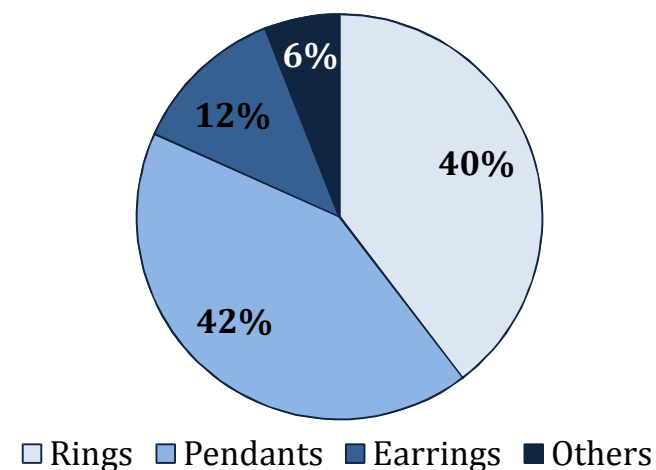
Revenue Break up – RM wise & Category wise

- The Gold Silver Jewellery Mix for Q3 FY12 was 58:42 as compared to 54:46 in Q3 FY11
- In the Categories, Rings and Pendants continue to be the major contributors towards the revenue in Q3 FY12 with 40% and 42% of contribution respectively.

Raw Material wise Revenue



Category wise Sales Break up

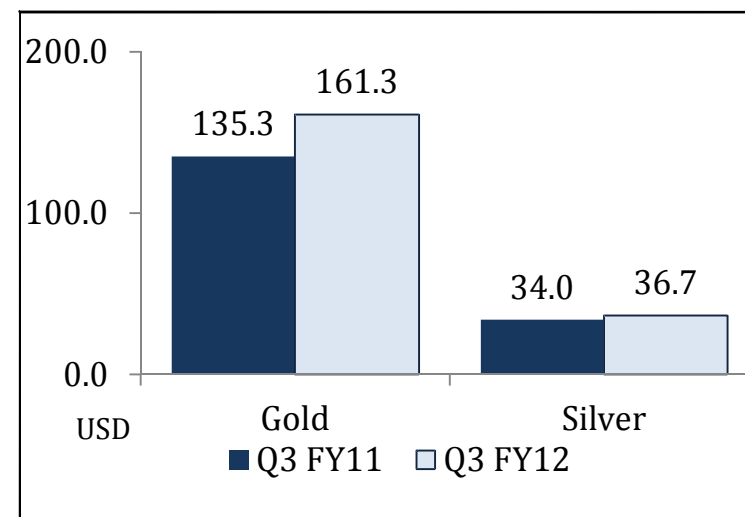


Company Performance – Jewellery Segment

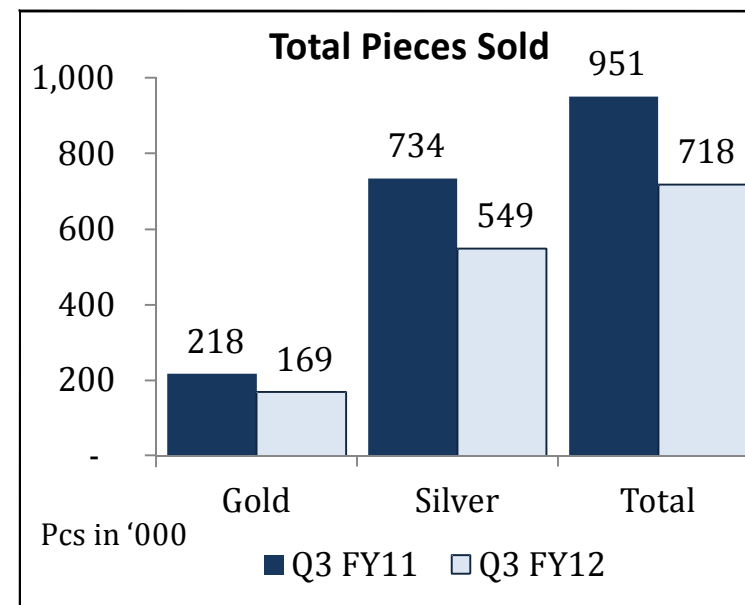
Operating Performance

- There has been a significant dip in the Total Pieces sold in spite of the revenues being almost flat this quarter as compared to Q3 FY11. This was mainly on account of high prices of commodities.
- The rising prices of the precious metals have resulted higher realization per piece as compared to Q3 FY11 for both Gold and Silver Jewellery.
- The average price points for gold and silver for Q3 FY12 being US\$ 161.3 and US\$ 36.7 respectively.

Average Price Per Piece



Total Pieces Sold



Company Performance – Jewellery Segment



RENAISSANCE JEWELLERY LIMITED

REGD OFFICE : PLOT NOS. 36A & 37, SEEPZ-SEZ, ANDHERI (EAST), MUMBAI - 400 096.

UNAUDITED (CONSOLIDATED) FINANCIAL RESULTS FOR THE QUARTER ENDED DEC 31, 2011

(Rs In Lacs)							
SR No.	Particulars	Quarter Ended (Unaudited)			Nine Months Ended (Unaudited)		Year Ended Audited
		Dec 31, 2011	Sept 30, 2011	Dec 31, 2010	Dec 31, 2011	Dec 31, 2010	Mar 31, 2011
1	Income						
	a) Net Sales/Income from Operations	34,449.20	27,174.92	35,130.27	80,199.74	61,260.24	86,217.55
	Less : VAT	299.31	457.43	-	1,038.08	-	-
	b) Other Operating Income	0.40	0.04	0.24	1.07	6.17	15.31
	Total Income (a+b)	34,150.29	26,717.53	35,130.51	79,162.73	61,266.41	86,232.86
2	Expenditure						
	a) (Increase)/Decrease in Stock in Trade (Refer Note 4)	10,217.04	(22,957.22)	-	(12,806.74)	-	(4.18)
	b) Consumption of Raw Materials (Refer Note 4)	5,874.76	36,790.21	19,713.32	49,832.02	33,096.52	44,795.62
	c) Purchase of Traded Goods	8,729.10	4,772.56	9,336.18	20,658.98	15,426.33	23,458.24
	d) Employees Cost	2,228.36	2,322.51	2,245.10	6,573.97	6,250.26	8,035.32
	e) Foreign Exchange (Gain) / Loss	1,241.49	1,982.65	(47.92)	3,190.65	(328.30)	(536.29)
	f) Other Expenditure	2,121.22	2,034.92	1,684.07	5,596.74	3,824.27	5,556.27
	g) Depreciation	236.99	213.02	149.05	637.65	404.44	626.01
	Total Expenditure (a+g)	30,648.96	25,158.65	33,079.80	73,683.27	58,673.52	81,930.99
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	3,501.33	1,558.88	2,050.71	5,479.46	2,592.89	4,301.87
4	Other Income	6.07	25.26	19.31	85.49	89.60	215.34
5	Profit before Interest & Exceptional Items (3+4)	3,507.40	1,584.14	2,070.02	5,564.95	2,682.49	4,517.21
6	Finance Cost	523.30	353.18	351.68	1,197.71	835.98	1,208.17
7	Profit after Interest but before Exceptional Items (5-6)	2,984.10	1,230.96	1,718.34	4,367.24	1,846.51	3,309.04
8	Exceptional Items	-	-	-	-	-	-
9	Profit / (Loss) from Ordinary Activities before Tax (7-8)	2,984.10	1,230.96	1,718.34	4,367.24	1,846.51	3,309.04
10	Tax expense	805.00	190.71	156.67	1,017.93	200.81	247.20
11	Net Profit / (Loss) from Ordinary Activities After Tax (9-10)	2,179.10	1,040.25	1,561.67	3,349.31	1,645.70	3,061.84
12	Extraordinary Items (net of tax Expense)	-	-	-	-	-	-
13	Net Profit / (Loss) for the Period (11-12)	2,179.10	1,040.25	1,561.67	3,349.31	1,645.70	3,061.84

Company Performance – Home Retail Segment

New Stores opened
in Q3 FY 12

Toli Chowki,
Hyderabad

Housefull International Ltd.

- HFIL Net Sales of the Home Retail business in Q3 FY12 were at INR 2238.24 Lacs
- In Q3 FY12, the EBITDA Margins were 2.1% at INR 46.34 Lacs
- PBT for Q3 FY12 was at (INR 56.5 Lacs) and the PAT was at (INR 38.2 Lacs) which was -2.5% and -1.6% of Net Sales respectively.
- The company increased 1 additional store in Q3 FY12 and currently has 26 fully operational stores as of 30th Jan'12.

Home Retail Performance Snapshot Q3 FY12

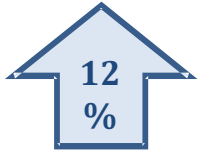
Net Sales	INR 2238.24 Lacs
EBITDA	INR 46.34 Lacs
PAT	(INR 38.2 Lacs)
Store Count	26 Stores
Sales/ Sq. Ft. (annualized)	INR 5,135

HFIL – Sales Trend (Gross Sales)



Company Performance – Home Retail Segment

Same Store Sales



SPF



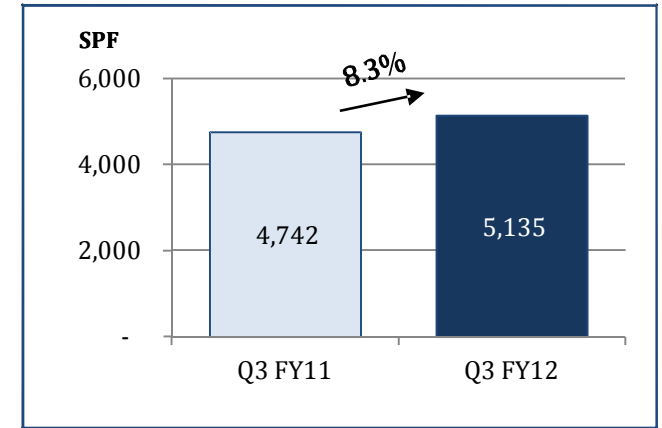
Store Area



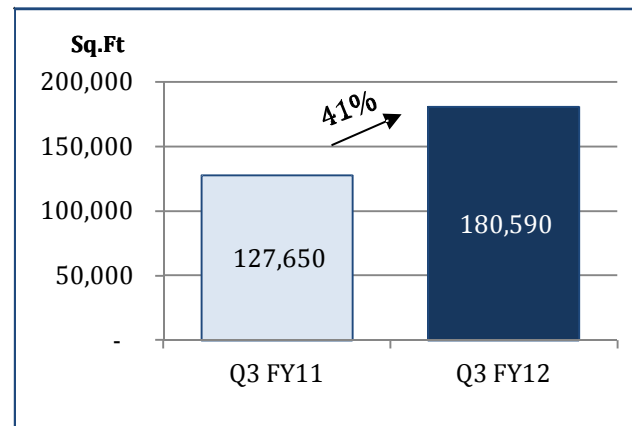
Operational Efficiency - Q3 FY12

- The average sales/ sq. ft. for Q3 FY12 on an annualized basis was INR 5135 per sq. ft. , a growth of 8.3% from INR 4742 in Q3 FY11.
- The Same Store Sales for 18 operational stores grew by 11.8% in Q3 this year as compare to the sales in Q3 FY11.
- The Total Store area has increased by 41% from Q3 FY11 to 180,590 sq. ft. due to the increase in store count.

HFIL – Sales per Sq. Ft. growth at 8.3%

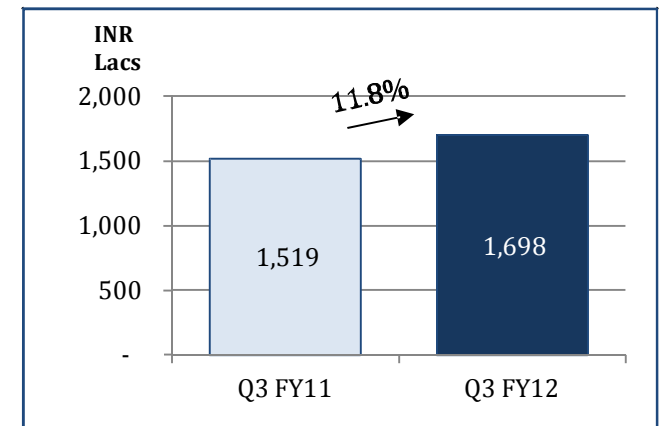


HFIL – Store Area Growth



* Carpet Area

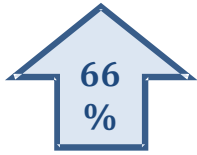
HFIL – Same Store Sales Growth at 11.8%



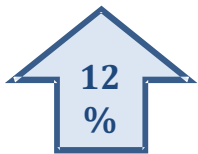
Company Performance – Home Retail Segment

Operational Efficiency - for the period Apr'11 to Dec'11

Y-o Y Sales Growth (9 month Period)



Same Store Sales

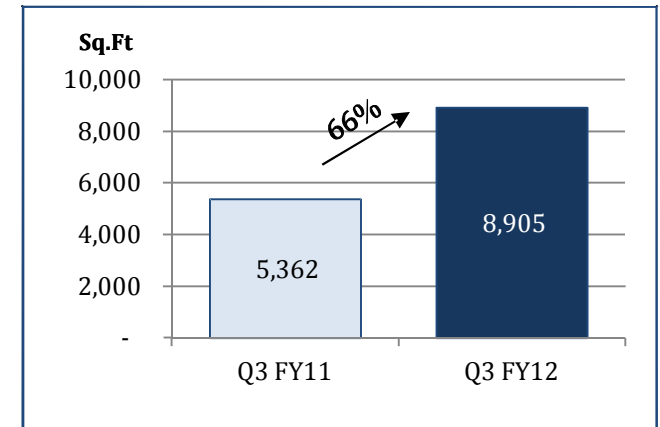


SPF

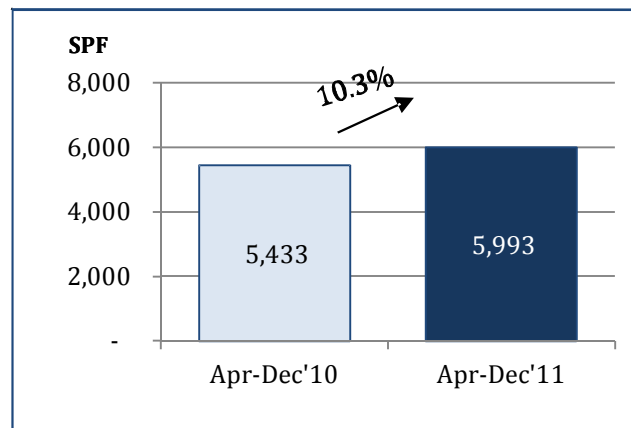


- The Sales for the 9 Month Period was INR 8905 Lacs up by 66% from the same period previous year.
- The Same Store Sales for 18 operational stores grew by 12.1% for the period for the 18 operational stores.
- The average sales/ sq. ft. for the period on an annualized basis in FY12 was INR 5993 per sq. ft. , a growth of 10.3% from INR 5433 in the same period in FY11.

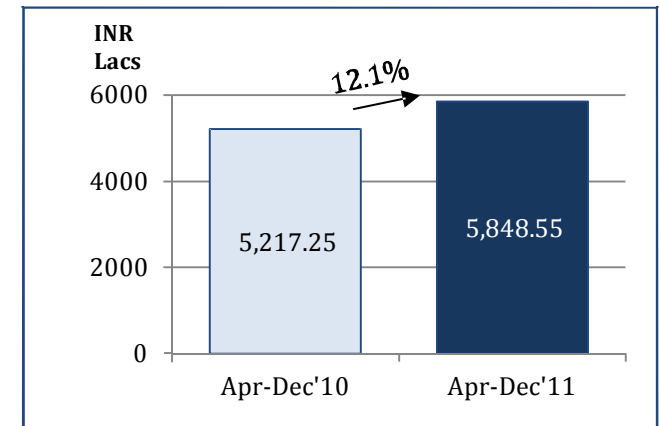
HFIL – Sales Growth



HFIL – Sales per Sq. Ft. growth at 10.3%



HFIL – Same Store Sales Growth at 12.1%



Company Performance – Home Retail Segment

Unaudited Financial Results for the Period Ended 31st December, 2011			
	INR Lacs		
Particulars	Quarter Ended Dec 31, 2011	Period Apr'11 to Dec'11	Year Ended Mar 31, 2011
Gross Sales	2,537.55	8,905.02	7,258.33
Less: VAT	299.30	1,038.08	838.80
Net Sales	2,238.25	7,866.94	6,419.53
Other Operating Income	(7.88)	14.12	152.42
Total Income	2,230.37	7,881.06	6,571.95
Less: Direct and Indirect Expenses			
Cost of Purchase	1,274.28	5,130.58	4,123.19
Employee Cost	238.65	587.82	589.39
Other Expenses	671.10	1,818.97	1,802.26
Total Expenses	2,184.03	7,537.37	6,514.84
EBITDA	46.34	343.69	57.11
<i>% of Net Sales</i>	<i>2.1%</i>	<i>4.4%</i>	<i>0.9%</i>
Interest & Financial Expenses	57.10	120.66	227.43
Depreciation	45.80	131.21	154.81
PBT	(56.56)	91.82	(325.13)
Less: Tax	(18.30)	29.79	(67.44)
PAT	(38.26)	62.03	(257.69)
<i>% of Net Sales</i>	<i>-1.7%</i>	<i>0.8%</i>	<i>-4.0%</i>

Thank You