



# 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](http://www.renaissanceglobal.com)

Ref. No.: RGL/S&L/2021/43

April 12, 2021

<b>Bombay Stock Exchange Limited</b> Listing Department Phiroze Jeejeebhoy Towers Dalal Street, Fort, Mumbai – 400 001	<b>National Stock Exchange of India Ltd.</b> Exchange Plaza, Plot no. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051
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**Sub: Update on Direct-to-Consumer Business.**

Dear Sir

We are enclosing herewith the update on Direct-to-consumer business for the purpose of updating our investors.

The aforesaid information is also being uploaded on the website of the Company at [www.renaissanceglobal.com](http://www.renaissanceglobal.com)

You are requested to take the same on record.

Thanking you,

For **Renaissance Global Limited**

**G. M. Walavalkar**  
VP – Legal & Company Secretary

Encl: as above



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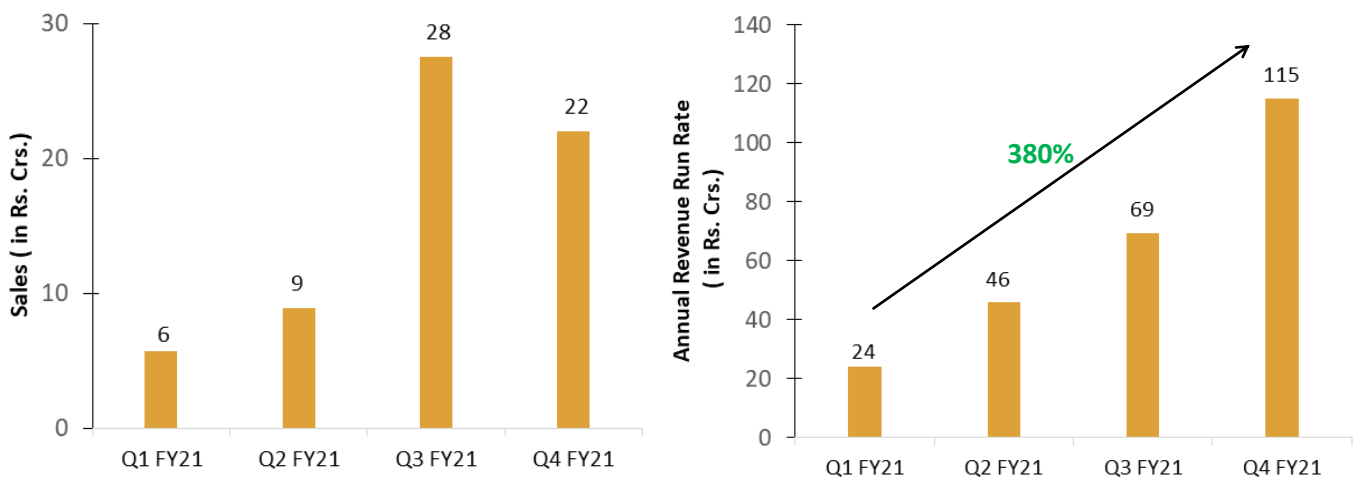
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## Renaissance Global Limited – Direct-to-Consumer Business Update

**Mumbai, April 12, 2021:** Renaissance Global Limited (RGL) is pleased to announce that the direct-to-consumer business through our newly launched websites completed one year of operations in Q4 FY21. During Q4 FY21, all our websites together posted revenues of Rs. 22 crores while for FY21 our direct-to-consumer revenues stood at Rs. 65 crores. Based on our estimates of a quarter's contribution to annual sales, our annual revenue run rate has grown at 380% to reach Rs. 115 crores in Q4 FY21 vs. Rs. 24 crores in Q1 FY21.



The Direct-to-consumer business is a high EBITDA margin business with margins in the range of 20-22%. With the growing share of our direct-to-consumer revenues to total revenues we believe our EBITDA margins will show an improving trend. We further plan to strengthen our direct-to-consumer business with the launch of websites for Hallmark Diamonds and Disney Jewels in FY22.

### About Renaissance Global Limited:

Renaissance Global Limited is a highly differentiated luxury lifestyle products company. It is the largest exporter of branded jewellery 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.