



# RENAISSANCE JEWELLERY LTD.

February 5, 2016

## Renaissance Jewellery Limited – Release of Q3 results and nine months performance

Renaissance Jewellery Limited, a leading manufacturer and exporter of fashion jewellery declared its Consolidated Financial Performance for the quarter/nine months ended December 31, 2015.

The highlights of the performance of the Company for the nine months ended are given in brief below:

- PAT increase of 21% resulting in surpassing full 12 months PAT of previous year
- PBT increase of 30%
- EBIDTA margin expansion from 6.02% to 6.84%

- The Company for the nine months of the year has recorded a consolidated PAT of Rs. 41.16 crores vis-à-vis Rs. 40.16 crores for the full year last year. The consolidated PAT for the nine month period last year aggregated Rs.33.91 crores
- The Company has focused on improving operating margins and the bottomline. The Company's policy to concentrate on high margin products as also enter into licensing arrangements has increased the operating margins in this period. The consolidated EBIDTA margin for the nine period stands at 6.84% as compared to 6.02% for the same period last year. The consolidated EBIDTA for the nine months is Rs.68.55 crores as compared to Rs.60.68 crores for the same period last year.
- The consolidated EPS for the nine month period stands at Rs.21.57 as against Rs.17.77 for the corresponding period last year.
- During the quarter, Verigold Jewelry, the U.S, subsidiary of RJL announced a licensing agreement with Hallmark Cards, Inc. As part of the partnership, Verigold and Hallmark have launched the Heart of Hallmark Jewelry collection at approximately 150 JCPenney retail locations across USA.

Based on the performance of the Company for the three quarters of this year and the orders on hand, the management is confident of a 15% to 18% growth in PAT for the financial year 2015-16 over the previous year.





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### **Housefull International Limited (Home retail segment):**

The Company operates a wholly owned step down subsidiary Housefull International Limited (Housefull), an omni-channel home retail business in the furniture segment. Housefull International has 42 retail stores running successfully in 16 cities across India. The company also sells its products via e-commerce means through its website (<https://www.housefull.co.in>) and other e-commerce channels under its own brand name (Housefull). The Company is building the business by integrating “Click and Mortar” and taking several initiatives in this direction including rationalization of stores, store sizes, increased products bouquets and hiring of experienced teams.

Housefull has appointed Amitabh Sehdev as CEO (Operations & Stores) who comes in with around 20 years of experience in different market categories like Consumer Goods, Retail, FMCG, Direct Selling and Advertising/Media. He has been associated with building and nurturing strong brands like Ray-Ban, Oakley, Reebok, Equal Sweetener and Tupperware during the course of his career. His last assignment was with Luxottica –Ray-Ban wherein he served as Country Head for Indonesia market.

Further, Housefull has appointed Akshay Chaturvedi as CEO (E-Commerce) who brings with him an experience of more than 14 years across Digital Strategy & Internet Products, Retail & e-tail Business Strategy & Consulting, Marketing & Consumer Insights. He spent more than 7 years at Times Internet before joining Housefull. Akshay will lead the online efforts of the Company.

