



## Renaissance Global Limited's Q2 FY24 Direct-to-Consumer Business Update

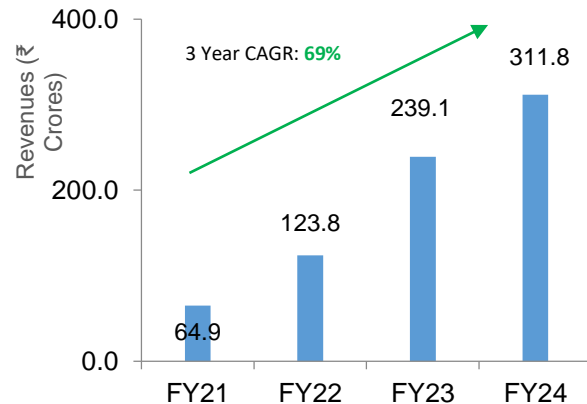
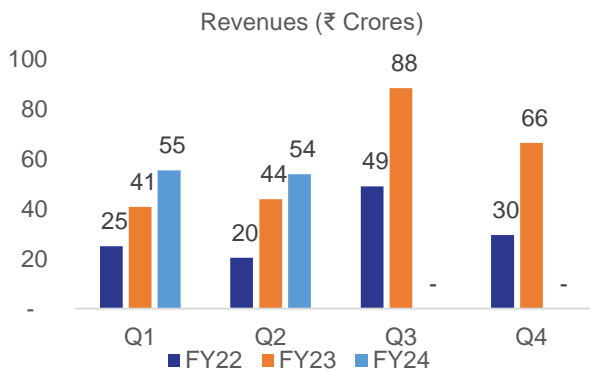
### Direct-to-Consumer Business

Q2 FY24 revenues up 23% YoY to ₹53.8 crore

H1 FY24 revenues up 29% YoY to ₹109.1 crore

**Mumbai, October 5<sup>th</sup>, 2023:** Renaissance Global Limited (Renaissance) a global branded jewellery player, is pleased to share the quarterly update on its direct-to-consumer (D2C) business for the quarter ended September 30<sup>th</sup>, 2023.

During Q2 FY24, the direct-to-consumer business posted revenues of ₹53.8 crore compared to ₹43.9 crore in Q2 FY23, up by 23%. For H1FY24, the direct to customer business revenue was up by 29% to ₹109.1 crore. Based on our estimates of a quarter's contribution to annual sales, our annual revenue run rate of D2C business is at ₹311.8 crores in H1FY24 vs. actual FY23 revenues of ₹ 239.1 crores.



\*Annual Revenue Run Rate

The Direct-to-consumer business is a high EBITDA margin business with normal margins in the range of 20-22%. With the growing share of direct-to-consumer revenues to total revenues, Renaissance is confident of its EBITDA margins showing an improving trend, going forward.



# 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)

## About Renaissance Global Limited (Renaissance)

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 & Asia. 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, Netflix and NFL. Under its owned segment, it has a portfolio of brands such as Irasva, and Jewelili. 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 6 D2C websites to market & supply licensed brands & owned brands.

**Kindly click on the logos below to visit Renaissance's D2C websites**



For further information on the Company, please visit [www.renaissanceglobal.com](http://www.renaissanceglobal.com)

Kanav Khanna  
Renaissance Global Limited  
Tel: +91 99100 36240  
Email: [kanav.khanna@renaissanceglobal.com](mailto:kanav.khanna@renaissanceglobal.com)

Anoop Poojari / Jenny Rose  
CDR, India  
Tel: +91 98330 90434 / +91 86899 72124  
Email: [anoop@cdr-india.com](mailto:anoop@cdr-india.com)  
[jenny@cdr-india.com](mailto:jenny@cdr-india.com)

### DISCLAIMER:

*This press release and the following discussion may contain "forward looking statements" by Renaissance Global Limited (Renaissance or the Company) that are not historical in nature. These forward-looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of Renaissance about the business, industry and markets in which Renaissance operates. These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond Renaissance's control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward-looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of Renaissance. In particular, such statements should not be regarded as a projection of future performance of Renaissance. It should be noted that the actual performance or achievements of Renaissance may vary significantly from such statements.*