



RENAISSANCE JEWELLERY LTD

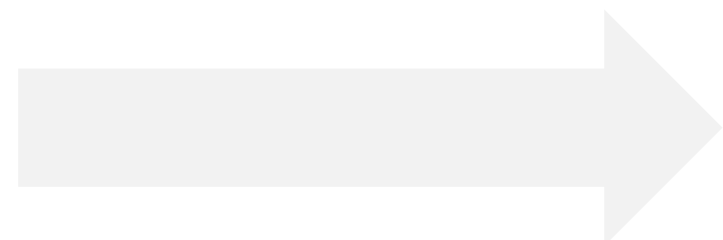
TODAY | TOMMOROW | FOREVER

PERFORMANCE HIGHLIGHTS
Q4 FY18

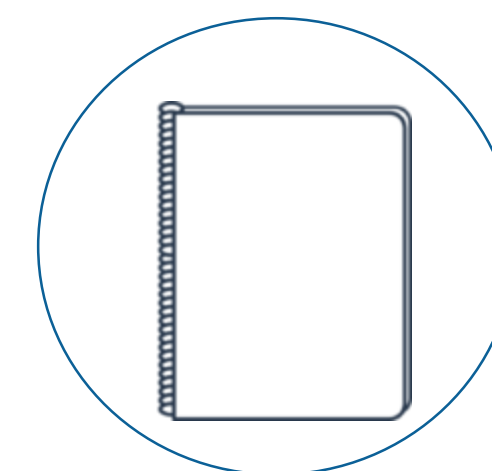
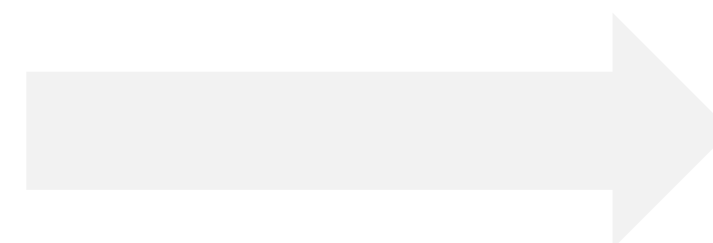
CONTENTS



KEY FINANCIALS



WAY FORWARD



ANNEXURE

KEY CONSOLIDATED FINANCIALS

PERFORMANCE HIGHLIGHTS FOR THE PERIOD ENDED MARCH 31st, 2018

Highlights

Sales
INR 1825.1cr

Highest ever
since inception

PAT
INR 63.8cr

PAT  50%

EBIDTA
INR 100+cr

First time since
inception

INR 295.4

Book Value /
Share

Particulars (INR Crores)	Q4 FY18	Q4 FY17	% Change Q-o-Q	FY18	FY17	% Change Y-o-Y
Sales	448.6	399.3	12.3%	1825.1	1473.4	23.9%
EBITDA	13.9	12.5	11.2%	101.6	81.3	25.1%
PBT	6.5	5.5	18.7%	74.7	54.0	38.3%
PAT	8.4	6.3	32.7%	63.8	42.5	50.0%

EPS for the full year ended March 31st, 2018 is INR 34.1

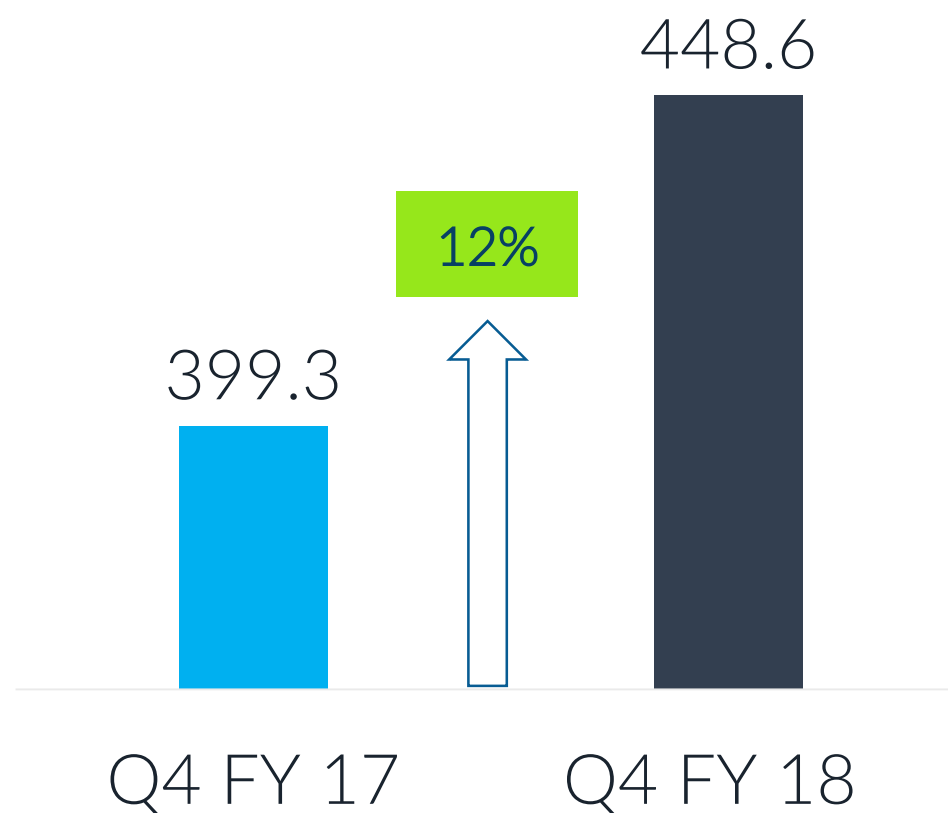
Note: Company has adopted Indian Accounting Standards (Ind-AS) since April 1st 2017. The PAT mentioned above is prior to any adjustments of OCI and reflects the profitability from operations

KEY CONSOLIDATED FINANCIALS

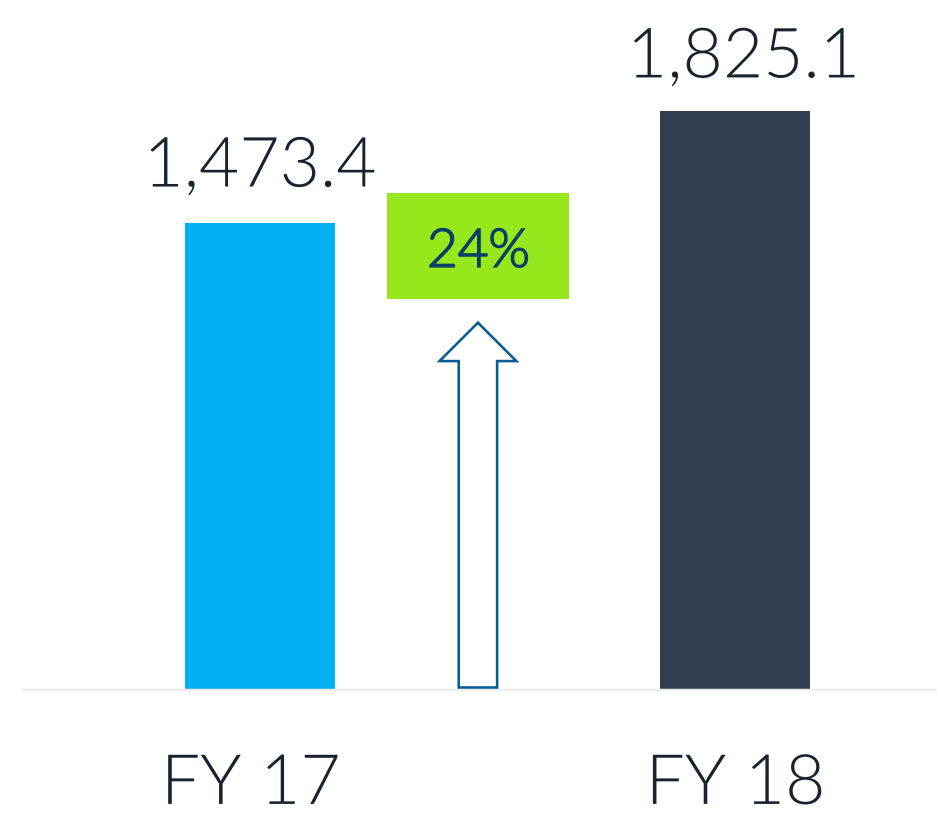
PERFORMANCE COMPARISON

Revenue

Quarterly Performance

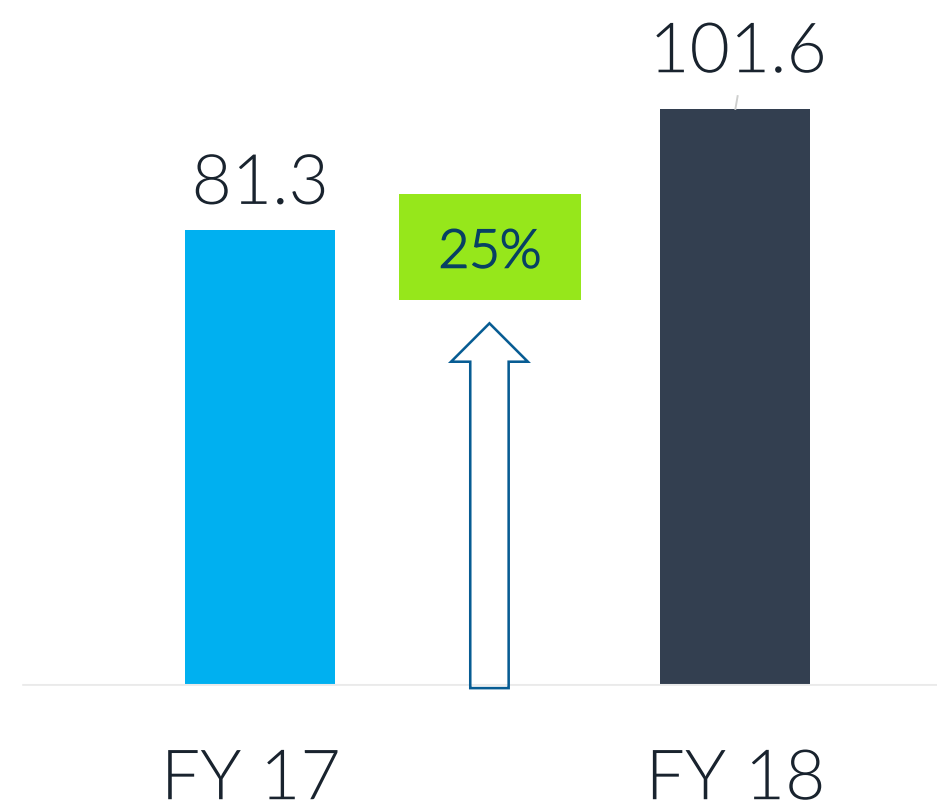
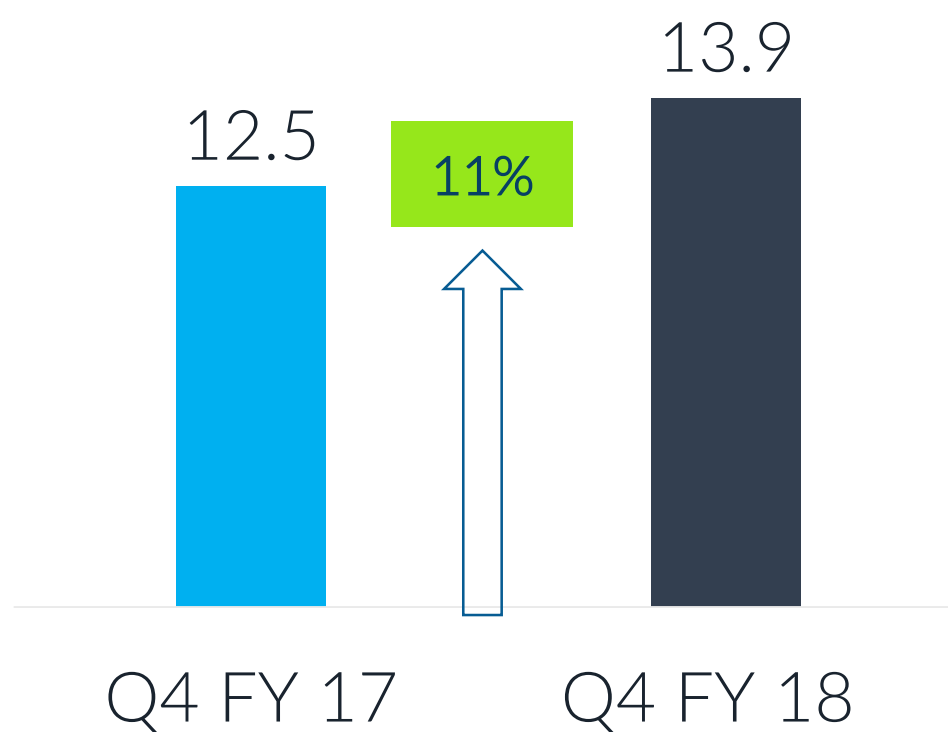


Yearly Performance



- The Company has recorded a **Consolidated Sales** of **INR 1825.1 crore** for the year ended March 31st, 2018 as compared to INR 1473.4 crore for the same period last year
- The Company achieved a **growth of 23.9% in sales** as against the guidance of 16-17% given at the start of the year

EBITDA



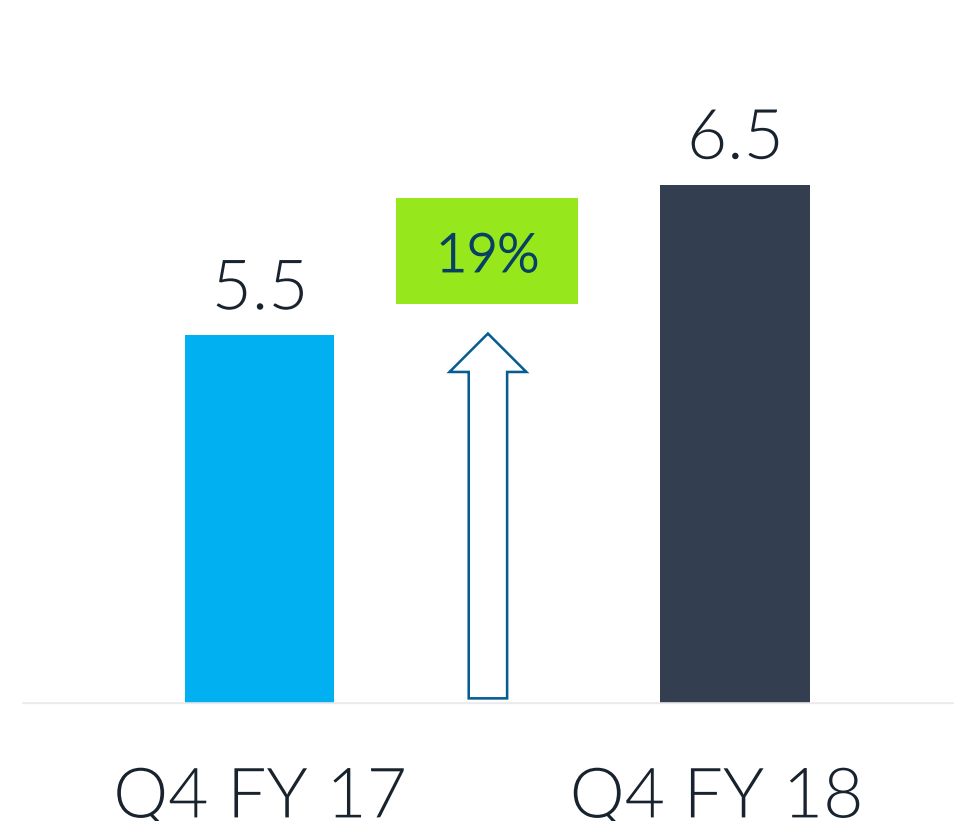
- **Consolidated EBIDTA** of the Company for the year ended 31st March, 2018 grew by **25.1%** and stands at **INR 101.6 crore** as against INR 81.3 crores for the same period of the earlier year
- Despite strong Sales growth, the Company has maintained and marginally improved the EBITDA Margin. The current year Margin stands at **5.6% vs 5.5 %** for the previous year

Note : All the values are in INR crore

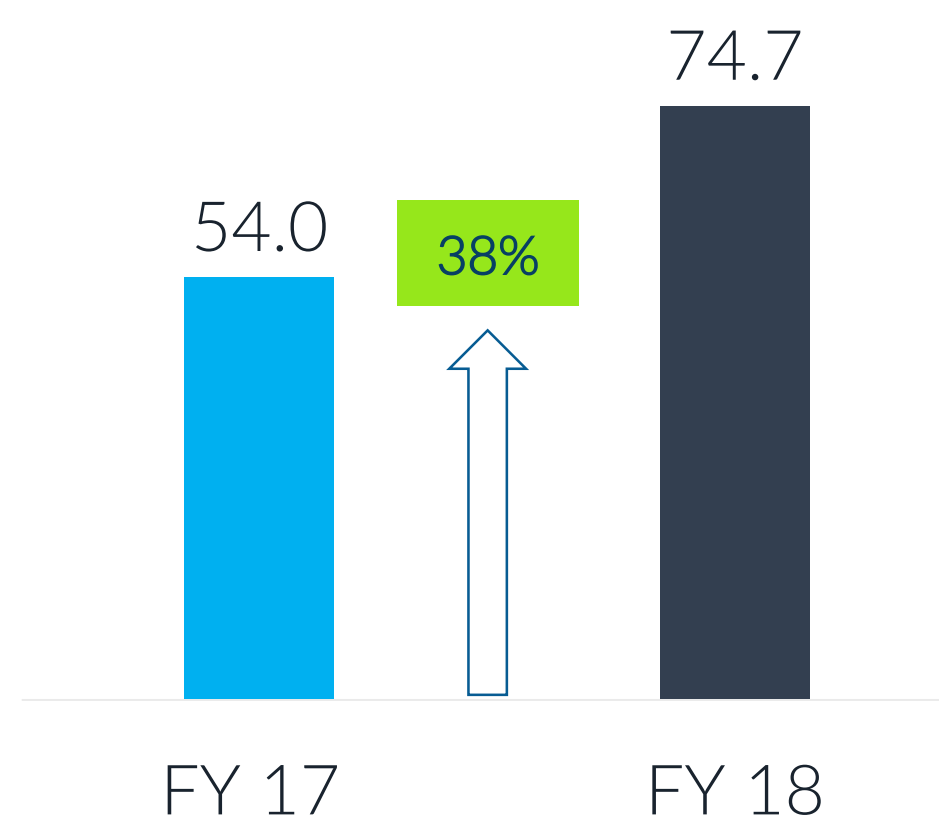
KEY CONSOLIDATED FINANCIALS

PERFORMANCE COMPARISON

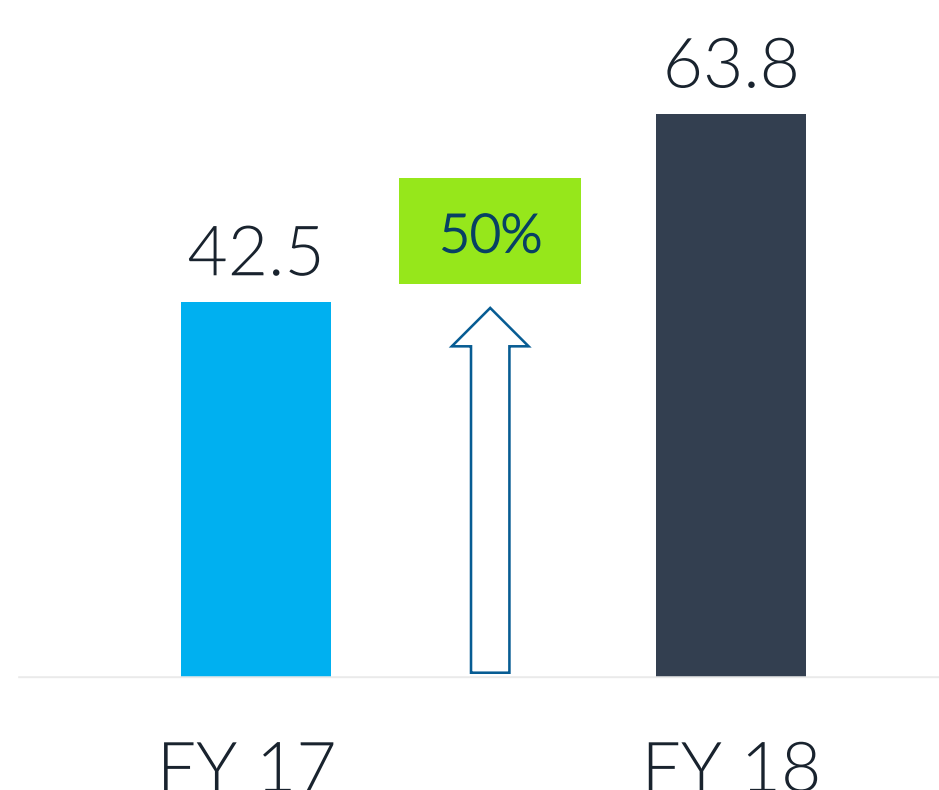
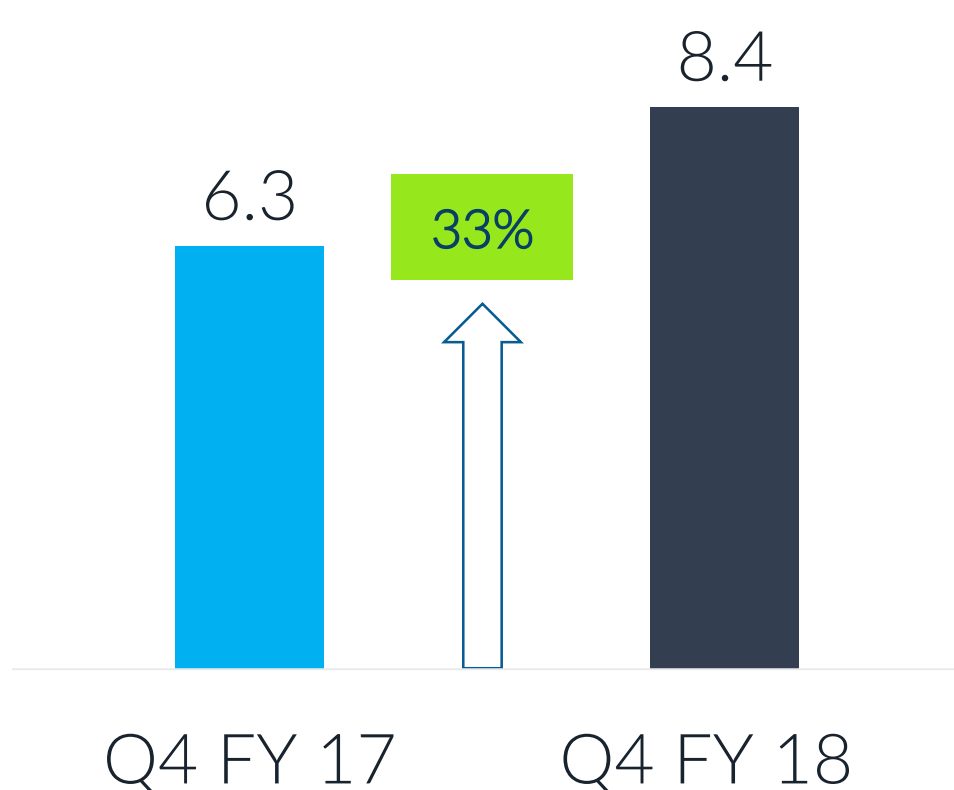
Quarterly Performance



Yearly Performance



- The Consolidated Profit Before Tax (PBT) has shown a **38.3%** growth on y-o-y basis
- The Consolidated PBT for the year ended 31st March, 2018 is **INR 74.7 crore** as compared to INR 54.0 crore for the same period last year



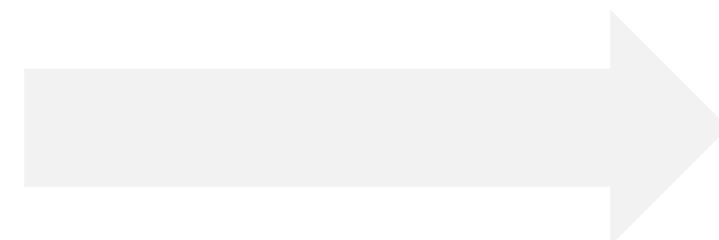
- The Consolidated PAT for the year ended March 31st, 2018 is **INR 63.8 crores** as compared to INR 42.5 crore for the same period last year. The same reflects **50.0%** growth on y-o-y basis
- The Consolidated PAT Margin has grown from **2.9 %** to **3.5%** for the current year

Note : All the values are in Rs crore

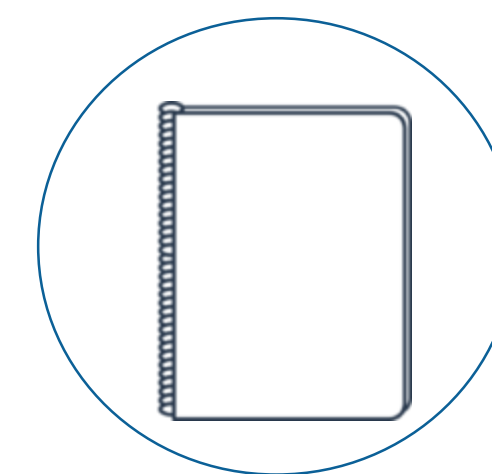
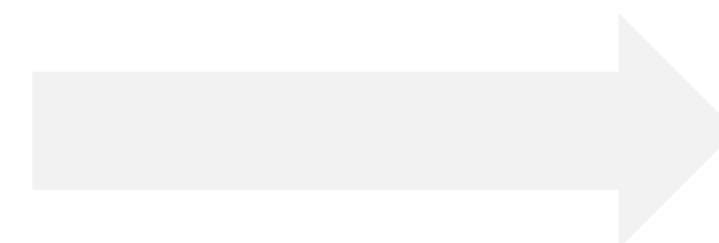
CONTENTS



KEY FINANCIALS



WAY FORWARD



ANNEXURE

WAY FORWARD

BRIGHTER FUTURE AHEAD



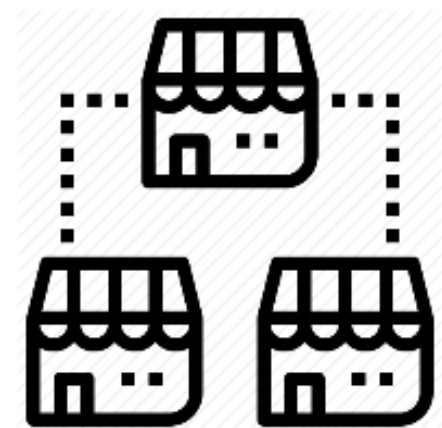
High Margin Business

- The Company's profitability is likely to increase faster than the top-line
- The Company has been working closely with brands as well as focusing on higher value-added category of jewellery to improve the margins on its product



Strategic Acquisitions

- Management believes that the next wave of growth would be in the consolidation of the industry
- There are businesses with good clients and product bouquets that are looking to be bought out or their operations being merged with larger entities
- The Company will constantly evaluate such opportunities (both domestically and internationally) based on their products and markets being complementary to its own



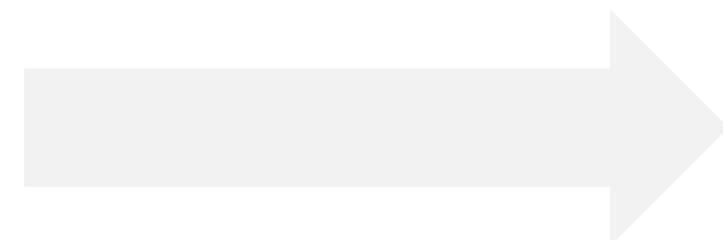
India Retail

- Changes in the Macro Business Dynamics in India including GST Implementation and the efforts to remove illegitimate transactions etc. will lead to serious entry barriers. Companies with good governance practices will sustain and grow in this environment
- Over the course of next year, Company will closely study and evaluate the Domestic Retail Market and devise an entry strategy for the same

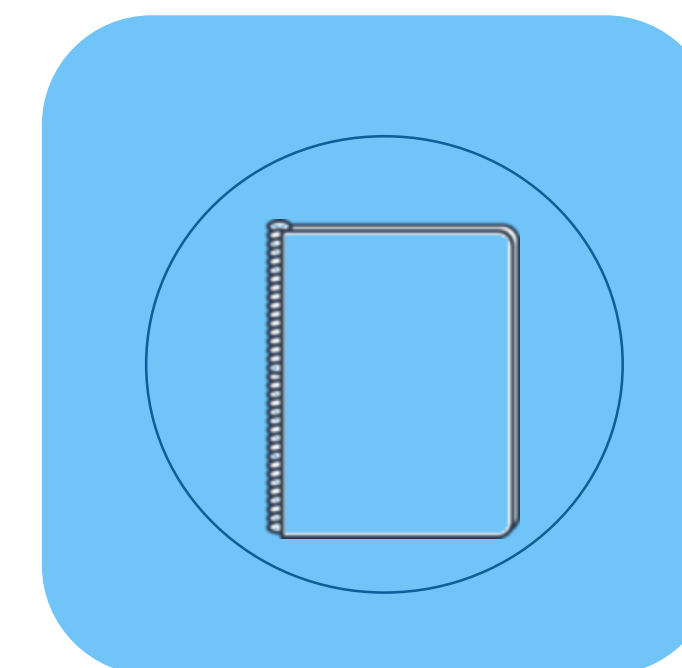
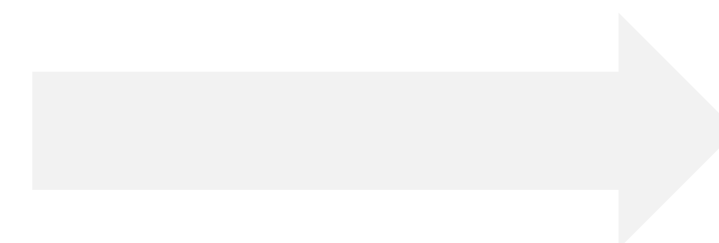
CONTENTS



KEY FINANCIALS



WAY FORWARD



ANNEXURE



CONSOLIDATED FINANCIAL STATEMENTS

UNAUDITED RESULTS FOR THE QUARTER YEAR ENDED 31st MARCH, 2018

(₹ In Lakhs)

Sr No.	Particulars	Quarter Ended			Year Ended	
		Mar 31, 2018 Audited	Dec 31, 2017 Unaudited	Mar 31, 2017 Audited	Mar 31, 2018 Audited	Mar 31, 2017 Audited
1	Income					
	a) Revenue from Operations	44,857.52	61,609.49	39,928.67	182,510.17	147,344.88
	b) Other Income	185.61	42.22	150.61	374.90	455.97
	Total Income (a+b)	45,043.13	61,651.71	40,079.28	182,885.07	147,800.85
2	Expenditure					
	a) Cost of Materials consumed	44,441.92	31,846.76	40,386.55	141,757.22	104,305.73
	b) (Increase)/Decrease in Inventories	3,938.72	6,008.52	2,698.65	1,011.19	(2,323.70)
	c) Purchase of Traded Goods	(9,460.84)	13,723.75	(9,268.70)	8,838.58	13,791.48
	d) Employee Benefit Expense	1,737.10	2,630.72	1,940.86	8,386.20	8,031.79
	e) Foreign Exchange (Gain) / Loss (net)	(681.76)	(831.25)	(681.70)	(3,016.28)	(1,340.82)
	f) Finance Cost	421.38	360.70	350.64	1,448.73	1,321.30
	g) Depreciation and amortisation expense	323.98	316.09	356.53	1,244.80	1,403.36
	h) Other Expenditure	3,673.16	3,907.62	3,749.04	15,747.02	17,210.48
	Total Expenditure (a+h)	44,393.66	57,962.92	39,531.88	175,417.46	142,399.62
3	Profit from Operations before Exceptional Items (1-2)	649.47	3,688.79	547.40	7,467.61	5,401.23
4	Tax expense					
	Income Tax	(84.78)	782.92	79.06	1,270.49	1,312.43
	Deferred Tax	(101.87)	(54.75)	(161.61)	(181.97)	(163.40)
5	Net Profit / (Loss) after tax for the period / year (3-4)	836.11	2,960.63	629.95	6,379.09	4,252.19
6	Other Comprehensive Income					
	(i) Items that will not be reclassified to profit and loss					
	a) Re-measurement gains (losses) on defined benefit plans	10.63	(3.00)	1.16	1.63	4.66
	b) Equity instruments through other comprehensive income	(50.96)	624.19	815.86	707.32	538.70
	c) Mutual fund equity instruments through other comprehensive income				3.04	9.40
	d) Income tax effect on above	(7.14)	(71.15)	(95.61)	(99.37)	(42.52)
	(ii) Items that will be reclassified to profit and loss					
	a) Fair value changes on derivatives designated as cash flow hedges	(1,073.70)	479.43	1,430.37	(1,766.76)	1,398.87
	b) Mutual fund debts instruments through other comprehensive income	-	-	-	-	1.34
	c) Income tax effect on above	370.07	(165.92)	(495.03)	609.92	(484.34)
	d) Exchange differences on translation of foreign operations	(1,834.02)	(386.08)	(603.65)	(1,419.27)	(550.59)
	Other Comprehensive income for the period (i+ii)	(2,585.13)	477.47	1,053.12	(1,963.51)	875.52
7	Total Comprehensive income for the period after tax (5+6)	(1,749.02)	3,438.10	1,683.06	4,415.58	5,127.71



CONSOLIDATED FINANCIAL STATEMENTS

UNAUDITED RESULTS FOR THE QUARTER YEAR ENDED 31st MARCH, 2018

(₹ In Lakhs)

Sr No.	Particulars	Quarter Ended			Year Ended	
		Mar 31, 2018 Audited	Dec 31, 2017 Unaudited	Mar 31, 2017 Audited	Mar 31, 2018 Audited	Mar 31, 2017 Audited
	Net Profit for the period attributable to:					
	(i) Shareholders of the Company	842.68	2,934.76	595.14	6,305.65	4,204.94
	(ii) Non - controlling Interest	(6.57)	25.87	34.81	73.44	47.24
	Comprehensive Income for the period attributable to:					
	(i) Shareholders of the Company	(2,585.13)	477.47	1,053.13	(1,963.50)	875.52
	(ii) Non - controlling Interest	-	-	-	-	-
	Total Comprehensive Income for the period attributable to:					
	(i) Shareholders of the Company	(1,742.45)	3,412.23	1,648.26	4,342.15	5,080.46
	(ii) Non - controlling Interest	(6.57)	25.87	34.81	73.44	47.24
8	Paid-up Equity Share Capital (Face Value of ₹ 10/- each)	1,868.30	1,868.30	1,843.30	1,868.30	1,843.30
9	Earning Per Share EPS (of ₹ 10/- each not annualised) (Refer note no. 8)					
	Basic	4.56	15.88	3.42	34.12	22.81
	Diluted	4.56	15.88	3.42	34.12	22.81



CONTACT US

For any Investor queries ,reach out to us at :

RENAISSANCE JEWELLERY LTD.

Plot No. 36A & 37, Seepz - SEZ, Andheri (E),
Mumbai - 400096. INDIA

Tel: +91 22 40551200

Fax: +91 22 28292146

Email: info@renjewellery.com



Compliance Officer
G.M.Walavalkar

Investor Grievance Redressal Cell
Email: investors@renjewellery.com