



RENAISSANCE  
GLOBAL LIMITED



## Q4 FY21 FINANCIAL OVERVIEW

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## Highlights for Q4 FY21



Particulars (In ₹ Mn)	Q4 FY21	Q4 FY20	YoY %	FY21	FY20	YoY %
Revenue	5,829	4,479	30%	20,312	25,018	-19%
Gross Profit	1,055	979	8%	3,889	4,897	-21%
EBITDA	341	259	32%	1,156	1,708	-32%
PBT	196	111	76%	592	1,100	-46%
PAT*	157	95	66%	463	922	-50%
OCI	17	-384		1,088	-537	
Comprehensive Income	173	-332		1,511	340	345%

- We are seeing a strong revenue momentum across all our business and geographic segments.

## Revenue Mix Q4 FY21



Rs. In Million

Business	Revenues	Revenue %	EBITDA %	EBITDA
Customer Brands	2,966.1	50.9%	6.8%	203.1
Branded Jewellery	677.5	11.6%	11.8%	79.9
Direct to Consumer	226.0	3.9%	19.4%	43.7
Plain Gold	1,959.5	33.6%	0.7%	14.5
<b>Total</b>	<b>5,829.1</b>	<b>100%</b>	<b>5.9%</b>	<b>341.3</b>

- The Branded jewellery business contributed 23% of the total studded jewellery revenues in Q4 FY21

## Revenue Mix H2 FY21

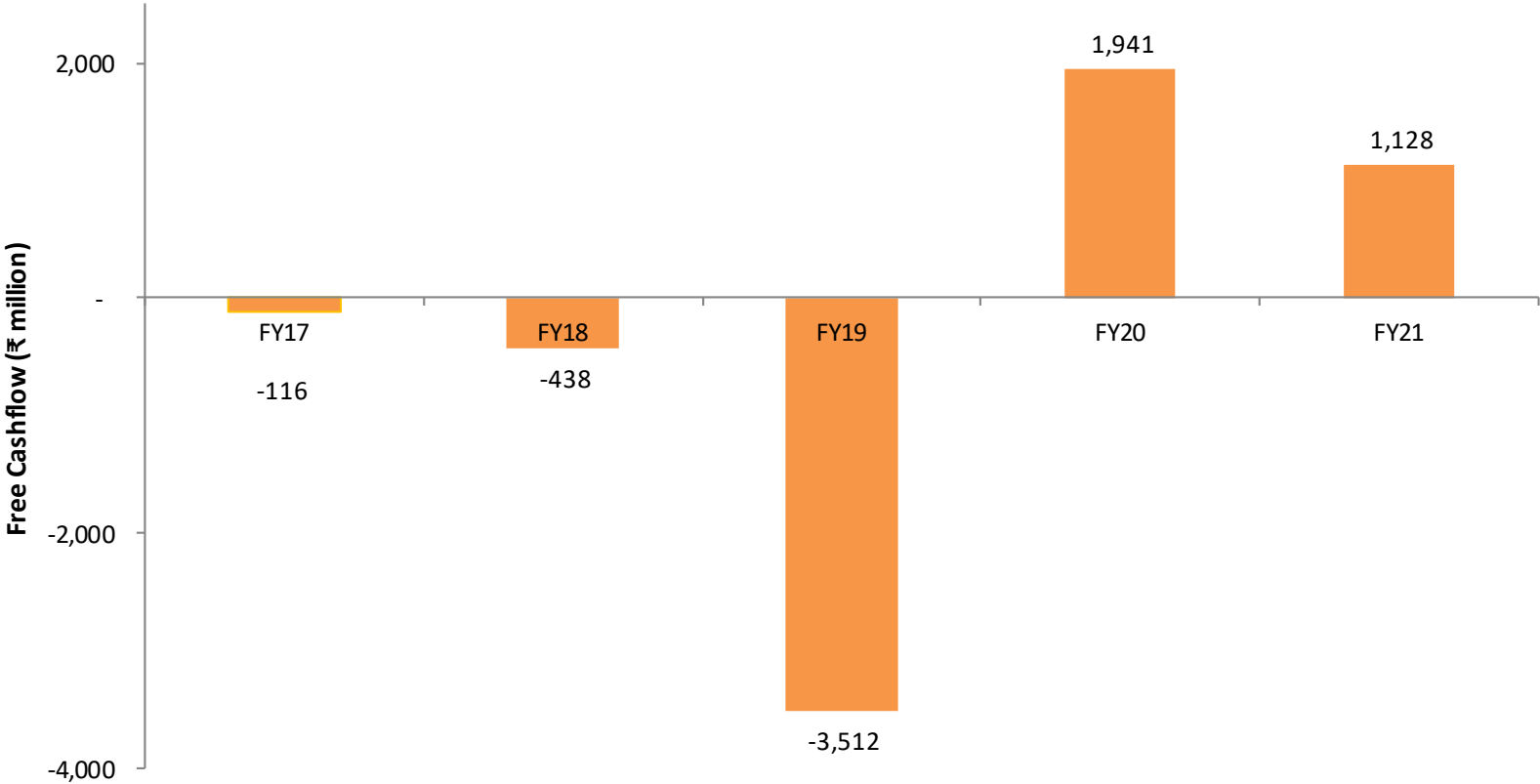


Rs. In Million

Business	Revenues	Revenue %	EBITDA %	EBITDA
Customer Brands	7,459.5	56.4%	6.8%	509.6
Branded Jewellery	1,731.0	13.1%	11.6%	200.0
Direct to Consumer	501.6	3.8%	17.5%	87.8
Plain Gold	3,536.0	26.7%	0.8%	27.4
<b>Total</b>	<b>13,228.1</b>	<b>100%</b>	<b>6.2%</b>	<b>824.9</b>

- The Branded jewellery business contributed 23% of the total studded jewellery revenues in H2 FY21

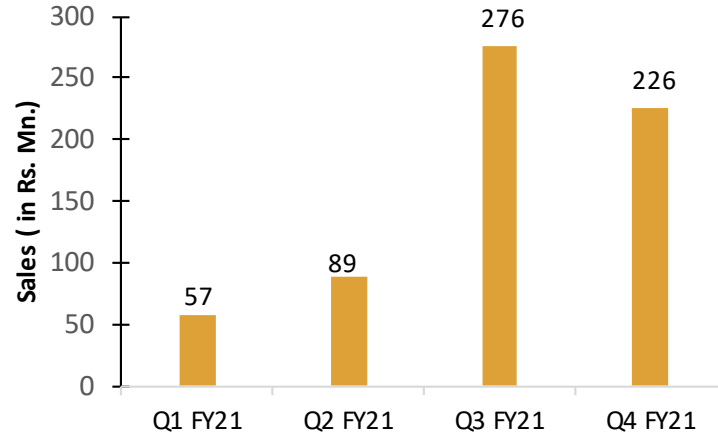
# Free Cash Flow Generation (Cash flow from operations – Fixed Asset Investments)



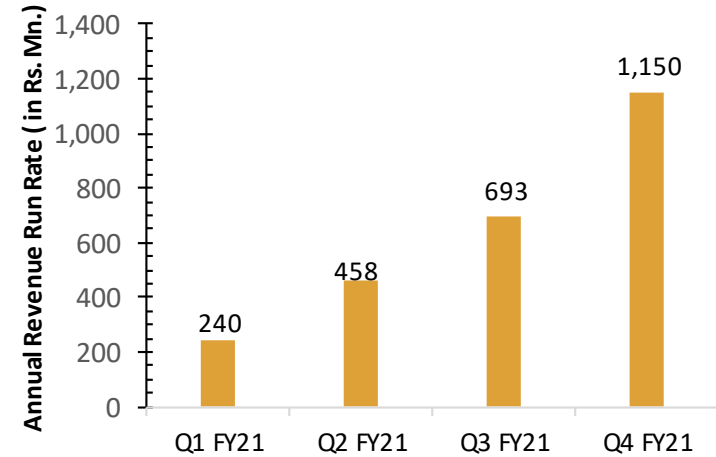
# Growing Direct to Consumer (D2C) Business



### Quarterly D2C Sales Trend



### D2C Annual Revenue Run Rate\*



- The online direct to consumer business is a high gross margin business with gross margins of 55% to 60%
- We expect to grow the share of our D2C business through all the websites we have launched and plan to launch in the near future
- We expect direct to consumer business margins to improve going forward to the 20-22% range.

\*Based on our estimate of each quarters contribution to annual sales



- Based on Q4 FY21 sales, the direct to consumer business is trending at greater than ₹ 115 crores Annual Revenue Run Rate with the existing websites.
- We are extremely happy to announce the launch of our sixth direct to consumer website for Hallmark Diamonds in May 2021.  
[\(https://www.hallmarkdiamondscollection.com/\)](https://www.hallmarkdiamondscollection.com/)
- The website offers exclusive Hallmark branded fine jewellery designed using timeless icons that represent the special moments, milestones and relationships in our lives.
- We plan to launch a website for Disney Jewels in FY22. Disney Jewels will carry product utilizing iconic Disney characters IP.



- Net Debt to Equity ratio as of Mar 2021 was 0.29 v/s Mar 2020 Net Debt to Equity ratio of 0.52.
- Cash and Bank Balances and Current Investments as on Mar 2021 at ₹ 2,449 million
- FY21 Return on Equity at 6.0% due to impact of Covid-19 vs. Return on Equity for FY20 at 13.5%
- Our long term goal is Return on Equity greater than 15%
- Our goal is to be Net Debt zero over the next three years.



## Growing Focus on Brands



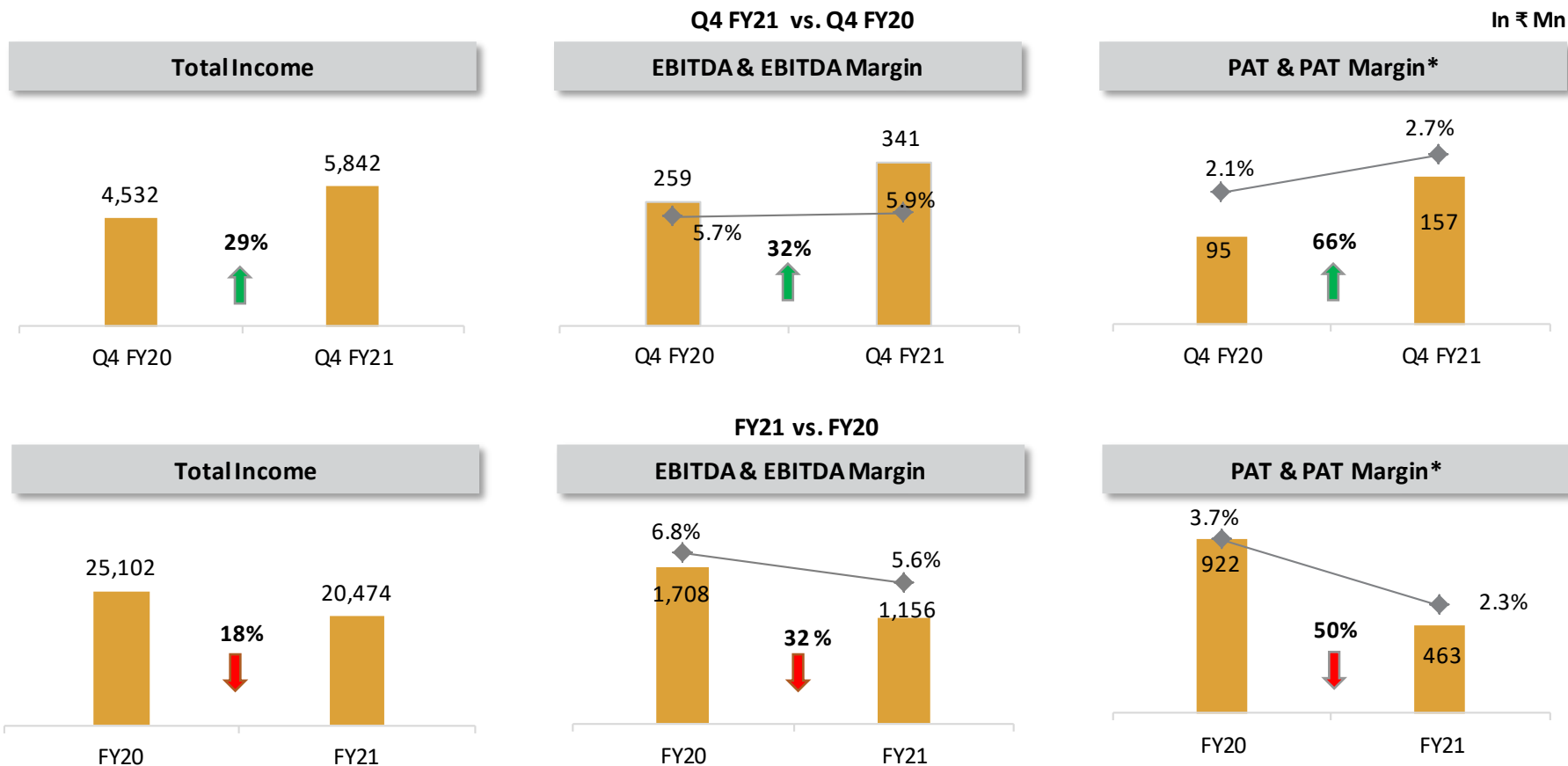
- Renaissance Global is focused on growing its portfolio of licensed and own brands.
- Renaissance Global is the exclusive licensee of the following brands:
  - Enchanted Disney Fine Jewelry – Disney Princesses IP
  - Disney Treasures Fine Jewelry – A collection of iconic characters of Disney
  - Star Wars Fine Jewelry
  - Hallmark – Originally a greeting card brand with high recognition in the US
- We have also launched our own brands:
  - IRASVA – Diamond Jewellery brand focused at Indian markets
  - Made for You – Lab grown diamonds jewellery
  - Jewelili – Diamond jewellery brand focused at US markets
- Currently, branded jewellery contributes 23% (Q4 FY21) to our overall studded jewellery revenues.
- We focus on improving the mix of branded jewellery revenues as a percentage of total revenues as it is a high EBITDA margin business as compared to customer brands.
- Our brands now also have a direct-to-consumer presence with launch of our websites for Enchanted Disney Fine Jewelry, Star Wars Fine Jewelry, Jewelili, Made for You and Hallmark Diamonds

## ‘Enchanted Disney Fine Jewelry’ Collection expands into China



- 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.
- This synergistic alignment is of great importance to RGL as it introduces Disney licensed brands for the first time to the immense Chinese market.
- Lao Feng Xiang established in 1848 is Mainland China’s oldest jewelry brand. Lao Feng Xiang operates over 3,000 stores worldwide, including stores in almost every province in Mainland China and in Hong Kong, New York City, Sydney and Vancouver.
- 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.

# Q4 FY21 : Key Highlights



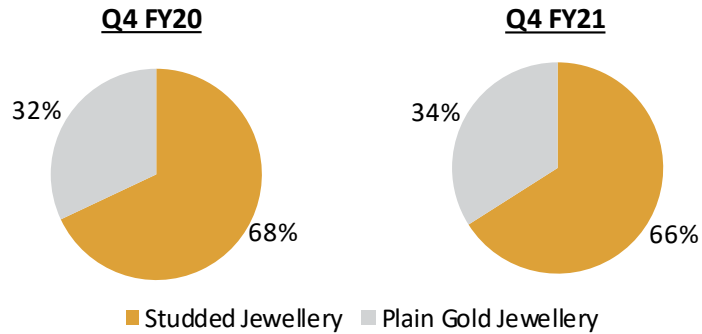
\*PAT before discontinued operations

# Q4 FY21 : Segment Analysis

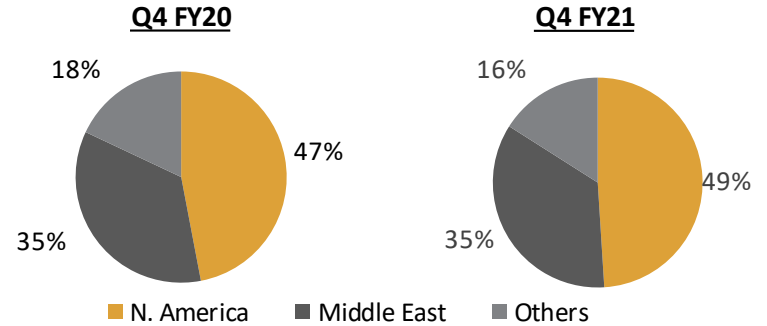


## Q4 FY21 vs. Q4 FY20

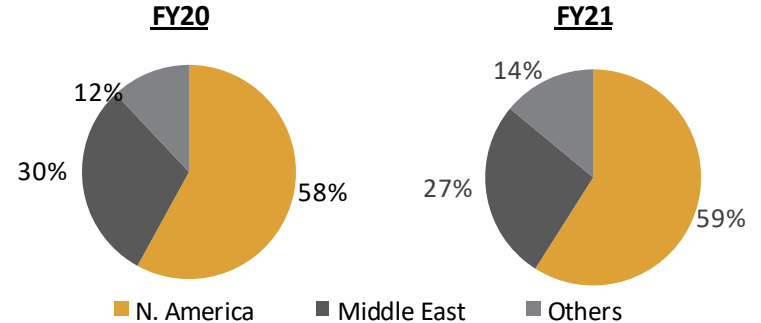
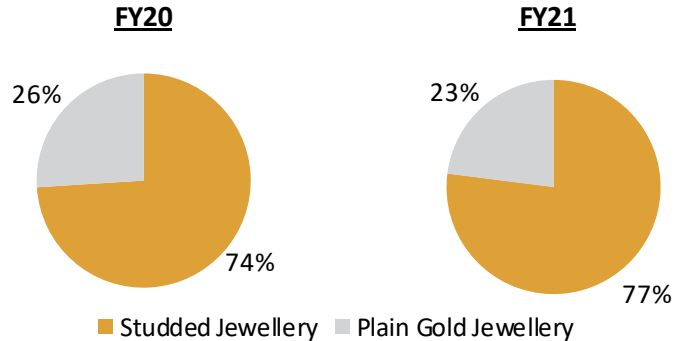
### Studded & Plain Gold Jewellery



### Geographical Mix



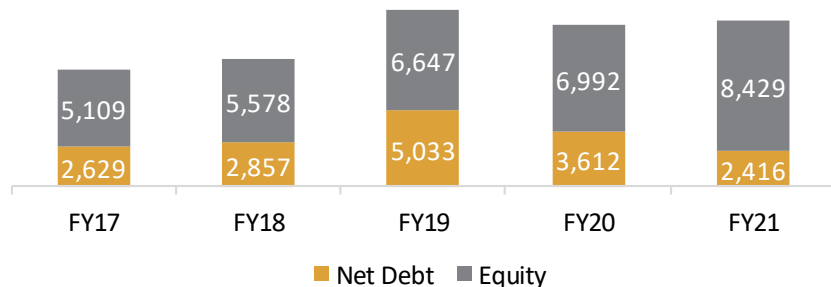
## FY21 vs. FY20



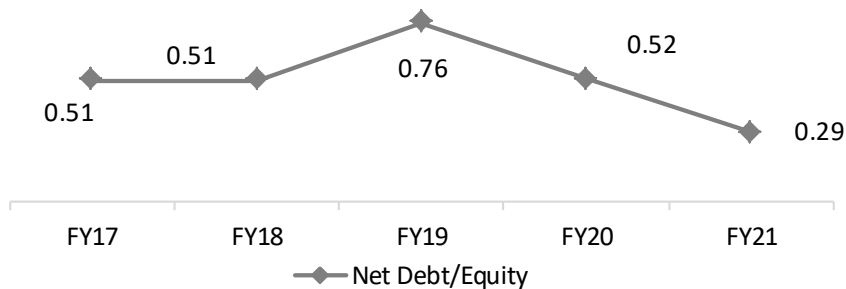
# Improving Debt-Equity Ratio due to better inventory management



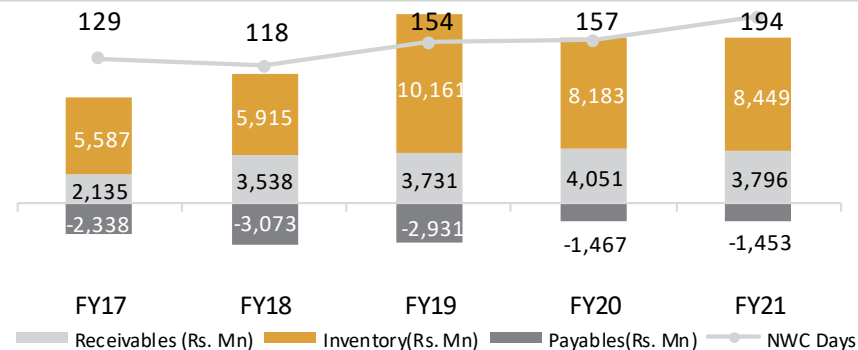
## Leverage (₹ Mn)



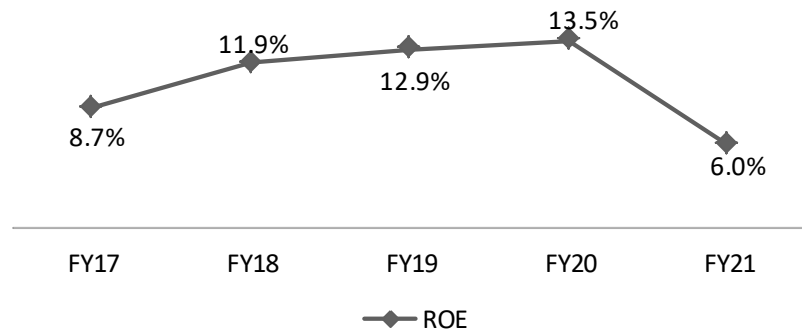
## Net Debt/Equity Ratio



## Working Capital Analysis



## Return on Equity



# Consolidated Profit & Loss Statement



Particulars (In ₹ Mn)	Q4 FY21	Q4 FY20	YoY %	FY21	FY20	YoY %
<b>Revenue From Operations</b>	5,829	4,479	30%	20,312	25,018	-19%
Other Income	13	54		162	83	
<b>Total Income</b>	5,842	4,532	29%	20,474	25,102	-18%
COGS	4,787	3,553	35%	16,585	20,205	-18%
<b>Gross Profit</b>	1,055	979	8%	3,889	4,897	-21%
Gross Margin %	18.1%	21.6%		19.0%	19.5%	
Employee Expenses	193	251	-23%	699	956	-27%
Advertisement Expenses	68	5		176	14	
Other Expenses	453	464	-2%	1,858	2,219	-16%
<b>EBITDA</b>	341	259	32%	1,156	1,708	-32%
EBITDA Margin %	5.9%	5.7%		5.6%	6.8%	
Depreciation	86	86	1%	314	311	1%
Finance Cost	59	62	-5%	250	298	-16%
<b>PBT</b>	196	111	76%	592	1,100	-46%
Tax Expense	39	17	130%	129	178	-27%
<b>PAT before discontinued operations</b>	157	95	66%	463	922	-50%
Profit/(Loss) on discontinued Operations	-1	-42		-40	-45	
PAT after discontinued operations	156	52	198%	423	877	-52%
Other Comprehensive Income	17	-384		1,088	-538	
<b>Total Comprehensive Income</b>	173	-332		1,511	340	345%

# Consolidated Balance Sheet



Particulars (In ₹ Mn)	Mar-21	Mar-20
<b>Shareholder's Funds</b>	<b>8,475.3</b>	<b>6,992.1</b>
Equity Share Capital	186.8	186.8
Reserves & Surplus	8,242.5	6,805.3
<b>Minority Interest</b>	<b>-1.8</b>	<b>0.5</b>
<b>Non-Current Liabilities</b>		
Borrowings	288.6	1.8
Other Financial Liabilities	862.8	1,128.5
Long Term Provisions	33.5	27.4
<b>Current Liabilities</b>		
Income Tax Liabilities (net)	-	14.1
Short Term Borrowings	4,576.9	5,158.2
Trade Payables	1,453.1	1,466.7
Other Financial Liabilities	431.3	447.3
Other Current Liabilities	375.8	461.9
Short Term Provisions	4.4	16.1
<b>Total Equity &amp; Liabilities</b>	<b>16,453.9</b>	<b>15,714.6</b>

Particulars (In ₹ Mn)	Mar-21	Mar-20
<b>Non-Current Assets</b>		
Fixed Assets – Tangible & Intangible	801.2	978.9
CWIP & Intangibles under development	0.6	0.8
Other Non Current Assets	185.1	210.1
Deferred Tax Assets (Net)	268.3	462.8
<b>Current Assets</b>		
Current Investments	-	583.4
Inventories	8,448.8	8182.8
Trade Receivables	3,796.3	4050.8
Cash & Bank Balances	1,972.5	935.5
Cash in Short Term Investments	477.0	28.8
Short Term Loans & Advances	22.8	13.1
Other Current Assets	476.0	231.2
Asset Classified for Sale	5.3	36.4
<b>Total Assets</b>	<b>16,453.9</b>	<b>15,714.6</b>



Year	Net Income (₹ mn)	EPS
FY20	922	47.1
FY21	463	22.7

- 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 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.*

# Our Direct to Consumer Websites

The Official Online Store For Enchanted Disney Fine Jewelry,  
Powered and fulfilled by Renaissance Global



Wishlist



My Account



Bag · 0 item

Engagement Rings

Rings

Earrings

Necklaces

Bracelets

Inspirations

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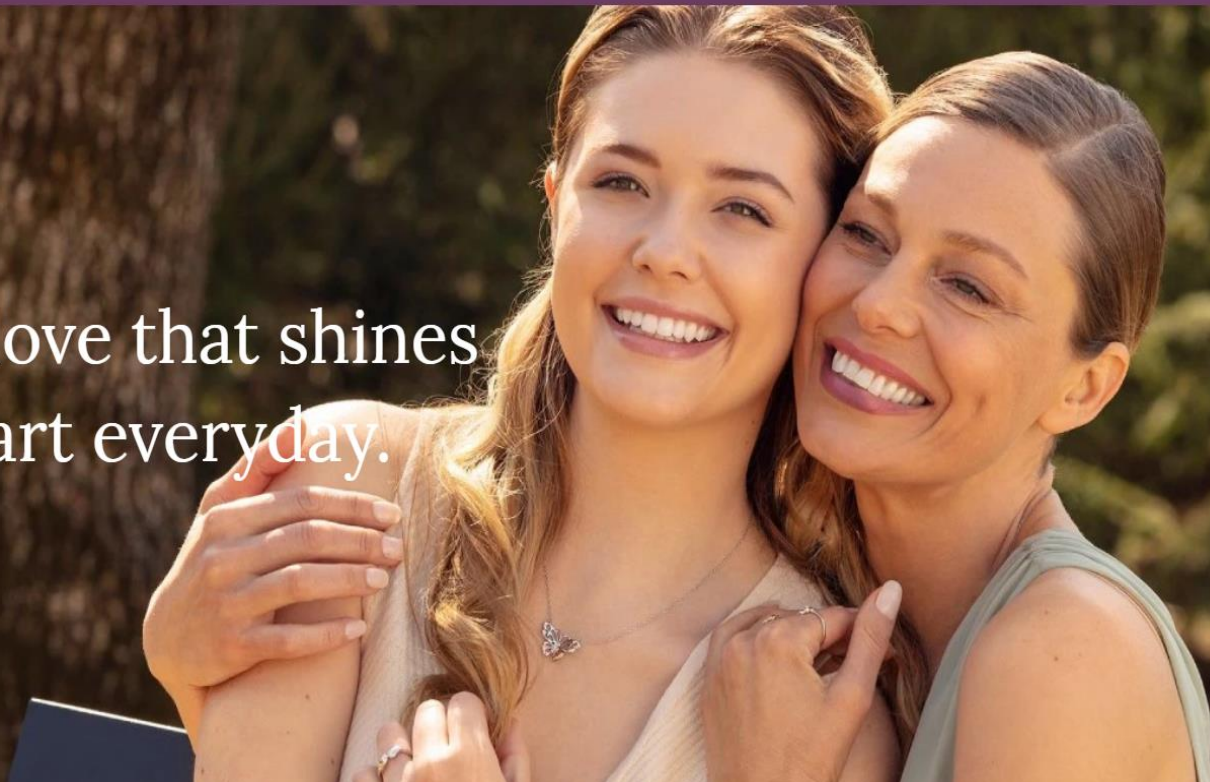


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**THANK YOU**

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