



Renaissance Global Limited

Results Presentation

Q1 FY25



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.

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.



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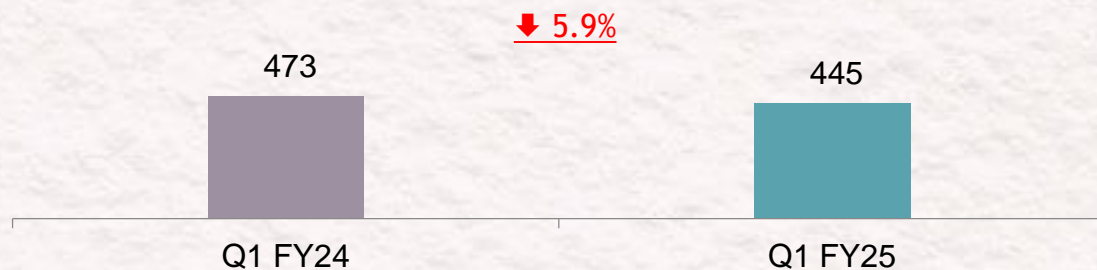
Q1 FY25 Results Overview



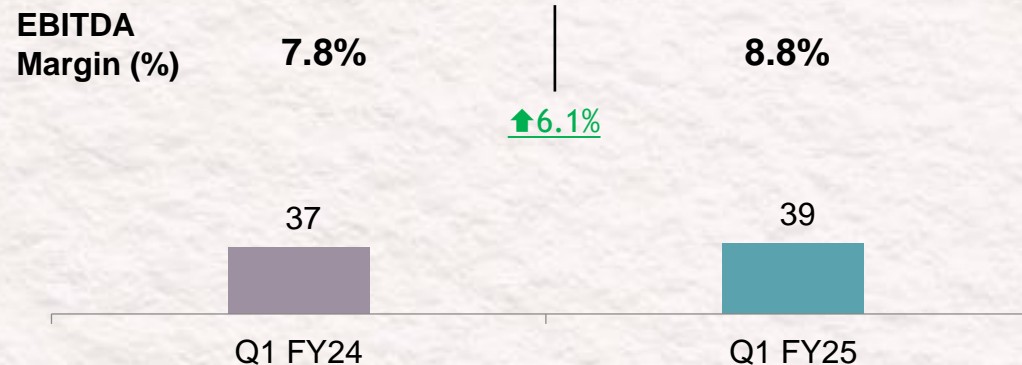
Q1 FY25 Financial Summary



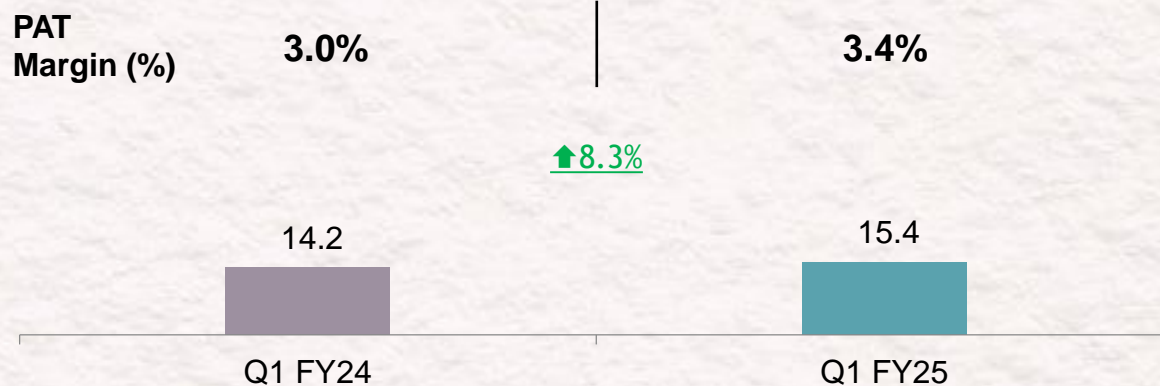
Operational Revenue (Rs. Crore)



EBITDA (Rs. Crore)



PAT (Rs. Crore)



EPS (Rs.)



Management Message



Commenting on the performance for Q1 FY25, Mr. Sumit Shah – Chairman and Global CEO, Renaissance Global Limited said:

"We have delivered a stable performance this quarter, marked by sustained improvements in our operating margins. Our consolidated EBITDA margin expanded by 100 bps YoY, driven primarily by strong growth in our Direct-to-Consumer (D2C) segment.

The D2C (Owned Brands) vertical remains a key growth driver, with revenues and EBITDA increasing by 30% and 38% YoY in Q1 FY25, respectively. Notably, our strategic focus in this segment has led to an EBITDA margin of 8%, reflecting a 344 bps YoY increase. We see this as a cornerstone of our future growth, positioning us for long-term success.

Looking ahead, our strategy will focus on maximizing strong brand partnerships, leveraging our extensive distribution network, and capitalizing on our D2C capabilities to drive both revenue and margin growth. While near-term market volatility is expected, our strategic emphasis on the branded segment, especially D2C, positions us to secure a lasting competitive advantage."



Growing D2C (Owned Brands)



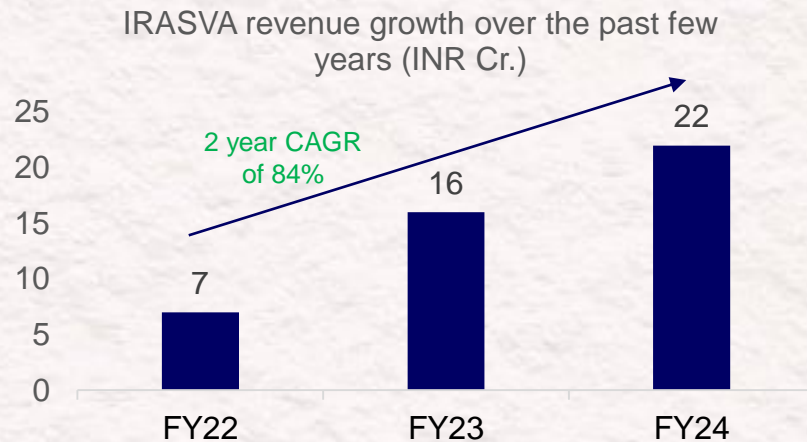
India Business



IRASVA

- IRASVA is a fine jewellery brand based in India.
- It's Inaugural store was launched in May 2019 in South Mumbai .
- Currently we have four stores –Two stores in Mumbai, one in Ahmedabad and one in Hyderabad.

The revenue growth of this brand can be seen in the below chart:

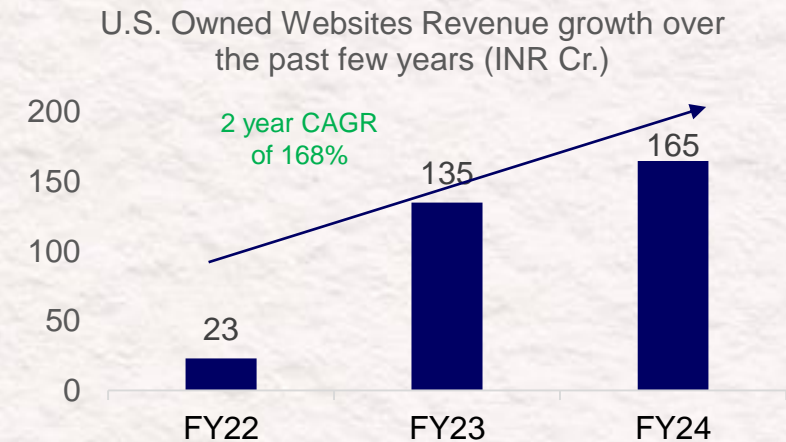


U.S. Owned Brands



...Among others

- As a part of our endeavor to grow the D2C branded segment , we have over the years launched and acquired D2C brands.
- This is a high growth segment with high margins.



Licensed Brands offering

We have a bouquet of licenses from global brands. We design, manufacture and distribute jewellery using these licenses through B2B channels as well as D2C through our own websites.



B2B

Specialty Jewellery Stores

Big departmental stores

D2C

Websites owned and managed by us

E commerce platforms like Amazon



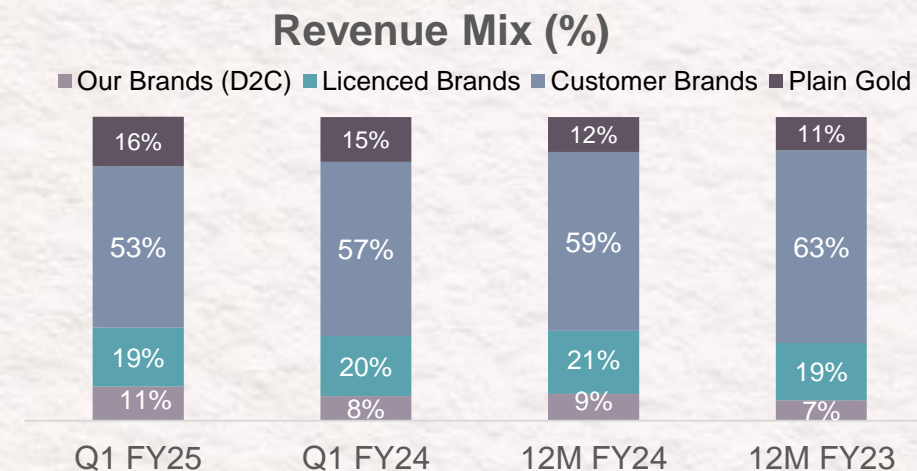
Click on the brand logos for visiting the websites. (WB and DC websites yet to developed).

The revenue in this segment was Rs. 437 Crores in FY24 with an EBITDA margin of 15.4%, representing 21% of total studded revenue.

Q1 FY25 Operational Summary



Revenue Break-up	Q1	Q1	Shift %
(₹ Cr.)	FY25	FY24	
Our Brands (D2C)	50.1	38.5	29.9%
<i>India (Irasva)</i>	4.0	3.1	28.0%
<i>US owned Websites</i>	46.1	35.4	30.1%
Licensed Brands (B2B + D2C)	86.2	93.5	-7.8%
Customer Brands	235.7	271.0	-13.0%
Plain Gold	72.9	70.2	3.8%
Total	445	473	-6.0%



EBITDA Break-Up

	Q1 FY25		Q1 FY24		Shift (bps)	FY24	
	EBITDA (₹ Cr)	EBITDA (%)	EBITDA (₹ Cr)	EBITDA (%)		EBITDA (₹ Cr)	EBITDA (%)
Our Brands (D2C)	3.8	7.6%	1.6	4.1%	344	10.3	6%
<i>India (Irasva)</i>	(0.4)	-10.1%	(1.1)	-35.2%	2506	(3.4)	-15.1%
<i>US owned Websites</i>	4.2	9.1%	2.7	7.6%	150	13.7	8.3%
Licensed Brands (B2B + D2C)	14.0	16.2%	16.2	17.3%	-115	67.2	15.4%
Customer Brands	18.3	7.8%	14.0	5.2%	262	76.5	6.2%
Plain Gold	2.9	4.0%	4.9	7.0%	-299	13.5	5.6%
Total	39.0	8.8%	36.7	7.7%	100	167.5	7.9%

Note: 1) We have adopted a new presentation to show our performance for owned brands and licensed brands separately.

Q1 FY25: Financial & Operational Discussions (Y-o-Y)



Revenue

Total income stood at Rs. 447 crore from Rs. 476 crore in Q1 FY24

- Our Brands (D2C) business revenues grew by 30% to Rs. 50 crore
- Licensed brands business witnessed a modest decline of 8% as compared to Q1 FY24
- Revenue share of studded jewellery stood at 84%, with Branded jewellery business contributing 37% of the total studded jewellery revenues

EBITDA

EBITDA came in at Rs. 39 crore translating to 9% margin, as against 8% in Q1 FY24.

- Our Brands (D2C) reported EBITDA margin of 8%, reflecting a 344bps increase YoY
- Licensed brands business reported 16% margins

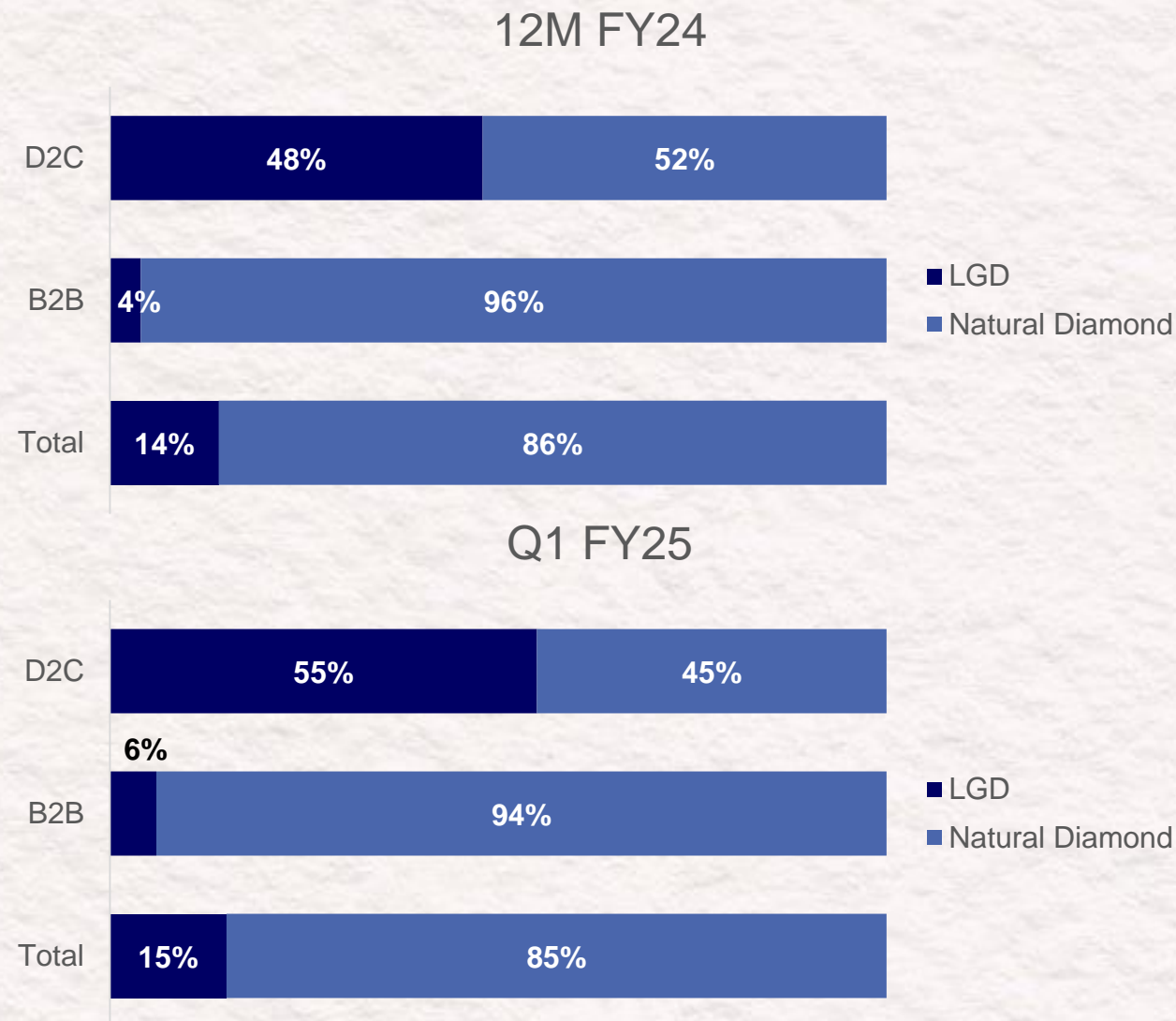
PAT

PAT, after discontinued operations, stood at Rs. 15 crore

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, 55% 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.
- * Since we are not into the direct manufacturing, cutting and polishing of the LGDs, we are fairly insulated to the raw material price movement in this category.

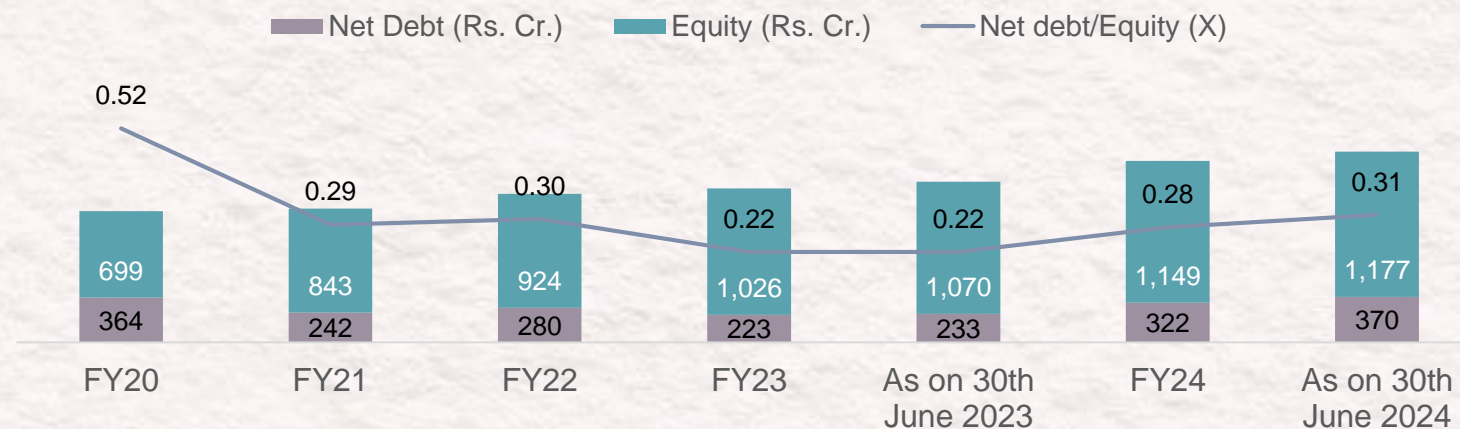


Strong Balance Sheet

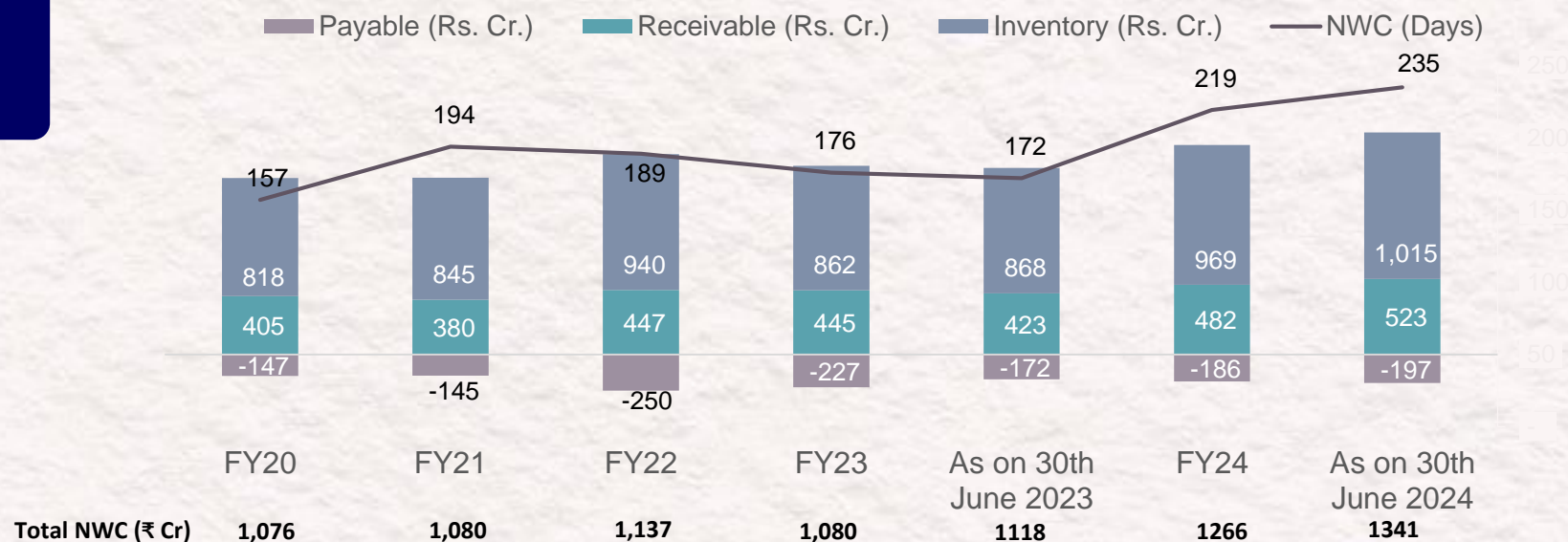


- * Highly disciplined balance sheet approach
- * Net Debt to Equity ratio as of March 2024 was at 0.28

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. Crores)	Q1 FY25	Q1 FY24	Y-o-Y Change (%)	12M FY24	12M FY23	Y-o-Y Change (%)
Revenues from Operations	444.8	473.2	-6.0%	2,107.1	2,236.6	-5.8%
Other Income	2.5	3.1	-20.7%	9.8	6.1	60.8%
Total Income	447.3	476.3	-6.1%	2,117.0	2,242.7	-5.6%
COGS	286.7	333.7	-14.1%	1,468.0	1,631.3	-10.0%
Gross Profit	160.6	142.6	12.6%	648.9	611.3	6.1%
Gross Margin (%)	35.9%	29.9%	596 bps	30.7%	27.3%	339 bps
Employee Expenses	32.1	30.0	7.0%	126.4	113.7	11.2%
Advertisement & Sales Promotion Expenses	31.3	21.8	43.6%	123.2	102.0	20.8%
Other Expenses	58.2	54.1	7.6%	231.8	227.6	1.8%
EBITDA	39.0	36.7	6.1%	167.5	168.1	-0.3%
EBITDA Margin (%)	8.8%	7.8%	100 bps	7.9%	7.5%	44 bps
Depreciation	3.7	3.3	11.6%	14.9	13.6	9.5%
Amortization	3.4	4.1	-17.5%	15.3	18.4	-17.0%
Finance Costs	11.0	9.8	12.0%	45.2	34.8	29.8%
Interest on Leases	1.7	1.7	2.1%	6.7	6.5	4.1%
PBT	19.2	17.8	7.7%	85.4	94.8	-9.9%
Tax expense	3.8	3.6	5.1%	11.8	7.0	69.5%
PAT before discontinued operations	15.4	14.2	8.3%	73.6	87.8	-16.2%
PAT Margin (%)	3.4%	3.0%	46 bps	3.5%	3.9%	-44 bps
<i>Profit/(Loss) on discontinued Operations</i>	-	-	-	-	-0.5	
PAT after discontinued operations	15.4	14.2	8.3%	73.6	87.3	-15.7%
Basic EPS Before discontinued Operations(Rs.)	1.6	1.5	7.9%	7.6	9.3	-18.2%

Consolidated Balance Sheet



Particulars (In ₹ Crores)	Jun-24	Jun-23	Particulars (In ₹ Crores)	Jun-24	Jun-23
Shareholder's Funds	1,176.5	1,070.0	Non-Current Assets		
Equity Share Capital	19.2	18.9	Fixed Assets – Tangible & Intangible	261.6	258.3
Reserves & Surplus	1,157.5	1,051.3	CWIP & Intangibles under development	0.1	0.5
Minority Interest	(0.2)	(0.2)	Other Non Current Assets	25.8	25.8
Non-Current Liabilities			Deferred Tax Assets (Net)	30.1	27.2
Borrowings	25.5	40.1			
Other Financial Liabilities	-	-	Current Assets		
Long Term Provisions	2.3	1.8	Current Investments	102.8	109.6
Other Non-Current Liabilities	136.9	135.3	Inventories	1,015.4	867.8
Current Liabilities			Trade Receivables	522.7	422.8
Income Tax Liabilities (net)	5.3	1.0	Cash & Bank Balances	83.6	124.8
Short Term Borrowings	530.7	427.4	Cash in Short term investments	-	0.4
Trade Payables	197.1	172.3	Short Term Loans & Advances	6.0	3.6
Other Financial Liabilities	21.7	21.2	Other Current Assets	72.1	50.4
Other Current Liabilities	21.7	19.8	Asset Classified for Sale	-	-
Short Term Provisions	2.5	2.3	Current Tax Assets (Net)	-	-
Total Equity & Liabilities	2,120.23	1,891.1	Total Assets	2,120.23	1,891.1

FY2025: 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

7

Licensing agreements with global brands

6

Direct-to-Consumer websites

136 cr.

Branded jewellery* revenues in Q1 FY25

13%

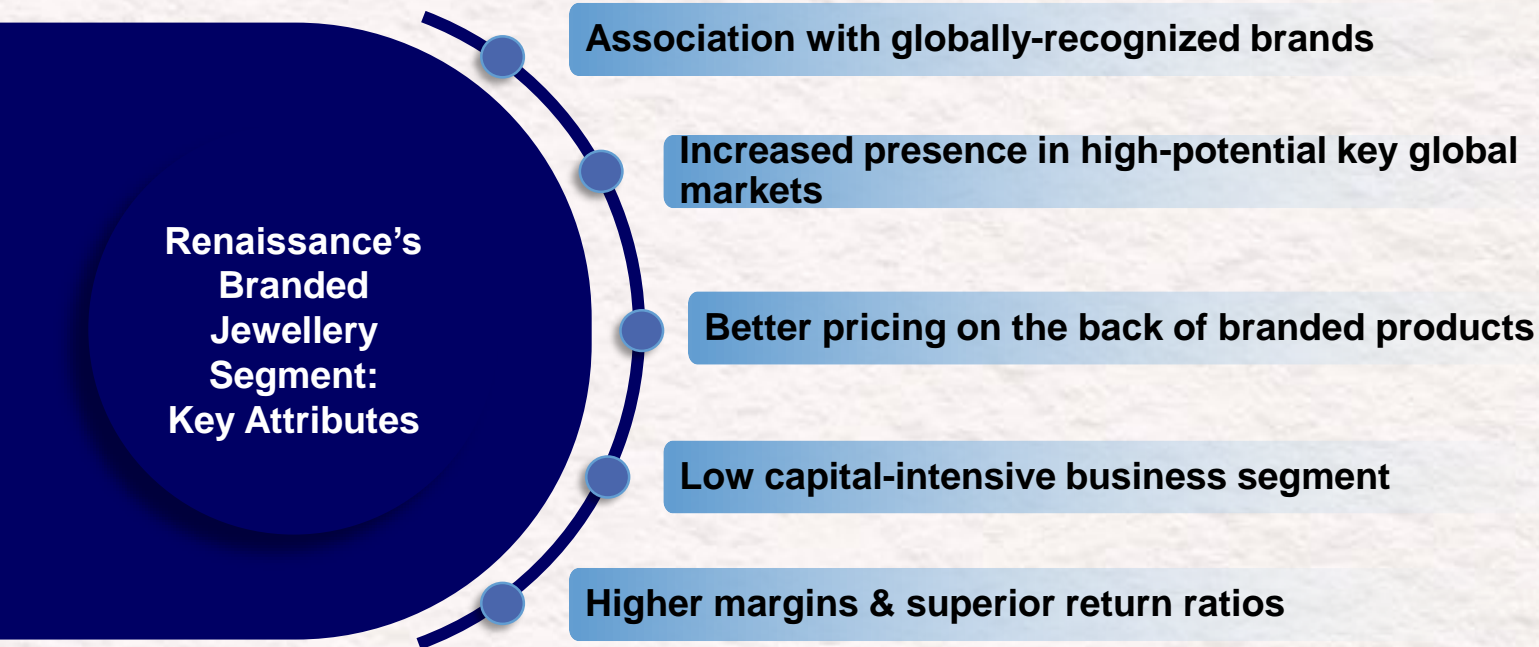
Branded jewellery* EBITDA margins in Q1 FY25

0.31

Net debt to equity as on Q1 FY25

*Branded jewellery revenue corresponds to D2C and Licensed Brands

Building a Global Branded Jewellery Business



Revenue contribution from Branded Jewellery* segment in Studded Segment



Endeavour to achieve ~50% revenue contribution in the studded segment from Branded Jewellery segment by FY27

*Branded jewellery revenue corresponds to D2C and Licensed Brands

Branded Jewellery Business Model



Brands



Click on the logo for the website link

Design & Manufacturing



Conceptualisation & Product Development



State-of-the-Art Manufacturing Facilities

Distribution

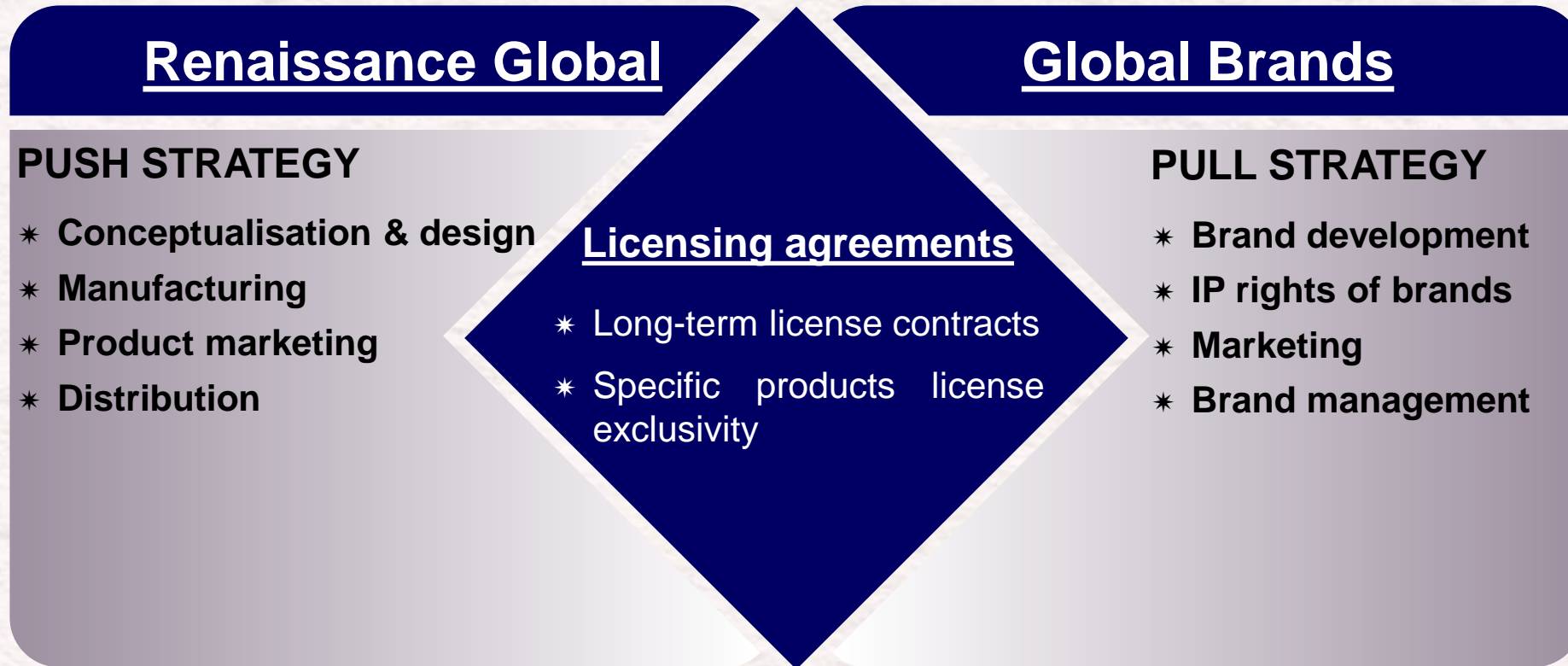


Business-to-Business (B2B) (through retail and jewellery store partners)



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

'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 4 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

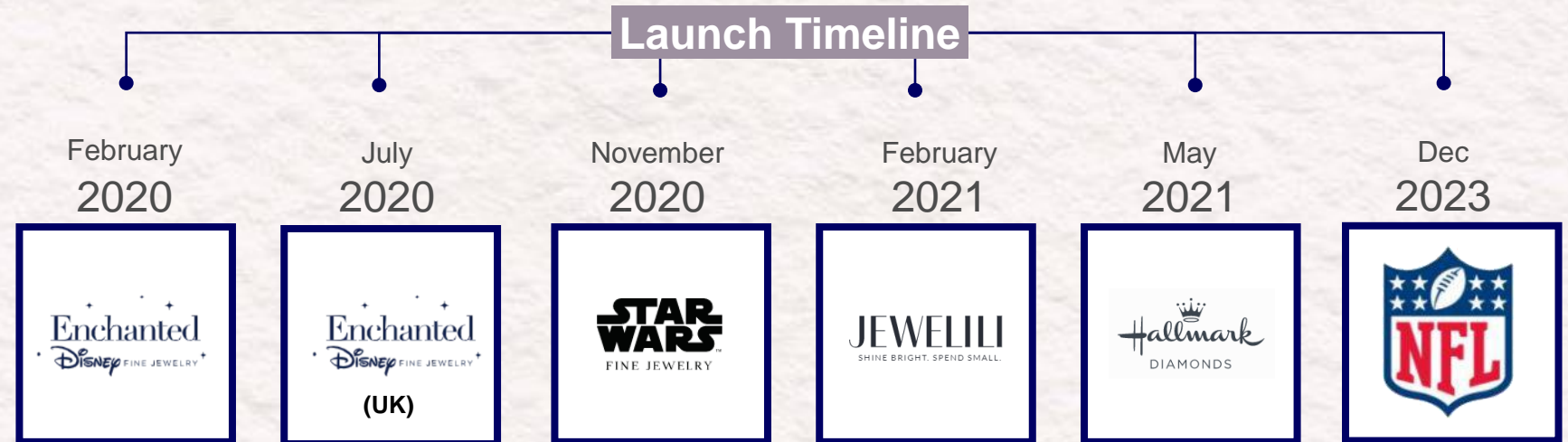
Building a strong portfolio of licensed and owned brands



Establishing High-Potential D2C Division



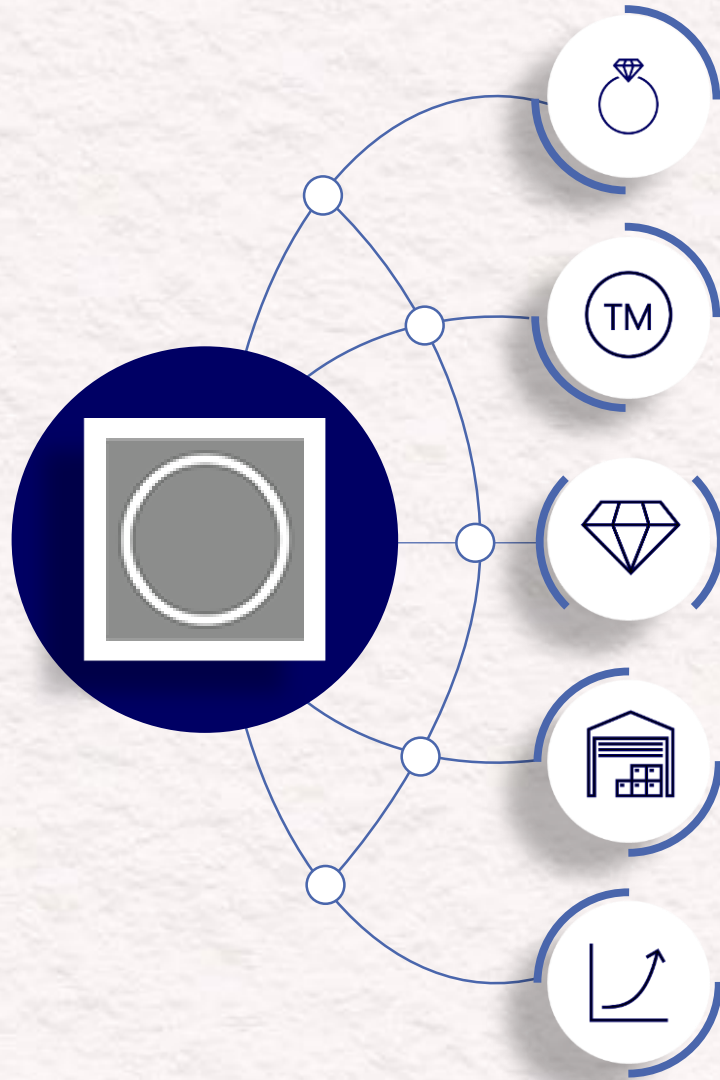
- * Successfully developed and launched 6 online stores
- * Monthly visitors on websites grown 10x since Feb 2020
- * Segment enjoys higher margins and healthy working capital cycle



CLICK ON THE LOGOS FOR THE WEBSITE LINK

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



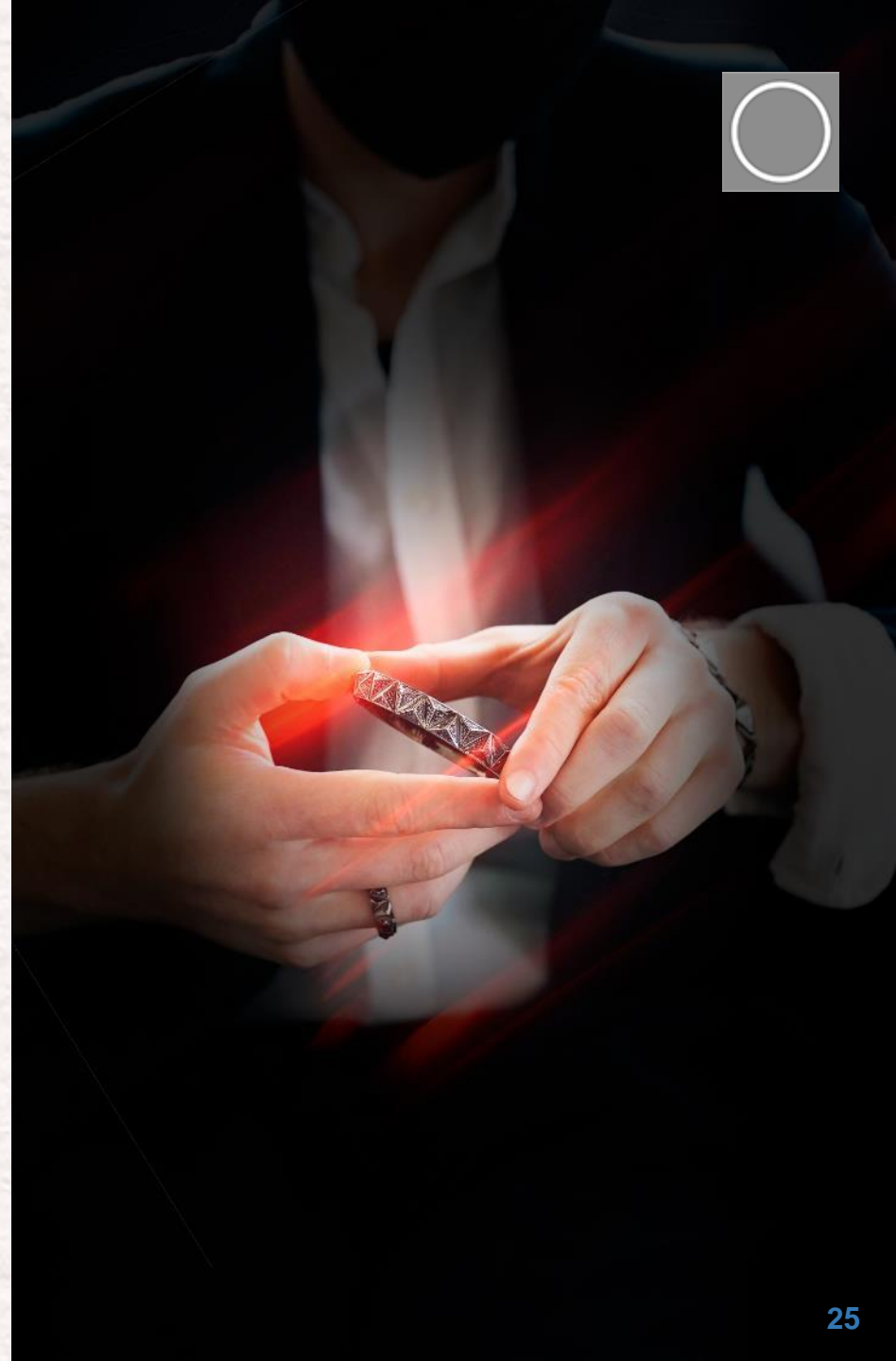
Increasing scale to drive operating leverage across distribution channels



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
- * 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 FY24, Renaissance spent Rs.76.71 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





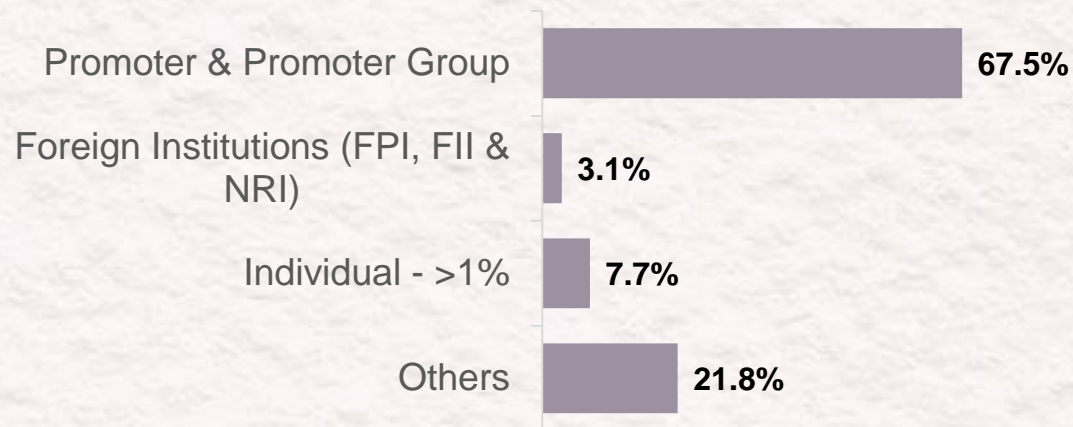
Renaissance Global Limited

Annexure



Market Snapshot

Shareholding Pattern*



*Holding as on 30th June 2024

Key Market Statistics

As on 30 June-2024
(Adjusted for Split)

BSE/NSE Ticker	532923/RGL
CMP (Rs)	101.5
Market Cap (Rs Crore)	975
Number of outstanding shares (Crore)	9.6
Face Value	2
52-week High / Low (Rs)	146 / 93



Conference Call Details



Q1FY25 Earnings Conference Call

Time • 2:30 p.m. IST on Monday, August 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.

For further information, please contact:

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Renaissance Global Limited

Thank You