



Renaissance Global Limited

Results Presentation

Q3 & 9M FY24



Hallmark
DIAMONDS

Enchanted
Disney FINE JEWELRY

STAR WARS
FINE JEWELRY

IRASVA

JEWELILI
SHINE BRIGHT. SPEND SMALL.
and many more...

Disclaimer



This presentation 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.

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Renaissance Global Limited

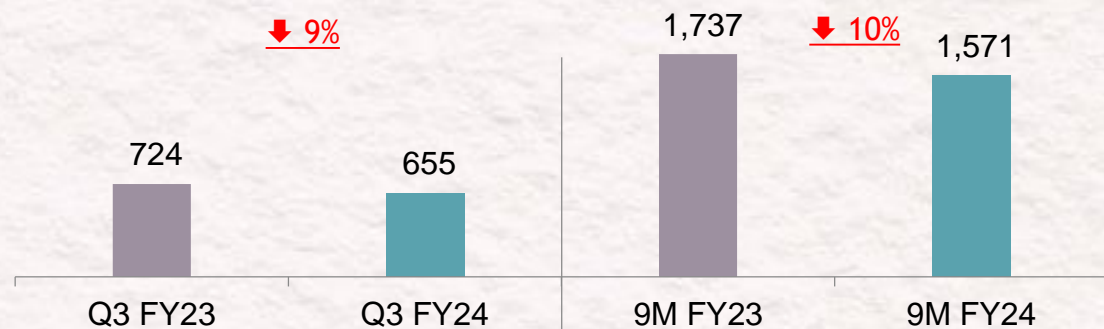
Q3 & 9M FY24 Results Overview



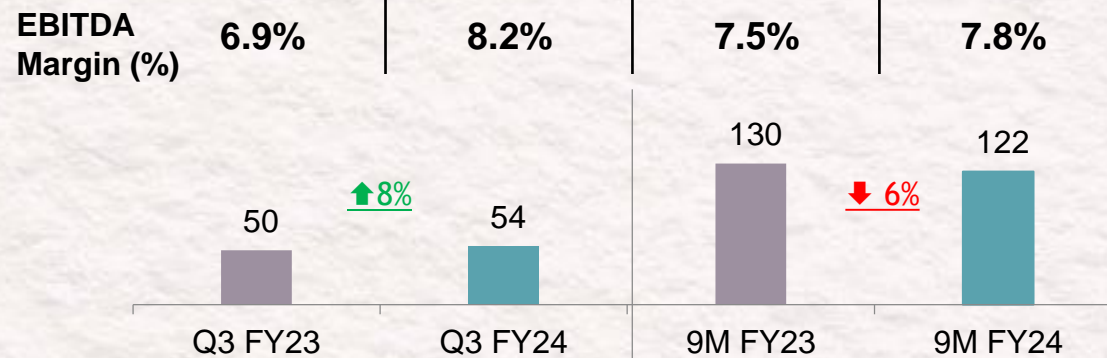
Q3 & 9M FY24 Financial Summary



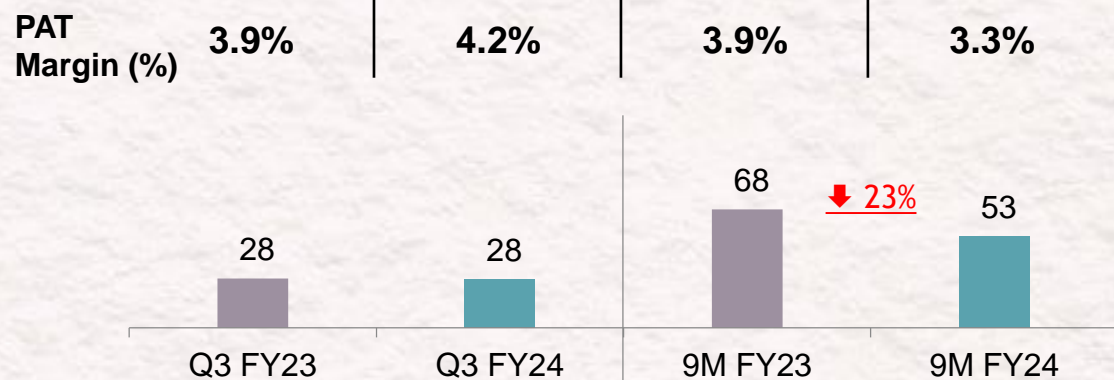
Revenue (Rs. Crore)



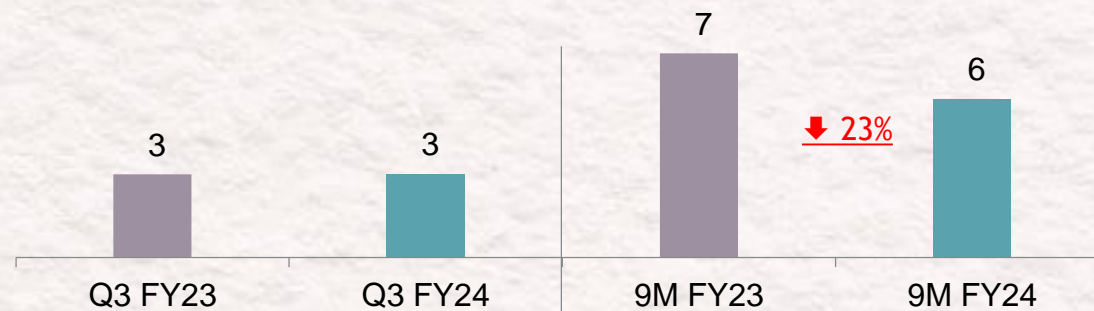
EBITDA (Rs. Crore)



PAT (Rs. Crore)



EPS (Rs.)



Management Message



Commenting on the performance for Q3 & 9M FY24, Mr. Sumit Shah – Chairman and Global CEO, Renaissance Global Limited said:

“We have reported a resilient performance during the quarter marked by increased margins. Revenue growth in our strategically important Branded segment has helped us navigate through a challenging year in our key markets. Our licensing agreements with Marvel and Warner Bros. will help further augment revenue from this category.”

Our D2C vertical, while currently exhibiting good growth and remains a key focus area for future expansion. For the 9-month period, the growth in segment was ~18%. In Q3FY24, the revenue growth was moderate due to focus on profitability.

In B2B segment, a significant development has been a successful launch of Wonder Fine Jewelry with one of our large retailer partners. Wonder Fine Jewelry is our umbrella brand for Disney Jewels, Marvel and Star Wars. After signs of early success in the 2023 holiday season, we expect this to be launched with another large retailer in the coming quarters.

Another noteworthy development is the widespread acceptance of Lab-Grown Diamonds (LGD) globally, particularly in engagement rings and solitaire jewellery. Currently, LGDs constitute around 50% of our D2C sales, indicating our penetration in this fast growing segment.

Our focus in the coming quarters is to fully leverage our strong partnerships with renowned brands, our robust distribution network and our D2C capabilities to emerge from these challenging times with a growth in our revenues and margins.”

Outlook: *After a marked improvement in our absolute EBITDA number, which was up 7.6% in the current quarter versus Q3FY23, along with improvement in EBITDA and PBT margins, and on the back of strong order book and Branded business outlook, we expect our revenues to ramp up in the coming quarters and in FY25 as a whole.*

Key Developments



Launch of Wonder Fine Jewelry collection under license agreement with Marvel, Disney Jewels and Star Wars

- * This quarter we have launched Wonder Fine Jewelry, which is our umbrella brand for Marvel, Disney Jewels and Star Wars at one of our retail partners.
- * Initial sales during the holiday season of 2023 are showing promising signs of success.
- * We expect to launch this collection with other retail partners soon as well and through our own Wonder Fine Jewelry website.

Launch of Jewellery collection under license agreement with Warner

- * This quarter we have signed a licensing agreement with Warner Bros , under which we can leverage the IP of notable properties like DC Comics, Harry Potter and Game of Thrones.



Star Wars Fine Jewelry



Disney Jewels Collection



Marvel Fine Jewelry

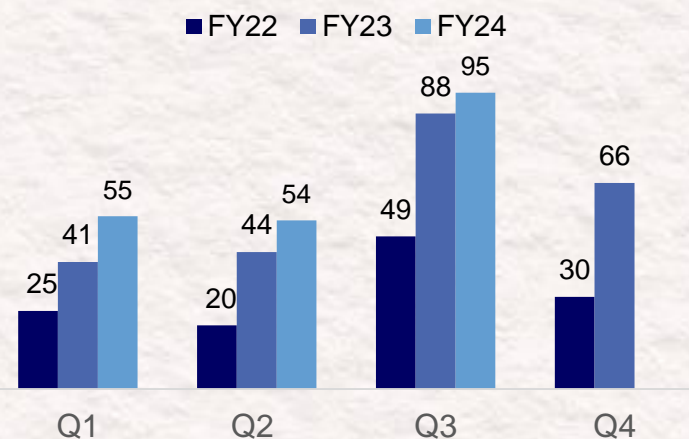
Growing Direct to Consumer (D2C) Business



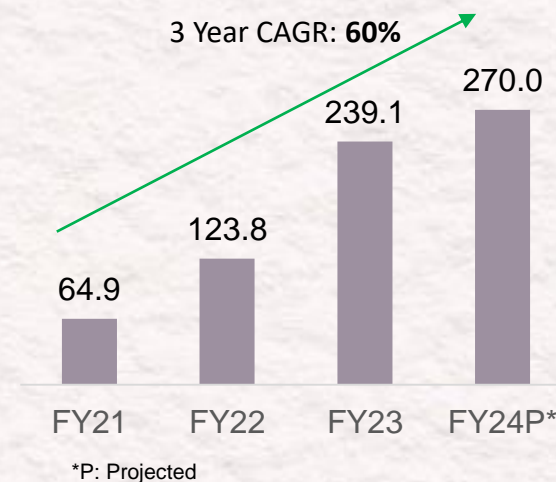
- * During Q3 FY24, the direct-to-consumer business posted revenues of ₹94.9 crore compared to ₹88.2 crore in Q3 FY23, up by 7.5%.
- * During the quarter, our focus was to increase the margins for this segment, we expect to see an acceleration in the revenue in FY25.
- * Based on the estimates of a quarter's contribution to annual sales, the annual revenue run rate of D2C business is at ₹270 crore in 9MFY24 vs. actual FY23 revenues of ₹ 239 crore.



Quarterly D2C Sales Trend (Rs. Cr.)



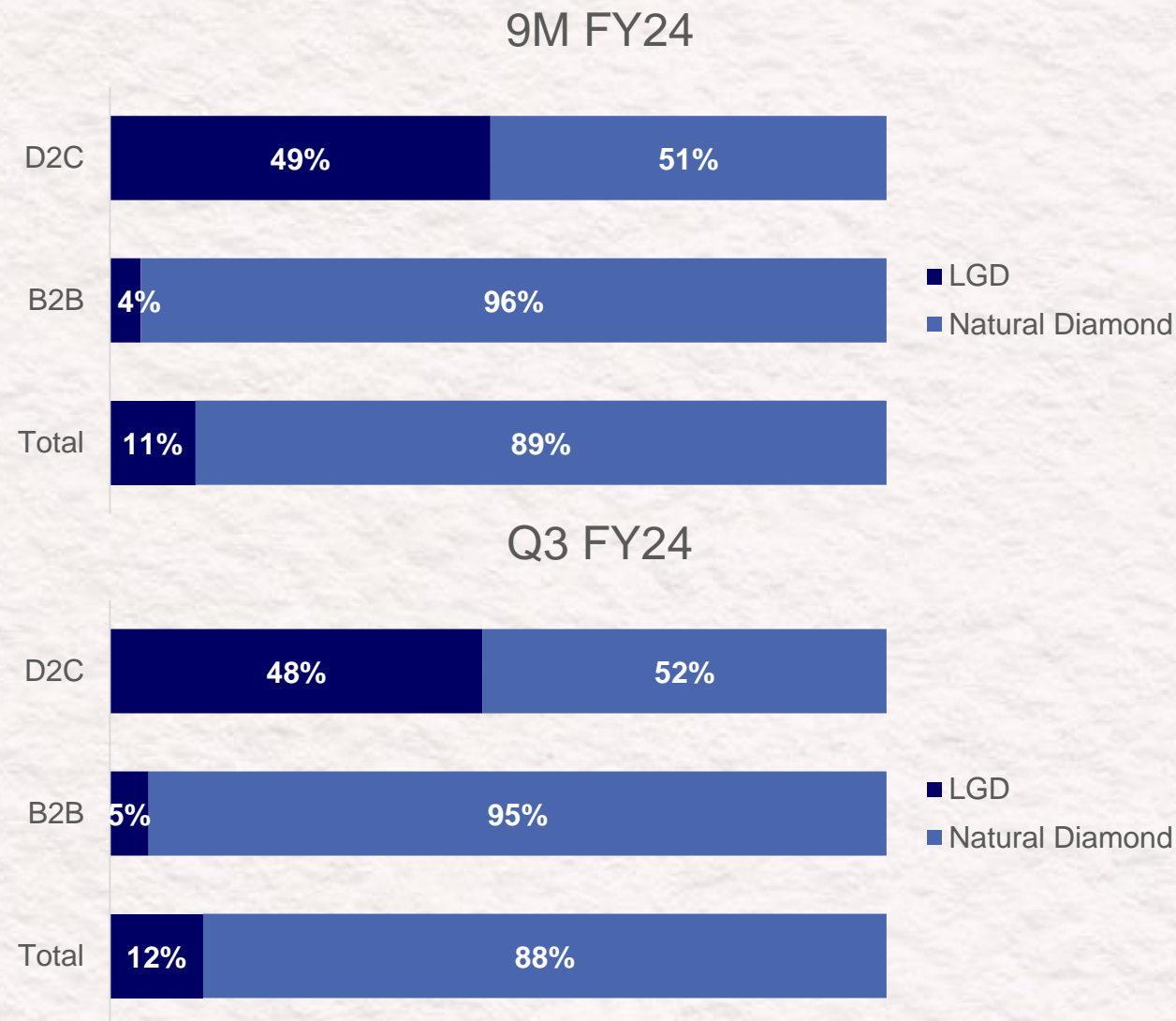
Annual D2C Sales Trend (Rs. Cr.)



Strategically leveraging the growing popularity of Lab Grown Diamonds (LGD) in the D2C vertical



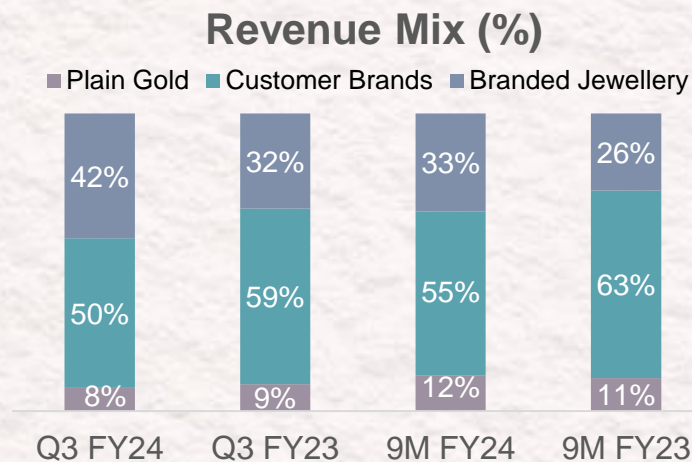
- * Globally, LGDs have gained widespread traction, especially in the segments of engagement rings and solitaire jewellery
- * Currently, ~50% of Renaissance's direct-to-consumer (D2C) sales are attributed to LGDs, underscoring their increasing preference among customers, particularly due to the notable price difference compared to traditional diamonds
- * Through its D2C channels, Renaissance offers customizable options in LGDs, catering to the growing consumer demand for personalized and unique jewellery pieces.
- * Renaissance anticipates a significant increase in the proportion of LGD jewellery sales in its product portfolio, driven by growth in D2C business over the next 2-3 years



Q3 & 9M FY24 Operational Summary



Revenue Break-up (Rs. Cr.)	Q3 FY24	Q3 FY23	Shift %	9M FY24	9M FY23	Shift %
Branded Jewellery	272.1	234.2	16.2%	513.3	457.4	12.2%
- B2B	177.3	146.0	21.4%	309.3	285.1	8.5%
- D2C	94.9	88.2	7.5%	204.0	172.3	18.4%
Customer brands	328.3	424.5	-22.7%	870.0	1,089.4	-20.1%
Plain Gold	55.0	65.1	-15.5%	187.3	190.3	-1.5%
Total Revenues	655.5	723.9	-9.5%	1,570.6	1,737.1	-9.6%



EBITDA Break-Up	Q3 FY24		Q3 FY23		Shift YoY	9M FY24		9M FY23		Shift YoY
	EBITDA (₹ Cr)	EBITDA (%)	EBITDA (₹ Cr)	EBITDA (%)		EBITDA (₹ Cr)	EBITDA (%)	EBITDA (₹ Cr)	EBITDA (%)	
Branded	34.2	12.6%	28.0	12.0%	22.1%	64.2	12.5%	57.5	12.6%	11.7%
- B2B	20.9	11.8%	17.8	12.2%	17.4%	36.2	11.7%	36.1	12.7%	0.3%
- D2C	13.3	14.0%	10.2	11.6%	30.2%	28.0	13.7%	21.4	12.4%	30.9%
Customer brands	16.9	5.2%	17.5	4.1%	-3.6%	47.1	5.4%	59.3	5.4%	-20.5%
Plain Gold	2.8	5.1%	4.6	7.0%	-38.4%	11.0	5.9%	13.2	7.0%	-16.8%
Total EBITDA	53.9	8.2%	50.1	6.9%	7.6%	122.4	7.8%	130.0	7.5%	-5.9%

Q3 FY24: Financial & Operational Discussions (Y-o-Y)



Revenue

Total income stood at Rs. 657.9 crore from Rs. 725.0 crore in Q3FY23

- Branded Jewellery business revenues up 16.2% YoY to Rs. 272.1 crore supported by a steady flow of orders from retail partners and revenues from D2C business
 - D2C business revenues grew by 7.5% to Rs. 94.9 crore
- Revenue share of studded jewellery stood at 92%, with Branded jewellery business contributing 45% of the total studded jewellery revenues

EBITDA

EBITDA came in at Rs. 53.9 crore as against Rs. 50.1 crore

- EBITDA Margins stood at 8.2% as against 6.9%, up by 130bps
 - Branded business reported 12.6% margins, and D2C business registered 14% margins
 - Our margins have rebounded in this quarter and we expect the revenue to be on an upward trajectory in the quarters to come

PAT

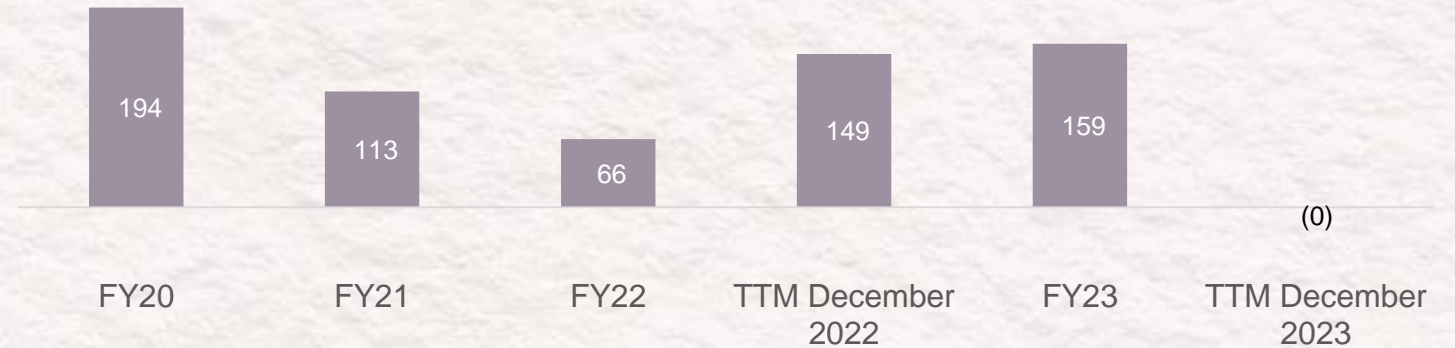
PAT, after discontinued operations, stood at Rs. 27.9 crore

Robust Free Cash Flow Generation

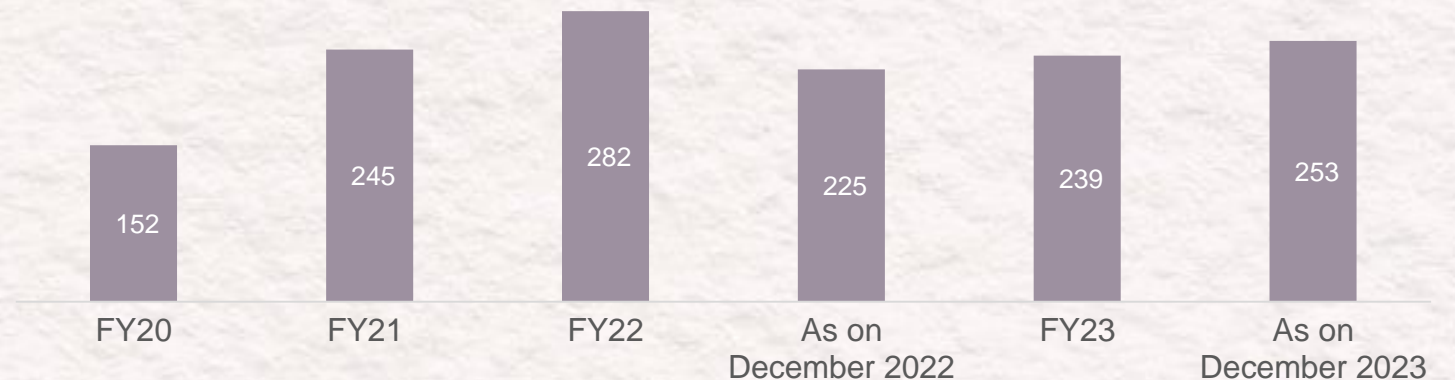


- * Strong FCF generation
- * Branded Jewellery - a low capital-intensive business
- * Operating leverage & minimal capex spends to further improve FCF generation, going ahead
- * Cash balances to be strategically utilized to create shareholder value
- * Cumulative Cash flow of INR 532 crores generated over last 4 years

Free Cash Flow Generation (Rs. Cr.)



Cash, Cash Equivalents & Current Investments (Rs. Cr.)

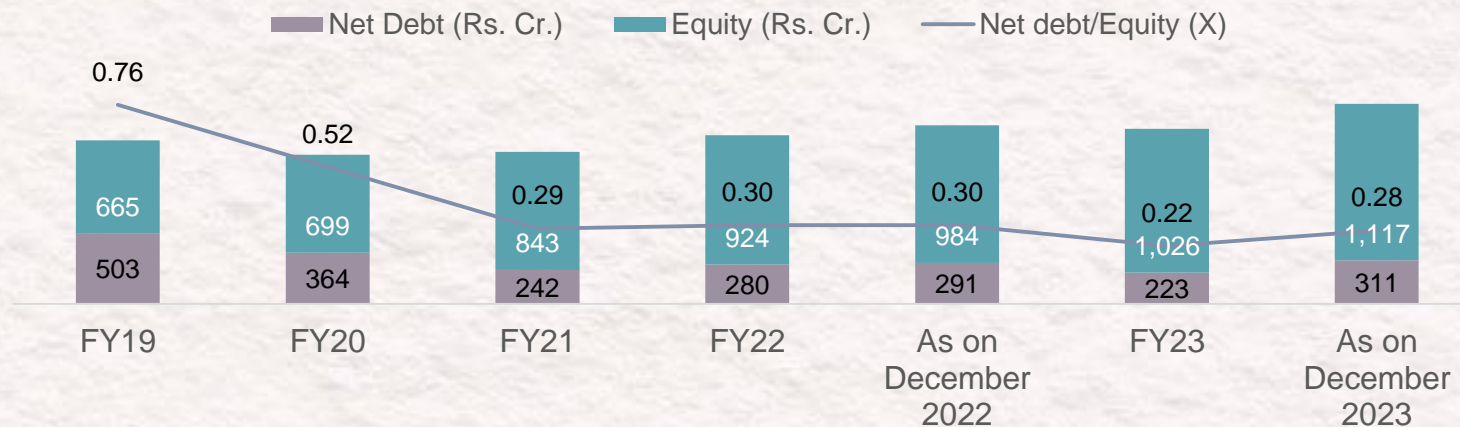


Strong Balance Sheet

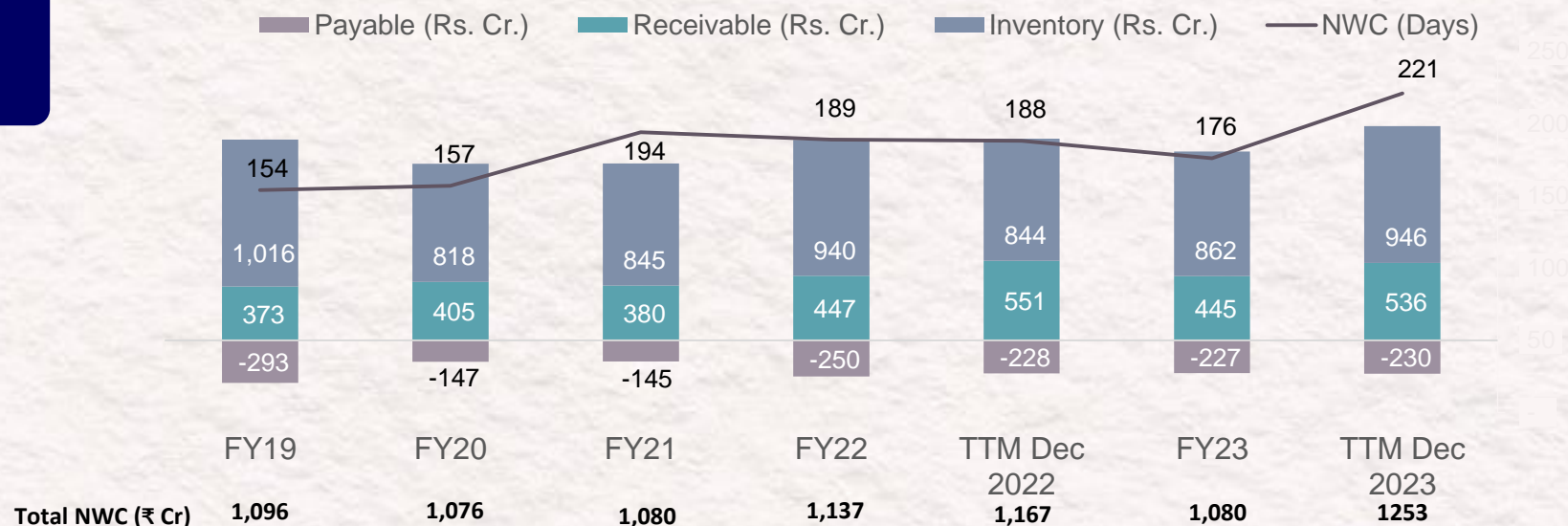


- * Highly disciplined balance sheet approach
- * Net Debt to Equity ratio as of December 2023 was at 0.28

Leverage



Working Capital



Note: The NWC days of the FY20 and FY21 are not comparable due to change in revenue recognition policy of the Plain Gold business from FY22 onwards. NWC days of FY21 would have 239 days on a like to like basis.

Consolidated Profit & Loss Statement



Particulars (Rs. Crore)	Q3 FY24	Q3 FY23	Y-o-Y Change (%)	9M FY24	9M FY23	Y-o-Y Change (%)
Revenues from Operations	655.5	723.9	-9.5%	1,570.6	1,737.1	-9.6%
Other Income	2.4	1.1	125.7%	6.8	4.2	61.3%
Total Income	657.9	725.0	-9.3%	1,577.4	1,741.3	-9.4%
COGS	461.6	551.6	-16.3%	1,095.8	1,279.5	-14.4%
Gross Profit	196.3	173.4	13.2%	481.5	461.8	4.3%
Gross Margin (%)	29.8%	23.9%	592 bps	30.5%	26.5%	401 bps
Employee Expenses	32.9	26.5	23.9%	94.0	82.7	13.7%
Advertisement & Sales Promotion Expenses	49.4	51.5	-4.2%	92.0	76.1	20.9%
Other Expenses	60.1	45.2	33.0%	173.2	173.1	0.1%
EBITDA	53.9	50.1	7.6%	122.4	130.0	-5.8%
EBITDA Margin (%)	8.2%	6.9%	129 bps	7.8%	7.5%	29 bps
Depreciation	3.9	3.9	0.7%	10.8	10.0	8.2%
Amortization	3.6	3.9	-8.6%	11.8	14.2	-17.3%
Finance Costs	10.0	9.1	10.6%	32.5	24.6	31.9%
Interest on Leases	4.1	1.6	149.5%	5.0	4.9	3.0%
PBT	32.3	31.6	2.3%	62.3	76.3	-18.3%
Tax expense	4.5	3.3	35.7%	9.7	8.2	18.8%
PAT before discontinued operations	27.9	28.3	-1.5%	52.6	68.1	-22.8%
PAT Margin (%)	4.2%	3.9%	33 bps	3.3%	3.9%	-58 bps
Profit/(Loss) on discontinued Operations	-	-0.5	-	-	-0.5	-
PAT after discontinued operations	27.9	27.8	0.2%	52.6	67.6	-22.2%
EPS^[1] (Rs.)	2.9	2.9	-0.3%	5.5	7.1	-23.2%

Consolidated Balance Sheet



Particulars (Rs. Crore)	Dec 2023	Dec 2022
Shareholder's Funds	1,117.3	984.2
Equity Share Capital	19.2	18.9
Reserves & Surplus	1,098.2	964.3
Minority Interest	(0.2)	1.0
Non-Current Liabilities		
Borrowings	33.1	47.2
Other Financial Liabilities	-	0.3
Long Term Provisions	2.0	1.7
Other Non-Current Liabilities ^[1]	136.5	137.7
Current Liabilities		
Income Tax Liabilities (net)	1.5	-
Short Term Borrowings	531.6	469.2
Trade Payables	229.5	228.2
Other Financial Liabilities	19.5	74.0
Other Current Liabilities	27.5	44.6
Short Term Provisions	1.8	1.7
Total Equity & Liabilities	2,100.1	1,988.7

Particulars (Rs. Crore)	Dec 2023	Dec 2022
Non-Current Assets		
Fixed Assets – Tangible & Intangible ^[2]	259.1	258.0
CWIP & Intangibles under development	0.1	0.1
Other Non-Current Assets	28.5	27.0
Deferred Tax Assets (Net)	28.4	32.1
Current Assets		
Current Investments	119.2	81.7
Inventories	946.2	844.2
Trade Receivables	536.5	550.6
Cash & Bank Balances	134.1	141.6
Cash in Short term investments	(0.1)	2.1
Short Term Loans & Advances	4.2	2.6
Other Current Assets	44.0	48.4
Asset Classified for Sale	-	-
Current Tax Assets (Net)	-	0.39
Total Assets	2,100.1	1,988.7

FY2024: Strategic Priorities



Continued focus on enhancing contribution from D2C segment



Integrate customization options across brands



Expand omnichannel Presence



Achieve historical margin range in the D2C business





Renaissance Global Limited

Company Overview



Corporate Snapshot



Global Jewellery Company focused on designing, manufacturing and distribution of branded jewellery

Strong presence in global markets of **North America, Europe & Asia**

Licensing agreements with **large globally-recognized brands**- sold through own website and through big retail and jewellery store partners

Product portfolio across branded jewellery, customer brands & plain gold jewellery

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Licensing agreements with global brands

6

Direct-to-Consumer websites

660 cr.

Annualized run-rate of Branded jewellery revenues in FY24

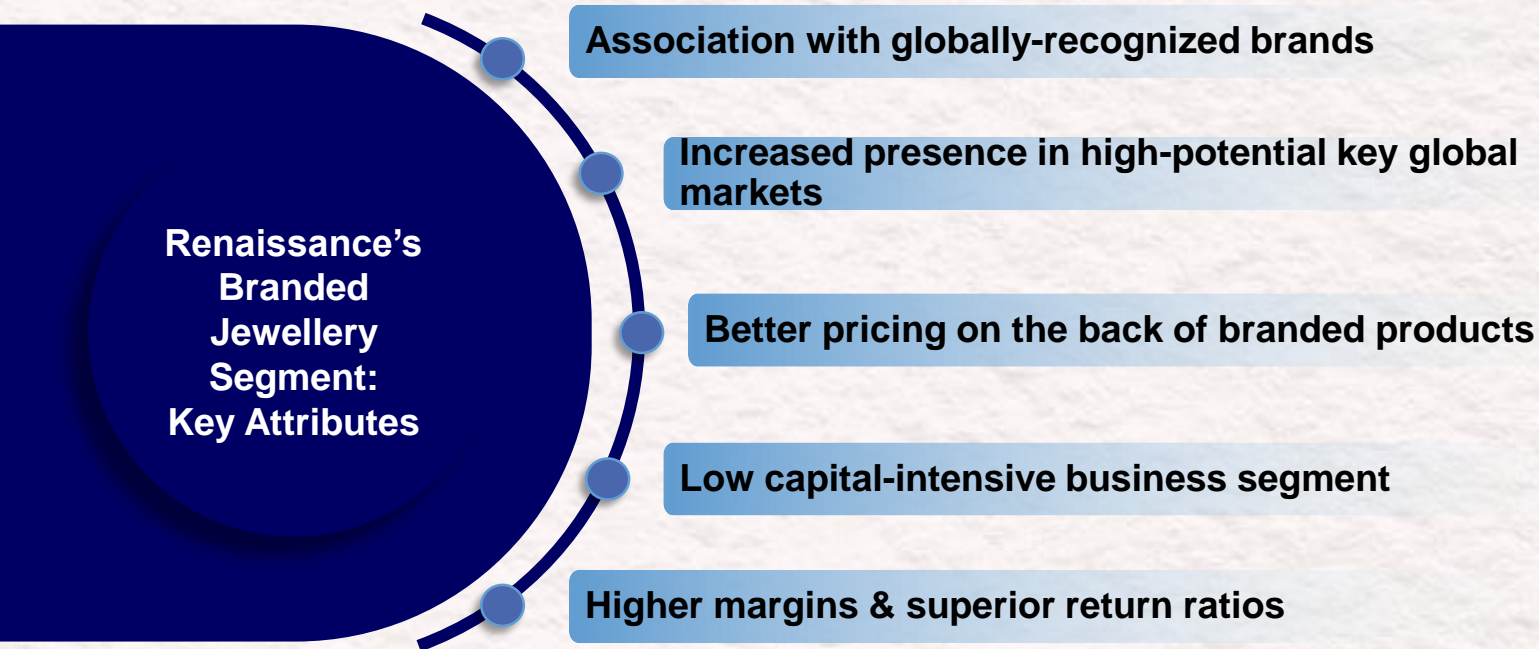
~12.6%

Branded jewellery EBITDA margins in 9M FY24

0.28

Net debt to equity as on Dec 31, 2023

Building a Global Branded Jewellery Business



Revenue contribution from Branded Jewellery segment in Studied Segment



Endeavour to achieve ~50% sales from Branded Jewellery segment by FY27

Branded Jewellery Business Model



Brands



Design & Manufacturing



Conceptualisation & Product Development



State-of-the-Art Manufacturing Facilities

Distribution



Business-to-Business (B2B) (through retail and jewellery store partners)



Direct-to-Consumer (D2C) (through our websites)

Licensed Brands



These brands are sold through the following B2B and D2C channels:

B2B

Specialty Jewellery Stores



Big departmental stores



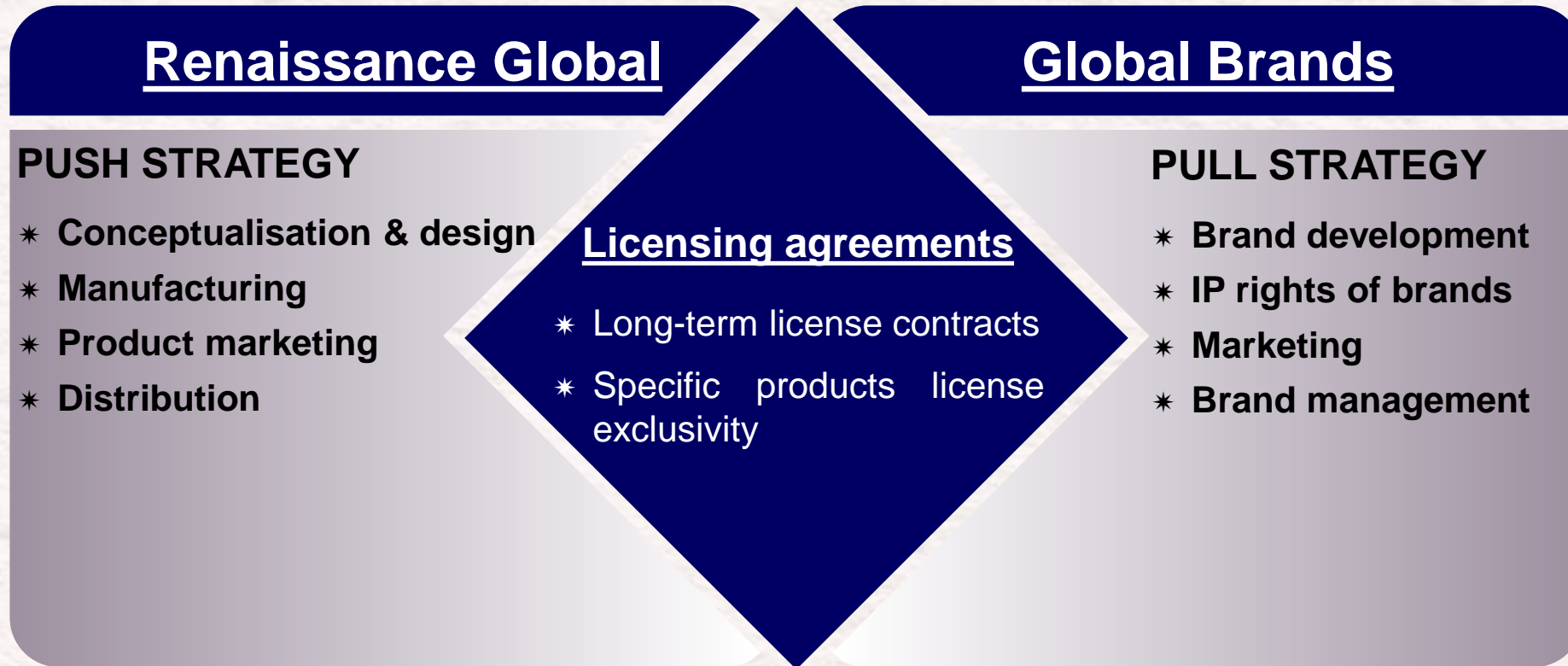
D2C

Websites owned and managed by us



E commerce platforms like Amazon

'Win-Win' Partnership with Global Iconic Brands



Strategic & mutually-synergistic partnerships with internationally-recognized brands

Growing Portfolio of Brands

Licensed Brands

- * Partnership with Hallmark since 2015
- * Licensing arrangement with Disney since 2016 with the launch of Enchanted Disney Fine jewelry
 - Success of brand unlocked more licensing opportunities
 - Launched Disney Jewels in October 2019 & Disney Treasures in February 2020
- * Licensing agreement with Lucasfilm with the launch of Star Wars collection in November 2020
- * Licensing agreement with NFL Properties LLC in January 2022 with the launch of NFL-inspired unique jewellery in USA
- * Licensing agreement with Netflix in October 2022 with the launch of Netflix series inspired unique jewellery in USA
- * These brands are sold through our websites and retail and jewellery store partners.

Building a strong portfolio of licensed and owned brands



Growing Portfolio of Brands

Owned Brands

- * Launched first India-focused retail brand IRASVA in 2019
 - Operates 3 IRASVA stores in India
- * Jewelili, a play on affordable fine jewellery collection launched in February 2020
 - Distributed through Amazon platform in addition to its own website

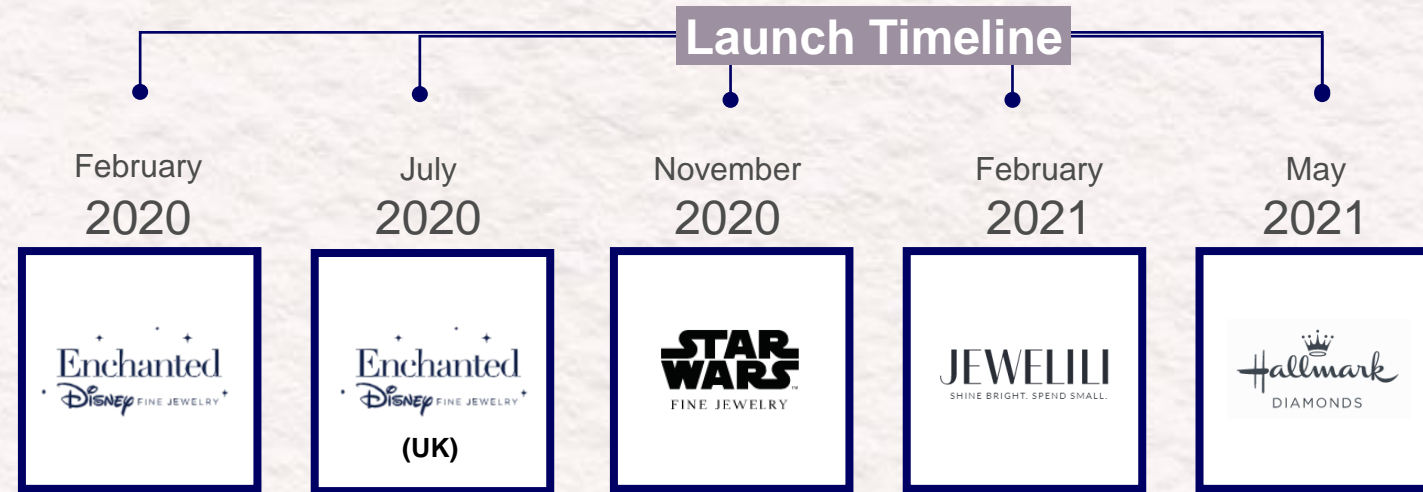
Building a strong portfolio of licensed and owned brands



Establishing High-Potential D2C Division



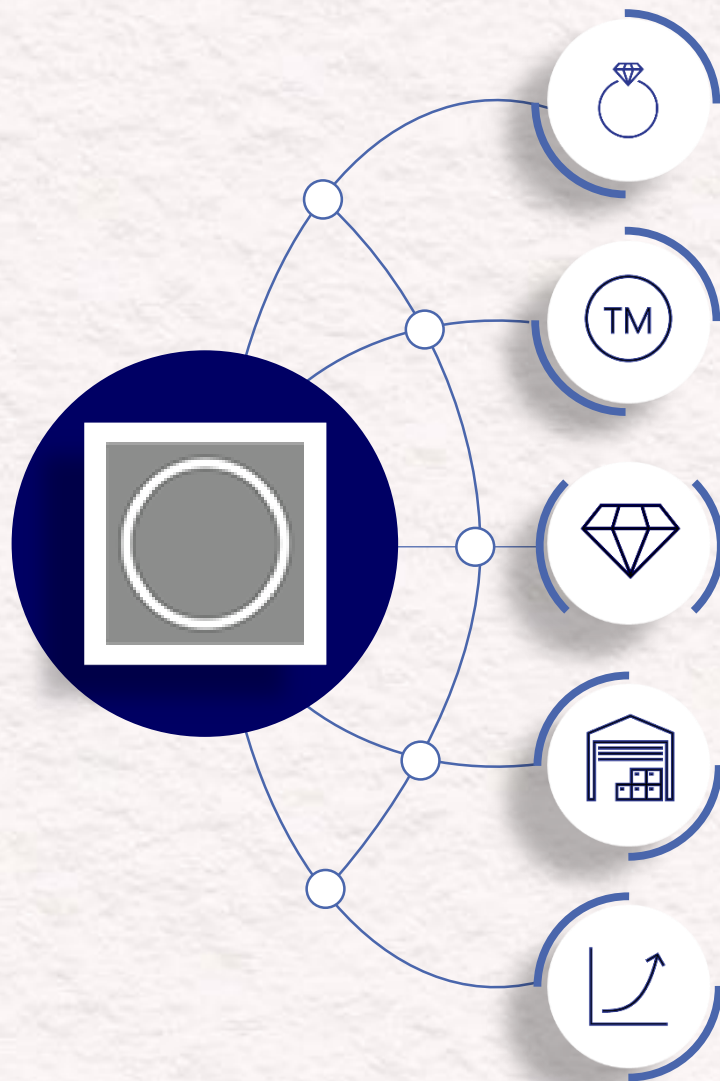
- * Successfully developed and launched 6 online stores
- * Monthly visitors on websites grown 10x since Feb 2020
- * Segment enjoys higher margins and healthy working capital cycle



ALL ARE AVAILABLE ON RENAISSANCE'S D2C WEBSITES

D2C business expected to be a major growth driver

Growth Drivers



**Growing high-margin
branded jewellery
segment**

**Extending licensing
model to newer brands**

**Increasing use of lab-grown
diamonds to prioritize focus on
sustainability**

**Widening Omni-channel
distribution network**

**Inorganic growth
opportunities**



Conclusion



Play on high-potential global branded jewellery industry



'Win-Win' partnership with global iconic brands



Footprint in huge developed & developing global markets for branded jewellery



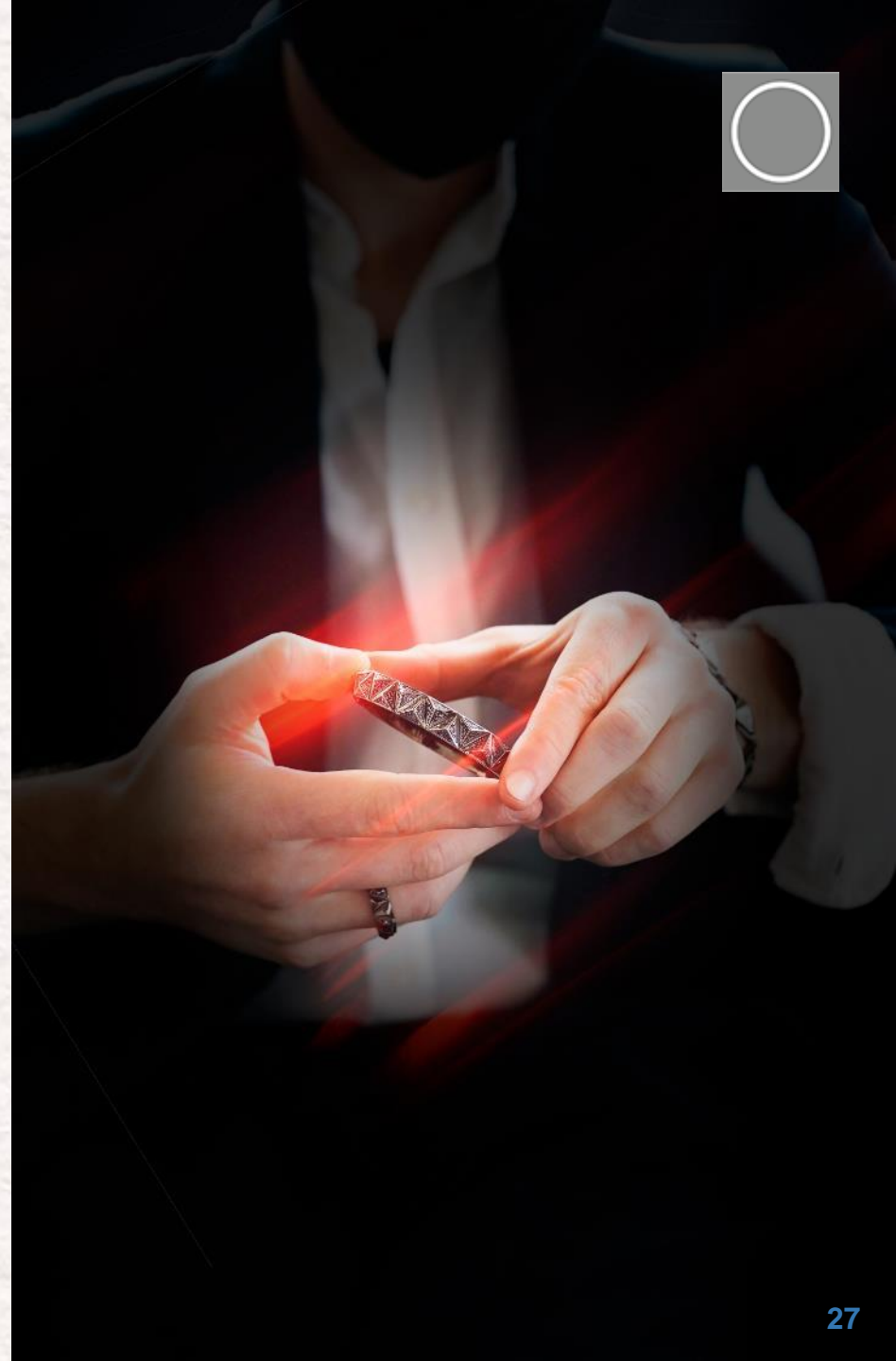
Increasing scale to drive operating leverage across distribution channels



High margin & low-capital intensive branded jewellery model to support healthy free cash generation



Prudent capital allocation with focus on creating sustainable shareholder value






ESG Initiatives

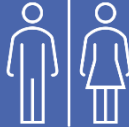


ESG Initiatives



ENVIRONMENT


- * To achieve safety, health and environmental excellence in all aspects of business activities
- * **During the quarter Q1FY23, Renaissance Global Ltd. has been awarded the ISO 14001:2015 standard certificate**



SOCIAL

Renaissance's CSR POLICY covers projects through NGOs under:

- * Medical, Health Care and Social Welfare
- * Educational
- * Humanitarian
- * Environmental, Animal Welfare, Cultural and Religious
- * For FY2022-23, Renaissance spent Rs.84.58 lakhs towards CSR & other social activities



GOVERNANCE

- * To achieve the highest levels of transparency, accountability and equity in all spheres of operations
- * Company has adopted various codes and policies to carry out business in an ethical manner
- * Renaissance is a member of the Responsible Jewellery Council (RJC), a non-profit standard setting and certification global organisation
 - Being a member, Company is committed to and is independently audited against the RJC Code of Practices, an international standard on responsible practices for the jewellery industry





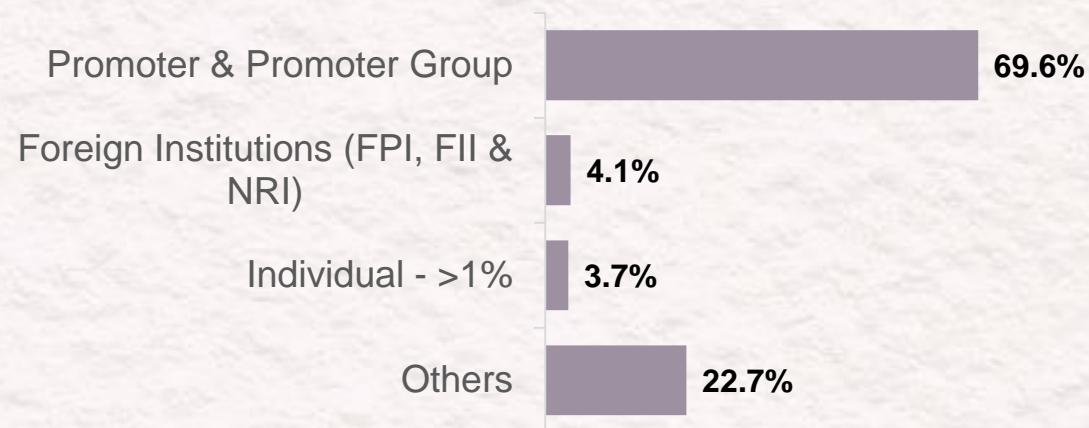
Renaissance Global Limited

Annexure



Market Snapshot

Shareholding Pattern*



*Holding as on 31st December 2023

Key Market Statistics	As on 29-December-2023 (Adjusted for Split)
BSE/NSE Ticker	532923/RGL
CMP (Rs)	103.10
Market Cap (Rs Crore)	991.12
Number of outstanding shares (Crore)	9.61
Face Value	2.00
52-week High / Low (Rs)	128.55/81.20



Conference Call Details

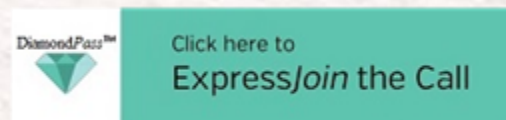


Q3 & 9M FY2024 Earnings Conference Call

Time • 2:30 p.m. IST on Wednesday, February 14, 2024

Pre-registration

To enable participants to connect to the conference call without having to wait for an operator, please register at the below mentioned link:



Primary dial-in number • + 91 22 6280 1141 / 7115 8042

International Toll-Free

Number

- Hong Kong: 800 964 448
- Singapore: 800 101 2045
- UK: 0 808 101 1573
- USA: 1 866 746 2133

About Us

Renaissance Global Limited (Renaissance) 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 a 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, NFL and Netflix. 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 7 D2C websites to market & supply licensed brands & owned brands.

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Renaissance Global Limited

Thank You