



RENAISSANCE JEWELLERY LTD.

TODAY, TOMORROW, FOREVER

Q1 FY12 Earnings Presentation

August 2011



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About the Company

Renaissance Jewellery Limited (RJL):

RJL has been the business of design, manufacture and sale of studded gold, platinum and silver jewellery for last **15 years**, with USA being the largest end market. We operate through **seven manufacturing units** of which six units are located at SEEPZ SEZ at Mumbai and one 100% EOU unit at Bhavnagar in Gujarat. Our portfolio includes rings, earrings, pendants, bracelets, bangles, etc. studded with polished diamonds and other precious stones.

Our Presence:

Our Company has its wholly owned Subsidiaries in **USA and UK** as our marketing and sales arms. Along with US and European markets, we are currently exploring the **domestic market** opportunity by selling our products to jewellery retailers.

Housefull International Ltd. (HFIL):

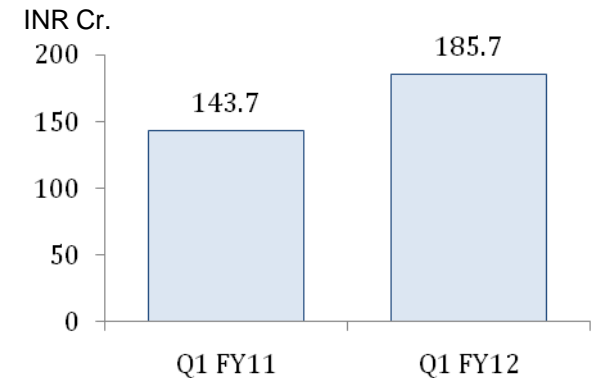
Apart from our core Jewellery business, we have also expanded into the organized **Home Retail Segment** through one of our acquisitions in FY11 which included the home retail brand "HOUSE FULL".

Key Highlights

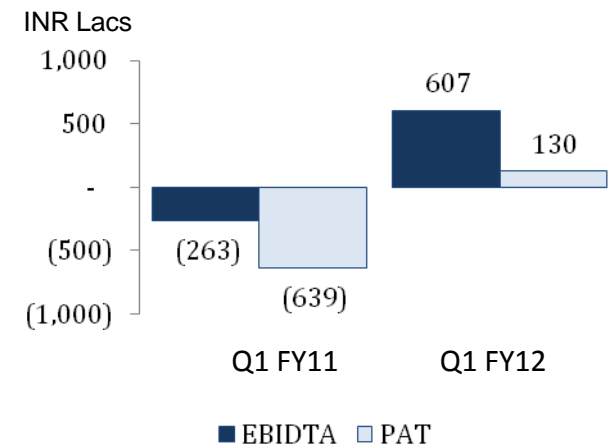
Q1 FY12 - Consolidated

- **Q1 FY12 Revenue at INR 185.7 Cr. up 29% Y-o-Y** driven by higher realization per unit.
- **EBITDA up 331% Y-o-Y to INR 6.06 Cr. for Q1 FY12**
- **PAT for Q1 FY12 was up 120% Y-o-Y to INR 1.3 Cr.**

Q1 Revenue Trend



Q1 EBITDA & PAT



Company Performance – Profit and Loss Statement for Q1 FY12

RENAISSANCE JEWELLERY LIMITED

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

UNAUDITED (CONSOLIDATED) FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2011

SR No.	Particulars	Quarter Ended Unaudited	
		Jun 30, 2011	Jun 30, 2010
1	Income		
	a) Net Sales/Income from Operations	18,575.62	14,377.47
	Less : VAT	281.34	-
	b) Other Operating Income	0.63	4.67
	Total Income (a+b)	18,294.91	14,382.14
2	Expenditure		
	a) (Increase)/Decrease in Stock in Trade	(66.56)	-
	b) Consumption of Materials	7,167.05	5,648.31
	c) Cost of Traded Goods	7,157.32	5,993.95
	d) Employees Cost	2,023.10	1,708.14
	e) Foreign Exchange (Gain) / Loss	(33.49)	412.68
	f) Other Expenditure	1,440.60	882.06
	g) Depreciation	187.64	116.44
	Total Expenditure (a+g)	17,875.66	14,761.58
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	419.25	(379.44)
4	Other Income	54.16	28.07
5	Profit before Interest & Exceptional Items (3+4)	473.41	(351.37)
6	Finance Cost	321.23	177.94
7	Profit after Interest but before Exceptional Items (5-6)	152.18	(529.31)
8	Exceptional Items	-	-
9	Profit / (Loss) from Ordinary Activities before Tax (7-8)	152.18	(529.31)
10	Tax expense	22.22	109.88
11	Net Profit / (Loss) from Ordinary Activities After Tax (9-10)	129.96	(639.19)
12	Extraordinary Items (net of tax Expense)	-	-
13	Net Profit / (Loss) for the Period (11-12)	129.96	(639.19)

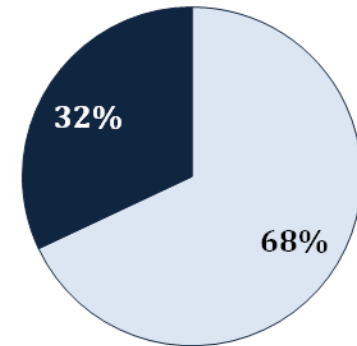
Company Performance – Jewellery Segment

Revenue Break up – RM wise & Category wise

- The Gold silver Jewellery Mix for Q1 FY12 was 68:32 as compared to 56:44 in FY11
- In the Categories, Rings and Pendants continue to be the major contributors towards the revenue in Q1 FY12 with 63% and 22% of contribution respectively.

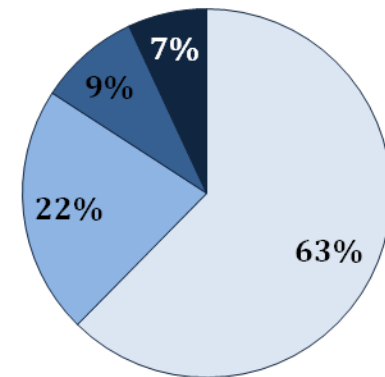
Total Sales: INR 116.1Cr.

Raw Material wise Revenue



□ Gold ■ Silver

Category wise Sales Break up



□ Rings □ Pendants ■ Earrings ■ Others

Company Performance – Home Retail Segment

New Stores opened in Q1 FY 12

Vasai, Mumbai

Kurla, Mumbai

Thane, Mumbai

Kukatpally, Hyderabad

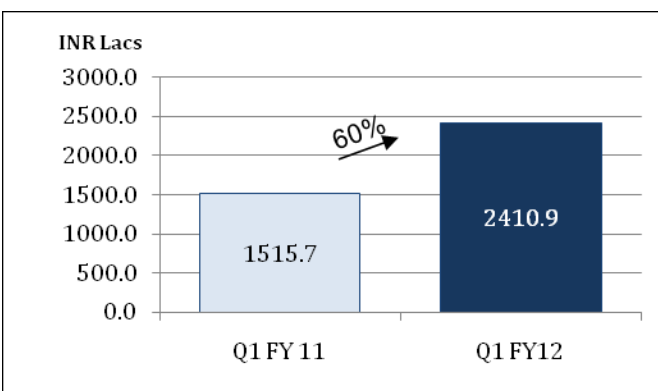
Housefull International Ltd.

- HFIL gross revenues of the Home Retail business in Q1 FY12 was up 60% Y-o-Y to INR 2410.9 Lacs.
- In Q1 FY12, the EBITDA Margins were 7.5% of net Sales at INR 158.2 Lacs
- PBT for Q1 FY12 was INR 85.7 Lacs and the PAT was INR 57.5 Lacs which was 4% and 2.7% of Net Sales respectively.
- The company increased 4 additional stores from April'11 to June'11 and currently has 21 fully operational stores as of 30th June'11.

Home Retail Performance Snapshot

Gross Sales	INR 2410.9 Lacs
EBITDA	INR 158.2 Lacs
PAT	INR 57.5 Lacs
Store Count	21 Stores
Sales/ Sq. Ft. (annualized)	INR 7271

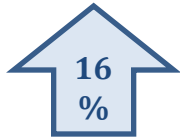
HFIL : Y-o-Y Sales Growth at 60%



Company Performance – Home Retail Segment

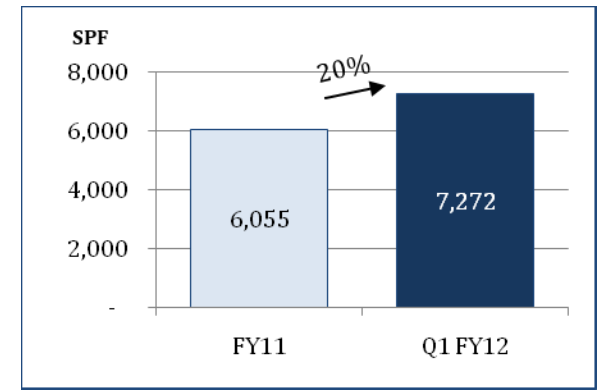
Operational Efficiency

Same Store Sales



- The average sales/ sq. ft. for Q1 FY12 on an annualized basis were INR 7272 per sq. ft. , a growth of 20% from INR 6055 in FY11
- The Same Store Sales grew by 16% for Q1 FY12 as compare to Q1 FY11
- The Total Store area had an increase of 10% from Q4 FY11 to 132,165 sq. ft. due to the increase in store count.

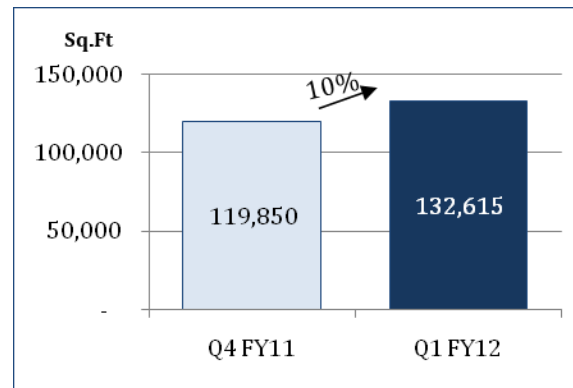
HFIL – Sales per Sq. Ft. growth at 20%



SPF



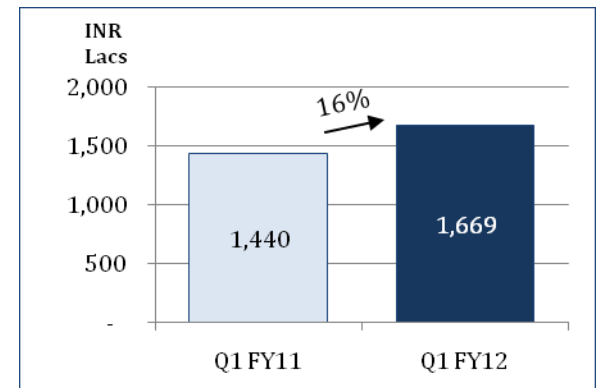
HFIL – Store Area Growth



Store Area



HFIL – Same Store Sales Growth at 16%



**Note: The Same Store Sales Growth is considered for 15 Stores that were operational in Q1 FY11*

Thank You

Investor Contact:

Website : www.renjewellery.com

email ID : investors@renjewellery.com
