



RENAISSANCE GLOBAL LIMITED

(FORMERLY RENAISSANCE JEWELLERY LIMITED)

CIN.: L36911MH1989PLC054498

REGD. OFFICE / UNIT I : PLOT NO. 36A & 37, SEEPZ, ANDHERI (E), MUMBAI 400 096.

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Q4 FY21 Revenues at ₹ 5,829 mn; Y-o-Y growth of 30% Q4 FY21 PAT at ₹ 157 mn; Y-o-Y growth of 66%

Mumbai, May 28, 2021: Renaissance Global Limited (RGL), a global jewellery company, reported its audited results for the quarter and year ended 31st March 2021 as approved by its Board of Directors.

Financial Highlights

- Revenue at ₹ 5,829 million for Q4 FY21 vs. ₹ 4,479 million for Q4 FY20; growth of 30%.
- Revenue share of studded jewellery was 66% and that of gold jewellery was 34% in Q4 FY21.
- Healthy geographical distribution of sales across various markets for Q4 FY21 – North America (49%), Middle East (35%) and Others (16%). For FY21 it stood at – North America (59%), Middle East (27%) and others (14%).
- EBITDA (including other income) at ₹ 341 million for Q4 FY21 vs. ₹ 259 million for Q4 FY20; growth of 32%
- PAT before discontinued operations stood at ₹ 157 million for Q4 FY21 vs. ₹ 95 million for Q4 FY20; growth of 66%

₹ in millions

Particulars	Q4 FY21	Q4 FY20	% YoY	FY21	FY20	% YoY
Revenue	5,829	4,479	30%	20,312	25,018	-19%
EBITDA	341	259	32%	1,156	1,708	-32%
PBT	196	111	76%	592	1,100	-46%
PAT*	157	95	66%	463	922	-50%

*PAT before discontinued operations

Outlook

- We expect Net Income for FY22 to grow 18 to 22% based on FY20 Net Income and more than 100% as compared to FY21 Net Income.
- Renaissance Global Limited (RGL) is delighted to announce its partnership with the second largest Chinese jewelry retailer Lao Feng Xiang (LFX) for the Chinese market for the introduction of its highly successful “Enchanted Disney Fine Jewelry” Collection.
- We have commenced operations in China by shipping our first order to LFX.
- Renaissance Global Limited has planned an omni-channel (online and offline) approach for the Chinese market that will soon be implemented as a sales driver.

Growth through Direct-to-Consumer Business

- Our direct to consumer business through our newly launched website has shown robust growth during the year.
(Enchanted Disney Fine Jewelry – (<https://www.enchantedfinejewelry.com/>));
- We have also launched a website catering to the Lab Grown Diamonds jewellery space (<https://diamondsmadeforyou.com/>)



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- Further, we have launched websites for Jewelili – (<https://www.jewelili.com/>) in Q2 FY21 and Star Wars Fine Jewelry - <https://starwarsfinejewelry.com/> in Q3 FY21
- Renaissance Global Limited launched its sixth direct to consumer website in May 2021 catering to Hallmark Diamonds. (<https://www.hallmarkdiamondscollection.com/>)
- The online direct-to-consumer business is a high gross margin business with gross margins of 55 to 60%
- The Branded jewellery business contributed 23% of the total studded jewellery revenues in Q4 FY21
- We expect to grow the share of this business through all the websites we have launched and plan to launch in the near future

About Renaissance Global Limited:

Renaissance Global Limited is a highly differentiated luxury lifestyle products company. It is a global jewellery company focused on distribution and manufacturing of customer brands 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. In the last financial year we launched a direct-to-consumer business for all of our licensed brands and own brands. The D2C business has shown strong momentum and we expect this business to contribute meaningfully to earnings growth in the years to come.

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