



# RENAISSANCE GLOBAL 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/2022/01**

**January 03, 2022**

<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,

Yours faithfully,  
For **Renaissance Global Limited**

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

**Encl.:** as above



# RENAISSANCE GLOBAL LIMITED

(FORMERLY RENAISSANCE JEWELLERY LIMITED)

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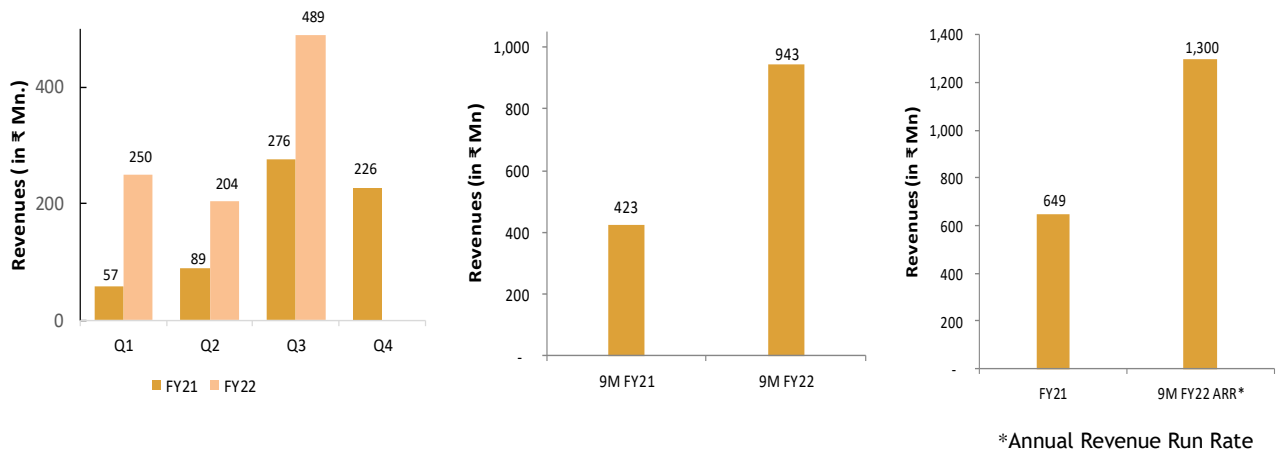
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## Renaissance Global Limited - Q3 FY22 Direct-to-Consumer Business Update

Mumbai, January 3<sup>rd</sup>, 2022: Renaissance Global Limited currently runs six direct-to-consumer websites which have been launched over the last seven quarters. Please find below a link to each of our six websites: -

- <https://www.enchantedfinejewelry.com/>
- <https://enchantedfinejewelry.co.uk/>
- <https://starwarsfinejewelry.com/>
- <https://www.hallmarkdiamondscollection.com/>
- <https://www.jewelili.com/>
- <https://diamondsmadeforyou.com/>

During Q3 FY22, our direct-to-consumer business posted revenues of ₹ 48.9 crores compared to ₹ 27.6 crores in Q3 FY21, growing by 77.36% YOY. For the period 9M FY22, our direct-to-consumer business reported revenues of ₹ 94.3 crores compared to ₹ 42.3 crores in 9M FY21, growing by 123.15% YOY. Based on our estimates of 9M revenue contribution to annual sales, our annual revenue run rate is at ₹ 130 crores vs. actual FY21 revenues of ₹ 64.9 crores.



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.



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## **About Renaissance Global Limited:**

Renaissance Global Limited, (Renaissance) (BSE: 532923, NSE: RGL), is a global branded jewellery player. Renaissance designs, manufactures and supplies branded jewellery across key high-potential markets in USA, Canada, UK & key Asian markets. The product portfolio encompasses Branded Jewellery, Customer Brands & Plain Gold Jewellery segments, with strong focus on Branded Jewellery division.

The Company has a growing portfolio of brands under licensed and owned segments. It holds synergistic licensing agreements with large global brands, such as Disney & Hallmark. Under its owned segment, it has a portfolio of brands such as Irasva, Jewelili, and Made For You. Over the years, Renaissance has successfully expanded its branded product portfolio, backed by strong conceptualization, design, and manufacturing capabilities. On the distribution side, the Company operates through both B2B and D2C models. Since 2020, Renaissance has launched online stores through six D2C websites to market & supply licensed brands & owned brands.