



Renaissance Global Limited

Results Presentation

Q2 & H1 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.

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Renaissance Global Limited

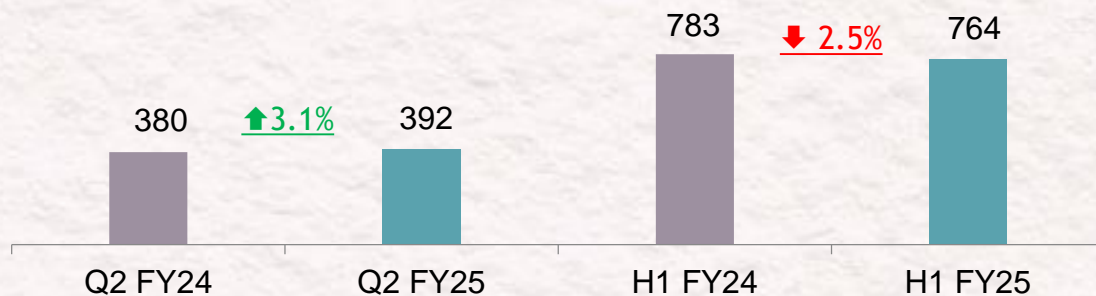
Q2 & H1 FY25 Results Overview



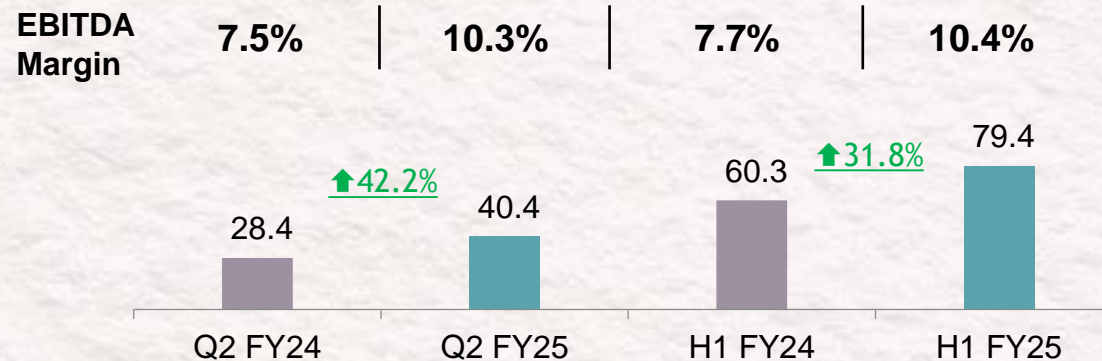
Q2 & H1 FY25 Financial Summary



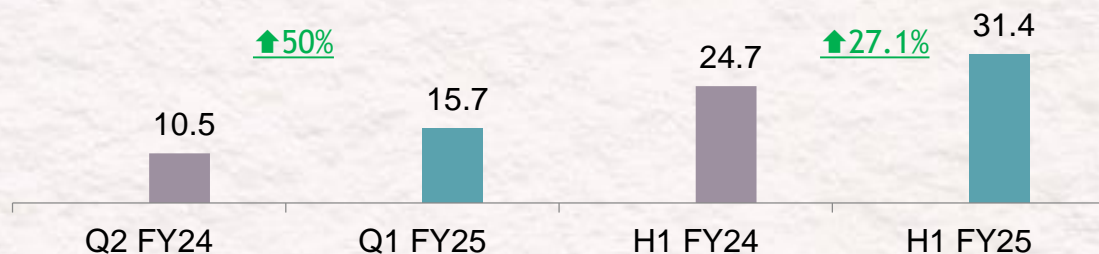
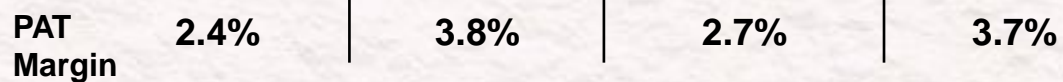
Revenue from Continuing Operations (Rs. Crore)*



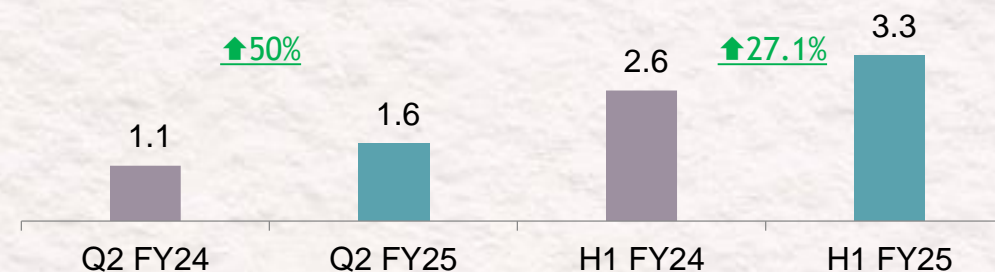
EBITDA from Continuing Operations (Rs. Crore)**



PAT (Rs. Crore)**



EPS (Rs.)**



Note: *Adjusted for discontinued operations

** Adjusted for one time restructuring costs and discontinued operations

Management Message



Commenting on the performance for Q2 FY25, Mr. Sumit Shah – Chairman and Global CEO, Renaissance Global Limited said:

"We are pleased to report a stable performance during the quarter with revenues and adjusted EBIDTA growing over Q2FY24 by 3.1% and 42.2% respectively from continuing operations. Our efforts towards improving margins have led to our adjusted EBITDA margin reaching 10.3% in Q2 FY25. This has been made possible through a combination of increased gross margins and strategically re-aligning our cost structure based on current capacity needs.

In keeping with our focus on Branded jewellery, we recently tested the Enchanted Star collection with a major retail partner in the US. This collection is an extension of our largest and most successful Enchanted Disney Fine Jewelry brand into the lab grown diamond space. This collection features marquee engagement ring designs and trendy fashion jewelry pieces and I am pleased to share that initial signs of this test are very promising. We believe this collection has the potential to add meaningful revenues to the Licensed brands business in the coming quarters.

Additionally, we announced the launch of Renaei, our new fashion jewellery D2C brand, set to debut on Amazon in the United States. Positioned strategically within the high-growth fashion jewelry segment, Renaei will cater to Millennial and Gen Z consumers.

I am also pleased to announce that we are undertaking a fresh issue of shares on a preferential basis with a target of raising around ₹168 crore, which will help strengthen the balance sheet and enable the Company to undertake strategic acquisitions and invest in modernizing our manufacturing infrastructure.

We look forward to seeing the benefits of the above steps in stronger financial results in the coming quarters."



Management Outlook



❖ Positive Demand Environment

- We anticipate strong consumer demand going forward supported by a cooling inflationary environment. Our current order book suggests strong demand momentum across our key markets, particularly in the branded jewelry and D2C segments.

❖ Expanding Gross Margins

- We expect to see continued margin growth, supported by our strategic focus on Direct-to-Consumer (D2C) sales. The shift toward lab-grown diamonds, which aligns with current consumer values around sustainability, has enhanced our margin profile
 - Lab-grown diamond jewelry mix has grown from 3% in H1 FY24 to 6% in H1 FY25 in B2B. Whereas, For D2C, the mix has improved to 54% in H1 FY25 from 50% in H1 FY24

❖ Substantial Cost Savings Program

- We have launched an extensive cost optimization initiative towards the end of Q2, extending into Q3, expected to deliver **annual savings of ₹40-50 crore**.
- This program includes:
 - **Process Re-engineering** to drive greater operational efficiency and streamline our workflows.
 - **Capacity Rationalization** to align resources precisely with demand, improving our cost structure.
 - **Interest Expense Reduction** as we anticipate a meaningful decline in interest costs, leveraging proceeds from the sale of our plain gold business and an expected favorable interest rate environment with announced rate cuts from the FED.
- **One-Time Restructuring Costs:** These initiatives include a one-time restructuring expense in Q2 and Q3 FY25, laying the groundwork for sustainable, long-term savings and enhanced profitability.

Growing D2C (Owned Brands)



India Business

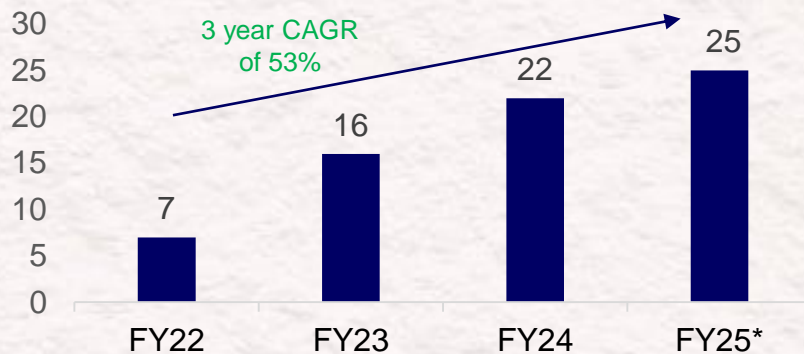


IRASVA

- 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:

IRASVA revenue growth over the past few years (INR Cr.)



Note: *ARR FY25

U.S. Owned Brands



JEWELILI

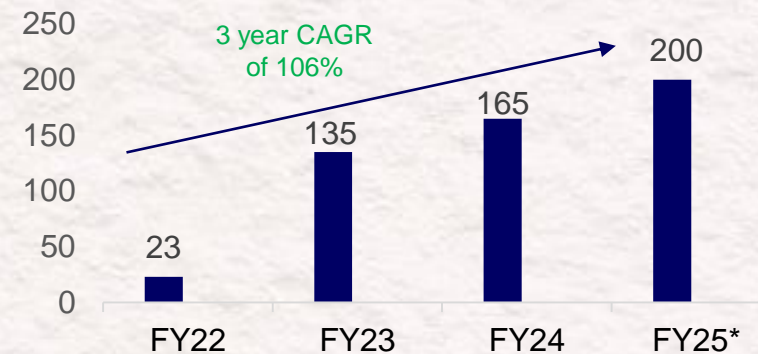
SHINE BRIGHT. SPEND SMALL.



...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.

U.S. Owned Websites Revenue growth over the past few years (INR Cr.)



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.



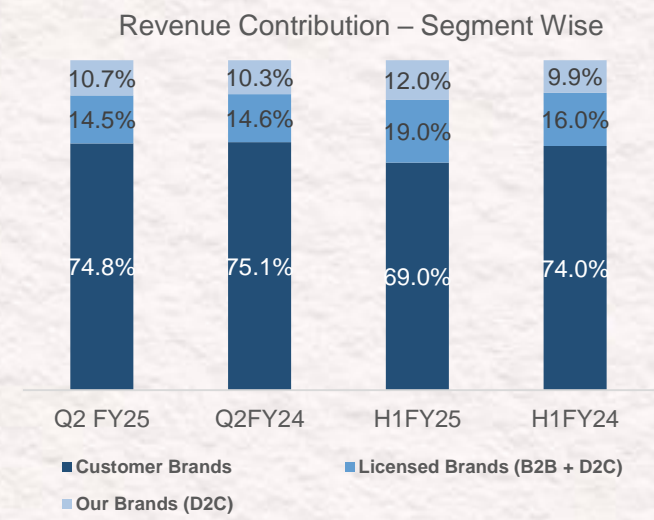
Click on the brand logos for visiting the websites. (WB and DC websites yet to developed).

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 (₹ Cr.)	Q2 FY25	Q2 FY24	Shift % Y-o-Y	H1 FY25	H1 FY24	Shift % Y-o-Y
Our Brands (D2C)	41.9	39.1	7.3%	91.9	77.6	18.5%
<i>India (Irasva)</i>	6.0	6.6	-9.7%	10.0	9.7	2.4%
<i>US owned Websites</i>	36.0	32.5	10.8%	82.0	67.9	20.8%
Licensed Brands (B2B + D2C)	56.7	55.3	2.5%	145.0	125.6	15.4%
Customer Brands	293.0	285.4	2.6%	526.6	579.6	-9.1%
Revenue before discontinued operations	391.6	379.8	3.1%	763.6	782.8	-2.5%
Discontinued Operations	20.0	62.1	-67.8%	92.8	132.3	-29.8%
Total	411.6	441.9	-6.9%	856.4	915.1	-6.4%



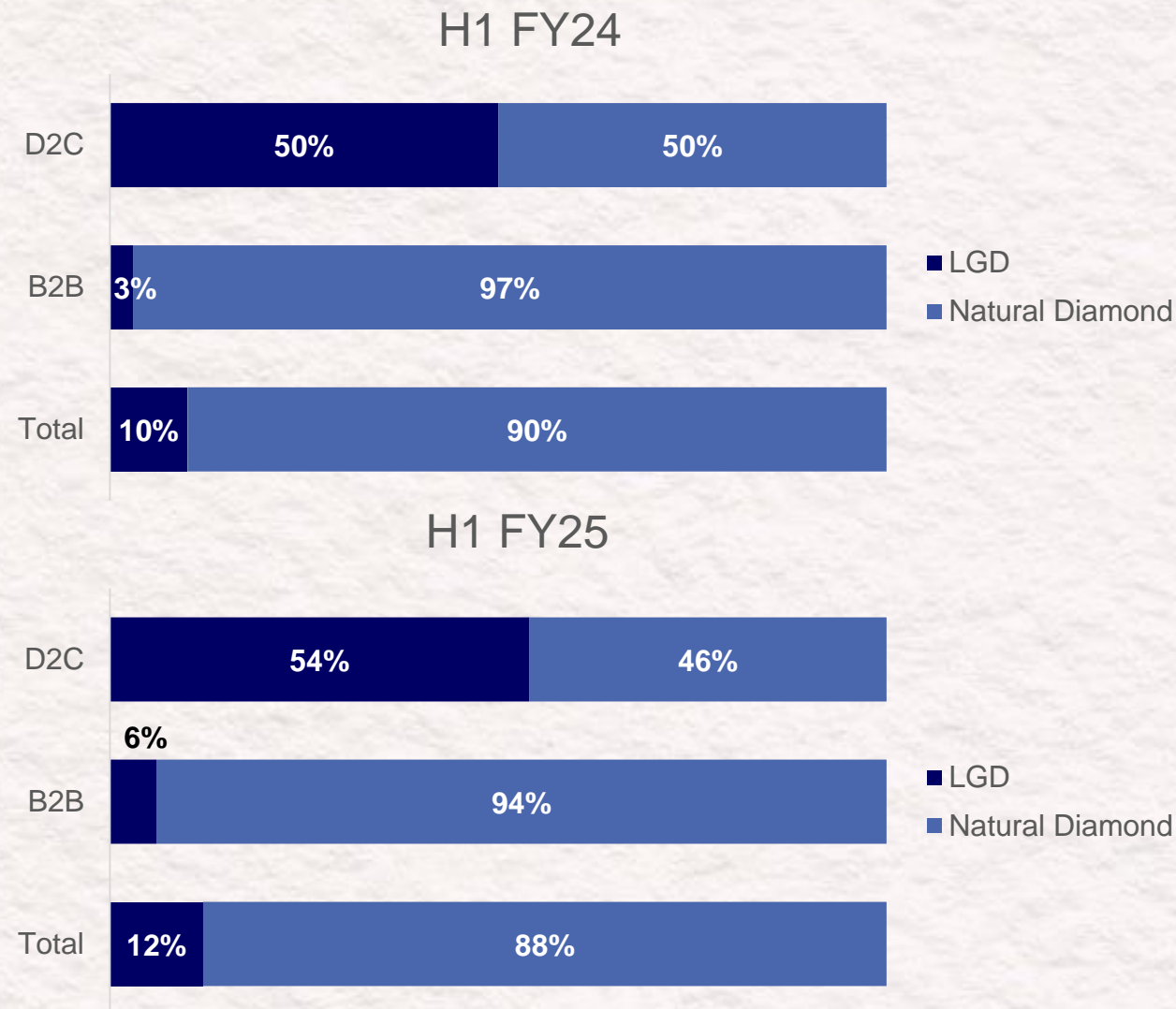
EBITDA Break-Up (₹ Cr.)	Q2 FY25			Q2 FY24			H1FY25			H1FY24		
	EBITDA (₹ Cr)	EBITDA (%)	Shift (bps)	EBITDA (₹ Cr)	EBITDA (%)	Shift (bps)	EBITDA (₹ Cr)	EBITDA (%)	Shift (bps)	EBITDA (₹ Cr)	EBITDA (%)	Shift (bps)
Our Brands (D2C)	3.7	10.3%	575	1.8	4.5%	280	7.5	8.1%	381	3.4	4.3%	381
<i>India (Irasva)</i>	(1.0)	-16.0%	-280	(0.9)	-13.2%	-280	(1.4)	-13.6%	664	(2.0)	-20.3%	664
<i>US owned Websites</i>	4.6	12.9%	480	2.6	8.1%	480	8.8	10.8%	293	5.3	7.8%	293
Licensed Brands (B2B + D2C)	9.4	16.5%	132	8.4	15.2%	132	23.7	16.3%	80	19.5	15.5%	80
Customer Brands	27.4	9.4%	295	18.3	6.4%	295	45.4	8.6%	216	37.4	6.5%	216
EBITDA before discontinued operations	40.4	10.3%	284	28.4	7.5%	284	76.5	10.0%	232	60.3	7.7%	232
One-time Restructuring Expense	(3.4)						(3.4)					
Discontinued Operations	(2.1)	-10.4%	-1570	3.3	5.3%	-1570	0.8	0.9%	-529	8.2	6.2%	-529
Total	35.0	8.5%	132	31.7	7.2%	132	73.9	8.6%	115	68.5	7.5%	115

Note: 1) We have adopted a new presentation to show our performance for owned brands and licensed brands separately.
 2) As part of an internal reclassification, certain segment figures previously reported have been restated

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



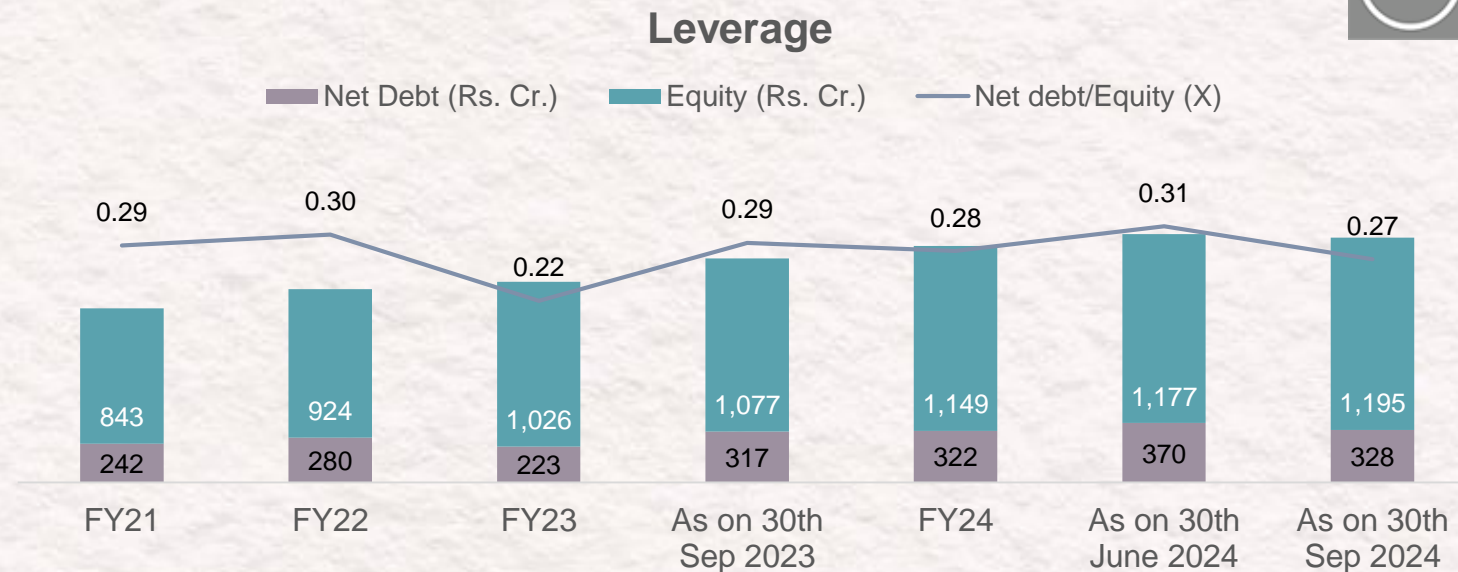
- * Globally, LGDs have gained widespread traction, especially in the segments of engagement rings and solitaire jewellery
- * Currently, 54% of Renaissance's direct-to-consumer (D2C) sales are attributed to LGDs, underscoring their increasing preference among customers, particularly due to the notable 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.



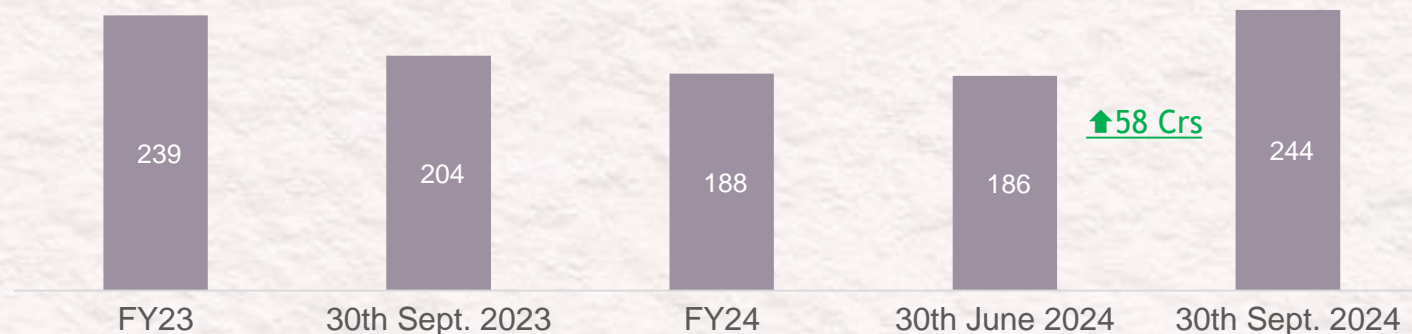
Strong Balance Sheet



- * Highly disciplined balance sheet approach
- * Net Debt to Equity ratio as of 30th Sep 2024 was at 0.27



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



Consolidated Profit & Loss Statement



Particulars (Rs. Crores)	Q2 FY25	Q2 FY24	Y-o-Y Change (%)	H1 FY25	H1 FY24	Y-o-Y Change (%)
Revenues from Operations	411.6	441.9	-6.9%	856.4	915.1	-6.4%
Other Income	1.3	1.3	0.4%	3.7	4.4	-14.5%
Total Income	412.9	443.2	-6.8%	860.2	919.5	-6.5%
COGS	262.1	300.6	-12.8%	548.8	634.2	-13.5%
Gross Profit	150.8	142.6	5.7%	311.4	285.2	9.2%
Gross Margin (%)	36.5%	32.2%	434 bps	36.2%	31.0%	518 bps
Employee Expenses	31.6	31.1	1.6%	63.7	61.1	4.3%
Advertisement & Sales Promotion Expenses	21.7	20.8	4.5%	53.0	42.6	24.5%
Other Expenses	59.1	59.0	0.1%	117.3	113.1	3.7%
EBITDA	38.4	31.7	20.9%	77.3	68	13.0%
EBITDA Margin (%)	9.3%	7.2%	214 bps	9.0%	7.5%	155 bps
Depreciation	3.7	3.6	3.1%	7.4	6.9	7.2%
Amortization	3.7	4.1	-9.1%	7.1	8.2	-13.3%
Finance Costs	11.8	12.6	-6.9%	22.8	22.4	1.4%
Interest on Leases	1.8	-0.7	-347.9%	3.5	0.9	267.6%
PBT	17.4	12.2	43.5%	36.6	30.0	22.2%
<i>Profit/(Loss) on Restructuring expense</i>	(3.4)	-	-	(3.4)	-	-
PBT after restructuring expenses	14.0	12.2	15.6%	33.2	30.0	10.9%
Tax expense	2.8	1.7	67.1%	6.6	5.3	24.9%
PAT	11.2	10.5	7.3%	26.6	24.7	7.9%
PAT Margin (%)	2.7%	2.4%	36 bps	3.1%	2.7%	41 bps
Basic EPS	1.2	1.1	3.6%	2.8	2.6	5.7%

Adjusted Financial Performance



Adjusted Financial (Rs. Crores)	Q2 FY25	H1 FY25
Reported EBITDA	35.0	73.9
Add: Loss on Discontinued Operations (Plain Gold) in Q2 FY25	2.1	2.1
Add: One-time Restructuring Expenses	3.4	3.4
Adj. EBITDA	40.4	79.4
Less: Depreciation	3.7	7.4
Less: Amortization	3.7	7.1
Less: Finance Costs	11.8	22.8
Less: Interest on Leases	1.8	3.5
Adj. PBT	19.5	38.7
Less: Adj. Tax expense	3.8	7.4
Adj. PAT	15.7	31.4
PAT Margin (%)	3.8%	3.7%

This table represents an adjusted picture of the profitability if the profits are adjusted for certain one time expenses. These numbers are not intended to represent the audited financial performance of the company and are only for indicative purposes only. ^[1]The company has initiated a cost restructuring to improve overall efficiency and intended to focus overall profitability, For this a one time restructuring cost is being paid by the company to the effect of INR 3.4 cr in Q2FY25. Adj. EBITDA of H1 FY25 (79.4 cr) includes Q1 FY25 Plain gold division EBITDA of 2.9 cr

Consolidated Balance Sheet



Particulars (In ₹ Crores)	Sep-24	Sep-23	Particulars (In ₹ Crores)	Sep-24	Sep-23
Shareholder's Funds	1,195.5	1,076.8	Non-Current Assets		
Equity Share Capital	19.2	19.2	Fixed Assets – Tangible & Intangible	248.9	255.2
Reserves & Surplus	1,176.2	1,057.7	CWIP & Intangibles under development	0.2	1.7
Minority Interest	-	(0.1)	Other Non Current Assets	28.1	41.0
Non-Current Liabilities			Deferred Tax Assets (Net)	32.0	30.0
Borrowings	21.3	36.0	Current Assets		
Other Financial Liabilities	-	-			
	(0.0)	1.9	Current Investments	118.4	112.9
Long Term Provisions			Inventories	1,145.0	1,029.3
Other Non-Current Liabilities	135.0	134.4	Trade Receivables	480.5	435.1
Current Liabilities			Cash & Bank Balances	125.3	90.8
Income Tax Liabilities (net)	6.6	0.4	Cash in Short term investments	-	0.8
Short Term Borrowings	550.2	485.4	Short Term Loans & Advances	3.5	3.7
Trade Payables	281.1	268.7	Other Current Assets	47.9	43.1
Other Financial Liabilities	22.3	20.6	Asset Classified for Sale	-	-
Other Current Liabilities	14.3	16.7	Current Tax Assets (Net)	-	-
Short Term Provisions	3.5	2.5			
Total Equity & Liabilities	2,229.8	2,043.5	Total Assets	2,229.78	2,043.5

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 Fine Jewellery Company focused on designing, manufacturing, distribution & marketing of branded & private label jewellery

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

Product portfolio across Our Brands, Licensed brands & Customer brands

Our Brands division positioned to capture the growing market of high-quality lab-grown diamond fine jewellery

Licensing agreements with **large globally-recognized brands**- sold Direct to Consumer (D2C) and through large format retailers

7

Licensing agreements with global brands

6

Direct-to-Consumer websites

237 cr.

Branded jewellery* revenues in H1 FY25

13%

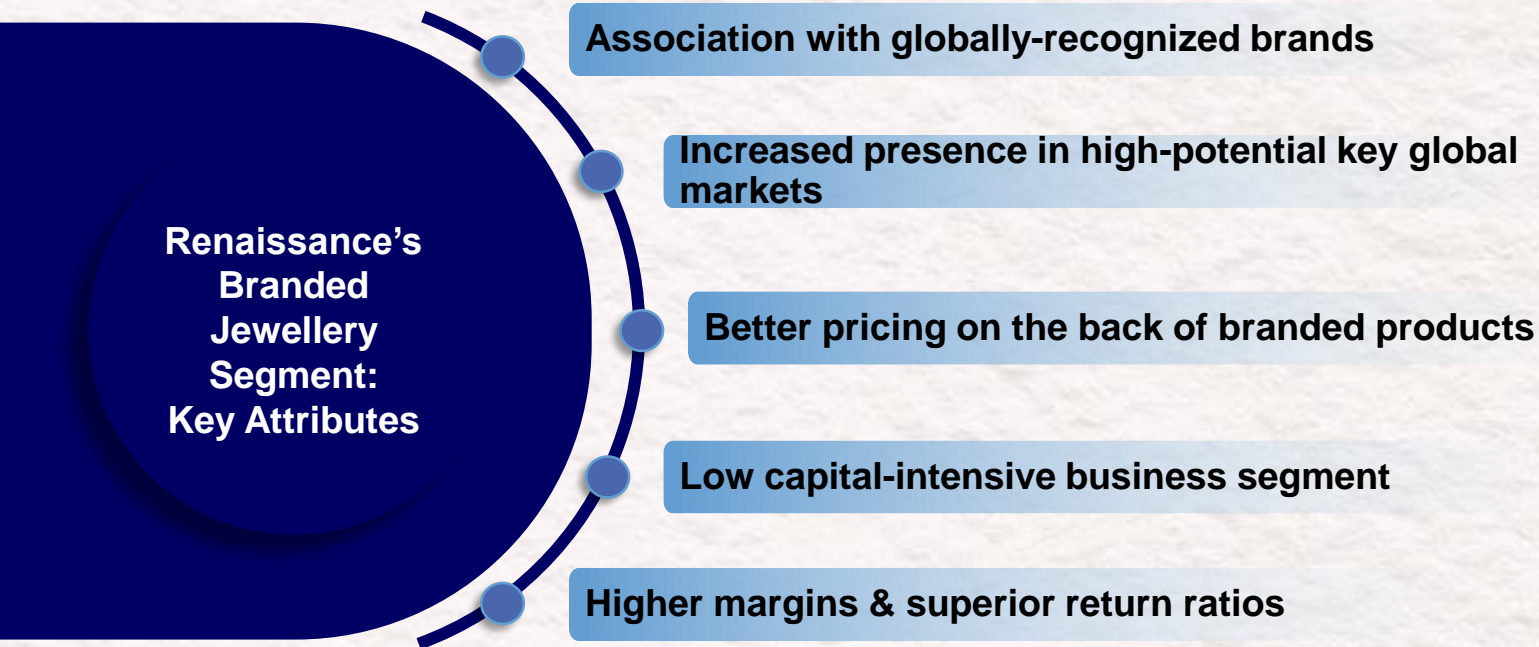
Branded jewellery* EBITDA margins in H1 FY25

0.27

Net debt to equity as on H1 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

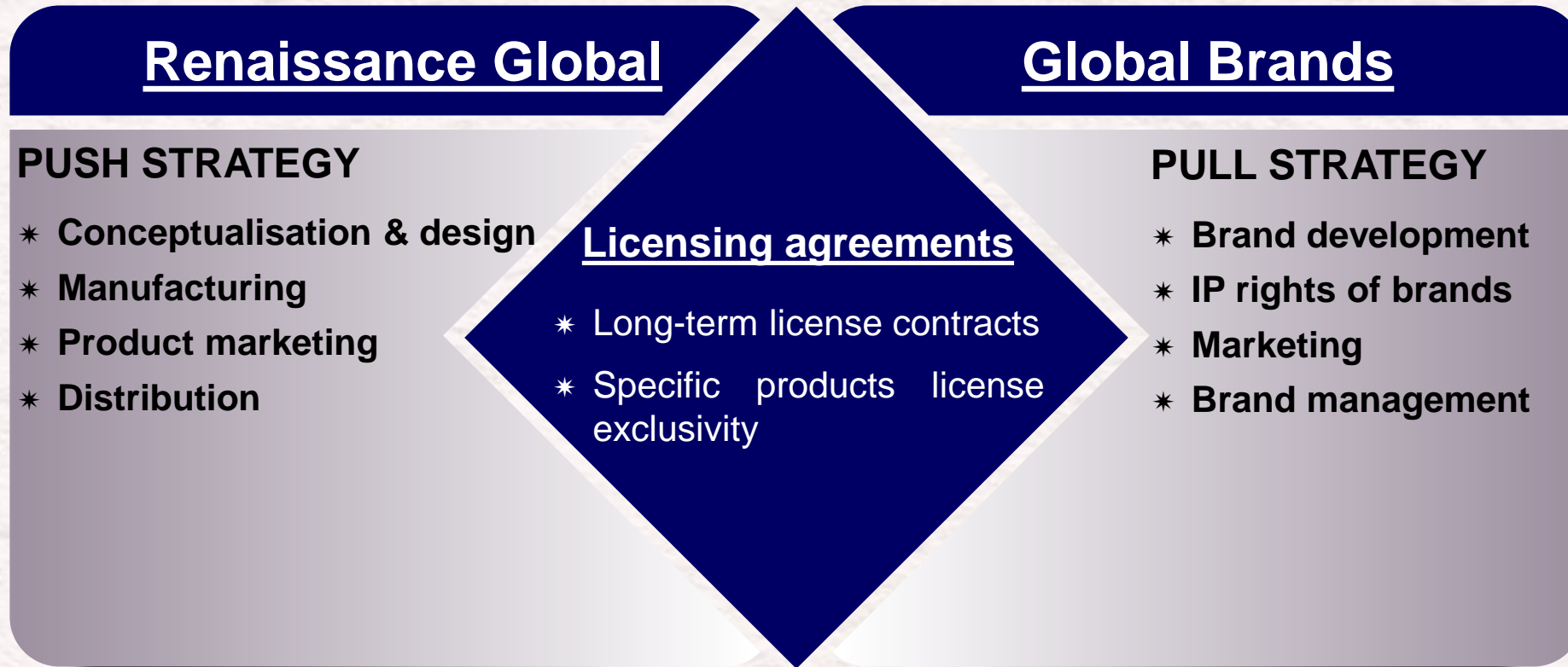


Business-to-Business (B2B) (through retail and jewellery store partners)



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

- * Renaei, a new fashion Jewellery brand launched in 2024 on Amazon in the United States to cater to the high-growth demographic of Millennial and Gen Z consumers.
- * 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

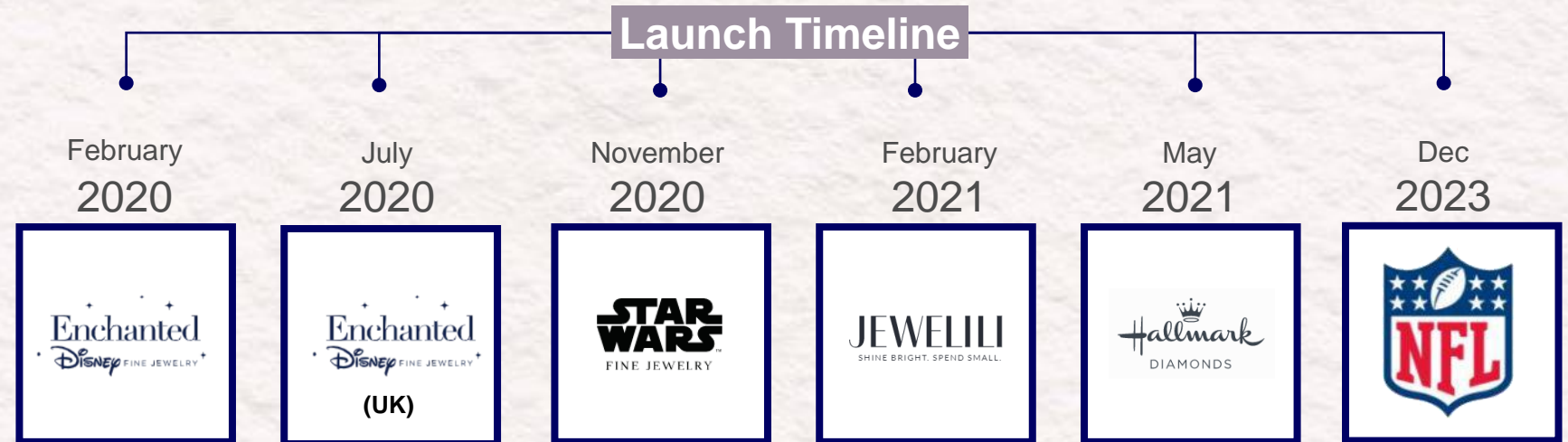
Building a strong portfolio of licensed and owned brands



Establishing High-Potential D2C Division



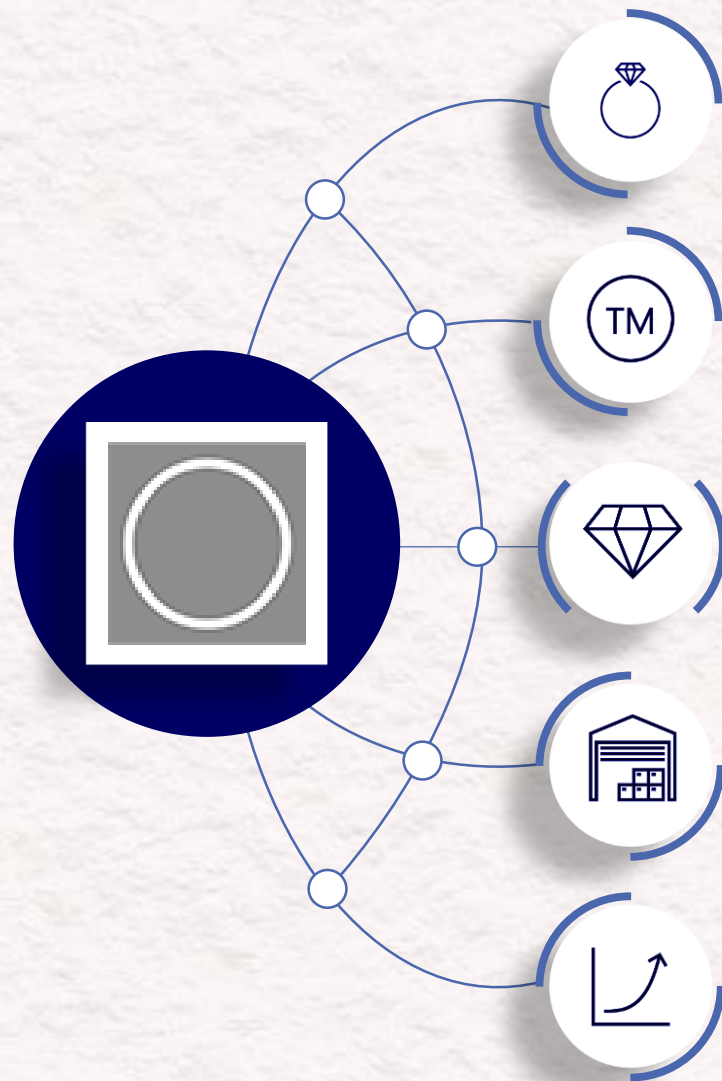
- * Successfully developed and launched 6 online stores
- * Monthly visitors on websites grown 10x since Feb 2020
- * Segment enjoys higher margins and healthy working capital cycle



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



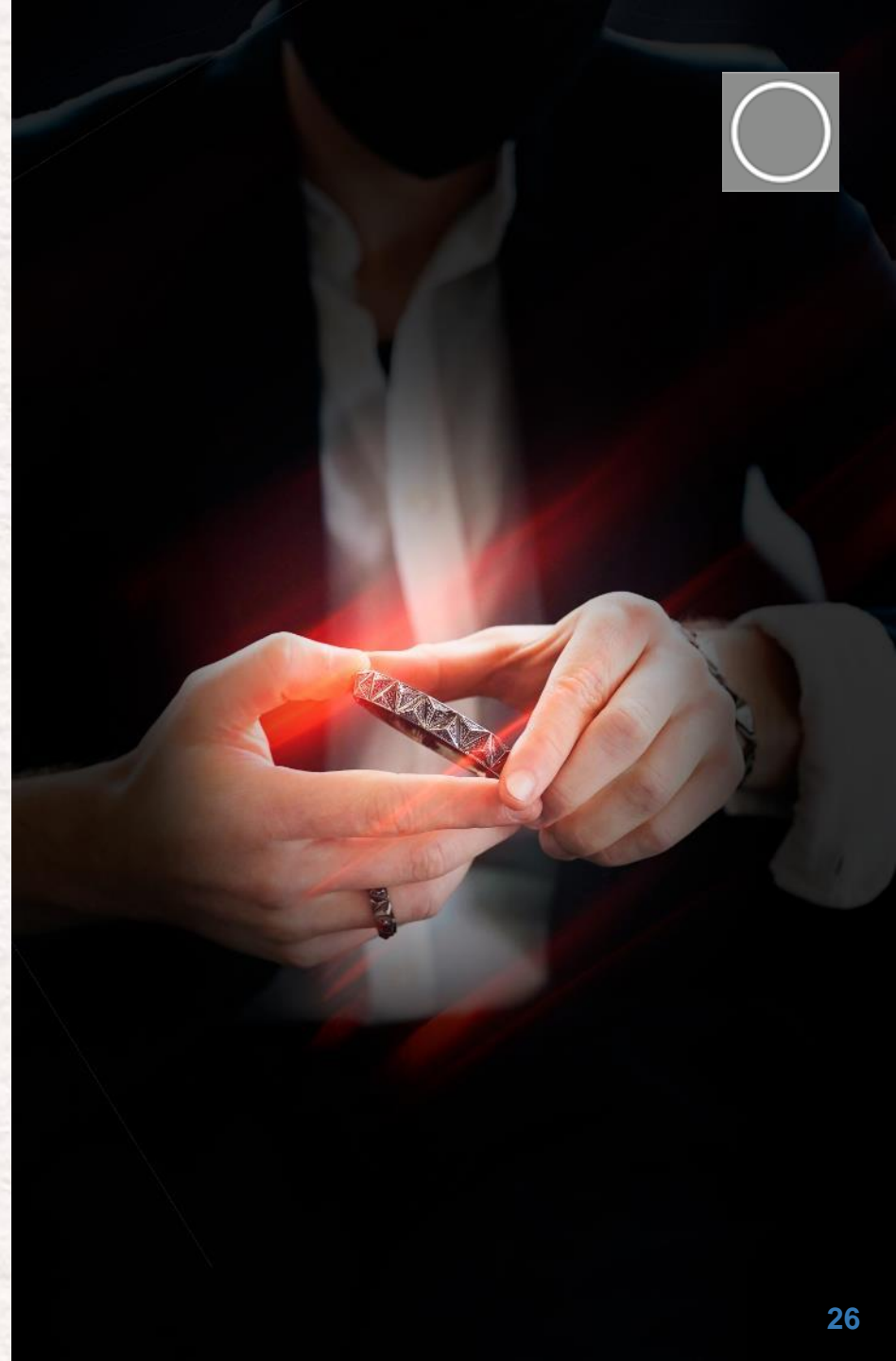
Increasing scale to drive operating leverage across distribution channels



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



Prudent capital allocation with focus on creating sustainable shareholder value





Renaissance Global Limited

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





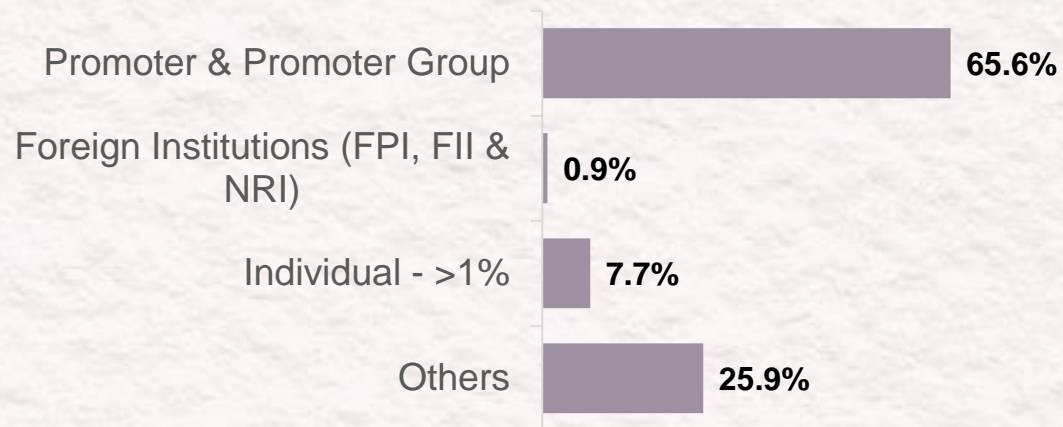
Renaissance Global Limited

Annexure



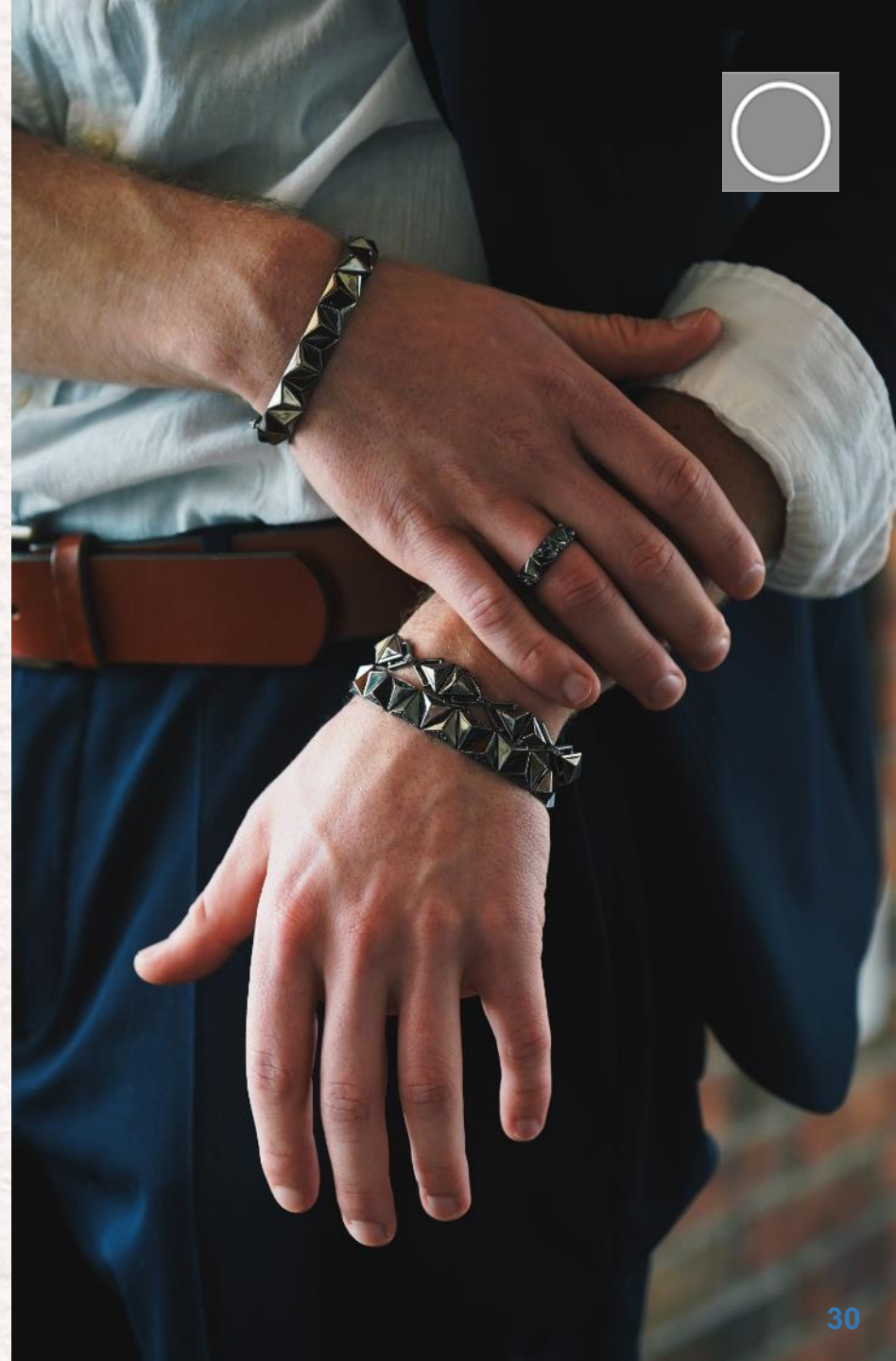
Market Snapshot

Shareholding Pattern*



*Holding as on 30th Sept. 2024

Key Market Statistics	As on 30 Sept.-2024 (Adjusted for Split)
BSE/NSE Ticker	532923/RGL
CMP (Rs)	119.5
Market Cap (Rs Crore)	1,148
Number of outstanding shares (Crore)	9.6
Face Value	2
52-week High / Low (Rs)	164 / 87



Conference Call Details



Q2FY25 Earnings Conference Call

Time • 2:30 p.m. IST on Friday, November 15, 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:



Snehkumar Purohit



Renaissance Global Limited



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Email:

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Renaissance Global Limited

Thank You